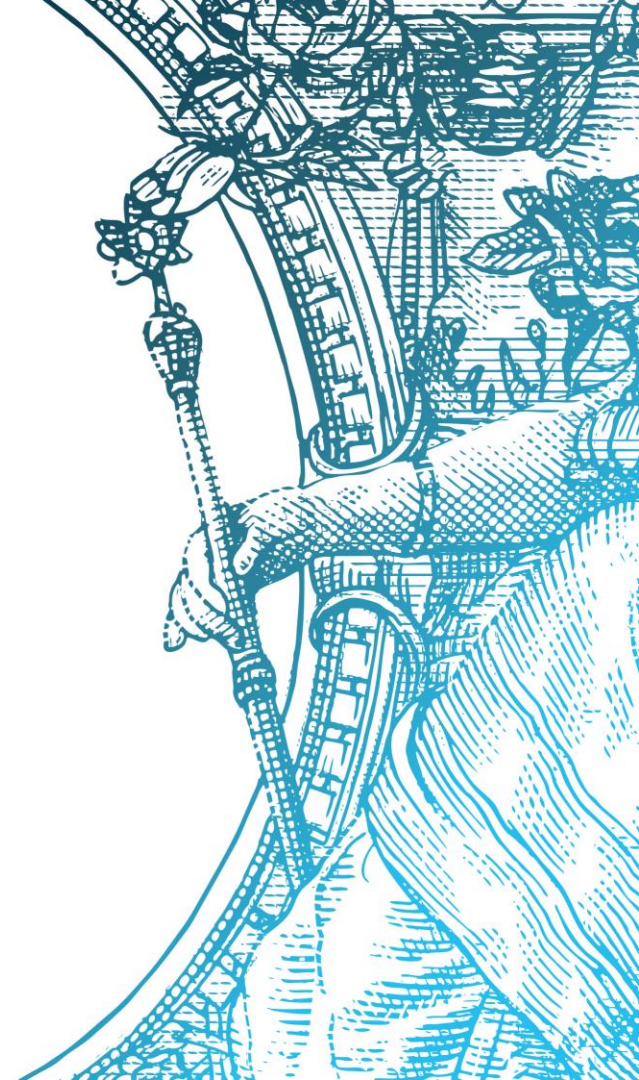


Q1 2021 Report

Massachusetts Gaming Commission

May 6, 2021



REVENUE, TAXES, LOTTERY & COMPLIANCE



Q1 2021 Gaming Revenue & Taxes

Month	Gaming Revenue	MA Taxes
January	\$14,498,459	\$3,624,615
February	\$16,893,706	\$4,223,427
March	\$22,063,599	\$5,515,900
TOTAL	\$53,455,764	\$13,363,941

Lottery



Month	Lottery Sales at MGM Springfield
January	\$113,759
February	\$80,652
March	\$88,678

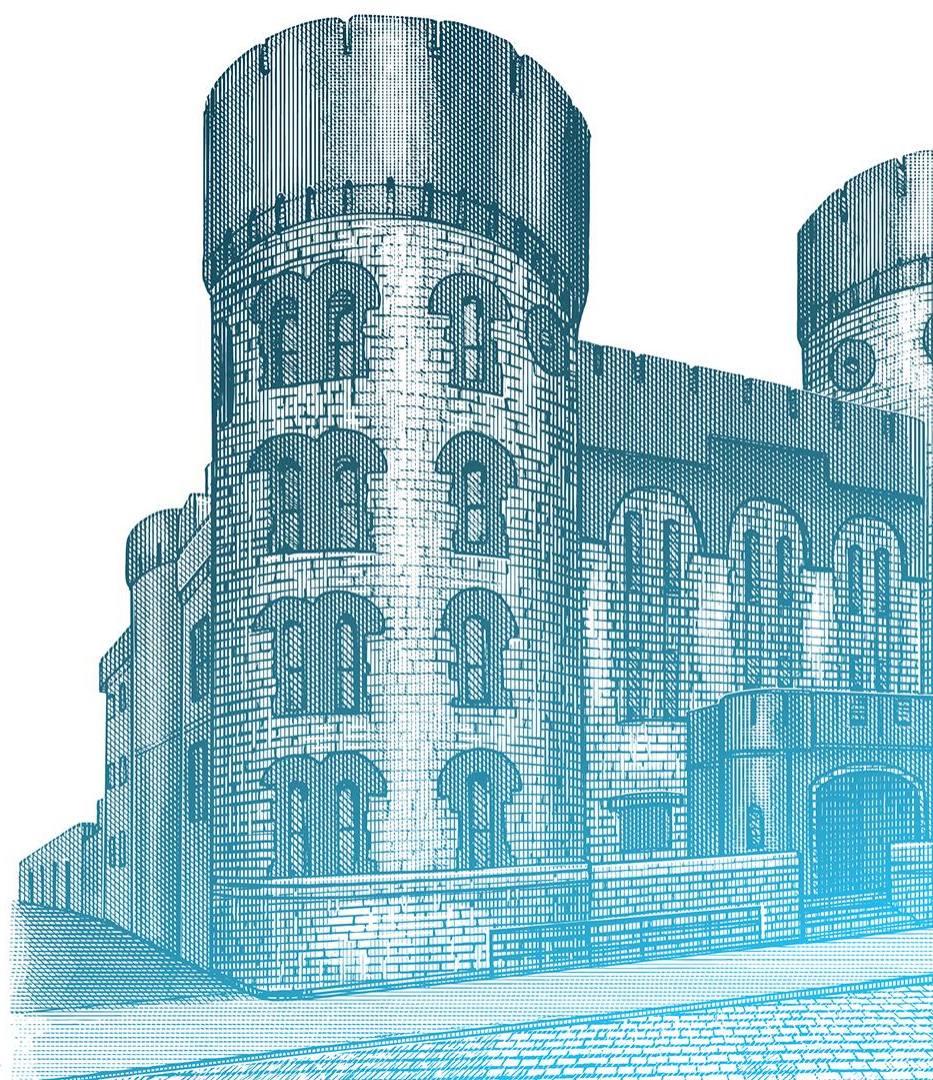


Compliance

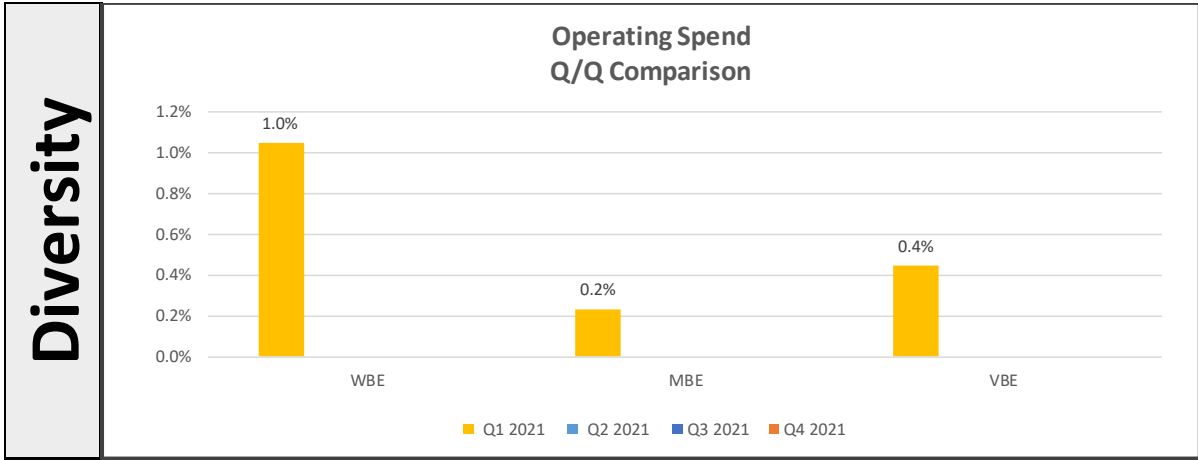


Month	Minors intercepted in Gaming Area and prevented from Gaming	Minors intercepted gaming	Minors intercepted consuming alcohol
January	4	1	0
February	2	0	0
March	0	0	0

SPEND UPDATE



Q1 2021 Operating Spend

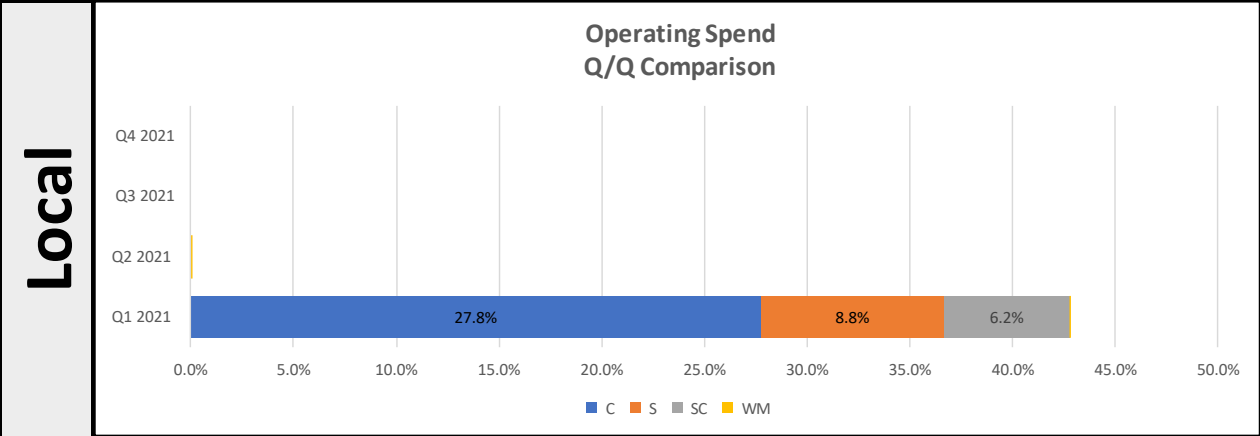


Notes:

- Total Biddable Spend for Q4 2021 was \$6.7M
- Diversity categories defined as:
 - WBE – Women-Owned Business Enterprise
 - MBE – Minority-Owned Business Enterprise
 - VBE – Veteran Owned Business Enterprise
- Diversity spend goals defined as:
 - WBE – 15% of Biddable Spend
 - MBE – 10% of Biddable Spend
 - VBE – 2% of Biddable Spend

\$6.7M identified in Biddable Spend
\$0.1M in payments to Diversity Suppliers (2%)

Q1 2021 Operating Spend



Notes:

- Total Spend for Q1 2021 was \$7.2M
- Spend segments defined as:
 - Commonwealth (C)
 - Springfield (S)
 - Surrounding Communities (SC)
 - Western Massachusetts (WM)

\$3.1M in payments to Mass. Suppliers (43%)

\$1.1M in payments to Western Mass (15%)



EMPLOYMENT



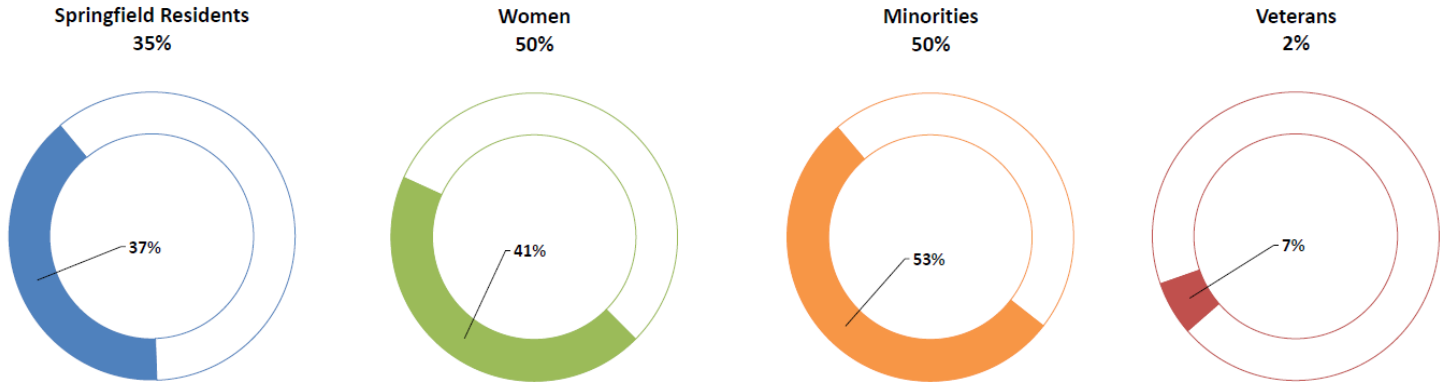
Employment Numbers

	Employees	Full-Time	Part-Time
Totals	973	777	196
% of Total	100%	80%	20%

Q1 2021	Goals	Q2 2020 %	Q2 2020 TOTAL # OF EMPLOYEES	Q3 2020 %	Q3 2020 TOTAL # OF EMPLOYEES	Q4 2020 %	Q4 2020 TOTAL # OF EMPLOYEES	Q1 2021 %	Q1 2021 TOTAL # OF EMPLOYEES
MINORITY	50%	53.4%	1,074	55.7%	507	53.9%	480	53%	517
VETERAN	2%	5.8%	116	7.0%	64	7.5%	67	7%	64
WOMEN	50%	44.3%	892	41.6%	379	41.9%	373	41%	402
LOCAL/HOST/SURROUNDING*	35%	40.1%	806	39.6%	361	37.5%	335	37%	360
WESTERN MA RESIDENTS		76.8%	1,546	74.5%	679	74.2%	661	74%	723
MA RESIDENTS		78.4%	1,577	76.0%	692	76.0%	677	76%	737
907									
TOTAL # OF GAMING ESTABLISHMENT EMPLOYEES			2,012		911		891		973*
FULL TIME			1,480		839		771		777
PART TIME			393		70		91		115
ON CALL			139		2		29		81

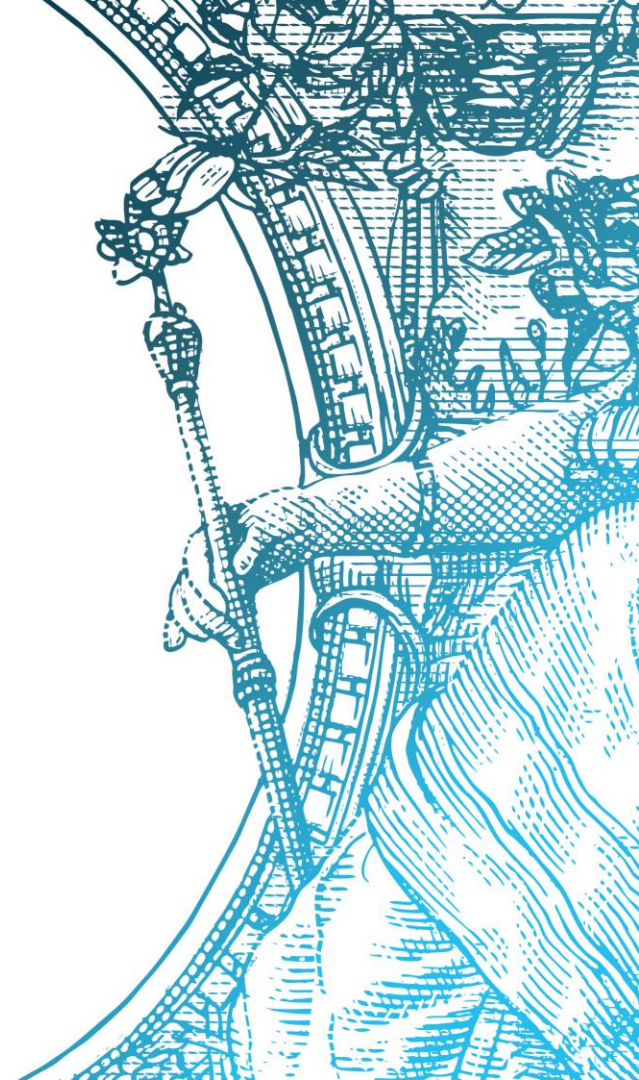
* 119 are employees at the MassMutual Center and not on the Gaming Establishment

Progress on Hiring Goals



Represents 973 active employees as of 3/31/2021 (Does not include Campus Tenants, Vendors)

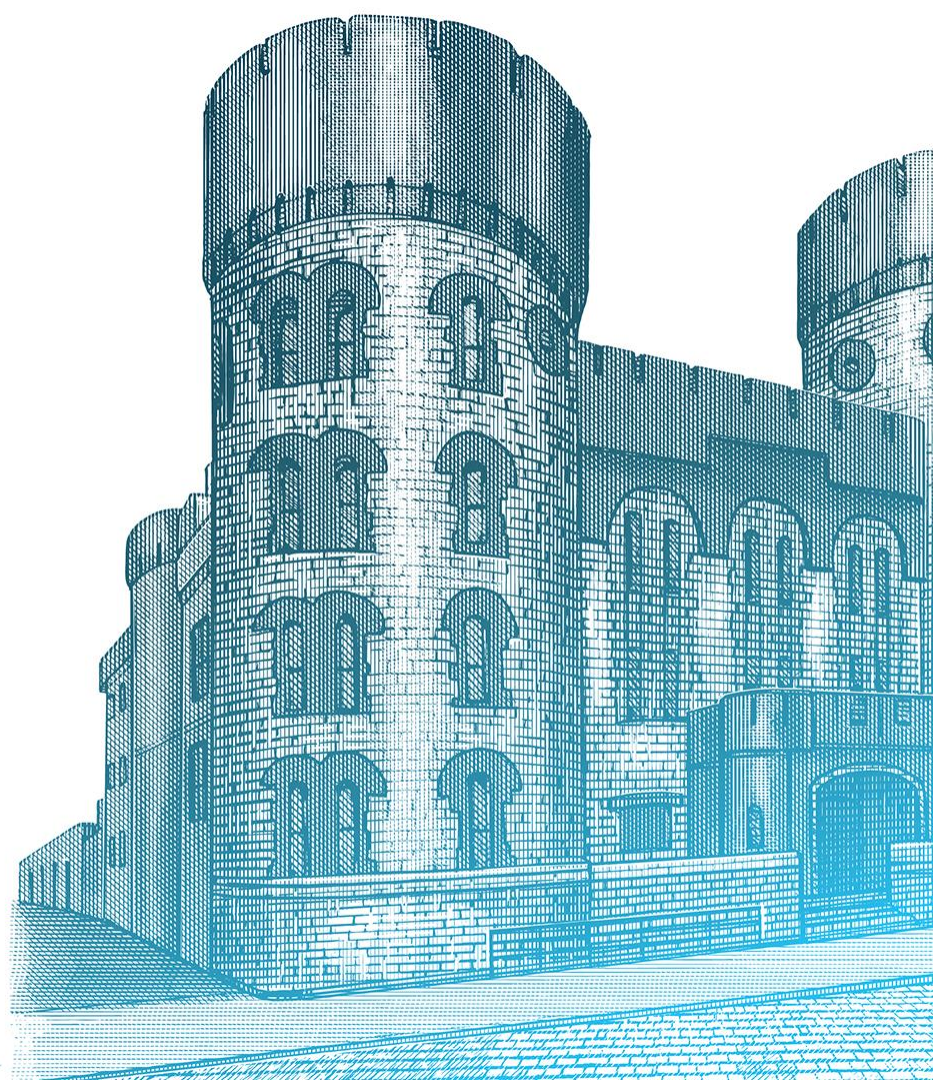
COMMUNITY ENGAGEMENT



Community Engagement



FUTURE IMPACT



Development Update



- **31 Elm** - Developer moving forward on construction drawings, pricing and bidding; Financial close expected in or before Q3 2021
- **Wahlburgers** – on track for May 2021 opening
- **Armory** – currently under evaluation based on phased lifting of COVID restrictions over next several months

THANK YOU

