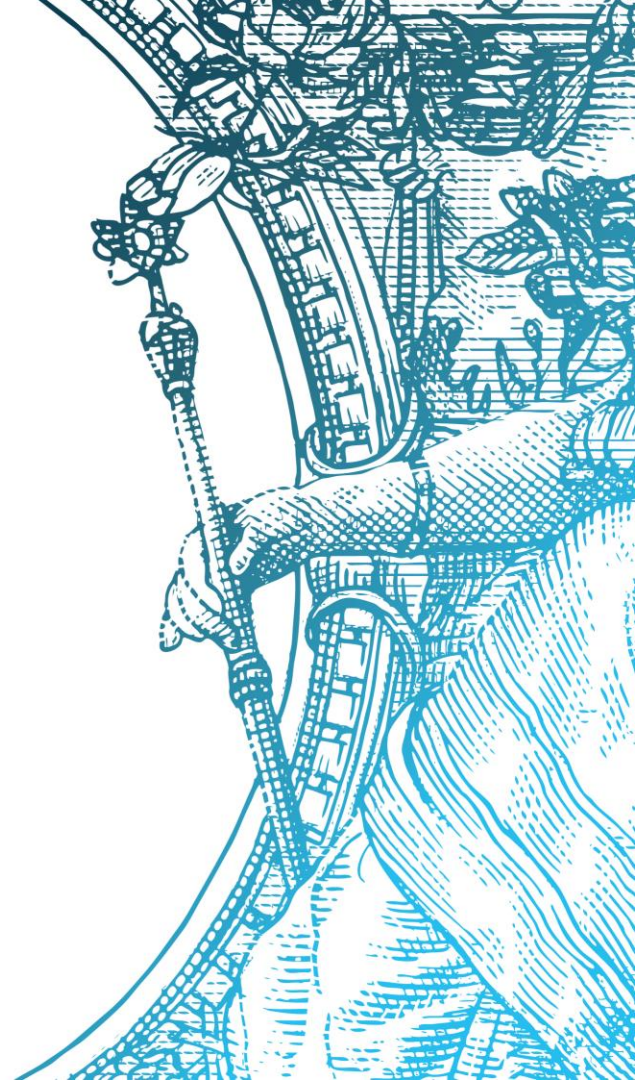


Q2 2021 Report

Massachusetts Gaming Commission

August 19, 2021



REVENUE, TAXES, LOTTERY & COMPLIANCE



Q2 2021 Gaming Revenue & Taxes

Month	Gaming Revenue	MA Taxes
April	\$21,933,552	\$5,483,388
May	\$21,252,673	\$5,313,168
June	\$20,206,647	\$5,051,662
TOTAL	\$63,392,873	\$15,848,218

Lottery



Month	Lottery Sales at MGM Springfield
April	\$93,554
May	\$113,768
June	\$77,931



Compliance



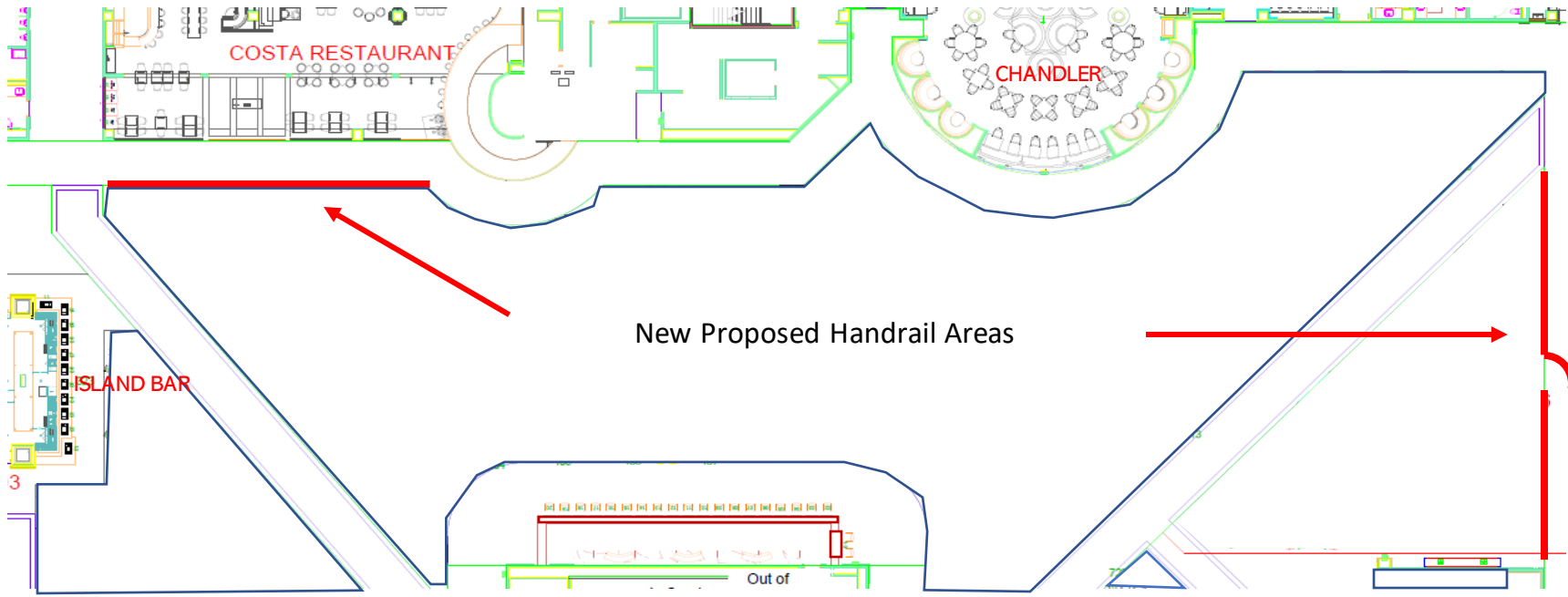
Month	Minors intercepted in Gaming Area and prevented from Gaming	Minors intercepted gaming	Minors intercepted consuming alcohol	Minors prevented from accessing the Gaming Area
April	2	1	0	29
May	2	2	0	31
June	0	0	0	36

- Average time in Gaming Area – 35.5 minutes.
- Longest time in the Gaming Area – 1 hour 1 minute.
- All those who gained access and/or gamed were between the ages 18-21.

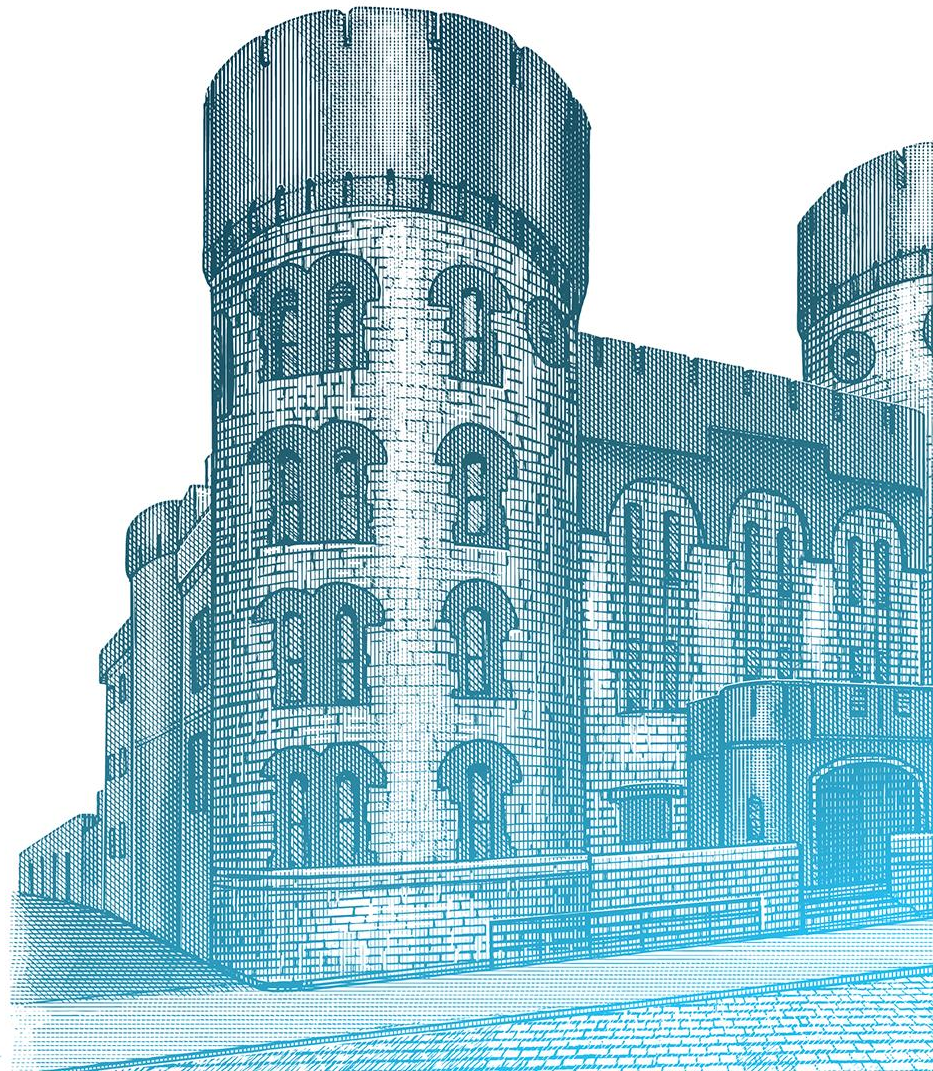
Compliance



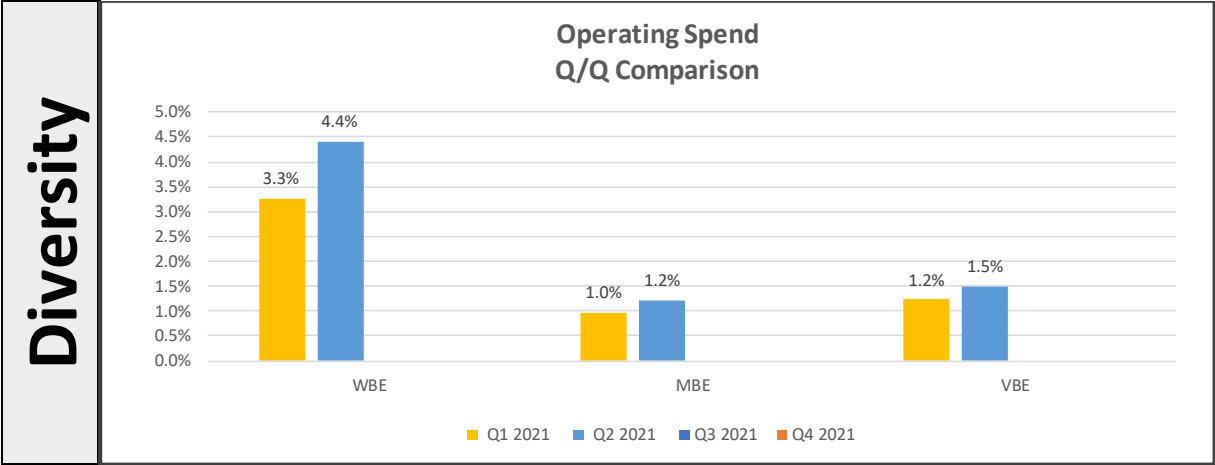
Compliance



SPEND UPDATE



1st Half of 2021 Operating Spend



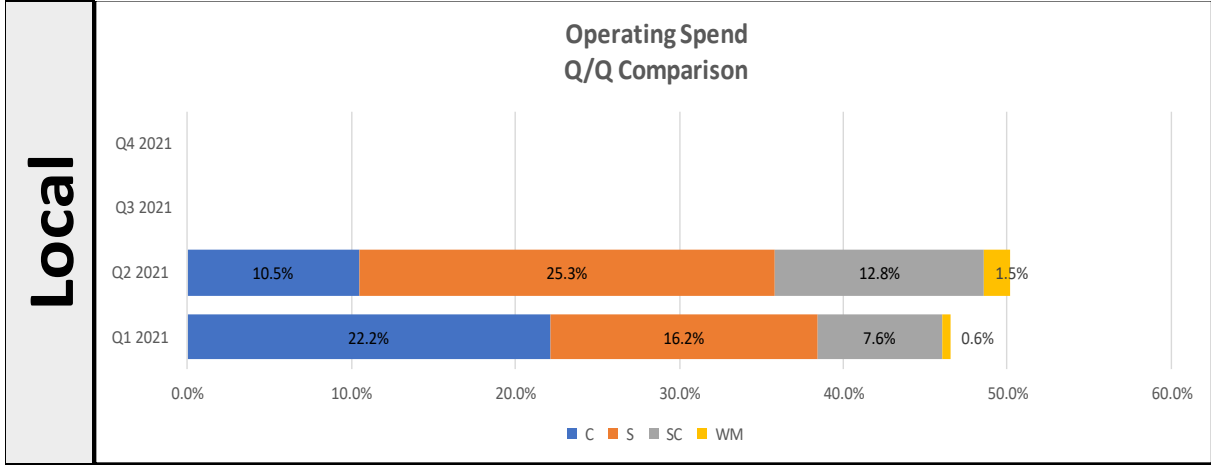
Diversity

\$8.6M identified in Biddable Spend
\$0.6M in payments to Diversity Suppliers (7%)

Notes:

- Total Biddable Spend for 1st half 2021 was \$18.5M and total payments to Diversity Suppliers were \$1.2M or 6%.
- 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

1st Half of 2021 Operating Spend



Notes:

- Total Spend for the 1st half of 2021 was \$21.3M
 - Mass. Suppliers \$10.3M or 48%
 - Western Mass \$6.7M or 31%
- Spend segments defined as:
 - Commonwealth (C)
 - Springfield (S)
 - Surrounding Communities (SC)
 - Western Massachusetts (WM)

\$4.9M in payments to Mass. Suppliers (50.2%)

\$3.8M in payments to Western Mass (39.6%)

EMPLOYMENT



Employment Numbers

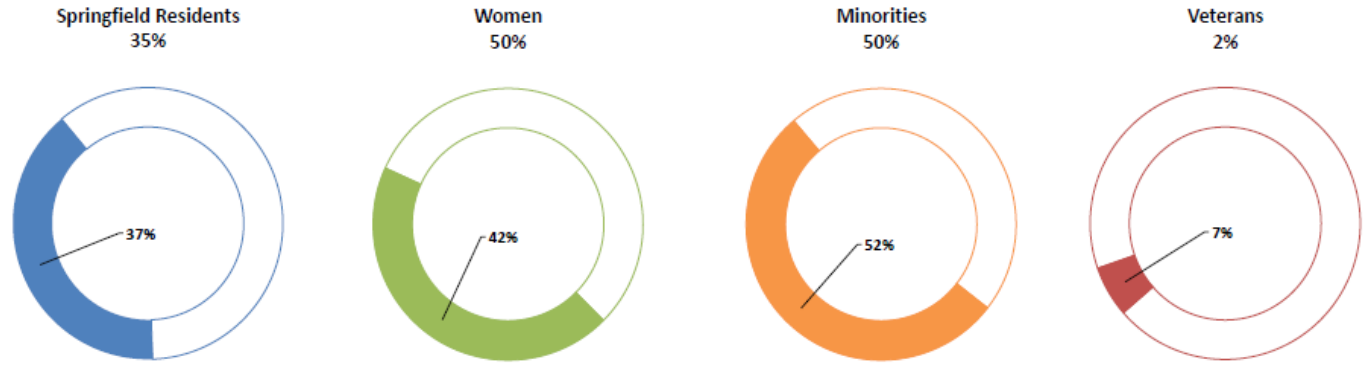
	Employees	Full-Time	Part-Time
Totals	1,034	774	260
% of Total	100%	75%	25%

Q1 2021	Goals	Q3 2020 %	Q3 2020 TOTAL # OF EMPLOYEES	Q4 2020 %	Q4 2020 TOTAL # OF EMPLOYEES	Q1 2021 %	Q1 2021 TOTAL # OF EMPLOYEES	Q2 2021 %	Q2 2021 TOTAL # OF EMPLOYEES
MINORITY	50%	55.7%	507	53.9%	480	53%	517	52%	542
VETERAN	2%	7.0%	64	7.5%	67	7%	64	7%	68
WOMEN	50%	41.6%	379	41.9%	373	41%	402	42%	434
SPRINGFIELD RESIDENTS	35%	39.6%	361	37.5%	335	37%	360	37%	378
WESTERN MA RESIDENTS		74.5%	679	74.2%	661	74%	723	75%	780
MA RESIDENTS		76.0%	692	76.0%	677	76%	737	77%	795
TOTAL # OF GAMING ESTABLISHMENT EMPLOYEES*			911		891		973		1,034
FULL TIME			839		771		777		774
PART TIME			70		91		115		128
ON CALL			2		29		81		132

*Includes MGM Springfield team members employed at the MassMutual Center.

Progress on Hiring Goals

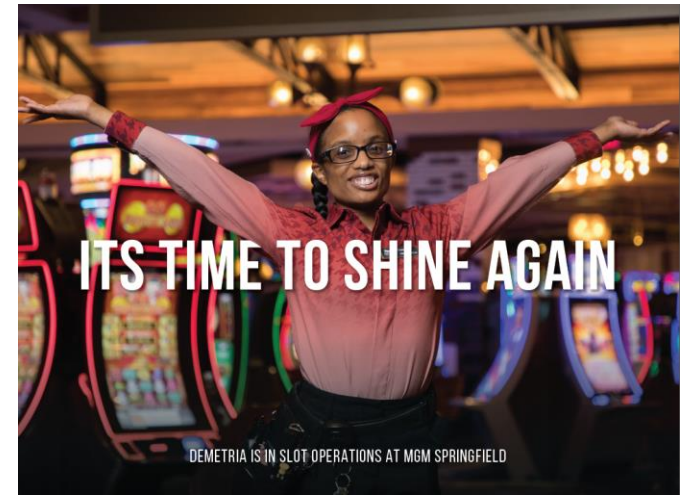
HCA Minimum Requirements



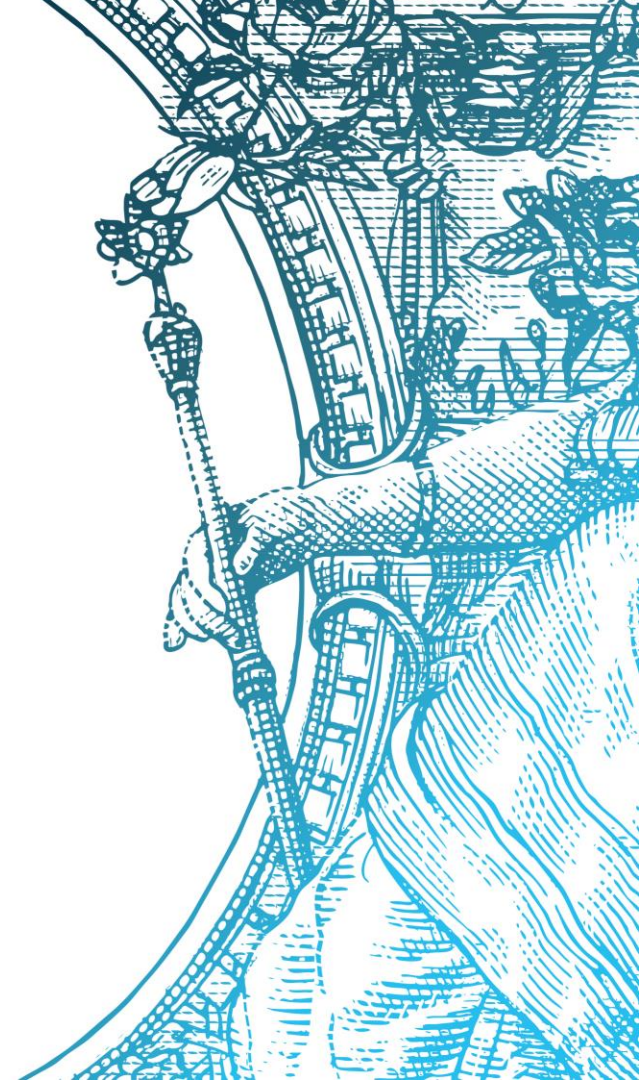
Represents 1,034 active employees as of 6/30/2021 (Does not include Campus Tenants, Vendors)

Workforce

- Promotions / Leadership Hires
- Hiring events on property
- MassHire virtual job fairs
- TRAIN / HCSD hospitality & culinary training programs
- Hiring 18+
- Launch of Free Employee Dining Room



COMMUNITY OUTREACH,
SPECIAL EVENTS &
ENTERTAINMENT



Community Outreach & Special Events



Courtesy of Chris Marion Photography

LEED Platinum Certification award Ceremony

Special Events and Entertainment



Courtesy of Jose Figueroa Drone Photography

Wahlburgers Grand Opening to quite the line...

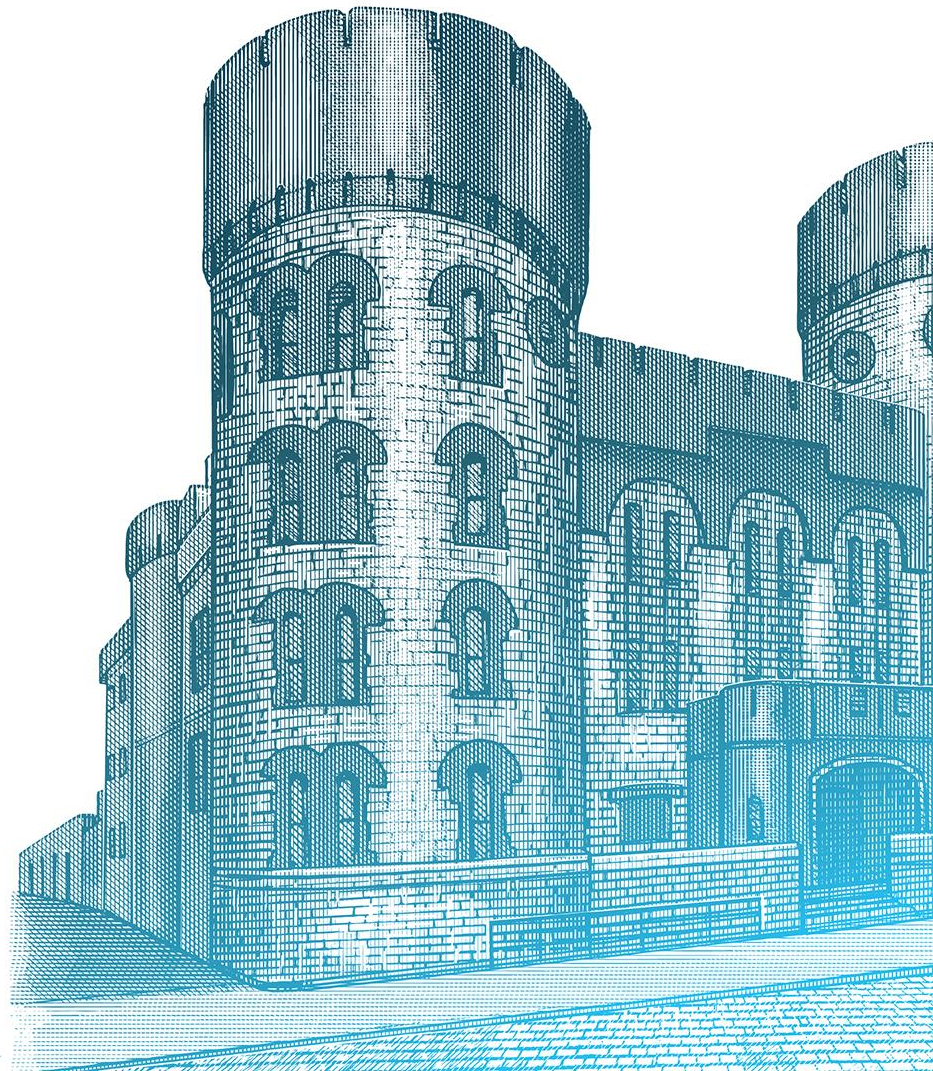


Courtesy of Chris Marion Photography

Our outdoor concert series kicked off with a great start.



FUTURE IMPACT



Development Update



- **31 Elm** – City has chosen a contractor to move forward with construction expected to start in Q4
- **Armory** – due to be reactivated in Q3, beginning with our ROAR Comedy Club

Development Update



- **Sports Lounges** – MGM Springfield has constructed two state-of-the-art Sports viewing areas. Upon the successful passage of Sports Betting legislation in MA, one of these will also be our Sports Betting area.

Return of Entertainment



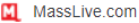
WWLP

Boyz II Men to perform at Symphony Hall in Springfield
MGM Springfield announced that Boyz II Men will perform at Springfield Symphony Hall on September 5. They're the group behind popular hits ...
19 hours ago



WWLP

MGM Springfield's Free Music Fridays returns
(WWLP) – A packed house outside of MGM Springfield, as Free Music Fridays made a comeback, just in time before summer officially begins.
3 days ago



MassLive.com

Comic Tom Segura to play Springfield Symphony Hall
MGM Springfield is bringing comedian Tom Segura to Symphony Hall, on Sunday, March 20, 2022 at 7 p.m. (Robyn Von Swank photo).
1 week ago



WWLP

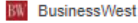
Comedian Brian Regan to perform at Symphony Hall in Springfield

SPRINGFIELD, Mass. (WWLP) – MGM Springfield announced tickets will be going on sale to see comedian Brian Regan perform at Symphony Hall on ...
2 weeks ago



MassLive.com

ROAR! Comedy Club reopening at MGM Springfield after a year of hiatus due to COVID
MGM Springfield is reopening the ROAR! Comedy Club in August after the COVID pandemic forced it to be closed for more than a year.
5 days ago



BusinessWest

Live Music Returns to MGM Springfield with Free Music ...
SPRINGFIELD — Live music will return to MGM Springfield with the new Free Music Fridays Concert Series. Every Friday from June 4 to Sept.
3 weeks ago



WWLP

MGM Springfield partners with White Lion Brewing for Free Music Fridays
(WWLP) – MGM Springfield has teamed up with a local brewing company for its Free Music Fridays Concert Series. Officials announced on Friday ...
16 hours ago



MassLive.com

Carrot Top to play MGM Springfield
MGM Springfield presents Carrot Top at its Aria Ballroom, on Saturday, Oct. 9, at 8 p.m.. Tickets go on sale Friday, July 30 at 10 a.m. at ...
32 mins ago

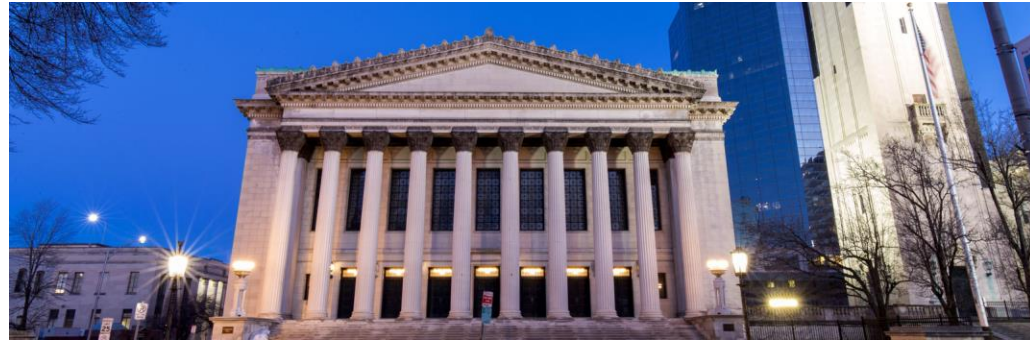


Symphony Hall Updates

\$1.8 million investment by the City

Updates included:

- Theatrical upgrades to lighting and sound, which had not been replaced since the 1970s
- Dressing room refurbishment
- Signage updated throughout theater
- New bars built for concessions in lobby
- New curtain installed on stage
- New assisted listening device system



Upcoming Shows - Symphony Hall



Boyz II Men
Sunday, September 5, 2021 - 8:00 PM



#IMOMSOHARD: The Getaway Tour
Saturday, September 25, 2021 - 8:00PM



Chicago
Wednesday, October 6, 2021 - 8:00 PM



Brian Regan
Friday, November 12, 2021 - 8:00 PM



Joe Bonamassa
Friday, November 19, 2021 - 8:00 PM



Cirque Musica Holiday Spectacular
Friday, December 10, 2021 - 8:00 PM



Tom Segura: I'm Coming Everywhere - World Tour
Wednesday, Sunday, March 20, 2022 - 7:00 PM

Upcoming Shows



- ROAR! Returning to the Armory two Saturdays a month
- August and September shows already on-sale with more shows to be announced soon



- Carrot Top will be our first show back in the ballrooms since the shutdown

MORE TO COME!

MassMutual Center is OPEN for Business!



MassMutual Center

Event Update

- Since re-opening to the public in April, we have hosted 47 event days with a total of 26 events. Our events have contracted a total of 725 hotel room nights for a total estimated economic impact of \$11 million as calculated by the GSCVB.



- August 6: CES MMA 63 live on UFC Fight pass
- August 7: CES Boxing



- Basketball Hall of Fame NBA Enshrinement returns to Springfield on Saturday, September 11



- Premier Fighting Championship will return to the MassMutual Center on Saturday, September 18



- 18 home games
- Opening night on Saturday, October 9 vs Providence



- 38 home games
- Opening night on Saturday, October 16 vs Hartford

PlayMyWay



COMING
SOON!!!

- 8/19/2021 – Beginning of marketing program, starting with Social Media posting.
- 9/19/2021 – Anticipated Go-Live date of PlayMyWay to coincide with RGEW.

THANK YOU

