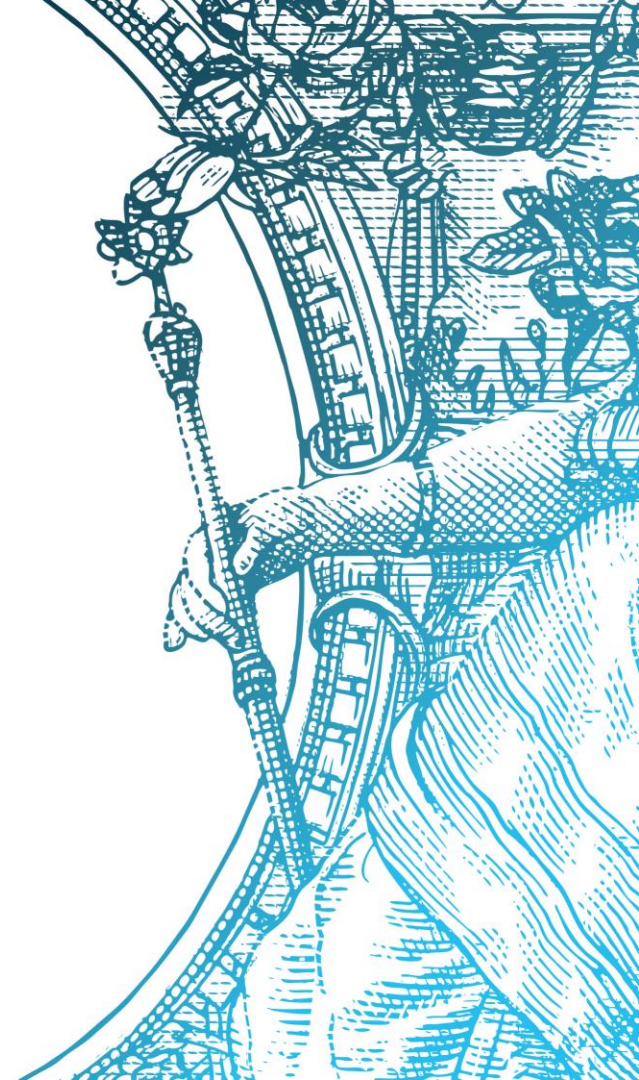


Q3 2021 Report

Massachusetts Gaming Commission

November 18, 2021



REVENUE, TAXES, LOTTERY & COMPLIANCE



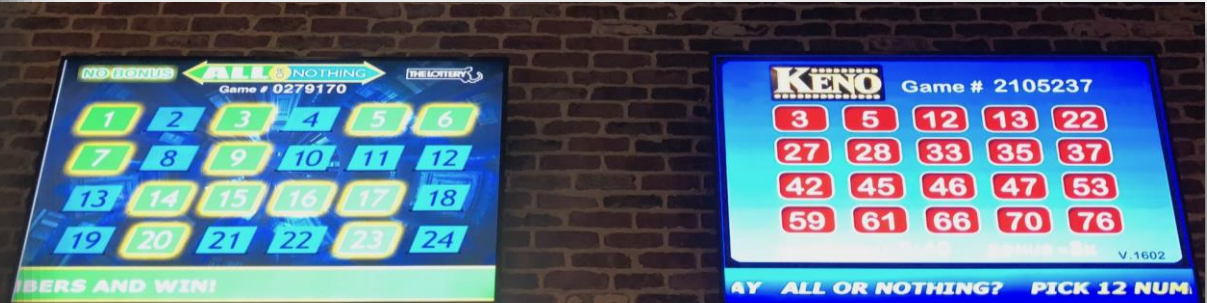
Q3 2021 Gaming Revenue & Taxes

Month	Gaming Revenue	MA Taxes
July	\$23,714,219	\$5,928,555
August	\$21,796,957	\$5,449,239
September	\$19,363,914	\$4,840,979
TOTAL	\$64,875,090	\$16,218,773

Lottery



Month	Lottery Sales at MGM Springfield
July	\$104,894
August	\$91,147
September	\$82,238



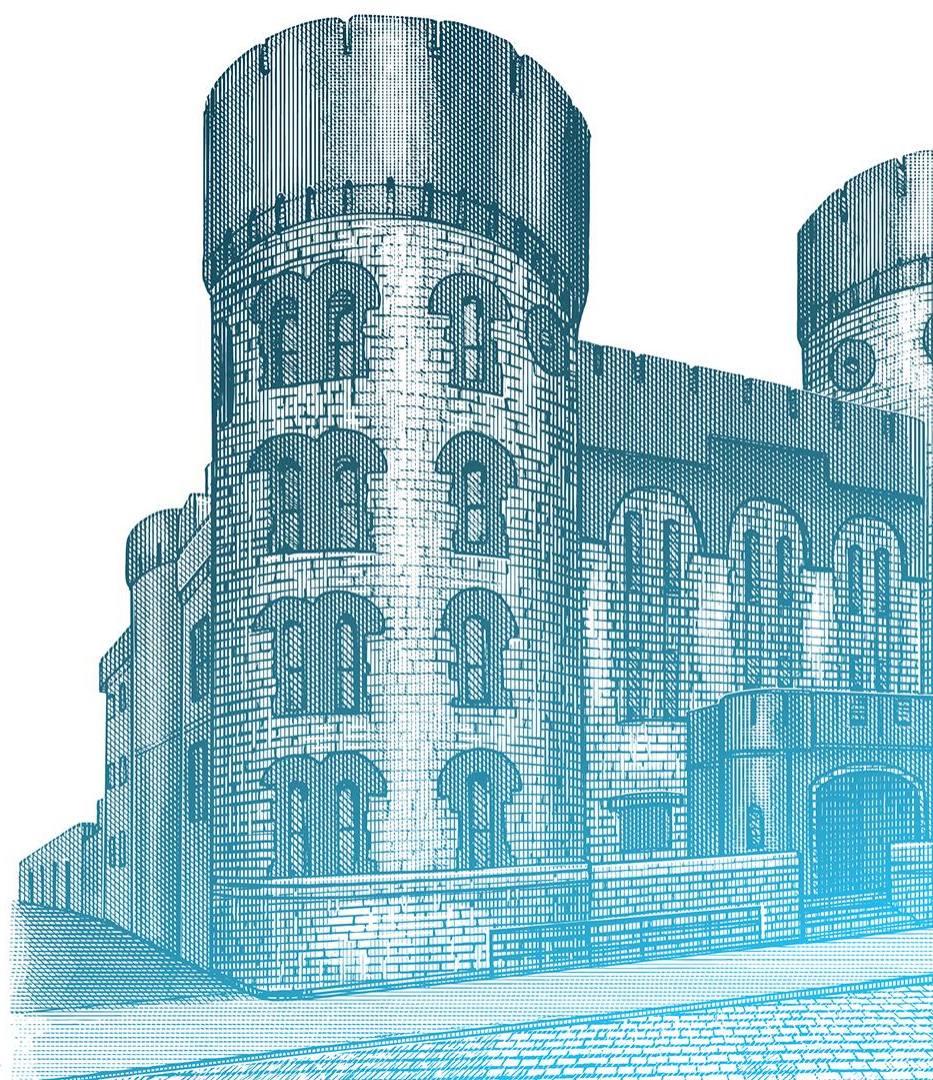
Compliance



Month	Minors intercepted in Gaming Area and prevented from Gaming	Minors intercepted gaming	Minors intercepted consuming alcohol	Minors prevented from accessing the Gaming Area
Jul	8	1	0	28
Aug	7	1	0	19
Sep	3	0	0	18

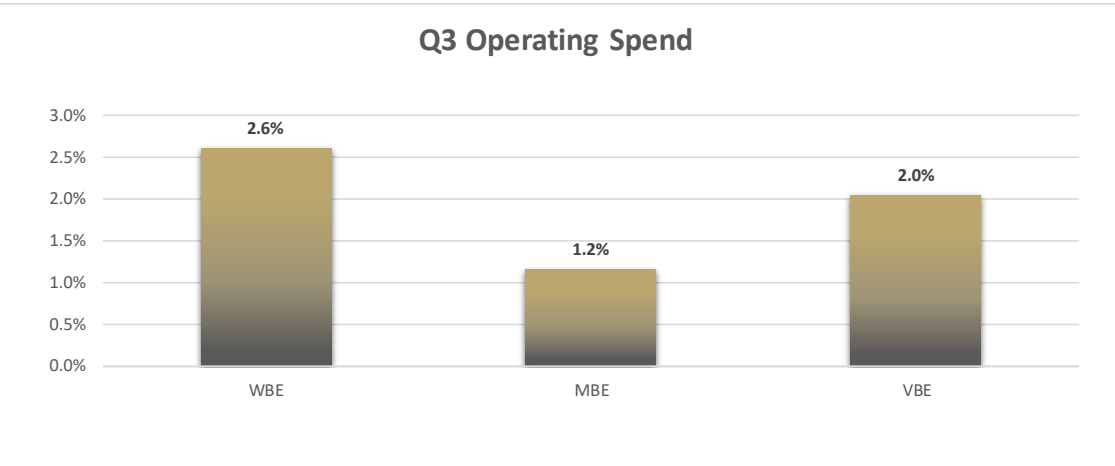
- Average time in Gaming Area – 17.25 minutes.
- Longest time in the Gaming Area – 1 hour 40 minutes.
- All underage found gaming, were between the ages of 18-21. Others intercepted in the gaming area without gaming were different ages up to 20 and mainly with parents.

SPEND UPDATE



Q3 2021 Operating Spend

Diversity



\$9.9M identified in Biddable Spend
\$0.6M in payments to Diversity Suppliers (6%)

BEST EFFORTS EVENT LIST

- 07/28 – CWE-WBENC Corporate Council Meeting
- 9/07 – LEAF Meet and Greet
- 09/30 – GNEMSDC – Bear’s Den Competition

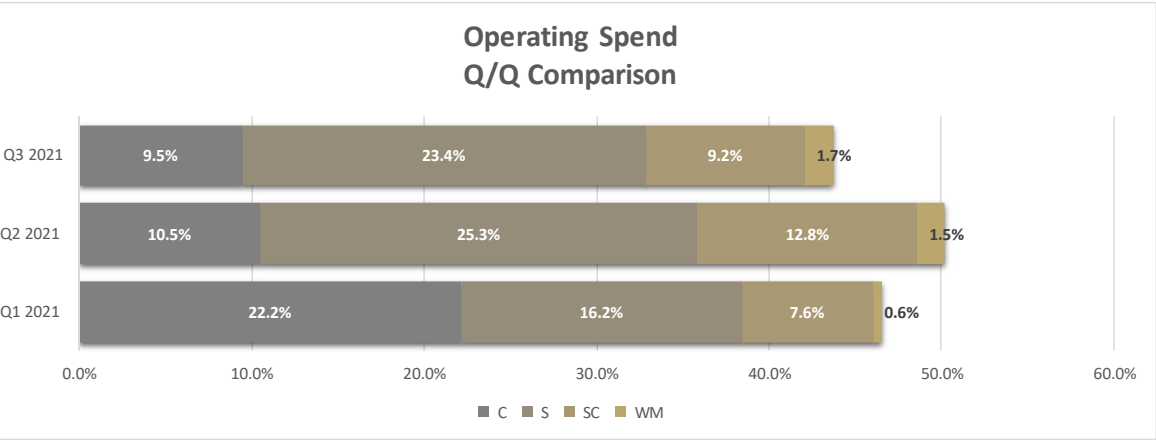
Notes:

- Total Biddable Spend for Q3 2021 was \$9.9M and total payments to Diversity Suppliers were \$.6M or 6%.
- Diversity spend goals defined as:
 - WBE – 15% of Biddable Spend
 - MBE – 10% of Biddable Spend
 - VBE – 2% of Biddable Spend



Q3 2021 Operating Spend

Local



Notes:

- Total Spend for the Q3 2021 was \$12.3M
- Spend segments defined as:
 Commonwealth (C)
 Springfield (S)
 Surrounding Communities (SC)
 Western Massachusetts (WM)

\$5.4M in payments to Mass. Suppliers (43.8%)
\$4.2M in payments to Western Mass (34.3%)



EMPLOYMENT



Employment Numbers

	Employees	Full-Time	Part-Time
Totals	1,124	802	322
% of Total	100%	71%	29%

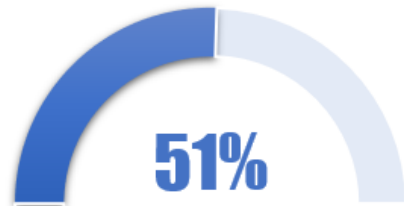
Q3 2021	Goals	Q4 2020 %	Q4 2020 TOTAL # OF EMPLOYEES	Q1 2021 %	Q1 2021 TOTAL # OF EMPLOYEES	Q2 2021 %	Q2 2021 TOTAL # OF EMPLOYEES	Q3 %	Q3 2021 TOTAL # OF EMPLOYEES
MINORITY	50%	54%	507	53%	480	52%	517	51%	571
VETERAN	2%	8%	64	7%	67	7%	64	6%	64
WOMEN	50%	42%	379	41%	373	42%	402	43%	483
SPRINGFIELD RESIDENTS	35%	38%	361	37%	335	37%	360	37%	414
WESTERN MA RESIDENTS		74%	679	74%	661	75%	723	75%	847
MA RESIDENTS		76%	692	76%	677	77%	737	77%	863
TOTAL # OF GAMING ESTABLISHMENT EMPLOYEES			891		973		1,034		1,124
FULL TIME			771		777		774		802
PART TIME			91		115		128		172
ON CALL			29		81		132		150

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

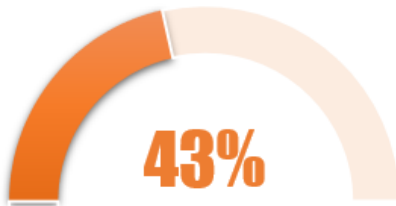


Progress on Hiring Goals

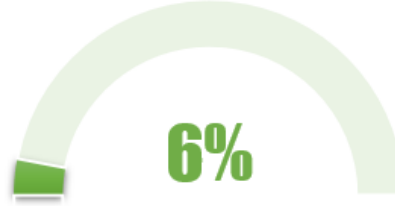
HCA Minimum Requirements



Minority
Goal: 50%



Women
Goal: 50%



Veteran
Goal: 2%



Springfield Resident
Goal: 35%

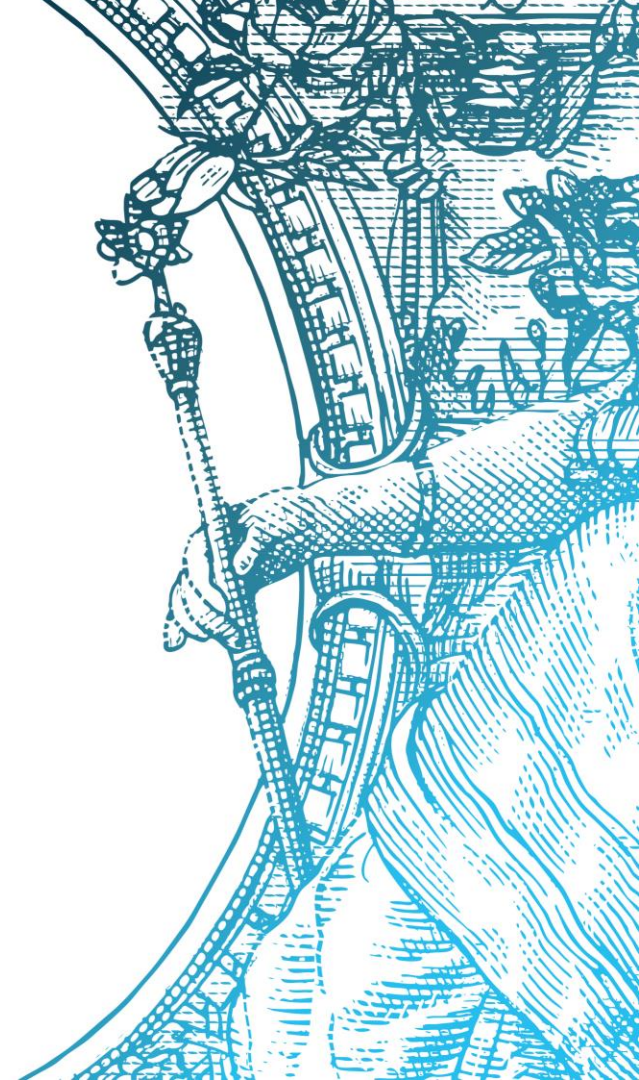
Represents 1,124 active employees as of 9/30/2021 (Does not include Campus Tenants, Vendors)

Workforce

- Continued recalls for returning amenities
- Property Hiring Events
- MassHire Virtual Career Events
- HCC Culinary School Trainings
- Creative incentives



COMMUNITY OUTREACH, SPECIAL EVENTS & DEVELOPMENT



Community Outreach

\$60k Community Grant Presentation



Food Drive to benefit Springfield's Open Pantry



14
Habitat for Humanity Build for Springfield Family



Special Events



Poker Reopening!

Sports Lounge
Opening on MGM
Springfield's 3rd
Birthday!



Development Update



31 Elm – City officially announces selection of local company Fontaine Brothers as contractors



Armory – ROAR! Returned and has been in full swing throughout Q3.



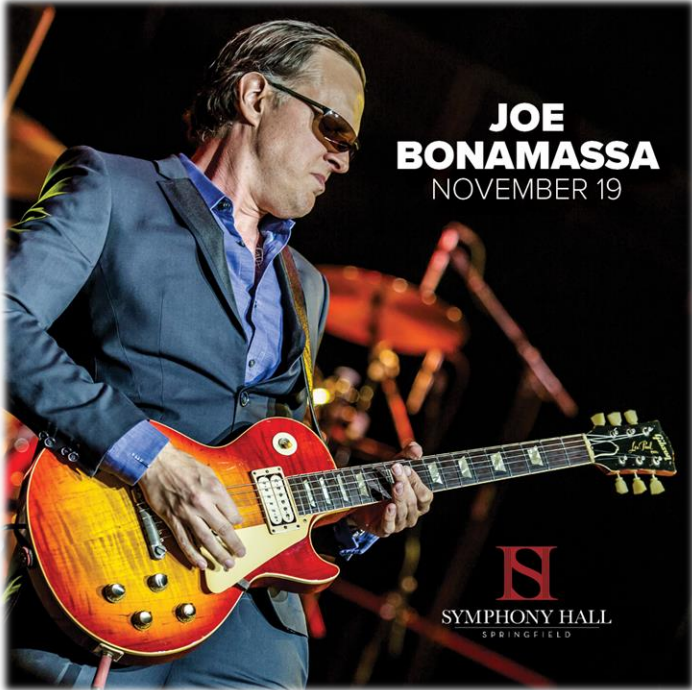
Return of Entertainment



Return of Entertainment



Upcoming Shows



MORE TO COME!

THANK YOU

