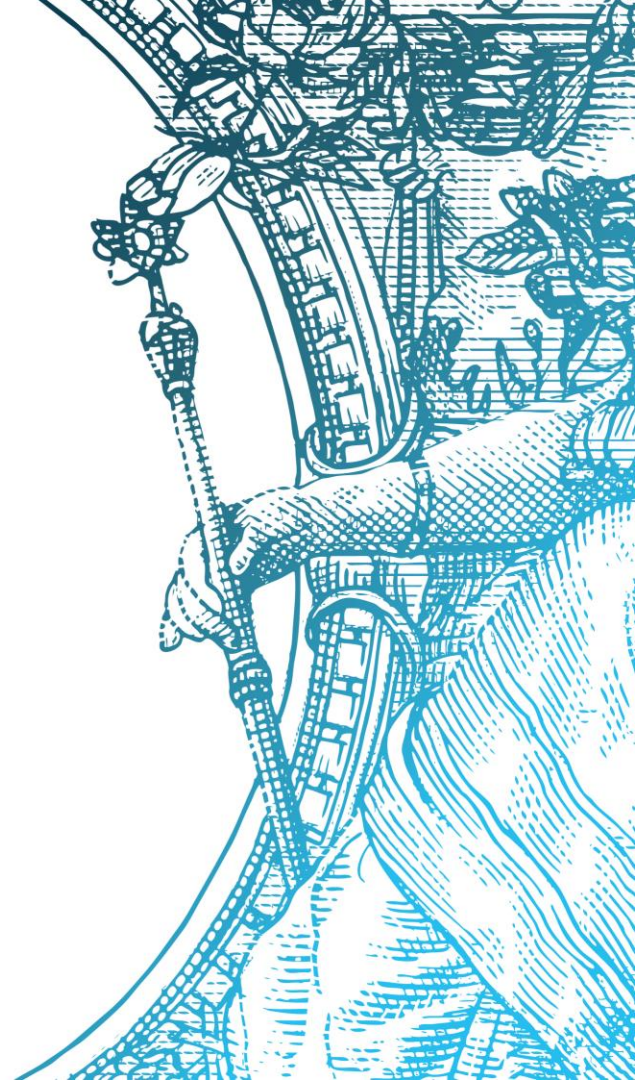


Q4 2021 Report

Massachusetts Gaming Commission

March 3, 2022



REVENUE, TAXES, LOTTERY & COMPLIANCE



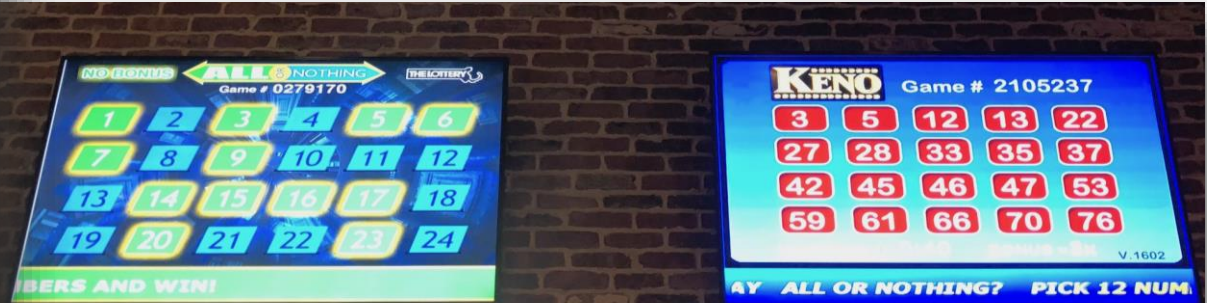
Q4 2021 Gaming Revenue & Taxes

Month	Gaming Revenue	MA Taxes
October	\$21,440,565	\$5,360,141
November	\$21,668,924	\$5,417,231
December	\$22,200,822	\$5,550,205
TOTAL	\$65,310,311	\$16,327,578

Lottery



Month	Lottery Sales at MGM Springfield
October	\$111,655
November	\$98,995
December	\$124,567



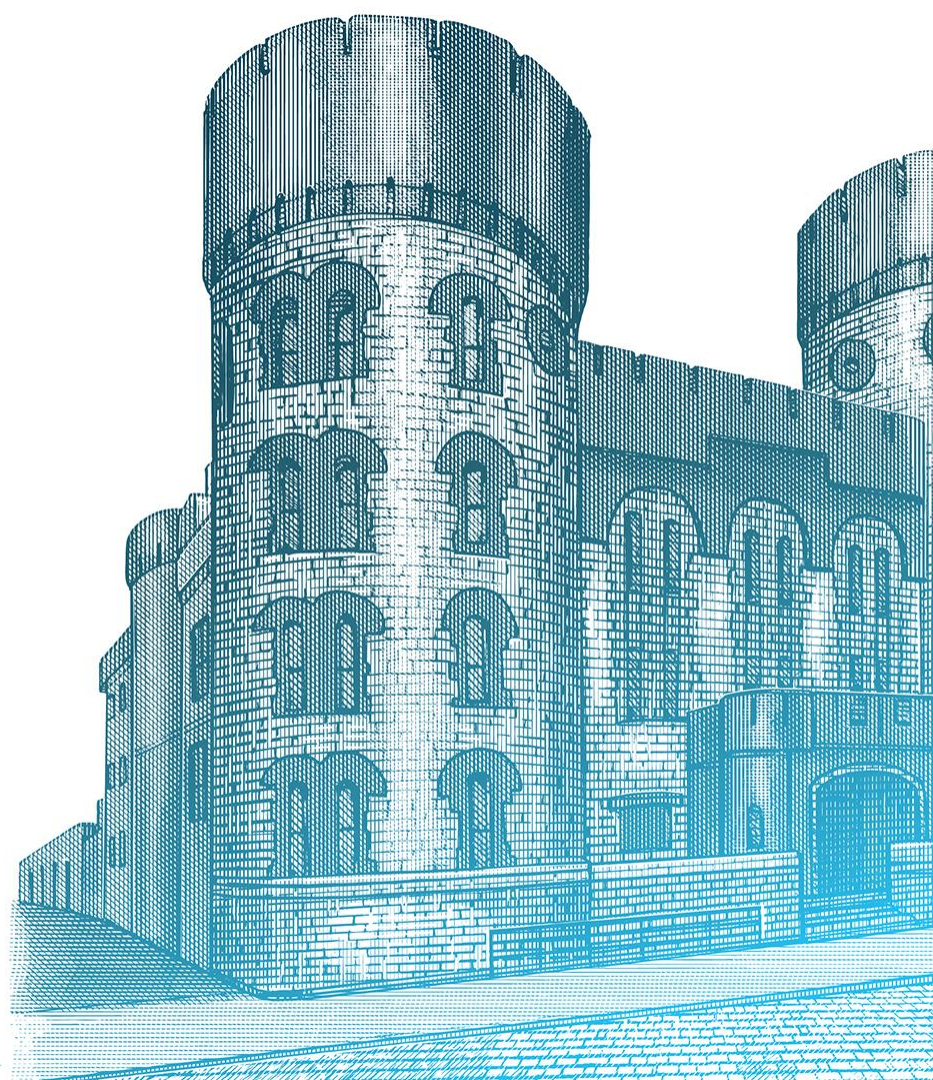
Compliance



Month	Minors intercepted in Gaming Area and prevented from Gaming	Minors intercepted gaming	Minors intercepted consuming alcohol	Minors prevented from accessing the Gaming Area
Oct	2	0	0	36
Nov	12	0	1	18
Dec	10	2	0	19

- Average time in Gaming Area – 18.5 minutes.
- Longest time in the Gaming Area – 1 hour 5 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.

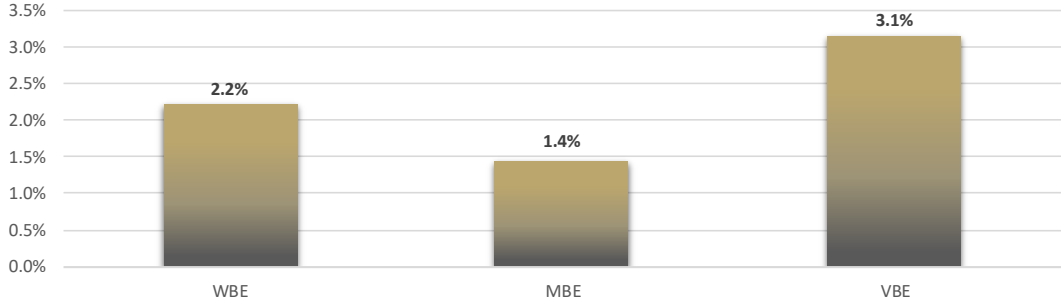
SPEND UPDATE



Q4 2021 Operating Spend

Diversity

Q4 Operating Spend

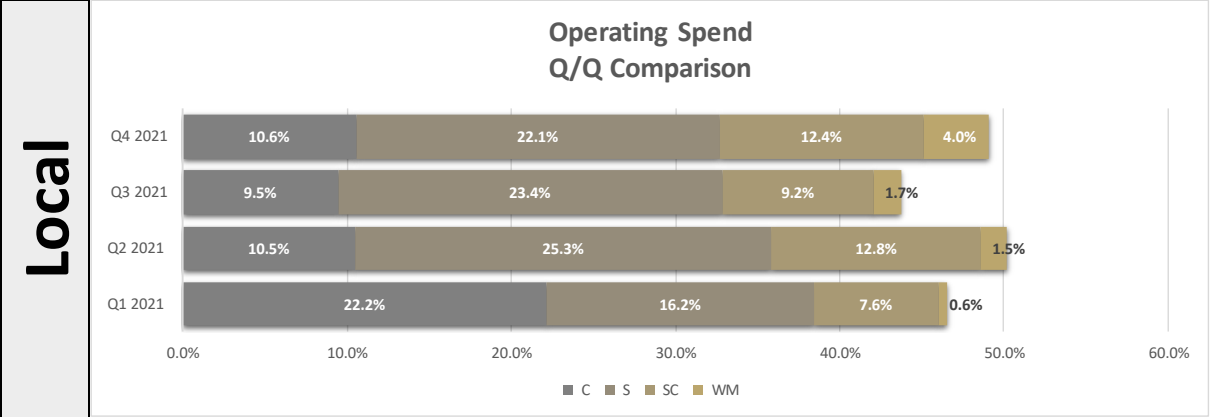


\$9.3M identified in Biddable Spend
\$0.6M in payments to Diversity Suppliers (7%)

Notes:

- Total Biddable Spend for Q4 2021 was \$9.3M and total payments to Diversity Suppliers were \$.6M or 7%.
- Diversity spend goals defined as:
 - WBE – 15% of Biddable Spend
 - MBE – 10% of Biddable Spend
 - VBE – 2% of Biddable Spend

Q4 2021 Operating Spend



\$6.1M in payments to Mass. Suppliers (49.0%)
\$4.8M in payments to Western Mass (38.5%)

- Notes:
- Total Spend for the Q4 2021 was \$12.4M
 - Spend segments defined as:
Commonwealth (C)
Springfield (S)
Surrounding Communities (SC)
Western Massachusetts (WM)

EMPLOYMENT



Employment Numbers

	Employees	Full-Time	Part-Time
Totals	1,189	823	366
% of Total	100%	69%	31%

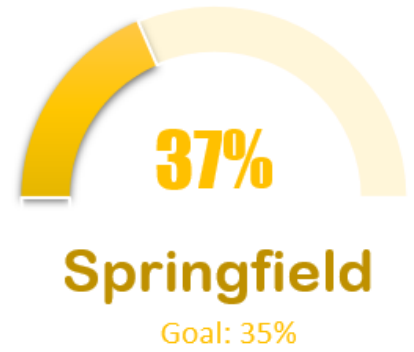
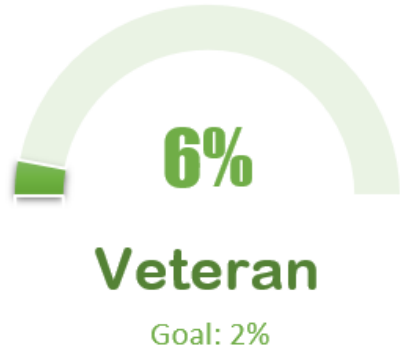
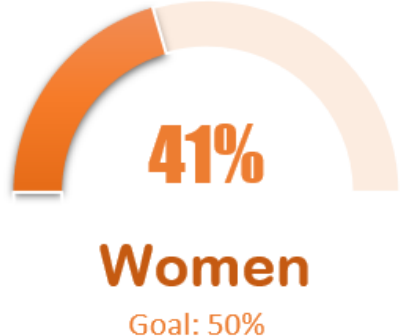
2021/Q4	Goals	Q1 2021 %	Q1 2021 Total # of Employees	Q2 2021 %	Q2 2021 Total # of Employees	Q3 2021 %	Q3 2021 Total # of Employees	Q4 2021 %	Q4 2021 Total # of Employees
Minority	50%	53%	480	52%	517	51%	571	49%	588
Veteran	2%	7%	67	7%	64	6%	64	6%	70
Women	50%	41%	373	42%	402	43%	483	41%	490
Springfield Residents	35%	37%	335	37%	360	37%	414	37%	437
Western MA Residents	-	74%	661	75%	723	75%	847	74%	885
MA Residents	-	76%	677	77%	737	77%	863	77%	911
Total # Of Gaming Establishment Employees*			973		1,034		1,124		1,189
Full Time			777		774		802		823
Part Time			115		128		172		214
On Call			81		132		150		152

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



Progress on Hiring Goals

HCA Minimum Requirements



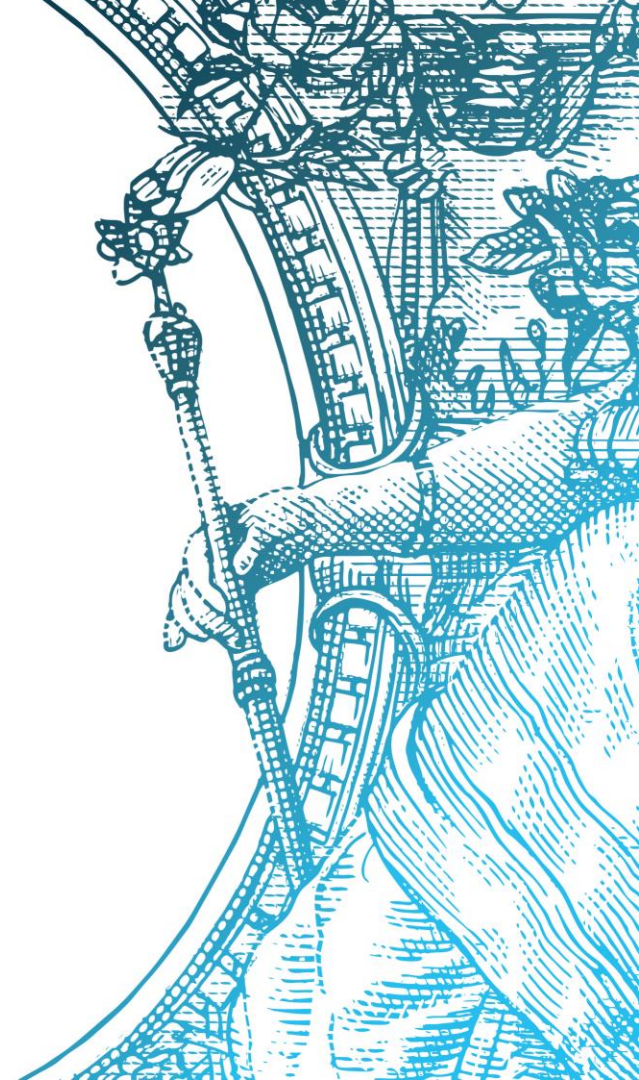
Represents 1,189 active employees as of 12/31/2021 (Does not include Campus Tenants, Vendors)

Workforce Development

- Veteran's Inc Military & Veteran's Career Fair
- HCC Culinary School Trainings
- HCC Hospitality Training Launch
- UMass Leadership Class Tour & Panel



COMMUNITY OUTREACH, SPECIAL EVENTS & DEVELOPMENT



Community Outreach



**Toys For Tots
Toy Drive**
Two semi-tractor trailers full!



Special Events



**Poker Reopening!
1st in State!**



Winter Wonderland on the Plaza



Bright Nights Ball



Development Update



MassMutual Center Garage Scheduled for Demolition, MA Convention Center Authority \$40 Million Investment by State



31 Elm – Work Has Begun!

ON TAP: Top Golf Swing Suite & TAP Bowling



Return of Entertainment



Return of Entertainment



Free Music Friday Inside Edition!



Commonwealth: Live Music!



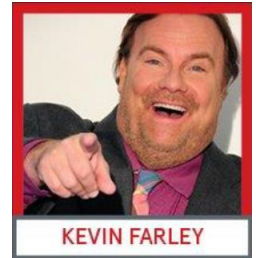
Roar Roars Back!



CHRIS ZITO



AMIR K



KEVIN FARLEY

Upcoming Shows



MORE TO COME!

PlayMyWay



COMING
SOON!!!

- 3/4/2022 – Beginning of marketing program, starting with Social Media posting.
- 3/31/2022 – Anticipated Go-Live date of PlayMyWay to coincide with last week of PGAM.

THANK YOU

