



Q1 2022 Report Massachusetts Gaming Commission

May 12th, 2022

Revenue, Taxes, Lottery & Spend Update

MGM Springfield Q1 2022

Q1 2022 Gaming Revenue & Taxes

Month	Gaming Revenue	MA Taxes
January	\$18,601,688	\$4,650,422
February	\$19,931,914	\$4,985,978
March	\$24,280,253	\$6,070,131
Total	\$62,814,125	\$15,703,531

Q1 2022 YOY Gaming Revenue & Taxes

Year	Quarter	Table Games Revenue	Slots Gaming Revenue	Total Gaming Revenue	MA Taxes
2021	Q1	\$8,897,282	\$44,558,482	\$53,455,764	\$13,363,941
	Q2	\$11,978,623	\$51,414,249	\$63,392,873	\$15,848,218
	Q3	\$12,467,529	\$52,407,561	\$64,875,090	\$16,218,773
	Q4	\$15,803,182	\$49,507,129	\$65,310,311	\$16,327,578
	Total	\$49,146,617	\$197,887,421	\$247,034,038	\$61,758,509
2022	Q1	\$13,877,719	\$48,936,406	\$62,814,125	\$15,703,531
	Q2	-	-	-	-
	Q3	-	-	-	-
	Q4	-	-	-	-
	Total (to date)	\$13,877,719	\$48,936,406	\$62,814,125	\$15,703,531

Q1 2022 Lottery

Month	Lottery Sales	% Change from Previous Year
January	\$103,556	(9%)
February	\$90,080	22%
March	\$109,672	24%
Total	\$311,307	10%

Q1 2022 YOY Lottery Sales

Year	Quarter	Lottery Sales	% Change from Previous Year
2021	Q1	\$283,089	-
	Q2	\$285,253	-
	Q3	\$278,279	-
	Q4	\$335,217	-
	Total	\$1,181,837	-
2022	Q1	\$311,307	10%
	Q2	-	-
	Q3	-	-
	Q4	-	-
	Total (to date)	\$311,307	10%

Q1 2022 Diversity Spend

Diversity Category	Annual Goal	Q1%	Q1 Spend
MBE Vendor Spend	10%	2%	\$188,780
VBE Vendor Spend	1%	1%	\$140,516
WBE Vendor Spend	15%	5%	\$521,858
Total	27%	9%	\$851,153

*Total biddable spend was \$9.7M.

Q1 2022 Local Spend

Diversity Category	Annual Goal	Q1%	Q1 Spend
Local Vendor Spend*	\$50M	27%	\$4,050,973
MA Vendor Spend	-	46%	\$6,920,045

*Local Vendor Spend includes Springfield, Surrounding Communities and Western Massachusetts.

Compliance

MGM Springfield Q1 2022

Q1 2022 Compliance

Month	Minors Intercepted in Gaming Area and prevented from Gaming	Minors intercepted in Gaming Area	Minors Intercepted consuming alcohol	Minors prevented from accessing the Gaming Area
January	13	0	0	8
February	20	6	0	16
March	23	2	0	22

- Average time in Gaming Area – 25.8 minutes
- Longest time in Gaming Area – 1 hour 15 minutes
- Shortest time in Gaming area – 15 seconds

Employment

MGM Springfield Q1 2022

Q1 2022 Employment Numbers

Q1 2022	Goals	Q1 2022 %	Q1 2022 Total # of Employees	Q2 2022 %	Q2 2022 Total # of Employees	Q3 2022 %	Q3 2022 Total # of Employees	Q4 2022 %	Q4 2022 Total # of Employees
Minority	50%	50%	600	-	-	-	-	-	-
Veteran	2%	6%	68	-	-	-	-	-	-
Women	50%	41%	489	-	-	-	-	-	-
Springfield Residents	35%	37%	437	-	-	-	-	-	-
Western MA Residents	-	74%	885	-	-	-	-	-	-
MA Residents	-	77%	911	-	-	-	-	-	-
Total # Of Gaming Establishment Employees*	-		1,203		-		-		-
Full Time	-		812		-		-		-
Part Time	-		235		-		-		-
On Call	-		156		-		-		-

Q1 2022 Hiring Goals Percentages

Q1 2022	Minority	Women	Veterans	Total Headcount
ALL EMPLOYEES				
Number of Employees	600	489	68	1,203
% Actual	50%	41%	6%	
MANAGER AND ABOVE				
Number of Employees	43	45	5	122
% Actual	35%	37%	4%	
SUPERVISORS AND ABOVE				
Number of Employees	76	75	7	191
% Actual	40%	39%	4%	

Community Outreach, Special Events and Development

MGM Springfield Q1 2022

Q1 2022 Community Outreach



- MGM Springfield Honors First Responders with Thank You Events
- MGM Springfield Supports Open Pantry Community Services

Special Events



March 31, 2022: PlayMyWay Official Launch

Development Update



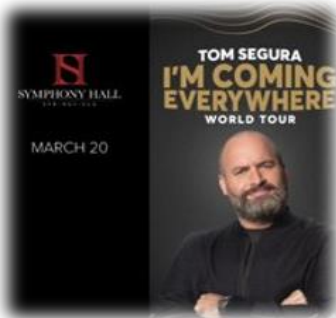
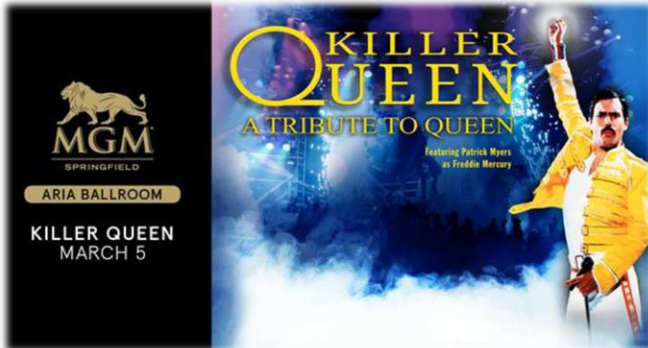
- MassMutual Center Garage On Target
- Top Golf Swing Suite & TAP Bowling Now Open
- 31 Elm: City Council Approves Funding Gap

Entertainment

MGM Springfield Q1 2022

Entertainment Events

Q1 2022 Entertainment Highlights



Upcoming Entertainment





Thank you
