



Q2 and Q3 2022 Report Massachusetts Gaming Commission

October 27th 2022

Revenue, Taxes, Lottery & Spend Update

MGM Springfield Q2 & Q3 2022

Q2 2022 Gaming Revenue & Taxes

Month	Gaming Revenue	MA Taxes
April	\$22,540,029	\$5,635,007
May	\$21,152,249	\$5,288,062
June	\$21,146,008	\$5,286,502
Total	\$64,838,286	\$16,209,571

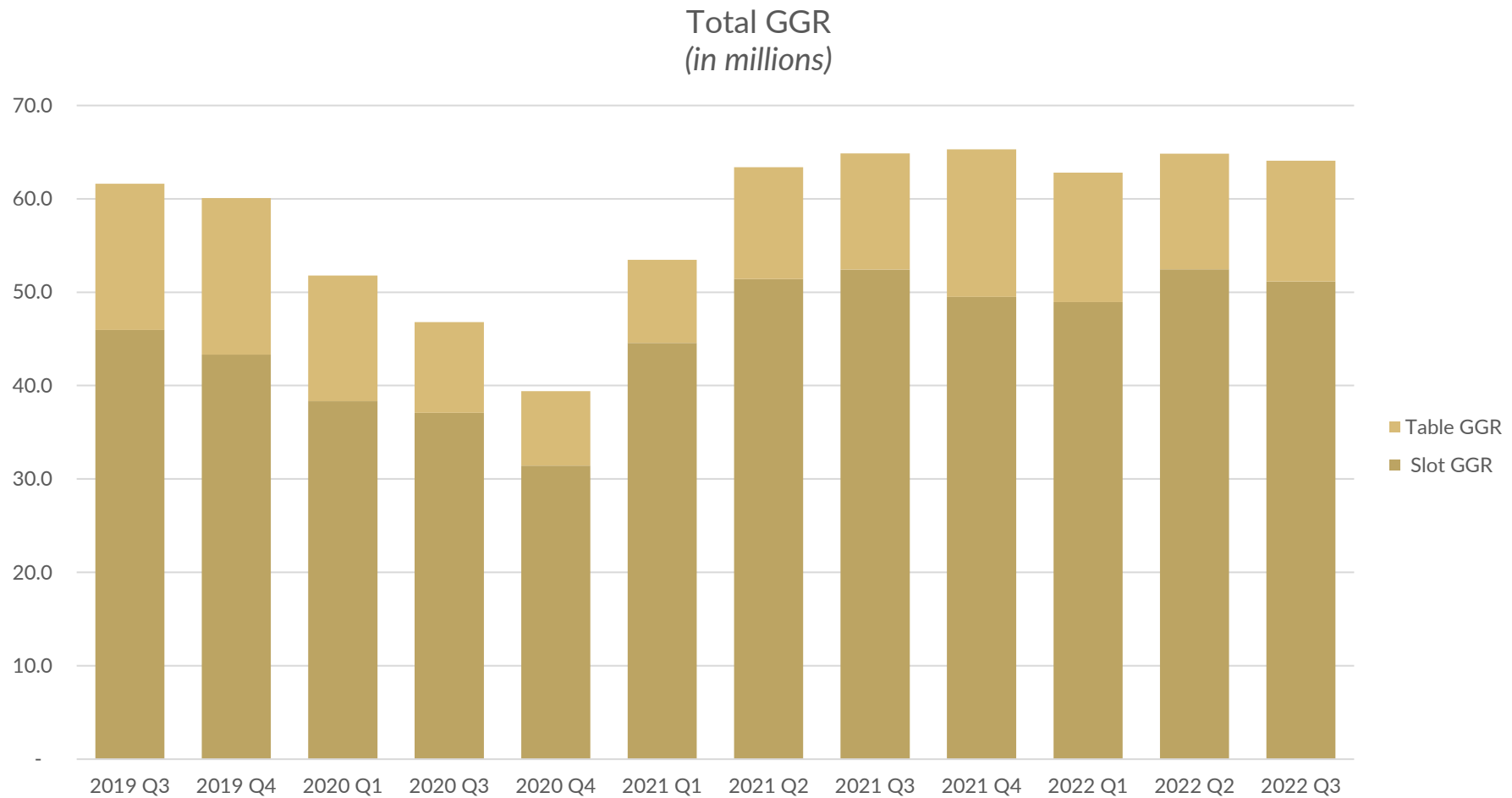
Q3 2022 Gaming Revenue & Taxes

Month	Gaming Revenue	MA Taxes
July	\$21,517,722	\$5,379,431
August	\$21,992,831	\$5,498,208
September	\$20,571,648	\$5,142,912
Total	\$64,082,202	\$16,020,550

Q2 & Q3 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	\$12,384,117	\$52,454,169	\$64,838,286	\$16,209,571
	Q3	\$12,930,756	\$51,151,446	\$64,082,202	\$16,020,550
	Q4	-	-	-	-
	Total (to date)	\$39,192,592	\$152,542,020	\$191,734,612	\$47,933,653

Historical Quarterly GGR



- Table Game Occupancy – at peak, we open 36 tables with an average occupancy of 4 ppl per table.
- Total GGR has met or exceeded pre-covid revenues.

Q2 2022 Lottery

Month	Lottery Sales	% Change from Previous Year
April	\$144,545	55%
May	\$103,973	(9%)
June	\$119,038	53%
Total	\$367,556	29%

Q3 2022 Lottery

Month	Lottery Sales	% Change from Previous Year
July	\$151,390	44%
August	\$98,780	8%
September	\$97,075	18%
Total	\$3347,245	25%

Q2 & Q3 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	\$367,556	29%
	Q3	\$347,245	25%
	Q4	-	-
	Total (to date)	\$1,026,107	21%

Q2 & Q3 2022 Diversity Spend

Diversity Category	Annual Goal	Q2%	Q2 Spend	Q3%	Q3 Spend
MBE Vendor Spend	10%	3%	\$215,497	1%	\$136,220
VBE Vendor Spend	1%	2%	\$141,424	2%	\$215,409
WBE Vendor Spend	15%	3%	\$220,813	4%	\$382,790
Total	27%	8%	\$577,735	8%	\$733,790

*Q2 Total biddable spend was \$7.4M.

*Q3 Total biddable spend was \$9.2M.

Q2 & Q3 2022 Local Spend

Diversity Category	Annual Goal	Q2%	Q2 Spend	Q3%	Q3 Spend
Local* Vendor Spend	\$50M	38%	\$4,617,914	36%	\$4,619,207
MA Vendor Spend	-	48%	\$5,735,444	45%	\$5,884,319

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

Compliance

MGM Springfield Q2 & Q3 2022

Q2 2022 Compliance

Month	Minors Intercepted in Gaming Area and prevented from Gaming	Compared to 2019	% Change	Minors intercepted Gaming	Compared to 2019	% Change	Minors Intercepted consuming alcohol	Compared to 2019	% Change
April	23	113	(80%)	2	10	(80%)	1	3	(67%)
May	21	158	(87%)	1	11	(91%)	2	0	NA
June	24	179	(87%)	3	14	(79%)	0	3	(100%)

- Mean Average time in Gaming Area – 12.4 minutes – Median Average time – 3 minutes.
- Longest time in Gaming Area – 2 hour 36 minutes
- Shortest time in Gaming area – 26 seconds
- Those who consumed alcohol, were between the ages of 18-21. Those who managed to gamble were a combination of ages including minors encouraged by parents or guardians.

Q3 2022 Compliance

Month	Minors Intercepted in Gaming Area and prevented from Gaming	Compared to 2019	% Change	Minors intercepted Gaming	Compared to 2019	% Change	Minors Intercepted consuming alcohol	Compared to 2019	% Change
Jul	57	230	(75%)	4	13	(70%)	0	0	NA
Aug	41	213	(81%)	7	21	(67%)	0	3	(300%)
Sep	18	174	(90%)	3	9	(67%)	0	2	(200%)

- Mean Average time in Gaming Area – 5.6 minutes – Median Average time – 3 minutes.
- Longest time in Gaming Area – 55 minutes
- Shortest time in Gaming area – 9 seconds
- No one under 21 consumed alcohol in Q3 2022. Those who managed to gamble were a combination of ages including minors encouraged by parents or guardians.

Employment

MGM Springfield Q2 & Q3 2022

Q2 & Q3 2022 Employment Numbers

Q3 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	50%	623	51%	683	-	-
Veteran	2%	6%	68	6%	70	5%	71	-	-
Women	50%	41%	489	40%	499	40%	537	-	-
Springfield Residents	35%	37%	437	37%	462	39%	514	-	-
Western MA Residents	-	74%	885	74%	925	75%	995	-	-
MA Residents	-	77%	911	76%	949	77%	1,022	-	-
Total # Of Gaming Establishment Employees*	-		1,203		1,244		1,330		-
Full Time	-		812		843		878		-
Part Time	-		235		234		278		-
On Call	-		156		167		174		-

Q2 & Q3 2022 Hiring Goals Percentages

2022	Minority		Women		Veterans		Total Headcount	
	Q2	Q3	Q2	Q3	Q2	Q3	Q2	Q3
ALL EMPLOYEES								
Number of Employees	623	683	499	537	70	71	1,244	1,330
% Actual	50%	51%	40%	40%	6%	5%		
MANAGER AND ABOVE								
Number of Employees	43	46	42	46	4	4	123	129
% Actual	35%	36%	34%	36%	3%	3%		
SUPERVISORS AND ABOVE								
Number of Employees	80	68	75	79	9	10	207	181
% Actual	39%	38%	36%	44%	4%	6%		

MGM Springfield Staffing Outlook



Massachusetts
Unemployment Rate
3.6%



Job Requisitions
250+



Paid Dealer Training
(5 graduating
classes)



Hiring Events
40+



Competitive Total
Compensation



Competitive Health
Benefits



Free Meals for
All Employees



Expanded Guest
Offerings

Community Outreach, Special Events and Development

MGM Springfield Q2 2022

Q2 2022 Community Outreach & Special Events



• Water donations • Open Pantry • Habitat for Humanity • Ben Swan Way • Largest Pancake Breakfast • 1st Pride Parade •

Q3 2022 Community Outreach & Special Events



· Star Spangled Springfield Viewing · 4th Anniversary Celebrations · Springfield Puerto Rican Parade · Connecticut River Cleanup ·

Q2 Internal Development

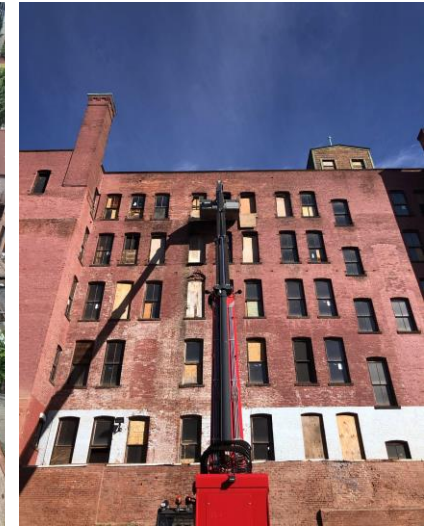
New **GameSense**[™]
Info Center



Q3 Internal Development



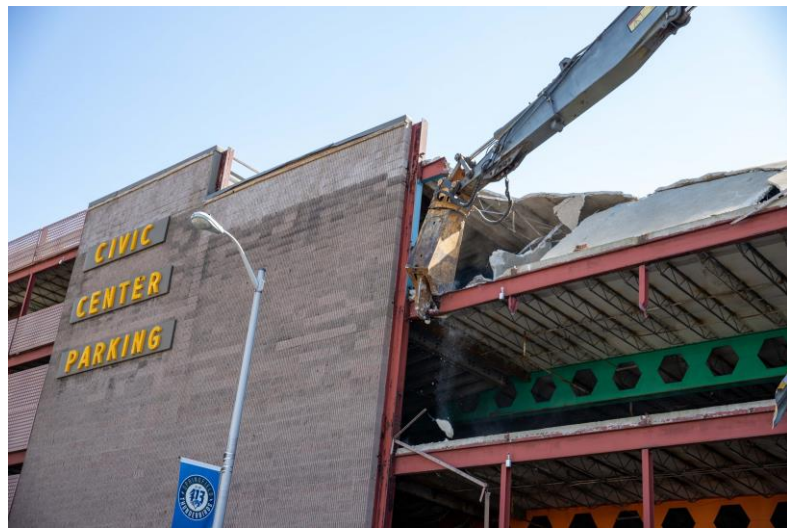
Q2 External Development



31 Elm St is now under continuous construction, inside and out.

MMC Parking Garage being prepped to begin demolition.

Q3 External Development



MMC Parking Garage being demolished.

31 Elm St received a visit and tour from the Governor and his wife, the Lt. Governor and Springfield Mayor Sarno.

Entertainment

MGM Springfield Q2 2022

Entertainment Q2

The Armory



Symphony Hall



Mass Mutual Center



Plaza

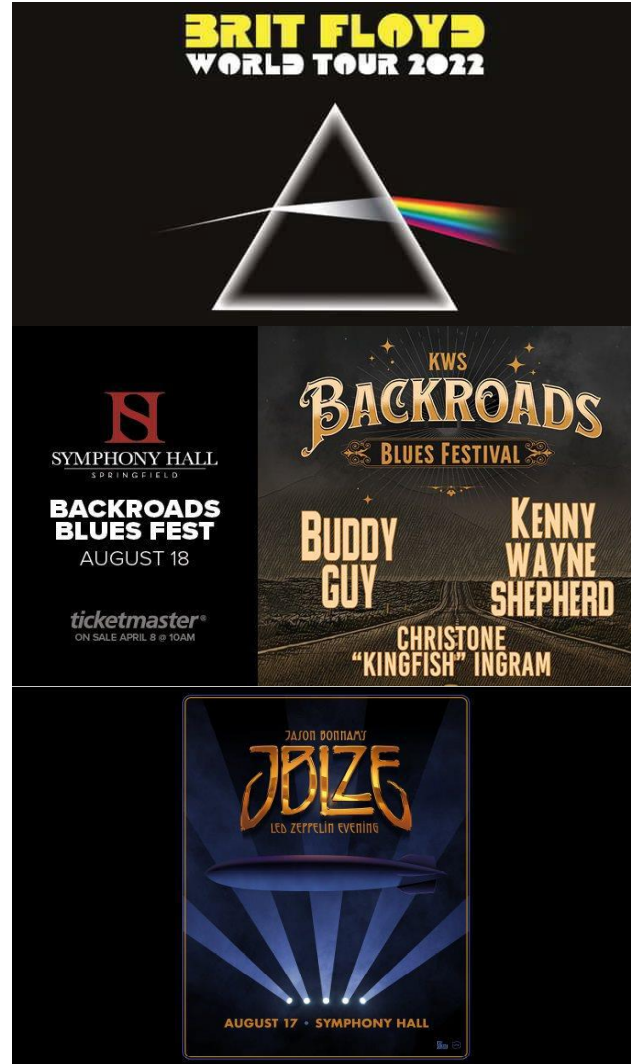


Entertainment Q3

The Armory



Symphony Hall



Mass Mutual Center



Plaza



Largest audience in FMF's history!!!



Thank you
