



Q4 2022 Report Massachusetts Gaming Commission

February 8th 2023

Revenue, Taxes, Lottery & Spend Update

MGM Springfield Q4 2022

Q4 2022 Gaming Revenue & Taxes

Month	Gaming Revenue	MA Taxes
October	\$22,898,786	\$5,724,697
November	\$22,033,774	\$5,508,444
December	\$22,470,287	\$5,617,572
Total	\$67,402,847	\$16,850,712

Q4 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	\$14,454,146	\$52,948,701	\$67,402,807	\$16,850,712
	Total	\$53,646,738	\$205,490,721	\$259,137,459	\$64,784,365

Q4 2022 Lottery

Month	Lottery Sales	% Change from Previous Year
October	\$155,047	39%
November	\$112,447	14%
December	\$119,803	(4%)
Total	\$387,297	16%

Q4 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	\$387,297	16%
	Total	\$1,413,404	20%

Q4 2022 Diversity Spend

Diversity Category	Annual Goal	Q4%	Q4 Spend
MBE Vendor Spend	10%	3%	\$303,947
VBE Vendor Spend	1%	2%	\$265,545
WBE Vendor Spend	15%	4%	\$437,495
Total	27%	9%	\$1,006,987

*Total biddable spend was \$11.4M

Q4 2022 Local Spend

Diversity Category	Annual Goal	Q4%	Q4 Spend
Local* Vendor Spend	\$50M	37%	\$5,714,248
MA Vendor Spend	-	46%	\$7,114,764

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

Compliance

MGM Springfield Q4 2022

Q4 2022 Compliance

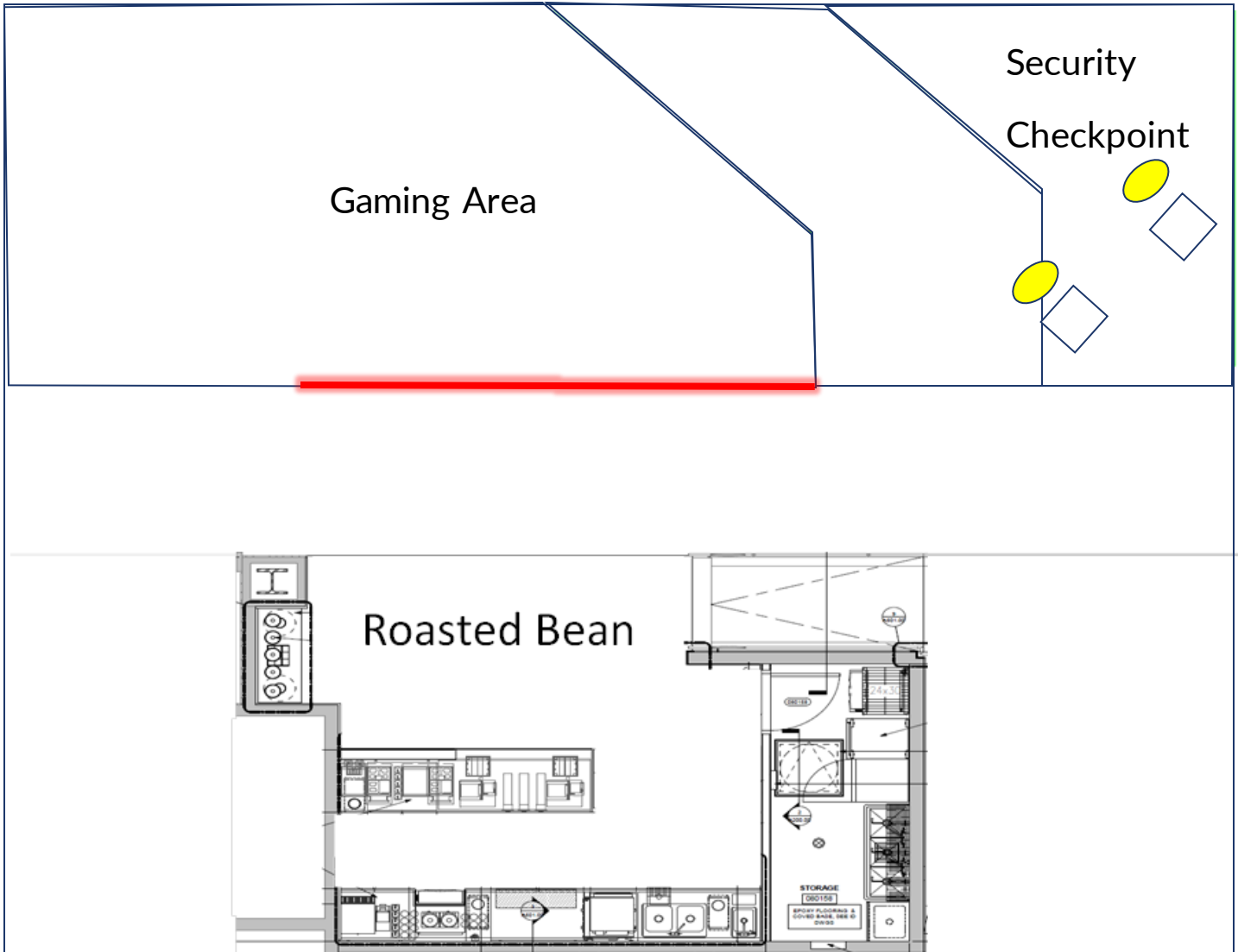
Month	Minors Intercepted in Gaming Area and prevented from Gaming	Compared to 2019	% Change	Minors intercepted Gaming	Compared to 2019	% Change	Minors Intercepted consuming alcohol	Compared to 2019	% Change
Oct	16	155	-89%	0	10	(NA)	1	3	-67%
Nov	30	156	-80%	1	11	-91%	0	1	(NA)
Dec	76	204	-63%	4	9	-65%	0	6	(NA)

- Mean Average time in Gaming Area – 6.14 minutes – Median Average time – 3 minutes.
- Longest time in Gaming Area – 1 hour 55 minutes
- Shortest time in Gaming area – 6 seconds
- Those who managed to gamble or consume alcohol were between the ages of 18 – 21.
- YOY 2019 vs 2022 there were, 81%, 76%, 80% and 83% reductions respectively, in Access, Table Games, Slot play and Alcohol Consumption

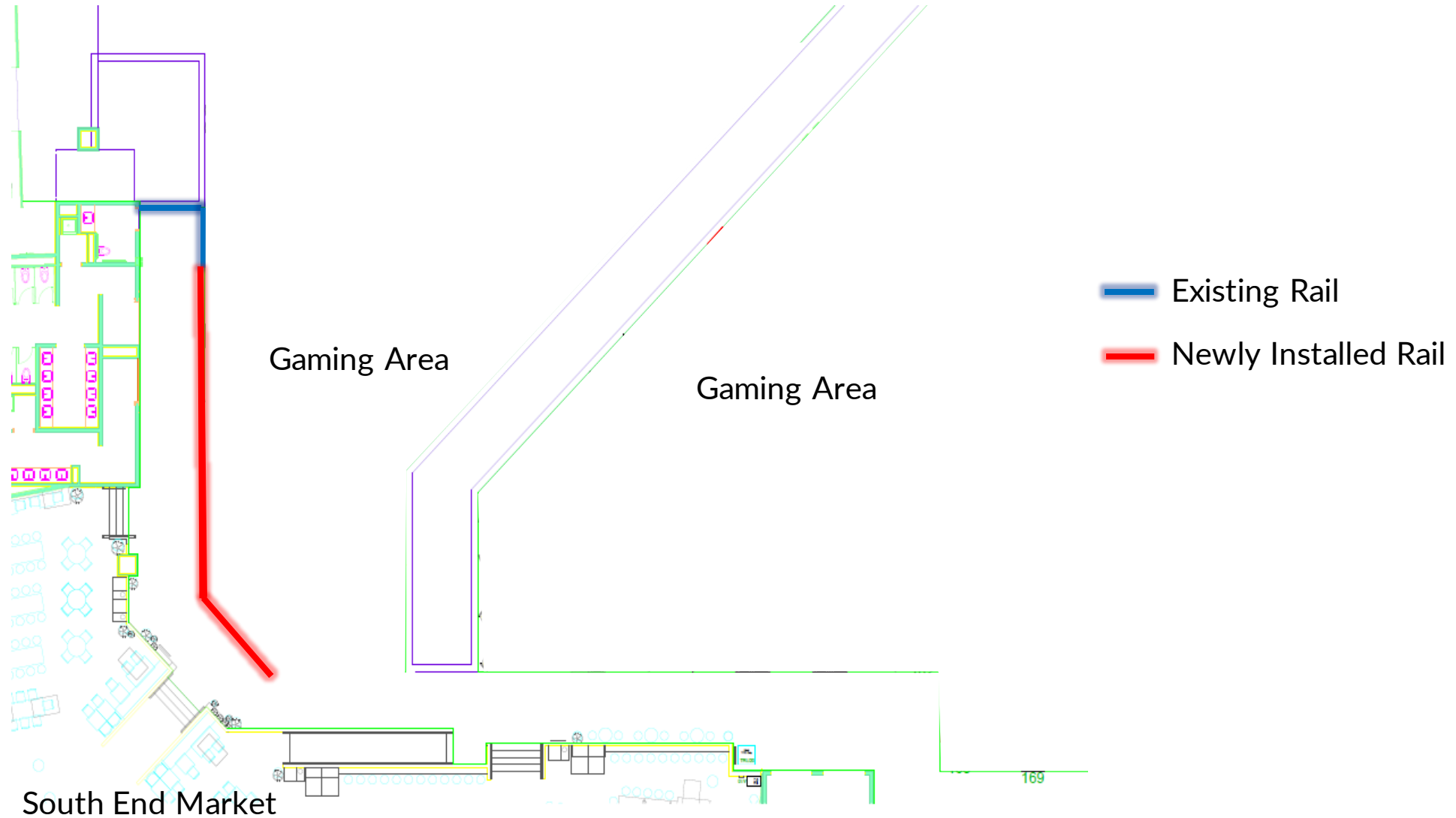
- **Mean Average time in Gaming Area before interception by staff – 3 minutes – Median Average time – 1 minute.**
- 74% of all underage were access to the Gaming Area, lasted under 5 minutes.
- 3 out of the 5 underage found gaming, did so while remaining on the non-gaming walkway and leaning across parents or guardians to hit a button.
- The one underage able to consumer alcohol, never entered the Gaming Area. A family member of age passed an alcoholic drink to them, inside our TAP restaurant for one sip.

Handrail Installation - Roasted Bean

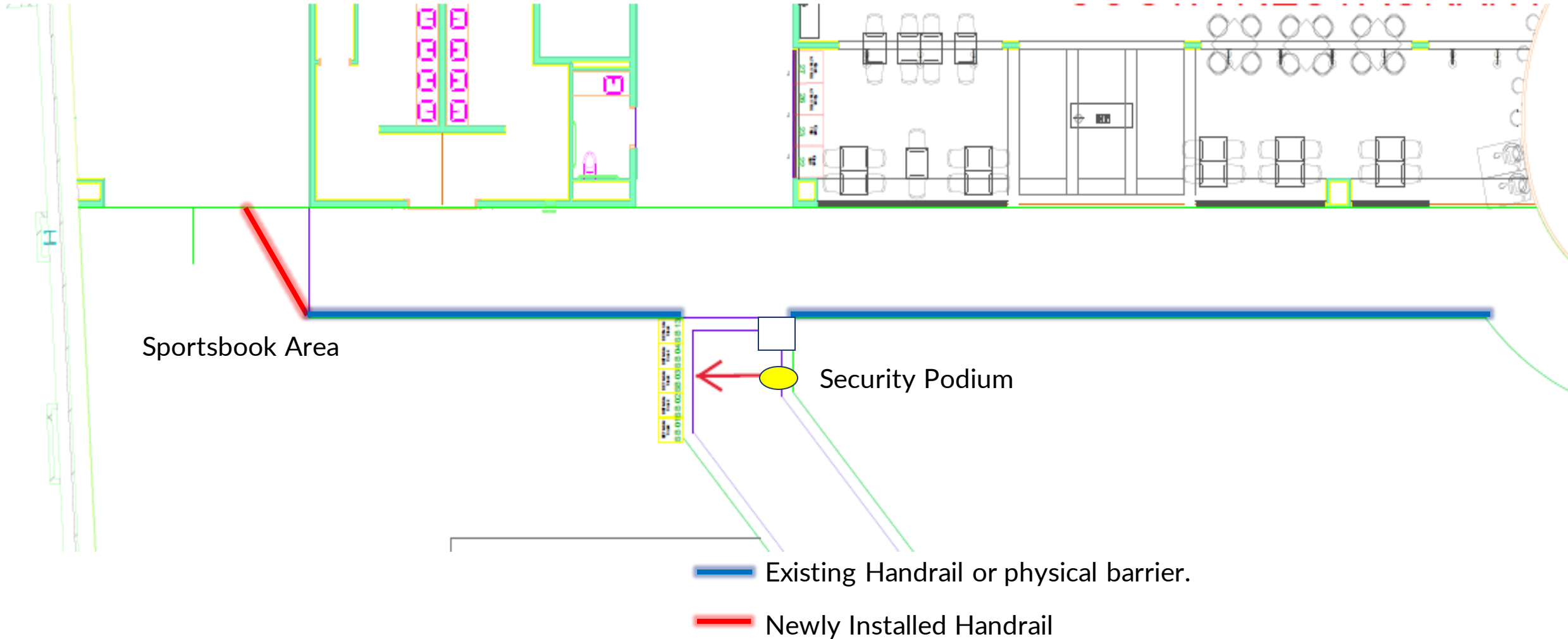
 Handrail installed



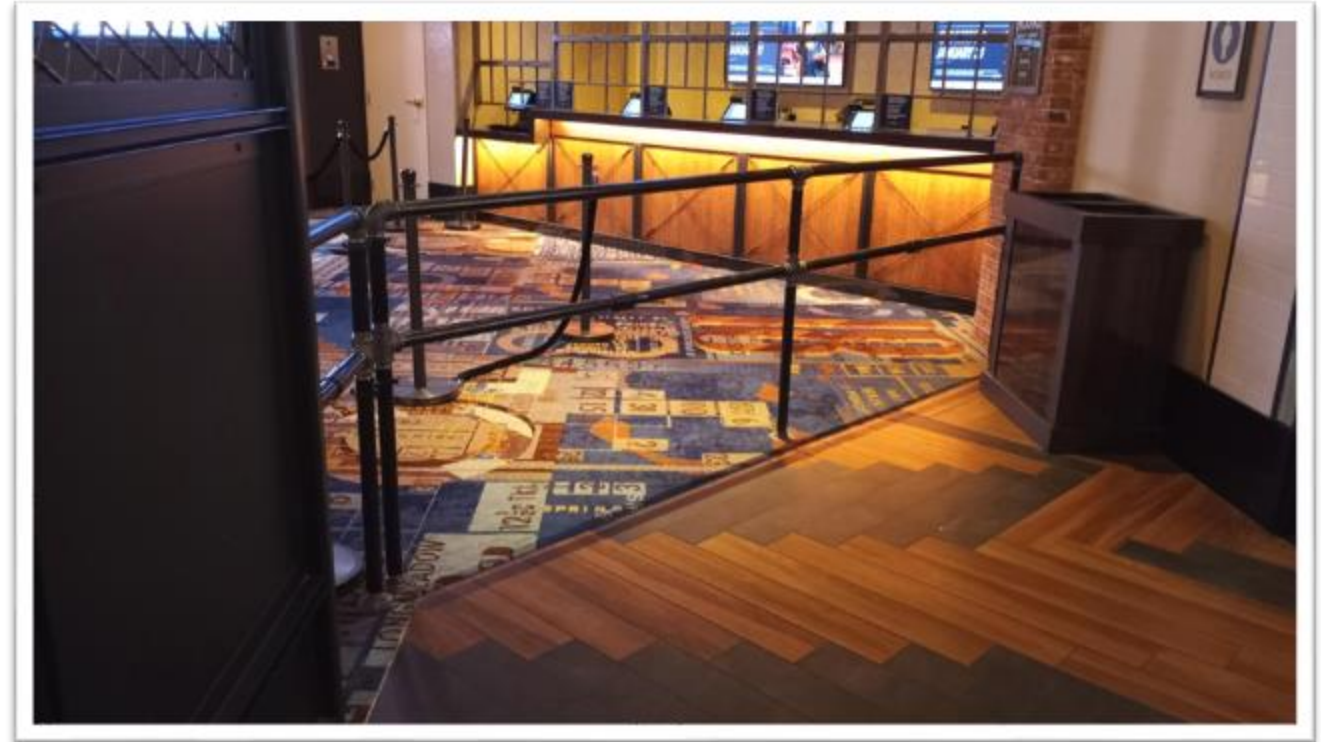
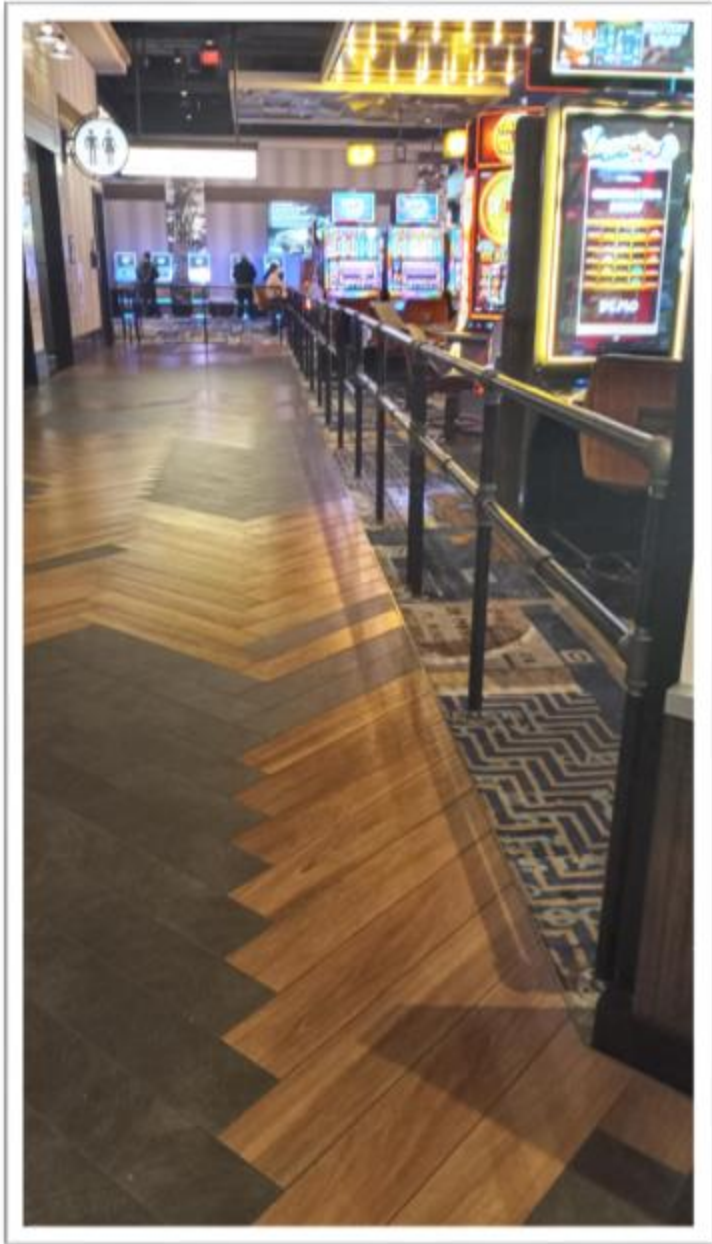
Handrail Installation - South End Market



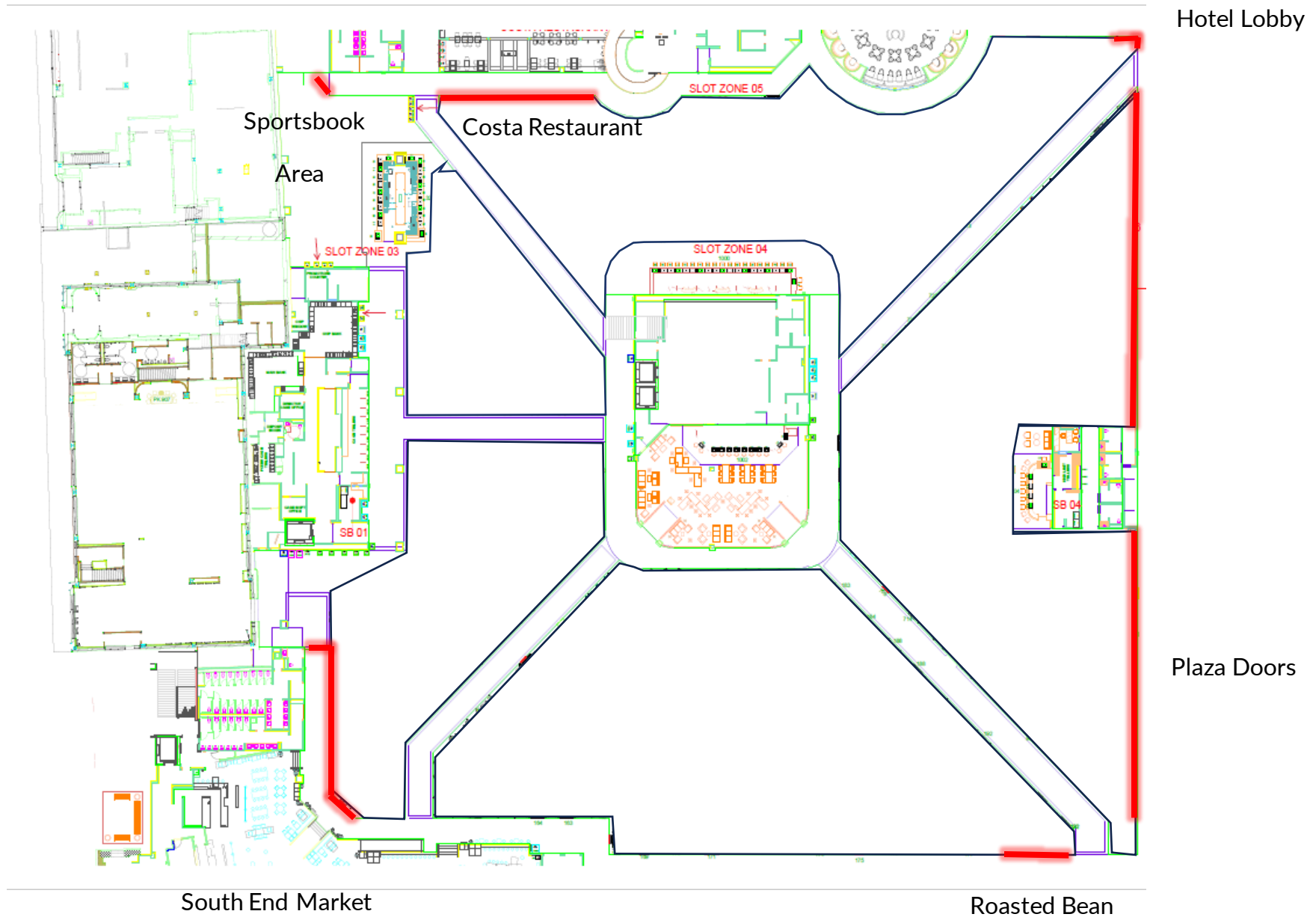
Compliance - Sportsbook Area



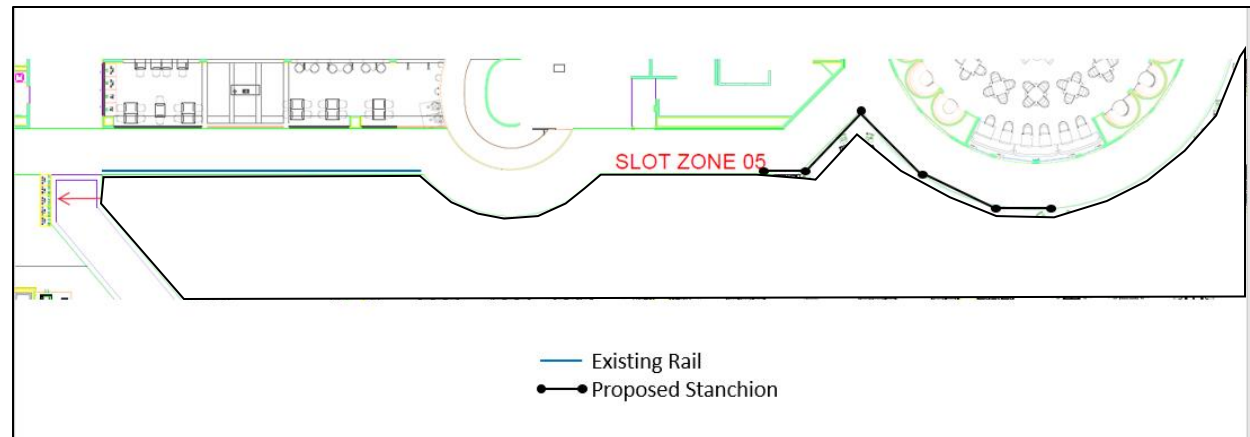
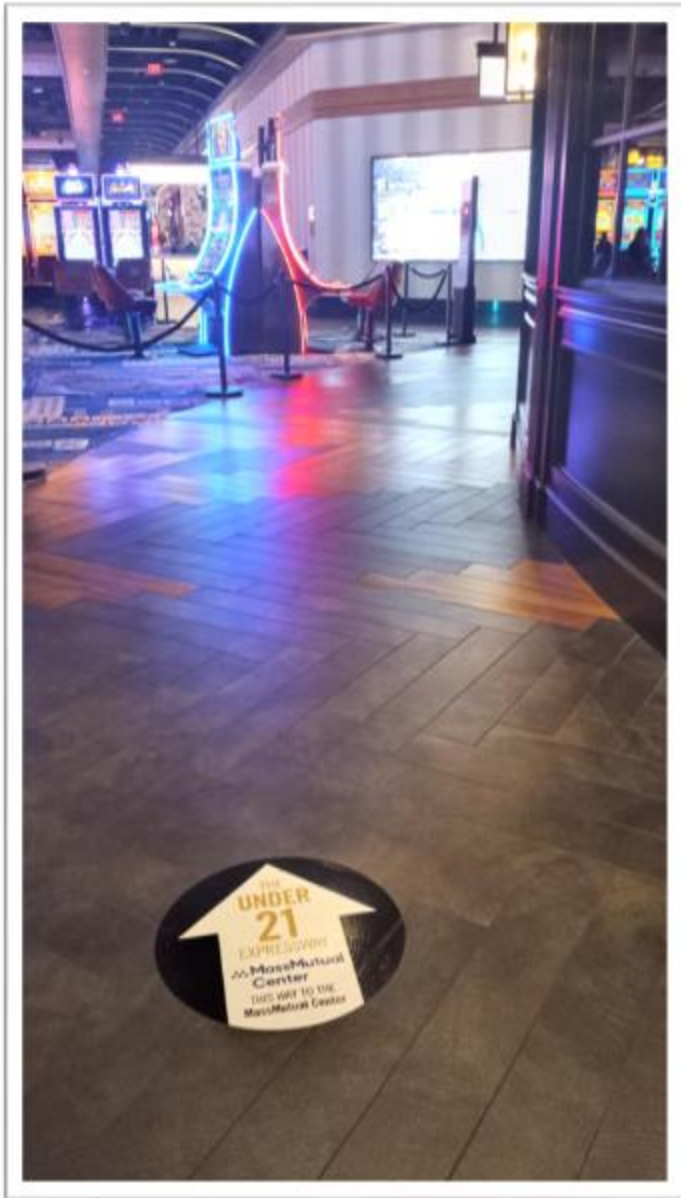
Newly Installed Handrail



All Sections of Handrail



Directional Floor Decals and Stanchions



Employment

MGM Springfield Q4 2022

Q4 2022 Employment Numbers

Q4 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	51%	711
Veteran	2%	6%	68	6%	70	5%	71	5%	67
Women	50%	41%	489	40%	499	40%	537	41%	561
Springfield Residents	35%	37%	437	37%	462	39%	514	39%	534
Western MA Residents	-	74%	885	74%	925	75%	995	75%	1,040
MA Residents	-	77%	911	76%	949	77%	1,022	77%	1,065
Total # Of Gaming Establishment Employees*	-		1,203		1,244		1,330		1,382
Full Time	-		812		843		878		918
Part Time	-		235		234		278		275
On Call	-		156		167		174		189

Q4 2022 Hiring Goals Percentages

Q4 2022	Minority	Women	Veterans	Total Headcount
ALL EMPLOYEES				
Number of Employees	711	561	67	1,382
% Actual	51%	41%	5%	
MANAGER AND ABOVE				
Number of Employees	53	53	4	141
% Actual	38%	38%	3%	
SUPERVISORS AND ABOVE				
Number of Employees	92	83	9	218
% Actual	42%	38%	4%	

Community Outreach, Special Events and Development

MGM Springfield Q4 2022

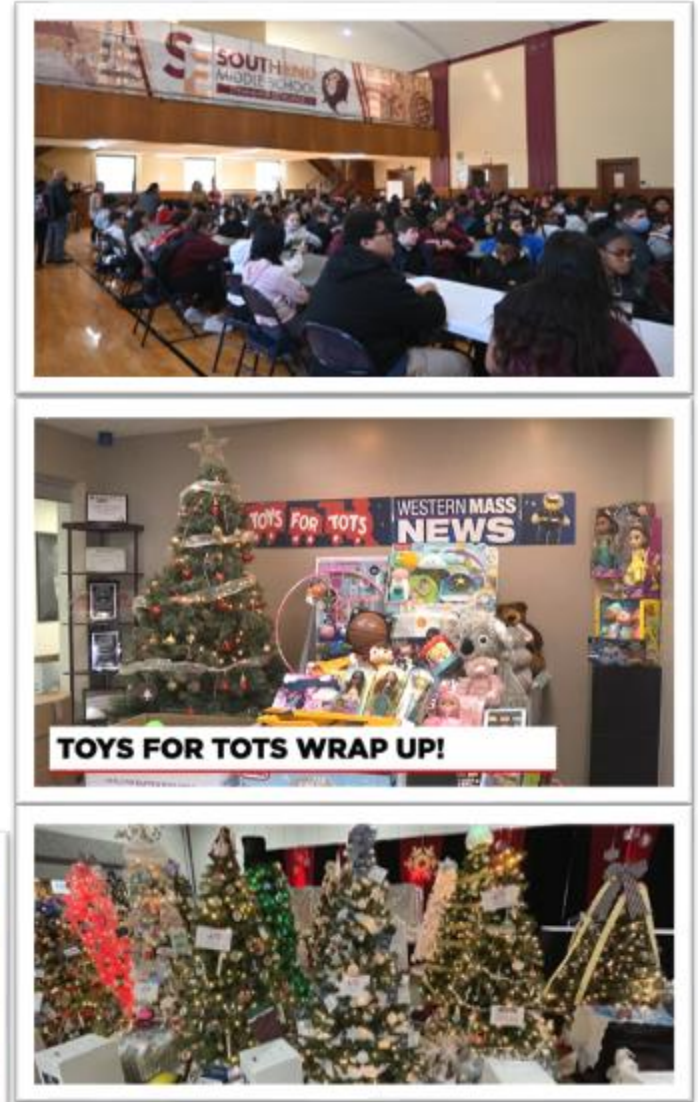


MGM Springfield kicks off holiday season with tree lighting, rink opening

SPRINGFIELD, Mass. (WGGB/WSHM) - It is now officially the holiday season and folks of all ages gathered at MGM Springfield to kick it off with one of the city's annual traditions: the tree lighting ceremony.



Q4 2022 Community Outreach & Special Events



· Mayflower Marathon · Rachel's Table ·

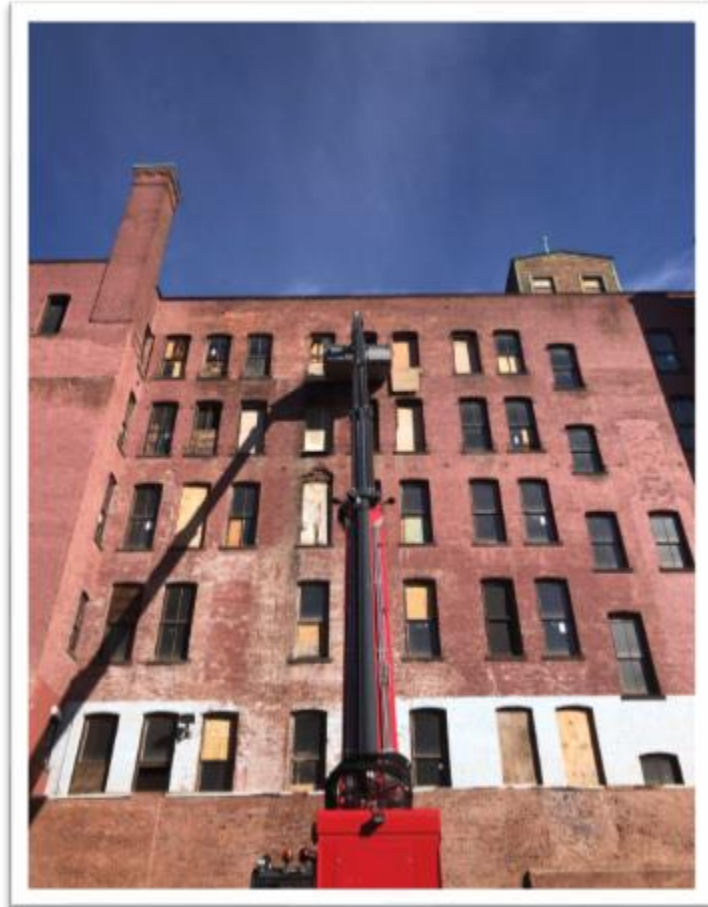
South End Middle School · Toys for Tots ·

· Festival of Trees ·

Development



Q4 External Development



31 Elm St Construction Continues

Entertainment

MGM Springfield Q4 2022

Entertainment

ROAR! NOVEMBER SHOWS
COMEDY CLUB
Visit MGMSpringfield.com/ROAR for more info.

HAIRY JOHNSON | JIMMY KIMMEL | CATHY NICHOLS | KEVIN CONROY

CIRCUS LIVE!
DECEMBER 3 & 4

KATT WILLIAMS
NOVEMBER 18, 2022

MGM Springfield | MassMutual Center
SPRINGFIELD, MA
TICKETS AVAILABLE AT MASSMUTUALCENTER.COM

A BRONX TALE
OCTOBER 8

CHAZZ PALMINTERI
"THE BROADWAY HIT VOTED #1 SHOW IN LAS VEGAS"
LUTHER KENNEDY

ROAR! COMEDY CLUB
DECEMBER SHOWS
Visit MGMSpringfield.com/ROAR for more info.

THE FUNNIEST PEOPLE IN MASSACHUSETTS!
THE FUNNIEST PEOPLE IN MASSACHUSETTS!

HAIRY JOHNSON | JIMMY KIMMEL | CATHY NICHOLS | KEVIN CONROY

CLASSIC
SPRINGFIELD, MASSACHUSETTS
SAT. DEC 17 MASSMUTUAL CENTER

MASS VS [Logos] VS [Logos]

CHRIS ISAAK
NOVEMBER 26

Everyone's Knows It's Christmas Time

SYMPHONY HALL
SPRINGFIELD

CIRQUE MUSICA
HOLIDAY WONDERLAND
DECEMBER 2

FOREIGNERS JOURNEY

The Music of Foreigner & Journey
featuring Christine Marvella
DECEMBER 31

MGM Springfield



Thank you
