



Q1 2023 Report Massachusetts Gaming Commission

May 22, 2023

Revenue, Taxes, Lottery & Spend Update

MGM Springfield Q1 2023

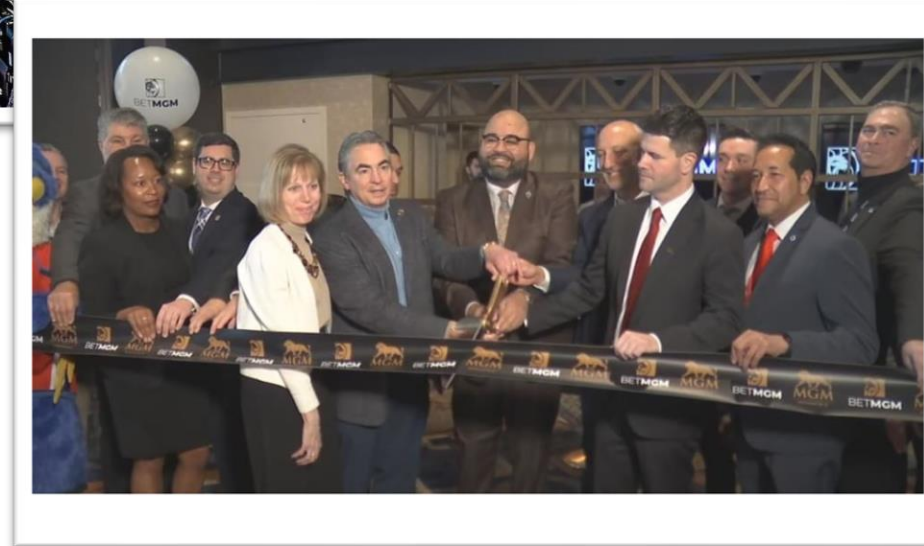
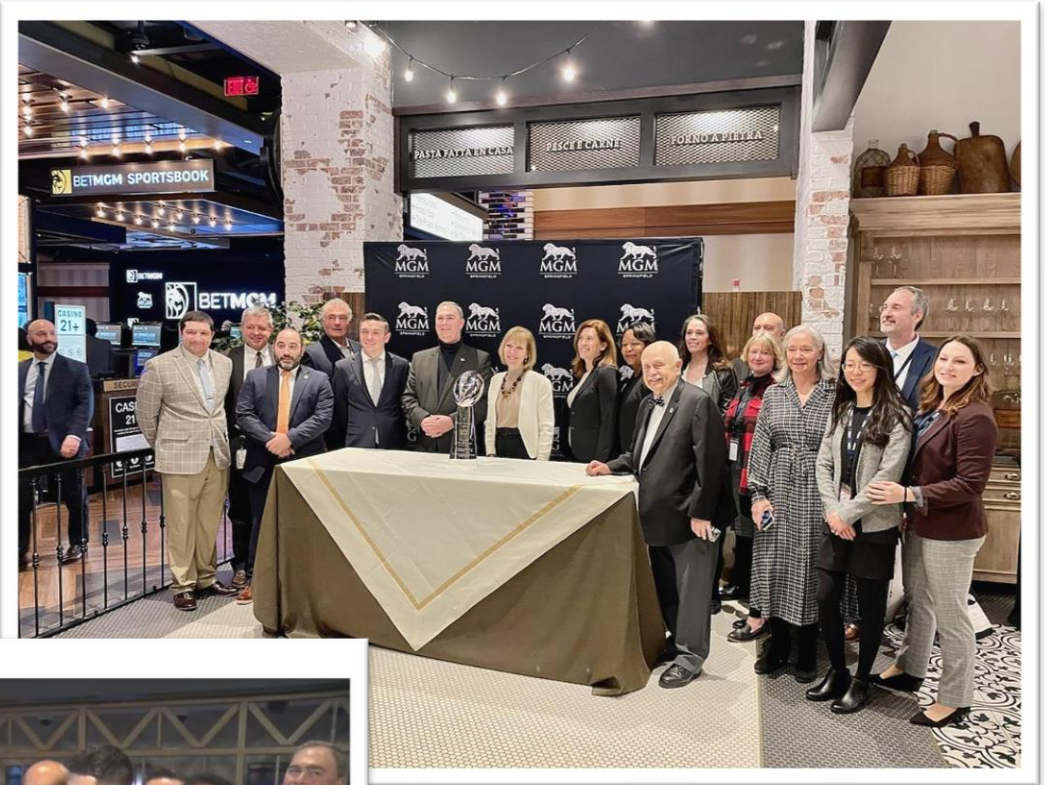
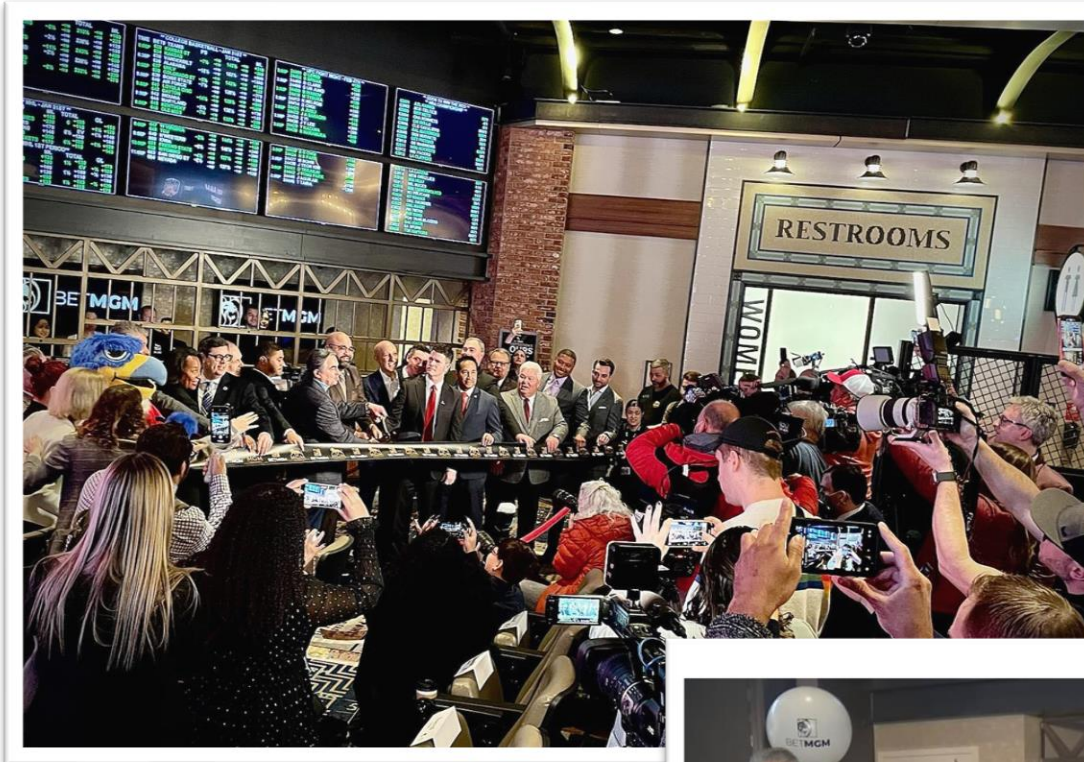
Q1 2023 Gaming Revenue & Taxes

Month	Gaming Revenue	MA Taxes
January	\$22,853,750	\$5,703,531
February	\$23,257,491	\$5,814,373
March	\$24,079,637	\$6,019,909
Total	\$70,190,878	\$17,547,719

Q1 2023 YOY Gaming Revenue & Taxes

Year	Quarter	Table Games Revenue	Slots Gaming Revenue	Total Gaming Revenue	MA Taxes
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	\$67,402,847	\$16,850,712
	Total	\$53,646,738	\$205,490,721	\$259,137,459	\$64,784,365
2023	Q1	\$14,087,437	\$56,103,441	\$70,190,878	\$17,547,719
	Q2				
	Q3				
	Q4				
	Total	\$14,087,437	\$56,103,441	\$70,190,878	\$17,547,719

Sports Wagering Goes Live!!!



Q1 2023 Sports Wagering Revenue



Month	Taxable Revenue	Taxes
January	\$11,229	\$1,684
February	\$262,140	\$39,321
March	\$172,624	\$25,894
Total	\$445,994	\$66,899

Month	Taxable Revenue	Taxes
January	-	-
February	-	-
March	\$7,314,463.61	\$1,462,892.72
Total	\$7,314,463.61	\$1,462,892.72

Q1 2023 Lottery

Month	Lottery Sales	% Change from Previous Year
January	\$95,785	(8%)
February	\$121,607	24%
March	\$138,744	27%
Total	\$356,136	14%

Q1 2023 YOY Lottery Sales

Year	Quarter	Lottery Sales	% Change from Previous Year
2022	Q1	\$311,307	-
	Q2	\$367,556	-
	Q3	\$347,245	-
	Q4	\$387,297	-
	Total	\$1,413,404	-
2023	Q1	\$356,136	14%
	Q2	-	-
	Q3	-	-
	Q4	-	-
	Total	\$356,136	14%

Q1 2023 Diversity Spend

Diversity Category	Annual Goal	Q1%	Q1 Spend
MBE Vendor Spend	10%	8%	\$475,899
VBE Vendor Spend	1%	4%	\$232,013
WBE Vendor Spend	15%	7%	\$396,845
Total	27%	19%	\$1,104,758

Note: Total Biddable Spend excludes gaming vendors, utilities, insurance, banking fees/services, and other expenses outlined within the American Gaming Association Diversity Spending Exclusion List (MGM Springfield Diversity and Affirmative Marketing Program - Appendix D).

Q1 2023 Local Spend

Diversity Category	Annual Goal	Q1%	Q1 Spend
Local* Vendor Spend	\$50M	40%	\$2,405,270
MA Vendor Spend	-	49%	\$2,918,329

Note: Total Biddable Spend excludes gaming vendors, utilities, insurance, banking fees/services, and other expenses outlined within the American Gaming Association Diversity Spending Exclusion List (MGM Springfield Diversity and Affirmative Marketing Program - Appendix D).

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

Compliance

MGM Springfield Q1 2023

Q1 2023 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
Jan	57	89	-36%	4*	18	-78%	0	0	NA
Feb	28	102	-73%	3*	20	-91%	0	1	100%
Mar	30	133	-78%	5*	15	-66%	1	1	0

***8 out of the 12 underage found gaming, did so while remaining on the non-gaming walkway and leaning across parents or guardians to hit a single button.**

- Longest time in Gaming Area – 1 hour 25 minutes (19 yr old, entered with parents, no direct dollars played.)
- Shortest time in Gaming area – 8 seconds
- 69 underage were under 18 years old, the remaining 46 were between the ages of 18 – 21.

Employment & Reopening Milestones

MGM Springfield Q1 2023

Reopening Milestones

Q1 2022



- South End Market Reopens to Families
- TopGolf Reopens (by Reservation)
- TAP Bowling Center Reopens (Weekends)

Q2 2022



- Costa Reopens
- Macho Taco Opens (in South End Market)
- Free Music Friday – Summer Series (Plaza Activation)

Q3 2022



- TAP Expands to 7 Days a Week (from 5 Days)
- Wicked Noodle Reopens (in South End Market)
- GameSense Relocated

Q4 2022



- Roasted Bean Coffee Shop Opens (New Venue)
- Ice Rink & Tree Lighting - with Expanded F&B (Plaza Activation)

Q1 2023



- TAP Lunch Hours Expanded (Thu-Sun)
- TAP Bowling Hours Expanded (7 Days)
- TopGolf Weekend Hours (No Reservation Required)
- Costa Hours Expanded (Sunday Added)
- Indian Reopens (Fri-Sun)

MGM Springfield reopens Indian Motorcycle 1901 store



"(Mayor) Sarno, (Rep.) Gonzalez and (Rep.) Ramos all applauded MGM Springfield for its continued efforts to bring economic development to downtown Springfield while respecting and incorporating the city's history into its operations."

MGM Springfield extends dining hours, introduces new culinary options



"The announcements that MGM has made, show that the company is ready to roar this summer in Springfield... These are huge performers, international performers, here in the city of Springfield and we're able to do it because of the MGM brand." ~Mike Fenton, Springfield City Council

Bruno Mars to perform at MassMutual Center in June



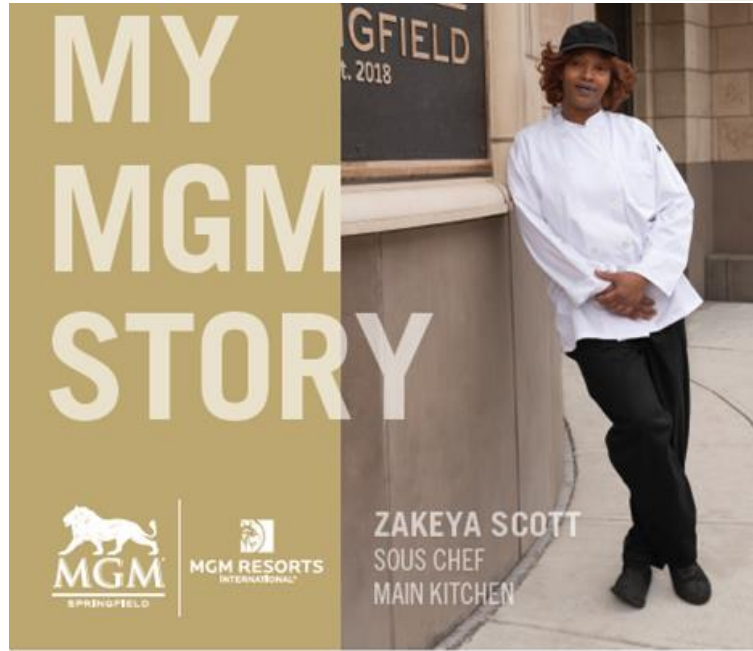
"Once again, MGM rises to the occasion, bringing internationally known stars, Bruno Mars. Everyone knows Bruno Mars and his music," Sarno said. "And he's going to draw capacity crowds here at the MassMutual Center." ~Springfield Mayor Domenic Sarno

Q1 2023 Employment Numbers

Q1 2023	Goals	Q1 2023 %	Q1 2023 Total # of Employees	Q2 2023 %	Q2 2023 Total # of Employees	Q3 2023 %	Q3 2023 Total # of Employees	Q4 2023 %	Q4 2023 Total # of Employees
Minority	50%	51%	759						
Veteran	2%	5%	70						
Women	50%	41%	605						
Springfield Residents	35%	39%	582						
Western MA Residents	-	76%	1,125						
MA Residents	-	77%	1,147						
Total # Of Gaming Establishment Employees*	-		1,488						
Full Time	-		959						
Part Time	-		324						
On Call	-		205						

- MGM Springfield Employment **increased by 24% year over year** (from Q1 2022 to Q1 2023.)
- MGM Springfield Sportsbook currently employs 15 team members.

Employment Update - Team Member Highlights



Fortitude & Perseverance

Zakeya Scott's inspirational story is about fortitude and perseverance. She hopes to share her story with her MGM Springfield family so that others will find strength during difficult times. It is true she was once homeless and endured an existence in and out of shelters as a single mother. It is also true she set an ambitious 5-year plan to turn her situation into success.

In 2016 she relocated from North Carolina to Massachusetts and with help from Rise for Social Justice was able to find safe housing. Early job opportunities included prep work for restaurant chains like Dunkin' Donuts and Applebee's. Her

career trajectory started after completing the Holyoke Culinary Training program at Holyoke Community College (HCC). It was here where she learned from top chefs in a full-service kitchen. She volunteered cooking and serving food at Kate's Kitchen in Holyoke, MA - a non-profit assisting those most in need of clothing, and shelter. In 2017 she was accepted into the Business Entrepreneur Program at the Springfield Technical Community College (STCC).

Having management experience at a local KFC soon opened the door and opportunities that MGM Springfield held. She is a proud day-one employee

and has risen through the ranks of our Culinary Team. From Cook to Master Cook to Sous Chef in our Main Kitchen. We are extremely proud of Chef Scott and remain in awe of her dedication. We are thrilled to report she also became a first time home buyer in 2021!

To learn more about opportunities at MGM Springfield, check out the careers page www.MGMSpringfield.com/careers

- This new program launched in February to showcase employee stories, the positive role of career opportunities at MGM Springfield, and the direct impact of these individual stories on the larger community.
- The first ad ran on March 26th and is currently scheduled for a quarterly cadence.
- Going forward, each ad will feature in publications that have a wide local reach, including a Spanish language distribution.



Community Outreach, Special Events and Development

MGM Springfield Q1 2023

Q1 2023 Community Outreach & Special Events



MGM Springfield leaders joins classroom for story time at Square One

SPRINGFIELD, Mass. (WWLP) - MGM Springfield leaders will visit the children at Square One's Tommie Johnson Child & Family Center on Friday. President & COO...



Tom Kratichuk Sr Mgr EVS



Andrea Besacone Mgr Count Team



Lasander Reese Cage Manager



Q1 2023 Community Outreach & Special Events











· PGAM · One Year Anniversary of PMW ·

Entertainment

MGM Springfield Q1 2023

Q1 Entertainment

 CAITLIN PELUFFO FRI JAN 27 - SAT JAN 28 BUY TICKETS	 JOE MACHI FRI FEB 3 - SAT FEB 4 BUY TICKETS	 MATT FRIEND FRI FEB 10 - SAT FEB 11 BUY TICKETS	 CAROLYN PLUMMER FRIDAY FEB 17 BUY TICKETS
 SALONG MITRA SATURDAY FEB 18 BUY TICKETS	 GIANMARCO SORESI FRI FEB 24 - SAT FEB 25 BUY TICKETS	 GEOFFREY ASMUS FRI MAR 17 - SAT MAR 18 BUY TICKETS	 SHAPEL LACEY FRI MAR 31 - SAT APR 1 BUY TICKETS

FREE MUSIC FRIDAYS



Jan 27 SCREAMIN EAGLE BAND The Finest Southern Rock in the North	Feb 3 JOHNNY SIXGUN Authentic Classic Rock The Way You Remember It	Feb 10 STUDIO TWO The Early Beatles Tribute	Feb 17 ALEX SHILLO Tribute to Bruce Springsteen	Feb 24 BACK IN BLACK The Ultimate AC/DC Tribute
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THE ORIGINAL

HARLEM GLOBETROTTERS

SPRINGFIELD, MA

Presented By 




Disney ON ICE Find Your HERO

MASSMUTUAL CENTER
MAR 23 - 26



RED SOX
 2023
Winter WEEKEND
 MGM



SYMPHONY HALL
 SPRINGFIELD


MARCH 4



MERCYME
 ALWAYS ONLY JESUS TOUR

TAYA MICAH TYLER

Upcoming Entertainment



BILL BURR
Live BILLBURR.COM/TOUR

MGM
MASSMUTUAL CENTER
AUGUST 12
TICKETS AT MASSMUTUALCENTER.COM

A promotional poster for Bill Burr's live performance. It features a close-up portrait of Bill Burr on the right side. The text 'BILL BURR' is written in large, bold, red letters on the left. Below it, 'Live' is written in a cursive script. The MGM logo and 'MASSMUTUAL CENTER' are at the bottom left, with the date 'AUGUST 12' in large blue letters. A website link 'BILLBURR.COM/TOUR' is also present.



Tina Fey & Amy Poehler
Restless Leg Tour

THURSDAY, JUNE 8
MASSMUTUAL CENTER
TICKETS AT MASSMUTUALCENTER.COM

MGM
SPRINGFIELD

A promotional poster for Tina Fey and Amy Poehler's 'Restless Leg Tour'. It features a photograph of the two comedians. The text 'Tina Fey & Amy Poehler' is at the top in a mix of red and black fonts, with 'Restless Leg Tour' in a smaller, italicized font. Below the photo, the date 'THURSDAY, JUNE 8' and the venue 'MASSMUTUAL CENTER' are listed. The MGM Springfield logo is in the bottom right corner.



SANTANA

1001 RAINBOWS
2023 TOUR

MGM SPRINGFIELD PRESENTS
MASSMUTUAL CENTER | SUNDAY, AUGUST 6
TICKETS AVAILABLE AT MASSMUTUALCENTER.COM
SANTANA.COM

A promotional poster for Santana's '1001 Rainbows' 2023 tour. It features a central image of Santana playing a guitar, flanked by two large, colorful, stylized portraits of his faces. The text 'SANTANA' is at the top in a decorative font. Below it, '1001 RAINBOWS 2023 TOUR' is written. At the bottom, it says 'MGM SPRINGFIELD PRESENTS MASSMUTUAL CENTER | SUNDAY, AUGUST 6' and provides a website link.



REALITY CHECK **KEVIN HART**
TOUR 2023

APRIL 20
MASSMUTUAL CENTER
TICKETS AVAILABLE AT MASSMUTUALCENTER.COM

MGM
SPRINGFIELD

A promotional poster for Kevin Hart's 'Reality Check' 2023 tour. It features a black and white photograph of Kevin Hart looking through a window frame. The text 'REALITY CHECK' is written in large, bold, white letters over the photo. To the right, 'KEVIN HART' and 'TOUR 2023' are listed. Below that, the date 'APRIL 20' and the venue 'MASSMUTUAL CENTER' are shown. The MGM Springfield logo is in the bottom left corner.

Entertainment Impact – Community Feedback



“You would not see this excitement if it were not for MGM. When there is more than one performance downtown, it is like you are in Las Vegas or New York. It feels safe.”

Luisa Cardaroboli - Owner, Palazzo Café



“MGM took the City of Springfield to a whole new level of entertainment. MGM plus the MassMutual Center plus Springfield Symphony Hall equals a vibrant and busy downtown Springfield. MGM is a new heart for a better Springfield.”

Nadime Kashouh - Owner, Nadim's Downtown Mediterranean Grill

Entertainment Impact – Community Feedback



"The fabric of downtown continues to experience a resurgence; we are witnessing new business, investment in downtown infrastructure, new food and beverage establishments, conferences and special events impacting occupancy in local hotels; coupled with MGM Springfield's commitment to bringing first class entertainment and events to MGM Plaza, the MassMutual Center, and Symphony Hall, the economic spin-off to small business is measurable and benefits the vitality and sustainability of a growing downtown and city."

Ray Berry - Owner, White Lion Brewing

Entertainment Coming to MassMutual Center

Bruno Mars

LIVE IN SPRINGFIELD, MA

JUNE 10-11

MASSMUTUAL CENTER





Thank you
