



MASSACHUSETTS GAMING COMMISSION  
PUBLIC MEETING #227

October 26, 2017  
10:00 a.m.

**Massachusetts Gaming Commission**  
101 Federal Street, 12<sup>th</sup> Floor  
Boston, MA



Massachusetts Gaming Commission



**NOTICE OF MEETING and AGENDA  
October 26, 2017**

Pursuant to the Massachusetts Open Meeting Law, G.L. c. 30A, §§ 18-25, notice is hereby given of a meeting of the Massachusetts Gaming Commission. The meeting will take place:

**Thursday, October 26, 2017  
10:00 a.m.  
Massachusetts Gaming Commission  
101 Federal Street, 12<sup>th</sup> Floor  
Boston, MA**

**PUBLIC MEETING - #227**

1. Call to order
2. Approval of Minutes
  - a. October 12, 2017 – **VOTE**
3. Administrative Update – Ed Bedrosian, Executive Director
  - a. General Update
4. Finance – Derek Lennon, Chief Finance and Accounting Officer
  - a. Massachusetts Gaming Commission Quarterly Budget and Diversity Report – T. Banda, Human Resources Manager
5. Research and Responsible Gaming – Mark Vander Linden, Director
  - a. Updated General Population Survey – Dr. R. Volberg, SEIGMA (Social and Economic Impacts of Gambling in Massachusetts) Principal
  - b. Patron and License Plate Survey Report – Dr. R. Volberg, SEIGMA (Social and Economic Impacts of Gambling in Massachusetts) Principal Investigator
6. Ombudsman – John Ziemba
  - a. Draft 2018 Community Mitigation Fund Guidelines
7. Legal Division, Catherine Blue, General Counsel
  - a. Small Business Impact Statement – 205 CMR 146 Table Games Equipment – **VOTE**
  - b. Final Draft and Approval for Promulgation Process – 205 CMR 143 (updates to wide area progressive regulations) – Stempeck/Band – **VOTE**
  - c. Plainridge Park Casino Non-Disclosure Agreement - Approval to Authorize Executive Director Signature – **VOTE**



**Massachusetts Gaming Commission**

8. Investigations and Enforcement Bureau – Karen Wells, Director  
a. Exclusion List Discussion

9. Commissioner’s Updates

10. Other business – reserved for matters the Chair did not reasonably anticipate at the time of posting.

I certify that on this date, this Notice was posted as “Massachusetts Gaming Commission Meeting” at [www.massgaming.com](http://www.massgaming.com) and emailed to: [regs@sec.state.ma.us](mailto:regs@sec.state.ma.us), [melissa.andrade@state.ma.us](mailto:melissa.andrade@state.ma.us).

10/23/17  
DATE

  
Enrique Zuniga, Commissioner

**Date Posted to Website:** October 23, 2017 at 10:00 a.m.



Massachusetts Gaming Commission

**DRAFT**



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## Massachusetts Gaming Commission Meeting Minutes

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**Date/Time:** October 12, 2017– 10:00 a.m.

**Place:** Massachusetts Gaming Commission  
101 Federal Street, 12<sup>th</sup> Floor  
Boston, MA

**Present:** Chairman Stephen P. Crosby  
Commissioner Gayle Cameron  
Commissioner Lloyd Macdonald  
Commissioner Bruce Stebbins  
Commissioner Enrique Zuniga

**Time entries are linked to  
corresponding section in  
Commission meeting video**

### **Call to Order**

See transcript page 2

[10:00 a.m.](#) Chairman Crosby called to order the 226<sup>th</sup> Commission meeting.

### **Approval of Minutes**

See transcript pages 2 - 4

[10:00 a.m.](#)

Chairman Crosby requested that the minutes from September 28 reflect that the Commission requested the Economic Development Fund presenters to think about how some of the presenters with similar proposals could work together. The Commission further requested staff to review the Racing Division Section of the minutes to determine whether the date of the stakes race mentioned in the minutes is accurate. Staff agreed to review both items and make any necessary corrections or additions.

*Commissioner Zuniga moved for the approval of the Commission meeting minutes of September 14, 2017, subject to corrections for typographical errors and other nonmaterial matters. Motion seconded by Commissioner Cameron. Motion passed 4 – 0 with Commissioner Macdonald abstaining.*

# DRAFT

## Administrative Update

See transcript pages 4 - 19

### 10:03 a.m. General Update

Executive Director Bedrosian described the amendment regarding background review of gaming service employees that is making its way through the legislature as part of the supplemental budget. Chairman Crosby stated that if the amendment makes it through the process, staff will work with MGM to get their thoughts on what categories of employees may be exempt from registration.

Executive Director Bedrosian shared with the Commission his travel to G2E in Las Vegas and that he arrived in Las Vegas the day after the shooting. He described the atmosphere in Las Vegas and expressed his condolences to all affected by that tragic event. Executive Director Bedrosian stated that we need to be mindful of public safety issues as we open our casinos and that conversations about public safety have been started with other regulators and our law enforcement folks. Chairman Crosby also attended G2E and was in Las Vegas during the shooting. Since other regulators were at the conference, he was able to discuss what they do regarding public safety and stated that our folks have already done a lot of work on this.

Commissioner Cameron expressed her respect and admiration for the Las Vegas law enforcement team. She affirmed that our folks are already working on public safety matters in an effort to keep things safe.

### 10:09 a.m. Fiscal Year 2017 Budget Closeout

CFAO Lennon and Maria Bottari presented the 2017 budget closeout report. Director Lennon described revenue collected and commission expenses; this resulted in a surplus which will be proportionally credited against the licensees' upcoming assessments. Director Lennon took the Commission through the various line items in the report and noted for the Commission that certain line items were not assessed at the full overhead rate. He will discuss this with the comptroller to assist in better budgeting in the future.

## Research and Responsible Gaming

See transcript pages 19 – 93

### 10:18 a.m. Director Vander Linden introduced Rob Motamedi and Thomas Peake from the UMass Donohue Institute. Mr. Motamedi and Mr. Peake presented the Plainridge Park Casino Operation: Economic Impact Report.

Mr. Motamedi put the study in context and explained the role of the Donohue Institute. He explained the scope of work for the study and the type of data collected. He also thanked Plainridge Park Casino for their help in obtaining data.

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Mr. Peake presented on the data collected, how the models were created and the output from the models. He stated that the goal was to use the model to show what the Massachusetts economy would look like if Plainridge Park Casino did not exist. Mr. Peake listed the number of employees at Plainridge Park Casino; the number of jobs supported; and the payments received by state and local governments. Mr. Peake explained that the study period was the first year of operation – July 1, 2015 through June 30, 2016.

The Commissioners asked questions regarding the regional impacts of the study's findings and how those findings can be quantified. The Commissioners also discussed how this study may be different when applied to the larger casinos.

Mr. Peake stated that they would like to continue to follow Plainridge Park Casino as the other casinos come on line to see how the impacts are affected.

Director Vander Linden discussed the optimal frequency for patron and license plate surveys in light of the labor intensive work needed to complete the surveys and the addition of the other casinos. He stated that attention is paid to the social impacts of gaming and that study is underway.

11:32 a.m. The Commission took a short recess.

11:40 a.m. The Commission reconvened.

## **Workforce, Supplier and Diversity Development**

See transcript pages 93 - 155

11:40 a.m. Jill Griffin introduced Jeffrey Hayden, Holyoke Community College and Marikate Murren and Wanda Gispert from MGM who will present the MGM Workforce Development Plan Update. Director Griffin reminded the Commission that the Commission approved the workforce development plan previously but requested a further presentation within 90 days on MGM's local recruitment strategy. Director Griffin noted that MGM and the MCCTI (Massachusetts Casino Careers Training Institute) have agreed on a gaming school to provide qualified applicants. This report from MGM is a second submission and is based on feedback from the Skills Cabinet and the Regional Employment Board of Hampden County.

Ms. Murren and Ms. Gispert presented the local recruitment plan. They thanked the Baker administration for the grant to Holyoke Community College for its hospitality program. Ms. Murren stated that there will be approximately 3000 jobs; 80% will be full-time and 20% part-time. Thirty-five percent of the jobs are for Springfield residents and this portion of the jobs is the subject of the local recruitment plan. Ms. Gispert presented on the workforce strategy to create a pipeline for jobs over the next 5 years. The way to hire Springfield residents is to align with the local agencies serving the community.

Mr. Hayden presented on the recruitment strategy and the role of partners, for example the role of the regional employment board, and how the regional

# DRAFT

employment board and one stop centers will support the strategy. He expressed hope that a high quality workforce will be available to MGM. Mr. Hayden described the \$229,000 grant from the Baker administration to the Holyoke Community College and stated that the fund will be used to buy equipment for the culinary program.

Ms. Murren stated that an MOU for the gaming school has been executed. Staff for the school will be hired and recruitment will start next month.

Chairman Crosby asked about the sufficiency of English language skills programs. Mr. Hayden stated that it is always a challenge to have enough spots but that they should have additional capacity and that this will not be a limiting factor for MGM.

Ms. Gispert presented on partnering with vocational/technical schools and other colleges. She also described other programs that MGM participates in such as teaching hospitality skills in the community at no cost.

Ms. Murren described the process of selecting MGM employees. MGM's experience suggest that there is a 3-1 ratio of interviewed to hired. MGM expects to be on track to meet or exceed the number of applications received at its National Harbor resort. Ms. Murren stressed that workforce development continues after opening. MGM is engaged in workforce development which includes more than just hiring.

Commissioner Zuniga asked how close to opening does MGM expect to see a spike in interest in jobs. Ms. Gispert stated that a spike in interest should be seen in the January to March period, although interest increases as more jobs are posted on line.

Commissioner Stebbins asked about outreach to other colleges and universities in the area. Ms. Gispert stated that MGM meets with the career centers at the colleges and universities and likes to reach out to students, offering part-time jobs while they are in school which may create interest in a full time job after graduation.

Ms. Gispert described additional partnerships such as career readiness classes conducted by MGM at local high schools. Any non-profit or school can contact MGM and ask for a class. The class includes information on job skills, luxury guest services, interview prep, resume preparation and MGM career day. Ms. Gispert also described MGM's partnership with AARP on part-time and on-call jobs for retirees. The AARP program started in Springfield. Ms. Gispert described the pre-apprenticeship program for high volume jobs which consists of smaller classes that are several weeks in length. MGM partnered with Cambridge College on this program. Applicants must be residents of Springfield to apply. There is room for 1200 students and classes start in February of 2018. The cost to the student is not to exceed \$99 per week. MGM is donating the curriculum and instructors while Cambridge College is donating the space. MGM will hire from this program but other employers can hire from this program as well.

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Ms. Murren stated that the MGM career center should open in the second week of November and will keep the Commission informed as to the actual opening date.

The Commission complimented the MGM team on the information in the report. Commissioner Stebbins suggested that MGM could check in monthly to report on how things are going.

Chairman Crosby asked Director Griffin if Wynn was putting together a similar program. Director Griffin stated that Wynn is in the process of hiring its workforce staff and that this will be a priority for them in the New Year.

## Ombudsman

See transcript pages 155 - 162

[12:45 p.m.](#) Ombudsman Ziemba presented a request to appoint Mayra Negrón-Rivera to the Region A Local Community Mitigation Advisory Committee and Kim Lee to the Region B Local Community Mitigation Advisory Committee, each for a 1 year term and to serve at the pleasure of the Commission.

*Commissioner Zuniga moved that the Commission approve the recommendations for appointments under the Gaming Policy Advisory Committee, specifically Mayra Negrón-Rivera to the Region A Local Community Mitigation Advisory Committee and Kimberly Lee to the Region B Local Community Mitigation Advisory Committee. Motion seconded by Commissioner Macdonald. Motion approved unanimously.*

12:53 p.m. The Commission took a recess for lunch.

1:35 p.m. The meeting resumed

## Legal

See transcript pages 163 - 199

[1:35 p.m.](#) Attorney Carrie Torrisi presented on the table game equipment regulations, 205 CMR 146. She described the comments received on the regulations, in particular the question of whether some of the requirements should remain in a regulation format or posted on the web. After review of the regulation and the comments, Attorney Torrisi recommended that all of the requirements remain in the regulation and that the requirements not be split between a regulation and a web posting. Commissioner Zuniga asked about how small changes in equipment would be handled and Director Band responded that small changes could be handled through the new games process.

*Commissioner Cameron moved that the Commission approve the draft of 205 CMR 146 as included in the packet and authorize the staff to take the steps necessary to file the regulation with the Secretary of the Commonwealth and to proceed with the regulation promulgation process. Motion seconded by Commissioner Macdonald. Motion approved unanimously.*



# DRAFT

Deputy General Counsel Grossman presented amendments to 205 CMR 138 and 205 CMR 140 which address the treatment of unsecured funds. Mr. Grossman explained the purpose of the amendments and CFAO Lennon stated that these amendments will support the licensee's reconciliation process. Mr. Grossman stated that if the Commission was comfortable staff will circulate the amendments for informal comment and bring the amendments back for further Commission review. It was the consensus of the Commission that staff should proceed as suggested.

Deputy General Counsel Grossman presented on the Plainridge Park Casino request to enter into a non-disclosure agreement, pursuant to 205 CMR 139.02, to cover certain types of information provided to the Commission. Mr. Grossman described the history of the requests and explained each type of item for which the non-disclosure agreement is requested. Mr. Grossman recommended that the Commission approve the request, with the exception that public areas of any floor plans submitted are not covered by the non-disclosure agreement.

*Commissioner Zuniga moved that the Commission approve the requests for a non-disclosure agreement from Plainridge Park Casino, with the exception of the public areas of the floor plans, as presented in the Commission packet and discussed here today. Motion seconded by Commission Stebbins. Motion approved unanimously.*

## **IEB**

See transcript pages 199 - 203

[2:10 p.m.](#) IEB Director Wells presented a suitability report on a Plainridge Park Casino qualifier, Mr. William Fair, Executive Vice President Chief Financial Officer.

*Commissioner Cameron moved that the Commission approve Executive Vice President CFO William Fair for licensure. Motion seconded by Commissioner Stebbins. Motion approved unanimously.*

2:12 p.m. The Commission took a short recess.

2:16 p.m. The Commission reconvened.

## **Commissioners Updates**

See transcript pages 203 - 337

[2:16 p.m.](#) Commissioner Stebbins stated that this item continues the presentations on suggestions for the use of the Gaming Economic Development Fund that started at the Commission's last meeting in Springfield. We have a number of presenters today who will describe their proposed strategies. These presentations come from both the Everett and Plainville areas.

Anthony Ucci, Bristol Community College, presented on enhancing student services; capital improvements; and regional economic development projects.

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Alice Murrillo, Bunker Hill Community College, presented a proposal on workforce training including ESOL for hospitality workers, basic academic instruction, skills training for hospitality workers and displaced worker training; scholarships and training grants and summer jobs including paid work experience in the hospitality field; access to training for unemployed and underemployed.

Lisa Summers and Mary Jenkins, Mass Cultural Council, presented on the impact of the arts on employment and communities and the creation of regional cultural councils to have a greater impact on communities.

Sunny Schwartz, Metro North Regional Employment Board presented on job training programs; job readiness programs; regional workforce planning; and youth jobs.

Paige Duncan presented on a joint proposal from the Towns of Plainville, Foxborough and Wrentham to promote tourism in the area; increase commuter rail to Foxborough and shuttle service to move people to various local attractions; support reverse commute and last mile connection to bring folks to jobs in the area; and job training in hospitality.

David O'Donnell, Greater Boston Convention and Visitors Bureau, presented on an expanded China marketing initiative to develop training modules on how to meet the needs of visitors from China and to increase the market share of visitors from China.

4:15 p.m. Commissioner Cameron left the meeting.

Commissioner Stebbins stated that the MAPC sent a letter containing suggested strategies in lieu of a presentation. Commissioner Stebbins also stated that Nashoba Valley submitted an infrastructure proposal. He said that the time table for the white paper on the strategies submitted is that the Commission will send out follow up questions, have continued conversations with other agencies and receive comments on the proposals, all of which are on the Commission's website, until early November. A draft of the white paper will come to the Commission in December.

Commissioner Macdonald reported on his trip to Las Vegas to attend a program by the International Center on Gaming Research at the University of Nevada Las Vegas. The program focused on sports betting.

# DRAFT

4:28 p.m. *Having no further business, a motion to adjourn was made by Commissioner Stebbins. Motion seconded by Commissioner Macdonald. Motion passed 4 – 0, Commissioner Cameron having earlier left the meeting.*

## **List of Documents and Other Items Used**

1. Massachusetts Gaming Commission, Notice of Meeting and Agenda dated October 10, 2017
2. Massachusetts Gaming Commission, Draft Meeting Minutes, September 28, 2017
3. Massachusetts Gaming Commission Memorandum from CFAO Derek Lennon regarding the FY 17 Budget Closeout dated October 12, 2017
4. Presentation – SEIGMA - Economic and Fiscal Research Agenda for FY 17
5. Presentation – SEIGMA - Plainridge Park Casino Operations: Economic Impacts
6. Report – SEIGMA – Plainridge Park Casino First Year of Operation: Economic Impacts dated October 6, 2017
7. Presentation – MGM City of Springfield Hiring Strategy
8. Massachusetts Gaming Commission Memorandum from John Ziemba regarding Local Community Mitigation Advisory Committee Appointments dated October 10, 2017
9. Draft Regulation 205 CMR 146 – Gaming Equipment
10. MGM Letter from Seth Stratton regarding 205 CMR 146 dated April 5, 2017
11. Table Scientific Games regarding 205 CMR 146 dated April 3, 2017
12. Plainridge Park Casino Request for Non-disclosure Agreement dated March 11, 2016
13. Plainridge Park Casino Request for Non-disclosure Agreement dated March 3, 2016
14. Plainridge Park Casino Request for Non-disclosure Agreement dated January 2, 2017
15. Presentation – Bristol Community College dated September 12, 2017
16. Presentation – Bunker Hill Community College dated September 15, 2017
17. Presentation – Mass Cultural Council
18. Letter dated September 15, 2017 and Presentation – Metro North Regional Employment Board
19. Letter dated September 15, 2017 and Presentation – Towns of Plainville, Foxboro and Wrentham
20. Letter dated September 15, 2017 and Presentation – Greater Boston Convention and Visitors Bureau
21. Letter dated September 15, 2017 – Metropolitan Area Planning Council

/s/ Catherine Blue

Catherine Blue, Assistant Secretary

**No Documents**

# MASSACHUSETTS GAMING COMMISSION

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## MEMORANDUM

**To:** Chairman Crosby and Commissioners Cameron, Macdonald, Stebbins and Zuniga  
**From:** Derek Lennon, CFAO  
**Date:** 10/26/1017  
**Re:** Fiscal Year 2018 (FY18) First Budget Update

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### Summary:

The Massachusetts Gaming Commission approved a FY18 budget for the Gaming Control Fund of \$29.15M which required an assessment of \$24.45M on licensees. Balance forward of FY17 revenue and first quarter activity has resulted in the anticipated FY18 budget decreasing by \$24.6K, and the assessment on licensees decreasing by \$872.49K.

### FY18 First Update:

#### *Gaming Control Fund 1050-0001*

The Massachusetts Gaming Commission approved a FY18 budget for the Gaming Control Fund of \$29.15M which required an assessment of \$24.45M on licensees. The spending is composed of the following areas:

- \$18.75M for gaming regulatory costs;
- \$1.66M assessment from the Commonwealth indirect costs;
- \$3.67M assessment for the Office of the Attorney General's (AGO) gaming operations inclusive of Massachusetts State Police (MSP) assigned to the AGO;
- \$4.99M assessment for the research and responsible gaming agenda inclusive of DPH costs which will be funded from the Public Health Trust Fund in future years; and,
- \$75K for the Alcohol and Beverage Control Commission (ABCC)

The FY17 balanced forward of \$872.49K in unrestricted revenues will result in a reduction in the annual assessment. To date, the divisions have requested amendments to the initial budget that result in \$24.6K in budget reductions. At this point, the MGC Office of Finance and Administration is not recommending further reductions to the assessment and will wait until the mid-year budget discussion to get a better picture of what the MGC's operational needs will be to be ready to regulate MGM Springfield which is planning to open in the first quarter of FY19.

Appendix A to this document is the budget to actual spending and revenue for each account for the MGC for the first quarter of FY18. The spending section of Appendix A has a column titled Approved Adjustments. The column references budget transfers division Directors have requested and in total do not exceed the MGC’s budget for FY18. The aforementioned requests are laid out in detail in Appendix B. All of the remaining appropriations on Appendix A are related to the Racing division. Appendix C shows spending compared to budget for each division within the MGC.

*Assessment on Licensees:*

205 CMR 121.00 describes how the commission shall assess its operational costs on casino licensees including any increases or decreases that are the result of over or under spending. CMR 121.05(2) deals with the case where annual assessments are in excess of actual expenditures. This section gives the MGC the discretion to either return excess revenue or credit excess revenue to the assessments in the subsequent fiscal year. The revenue must be credited or returned in the same proportion it was initially assessed. In keeping with prior practice, the MGC Office of Finance and Administration will partially offset the next quarterly billing for the FY18 assessment with the FY17 balance forward from the gaming control fund. The result of the balance forward of \$872.49K in unrestricted revenue from FY17 will decrease the FY18 assessment from \$24.45M to \$23.58M. The chart below shows how the FY17 assessment was apportioned, and what the excess revenue will mean to the licensees’ FY18 assessments. Based on the revised assessment schedule, we will be issuing our next quarterly billing for licensee assessments after this meeting.

| FY17 Assessment Percents for Distribution of Balance Forward   |       |             |                         |                         |                                |                         |              |                 |
|--|-------|-------------|-------------------------|-------------------------|--------------------------------|-------------------------|--------------|-----------------|
|  |       |             | FY17 Balance Forward    |                         | 872,496.02                     |                         |              |                 |
|  | Slots | Table Games | Table Gaming Positions* | Total Gaming Positions* | Percentage of Gaming Positions | FY17 Credit             |              |                 |
| MGM  | 3,000 | 100         | 600                     | 3,600                   | 38.99%                         | \$340,191.23            |              |                 |
| Wynn   | 3,242 | 168         | 1,008                   | 4,250                   | 46.03%                         | \$401,614.65            |              |                 |
| Penn   | 1,250 | -           | -                       | 1,383                   | 14.98%                         | \$130,690.13            |              |                 |
|  | 7,492 | 268         | 1,608                   | 9,233                   | 100.00%                        | \$872,496.02            |              |                 |
| FY18 Revised Assessment  |       |             |                         |                         |                                |                         |              |                 |
|  |       |             | FY18 Assessment         |                         | 24,457,356.87                  |                         |              |                 |
| Licensee   | Slots | Table Games | Table Gaming Positions  | Total Gaming Positions  | Percentage of Gaming Positions | FY17 Initial Assessment | Credit       | Revised Amount  |
| MGM  | 3,000 | 100         | 600                     | 3,600                   | 38.99%                         | \$9,536,064.63          | \$340,191.23 | \$9,195,873.40  |
| Wynn   | 3,242 | 168         | 1,008                   | 4,250                   | 46.03%                         | \$11,257,854.08         | \$401,614.65 | \$10,856,239.43 |
| Penn   | 1,250 | -           | -                       | 1,383                   | 14.98%                         | \$3,663,438.16          | \$130,690.13 | \$3,532,748.03  |
|  | 7,492 | 268         | 1,608                   | 9,233                   | 100.00%                        | \$24,457,356.87         | \$872,496.02 | \$23,584,860.85 |
| <p>*Table gaming positions, slots and table gaming positions are derived by using the HLT figures from Finance Plan section of the Presentation under 2.3 of the table titled Proposed Facility Suitability. For estimating gaming positions from table games, a multiplier of 6 for each table game is used. For PPC, it is the amount approved as of June 6, 2016.</p> |       |             |                         |                         |                                |                         |              |                 |

**Conclusion:**

The Massachusetts Gaming Commission approved a FY18 budget for the Gaming Control Fund of \$29.15M which required an assessment of \$24.45M on licensees. After closing out FY17 and opening FY18, the Commission has surplus FY17 revenue of \$872.49K in the Gaming Control Fund. Staff will credit \$872.49K to licensees in the amounts contained in the chart above.

Appendix A: FY18 Actuals Spending and Revenue as of 10-1-2017

Appendix B: QRY Step 16A Budget Amendment Requests by Quarter by Object Class

Appendix C: QRY Step 05A Expense Budget Form

| 2018  | Budget Projections      |                    |                       |                      |                         |                                      |                       |            |              |
|---|-------------------------|--------------------|-----------------------|----------------------|-------------------------|--------------------------------------|-----------------------|------------|--------------|
|   | Row Labels              | Initial Projection | Balance Forward       | Approved Adjustments | Proposed Adjustments    | Current Budget (Initial+Apvd Adjmts) | Actuals to Date Total | %Spent     | % BFY Passed |
| <b>10500001--Gaming Control Fund</b>                            |                         |                    |                       |                      |                         |                                      |                       |            |              |
| <b>MGC Regulatory Cost</b>                                      |                         |                    |                       |                      |                         |                                      |                       |            |              |
| AA REGULAR EMPLOYEE COMPENSATION                                | \$ 5,950,131.49         |                    | \$ (32,846.15)        | \$ -                 | \$ 5,917,285.34         | \$ 1,382,009.53                      | 23%                   | 25%        |              |
| BB REGULAR EMPLOYEE RELATED EXPEN                               | \$ 78,400.00            |                    | \$ -                  | \$ -                 | \$ 78,400.00            | \$ 5,448.18                          | 7%                    | 25%        |              |
| CC SPECIAL EMPLOYEES  | \$ -                    |                    | \$ -                  | \$ -                 | \$ -                    | \$ -                                 | #DIV/0!               | 25%        |              |
| DD PENSION & INSURANCE RELATED EX                               | \$ 2,208,049.76         |                    | \$ (11,932.99)        | \$ -                 | \$ 2,196,116.77         | \$ 414,748.17                        | 19%                   | 25%        |              |
| EE ADMINISTRATIVE EXPENSES                                      | \$ 647,723.64           |                    | \$ 14,000.00          | \$ -                 | \$ 661,723.64           | \$ 72,517.11                         | 11%                   | 25%        |              |
| FF PROGRAM, FACILITY, OPERATIONAL SUPPIES                       | \$ -                    |                    | \$ -                  | \$ -                 | \$ -                    | \$ 24.81                             | #DIV/0!               | 25%        |              |
| GG ENERGY COSTS AND SPACE RENTAL                                | \$ 1,247,229.38         |                    | \$ -                  | \$ -                 | \$ 1,247,229.38         | \$ 315,965.73                        | 25%                   | 25%        |              |
| HH CONSULTANT SVCS (TO DEPTS)                                   | \$ 727,000.00           |                    | \$ 10,756.00          | \$ -                 | \$ 737,756.00           | \$ 207,310.76                        | 28%                   | 25%        |              |
| JJ OPERATIONAL SERVICES   | \$ 3,847,785.01         |                    | \$ 11,000.00          | \$ -                 | \$ 3,858,785.01         | \$ 443,456.36                        | 11%                   | 25%        |              |
| KK Equipment Purchase   | \$ 78,444.00            |                    | \$ -                  | \$ -                 | \$ 78,444.00            | \$ 1,725.56                          | 2%                    | 25%        |              |
| LL EQUIPMENT LEASE-MAINTAIN/REPAR                               | \$ 32,106.80            |                    | \$ -                  | \$ -                 | \$ 32,106.80            | \$ 2,801.35                          | 9%                    | 25%        |              |
| NN NON-MAJOR FACILITY MAINTENANCE REPAIR                        | \$ 1,000.00             |                    | \$ -                  | \$ -                 | \$ 1,000.00             | \$ -                                 | 0%                    | 25%        |              |
| PP STATE AID/POL SUB/OSD  | \$ 150,000.00           |                    | \$ (35,756.00)        | \$ -                 | \$ 114,244.00           | \$ -                                 | 0%                    | 25%        |              |
| TT PAYMENTS & REFUNDS POL ISA                                   | \$ 175,000.00           |                    | \$ (125,000.00)       | \$ -                 | \$ 50,000.00            | \$ -                                 |                       | 25%        |              |
| UU IT Non-Payroll Expenses                                      | \$ 3,616,713.68         |                    | \$ 145,163.00         | \$ -                 | \$ 3,761,876.68         | \$ 480,508.68                        | 13%                   | 25%        |              |
| <b>MGC Regulatory Cost Subtotal:</b>                            | <b>\$ 18,759,583.76</b> | <b>\$ -</b>        | <b>\$ (24,616.14)</b> | <b>\$ -</b>          | <b>\$ 18,734,967.62</b> | <b>\$ 3,326,516.24</b>               | <b>18%</b>            | <b>25%</b> |              |
| <b>EE--Indirect Costs</b>                                       | <b>\$ 1,659,949.80</b>  | <b>\$ -</b>        | <b>\$ -</b>           | <b>\$ -</b>          | <b>\$ 1,659,949.80</b>  | <b>\$ 259,577.60</b>                 | <b>16%</b>            | <b>25%</b> |              |
| <b>Office of Attorney General</b>                               |                         |                    |                       |                      |                         |                                      |                       |            |              |
| ISA to AGO  | \$ 2,600,000.00         |                    | \$ -                  | \$ -                 | \$ 2,600,000.00         | \$ 378,334.14                        | 15%                   | 25%        |              |
| TT Reimbursement for AGO 0810-1024                              | \$ -                    |                    | \$ -                  | \$ -                 | \$ -                    | \$ -                                 |                       | 25%        |              |
| AGO State Police  | \$ 1,068,416.98         |                    | \$ -                  | \$ -                 | \$ 1,068,416.98         | \$ 202,128.80                        | 19%                   | 25%        |              |
| <b>Office of Attorney General Subtotal:</b>                     | <b>\$ 3,668,416.98</b>  | <b>\$ -</b>        | <b>\$ -</b>           | <b>\$ -</b>          | <b>\$ 3,668,416.98</b>  | <b>\$ 580,462.94</b>                 | <b>16%</b>            | <b>25%</b> |              |
| <b>Research and Responsible Gaming/Public Health Trust Fund</b> |                         |                    |                       |                      |                         |                                      |                       |            |              |
| AA REGULAR EMPLOYEE COMPENSATION                                | \$ 205,317.50           |                    | \$ -                  | \$ -                 | \$ 205,317.50           | 51,021.77                            | 25%                   | 25%        |              |
| BB REGULAR EMPLOYEE RELATED EXPEN                               | \$ 6,000.00             |                    | \$ -                  | \$ -                 | \$ 6,000.00             | 1,461.70                             | 24%                   | 25%        |              |
| CC SPECIAL EMPLOYEES  | \$ -                    |                    | \$ -                  | \$ -                 | \$ -                    | -                                    |                       | 25%        |              |
| DD PENSION & INSURANCE RELATED EX                               | \$ 74,591.84            |                    | \$ -                  | \$ -                 | \$ 74,591.84            | 15,641.42                            | 21%                   | 25%        |              |
| EE ADMINISTRATIVE EXPENSES                                      | \$ 8,000.00             |                    | \$ -                  | \$ -                 | \$ 8,000.00             | 3,446.36                             | 43%                   | 25%        |              |
| FF PROGRAMMATIC FACILITY OPERATONAL SUPPLIES                    | \$ 500.00               |                    | \$ -                  | \$ -                 | \$ 500.00               | -                                    | 0%                    | 25%        |              |
| HH CONSULTANT SVCS (TO DEPTS)                                   | \$ 1,380,000.00         |                    | \$ -                  | \$ -                 | \$ 1,380,000.00         | 166,630.32                           | 12%                   | 25%        |              |
| JJ OPERATIONAL SERVICES   | \$ -                    |                    | \$ -                  | \$ -                 | \$ -                    | 2,850.00                             | #DIV/0!               | 25%        |              |
| MM PURCHASED CLIENT/PROGRAM SVCS                                | \$ 25,000.00            |                    | \$ -                  | \$ -                 | \$ 25,000.00            | \$ -                                 | 0%                    | 25%        |              |
| PP STATE AID/POL SUB  | \$ 2,075,000.00         |                    | \$ -                  | \$ -                 | \$ 2,075,000.00         | \$ 91,420.09                         | 4%                    | 25%        |              |
| UU IT Non-Payroll Expenses                                      | \$ 75,000.00            |                    | \$ -                  | \$ -                 | \$ 75,000.00            | \$ -                                 | 0%                    | 25%        |              |
| ISA to DPH  | \$ 1,140,197.00         |                    | \$ -                  | \$ -                 | \$ 1,140,197.00         | \$ 36,801.97                         | 3%                    | 25%        |              |



|  |    |               |    |   |    |             |    |   |    |               |    |              |     |     |
|--|----|---------------|----|---|----|-------------|----|---|----|---------------|----|--------------|-----|-----|
| <b>Research and Responsible Gaming/Public Health Trust</b> |    |               |    |   |    |             |    |   |    |               |    |              |     |     |
| <b>Fund Subtotal:</b>                                      | \$ | 4,989,606.34  | \$ | - | \$ | -           | \$ | - | \$ | 4,989,606.34  | \$ | 369,273.63   | 7%  | 25% |
| <b>ISA to ABCC</b>   | \$ | 75,000.00     |    |   |    |             |    |   | \$ | 75,000.00     | \$ | -            | 0%  | 25% |
| <b>Gaming Control Fund Total Costs</b>                     | \$ | 29,152,556.88 | \$ | - | \$ | (24,616.14) | \$ | - | \$ | 29,127,940.74 | \$ | 4,535,830.41 | 16% | 25% |

| <b>Revenue Projections</b>                       |                    |                      |                      |                                      |                 |  |  |  |  |  |  |  |  |
|--|--------------------|----------------------|----------------------|--------------------------------------|-----------------|--|--|--|--|--|--|--|--|
| Revenues   | Initial Projection | Approved Adjustments | Proposed Adjustments | Current Budget (Initial+Apvd Adjmts) | Actuals Total   |  |  |  |  |  |  |  |  |
|  |                    |                      |                      |                                      |                 |  |  |  |  |  |  |  |  |
| Gaming Control Fund Beginning Balance 0500       | \$ -               | \$ 872,496.02        | \$ -                 | \$ 872,496.02                        | \$ 872,496.02   |  |  |  |  |  |  |  |  |
| Phase 1 Collections (restricted) 0500            | \$ -               | \$ -                 | \$ -                 | \$ -                                 | \$ 75,194.32    |  |  |  |  |  |  |  |  |
| Phase 1 Refunds 0500                             | \$ -               | \$ -                 | \$ -                 | \$ -                                 | \$ -            |  |  |  |  |  |  |  |  |
| Phase 2 Category 1 Collections (restricted) 0500 | \$ -               | \$ -                 | \$ -                 | \$ -                                 | \$ 4,559.10     |  |  |  |  |  |  |  |  |
| Region C Phase 1 Investigation Collections 0500  | \$ -               | \$ -                 | \$ -                 | \$ -                                 | \$ -            |  |  |  |  |  |  |  |  |
| Region C Phase 2 Category 1 Collections 0500     | \$ -               | \$ -                 | \$ -                 | \$ -                                 | \$ -            |  |  |  |  |  |  |  |  |
| Grant Collections (restricted) 0500              | \$ -               | \$ -                 | \$ -                 | \$ -                                 | \$ -            |  |  |  |  |  |  |  |  |
| Region A slot Machine Fee 0500                   | \$ 1,945,200.00    | \$ -                 | \$ -                 | \$ 1,945,200.00                      | \$ -            |  |  |  |  |  |  |  |  |
| Region B Slot Machine Fee 0500                   | \$ 1,800,000.00    | \$ -                 | \$ -                 | \$ 1,800,000.00                      | \$ -            |  |  |  |  |  |  |  |  |
| Slots Parlor Slot Machine Fee 0500               | \$ 750,000.00      | \$ -                 | \$ -                 | \$ 750,000.00                        | \$ -            |  |  |  |  |  |  |  |  |
| Gaming Employee License Fees (GEL) 3000          | \$ 30,000.00       | \$ -                 | \$ -                 | \$ 30,000.00                         | \$ 14,000.00    |  |  |  |  |  |  |  |  |
| Key Gaming Executive (GKE) 3000                  | \$ 35,000.00       | \$ -                 | \$ -                 | \$ 35,000.00                         | \$ -            |  |  |  |  |  |  |  |  |
| Key Gaming Employee (GKS) 3000                   | \$ 20,000.00       | \$ -                 | \$ -                 | \$ 20,000.00                         | \$ 5,400.00     |  |  |  |  |  |  |  |  |
| Non-Gaming Vendor (NGV) 3000                     | \$ 30,000.00       | \$ -                 | \$ -                 | \$ 30,000.00                         | \$ 7,100.00     |  |  |  |  |  |  |  |  |
| Vendor Gaming Primary (VGP) 3000                 | \$ 45,000.00       | \$ -                 | \$ -                 | \$ 45,000.00                         | \$ 30,000.00    |  |  |  |  |  |  |  |  |
| Vendor Gaming Secondary (VGS) 3000               | \$ 40,000.00       | \$ -                 | \$ -                 | \$ 40,000.00                         | \$ -            |  |  |  |  |  |  |  |  |
| Gaming School License (GSB)                      | \$ -               | \$ -                 | \$ -                 | \$ -                                 | \$ -            |  |  |  |  |  |  |  |  |
| Gaming Service Employee License (SER) 3000       | \$ -               | \$ -                 | \$ -                 | \$ -                                 | \$ 4,050.00     |  |  |  |  |  |  |  |  |
| Subcontractor ID Initial License (SUB) 3000      | \$ -               | \$ -                 | \$ -                 | \$ -                                 | \$ -            |  |  |  |  |  |  |  |  |
| Temporary License Initial License (TEM) 3000     | \$ -               | \$ -                 | \$ -                 | \$ -                                 | \$ -            |  |  |  |  |  |  |  |  |
| Veterans Initial License (VET) 3000              | \$ -               | \$ -                 | \$ -                 | \$ -                                 | \$ -            |  |  |  |  |  |  |  |  |
| Transfer of Licensing Fees to CMF 0500           | \$ -               | \$ -                 | \$ -                 | \$ -                                 | \$ -            |  |  |  |  |  |  |  |  |
| Assessment 0500                                  | \$ 24,457,356.87   | \$ (872,496.02)      | \$ -                 | \$ 23,584,860.85                     | \$ 6,114,339.22 |  |  |  |  |  |  |  |  |
| Misc/Bank Interest 0500                          | \$ -               | \$ -                 | \$ -                 | \$ -                                 | \$ 502.46       |  |  |  |  |  |  |  |  |
| <b>Grand Total</b>                               | \$ 29,152,556.87   | \$ -                 | \$ -                 | \$ 29,152,556.87                     | \$ 7,127,641.12 |  |  |  |  |  |  |  |  |

| <b>Budget Projections</b>     |                    |                      |                      |                      |  |                 |        |        |     |
|-------------------------------|--------------------|----------------------|----------------------|----------------------|--|-----------------|--------|--------|-----|
| Row Labels                    | Initial Projection | FY18 Balance Forward | Approved Adjustments | Proposed Adjustments | Current Budget (Initial+Bal Fwd+Apvd Adjmts) | Actuals To Date |        | % BFY  |     |
|                               |                    |                      |                      |                      |  | Total           | %Spent | Passed |     |
| <b>10500002</b>               |                    |                      |                      |                      |  |                 |        |        |     |
| TT LOANS AND SPECIAL PAYMENTS | \$ -               |                      | \$ -                 | \$ -                 | \$ -   | \$ -            |        |        | 25% |

**Revenue Projections**

| Revenues                                   | Initial Projection | Approved Adjustments | Proposed Adjustments | Current Budget (Initial+Apvd Adjmts) | Actuals Total |
|--|--------------------|----------------------|----------------------|--------------------------------------|---------------|
| Greyhound Balance Forward Simulcast 7200   | \$ 331,209.53      |                      | \$ -                 | \$ 331,209.53                        | \$ -          |
| Plainridge Greyhound Import Simulcast 7200 | \$ 25,000.00       | \$ -                 | \$ -                 | \$ 25,000.00                         | \$ 6,800.56   |
| Raynham Greyhound Import Simulcast 7200    | \$ 105,000.00      | \$ -                 | \$ -                 | \$ 105,000.00                        | \$ 22,493.34  |
| Suffolk Greyhound Import Simulcast 7200    | \$ 2,000.00        | \$ -                 |                      |                                      | \$ 3,424.16   |
| Wonderland Greyhound Import Simulcast 7200 | \$ 30,000.00       | \$ -                 | \$ -                 | \$ 30,000.00                         | \$ 1,347.96   |
|  | \$ 493,209.53      | \$ -                 | \$ -                 | \$ 491,209.53                        | \$ 34,066.02  |

| Budget Projections                           |                    |                      |                      |                      |  |                       |        |              |  |
|--|--------------------|----------------------|----------------------|----------------------|--|-----------------------|--------|--------------|--|
| Row Labels                                   | Initial Projection | FY18 Balance Forward | Approved Adjustments | Proposed Adjustments | Current Budget (Initial+Bal Fwd+Apvd Adjmts) | Actuals To Date Total | %Spent | % BFY Passed |  |
| <b>1050003</b>                               |                    |                      |                      |                      |  |                       |        |              |  |
| AA REGULAR EMPLOYEE COMPENSATION             | \$ 712,760.73      |                      | \$ -                 | \$ -                 | \$ 712,760.73                                | \$ 90,228.11          | 13%    | 25%          |  |
| BB REGULAR EMPLOYEE RELATED EXPEN            | \$ 12,000.00       |                      | \$ -                 | \$ -                 | \$ 12,000.00                                 | \$ 258.88             | 2%     | 25%          |  |
| CC SPECIAL EMPLOYEES                         | \$ 360,000.00      |                      | \$ -                 | \$ -                 | \$ 360,000.00                                | \$ 106,954.49         | 30%    | 25%          |  |
| DD PENSION & INSURANCE RELATED EX            | \$ 266,307.72      |                      | \$ -                 | \$ -                 | \$ 266,307.72                                | \$ 34,041.29          | 13%    | 25%          |  |
| EE ADMINISTRATIVE EXPENSES                   | \$ 34,555.00       |                      | \$ -                 | \$ -                 | \$ 34,555.00                                 | \$ 26,580.94          | 77%    | 25%          |  |
| FF PROGRAMMATIC FACILITY OPERATONAL SUPPLIES | \$ 2,000.00        |                      | \$ -                 | \$ -                 | \$ 2,000.00                                  | \$ -                  | 0%     | 25%          |  |
| HH CONSULTANT SVCS (TO DEPTS)                | \$ 25,000.00       |                      | \$ -                 | \$ -                 | \$ 25,000.00                                 | \$ -                  | 0%     | 25%          |  |
| JJ OPERATIONAL SERVICES                      | \$ 815,300.00      |                      | \$ -                 | \$ -                 | \$ 815,300.00                                | \$ 35,490.20          | 4%     | 25%          |  |
| KK EQUIPMENT PURCHASES                       | \$ -               |                      | \$ -                 | \$ -                 | \$ -   | \$ 200.00             | 0%     | 25%          |  |
| LL EQUIPMENT LEASE-MAINTAIN/REPAR            | \$ 2,000.00        |                      | \$ -                 | \$ -                 | \$ 2,000.00                                  | \$ -                  | 0%     | 25%          |  |
| MM PURCHASED CLIENT/PROGRAM SVCS             | \$ 85,000.00       |                      | \$ -                 | \$ -                 | \$ 85,000.00                                 | \$ -                  | 0%     | 25%          |  |
| NN INFRASTRUCTURE:                           | \$ -               |                      | \$ -                 | \$ -                 | \$ -   | \$ -                  | 0%     | 25%          |  |
| TT LOANS AND SPECIAL PAYMENTS                | \$ -               |                      | \$ -                 | \$ -                 | \$ -   | \$ -                  | 0%     | 25%          |  |
| UU IT Non-Payroll Expenses                   | \$ 43,000.00       |                      | \$ -                 | \$ -                 | \$ 43,000.00                                 | \$ -                  | 0%     | 25%          |  |
| EE --Indirect Costs                          | \$ 163,398.45      |                      | \$ -                 | \$ -                 | \$ 163,398.45                                | \$ 237.26             |        | 25%          |  |
| ISA to DPH                                   | \$ 70,000.00       |                      | \$ -                 | \$ -                 | \$ 70,000.00                                 | \$ -                  | 0%     | 25%          |  |
| <b>Grand Total</b>                           | \$ 2,591,321.90    |                      | \$ -                 | \$ -                 | \$ 2,591,321.90                              | \$ 293,991.17         | 0%     | 25%          |  |

| Revenue Projections                                    |                    |                      |                      |                                      |                 |  |
|--|--------------------|----------------------|----------------------|--------------------------------------|-----------------|--|
| Revenues   | Initial Projection | Approved Adjustments | Proposed Adjustments | Current Budget (Initial+Apvd Adjmts) | Actuals Total   |  |
| Plainridge Assessment 4800                             | \$ 110,000.00      | \$ -                 | \$ -                 | \$ 110,000.00                        | \$ 27,600.00    |  |
| Plainridge Daily License Fee 3003                      | \$ 145,000.00      | \$ -                 | \$ -                 | \$ 145,000.00                        | \$ 34,179.33    |  |
| Plainridge Occupational License 3003/3004              | \$ 40,000.00       | \$ -                 | \$ -                 | \$ 40,000.00                         | \$ 19,766.97    |  |
| Plainridge Racing Development Oversight Live 0131      | \$ 20,000.00       | \$ -                 | \$ -                 | \$ 20,000.00                         | \$ -            |  |
| Plainridge Racing Development Oversight Simulcast 0131 | \$ 130,000.00      | \$ -                 | \$ -                 | \$ 130,000.00                        | \$ 39,090.72    |  |
| Racing Oversight and Development Balance Forward 0131  | \$ -               | \$ 1,671,358.10      | \$ -                 | \$ 1,671,358.10                      | \$ 1,671,358.10 |  |
| Raynham Assessment 4800                                | \$ 100,000.00      | \$ -                 | \$ -                 | \$ 100,000.00                        | \$ 21,600.00    |  |

|  |                       |               |                       |               |                       |                       |               |
|--|-----------------------|---------------|-----------------------|---------------|-----------------------|-----------------------|---------------|
| Raynham Daily License Fee 3003                                 | \$ 145,000.00         | \$ -          | \$ -                  | \$ 145,000.00 | \$ 25,393.10          |                       |               |
| Raynham Racing Development Oversight Simulcast 0131            | \$ 140,000.00         | \$ -          | \$ -                  | \$ 140,000.00 | \$ 25,780.70          |                       |               |
| Suffolk Assessment 4800  | \$ 500,000.00         | \$ -          | \$ -                  | \$ 500,000.00 | \$ 13,200.00          |                       |               |
| Suffolk Commission Racing Development Oversight Simulcast 0131 | \$ 130,000.00         | \$ -          | \$ -                  | \$ 130,000.00 | \$ 38,435.25          |                       |               |
| Suffolk Daily License Fee 3003                                 | \$ 80,000.00          | \$ -          | \$ -                  | \$ 80,000.00  | \$ 81,661.92          |                       |               |
| Suffolk Occupational License 3003/3004                         | \$ 35,000.00          | \$ -          | \$ -                  | \$ 35,000.00  | \$ 32,633.63          |                       |               |
| Suffolk Racing Development Oversight Live 0131                 | \$ 20,000.00          | \$ -          | \$ -                  | \$ 20,000.00  | \$ -                  |                       |               |
| Suffolk TVG Commission Live 0131                               | \$ 15,000.00          | \$ -          | \$ -                  | \$ 15,000.00  | \$ -                  |                       |               |
| Suffolk TVG Commission Simulcast 0131                          | \$ 120,000.00         | \$ -          | \$ -                  | \$ 120,000.00 | \$ 39,402.84          |                       |               |
| Suffolk Twin Spires Commission Live 0131                       | \$ 12,000.00          | \$ -          | \$ -                  | \$ 12,000.00  | \$ -                  |                       |               |
| Suffolk Twin Spires Commission Simulcast 0131                  | \$ 90,000.00          | \$ -          | \$ -                  | \$ 90,000.00  | \$ 26,211.08          |                       |               |
| Suffolk Xpress Bet Commission Live 0131                        | \$ 10,000.00          | \$ -          | \$ -                  | \$ 10,000.00  | \$ -                  |                       |               |
| Suffolk Xpress Bet Commission Simulcast 0131                   | \$ 40,000.00          | \$ -          | \$ -                  | \$ 40,000.00  | \$ 9,491.32           |                       |               |
| Suffolk NYRA Bet Commission Live 0131                          | \$ 6,000.00           | \$ -          | \$ -                  | \$ 6,000.00   | \$ -                  |                       |               |
| Suffolk NYRA Bet Commission Simulcast 0131                     | \$ 17,000.00          | \$ -          | \$ -                  | \$ 17,000.00  | \$ 4,252.92           |                       |               |
| Transfer to General Fund 10500140 0000                         | \$ -                  | \$ -          | \$ -                  | \$ -          | \$ -                  |                       |               |
| Wonderland Assessment 4800                                     | \$ 40,000.00          | \$ -          | \$ -                  | \$ 40,000.00  | \$ 20,400.00          |                       |               |
| Wonderland Daily License Fee 3003                              | \$ 80,000.00          | \$ -          | \$ -                  | \$ 80,000.00  | \$ 4,252.14           |                       |               |
| Wonderland Racing Development Oversight Simulcast 0131         | \$ 50,000.00          | \$ -          | \$ -                  | \$ 50,000.00  | \$ 678.67             |                       |               |
| Plainridge fine 2700   | \$ 15,000.00          | \$ -          | \$ -                  | \$ 15,000.00  | \$ 7,450.00           |                       |               |
| Suffolk Fine 2700  | \$ 7,000.00           | \$ -          | \$ -                  | \$ 7,000.00   | \$ -                  |                       |               |
| Plainridge Unclaimed wagers 5009                               | \$ 160,000.00         | \$ -          | \$ -                  | \$ 160,000.00 | \$ -                  |                       |               |
| Suffolk Unclaimed wagers 5009                                  | \$ 210,000.00         | \$ -          | \$ -                  | \$ 210,000.00 | \$ -                  |                       |               |
| Raynham Unclaimed wagers 5009                                  | \$ 170,000.00         | \$ -          | \$ -                  | \$ 170,000.00 | \$ -                  |                       |               |
| Wonderland Unclaimed wagers 5009                               | \$ 20,000.00          | \$ -          | \$ -                  | \$ 20,000.00  | \$ -                  |                       |               |
| Misc/Bank Interest 0131  | \$ 500.00             | \$ -          | \$ -                  | \$ 500.00     | \$ 3.05               |                       |               |
| <b>Grand Total</b>   | <b>\$2,657,500.00</b> | <b>\$0.00</b> | <b>\$1,671,358.10</b> | <b>\$0.00</b> | <b>\$4,328,858.10</b> | <b>\$2,142,841.74</b> | <b>\$0.00</b> |

| Budget Projections                                  |                    |                      |                      |                      |  |                       |             |              |
|---|--------------------|----------------------|----------------------|----------------------|--|-----------------------|-------------|--------------|
| Row Labels  | Initial Projection | FY18 Balance Forward | Approved Adjustments | Proposed Adjustments | Current Budget (Initial+Bal Fwd+Apvd Adjmts) | Actuals To Date Total | %Spent      | % BFY Passed |
| <b>10500004</b>                                     |                    |                      |                      |                      |  |                       |             |              |
| PP Grants and Subsidies (Community Mitigation Fund) | \$ -               |                      |                      |                      | \$ -   | \$ -                  |             | 25%          |
| Revenue Projections                                 |                    |                      |                      |                      |  |                       |             |              |
| Revenues  | Initial Projection | FY18 Balance Forward | Approved Adjustments | Proposed Adjustments | Current Budget (Initial+Apvd Adjmts)         | Actuals Total         |             |              |
| Balance forward prior year                          | \$ -               | \$ -                 | \$ -                 | \$ -                 | \$ -   | \$ -                  |             |              |
| <b>Grand Total</b>                                  | <b>\$ -</b>        | <b>\$ -</b>          | <b>\$ -</b>          | <b>\$ -</b>          | <b>\$ -</b>                                  | <b>\$ -</b>           | <b>\$ -</b> | <b>\$ -</b>  |

| Budget Projections |  |  |  |  |  |  |  |  |
|--------------------|--|--|--|--|--|--|--|--|
|--------------------|--|--|--|--|--|--|--|--|

| Row Labels  | Initial Projection      | FY18 Balance Forward    | Approved Adjustments | Proposed Adjustments | Current Budget (Initial+Bal Fwd+Apvd Adjmts) | Actuals To Date Total  | %Spent      | % BFY Passed |
|---|-------------------------|-------------------------|----------------------|----------------------|--|------------------------|-------------|--------------|
| <b>10500005</b>   |                         |                         |                      |                      |  |                        |             |              |
| TT LOANS AND SPECIAL PAYMENTS (Race Horse Dev Fund)     | \$ 14,400,000.00        | \$ -                    | \$ -                 | \$ -                 | \$ 14,400,000.00                             | \$ -                   | 0%          | 25%          |
| <b>Revenue Projections</b>                              |                         |                         |                      |                      |  |                        |             |              |
| Revenues  | Initial Projection      | FY18 Balance Forward    | Approved Adjustments | Proposed Adjustments | Current Budget (Initial+Apvd Adjmts)         | Actuals Total          |             |              |
| Balance forward prior year 3003                         |                         | \$ 13,540,128.18        |                      |                      | \$ 13,540,128.18                             | \$ -                   |             |              |
| Race Horse Development Fund assessment 3003             | \$ 15,000,000.00        |                         |                      |                      | \$ 15,000,000.00                             | \$ 4,010,218.64        |             |              |
| <b>Grand Total</b>                                      | <b>\$ 15,000,000.00</b> | <b>\$ 13,540,128.18</b> | <b>\$ -</b>          | <b>\$ -</b>          | <b>\$ 28,540,128.18</b>                      | <b>\$ 4,010,218.64</b> | <b>\$ -</b> |              |
| <b>10500008</b>   |                         |                         |                      |                      |  |                        |             |              |
| Row Labels  | Initial Projection      | FY18 Balance Forward    | Approved Adjustments | Proposed Adjustments | Current Budget (Initial+Bal Fwd+Apvd Adjmts) | Actuals To Date Total  | %Spent      | % BFY Passed |
| Casino forfeited money MGC Trust MGL 267A S4            | \$ -                    | \$ 6,000.00             |                      |                      |  | \$ 6,652.50            |             |              |
| <b>Grand Total</b>                                      | <b>\$ -</b>             | <b>\$ 6,000.00</b>      | <b>\$ -</b>          | <b>\$ -</b>          | <b>\$ -</b>                                  | <b>\$ 6,652.50</b>     | <b>\$ -</b> |              |
| <b>Budget Projections</b>                               |                         |                         |                      |                      |  |                        |             |              |
| Row Labels  | Initial Projection      | FY18 Balance Forward    | Approved Adjustments | Proposed Adjustments | Current Budget (Initial+Bal Fwd+Apvd Adjmts) | Actuals To Date Total  | %Spent      | % BFY Passed |
| <b>10500012</b>   |                         |                         |                      |                      |  |                        |             |              |
| TT LOANS AND SPECIAL PAYMENTS                           | \$ -                    | \$ -                    | \$ -                 | \$ -                 | \$ -   | \$ -                   |             | 100%         |
| <b>Revenue Projections</b>                              |                         |                         |                      |                      |  |                        |             |              |
| Revenues  | Initial Projection      |                         | Approved Adjustments | Proposed Adjustments | Current Budget (Initial+Apvd Adjmts)         | Actuals Total          |             |              |
| Plainridge Import Harness Horse Simulcast 0131          | \$ 2,000.00             |                         | \$ -                 | \$ -                 | \$ 2,000.00                                  | \$ 1,465.35            |             |              |
| Plainridge Racing Harness Horse Live 0131               | \$ 7,000.00             |                         | \$ -                 | \$ -                 | \$ 7,000.00                                  | \$ -                   |             |              |
| Raynham Import Plainridge Simulcast 0131                | \$ 3,000.00             |                         | \$ -                 | \$ -                 | \$ 3,000.00                                  | \$ (1,598.80)          |             |              |
| Suffolk Import Plainridge Simulcast 0131                | \$ 22,000.00            |                         | \$ -                 | \$ -                 | \$ 22,000.00                                 | \$ (7,612.19)          |             |              |
| Plainridge Racecourse Promo Fund Beginning Balance 7205 | \$ -                    |                         | \$ -                 | \$ -                 | \$ -   | \$ -                   |             |              |
| TVG Live 0131   | \$ -                    |                         | \$ -                 | \$ -                 | \$ -   | \$ -                   |             |              |
| TVG Simulcast 0131                                      | \$ 13,000.00            |                         | \$ -                 | \$ -                 | \$ 13,000.00                                 | \$ 2,892.33            |             |              |
| Twin Spires Live 0131                                   | \$ -                    |                         | \$ -                 | \$ -                 | \$ -   | \$ -                   |             |              |
| Twin Spires Simulcast 0131                              | \$ 13,000.00            |                         | \$ -                 | \$ -                 | \$ 13,000.00                                 | \$ 3,165.29            |             |              |
| Xpress Bets Live 0131                                   | \$ -                    |                         | \$ -                 | \$ -                 | \$ -   | \$ -                   |             |              |

|                            |    |                  |    |          |    |          |    |          |                  |    |                 |
|----------------------------|----|------------------|----|----------|----|----------|----|----------|------------------|----|-----------------|
| Xpress Bets Simulcast 0131 | \$ | 3,000.00         |    | \$       | -  | \$       | -  | \$       | 3,000.00         | \$ | 728.31          |
| NYRA Live 0131             | \$ | -                |    | \$       | -  | \$       | -  | \$       | -                | \$ | -               |
| NYRA Simulcast 0131        | \$ | 200.00           |    | \$       | -  | \$       | -  | \$       | -                | \$ | 120.91          |
| <b>Grand Total</b>         | \$ | <b>63,200.00</b> | \$ | <b>-</b> | \$ | <b>-</b> | \$ | <b>-</b> | <b>63,000.00</b> | \$ | <b>(838.80)</b> |

| Budget Projections   |                     |                      |                      |                      |  |                       |        |              |  |  |     |
|--|---------------------|----------------------|----------------------|----------------------|--|-----------------------|--------|--------------|--|--|-----|
| Row Labels   | Initial Projection  | FY18 Balance Forward | Approved Adjustments | Proposed Adjustments | Current Budget (Initial+Bal Fwd+Apvd Adjmts) | Actuals To Date Total | %Spent | % BFY Passed |  |  |     |
| <b>10500013</b>  |                     |                      |                      |                      |  |                       |        |              |  |  |     |
| TT LOANS AND SPECIAL PAYMENTS                              | \$ 125,000.00       | \$ -                 | \$ -                 | \$ -                 | \$ 125,000.00                                | \$ -                  |        |              |  |  | 25% |
| Revenue Projections  |                     |                      |                      |                      |  |                       |        |              |  |  |     |
| Revenues   | Initial Projection  |                      | Approved Adjustments | Proposed Adjustments | Current Budget (Initial+Apvd Adjmts)         | Actuals Total         |        |              |  |  |     |
| Plainridge Import Harness Horse Simulcast 0131             | \$ 25,000.00        |                      | \$ -                 | \$ -                 | \$ 25,000.00                                 | \$ 19,862.17          |        |              |  |  |     |
| Plainridge Racing Harness Horse Live 0131                  | \$ 12,000.00        |                      | \$ -                 | \$ -                 | \$ 12,000.00                                 | \$ -                  |        |              |  |  |     |
| Raynham Import Plainridge Simulcast 0131                   | \$ 3,000.00         |                      | \$ -                 | \$ -                 | \$ 3,000.00                                  | \$ 1,643.84           |        |              |  |  |     |
| Suffolk Import Plainridge Simulcast 0131                   | \$ -                |                      | \$ -                 | \$ -                 | \$ -   | \$ 1,422.84           |        |              |  |  |     |
| Plainridge Capital Improvement Fund Beginning Balance 7205 | \$ 425,034.39       |                      | \$ -                 | \$ -                 | \$ 425,034.39                                | \$ -                  |        |              |  |  |     |
| TVG Live 0131  | \$ -                |                      | \$ -                 | \$ -                 | \$ -   | \$ -                  |        |              |  |  |     |
| TVG Simulcast 0131   | \$ 40,000.00        |                      | \$ -                 | \$ -                 | \$ 40,000.00                                 | \$ 7,532.74           |        |              |  |  |     |
| Twin Spires Live 0131                                      | \$ -                |                      | \$ -                 | \$ -                 | \$ -   | \$ -                  |        |              |  |  |     |
| Twin Spires Simulcast 0131                                 | \$ 35,000.00        |                      | \$ -                 | \$ -                 | \$ 35,000.00                                 | \$ 8,046.80           |        |              |  |  |     |
| Xpress Bets Live 0131                                      | \$ -                |                      | \$ -                 | \$ -                 | \$ -   | \$ -                  |        |              |  |  |     |
| Xpress Bets Simulcast 0131                                 | \$ 7,000.00         |                      | \$ -                 | \$ -                 | \$ 7,000.00                                  | \$ 1,676.86           |        |              |  |  |     |
| NYRA Live 0131   | \$ -                |                      | \$ -                 | \$ -                 | \$ -   | \$ -                  |        |              |  |  |     |
| NYRA Simulcast 0131  | \$ 200.00           |                      | \$ -                 | \$ -                 | \$ 200.00                                    | \$ 460.51             |        |              |  |  |     |
| <b>Grand Total</b>   | <b>\$547,234.39</b> | <b>\$0.00</b>        | <b>\$0.00</b>        | <b>\$0.00</b>        | <b>\$547,234.39</b>                          | <b>\$40,645.76</b>    |        |              |  |  |     |

| Budget Projections                          |                    |                      |                      |                      |  |                       |        |              |  |  |        |
|---|--------------------|----------------------|----------------------|----------------------|--|-----------------------|--------|--------------|--|--|--------|
| Row Labels                                  | Initial Projection | FY18 Balance Forward | Approved Adjustments | Proposed Adjustments | Current Budget (Initial+Bal Fwd+Apvd Adjmts) | Actuals To Date Total | %Spent | % BFY Passed |  |  |        |
| <b>10500021</b>                             |                    |                      |                      |                      |  |                       |        |              |  |  |        |
| TT LOANS AND SPECIAL PAYMENTS               | \$ 146,000.00      | \$ -                 | \$ -                 | \$ -                 | \$ 146,000.00                                | \$ -                  |        |              |  |  | 0% 25% |
| Revenue Projections                         |                    |                      |                      |                      |  |                       |        |              |  |  |        |
| Revenues                                    | Initial Projection |                      | Approved Adjustments | Proposed Adjustments | Current Budget (Initial+Apvd Adjmts)         | Actuals Total         |        |              |  |  |        |
| Plainridge Import Suffolk Simulcast 0131    | \$ 25,000.00       |                      | \$ -                 | \$ -                 | \$ 25,000.00                                 | \$ 8,966.61           |        |              |  |  |        |
| Raynham Import Suffolk Simulcast 0131       | \$ 16,000.00       |                      | \$ -                 | \$ -                 | \$ 16,000.00                                 | \$ 3,632.55           |        |              |  |  |        |
| Suffolk Import Running Horse Simulcast 0131 | \$ 50,000.00       |                      | \$ -                 | \$ -                 | \$ 50,000.00                                 | \$ 11,755.55          |        |              |  |  |        |

|   |                     |               |               |               |                     |
|---|---------------------|---------------|---------------|---------------|---------------------|
| Suffolk Racing Running Horse Live 0131          | \$ 2,000.00         | \$ -          | \$ -          | \$ 2,000.00   | \$ -                |
| Suffolk Promotional Fund Beginning Balance 7205 | \$ 75,776.00        | \$ -          | \$ -          | \$ 75,776.00  | \$ -                |
| TVG Live 0131                                   | \$ 200.00           | \$ -          | \$ -          | \$ 200.00     | \$ -                |
| TVG Simulcast 0131                              | \$ 55,000.00        | \$ -          | \$ -          | \$ 55,000.00  | \$ 11,925.13        |
| Twin Spires Live 0131                           | \$ 100.00           | \$ -          | \$ -          | \$ 100.00     | \$ -                |
| Twin Spires Simulcast 0131                      | \$ 30,000.00        | \$ -          | \$ -          | \$ 30,000.00  | \$ 7,426.47         |
| Xpress Bets Live 0131                           | \$ 50.00            | \$ -          | \$ -          | \$ 50.00      | \$ -                |
| Xpress Bets Simulcast 0131                      | \$ 13,000.00        | \$ -          | \$ -          | \$ 13,000.00  | \$ -                |
| NYRA Live 0131                                  | \$ 3.00             | \$ -          | \$ -          | \$ 3.00       | \$ -                |
| NYRA Simulcast 0131                             | \$ 3,000.00         | \$ -          | \$ -          | \$ 3,000.00   | \$ 1,364.53         |
| <b>Grand Total</b>                              | <b>\$270,129.00</b> | <b>\$0.00</b> | <b>\$0.00</b> | <b>\$0.00</b> | <b>\$270,129.00</b> |

| Budget Projections                                      |                       |                      |                      |                      |  |                       |        |              |  |
|---|-----------------------|----------------------|----------------------|----------------------|--|-----------------------|--------|--------------|--|
| Row Labels  | Initial Projection    | FY18 Balance Forward | Approved Adjustments | Proposed Adjustments | Current Budget (Initial+Bal Fwd+Apvd Adjmts) | Actuals To Date Total | %Spent | % BFY Passed |  |
| <b>10500022</b>   |                       |                      |                      |                      |  |                       |        |              |  |
| TT LOANS AND SPECIAL PAYMENTS                           | \$ 525,500.00         | \$ -                 | \$ -                 | \$ -                 | \$ 525,500.00                                | \$ -                  | 0%     | 25%          |  |
| Revenue Projections                                     |                       |                      |                      |                      |  |                       |        |              |  |
| Revenues  | Initial Projection    |                      | Approved Adjustments | Proposed Adjustments | Current Budget (Initial+Apvd Adjmts)         | Actuals Total         |        |              |  |
| Plainridge Import Suffolk Simulcast 0131                | \$ 100,000.00         |                      | \$ -                 | \$ -                 | \$ 100,000.00                                | \$ 36,337.85          |        |              |  |
| Raynham Import Suffolk Simulcast 0131                   | \$ 50,000.00          |                      | \$ -                 | \$ -                 | \$ 50,000.00                                 | \$ 12,125.83          |        |              |  |
| Suffolk Import Running Horse Simulcast 0131             | \$ 200,000.00         |                      | \$ -                 | \$ -                 | \$ 200,000.00                                | \$ 49,184.29          |        |              |  |
| Suffolk Racing Running Horse Live 0131                  | \$ 9,000.00           |                      | \$ -                 | \$ -                 | \$ 9,000.00                                  | \$ -                  |        |              |  |
| Suffolk Capital Improvement Fund Beginning Balance 7205 | \$ 848,696.04         |                      | \$ -                 | \$ -                 | \$ 848,696.04                                | \$ -                  |        |              |  |
| TVG Live 0131   | \$ 600.00             |                      | \$ -                 | \$ -                 | \$ 600.00                                    | \$ -                  |        |              |  |
| TVG Simulcast 0131                                      | \$ 200,000.00         |                      | \$ -                 | \$ -                 | \$ 200,000.00                                | \$ 45,787.89          |        |              |  |
| Twin Spires Live 0131                                   | \$ 400.00             |                      | \$ -                 | \$ -                 | \$ 400.00                                    | \$ -                  |        |              |  |
| Twin Spires Simulcast 0131                              | \$ 120,000.00         |                      | \$ -                 | \$ -                 | \$ 120,000.00                                | \$ 27,657.36          |        |              |  |
| Xpress Bets Live 0131                                   | \$ 1,000.00           |                      | \$ -                 | \$ -                 | \$ 1,000.00                                  | \$ -                  |        |              |  |
| Xpress Bets Simulcast 0131                              | \$ 45,000.00          |                      | \$ -                 | \$ -                 | \$ 45,000.00                                 | \$ -                  |        |              |  |
| NYRA Live 0131  | \$ 3.00               |                      | \$ -                 | \$ -                 | \$ 3.00                                      | \$ -                  |        |              |  |
| NYRA Simulcast 0131                                     | \$ 10,000.00          |                      | \$ -                 | \$ -                 | \$ 10,000.00                                 | \$ 5,440.43           |        |              |  |
| <b>Grand Total</b>                                      | <b>\$1,584,699.04</b> | <b>\$0.00</b>        | <b>\$0.00</b>        | <b>\$0.00</b>        | <b>\$1,584,699.04</b>                        | <b>\$176,533.65</b>   |        |              |  |

| Budget Projections            |                    |                      |                      |                      |  |                       |        |              |  |
|-------------------------------|--------------------|----------------------|----------------------|----------------------|--|-----------------------|--------|--------------|--|
| Row Labels                    | Initial Projection | FY18 Balance Forward | Approved Adjustments | Proposed Adjustments | Current Budget (Initial+Bal Fwd+Apvd Adjmts) | Actuals To Date Total | %Spent | % BFY Passed |  |
| <b>10500140</b>               |                    |                      |                      |                      |  |                       |        |              |  |
| TT LOANS AND SPECIAL PAYMENTS | \$ 1,150,000.00    | \$ -                 | \$ -                 | \$ -                 | \$ 1,150,000.00                              | \$ -                  | 0%     | 25%          |  |

# QRY--Step 16A Budget Amendment Requests by Qtr and Object Class

Amendments for Quarter: **1**

| Approp                       | Type      | Obj Class | Division | Obj Code | Description of Change  | Date Requested | Aprvd                    | Denied                   | Date Approved | Approved Denied By | Comments | Change Amount         |
|------------------------------|-----------|-----------|----------|----------|--|----------------|--------------------------|--------------------------|---------------|--------------------|----------|-----------------------|
| 10500001                     | Amendment | AA        |          |          |  |                |                          |                          |               |                    |          |                       |
|                              |           |           | 1600     | A01      | Salaries--Delayed hires                                      | 10/23/2017     | <input type="checkbox"/> | <input type="checkbox"/> |               |                    |          | (\$9,615.38)          |
|                              |           |           | 5000     | A01      | Salaries--Delayed hires                                      | 10/23/2017     | <input type="checkbox"/> | <input type="checkbox"/> |               |                    |          | (\$23,230.77)         |
| <b>Apvd/Pending Subtotal</b> |           |           |          |          |  |                |                          |                          |               |                    |          | <b>(\$32,846.15)</b>  |
| <b>Obj Class Totals</b>      |           |           |          |          |  |                |                          |                          |               |                    |          | <b>(\$32,846.15)</b>  |
|                              |           | DD        |          |          |  |                |                          |                          |               |                    |          |                       |
|                              |           |           | 1600     | D09      | Payroll Taxes--Delayed Hires                                 | 10/23/2017     | <input type="checkbox"/> | <input type="checkbox"/> |               |                    |          | (\$139.42)            |
|                              |           |           | 1600     | D09      | Fringe--Delayed hires  | 10/23/2017     | <input type="checkbox"/> | <input type="checkbox"/> |               |                    |          | (\$3,353.84)          |
|                              |           |           | 5000     | D09      | Payroll Taxes--Delayed Hires                                 | 10/23/2017     | <input type="checkbox"/> | <input type="checkbox"/> |               |                    |          | (\$336.84)            |
|                              |           |           | 5000     | D09      | Fringe--Delayed hires  | 10/23/2017     | <input type="checkbox"/> | <input type="checkbox"/> |               |                    |          | (\$8,102.89)          |
| <b>Apvd/Pending Subtotal</b> |           |           |          |          |  |                |                          |                          |               |                    |          | <b>(\$11,932.99)</b>  |
| <b>Obj Class Totals</b>      |           |           |          |          |  |                |                          |                          |               |                    |          | <b>(\$11,932.99)</b>  |
|                              |           | EE        |          |          |  |                |                          |                          |               |                    |          |                       |
|                              |           |           | 1700     | E12      | MEMBERSHIPS/CREDIT CARD EXPENSES NET ZERO CHANGE             | 9/29/2017      | <input type="checkbox"/> | <input type="checkbox"/> |               |                    |          | \$10,000.00           |
|                              |           |           | 1800     | E12      | Subscriptions Net Zero                                       | 10/16/2017     | <input type="checkbox"/> | <input type="checkbox"/> |               |                    |          | \$4,000.00            |
| <b>Apvd/Pending Subtotal</b> |           |           |          |          |  |                |                          |                          |               |                    |          | <b>\$14,000.00</b>    |
| <b>Obj Class Totals</b>      |           |           |          |          |  |                |                          |                          |               |                    |          | <b>\$14,000.00</b>    |
|                              |           | HH        |          |          |  |                |                          |                          |               |                    |          |                       |
|                              |           |           | 1700     | H23      | PROGRAM COORDINATORS NET ZERO CHANGE                         | 9/29/2017      | <input type="checkbox"/> | <input type="checkbox"/> |               |                    |          | (\$25,000.00)         |
|                              |           |           | 1600     | HH3      | AOC Outreach Campaign/ net zero change                       | 9/29/2017      | <input type="checkbox"/> | <input type="checkbox"/> |               |                    |          | \$35,756.00           |
| <b>Apvd/Pending Subtotal</b> |           |           |          |          |  |                |                          |                          |               |                    |          | <b>\$10,756.00</b>    |
| <b>Obj Class Totals</b>      |           |           |          |          |  |                |                          |                          |               |                    |          | <b>\$10,756.00</b>    |
|                              |           | JJ        |          |          |  |                |                          |                          |               |                    |          |                       |
|                              |           |           | 5000     | J25      | ISA Finger Print--Decrease for actual amount ISA drafted for | 9/29/2017      | <input type="checkbox"/> | <input type="checkbox"/> |               |                    |          | (\$125,000.00)        |
|                              |           |           | 1700     | J62      | BOARD MEMBER STIPENDS NET ZERO CHANGE                        | 9/29/2017      | <input type="checkbox"/> | <input type="checkbox"/> |               |                    |          | \$15,000.00           |
|                              |           |           | 1800     | JJ2      | Net Zero Adjustment to EE and KK                             | 10/16/2017     | <input type="checkbox"/> | <input type="checkbox"/> |               |                    |          | (\$4,500.00)          |
| <b>Apvd/Pending Subtotal</b> |           |           |          |          |  |                |                          |                          |               |                    |          | <b>(\$114,500.00)</b> |
| <b>Obj Class Totals</b>      |           |           |          |          |  |                |                          |                          |               |                    |          | <b>(\$114,500.00)</b> |

Amendments for Quarter: **1**

| Approp                       | Type | Obj Class | Division | Obj Code | Description of Change   | Date Requested | Aprvd                    | Denied                   | Date Approved | Approved Denied By | Comments             | Change Amount        |
|------------------------------|------|-----------|----------|----------|---|----------------|--------------------------|--------------------------|---------------|--------------------|----------------------|----------------------|
|                              |      | KK        |          |          |   |                |                          |                          |               |                    |                      |                      |
|                              |      |           | 1800     | K05      | Photography/Streaming Equipment Net Zero Purchase                       | 10/16/2017     | <input type="checkbox"/> | <input type="checkbox"/> |               |                    |                      | \$500.00             |
| <b>Apvd/Pending Subtotal</b> |      |           |          |          |   |                |                          |                          |               |                    | <b>\$500.00</b>      |                      |
| <b>Obj Class Totals</b>      |      |           |          |          |   |                |                          |                          |               |                    |                      | <b>\$500.00</b>      |
|                              |      | PP        |          |          |   |                |                          |                          |               |                    |                      |                      |
|                              |      |           | 1600     | P01      | Grants to Public Entities/ net zero change                              | 9/29/2017      | <input type="checkbox"/> | <input type="checkbox"/> |               |                    |                      | (\$35,756.00)        |
| <b>Apvd/Pending Subtotal</b> |      |           |          |          |   |                |                          |                          |               |                    | <b>(\$35,756.00)</b> |                      |
| <b>Obj Class Totals</b>      |      |           |          |          |   |                |                          |                          |               |                    |                      | <b>(\$35,756.00)</b> |
|                              |      | UU        |          |          |   |                |                          |                          |               |                    |                      |                      |
|                              |      |           | 1400     | U05      | Needed to interface LMS with EOPS CJIS Network--Firewalls and equipment | 9/29/2017      | <input type="checkbox"/> | <input type="checkbox"/> |               |                    |                      | \$130,663.00         |
|                              |      |           | 1400     | U05      | CMS Intelligen--Increase for shot clock                                 | 9/29/2017      | <input type="checkbox"/> | <input type="checkbox"/> |               |                    |                      | \$14,500.00          |
| <b>Apvd/Pending Subtotal</b> |      |           |          |          |   |                |                          |                          |               |                    | <b>\$145,163.00</b>  |                      |
| <b>Obj Class Totals</b>      |      |           |          |          |   |                |                          |                          |               |                    |                      | <b>\$145,163.00</b>  |
| <b>Type Totals</b>           |      |           |          |          |   |                |                          |                          |               |                    |                      | <b>(\$24,616.14)</b> |
| <b>Appropriation Totals</b>  |      |           |          |          |   |                |                          |                          |               |                    |                      | <b>(\$24,616.14)</b> |



# QRY--Step 05A Expense Budget Form

| BFY  | Appropriation | Division | Obj Clas      | Object Class Name                             | Obligation Ceiling    | Accrued Expenses | Cash Expenses       | Total Expenses      | Encumbered          | Committed             | Uncommitted         | % Spent       | % Comtd       | % BFY Passed  |
|------|---------------|----------|---------------|---|-----------------------|------------------|---------------------|---------------------|---------------------|-----------------------|---------------------|---------------|---------------|---------------|
| 2018 |               |          |               |   |                       |                  |                     |                     |                     |                       |                     |               |               |               |
|      | 10500001      |          |               |   |                       |                  |                     |                     |                     |                       |                     |               |               |               |
|      |               | 1000     |               | Division of Finance and Administration        |                       |                  |                     |                     |                     |                       |                     |               |               |               |
|      |               |          | AA            | REGULAR EMPLOYEE COMPENSATION                 | \$364,080.20          | \$0.00           | \$93,725.99         | \$108,725.99        | \$15,000.00         | \$123,725.99          | \$240,354.21        | 29.86%        | 33.98%        | 31.23%        |
|      |               |          | BB            | REGULAR EMPLOYEE RELATED EXPEN                | \$3,000.00            | \$0.00           | \$401.72            | \$401.72            | \$0.00              | \$401.72              | \$2,598.28          | 13.39%        | 13.39%        | 31.23%        |
|      |               |          | DD            | PENSION & INSURANCE RELATED EX                | \$132,270.33          | \$0.00           | \$28,941.14         | \$28,941.14         | \$0.00              | \$28,941.14           | \$103,329.19        | 21.88%        | 21.88%        | 31.23%        |
|      |               |          | EE            | ADMINISTRATIVE EXPENSES                       | \$175,940.66          | \$0.00           | \$33,061.32         | \$33,061.32         | \$79,412.34         | \$112,473.66          | \$63,467.00         | 18.79%        | 63.93%        | 31.23%        |
|      |               |          | GG            | ENERGY COSTS AND SPACE RENTAL                 | \$1,219,149.38        | \$0.00           | \$403,714.91        | \$403,714.91        | \$815,395.75        | \$1,219,110.66        | \$38.72             | 33.11%        | 100.00%       | 31.23%        |
|      |               |          | HH            | CONSULTANT SVCS (TO DEPTS)                    | \$125,000.00          | \$0.00           | \$0.00              | \$0.00              | \$38,550.00         | \$38,550.00           | \$86,450.00         | 0.00%         | 30.84%        | 31.23%        |
|      |               |          | JJ            | OPERATIONAL SERVICES                          | \$950.00              | \$0.00           | \$322.52            | \$322.52            | \$1,121.49          | \$1,444.01            | (\$494.01)          | 33.95%        | 152.00%       | 31.23%        |
|      |               |          | KK            | EQUIPMENT PURCHASE                            | \$0.00                | \$0.00           | \$0.00              | \$0.00              | \$0.00              | \$0.00                | \$0.00              | #Div/0!       | #Div/0!       | 31.23%        |
|      |               |          | LL            | EQUIPMENT LEASE-MAINTAIN/REPAR                | \$32,106.80           | \$0.00           | \$2,350.38          | \$2,350.38          | \$18,525.49         | \$20,875.87           | \$11,230.93         | 7.32%         | 65.02%        | 31.23%        |
|      |               |          | NN            | INFRASTRUCTURE:                               | \$1,000.00            | \$0.00           | \$0.00              | \$0.00              | \$0.00              | \$0.00                | \$1,000.00          | 0.00%         | 0.00%         | 31.23%        |
|      |               |          | UU            | IT Non-Payroll Expenses                       | \$4,500.00            | \$0.00           | \$1,650.39          | \$1,650.39          | \$11,149.61         | \$12,800.00           | (\$8,300.00)        | 36.68%        | 284.44%       | 31.23%        |
|      |               |          | <b>Total:</b> | <b>Division of Finance and Administration</b> | <b>\$2,057,997.37</b> | <b>\$0.00</b>    | <b>\$564,168.37</b> | <b>\$579,168.37</b> | <b>\$979,154.68</b> | <b>\$1,558,323.05</b> | <b>\$499,674.32</b> | <b>28.14%</b> | <b>75.72%</b> | <b>31.23%</b> |
|      |               | 1100     |               | Human Resources                               |                       |                  |                     |                     |                     |                       |                     |               |               |               |
|      |               |          | AA            | REGULAR EMPLOYEE COMPENSATION                 | \$279,651.50          | \$0.00           | \$42,312.65         | \$42,312.65         | \$0.00              | \$42,312.65           | \$237,338.85        | 15.13%        | 15.13%        | 31.23%        |
|      |               |          | BB            | REGULAR EMPLOYEE RELATED EXPEN                | \$1,000.00            | \$0.00           | \$61.54             | \$61.54             | \$0.00              | \$61.54               | \$938.46            | 6.15%         | 6.15%         | 31.23%        |
|      |               |          | DD            | PENSION & INSURANCE RELATED EX                | \$151,597.38          | \$0.00           | \$14,668.11         | \$14,668.11         | \$77,121.86         | \$91,789.97           | \$59,807.41         | 9.68%         | 60.55%        | 31.23%        |
|      |               |          | EE            | ADMINISTRATIVE EXPENSES                       | \$64,818.15           | \$0.00           | \$10,039.44         | \$10,039.44         | \$13,228.88         | \$23,268.32           | \$41,549.83         | 15.49%        | 35.90%        | 31.23%        |
|      |               |          | HH            | CONSULTANT SVCS (TO DEPTS)                    | \$5,000.00            | \$0.00           | \$770.86            | \$770.86            | \$0.00              | \$770.86              | \$4,229.14          | 15.42%        | 15.42%        | 31.23%        |
|      |               |          | JJ            | OPERATIONAL SERVICES                          | \$17,000.00           | \$0.00           | \$1,684.00          | \$1,684.00          | \$2,916.00          | \$4,600.00            | \$12,400.00         | 9.91%         | 27.06%        | 31.23%        |
|      |               |          | <b>Total:</b> | <b>Human Resources</b>                        | <b>\$519,067.03</b>   | <b>\$0.00</b>    | <b>\$69,536.60</b>  | <b>\$69,536.60</b>  | <b>\$93,266.74</b>  | <b>\$162,803.34</b>   | <b>\$356,263.69</b> | <b>13.40%</b> | <b>31.36%</b> | <b>31.23%</b> |
|      |               | 1200     |               | Office of the General Counsel                 |                       |                  |                     |                     |                     |                       |                     |               |               |               |
|      |               |          | AA            | REGULAR EMPLOYEE COMPENSATION                 | \$479,248.37          | \$0.00           | \$119,330.97        | \$119,330.97        | \$0.00              | \$119,330.97          | \$359,917.40        | 24.90%        | 24.90%        | 31.23%        |
|      |               |          | BB            | REGULAR EMPLOYEE RELATED EXPEN                | \$9,000.00            | \$0.00           | \$282.98            | \$282.98            | \$0.00              | \$282.98              | \$8,717.02          | 3.14%         | 3.14%         | 31.23%        |
|      |               |          | DD            | PENSION & INSURANCE RELATED EX                | \$174,110.93          | \$0.00           | \$36,071.86         | \$36,071.86         | \$0.00              | \$36,071.86           | \$138,039.07        | 20.72%        | 20.72%        | 31.23%        |
|      |               |          | EE            | ADMINISTRATIVE EXPENSES                       | \$128,374.84          | \$0.00           | \$35,624.20         | \$35,624.20         | \$14,254.06         | \$49,878.26           | \$78,496.58         | 27.75%        | 38.85%        | 31.23%        |
|      |               |          | HH            | CONSULTANT SVCS (TO DEPTS)                    | \$532,000.00          | \$0.00           | \$312,969.44        | \$312,969.44        | \$169,030.56        | \$482,000.00          | \$50,000.00         | 58.83%        | 90.60%        | 31.23%        |

| BFY  | Appropriation | Division | Obj<br>Clas   | Object Class Name                                       | Obligation Ceiling    | Accrued Expenses | Cash Expenses       | Total Expenses      | Encumbered            | Committed             | Uncommitted           | % Spent       | % Comtd       | % BFY<br>Passed |
|------|---------------|----------|---------------|---|-----------------------|------------------|---------------------|---------------------|-----------------------|-----------------------|-----------------------|---------------|---------------|-----------------|
| 2018 |               |          |               |   |                       |                  |                     |                     |                       |                       |                       |               |               |                 |
|      | 10500001      |          |               |   |                       |                  |                     |                     |                       |                       |                       |               |               |                 |
|      |               | 1200     |               | Office of the General Counsel                           |                       |                  |                     |                     |                       |                       |                       |               |               |                 |
|      |               |          | JJ            | OPERATIONAL SERVICES                                    | \$2,500.00            | \$0.00           | \$1,826.10          | \$1,826.10          | \$4,173.86            | \$5,999.96            | (\$3,499.96)          | 73.04%        | 240.00%       | 31.23%          |
|      |               |          | <b>Total:</b> | <b>Office of the General Counsel</b>                    | <b>\$1,325,234.14</b> | <b>\$0.00</b>    | <b>\$506,105.55</b> | <b>\$506,105.55</b> | <b>\$187,458.48</b>   | <b>\$693,564.03</b>   | <b>\$631,670.11</b>   | <b>38.19%</b> | <b>52.34%</b> | 31.23%          |
|      |               | 1300     |               | Executive Director                                      |                       |                  |                     |                     |                       |                       |                       |               |               |                 |
|      |               |          | AA            | REGULAR EMPLOYEE COMPENSATION                           | \$589,524.27          | \$0.00           | \$150,055.45        | \$150,055.45        | \$0.00                | \$150,055.45          | \$439,468.82          | 25.45%        | 25.45%        | 31.23%          |
|      |               |          | BB            | REGULAR EMPLOYEE RELATED EXPEN                          | \$8,000.00            | \$0.00           | \$1,443.41          | \$1,443.41          | \$0.00                | \$1,443.41            | \$6,556.59            | 18.04%        | 18.04%        | 31.23%          |
|      |               |          | DD            | PENSION & INSURANCE RELATED EX                          | \$214,174.19          | \$0.00           | \$46,010.74         | \$46,010.74         | \$0.00                | \$46,010.74           | \$168,163.45          | 21.48%        | 21.48%        | 31.23%          |
|      |               |          | EE            | ADMINISTRATIVE EXPENSES                                 | \$87,952.43           | \$0.00           | \$12,696.06         | \$12,696.06         | \$23,149.00           | \$35,845.06           | \$52,107.37           | 14.44%        | 40.76%        | 31.23%          |
|      |               |          | HH            | CONSULTANT SVCS (TO DEPTS)                              | \$40,000.00           | \$0.00           | \$0.00              | \$0.00              | \$0.00                | \$0.00                | \$40,000.00           | 0.00%         | 0.00%         | 31.23%          |
|      |               |          | <b>Total:</b> | <b>Executive Director</b>                               | <b>\$939,650.89</b>   | <b>\$0.00</b>    | <b>\$210,205.66</b> | <b>\$210,205.66</b> | <b>\$23,149.00</b>    | <b>\$233,354.66</b>   | <b>\$706,296.23</b>   | <b>22.37%</b> | <b>24.83%</b> | 31.23%          |
|      |               | 1400     |               | Information Technology                                  |                       |                  |                     |                     |                       |                       |                       |               |               |                 |
|      |               |          | AA            | REGULAR EMPLOYEE COMPENSATION                           | \$560,397.81          | \$0.00           | \$142,797.80        | \$142,797.80        | \$0.00                | \$142,797.80          | \$417,600.01          | 25.48%        | 25.48%        | 31.23%          |
|      |               |          | BB            | REGULAR EMPLOYEE RELATED EXPEN                          | \$6,000.00            | \$0.00           | \$201.81            | \$201.81            | \$0.00                | \$201.81              | \$5,798.19            | 3.36%         | 3.36%         | 31.23%          |
|      |               |          | DD            | PENSION & INSURANCE RELATED EX                          | \$203,592.53          | \$0.00           | \$40,218.46         | \$40,218.46         | \$0.00                | \$40,218.46           | \$163,374.07          | 19.75%        | 19.75%        | 31.23%          |
|      |               |          | EE            | ADMINISTRATIVE EXPENSES                                 | \$459,364.15          | \$0.00           | \$50,665.39         | \$50,665.39         | \$109,899.49          | \$160,564.88          | \$298,799.27          | 11.03%        | 34.95%        | 31.23%          |
|      |               |          | GG            | ENERGY COSTS AND SPACE RENTAL                           | \$28,080.00           | \$0.00           | \$11,248.68         | \$11,248.68         | \$22,497.36           | \$33,746.04           | (\$5,666.04)          | 40.06%        | 120.18%       | 31.23%          |
|      |               |          | UU            | IT Non-Payroll Expenses                                 | \$3,600,213.68        | \$0.00           | \$689,297.59        | \$689,297.59        | \$2,398,752.00        | \$3,088,049.59        | \$512,164.09          | 19.15%        | 85.77%        | 31.23%          |
|      |               |          | <b>Total:</b> | <b>Information Technology</b>                           | <b>\$4,857,648.17</b> | <b>\$0.00</b>    | <b>\$934,429.73</b> | <b>\$934,429.73</b> | <b>\$2,531,148.85</b> | <b>\$3,465,578.58</b> | <b>\$1,392,069.59</b> | <b>19.24%</b> | <b>71.34%</b> | 31.23%          |
|      |               | 1500     |               | Commissioners   |                       |                  |                     |                     |                       |                       |                       |               |               |                 |
|      |               |          | AA            | REGULAR EMPLOYEE COMPENSATION                           | \$558,769.76          | \$0.00           | \$142,993.18        | \$142,993.18        | \$0.00                | \$142,993.18          | \$415,776.58          | 25.59%        | 25.59%        | 31.23%          |
|      |               |          | BB            | REGULAR EMPLOYEE RELATED EXPEN                          | \$10,000.00           | \$0.00           | \$268.50            | \$268.50            | \$0.00                | \$268.50              | \$9,731.50            | 2.69%         | 2.69%         | 31.23%          |
|      |               |          | DD            | PENSION & INSURANCE RELATED EX                          | \$203,001.05          | \$0.00           | \$43,909.24         | \$43,909.24         | \$0.00                | \$43,909.24           | \$159,091.81          | 21.63%        | 21.63%        | 31.23%          |
|      |               |          | EE            | ADMINISTRATIVE EXPENSES                                 | \$117,536.98          | \$0.00           | \$17,831.94         | \$17,831.94         | \$32,421.52           | \$50,253.46           | \$67,283.52           | 15.17%        | 42.76%        | 31.23%          |
|      |               |          | HH            | CONSULTANT SVCS (TO DEPTS)                              | \$0.00                | \$0.00           | \$0.00              | \$0.00              | \$0.00                | \$0.00                | \$0.00                | #Div/0!       | #Div/0!       | 31.23%          |
|      |               |          | JJ            | OPERATIONAL SERVICES                                    | \$54,600.00           | \$0.00           | \$4,252.50          | \$4,252.50          | \$35,947.50           | \$40,200.00           | \$14,400.00           | 7.79%         | 73.63%        | 31.23%          |
|      |               |          | <b>Total:</b> | <b>Commissioners</b>                                    | <b>\$943,907.79</b>   | <b>\$0.00</b>    | <b>\$209,255.36</b> | <b>\$209,255.36</b> | <b>\$68,369.02</b>    | <b>\$277,624.38</b>   | <b>\$666,283.41</b>   | <b>22.17%</b> | <b>29.41%</b> | 31.23%          |
|      |               | 1600     |               | Office of Workforce, Supplier and Diversity Development |                       |                  |                     |                     |                       |                       |                       |               |               |                 |
|      |               |          | AA            | REGULAR EMPLOYEE COMPENSATION                           | \$187,317.58          | \$0.00           | \$34,021.81         | \$34,021.81         | \$0.00                | \$34,021.81           | \$153,295.77          | 18.16%        | 18.16%        | 31.23%          |

| BFY  | Appropriation | Division | Obj Clas      | Object Class Name                                       | Obligation Ceiling    | Accrued Expenses | Cash Expenses       | Total Expenses      | Encumbered            | Committed             | Uncommitted           | % Spent       | % Comtd       | % BFY Passed  |
|------|---------------|----------|---------------|---|-----------------------|------------------|---------------------|---------------------|-----------------------|-----------------------|-----------------------|---------------|---------------|---------------|
| 2018 |               |          |               |   |                       |                  |                     |                     |                       |                       |                       |               |               |               |
|      | 10500001      |          |               |   |                       |                  |                     |                     |                       |                       |                       |               |               |               |
|      |               | 1600     |               | Office of Workforce, Supplier and Diversity Development |                       |                  |                     |                     |                       |                       |                       |               |               |               |
|      |               |          | BB            | REGULAR EMPLOYEE RELATED EXPEN                          | \$4,000.00            | \$0.00           | \$646.70            | \$646.70            | \$0.00                | \$646.70              | \$3,353.30            | 16.17%        | 16.17%        | 31.23%        |
|      |               |          | CC            | SPECIAL EMPLOYEES                                       | \$0.00                | \$0.00           | \$0.00              | \$0.00              | \$0.00                | \$0.00                | \$0.00                | #Div/0!       | #Div/0!       | 31.23%        |
|      |               |          | DD            | PENSION & INSURANCE RELATED EX                          | \$68,052.47           | \$0.00           | \$10,424.13         | \$10,424.13         | \$0.00                | \$10,424.13           | \$57,628.34           | 15.32%        | 15.32%        | 31.23%        |
|      |               |          | EE            | ADMINISTRATIVE EXPENSES                                 | \$62,731.76           | \$0.00           | \$3,164.04          | \$3,164.04          | \$20,585.00           | \$23,749.04           | \$38,982.72           | 5.04%         | 37.86%        | 31.23%        |
|      |               |          | HH            | CONSULTANT SVCS (TO DEPTS)                              | \$0.00                | \$0.00           | \$8,100.00          | \$8,100.00          | \$27,656.00           | \$35,756.00           | (\$35,756.00)         | #Div/0!       | #Div/0!       | 31.23%        |
|      |               |          | PP            | STATE AID/POL SUB                                       | \$150,000.00          | \$0.00           | \$0.00              | \$0.00              | \$0.00                | \$0.00                | \$150,000.00          | 0.00%         | 0.00%         | 31.23%        |
|      |               |          | <b>Total:</b> | <b>Office of Workforce, Supplier and Diversity D</b>    | <b>\$472,101.81</b>   | <b>\$0.00</b>    | <b>\$56,356.68</b>  | <b>\$56,356.68</b>  | <b>\$48,241.00</b>    | <b>\$104,597.68</b>   | <b>\$367,504.13</b>   | <b>11.94%</b> | <b>22.16%</b> | <b>31.23%</b> |
|      |               | 1700     |               | Office of Research and Problem Gambling                 |                       |                  |                     |                     |                       |                       |                       |               |               |               |
|      |               |          | AA            | REGULAR EMPLOYEE COMPENSATION                           | \$205,317.50          | \$0.00           | \$51,021.77         | \$51,021.77         | \$0.00                | \$51,021.77           | \$154,295.73          | 24.85%        | 24.85%        | 31.23%        |
|      |               |          | BB            | REGULAR EMPLOYEE RELATED EXPEN                          | \$6,000.00            | \$0.00           | \$1,461.70          | \$1,461.70          | \$0.00                | \$1,461.70            | \$4,538.30            | 24.36%        | 24.36%        | 31.23%        |
|      |               |          | CC            | SPECIAL EMPLOYEES                                       | \$0.00                | \$0.00           | \$0.00              | \$0.00              | \$0.00                | \$0.00                | \$0.00                | #Div/0!       | #Div/0!       | 31.23%        |
|      |               |          | DD            | PENSION & INSURANCE RELATED EX                          | \$74,591.84           | \$0.00           | \$15,641.42         | \$15,641.42         | \$0.00                | \$15,641.42           | \$58,950.42           | 20.97%        | 20.97%        | 31.23%        |
|      |               |          | EE            | ADMINISTRATIVE EXPENSES                                 | \$174,031.75          | \$0.00           | \$24,838.59         | \$24,838.59         | \$13,775.47           | \$38,614.06           | \$135,417.69          | 14.27%        | 22.19%        | 31.23%        |
|      |               |          | FF            | FACILITY OPERATIONAL EXPENSES                           | \$500.00              | \$0.00           | \$0.00              | \$0.00              | \$0.00                | \$0.00                | \$500.00              | 0.00%         | 0.00%         | 31.23%        |
|      |               |          | HH            | CONSULTANT SVCS (TO DEPTS)                              | \$1,380,000.00        | \$0.00           | \$221,947.45        | \$221,947.45        | \$993,832.41          | \$1,215,779.86        | \$164,220.14          | 16.08%        | 88.10%        | 31.23%        |
|      |               |          | JJ            | OPERATIONAL SERVICES                                    | \$0.00                | \$0.00           | \$2,850.00          | \$2,850.00          | \$12,150.00           | \$15,000.00           | (\$15,000.00)         | #Div/0!       | #Div/0!       | 31.23%        |
|      |               |          | MM            | PURCHASED CLIENT/PROGRAM SVCS                           | \$25,000.00           | \$0.00           | \$0.00              | \$0.00              | \$0.00                | \$0.00                | \$25,000.00           | 0.00%         | 0.00%         | 31.23%        |
|      |               |          | PP            | STATE AID/POL SUB                                       | \$3,215,197.00        | \$0.00           | \$91,420.09         | \$91,420.09         | \$2,153,067.94        | \$2,244,488.03        | \$970,708.97          | 2.84%         | 69.81%        | 31.23%        |
|      |               |          | UU            | IT Non-Payroll Expenses                                 | \$75,000.00           | \$0.00           | \$0.00              | \$0.00              | \$10,680.00           | \$10,680.00           | \$64,320.00           | 0.00%         | 14.24%        | 31.23%        |
|      |               |          | <b>Total:</b> | <b>Office of Research and Problem Gambling</b>          | <b>\$5,155,638.09</b> | <b>\$0.00</b>    | <b>\$409,181.02</b> | <b>\$409,181.02</b> | <b>\$3,183,505.82</b> | <b>\$3,592,686.84</b> | <b>\$1,562,951.25</b> | <b>7.94%</b>  | <b>69.68%</b> | <b>31.23%</b> |
|      |               | 1800     |               | Office of Communications                                |                       |                  |                     |                     |                       |                       |                       |               |               |               |
|      |               |          | AA            | REGULAR EMPLOYEE COMPENSATION                           | \$197,428.90          | \$0.00           | \$49,357.29         | \$49,357.29         | \$0.00                | \$49,357.29           | \$148,071.61          | 25.00%        | 25.00%        | 31.23%        |
|      |               |          | BB            | REGULAR EMPLOYEE RELATED EXPEN                          | \$3,900.00            | \$0.00           | \$514.69            | \$514.69            | \$0.00                | \$514.69              | \$3,385.31            | 13.20%        | 13.20%        | 31.23%        |
|      |               |          | DD            | PENSION & INSURANCE RELATED EX                          | \$71,725.92           | \$0.00           | \$15,147.76         | \$15,147.76         | \$0.00                | \$15,147.76           | \$56,578.16           | 21.12%        | 21.12%        | 31.23%        |
|      |               |          | EE            | ADMINISTRATIVE EXPENSES                                 | \$53,867.89           | \$0.00           | \$16,923.79         | \$16,923.79         | \$21,638.60           | \$38,562.39           | \$15,305.50           | 31.42%        | 71.59%        | 31.23%        |
|      |               |          | HH            | CONSULTANT SVCS (TO DEPTS)                              | \$25,000.00           | \$0.00           | \$0.00              | \$0.00              | \$25,000.00           | \$25,000.00           | \$0.00                | 0.00%         | 100.00%       | 31.23%        |
|      |               |          | JJ            | OPERATIONAL SERVICES                                    | \$30,000.00           | \$0.00           | \$5,500.00          | \$5,500.00          | \$17,500.00           | \$23,000.00           | \$7,000.00            | 18.33%        | 76.67%        | 31.23%        |
|      |               |          | KK            | EQUIPMENT PURCHASE                                      | \$0.00                | \$0.00           | \$247.00            | \$247.00            | \$0.00                | \$247.00              | (\$247.00)            | #Div/0!       | #Div/0!       | 31.23%        |

| BFY  | Appropriation | Division | Obj Clas      | Object Class Name                 | Obligation Ceiling    | Accrued Expenses | Cash Expenses         | Total Expenses        | Encumbered            | Committed             | Uncommitted           | % Spent       | % Comtd       | % BFY Passed |
|------|---------------|----------|---------------|-----------------------------------|-----------------------|------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|---------------|---------------|--------------|
| 2018 |               |          |               |                                   |                       |                  |                       |                       |                       |                       |                       |               |               |              |
|      | 10500001      |          |               |                                   |                       |                  |                       |                       |                       |                       |                       |               |               |              |
|      |               | 1800     |               | Office of Communications          |                       |                  |                       |                       |                       |                       |                       |               |               |              |
|      |               |          | <b>Total:</b> | <b>Office of Communications</b>   | <b>\$381,922.71</b>   | <b>\$0.00</b>    | <b>\$87,690.53</b>    | <b>\$87,690.53</b>    | <b>\$64,138.60</b>    | <b>\$151,829.13</b>   | <b>\$230,093.58</b>   | <b>22.96%</b> | <b>39.75%</b> | 31.23%       |
|      |               | 1900     |               | Ombudsman                         |                       |                  |                       |                       |                       |                       |                       |               |               |              |
|      |               |          | AA            | REGULAR EMPLOYEE COMPENSATION     | \$313,488.00          | \$0.00           | \$78,372.02           | \$78,372.02           | \$0.00                | \$78,372.02           | \$235,115.98          | 25.00%        | 25.00%        | 31.23%       |
|      |               |          | BB            | REGULAR EMPLOYEE RELATED EXPEN    | \$4,000.00            | \$0.00           | \$0.00                | \$0.00                | \$0.00                | \$0.00                | \$4,000.00            | 0.00%         | 0.00%         | 31.23%       |
|      |               |          | DD            | PENSION & INSURANCE RELATED EX    | \$113,890.19          | \$0.00           | \$24,052.36           | \$24,052.36           | \$0.00                | \$24,052.36           | \$89,837.83           | 21.12%        | 21.12%        | 31.23%       |
|      |               |          | EE            | ADMINISTRATIVE EXPENSES           | \$42,348.80           | \$0.00           | \$6,631.49            | \$6,631.49            | \$4,600.00            | \$11,231.49           | \$31,117.31           | 15.66%        | 26.52%        | 31.23%       |
|      |               |          | HH            | CONSULTANT SVCS (TO DEPTS)        | \$0.00                | \$0.00           | \$0.00                | \$0.00                | \$0.00                | \$0.00                | \$0.00                | #Div/0!       | #Div/0!       | 31.23%       |
|      |               |          | JJ            | OPERATIONAL SERVICES              | \$0.00                | \$0.00           | \$0.00                | \$0.00                | \$0.00                | \$0.00                | \$0.00                | #Div/0!       | #Div/0!       | 31.23%       |
|      |               |          | PP            | STATE AID/POL SUB                 | \$0.00                | \$0.00           | \$0.00                | \$0.00                | \$0.00                | \$0.00                | \$0.00                | #Div/0!       | #Div/0!       | 31.23%       |
|      |               |          | <b>Total:</b> | <b>Ombudsman</b>                  | <b>\$473,726.99</b>   | <b>\$0.00</b>    | <b>\$109,055.87</b>   | <b>\$109,055.87</b>   | <b>\$4,600.00</b>     | <b>\$113,655.87</b>   | <b>\$360,071.12</b>   | <b>23.02%</b> | <b>23.99%</b> | 31.23%       |
|      |               | 5000     |               | Investigations Enforcement        |                       |                  |                       |                       |                       |                       |                       |               |               |              |
|      |               |          | AA            | REGULAR EMPLOYEE COMPENSATION     | \$2,022,550.36        | \$0.00           | \$425,654.90          | \$425,654.90          | \$0.00                | \$425,654.90          | \$1,596,895.46        | 21.05%        | 21.05%        | 31.23%       |
|      |               |          | BB            | REGULAR EMPLOYEE RELATED EXPEN    | \$23,000.00           | \$0.00           | \$1,539.83            | \$1,539.83            | \$0.00                | \$1,539.83            | \$21,460.17           | 6.69%         | 6.69%         | 31.23%       |
|      |               |          | CC            | SPECIAL EMPLOYEES                 | \$0.00                | \$0.00           | \$0.00                | \$0.00                | \$0.00                | \$0.00                | \$0.00                | #Div/0!       | #Div/0!       | 31.23%       |
|      |               |          | DD            | PENSION & INSURANCE RELATED EX    | \$731,159.55          | \$0.00           | \$128,178.24          | \$128,178.24          | \$0.00                | \$128,178.24          | \$602,981.31          | 17.53%        | 17.53%        | 31.23%       |
|      |               |          | EE            | ADMINISTRATIVE EXPENSES           | \$799,228.54          | \$0.00           | \$98,605.31           | \$98,605.31           | \$119,979.14          | \$218,584.45          | \$580,644.09          | 12.34%        | 27.35%        | 31.23%       |
|      |               |          | HH            | CONSULTANT SVCS (TO DEPTS)        | \$0.00                | \$0.00           | \$0.00                | \$0.00                | \$0.00                | \$0.00                | \$0.00                | #Div/0!       | #Div/0!       | 31.23%       |
|      |               |          | JJ            | OPERATIONAL SERVICES              | \$3,907,735.01        | \$0.00           | \$453,830.62          | \$453,830.62          | \$2,586,439.35        | \$3,040,269.97        | \$867,465.04          | 11.61%        | 77.80%        | 31.23%       |
|      |               |          | KK            | EQUIPMENT PURCHASE                | \$68,444.00           | \$0.00           | \$1,478.56            | \$1,478.56            | \$871.32              | \$2,349.88            | \$66,094.12           | 2.16%         | 3.43%         | 31.23%       |
|      |               |          | UU            | IT Non-Payroll Expenses           | \$12,000.00           | \$0.00           | \$0.00                | \$0.00                | \$750.00              | \$750.00              | \$11,250.00           | 0.00%         | 6.25%         | 31.23%       |
|      |               |          | <b>Total:</b> | <b>Investigations Enforcement</b> | <b>\$7,564,117.46</b> | <b>\$0.00</b>    | <b>\$1,109,287.46</b> | <b>\$1,109,287.46</b> | <b>\$2,708,039.81</b> | <b>\$3,817,327.27</b> | <b>\$3,746,790.19</b> | <b>14.67%</b> | <b>50.47%</b> | 31.23%       |
|      |               | 7000     |               | Licensing                         |                       |                  |                       |                       |                       |                       |                       |               |               |              |
|      |               |          | AA            | REGULAR EMPLOYEE COMPENSATION     | \$397,674.74          | \$0.00           | \$88,387.47           | \$88,387.47           | \$0.00                | \$88,387.47           | \$309,287.27          | 22.23%        | 22.23%        | 31.23%       |
|      |               |          | BB            | REGULAR EMPLOYEE RELATED EXPEN    | \$6,500.00            | \$0.00           | \$87.00               | \$87.00               | \$0.00                | \$87.00               | \$6,413.00            | 1.34%         | 1.34%         | 31.23%       |
|      |               |          | DD            | PENSION & INSURANCE RELATED EX    | \$144,475.23          | \$0.00           | \$27,126.13           | \$27,126.13           | \$0.00                | \$27,126.13           | \$117,349.10          | 18.78%        | 18.78%        | 31.23%       |
|      |               |          | EE            | ADMINISTRATIVE EXPENSES           | \$69,267.48           | \$0.00           | \$8,494.65            | \$8,494.65            | \$16,683.30           | \$25,177.95           | \$44,089.53           | 12.26%        | 36.35%        | 31.23%       |
|      |               |          | JJ            | OPERATIONAL SERVICES              | \$10,000.00           | \$0.00           | \$0.00                | \$0.00                | \$0.00                | \$0.00                | \$10,000.00           | 0.00%         | 0.00%         | 31.23%       |

| BFY  | Appropriation | Division        | Obj<br>Clas | Object Class Name                             | Obligation Ceiling     | Accrued Expenses | Cash Expenses         | Total Expenses        | Encumbered             | Committed              | Uncommitted            | % Spent        | % Comtd        | % BFY<br>Passed |
|------|---------------|-----------------|-------------|---|------------------------|------------------|-----------------------|-----------------------|------------------------|------------------------|------------------------|----------------|----------------|-----------------|
| 2018 |               |                 |             |   |                        |                  |                       |                       |                        |                        |                        |                |                |                 |
|      | 10500001      |                 |             |   |                        |                  |                       |                       |                        |                        |                        |                |                |                 |
|      |               | 7000            |             | Licensing                                     |                        |                  |                       |                       |                        |                        |                        |                |                |                 |
|      |               |                 | KK          | EQUIPMENT PURCHASE                            | \$10,000.00            | \$0.00           | \$0.00                | \$0.00                | \$0.00                 | \$0.00                 | \$10,000.00            | 0.00%          | 0.00%          | 31.23%          |
|      |               | <b>Total:</b>   |             | <b>Licensing</b>                              | <b>\$637,917.45</b>    | <b>\$0.00</b>    | <b>\$124,095.25</b>   | <b>\$124,095.25</b>   | <b>\$16,683.30</b>     | <b>\$140,778.55</b>    | <b>\$497,138.90</b>    | <b>19.45%</b>  | <b>22.07%</b>  | 31.23%          |
|      |               | 9000            |             | AGO State Police                              |                        |                  |                       |                       |                        |                        |                        |                |                |                 |
|      |               |                 | EE          | ADMINISTRATIVE EXPENSES                       | \$0.00                 | \$0.00           | \$18,375.35           | \$18,375.35           | \$0.00                 | \$18,375.35            | (\$18,375.35)          | #Div/0!        | #Div/0!        | 31.23%          |
|      |               |                 | JJ          | OPERATIONAL SERVICES                          | \$0.00                 | \$0.00           | \$183,753.42          | \$183,753.42          | \$633,524.75           | \$817,278.17           | (\$817,278.17)         | #Div/0!        | #Div/0!        | 31.23%          |
|      |               | <b>Total:</b>   |             | <b>AGO State Police</b>                       | <b>\$0.00</b>          | <b>\$0.00</b>    | <b>\$202,128.77</b>   | <b>\$202,128.77</b>   | <b>\$633,524.75</b>    | <b>\$835,653.52</b>    | <b>(\$835,653.52)</b>  | <b>#Div/0!</b> | <b>#Div/0!</b> | 31.23%          |
|      | <b>Total:</b> | <b>10500001</b> |             |   | <b>\$25,328,929.90</b> | <b>\$0.00</b>    | <b>\$4,591,496.85</b> | <b>\$4,606,496.85</b> | <b>\$10,541,280.05</b> | <b>\$15,147,776.90</b> | <b>\$10,181,153.00</b> | <b>18.19%</b>  | <b>59.80%</b>  | 31.23%          |
|      | 10500003      |                 |             |   |                        |                  |                       |                       |                        |                        |                        |                |                |                 |
|      |               | 1000            |             | Division of Finance and Administration        |                        |                  |                       |                       |                        |                        |                        |                |                |                 |
|      |               |                 | AA          | REGULAR EMPLOYEE COMPENSATION                 | \$163,926.80           | \$0.00           | \$40,887.25           | \$40,887.25           | \$0.00                 | \$40,887.25            | \$123,039.55           | 24.94%         | 24.94%         | 31.23%          |
|      |               |                 | DD          | PENSION & INSURANCE RELATED EX                | \$59,554.61            | \$0.00           | \$12,559.77           | \$12,559.77           | \$0.00                 | \$12,559.77            | \$46,994.84            | 21.09%         | 21.09%         | 31.23%          |
|      |               | <b>Total:</b>   |             | <b>Division of Finance and Administration</b> | <b>\$223,481.41</b>    | <b>\$0.00</b>    | <b>\$53,447.02</b>    | <b>\$53,447.02</b>    | <b>\$0.00</b>          | <b>\$53,447.02</b>     | <b>\$170,034.39</b>    | <b>23.92%</b>  | <b>23.92%</b>  | 31.23%          |
|      |               | 1100            |             | Human Resources                               |                        |                  |                       |                       |                        |                        |                        |                |                |                 |
|      |               |                 | AA          | REGULAR EMPLOYEE COMPENSATION                 | \$83,782.66            | \$0.00           | \$20,180.89           | \$20,180.89           | \$0.00                 | \$20,180.89            | \$63,601.77            | 24.09%         | 24.09%         | 31.23%          |
|      |               |                 | DD          | PENSION & INSURANCE RELATED EX                | \$30,438.24            | \$0.00           | \$6,149.10            | \$6,149.10            | \$0.00                 | \$6,149.10             | \$24,289.14            | 20.20%         | 20.20%         | 31.23%          |
|      |               | <b>Total:</b>   |             | <b>Human Resources</b>                        | <b>\$114,220.90</b>    | <b>\$0.00</b>    | <b>\$26,329.99</b>    | <b>\$26,329.99</b>    | <b>\$0.00</b>          | <b>\$26,329.99</b>     | <b>\$87,890.91</b>     | <b>23.05%</b>  | <b>23.05%</b>  | 31.23%          |
|      |               | 1200            |             | Office of the General Counsel                 |                        |                  |                       |                       |                        |                        |                        |                |                |                 |
|      |               |                 | AA          | REGULAR EMPLOYEE COMPENSATION                 | \$36,509.62            | \$0.00           | \$8,821.67            | \$8,821.67            | \$0.00                 | \$8,821.67             | \$27,687.95            | 24.16%         | 24.16%         | 31.23%          |
|      |               |                 | DD          | PENSION & INSURANCE RELATED EX                | \$13,263.95            | \$0.00           | \$2,641.64            | \$2,641.64            | \$0.00                 | \$2,641.64             | \$10,622.31            | 19.92%         | 19.92%         | 31.23%          |
|      |               | <b>Total:</b>   |             | <b>Office of the General Counsel</b>          | <b>\$49,773.57</b>     | <b>\$0.00</b>    | <b>\$11,463.31</b>    | <b>\$11,463.31</b>    | <b>\$0.00</b>          | <b>\$11,463.31</b>     | <b>\$38,310.26</b>     | <b>23.03%</b>  | <b>23.03%</b>  | 31.23%          |
|      |               | 1300            |             | Executive Director                            |                        |                  |                       |                       |                        |                        |                        |                |                |                 |
|      |               |                 | AA          | REGULAR EMPLOYEE COMPENSATION                 | \$35,911.23            | \$0.00           | \$6,068.21            | \$6,068.21            | \$0.00                 | \$6,068.21             | \$29,843.02            | 16.90%         | 16.90%         | 31.23%          |
|      |               |                 | DD          | PENSION & INSURANCE RELATED EX                | \$13,046.54            | \$0.00           | \$1,852.64            | \$1,852.64            | \$0.00                 | \$1,852.64             | \$11,193.90            | 14.20%         | 14.20%         | 31.23%          |
|      |               | <b>Total:</b>   |             | <b>Executive Director</b>                     | <b>\$48,957.77</b>     | <b>\$0.00</b>    | <b>\$7,920.85</b>     | <b>\$7,920.85</b>     | <b>\$0.00</b>          | <b>\$7,920.85</b>      | <b>\$41,036.92</b>     | <b>16.18%</b>  | <b>16.18%</b>  | 31.23%          |
|      |               | 1400            |             | Information Technology                        |                        |                  |                       |                       |                        |                        |                        |                |                |                 |
|      |               |                 | AA          | REGULAR EMPLOYEE COMPENSATION                 | \$34,287.81            | \$0.00           | \$5,715.40            | \$5,715.40            | \$0.00                 | \$5,715.40             | \$28,572.41            | 16.67%         | 16.67%         | 31.23%          |
|      |               |                 | DD          | PENSION & INSURANCE RELATED EX                | \$12,456.75            | \$0.00           | \$1,592.38            | \$1,592.38            | \$0.00                 | \$1,592.38             | \$10,864.37            | 12.78%         | 12.78%         | 31.23%          |

| BFY           | Appropriation   | Division | Obj Clas | Object Class Name               | Obligation Ceiling    | Accrued Expenses | Cash Expenses       | Total Expenses      | Encumbered          | Committed             | Uncommitted           | % Spent       | % Comtd       | % BFY Passed  |
|---------------|-----------------|----------|----------|---------------------------------|-----------------------|------------------|---------------------|---------------------|---------------------|-----------------------|-----------------------|---------------|---------------|---------------|
| 2018          |                 |          |          |                                 |                       |                  |                     |                     |                     |                       |                       |               |               |               |
| 10500003      |                 |          |          |                                 |                       |                  |                     |                     |                     |                       |                       |               |               |               |
|               | 1400            |          |          | Information Technology          |                       |                  |                     |                     |                     |                       |                       |               |               |               |
|               | <b>Total:</b>   |          |          | <b>Information Technology</b>   | <b>\$46,744.56</b>    | <b>\$0.00</b>    | <b>\$7,307.78</b>   | <b>\$7,307.78</b>   | <b>\$0.00</b>       | <b>\$7,307.78</b>     | <b>\$39,436.78</b>    | <b>15.63%</b> | <b>15.63%</b> | <b>31.23%</b> |
|               | 1500            |          |          | Commissioners                   |                       |                  |                     |                     |                     |                       |                       |               |               |               |
|               |                 | AA       |          | REGULAR EMPLOYEE COMPENSATION   | \$53,893.50           | \$0.00           | \$13,297.69         | \$13,297.69         | \$0.00              | \$13,297.69           | \$40,595.81           | 24.67%        | 24.67%        | 31.23%        |
|               |                 | DD       |          | PENSION & INSURANCE RELATED EX  | \$19,579.51           | \$0.00           | \$4,056.44          | \$4,056.44          | \$0.00              | \$4,056.44            | \$15,523.07           | 20.72%        | 20.72%        | 31.23%        |
|               | <b>Total:</b>   |          |          | <b>Commissioners</b>            | <b>\$73,473.01</b>    | <b>\$0.00</b>    | <b>\$17,354.13</b>  | <b>\$17,354.13</b>  | <b>\$0.00</b>       | <b>\$17,354.13</b>    | <b>\$56,118.88</b>    | <b>23.62%</b> | <b>23.62%</b> | <b>31.23%</b> |
|               | 1800            |          |          | Office of Communications        |                       |                  |                     |                     |                     |                       |                       |               |               |               |
|               |                 | AA       |          | REGULAR EMPLOYEE COMPENSATION   | \$11,272.11           | \$0.00           | \$2,818.01          | \$2,818.01          | \$0.00              | \$2,818.01            | \$8,454.10            | 25.00%        | 25.00%        | 31.23%        |
|               |                 | DD       |          | PENSION & INSURANCE RELATED EX  | \$4,095.15            | \$0.00           | \$864.84            | \$864.84            | \$0.00              | \$864.84              | \$3,230.31            | 21.12%        | 21.12%        | 31.23%        |
|               | <b>Total:</b>   |          |          | <b>Office of Communications</b> | <b>\$15,367.26</b>    | <b>\$0.00</b>    | <b>\$3,682.85</b>   | <b>\$3,682.85</b>   | <b>\$0.00</b>       | <b>\$3,682.85</b>     | <b>\$11,684.41</b>    | <b>23.97%</b> | <b>23.97%</b> | <b>31.23%</b> |
|               | 3000            |          |          | Racing Division                 |                       |                  |                     |                     |                     |                       |                       |               |               |               |
|               |                 | AA       |          | REGULAR EMPLOYEE COMPENSATION   | \$293,177.00          | \$0.00           | \$70,028.26         | \$70,028.26         | \$0.00              | \$70,028.26           | \$223,148.74          | 23.89%        | 23.89%        | 31.23%        |
|               |                 | BB       |          | REGULAR EMPLOYEE RELATED EXPEN  | \$12,000.00           | \$0.00           | \$0.00              | \$0.00              | \$0.00              | \$0.00                | \$12,000.00           | 0.00%         | 0.00%         | 31.23%        |
|               |                 | CC       |          | SPECIAL EMPLOYEES               | \$360,000.00          | \$0.00           | \$198,852.59        | \$198,852.59        | \$0.00              | \$198,852.59          | \$161,147.41          | 55.24%        | 55.24%        | 31.23%        |
|               |                 | DD       |          | PENSION & INSURANCE RELATED EX  | \$112,523.21          | \$0.00           | \$23,866.28         | \$23,866.28         | \$50,000.00         | \$73,866.28           | \$38,656.93           | 21.21%        | 65.65%        | 31.23%        |
|               |                 | EE       |          | ADMINISTRATIVE EXPENSES         | \$197,953.45          | \$0.00           | \$43,849.65         | \$43,849.65         | \$31,342.65         | \$75,192.30           | \$122,761.15          | 22.15%        | 37.98%        | 31.23%        |
|               |                 | FF       |          | FACILITY OPERATIONAL EXPENSES   | \$2,000.00            | \$0.00           | \$0.00              | \$0.00              | \$1,900.00          | \$1,900.00            | \$100.00              | 0.00%         | 95.00%        | 31.23%        |
|               |                 | HH       |          | CONSULTANT SVCS (TO DEPTS)      | \$25,000.00           | \$0.00           | \$0.00              | \$0.00              | \$34,400.00         | \$34,400.00           | (\$9,400.00)          | 0.00%         | 137.60%       | 31.23%        |
|               |                 | JJ       |          | OPERATIONAL SERVICES            | \$815,300.00          | \$0.00           | \$144,496.83        | \$144,496.83        | \$336,708.15        | \$481,204.98          | \$334,095.02          | 17.72%        | 59.02%        | 31.23%        |
|               |                 | KK       |          | EQUIPMENT PURCHASE              | \$0.00                | \$0.00           | \$200.00            | \$200.00            | \$300.00            | \$500.00              | (\$500.00)            | #Div/0!       | #Div/0!       | 31.23%        |
|               |                 | LL       |          | EQUIPMENT LEASE-MAINTAIN/REPAR  | \$2,000.00            | \$0.00           | \$0.00              | \$0.00              | \$500.00            | \$500.00              | \$1,500.00            | 0.00%         | 25.00%        | 31.23%        |
|               |                 | MM       |          | PURCHASED CLIENT/PROGRAM SVCS   | \$85,000.00           | \$0.00           | \$0.00              | \$0.00              | \$0.00              | \$0.00                | \$85,000.00           | 0.00%         | 0.00%         | 31.23%        |
|               |                 | UU       |          | IT Non-Payroll Expenses         | \$43,000.00           | \$0.00           | \$1,016.89          | \$1,016.89          | \$19,058.11         | \$20,075.00           | \$22,925.00           | 2.36%         | 46.69%        | 31.23%        |
|               | <b>Total:</b>   |          |          | <b>Racing Division</b>          | <b>\$1,947,953.66</b> | <b>\$0.00</b>    | <b>\$482,310.50</b> | <b>\$482,310.50</b> | <b>\$474,208.91</b> | <b>\$956,519.41</b>   | <b>\$991,434.25</b>   | <b>24.76%</b> | <b>49.10%</b> | <b>31.23%</b> |
| <b>Total:</b> | <b>10500003</b> |          |          |                                 | <b>\$2,519,972.14</b> | <b>\$0.00</b>    | <b>\$609,816.43</b> | <b>\$609,816.43</b> | <b>\$474,208.91</b> | <b>\$1,084,025.34</b> | <b>\$1,435,946.80</b> | <b>24.20%</b> | <b>43.02%</b> | <b>31.23%</b> |
| 10500013      |                 |          |          |                                 |                       |                  |                     |                     |                     |                       |                       |               |               |               |
|               | 3000            |          |          | Racing Division                 |                       |                  |                     |                     |                     |                       |                       |               |               |               |
|               |                 | TT       |          | LOANS AND SPECIAL PAYMENTS      | \$0.00                | \$0.00           | \$243,950.68        | \$243,950.68        | \$60,512.50         | \$304,463.18          | (\$304,463.18)        | #Div/0!       | #Div/0!       | 31.23%        |

| BFY           | Appropriation   | Division | Obj<br>Clas | Object Class Name             | Obligation Ceiling | Accrued Expenses | Cash Expenses       | Total Expenses      | Encumbered          | Committed           | Uncommitted           | % Spent        | % Comtd        | % BFY<br>Passed |               |
|---------------|-----------------|----------|-------------|-------------------------------|--------------------|------------------|---------------------|---------------------|---------------------|---------------------|-----------------------|----------------|----------------|-----------------|---------------|
| 2018          |                 |          |             |                               |                    |                  |                     |                     |                     |                     |                       |                |                |                 |               |
|               | 10500013        |          |             |                               |                    |                  |                     |                     |                     |                     |                       |                |                |                 |               |
|               |                 | 3000     |             | Racing Division               |                    |                  |                     |                     |                     |                     |                       |                |                |                 |               |
|               |                 |          |             | <b>Total: Racing Division</b> | <b>\$0.00</b>      | <b>\$0.00</b>    | <b>\$243,950.68</b> | <b>\$243,950.68</b> | <b>\$60,512.50</b>  | <b>\$304,463.18</b> | <b>(\$304,463.18)</b> | <b>#Div/0!</b> | <b>#Div/0!</b> | <b>31.23%</b>   |               |
| <b>Total:</b> | <b>10500013</b> |          |             |                               | <b>\$0.00</b>      | <b>\$0.00</b>    | <b>\$243,950.68</b> | <b>\$243,950.68</b> | <b>\$60,512.50</b>  | <b>\$304,463.18</b> | <b>(\$304,463.18)</b> | <b>#Div/0!</b> | <b>#Div/0!</b> | <b>31.23%</b>   |               |
|               | 10500021        |          |             |                               |                    |                  |                     |                     |                     |                     |                       |                |                |                 |               |
|               |                 | 3000     |             | Racing Division               |                    |                  |                     |                     |                     |                     |                       |                |                |                 |               |
|               |                 |          | TT          | LOANS AND SPECIAL PAYMENTS    | \$0.00             | \$0.00           | \$0.00              | \$0.00              | \$0.00              | \$0.00              | \$0.00                | \$0.00         | #Div/0!        | #Div/0!         | 31.23%        |
|               |                 |          |             | <b>Total: Racing Division</b> | <b>\$0.00</b>      | <b>\$0.00</b>    | <b>\$0.00</b>       | <b>\$0.00</b>       | <b>\$0.00</b>       | <b>\$0.00</b>       | <b>\$0.00</b>         | <b>\$0.00</b>  | <b>#Div/0!</b> | <b>#Div/0!</b>  | <b>31.23%</b> |
| <b>Total:</b> | <b>10500021</b> |          |             |                               | <b>\$0.00</b>      | <b>\$0.00</b>    | <b>\$0.00</b>       | <b>\$0.00</b>       | <b>\$0.00</b>       | <b>\$0.00</b>       | <b>\$0.00</b>         | <b>\$0.00</b>  | <b>#Div/0!</b> | <b>#Div/0!</b>  | <b>31.23%</b> |
|               | 10500022        |          |             |                               |                    |                  |                     |                     |                     |                     |                       |                |                |                 |               |
|               |                 | 3000     |             | Racing Division               |                    |                  |                     |                     |                     |                     |                       |                |                |                 |               |
|               |                 |          | TT          | LOANS AND SPECIAL PAYMENTS    | \$0.00             | \$0.00           | \$155,516.73        | \$155,516.73        | \$427,324.89        | \$582,841.62        | (\$582,841.62)        | #Div/0!        | #Div/0!        | 31.23%          |               |
|               |                 |          |             | <b>Total: Racing Division</b> | <b>\$0.00</b>      | <b>\$0.00</b>    | <b>\$155,516.73</b> | <b>\$155,516.73</b> | <b>\$427,324.89</b> | <b>\$582,841.62</b> | <b>(\$582,841.62)</b> | <b>#Div/0!</b> | <b>#Div/0!</b> | <b>31.23%</b>   |               |
| <b>Total:</b> | <b>10500022</b> |          |             |                               | <b>\$0.00</b>      | <b>\$0.00</b>    | <b>\$155,516.73</b> | <b>\$155,516.73</b> | <b>\$427,324.89</b> | <b>\$582,841.62</b> | <b>(\$582,841.62)</b> | <b>#Div/0!</b> | <b>#Div/0!</b> | <b>31.23%</b>   |               |

# Worksheet 1: Discretionary Budget and Spending Benchr

**Dept Name:**

**Instructions:** The tables below are populated automatically based on data entered on W

| Dept. Total By<br>Sources of<br>Funding | <i>Fiscal Year 2018 - Department</i> |                    |                    |
|---|--------------------------------------|--------------------|--------------------|
|   | Appropriation<br>Amount              | Exempted<br>Amount | IE<br>Amount       |
| State                                   | \$0                                  | \$0                | \$0                |
| Federal                                 | \$0                                  | \$0                | \$0                |
| Trust                                   | \$12,972,101                         | \$3,113,014        | \$5,208,483        |
| Capital                                 | \$0                                  | \$0                | \$0                |
| <b>FY2018 Total</b>                     | <b>\$12,972,101</b>                  | <b>\$3,113,014</b> | <b>\$5,208,483</b> |

| Column 1   | Column 2       | Column 3                       |
|--|----------------|--------------------------------|
| <b>MINORITY-OWNED BUSINESS BENCHMARK</b>                 |                |                                |
| FY18 Discretionary<br>Budget                             | FY17 Benchmark | FY18 Departmental<br>Benchmark |
| 3,888,712  | 7%             | 272,210                        |
| <b>WOMEN-OWNED BUSINESS BENCHMARK</b>                    |                |                                |
| FY18 Discretionary<br>Budget                             | FY17 Benchmark | FY18 Departmental<br>Benchmark |
| 3,888,712  | 13%            | 505,533                        |
| <b>SMALL BUSINESS BENCHMARK</b>                          |                |                                |
| FY18 Discretionary<br>Budget                             | FY17 Benchmark | FY18 Departmental<br>Benchmark |
| 3,888,712  | 3.3%           | 128,328                        |
| <b>SERVICE-DISABLED VETERAN-OWNED BUSINESS BENCHMARK</b> |                |                                |
| FY18 Discretionary<br>Budget                             | FY17 Benchmark | FY18 Departmental<br>Benchmark |
| 3,888,712  | 3.0%           | 116,661                        |

Revised 10/07/2015



# mark Calculation



worksheets 3-6.

| <b>Total</b>     |                      |
|------------------|----------------------|
| ISA Amount       | Discretionary Amount |
| \$0              | \$0                  |
| \$0              | \$0                  |
| \$761,892        | \$3,888,712          |
| \$0              | \$0                  |
| <b>\$761,892</b> | <b>\$3,888,712</b>   |

32,232 12%

44,517 9%

226,342 177%

MGC Benchmarks

| MGC                                       | MBE Benchmark<br>(7%) | WBE Benchmark<br>(13%) |
|---|-----------------------|------------------------|
| Benchmark Amounts                         | \$487,054.00          | \$904,529.00           |
| FY2017 Direct Spending                    | \$749,172.58          | \$434,715.37           |
| FY2017 % Benchmark Met by Direct Spending | 154%                  | 48%                    |
| FY2016 Direct Spending                    | \$559,075.00          | \$1,176,030.38         |

OSD Benchmarks

| MGC                                       | MBE Benchmark<br>(7%) | WBE Benchmark<br>(13%) |
|---|-----------------------|------------------------|
| Benchmark Amounts                         | \$326,128.18          | \$605,666.62           |
| FY2017 Direct Spending                    | \$727,965.91          | \$345,063.39           |
| FY2017 % Benchmark Met by Direct Spending | 223%                  | 57%                    |
| FY2016 Direct Spending                    | \$559,075.00          | \$1,176,030.38         |

| VBE/SDVOBE Benchmark<br>(3%) | SBPP Benchmark<br>(3.3%) |
|------------------------------|--------------------------|
| \$208,737.00                 | \$229,611.00             |
| \$8,897.68                   | \$1,739,185.91           |
| 5%                           | 758%                     |
| \$0.00                       | \$824,519.08             |

| VBE/SDVOBE Benchmark<br>(3%) | SBPP Benchmark<br>(3.3%) |
|------------------------------|--------------------------|
| \$139,769.22                 | \$153,746.14             |
| \$8,897.68                   | \$916,288.80             |
| 7%                           | 596%                     |
| \$0.00                       | \$824,519.08             |

# MGC'S EMPLOYEE STATISTICS

## Current Headcount

- 67 MGC Employees
- 19 Seasonal Racing Employees
- 86 Employees Total

## Recruitment Activity since 1/1/2017

- 3 New IEB Employees
- 2 New IT and HR Employees
- 2 New Seasonal Racing Employees
- 17 Returning Seasonal Racing Employees



# MGC DIVERSITY GOAL

- Greater Boston Town is 42% Diverse
  - Massachusetts is 25% Diverse
    - **MGC's goal is 25% Diverse**

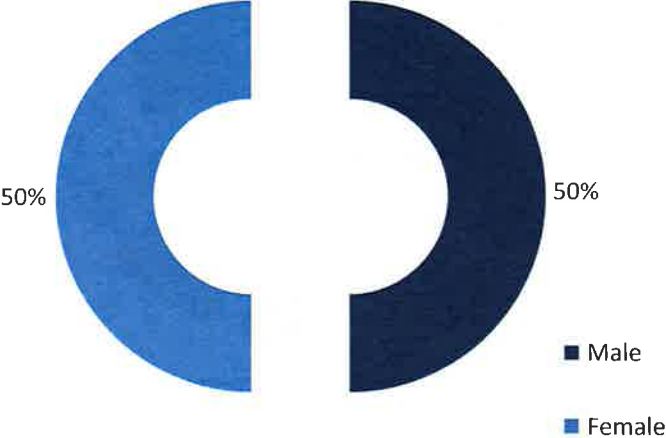


# GENDER DEMOGRAPHICS

November, 2016



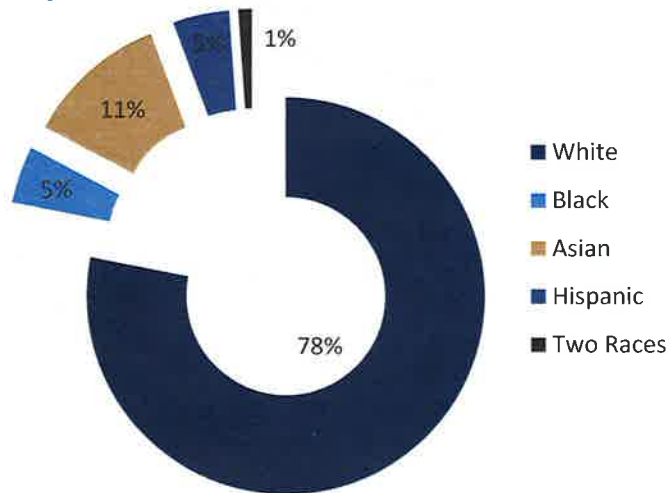
October, 2017



# ETHNICITY OF ALL EMPLOYEES

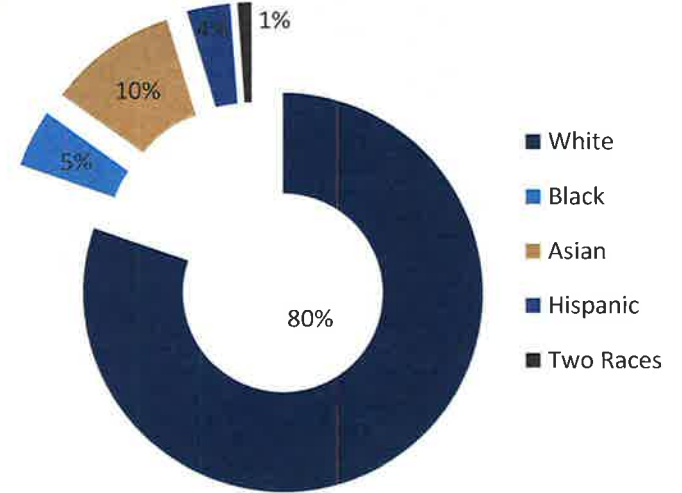
Goal = 25% Diverse

November,  
2016



3.2 Points from Goal

October,  
2017



5.2 Points from Goal



# DIVERSITY EFFORTS

## Current Practice

- Consistently review a large pool of candidates for open positions
- Open positions are posted to a variety of job boards including: Mass Careers website, MGC website, LinkedIn, Casino Careers
- Open positions are picked up by job search sites such as Indeed and Simply Hired
- Agency wide Diversity Training was held in 2016.

## Moving Forward

- We are working to reconnect with several affinity groups focused on the advancement of minority individuals.
- Will share open positions with these groups
- Will participate in job fairs and hold information sessions





# Comparing Original and Updated Results from the BGPS

Rachel A. Volberg

*October 26, 2017*

# Background

- Baseline population survey data collected in 2013/2014
  - NORC provided weights to align survey sample with adult MA population
  - Weights accounted for survey design, screening rates, completion rates
  - Post-stratified by region, age, gender, race/ethnicity
  - Weights used in analysis published in May 2015

# Background

- MGC expert review group established June 2013
- Starting in December 2014, SEIGMA team met regularly with expert review group to discuss baseline survey results
- Concern expressed regarding lack of individuals with low education in the sample
- Expert review group recommendations
  - Add education to weights
  - Use raking rather than post-stratification to align with MA population

# Background

- Construction of new weights completed in May 2016
- Several additional modifications made
  - Accounting for HH size (when known)
  - Accounting for education as well as gender, age, race/ethnicity
  - Raking used to align with MA adult population
  - Trimming used to improve accuracy of estimates

# Results

|                |                                | Post-Stratified % | Raked % |
|----------------|--------------------------------|-------------------|---------|
| Gender         | Male                           | 47.8              | 47.1    |
| Race/Ethnicity | White                          | 76.0              | 76.2    |
| Age            | 18-34                          | 31.5              | 29.2    |
|                | 35-54                          | 34.1              | 34.5    |
|                | 55+                            | 34.4              | 36.3    |
| Education      | <HS or HS/GED                  | 17.1              | 35.3    |
|                | Some college/BA                | 54.5              | 48.9    |
|                | Graduate/professional degree   | 28.4              | 15.9    |
| Income         | HH income <\$50,000            | 38.8              | 44.5    |
|                | HH income \$50,000 - \$100,000 | 29.7              | 27.8    |
|                | HH income >\$100,000           | 31.5              | 27.7    |

# Attitudes Toward Gambling

|  | Post-Stratified % | Raked % |
|--|-------------------|---------|
| Opinion: All gambling should be illegal                      | 11.5              | 12.8    |
| Opinion: Some legal/some illegal                             | 57.5              | 55.2    |
| Opinion: All gambling should be legal                        | 31.0              | 32.0    |
|  |                   |         |
| Opinion: Impact of gambling in MA harmful/very harmful       | 40.5              | 39.0    |
| Opinion: Impact of gambling in MA equal harm or benefit      | 20.0              | 18.9    |
| Opinion: Impact of gambling in MA beneficial/very beneficial | 39.4              | 42.1    |
|  |                   |         |
| Opinion: Gambling important as recreational activity to me   | 8.3               | 8.1     |

# Gambling Participation

|                  | Post-Stratified<br>% | Raked<br>% |
|------------------|----------------------|------------|
| All Gambling     | 72.2                 | 73.1       |
| All Lottery      | 59.2                 | 61.7       |
| Raffles          | 32.1                 | 31.5       |
| Casino           | 21.6                 | 21.5       |
| Sports Betting   | 13.2                 | 12.6       |
| Private Wagering | 11.6                 | 11.1       |
| Horse Racing     | 3.3                  | 3.4        |
| Bingo            | 2.9                  | 3.4        |
| Online           | 1.7                  | 1.6        |

# Problem Gambling

|                      | Post-Stratified<br>% | Raked<br>% |
|----------------------|----------------------|------------|
| Non-Gambler          | 27.5                 | 26.6       |
| Recreational Gambler | 63.4                 | 62.9       |
| At-Risk Gambler      | 7.5                  | 8.4        |
| Problem Gambler      | 1.7                  | 2.0        |



# Patron and License Plate Survey Report: Plainridge Park Casino 2016

**Laurie Salame**

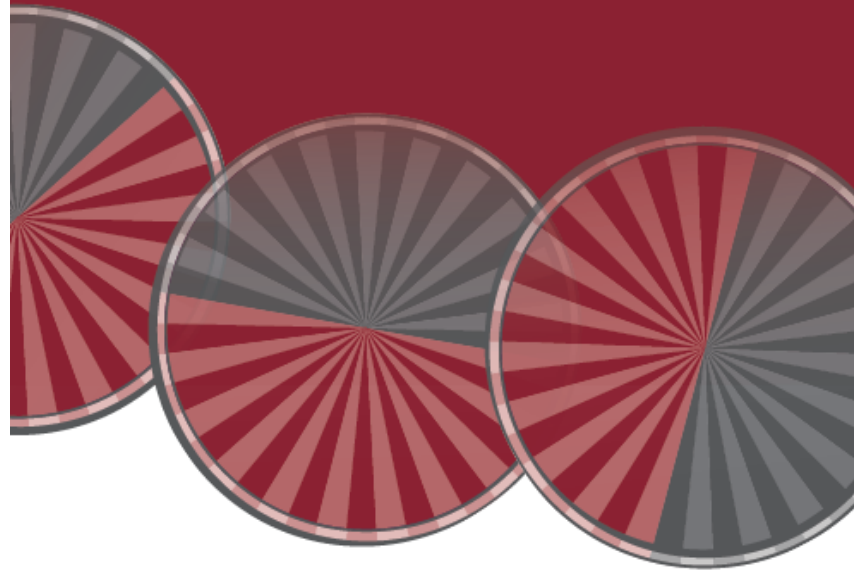
Isenberg School of Management, Department of Hospitality & Tourism

**Rachel A. Volberg**

School of Public Health & Health Sciences, Department of Epidemiology

*October 26, 2017*

PLAINRIDGE PARK CASINO  
PATRON SURVEY



# INTRODUCTION

# Goals/Objectives of SEIGMA

- Measure and determine impacts of casino facilities at the local, regional and state level
  - Social & health impacts
  - Economic & fiscal impacts



# Phases of Analysis

- Baseline analyses
  - Tracking conditions before gaming facilities
- Development/Construction
  - Measuring impacts as construction occurs at each gaming facility
- Operations
  - Measuring and monitoring impacts from operations of gaming facilities

# SEIGMA's Main Areas

## Social & Health Impacts

- General population surveys
- Targeted population surveys
- Online panel surveys
- Secondary data collection & analyses

## Economic & Fiscal Impacts

- REMI modeling using primary & secondary data
- Community comparison analysis
- Profiles of host communities
- Real estate data analysis

# Plainridge Park Casino (PPC)

- Opened on June 24, 2015 and operated by Penn National Gaming, PPC in Plainville MA offers seasonal harness racing, simulcast race wagering, 1,250 slot machines, several electronic table games, multiple MA lottery ticket terminals, and several food and beverage outlets



Photo credit: Boston Globe

# Patron survey was a joint effort

## **Social Impact Team:**

Robert Williams-PI

Rachel Volberg-PI

Martha Zorn

Ed Stanek

Brook Frye and  
other research  
assistants

Laurie  
Salame

## **Economic Impact Team at UMDI:**

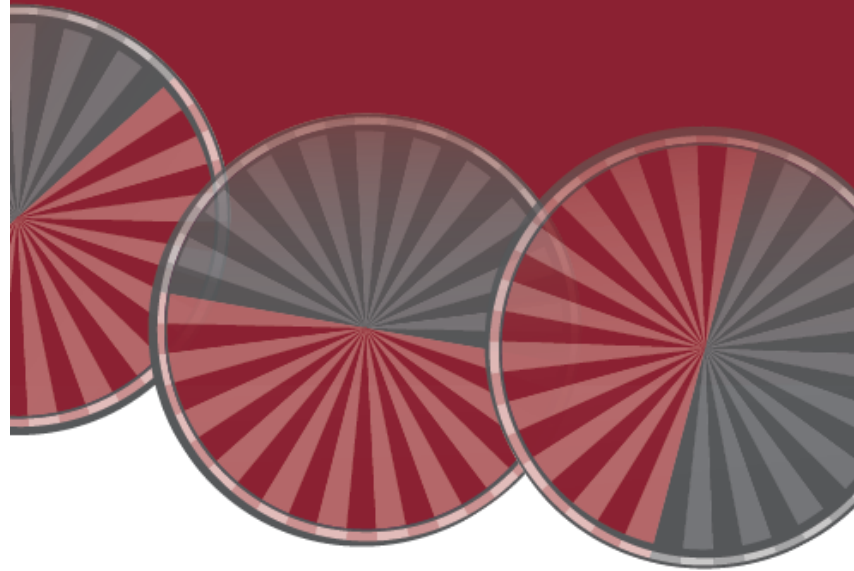
Rebecca Loveland

Carrie Bernstein

Thomas Peake

Rod Motamedi

PLAINRIDGE PARK CASINO  
PATRON SURVEY



**PATRON SURVEY**



# Purposes

- The geographic origin and demographic characteristics of people patronizing MA casinos
- The amount of monetary recapture
- The amount of casino patron spending on other on-site and off-site amenities
- The extent to which casino-related spending is reallocating money that would have been spent on other activities and products
- Patrons' perceptions and experience with the new venues
- Awareness and impact of the GameSense program

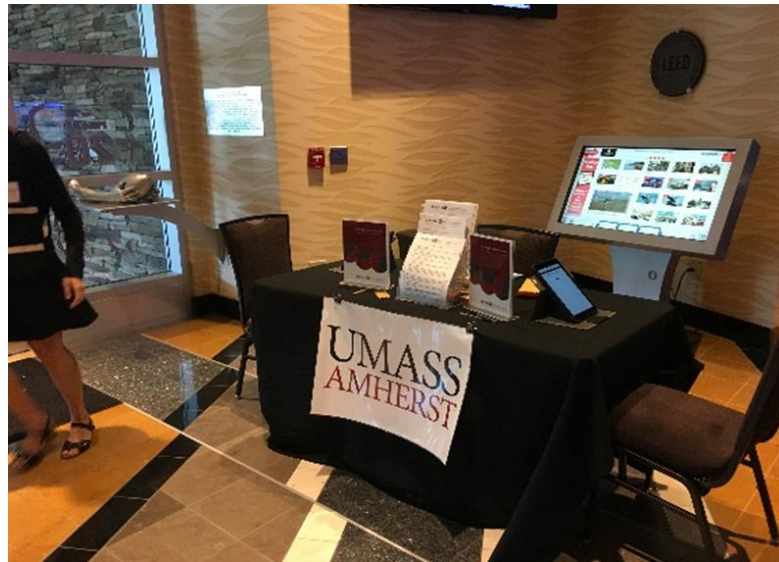
# Survey methods and logistics

- We used a unique methodology to make the sample as representative as possible

| Survey Day | Day of Week | Date    | Time    | # Surveys |
|------------|-------------|---------|---------|-----------|
| 1          | Saturday    | 2/20/16 | 12-4 pm | 75        |
| 2          | Monday      | 2/22/16 | 6-10 pm | 38        |
| 3          | Saturday    | 2/27/16 | 6-10 pm | 115       |
| 4          | Monday      | 2/29/16 | 12-4 pm | 45        |
| 5          | Saturday    | 7/30/16 | 12-4 pm | 49        |
| 6          | Monday      | 8/1/16  | 6-10 pm | 44        |
| 7          | Saturday    | 8/6/16  | 6-10 pm | 68        |
| 8          | Monday      | 8/8/16  | 12-4 pm | 45        |
| Total      |             |         |         | 479       |

# Recruitment

- Teams of 3-6 UMass surveyors were stationed at each exit
- **The Counter:** Tallied all exiting patrons
- **The Solicitor:** Asked every 6<sup>th</sup> exiting patron to participate in a self-administered 5-10 minute survey (with a \$5 Dunkin Donuts incentive)
  - Refusing patrons tallied by gender, age, and race
- **The Table Monitor:** Completed the transaction with the patron
- A total of 2,136 patrons were approached, with 479 patrons participating for a response rate of 22.4%
  - Response rate for individual questions were all above 88.5%

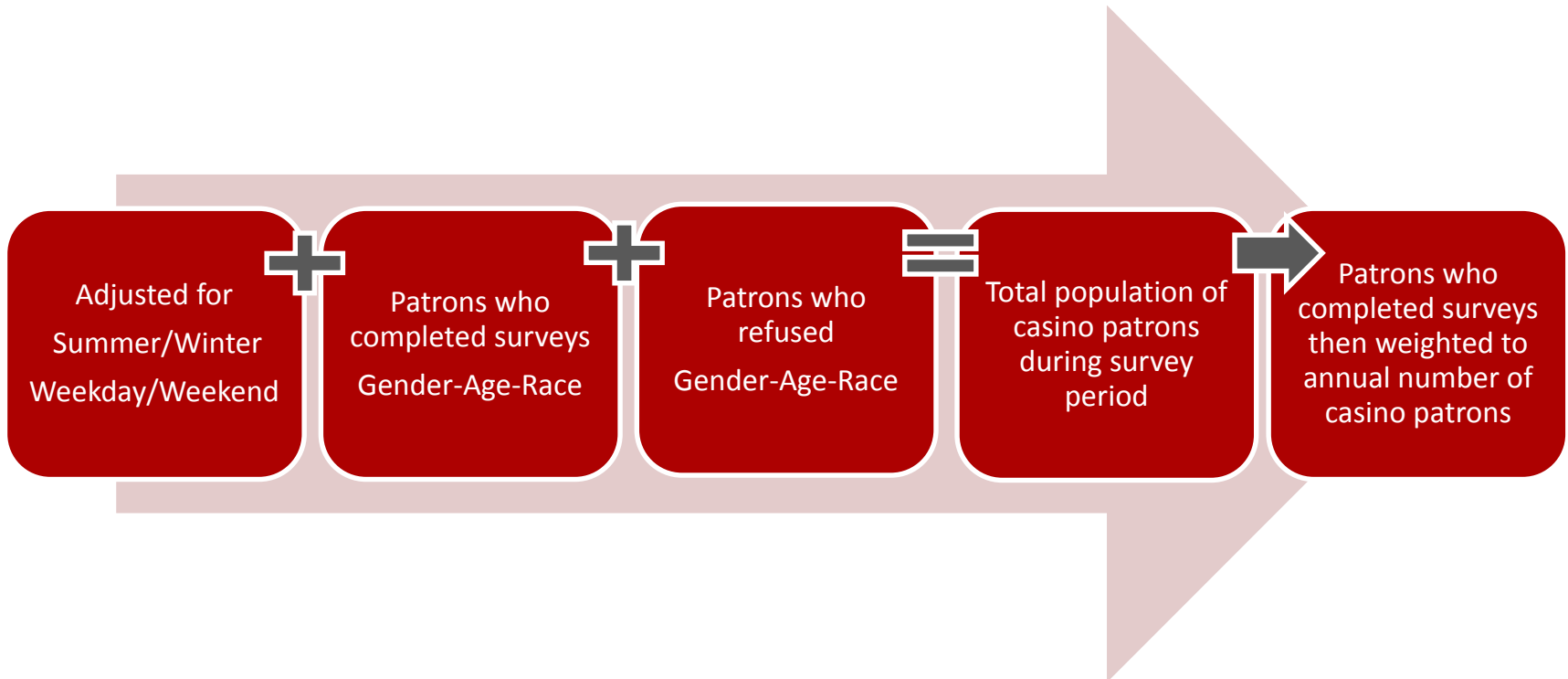


# Questionnaire

- The survey questionnaire contained 5 main sections:
  - Demographics
  - Access to and experience in the venue
  - Activities engaged in while at the venue
  - Activities participated in outside of the venue during the visit
  - Experience with the GameSense Program

# Weighting

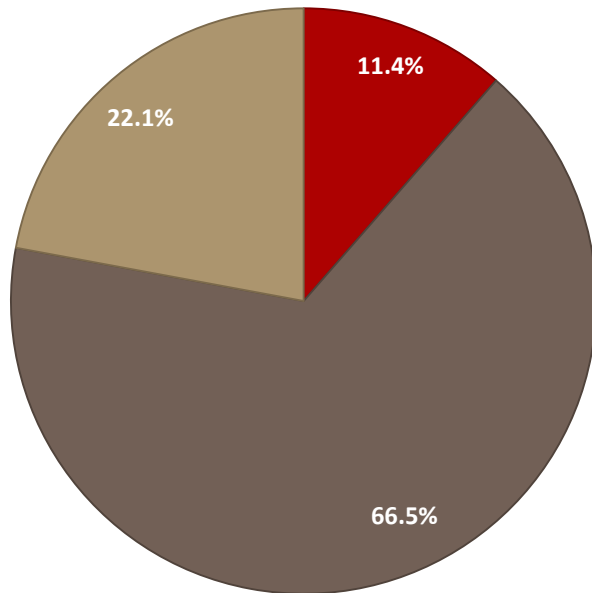
- The purpose of weighting is to correct for sampling biases due to season/day of week and because certain people are more or less likely to participate



# Results

- Data was collected during winter and summer to account for any seasonal differences in patronage
- In our report, we included all data by summer, winter, and combined
  - While there were some significant differences in several areas, these tended to be small in magnitude so here we present the combined results
- The fact that many significant differences were found confirms the importance of conducting future surveys in both winter and summer for each gaming facility in the state

# Geographic origin of patrons



- Host or surrounding community
- Other municipalities in MA
- Outside of MA or unknown



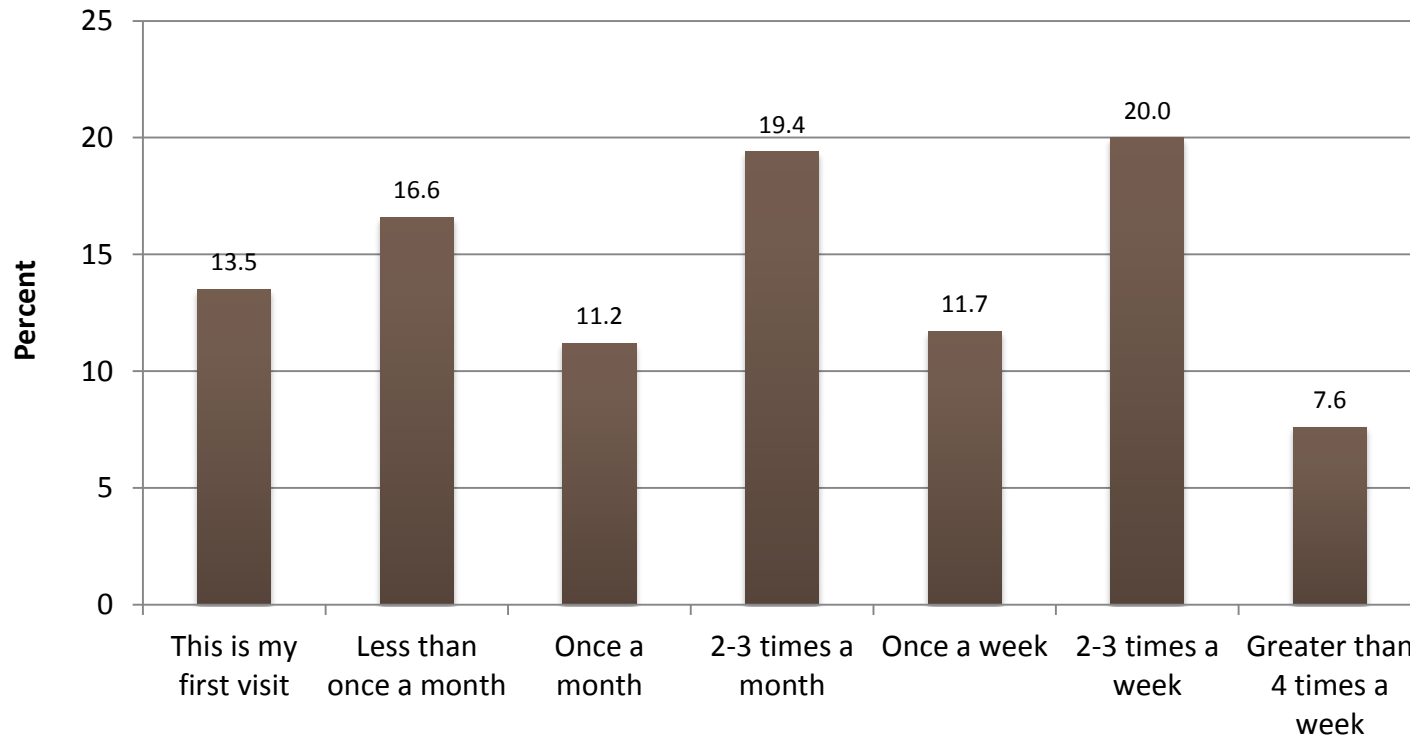


# Patron demographics

- Fairly evenly split between male and female
- 81.8% were white
- Mean age was 56
- 78.4% had “some college” or higher
- 59.1% employed and 30.5% retired
- Total annual household income was variable
  - 30.1% under \$50K
  - 40.2% \$50-100K
  - 29.6% over \$100K

# Frequency of visits

- 39.3% of patrons reported visiting once a week or more while 30.6% reported visiting 1-3 times a month

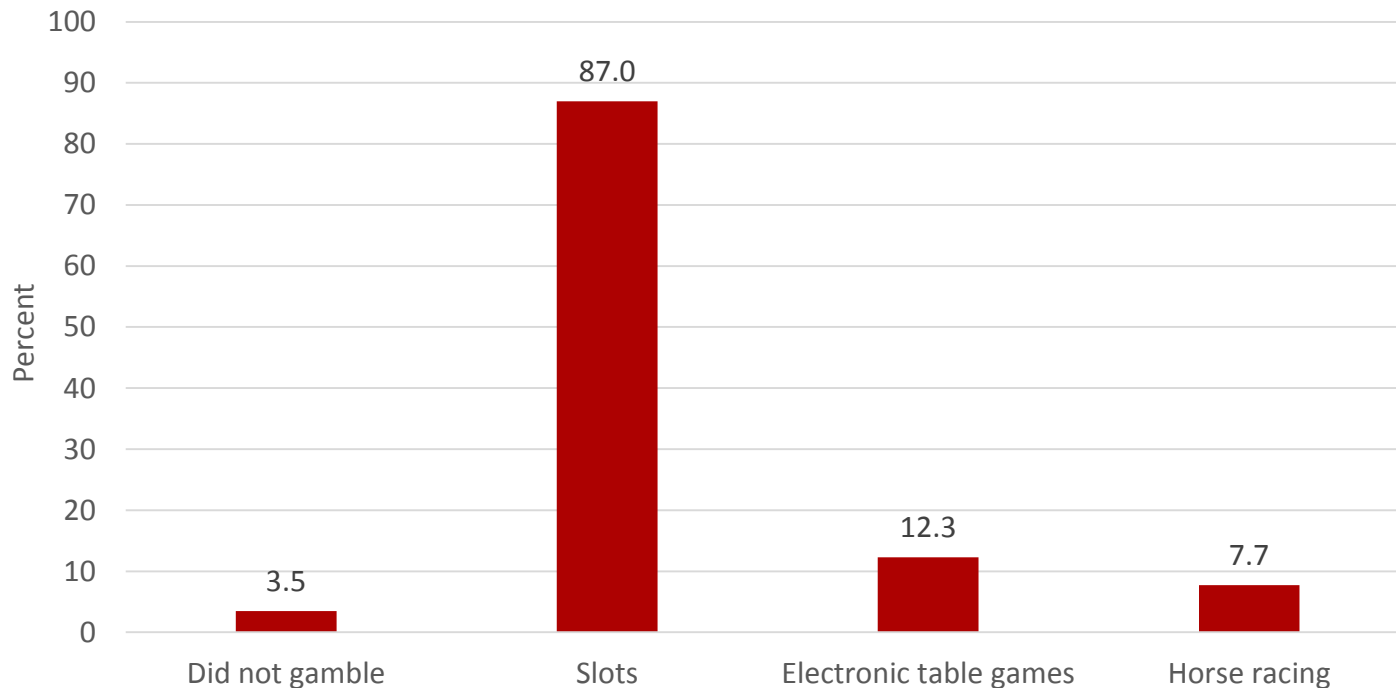


## Visit information

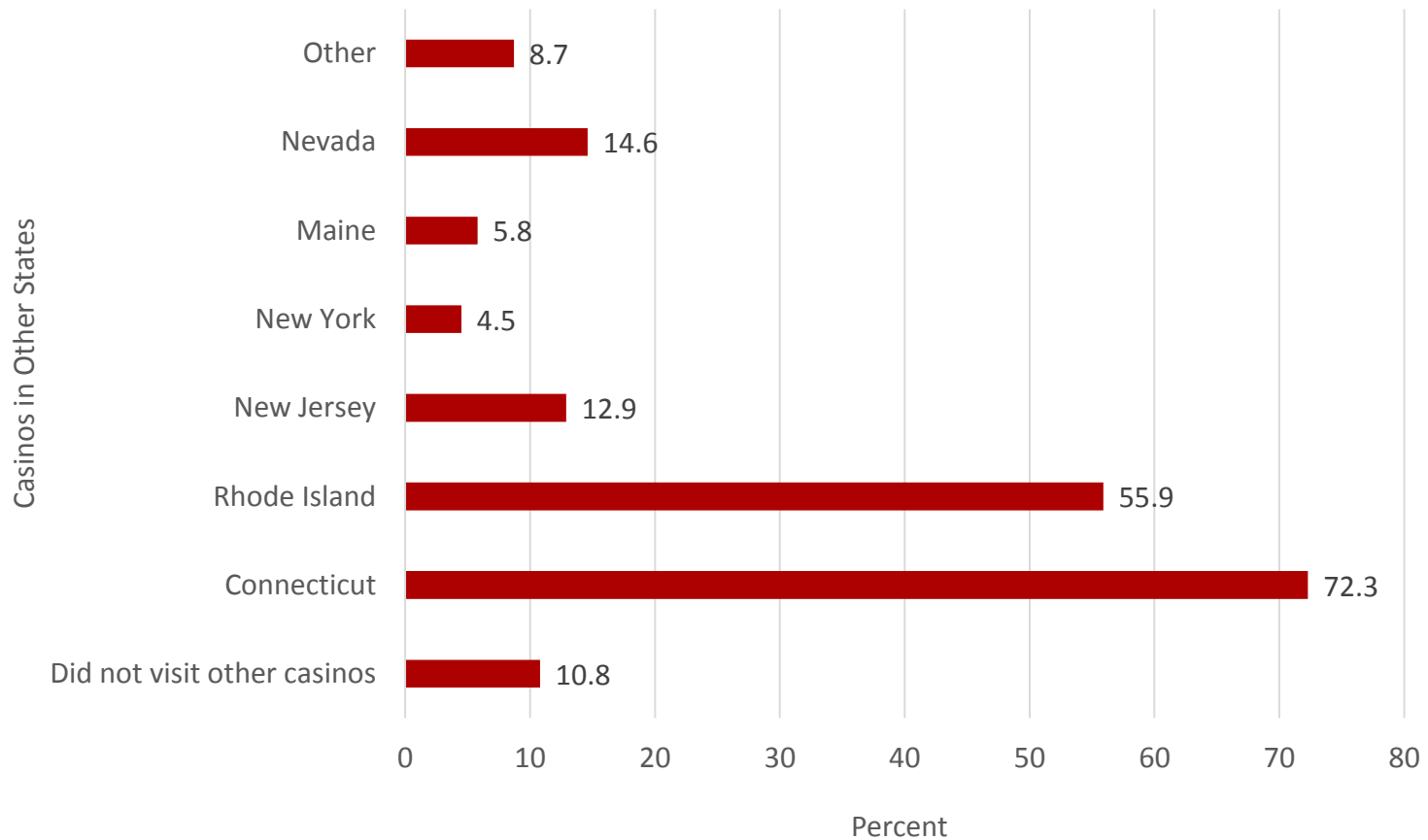
- About 64% of patrons reported PPC prompted them to visit Plainville and/or MA
  - Patrons from MA much more likely to visit because of the casino compared to those not from MA (69.5% vs. 46.6%)
- Out-of-state patrons overall visited MA for 3.4 days, with 55% staying for 1 day or less
- The majority of patrons (87.2%) reported having an enjoyable experience and most (83.8%) would return again

# Gambling activities

- Gambling was the clear motivating factor to visit PPC
  - Overall, 78% of patrons were loyalty card members (83% of slot players vs. 47% of horse racing patrons)

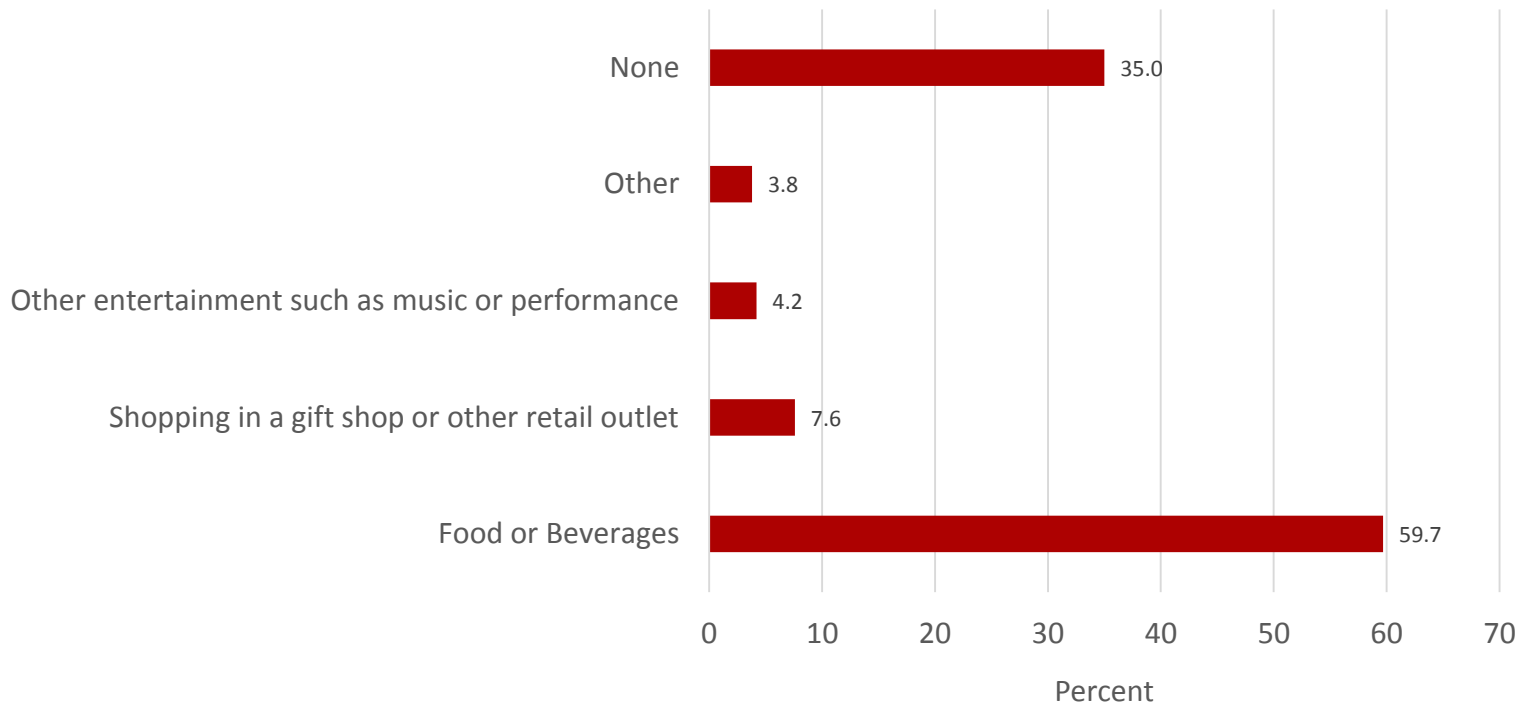


# Casinos visited in past year



# Non-gambling activities at PPC

- While over a third of the patrons did not participate in any non-gambling activities, almost 60% did purchase food or beverage (note that PPC does not “comp” drinks to players)



# Non-gambling activities off-site

- The majority of patrons did not participate in any off-site activities during their visit



# Expenditures

- The average self-reported expenditures were as follows:

|                       | All patrons | MA patrons |
|-----------------------|-------------|------------|
| Gambling              | \$96.39     | 78.6%      |
| Non-gambling on-site  | \$63.99     | 92.1%      |
| Non-gambling off-site | \$73.26     | 78.9%      |

- Based on revenue figures reported by PPC to MGC we were able to project the total amount of 2016 expenditures for MA vs. non-MA residents
  - Our estimate is that MA residents account for 79.1% of all gambling and non-gambling expenditure and non-MA residents account for 20.9%



# Economic modeling

- Patron survey data informed the subsequent economic modeling, which utilizes the PI+ economic impact model produced by Regional Economic Models Incorporated (REMI)
- The most important question: how would patrons have spent their money if PPC never opened?
  - Money that would have been spent out of state is “new” to MA
  - Money that would have been spent in MA comes with a cost to other businesses
- Results of the economic modeling are included in a separate Operations Report (presented 10/12/2017)

# How are patron types used

- Allows us to determine what economic activity would not have occurred in the state if PPC had not opened
  - How much money was recaptured from in-state residents who otherwise would have gambled out-of-state?
  - How much of PPC's revenue would have otherwise been spent elsewhere, and where?
  - How much out-of-state spending is new to MA?

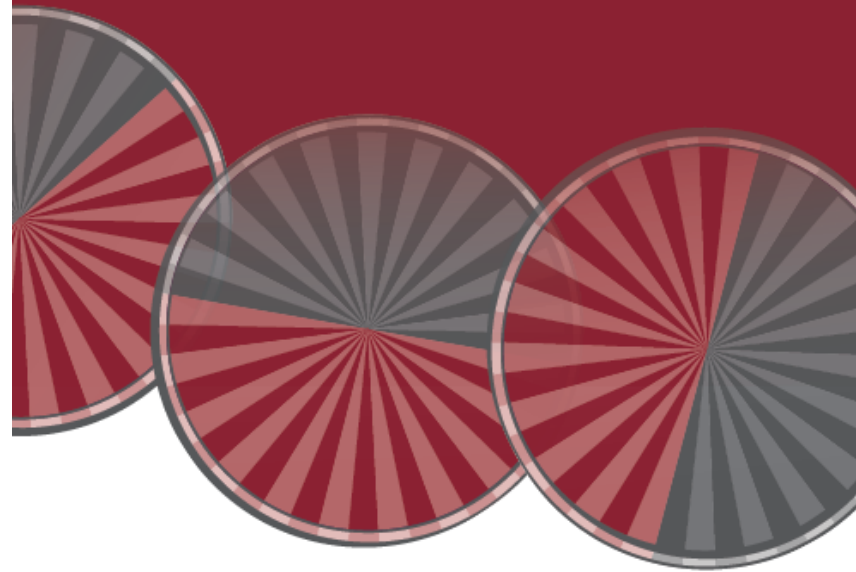
# Patron Spending at PPC

| <b>Source of Spending</b>                | <b>Spending<br/>(Millions of<br/>Dollars)</b> | <b>Share of<br/>Spending</b> |
|--|---|------------------------------|
| Recaptured Spending by In-State Patrons  | \$100.0                                       | 58.0%                        |
| Reallocated Spending by In-State Patrons | \$36.6  | 21.2%                        |
| Spending by Out-of-State Patrons         | \$36.0  | 20.8%                        |
| <b>Total</b>                             | <b>\$172.5</b>                                | <b>100.0%</b>                |

# GameSense

- In partnership with the Cambridge Health Alliance Division on Addictions (who are conducting a more thorough evaluation of GameSense), the Patron Survey included questions concerning patrons' experiences with the GameSense program
- 59.9% of patrons were familiar with the program, though only 17.4% of all patrons had interacted with a GameSense Advisor
  - Of those that did, 98.6% were satisfied with the information offered and 55.3% learned something new
  - 24.7% of patrons who reported having an interaction with a GameSense Advisor changed the way they gambled

PLAINRIDGE PARK CASINO  
PATRON SURVEY



# LICENSE PLATE SURVEY

# Purposes

- Test how well the results of this much simpler methodology approximates the Patron Survey's more precise and detailed estimates of patron origin and spending
- Test the performance of prior license plate surveys conducted by the Northeastern (formerly New England) Gaming Research Project (NEGPG)
  - Conducted every 2 years from 2004-2014

# Survey methods and logistics

- 2-person team conducted license plate counts of all guest parking areas during the same time that we were on-site for the Patron Survey
- Our methodology differed in several ways, for example:

|             | <b>NEGRP</b>   | <b>SEIGMA</b>   |
|-------------|--|---|
| Timing      | <ul style="list-style-type: none"><li>- 1x/yr, mid-Feb</li><li>- 5 consecutive days, Thur-Mon including President's Day</li><li>- Surveyed 4x each collection day (9-11am, 2-4pm, 7-9pm, 12am-2am)</li></ul> | <ul style="list-style-type: none"><li>- 2x/yr, winter &amp; summer</li><li>- 4 days each time spread over 2 weeks, peak and non-peak Sat &amp; Mon</li><li>- Surveyed 1x each collection day (12-4pm or 6-10pm)</li></ul> |
| Sample Size | 1,500 @ large casinos<br>200 @ small casinos   | All license plates  |

# Results

- Weighted geographic origin of all people in the Patron Survey vs. those in the License Plate Survey

|                      | MA    | RI    | Other | TOTAL  |
|----------------------|-------|-------|-------|--------|
| Patron Survey        | 77.9% | 12.0% | 10.0% | 100.0% |
| License Plate Survey | 82.9% | 10.6% | 6.6%  | 100.0% |

- Our analysis of estimated % of revenue

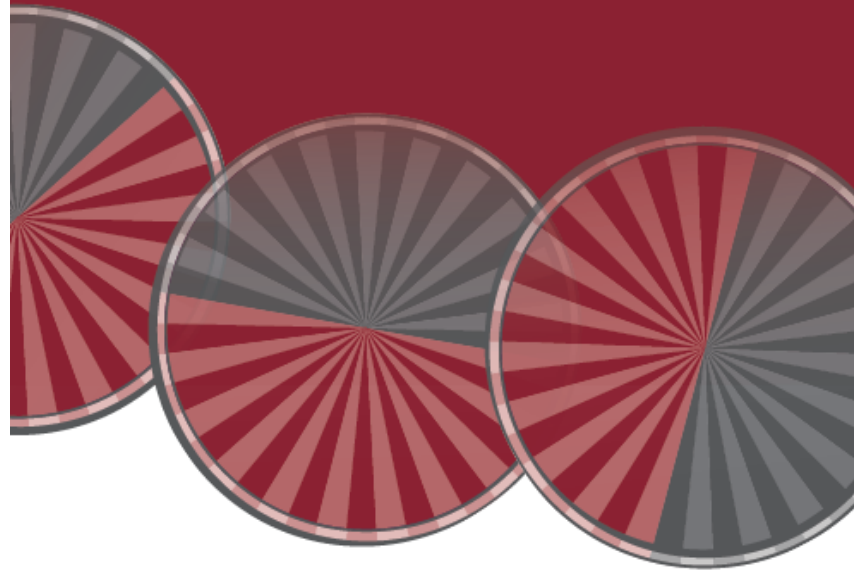
|                      | MA residents | Non-MA residents |
|----------------------|--------------|------------------|
| Patron Survey        | 79.1%        | 20.9%            |
| License Plate Survey | 82.9%        | 17.1%            |



# What does this mean?

- The License Plate Survey using the SEIGMA methodology appears to closely approximate the Patron Survey in estimating geographic origin of *overall* patronage and the percentage of revenue from MA vs. non-MA residents
  - But it is not as accurate when we look at the sub-categories of spending, i.e. gambling vs. non-gambling, on-site and off-site
- This was an important exercise to enable us to compare Patron Survey data to other data developed over the years
- The full Patron Survey demonstrates the value of our approach and we will continue to conduct License Plate Surveys concurrent with future Patron Surveys

PLAINRIDGE PARK CASINO  
PATRON SURVEY



**QUESTIONS?**

# PATRON AND LICENSE PLATE SURVEY REPORT: PLAINRIDGE PARK CASINO 2016

## Abstract

This report presents the results of the first patron survey at Plainridge Park Casino, completed in 2016. This and future patron surveys are an important part of the Massachusetts Gaming Commission's research agenda. These surveys provide the only data collected directly from casino patrons regarding their geographic origin and expenditures. These data are important to ascertain the influx of new revenues to the venue and the Commonwealth, and to measure any monies diverted from other sectors of the economy. The concurrent license plate survey assesses the accuracy of prior estimates of out-of-state casino expenditure and provides corroborating information about patron origins.

## Authors

**Laurie Salame**  
**Robert J. Williams**  
**Martha Zorn**  
**Thomas Peake**  
**Rachel A. Volberg**  
**Edward J. Stanek**  
**Alissa Mazar**

**October 13, 2017**

## Authorship

**Laurie Salame**, Senior Lecturer, University of Massachusetts Amherst Isenberg School of Management, Department of Hospitality and Tourism Management, is an Expert Advisor on the SEIGMA project and responsible for bridging the work of the social and economic teams in the development of the Patron Survey and report. Salame led the survey implementation, including training of the SEIGMA surveyors and their supervision in the field. Salame is also the lead author of the report.

**Robert J. Williams**, Professor, University of Lethbridge, Faculty of Health Sciences, is a Co-Principal Investigator on the SEIGMA project and provided oversight of the survey design, methods, implementation, and analysis of both the patron survey data and license plate survey data.

**Martha Zorn**, SEIGMA Data Manager, University of Massachusetts Amherst School of Public Health and Health Sciences, was responsible for data management, data cleaning, and data analysis and contributed to all sections of the report.

**Thomas Peake**, Research Analyst, University of Massachusetts Donahue Institute, contributed to the design of the patron survey questionnaire, data analysis, and the expenditure portion of the report.

**Rachel A. Volberg**, Research Associate Professor, University of Massachusetts Amherst School of Public Health and Health Sciences, is the study Principal Investigator and responsible for the overall leadership of the project as well as oversight of the patron survey design, implementation, and analysis.

**Edward J. Stanek**, Professor, University of Massachusetts Amherst School of Public Health and Health Sciences, contributed sections of the report related to weighting.

**Alissa Mazar**, SEIGMA Project Manager, University of Massachusetts Amherst School of Public Health and Health Sciences, contributed to general revisions and sections related to the key findings, weighting, and limitations of this report.

## Acknowledgements

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## Executive Summary

The original research plan for the Social and Economic Impacts of Gambling in Massachusetts (SEIGMA) study identified the need for patron surveys at all licensed gaming facilities in the state. These surveys would enable the research team to ascertain the geographic origin and demographics of people patronizing Massachusetts casinos. Asking patrons directly about their gambling and non-gambling expenditures during casino visits would help the MGC and other stakeholders better understand the economic impacts of the new gambling establishments on the Commonwealth. Through economic analysis, the data would offer a glimpse into the amount of spending that is “new” to the state or “recaptured” back to the state. It would also shed light on the amount of spending which has been “reallocated” from other activities and products. The surveys would also be useful in understanding patrons’ perceptions and experiences with the new venues and begin to track the impact of responsible gambling measures such as the GameSense program. The research plan calls for patron surveys to be conducted at all Massachusetts casinos shortly after opening and repeated at regular intervals.

Located in Plainville, MA, Plainridge Park has been the home to harness racing and simulcast horse racing since 1999. It is currently owned and operated by Penn National Gaming. Plainridge Park Casino (PPC) became Massachusetts’ first casino when it opened its doors on June 24, 2015. In addition to its existing racing offerings, the property now contains 1,250 slot machines and several electronic table games. Patron surveys at this venue took place during the winter and summer of 2016 and will be repeated in 2018.

Given the purpose of the patron surveys, SEIGMA members from both the social and economic teams collaborated closely on the project, working together to create and implement the survey, and later to analyze the data and report on the findings contained in this report. One of the important and unique aspects of this survey was the great lengths the team took to capture a sample of patrons that was as representative as possible. This included: conducting the survey 6-12 months after the venue had opened in order to allow patronage to settle; sampling patronage in both winter and summer months and during peak and non-peak days and times; and appropriately weighting the sample to account for response bias. In total, 479 surveys were completed for a response rate of 22.4%.

### Key Findings

The geographic origin of patrons is important in understanding the economic impact of PPC. Patrons who come from the immediate area may not bring as much new economic activity to the region as patrons who are coming from other parts of the state or from outside of the state. In total:

- 11.4% of patrons were from the host (Plainville) or surrounding communities (Attleboro, Foxborough, Mansfield, North Attleboro, Wrentham)
- 66.5% of patrons were from other communities in Massachusetts
- 19.2% of patrons were from outside of Massachusetts
- 2.9% of patrons did not enter a zip code, thus their origin is unknown

Compared to the general adult Massachusetts population, demographically, patrons were:

- substantially older
- somewhat more likely to be White
- more likely to have obtained higher education
- more likely to have an annual household income between \$50,000 and \$100,000

The great majority of patrons (87.0%) played the slot machines, with much smaller proportions playing electronic table games (12.3%) and betting on horse racing (7.7%). Over three-quarters of patrons (77.8%) reported that they had a Marquee Rewards® loyalty card. Nearly 90% of patrons had visited casinos in other jurisdictions in the past year with the majority having visited casinos in Connecticut (72.3%) and Rhode Island (55.9%).

Concerning patron participation in non-gambling activities at PPC and off-site:

- at the casino, over a third of patrons (35.0%) reported not participating in any non-gambling activities
- 59.7% reported buying food or beverages at the casino
- the majority of patrons (67.2%) did not participate in any off-site activities
- 21.4% bought food or beverages off-site, 11.2% went to retail outlets off-site, and 3.2% spent money on other entertainment

In terms of their self-reported spending, PPC patrons reported an average expenditure of:

- \$96.39 on gambling at the casino during their visit
- \$63.99 on non-gambling amenities at the casino during their visit
- \$73.26 on non-gambling activities outside the casino during their visit

These data were used to estimate the total amount of gambling and non-gambling expenditures for all PPC patrons as well as the proportion of spending attributable to Massachusetts and non-Massachusetts residents. Overall:

- Massachusetts residents are estimated to account for 78.6% of all gambling revenue at PPC, 92.1% of non-gambling revenue at PPC, and 78.9% of non-gambling spending outside of PPC. This represents \$134 million, \$6 million, and \$3 million respectively.
- Collectively, Massachusetts residents are estimated to account for 79.1% of all gambling and non-gambling revenue with non-Massachusetts residents accounting for 20.9%

To inform the economic model, six groups of casino patrons were identified based on: (1) where they were from, (2) whether they would have gambled elsewhere if PPC did not exist, and (3) whether PPC prompted their visit to the area. In particular, “recaptured” and “reallocated” patron spending are two expenditure groups that are especially important in understanding the economic impact of PPC. “Recaptured” spending is spending by Massachusetts residents who would otherwise have spent their money at an out-of-state casino. “Reallocated” spending is spending by Massachusetts residents who would have spent their money on other goods and services within the state had PPC not opened. Results showed that:

- 69.8% of patrons reported they would have gambled in another state (i.e., Connecticut or Rhode Island) if there was not a casino in Massachusetts
- Over half of overall gambling and non-gambling spending at Plainridge Park Casino (58.3% and 50.4%, respectively) is estimated to be “recaptured” spending by Massachusetts residents
- A total of 16.3% of gambling spending by Massachusetts residents is estimated to have been “reallocated” from other goods and services
- Residents of the Greater Boston region (which includes Plainville and several surrounding communities) account for the majority of recaptured gambling spending (49.7%) and recaptured non-gambling spending (66.4%) at the casino. Most of the remaining recaptured spending is accounted for by residents of the Southeast region. Patrons from Greater Boston and the

Southeast regions represent over 85% of reallocated gambling and non-gambling spending at the casino.

We also examined patron expenditures as a function of household income. While comprising 50% of the population, income groups below the median household income in Massachusetts (i.e., \$70,000) account for 54.4% of PPC gambling revenue, 37.8% of non-gambling revenue at PPC, and 42.3% of non-gambling revenue outside of PPC. A more fine-grained analysis shows that both the lowest and highest income groups contributed proportionally less gambling revenue relative to their prevalence in the population, with the lower middle income groups contributing proportionally more.

A small number of questions in the patron survey assessed patrons' experiences with GameSense, the responsible gambling educational program required by the Massachusetts gambling law. There was fairly high awareness of the GameSense program (59.9% of patrons). Among patrons with an awareness of GameSense, 17.4% reported interacting with a GameSense Advisor. Among this group of patrons, one out of four (24.7%) reported changing the way they gambled as a result of this interaction.

Of final note, the License Plate Survey estimated that 82.9% of overall gambling and non-gambling revenue was derived from Massachusetts residents, which is close to the 79.1% calculated by the more precise Patron Survey. Thus, the License Plate Survey methodology in the present study does provide a reasonable approximation to the Patron Survey, which lends support to previous estimates of out-of-state Massachusetts casino expenditures reported by the Northeastern Gaming Research Project.

## **Limitations**

Due to the nature of patron surveys, which are based on an intercept convenience sample, there are limitations to the results, which the reader should keep in mind. These limitations include: the non-randomness of the sample; asking hypothetical questions about spending; and the performance of the Demographic Accuracy Test to understand non-response bias.

First, the development of projected expenditure totals for all PPC patrons and the percentage of these expenditures that could be attributed to Massachusetts and non-Massachusetts residents are based on a non-probabilistic methodology. There was a diligent effort to implement a sampling design that best reflected the average PPC patron. Using Google visitation data, days and times of the week were purposefully selected in an effort to increase representativeness. Nonetheless, randomness is not an attribute of the patron sample. Therefore, reported results should be viewed in this context and with this limitation.

There are also limitations in asking hypothetical questions (i.e., whether the patron would have spent money on out-of-state gambling if a gambling venue in Massachusetts was unavailable and what they would have spent their money on if they had not come to this venue). There may be a mismatch between what people *say they would have done* versus *what they would have actually done*. Due to the limits of hypothetical questions, we avoided asking such questions whenever possible. Nonetheless, the hypothetical questions asked were critical in establishing the counterfactuals necessary to understand PPC's impact on patron spending.

Finally, while the Demographic Accuracy Test developed to assess the accuracy of the UMass student surveyors in estimating the demographic characteristics of eligible patrons performed well, the question of how the results of this test translate into accurate assessments during data collection requires further investigation. In future surveys, all surveyors will complete the test and their performance in the field will be evaluated further.

# Patron Survey

## Introduction

### Purpose

The original research plan for the Social and Economic Impacts of Gambling in Massachusetts (SEIGMA) study clearly identified the need for patron surveys. Patron surveys accomplish several goals related to the socioeconomic impacts of expanded gambling. More specifically, they establish:

1. **The geographic origin and demographic characteristics of people patronizing Massachusetts casinos**
  - The geographic origin of patrons helps identify whether the impacts of the facility are localized, statewide, or multistate.
  - Geographic origin is the only method available for estimating the amount of out-of-state patronage. The spending of these out-of-state patrons represents “new” revenue to the state, which has important economic value.<sup>1</sup>
  - The demographic profile of casino patrons in terms of age, gender, race/ethnicity, and income helps establish whether casinos disproportionately impact certain subgroups of the population more than others.
2. **The amount of monetary recapture**
  - Knowing the amount of money that Massachusetts residents reported that they would have spent at out-of-state casinos if the new casino did not exist allows us to understand what share of patron spending can be considered “recaptured” to Massachusetts.
3. **The amount of casino patron spending on other on-site and off-site amenities**
  - Casino visitation often generates beneficial economic spin-offs to other sectors of the economy. These include hotels, car rentals, gas stations, food, and other forms of entertainment. The size of these economic spin-offs can be estimated from the self-report of casino patrons.
4. **The extent to which casino-related spending is reallocating money that would have been spent on other activities and products**
  - Some casino-related spending is cannibalized from other sectors of the economy (often from other forms of gambling and/or other forms of entertainment). The magnitude of this reallocated spending can also be estimated from the self-report of casino patrons.

In addition to the primary goals above, patron surveys provide an opportunity to assess:

5. **Patrons’ perceptions and experience with the new venues**
6. **Awareness and impact of responsible gambling measures such as the GameSense program**

This report addresses each of these issues.

---

<sup>1</sup> The proportion of spending by out-of-state patrons who would have visited the community regardless of the casino does not count as “new” spending but is important to account for as well.

## Plainridge Park Casino

Plainridge Park Casino is a harness racing track and slot machine parlor located in Plainville, Massachusetts. It is owned and operated by Penn National Gaming. The track opened for simulcast wagering on March 17, 1999 and held its first day of live racing a month later on April 19, 1999.

The Expanded Gaming Act, passed in 2011, authorized up to three casino resorts and one slot parlor. Penn National was awarded the gaming license for a slot parlor at Plainridge Park on February 28, 2014. On June 24, 2015, Plainridge Park Casino opened to the public. In addition to simulcast horse racing and seasonal live harness racing, the facility houses 1,250 slot machines, several electronic table games, and several instant ticket and lottery ticket machines/terminals.

Plainridge Park Casino is open 24 hours and contains several restaurants, lounges, and food court eateries, with nightly entertainment available at one of its lounges. The venue has 1,620 parking spaces. Plainridge Park Casino is the first of the new gambling venues to open in Massachusetts, with MGM Springfield slated to open in September 2018 and Wynn Boston Harbor slated to open in June 2019.

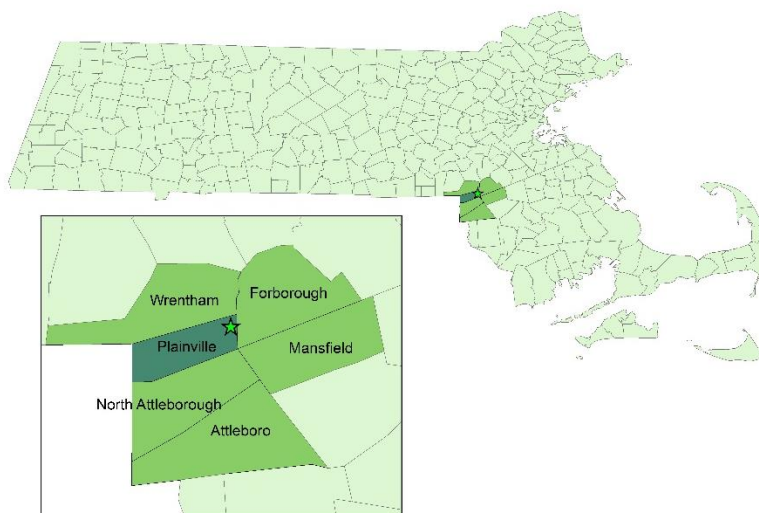
**Figure 1 Plainridge Park Casino**



Photo credit: Plainridge Park Casino

Figure 2 below shows the location of Plainville and the MGC-designated surrounding communities.

**Figure 2 Map of Plainville and surrounding communities**



## Methodology

### Ethical Approval

The protocol entitled “Social and Economic Impacts of Gambling in Massachusetts: Plainridge Park Casino Patron Survey” (#2015-2859), which included data collection procedures and all survey materials, received expedited Institutional Review Board (IRB) approval on February 22, 2016, with the approval being renewed on December 27, 2016. In addition to internal IRB compliance, all necessary personnel received Collaborative Institutional Training Initiative (CITI) certification.

### Timing and Sampling Periods

The timing of the survey and the specific sampling periods were selected so as to obtain as representative a sample as possible. This involved (1) waiting 6-12 months after the casino opened to allow patronage volume and demographic characteristics to settle (i.e., Feb 2016 and Jul/Aug 2016); (2) splitting the data collection between the winter and the summer to take account of potential seasonal differences in patronage;<sup>2</sup> (3) spreading each data collection period over a two week time span; and (4) sampling during both peak (Saturday) and non-peak (Monday) days as well as during peak (6 -10 pm) and non-peak (12 – 4 pm) hours. Each site visit was for a 4-hour fixed period of time, sampling every 6<sup>th</sup> exiting patron. The length of time on site and the sampling number (i.e., every 6<sup>th</sup> patron) were determined based on pilot visits to the venue, which allowed us to estimate business volume and response rates needed to achieve a goal of collecting 500 completed surveys. Table 1 identifies the specific dates and times as well as the number of completed surveys collected during each sampling period.

**Table 1 Patron Survey Schedule and Completion Numbers<sup>3</sup>**

| Survey Day | Day of Week | Date      | Time    | # Available | # Non-exits | # missed | # Refusals | # Surveys |
|------------|-------------|-----------|---------|-------------|-------------|----------|------------|-----------|
| 1          | Saturday    | 2/20/2016 | 12-4 pm | 446         | 99          | 30       | 242        | 75        |
| 2          | Monday      | 2/22/2016 | 6-10 pm | 162         | 22          | 11       | 91         | 38        |
| 3          | Saturday    | 2/27/2016 | 6-10 pm | 546         | 76          | 17       | 338        | 115       |
| 4          | Monday      | 2/29/2016 | 12-4 pm | 262         | 41          | 17       | 159        | 45        |
| 5          | Saturday    | 7/30/2016 | 12-4 pm | 347         | 62          | 13       | 223        | 49        |
| 6          | Monday      | 8/1/2016  | 6-10 pm | 223         | 31          | 8        | 140        | 44        |
| 7          | Saturday    | 8/6/2016  | 6-10 pm | 478         | 83          | 19       | 308        | 68        |
| 8          | Monday      | 8/8/2016  | 12-4 pm | 232         | 27          | 0        | 160        | 45        |
| Total      |             |           |         | 2696        | 441         | 115      | 1661       | 479       |

### Survey Team and Patron Recruitment

SEIGMA Expert Advisor Laurie Salame, J.D., Senior Lecturer in the Isenberg School of Management, Department of Hospitality and Tourism Management, led the survey team. Thirty-two University of Massachusetts (UMass) undergraduate students (11-14 during any given shift) administered the surveys. These surveyors were supervised on-site at all times by Ms. Salame and Brook Frye, a graduate student research assistant. UMass transportation services provided transport for surveyors to and from the venue. While on-site, surveyors brought their own food and beverage and utilized only the restrooms. Each surveyor received up to five hours of training, including CITI certification, to ensure professional,

<sup>2</sup> Online research conducted by Robert Williams found that northeastern United States summer casino revenues tend to be ~20% higher than revenues at other times of the year, which is in part due to increased “tourist” traffic.

<sup>3</sup> Refusal rates were examined by season, day of week and time of day. Significant differences were only found by season (see Table 15 in Appendix C).

knowledgeable, and polite interactions. Although the need did not arise during data collection, team members were trained to refer patrons in distress to the GameSense Advisor on duty.

Teams of 3-6 student surveyors, wearing UMass attire and Plainridge Park Casino visitor credentials, were stationed near each of the three exits beside a small table with chairs. The table displayed the University of Massachusetts banner as well as “Frequently Asked Questions” hand-outs in English, Spanish, and Mandarin.

The roles of the team members were as follows:

- One team member (**the counter**) counted and kept a tally of all patrons exiting the venue.
- When the 6<sup>th</sup> person exiting was reached,<sup>4</sup> another team member (**the solicitor**) approached that patron and, using a specific script (see Appendix A), asked if they had 5-10 minutes to complete a short, self-administered, confidential survey and receive a \$5 Dunkin Donuts gift card as compensation. If the patron indicated they were not exiting the facility (i.e., just going outside to smoke or use the ATM), the solicitor recorded a “non-exit.” If the patron declined to participate, the solicitor recorded, to the best of their ability, the gender, race, and age range of that patron.
- If the patron agreed to participate, the solicitor escorted the patron to the table where another team member (**the table monitor**) provided more information about the survey (i.e., its purpose, that it was anonymous, that participants could stop at any time, the time required, and the option of completing the survey via paper and pencil or electronically). The table monitor then provided the patron a survey number along with either an iPad to complete the survey electronically (via SurveyGizmo) or a paper survey, depending on the patron’s preference. The printed version was available in English, Mandarin, and Spanish; the electronic version was available in only English. A total of 287 people opted for the electronic questionnaire and 192<sup>5</sup> completed the printed questionnaire (9 in Mandarin and 1 in Spanish). The purpose of the self-administered format was to maximize the validity of responses to potentially sensitive questions (e.g., gambling expenditure, income). However, when requested, the survey questions were asked orally and the interviewer entered the responses (this option was rarely used). When the survey was complete, the interviewer gave the patron a \$5 gift card along with a thank you note and recorded the transaction on the gift card inventory sheet.
- Team members switched roles roughly every hour and the two supervisors moved between the various exits to monitor each team throughout the 4-hour period.

The final obtained sample size was 479, which was 96% of the desired sample size of 500.

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<sup>4</sup> When people were departing in groups, the counter continued to count each exiting patron and the person to come out of the group who was the 6<sup>th</sup> exiting patron was approached. In the rare situation when people were “tied” as the 6<sup>th</sup> patron, i.e. walking towards the exit side-by-side, the solicitor randomly selected which person to approach. This was true during times when there were exiting bus patrons as well. To reassure patrons, Ms. Salame coordinated with the bus drivers to ensure that they did not leave until the last patron had completed the survey. There was only one occasion when a bus had to wait for a patron to finish and the wait was only a few minutes.

<sup>5</sup> The high number of paper surveys was primarily due to the team’s inability to get online with the iPads on February 27<sup>th</sup>, a busy Saturday night. Thus, 105 of the 115 surveys collected that night were completed using the print version.



## **Questionnaire**

The questionnaire contained five sections. The content of each section is presented briefly here and the full questionnaire is included in Appendix B.

### **Demographics**

The questionnaire asked respondents about their gender, age, marital status, highest level of education, employment status, veteran status, household income, race/ethnicity, and zip code. The demographic categories used were identical to those used in other SEIGMA surveys.

### **Access to and experience in the venue**

This section included questions about transportation used to get to the venue, whether any problems were experienced getting to the venue, frequency of visiting the venue, whether the venue prompted their visit to the area, length of visit to Massachusetts, use of a loyalty or rewards card, satisfaction with the venue, what they liked most about their visit, and plans to return to the venue.

### **Activities engaged in while at the venue**

Questions in this section involved the non-gambling activities the respondents engaged in while at the venue (food or beverage, shopping, entertainment, and/or other), and their total expenditure on these non-gambling activities. Patrons were also asked whether they gambled at the facility and, if so, which type of gambling they participated in and their total gambling expenditure. An additional question inquired about casinos in other states that the respondent had visited in the past year.

### **Activities participated in outside of the venue during the visit**

The questionnaire asked about other activities patrons participated in outside the venue but within the area, as well as their total expenditure on these activities. Additional questions in this section asked whether the patron would have spent money on out-of-state gambling if a gambling venue in Massachusetts was unavailable, and which other activities they would have spent their money on if they had not come to this venue.

### **Experience with the GameSense program**

Patrons were asked if they were aware of the GameSense program in the venue and had spoken to a GameSense Advisor. Respondents who responded positively were asked further questions about their GameSense experience. (Note: questions in this section were chosen by the Cambridge Health Alliance Division on Addictions, who are conducting a specific evaluation of the GameSense program).

## **Data Cleaning**

All paper surveys were manually entered into SurveyGizmo; a random sample of 20% of the records were selected and the accuracy of these entries verified. All SurveyGizmo files were then downloaded and converted to a SAS file. These individual files were then checked for anomalous values. The main data cleaning occurred with expenditure values. Self-reported gambling expenditure tends to be somewhat unreliable due to a tendency, particularly among heavy and/or problem gamblers, to report being a “winner.” This is despite its implausibility and objective evidence to the contrary (Williams et al., 2017; Wood & Williams, 2007). Consequently, the present study adopted a protocol used in previous research which has been shown to improve the validity of self-reported expenditures. More specifically, this involved winsorizing all extreme values greater than 4 standard deviations from the average and converting all reported wins to zero (Volberg et al., 2015; Williams et al., 2017; Wood & Williams, 2007).

(Note: winsorization of all values greater than 4 standard deviations was also used for self-reported *non-gambling* expenditure).<sup>6</sup>

### **Response Rate**

The survey response rate refers to the proportion of eligible individuals who completed a survey. The response rate is an important indicator of the potential for bias in a survey since individuals who choose not to complete a survey may differ from those who do in meaningful ways. It should be noted that while the risk of obtaining a biased sample increases as a function of lower response rates, the sample will still be representative unless there are systematic differences in the characteristics of people opting versus not opting to do the survey.

In the present situation, every 6<sup>th</sup> individual exiting the casino during the data collection periods was considered an eligible respondent. The surveyors approached a total of 2,140 patrons exiting the casino and invited them to complete the survey. A total of 479 patrons agreed and all 479 completed the survey. This represents a response rate of 22.4%.<sup>7</sup> Response rates for individual questions were all above 88.5%, as shown in Appendix C.

### **Weighting the Data**

Weighting the data in this report was done to correct for sampling biases based on: (1) seasonality and period of the week and (2) certain types of people being more or less likely to answer the questionnaire. This weighting was done to make the sample more representative of the population of PPC casino patrons in calendar year 2016.

### **Accounting for Differences in Patron Volume by Season and Period of Week**

The first step of the weighting procedure accounts for differences in patron volume based on season and period of the week. Data collection took place in both the winter and summer in order to account for any potential seasonal differences in patronage.<sup>8</sup> While there were significant differences in the patronage volumes in the winter and summer, these differences were small in magnitude.<sup>9</sup> Nonetheless, to increase the precision of our estimates, our weights adjust for seasonality. In addition, our weighting also accounts for the significant difference in patronage volume based on weekdays versus weekends.

PPC uses a bi-directional counting system from TRAFSYS.com that can distinguish between people entering and exiting the casino. At our request, PPC provided the SEIGMA research team with entry counts by hour and day of the week for each month in calendar year 2016. We consider these data to be a better source for weighting than the visitation data from Google Analytics (used to plan the Patron Survey). The entry counts track passages into the casino but do not count unique patrons, since persons exiting and reentering the casino (i.e., for smoking, etc.) are counted each time they enter the casino. The entry counts also do not distinguish between patrons and PPC employees.

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<sup>6</sup> Twenty-five percent of the respondents reported gambling expenditure wins, which were set to zero. About 1% of respondents who reported gambling expenditures had their losses winsorized. Winsorizing of expenditures occurred for less than 1% of respondents who reported non-gambling expenditures in PPC and a little over 1% of the respondents who reported non-gambling expenditures out of PPC.

<sup>7</sup> An additional 115 patrons exited the casino and were not solicited to complete a survey due to all surveyors being occupied with other participants (even though they were the 6<sup>th</sup> person leaving the venue). If these 115 patrons were included in the calculations, the response rate would be 21.2%.

<sup>8</sup> The detailed tables found in Appendix F present the data separately for winter, summer, and combined.

<sup>9</sup> While the magnitude of the differences tended to be small, the fact that there were significant differences confirms the importance of conducting future Patron Surveys in both winter and summer.

The SEIGMA team reviewed the TRAFSYS data relative to the study design assumptions made for the Patron Survey based on Google Analytics data. Based on the TRAFSYS data, there were 97.3% more entry counts on Saturdays versus Mondays in 2016. These two days had the highest and lowest entry counts of any day in the week. This confirmed that Saturday was the peak visitation day.

The 4-hour time periods of 6-10 PM and 12-4 PM were selected as periods of relatively high volume, with one period reflecting peak volume. Based on TRAFSYS data, Saturday entry counts from 6-10 PM were 15.7% higher than 12-4 PM entry counts. In contrast, Monday entry counts from 12-4 PM were 88.2% higher than 6-10 PM counts. For each day, the high volume 4-hour entry period was the highest volume period during the day.

These entry patterns suggested that the week be divided into ‘weekday’ and ‘weekend’ periods. We defined weekdays as beginning at 12:01 AM Monday and ending at 6 PM on Friday. Weekends were defined as beginning at 6:01 PM Friday and ending at 12:00 midnight Sunday. Using these definitions and TRAFSYS data, 55.5% of the entries occurred during the weekdays while 44.5% of the entries occurred during the weekend. These weekday/weekend percentages were relatively stable across the months in 2016. Using the TRAFSYS data for 2016, there were more entries counted in the Summer compared to the Winter. The 2016 TRAFSYS entry data from PPC was used to account for differences in patron volume by season (Fall/Winter and Spring/Summer) and period of the week (weekday/weekend).<sup>10</sup>

**Table 2 Entry Counts from TRAFSYS in 2016 by Season (Percent of Winter Counts)**

| Season (2016)        | Percent of Winter Counts |
|----------------------|--------------------------|
| Spring (March-May)   | 106.0%                   |
| Summer (June-August) | 107.7%                   |
| Fall (Sept.-Nov.)    | 96.6%                    |
| Winter (Dec.-Feb.)   | 100.0%                   |

The specifics of our weighting calculations are presented in Appendix E.

### **Weighting to Account for Refusal Rate**

The next step in the weighting process established the population characteristics during the sampling periods. This involved combining the age category, race/ethnicity category, and gender of people who completed the survey (and reported these demographic characteristics in their survey) with the age, race/ethnicity, and gender of people who declined to complete the survey (as recorded by the survey team). The demographics of people who completed the survey were then weighted to match the gender, race/ethnicity, and age range of the total population of casino patrons during the survey periods. The reliability and validity of this weighting procedure depends on the accuracy of the survey team in correctly identifying the age, gender, and race/ethnicity of refusals and whether there are any systematic biases in the errors. The following section presents the results of this analysis.

### **Rater Accuracy of Demographic Characteristics**

After pilot testing and refinement, a *Demographic Accuracy Test* (Appendix D) was constructed that consisted of 36 photographs of people with known demographic characteristics. These 36 photographs comprised 18 males, 18 females; 12 individuals age 18-29, 12 individuals age 30-49, and 12 individuals

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<sup>10</sup> Table 2, which presents the TRAFSYS data, shows that while patronage was 7.7% higher in the summer, it did not reach the 20% increase that was anticipated.

age 50 and older; 12 Caucasians, 12 Asians, and 12 Blacks. The 12 UMass students employed in the summer 2016 Plainridge Park Casino Patron Survey took the *Demographic Accuracy Test* and were asked to identify the gender, age category, and ethnic/racial category of each picture. The demographics of the students themselves were as follows: 6 males, 6 females; 11 aged less than 30, 1 in the 30-50 age grouping; 6 Caucasians, 5 Asians, and 1 Black.

Student surveyors identified each picture correctly between 25% (#30: 30-50 Asian female) and 100% (11 pictures) of the time, with an overall average of 86.1% correct identification. All of the errors on #30 involved raters identifying this person to be older than she actually was. However, this appears to be a problem with the selected image, rather than difficulty with these demographic characteristics, as the accuracy for the picture displaying the other 30-50 year old Asian female (#23) was 83.3%. (Removing #30 increases the overall rating accuracy to 87.9%). In general, there was no significant difference in the correct identification of the pictures as a function of the demographic features they contained:

- Male pictures were correctly identified 88.0% of the time compared to 84.7% for female pictures;  $t(34) = .755, p = .455$  (2 tail)
- Age < 30 pictures were correctly identified 82.6% of the time, compared to 83.3% for age 30-50 pictures, and 92.4% for age 50+ pictures;  $F(2, 33) = 1.244, p = .301$  (2 tail)
- Caucasian pictures were correctly identified 88.2% of the time, compared to 80.6% for Asian pictures, and 89.6% for Black pictures;  $F(2, 33) = 1.174, p = .322$  (2 tail)

Individual student surveyors had an accuracy ranging from 80.6% to 91.7%, with an average accuracy of 86.1%. There was no significant difference in the accuracy of raters as a function of their gender or race/ethnicity:

- Male raters had an average accuracy of 87.5% compared to 84.7% for female raters;  $t(10) = .953, p = .363$  (2 tail)
- Caucasian raters had an average accuracy of 88.9% compared to 83.4% for non-Caucasian raters;  $t(10) = 1.341, p = .210$  (2 tail)

These results indicate that the accuracy of the student surveyors was quite high, without any significant difference in accuracy as a function of demographic characteristics of the pictures being rated or the demographic characteristics of the raters themselves.

Based on the test performance of the raters, we concluded that it was reasonable to combine the demographic characteristics of people who completed the survey with the assessed demographic characteristics of people who refused to do the survey in order to establish the demographic characteristics of the total population of casino patrons during the survey periods. This allowed us to then create weights for the completed surveys so that their demographic profile (gender, race/ethnicity, and age range) matched the gender, race/ethnicity, and age range profile of the population of casino patrons. In general, refusal rates (and weights) were somewhat higher for males, people younger than 50, and non-Caucasians.

Unless otherwise noted, all reported results represent these weighted values.

## Results

The results of the patron survey provide a nuanced picture of who patronizes Plainridge Park Casino, and their behavior in and out of the casino. The results presented here offer both a general overview of the data collected as well as a more in-depth analysis in some key areas.

### Geographic Origin and Demographic Characteristics of Patrons

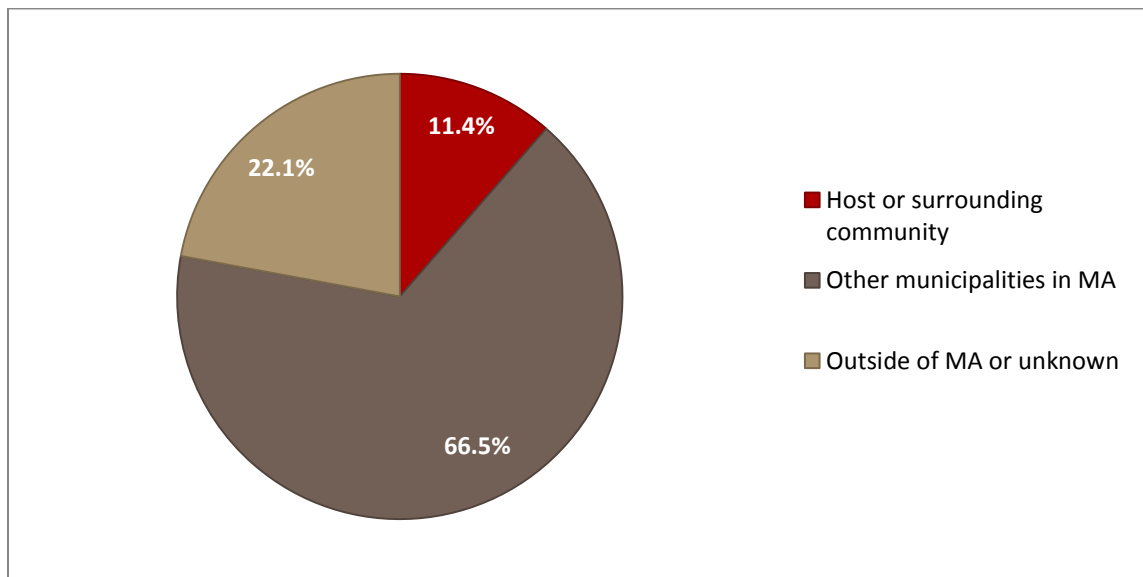
#### Geographic Origin

The first question in the survey asked for participants' zip code, which was used to determine geographic origin. The geographic origin of patrons helps identify how the facility's presence affects the region. Patrons who come from the immediate area may not bring as much new economic activity to the region as patrons who are coming from other parts of the state or from outside of the state. Knowing where patrons come from allows the use of economic modeling to analyze recapture and reallocation of revenues. We grouped patrons into three geographic regions: (1) host and surrounding communities (defined by the Massachusetts Gaming Commission as the municipality where the venue is physically located and municipalities in close proximity to the venue that are likely to be impacted by the venue<sup>11</sup>); (2) other communities in Massachusetts; and (3) outside of Massachusetts. In total:

- 11.4% of patrons were from the host (Plainville) or surrounding communities (Attleboro, Foxborough, Mansfield, North Attleboro, Wrentham)
- 66.5% of patrons were from other communities in Massachusetts
- 19.2% of patrons were from outside of Massachusetts
- 2.9% of patrons did not enter a zip code, thus their origin is unknown

For analytic purposes, we combined the patrons who did not report a zip code with the patrons from outside of Massachusetts in Figure 3.

**Figure 3 Geographic Origin of Patrons**



Note: This information is also contained in Table 48 in Appendix F

<sup>11</sup> Information about host and surrounding community designation can be found on the Massachusetts Gaming Commission's website: <http://massgaming.com/about/2017-community-mitigation-fund/host-surrounding-communities/>

As seen in Table 48, there were no significant differences in geographic origin of patrons by season in which data collection took place.

### Demographic Profile

Table 3 below illustrates that the gender of casino patrons was evenly distributed (51.6% male versus 48.3% female). The overwhelming majority of patrons were White (81.8%), with much smaller proportions of patrons classified as Hispanic (4.5%), or Black (5.1%). The majority of patrons were middle-aged or older, with a mean age of 56 years. Educational attainment was relatively high, with 78.4% having attended college or obtained a university or college degree. Household income was quite variable, with the modal income group being in the \$50,000 to \$99,999 range. Although not reported in Table 2 (as this information was not available from the Massachusetts census), Table 49 in Appendix F shows that the majority of patrons were employed (59.1%), and almost one third of patrons (30.5%) were retired. Almost seven in ten patrons were married, living with a partner, or widowed (68.1%) and 13.6% were divorced or separated. Finally, about one in seven patrons (15.9%) had served in the military.

### Demographics Compared to the Massachusetts Population

Table 3 compares key demographic characteristics of patrons to the general adult Massachusetts population from the 2015 Census. This table shows that the Plainridge Park Casino patrons from Massachusetts were similar to the Massachusetts population in terms of gender. However, they were substantially older, somewhat more likely to be White, more likely to have attended some college or to have a Bachelor’s degree, and more likely to have an annual household income between \$50,000 and \$100,000.

**Table 3 Patron Demographics Compared to Massachusetts Population**

|                    |                   | Plainridge Park Casino Patrons |                |      |     |                |                |      |     | Massachusetts     |     |
|--------------------|-------------------|--------------------------------|----------------|------|-----|----------------|----------------|------|-----|-------------------|-----|
|                    |                   | Entire Sample                  |                |      |     | MA residents   |                |      |     | 2015 <sup>3</sup> |     |
|                    |                   | N <sup>1</sup>                 | N <sup>2</sup> | %    | SE  | N <sup>1</sup> | N <sup>2</sup> | %    | SE  | %                 | SE  |
| Gender             | Female            | 262                            | 892,889        | 48.3 | 2.8 | 204            | 693,564        | 47.6 | 3.2 | 47.9              | 0.3 |
|                    | Male              | 203                            | 954,709        | 51.6 | 2.8 | 166            | 759,783        | 52.2 | 3.2 | 52.1              | 0.3 |
|                    | Transgender/other |                                |                | NSF  |     |                |                | NSF  |     | NA                | NA  |
| Race/<br>Ethnicity | Hispanic          | 21                             | 81,949         | 4.5  | 1.2 |                |                | NSF  |     | 9.6               | 0.2 |
|                    | White alone       | 380                            | 1,504,476      | 81.8 | 2.5 | 304            | 1,186,567      | 82.5 | 2.8 | 75.5              | 0.2 |
|                    | Black alone       | 24                             | 93,618         | 5.1  | 1.4 | 19             | 56,187         | 3.9  | 1.1 | 6.4               | 0.1 |
|                    | Asian alone       |                                |                | NSF  |     |                |                | NSF  |     | 6.4               | 0.1 |
|                    | Some other race   |                                |                | NSF  |     |                |                | NSF  |     | 0.8               | 0.1 |
|                    | Two or more races |                                |                | NSF  |     |                |                | NSF  |     | 1.3               | 0.1 |
| Age                | 18-20             |                                |                | NSF  |     |                |                | NSF  |     | 5.6               | 0.1 |
|                    | 21-24             |                                |                | NSF  |     |                |                | NSF  |     | 7.3               | 0.1 |
|                    | 25-34             | 22                             | 98,118         | 5.8  | 1.4 | 19             | 88,167         | 6.5  | 1.7 | 17.4              | 0.2 |
|                    | 35-54             | 132                            | 594,216        | 34.8 | 2.9 | 106            | 451,425        | 33.3 | 3.1 | 33.6              | 0.2 |
|                    | 55-64             | 133                            | 437,516        | 25.7 | 2.6 | 104            | 338,921        | 25.0 | 2.9 | 16.8              | 0.2 |
|                    | 65-79             | 124                            | 484,545        | 28.4 | 2.6 | 101            | 396,293        | 29.3 | 2.9 | 13.9              | 0.2 |
|                    | 80+               | 16                             | 59,763         | 3.5  | 1.0 | 13             | 48,358         | 3.6  | 1.1 | 5.3               | 0.1 |
| Education          | Less than high    | 28                             | 87,474         | 4.7  | 1.0 | 20             | 65,473         | 4.5  | 1.1 | 9.7               | 0.2 |
|                    | HS or GED         | 83                             | 312,211        | 16.9 | 2.0 | 66             | 259,463        | 17.9 | 2.4 | 25.5              | 0.2 |
|                    | Some college      | 184                            | 742,445        | 40.2 | 2.8 | 147            | 566,189        | 39.1 | 3.1 | 26.2              | 0.2 |
|                    | BA                | 110                            | 487,427        | 26.4 | 2.7 | 91             | 387,150        | 26.7 | 3.1 | 22.4              | 0.2 |

|                         |                                 | Plainridge Park Casino Patrons |                |      |     |                |                |      |     | Massachusetts     |     |
|-------------------------|---------------------------------|--------------------------------|----------------|------|-----|----------------|----------------|------|-----|-------------------|-----|
|                         |                                 | Entire Sample                  |                |      |     | MA residents   |                |      |     | 2015 <sup>3</sup> |     |
|                         |                                 | N <sup>1</sup>                 | N <sup>2</sup> | %    | SE  | N <sup>1</sup> | N <sup>2</sup> | %    | SE  | %                 | SE  |
|                         | Graduate or professional degree | 54                             | 198,275        | 10.7 | 1.6 | 41             | 153,834        | 10.6 | 1.8 | 13.7              | 0.2 |
|                         | PHD                             |                                |                | ---  |     |                |                | ---  |     | 2.4               | 0.1 |
| Annual household income | Less than \$15,000              | 24                             | 110,267        | 6.3  | 1.5 | 16             | 79,173         | 5.8  | 1.7 | 6.9               | 0.1 |
|                         | \$15,000-<30,000                | 39                             | 137,592        | 7.9  | 1.4 | 32             | 111,984        | 8.2  | 1.6 | 8.7               | 0.2 |
|                         | \$30,000-<50,000                | 69                             | 278,910        | 15.9 | 2.0 | 52             | 205,882        | 15.0 | 2.2 | 12.6              | 0.2 |
|                         | \$50,000-<100,000               | 168                            | 702,738        | 40.2 | 2.9 | 133            | 542,569        | 39.6 | 3.2 | 27.9              | 0.2 |
|                         | \$100,000-<150,000              | 76                             | 310,285        | 17.7 | 2.5 | 61             | 252,916        | 18.5 | 2.9 | 20.6              | 0.2 |
|                         | \$150,000 and more              | 61                             | 208,894        | 11.9 | 1.7 | 52             | 177,410        | 13.0 | 1.9 | 23.2              | 0.2 |

<sup>1</sup>Unweighted N refers to the total number of respondents who answered this question

<sup>2</sup>Weighted N is the estimated total number of patrons who visited Plainridge Park Casino in 2016

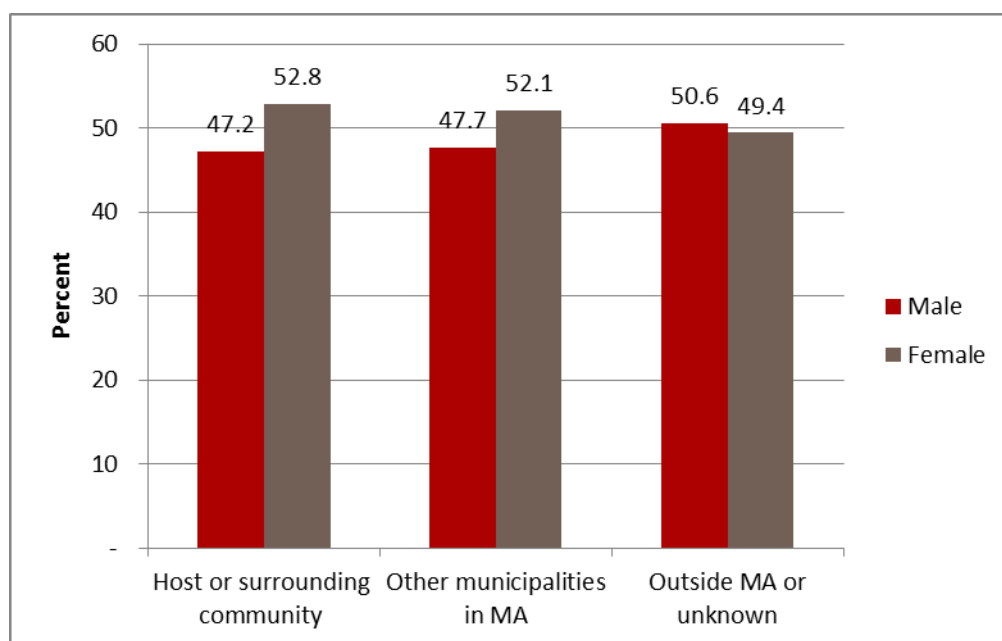
<sup>3</sup>Source: U.S. Census Bureau, 2015 American Community Survey PUMS

Note: Insufficient information (NSF) indicates estimates are unreliable, relative standard error >30%

### Demographics by Geographic Origins

Figure 4-Figure 6 present the demographics of patrons broken out by geographic region. Figure 4 illustrates that 52.8% of patrons from host or surrounding community, 52.1% of the patrons from other municipalities in Massachusetts, and 49.4% of patrons from outside of Massachusetts or where origin was unknown were male. There was not a significant gender difference by geographic origin.

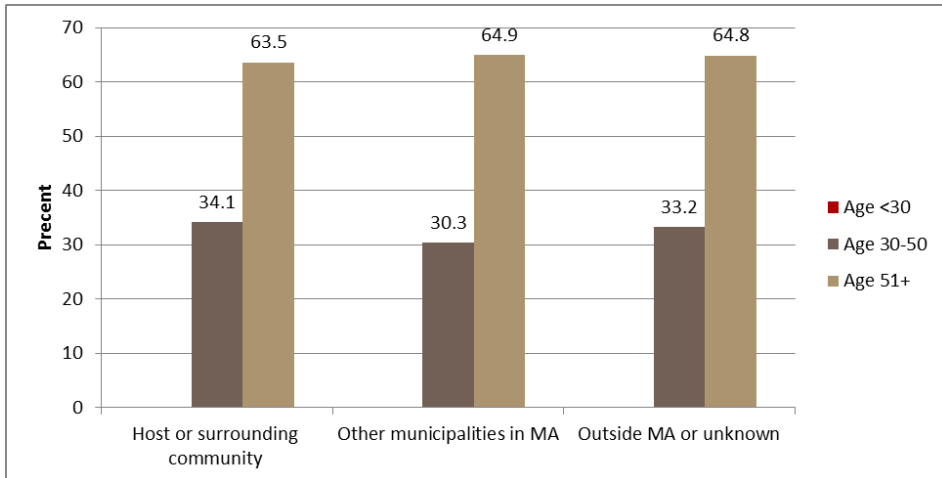
**Figure 4 Gender by Geographic Origin**



Note: This information is also contained in Table 50 in Appendix F

Figure 5 shows that there were no significant differences in age among patrons from different geographic regions. This is reflected in the mean and median ages as well, with the mean ranging from 54.1 to 56.9 across the three regions and the median ranging between 57 and 58 across the three regions.

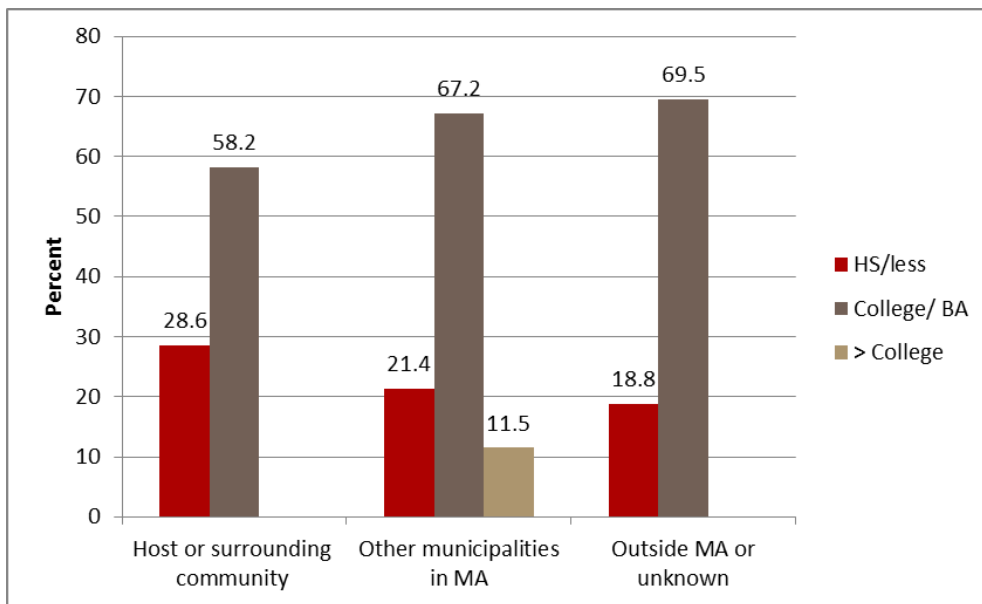
**Figure 5 Age by Geographic Origin**



Note: Some data are not shown due to unreliable estimates or cell size less than 6  
 Note: This information is also contained in Table 50 in Appendix F

Figure 6 demonstrates that 28.6% of patrons from the host or surrounding communities, 21.4% patrons from other Massachusetts municipalities and 18.8% of patrons from outside of Massachusetts or origin unknown had a high school education or less. The difference in education by geographic region is not statistically significant.

**Figure 6 Education by Geographic Origin**



Note: Some data are not shown due to unreliable estimates or cell size less than 6  
 Note: This information is also contained in Table 50 in Appendix F

While not presented graphically, patrons from the host and surrounding communities were significantly more likely to be White (97.0%) compared with those from other municipalities in Massachusetts (80.1%) or from outside Massachusetts or origin unknown (79.2%). Almost three quarters (72.0%) of patrons from the host and surrounding communities, 56.2% of patrons from other Massachusetts municipalities, and 60.8% of patrons from outside of Massachusetts or origin unknown were employed. The difference in employment by geographic region is not statistically significant. Table 50 in Appendix F



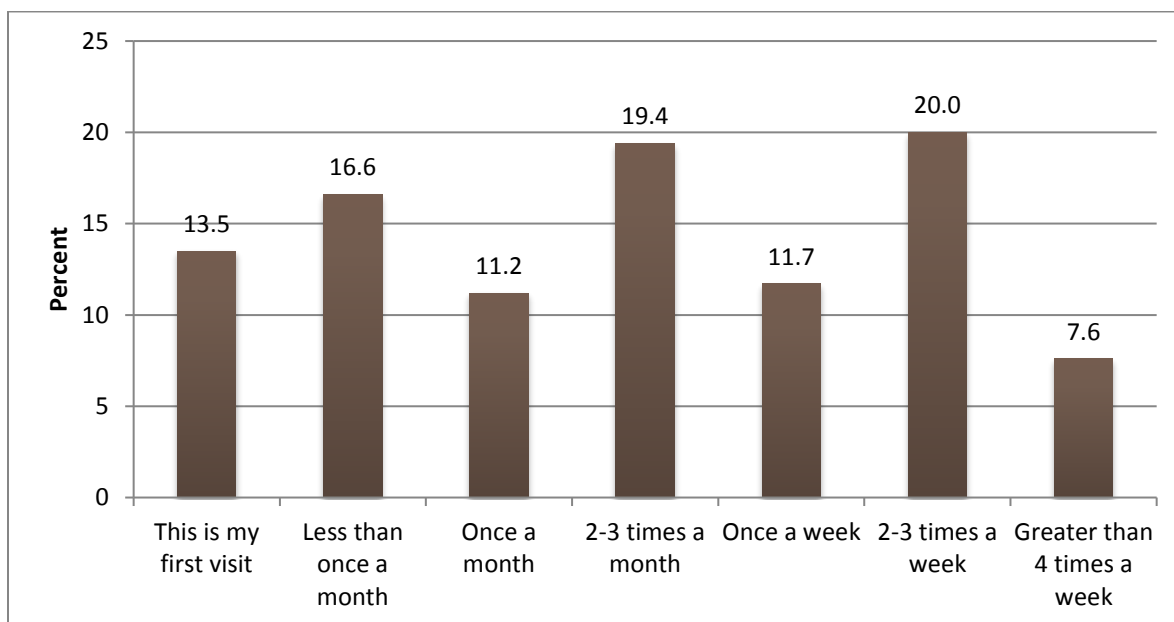
presents this and additional information about the demographic differences across the three geographic groups.

### Patron Experience with the Venue

Patrons were asked about their mode of transportation getting to the casino and whether they experienced any problems getting to the venue. A total of 97.7% of patrons reported experiencing no problems in getting to the casino, with most people coming in their own or someone else's car (96.0%) (Table 51 in Appendix G).

When asked how often they have visited the facility since it opened, Figure 7 shows that 13.5% indicated that this was their first visit to Plainridge Park Casino. Another 16.6% of patrons reported that they visited PPC less than once a month, 30.6% reported that they visited 1-3 times per month, and 39.3% reported that they visited once a week or more.

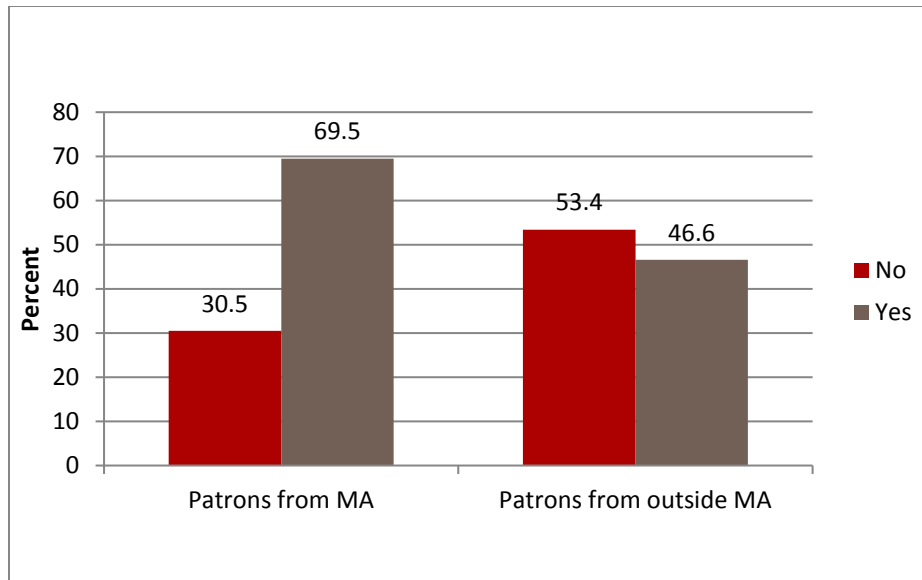
**Figure 7 Frequency of Visits to Plainridge Park Casino Since Opening**



Note: This information is also contained in Table 51 in Appendix G

About 64% of the patrons reported that it was Plainridge Park Casino that prompted them to visit Plainville and/or Massachusetts (see Table 52 in Appendix G). Figure 8 shows that Massachusetts patrons were much more likely to visit because of the casino compared to patrons not from Massachusetts (69.5% versus 46.6%).

**Figure 8 Plainridge Park Casino Prompted Visit to Town or State**



Note: Table 52 in Appendix G also contains this information

Among patrons from outside Massachusetts, 55.1% visited Massachusetts for one day or less and 44.9% stayed for two or more days, with an overall average of 3.4 days (see Table 53 in Appendix G).

Finally, a majority of patrons (87.2%) reported having an enjoyable experience and 83.8% indicated they would return to the facility. When asked what three things they liked most about their visit, patrons indicated that gambling was overwhelmingly the most common thing endorsed (65.9%), followed by convenient parking (37.7%), the ease in getting there (34.4%), and the friendliness of the casino staff (24.3%) (see Table 54 in Appendix G).

### **Patron Activities**

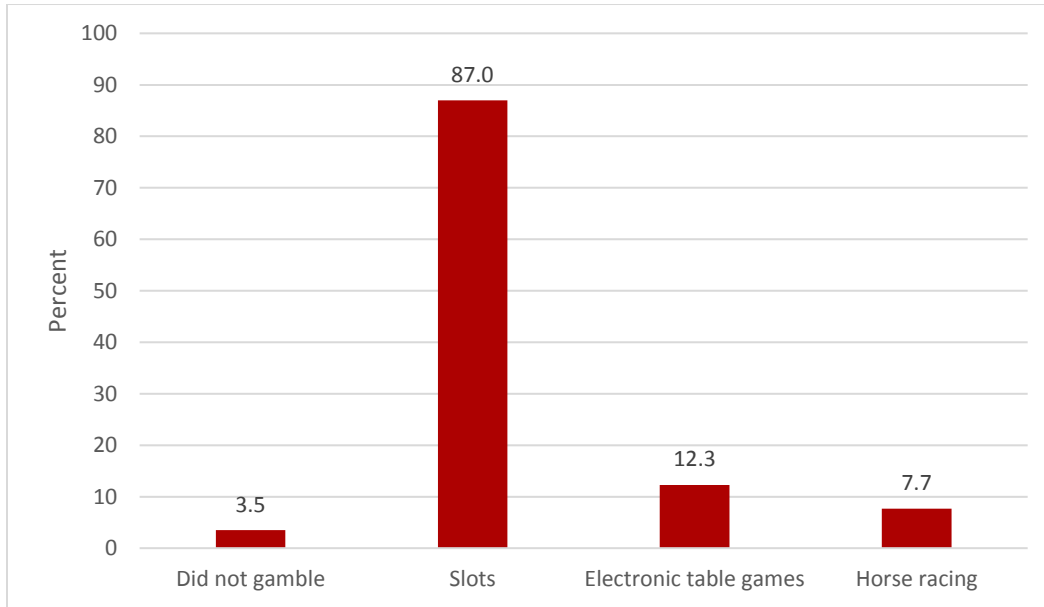
Patrons were asked a series of questions about the gambling and non-gambling activities they participated in during this visit, both within the casino and off-site. The questions included:

- What different gambling formats they participated in on-site during this visit
- Whether they were a member of the Marquee Rewards® program
- What non-gambling activities they participated in on-site during this visit
- What non-gambling activities they participated in outside of the casino during this visit

### **Gambling Activities**

In this section, we analyze the gambling behavior of the patrons. The first thing of note is that only 3.5% of patrons did not gamble during their visit. Thus, it is clear that gambling is the motivating factor drawing people to Plainridge Park Casino. As shown in Figure 9, the large majority of patrons played slots (87.0%), while 12.3% played electronic table games, and 7.7% bet on horse racing (see Table 55 in Appendix H).

**Figure 9 Gambling Activities Participated In**



Note: Some data are not shown due to unreliable estimates or cell size less than 6  
 Note: This information is also contained in Table 55 in Appendix H

When looking at gambling participation by geographic origin, Table 56 in Appendix H shows that 82.0% of patrons from the host/surrounding communities, 85.9% of patrons from other Massachusetts municipalities, and 93.5% of patron from outside of Massachusetts or with origin unknown played slots. The difference by geographic origin is not statistically significant.

A total of 77.8% of patrons reported that they had a Marquee Rewards® loyalty card. Loyalty card membership was highest among patrons who played slots (82.7%). Among patrons who played electronic table games and among those who bought lottery tickets, loyalty card membership was 74.4% and 75.7% respectively. Loyalty card membership was significantly lower among patrons who bet on horse racing (46.7%) compared to slots players (see Table 57 in Appendix H).

Next, we examined the patterns of gambling activities in which patrons participated. The first rows of Table 4 illustrate that among the patrons who played slots, 8.6% also played electronic table games, whereas among patrons who did not play slots, 36.9% played electronic (E) table games. In general, slot play was highest among people who played the lottery (79.4%), followed by people who played electronic table games (61.0%), followed by people who bet on horse racing (38.4%).

**Table 4 Patterns of Gambling Participation**

| Activity              | Other activities | Did <u>not</u> participate in activity |                |                |                     | Did <u>participate</u> in activity |                |                |                     |
|-----------------------|------------------|--|----------------|----------------|---------------------|------------------------------------|----------------|----------------|---------------------|
|                       |                  | UN <sup>1</sup>                        | N <sup>2</sup> | % <sup>2</sup> | 95% CI <sup>2</sup> | UN <sup>1</sup>                    | N <sup>2</sup> | % <sup>2</sup> | 95% CI <sup>2</sup> |
| <b>SLOTS</b>          |                  | 55                                     | 239,522        | 13.0           | ( 9.6, 17.3)        | 407                                | 1,609,551      | 87.0           | (82.7, 90.4)        |
|                       | E Table Games    | 21                                     | 88,489         | 36.9           | (23.2, 53.1)        | 32                                 | 138,185        | 8.6            | ( 5.8, 12.5)        |
|                       | Horse Racing     | 17                                     | 87,318         | 36.5           | (22.7, 52.8)        |                                    |                | NSF            |                     |
|                       | Lottery          |  |                | NSF            |                     |                                    |                | NSF            |                     |
| <b>E. TABLE GAMES</b> |                  | 409                                    | 1,622,399      | 87.7           | (83.6, 91.0)        | 53                                 | 226,674        | 12.3           | ( 9.0, 16.4)        |
|                       | Slots            | 375                                    | 1,471,366      | 90.7           | (86.5, 93.7)        | 32                                 | 138,185        | 61.0           | (44.6, 75.2)        |
|                       | Horse Racing     | 27                                     | 131,393        | 8.1            | ( 5.3, 12.1)        |                                    |                | NSF            |                     |
|                       | Lottery          |  |                | NSF            |                     |                                    |                | NSF            |                     |

| Activity            | Other activities | Did not participate in activity |                |                |                     | Did participate in activity |                |                |                     |
|---------------------|------------------|---------------------------------|----------------|----------------|---------------------|-----------------------------|----------------|----------------|---------------------|
|                     |                  | UN <sup>1</sup>                 | N <sup>2</sup> | % <sup>2</sup> | 95% CI <sup>2</sup> | UN <sup>1</sup>             | N <sup>2</sup> | % <sup>2</sup> | 95% CI <sup>2</sup> |
| <b>HORSE RACING</b> |                  | 433                             | 1,707,371      | 92.3           | (88.7, 94.9)        | 29                          | 141,702        | 7.7            | ( 5.1, 11.3)        |
|                     | Slots            | 395                             | 1,555,166      | 91.1           | (87.2, 93.9)        | 12                          | 54,385         | 38.4           | (21.4, 58.8)        |
|                     | E Table Games    | 51                              | 216,365        | 12.7           | ( 9.3, 17.1)        |                             |                | NSF            |                     |
|                     | Lottery          |                                 |                |                | NSF                 |                             |                | NSF            |                     |
| <b>LOTTERY</b>      |                  | 448                             | 1,800,491      | 97.4           | (95.2, 98.6)        | 14                          | 48,582         | 2.6            | ( 1.4, 4.8)         |
|                     | Slots            | 396                             | 1,570,961      | 87.3           | (82.9, 90.6)        | 11                          | 38,590         | 79.4           | (45.5, 94.7)        |
|                     | E Table Games    | 52                              | 224,110        | 12.4           | ( 9.1, 16.7)        |                             |                | NSF            |                     |
|                     | Horse Racing     | 26                              | 135,476        | 7.5            | ( 5.0, 11.2)        |                             |                | NSF            |                     |

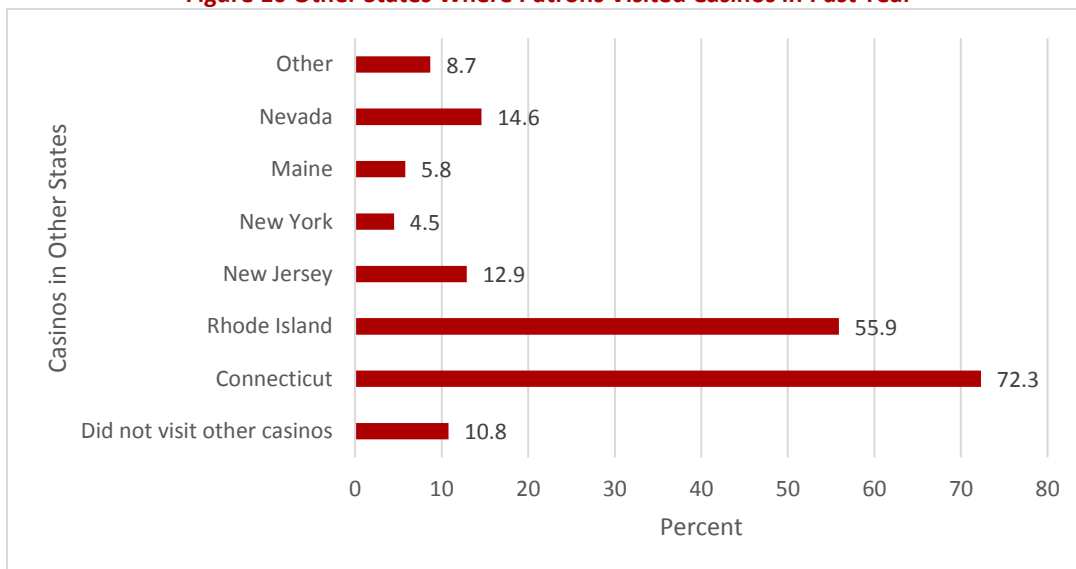
<sup>1</sup>Unweighted N refers to the total number of respondents who answered this question

<sup>2</sup>Weighted N is the estimated total number of patrons who visited Plainridge Park Casino in 2016

Note: Insufficient information (NSF) indicates estimates are unreliable, relative standard error >30%

Patrons were also asked if they had visited other casinos in the past year prior to the opening of Plainridge Park Casino, and if so, which specific state they visited for casinos. As shown in Figure 10, only 10.8% of patrons had not visited another casino. A majority of patrons reported visiting casinos in Connecticut (72.3%) and Rhode Island (55.9%).

**Figure 10 Other States Where Patrons Visited Casinos in Past Year**



Note: Some data are not shown due to unreliable estimates or cell size less than 6

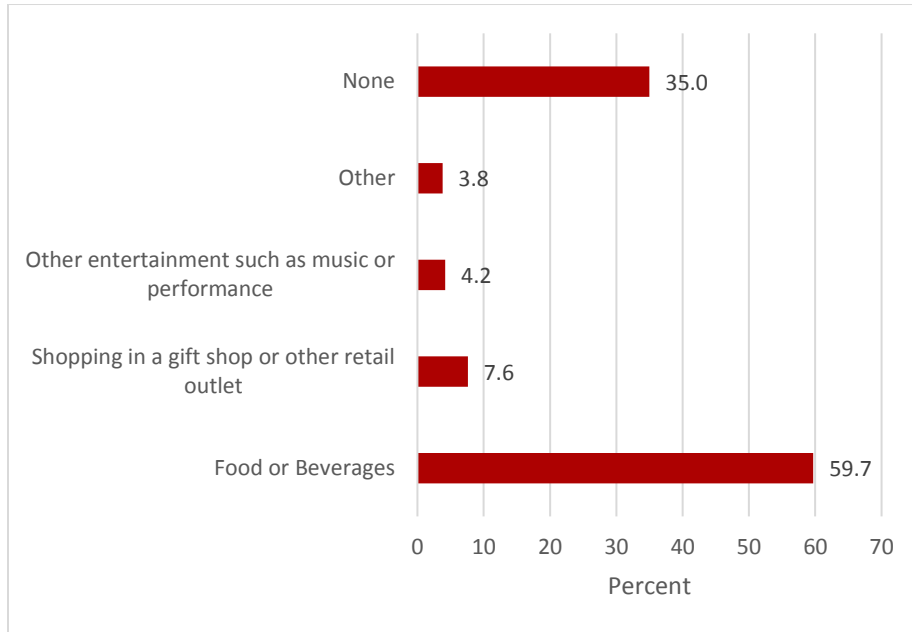
Note: Table 55 in Appendix H also contains this information

Among those who reported patronizing casinos in other states, 34.8% reporting going to one state, 35.3% reported going to two states, 12.9% reported going to three states, 8.0% reported going to four or more states (see Table 55 in Appendix H which also contains details about the specific state patterns observed).

### Non-gambling Activities at Plainridge Park Casino

In this section, we examine the non-gambling activities that patrons participated in on-site during their visit. Thirty-five percent of the patrons did not participate in any non-gambling activities while at Plainridge Park Casino. A majority of patrons (59.7%) reported buying food and beverage while at the casino, while 7.6% purchased items at a gift shop or other retail outlet, 4.2% attended music or other entertainment events, and 3.8% reported engaging in “other” activities (see Table 58 in Appendix H).

**Figure 11 Non-gambling Activities Participated in at Plainridge Park Casino**



Note: This information is also contained in Table 58 in Appendix H

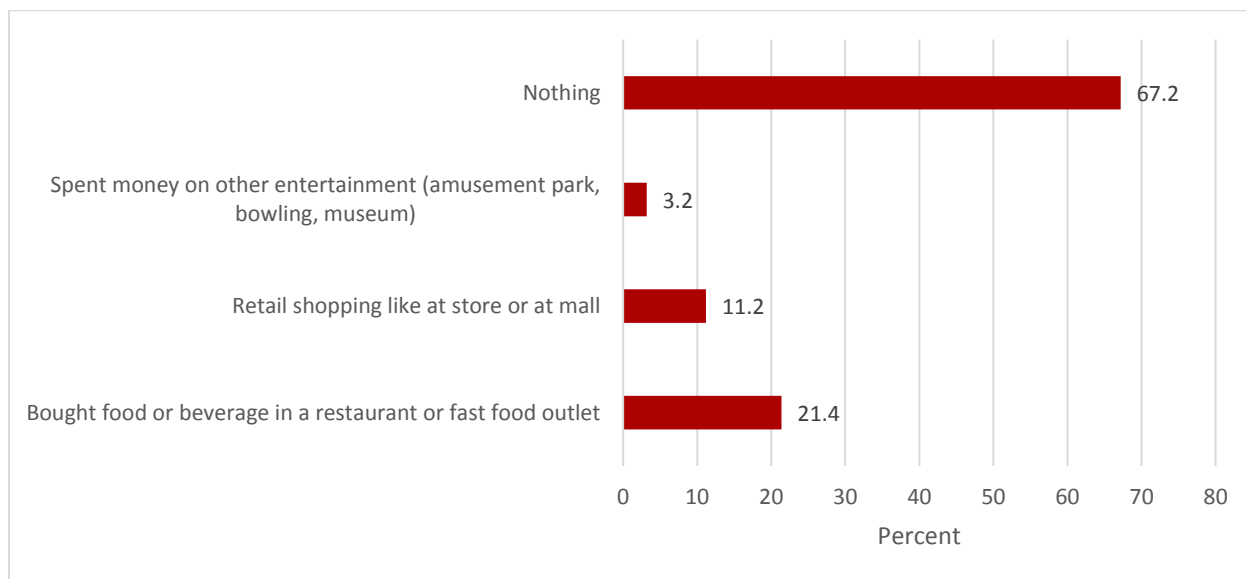
When considering non-gambling activities at Plainridge Park Casino by geographic origin, Table 59 in Appendix H shows that 47.4% of patrons from the host/surrounding communities, 61.8% of patrons from other Massachusetts municipalities and 59.6% of patrons from outside of Massachusetts or origin unknown bought food or beverage while in the casino. The difference is not statistically significant.

Next, we examined the relationship between gambling activities and non-gambling activities at Plainridge Park Casino (see Table 60 in Appendix H). Among the patrons who played slots, 57.7% bought food or beverage while 57.2% of the patrons who played electronic table games and 81.7% of patrons who played the lottery bought food or beverages. The difference is not statistically significant.

### **Non-Gambling Activities Outside Plainridge Park Casino**

In this section, we examine the non-gambling activities that patrons engaged in off-site during their visit to the area. As seen in Figure 12, a majority of patrons (67.2%) did not participate in any off-site activities. However, 21.4% bought food and beverage off-site, 11.2% went to retail outlets off-site, 3.2% spent money on other entertainment (such as amusement parks, bowling, or a museum) (Table 61 in Appendix H).

**Figure 12 Non-gambling Activities Participated in Off-Site**



Note: Some data are not shown due to unreliable estimates or cell size less than 6  
 Note: Table 61 in Appendix H also contains this information

When considering non-gambling activities off-site by geographic origin, Table 62 in Appendix H shows that 19.5% of patrons from other municipalities in Massachusetts bought food or beverage off-site, while 29.5% of patrons from the host or surrounding communities and 22.6% of patrons from outside of Massachusetts or origin unknown bought food or beverage off-site. There is not a statistically significant difference by geographic origin.

Next, we examined the relationship between gambling activities at the casino and non-gambling activities off-site (see Table 63 in Appendix H). Among the patrons who played slots, 20.8% bought food or beverage off-site while 25.9% of patrons who played electronic table games and 37.1% of patrons who bet on horse racing bought food or beverage off-site (37.1%). The difference is not statistically significant.

Among the Massachusetts patrons who decided to visit Plainville because of Plainridge Park Casino, 20.0% bought food or beverage off-site (see Table 64 in Appendix H). Among the out-of-state patrons who decided to visit Massachusetts because of Plainridge Park Casino, 28.7% bought food or beverage off-site (see Table 65 in Appendix H). The difference is not statistically significant.

### Expenditures

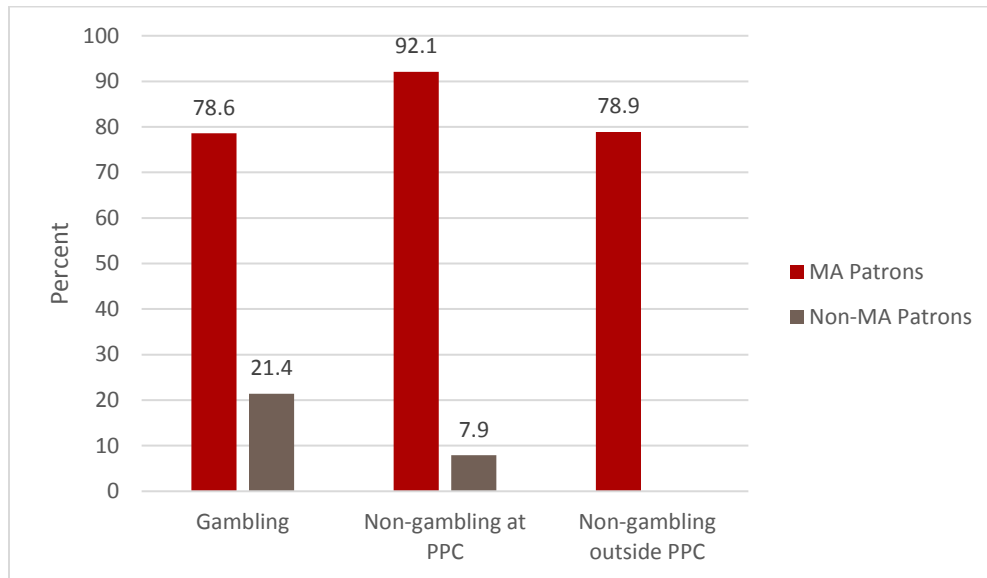
In addition to asking whether they participated in gambling activities, non-gambling activities at the casino, and non-gambling activities outside the casino, patrons were asked to estimate their total expenditure in each of these categories. The subset of questions used for the analyses in the present section can be found in Figure 21 in Appendix I.

### Averages, Medians, and Totals for All Patron Survey Respondents

Table 66 in Appendix I presents the average, median, and total self-reported expenditures on gambling activities, non-gambling activities at Plainridge Park Casino, and non-gambling activities outside of Plainridge Park Casino. For all patrons combined, the average self-reported gambling expenditure was \$96.39, the average non-gambling expenditure at the casino was \$63.99, and the average non-gambling expenditure outside the casino was \$73.26. The last column of the table illustrates that Massachusetts

residents accounted for 78.6% of all reported gambling expenditure, 92.1% of all reported non-gambling expenditure at the casino, and 78.9% of non-gambling expenditure outside of the casino.

**Figure 13: Percent of Expenditures by Massachusetts Residency**



Note: Some data are not shown due to unreliable estimates or cell size less than 6

Note: Table 66 in Appendix I also contains this information

### Projected Expenditure Totals for All Plainridge Park Casino Patrons in 2016

The next step involved using the data from the Patron Survey to estimate the *total* amount of gambling and non-gambling expenditure for *all* Plainridge Park Casino patrons in 2016, and the percentage of this expenditure that could be attributed to Massachusetts versus non-Massachusetts residents. The steps used in these calculations are:

#### Total Gambling Expenditure in 2016 as a Function of Massachusetts Residency

1. Plainridge Park Casino reported \$171,946,834 to the Massachusetts Gaming Commission in gambling revenue from January 2016 to December 2016 (see Table 68 in Appendix I).
2. Figure 13 and Table 66 show that, based on Patron Survey data, Massachusetts residents accounted for 78.6% of self-reported gambling expenditure and non-Massachusetts residents accounted for 21.4% of self-reported gambling expenditure.
3. Applying these proportions to actual gambling revenue, we estimate that a total of \$135,150,290 of gambling revenue came from Massachusetts residents and \$36,796,644 from non-Massachusetts residents in calendar year 2016.

#### Total Non-Gambling Expenditure at Plainridge Park Casino in 2016 as a Function of Massachusetts Residency

1. The 2016 Penn National Annual Report (p.54)<sup>12</sup> shows that Plainridge Park Casino had approximately \$6,500,000 in non-gambling revenue in calendar year 2016 (see Table 68 in Appendix I).
2. Figure 13 and Table 66 show that, based on Patron Survey data, Massachusetts residents accounted for 92.1% of self-reported non-gambling expenditure at Plainridge Park Casino and non-

<sup>12</sup> The full report can be found on the Penn National website: <http://phx.corporate-ir.net/phoenix.zhtml?c=120420&p=irol-sec>

Massachusetts residents accounted for 7.9% of self-reported non-gambling expenditure at Plainridge Park Casino.

3. Applying these proportions to actual non-gambling revenue, we estimate that \$5,986,500 of non-gambling revenue at Plainridge Park Casino came from Massachusetts residents and \$513,500 from non-Massachusetts residents.

#### Total Non-Gambling Expenditure Outside of Plainridge Park Casino in 2016 as a Function of Massachusetts Residency

1. The first step in this determination is calculating the multiplication factor to be applied to non-gambling Plainridge Park Casino expenditure reported in the Patron Survey (i.e., \$66,250,834) to arrive at total non-gambling revenue reported by Penn National for Plainridge Park Casino (i.e., \$6,500,000) = 0.0981.<sup>13</sup>
2. This same multiplication factor of 0.0981 is then applied to self-reported total Patron Survey non-gambling expenditure outside of Plainridge Park Casino for both Massachusetts residents (\$32,554,634) and non-Massachusetts residents (which was much lower but is not reported due to relative standard error >30%)(see Table 66 in Appendix I).
3. We estimate that a total of \$3,193,999 was spent on non-gambling activities outside of Plainridge Park Casino by Massachusetts residents in calendar year 2016, with a much smaller amount spent by non-Massachusetts residents.

#### Total Gambling and Non-Gambling Expenditure in 2016 as a Function of Massachusetts Residency

Adding gambling expenditure, non-gambling expenditure at PPC, and non-gambling expenditure outside of PPC produces a total of \$144,330,789 (\$135,150,290 + \$5,986,500 + \$3,193,999) for Massachusetts residents and \$38,162,919 for non-Massachusetts residents.

In total, we estimate that Massachusetts residents account for 79.1% of all gambling and non-gambling expenditure and non-Massachusetts residents account for 20.9% of gambling and non-gambling expenditure.

#### **Recaptured and Reallocated Spending**

The previous section quantified an important economic impact of Plainridge Park Casino, which is the extent to which it captures out-of-state revenue. However, there are two other economic impacts of importance. One is the extent to which Plainridge Park Casino has “recaptured” spending from Massachusetts residents who would have otherwise spent their money at an out-of-state casino. The second is the extent to which Plainridge Park Casino has caused Massachusetts residents to “reallocate” their spending from other businesses within Massachusetts. All of this information is crucial to understanding the overall economic impact of Plainridge Park Casino. Patron survey data informs the subsequent economic modeling, which utilizes the PI+ economic impact model produced by Regional Economic Models Incorporated (REMI). The present report is limited to descriptive information about the proportion of spending accounted for by different types of patrons. The results of the economic modeling are included in a separate report on the first year of operations for Plainridge Park Casino (Peake & Motamedi, 2017).

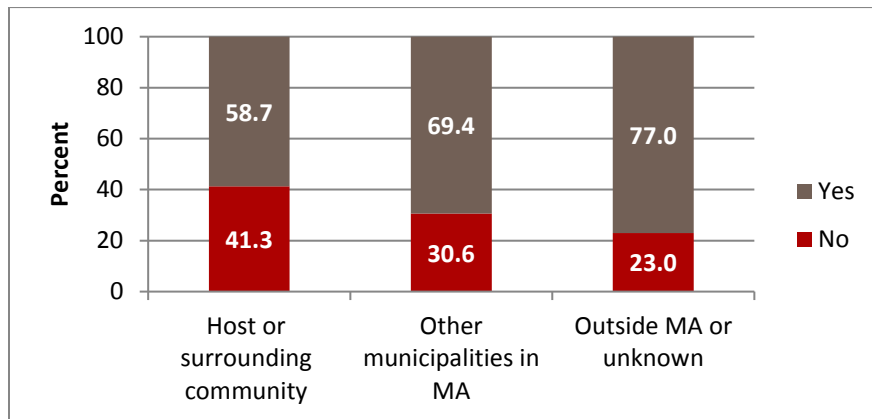
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<sup>13</sup> The multiplication factor needed to project Patron Survey self-reported *gambling expenditure* to actual gambling revenue could also have been used. We did not use this multiplication factor because we believe the Patron Survey likely oversampled winners and undersampled big losers to some extent. The reason for this assumption is that gambling revenue is known to constitute 96.3% of all revenue at Plainridge Park Casino. However, in the present analysis, gambling accounts for only 71.2% of self-reported expenditures (i.e., \$163,924,726/(\$163,924,726+\$66,250,834)).



A total of 69.8% of patrons reported that if there was not a casino in Massachusetts, they would have gambled in another state (see Table 70 in Appendix I). Figure 14 shows the proportion of patrons who would have gambled in another state if there were no casino in Massachusetts by the geographic origin of the patrons. Figure 14 shows that 58.7% of patrons from the host and surrounding communities, 69.4% of patrons from other municipalities in Massachusetts and 77.0% of patrons from outside of Massachusetts or origin unknown reported being likely to gamble in another state. The difference is not statistically significant. Among patrons who said that they would have gambled in another state, 74.3% indicated this would have been Connecticut and 68.1% indicated they would have gambled in Rhode Island (see Table 70 in Appendix I).

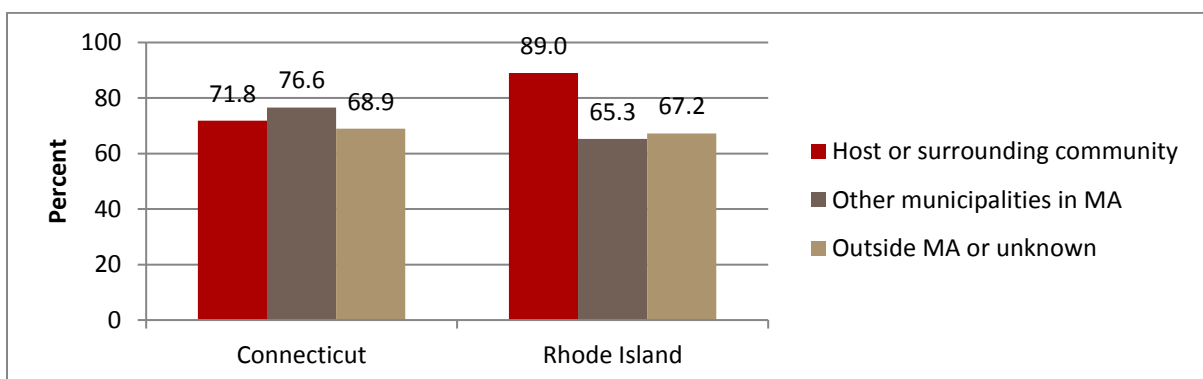
**Figure 14 Would Have Gambled in Another State by Geographic Origin of Patron**



Note: This information is also contained in Table 71 in Appendix I

Connecticut and Rhode Island were the states outside of Massachusetts identified by patrons as the most likely destinations to gamble if a casino had not been available in Plainville. This is consistent with the earlier Figure 10, which showed that these were the two states *actually* visited most in the past year for casino gambling outside of Massachusetts. Figure 15 shows that 89% of patrons from the host and surrounding communities identified Rhode Island as a state to visit, while 65.3% of the patrons from elsewhere in Massachusetts or and 67.2% of the patrons from outside the state identified Rhode Island as a state to visit.

**Figure 15 Other States Would Have Visited to Gamble by Geographic Origin of Patron**

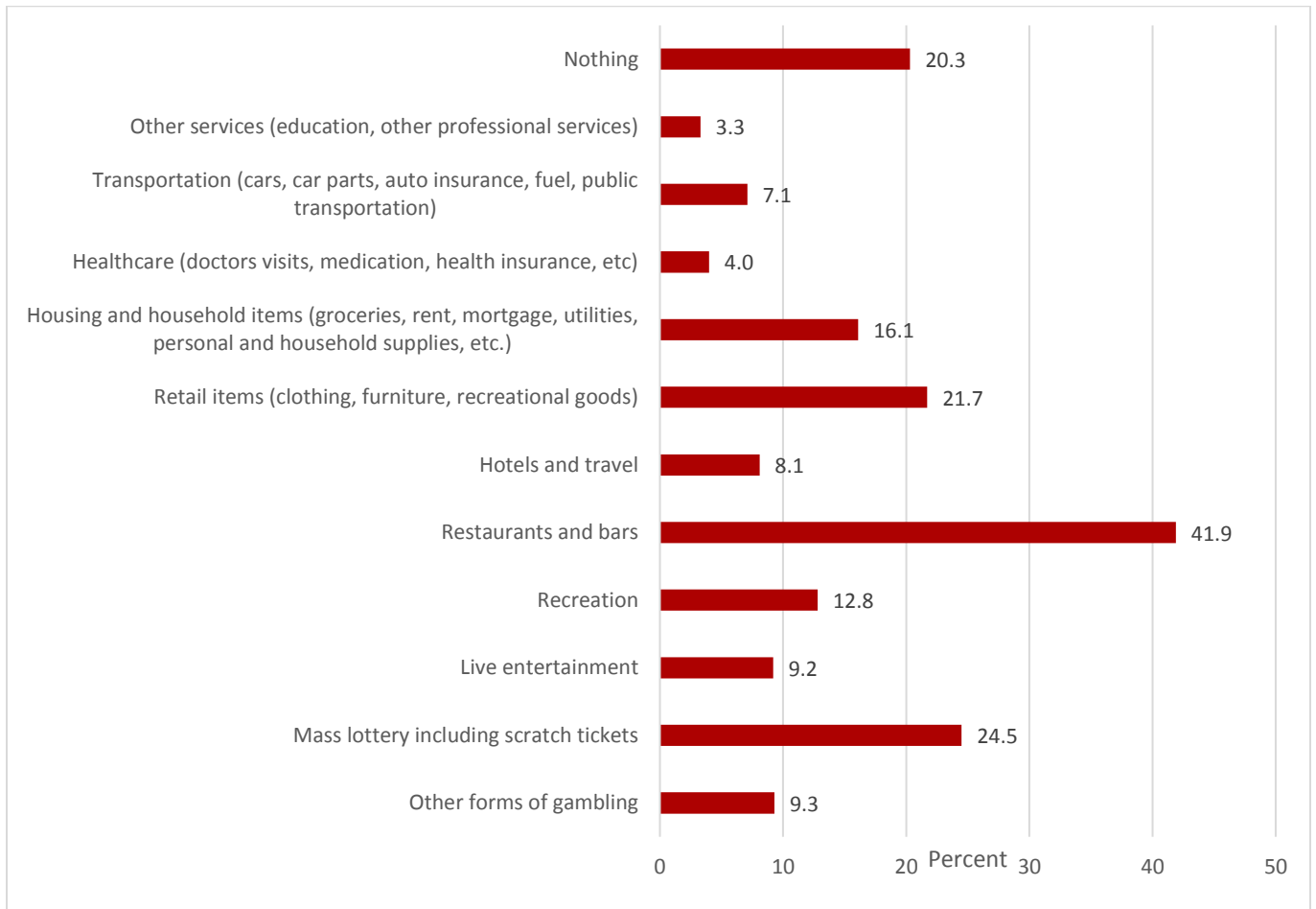


Note: This information is also contained in Table 71 in Appendix I

Patrons were also asked what they would have spent their money on if they had not spent money on gambling. A total of 79.7% of patrons indicated that if they had not spent their money on gambling at Plainridge Park Casino they would have spent it on other goods and services. The specific goods and

services they would have spent money on are shown in Figure 16 below. The most common expenditure items reported were restaurants and bars, followed by lottery tickets, retail items, and various housing and household items.

**Figure 16 Would Have Spent Money on if not Gambling**



Note: Table 71 in Appendix I also contains this information

### Patron Types for Economic Modeling

From an economic perspective, there are six basic types of casino patrons. Table 5 shows the patron types aligned with how they answered certain questions in the survey. These patron types were used to determine how spending by that patron type was treated in the REMI modeling. Below the table, we provide a detailed description of each of the casino patron types.

**Table 5 Patron Types**

| Patron Code | Patron Type                         | Q1 Origin    | Q20 Would have gambled elsewhere | Q5 Casino prompted visit (from MA) | Q6 Casino prompted visit (not from MA) |
|-------------|-------------------------------------|--------------|----------------------------------|------------------------------------|--|
| 1           | Recaptured In-State                 | In-State     | Yes                              | N/A                                | N/A                                    |
| 2           | Reallocated In-State                | In-State     | No                               | Yes                                | N/A                                    |
| 3           | Reallocated In-State Incidental     | In-State     | No                               | No                                 | N/A                                    |
| 4           | New Out-of-State                    | Out-of-State | N/A                              | N/A                                | Yes                                    |
| 5           | Captured Out-of-State Incidental    | Out-of-State | Yes                              | N/A                                | No                                     |
| 6           | Reallocated Out-of-State Incidental | Out-of-State | No                               | N/A                                | No                                     |

**Recaptured in-state patrons** are people who live in Massachusetts but who would have gambled out-of-state if not for the in-state option. For modeling purposes, we treat all spending reported by recaptured in-state patrons as new to the state. This includes their off-site spending, as we assume that, if Plainridge Park Casino did not exist, recaptured in-state patrons would be spending money on similar off-site expenditures, but in another state. Technically speaking, the on-site spending of recaptured in-state patrons is not used as an input in the model, as that spending goes to hire and pay employees, purchase intermediate goods and services, and pay state and local governments, all of which are captured in greater detail elsewhere in the modeling process.

**Reallocated in-state patrons** are people from Massachusetts who would not have visited Plainville were it not for the casino, but who also would not have gambled out-of-state. In other words, these are patrons who, were it not for the casino, would have likely spent their money on goods and services other than gambling. The model represents this as a decrease in consumption of a general basket of goods and services in the region where the patron lives, equal to the on-site and off-site expenditures of the patron. However, the model represents a patron’s off-site spending as an increase in regional consumer spending, since this may be new spending for the host region.

**Reallocated in-state incidental patrons** are like reallocated in-state casino visitors, except that they indicated that Plainridge Park Casino did not prompt their visit to Plainville. They may live in the town itself, or they may have been running errands or visiting family in Plainville. Put simply, these patrons would have been in Plainville regardless of the presence of a casino. The primary way that this affects the economic modeling is that we cannot assume that their spending outside of the casino would not have occurred if not for the existence of Plainridge Park Casino. Therefore, spending by these patrons has been neither added to the model as new spending nor reallocated from another region.

**New out-of-state patrons** are visitors from other states who would not have visited Massachusetts were it not for Plainridge Park Casino. While these residents live outside of Massachusetts, they are the same as recaptured in-state patrons for modeling purposes, as their expenditures during that visit would not have occurred within the Commonwealth if not for Plainridge Park Casino.

**Captured out-of-state incidental patrons** are people who would have visited Massachusetts regardless of whether or not Plainridge Park Casino existed, but who chose to gamble here rather than in their home state now that it does exist. These patrons live out-of-state, but reported that Plainridge Park

Casino did not prompt their visit to Massachusetts. These patrons, however, reported that they would have spent the money that they spent at Plainridge Park Casino gambling at an out-of-state casino if the Massachusetts casino did not exist. These patrons may have visited to attend a concert, a sports game, or to visit with family. It is probable, however, that the length and expenditure of the stay could have been less if Plainridge Park Casino did not exist. These patrons do not have an effect on the model. Their spending at Plainridge Park Casino is already captured through employment, payroll, vendor spending, and fiscal data. The spending these patrons do off-site is assumed to be part of the regular course of their visit to Massachusetts, which would have occurred anyway.

**Reallocated out-of-state incidental patrons** are those whose visit to Massachusetts was not prompted by Plainridge Park Casino, and who would not have otherwise spent the money they spent at Plainridge Park Casino gambling out-of-state. In other words, they are out-of-state visitors who came to Massachusetts and chose to spend their time and money at Plainridge Park Casino instead of elsewhere in Massachusetts. Our economic model treats these patrons in a similar way to the reallocated in-state casino visitors. The one exception is that instead of the casino reallocating the spending of these patrons from a regional consumption basket, it is reallocated from a basket of goods and services frequently consumed by out-of-state tourists in Massachusetts.

### Shares of Recaptured and Reallocated Spending

Table 6 shows that recaptured in-state patrons contribute to a narrow majority of both gambling and non-gambling spending at Plainridge Park Casino (58.3% and 50.4%, respectively). The next largest group in terms of share of spending is reallocated in-state casino visitors, who make up 16.3% of gambling spending at Plainridge Park. Reallocated in-state casino visitors represent 4.0% of gambling spending and captured out-of-state incidental patrons both represent 5.8% of gambling spending. The share of spending attributed to reallocated out-of-state incidental patrons is too small to report. All of these proportions slightly decrease when taking into account survey respondents who did not complete the questions necessary to identify a patron type.

**Table 6 Share of On-Site Spending by Patron Type<sup>14</sup>**

| Patron group                                 | Share of Gambling Spending | Share of Non-Gambling PPC Spending |
|--|----------------------------|------------------------------------|
| <b>1=Recaptured In-State</b>                 | 58.3%                      | 50.4%                              |
| <b>2=Reallocated In-State</b>                | 16.3%                      | NSF                                |
| <b>3=Reallocated In-State Incidental</b>     | 4.0%                       | 4.1%                               |
| <b>4=New Out-of-State</b>                    | NSF                        | NSF                                |
| <b>5=Captured Out-of-State Incidental</b>    | 5.8%                       | NSF                                |
| <b>6=Reallocated Out-of-State Incidental</b> | NSF                        | NSF                                |

Note: Insufficient information (NSF) indicates estimates are unreliable, relative standard error >30%

### Regional Shares of Recaptured and Reallocated Spending

The economic modeling exercise is based on a six-region division of the state (Figure 22 in Appendix I presents a map of the regions used in the economic modeling exercise). Of the spending by recaptured in-state patrons, those from the large Greater Boston region which includes Plainville and several of the surrounding communities contribute 49.7% of gambling spending and 66.4% of non-gambling PPC spending. Most of the remaining spending (36.2% of recaptured gambling spending and 19.3% of recaptured non-gambling spending) comes from the Southeast region. Every other region of Massachusetts accounts for less than 10% of both gambling and non-gambling PPC spending. There were no recaptured patrons from the Berkshires region.

<sup>14</sup> Fourteen respondents who were missing patron type were excluded from these calculations.

**Table 7 Share of Recaptured On-Site Patron Spending by REMI Region**

| REMI region      | Share of Gambling Spending | Share of Non-Gambling PPC Spending |
|------------------|----------------------------|------------------------------------|
| Pioneer Valley   | NSF                        | NSF                                |
| Central          | NSF                        | NSF                                |
| Greater Boston   | 49.7%                      | 66.4%                              |
| Southeast        | 36.2%                      | 19.3%                              |
| Cape and Islands | NSF                        | NSF                                |

Note: Insufficient information (NSF) indicates estimates are unreliable, relative standard error >30%

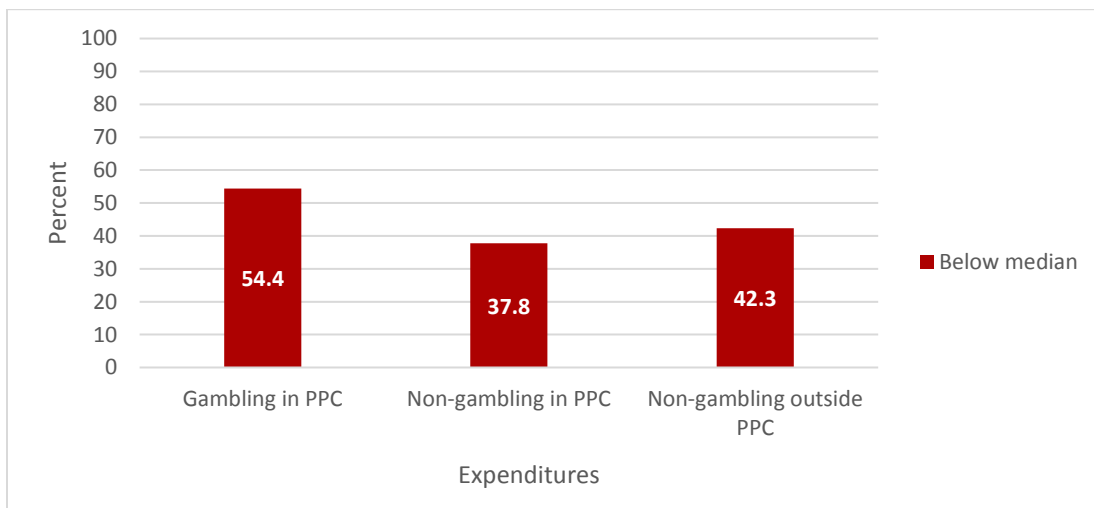
Table 72-Table 75 in Appendix I display shares of reallocated in state on-site patron spending, reallocated in state incidental on-site patron spending, off-site non-gambling spending, and casino patron off-site spending by REMI region.

### Expenditure by Household Income

An important social issue concerns whether gambling acts as a form of regressive taxation, where people with lower incomes contribute disproportionately more to gambling revenues than people with higher incomes. Almost all studies that have examined this issue have found that gambling is indeed usually economically regressive (Williams, Rehm, & Stevens, 2011). However, although it is clear in most of these studies that individuals with lower incomes contribute proportionally more of their income to gambling compared to middle and high-income groups, average annual expenditure on gambling still tends to increase as a function of income category. Thus, middle and higher income groups primarily contribute to total gambling revenue.

Figure 17 shows patron expenditures on gambling and non-gambling amenities at Plainridge Park Casino as well as expenditures on non-gambling amenities outside the casino by household income group. As a reference point, the median household income for Massachusetts in 2015 was \$70,628 (U.S. Census, 2016).

**Figure 17 Expenditure Proportion for Households with Annual Income Below Median (\$70,000)**

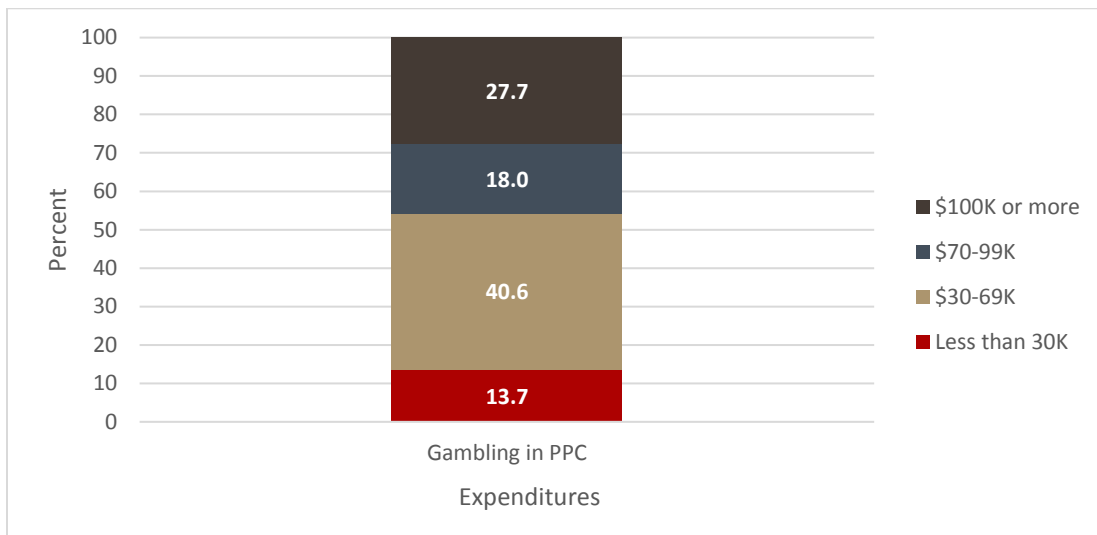


Note: Table 76 in Appendix I also contains this information

Figure 17 illustrates that despite comprising 50% of the population, income groups below the median Massachusetts household income (i.e., below \$70,000 category) account for a slight majority (54.4%) of

gambling revenue, although a minority of both non-gambling expenditures at PPC (37.8%) as well as non-gambling expenditures outside of PPC (42.3%).

**Figure 18 Gambling expenditures by annual household income**



Note: Table 77 in Appendix I also contains this information

Figure 18 provides a more fine-grained analysis of gambling spending as a function of income group. Focusing just on gambling spending (which accounts for the great majority of all spending), the lowest income groups (i.e., below \$29,999) spent proportionally less on gambling (13.7%) relative to their prevalence in the general population (15.6%) as did the highest income groups (\$100,000 and over) who account for 27.7% of gambling expenditures while representing 43.9% of the Massachusetts population.<sup>15</sup> In contrast, the middle and lower middle income groups (\$30,000-\$49,999, \$50,000 - \$69,999, \$70,000 - \$99,999) spend proportionally more, accounting for 58.6% of total gambling expenditures while representing 40.5% of the population. Thus, these data tend to support findings from other research, showing that casino gambling at Plainridge Park Casino appears to be slightly regressive.

### GameSense

Plainridge Park Casino hosts GameSense, a responsible gambling program originally developed in British Columbia. Like many jurisdictions, casinos in Massachusetts are required to offer a self-exclusion program. The Massachusetts law also specifies that casinos must have information about problem gambling and available services prominently displayed. However, the Massachusetts law is unique in additionally requiring that all casinos provide “complimentary on-site space for an independent substance abuse and mental health counseling service to be selected by the commission” (Mass. Gen. Laws. Ch. 23K §9).

The Massachusetts Council on Compulsive Gambling describes GameSense as follows:

The GameSense Info Center, located at the garage entrance to Plainridge Park Casino, is an on-site resource for gamblers to find out more about the games or to take a break. GameSense Advisors are funded by the Massachusetts Gaming Commission, and are

<sup>15</sup> It should be noted, however, that only 31.5% of MA PPC patrons had incomes greater than \$100,000. Thus, their per capita spending is higher than per capita spending by patrons with lower incomes.

trained by the Massachusetts Council on Compulsive Gambling. Each casino in Massachusetts will include a GameSense Info Center. GameSense Advisors are on hand at the Plainridge Park Casino from 10AM-2AM every day, with helpful presentations to separate gambling myths and facts (GameSense Info Center, 2017).

In partnership with the Cambridge Health Alliance Division on Addictions (which is conducting a more thorough evaluation of GameSense), the Patron Survey included questions concerning patrons' experiences with the GameSense program. As shown in Table 8, there is fairly high awareness of the GameSense program with 59.9% of people reporting being familiar with it. In contrast, a much smaller percentage of people reported interacting with a GameSense Advisor. Among the patrons who were aware of GameSense, 6.8% had interacted with the GameSense staff on the casino floor and 10.6% had interacted with the GameSense staff in the GameSense Information Center (representing 10.2% of all patrons).

The overwhelming majority of patrons who spoke to a GameSense Advisor were satisfied with the information offered (98.6%) and about half of them (55.3%) reported learning something new about gambling. While over half of the patrons who interacted with a GameSense Advisor reported that the interaction did not influence their gambling (54.1%), about one out of four of these patrons (24.7%) reported changing the way they gambled. The majority of the patrons who changed the way they gambled (58.5%) reported that they reduced both the time and the money they gambled as a result of interacting with a GameSense Advisor.

**Table 8 GameSense Measures**

|  |   | N <sup>1</sup> | N <sup>2</sup> | %    | 95% CI       |
|--|---|----------------|----------------|------|--------------|
| Are you aware of the GameSense program?                                    | No, I'm not aware of it                             | 196            | 729,791        | 40.1 | (34.8, 45.6) |
|  | Yes, I am aware of it                               | 259            | 1,090,310      | 59.9 | (54.4, 65.2) |
| Have you spoken with a GameSense Advisor?                                  | No  | 209            | 881,919        | 82.5 | (76.5, 87.3) |
|  | Yes on the casino floor                             | 18             | 72,747         | 6.8  | ( 4.0, 11.2) |
|  | Yes in the GameSense Info Center                    | 28             | 113,735        | 10.6 | ( 7.0, 15.8) |
| Were you satisfied with the information offered by the GameSense Advisor?  | No  |                |                | NSF  |              |
|  | Yes   | 47             | 195,732        | 98.6 | (90.6, 99.8) |
| Did you learn something new about gambling?                                | No  | 21             | 89,836         | 44.7 | (29.6, 60.8) |
|  | Yes   | 28             | 111,144        | 55.3 | (39.2, 70.4) |
| Did your interaction with the GameSense Advisor change the way you gamble? | No  | 28             | 109,840        | 54.1 | (37.9, 69.5) |
|  | Yes, I've changed the way I think about my gambling |                |                | NSF  |              |
|  | Yes, I've changed the way I gamble                  | 11             | 50,220         | 24.7 | (13.3, 41.4) |

|  |  | N <sup>1</sup> | N <sup>2</sup> | %    | 95% CI       |
|--|--|----------------|----------------|------|--------------|
| As a result of interacting with the GameSense Advisor: | I have reduced the time I spend gambling               | 7              | 29,358         | 58.5 | (26.4, 84.7) |
|  | I have increased the time I spend gambling             |                |                | NSF  |              |
|  | There has been no change in the time I spend gambling  |                |                | NSF  |              |
| As a result of interacting with the GameSense Advisor: | I have reduced the money I spend gambling              | 7              | 29,358         | 58.5 | (26.4, 84.7) |
|  | I have increased the money I spend gambling            |                |                | NSF  |              |
|  | There has been no change in the money I spend gambling |                |                | NSF  |              |

<sup>1</sup>Unweighted N refers to the total number of respondents who answered this question

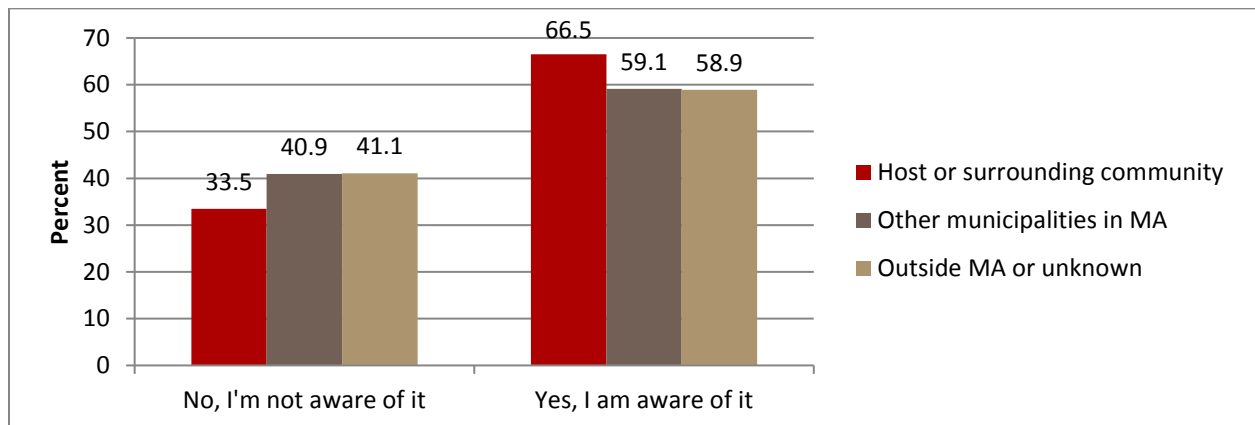
<sup>2</sup>Weighted N is the estimated total number of patrons who visited Plainridge Park Casino in 2016

Note: Insufficient information (NSF) indicates estimates are unreliable, relative standard error >30%

Note: This information is presented by season in Table 78 in Appendix J

As shown in Figure 19, 66.5% patrons from the host or surrounding communities were aware of GameSense, while less than 60% of the other patrons were aware of GameSense.

**Figure 19 GameSense Awareness by Geographic Origin**



Note: Table 79 in Appendix J also contains this information

As mentioned, the Cambridge Health Alliance Division on Addictions is conducting deeper analyses of this data along with other data on GameSense. Their report to the Massachusetts Gaming Commission in the Fall of 2017 will expand upon these results.



## Summary of Findings

In this section, we summarize the findings from the Patron Survey. In the following section, we present the results of a separate methodology that was implemented during the Patron Survey. The License Plate Survey was used to test how well the Patron Survey performs in relation to a simpler and less expensive method for estimating casino patron origin and spending. License plate surveys have been carried out every two years at numerous New England casinos and the results formed the basis for assumptions about the amount of Massachusetts gambling revenue lost to other states prior to the introduction of casinos in the Commonwealth.

The majority of patrons were from Massachusetts with 11.4% from Plainville or MGC-designated surrounding communities and 66.5% from other communities in Massachusetts. Demographically, the patrons were evenly distributed in terms of gender, overwhelmingly White (81.8%), and middle-aged or older with a mean age of 56 years. Educational attainment was quite high (78.4% had attended college or university) while household income was variable. The majority of patrons were employed (59.1%) and another 30.5% were retired. Comparison to the general adult Massachusetts population shows that the patrons were substantially older, somewhat more likely to be White, more likely to have obtained higher education and more likely to have an annual household income between \$50,000 and \$100,000. There were some differences in demographic characteristics by geographic origin.

Over 95% of patrons drove to the casino in their own or someone else's car and very few reported experiencing problems getting to the venue. About one-third of the patrons (30.6%) reported visiting the casino several times a month and another third reported visiting once a week or more often (39.3%). A majority of patrons (87.1%) reported having an enjoyable experience at the venue; 65.9% indicated that gambling was their favorite aspect of their visit.

Patrons were asked about their gambling and non-gambling activities at the venue and their non-gambling activities outside the venue. The great majority of patrons (87.0%) played the slot machines with much smaller proportions playing electronic table games, betting on horse racing and playing the lottery. Over three-quarters of the patrons (77.8%) reported that they had a Marquee Rewards® loyalty card. Nearly 90% of the patrons had visited casinos in other jurisdictions in the past year with the majority having visited casinos in Connecticut (72.3%) and Rhode Island (55.9%).

Over a third of patrons (35.0%) did not participate in any non-gambling activities at the casino while 59.7% reported buying food or beverages at the casino. While the majority of patrons (67.2%) did not participate in any off-site activities, 21.4% bought food or beverages off-site, 11.2% went to retail outlets off-site, and 3.2% spent money on other entertainment.

One important economic impact of the new casino is the extent to which it captures out-of-state revenue. In addition to their activities, patrons were asked to estimate their spending on gambling at the casino, non-gambling activities at the casino, and non-gambling activities outside the casino. The average self-reported gambling expenditure was \$96.39, the average non-gambling expenditure at the casino was \$63.99, and the average non-gambling expenditure outside the casino was \$73.26. This data was used to estimate the total amount of gambling and non-gambling expenditures for all PPC patrons as well as the proportion of spending attributable to non-Massachusetts residents. The analysis shows that Massachusetts residents account for 79.1% of all gambling and non-gambling expenditures by casino patrons while non-Massachusetts residents account for 20.9% of these expenditures.

Two additional important economic impacts are "recaptured" spending by Massachusetts residents who would otherwise have spent their money at an out-of-state casino and "reallocated" spending by Massachusetts residents from other businesses in the Commonwealth to Plainridge Park Casino. This

information is needed to inform the subsequent modeling of the overall economic impacts of the casino on the Massachusetts economy. A total of 69.8% of patrons reported that they would have gambled in another state if there was not a casino in Massachusetts, with the majority indicating that this would have been Connecticut or Rhode Island. When asked what they would have spent their money on if they had not spent it on gambling, 79.7% indicated that they would have spent it on other goods and services, including restaurants and bars, lottery tickets, retail items and housing and household items.

For economic modeling purposes, six groups of casino patrons were identified based on their answers to questions about where they were from, whether they would have gambled elsewhere if PPC did not exist, and whether PPC prompted their visit to Plainville. Over half of gambling and non-gambling spending at Plainridge Park Casino (58.3% and 50.4% respectively) was “recaptured” spending by Massachusetts residents. “Reallocated” spending by Massachusetts residents accounted for 16.3% of patrons’ gambling spending.

The economic model is based on a six-region division of the state. The majority of recaptured gambling spending (49.7%) and recaptured non-gambling spending at the casino (66.4%) is accounted for by residents of the Greater Boston region, which includes Plainville and several of the surrounding communities. Most of the remaining recaptured spending is accounted for by residents of the Southeast region. Patrons from Greater Boston and the Southeast regions represent over 85% of reallocated gambling and non-gambling spending at the casino.

In another analysis, we examined patron expenditures on gambling and non-gambling amenities at Plainridge Park Casino and non-gambling amenities outside the casino by household income. While comprising 50% of the population, income groups below the median household income in Massachusetts accounted for 54.4% of PPC gambling revenue, 37.8% of non-gambling revenue at PPC, and 42.3% of non-gambling revenue outside of PPC. A more fine-grained analysis showed that both the lowest and highest income groups contributed proportionally less gambling revenue relative to their prevalence in the population, with the lower middle income groups contributing proportionally more.

A small number of questions in the patron survey assessed patrons’ experiences with GameSense, the responsible gambling program required by the Massachusetts gambling law. While there was fairly high awareness of the GameSense program (59.9%), only 17.4% of people who were aware of the program had an interaction with a GameSense Advisor. Of these individuals, 24.7% reported that the interaction altered the way they gambled.

## **Limitations**

In considering the results of the Patron Survey, it is important to understand the limitations of this component of the SEIGMA study. These include limitations associated with the sampling strategy developed for the survey, those associated with asking hypothetical questions about spending, and those related to the performance of the Demographic Accuracy Test.

First, the development of projected expenditure totals for all PPC patrons and the percentage of these expenditures that could be attributed to Massachusetts and non-Massachusetts residents are based on a non-probabilistic methodology. There was a diligent effort to choose a sampling design which best reflected the average PPC patron. Using Google visitation data, days and times of the week were purposefully selected to attempt to increase representativeness. Nonetheless, randomness is not an attribute of the patron sample. Therefore, reported results should be viewed in this context and with this limitation.

In general, there are limitations in asking hypothetical questions (i.e., whether the patron would have spent money on out-of-state gambling if a gambling venue in Massachusetts was unavailable and what they would have spent their money on if they had not come to this venue). Answers to these questions may reflect a mismatch between what people say they might do and what they would have actually done. Due to the limits of hypothetical questions, we avoided asking such questions whenever possible. Nonetheless, some hypothetical questions were necessary to garner an understanding of PPC's impact on patron spending.

In addition to asking about hypothetical scenarios, the survey questionnaire asked about money "you" (i.e., the patron completing the survey) spent. Those who came as a couple or in a group may have misinterpreted this question. For instance, the patron taking the survey may have paid for their partner's gambling or non-gambling amenities. Such hypotheticals could have occurred and the respondent would have had to make a decision on what to report. We do believe that such situations were rare and did not substantially alter the survey results. In addition, no respondents commented on being confused with this question.

UMass student surveyors employed in the Summer (July/August 2016) completed a Demographic Accuracy Test. UMass student surveyors employed in the Winter (February 2016), however, did not complete this test since it was not until after our first data collection trip that we determined that the demographic accuracy of the surveyors ought to be tested. In future Patron Surveys, all surveyors will complete the Demographic Accuracy Test. It also should be noted that there are no publications addressing how the Demographic Accuracy Test translates into the ability to accurately assess the demographics of randomly selected individuals during data collection.

## License Plate Survey

### Introduction

The purpose of the SEIGMA license plate count was twofold. The first purpose was to test how well the results of this much simpler methodology approximates the Patron Survey’s more precise and detailed estimates of patron origin and spending. The second purpose was to provide some indication of the accuracy of prior estimates of out-of-state casino expenditure reported by the Northeastern (formerly New England) Gaming Research Project (NEGRP) conducted by the Center for Policy Analysis at the University of Massachusetts at Dartmouth. NEGRP carried out license plate surveys at New England casinos every two years between 2004 and 2014. These surveys formed the basis for assumptions about the amount of Massachusetts gambling revenue being lost to other states that could be potentially recaptured with newly established Massachusetts casinos.

### Methodology

A two-person team conducted license plate counts of all guest parking areas during the same time periods and days that the Patron Survey was being administered. A copy of the License Plate Data Collection Instrument is provided in Appendix K. The License Plate Survey carried out by the SEIGMA team required some adjustments to correct for methodological problems in the NEGRP approach as well as to synchronize the administration of our License Plate Survey with the administration of the Patron Survey.

**Table 9 Differences in the NEGRP and SEIGMA License Plate Surveys**

| Methodology  | NEGRP   | SEIGMA   |
|--|---|--|
| Time Period  | Once a year in mid-February on the weekend that includes President’s Day on Monday  | Twice a year, 6-12 months after venue opening, with one of these sampling periods being in July/Aug  |
| Time Span  | 5 consecutive days (Thursday to Monday)   | 4 different days over 2 week span: Monday day; Saturday evening; Monday evening; Saturday day. This avoids the potential double, triple, and quadruple counting of the same vehicles that occurs with the NEGRP methodology and better captures the variation in patronage that occurs at different times of year. |
| Time   | 9-11am + 2-4pm + 7-9pm + 12am-2am every day during the time span  | 12-4pm or 6-10pm depending on the day  |
| Sample Size  | At least 1,500 plates per day at Foxwoods, Mohegan Sun, and Twin River. At least 200 each day at Newport Grand Slots, Hollywood Casino, Oxford Casino.  | All license plates.  |
| Calculation of the Casino’s Annual Percentage of Patrons from Each State | <u>Weekday</u> <ul style="list-style-type: none"> <li>• % of cars from State X on Thu &amp; Fri *<br/> <math>.667 * .88</math><br/>           + % of buses from State X on Thu &amp; Fri<br/> <math>* .667 * .12</math></li> </ul> <u>Weekend</u> <ul style="list-style-type: none"> <li>• % of cars from State X on Sat &amp; Sun *<br/> <math>.303 * .88</math><br/>           + % of buses from State X on Sat &amp; Sun<br/> <math>* .303 * .12</math></li> </ul> | Straight count of number of plates from each state. Full size buses are given a value of 12 cars. Half size buses are given a value of 6 cars.   |

| Methodology  | NEGRP   | SEIGMA   |
|--|---|--|
| Calculation of the Casino's Annual Percentage of Patrons from Each State | <p><u>Holiday</u></p> <ul style="list-style-type: none"> <li>• % of cars from State X on Mon * .030 * .88</li> <li>+ % of buses from State X on Mon * .030 * .12<sup>1</sup></li> </ul> <p>Percentage of Patrons from State X = <math>[(\text{Weekend}\% * 2) + (\text{Holiday}\% * 2)] + [\text{Weekday}\%/2]</math><sup>2</sup></p> | Straight count of number of plates from each state. Full size buses are given a value of 12 cars. Half size buses are given a value of 6 cars. |
| Calculation of the Amount of Casino Revenue deriving from Each State     | Annual total revenue for that facility divided by % of patronage from that state.   | Annual total revenue for that facility divided by % of patronage from that state.  |

<sup>1</sup> .667, .303, and .030 are the percentages of weekdays, weekend days, and holidays, respectively, in a typical calendar year. The adjustment factors of .88 and .12 are the estimated percentages of patrons arriving by car and bus.

<sup>2</sup> Weekend and holiday percentages are multiplied by 2 due to casino management reports that visitation numbers on weekends and holidays are double weekday numbers.

### Weighting for the License Plate Survey

The goal of the license plate count was to estimate the proportion of out-of-state patrons. We made a number of assumptions in developing weights for the license plate survey. We assumed that vehicle occupancy was constant for all vehicles and that those occupants had the same residence as the license plate. We also assumed that vehicles arrived in the parking lot in a random manner over the day, so that there was a relatively constant proportion of in-state license plate vehicles at any one time. However, we did not assume that the number of vehicles in the parking lot was constant over time. We developed weights to estimate the total number of vehicles in the parking lot on a given day. The weights make use of TRANSYS.com entry data for Plainridge Park Casino. Since the license plate data was collected in a particular period, only certain vehicles (those arriving prior to the collection) could be observed. We used this information and Google Analytics to estimate that the typical visit duration is 1-3.5 hours and to develop weights for license plate data on weekdays and weekends.

### Assumptions for Weight Development

We assumed that TRANSYS.com entry count data was proportional to the number of vehicles in the parking lot. In order to develop a weight for a survey day, we used the entry count data to estimate the proportion of vehicles present in the parking lot at the time of the License Plate Survey.

#### *Monday: 12-4 PM*

We assumed that data collection took 1 hour on Monday, from 12-1 PM. Casino entry count data are available each hour. Vehicles for persons entering the casino from 12-1 PM were considered to have a 50% chance of being included in the vehicle survey since these individuals may have arrived after the surveyors completed their count. We assumed there was a 100% chance that the vehicles were in the parking lot if the entry to the casino was in the hour prior to 12 noon. We assigned lower probabilities to earlier time periods based on the assumed typical visit duration of 1-3.5 hours. These assignments are given in the second column of Table 10.

#### *Other Collection Periods*

Additional columns in Table 10 indicate the percentages assigned in other data collection periods and days. We assumed a 2-hour license plate collection period occurred on Saturdays due to the higher volume of casino entry counts.

**Table 10 Percent of Vehicles assumed to be in the Parking Lot based on Entry Counts to the Plainridge Park Casino in 2016**

| <b>Monday</b> | <b>12-4PM<br/>Collection</b> | <b>6-10 PM<br/>Collection</b> | <b>Saturday</b> | <b>12-4PM<br/>Collection</b> | <b>6-10 PM<br/>Collection</b> |
|---------------|------------------------------|-------------------------------|-----------------|------------------------------|-------------------------------|
| 8:00 AM       | 0%                           |                               | 8:00 AM         | 0%                           |                               |
| 9:00 AM       | 25%                          |                               | 9:00 AM         | 25%                          |                               |
| 10:00 AM      | 50%                          |                               | 10:00 AM        | 50%                          |                               |
| 11:00 AM      | 75%                          |                               | 11:00 AM        | 75%                          |                               |
| 12:00 PM      | 100%                         |                               | 12:00 PM        | 100%                         |                               |
| 1:00 PM       | 50%                          |                               | 1:00 PM         | 100%                         |                               |
| 2:00 PM       | 0%                           | 0%                            | 2:00 PM         | 50%                          | 0%                            |
| 3:00 PM       |                              | 25%                           | 3:00 PM         | 0%                           | 25%                           |
| 4:00 PM       |                              | 50%                           | 4:00 PM         |                              | 50%                           |
| 5:00 PM       |                              | 75%                           | 5:00 PM         |                              | 75%                           |
| 6:00 PM       |                              | 100%                          | 6:00 PM         |                              | 100%                          |
| 7:00 PM       |                              | 50%                           | 7:00 PM         |                              | 100%                          |
| 8:00 PM       |                              | 0%                            | 8:00 PM         |                              | 50%                           |
| 9:00 PM       |                              |                               | 9:00 PM         |                              | 0%                            |
| 10:00 PM      |                              |                               | 10:00 PM        |                              |                               |
| 11:00 PM      |                              |                               | 11:00 PM        |                              |                               |

**License Plate Weighting Procedure**

Using these assumptions and the TRAFSYS data, we calculated the total casino entry counts  $V_{st}$  for the License Plate Survey time periods. The time periods are stratified by calendar period (Spring/Summer or Fall/Winter) and then by weekday/weekend time periods. We index these strata by  $t = 1, \dots, T = 4$ , where

- $t = 1$  corresponds to the Spring/Summer weekday time period (i.e. Monday);
- $t = 2$  corresponds to the Spring/Summer weekend time period (i.e. Saturday);
- $t = 3$  corresponds to the Fall/Winter weekday time period (i.e. Monday);
- $t = 4$  corresponds to the Fall/Winter weekend time period (i.e. Saturday).

We estimate the total casino entry count for vehicles by adjusting counts near the start of the day, including 75% of entry counts who arrive between midnight and 1AM, 50% of entry counts who arrive between 11PM and midnight on the previous day, and 25% of the entry counts who arrive between 10-11PM on the previous day. Using these assumptions, we total the ‘vehicle’ entry counts for each calendar period and weekday/weekend, denoted by  $V_t$ . The vehicle sampling fraction for a calendar period and weekday/weekend is given by  $f_{vt} = \frac{V_{st}}{V_t}$ . These sampling fractions are used to assign an

average weekly weight of  $w_{vt} = \frac{1}{f_{vt}}$  to each vehicle count in the License Plate Survey. Since there are 26 weeks in each calendar period, the 2016 weight assigned to each license plate,  $j = 1, \dots, V_{st}$  is given by

$w_{vjt0} = 26(f_{vt})$ , or equivalently as  $w_{vjt0} = 26\left(\frac{V_t}{V_{st}}\right)$ . These weights are given for each calendar period and weekday/weekend in Table 11.

**Table 11 Vehicle Weight for License Plate Survey in Plainville 2016 by Calendar Period and Weekday/Weekend**

| Calendar Period | Weekday/Weekend Period | 2016 Vehicle Weight |
|-----------------|------------------------|---------------------|
| Spring/Summer   | Weekday                | 359.6               |
| Spring/Summer   | Weekend                | 144.9               |
| Fall/Winter     | Weekday                | 301.6               |
| Fall/Winter     | Weekend                | 132.4               |

## License Plate Survey Results

Table 12 reports the geographic origin of all license plates during all of the sampling periods.

**Table 12 Geographic Origin of License Plates at Plainridge Park Casino**

|                         | MA      | RI     | NH     | CT    | NY    | ME    | NJ    | PA    | VT    | Other | TOTAL   |
|-------------------------|---------|--------|--------|-------|-------|-------|-------|-------|-------|-------|---------|
| Sat Feb 20<br>12 - 4 pm | 92,018  | 11,386 | 4,899  | 1,456 | 662   | 265   | 132   | 265   | 0     | 794   | 111,878 |
| Mon Feb 22<br>6 - 10 pm | 99,528  | 14,175 | 3,318  | 1,508 | 0     | 0     | 0     | 0     | 0     | 1,206 | 119,735 |
| Sat Feb 27<br>6 - 10 pm | 127,369 | 16,020 | 6,620  | 1,456 | 132   | 132   | 132   | 530   | 0     | 662   | 153,054 |
| Mon Feb 29<br>12 - 4 pm | 107,370 | 13,572 | 2,413  | 905   | 302   | 0     | 0     | 0     | 302   | 302   | 125,164 |
| WINTER TOTAL            | 426,284 | 55,154 | 17,249 | 5,326 | 1,096 | 397   | 265   | 794   | 302   | 2,964 | 509,832 |
| WINTER %                | 83.61%  | 10.82% | 3.38%  | 1.04% | 0.21% | 0.08% | 0.05% | 0.16% | 0.06% | 0.58% | 100.00% |
| Sat Jul 30<br>12 - 4 pm | 84,042  | 11,882 | 3,912  | 1,304 | 435   | 145   | 435   | 0     | 0     | 2,029 | 104,183 |
| Mon Aug 1<br>6 - 10 pm  | 153,190 | 22,655 | 4,675  | 1,438 | 719   | 719   | 719   | 360   | 360   | 4,315 | 189,150 |

|                              | MA      | RI     | NH     | CT    | NY    | ME    | NJ    | PA    | VT    | Other  | TOTAL   |
|------------------------------|---------|--------|--------|-------|-------|-------|-------|-------|-------|--------|---------|
| Sat Aug 6<br>6 – 10<br>pm    | 117,659 | 11,447 | 6,086  | 1,304 | 580   | 869   | 0     | 0     | 145   | 2,029  | 140,118 |
| Mon Aug<br>8<br>12 – 6<br>pm | 145,998 | 16,901 | 5,394  | 1,079 | 360   | 1,798 | 360   | 360   | 0     | 2,877  | 175,125 |
| SUMMER<br>TOTAL              | 500,888 | 62,885 | 20,067 | 5,125 | 2,093 | 3,532 | 1,514 | 719   | 505   | 11,249 | 608,576 |
| SUMMER<br>%                  | 82.30%  | 10.33% | 3.30%  | 0.84% | 0.34% | 0.58% | 0.25% | 0.12% | 0.08% | 1.85%  | 100.00% |

Note: there were only 3 buses counted during the survey, all of which were from Massachusetts

Table 13 presents the weighted geographic origin of all of the respondents in the Patron Survey versus the geographic origin of all license plates. As a reminder, there were 14 individuals in the Patron Survey whose geographic origin was unknown.

**Table 13 Geographic Origin of Patrons as Determined by the Patron versus License Plate Survey**

|                      | MA    | RI    | Other | TOTAL  |
|----------------------|-------|-------|-------|--------|
| Patron Survey        | 77.9% | 12.0% | 10.0% | 100.0% |
| License Plate Survey | 82.9% | 10.6% | 6.6%  | 100.0% |

The next step in our analysis was to compare estimates of the percentage of revenue derived from Massachusetts versus non-Massachusetts residents in the Patron Survey and the License Plate Survey. The methodology historically used to determine proportional share of revenue from License Plate Surveys is to assume that this corresponds directly to the proportion of license plates from each state (i.e., the implication is that, on average, people spend the same amount regardless of origin). Using this approach, the License Plate Survey results suggest that 82.9% of all revenue comes from Massachusetts residents and 17.1% comes from non-Massachusetts residents. As indicated earlier in the report, results from the Patron Survey show that 79.1% of all gambling and non-gambling expenditure comes from Massachusetts residents and 20.9% comes from non-Massachusetts residents. Table 14 displays this comparison.

**Table 14 Percentage of Revenue Accounted for by Patron versus License Plate Surveys**

|                      | MA residents | Non-MA residents |
|----------------------|--------------|------------------|
| Patron Survey        | 79.1%        | 20.9%            |
| License Plate Survey | 82.9%        | 17.1%            |



## **Summary of Findings**

The License Plate Survey appears to closely approximate the Patron Survey in estimating the geographic origin of the overall casino patronage as well as the percentage of revenue accounted for by in-state versus out-of-state residents.

While the overall estimate of expenditures is quite similar between the Patron Survey and the License Plate Survey, the specific proportions are quite variable as a function of type of expenditure. More specifically, while the Patron Survey showed that Massachusetts residents accounted for 79.1% of total expenditure, in terms of subcategories, these residents accounted for 78.6% of gambling expenditure, 92.1% of non-gambling expenditure at Plainridge Park Casino, and 78.9% of non-gambling expenditure outside of Plainridge Park Casino (see Figure 13 and Table 66 in Appendix I). The methodology utilized by the Patron Survey allowed for the collection of this more detailed spending information. Furthermore, unlike the License Plate Survey, the Patron Survey allows for estimates of non-gambling expenditure outside of Plainridge Park Casino.

Finally, although the present results provide support for prior NEGRP estimates of out-of-state Massachusetts casino expenditures, it is important to recognize that the sampling procedures used in the present study diverge somewhat from the NEGRP methodology. Thus, the precise accuracy of these previous estimates remains somewhat uncertain.

## References

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## Appendix A: Survey Team Script

*Scripts (use laminated Spanish/Chinese scripts if needed with paper survey only)*

**Solicitor:**

**Initial Approach:**

- Hi, I'm \_\_\_\_\_, a student from the University of Massachusetts.
- Are you heading out for the [day/evening]?
- **No:** Ok, thank you, perhaps we will see you when you leave. *(Record on refusal tally)*
  - **Yes:** *(Go to next script)*

**Describe survey:**

- I'm part of a research team doing a survey here.
- Would you have 5-10 minutes to complete an anonymous survey right over here? *(point/indicate over to table)*
- If so, we'd like to give you a \$5 Dunkin gift card as a thank you.

**If they are NOT interested:**

- Ok, thank you very much. Have a great [day/night]. *(Record on refusal tally)*

**If they are interested:**

- Have you already completed a survey this visit?
  - **Yes:** We won't need you to do that again. Thank you very much.
  - **No:** *(Continue to next script)*

*Walk patron to table where Table Monitor awaits. Solicitor return to counter to wait for next patron.*

**Table Monitor:**

- We are hoping to understand the impact this facility has on the region and surrounding areas.
- All of your answers will be kept private and we will not ask you for your name or contact information.
- Taking part is up to you.
- You don't have to answer any question you don't want to.
- And you can stop at any time.
- Almost everyone is able to finish the survey in 5-10 minutes.
- You can complete the survey either on an iPad or on paper.
- If you don't want to complete the information on your own we can assist you in whatever way you want, like reading you the questions if you prefer.
- A paper version is available in Spanish and Mandarin, though we can't read those to you.
- Do you have any questions? *(If they say they don't want to participate now record on refusal tally)*
- We can move over to this private seating area if you are ready to begin.

**NOW ok to give them iPad or paper version and a survey #.**

**When done:**

- *Paper survey: collect survey # and survey (place in box)*
- *iPad: collect survey # and make sure iPad is ready for next survey*
- *Thank patron and give them Dunkin gift card*
- *Record survey # and initials on inventory sheet (save survey number with inventory sheet)*

|  |
|--|
| Survey Zip Code:<br>International: 00000<br>Unknown/no give: 99999 |
|--|

**IF they want survey but weren't asked by you to complete one:**  
Thank you for offering, but unfortunately the surveys are counted and we can only give them out based on our counts of people leaving the facility.

**IF they appear upset or uncomfortable while filling out the survey:**  
You seem uncomfortable. I'm going to ask my supervisor to come over.

**Incoherent patron:**  
I actually won't need you to participate today but thank you anyway.

**Appendix B: Patron Survey Questionnaire**

**PLAINRIDGE PARK CASINO**  
**P A T R O N   S U R V E Y**



Instructions for  
completing the booklet

This booklet contains  
several types of questions.

*For some questions, you select one answer by checking a circle, like this:*

- Yes
- No

*For some questions, you select multiple answers by checking boxes, like this:*

- Connecticut
- Rhode Island
- New Jersey
- New York

*For some questions, you answer the question by filling in one number per box, like this:*

0 1 0 5 3

*You will sometimes be instructed to skip one or more questions. In this example, if your choice is 'No', you skip to question 22; otherwise you continue to the next question.*

- Yes
- No - GO TO QUESTION 22

**1.** To get started with the survey, please enter your home zip code:

We would like to learn about how you got here today and your experience at the facility.

**2.** How did you get here today? **Check all that apply.**

- My own vehicle or in someone else's car
- By airplane
- By rental car
- By other ground transportation (such as public transportation, charter bus, taxi, limousine, or shuttle)
- By foot (walked here)

**3.** Did you have any problems getting here? **Check all that apply.**

- No problems
- Got lost
- Lots of traffic
- Long wait for transportation
- Road construction

**4.** Since this facility opened in June, how often have you visited this facility?

- 4 or more times a week
- 2-3 times a week
- Once a week
- 2-3 times a month
- Once a month
- Less than once a month
- This is my first visit



If you live in Massachusetts, please answer Question 5.



If you do not live in Massachusetts, please skip Question 5 and go on to Question to 6.

**5.** Did Plainridge Park Casino prompt your visit to this town?

- Yes ➔ **GO TO QUESTION 9**  
 No ➔ **GO TO QUESTION 9**



If you live in Massachusetts, go to Question 9.

**6.** Did Plainridge Park Casino prompt your visit to Massachusetts?

- Yes  
 No

**7.** How many days are you visiting Massachusetts?

- One day or less ➔ **GO TO QUESTION 9**  
 More than one day

**8.** Please enter number of days you are visiting Massachusetts: \_\_\_\_\_

**9.** Do you have a loyalty or rewards card with this casino company?

- Yes  
 No

**10.** Overall, did you have an enjoyable time during your visit today?

- Yes  
 No

**11.** Do you think you would return to this facility?

- Yes  
 No  
 Maybe

Now we would like to learn a little more about what activities you enjoyed while you were on-site at Plainridge Park Casino today.

**12.** What non-gambling activities did you spend money on today on-site in the Plainridge Park Casino? **Check all that apply.**

- Food or beverage
- Shopping in a gift shop or other retail outlet
- Other entertainment, such as music or a performance
- Other ➤ please specify: \_\_\_\_\_
- None ➤ **GO TO QUESTION 14**

**13.** How much money in total did you spend on these non-gambling activities today?

\$

**14.** If you gambled today, which gambling activities or games did you play? **Check all that apply.**

- I did not gamble today ➤ **GO TO QUESTION 16**
- Slots
- Electronic table games
- Horse racing
- Lottery

**15.** How much did you spend on these activities?  
(For example, if you started with \$100 but are going home with \$60, you spent \$40.) Change the minus sign (-) in front of the number to a plus sign (+) if you are going home with more than you started with.

- \$



**16.** Where have you visited casinos in the past year prior to Plainridge Park Casino opening? **Check all that apply.**

- Did not visit any casino in the past year before Plainridge Park Casino
- Connecticut
- Rhode Island
- New Jersey
- New York
- Pennsylvania
- Maine
- Nevada
- Online casinos
- Other, please specify: \_\_\_\_\_

**17.** What did you like the most about your visit here today?  
(You can pick up to 3 things)

- Playing the games
- How quickly and easily I could access the games
- The different food and beverage options
- The friendliness of the casino staff
- The non-gambling entertainment
- The convenient parking
- The variety of game choices
- The quality of the food and beverage
- The friendliness of the food and beverage staff
- The way the facility looks and feels inside
- The shops and retail
- How easy it was to get here
- None of the above

Next we would like to ask some questions about things you did outside of the casino facility during this visit.

**18.** What else did you do outside of the casino facility during this visit (for example, on your way in or out of the casino or during your visit to this town or state)? **Check all that apply.**

- Bought food or beverage in a restaurant or fast food outlet
- Retail shopping, like at a store or mall
- Stayed at a hotel outside of the casino
- Went to a live entertainment show, concert, or performance
- Spent money on other entertainment (for example an amusement park, bowling, museum, etc.)
- Nothing ➔ **GO TO QUESTION 20**

**19.** How much in total do you estimate you spent on activities outside of Plainridge Park Casino during your visit to this area?

\$

**20.** If there wasn't a casino in Massachusetts, would you have chosen to spend the money you spent here today on gambling in another state?

- Yes
- No ➔ **GO TO QUESTION 22**

**21.** Where? **Check all that apply.**

- Connecticut
- Rhode Island
- New Jersey
- New York
- Pennsylvania
- Maine
- Nevada
- Online
- Other, please specify: \_\_\_\_\_

**22.** If you hadn't come here today, what would have you spent your money on instead?

If you are not sure, make your best guess. **Check all that apply.**

- Other forms of gambling (e.g., bingo, horse racing)
- Massachusetts Lottery, including scratch tickets and keno
- Live entertainment (concerts, theater, live sports, etc.)
- Recreation and non-live entertainment (parks, clubs, museums, etc.)
- Restaurants and bars
- Hotels and travel
- Retail items (clothing, furniture, electronics, recreational goods, etc.)
- Housing and household items (groceries, rent, mortgage, utilities, personal and household supplies, etc.)
- Health care (doctor's visits, medication, health insurance, etc.)
- Transportation (cars, car parts, auto insurance, fuel, public transportation, etc.)
- Other services (education, other professional services, etc.)
- Nothing

Please continue to the next page.

You are almost done. Just a few more questions left.

**23.** Are you aware of the GameSense program?

- No, I'm not aware of it ➔ **GO TO QUESTION 34**
- Yes, I'm aware of it

**24.** Have you spoken with a GameSense Advisor?

- Yes, on the casino floor
- Yes, in the GameSense Info Center
- No ➔ **GO TO QUESTION 34**

**25.** Were you satisfied with the information offered by the GameSense Advisor?

- Yes
- No

**26.** Did you learn something new about gambling?

- Yes
- No

**27.** Did your interaction with the GameSense Advisor change the way you gamble?

- No ➔ **GO TO QUESTION 30**
- Yes, I've changed how I think about my gambling, but I have not changed how I actually gamble ➔ **GO TO QUESTION 30**
- Yes, I've changed how I actually gamble

**28.** As a result of interacting with the Gamesense Advisor:

- I have reduced the time I spend gambling
- I have increased the time I spend gambling
- There has been no change in the time I spend gambling

**29.** As a result of interacting with the Gamesense Advisor:

- I have reduced the money I spend gambling
- I have increased the money I spend gambling
- There has been no change in the money I spend gambling

To what extent do you agree or disagree with each of these statements?

|   | Strongly agree | Agree | Neither agree nor disagree | Disagree | Strongly disagree |
|---|----------------|-------|----------------------------|----------|-------------------|
| <b>30.</b> The GameSense Advisor was caring.        |                |       |                            |          |                   |
| <b>31.</b> The GameSense Advisor was helpful.       |                |       |                            |          |                   |
| <b>32.</b> The GameSense Advisor was knowledgeable. |                |       |                            |          |                   |
| <b>33.</b> The GameSense Advisor listened to me.    |                |       |                            |          |                   |

Please continue to the next page.

You have reached the final section. In closing, we would like some demographic information about you. Of course, like the rest of the survey, your responses to these questions will be confidential.

**34. What is your gender?**

- Female
- Male
- Transgender/other

**35. In what year were you born?**

**36. At present are you...?**

- Married
- Living with your partner
- Separated, but still legally married
- Divorced
- Widowed
- Never been married

**37. What is your highest degree or level or school you have completed?**

- Never attended school or only attended kindergarten
- Grades 1 through 8
- Grades 9 through 11
- Regular high school diploma or GED
- Trade or technical school
- Some college credit, but less than 1 year of college credit
- 1 or more years of college credit, no degree
- Associate degree
- Bachelor's degree
- Master's degree
- Professional degree beyond a bachelor's degree
- Doctorate degree

**38.** Are you currently...?

- Employed for wages
- Self-employed
- A homemaker
- A student
- Retired
- Out of work for more than 1 year
- Out of work for less than 1 year
- Unable to work

**39.** Have you ever served on active duty in the U.S. Armed Forces, military reserves, or National Guard? (Active duty does not include training for the Reserves or National Guard, but does include activation, for example, the Persian Gulf War.)

- Yes, now on active duty
- Yes, on active duty in the past, but not during the last 12 months
- No, but currently training for the Reserves or National Guard only ➔ **GO TO QUESTION 41**
- No, never served in the military ➔ **GO TO QUESTION 41**

**40.** When did you serve on active duty in the U.S. Armed Forces?

**Check all that apply.**

- September 2001 or later
- August 1990 to August 2001 (including Persian Gulf War)
- September 1980 to July 1990
- May 1975 to August 1980
- Vietnam era (August 1964 to April 1975)
- March 1961 to July 1964
- Korean war (July 1950 to January 1955)
- World War II (December 1941 to December 1946)
- February 1955 to February 1961
- January 1947 to June 1950
- November 1941 or earlier

**41.** Is your approximate annual household income from all sources...

- Less than \$15,000
- \$15,000-29,999
- \$30,000-49,999
- \$50,000-69,999
- \$70,000-99,999
- \$100,000-124,999
- \$125,000-149,999
- \$150,000 or more

**42.** Are you Hispanic or Latino?

- Yes
- No

**43.** Which one or more of the following would you say is your race?

**Check all that apply.**

- White or Caucasian
- Black or African-American
- Asian
- Native Hawaiian or other Pacific Islander
- Native American or Alaskan Native
- Some other race, please specify: \_\_\_\_\_

**Thank you!**

**You have reached the  
end of the survey.**

Thank you on behalf of the University of Massachusetts Amherst for the time and effort you've spent answering these questions. If you have any questions about this survey refer to the information on our handout.





## Appendix C: Refusal Rate and Item Response Rate

**Table 15 Refusal Rate by Season, Day of Week and Time of Day**

|                    |          | # refused | # accepted | total | refusal rate | p-value <sup>16</sup> |
|--------------------|----------|-----------|------------|-------|--------------|-----------------------|
| <b>Season</b>      | Winter   | 830       | 273        | 1103  | 0.752493     | 0.00673               |
|                    | Summer   | 831       | 206        | 1037  | 0.80135      |                       |
| <b>Day of week</b> | Saturday | 1111      | 307        | 1418  | 0.783498     | 0.25427               |
|                    | Monday   | 550       | 172        | 722   | 0.761773     |                       |
| <b>Time of day</b> | 12-4pm   | 784       | 214        | 998   | 0.785571     | 0.32927               |
|                    | 6-10pm   | 877       | 265        | 1142  | 0.767951     |                       |

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<sup>16</sup> Chi-square test for independence.

**Table 16 Item Response Rate (%) by Data Collection Mode**

|    | Question   | iPad  | Print |
|----|--|-------|-------|
| 2  | How did you get here today?  | 88.5  | 99.5  |
| 3  | Did you have any problems getting here?  | 98.3  | 98.4  |
| 4  | Since this facility opened in June, how often have you visited this facility?  | 99.0  | 99.0  |
| 5  | Did Plainridge Park Casino prompt your visit to this town?   | 99.3  | 99.0  |
| 6  | Did Plainridge Park Casino prompt your visit to Massachusetts?   | 99.7  | 98.4  |
| 7  | How many days are you visiting Massachusetts?  | 97.6  | 92.7  |
| 8  | Please enter the number of days you are visiting Massachusetts   | 96.5  | 90.1  |
| 9  | Do you have a loyalty or rewards card with this casino company?  | 100.0 | 99.0  |
| 10 | Overall, did you have an enjoyable time during your stay?  | 99.7  | 99.5  |
| 11 | Do you think you would return to this facility?  | 99.7  | 99.5  |
| 12 | What non-gambling activities did you spend money on today on-site in the Plainridge Park Casino?                                       | 99.0  | 91.1  |
| 13 | How much money in total did you spend on these non-gambling activities today?  | 91.3  | 86.5  |
| 14 | If you gambled today, which gambling activities or games did you play?   | 99.3  | 92.2  |
| 15 | How much did you spend on these (gambling) activities?   | 96.5  | 89.1  |
| 16 | Where have you visited casinos in the past year prior to Plainridge Park Casino opening?   | 98.3  | 90.6  |
| 17 | What do you like the most about your visit here today?   | 98.6  | 89.1  |
| 18 | What else did you do outside of the casino facility during this visit?   | 95.5  | 93.2  |
| 19 | How much in total do you estimate you spent on activities outside of Plainridge Park Casino during your visit to this area?            | 94.1  | 91.7  |
| 20 | If there wasn't a casino in Massachusetts, would you have chosen to spend the money you spent here today on gambling in another state? | 98.6  | 95.8  |
| 21 | Where?   | 98.6  | 91.7  |
| 22 | If you hadn't come here today, what would you have spent your money on instead?  | 98.6  | 95.3  |
| 23 | Are you aware of the GameSense program?  | 98.6  | 89.6  |
| 24 | Have you spoken with a GameSense Advisor?  | 97.6  | 89.1  |
| 25 | Were you satisfied with the information offered by the GameSense Advisor?  | 98.6  | 88.5  |
| 26 | Did you learn something new about gambling?  | 98.3  | 89.6  |
| 27 | Did your interaction with the GameSense Advisor change the way you gamble?   | 98.6  | 88.5  |
| 28 | As a result of interacting with the GameSense Advisor (time):  | 98.6  | 88.5  |
| 29 | As a result of interacting with the GameSense Advisor (money):   | 98.6  | 88.5  |
| 30 | The GameSense Advisor was caring   | 99.0  | 88.5  |
| 31 | The GameSense Advisor was helpful  | 98.6  | 88.5  |
| 32 | The GameSense Advisor was knowledgeable  | 98.6  | 88.5  |
| 33 | The GameSense Advisor listened to me   | 98.6  | 88.5  |
| 34 | What is your gender?   | 98.3  | 95.8  |
| 35 | What year were you born?   | 88.5  | 92.7  |
| 36 | Marital status   | 97.9  | 95.3  |
| 37 | What is your highest degree or level of school you have completed?   | 97.9  | 95.3  |
| 38 | Employment status  | 97.6  | 94.8  |
| 39 | Have you ever served in active duty in the US Armed Forces, military reserves, or National Guard?                                      | 96.9  | 91.7  |
| 40 | When did you serve on active duty in the U.S. Armed Forces?  | 96.9  | 91.7  |
| 41 | Approximate annual household income from all sources   | 92.3  | 89.6  |
| 42 | Are you Hispanic or Latino?  | 92.3  | 93.8  |
| 43 | Which one or more of the following would you say is your race?   | 95.8  | 96.4  |

## Appendix D: Demographic Accuracy Test






Name: \_\_\_\_\_ Date: \_\_\_\_\_









- For each picture estimate the gender, race, and age of each person shown.
- Please do this task yourself without any assistance.
- Record your answers below using the following key:

|        |              | <30 | 30-50 | 50+ |
|--------|--------------|-----|-------|-----|
| Male   | White        | A   | B     | C   |
|        | Asian        | D   | E     | F   |
|        | African Amer | G   | H     | I   |
| Female | White        | J   | K     | L   |
|        | Asian        | M   | N     | O   |
|        | African Amer | P   | Q     | R   |









Answers:





| Question # | Answer | Question # | Answer | Question # | Answer | Question # | Answer |
|------------|--------|------------|--------|------------|--------|------------|--------|
| 1          |        | 10         |        | 19         |        | 28         |        |
| 2          |        | 11         |        | 20         |        | 29         |        |
| 3          |        | 12         |        | 21         |        | 30         |        |
| 4          |        | 13         |        | 22         |        | 31         |        |
| 5          |        | 14         |        | 23         |        | 32         |        |
| 6          |        | 15         |        | 24         |        | 33         |        |
| 7          |        | 16         |        | 25         |        | 34         |        |
| 8          |        | 17         |        | 26         |        | 35         |        |
| 9          |        | 18         |        | 27         |        | 36         |        |

| # | Photo   |  | # | Photo  |
|---|---|--|---|--|
| 1 |    |  | 2 |    |
| 3 |    |  | 4 |   |
| 5 |  |  | 6 |  |
| 7 |  |  | 8 |  |

| #  | Photo   | #  | Photo  |
|----|---|----|--|
| 9  |    | 10 |   |
| 11 |    | 12 |   |
| 13 |   | 14 |  |
| 15 |  | 16 |  |

| #  | Photo   | #  | Photo  |
|----|---|----|--|
| 17 |    | 18 |   |
| 19 |    | 20 |    |
| 21 |   | 22 |  |
| 23 |  | 24 |  |

| #  | Photo   | #  | Photo   |
|----|---|----|---|
| 25 |    | 26 |     |
| 27 |    | 28 |     |
| 29 |   | 30 |   |
| 31 |  | 32 |  |

| #  | Photo   | #  | Photo  |
|----|---|----|--|
| 33 |  | 34 |  |
| 35 |  | 36 |  |



## Appendix E: Weighting Calculations

### Accounting for Differences in Patron Volume by Season and Period of the Week

We used the 2016 TRAFSYS entry data from Plainridge Park Casino to account for patron volume. These data consist of average entry counts by hour for each day of the week for 2016. First, entry data will be stratified by calendar period (Spring/Summer or Fall/Winter) and then by weekday/weekend time periods. We index these strata by  $t = 1, \dots, T = 4$ , where

- $t = 1$  corresponds to the Spring/Summer weekday time period;
- $t = 2$  corresponds to the Spring/Summer weekend time period;
- $t = 3$  corresponds to the Fall/Winter weekday time period;
- $t = 4$  corresponds to the Fall/Winter weekend time period.

Next, using the TRAFSYS data, the total number of entry counts during an average week in each stratum,  $E_t$  is calculated, along with the total number of entry counts during the 8 hours corresponding to the survey interview period (from 12 PM-4 PM and 6 PM-10 PM),  $E_t^*$ . By dividing  $E_t^*$  by  $E_t$ , the sampling

fraction,  $f_t = \frac{E_t^*}{E_t}$  for each stratum is determined. Using the 2016 TRAFSYS data, these sampling fraction are given in Table 17.

**Table 17 Sampling Fractions for Entry Counts from TRAFSYS in 2016 by Stratum**

| Calendar Period | Weekday/Weekend Period | Sampling Fraction |
|-----------------|------------------------|-------------------|
| Spring/Summer   | Weekday                | 9.75%             |
| Spring/Summer   | Weekend                | 26.52%            |
| Fall/Winter     | Weekday                | 10.75%            |
| Fall/Winter     | Weekend                | 28.66%            |

A sampling fraction in Table 17 is the percent of casino entries in the Patron Survey Interview Period that would be expected in an average week for each stratum. For example, we expect 9.75% of the weekday casino entries in the Spring/Summer to be in the 8 hour interview period (i.e. on Monday from 12 PM-4 PM and 6 PM-10 PM).

Since the Patron Survey was conducted on exiting patrons, while the TRAFSYS data counts number of entries to the casino, we need to relate casino entries to casino exits to use the sampling fractions. In order to relate the casino entries to the exits, we assume that the number of casino entries is proportional to the number of casino exits in each day. This assumption is approximately true, since most patrons enter and exit the casino on the same day.

We use the sampling fractions in Table 17 to define a weight for the  $s^{th}$  sampled patron in stratum  $t$  given by  $w_{st} = \frac{6}{f_t}$ . The multiplier of 6 is used since every 6<sup>th</sup> exiting patron was requested to complete a patron survey. These weights are given in Table 18 for each stratum.

**Table 18 Weight for an Average Week for Sampled Patrons in Plainville 2016 by Calendar Period and Weekday/Weekend**

| Calendar Period | Weekday/Weekend Period | Week Weight for Sampled Patrons |
|-----------------|------------------------|---------------------------------|
| Spring/Summer   | Weekday                | 61.6                            |
| Spring/Summer   | Weekend                | 22.6                            |
| Fall/Winter     | Weekday                | 55.8                            |
| Fall/Winter     | Weekend                | 20.9                            |

Let  $n_t$  represent the number of sampled patrons in stratum  $t$ , where  $s=1, \dots, n_t$  indexes the sampled patron. These values can be obtained from Table 1. By summing the weights in Table 18 for sampled patrons in a stratum, we obtain an estimate of the total number of exiting patrons on an average week

in the stratum given by  $N_t = \sum_{s=1}^{n_t} w_{st}$ . These totals for the strata are given in Table 19.

**Table 19 Estimated Total Patrons on an Average Week in Plainville 2016 by Calendar Period and Weekday/Weekend**

| Calendar Period | Weekday/Weekend Period | Sampled Patrons $n(t)$ | Estimated Patrons $N(t)$ |
|-----------------|------------------------|------------------------|--------------------------|
| Spring/Summer   | Weekday                | 389                    | 23,946                   |
| Spring/Summer   | Weekend                | 648                    | 14,660                   |
| Fall/Winter     | Weekday                | 333                    | 18,587                   |
| Fall/Winter     | Weekend                | 770                    | 16,122                   |

By totaling the estimated number of patrons during weekdays and weekends, we obtain the average number of patrons per week in a calendar period. This total is 11.2% higher in the Spring/Summer calendar period relative to the Fall/Winter calendar period.

The weights in Table 18 when summed over sampled patrons total to the average weekly number of exiting patrons, as illustrated in Table 19. We modify these weights so that when weights are totaled over all sampled patrons, the total weight corresponds to the estimated total number of patron visits in 2016. Since the weights in Table 18 are for an average week, and there are 26 weeks in each calendar period, we define the initial weight for a sampled patron as  $w_{it0} = 26(w_{it})$ . These weights, when summed over all sampled patrons, estimate the total number of patron visits in 2016 based on the Patron Survey. This total is 1,906,243 (Table 20).

**Table 20 Initial Weight for Plainridge Patron Survey by Season and Weekday/weekend 2016**

| Season         | Complete       |                |                               | Refusal        |                |                               | All            |                |                               |
|----------------|----------------|----------------|-------------------------------|----------------|----------------|-------------------------------|----------------|----------------|-------------------------------|
|                | Sample Patrons | Initial Weight | Estimated Total Patron Visits | Sample Patrons | Initial Weight | Estimated Total Patron Visits | Sample Patrons | Initial Weight | Estimated Total Patron Visits |
| 1=Summer-wkday | 89             | 1,600.68       | 142,460                       | 300            | 1,600.68       | 480,203                       | 389            | 1,600.68       | 622,663                       |
| 2=Summer-wkend | 117            | 588.20         | 68,819                        | 531            | 588.20         | 312,332                       | 648            | 588.20         | 381,151                       |
| 3=Winter-wkday | 83             | 1,451.29       | 120,457                       | 250            | 1,451.29       | 362,822                       | 333            | 1,451.29       | 483,279                       |
| 4=Winter-wkend | 190            | 544.35         | 103,426                       | 580            | 544.35         | 315,723                       | 770            | 544.35         | 419,149                       |
| All            | 479            | 908.48         | 435,163                       | 1,661          | 885.66         | 1,471,080                     | 2,140          | 890.77         | 1,906,243                     |

**Accounting for Survey Non-Response**

We adjust the initial weights for survey non-response via post-stratification based on the estimated age, gender, and race distribution of sampled patrons. The adjusted weight is determined so that the total adjusted weight for sample patrons who complete the survey is equal to the total estimated patron visits.

The initial weights,  $w_{st0}$ , range from 544.35 to 1600.68 depending on the season/weekday-weekend periods (Table 20). Without accounting for demographics, we could adjust the weight for sample patrons due to non-response in each stratum. For example, for the Summer-Weekday stratum the non-response adjustment corresponds to multiplying the initial weight of 1600.68 by 1 over the proportion of estimated patrons who completed response (i.e. 622,663/142,460), to obtain the new weight, i.e. 6,996.239. When this weight is totaled over the 89 sampled patrons completing the survey, the total matches the estimated total patron visits, i.e., 622,663.

We apply a similar procedure to accounting for age, gender, and race. The initial weight,  $w_{st0}$ , for each sampled patron is given in Table 20. We cross-classify sampled patrons who completed the survey by age, gender, and race, and in each cell, sum the initial weights. The initial weight totals are given in Table 21 for sample patrons who completed the survey, and in Table 22 for all sampled patrons. Notice that the total for all sampled patrons is 1,906,243, the estimated total number of patron visits in 2016.

**Table 21 Initial Weight Totals for 2016 Plainridge Patron Survey by Gender, Race, and Age**

| Initial Wts | Complete |         |        |           |       |         |
|-------------|----------|---------|--------|-----------|-------|---------|
|             | 1=18-29  | 2=30-50 | 3=51+  | 4=Missing | All   |         |
| Fem         | Black    | 1,089   | 5,592  | 16,469    | .     | 23,149  |
|             | Asian    | .       | 3,278  | 1,451     | 4,185 | 8,913   |
|             | White    | 5,785   | 40,468 | 136,591   | 8,595 | 191,439 |
|             | Other    | 1,601   | 588    | 1,721     | 588   | 4,498   |
|             | Miss     | .       | 3,746  | 1,601     | 1,677 | 7,023   |

|      |       |        |        |         |        |         |
|------|-------|--------|--------|---------|--------|---------|
| Male | Black | .      | 2,189  | 3,128   | 1,601  | 6,918   |
|      | Asian | .      | 4,685  | 12,115  | 1,601  | 18,400  |
|      | White | 4,805  | 25,654 | 106,137 | 13,566 | 150,162 |
|      | Other | .      | 1,633  | 2,722   | 544    | 4,899   |
|      | Miss  | 1,601  | .      | 2,733   | 2,039  | 6,373   |
| Miss | Black | .      | 1,451  | .       | .      | 1,451   |
|      | Asian | .      | .      | .       | 588    | 588     |
|      | White | .      | 544    | .       | 4,729  | 5,273   |
|      | Miss  | .      | .      | .       | 6,075  | 6,075   |
| All  |       | 14,880 | 89,828 | 284,667 | 45,787 | 435,163 |

**Table 22 Initial Weight for Plainridge Patron Survey by Season and Weekday/weekend 2016**

| Initial Wts | All Sampled Patrons |         |         |           |           |           |
|-------------|---------------------|---------|---------|-----------|-----------|-----------|
|             |                     | 1=18-29 | 2=30-50 | 3=51+     | 4=Missing | All       |
| Fem         | Black               | 2,177   | 30,875  | 32,054    | .         | 65,107    |
|             | Asian               | 2,689   | 18,667  | 34,770    | 4,185     | 60,311    |
|             | White               | 33,149  | 216,862 | 492,395   | 8,595     | 751,001   |
|             | Other               | 1,601   | 9,335   | 8,533     | 588       | 20,057    |
|             | Miss                | .       | 3,746   | 1,601     | 1,677     | 7,023     |
| Male        | Black               | 9,791   | 26,305  | 21,599    | 1,601     | 59,296    |
|             | Asian               | 9,627   | 24,668  | 26,108    | 1,601     | 62,004    |
|             | White               | 33,644  | 213,915 | 551,229   | 13,566    | 812,355   |
|             | Other               | 5,636   | 31,833  | 11,316    | 544       | 49,329    |
|             | Miss                | 1,601   | .       | 2,733     | 2,039     | 6,373     |
| Miss        | Black               | .       | 1,451   | .         | .         | 1,451     |
|             | Asian               | .       | .       | .         | 588       | 588       |
|             | White               | .       | 544     | .         | 4,729     | 5,273     |
|             | Miss                | .       | .       | .         | 6,075     | 6,075     |
| All         |                     | 99,915  | 578,203 | 1,182,338 | 45,787    | 1,906,243 |

If demographic variables were known for all sampled patrons, we could adjust weights for non-response directly using post-stratification. However, some missing demographic data was evident for sample patrons who completed the survey. For this reason, we first account for missing demographic data prior to post-stratification.

As a first step, we total the weights by missing data patterns for the demographic variables (Table 23). For example, Table 23 illustrates that six patrons completed the survey, but failed to provide demographic data on race, sex, and age. Totalling the weights for these six patrons, the total weight is 6,075. The total weight for other missing demographic patterns for completed surveys are each calculated in a similar manner. The total weight, 435,163, matches the total weight assigned to completed patron surveys in Table 20 and Table 21.

In the Patron Survey, demographic characteristics of patrons refusing to complete the survey were recorded based on surveyor’s observation. For this reason, there was no missing demographic data for survey refusals. The total weight associated with the refusals is 1,471,080 (see Table 20). If this total weight was associated entirely with the last row of Table 23 for ‘Refused’, there would be no weight for refusals associated with any other missing data pattern for demographics. In effect, by adjusting for non-response, the weight for patrons completing the survey with some missing demographic data would be under represented.

In order to avoid this problem, we make the assumption that if a completed survey was obtained from each patron that refused the survey, then the missing data pattern for demographics would be proportional to the missing data pattern for demographics that was observed among patrons completing the survey. With this assumption, we assign “Refused” weights proportional to Completed Survey weights in Table 23. For example, the weight of 20,535 in the first row of Table 23 for “Refused” is equal to  $20,535 = \frac{6,075}{435,163}(1,471,079)$ .

**Table 23 Initial Weight Totals for Missing Data Patterns by Demographics for Sampled Patrons based on Completion and Refusals for Surveys**

| $k$ | Race     | Gender   | Age      | $n_x$ | Completed Surveys<br>$N_k$ | Refused<br>$M_k$ | $T_k$     |
|-----|----------|----------|----------|-------|----------------------------|------------------|-----------|
| 1   | Missing  | Missing  | Missing  | 6     | 6,075                      | 20,535           | 26,610    |
| 2   | Missing  | Reported | Missing  | 5     | 3,716                      | 12,563           | 16,280    |
| 3   | Missing  | Reported | Reported | 8     | 9,680                      | 32,724           | 42,405    |
| 4   | Reported | Missing  | Missing  | 6     | 5,317                      | 17,974           | 23,292    |
| 5   | Reported | Missing  | Reported | 2     | 1,996                      | 6,746            | 8,742     |
| 6   | Reported | Reported | Missing  | 30    | 30,679                     | 103,711          | 134,390   |
| 7   | Reported | Reported | Reported | 422   | 377,700                    | 1,276,824        | 1,654,523 |
|     |          |          |          | ===== | =====                      | =====            | =====     |
|     |          |          |          | 479   | 435,163                    | 1,471,079        | 1,906,243 |

We introduce some notation to define this process. Let  $k = 1, \dots, 7$  represent the seven missing data patterns corresponding to rows of Table 23 and  $N_k$  represent the total initial weight for the completed surveys with a missing data pattern. We define  $N = \sum_{k=1}^7 N_k$  as the total initial weight assigned to completed patron surveys (i.e.  $N = 435,163$ ). Similarly, let  $M$  represent the total initial weight assigned

to refusals (i.e.,  $M=1,471,079$  ). The estimated total number of refusals in missing data pattern  $k$  is given by  $M_k = \left(\frac{N_k}{N}\right)M$  . Values of  $N_k$  and  $M_k$  are given in the last two columns of Table 23. The total weight for a missing data pattern is the sum of the weights for completed surveys and refusals,  $T_k = N_k + M_k$  .

Recall that the initial weight assigned to a sampled patron is represented by  $w_{it0}$  , where  $i$  indexes the sampled patrons in stratum (calendar period and weekday/weekend)  $t$  . We index the sampled patrons with completed surveys in missing data stratum  $k$  by  $j=1,\dots,n_k$  , and represent the initial weight for the patron by  $w_{jk}^{(0)}$  . We note that the initial weights are not identical for each patron in stratum  $k$  .

The procedure that we follow to adjust survey weights for non-response depends on the missing data pattern for the demographic variables. We define the adjustment for each of row of Table 23.

**Non-Response Adjustment when Race, Gender, and Age are Missing (k=1).**

There is no additional demographic information that can be used in the non-response adjustment when all demographic variables are missing. For this reason, the non-response adjustment corresponds to multiplying the weight for each of the  $j=1,\dots,6$  sampled patrons who completed by survey (with missing demographic data) so that the total weight is  $T_k$  . The adjusted weights are given by

$$w_{jk}^{(1)} = \left(\frac{T_k}{N_k}\right)w_{jk}^{(0)}$$

. Table 24 details the weights for these patrons.

**Table 24 Non-Response Adjusted Weights for Sampled Patrons Completing the Survey with Age, Race, and Gender Missing (k=1)**

| $j$ | Time Strata<br>(t) | Initial<br>Weight<br>$w_{jk}^{(0)}$ | Adjusted<br>Weight<br>$w_{jk}^{(1)}$ |
|-----|--------------------|-------------------------------------|--------------------------------------|
| 1   | 2=Summer-wkend     | 588                                 | 2,577                                |
| 2   | 2=Summer-wkend     | 588                                 | 2,577                                |
| 3   | 3=Winter-wkday     | 1,451                               | 6,357                                |
| 4   | 3=Winter-wkday     | 1,451                               | 6,357                                |
| 5   | 3=Winter-wkday     | 1,451                               | 6,357                                |
| 6   | 4=Winter-wkend     | 544                                 | 2,385                                |
|     |                    | =====                               | =====                                |
|     |                    | 6,075                               | 26,610                               |

**Non-Response Adjustment When Race and Age are Missing (k=2).**

For other patterns of missing demographic data, we refine the re-weighting process to account for the demographics assigned by surveyors to the sample patrons who refused completion of the survey. Let  $i=1,\dots,l_k$  index the cells for known demographic variables for a given missing data pattern. For example, when the missing data pattern has age and race missing, the known demographic variable is gender with  $l_2 = 2$  cells. Let  $M_{i(k)}$  represent the total weight of refusals in a cell for missing data pattern  $k$  . In order to adjust for missing data, we first determine the total initial weight for sampled patrons who refused the survey for each cell. These totals are given in Table 25.

**Table 25 Refusal distribution of Initial weights by Gender for k=2**

| <u>i</u> | Gender   | Sampled Patron Refusals | Total Initial Weight $M_{i(k)}$ |
|----------|----------|-------------------------|---------------------------------|
| 1        | 1=Female | 758                     | 668,476                         |
| 2        | 2=Male   | 903                     | 802,604                         |
|          |          | =====                   | =====                           |
|          |          | 1661                    | 1,471,080                       |

We estimate the weight for sampled patrons who refused in missing data pattern  $k$  by

$\hat{M}_{i(k)} = \left( \frac{M_{i(k)}}{M} \right) M_k$ . Using these values, and similar total weights for sample patrons with completed surveys,  $N_{i(k)}$ , we construct a table corresponding the response weights and total weights (Table 26).

The total weight is given by  $T_{i(k)} = N_{i(k)} + \hat{M}_{i(k)}$ , with a non-response adjustment factor given by  $\frac{T_{i(k)}}{N_{i(k)}}$ .

**Table 26 Non-response Adjusted Weights by Gender for k=2**

| <u>i</u> | Gender   | Sampled Patron Completers | Total Initial Wt Completers $N_{i(k)}$ | Estimated Total Initial Wt Refusals $\hat{M}_{i(k)}$ | Total Initial Wt $T_{i(k)}$ | Non-Response Adjustment Factor |
|----------|----------|---------------------------|--|--|-----------------------------|--------------------------------|
| 1        | 1=Female | 3                         | 1,677                                  | 5,709  | 7,386                       | 4.40                           |
| 2        | 2=Male   | 2                         | 2,039                                  | 6,854  | 8,894                       | 4.36                           |
|          |          |                           | =====                                  | =====  | =====                       |                                |
|          |          |                           | 3,716                                  | 12,563   | 16,280                      |                                |

The adjusted weights are given by  $w_{jk}^{(1)} = \left( \frac{T_{i(k)}}{N_{i(k)}} \right) w_{jk}^{(0)}$ . Table 27 details the weights for these patrons.

**Table 27 Non-Response Adjusted Weights for Sampled Patrons Completing the Survey with Age and Race Missing (k=2)**

| <u>j</u> | Time Strata (t) | Gender   | Initial Weight $w_{jz}^{(0)}$ | Non-Response Adjustment Factor | Adjusted Weight $w_{jz}^{(1)}$ |
|----------|-----------------|----------|-------------------------------|--------------------------------|--------------------------------|
| 1        | 2=Summer-wkend  | 1=Female | 588                           | 4.40                           | 2,591                          |
| 2        | 4=Winter-wkend  | 1=Female | 544                           | 4.40                           | 2,398                          |
| 3        | 4=Winter-wkend  | 1=Female | 544                           | 4.40                           | 2,398                          |
| 4        | 2=Summer-wkend  | 2=Male   | 588                           | 4.36                           | 2,565                          |
| 5        | 3=Winter-wkday  | 2=Male   | 1,451                         | 4.36                           | 6,329                          |
|          |                 |          | =====                         |                                | =====                          |
|          |                 |          | 3,716                         |                                | 16,280                         |

### Non-Response Adjustment when Race is Missing (k=3).

The third missing data pattern has race missing, but gender and age known. Among the sampled patrons who refused the survey, the distribution of weights by gender and age is given in Table 28.

**Table 28 Refusal distribution of Initial weights by Gender and Age for k=3**

| $\underline{i}$ | Gender   | Age     | Sampled<br>Patron<br>Refusals | Total<br>Initial<br>Weight<br>$M_{i(k)}$ |
|-----------------|----------|---------|-------------------------------|--|
| 1               | 1=Female | 1=18-29 | 39                            | 31,142                                   |
| 2               | 1=Female | 2=30-50 | 273                           | 225,815                                  |
| 3               | 1=Female | 3=51+   | 446                           | 411,520                                  |
| 4               | 2=Male   | 1=18-29 | 61                            | 53,893                                   |
| 5               | 2=Male   | 2=30-50 | 307                           | 262,560                                  |
| 6               | 2=Male   | 3=51+   | 535                           | 486,152                                  |
|                 |          |         | =====                         | =====                                    |
|                 |          |         | 1661                          | 1,471,080                                |

We use this distribution to estimate the weight for sampled patrons who refused. However, inspection of the gender and age distributions for patrons who completed the survey with this missing data pattern reveals that there are no females in the age group 18-29, and no males in the age group 30-50. For this reason, we drop the corresponding rows in Table 28, summarizing the refusal distribution as in Table 29.

**Table 29 Refusal distribution of Initial weights by Gender and Age for k=3 where there is at least one completed survey**

| $\underline{i}$ | Gender   | Age     | Sampled<br>Patron<br>Refusals | Total<br>Initial<br>Weight |
|-----------------|----------|---------|-------------------------------|----------------------------|
| 1               | 1=Female | 2=30-50 | 273                           | 225,815                    |
| 2               | 1=Female | 3=51+   | 446                           | 411,520                    |
| 3               | 2=Male   | 1=18-29 | 61                            | 53,893                     |
| 4               | 2=Male   | 3=51+   | 535                           | 486,152                    |
|                 |          |         | =====                         | =====                      |
|                 |          |         | 1315                          | 1,177,379                  |

We use these strata to estimate the weight for sampled patrons who refuse with this missing data pattern, such that  $\hat{M}_{i(k)} = \left( \frac{M_{i(k)}}{M^*} \right) M_k$ , where  $M_k$  is 32,724 (from Table 23) and  $M^* = 1,177,379$  from Table 29. Using these values, and similar total weights for sample patrons with completed surveys,  $N_{i(k)}$ , we construct a table corresponding the response weights and total weights (Table 30). The total weight is given by  $T_{i(k)} = N_{i(k)} + \hat{M}_{i(k)}$ , with a non-response adjustment factor given by  $\frac{T_{i(k)}}{N_{i(k)}}$ .



**Table 30 Non-response Adjusted Weights by Gender for k=3**

| $i$ | Gender   | Age     | Sampled Patron Completers | Total Initial Wt Completers<br>$N_{i(k)}$ | Estimated Total Initial Wt Refusals<br>$\hat{M}_{i(k)}$ | Total Initial Wt<br>$T_{i(k)}$ | Non-Response Adjustment Factor |
|-----|----------|---------|---------------------------|---|---|--------------------------------|--------------------------------|
| 1   | 1=Female | 2=30-50 | 3                         | 3,746                                     | 6,276   | 10,022                         | 2.68                           |
| 2   | 1=Female | 3=51+   | 1                         | 1,601                                     | 11,438  | 13,038                         | 8.15                           |
| 3   | 2=Male   | 1=18-29 | 1                         | 1,601                                     | 1,498   | 3,099                          | 1.94                           |
| 4   | 2=Male   | 3=51+   | 3                         | 2,733                                     | 13,512  | 16,245                         | 5.94                           |
|     |          |         |                           | =====                                     | =====   | =====                          |                                |
|     |          |         |                           | 9,680                                     | 32,724  | 42,404                         |                                |

The adjusted weights are given by  $w_{jk}^{(1)} = \left( \frac{T_{i(k)}}{N_{i(k)}} \right) w_{jk}^{(0)}$ . Table 31 details the weights for these patrons.

**Table 31 Non-Response Adjusted Weights for Sampled Patrons Completing the Survey with Race Missing (k=3)**

| $j$ | Time Strata (t) | Gender   | Age     | Initial Weight<br>$w_{j3}^{(0)}$ | Non-Response Adjustment Factor | Adjusted Weight<br>$w_{j3}^{(1)}$ |
|-----|-----------------|----------|---------|----------------------------------|--------------------------------|-----------------------------------|
| 1   | 1=Summer-wkday  | 1=Female | 2=30-50 | 1,601                            | 2.68                           | 4,283                             |
| 2   | 1=Summer-wkday  | 1=Female | 2=30-50 | 1,601                            | 2.68                           | 4,283                             |
| 3   | 4=Winter-wkend  | 1=Female | 2=30-50 | 544                              | 2.68                           | 1,456                             |
| 4   | 1=Summer-wkday  | 1=Female | 3=51+   | 1,601                            | 8.15                           | 13,038                            |
| 5   | 1=Summer-wkday  | 2=Male   | 1=18-29 | 1,601                            | 1.94                           | 3,099                             |
| 6   | 1=Summer-wkday  | 2=Male   | 3=51+   | 1,601                            | 5.94                           | 9,514                             |
| 7   | 2=Summer-wkend  | 2=Male   | 3=51+   | 588                              | 5.94                           | 3,496                             |
| 8   | 4=Winter-wkend  | 2=Male   | 3=51+   | 544                              | 5.94                           | 3,235                             |
|     |                 |          |         | =====                            |                                | =====                             |
|     |                 |          |         | 9,680                            |                                | 42,404                            |

**Non-Response Adjustment when Gender and Age are Missing (k=4).**

The fourth missing data pattern has gender and age missing, but race known. Among the sampled patrons who refused the survey, the distribution of weights by race is given in Table 32.

**Table 32 Refusal distribution of Initial weights by Race for k=4**

| $i$ | Race    | Sampled Patron Refusals | Total Initial Weight |
|-----|---------|-------------------------|----------------------|
| 1   | 1=Black | 117                     | 94,336               |
| 2   | 2=Asian | 98                      | 95,001               |
| 3   | 3=White | 1377                    | 1,221,754            |
| 4   | 4=Other | 69                      | 59,989               |
|     |         | =====                   | =====                |
|     |         | 1661                    | 1,471,080            |

We use this distribution to estimate the weight for sampled patrons who refused. However, inspection of the race distributions for patrons who completed the survey with this missing data pattern reveals that no Blacks or 'Other' race patrons are in this stratum.

**Table 33 Refusal distribution of Initial weights by Race for k=4 with at least one completed survey**

| <u>i</u> | Race    | Sampled Patron Refusals | Total Initial Weight |
|----------|---------|-------------------------|----------------------|
| 1        | 2=Asian | 98                      | 95,001               |
| 2        | 3=White | 1377                    | 1,221,754            |
|          |         | =====                   | =====                |
|          |         | 1475                    | 1,316,756            |

We use these strata to estimate the weight for sampled patrons who refuse with this missing data pattern, such that  $\hat{M}_{i(k)} = \left( \frac{M_{i(k)}}{M^*} \right) M_k$ , where  $M_k$  is 17,974 (from Table 23) and  $M^* = 1,316,756$  from Table 33. Using these values, and similar total weights for sample patrons with completed surveys,  $N_{i(k)}$ , we construct a table corresponding the response weights and total weights (Table 34). The total weight is given by  $T_{i(k)} = N_{i(k)} + \hat{M}_{i(k)}$ , with a non-response adjustment factor given by  $\frac{T_{i(k)}}{N_{i(k)}}$ .

**Table 34 Non-response Adjusted Weights by Race for k=4**

| <u>i</u> | Race    | Sampled Patron Completers | Total Initial Wt Completers | Estimated Total Initial Wt Refusals | Total Initial Wt | Non-Response Adjustment Factor |
|----------|---------|---------------------------|-----------------------------|-------------------------------------|------------------|--------------------------------|
|          |         |                           | $N_{i(k)}$                  | $\hat{M}_{i(k)}$                    | $T_{i(k)}$       |                                |
| 1        | 2=Asian | 1                         | 588                         | 1,297                               | 1,885            | 3.20                           |
| 2        | 3=White | 5                         | 4,729                       | 16,678                              | 21,406           | 4.53                           |
|          |         |                           | =====                       | =====                               | =====            |                                |
|          |         |                           | 5,317                       | 17,974                              | 23,292           |                                |

The adjusted weights are given by  $w_{jk}^{(1)} = \left( \frac{T_{i(k)}}{N_{i(k)}} \right) w_{jk}^{(0)}$ .

Table 35 details the weights for these patrons who completed the survey.

**Table 35 Non-Response Adjusted Weights for Sampled Patrons Completing the Survey with Age and Gender Missing (k=4)**

| $j$ | Time Strata (t) | Race    | Initial Weight $w_{j4}^{(0)}$ | Non-Response Adjustment Factor | Adjusted Weight $w_{j4}^{(1)}$ |
|-----|-----------------|---------|-------------------------------|--------------------------------|--------------------------------|
| 1   | 2=Summer-wkend  | 2=Asian | 588                           | 3.20                           | 1,885                          |
| 2   | 1=Summer-wkday  | 3=White | 1,601                         | 4.53                           | 7,246                          |
| 3   | 2=Summer-wkend  | 3=White | 588                           | 4.53                           | 2,663                          |
| 4   | 3=Winter-wkday  | 3=White | 1,451                         | 4.53                           | 6,570                          |
| 5   | 4=Winter-wkend  | 3=White | 544                           | 4.53                           | 2,464                          |
| 6   | 4=Winter-wkend  | 3=White | 544                           | 4.53                           | 2,464                          |
|     |                 |         | =====                         |                                | =====                          |
|     |                 |         | 5,317                         |                                | 23,292                         |

**Non-Response Adjustment when Gender is Missing (k=5).**

The fifth missing data pattern has gender missing, but age and race known. Among the sampled patrons who refused the survey, the distribution of weights by age and race is given in Table 36.

**Table 36 Refusal distribution of Initial weights by Age and Race for k=5**

| $i$ | Age     | Race    | Sampled Patron Refusals | Total Initial Weight |
|-----|---------|---------|-------------------------|----------------------|
| 1   | 1=18-29 | 1=Black | 13                      | 10,880               |
| 2   | 1=18-29 | 2=Asian | 12                      | 12,316               |
| 3   | 1=18-29 | 3=White | 70                      | 56,203               |
| 4   | 1=18-29 | 4=Other | 5                       | 5,636                |
| 5   | 2=30-50 | 1=Black | 61                      | 49,399               |
| 6   | 2=30-50 | 2=Asian | 40                      | 35,373               |
| 7   | 2=30-50 | 3=White | 432                     | 364,655              |
| 8   | 2=30-50 | 4=Other | 47                      | 38,947               |
| 9   | 3=51+   | 1=Black | 43                      | 34,056               |
| 10  | 3=51+   | 2=Asian | 46                      | 47,312               |
| 11  | 3=51+   | 3=White | 875                     | 800,896              |
| 12  | 3=51+   | 4=Other | 17                      | 15,407               |
|     |         |         | =====                   | =====                |
|     |         |         | 1661                    | 1,471,080            |

We use this distribution to estimate the weight for sampled patrons who refused. However, only two patrons completed the survey with this missing data pattern, as illustrated in Table 37.

**Table 37 Refusal distribution of Initial weights by Age and Race for k=5 where there is at least one Completed Survey**

| $i$ | Age     | Race    | Sampled Patron Refusals | Total Initial Weight |
|-----|---------|---------|-------------------------|----------------------|
| 1   | 2=30-50 | 1=Black | 61                      | 49,399               |
| 2   | 2=30-50 | 3=White | 432                     | 364,655              |
|     |         |         | =====                   | =====                |
|     |         |         | 493                     | 414,055              |

We use these strata to estimate the weight for sampled patrons who refuse with this missing data pattern, such that  $\hat{M}_{i(k)} = \left( \frac{M_{i(k)}}{M^*} \right) M_k$ , where  $M_k$  is 6,746 (from Table 23) and  $M^* = 414,055$  from Table 38. Using these values, and similar total weights for sample patrons with completed surveys,  $N_{i(k)}$ , we construct a table corresponding the response weights and total weights (Table 38). The total weight is given by  $T_{i(k)} = N_{i(k)} + \hat{M}_{i(k)}$ , with a non-response adjustment factor given by  $\frac{T_{i(k)}}{N_{i(k)}}$ .

**Table 38 Non-response Adjusted Weights by Race for k=5**

| <u>i</u> | Age     | Race    | Sampled Patron Completers | Total Initial Wt Completers<br>$N_{i(k)}$ | Total Initial Wt Refusals<br>$\hat{M}_{i(k)}$ | Total Initial Wt<br>$T_{i(k)}$ | Non-Response Adjustment Factor |
|----------|---------|---------|---------------------------|---|---|--------------------------------|--------------------------------|
| 1        | 2=30-50 | 1=Black | 1                         | 1,451                                     | 805   | 2,256                          | 1.55                           |
| 2        | 2=30-50 | 3=White | 1                         | 544                                       | 5,941   | 6,486                          | 11.9                           |
|          |         |         |                           | =====                                     | =====   | =====                          |                                |
|          |         |         |                           | 1,996                                     | 6,746   | 8,742                          |                                |

The adjusted weights are given by  $w_{jk}^{(1)} = \left( \frac{T_{i(k)}}{N_{i(k)}} \right) w_{jk}^{(0)}$ . Table 39 details the weights for these patrons who completed the survey.

**Table 39 Non-Response Adjusted Weights for Sampled Patrons Completing the Survey with Age and Gender Missing (k=5)**

| <u>j</u> | Time Strata (t) | Age     | Race    | Initial Weight<br>$w_{js}^{(0)}$ | Adjustment Factor | Adjusted Weight<br>$w_{js}^{(1)}$ |
|----------|-----------------|---------|---------|----------------------------------|-------------------|-----------------------------------|
| 1        | 3=Winter-wkday  | 2=30-50 | 1=Black | 1,451                            | 1.55              | 2,256                             |
| 2        | 4=Winter-wkend  | 2=30-50 | 3=White | 544                              | 11.91             | 6,486                             |
|          |                 |         |         | =====                            |                   | =====                             |
|          |                 |         |         | 1,996                            |                   | 8,742                             |

**Non-Response Adjustment when Age is Missing (k=6).**

The sixth missing data pattern has age missing, but gender and race known. Among the sampled patrons who refused the survey, the distribution of weights by gender and race is given in Table 40.

**Table 40 Refusal distribution of Initial weights by Age and Race for k=6**

| <u>i</u> | Gender   | Race    | Sampled Patron Refusals | Total Initial Weight |
|----------|----------|---------|-------------------------|----------------------|
| 1        | 1=Female | 1=Black | 52                      | 41,957               |
| 2        | 1=Female | 2=Asian | 56                      | 51,397               |
| 3        | 1=Female | 3=White | 629                     | 559,562              |
| 4        | 1=Female | 4=Other | 21                      | 15,559               |
| 5        | 2=Male   | 1=Black | 65                      | 52,378               |
| 6        | 2=Male   | 2=Asian | 42                      | 43,604               |
| 7        | 2=Male   | 3=White | 748                     | 662,192              |
| 8        | 2=Male   | 4=Other | 48                      | 44,430               |
|          |          |         | =====                   | =====                |
|          |          |         | 1661                    | 1,471,080            |

We use this distribution to estimate the weight for sampled patrons who refused. However, no black females completed the survey with this missing data pattern, so that we limit the distribution of weights for refusals as illustrated in Table 41.

**Table 41 Refusal distribution of Initial weights by Age and Race for k=6 where there is at least one Completed Survey**

| <u>Obs</u> | Gender   | Race    | Sampled Patron Refusals | Total Initial Weight |
|------------|----------|---------|-------------------------|----------------------|
| 1          | 1=Female | 2=Asian | 56                      | 51,397               |
| 2          | 1=Female | 3=White | 629                     | 559,562              |
| 3          | 1=Female | 4=Other | 21                      | 15,559               |
| 4          | 2=Male   | 1=Black | 65                      | 52,378               |
| 5          | 2=Male   | 2=Asian | 42                      | 43,604               |
| 6          | 2=Male   | 3=White | 748                     | 662,192              |
| 7          | 2=Male   | 4=Other | 48                      | 44,430               |
|            |          |         | =====                   | =====                |
|            |          |         | 1609                    | 1,429,123            |

We use these strata to estimate the weight for sampled patrons who refuse with this missing data pattern, such that  $\hat{M}_{i(k)} = \left( \frac{M_{i(k)}}{M^*} \right) M_k$ , where  $M_k$  is 103,711 (from Table 23) and  $M^* = 1,429,123$  from Table 41. Using these values, and similar total weights for sample patrons with completed surveys,  $N_{i(k)}$ , we construct a table corresponding the response weights and total weights (Table 42). The total weight is given by  $T_{i(k)} = N_{i(k)} + \hat{M}_{i(k)}$ , with a non-response adjustment factor given by  $\frac{T_{i(k)}}{N_{i(k)}}$ .

**Table 42 Non-response Adjusted Weights by Race for k=6**

| <u>i</u> | Gender   | Race    | Sampled Patron Completers | Total Initial Wt Completers<br>$N_{i(k)}$ | Estimated Total Initial Wt Refusals<br>$\hat{M}_{i(k)}$ | Total Initial Wt<br>$T_{i(k)}$ | Non-Response Adjustment Factor |
|----------|----------|---------|---------------------------|---|---|--------------------------------|--------------------------------|
| 1        | 1=Female | 2=Asian | 4                         | 4,185                                     | 3,730   | 7,914                          | 1.89                           |
| 2        | 1=Female | 3=White | 10                        | 8,595                                     | 40,607  | 49,202                         | 5.72                           |
| 3        | 1=Female | 4=Other | 1                         | 588                                       | 1,129   | 1,717                          | 2.92                           |
| 4        | 2=Male   | 1=Black | 1                         | 1,601                                     | 3,801   | 5,402                          | 3.37                           |
| 5        | 2=Male   | 2=Asian | 1                         | 1,601                                     | 3,164   | 4,765                          | 2.98                           |
| 6        | 2=Male   | 3=White | 12                        | 13,566                                    | 48,055  | 61,621                         | 4.54                           |
| 7        | 2=Male   | 4=Other | 1                         | 544                                       | 3,224   | 3,769                          | 6.92                           |
|          |          |         |                           | =====                                     | =====   | =====                          |                                |
|          |          |         |                           | 30,679                                    | 103,711   | 134,390                        |                                |

The adjusted weights are given by  $w_{jk}^{(1)} = \left( \frac{T_{i(k)}}{N_{i(k)}} \right) w_{jk}^{(0)}$ . Table 43 details the weights for these patrons who completed the survey.

**Table 43 Non-Response Adjusted Weights for Sampled Patrons Completing the Survey With Age and Gender Missing (k=6)**

|    | Time Strata<br>(t) | Gender   | Race    | Initial<br>Weight<br>$W_{js}^{(0)}$ | Non-Response<br>Adjustment<br>Factor | Adjusted<br>Weight<br>$W_{js}^{(1)}$ |
|----|--------------------|----------|---------|-------------------------------------|--------------------------------------|--------------------------------------|
| 1  | 1=Summer-wkday     | 1=Female | 2=Asian | 1,601                               | 1.89                                 | 3,027                                |
| 2  | 2=Summer-wkend     | 1=Female | 2=Asian | 588                                 | 1.89                                 | 1,112                                |
| 3  | 3=Winter-wkday     | 1=Female | 2=Asian | 1,451                               | 1.89                                 | 2,745                                |
| 4  | 4=Winter-wkend     | 1=Female | 2=Asian | 544                                 | 1.89                                 | 1,030                                |
| 5  | 1=Summer-wkday     | 1=Female | 3=White | 1,601                               | 5.72                                 | 9,163                                |
| 6  | 1=Summer-wkday     | 1=Female | 3=White | 1,601                               | 5.72                                 | 9,163                                |
| 7  | 2=Summer-wkend     | 1=Female | 3=White | 588                                 | 5.72                                 | 3,367                                |
| 8  | 2=Summer-wkend     | 1=Female | 3=White | 588                                 | 5.72                                 | 3,367                                |
| 9  | 2=Summer-wkend     | 1=Female | 3=White | 588                                 | 5.72                                 | 3,367                                |
| 10 | 3=Winter-wkday     | 1=Female | 3=White | 1,451                               | 5.72                                 | 8,308                                |
| 11 | 4=Winter-wkend     | 1=Female | 3=White | 544                                 | 5.72                                 | 3,116                                |
| 12 | 4=Winter-wkend     | 1=Female | 3=White | 544                                 | 5.72                                 | 3,116                                |
| 13 | 4=Winter-wkend     | 1=Female | 3=White | 544                                 | 5.72                                 | 3,116                                |
| 14 | 4=Winter-wkend     | 1=Female | 3=White | 544                                 | 5.72                                 | 3,116                                |
| 15 | 2=Summer-wkend     | 1=Female | 4=Other | 588                                 | 2.92                                 | 1,717                                |
| 16 | 1=Summer-wkday     | 2=Male   | 1=Black | 1,601                               | 3.37                                 | 5,402                                |
| 17 | 1=Summer-wkday     | 2=Male   | 2=Asian | 1,601                               | 2.98                                 | 4,765                                |
| 18 | 1=Summer-wkday     | 2=Male   | 3=White | 1,601                               | 4.54                                 | 7,271                                |
| 19 | 1=Summer-wkday     | 2=Male   | 3=White | 1,601                               | 4.54                                 | 7,271                                |
| 20 | 1=Summer-wkday     | 2=Male   | 3=White | 1,601                               | 4.54                                 | 7,271                                |
| 21 | 1=Summer-wkday     | 2=Male   | 3=White | 1,601                               | 4.54                                 | 7,271                                |
| 22 | 2=Summer-wkend     | 2=Male   | 3=White | 588                                 | 4.54                                 | 2,672                                |
| 23 | 2=Summer-wkend     | 2=Male   | 3=White | 588                                 | 4.54                                 | 2,672                                |
| 24 | 3=Winter-wkday     | 2=Male   | 3=White | 1,451                               | 4.54                                 | 6,592                                |
| 25 | 3=Winter-wkday     | 2=Male   | 3=White | 1,451                               | 4.54                                 | 6,592                                |
| 26 | 3=Winter-wkday     | 2=Male   | 3=White | 1,451                               | 4.54                                 | 6,592                                |
| 27 | 4=Winter-wkend     | 2=Male   | 3=White | 544                                 | 4.54                                 | 2,473                                |
| 28 | 4=Winter-wkend     | 2=Male   | 3=White | 544                                 | 4.54                                 | 2,473                                |
| 29 | 4=Winter-wkend     | 2=Male   | 3=White | 544                                 | 4.54                                 | 2,473                                |
| 30 | 4=Winter-wkend     | 2=Male   | 4=Other | 544                                 | 6.92                                 | 3,769                                |
|    |                    |          |         | =====                               |                                      | =====                                |
|    |                    |          |         | 30,679                              |                                      | 134,390                              |

**Non-Response Adjustment when Race, Gender, and Age are Not Missing (k=7).**

The seventh missing data pattern has no missing demographic data. Among the sampled patrons who refused the survey, the distribution of weights by gender and race is given in Table 44.

**Table 44 Refusal distribution of Initial weights by Sex, Race, and Age for k=7**

| <u>Obs</u> | Gender   | Race    | Age     | Sampled<br>Patron<br>Refusals | Total<br>Initial<br>Weight |
|------------|----------|---------|---------|-------------------------------|----------------------------|
| 1          | 1=Female | 1=Black | 1=18-29 | 2                             | 1,089                      |
| 2          | 1=Female | 1=Black | 2=30-50 | 29                            | 25,283                     |
| 3          | 1=Female | 1=Black | 3=51+   | 21                            | 15,585                     |
| 4          | 1=Female | 2=Asian | 1=18-29 | 3                             | 2,689                      |
| 5          | 1=Female | 2=Asian | 2=30-50 | 22                            | 15,390                     |
| 6          | 1=Female | 2=Asian | 3=51+   | 31                            | 33,318                     |
| 7          | 1=Female | 3=White | 1=18-29 | 34                            | 27,364                     |
| 8          | 1=Female | 3=White | 2=30-50 | 208                           | 176,394                    |
| 9          | 1=Female | 3=White | 3=51+   | 387                           | 355,804                    |
| 10         | 1=Female | 4=Other | 2=30-50 | 14                            | 8,747                      |
| 11         | 1=Female | 4=Other | 3=51+   | 7                             | 6,812                      |
| 12         | 2=Male   | 1=Black | 1=18-29 | 11                            | 9,791                      |
| 13         | 2=Male   | 1=Black | 2=30-50 | 32                            | 24,116                     |
| 14         | 2=Male   | 1=Black | 3=51+   | 22                            | 18,471                     |
| 15         | 2=Male   | 2=Asian | 1=18-29 | 9                             | 9,627                      |
| 16         | 2=Male   | 2=Asian | 2=30-50 | 18                            | 19,983                     |
| 17         | 2=Male   | 2=Asian | 3=51+   | 15                            | 13,993                     |
| 18         | 2=Male   | 3=White | 1=18-29 | 36                            | 28,839                     |
| 19         | 2=Male   | 3=White | 2=30-50 | 224                           | 188,261                    |
| 20         | 2=Male   | 3=White | 3=51+   | 488                           | 445,092                    |
| 21         | 2=Male   | 4=Other | 1=18-29 | 5                             | 5,636                      |
| 22         | 2=Male   | 4=Other | 2=30-50 | 33                            | 30,199                     |
| 23         | 2=Male   | 4=Other | 3=51+   | 10                            | 8,595                      |
|            |          |         |         | =====                         | =====                      |
|            |          |         |         | 1661                          | 1,471,080                  |

We note that there are no 18-29 year old females of ‘other’ race among sampled patrons who refused the survey. We use this distribution to estimate the weight for sampled patrons who refused. However, no 18-29 year old non-white males completed the survey with this missing data pattern, and no 18-29 Asian females completed the survey with this missing data pattern, so that we limit the distribution of weights for refusals as illustrated in Table 45. We also note that there was one 18-29 year old female of ‘other’ race who completed the survey. For this age, gender, race combination, there was no non-response.



**Table 45 Refusal distribution of Initial weights by Age and Race for k=7 where there is at least one Completed Survey**

| Obs | Gender   | Race    | Age     | Sampled Patron Refusals | Total Initial Weight |
|-----|----------|---------|---------|-------------------------|----------------------|
| 1   | 1=Female | 1=Black | 1=18-29 | 2                       | 1,089                |
| 2   | 1=Female | 1=Black | 2=30-50 | 29                      | 25,283               |
| 3   | 1=Female | 1=Black | 3=51+   | 21                      | 15,585               |
| 4   | 1=Female | 2=Asian | 2=30-50 | 22                      | 15,390               |
| 5   | 1=Female | 2=Asian | 3=51+   | 31                      | 33,318               |
| 6   | 1=Female | 3=White | 1=18-29 | 34                      | 27,364               |
| 7   | 1=Female | 3=White | 2=30-50 | 208                     | 176,394              |
| 8   | 1=Female | 3=White | 3=51+   | 387                     | 355,804              |
| 9   | 1=Female | 4=Other | 1=18-29 | 0                       | 0                    |
| 10  | 1=Female | 4=Other | 2=30-50 | 14                      | 8,747                |
| 11  | 1=Female | 4=Other | 3=51+   | 7                       | 6,812                |
| 12  | 2=Male   | 1=Black | 2=30-50 | 32                      | 24,116               |
| 13  | 2=Male   | 1=Black | 3=51+   | 22                      | 18,471               |
| 14  | 2=Male   | 2=Asian | 2=30-50 | 18                      | 19,983               |
| 15  | 2=Male   | 2=Asian | 3=51+   | 15                      | 13,993               |
| 16  | 2=Male   | 3=White | 1=18-29 | 36                      | 28,839               |
| 17  | 2=Male   | 3=White | 2=30-50 | 224                     | 188,261              |
| 18  | 2=Male   | 3=White | 3=51+   | 488                     | 445,092              |
| 19  | 2=Male   | 4=Other | 2=30-50 | 33                      | 30,199               |
| 20  | 2=Male   | 4=Other | 3=51+   | 10                      | 8,595                |
|     |          |         |         | =====                   | =====                |
|     |          |         |         | 1633                    | 1,443,337            |

We use these strata to estimate the weight for sampled patrons who refuse with this missing data pattern, such that  $\hat{M}_{i(k)} = \left( \frac{M_{i(k)}}{M^*} \right) M_k$ , where  $M_k$  is 1,276,824 (from Table 23) and  $M^* = 1,443,337$  from Table 45. Using these values, and similar total weights for sample patrons with completed surveys,  $N_{i(k)}$ , we construct a table corresponding the response weights and total weights (Table 46). The total weight is given by  $T_{i(k)} = N_{i(k)} + \hat{M}_{i(k)}$ , with a non-response adjustment factor given by  $\frac{T_{i(k)}}{N_{i(k)}}$ .

**Table 46 Non-response Adjusted Weights by Race for k=7**

| $i$ | Gender   | Race    | Age     | Sampled Patron Completers | Total Initial Wt Completers | Estimated Total Initial Wt Refusals | Total Initial Wt | Non-Response Adjustment Factor |
|-----|----------|---------|---------|---------------------------|-----------------------------|-------------------------------------|------------------|--------------------------------|
| 1   | 1=Female | 1=Black | 1=18-29 | 2                         | 1,089                       | 963                                 | 2,052            | 1.88                           |
| 2   | 1=Female | 1=Black | 2=30-50 | 5                         | 5,592                       | 22,367                              | 27,958           | 5.00                           |
| 3   | 1=Female | 1=Black | 3=51+   | 14                        | 16,469                      | 13,787                              | 30,256           | 1.84                           |
| 4   | 1=Female | 2=Asian | 2=30-50 | 4                         | 3,278                       | 13,614                              | 16,892           | 5.15                           |
| 5   | 1=Female | 2=Asian | 3=51+   | 1                         | 1,451                       | 29,474                              | 30,926           | 21.3                           |
| 6   | 1=Female | 3=White | 1=18-29 | 5                         | 5,785                       | 24,207                              | 29,992           | 5.18                           |
| 7   | 1=Female | 3=White | 2=30-50 | 48                        | 40,468                      | 156,044                             | 196,512          | 4.86                           |
| 8   | 1=Female | 3=White | 3=51+   | 156                       | 136,591                     | 314,756                             | 451,347          | 3.30                           |
| 9   | 1=Female | 4=Other | 1=18-29 | 1                         | 1,601                       | 0                                   | 1,601            | 1.00                           |
| 10  | 1=Female | 4=Other | 2=30-50 | 1                         | 588                         | 7,738                               | 8,326            | 14.2                           |
| 11  | 1=Female | 4=Other | 3=51+   | 3                         | 1,721                       | 6,026                               | 7,747            | 4.50                           |
| 12  | 2=Male   | 1=Black | 2=30-50 | 2                         | 2,189                       | 21,334                              | 23,523           | 10.7                           |
| 13  | 2=Male   | 1=Black | 3=51+   | 4                         | 3,128                       | 16,340                              | 19,468           | 6.22                           |
| 14  | 2=Male   | 2=Asian | 2=30-50 | 5                         | 4,685                       | 17,678                              | 22,363           | 4.77                           |
| 15  | 2=Male   | 2=Asian | 3=51+   | 11                        | 12,115                      | 12,379                              | 24,494           | 2.02                           |
| 16  | 2=Male   | 3=White | 1=18-29 | 7                         | 4,805                       | 25,512                              | 30,317           | 6.31                           |
| 17  | 2=Male   | 3=White | 2=30-50 | 29                        | 25,654                      | 166,542                             | 192,196          | 7.49                           |
| 18  | 2=Male   | 3=White | 3=51+   | 116                       | 106,137                     | 393,744                             | 499,880          | 4.71                           |
| 19  | 2=Male   | 4=Other | 2=30-50 | 3                         | 1,633                       | 26,715                              | 28,348           | 17.4                           |
| 20  | 2=Male   | 4=Other | 3=51+   | 5                         | 2,722                       | 7,603                               | 10,325           | 3.79                           |
|     |          |         |         |                           | =====                       | =====                               | =====            |                                |
|     |          |         |         |                           | 377,700                     | 1,276,824                           | 1,654,523        |                                |

The adjusted weights are given by  $w_{jk}^{(1)} = \left( \frac{T_{i(k)}}{N_{i(k)}} \right) w_{jk}^{(0)}$ . Table 47 details the weights for these patrons who completed the survey.

**Table 47 Non-Response Adj. Wts for Sampled Patrons Completing the Survey (no missing demographics) (k=7)**

| Time Strata<br>(t) | Gender   | Race    | Age     | n of<br>Completers | Initial<br>Weight | Non-Response<br>Adj. Factor | Adjusted<br>Weight |
|--------------------|----------|---------|---------|--------------------|-------------------|-----------------------------|--------------------|
| 4=Winter-wkend     | 1=Female | 1=Black | 1=18-29 | 2                  | 544               | 1.88                        | 1,026              |
| 1=Summer-wkday     | 1=Female | 1=Black | 2=30-50 | 1                  | 1,601             | 5.00                        | 8,003              |
| 3=Winter-wkday     | 1=Female | 1=Black | 2=30-50 | 2                  | 1,451             | 5.00                        | 7,256              |
| 4=Winter-wkend     | 1=Female | 1=Black | 2=30-50 | 2                  | 544               | 5.00                        | 2,722              |
| 1=Summer-wkday     | 1=Female | 1=Black | 3=51+   | 4                  | 1,601             | 1.84                        | 2,941              |
| 2=Summer-wkend     | 1=Female | 1=Black | 3=51+   | 2                  | 588               | 1.84                        | 1,081              |
| 3=Winter-wkday     | 1=Female | 1=Black | 3=51+   | 5                  | 1,451             | 1.84                        | 2,666              |
| 4=Winter-wkend     | 1=Female | 1=Black | 3=51+   | 3                  | 544               | 1.84                        | 1,000              |
| 1=Summer-wkday     | 1=Female | 2=Asian | 2=30-50 | 1                  | 1,601             | 5.15                        | 8,250              |
| 2=Summer-wkend     | 1=Female | 2=Asian | 2=30-50 | 1                  | 588               | 5.15                        | 3,031              |
| 4=Winter-wkday     | 1=Female | 2=Asian | 2=30-50 | 2                  | 544               | 5.15                        | 2,805              |
| 3=Winter-wkend     | 1=Female | 2=Asian | 3=51+   | 1                  | 1,451             | 21.31                       | 30,926             |
| 1=Summer-wkday     | 1=Female | 3=White | 1=18-29 | 2                  | 1,601             | 5.18                        | 8,298              |
| 2=Summer-wkend     | 1=Female | 3=White | 1=18-29 | 1                  | 588               | 5.18                        | 3,049              |
| 3=Winter-wkday     | 1=Female | 3=White | 1=18-29 | 1                  | 1,451             | 5.18                        | 7,524              |
| 4=Winter-wkend     | 1=Female | 3=White | 1=18-29 | 1                  | 544               | 5.18                        | 2,822              |
| 1=Summer-wkday     | 1=Female | 3=White | 2=30-50 | 6                  | 1,601             | 4.86                        | 7,773              |
| 2=Summer-wkend     | 1=Female | 3=White | 2=30-50 | 17                 | 588               | 4.86                        | 2,856              |
| 3=Winter-wkday     | 1=Female | 3=White | 2=30-50 | 8                  | 1,451             | 4.86                        | 7,047              |
| 4=Winter-wkend     | 1=Female | 3=White | 2=30-50 | 17                 | 544               | 4.86                        | 2,643              |
| 1=Summer-wkday     | 1=Female | 3=White | 3=51+   | 26                 | 1,601             | 3.30                        | 5,289              |
| 2=Summer-wkend     | 1=Female | 3=White | 3=51+   | 35                 | 588               | 3.30                        | 1,944              |
| 3=Winter-wkday     | 1=Female | 3=White | 3=51+   | 25                 | 1,451             | 3.30                        | 4,796              |
| 4=Winter-wkend     | 1=Female | 3=White | 3=51+   | 70                 | 544               | 3.30                        | 1,799              |
| 1=Summer-wkday     | 1=Female | 4=Other | 1=18-29 | 1                  | 1,601             | 1.00                        | 1,601              |
| 2=Summer-wkend     | 1=Female | 4=Other | 2=30-50 | 1                  | 588               | 14.16                       | 8,326              |
| 3=Summer-wkday     | 1=Female | 4=Other | 3=51+   | 2                  | 588               | 4.50                        | 2,648              |
| 4=Winter-wkend     | 1=Female | 4=Other | 3=51+   | 1                  | 544               | 4.50                        | 2,451              |
| 1=Summer-wkday     | 2=Male   | 1=Black | 2=30-50 | 1                  | 1,601             | 10.75                       | 17,202             |
| 2=Summer-wkend     | 2=Male   | 1=Black | 2=30-50 | 1                  | 588               | 10.75                       | 6,321              |
| 2=Summer-wkday     | 2=Male   | 1=Black | 3=51+   | 1                  | 588               | 6.22                        | 3,661              |
| 3=Winter-wkday     | 2=Male   | 1=Black | 3=51+   | 1                  | 1,451             | 6.22                        | 9,032              |
| 4=Winter-wkend     | 2=Male   | 1=Black | 3=51+   | 2                  | 544               | 6.22                        | 3,368              |
| 1=Summer-wkday     | 2=Male   | 2=Asian | 2=30-50 | 1                  | 1,601             | 4.77                        | 7,640              |
| 3=Winter-wkday     | 2=Male   | 2=Asian | 2=30-50 | 1                  | 1,451             | 4.77                        | 6,927              |
| 4=Winter-wkend     | 2=Male   | 2=Asian | 2=30-50 | 3                  | 544               | 4.77                        | 2,598              |
| 1=Summer-wkday     | 2=Male   | 2=Asian | 3=51+   | 4                  | 1,601             | 2.02                        | 3,236              |
| 2=Summer-wkend     | 2=Male   | 2=Asian | 3=51+   | 2                  | 588               | 2.02                        | 1,189              |
| 3=Winter-wkday     | 2=Male   | 2=Asian | 3=51+   | 2                  | 1,451             | 2.02                        | 2,934              |
| 4=Winter-wkend     | 2=Male   | 2=Asian | 3=51+   | 3                  | 544               | 2.02                        | 1,101              |
| 2=Summer-wkday     | 2=Male   | 3=White | 1=18-29 | 2                  | 588               | 6.31                        | 3,711              |
| 3=Winter-wkday     | 2=Male   | 3=White | 1=18-29 | 1                  | 1,451             | 6.31                        | 9,157              |
| 4=Winter-wkend     | 2=Male   | 3=White | 1=18-29 | 4                  | 544               | 6.31                        | 3,434              |
| 1=Summer-wkday     | 2=Male   | 3=White | 2=30-50 | 3                  | 1,601             | 7.49                        | 11,992             |
| 2=Summer-wkend     | 2=Male   | 3=White | 2=30-50 | 8                  | 588               | 7.49                        | 4,407              |
| 3=Winter-wkday     | 2=Male   | 3=White | 2=30-50 | 7                  | 1,451             | 7.49                        | 10,873             |
| 4=Winter-wkend     | 2=Male   | 3=White | 2=30-50 | 11                 | 544               | 7.49                        | 4,078              |
| 1=Summer-wkday     | 2=Male   | 3=White | 3=51+   | 24                 | 1,601             | 4.71                        | 7,539              |
| 2=Summer-wkend     | 2=Male   | 3=White | 3=51+   | 30                 | 588               | 4.71                        | 2,770              |
| 3=Winter-wkday     | 2=Male   | 3=White | 3=51+   | 18                 | 1,451             | 4.71                        | 6,835              |
| 4=Winter-wkend     | 2=Male   | 3=White | 3=51+   | 44                 | 544               | 4.71                        | 2,564              |
| 4=Winter-wkday     | 2=Male   | 4=Other | 2=30-50 | 3                  | 544               | 17.36                       | 9,449              |
| 4=Winter-wkend     | 2=Male   | 4=Other | 3=51+   | 5                  | 544               | 3.79                        | 2,065              |

=====

## Trimming the Weights

We describe the procedure for trimming raked weights next. Let  $w_{\min}$  represent the minimum weight,  $w_{\text{mean}}$  represent the mean weight, and  $w_{\max}$  represent the maximum weight. These values correspond to  $w_{\min} = 1000.07$ ,  $w_{\text{mean}} = 3979.63$ , and  $w_{\max} = 30,925.68$  in the 2016 Patron survey. We define trimmed weight by setting the minimum and maximum weight to be a simple multiplier,  $m$ , times the average weight,  $w_{\text{mean}}$ . The initial trimmed weight is given by

$$w_{i,m}^0 = \begin{cases} w_{\max,m} & \text{if } w_i \geq w_{\max,m} \\ w_i & \\ w_{\min,m} & \text{if } w_i \leq w_{\min,m} \end{cases} .$$

where  $w_{\max,m} = m(w_{\text{mean}})$  and  $w_{\min,m} = (w_{\text{mean}}) / m$ . By changing the minimum and maximum weight, the total weight is changed. In order to insure that the total weight is equal to the total population size, we adjust the initial trimmed weight by a factor  $\frac{T}{T_m}$ , where  $T = \sum_{i=1}^n w_i$  represents the total weight prior to

trimming, and  $T_m = \sum_{i=1}^n w_{i,m}^0$  represents the total weight after trimming weights to a multiple of the mean

weight. The final step in creating the trimmed weight is to multiply the initial trimmed weight by  $\frac{T}{T_m}$ , to form the trimmed weight

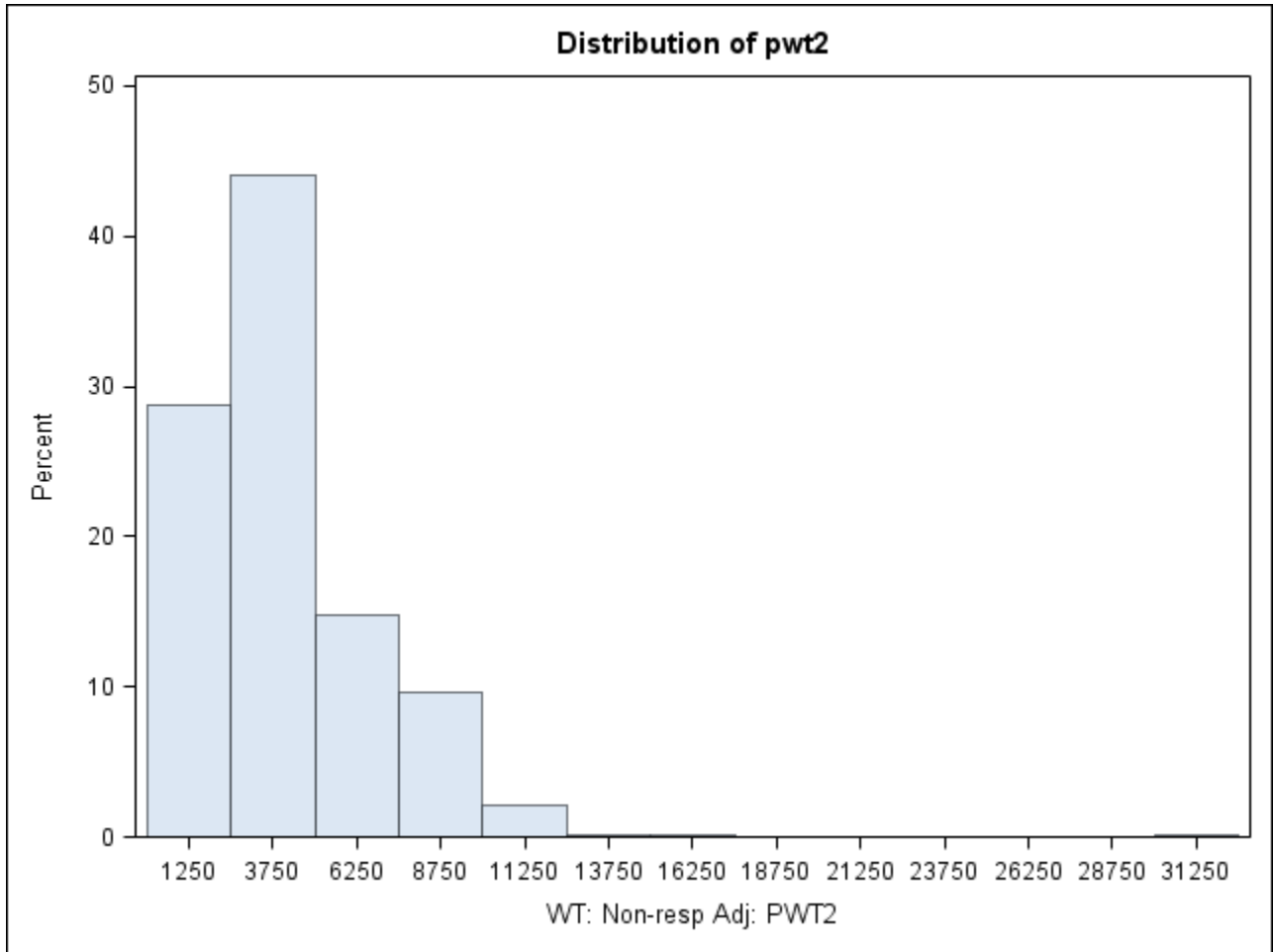
$$w_{i,m} = \left( \frac{T}{T_m} \right) w_{i,m}^0 .$$

In the Baseline General Population Survey (Volberg et al., 2017), we determined that using a value of  $m=8$  would result in the most accurate estimator. Multiplying the average weight by 8,  $w_{\max,m} = 31,837.04$ , while dividing the average weight by 8 results in  $w_{\min,m} = 497.45$ . The actual maximum and minimum weight falls within the range of  $w_{\min,m} = 497.45$  to  $w_{\max,m} = 31,837.04$ . As a result, no weight trimming is needed.

## Summary of Weights

A histogram of the weights for the Patron Survey is given in Figure 20. The mean weight is 3979.63, with a standard deviation of 2743.12.

Figure 20 Distribution of Weights for 2016 Patron Survey



## Appendix F: Geographic Origin and Demographic Characteristics

**Table 48 Geographic Origin by Season**

|                   |                               | Winter         |                |      |              | Summer         |                |      |              | Combined       |                |      |              |
|-------------------|-------------------------------|----------------|----------------|------|--------------|----------------|----------------|------|--------------|----------------|----------------|------|--------------|
|                   |                               | Weighted       |                |      |              | Weighted       |                |      |              | Weighted       |                |      |              |
|                   |                               | N <sup>1</sup> | N <sup>2</sup> | %    | 95% CI       | N <sup>1</sup> | N <sup>2</sup> | %    | 95% CI       | N <sup>1</sup> | N <sup>2</sup> | %    | 95% CI       |
| Geographic origin | Host or surrounding community | 33             | 127,753        | 12.7 | ( 8.7, 18.2) | 22             | 89,905         | 10.0 | ( 6.2, 15.8) | 55             | 217,658        | 11.4 | ( 8.5, 15.2) |
|                   | Other municipalities in MA    | 185            | 674,339        | 67.0 | (59.9, 73.5) | 138            | 593,204        | 65.9 | (57.8, 73.1) | 323            | 1,267,543      | 66.5 | (61.2, 71.4) |
|                   | Outside of MA or unknown      | 55             | 203,798        | 20.3 | (15.1, 26.6) | 46             | 217,241        | 24.1 | (17.7, 31.9) | 101            | 421,040        | 22.1 | (17.9, 27.0) |

<sup>1</sup>Unweighted N refers to the total number of respondents who answered this question.

<sup>2</sup> Weighted N is the estimated total number of patrons who visited Plainridge Park Casino in 2016

**Table 49 Demographics by Season**

|                     |                                     | Winter         |                |          |              | Summer         |                |          |              | Combined       |                |          |              |
|---------------------|-------------------------------------|----------------|----------------|----------|--------------|----------------|----------------|----------|--------------|----------------|----------------|----------|--------------|
|                     |                                     | N <sup>1</sup> | N <sup>2</sup> | Weighted |              | N <sup>1</sup> | N <sup>2</sup> | Weighted |              | N <sup>1</sup> | N <sup>2</sup> | Weighted |              |
|                     |                                     |                |                | %        | 95% CI       |                |                | %        | 95% CI       |                |                | %        | 95% CI       |
| Gender              | Female                              | 150            | 465,590        | 48.2     | (40.7, 55.8) | 112            | 427,299        | 48.4     | (40.4, 56.4) | 262            | 892,889        | 48.3     | (42.8, 53.8) |
|                     | Male                                | 114            | 498,604        | 51.6     | (44.0, 59.1) | 89             | 456,105        | 51.6     | (43.6, 59.6) | 203            | 954,709        | 51.6     | (46.1, 57.1) |
|                     | Transgender/other                   |                |                | ---      |              |                |                | ---      |              |                |                | ---      |              |
| Hispanic/<br>Latino | No                                  | 246            | 900,298        | 96.6     | (92.8, 98.4) | 178            | 787,794        | 94.0     | (88.3, 97.0) | 424            | 1,688,092      | 95.4     | (92.3, 97.3) |
|                     | Yes                                 | 9              | 31,804         | 3.4      | (1.6, 7.2)   | 12             | 50,145         | 6.0      | (3.0, 11.7)  | 21             | 81,949         | 4.6      | (2.7, 7.7)   |
| Race                | Hispanic                            | 9              | 31,804         | 3.3      | (1.5, 7.0)   | 12             | 50,145         | 5.8      | (2.9, 11.3)  | 21             | 81,949         | 4.5      | (2.6, 7.4)   |
|                     | White alone                         | 218            | 786,833        | 81.2     | (72.9, 87.5) | 162            | 717,642        | 82.4     | (74.8, 88.0) | 380            | 1,504,476      | 81.8     | (76.3, 86.2) |
|                     | Black alone                         | 14             | 45,426         | 4.7      | (2.4, 8.9)   | 10             | 48,191         | 5.5      | (2.4, 12.3)  | 24             | 93,618         | 5.1      | (3.0, 8.6)   |
|                     | Asian alone                         | 12             | 60,505         | 6.2      | (2.2, 16.3)  | 13             | 45,035         | 5.2      | (2.7, 9.6)   | 25             | 105,540        | 5.7      | (3.0, 10.7)  |
|                     | Some other race alone               | 6              | 29,248         | 3.0      | (1.2, 7.7)   |                |                | ---      |              | 7              | 37,574         | 2.0      | (0.9, 4.8)   |
|                     | Two or more races                   |                |                | ---      |              |                |                | ---      |              | 6              | 16,519         | 0.9      | (0.3, 2.4)   |
| Age                 | <30                                 | 9              | 35,292         | 3.9      | (1.8, 8.3)   | 7              | 31,768         | 4.0      | (1.7, 8.9)   | 16             | 67,060         | 3.9      | (2.2, 6.9)   |
|                     | 30-50                               | 59             | 301,121        | 33.2     | (26.0, 41.4) | 43             | 233,762        | 29.2     | (21.7, 38.1) | 102            | 534,883        | 31.4     | (26.0, 37.3) |
|                     | 51+                                 | 181            | 569,887        | 62.9     | (54.7, 70.4) | 133            | 533,839        | 66.8     | (57.9, 74.6) | 314            | 1,103,726      | 64.7     | (58.8, 70.2) |
|                     | Mean (95% CI)                       | 249            | 906,300        | 55.5     | (53.2, 57.8) | 183            | 799,369        | 57.4     | (54.9, 59.8) | 432            | 1,705,669      | 56.4     | (54.7, 58.0) |
|                     | Median (95% CI)                     | 249            | 906,300        | 56.0     | (52.9, 59.0) | 183            | 799,369        | 59.0     | (55.0, 61.9) | 432            | 1,705,669      | 57.0     | (55.1, 59.1) |
| Education           | High school or less                 | 63             | 206,348        | 21.1     | (16.1, 27.3) | 48             | 193,338        | 22.2     | (16.3, 29.5) | 111            | 399,686        | 21.7     | (17.7, 26.2) |
|                     | Some college or Bachelor's          | 175            | 676,317        | 69.3     | (62.5, 75.4) | 119            | 553,554        | 63.6     | (55.7, 70.9) | 294            | 1,229,871      | 66.6     | (61.5, 71.4) |
|                     | Beyond Bachelor's degree            | 29             | 92,976         | 9.5      | (6.3, 14.1)  | 30             | 123,115        | 14.2     | (9.6, 20.5)  | 59             | 216,091        | 11.7     | (8.8, 15.4)  |
| Employment          | Employed                            | 155            | 578,215        | 59.5     | (52.1, 66.5) | 117            | 507,477        | 58.7     | (50.5, 66.4) | 272            | 1,085,691      | 59.1     | (53.6, 64.4) |
|                     | Unemployed                          | 9              | 37,587         | 3.9      | (1.8, 8.3)   |                |                | ---      |              | 11             | 44,820         | 2.4      | (1.2, 4.9)   |
|                     | Retired                             | 84             | 284,220        | 29.2     | (23.3, 36.0) | 60             | 276,859        | 32.0     | (24.9, 40.0) | 144            | 561,078        | 30.5     | (25.8, 35.7) |
|                     | Other <sup>3</sup>                  | 17             | 72,116         | 7.4      | (4.3, 12.4)  | 18             | 73,575         | 8.5      | (5.0, 14.0)  | 35             | 145,691        | 7.9      | (5.4, 11.4)  |
| Marital status      | Never married                       | 39             | 179,034        | 18.4     | (13.0, 25.4) | 26             | 158,081        | 18.1     | (12.2, 26.0) | 65             | 337,115        | 18.3     | (14.1, 23.3) |
|                     | Living with partner/Married/Widowed | 192            | 657,682        | 67.7     | (60.0, 74.5) | 148            | 599,536        | 68.6     | (60.2, 76.0) | 340            | 1,257,218      | 68.1     | (62.5, 73.2) |
|                     | Divorced or Separated               | 33             | 135,232        | 13.9     | (9.4, 20.2)  | 26             | 116,273        | 13.3     | (8.5, 20.3)  | 59             | 251,506        | 13.6     | (10.1, 18.1) |
|                     | No                                  | 225            | 816,334        | 84.8     | (78.8, 89.3) | 162            | 702,108        | 83.3     | (76.3, 88.6) | 387            | 1,518,443      | 84.1     | (79.7, 87.7) |

|                         |                     | Winter         |                |            |                    | Summer         |                |            |                    | Combined       |                |            |                    |
|-------------------------|---------------------|----------------|----------------|------------|--------------------|----------------|----------------|------------|--------------------|----------------|----------------|------------|--------------------|
|                         |                     | Weighted       |                |            |                    | Weighted       |                |            |                    | Weighted       |                |            |                    |
|                         |                     | N <sup>1</sup> | N <sup>2</sup> | %          | 95% CI             | N <sup>1</sup> | N <sup>2</sup> | %          | 95% CI             | N <sup>1</sup> | N <sup>2</sup> | %          | 95% CI             |
| Military status         | Yes                 | 36             | 146,449        | 15.2       | (10.7, 21.2)       | 31             | 140,556        | 16.7       | (11.4, 23.7)       | 67             | 287,005        | 15.9       | (12.3, 20.3)       |
| Annual household income | less than \$15,000  | 12             | <i>50,233</i>  | <i>5.4</i> | <i>(2.7, 10.5)</i> | 12             | <i>60,034</i>  | <i>7.3</i> | <i>(3.9, 13.5)</i> | 24             | <i>110,267</i> | <i>6.3</i> | <i>(4.0, 9.9)</i>  |
|                         | 15,000 - \$29,000   | 25             | 85,722         | 9.2        | (5.9, 14.2)        | 14             | 51,870         | 6.3        | (3.6, 11.0)        | 39             | 137,592        | 7.9        | (5.5, 11.1)        |
|                         | 30,000 - \$49,000   | 34             | 116,678        | 12.5       | (8.6, 17.9)        | 35             | 162,231        | 19.8       | (14.0, 27.2)       | 69             | 278,910        | 15.9       | (12.4, 20.3)       |
|                         | 50,000 - \$69,000   | 40             | 156,723        | 16.8       | (11.9, 23.3)       | 41             | 191,580        | 23.4       | (17.1, 31.2)       | 81             | 348,302        | 19.9       | (15.8, 24.8)       |
|                         | 70,000 - \$99,000   | 57             | 206,773        | 22.2       | (16.5, 29.2)       | 30             | 147,663        | 18.0       | (12.1, 26.1)       | 87             | 354,436        | 20.3       | (16.0, 25.4)       |
|                         | 100,000 - \$124,999 | 31             | 108,366        | 11.6       | (7.8, 17.1)        | 18             | 81,646         | 10.0       | (5.9, 16.3)        | 49             | 190,012        | 10.9       | (7.9, 14.8)        |
|                         | 125,000 - \$149,999 | 15             | <i>86,180</i>  | <i>9.3</i> | <i>(4.3, 18.9)</i> | 12             | <i>34,093</i>  | <i>4.2</i> | <i>(2.1, 8.1)</i>  | 27             | <i>120,273</i> | <i>6.9</i> | <i>(3.8, 12.1)</i> |
|                         | 150,000 or more     | 37             | 119,507        | 12.8       | (8.9, 18.1)        | 24             | 89,387         | 10.9       | (7.0, 16.7)        | 61             | 208,894        | 11.9       | (9.0, 15.7)        |

<sup>1</sup>Unweighted N refers to the total number of respondents who answered this question.

<sup>2</sup>Weighted N is the estimated total number of patrons who visited Plainridge Park Casino in 2016

<sup>3</sup>Student, homemaker, disabled were combined into "Other" because of small sample sizes in each

Note: A dash indicates that the cell size is less than 6

Note: Italics indicates estimates are unreliable, relative standard error > 30%



**Table 50 Demographics by Geographic Origin**

|                 |                                     | Host or surrounding community |                |      |              | Other municipalities in MA |                |      |              | Outside of MA or unknown |                |      |              |
|-----------------|-------------------------------------|-------------------------------|----------------|------|--------------|----------------------------|----------------|------|--------------|--------------------------|----------------|------|--------------|
|                 |                                     | Weighted                      |                |      |              | Weighted                   |                |      |              | Weighted                 |                |      |              |
|                 |                                     | N <sup>1</sup>                | N <sup>2</sup> | %    | 95% CI       | N <sup>1</sup>             | N <sup>2</sup> | %    | 95% CI       | N <sup>1</sup>           | N <sup>2</sup> | %    | 95% CI       |
| Gender          | Female                              | 32                            | 102,804        | 47.2 | (32.7, 62.2) | 172                        | 590,760        | 47.7 | (41.0, 54.5) | 58                       | 199,325        | 50.6 | (38.6, 62.5) |
|                 | Male                                | 23                            | 114,854        | 52.8 | (37.8, 67.3) | 143                        | 644,929        | 52.1 | (45.3, 58.8) | 37                       | 194,926        | 49.4 | (37.5, 61.4) |
|                 | Transgender/other                   | 0                             | 0              | 0.0  |              |                            |                | ---  |              | 0                        | 0              | 0.0  |              |
| Hispanic/Latino | No                                  | 52                            | 209,705        | 97.9 | (91.5, 99.5) | 287                        | 1,125,957      | 94.6 | (90.0, 97.1) | 85                       | 352,430        | 96.5 | (91.7, 98.6) |
|                 | Yes                                 |                               |                | ---  |              | 14                         | 64,810         | 5.4  | (2.9, 10.0)  |                          |                | ---  |              |
| Race            | Hispanic                            |                               |                | ---  |              | 14                         | 64,810         | 5.3  | (2.8, 9.7)   |                          |                | ---  |              |
|                 | White alone                         | 48                            | 200,898        | 97.0 | (90.6, 99.1) | 256                        | 985,669        | 80.1 | (72.9, 85.7) | 76                       | 317,908        | 79.2 | (66.7, 87.8) |
|                 | Black alone                         | 0                             | 0              | 0.0  |              | 19                         | 56,187         | 4.6  | (2.7, 7.7)   |                          |                | ---  |              |
|                 | Asian alone                         | 0                             | 0              | 0.0  |              | 16                         | 75,647         | 6.1  | (2.6, 13.7)  | 9                        | 29,893         | 7.4  | (3.5, 15.3)  |
|                 | Some other race alone               | 0                             | 0              | 0.0  |              | 6                          | 35,124         | 2.9  | (1.1, 6.9)   |                          |                | ---  |              |
|                 | Two or more races                   |                               |                | ---  |              |                            |                | ---  |              |                          |                | ---  |              |
| Age             | <30                                 |                               |                | ---  |              | 12                         | 54,879         | 4.8  | (2.5, 9.0)   |                          |                | ---  |              |
|                 | 30-50                               | 16                            | 71,001         | 34.1 | (20.4, 51.1) | 67                         | 347,475        | 30.3 | (24.0, 37.4) | 19                       | 116,407        | 33.2 | (21.4, 47.5) |
|                 | 51+                                 | 33                            | 132,362        | 63.5 | (46.8, 77.5) | 218                        | 743,924        | 64.9 | (57.7, 71.5) | 63                       | 227,441        | 64.8 | (50.7, 76.7) |
|                 | Mean (95% CI)                       | 51                            | 208,399        | 54.1 | (49.5, 58.8) | 297                        | 1,146,278      | 56.6 | (54.6, 58.7) | 84                       | 350,993        | 56.9 | (53.4, 60.3) |
|                 | Median (95% CI)                     | 51                            | 208,399        | 57.6 | (48.4, 61.5) | 297                        | 1,146,278      | 57.0 | (54.9, 60.0) | 84                       | 350,993        | 58.0 | (51.9, 60.0) |
| Education       | High school or less                 | 16                            | 61,283         | 28.6 | (16.9, 44.1) | 70                         | 263,652        | 21.4 | (16.5, 27.2) | 25                       | 74,750         | 18.8 | (12.0, 28.1) |
|                 | Some college or Bachelor's          | 29                            | 124,707        | 58.2 | (42.8, 72.2) | 209                        | 828,632        | 67.2 | (60.7, 73.0) | 56                       | 276,532        | 69.5 | (58.6, 78.6) |
|                 | Beyond Bachelor's degree            | 9                             | 28,171         | 13.2 | (6.3, 25.6)  | 36                         | 141,536        | 11.5 | (8.0, 16.2)  | 14                       | 46,384         | 11.7 | (6.3, 20.5)  |
| Employment      | Employed                            | 41                            | 156,685        | 72.0 | (56.2, 83.7) | 174                        | 687,054        | 56.2 | (49.5, 62.8) | 57                       | 241,953        | 60.8 | (48.8, 71.6) |
|                 | Unemployed                          | 0                             | 0              | 0.0  |              | 10                         | 40,025         | 3.3  | (1.5, 6.9)   |                          |                | ---  |              |
|                 | Retired                             | 12                            | 48,636         | 22.3 | (12.0, 37.7) | 103                        | 396,341        | 32.4 | (26.6, 38.9) | 29                       | 116,101        | 29.2 | (19.7, 40.9) |
|                 | Other <sup>3</sup>                  |                               |                | ---  |              | 25                         | 98,232         | 8.0  | (5.1, 12.5)  | 8                        | 35,122         | 8.8  | (4.2, 17.7)  |
| Marital status  | Never married                       |                               |                | ---  |              | 48                         | 237,164        | 19.3 | (14.2, 25.6) | 13                       | 76,336         | 19.0 | (10.8, 31.3) |
|                 | Living with partner/Married/Widowed | 45                            | 170,976        | 79.4 | (62.7, 89.8) | 222                        | 813,539        | 66.2 | (59.4, 72.5) | 73                       | 272,702        | 67.8 | (54.7, 78.6) |
|                 | Divorced or Separated               |                               |                | ---  |              | 44                         | 177,620        | 14.5 | (10.3, 19.9) | 10                       | 53,216         | 13.2 | (6.2, 26.1)  |

|                         |                     | Host or surrounding community |                |      |              | Other municipalities in MA |                |      |              | Outside of MA or unknown |                |      |              |
|-------------------------|---------------------|-------------------------------|----------------|------|--------------|----------------------------|----------------|------|--------------|--------------------------|----------------|------|--------------|
|                         |                     | Weighted                      |                |      |              | Weighted                   |                |      |              | Weighted                 |                |      |              |
|                         |                     | N <sup>1</sup>                | N <sup>2</sup> | %    | 95% CI       | N <sup>1</sup>             | N <sup>2</sup> | %    | 95% CI       | N <sup>1</sup>           | N <sup>2</sup> | %    | 95% CI       |
|                         | No                  | 43                            | 172,486        | 79.8 | (65.1, 89.3) | 268                        | 1,053,588      | 87.3 | (82.5, 90.9) | 76                       | 292,368        | 76.5 | (63.8, 85.8) |
|                         | Yes                 | 11                            | 43,716         | 20.2 | (10.7, 34.9) | 40                         | 153,581        | 12.7 | (9.1, 17.5)  | 16                       | 89,709         | 23.5 | (14.2, 36.2) |
| Annual household income | less than \$15,000  |                               |                | ---  |              | 14                         | 74,716         | 6.4  | (3.5, 11.3)  | 8                        | 31,094         | 8.2  | (3.7, 17.4)  |
|                         | 15,000 - \$29,000   | 6                             | 18,269         | 9.4  | (3.7, 22.0)  | 26                         | 93,714         | 8.0  | (5.2, 12.1)  | 7                        | 25,608         | 6.8  | (3.0, 14.7)  |
|                         | 30,000 - \$49,000   |                               |                | ---  |              | 48                         | 184,769        | 15.7 | (11.5, 21.1) | 17                       | 73,027         | 19.3 | (11.6, 30.3) |
|                         | 50,000 - \$69,000   |                               |                | ---  |              | 61                         | 267,936        | 22.8 | (17.4, 29.2) | 15                       | 56,048         | 14.8 | (8.6, 24.3)  |
|                         | 70,000 - \$99,000   | 9                             | 33,900         | 17.4 | (8.5, 32.5)  | 58                         | 216,415        | 18.4 | (13.8, 24.2) | 20                       | 104,122        | 27.5 | (16.9, 41.5) |
|                         | 100,000 - \$124,999 | 8                             | 36,116         | 18.6 | (8.7, 35.4)  | 32                         | 118,562        | 10.1 | (6.8, 14.8)  | 9                        | 35,334         | 9.3  | (4.5, 18.3)  |
|                         | 125,000 - \$149,999 | 6                             | 21,144         | 10.9 | (4.4, 24.3)  | 15                         | 77,094         | 6.6  | (2.8, 14.6)  | 6                        | 22,035         | 5.8  | (2.3, 14.2)  |
|                         | 150,000 or more     | 10                            | 35,181         | 18.1 | (9.4, 32.1)  | 42                         | 142,229        | 12.1 | (8.6, 16.7)  | 9                        | 31,484         | 8.3  | (3.8, 17.3)  |

<sup>1</sup>Unweighted N refers to the total number of respondents who answered this question.

<sup>2</sup>Weighted N is the estimated total number of patrons who visited Plainridge Park Casino in 2016<sup>3</sup>Student, homemaker, disabled were combined into "Other" because of small sample sizes in each

Note: A dash indicates that the cell size is less than 6

Note: Italics indicates estimates are unreliable, relative standard error > 30%

## Appendix G: Patron Access, Visitation Frequency, Reason for Visit, Duration of Stay, and Experience in the Venue

Table 51 Patron Access to Plainridge Park Casino by Season

|  |                                      | Winter         |                |      |              | Summer         |                |      |              | Combined       |                |      |              |
|--|--------------------------------------|----------------|----------------|------|--------------|----------------|----------------|------|--------------|----------------|----------------|------|--------------|
|  |                                      | Weighted       |                |      |              | Weighted       |                |      |              | Weighted       |                |      |              |
|  |                                      | N <sup>1</sup> | N <sup>2</sup> | %    | 95% CI       | N <sup>1</sup> | N <sup>2</sup> | %    | 95% CI       | N <sup>1</sup> | N <sup>2</sup> | %    | 95% CI       |
| How did you get here (Check all that apply)      | My own vehicle or someone else's car | 250            | 910,944        | 96.5 | (93.1, 98.2) | 178            | 792,050        | 95.5 | (89.8, 98.1) | 428            | 1,702,995      | 96.0 | (93.1, 97.7) |
|  | By airplane                          |                |                | ---  |              |                |                | ---  |              |                |                | ---  |              |
|  | By rental car                        |                |                | ---  |              |                |                | ---  |              | 6              | 26,512         | 1.5  | (0.5, 4.1)   |
|  | By other                             | 7              | 26,124         | 2.8  | (1.2, 6.1)   |                |                | ---  |              | 11             | 43,874         | 2.5  | (1.3, 4.7)   |
|  | By foot                              | 6              | 22,288         | 2.4  | (0.9, 5.9)   |                |                | ---  |              | 7              | 23,477         | 1.3  | (0.5, 3.2)   |
| Any problems getting here (Check all that apply) | No problems                          | 265            | 974,182        | 98.7 | (96.4, 99.6) | 196            | 847,678        | 96.6 | (92.1, 98.5) | 461            | 1,821,860      | 97.7 | (95.5, 98.8) |
|  | Got lost                             |                |                | ---  |              |                |                | ---  |              |                |                | ---  |              |
|  | Lots of traffic                      |                |                | ---  |              |                |                | ---  |              | 7              | 30,509         | 1.6  | (0.7, 3.6)   |
|  | Road construction                    |                |                | ---  |              |                |                | ---  |              |                |                | ---  |              |
| How often have you visited this facility?        | >=4 times a week                     | 18             | 69,020         | 6.9  | (4.1, 11.3)  | 13             | 73,626         | 8.5  | (4.4, 15.6)  | 31             | 142,646        | 7.6  | (5.0, 11.4)  |
|  | 2-3 times a week                     | 36             | 173,320        | 17.2 | (11.2, 25.6) | 44             | 201,167        | 23.1 | (16.9, 30.8) | 80             | 374,487        | 20.0 | (15.4, 25.4) |
|  | Once a week                          | 33             | 125,480        | 12.5 | (8.6, 17.8)  | 20             | 94,745         | 10.9 | (6.8, 16.9)  | 53             | 220,226        | 11.7 | (8.8, 15.5)  |
|  | 2-3 times a month                    | 57             | 195,172        | 19.4 | (14.4, 25.6) | 44             | 169,512        | 19.5 | (14.1, 26.2) | 101            | 364,684        | 19.4 | (15.7, 23.9) |
|  | Once a month                         | 35             | 129,045        | 12.8 | (8.8, 18.4)  | 21             | 80,788         | 9.3  | (5.8, 14.5)  | 56             | 209,832        | 11.2 | (8.3, 14.9)  |
|  | < once a month                       | 50             | 162,768        | 16.2 | (11.8, 21.8) | 38             | 149,228        | 17.1 | (12.0, 23.8) | 88             | 311,997        | 16.6 | (13.1, 20.8) |
|  | This is my first visit               | 44             | 151,084        | 15.0 | (10.8, 20.6) | 21             | 101,775        | 11.7 | (7.2, 18.3)  | 65             | 252,859        | 13.5 | (10.2, 17.5) |

<sup>1</sup>Unweighted N refers to the total number of respondents who answered this question.

<sup>2</sup>Weighted N is the estimated total number of patrons who visited Plainridge Park Casino in 2016

Note: A dash indicates that the cell size is less than 6

Note: Italics indicates estimates are unreliable, relative standard error > 30%

**Table 52 Did Plainridge Park Casino Prompt Visit to Town or State by Season**

|   |     | Winter         |                |      |              | Summer         |                |      |              | Combined       |                |      |              |
|---|-----|----------------|----------------|------|--------------|----------------|----------------|------|--------------|----------------|----------------|------|--------------|
|   |     | Weighted       |                |      |              | Weighted       |                |      |              | Weighted       |                |      |              |
|   |     | N <sup>1</sup> | N <sup>2</sup> | %    | 95% CI       | N <sup>1</sup> | N <sup>2</sup> | %    | 95% CI       | N <sup>1</sup> | N <sup>2</sup> | %    | 95% CI       |
| Did PPC prompt your visit to this town or state?                    | No  | 96             | 348,614        | 35.2 | (28.6, 42.4) | 77             | 317,090        | 35.8 | (28.6, 43.8) | 173            | 665,704        | 35.5 | (30.5, 40.8) |
|   | Yes | 173            | 641,453        | 64.8 | (57.6, 71.4) | 127            | 568,183        | 64.2 | (56.2, 71.4) | 300            | 1,209,636      | 64.5 | (59.2, 69.5) |
| <b>Patrons from MA:</b><br>Did PPC prompt your visit to this town?  | No  | 70             | 237,562        | 29.8 | (23.1, 37.4) | 54             | 210,732        | 31.4 | (23.9, 40.0) | 124            | 448,294        | 30.5 | (25.4, 36.2) |
|   | Yes | 147            | 560,297        | 70.2 | (62.6, 76.9) | 105            | 459,876        | 68.6 | (60.0, 76.1) | 252            | 1,020,174      | 69.5 | (63.8, 74.6) |
| <b>Patrons from outside MA:</b><br>Did PPC prompt your visit to MA? | No  | 26             | 111,052        | 57.8 | (41.9, 72.2) | 23             | 106,358        | 49.6 | (32.8, 66.4) | 49             | 217,410        | 53.4 | (41.6, 64.9) |
|   | Yes | 26             | 81,156         | 42.2 | (27.8, 58.1) | 22             | 108,307        | 50.5 | (33.6, 67.2) | 48             | 189,463        | 46.6 | (35.1, 58.4) |

<sup>1</sup>Unweighted N refers to the total number of respondents who answered this question.

<sup>2</sup>Weighted N is the estimated total number of patrons who visited Plainridge Park Casino in 2016

Note: A dash indicates that the cell size is less than 6

**Table 53 Length of Stay in Massachusetts among Patrons from Outside Massachusetts by Season**

|                                    |                   | Winter         |                |      |              | Summer         |                |            |                    | Combined       |                |      |              |
|------------------------------------|-------------------|----------------|----------------|------|--------------|----------------|----------------|------------|--------------------|----------------|----------------|------|--------------|
|                                    |                   | Weighted       |                |      |              | Weighted       |                |            |                    | Weighted       |                |      |              |
|                                    |                   | N <sup>1</sup> | N <sup>2</sup> | %    | 95% CI       | N <sup>1</sup> | N <sup>2</sup> | %          | 95% CI             | N <sup>1</sup> | N <sup>2</sup> | %    | 95% CI       |
| How many days are you visiting MA? | One day or less   | 29             | 98,334         | 62.1 | (43.3, 77.8) | 18             | 83,983         | 48.7       | (31.3, 66.4)       | 47             | 182,316        | 55.1 | (42.2, 67.4) |
|                                    | More than one day | 14             | 60,120         | 37.9 | (22.2, 56.7) | 19             | 88,502         | 51.3       | (33.6, 68.7)       | 33             | 148,622        | 44.9 | (32.6, 57.8) |
| How many days are you visiting MA? | Mean (95% CI)     | 38             | 137,556        | 2.1  | ( 1.4, 2.9)  | 34             | 159,504        | 4.4        | ( 2.2, 6.6)        | 72             | 297,059        | 3.4  | ( 2.1, 4.6)  |
|                                    | Median (95% CI)   | 38             | 137,556        | 1.0  | ( 1.0, 1.0)  | 34             | <i>159,504</i> | <i>1.0</i> | <i>( 1.0, 5.0)</i> | 72             | 297,059        | 1.0  | ( 1.0, 2.0)  |

<sup>1</sup>Unweighted N refers to the total number of respondents who answered this question.

<sup>2</sup>Weighted N is the estimated total number of patrons who visited Plainridge Park Casino in 2016

Note: Italics indicates estimates are unreliable, relative standard error > 30%

**Table 54 Patron Visit Experience by Season**

|  |   | Winter         |                |          |              | Summer         |                |          |              | Combined       |                |          |              |
|--|---|----------------|----------------|----------|--------------|----------------|----------------|----------|--------------|----------------|----------------|----------|--------------|
|  |   | N <sup>1</sup> | N <sup>2</sup> | Weighted |              | N <sup>1</sup> | N <sup>2</sup> | Weighted |              | N <sup>1</sup> | N <sup>2</sup> | Weighted |              |
|  |   |                |                | %        | 95% CI       |                |                | %        | 95% CI       |                |                | %        | 95% CI       |
| Do you have a loyalty or rewards card with this casino?                      | No                                      | 65             | 236,541        | 23.7     | (18.1, 30.4) | 42             | 185,548        | 20.6     | (14.9, 27.9) | 107            | 422,089        | 22.2     | (18.1, 27.0) |
|  | Yes                                     | 206            | 763,351        | 76.3     | (69.6, 81.9) | 164            | 714,803        | 79.4     | (72.1, 85.1) | 370            | 1,478,154      | 77.8     | (73.0, 81.9) |
| Did you have an enjoyable time during your visit today?                      | No                                      | 30             | 112,399        | 11.2     | ( 7.4, 16.6) | 26             | 131,940        | 14.7     | ( 9.5, 22.1) | 56             | 244,339        | 12.8     | ( 9.5, 17.2) |
|  | Yes                                     | 242            | 890,928        | 88.8     | (83.4, 92.6) | 179            | 765,739        | 85.3     | (77.9, 90.5) | 421            | 1,656,667      | 87.2     | (82.8, 90.5) |
| What did you like the most about your visit here today (Pick up to 3 things) | Playing the games                       | 167            | 629,915        | 66.6     | (59.2, 73.3) | 134            | 568,562        | 65.2     | (57.1, 72.6) | 301            | 1,198,477      | 65.9     | (60.5, 71.0) |
|  | Easy access to games                    | 38             | 184,662        | 19.5     | (13.0, 28.2) | 26             | 137,109        | 15.7     | (10.4, 23.1) | 64             | 321,770        | 17.7     | (13.2, 23.3) |
|  | Different food and beverage options     | 22             | 87,507         | 9.2      | ( 5.6, 15.0) | 16             | 76,561         | 8.8      | ( 5.0, 15.1) | 38             | 164,068        | 9.0      | ( 6.2, 13.0) |
|  | Friendliness of the casino staff        | 63             | 245,120        | 25.9     | (19.9, 33.0) | 42             | 196,669        | 22.6     | (16.4, 30.1) | 105            | 441,789        | 24.3     | (19.9, 29.3) |
|  | Non-gambling entertainment              | 11             | 34,253         | 3.6      | ( 1.8, 7.2)  | 6              | 13,387         | 1.5      | ( 0.7, 3.5)  | 17             | 47,640         | 2.6      | ( 1.5, 4.5)  |
|  | Convenient parking                      | 108            | 370,330        | 39.2     | (32.2, 46.6) | 75             | 314,728        | 36.1     | (28.9, 44.1) | 183            | 685,058        | 37.7     | (32.6, 43.1) |
|  | Variety of game choices                 | 31             | 93,294         | 9.9      | ( 6.6, 14.6) | 26             | 146,301        | 16.8     | (11.4, 24.1) | 57             | 239,594        | 13.2     | ( 9.9, 17.4) |
|  | Quality of the food and beverage        | 13             | 63,971         | 6.8      | ( 3.6, 12.4) | 16             | 70,157         | 8.0      | ( 4.7, 13.5) | 29             | 134,128        | 7.4      | ( 4.9, 11.0) |
|  | Friendliness of the food and beverage   | 13             | 53,019         | 5.6      | ( 3.1, 10.1) | 8              | 36,882         | 4.2      | ( 2.0, 8.8)  | 21             | 89,902         | 5.0      | ( 3.1, 7.8)  |
|  | Way the facility looks and feels inside | 22             | 79,516         | 8.4      | ( 5.1, 13.7) | 22             | 97,466         | 11.2     | ( 7.1, 17.2) | 44             | 176,982        | 9.7      | ( 6.9, 13.5) |
|  | Shops and retail                        |                |                |          | ---          | 0              | 0              | 0.0      |              |                |                |          | ---          |
|  | How easy it was to get here             | 88             | 325,378        | 34.4     | (27.6, 41.9) | 66             | 299,854        | 34.4     | (27.1, 42.5) | 154            | 625,233        | 34.4     | (29.4, 39.8) |
|  | None of the above                       | 12             | 47,707         | 5.0      | ( 2.5, 10.0) | 11             | 37,916         | 4.4      | ( 2.3, 8.1)  | 23             | 85,622         | 4.7      | ( 2.9, 7.6)  |

|                                    |       | Winter         |                |      |              | Summer         |                |      |              | Combined       |                |      |              |
|------------------------------------|-------|----------------|----------------|------|--------------|----------------|----------------|------|--------------|----------------|----------------|------|--------------|
|                                    |       | Weighted       |                |      |              | Weighted       |                |      |              | Weighted       |                |      |              |
|                                    |       | N <sup>1</sup> | N <sup>2</sup> | %    | 95% CI       | N <sup>1</sup> | N <sup>2</sup> | %    | 95% CI       | N <sup>1</sup> | N <sup>2</sup> | %    | 95% CI       |
| Would you return to this facility? | No    | 9              | 31,432         | 3.1  | (1.4, 6.9)   | 7              | 35,762         | 4.0  | (1.7, 9.2)   | 16             | 67,193         | 3.5  | (2.0, 6.3)   |
|                                    | Yes   | 223            | 817,402        | 81.5 | (75.2, 86.4) | 175            | 775,544        | 86.4 | (80.1, 90.9) | 398            | 1,592,946      | 83.8 | (79.5, 87.3) |
|                                    | Maybe | 40             | 154,493        | 15.4 | (10.9, 21.3) | 23             | 86,374         | 9.6  | (6.0, 15.0)  | 63             | 240,866        | 12.7 | (9.6, 16.5)  |

<sup>1</sup>Unweighted N refers to the total number of respondents who answered this question.

<sup>2</sup>Weighted N is the estimated total number of patrons who visited Plainridge Park Casino in 2016

Note: A dash indicates that the cell size is less than 6

Note: Italics indicates estimates are unreliable, relative standard error > 30%

## Appendix H: Patron Activities

**Table 55 Gambling Activities Participated in by Season**

|  |                             | Winter         |                |             |              | Summer         |                |             |              | Combined       |                |             |              |
|--|-----------------------------|----------------|----------------|-------------|--------------|----------------|----------------|-------------|--------------|----------------|----------------|-------------|--------------|
|  |                             | Weighted       |                |             |              | Weighted       |                |             |              | Weighted       |                |             |              |
|  |                             | N <sup>1</sup> | N <sup>2</sup> | %           | 95% CI       | N <sup>1</sup> | N <sup>2</sup> | %           | 95% CI       | N <sup>1</sup> | N <sup>2</sup> | %           | 95% CI       |
| Gambling activity in PPC<br>(Check all that apply)                                     | Did not gamble              | 8              | 21,414         | 2.2         | (1.0, 4.9)   | 9              | 43,511         | 4.9         | (2.3, 10.2)  | 17             | 64,925         | 3.5         | (2.0, 6.2)   |
|  | Slots                       | 231            | 858,093        | 89.2        | (83.3, 93.2) | 176            | 751,458        | 84.7        | (77.8, 89.7) | 407            | 1,609,551      | 87.0        | (82.7, 90.4) |
|  | Electronic table games      | 31             | 126,151        | 13.1        | (8.7, 19.4)  | 22             | 100,524        | 11.3        | (7.2, 17.4)  | 53             | 226,674        | 12.3        | (9.0, 16.4)  |
|  | Horse racing                | 10             | 40,084         | 4.2         | (1.9, 8.8)   | 19             | 101,618        | 11.5        | (7.2, 17.8)  | 29             | 141,702        | 7.7         | (5.1, 11.3)  |
|  | Lottery                     | 9              | 35,894         | 3.7         | (1.7, 7.9)   |                |                | ---         |              | 14             | 48,582         | 2.6         | (1.4, 4.8)   |
| Where have you visited casinos in the past year prior to PPC<br>(Check all that apply) | Did not visit other casinos | 26             | 95,767         | 10.0        | (6.4, 15.3)  | 25             | 102,251        | 11.6        | (7.4, 17.7)  | 51             | 198,018        | 10.8        | (7.9, 14.6)  |
|  | Connecticut                 | 194            | 739,329        | 77.4        | (70.9, 82.8) | 135            | 586,665        | 66.7        | (58.6, 73.9) | 329            | 1,325,994      | 72.3        | (67.1, 76.9) |
|  | Rhode Island                | 151            | 541,459        | 56.7        | (48.7, 64.3) | 113            | 483,213        | 54.9        | (46.8, 62.8) | 264            | 1,024,672      | 55.9        | (50.2, 61.4) |
|  | New Jersey                  | 34             | 128,402        | 13.4        | (9.2, 19.3)  | 23             | 108,176        | 12.3        | (8.0, 18.5)  | 57             | 236,578        | 12.9        | (9.7, 17.0)  |
|  | New York                    | 11             | 38,433         | 4.0         | (2.0, 7.9)   | 12             | 43,436         | 4.9         | (2.6, 9.3)   | 23             | 81,868         | 4.5         | (2.8, 7.1)   |
|  | Pennsylvania                | 6              | 20,003         | 2.1         | (0.9, 4.9)   |                |                | ---         |              | 11             | 39,481         | 2.2         | (1.1, 4.1)   |
|  | Maine                       | 21             | 66,133         | 6.9         | (4.2, 11.2)  | 10             | 40,258         | 4.6         | (2.3, 9.0)   | 31             | 106,392        | 5.8         | (3.9, 8.6)   |
|  | Nevada                      | 36             | 168,257        | 17.6        | (11.4, 26.2) | 21             | 99,277         | 11.3        | (7.1, 17.4)  | 57             | 267,534        | 14.6        | (10.5, 19.8) |
|  | Online casinos              | 7              | 24,069         | 2.5         | (1.1, 5.7)   |                |                | ---         |              | 11             | 36,929         | 2.0         | (1.0, 3.9)   |
| Other  | 26                          | 76,720         | 8.0            | (5.1, 12.4) | 17           | 82,447         | 9.4            | (5.5, 15.5) | 43           | 159,167        | 8.7            | (6.1, 12.2) |              |
| Number of states visited casino in past year prior to PPC                              | 0                           | 20             | 71,815         | 7.5         | (4.6, 12.1)  | 23             | 92,768         | 10.6        | (6.6, 16.4)  | 43             | 164,584        | 9.0         | (6.4, 12.5)  |
|  | 1                           | 82             | 286,603        | 30.0        | (23.6, 37.3) | 73             | 351,289        | 39.9        | (32.2, 48.2) | 155            | 637,892        | 34.8        | (29.6, 40.3) |
|  | 2                           | 93             | 375,959        | 39.4        | (31.8, 47.4) | 67             | 272,191        | 31.0        | (24.2, 38.7) | 160            | 648,151        | 35.3        | (30.1, 41.0) |
|  | 3                           | 38             | 150,894        | 15.8        | (11.1, 22.0) | 20             | 85,774         | 9.8         | (6.0, 15.5)  | 58             | 236,668        | 12.9        | (9.7, 17.0)  |
|  | 4                           | 14             | 43,048         | 4.5         | (2.4, 8.2)   | 14             | 69,706         | 7.9         | (4.5, 13.6)  | 28             | 112,753        | 6.1         | (4.0, 9.2)   |
|  | 5                           | 7              | 23,265         | 2.4         | (1.1, 5.3)   |                |                | ---         |              | 9              | 28,065         | 1.5         | (0.8, 3.1)   |
|  | 6                           |                |                | ---         |              | 0              | 0              | 0.0         |              |                |                | ---         |              |
|  | 7                           |                |                | ---         |              |                |                | ---         |              |                |                | ---         |              |

|  |                       | Winter         |                |            |                   | Summer         |                |            |                    | Combined       |                |            |                   |
|--|-----------------------|----------------|----------------|------------|-------------------|----------------|----------------|------------|--------------------|----------------|----------------|------------|-------------------|
|  |                       | Weighted       |                |            |                   | Weighted       |                |            |                    | Weighted       |                |            |                   |
|  |                       | N <sup>1</sup> | N <sup>2</sup> | %          | 95% CI            | N <sup>1</sup> | N <sup>2</sup> | %          | 95% CI             | N <sup>1</sup> | N <sup>2</sup> | %          | 95% CI            |
| Pattern of states visited casino in past year prior to PPC | 1=None                | 20             | 71,815         | 7.5        | (4.6, 12.1)       | 23             | 92,768         | 10.5       | (6.6, 16.4)        | 43             | 164,584        | 9.0        | (6.4, 12.5)       |
|  | 2=CT and RI           | 120            | 434,981        | 45.5       | (38.1, 53.2)      | 79             | 331,101        | 37.7       | (30.3, 45.6)       | 199            | 766,082        | 41.8       | (36.5, 47.2)      |
|  | 3=CT, not RI          | 74             | 304,348        | 31.9       | (24.5, 40.3)      | 56             | 255,564        | 29.1       | (22.2, 37.1)       | 130            | 559,911        | 30.5       | (25.3, 36.3)      |
|  | 4=RI, not CT          | 31             | 106,478        | 11.1       | (7.4, 16.5)       | 34             | 152,112        | 17.3       | (12.0, 24.3)       | 65             | 258,590        | 14.1       | (10.7, 18.3)      |
|  | 5=Other, not CT or RI | <i>11</i>      | <i>37,626</i>  | <i>3.9</i> | <i>(2.0, 7.5)</i> | <i>8</i>       | <i>47,839</i>  | <i>5.4</i> | <i>(2.5, 11.3)</i> | <i>19</i>      | <i>85,465</i>  | <i>4.7</i> | <i>(2.8, 7.7)</i> |

Unweighted N refers to the total number of respondents who answered this question.

<sup>2</sup>Weighted N is the estimated total number of patrons who visited Plainridge Park Casino in 2016

Note: A dash indicates that the cell size is less than 6

Note: Italics indicates estimates are unreliable, relative standard error > 30%

**Table 56 Gambling Activities by Geographic Origin**

|                        |     | Host or surrounding community |                |             |                    | Other municipalities in MA |                |            |                   | Outside of MA or unknown |                |            |                    |
|------------------------|-----|-------------------------------|----------------|-------------|--------------------|----------------------------|----------------|------------|-------------------|--------------------------|----------------|------------|--------------------|
|                        |     | Weighted                      |                |             |                    | Weighted                   |                |            |                   | Weighted                 |                |            |                    |
|                        |     | N <sup>1</sup>                | N <sup>2</sup> | %           | 95% CI             | N <sup>1</sup>             | N <sup>2</sup> | %          | 95% CI            | N <sup>1</sup>           | N <sup>2</sup> | %          | 95% CI             |
| Did not gamble         | no  | 49                            | 193,499        | 91.3        | (72.5, 97.7)       | 305                        | 1,211,310      | 97.5       | (94.6, 98.9)      | 91                       | 379,339        | 96.1       | (89.6, 98.6)       |
|                        | yes |                               |                | ---         |                    | 9                          | <i>31,063</i>  | <i>2.5</i> | <i>(1.1, 5.4)</i> |                          |                | ---        |                    |
| Slots                  | no  | 8                             | <i>38,068</i>  | <i>18.0</i> | <i>(8.0, 35.5)</i> | 39                         | 175,644        | 14.1       | (9.9, 19.8)       | 8                        | <i>25,811</i>  | <i>6.5</i> | <i>(3.1, 13.4)</i> |
|                        | yes | 45                            | 173,791        | 82.0        | (64.5, 92.0)       | 275                        | 1,066,729      | 85.9       | (80.2, 90.1)      | 87                       | 369,031        | 93.5       | (86.6, 96.9)       |
| Electronic table games | no  | 49                            | 184,048        | 86.9        | (68.4, 95.3)       | 276                        | 1,079,721      | 86.9       | (81.5, 90.9)      | 84                       | 358,629        | 90.8       | (83.4, 95.1)       |
|                        | yes |                               |                | ---         |                    | 38                         | 162,651        | 13.1       | (9.1, 18.5)       | <i>11</i>                | <i>36,213</i>  | <i>9.2</i> | <i>(4.9, 16.6)</i> |
| Horse racing           | no  | 50                            | 199,689        | 94.3        | (81.7, 98.4)       | 293                        | 1,137,775      | 91.6       | (86.8, 94.7)      | 90                       | 369,906        | 93.7       | (84.4, 97.6)       |
|                        | yes |                               |                |             |                    | 21                         | 104,597        | 8.4        | (5.3, 13.2)       |                          |                | ---        |                    |
| Lottery                | no  | 53                            | 211,859        | 100.0       |                    | 300                        | 1,193,791      | 96.1       | (92.9, 97.9)      | 95                       | 394,842        | 100.0      |                    |
|                        | yes | 0                             | 0              | 0.0         |                    | <i>14</i>                  | <i>48,582</i>  | <i>3.9</i> | <i>(2.1, 7.1)</i> | 0                        | 0              | 0.0        |                    |

<sup>1</sup>Unweighted N refers to the total number of respondents who answered this question.

<sup>2</sup>Weighted N is the estimated total number of patrons who visited Plainridge Park Casino in 2016Note: A dash indicates that the cell size is less than 6

Note: Italics indicates estimates are unreliable, relative standard error > 30%



**Table 57 Gambling Activities by Loyalty Card Membership**

|                  | Loyalty card membership |                |      |              |                |                |      |              |
|------------------|-------------------------|----------------|------|--------------|----------------|----------------|------|--------------|
|                  | No                      |                |      |              | Yes            |                |      |              |
|                  | Weighted                |                |      |              | Weighted       |                |      |              |
|                  | N <sup>1</sup>          | N <sup>2</sup> | %    | 95% CI       | N <sup>1</sup> | N <sup>2</sup> | %    | 95% CI       |
| Slots            | 70                      | 277,457        | 17.3 | (13.3, 22.2) | 335            | 1,326,096      | 82.7 | (77.8, 86.7) |
| Electronic table | 15                      | 56,411         | 25.6 | (14.2, 41.6) | 36             | 164,265        | 74.4 | (58.4, 85.8) |
| Horse racing     | 17                      | 75,531         | 53.3 | (33.3, 72.3) | 12             | 66,171         | 46.7 | (27.7, 66.7) |
| Lottery          |                         |                | ---  |              | 10             | 36,791         | 75.7 | (43.6, 92.6) |

<sup>1</sup>Unweighted N refers to the total number of respondents who answered this question.

<sup>2</sup>Weighted N is the estimated total number of patrons who visited Plainridge Park Casino in 2016

Note: A dash indicates that the cell size is less than 6

**Table 58 Non-gambling Activities Participated in Plainridge Park Casino by Season**

|   |  | Winter         |                |      |              | Summer         |                |      |              | Combined       |                |      |              |
|---|--|----------------|----------------|------|--------------|----------------|----------------|------|--------------|----------------|----------------|------|--------------|
|   |  | Weighted       |                |      |              | Weighted       |                |      |              | Weighted       |                |      |              |
|   |  | N <sup>1</sup> | N <sup>2</sup> | %    | 95% CI       | N <sup>1</sup> | N <sup>2</sup> | %    | 95% CI       | N <sup>1</sup> | N <sup>2</sup> | %    | 95% CI       |
| Non-gambling activity in PPC (Check all that apply) | Food or beverage                                 | 152            | 584,181        | 61.0 | (53.5, 68.1) | 117            | 512,684        | 58.3 | (50.2, 65.9) | 269            | 1,096,865      | 59.7 | (54.2, 65.0) |
|   | Shopping in a gift shop or other retail outlet   | 19             | 93,071         | 9.7  | (4.8, 18.8)  | 12             | 47,213         | 5.4  | (2.9, 9.8)   | 31             | 140,284        | 7.6  | (4.5, 12.6)  |
|   | Other entertainment such as music or performance | 16             | 52,089         | 5.4  | (3.1, 9.3)   | 10             | 25,454         | 2.9  | (1.5, 5.5)   | 26             | 77,542         | 4.2  | (2.8, 6.4)   |
|   | Other  | 10             | 25,893         | 2.7  | (1.4, 5.2)   | 7              | 44,302         | 5.0  | (2.3, 10.6)  | 17             | 70,195         | 3.8  | (2.2, 6.5)   |
|   | None   | 89             | 326,886        | 34.1 | (27.4, 41.6) | 74             | 315,355        | 35.8 | (28.6, 43.8) | 163            | 642,241        | 35.0 | (29.9, 40.3) |

<sup>1</sup>Unweighted N refers to the total number of respondents who answered this question.

<sup>2</sup>Weighted N is the estimated total number of patrons who visited Plainridge Park Casino in 2016 Note: A dash indicates that the cell size is less than 6

Note: Italics indicates estimates are unreliable, relative standard error > 30%

**Table 59 Non-gambling Activities in Plainridge Park Casino by Geographic Origin**

|  |     | Host or surrounding community |                |            |                     | Other municipalities in MA |                |            |                     | Outside of MA or unknown |                |            |                     |
|--|-----|-------------------------------|----------------|------------|---------------------|----------------------------|----------------|------------|---------------------|--------------------------|----------------|------------|---------------------|
|  |     | Weighted                      |                |            |                     | Weighted                   |                |            |                     | Weighted                 |                |            |                     |
|  |     | N <sup>1</sup>                | N <sup>2</sup> | %          | 95% CI              | N <sup>1</sup>             | N <sup>2</sup> | %          | 95% CI              | N <sup>1</sup>           | N <sup>2</sup> | %          | 95% CI              |
| Food or beverage                                 | no  | 29                            | 110,236        | 52.6       | (37.0, 67.8)        | 122                        | 471,978        | 38.2       | (31.9, 44.9)        | 39                       | 158,428        | 40.4       | (29.3, 52.6)        |
|  | yes | 23                            | 99,150         | 47.4       | (32.2, 63.0)        | 191                        | 764,047        | 61.8       | (55.1, 68.1)        | 55                       | 233,669        | 59.6       | (47.4, 70.7)        |
| Shopping in gift shop or other retail outlet     | no  | 50                            | 203,886        | 97.4       | (89.9, 99.4)        | 292                        | 1,126,999      | 91.2       | (84.0, 95.3)        | 86                       | 366,339        | 93.4       | (86.0, 97.1)        |
|  | yes |                               |                | ---        |                     | 21                         | <i>109,026</i> | <i>8.8</i> | <i>( 4.7, 16.0)</i> | 8                        | <i>25,758</i>  | <i>6.6</i> | <i>( 2.9, 14.0)</i> |
| Other entertainment such as music or performance | no  | 46                            | 193,086        | 92.2       | (83.2, 96.6)        | 298                        | 1,190,397      | 96.3       | (93.6, 97.9)        | 89                       | 376,483        | 96.0       | (89.3, 98.6)        |
|  | yes | 6                             | <i>16,300</i>  | <i>7.8</i> | <i>( 3.4, 16.8)</i> | 15                         | 45,628         | 3.7        | ( 2.1, 6.4)         |                          |                | ---        |                     |
| Other  | no  | 48                            | 199,737        | 95.4       | (87.9, 98.3)        | 303                        | 1,191,731      | 96.4       | (92.9, 98.2)        | 91                       | 375,845        | 95.9       | (86.0, 98.9)        |
|  | yes |                               |                | ---        |                     | 10                         | <i>44,294</i>  | <i>3.6</i> | <i>( 1.8, 7.1)</i>  |                          |                | ---        |                     |
| None   | no  | 27                            | 109,611        | 52.3       | (36.8, 67.4)        | 210                        | 841,632        | 68.1       | (61.6, 73.9)        | 59                       | 244,023        | 62.2       | (49.9, 73.1)        |
|  | yes | 25                            | 99,775         | 47.7       | (32.6, 63.2)        | 103                        | 394,393        | 31.9       | (26.1, 38.4)        | 35                       | 148,073        | 37.8       | (26.9, 50.1)        |

<sup>1</sup>Unweighted N refers to the total number of respondents who answered this question.

<sup>2</sup>Weighted N is the estimated total number of patrons who visited Plainridge Park Casino in 2016

Note: A dash indicates that the cell size is less than 6

Note: Italics indicates estimates are unreliable, relative standard error > 30%

**Table 60 Patterns of Gambling Activities with Non-gambling Activities in Plainridge Park Casino**

| Gambling activity                    | Non gambling activities in PPC                   | Did not participate in gambling activity |                |                |                     | Did participate in gambling activity |                |                |                     |
|--------------------------------------|--|--|----------------|----------------|---------------------|--------------------------------------|----------------|----------------|---------------------|
|                                      |  | UN <sup>1</sup>                          | N <sup>2</sup> | % <sup>2</sup> | 95% CI <sup>2</sup> | UN <sup>1</sup>                      | N <sup>2</sup> | % <sup>2</sup> | 95% CI <sup>2</sup> |
| <b>SLOTS</b>                         |  | 55                                       | 239,522        | 13.0           | ( 9.6, 17.3)        | 407                                  | 1,609,551      | 87.0           | (82.7, 90.4)        |
|                                      | Food or beverage                                 | 36                                       | 171,889        | 71.8           | (56.9, 83.0)        | 231                                  | 918,824        | 57.7           | (51.8, 63.4)        |
|                                      | Shopping in a gift shop or other retail outlet   |  |                |                |                     | 29                                   | 126,768        | 8.0            | ( 4.6, 13.5)        |
|                                      | Other entertainment such as music or performance |  |                |                |                     | 24                                   | 73,583         | 4.6            | ( 3.0, 7.1)         |
|                                      | Other  | 7  | 34,832         | 14.5           | ( 6.5, 29.4)        | 10                                   | 35,363         | 2.2            | ( 1.1, 4.6)         |
|                                      | None   | 12                                       | 36,057         | 15.1           | ( 7.9, 26.8)        | 151                                  | 606,185        | 38.1           | (32.5, 44.0)        |
| <b>PLAYED ELECTRONIC TABLE GAMES</b> |  | 409                                      | 1,622,399      | 87.7           | (83.6, 91.0)        | 53                                   | 226,674        | 12.3           | ( 9.0, 16.4)        |
|                                      | Food or beverage                                 | 236                                      | 961,125        | 59.9           | (54.0, 65.5)        | 31                                   | 129,587        | 57.2           | (41.1, 71.9)        |
|                                      | Shopping in a gift shop or other retail outlet   | 26                                       | 116,594        | 7.3            | ( 4.0, 12.8)        |                                      |                |                |                     |
|                                      | Other entertainment such as music or performance | 21                                       | 65,175         | 4.1            | ( 2.5, 6.5)         |                                      |                |                |                     |
|                                      | Other  | 15                                       | 55,117         | 3.4            | ( 1.9, 6.1)         |                                      |                |                |                     |
|                                      | None   | 146                                      | 567,499        | 35.4           | (30.0, 41.1)        | 17                                   | 74,742         | 33.0           | (19.9, 49.4)        |
| <b>BET ON HORSE RACING</b>           |  | 433                                      | 1,707,371      | 92.3           | (88.7, 94.9)        | 29                                   | 141,702        | 7.7            | ( 5.1, 11.3)        |
|                                      | Food or beverage                                 | 249                                      | 998,720        | 59.1           | (53.4, 64.6)        | 18                                   | 91,992         | 64.9           | (44.1, 81.2)        |
|                                      | Shopping in a gift shop or other retail outlet   | 29                                       | 130,181        | 7.7            | ( 4.5, 13.0)        |                                      |                |                |                     |
|                                      | Other entertainment such as music or performance | 25                                       | 74,978         | 4.4            | ( 2.9, 6.8)         |                                      |                |                |                     |
|                                      | Other  | 14                                       | 52,553         | 3.1            | ( 1.7, 5.7)         |                                      |                |                |                     |
|                                      | None   | 156                                      | 612,737        | 36.3           | (31.0, 41.9)        | 7                                    | 29,505         | 20.8           | ( 9.0, 41.0)        |
| <b>PLAYED LOTTERY</b>                |  | 448                                      | 1,800,491      | 97.4           | (95.2, 98.6)        | 14                                   | 48,582         | 2.6            | ( 1.4, 4.8)         |
|                                      | Food or beverage                                 | 257                                      | 1,051,000      | 59.0           | (53.3, 64.3)        | 10                                   | 39,712         | 81.7           | (56.7, 93.9)        |
|                                      | Shopping in a gift shop or other retail outlet   | 28                                       | 132,554        | 7.4            | ( 4.3, 12.6)        |                                      |                | ---            |                     |
|                                      | Other entertainment such as music or performance | 25                                       | 74,978         | 4.2            | ( 2.7, 6.5)         |                                      |                | ---            |                     |
|                                      | Other  | 17                                       | 70,195         | 3.9            | ( 2.3, 6.7)         |                                      |                | ---            |                     |
|                                      | None   | 161                                      | 637,734        | 35.8           | (30.6, 41.3)        |                                      |                | ---            |                     |

<sup>1</sup>Unweighted N refers to the total number of respondents who answered this question.

<sup>2</sup>Weighted N is the estimated total number of patrons who visited Plainridge Park Casino in 2016

Note: A dash indicates that the cell size is less than 6

Note: Italics indicates estimates are unreliable, relative standard error > 30%

**Table 61 Non-gambling Activities Participated Off-site by Season**

|   |   | Winter         |                |          |              | Summer         |                |          |              | Combined       |                |          |              |
|---|---|----------------|----------------|----------|--------------|----------------|----------------|----------|--------------|----------------|----------------|----------|--------------|
|   |   | N <sup>1</sup> | N <sup>2</sup> | Weighted |              | N <sup>1</sup> | N <sup>2</sup> | Weighted |              | N <sup>1</sup> | N <sup>2</sup> | Weighted |              |
|   |   |                |                | %        | 95% CI       |                |                | %        | 95% CI       |                |                | %        | 95% CI       |
| Non-gambling activity off-site (Check all that apply) | Bought food or beverage in a restaurant or fast food outlet               | 61             | 202,150        | 21.0     | (15.9, 27.3) | 45             | 185,019        | 21.8     | (15.9, 29.2) | 106            | 387,170        | 21.4     | (17.4, 26.1) |
|   | Retail shopping like at store or mall                                     | 33             | 145,981        | 15.2     | (9.5, 23.5)  | 19             | 56,161         | 6.6      | (3.9, 10.9)  | 52             | 202,142        | 11.2     | (7.7, 16.0)  |
|   | Stayed at a hotel outside of the casino                                   |                |                | ---      |              |                |                | ---      |              | 7              | 29,518         | 1.6      | (0.7, 3.7)   |
|   | Went to a live entertainment show, concert or performance                 | 6              | 23,949         | 2.5      | (1.1, 5.8)   |                |                | ---      |              | 10             | 38,232         | 2.1      | (1.1, 4.2)   |
|   | Spent money on other entertainment (e.g. amusement park, bowling, museum) | 9              | 32,668         | 3.4      | (1.6, 7.0)   |                |                | ---      |              | 14             | 57,488         | 3.2      | (1.8, 5.7)   |
|   | Nothing   | 174            | 637,063        | 66.3     | (58.3, 73.4) | 122            | 579,153        | 68.2     | (60.3, 75.2) | 296            | 1,216,216      | 67.2     | (61.6, 72.3) |
|   |   |                |                |          |              |                |                |          |              |                |                |          |              |

<sup>1</sup>Unweighted N refers to the total number of respondents who answered this question.

<sup>2</sup>Weighted N is the estimated total number of patrons who visited Plainridge Park Casino in 2016

Note: A dash indicates that the cell size is less than 6

Note: Italics indicates estimates are unreliable, relative standard error > 30%

**Table 62 Non-gambling Activities Off-site by Geographic Origin**

|   |     | Host or surrounding community |                |       |              | Other municipalities in MA |                |      |              | Outside of MA or unknown |                |      |              |
|---|-----|-------------------------------|----------------|-------|--------------|----------------------------|----------------|------|--------------|--------------------------|----------------|------|--------------|
|   |     | Weighted                      |                |       |              | Weighted                   |                |      |              | Weighted                 |                |      |              |
|   |     | N <sup>1</sup>                | N <sup>2</sup> | %     | 95% CI       | N <sup>1</sup>             | N <sup>2</sup> | %    | 95% CI       | N <sup>1</sup>           | N <sup>2</sup> | %    | 95% CI       |
| Bought food or beverage in a restaurant or fast food outlet               | no  | 41                            | 153,451        | 70.5  | (54.7, 82.6) | 239                        | 968,591        | 80.5 | (74.8, 85.1) | 67                       | 301,031        | 77.4 | (66.7, 85.4) |
|   | yes | 14                            | 64,207         | 29.5  | (17.4, 45.3) | 65                         | 234,986        | 19.5 | (14.9, 25.2) | 27                       | 87,977         | 22.6 | (14.6, 33.3) |
| Retail shopping like at store or mall                                     | no  | 48                            | 194,402        | 89.3  | (78.0, 95.2) | 274                        | 1,077,370      | 89.5 | (82.5, 93.9) | 79                       | 336,329        | 86.5 | (77.5, 92.2) |
|   | yes | 7                             | 23,256         | 10.7  | (4.8, 22.0)  | 30                         | 126,207        | 10.5 | (6.1, 17.5)  | 15                       | 52,679         | 13.5 | (7.8, 22.5)  |
| Stayed at hotel outside of the casino                                     | no  | 55                            | 217,658        | 100.0 |              | 299                        | 1,182,693      | 98.3 | (95.6, 99.3) | 92                       | 380,375        | 97.8 | (89.6, 99.6) |
|   | yes | 0                             | 0              | 0.0   |              |                            |                | ---  |              |                          |                | ---  |              |
| Went to a live entertainment show, concert or performance                 | no  | 55                            | 217,658        | 100.0 |              | 295                        | 1,172,180      | 97.4 | (94.7, 98.7) | 93                       | 382,173        | 98.2 | (88.5, 99.8) |
|   | yes | 0                             | 0              | 0.0   |              | 9                          | 31,396         | 2.6  | (1.3, 5.3)   |                          |                | ---  |              |
| Spent money on other entertainment (e.g. amusement park, bowling, museum) | no  | 54                            | 210,823        | 96.9  | (80.8, 99.6) | 295                        | 1,166,298      | 96.9 | (93.7, 98.5) | 90                       | 375,634        | 96.6 | (89.3, 98.9) |
|   | yes |                               |                | ---   |              | 9                          | 37,278         | 3.1  | (1.5, 6.3)   |                          |                | ---  |              |
| Nothing   | no  | 20                            | 87,559         | 40.2  | (26.4, 55.8) | 99                         | 387,212        | 32.2 | (25.8, 39.3) | 38                       | 119,256        | 30.7 | (21.4, 41.9) |
|   | yes | 35                            | 130,099        | 59.8  | (44.2, 73.6) | 205                        | 816,364        | 67.8 | (60.7, 74.2) | 56                       | 269,752        | 69.3 | (58.1, 78.6) |

<sup>1</sup>Unweighted N refers to the total number of respondents who answered this question.

<sup>2</sup>Weighted N is the estimated total number of patrons who visited Plainridge Park Casino in 2016

Note: A dash indicates that the cell size is less than 6

Note: Italics indicates estimates are unreliable, relative standard error > 30%

**Table 63 Patterns of Gambling Activities with Non-gambling Activities Off-site**

| Gambling activity                    | Non gambling activities off-site  | Did not participate in gambling activity |                |                |                     | Did participate in gambling activity |                |                |                     |
|--------------------------------------|---|--|----------------|----------------|---------------------|--------------------------------------|----------------|----------------|---------------------|
|                                      |   | UN <sup>1</sup>                          | N <sup>2</sup> | % <sup>2</sup> | 95% CI <sup>2</sup> | UN <sup>1</sup>                      | N <sup>2</sup> | % <sup>2</sup> | 95% CI <sup>2</sup> |
| <b>SLOTS</b>                         |   | 55                                       | 239,522        | 13.0           | ( 9.6, 17.3)        | 407                                  | 1,609,551      | 87.0           | (82.7, 90.4)        |
|                                      | Food or beverage in a restaurant or fast food                               | 12                                       | 61,076         | 26.5           | (14.6, 43.2)        | 92                                   | 319,551        | 20.8           | (16.6, 25.7)        |
|                                      | Retail shopping like a store or mall  | 6  | 19,357         | 8.4            | ( 3.2, 20.3)        | 46                                   | 182,785        | 11.9           | ( 7.9, 17.4)        |
|                                      | Stayed at a hotel off-site  |  |                | ---            |                     |                                      |                | ---            |                     |
|                                      | Went to a live entertainment show, concert or performance                   |  |                | ---            |                     | 8                                    | 31,865         | 2.1            | ( 1.0, 4.5)         |
|                                      | Spent money on other entertainment, such as amusement park, bowling, museum |  |                | ---            |                     | 11                                   | 46,322         | 3.0            | ( 1.6, 5.7)         |
|                                      | Nothing   | 35                                       | 148,744        | 64.5           | (47.9, 78.2)        | 251                                  | 1,036,743      | 67.4           | (61.4, 73.0)        |
| <b>PLAYED ELECTRONIC TABLE GAMES</b> |   | 409                                      | 1,622,399      | 87.7           | (83.6, 91.0)        | 53                                   | 226,674        | 12.3           | ( 9.0, 16.4)        |
|                                      | Food or beverage in a restaurant or fast food                               | 89                                       | 321,882        | 20.9           | (16.6, 25.9)        | 15                                   | 58,745         | 25.9           | (14.7, 41.5)        |
|                                      | Retail shopping like a store or mall  | 45                                       | 179,771        | 11.7           | ( 7.7, 17.2)        | 7                                    | 22,371         | 9.9            | ( 4.4, 20.5)        |
|                                      | Stayed at a hotel off-site  | 6  | 26,920         | 1.7            | ( 0.7, 4.1)         |                                      |                | ---            |                     |
|                                      | Went to a live entertainment show, concert or performance                   | 8  | 31,865         | 2.1            | ( 0.9, 4.4)         |                                      |                | ---            |                     |
|                                      | Spent money on other entertainment, such as amusement park, bowling, museum | 11                                       | 50,149         | 3.3            | ( 1.7, 6.2)         |                                      |                | ---            |                     |
|                                      | Nothing   | 250                                      | 1,021,311      | 66.3           | (60.1, 71.9)        | 36                                   | 164,176        | 72.4           | (57.0, 83.9)        |
| <b>BET ON HORSE RACING</b>           |   | 433                                      | 1,707,371      | 92.3           | (88.7, 94.9)        | 29                                   | 141,702        | 7.7            | ( 5.1, 11.3)        |
|                                      | Food or beverage in a restaurant or fast food                               | 92                                       | 328,013        | 20.2           | (16.1, 25.0)        | 12                                   | 52,614         | 37.1           | (20.4, 57.7)        |
|                                      | Retail shopping like a store or mall  | 52                                       | 202,142        | 12.4           | ( 8.6, 17.7)        |                                      |                | ---            |                     |
|                                      | Stayed at a hotel off-site  | 6  | 27,719         | 1.7            | ( 0.7, 4.0)         |                                      |                | ---            |                     |
|                                      | Went to a live entertainment show, concert or performance                   | 9  | 34,463         | 2.1            | ( 1.0, 4.4)         |                                      |                | ---            |                     |
|                                      | Spent money on other entertainment, such as amusement park, bowling, museum | 12                                       | 48,920         | 3.0            | ( 1.6, 5.5)         |                                      |                | ---            |                     |
|                                      | Nothing   | 271                                      | 1,105,737      | 68.0           | (62.1, 73.4)        | 15                                   | 79,750         | 56.3           | (36.1, 74.6)        |

| Gambling activity | Non gambling activities off-site  | Did not participate in gambling activity |                |                |                     | Did participate in gambling activity |                |                |                     |
|-------------------|---|--|----------------|----------------|---------------------|--------------------------------------|----------------|----------------|---------------------|
|                   |   | UN <sup>1</sup>                          | N <sup>2</sup> | % <sup>2</sup> | 95% CI <sup>2</sup> | UN <sup>1</sup>                      | N <sup>2</sup> | % <sup>2</sup> | 95% CI <sup>2</sup> |
| <b>PLAYED</b>     |   | 448                                      | 1,800,491      | 97.4           | (95.2, 98.6)        | 14                                   | 48,582         | 2.6            | ( 1.4, 4.8)         |
| <b>LOTTERY</b>    | Food or beverage in a restaurant or fast food                               | 97                                       | 363,157        | 21.0           | (16.9, 25.9)        | 7                                    | 17,470         | 41.3           | (16.9, 71.0)        |
|                   | Retail shopping like a store or mall  | 52                                       | 202,142        | 11.7           | ( 8.0, 16.7)        |                                      |                | ---            |                     |
|                   | Stayed at a hotel off-site  | 7  | 29,518         | 1.7            | ( 0.8, 3.8)         |                                      |                | ---            |                     |
|                   | Went to a live entertainment show, concert or performance                   | 8  | 32,519         | 1.9            | ( 0.9, 4.0)         |                                      |                | ---            |                     |
|                   | Spent money on other entertainment, such as amusement park, bowling, museum | 13                                       | 56,459         | 3.3            | ( 1.8, 5.9)         |                                      |                | ---            |                     |
|                   | Nothing   | 448                                      | 1,800,491      | 97.4           | (95.2, 98.6)        |                                      |                | ---            |                     |

<sup>1</sup>Unweighted N refers to the total number of respondents who answered this question.

<sup>2</sup>Weighted N is the estimated total number of patrons who visited Plainridge Park Casino in 2016

Note: A dash indicates that the cell size is less than 6

Note: Italics indicates estimates are unreliable, relative standard error > 30%

**Table 64 Non-gambling Activities Off-site by Did Plainridge Park Casino Prompt Visit to Town, among Massachusetts Patrons**

|   |     | PPC did not prompt visit to town |                |          |              | PPC did prompt visit to town |                |             |                     |
|---|-----|----------------------------------|----------------|----------|--------------|------------------------------|----------------|-------------|---------------------|
|   |     | N <sup>1</sup>                   | N <sup>2</sup> | Weighted |              | N <sup>1</sup>               | N <sup>2</sup> | Weighted    |                     |
|   |     |                                  |                | %        | 95% CI       |                              |                | %           | 95% CI              |
| Bought food or beverage in a restaurant or fast food outlet               | no  | 93                               | 329,869        | 78.1     | (68.4, 85.5) | 186                          | 783,790        | 80.0        | (73.4, 85.3)        |
|   | yes | 26                               | 92,478         | 21.9     | (14.5, 31.6) | 51                           | 195,788        | 20.0        | (14.7, 26.6)        |
| Retail shopping like at store or mall                                     | no  | 104                              | 375,574        | 88.9     | (81.5, 93.6) | 215                          | 878,477        | 89.7        | (81.0, 94.6)        |
|   | yes | 15                               | 46,773         | 11.1     | ( 6.4, 18.5) | 22                           | <i>101,101</i> | <i>10.3</i> | <i>( 5.4, 19.0)</i> |
| Stayed at hotel outside of the casino                                     | no  | 118                              | 419,490        | 99.3     | (95.3, 99.9) | 234                          | 964,938        | 98.5        | (95.1, 99.6)        |
|   | yes |                                  |                | ---      |              |                              |                | ---         |                     |
| Went to a live entertainment show, concert or performance                 | no  | 114                              | 409,271        | 96.9     | (92.5, 98.8) | 234                          | 964,645        | 98.5        | (94.9, 99.6)        |
|   | yes |                                  |                | ---      |              |                              |                | ---         |                     |
| Spent money on other entertainment (e.g. amusement park, bowling, museum) | no  | 117                              | 416,769        | 98.7     | (94.8, 99.7) | 230                          | 944,430        | 96.4        | (92.2, 98.4)        |
|   | yes |                                  |                | ---      |              | 7                            | <i>35,148</i>  | <i>3.6</i>  | <i>( 1.6, 7.8)</i>  |
| Nothing   | no  | 44                               | 145,732        | 34.5     | (25.6, 44.6) | 74                           | 319,911        | 32.7        | (25.3, 41.0)        |
|   | yes | 75                               | 276,614        | 65.5     | (55.4, 74.4) | 163                          | 659,667        | 67.3        | (59.0, 74.7)        |

<sup>1</sup>Unweighted N refers to the total number of respondents who answered this question.

<sup>2</sup>Weighted N is the estimated total number of patrons who visited Plainridge Park Casino in 2016

Note: A dash indicates that the cell size is less than 6

Note: Italics indicates estimates are unreliable, relative standard error > 30%



**Table 65 Non-gambling Activities Off-site by Did Plainridge Park Casino Prompt Visit to Town, among Patrons from outside Massachusetts**

|   |     | PPC did not prompt visit to state |                |             |                     | PPC did prompt visit to state |                |             |                     |
|---|-----|-----------------------------------|----------------|-------------|---------------------|-------------------------------|----------------|-------------|---------------------|
|   |     | N <sup>1</sup>                    | N <sup>2</sup> | Weighted    |                     | N <sup>1</sup>                | N <sup>2</sup> | Weighted    |                     |
|   |     |                                   |                | %           | 95% CI              |                               |                | %           | 95% CI              |
| Bought food or beverage in a restaurant or fast food outlet               | no  | 33                                | 160,725        | 82.7        | (67.6, 91.6)        | 32                            | 135,073        | 71.3        | (55.1, 83.4)        |
|   | yes | <i>11</i>                         | <i>33,587</i>  | <i>17.3</i> | <i>( 8.4, 32.4)</i> | 16                            | 54,390         | 28.7        | (16.6, 44.9)        |
| Retail shopping like at store or mall                                     | no  | 36                                | 172,800        | 88.9        | (77.3, 95.0)        | 42                            | 160,095        | 84.5        | (68.9, 93.1)        |
|   | yes | <i>8</i>                          | <i>21,513</i>  | <i>11.1</i> | <i>( 5.0, 22.7)</i> | <i>6</i>                      | <i>29,368</i>  | <i>15.5</i> | <i>( 6.9, 31.1)</i> |
| Stayed at hotel outside of the casino                                     | no  | 43                                | 192,514        | 99.1        | (93.5, 99.9)        | 47                            | 182,628        | 96.4        | (78.4, 99.5)        |
|   | yes |                                   |                | ---         |                     |                               |                | ---         |                     |
| Went to a live entertainment show, concert or performance                 | no  | 44                                | 194,313        | 100         |                     | 47                            | 182,628        | 96.4        | (78.4, 99.5)        |
|   | yes | 0                                 | 0              | 0.0         |                     |                               |                | ---         |                     |
| Spent money on other entertainment (e.g. amusement park, bowling, museum) | no  | 42                                | 188,803        | 97.2        | (88.2, 99.4)        | 46                            | 181,598        | 95.8        | (79.9, 99.3)        |
|   | yes |                                   |                | ---         |                     |                               |                | ---         |                     |
| Nothing   | no  | 17                                | 49,590         | 25.5        | (14.3, 41.4)        | 20                            | 67,867         | 35.8        | (22.3, 52.1)        |
|   | yes | 27                                | 144,722        | 74.5        | (58.6, 85.7)        | 28                            | 121,595        | 64.2        | (47.9, 77.7)        |

<sup>1</sup>Unweighted N refers to the total number of respondents who answered this question.

<sup>2</sup>Weighted N is the estimated total number of patrons who visited Plainridge Park Casino in 2016

Note: A dash indicates that the cell size is less than 6

Note: Italics indicates estimates are unreliable, relative standard error > 30%

## Appendix I: Expenditures

**Figure 21 Questions Specific to Expenditure Analysis and Economic Modeling**

Analysis of expenditures and economic modeling were based on data collected from the following:

- What specific gambling activities they engaged in during their visit to Plainridge Park Casino and their net gambling expenditure on these activities during their visit (questions 14 and 15)
- What non-gambling activities they spent money on within Plainridge Park Casino (e.g., food, shopping, entertainment) and their total spending on these things during their visit (questions 12 and 13)
- What other things they spent money on during their trip to the local area outside of the casino itself (e.g., hotel, shopping, restaurants), and how much in total they spent on these things (questions 18 and 19)
- If there was not a casino in Massachusetts, whether they would have spent the money they spent on gambling in another state, and if so, which state (questions 20 and 21)
- If they had not come to Plainridge Park Casino, what, if anything, they would have spent their money on instead (question 22)
- For Massachusetts residents, whether Plainridge Park Casino prompted their visit to Plainville (used with expenditure information for economic modeling) (question 5)
- For non-Massachusetts residents, whether Plainridge Park Casino prompted their visit to Massachusetts (used with expenditure information for economic modeling) (question 6)

**Table 66 Self-Reported Expenditures During Trip to Plainridge Park Casino by Season**

|                |                          | Winter       |            |                        |        |   | Summer       |            |                        |        |   | Combined     |            |                          |        |   |            |
|----------------|--------------------------|--------------|------------|------------------------|--------|---|--------------|------------|------------------------|--------|---|--------------|------------|--------------------------|--------|---|------------|
|                |                          | Unweighted N | Weighted N | Average (95% C.I.)     | Median | Total (95% C.I.)                        | Unweighted N | Weighted N | Average (95% C.I.)     | Median | Total (95% C.I.)                        | Unweighted N | Weighted N | Average (95% C.I.)       | Median | Total (95% C.I.)                          | % of Total |
| MA Patrons     | Gambling                 | 193          | 718,294    | 93.1<br>(70.0, 116.4)  | 40.00  | 66,894,799<br>(49,912,645, 83,876,953)  | 144          | 619,643    | 100.1<br>(69.3, 130.9) | 43.48  | 62,022,782<br>(39,966,663, 84,078,901)  | 337          | 1,337,937  | 96.36<br>(77.32, 115.39) | 40.00  | 128,917,582<br>(102,312,005, 155,523,158) | 78.6%      |
|                | Non-Gambling at PPC      | 120          | 452,883    | 93.7<br>(35.5, 152.0)  | 25.94  | 42,449,540<br>(10,585,094, 743,13,986)  | 92           | 400,136    | 46.4<br>(25.4, 67.5)   | 20.00  | 18,576,523<br>(9,537,637, 27,615,410)   | 212          | 853,018    | 71.54<br>(37.66, 105.42) | 23.57  | 61,026,063<br>(28,097,223, 93,954,904)    | 92.1%      |
|                | Non-Gambling outside PPC | 65           | 256,867    | 79.9<br>(58.0, 101.8)  | 50.27  | 20,525,663<br>(11,167,746, 29,883,580)  | 50           | 203,168    | 59.2<br>(21.1, 97.4)   | 23.61  | 12,028,971<br>(3,535,294, 20,522,649)   | 115          | 460,034    | 70.77<br>(49.62, 91.91)  | 40.00  | 32,554,634<br>(20,075,631, 45,033,637)    | 78.9%      |
| Non-MA Patrons | Gambling                 | 44           | 170,515    | 105.3<br>(22.9, 187.7) | 40.00  | 17,954,067<br>(3,037,148, 32,870,986)   | 40           | 192,243    | 88.7<br>(33.2, 144.3)  | 40.00  | 17,053,077<br>(5,185,128, 28,921,027)   | 84           | 362,759    | 96.50<br>(47.80, 145.20) | 40.00  | 35,007,144<br>(16,075,219, 53,939,070)    | 21.4%      |
|                | Non-Gambling at PPC      | 30           | 112,546    | 35.3<br>(17.9, 52.6)   | 15.77  | 3,967,238<br>(1,601,888, 6,332,587)     | 15           | 69,816     | 18.0<br>(9.0, 27.1)    | 10.00  | 1,257,533<br>(401,268, 2,113,798)       | 45           | 182,362    | 28.65<br>(16.86, 40.44)  | 12.00  | 5,224,770<br>(2,725,272, 7,724,269)       | 7.9%       |
|                | Non-Gambling outside PPC | 17           | 54,101     | 60.3<br>(29.3, 91.4)   | 25.00  | 3,263,575<br>(846,021, 5,681,129)       | 16           | 48900      | 111.0<br>(39.2, 182.8) | 50.00  | 5,429,344<br>(669,841, 10,188,846)      | 33           | 103,002    | 84.40<br>(44.50, 124.29) | 46.41  | 8,692,919<br>(3,381,492, 14,004,346)      | 21.1%      |
| All Patrons    | Gambling                 | 237          | 888,809    | 95.5<br>(70.8, 120.1)  | 40.00  | 84,848,866<br>(62,678,830, 107,018,902) | 184          | 811,886    | 97.4<br>(70.4, 124.4)  | 40.00  | 79,075,860<br>(54,372,857, 103,778,863) | 421          | 1,700,696  | 96.39<br>(78.16, 114.61) | 40.00  | 163,924,726<br>(132,406,702, 195,442,750) | 100.0%     |
|                | Non-Gambling at PPC      | 150          | 565,429    | 82.1<br>(34.1, 130.1)  | 25.00  | 46,416,777<br>(14,507,250, 78,326,305)  | 107          | 469,951    | 42.2<br>(24.1, 60.3)   | 20.00  | 19,834,056<br>(10,775,504, 28,892,609)  | 257          | 1,035,380  | 63.99<br>(35.55, 92.42)  | 20.00  | 66,250,834<br>(33,305,327, 99,196,341)    | 100.0%     |
|                | Non-Gambling outside PPC | 82           | 310968     | 76.5<br>(57.4, 95.6)   | 50.00  | 23,789,238<br>(14,180,217, 33,398,259)  | 66           | 252,068    | 69.3<br>(34.8, 103.7)  | 30.00  | 17,458,315<br>(7,776,341, 27,140,290)   | 148          | 563,036    | 73.26<br>(54.50, 92.02)  | 40.00  | 41,247,553<br>(27,854,786, 54,640,320)    | 100.0%     |

Note: Italics indicates estimates are unreliable, relative standard error > 30%

**Table 67 Expenditures (\$) by Season**

|                                  |                 | Winter         |                |             |                       | Summer         |                |      |                | Combined       |                |      |                |
|----------------------------------|-----------------|----------------|----------------|-------------|-----------------------|----------------|----------------|------|----------------|----------------|----------------|------|----------------|
|                                  |                 | Weighted       |                |             |                       | Weighted       |                |      |                | Weighted       |                |      |                |
|                                  |                 | N <sup>1</sup> | N <sup>2</sup> | \$          | 95% CI                | N <sup>1</sup> | N <sup>2</sup> | \$   | 95% CI         | N <sup>1</sup> | N <sup>2</sup> | \$   | 95% CI         |
| Gambling activities              | Mean (95% CI)   | 243            | 911,915        | 97.5        | ( 73.1, 121.9)        | 188            | 822,841        | 98.8 | ( 72.1, 125.5) | 431            | 1,734,757      | 98.1 | ( 80.1, 116.1) |
|                                  | Median (95% CI) | 243            | 911,915        | 40.0        | ( 19.3, 50.0)         | 188            | 822,841        | 40.0 | ( 21.6, 60.0)  | 431            | 1,734,757      | 40.0 | ( 30.0, 50.0)  |
| Non-gambling activities on-site  | Mean (95% CI)   | 156            | 584,562        | 81.6        | ( 35.1, 128.1)        | 109            | 475,559        | 42.4 | ( 24.4, 60.3)  | 265            | 1,060,121      | 64.0 | ( 36.2, 91.8)  |
|                                  | Median (95% CI) | 156            | 584,562        | 25.0        | ( 20.0, 36.4)         | 109            | 475,559        | 20.0 | ( 10.0, 23.9)  | 265            | 1,060,121      | 20.0 | ( 20.0, 25.5)  |
| Non-gambling activities off-site | Mean (95% CI)   | 84             | 316,154        | 77.1        | ( 58.3, 95.8)         | 66             | 252,068        | 69.3 | ( 34.8, 103.7) | 150            | 568,223        | 73.6 | ( 55.0, 92.2)  |
|                                  | Median (95% CI) | <i>84</i>      | <i>316,154</i> | <i>50.0</i> | <i>( 30.0, 100.0)</i> | 66             | 252,068        | 30.0 | ( 20.0, 50.0)  | 150            | 568,223        | 40.0 | ( 29.1, 54.8)  |

<sup>1</sup>Unweighted N refers to the total number of respondents who answered this question.

<sup>2</sup>Weighted N is the estimated total number of patrons who visited Plainridge Park Casino in 2016

Note: A dash indicates that the cell size is less than 6

Note: Italics indicates estimates are unreliable, relative standard error > 30%

**Table 68 Plainridge Park Casino Revenue**

| Month             | Slot + Table Game Outlay | Hold %       | Slot + Table Game Net Revenue | Horse Racing Net Revenue | Lottery Gross Sales             | TOTAL Gambling Revenue  | TOTAL Non-Gambling Revenue       | TOTAL Revenue           |
|-------------------|--------------------------|--------------|-------------------------------|--------------------------|---------------------------------|-------------------------|----------------------------------|-------------------------|
| June 24-30, 2015  | \$60,641,793.30          | 10.12%       | \$6,137,976.28                | \$552,417.87             |                                 |                         |                                  |                         |
| July 2015         | \$182,591,860.53         | 9.94%        | \$18,155,783.86               | \$1,634,020.55           | \$579,000                       |                         |                                  |                         |
| August 2015       | \$166,244,497.24         | 9.16%        | \$15,228,050.58               | \$1,370,524.55           |                                 |                         |                                  |                         |
| September 2015    | \$146,966,787.00         | 8.59%        | \$12,625,157.80               | \$1,136,264.20           |                                 |                         |                                  |                         |
| October 2015      | \$149,099,458.52         | 8.64%        | \$12,876,375.54               | \$1,158,873.80           |                                 |                         |                                  |                         |
| November 2015     | \$138,983,092.23         | 8.59%        | \$11,939,949.56               | \$1,074,595.46           | \$479,326                       |                         |                                  |                         |
| December 2015     | \$135,626,938.11         | 8.31%        | \$11,267,254.41               | \$1,014,052.90           |                                 |                         |                                  |                         |
| <b>TOTAL 2015</b> |                          | <b>9.05%</b> | <b>\$88,230,548.03</b>        | <b>\$7,940,749.33</b>    | <b>\$1,058,325<sup>17</sup></b> | <b>~\$97,229,622</b>    | <b>~\$5,400,000<sup>18</sup></b> | <b>~\$102,629,622</b>   |
| January 2016      | \$147,802,417.63         | 8.48%        | \$12,531,140.69               | \$1,127,802.66           | \$705,304                       |                         |                                  |                         |
| February 2016     | \$153,714,821.12         | 8.24%        | \$12,669,678.44               | \$1,140,271.06           |                                 |                         |                                  |                         |
| March 2016        | \$181,989,615.17         | 7.42%        | \$13,496,232.21               | \$1,214,660.90           |                                 |                         |                                  |                         |
| April 2016        | \$174,794,153.72         | 7.61%        | \$13,306,466.10               | \$1,197,581.95           | \$758,852                       |                         |                                  |                         |
| May 2016          | \$174,847,659.99         | 7.71%        | \$13,488,794.58               | \$1,213,991.51           |                                 |                         |                                  |                         |
| June 2016         | \$160,637,888.04         | 7.67%        | \$12,324,076.83               | \$1,109,166.91           |                                 |                         |                                  |                         |
| July 2016         | \$185,086,244.23         | 7.50%        | \$13,877,522.81               | \$1,248,979.75           |                                 |                         |                                  |                         |
| August 2016       | \$178,035,850.86         | 7.36%        | \$13,108,810.68               | \$1,179,792.96           | \$738,116                       |                         |                                  |                         |
| September 2016    | \$175,079,907.48         | 7.32%        | \$12,811,933.93               | \$1,153,074.05           |                                 |                         |                                  |                         |
| October 2016      | \$174,655,386.21         | 7.20%        | \$12,576,794.69               | \$1,131,911.52           | \$748,919                       |                         |                                  |                         |
| November 2016     | \$161,018,352.82         | 7.58%        | \$12,211,659.58               | \$1,099,049.36           |                                 |                         |                                  |                         |
| December 2016     | \$150,328,264.95         | 8.41%        | \$12,638,807.06               | \$1,137,492.64           |                                 |                         |                                  |                         |
| <b>TOTAL 2016</b> |                          | <b>7.68%</b> | <b>\$155,041,917.60</b>       | <b>\$13,953,925.27</b>   | <b>\$2,951,191<sup>2</sup></b>  | <b>\$171,946,833.87</b> | <b>~\$6,500,000<sup>19</sup></b> | <b>~178,446,833.87,</b> |

Note: The 2016 gambling revenue figures differ slightly from the figures reported by Plainridge Park Casino <http://massgaming.com/wp-content/uploads/Plainridge-Park-Casino-Quarterly-Report-2016-Q4.pdf>

<sup>17</sup> Data reported to the Massachusetts Gaming Commission: <http://massgaming.com/wp-content/uploads/Plainridge-Park-Casino-Quarterly-Report-2016-Q4.pdf>

<sup>18</sup> Data from the 2015 Penn National Annual Report (p.61): <http://phx.corporate-ir.net/phoenix.zhtml?c=120420&p=irol-reportsannual>

<sup>19</sup> Data from the 2016 Penn National Annual Report (p.54) (see link in footnote above)

**Table 69 Expenditures (\$) by Loyalty Card Membership**

|  |                 | Loyalty card membership |                |          |                |                |                |          |                |
|--|-----------------|-------------------------|----------------|----------|----------------|----------------|----------------|----------|----------------|
|  |                 | No                      |                |          |                | Yes            |                |          |                |
|  |                 |                         |                | Weighted |                |                |                | Weighted |                |
|  |                 | N <sup>1</sup>          | N <sup>2</sup> | %        | 95% CI         | N <sup>1</sup> | N <sup>2</sup> | %        | 95% CI         |
| Everyone   | Mean (95% CI)   | 87                      | 342,441        | 58.9     | ( 37.9, 79.9)  | 342            | 1,386,318      | 108      | ( 86.0, 129.8) |
|  | Median (95% CI) | 87                      | 342,441        | 40.0     | ( 5.3, 48.2)   | 342            | 1,386,318      | 40.0     | ( 28.0, 60.0)  |
| Among those who played <b>Slots</b>                  | Mean (95% CI)   | 67                      | 260,852        | 56.4     | ( 38.2, 74.7)  | 325            | 1,296,080      | 107      | ( 84.6, 128.6) |
|  | Median (95% CI) | 67                      | 260,852        | 40.0     | ( 5.5, 57.6)   | 325            | 1,296,080      | 40.0     | ( 27.2, 60.0)  |
| Among those who played <b>Electronic table games</b> | Mean (95% CI)   | 15                      | 56,411         | 83.9     | ( 25.9, 141.8) | 36             | 164,265        | 153      | ( 50.2, 255.6) |
|  | Median (95% CI) | 15                      | 56,411         | 39.3     | ( 0.0, 100.0)  | 36             | 164,265        | 34.6     | ( 0.0, 100.0)  |
| Among those who bet on <b>Horse racing</b>           | Mean (95% CI)   | 16                      | 72,761         | 71.0     | ( -2.9, 145.0) | 12             | 66,171         | 54.2     | ( 14.9, 93.4)  |
|  | Median (95% CI) | 16                      | 72,761         | 6.8      | ( -0.0, 50.0)  | 12             | 66,171         | 4.6      | ( 0.0, 77.3)   |
| Among those who bought <b>Lottery tickets</b>        | Mean (95% CI)   |                         |                | ---      |                | 10             | 36,791         | 81.1     | ( -0.2, 162.5) |
|  | Median (95% CI) |                         |                | ---      |                | 10             | 36,791         | 0.0      | ( 0.0, 68.2)   |

<sup>1</sup>Unweighted N refers to the total number of respondents who answered this question.

<sup>2</sup>Weighted N is the estimated total number of patrons who visited Plainridge Park Casino in 2016

Note: A dash indicates that the cell size is less than 6

Note: Italics indicates estimates are unreliable, relative standard error > 30%

**Table 70 Would Have Spent Money Gambling in Another State by Season**

|   |              | Winter         |                |          |              | Summer         |                |          |              | Combined       |                |          |              |
|---|--------------|----------------|----------------|----------|--------------|----------------|----------------|----------|--------------|----------------|----------------|----------|--------------|
|   |              | N <sup>1</sup> | N <sup>2</sup> | Weighted |              | N <sup>1</sup> | N <sup>2</sup> | Weighted |              | N <sup>1</sup> | N <sup>2</sup> | Weighted |              |
|   |              |                |                | %        | 95% CI       |                |                | %        | 95% CI       |                |                | %        | 95% CI       |
| If there wasn't a casino in MA, would have you chosen to spend money you spent here today on gambling in another state? | No           | 82             | 324,336        | 33.2     | (26.1, 41.3) | 58             | 237,756        | 26.9     | (20.5, 34.4) | 140            | 562,093        | 30.2     | (25.2, 35.7) |
|   | Yes          | 185            | 651,969        | 66.8     | (58.7, 73.9) | 142            | 646,099        | 73.1     | (65.6, 79.5) | 327            | 1,298,069      | 69.8     | (64.3, 74.8) |
| Where would you have to choose to spend money on gambling? (Check all that apply)                                       | Connecticut  | 135            | 491,438        | 76.7     | (69.0, 83.0) | 101            | 452,291        | 71.9     | (62.5, 79.7) | 236            | 943,729        | 74.3     | (68.4, 79.5) |
|   | Rhode Island | 123            | 435,759        | 68.0     | (59.3, 75.7) | 95             | 428,708        | 68.1     | (58.3, 76.6) | 218            | 864,467        | 68.1     | (61.6, 74.0) |
|   | New Jersey   | 11             | 49,598         | 7.7      | (3.8, 15.3)  | 7              | 28,126         | 4.5      | (2.0, 9.7)   | 18             | 77,724         | 6.1      | (3.5, 10.4)  |
|   | New York     | 6              | 19,792         | 3.1      | (1.1, 8.6)   | 6              | 16,264         | 2.6      | (1.0, 6.2)   | 12             | 36,056         | 2.8      | (1.4, 5.7)   |
|   | Pennsylvania |                |                | ---      |              | 0              | 0              | 0.0      |              |                |                | ---      |              |
|   | Maine        | 11             | 31,568         | 4.9      | (2.5, 9.3)   |                |                | ---      |              | 16             | 53,305         | 4.2      | (2.4, 7.2)   |
|   | Nevada       | 9              | 42,253         | 6.6      | (3.1, 13.5)  | 6              | 19,948         | 3.2      | (1.3, 7.4)   | 15             | 62,201         | 4.9      | (2.7, 8.7)   |
|   | Online       |                |                | ---      |              |                |                | ---      |              |                |                | ---      |              |
|   | Other        |                |                | ---      |              |                |                | ---      |              | 6              | 19,538         | 1.5      | (0.6, 3.6)   |

|  |   | Winter         |                |              |              | Summer         |                |              |              | Combined       |                |              |              |
|--|---|----------------|----------------|--------------|--------------|----------------|----------------|--------------|--------------|----------------|----------------|--------------|--------------|
|  |   | N <sup>1</sup> | N <sup>2</sup> | Weighted     |              | N <sup>1</sup> | N <sup>2</sup> | Weighted     |              | N <sup>1</sup> | N <sup>2</sup> | Weighted     |              |
|  |   |                |                | %            | 95% CI       |                |                | %            | 95% CI       |                |                | %            | 95% CI       |
| If you hadn't come here, what would have you spent your money on instead? (Check all that apply) | Other forms of gambling   | 17             | 70,906         | 7.2          | (4.0, 12.6)  | 25             | 103,087        | 11.7         | (7.6, 17.5)  | 42             | 173,993        | 9.3          | (6.6, 13.0)  |
|  | Mass lottery, including scratch tickets and keno  | 50             | 215,363        | 22.0         | (15.4, 30.3) | 49             | 240,539        | 27.2         | (20.4, 35.3) | 99             | 455,903        | 24.5         | (19.6, 30.1) |
|  | Live entertainment (concerts, theater, live sports, etc)  | 28             | 100,720        | 10.3         | (6.6, 15.6)  | 17             | 69,893         | 7.9          | (4.3, 14.3)  | 45             | 170,613        | 9.2          | (6.4, 13.0)  |
|  | Recreation and non-live entertainment (parks, clubs, museums, etc)                                  | 30             | 128,248        | 13.1         | (8.7, 19.2)  | 22             | 109,510        | 12.4         | (7.6, 19.7)  | 52             | 237,757        | 12.8         | (9.3, 17.2)  |
|  | Restaurants and bars  | 111            | 447,225        | 45.6         | (38.1, 53.4) | 83             | 333,092        | 37.7         | (30.4, 45.7) | 194            | 780,318        | 41.9         | (36.5, 47.5) |
|  | Hotels and travel   | 22             | 114,939        | 11.7         | (6.4, 20.5)  | 9              | 36,778         | 4.2          | (2.0, 8.3)   | 31             | 151,717        | 8.1          | (5.0, 13.1)  |
|  | Retail items (clothing, furniture, electronics, recreational goods, etc)                            | 65             | 235,305        | 24.0         | (18.5, 30.6) | 41             | 169,664        | 19.2         | (13.6, 26.5) | 106            | 404,969        | 21.7         | (17.6, 26.5) |
|  | Housing and household items (groceries, rent, mortgage, utilities, personal and household supplies) | 38             | 150,650        | 15.4         | (10.7, 21.6) | 32             | 149,675        | 16.9         | (11.5, 24.2) | 70             | 300,325        | 16.1         | (12.4, 20.7) |
|  | Health care (doctor's visits, medication, insurance)  | 8              | 36,044         | 3.7          | (1.7, 7.9)   | 8              | 39,247         | 4.4          | (2.1, 9.1)   | 16             | 75,292         | 4.0          | (2.4, 6.9)   |
|  | Transportation (cars, car parts, auto insurance, fuel, public transportation)                       | 19             | 92,298         | 9.4          | (5.6, 15.5)  | 9              | 40,266         | 4.6          | (2.3, 9.0)   | 28             | 132,564        | 7.1          | (4.7, 10.7)  |
|  | Other services  | 10             | 40,751         | 4.2          | (2.0, 8.4)   |                |                | ---          |              | 15             | 62,096         | 3.3          | (1.9, 5.9)   |
| Nothing  | 61  | 208,937        | 21.3           | (16.1, 27.7) | 36           | 169,608        | 19.2           | (13.5, 26.5) | 97           | 378,545        | 20.3           | (16.3, 25.0) |              |

<sup>1</sup>Unweighted N refers to the total number of respondents who answered this question

<sup>2</sup>Weighted N is the estimated total number of patrons who visited Plainridge Park Casino in 2016

Note: A dash indicates that the cell size is less than 6

Note: Italics indicates estimates are unreliable, relative standard error > 30%



**Table 71 Would Have Spent Money Gambling in Another State by Geographic Origin**

|   |              | Host/Surrounding community |                |      |              | Live other municipalities in Massachusetts |                |      |              | Live outside Massachusetts or zip code unknown |                |      |              |
|---|--------------|----------------------------|----------------|------|--------------|--|----------------|------|--------------|--|----------------|------|--------------|
|   |              | N <sup>1</sup>             | Weighted       |      |              | N <sup>1</sup>                             | Weighted       |      |              | N <sup>1</sup>                                 | Weighted       |      |              |
|   |              |                            | N <sup>2</sup> | %    | 95% CI       |  | N <sup>2</sup> | %    | 95% CI       |  | N <sup>2</sup> | %    | 95% CI       |
| If there wasn't a casino in MA, would have you chosen to spend money you spent here today on gambling in another state? | No           | 23                         | 89,807         | 41.3 | (27.5, 56.5) | 96   | 379,797        | 30.6 | (24.4, 37.7) | 21   | 92,489         | 23.0 | (14.4, 34.6) |
|   | Yes          | 32                         | 127,851        | 58.7 | (43.5, 72.5) | 219  | 859,728        | 69.4 | (62.3, 75.6) | 76   | 310,490        | 77.0 | (65.4, 85.6) |
| Where would you have to choose to spend money on gambling? (Check all that apply)                                       | Connecticut  | 21                         | 90,441         | 71.8 | (51.0, 86.2) | 164  | 651,740        | 76.6 | (69.4, 82.5) | 51   | 201,548        | 68.9 | (55.4, 79.8) |
|   | Rhode Island | 27                         | 112,066        | 89.0 | (70.5, 96.5) | 140  | 555,716        | 65.3 | (57.5, 72.4) | 51   | 196,685        | 67.2 | (51.9, 79.6) |
|   | New Jersey   |                            |                | ---  |              | 12   | 50,766         | 6.0  | (3.1, 11.2)  |  |                | ---  |              |
|   | New York     |                            |                | ---  |              | 7  | 17,385         | 2.0  | (0.9, 4.7)   |  |                | ---  |              |
|   | Pennsylvania |                            |                | ---  |              | 0  | 0              | 0.0  |              |  |                | ---  |              |
|   | Maine        |                            |                | ---  |              | 8  | 32,813         | 3.9  | (1.8, 8.2)   | 7  | 15,697         | 5.4  | (2.5, 11.3)  |
|   | Nevada       |                            |                | ---  |              | 12   | 51,701         | 6.1  | (3.2, 11.3)  |  |                | ---  |              |
|   | Online       | 0                          | 0              | 0.0  | (, )         | 0  | 0              | 0.0  |              |  |                | ---  |              |
|   | Other        | 0                          | 0              | 0.0  | (, )         |  |                | ---  |              |  |                | ---  |              |

|  |   | Host/Surrounding community |                |      |              | Live other municipalities in Massachusetts |                |      |              | Live outside Massachusetts or zip code unknown |                |      |              |
|--|---|----------------------------|----------------|------|--------------|--|----------------|------|--------------|--|----------------|------|--------------|
|  |   | N <sup>1</sup>             | Weighted       |      |              | N <sup>1</sup>                             | Weighted       |      |              | N <sup>1</sup>                                 | Weighted       |      |              |
|  |   |                            | N <sup>2</sup> | %    | 95% CI       |  | N <sup>2</sup> | %    | 95% CI       |  | N <sup>2</sup> | %    | 95% CI       |
| If you hadn't come here, what would have you spent your money on instead? (Check all that apply) | Other forms of gambling   | 6                          | 32,817         | 15.1 | (6.2, 32.2)  | 27   | 99,628         | 8.0  | (5.2, 12.3)  | 9  | 41,549         | 10.2 | (5.0, 19.8)  |
|  | Mass lottery, including scratch tickets and keno  | 10                         | 43,892         | 20.2 | (10.0, 36.5) | 75   | 340,032        | 27.4 | (21.3, 34.6) | 14   | 71,979         | 17.7 | (9.5, 30.7)  |
|  | Live entertainment (concerts, theater, live sports, etc)  |                            |                | ---  |              | 33   | 120,691        | 9.7  | (6.6, 14.2)  | 8  | 40,846         | 10.1 | (4.0, 23.2)  |
|  | Recreation and non-live entertainment (parks, clubs, museums, etc)                                  |                            |                | ---  |              | 39   | 181,687        | 14.7 | (10.3, 20.4) | 10   | 48,938         | 12.1 | (5.4, 24.8)  |
|  | Restaurants and bars  | 25                         | 108,428        | 49.8 | (34.9, 64.8) | 133  | 525,804        | 42.4 | (35.8, 49.4) | 36   | 146,085        | 36.0 | (25.5, 48.0) |
|  | Hotels and travel   |                            |                | ---  |              | 20   | 118,144        | 9.5  | (5.2, 16.8)  | 10   | 30,929         | 7.6  | (3.8, 14.8)  |
|  | Retail items (clothing, furniture, electronics, recreational goods, etc)                            | 13                         | 41,009         | 18.8 | (10.4, 31.8) | 64   | 248,054        | 20.0 | (15.3, 25.7) | 29   | 115,906        | 28.6 | (18.9, 40.7) |
|  | Housing and household items (groceries, rent, mortgage, utilities, personal and household supplies) | 6                          | 17,453         | 8.0  | (3.1, 19.3)  | 51   | 219,646        | 17.7 | (13.1, 23.5) | 13   | 63,225         | 15.6 | (8.0, 28.1)  |
|  | Health care (doctor's visits, medication, insurance)  |                            |                | ---  |              | 12   | 64,130         | 5.2  | (2.8, 9.3)   |  |                | ---  |              |
|  | Transportation (cars, car parts, auto insurance, fuel, public transportation)                       |                            |                | ---  |              | 17   | 84,393         | 6.8  | (4.0, 11.5)  | 9  | 43,044         | 10.6 | (5.0, 21.0)  |
|  | Other services  |                            |                | ---  |              | 12   | 54,917         | 4.4  | (2.3, 8.2)   |  |                | ---  |              |
|  | Nothing   | 14                         | 52,546         | 24.1 | (13.7, 39.0) | 54   | 213,851        | 17.2 | (12.8, 22.9) | 29   | 112,148        | 27.6 | (18.6, 39.0) |

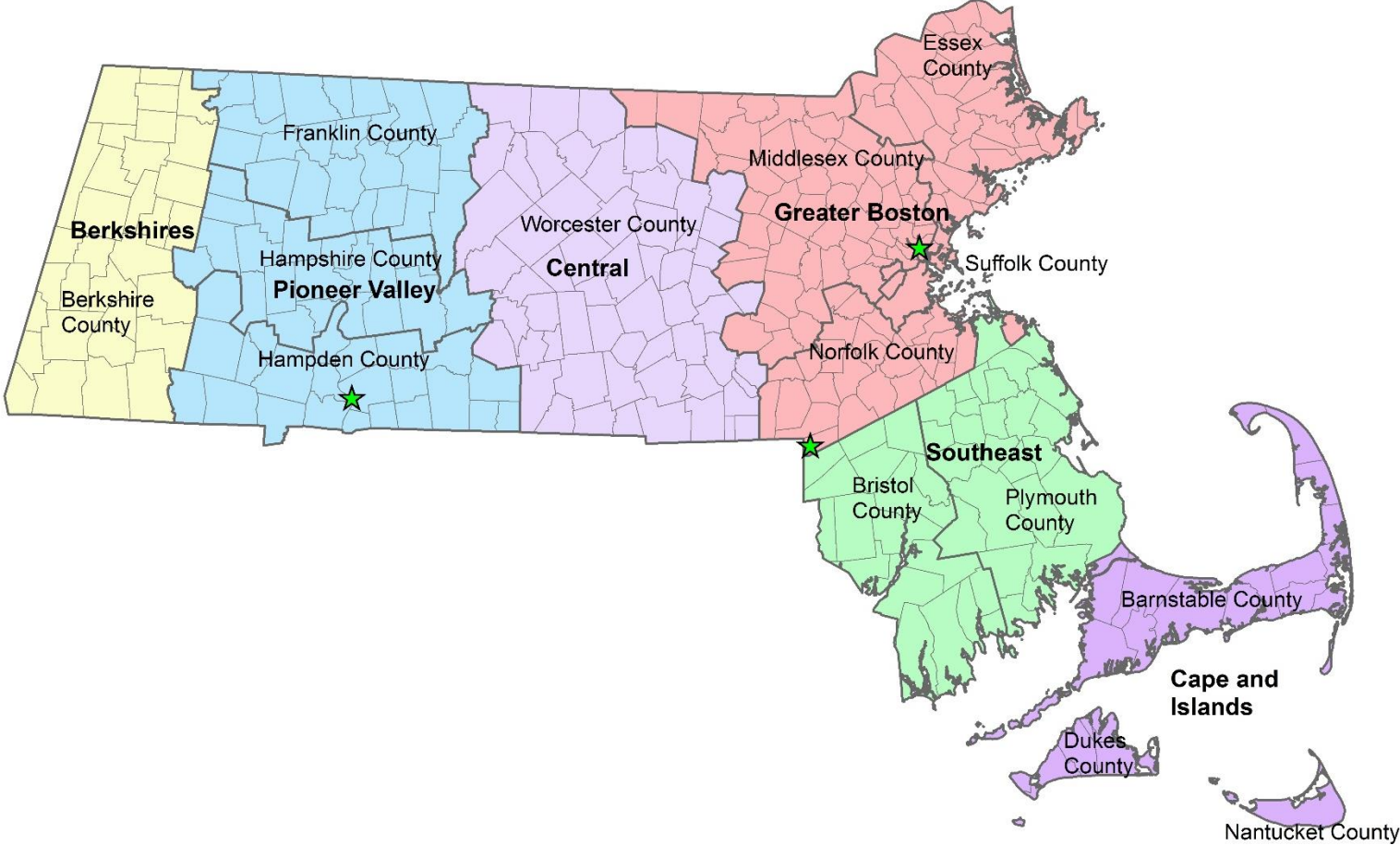
<sup>1</sup>Unweighted N refers to the total number of respondents who answered this question

<sup>2</sup>Weighted N is the estimated total number of patrons who visited Plainridge Park Casino in 2016

Note: A dash indicates that the cell size is less than 6

Note: Italics indicates estimates are unreliable, relative standard error > 30%

Figure 22 Economic Modeling: Map of Regions Used in Economic Modeling



**Table 72 Share of Reallocated In-State On-Site Patron Spending by REMI Region**

| REMI region    | Share of Gambling Spending | Share of Non-Gambling PPC Spending |
|----------------|----------------------------|------------------------------------|
| Central        | ---                        | ---                                |
| Greater Boston | <i>48.1%</i>               | <i>90.9%</i>                       |
| Southeast      | <i>48.1%</i>               | <i>7.6%</i>                        |

Note: A dash indicates that the cell size is less than 6

Note: Italics indicates estimates are unreliable, relative standard error > 30%

**Table 73 Share of Reallocated In-State Incidental On-Site Patron Spending by REMI Region**

| REMI region      | Share of Gambling Spending | Share of Non-Gambling PPC Spending |
|------------------|----------------------------|------------------------------------|
| Pioneer Valley   | ---                        | ---                                |
| Central          | ---                        | ---                                |
| Greater Boston   | <i>62.6%</i>               | <i>47.9%</i>                       |
| Southeast        | <i>28.8%</i>               | <i>25.5%</i>                       |
| Cape and Islands | ---                        | ---                                |

Note: A dash indicates that the cell size is less than 6

Note: Italics indicates estimates are unreliable, relative standard error > 30%

**Table 74 Share of Off-Site Non-Gambling Spending by Patron Type**

| Patron group                          | Share of Off-Site Spending |
|---------------------------------------|----------------------------|
| 1=Recaptured In-State                 | 49.2%                      |
| 2=Reallocated In-State                | <i>18.0%</i>               |
| 3=Reallocated In-State Incidental     | <i>11.7%</i>               |
| 4=New Out-of-State                    | <i>11.8%</i>               |
| 5=Captured Out-of-State Incidental    | <i>8.3%</i>                |
| 6=Reallocated Out-of-State Incidental | ---                        |

Note: A dash indicates that the cell size is less than 6

Note: Italics indicates estimates are unreliable, relative standard error > 30%

**Table 75 Casino Patron Off-Site Spending by REMI Region**

| <b>REMI region</b>    | <b>Share of Off-site Spending</b> |
|-----------------------|-----------------------------------|
| <b>Central</b>        | ---                               |
| <b>Greater Boston</b> | <i>88.3%</i>                      |
| <b>Southeast</b>      | ---                               |

Note: A dash indicates that the cell size is less than 6

Note: Italics indicates estimates are unreliable, relative standard error > 30%

**Table 76 Expenditure Proportion by annual household income (above/below median)**

| Annual Household Income   | Non-gambling activities in PPC |                |                |                     | Gambling activities in PPC |                |                |                     | Non-gambling activities outside PPC |                |                |                     |                           |
|---------------------------|--------------------------------|----------------|----------------|---------------------|----------------------------|----------------|----------------|---------------------|-------------------------------------|----------------|----------------|---------------------|---------------------------|
|                           | UN <sup>1</sup>                | N <sup>2</sup> | % <sup>2</sup> | 95% CI <sup>2</sup> | UN <sup>1</sup>            | N <sup>2</sup> | % <sup>2</sup> | 95% CI <sup>2</sup> | UN <sup>1</sup>                     | N <sup>2</sup> | % <sup>2</sup> | 95% CI <sup>2</sup> |                           |
| <b>Total</b>              | Mean (95% CI)                  | 245            | 982,773        | \$66                | ( 36, 96)                  | 403            | 1,630,397      | \$98                | ( 79, 117)                          | 140            | 540,692        | \$75                | ( 56, 94)                 |
|                           | Median (95% CI)                | 245            | 982,773        | \$20                | ( 20, 25)                  | 403            | 1,630,397      | \$40                | ( 30, 50)                           | 140            | 540,692        | \$40                | ( 29, 59)                 |
|                           | Total (95% CI)                 | 245            | 982,773        | \$64,960,606        | ( 32,011,217, 97,909,996)  | 403            | 1,630,397      | \$159,926,890       | ( 128,373,811, 191,479,968)         | 140            | 540,692        | \$40,555,707        | ( 27,238,376, 53,873,037) |
|                           | % of total expenditure         | 100.0%         |                |                     |                            | 100.0%         |                |                     |                                     | 100%           |                |                     |                           |
| <b>Less than \$70,000</b> | Mean (95% CI)                  | 112            | 468,104        | \$52                | ( 33, 72)                  | 196            | 818,460        | \$106               | ( 75, 137)                          | 61             | 240,431        | \$71                | ( 36, 106)                |
|                           | Median (95% CI)                | 112            | 468,104        | \$20                | ( 13, 25)                  | 196            | 818,460        | \$40                | ( 20, 60)                           | 61             | 240,431        | \$30                | ( 20, 50)                 |
|                           | Total (95% CI)                 | 112            | 468,104        | \$24,548,647        | ( 14,240,003, 34,857,292)  | 196            | 818,460        | \$86,928,334        | ( 59,129,899, 114,726,769)          | 61             | 240,431        | \$17,163,119        | ( 7,448,193, 26,878,045)  |
|                           | % of total expenditure         | 37.8%          |                |                     |                            | 54.4%          |                |                     |                                     | 42.3%          |                |                     |                           |
| <b>\$70,000 or more</b>   | Mean (95% CI)                  | 133            | 514,669        | \$79                | ( 26, 131)                 | 207            | 811,936        | \$90                | ( 69, 111)                          | 79             | 300,261        | \$78                | ( 57, 98)                 |
|                           | Median (95% CI)                | 133            | 514,669        | \$24                | ( 20, 30)                  | 207            | 811,936        | \$40                | ( 20, 50)                           | 79             | 300,261        | \$50                | ( 30, 96)                 |
|                           | Total (95% CI)                 | 133            | 514,669        | \$40,411,959        | ( 8,861,736, 71,962,182)   | 207            | 811,936        | \$72,998,556        | ( 54,961,641, 91,035,471)           | 79             | 300,261        | \$23,392,588        | ( 13,934,478, 32,850,697) |
|                           | % of total expenditure         | 62.2%          |                |                     |                            | 45.6%          |                |                     |                                     | 57.7%          |                |                     |                           |

<sup>1</sup>Unweighted N refers to the total number of respondents who answered this question

<sup>2</sup>Weighted N is the estimated total number of patrons who visited Plainridge Park Casino in 2016

Note: A dash indicates that the cell size is less than 6

Note: Italics indicates estimates are unreliable, relative standard error > 30%

**Table 77 Expenditure Proportion by annual household income (4 categories)**

| Annual Household Income   | Non-gambling activities in PPC |                |                |                     | Gambling activities in PPC |                |                |                     | Non-gambling activities outside PPC |                |                |                     |                           |
|---------------------------|--------------------------------|----------------|----------------|---------------------|----------------------------|----------------|----------------|---------------------|-------------------------------------|----------------|----------------|---------------------|---------------------------|
|                           | UN <sup>1</sup>                | N <sup>2</sup> | % <sup>2</sup> | 95% CI <sup>2</sup> | UN <sup>1</sup>            | N <sup>2</sup> | % <sup>2</sup> | 95% CI <sup>2</sup> | UN <sup>1</sup>                     | N <sup>2</sup> | % <sup>2</sup> | 95% CI <sup>2</sup> |                           |
| <b>Total</b>              | Mean (95% CI)                  | 245            | 982,773        | \$66                | ( 36, 96)                  | 403            | 1,630,397      | \$98                | ( 79, 117)                          | 140            | 540,692        | \$75                | ( 56, 94)                 |
|                           | Median (95% CI)                | 245            | 982,773        | \$20                | ( 20, 25)                  | 403            | 1,630,397      | \$40                | ( 30, 50)                           | 140            | 540,692        | \$40                | ( 29, 59)                 |
|                           | Total (95% CI)                 | 245            | 982,773        | \$64,960,606        | ( 32,011,217, 97,909,996)  | 403            | 1,630,397      | \$159,926,890       | ( 128,373,811, 191,479,968)         | 140            | 540,692        | \$40,555,707        | ( 27,238,376, 53,873,037) |
|                           | % of total expenditure         | 100.0%         |                |                     |                            | 100.0%         |                |                     |                                     | 100%           |                |                     |                           |
| <b>Less than \$30,000</b> | Mean (95% CI)                  | 31             | 126,419        | \$57                | ( 25, 89)                  | 59             | 232,048        | \$95                | ( 58, 131)                          | 19             | 77,095         | \$46                | ( 23, 69)                 |
|                           | Median (95% CI)                | 31             | 126,419        | \$20                | ( 10, 39)                  | 59             | 232,048        | \$52                | ( 20, 100)                          | 19             | 77,095         | \$20                | ( 9, 100)                 |
|                           | Total (95% CI)                 | 31             | 126,419        | \$7,212,748         | ( 2,720,910, 11,704,585)   | 59             | 232,048        | \$21,984,026        | ( 11,569,970, 32,398,081)           | 19             | 77,095         | \$3,554,524         | ( 1,114,022, 5,995,026)   |
|                           | % of total expenditure         | 11.1%          |                |                     |                            | 13.7%          |                |                     |                                     | 8.8%           |                |                     |                           |
| <b>\$30,000 - 69,999</b>  | Mean (95% CI)                  | 81             | 341,685        | \$51                | ( 26, 75)                  | 137            | 586,413        | \$111               | ( 70, 152)                          | 42             | 163,335        | \$83                | ( 34, 133)                |
|                           | Median (95% CI)                | 81             | 341,685        | \$20                | ( 13, 25)                  | 137            | 586,413        | \$40                | ( 18, 60)                           | 42             | 163,335        | \$31                | ( 20, 52)                 |
|                           | Total (95% CI)                 | 81             | 341,685        | \$17,335,900        | ( 7,949,153, 26,722,646)   | 137            | 586,413        | \$64,944,308        | ( 38,726,769, 91,161,848)           | 42             | 163,335        | \$13,608,595        | ( 4,163,756, 23,053,434)  |
|                           | % of total expenditure         | 26.7%          |                |                     |                            | 40.6%          |                |                     |                                     | 33.6%          |                |                     |                           |
| <b>\$70,000 - 99,999</b>  | Mean (95% CI)                  | 49             | 190,467        | \$48                | ( 29, 66)                  | 81             | 332,179        | \$86                | ( 57, 116)                          | 27             | 90,393         | \$62                | ( 34, 90)                 |
|                           | Median (95% CI)                | 49             | 190,467        | \$21                | ( 12, 40)                  | 81             | 332,179        | \$40                | ( 19, 55)                           | 27             | 90,393         | \$32                | ( 23, 91)                 |
|                           | Total (95% CI)                 | 49             | 190,467        | \$9,062,634         | ( 4,988,600, 13,136,668)   | 81             | 332,179        | \$28,707,577        | ( 16,996,025, 40,419,128)           | 27             | 90,393         | \$5,597,332         | ( 2,169,625, 9,025,040)   |
|                           | % of total expenditure         | 14.0%          |                |                     |                            | 18.0%          |                |                     |                                     | 13.8%          |                |                     |                           |
| <b>\$100,000 or more</b>  | Mean (95% CI)                  | 84             | 324,202        | \$97                | ( 17, 177)                 | 126            | 479,757        | \$92                | ( 63, 122)                          | 52             | 209,868        | \$85                | ( 58, 111)                |
|                           | Median (95% CI)                | 84             | 324,202        | \$23                | ( 20, 34)                  | 126            | 479,757        | \$31                | ( 5, 56)                            | 52             | 209,868        | \$50                | ( 31, 103)                |
|                           | Total (95% CI)                 | 84             | 324,202        | \$31,349,325        | ( -10,002, 62,708,651)     | 126            | 479,757        | \$44,290,979        | ( 29,844,344, 58,737,614)           | 52             | 209,868        | \$17,795,255        | ( 8,889,338, 26,701,173)  |

| Annual Household Income | Non-gambling activities in PPC |                |                |                     | Gambling activities in PPC |                |                |                     | Non-gambling activities outside PPC |                |                |                     |
|-------------------------|--------------------------------|----------------|----------------|---------------------|----------------------------|----------------|----------------|---------------------|-------------------------------------|----------------|----------------|---------------------|
|                         | UN <sup>1</sup>                | N <sup>2</sup> | % <sup>2</sup> | 95% CI <sup>2</sup> | UN <sup>1</sup>            | N <sup>2</sup> | % <sup>2</sup> | 95% CI <sup>2</sup> | UN <sup>1</sup>                     | N <sup>2</sup> | % <sup>2</sup> | 95% CI <sup>2</sup> |
| % of total expenditure  |                                | 48.3%          |                |                     |                            | 27.7%          |                |                     |                                     | 43.9%          |                |                     |

<sup>1</sup>Unweighted N refers to the total number of respondents who answered this question

<sup>2</sup>Weighted N is the estimated total number of patrons who visited Plainridge Park Casino in 2016

Note: A dash indicates that the cell size is less than 6

Note: Italics indicates estimates are unreliable, relative standard error > 30%



## Appendix J: GameSense

**Table 78 GameSense Measures by Season**

|  |   | Winter         |                |      |              | Summer         |                |      |              | Combined       |                |      |              |
|--|---|----------------|----------------|------|--------------|----------------|----------------|------|--------------|----------------|----------------|------|--------------|
|  |   | Weighted       |                |      |              | Weighted       |                |      |              | Weighted       |                |      |              |
|  |   | N <sup>1</sup> | N <sup>2</sup> | %    | 95% CI       | N <sup>1</sup> | N <sup>2</sup> | %    | 95% CI       | N <sup>1</sup> | N <sup>2</sup> | %    | 95% CI       |
| Are you aware of the GameSense program?                                    | No, I'm not aware of it                               | 142            | 493,632        | 51.6 | (43.8, 59.2) | 54             | 236,159        | 27.4 | (20.8, 35.2) | 196            | 729,791        | 40.1 | (34.8, 45.6) |
|  | Yes, I am aware of it                                 | 117            | 463,850        | 48.4 | (40.8, 56.2) | 142            | 626,460        | 72.6 | (64.8, 79.2) | 259            | 1,090,310      | 59.9 | (54.4, 65.2) |
| Have you spoken with a GameSense Advisor?                                  | No  | 99             | 394,409        | 86.0 | (76.5, 92.0) | 110            | 487,509        | 80.0 | (71.5, 86.4) | 209            | 881,919        | 82.5 | (76.5, 87.3) |
|  | Yes on the casino floor                               |                |                | ---  |              | 13             | 48,590         | 8.0  | (4.2, 14.5)  | 18             | 72,747         | 6.8  | (4.0, 11.2)  |
|  | Yes in the GameSense Info Center                      | 11             | 40,076         | 8.7  | (4.2, 17.2)  | 17             | 73,658         | 12.1 | (7.2, 19.5)  | 28             | 113,735        | 10.6 | (7.0, 15.8)  |
| Were you satisfied with the information offered by the GameSense Advisor?  | No  | 0              | 0              | 0.0  |              |                |                | ---  |              |                |                | ---  |              |
|  | Yes   | 17             | 66,797         | 100  |              | 30             | 128,935        | 97.9 | (86.2, 99.7) | 47             | 195,732        | 98.6 | (90.6, 99.8) |
| Did you learn something new about gambling?                                | No  | 7              | 29,841         | 44.7 | (20.4, 71.8) | 14             | 59,994         | 44.7 | (26.8, 64.1) | 21             | 89,836         | 44.7 | (29.6, 60.8) |
|  | Yes   | 10             | 36,956         | 55.3 | (28.2, 79.6) | 18             | 74,188         | 55.3 | (35.9, 73.2) | 28             | 111,144        | 55.3 | (39.2, 70.4) |
| Did your interaction with the GameSense Advisor change the way you gamble? | No  | 8              | 26,686         | 40.0 | (18.2, 66.5) | 20             | 83,154         | 61.1 | (40.7, 78.2) | 28             | 109,840        | 54.1 | (37.9, 69.5) |
|  | Yes, I've changed the way I think about my gambling   | 6              | 31,469         | 47.1 | (22.1, 73.6) |                |                | ---  |              | 9              | 42,917         | 21.1 | (10.4, 38.3) |
|  | Yes, I've changed the way I gamble                    |                |                | ---  |              | 8              | 41,579         | 30.5 | (15.1, 52.0) | 11             | 50,220         | 24.7 | (13.3, 41.4) |
| As a result of interacting with the GameSense Advisor:                     | I have reduced the time I spend gambling              |                |                | ---  |              | 6              | 26,794         | 64.4 | (25.5, 90.6) | 7              | 29,358         | 58.5 | (26.4, 84.7) |
|  | I have increased the time I spend gambling            | 0              | 0              | 0.0  |              |                |                | ---  |              |                |                | ---  |              |
|  | There has been no change in the time I spend gambling |                |                | ---  |              |                |                | ---  |              |                |                | ---  |              |
| As a result of interacting with the GameSense Advisor:                     | I have reduced the money I spend gambling             |                |                | ---  |              | 6              | 26,794         | 64.4 | (25.5, 90.6) | 7              | 29,358         | 58.5 | (26.4, 84.7) |
|  | I have increased the money I spend gambling           |                |                | ---  |              |                |                | ---  |              |                |                | ---  |              |

|   |  | Winter         |                |      |              | Summer         |                |             |                     | Combined       |                |      |              |
|---|--|----------------|----------------|------|--------------|----------------|----------------|-------------|---------------------|----------------|----------------|------|--------------|
|   |  | N <sup>1</sup> | Weighted       |      |              | N <sup>1</sup> | Weighted       |             |                     | N <sup>1</sup> | Weighted       |      |              |
|   |  |                | N <sup>2</sup> | %    | 95% CI       |                | N <sup>2</sup> | %           | 95% CI              |                | N <sup>2</sup> | %    | 95% CI       |
|   | There has been no change in the money I spend gambling |                | ---            |      |              | ---            |                |             |                     | ---            |                |      |              |
| The GameSense Advisor was caring        | Strongly agree   | 12             | 45,510         | 68.1 | (37.2, 88.5) | <i>10</i>      | <i>36,443</i>  | <i>26.1</i> | <i>(13.2, 45.1)</i> | 22             | 81,953         | 39.7 | (25.8, 55.6) |
|   | Agree  |                |                | ---  |              | 18             | 80,833         | 57.9        | (38.5, 75.2)        | 23             | 102,120        | 49.5 | (34.0, 65.1) |
|   | No opinion   | 0              | 0              | 0.0  |              |                |                | ---         |                     |                |                | ---  |              |
| The GameSense Advisor was helpful       | Strongly agree   | 11             | 38,675         | 57.9 | (29.8, 81.6) | <i>11</i>      | <i>33,520</i>  | <i>25.7</i> | <i>(13.4, 43.7)</i> | 22             | 72,194         | 36.6 | (23.4, 52.2) |
|   | Agree  |                |                | ---  |              | 14             | 69,030         | 52.9        | (33.8, 71.2)        | 19             | 94,589         | 48.0 | (32.4, 64.0) |
|   | No opinion   |                |                | ---  |              |                |                | ---         |                     |                |                | ---  |              |
|   | Disagree   | 0              | 0              | 0.0  |              |                |                | ---         |                     |                |                | ---  |              |
|   | Strongly disagree                                      | 0              | 0              | 0.0  |              |                |                | ---         |                     |                |                | ---  |              |
| The GameSense Advisor was knowledgeable | Strongly agree   | 12             | 45,510         | 68.1 | (37.2, 88.5) | <i>11</i>      | <i>33,520</i>  | <i>25.7</i> | <i>(13.4, 43.7)</i> | 23             | 79,029         | 40.1 | (26.1, 55.9) |
|   | Agree  |                |                | ---  |              | 15             | 67,054         | 51.4        | (32.3, 70.1)        | 20             | 88,341         | 44.8 | (29.6, 61.1) |
|   | No opinion   | 0              | 0              | 0.0  |              |                |                | ---         |                     |                |                | ---  |              |
|   | Strongly disagree                                      | 0              | 0              | 0.0  |              |                |                | ---         |                     |                |                | ---  |              |
| The GameSense Advisor listened to me    | Strongly agree   | 12             | 45,510         | 68.1 | (37.2, 88.5) | 12             | 46,361         | 35.6        | (19.6, 55.5)        | 24             | 91,871         | 46.6 | (31.4, 62.5) |
|   | Agree  |                |                | ---  |              | 14             | 65,472         | 50.2        | (31.3, 69.1)        | 19             | 86,759         | 44.0 | (28.8, 60.4) |
|   | No opinion   | 0              | 0              | 0.0  |              |                |                | ---         |                     |                |                | ---  |              |

<sup>1</sup>Unweighted N refers to the total number of respondents who answered this question

<sup>2</sup>Weighted N is the estimated total number of patrons who visited Plainridge Park Casino in 2016

Note: A dash indicates that the cell size is less than 6

Note: Italics indicates estimates are unreliable, relative standard error > 30%

**Table 79 GameSense Awareness by Geographic Origin**

|   |                         | Host/Surrounding community |                |      |              | Live other municipalities in Massachusetts |                |      |              | Live outside Massachusetts or zip code unknown |                |      |              |
|---|-------------------------|----------------------------|----------------|------|--------------|--|----------------|------|--------------|--|----------------|------|--------------|
|   |                         | Weighted                   |                |      |              | Weighted                                   |                |      |              | Weighted                                       |                |      |              |
|   |                         | N <sup>1</sup>             | N <sup>2</sup> | %    | 95% CI       | N <sup>1</sup>                             | N <sup>2</sup> | %    | 95% CI       | N <sup>1</sup>                                 | N <sup>2</sup> | %    | 95% CI       |
| Are you aware of the GameSense program? | No, I'm not aware of it | 19                         | 71,063         | 33.5 | (20.5, 49.5) | 137  | 497,668        | 40.9 | (34.5, 47.7) | 40   | 161,060        | 41.1 | (29.9, 53.3) |
|   | Yes, I am aware of it   | 34                         | 141,261        | 66.5 | (50.5, 79.5) | 171  | 718,145        | 59.1 | (52.3, 65.5) | 54   | 230,904        | 58.9 | (46.7, 70.1) |

<sup>1</sup>Unweighted N refers to the total number of respondents who answered this question

<sup>2</sup>Weighted N is the estimated total number of patrons who visited Plainridge Park Casino in 2016

Note: A dash indicates that the cell size is less than 6

Note: Italics indicates estimates are unreliable, relative standard error > 30%

## Appendix K: License Plate Collection Instrument



SOCIAL AND ECONOMIC IMPACTS  
OF GAMBLING IN MASSACHUSETTS

UNIVERSITY OF MASSACHUSETTS SCHOOL OF PUBLIC HEALTH AND HEALTH SCIENCES

### PLAINRIDGE PARK CASINO PATRON SURVEY -- LICENSE PLATE COUNT FORM

Date: \_\_\_\_\_ Start time: \_\_\_\_\_ End time: \_\_\_\_\_ Names: \_\_\_\_\_

Lot Check list: Garage \_\_\_\_\_ Lot H \_\_\_\_\_ Lot I \_\_\_\_\_ Lot J \_\_\_\_\_ Lot K \_\_\_\_\_

|               | Car/Motorcycle | Bus |
|---------------|----------------|-----|
| Massachusetts |                |     |
| Connecticut   |                |     |
| Rhode Island  |                |     |
| New Hampshire |                |     |
| New York      |                |     |
| New Jersey    |                |     |
| Maine         |                |     |
| Vermont       |                |     |
| Pennsylvania  |                |     |
| Other         |                |     |

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**MASSACHUSETTS GAMING COMMISSION**



**2017**

**2018 COMMUNITY MITIGATION FUND GUIDELINES**

10/19/2017

**BD-17-1068-1068C-1068L-11234**

**BD-18 -**

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## **2018 COMMUNITY MITIGATION FUND GUIDELINES** **BD-18 -**

### **What is the Community Mitigation Fund?**

The Expanded Gaming Act, M.G.L. c. 23K, created the Community Mitigation Fund ("**CMF**") to help entities offset costs related to the construction and operation of a gaming establishment.

### **When Is the Application Deadline?**

**February 1, ~~2017~~ 2018.** M.G.L. c. 23K, § 61 states that "parties requesting appropriations from the fund shall submit a written request for funding to the Commission by February 1."

### **Who Can Apply?**

M.G.L. c. 23K, § 61 states the Commission shall expend monies in the fund to assist the host and surrounding communities ... "including, but not limited to, communities and water and sewer districts in the vicinity of a gaming establishment, local and regional education, transportation, infrastructure, housing, environmental issues and public safety, including the office of the county district attorney, police, fire, and emergency services." The Commission may also distribute funds to a governmental entity or district other than a single municipality in order to implement a mitigation measure that affects more than one community.

**Applications involving a mitigation measure impacting only one community shall only be submitted by the authorized representatives of the community itself. Governmental entities within communities such as redevelopment authorities or non-regional school districts shall submit applications through such community rather than submitting applications independent of the community.**

Private non-governmental parties may not apply for Community Mitigation Funds. However, governmental entities may apply to the Commission for funds to mitigate impacts to private parties provided that such funding is for a "public purpose" and not the direct benefit or maintenance of the private party; the governmental entity provides a program that ensures that funding will be made only to remedy impacts; and provided that the governmental entity will be responsible for overseeing such funding and complying with all applicable state and municipal laws including but not limited to Art.



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46, §2, as amended by Article 103 of the Amendments to the Massachusetts Constitution.

The Community Mitigation Fund may be used to offset costs related to both Category 1 full casino facilities (MGM Springfield and Wynn Everett), the state's Category 2 slots-only facility (Plainridge Park), and may be utilized, pursuant to these Guidelines, for a program of technical assistance for communities that may be impacted by the potential Tribal gaming facility in Taunton.

### Does a Community Need to Be a Designated Host or Surrounding Community to Apply?

**No.** The Commission's regulations and M.G.L. c. 23K, § 61 do not limit use of Community Mitigation Funds to only host or surrounding communities. The Commission's regulation, 205 CMR 125.01(4), states that "[a]ny finding by the commission that a community is not a surrounding community for purposes of the RFA-2 application shall not preclude the community from applying to and receiving funds from the Community Mitigation Fund established by M.G.L. c. 23K, § 61...."

### What Cannot Be Funded?

**2018 Community Mitigation Fund may not be used for the mitigation of:**

#### **Category 1 Gaming Facilities:**

- any operational related impacts;
- impacts that are projected or predicted but that are not occurring or have not occurred by February 1, 2018;
- impacts that are the responsibility (e.g. contractual, statutory, regulatory) of parties involved in the construction of gaming facilities (such as damage caused to adjoining buildings by construction equipment, spills of construction-related materials outside of work zones, personal injury claims caused by construction equipment or vehicles);
- the cost of the preparation of a grant application;
- requests related to utility outages, such as the mitigation of business interruptions; and
- other impacts determined by the Commission.



### Category 2 Gaming Facilities:

- impacts that are projected or predicted but that are not occurring or have not occurred by February 1, 2018;
- impacts that are the responsibility (e.g. contractual, statutory, regulatory) of parties involved in the construction of gaming facilities (such as damage caused to adjoining buildings by construction equipment, spills of construction-related materials outside of work zones, personal injury claims caused by construction equipment or vehicles);
- the cost of the preparation of a grant application; and
- requests related to utility outages, such as the mitigation of business interruptions.

Please note that the Commission may determine to expand the eligible uses of funds for the 2019 program or other future programs when impacts are more clearly identifiable. The Commission will also consult with mitigation advisory committees established in M.G.L. c. 23K in determining such uses.

### Guidance on Funding for Non-Governmental Entities

As noted, communities and other parties may apply for funds to mitigate the impact to non-governmental entities. However, the Commission strongly encourages applicants to ensure the impacts are directly related to the gaming facility. For example, an applicant could limit a request for assistance for impacts to all businesses within 1000 feet of a gaming facility. Further, applicants should demonstrate that the governmental entity, the licensee, or both will also financially contribute to any program of assistance. The Commission will not fund any applications for assistance for non-governmental entities unless the applicant governmental entity or the licensee or both provide funding to match in the case of host communities, or significantly match the assistance required from the 2018 Community Mitigation Fund. Any such application for assistance to non-governmental entities by a host community must demonstrate that the host community, the licensee, or a combination of the host community and licensee will match the assistance required from the 2018 Community Mitigation Fund.

Communities may ask the Commission to waive this match requirement or dollar for dollar match requirement in the case of host communities. Any community seeking a waiver should include a statement in its application specifying the reason for its waiver request in accordance with the waiver guidance include in these Guidelines. Please note that as stated by the Commonwealth's Comptroller's Office: "The Anti-Aid

Amendment of the Massachusetts Constitution prohibits ‘public money or property’ from aiding non-public institutions.... Article 46 has been interpreted to allow the expenditure of public funds to non-public recipients solely for the provision of a ‘public purposes’ [sic] and not for the direct benefit or maintenance of the non-public entity.”

Any community seeking funding for mitigation involving non-public entities should provide detail how its planned use is in conformity with this provision of the Massachusetts Constitution and with Municipal Finance Law.

### How Much Funding Is and Will Be Available?

In sum, a total of \$17.5 million from the current licensees was deposited in the Community Mitigation Fund for use until Category 1 gross gaming revenues are generated, or thereafter (if all such funds are not used prior to that date). After the deduction of purposes approved in 2015, 2016, and 2017, the fund has approximately \$10 million available after accounting for potential future awards of previously authorized grants.

No further contributions will be made to the Community Mitigation Fund until either MGM Springfield or Wynn Boston Harbor become operational and generate revenues.<sup>1</sup> MGM Springfield is currently projected to be operational by early September 2018. Wynn Boston Harbor is currently projected to be operational in early June 2019. Once operational, M.G.L. c. 23K, § 59 specifies that 6.5% of the revenues from the tax on gross gaming revenues from Category 1 (full casino) licensees shall be deposited in the Community Mitigation Fund.

Once the MGM Springfield and Wynn Boston Harbor facilities are operational, approximately \$18 million generated by these two facilities will be annually deposited into the Community Mitigation Fund using a conservative estimate provided by the Commission’s financial consultants.

In future guidelines, the Commission intends to develop a method to allocate funding based on need in the regions that reflects the proportion of gaming funds paid into the Community Mitigation Fund from the taxes generated by the MGM Springfield or Wynn Boston Harbor facilities once they are operational. Any such method would need to take into account mitigation needs outside Region A and Region B. and a method to utilize unspent allocations.

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<sup>1</sup> These guidelines do not describe revenue estimates from the potential Tribal facility in Taunton or the participation of a Region C facility, as no Region C license or Tribal facility has yet been fully authorized. Further, after the initial deposit, no further contributions from the Slots licensee will be made to the fund.

### Joint Applications

The Commission continues to support regional approaches to mitigation needs and recognizes that some mitigation requires the commitment of more than one community. The 2018 Guidelines for the Community Mitigation Fund allow for multiple communities to submit a joint application. In the event that any of the applicant communities has not expended its One-Time 2015/2016 Reserve, the application must detail how the reserves will be allocated between the applicant communities to meet any reserve expenditure requirement. For example, transportation planning grants require that reserves be used prior to the receipt of new planning funds. In the event of a joint application for a \$200,000 planning grant, the joint application shall specify how the applicant communities will allocate/use a total of \$100,000 in reserves between the communities. The application must specify which community will be the fiscal agent for the grant funds. All communities will be held responsible for compliance with the terms contained in the grant.

### Limitations

Because the Community Mitigation Fund needs to be available until the facilities are operational, the Commission anticipates authorizing no more than \$ X million in awards out of the 2018 Community Mitigation Fund, including potential future awards of previously authorized grants. No application for a Specific Impact Grant shall exceed \$500,000, unless a waiver has been granted by the Commission. No community is eligible for more than one Specific Impact grant, unless a waiver has been granted by the Commission.

Of that amount, for 2018, no more than \$500,000 may be expended for operational impacts related to the Category 2 gaming facility, unless otherwise determined by the Commission.

### One-Time 2015/2016 Reserves

In 2015 and 2016, a Reserve Fund was established for communities that may not have been able to demonstrate significant impacts by the submittal deadline date. The Commission reserved \$100,000 for the following communities which were either a host community, designated surrounding community, a community which entered into a nearby community agreement with a licensee, a community that petitioned to be a surrounding community to a gaming licensee, or a community that is geographically adjacent to a host community:

| Category 1 - Casino    |                        | Category 2 - Slots |
|------------------------|------------------------|--------------------|
| <b><u>Region A</u></b> | <b><u>Region B</u></b> | Attleboro          |
| Boston                 | Agawam                 | Foxboro            |
| Cambridge              | Chicopee               | Mansfield          |
| Chelsea                | E. Longmeadow          | North Attleboro    |
| Everett                | Hampden                | Plainridge         |
| Lynn                   | Holyoke                | Wrentham           |
| Malden                 | Longmeadow             |                    |
| Medford                | Ludlow                 |                    |
| Melrose                | Northampton            |                    |
| Revere                 | Springfield            |                    |
| Saugus                 | West Springfield       |                    |
| Somerville             | Wilbraham              |                    |

In many cases, communities may not be in a position to access their 2015 or 2016 reserves by the February 1, ~~2017~~~~2018~~ deadline. Therefore, the Commission has extended such reserves for the ~~2017~~~~2018~~ Community Mitigation Fund Program. Communities may continue to access whatever portion of the original \$100,000 that remains unexpended. **The above communities do not need to submit any new application to keep their reserves. These reserves have automatically been extended by action of the Commission.**

The criteria for the use of the reserve remain the same. This reserve can be used to cover impacts that may arise in ~~2017~~~~2018~~ or thereafter. It may also be used for planning, either to determine how to achieve further benefits from a facility or to avoid or minimize any adverse impacts.

Funds will be distributed as the needs are identified. Communities that utilize the reserve are not prohibited from applying for funding for any specific mitigation request.

**What are the Reserve Amounts?**

Can a community apply for mitigation of a specific impact even though it has not fully utilized its 2015 or 2016 Reserve?

**Yes.** However, if a Specific Impact Grant application is successful, a portion of the One-Time Reserve will be used as an offset against the amount requested for the specific impact. The reserve amount will be reduced by fifty thousand dollars (\$50,000.00) assuming the specific impact request is at least that amount.

### Specific Impact Grants - What Specific Impacts Can Be Funded?

The ~~2017~~2018 Community Mitigation Fund for mitigation of specific impacts may be used only to mitigate impacts that either have occurred or are occurring as of the February 1, ~~2017~~2018 application date. Although the definition in the Commission's regulations (for the purpose of determining which communities are surrounding communities) references predicted projected impacts, the ~~2017~~2018 program is limited to only those impacts that are being experienced or were experienced by the time of the February 1, ~~2017~~2018 application date.

The Commission has determined that the funding of unanticipated impacts will be a priority under the annual Community Mitigation Fund. Thus the Commission will review funding requests in the context of any host or surrounding community agreement to help determine funding eligibility.<sup>2</sup> The Community Mitigation Fund is not intended to fund the mitigation of specific impacts already being funded in a host or surrounding Community Agreement.

No application for the mitigation of a specific impact shall exceed \$~~400~~500,000. However, communities and governmental entities may ask the Commission to waive this funding cap. Any community and governmental entity seeking a waiver should include a statement in its application specifying the reason for its waiver request, in accordance with the waiver guidance included in these Guidelines.

Allowable impacts for funding are as follows:

**Category 1 Gaming Facility:** In recognition that no Category 1 gaming facility will be operational by February 1, ~~2017~~2018, the Commission has determined that the ~~2017~~2018 Community Mitigation Fund is available only to mitigate impacts related to the construction of Category 1 gaming facilities. This limitation does not apply to planning activities funded under the 2015/2016 One-Time Reserve ~~fund, 2017-Grant, 2018 Non-Transportation Planning Grants~~Grant, 2018 Transportation Planning Grant, or ~~2017~~the 2018 Workforce Development Pilot Program Grant.

The Commission's regulation 205 CMR 125.07 defines construction period impacts as:

"The community will be significantly and adversely affected by the development of the gaming establishment prior to its opening taking into account such factors as noise and environmental impacts generated during its

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<sup>2</sup> The Commission is aware of the difference in bargaining power between host and surrounding communities in negotiating agreements and will take this into account when evaluating funding applications.

construction; increased construction vehicle trips on roadways within the community and intersecting the community; and projected increased traffic during the period of construction.”

**Category 2 Gaming Facility:** In recognition that the Category 2 gaming facility in Plainville opened during calendar year 2015, the Commission will make available funding to mitigate operational related impacts that are being experienced or were experienced from that facility by the February 1, ~~2017~~2018 date. The Commission will make available up to \$500,000 in total for applications for the mitigation of operational impacts relating to the Plainridge facility.

The Commission’s regulation 205 CMR 125.01 2(b)4 defines operational impacts as:

“The community will be significantly and adversely affected by the operation of the gaming establishment after its opening taking into account such factors as potential public safety impacts on the community; increased demand on community and regional water and sewer systems; impacts on the community from storm water run-off, associated pollutants, and changes in drainage patterns; stresses on the community's housing stock including any projected negative impacts on the appraised value of housing stock due to a gaming establishment; any negative impact on local, retail, entertainment, and service establishments in the community; increased social service needs including, but not limited to, those related to problem gambling; and demonstrated impact on public education in the community.”

Although these definitions include the types of operational impacts that may be funded, it is not limited to those. The determination will be made by the Commission after its review.

**Hampden County Sheriff’s Department – Specific Impact Grant**

In 2016 the Commission awarded the Hampden County Sheriff’s Department (“HCSD”) funds to offset increased rent for the Western Massachusetts Correctional Alcohol Center (“WMCAC”). In providing assistance, the Commission stated that the amount of assistance shall not exceed \$2,000,000 in total for five years or \$400,000 per fiscal year. A provision in the grant required HCSD to reapply each year. As the HCSD missed the deadline due to administrative changes for 2017, HCSD may apply for fiscal year 2018 and 2019 lease assistance during this 2018 Community Mitigation Fund application period. Each grant application may not exceed \$400,000 per year.

### 2018 Non-Transportation Planning Grant

The Commission will make available funding for certain planning activities for all communities that previous qualified to receive funding from the One-Time 2015/2016 Reserve Fund, and have already allocated and received Commission approval of the use of its Reserve. No application for this 2018 Non-Transportation Planning Grant shall exceed Fifty Thousand Dollars (\$50,000). Applications involving transportation planning or design are not eligible for the 2018 Non-Transportation Planning Grant. Communities requesting transportation planning grants should instead apply for Transportation Planning Grant Funds.

Eligible planning projects must have a defined area or issue that will be investigated as well as a clear plan for implementation of the results. The planning project must be clearly related to addressing issues or impacts directly related to the gaming facility. Applicants will be required to submit a detailed scope, budget, and timetable for the planning effort prior to funding being awarded. Each community applying for a 2018 Non-Transportation Planning Grant will also need to provide detail on what it will contribute to the project such as in-kind services or planning funds.

Communities that utilize this 2018 Non-Transportation Planning Grant are not prohibited from applying for funding for any specific mitigation request.

### Transportation Planning Grants

For calendar year ~~2017~~2018, the Commission will make available funding for certain transportation planning activities for all communities eligible to receive funding from the Community Mitigation Fund in Regions A & B and for the Category 2 facility, including each Category 1 and Category 2 host community and each designated surrounding community, each community which entered into a nearby community agreement with a licensee, and any community that petitioned to be a surrounding community to a gaming licensee, each community that is geographically adjacent to a host community.

The total funding available for planning grants will likely not exceed \$~~800~~1,000,000. No application for a transportation planning grant shall exceed \$~~150~~200,000.

Eligible transportation planning projects must have a defined area or issue that will be investigated as well as a clear plan for implementation of the results. Transportation Planning Grant funds may be sought to expand a planning project begun with reserve funds or to fund an additional project once the reserves have been exhausted. The

application demonstrates the potential for such transportation project that is the subject of a CMF application to compete for state or federal transportation funds.

Eligible transportation planning projects must have a defined area or issue that will be investigated as well as a clear plan for implementation of the results.

Eligible expenses to be covered by the Transportation Planning Grant include, but not necessarily limited to:

- Planning consultants/staff
- Data gathering/surveys
- Data analysis
- Design
- Engineering review/surveys
- Public meetings/hearings
- Final report preparation

The transportation planning projects must be clearly related to addressing transportation issues or impacts directly related to the gaming facility. Applicants will be required to submit a detailed scope, budget, and timetable for the transportation planning effort prior to funding being awarded. The application shall provide detail on what the community will contribute to the planning projects such as in-kind services.

Communities that requested and received the One-Time 2015/2016 Reserve Grant must first expend those funds before accessing any Transportation Planning Grant funds. Transportation Planning Grant funds may be sought to expand a planning project begun with reserve funds or to fund an additional project once the reserves have been exhausted.

In addition to the specific impact grant factors further defined in section “How Will the Commission Decide on Applications?”, the Commission will also consider whether the applicant demonstrates the potential for such transportation project that is the subject of a CMF application to compete for state or federal transportation funds.

Applicants may, but are not required, to include a description how the project meets the evaluation standards for the Fiscal Year 2018 TIP criteria for the Boston MPO Region or the Pioneer Valley Planning Commission’s transportation evaluation criteria, or other regional transportation project evaluation standard, whichever may be most applicable.

### **Limitations/Specific Requirements on Planning Applications**

The Commission will fund no application for more than two years for any municipal employee. The CMF will not pay the full cost of any municipal employee. The municipality would need to provide the remaining amount of any employee cost and certify that all such expenses are casino related. For non-personnel costs, each



community applying for planning funds will also need to provide detail on what it will contribute to the planning project such as in-kind services or planning funds.

Pursuant to the Guidelines, the Commission will evaluate requests for planning funds (including both the use of Reserve Planning ~~Funds~~Grant, Non-Transportation Planning Grant, and Transportation Planning Grant Funds) after taking into consideration input the applicant has received from the local Regional Planning Agency ("RPA") or any such interested parties. Although there is no prerequisite for using RPA's for planning projects, consultation with RPA's is required to enable the Commission to better understand how planning funds are being used efficiently across the region of the facility. Please provide details about the applicant's consultation with the RPA or any such interested parties. Applicants should provide detail regarding consultations with nearby communities to determine the potential for cooperative regional efforts regarding planning activities

#### Tribal Gaming Technical Assistance Grant

The Commission ~~shall~~may make available no more than \$200,000 in technical assistance funding to assist in the determination of potential impacts that may be experienced by communities in geographic proximity to the potential Tribal Gaming facility in Taunton. Said technical assistance funding may be made through Southeastern Regional Planning and Economic Development District ("SRPEDD"), the regional planning agency that services such communities or a comparable regional entity. Such funding will only be made available, after approval of any application by SRPEDD or a comparable regional entity, if it is determined by the Commission that construction of such gaming facility will likely commence prior to or during Fiscal Year ~~2018~~2019. Any such application by SRPEDD or a comparable regional entity must demonstrate that any studies of impacts will address the technical assistance needs of the region which may include but not be limited to the communities that are geographically adjacent to Taunton. Such funding shall not be used to study impacts on or provide technical assistance to Taunton, as funding has been provided in the Intergovernmental Agreement By and Between the Mashpee Wampanoag Tribe and the City of Taunton. Any such program of technical assistance may be provided by SRPEDD itself or through a contract with SRPEDD.

#### Workforce Development Pilot Program Grant

For ~~the~~ fiscal year ~~2018~~2019, the Commission will make available funding for certain career pathways workforce development pilot programs in Regions A and B for service to residents of communities of such Regions, including each Category 1 host community and each designated surrounding community, each community which entered into a nearby community agreement with a licensee, any community that petitioned to be a

surrounding community to a gaming licensee, and each community that is geographically adjacent to a host community.

The total funding available for grants will likely not exceed \$~~400~~600,000. No application for a grant in each Region shall exceed \$~~200~~300,000 unless otherwise determined by the Commission. One grant will be considered for each Region. Each governmental entity applying for workforce development funds will also need to provide detail on what it will contribute to the workforce development project such as in-kind services or workforce development funds.

Eligible career pathways workforce development proposals must include a regional consortium approach to improve the skills, knowledge, and credential attainment of each Region A and Region B residents interested in a casino career, focusing on increasing industry-recognized and academic credentials needed to work in the most in-demand occupations related to the expanded gaming industry or a focus on occupations that could be in high demand from the casino, potentially negatively impacting the regional business community. This could include a focus on hospitality, culinary, cash handling, or customer service, etc.

Goals include:

- To help low-skilled adults earn occupational credentials, obtain well-paying jobs, and sustain rewarding careers in sectors related to hospitality and casino careers.
- To get students with low basic skills into for-credit career and technical education courses to improve their educational and employment outcomes.
- To deliver education and career training programs that can be completed in two years or less and prepare program participants for employment in high-wage, high-skill occupations related to the casino.
- To align and accelerate ABE, GED, and developmental programs and provide nontraditional students the supports they need to complete postsecondary credentials of value in the regional labor market.
- To mitigate a strain in existing resources and a potential impact to the regional labor market

Eligible activities include: a program in Region A or Region B that structures intentional connections among adult basic education, occupational training, and post-secondary education programs designed to meet the needs of both adult learners and employers, post-secondary vocational programs, registered apprenticeships, courses leading to

college credits or industry-recognized certificates, Adult Basic Education (“ABE”) and vocationally based English for Speakers of Other Languages (“ESOL”) training programs, Contextualized Learning, Integrated Education & Training, and Industry-recognized Credentials.

- **A consortium application is required.** However, governmental entities eligible to receive funds would include but not be limited to: host communities, communities which were each either a designated surrounding community, a community which entered into a nearby community agreement with a licensee, a community that is geographically adjacent to the host community of a gaming licensee, a community that petitioned to be a surrounding community to a gaming licensee state agencies, state agencies, and Regional Employment Boards. The Commission shall evaluate the use of host community agreement funds in evaluating funding requests for workforce development pilot program grant funds. Applicants should consider leveraging other funding resources.

~~Applicants should consider leveraging other funding resources.~~

### What Should Be Included in the Applications?

- ★ Applicants are required to complete the 20172018 Specific Impact Grant Application, the 20172018 Transportation Planning Grant Application, the 20172018 Workforce Development Pilot Program Grant Application or the 2018 Non-Transportation Planning-Project Grant Application and may also submit additional supporting materials of a reasonable length.
- ★ Applicants will need to describe how the specific mitigation, planning, or workforce development pilot program request will address any claimed impacts and provide justification of any funds requested. Unlike existing surrounding community agreements which were based on anticipated impacts, any Specific Impact Grant will be based on impacts that have occurred or are occurring, as noted previously.
- ★ Applicants will need to describe if and how such impacts were addressed or not addressed in any host or surrounding community agreements. Applicants may include a letter of support from the applicable gaming licensee. However, this is not necessary, as the Commission will request the licensee’s opinion regarding each application.

### How Will the Commission Decide on Applications?

Similar to the Commission’s surrounding community review process, the Commission will ask each licensee to review and comment on any requests for funding.

The Commission will evaluate the submittal by the community, any input received from the community and interested parties (such as Regional Planning Agencies), the responses of the licensee, Commission consultant reviews, and any other sources determined by the Commission.

The Commission will evaluate any funding requests in the context of any host or surrounding community agreements. Factors used by the Commission to evaluate ~~transportation planning~~ grant applications may include but not be limited to:

- A demonstration that the impact is being caused by the proposed gaming facility;
- The significance of the impact to be remedied and potential to address the impact;
- The potential for the proposed mitigation measure to address the impact;
- The feasibility and reasonableness of the proposed mitigation measure;
- The demonstration that any program to assist non-governmental entities is for a demonstrated public purpose and not for the benefit or maintenance of a private party;
- The significance of any matching funds for ~~planning efforts or~~ workforce development pilot program activities or planning efforts including but not limited to the ability to compete for states or federal workforce, transportation or other funds;
- Any demonstration of regional benefits from a mitigation award;
- A demonstration that other funds from host or surrounding community agreements are not available to fund the proposed mitigation measure; or
- A demonstration that such mitigation measure is not already required to be completed by the licensee pursuant to any regulatory requirements or pursuant to any agreements between such licensee and applicant; or
- The inclusion of a detailed scope, budget, and timetable for each mitigation request.

The Commission may ask applicants for supplementary materials, may request a meeting with applicants, and reserves the ability to host a hearing or hearings on any application.

The Commission's deliberations on Community Mitigation Fund policies will also be aided through input from the Gaming Policy Advisory Committee, the Community

Mitigation Subcommittee, and any Local Community Mitigation Advisory Committees, as established pursuant to M.G.L. c. 23K.

The Commission reserves the ability to determine a funding limit beyond what is detailed in these Guidelines, as additional contributions to the Community Mitigation Fund will not be made until Category 1 gaming facilities are operational. The Commission also reserves the ability to determine a funding limit above what is detailed in these Guidelines.

- The Commission reserves the ability to fund only portions of requested projects and to fund only a percentage of amounts requested. The Commission also reserves the ability to place conditions on any award.
- There is limited funding available. The Commission therefore reserves the right to determine which requests to fund based on its assessment of a broad range of factors including the extent of public benefit each grant is likely to produce.

#### When Will the Commission Make Decisions?

The Commission anticipates making funding decisions on any requests for grant assistance before July ~~2017~~2018, after a comprehensive review and any additional information requests.

#### Is There a Deadline for the Use of the One-Time 2015/2016 Reserve?

There is no deadline. Funds may be used on a rolling basis when specific impacts are determined or the specific planning activity is determined. Once known, communities should contact the Ombudsman's Office, which will assist the community in providing the needed information. Communities with specific impacts will, at the time the impacts are known, complete the Specific Impact Grant Application or the Planning Project Grant Application in its entirety. Communities with requests for planning funds will provide similar information to the Commission: a description of the planning activity, how the planning activity relates to the development or operation of the gaming facility, how the planning funds are proposed to be used, consultation with the Regional Planning Agency, other funds being used, and how planning will help the community determine how to achieve further benefits from a facility or to avoid or minimize any adverse impacts. The Commission will fund no application for more than two years for any municipal employee. The CMF will not pay the full cost of any municipal employee. The municipality would need to provide the remaining amount of any employee cost and certify that all such expenses are casino related. Each Community applying for planning funds will also need to provide detail on what it will

contribute to the planning project such as in-kind services or planning funds. Please note that such details do not need to be determined by the February 1, ~~2017~~2018 application date. Commission approvals of the use of the One-Time 2015/2016 Reserve funds will also be on a rolling basis corresponding to the rolling determinations of use by communities.

### Waivers and Variances

(a) General. The Commission may in its discretion waive or grant a variance from any provision or requirement contained in these Guidelines, not specifically required by law, where the Commission finds that:

1. Granting the waiver or variance is consistent with the purposes of M.G.L. c. 23K;
2. Granting the waiver or variance will not interfere with the ability of the Commission to fulfill its duties;
3. Granting the waiver or variance will not adversely affect the public interest;  
and
4. Not granting the waiver or variance would cause a substantial hardship to the community, governmental entity, or person requesting the waiver or variance.

(b) Filings. All requests for waivers or variances shall be in writing, shall set forth the specific provision of the Guidelines to which a waiver or variance is sought, and shall state the basis for the proposed waiver or variance.

(c) Determination. The Commission may grant a waiver or variance, deny a waiver or variance, or grant a waiver or variance subject to such terms, conditions and limitations as the commission may determine.

### Who Should Be Contacted for Any Questions?

As the ~~2017~~2018 Community Mitigation Fund program is just in the third year of the program for the Commission, communities and other parties may have a number of questions. They are encouraged to contact the Commission's Ombudsman with any questions or concerns. The Commission's Ombudsman will regularly brief the Commission regarding the development of Community Mitigation Fund policies.

The Commission's Ombudsman, John Ziemba, can be reached at 617-979-8423 or via e-mail at [john.s.ziemba@state.ma.us](mailto:john.s.ziemba@state.ma.us). The Commission's address is 101 Federal Street, 12<sup>th</sup> Floor, Boston, MA 02110.

### Where Should the Applications Be Sent?

Applications **must be sent to [www.commbuys.com](http://www.commbuys.com)**. An application received by COMMBUYS by February 1, ~~2017~~2018 will meet the application deadline. Applicants that are not part of the COMMBUYS system should contact Mary Thurlow of the Commission's Ombudsman's Office well in advance of the February 1, ~~2017~~2018 deadline to make arrangements for submission of the application by the deadline. Mary Thurlow can be contacted at 617-979-8420 or at [mary.thurlow@state.ma.us](mailto:mary.thurlow@state.ma.us).

If you have any questions or concerns contact the COMMBUYS Help Desk at [COMMBUYS@state.ma.us](mailto:COMMBUYS@state.ma.us) or during normal business hours (8am - 5pm ET Monday - Friday) at 1-888-627-8283 or 617-720-3197.

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# 2018 COMMUNITY MITIGATION FUND GUIDELINES BD-18 -

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## 2018 COMMUNITY MITIGATION FUND GUIDELINES BD-18 -

### What is the Community Mitigation Fund?

The Expanded Gaming Act, M.G.L. c. 23K, created the Community Mitigation Fund (“CMF”) to help entities offset costs related to the construction and operation of a gaming establishment.

### When Is the Application Deadline?

**February 1, 2018.** M.G.L. c. 23K, § 61 states that “parties requesting appropriations from the fund shall submit a written request for funding to the Commission by February 1.”

### Who Can Apply?

M.G.L. c. 23K, § 61 states the Commission shall expend monies in the fund to assist the host and surrounding communities ... “including, but not limited to, communities and water and sewer districts in the vicinity of a gaming establishment, local and regional education, transportation, infrastructure, housing, environmental issues and public safety, including the office of the county district attorney, police, fire, and emergency services.” The Commission may also distribute funds to a governmental entity or district other than a single municipality in order to implement a mitigation measure that affects more than one community.

Applications involving a mitigation measure impacting only one community shall only be submitted by the authorized representatives of the community itself. Governmental entities within communities such as redevelopment authorities or non-regional school districts shall submit applications through such community rather than submitting applications independent of the community.

Private non-governmental parties may not apply for Community Mitigation Funds. However, governmental entities may apply to the Commission for funds to mitigate impacts to private parties provided that such funding is for a “public purpose” and not the direct benefit or maintenance of the private party; the governmental entity provides a program that ensures that funding will be made only to remedy impacts; and provided that the governmental entity will be responsible for overseeing such funding and complying with all applicable state and municipal laws including but not limited to Art.



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46, §2, as amended by Article 103 of the Amendments to the Massachusetts Constitution.

The Community Mitigation Fund may be used to offset costs related to both Category 1 full casino facilities (MGM Springfield and Wynn Everett), the state's Category 2 slots-only facility (Plainridge Park), and may be utilized, pursuant to these Guidelines, for a program of technical assistance for communities that may be impacted by the potential Tribal gaming facility in Taunton.

**Does a Community Need to Be a Designated Host or Surrounding Community to Apply?**

**No.** The Commission's regulations and M.G.L. c. 23K, § 61 do not limit use of Community Mitigation Funds to only host or surrounding communities. The Commission's regulation, 205 CMR 125.01(4), states that "[a]ny finding by the commission that a community is not a surrounding community for purposes of the RFA-2 application shall not preclude the community from applying to and receiving funds from the Community Mitigation Fund established by M.G.L. c. 23K, § 61...."

**What Cannot Be Funded?**

***2018 Community Mitigation Fund may not be used for the mitigation of:***

**Category 1 Gaming Facilities:**

- any operational related impacts;
- impacts that are projected or predicted but that are not occurring or have not occurred by February 1, 2018;
- impacts that are the responsibility (e.g. contractual, statutory, regulatory) of parties involved in the construction of gaming facilities (such as damage caused to adjoining buildings by construction equipment, spills of construction-related materials outside of work zones, personal injury claims caused by construction equipment or vehicles);
- the cost of the preparation of a grant application;
- requests related to utility outages, such as the mitigation of business interruptions; and
- other impacts determined by the Commission.

**Category 2 Gaming Facilities:**

- impacts that are projected or predicted but that are not occurring or have not occurred by February 1, 2018;
- impacts that are the responsibility (e.g. contractual, statutory, regulatory) of parties involved in the construction of gaming facilities (such as damage caused to adjoining buildings by construction equipment, spills of construction-related materials outside of work zones, personal injury claims caused by construction equipment or vehicles);
- the cost of the preparation of a grant application; and
- requests related to utility outages, such as the mitigation of business interruptions.

Please note that the Commission may determine to expand the eligible uses of funds for the 2019 program or other future programs when impacts are more clearly identifiable. The Commission will also consult with mitigation advisory committees established in M.G.L. c. 23K in determining such uses.

**Guidance on Funding for Non-Governmental Entities**

As noted, communities and other parties may apply for funds to mitigate the impact to non-governmental entities. However, the Commission strongly encourages applicants to ensure the impacts are directly related to the gaming facility. For example, an applicant could limit a request for assistance for impacts to all businesses within 1000 feet of a gaming facility. Further, applicants should demonstrate that the governmental entity, the licensee, or both will also financially contribute to any program of assistance. The Commission will not fund any applications for assistance for non-governmental entities unless the applicant governmental entity or the licensee or both provide funding to match, in the case of host communities, or significantly match the assistance required from the 2018 Community Mitigation Fund. Any such application for assistance to non-governmental entities by a host community must demonstrate that the host community, the licensee, or a combination of the host community and licensee will match the assistance required from the 2018 Community Mitigation Fund.

Communities may ask the Commission to waive this match requirement or dollar for dollar match requirement in the case of host communities. Any community seeking a waiver should include a statement in its application specifying the reason for its waiver request in accordance with the waiver guidance include in these Guidelines. Please note that as stated by the Commonwealth's Comptroller's Office: "The Anti-Aid

Amendment of the Massachusetts Constitution prohibits ‘public money or property’ from aiding non-public institutions.... Article 46 has been interpreted to allow the expenditure of public funds to non-public recipients solely for the provision of a ‘public purposes’ [sic] and not for the direct benefit or maintenance of the non-public entity.”

Any community seeking funding for mitigation involving non-public entities should provide detail how its planned use is in conformity with this provision of the Massachusetts Constitution and with Municipal Finance Law.

### How Much Funding Is and Will Be Available?

In sum, a total of \$17.5 million from the current licensees was deposited in the Community Mitigation Fund for use until Category 1 gross gaming revenues are generated, or thereafter (if all such funds are not used prior to that date). After the deduction of purposes approved in 2015, 2016, and 2017, the fund has approximately \$10 million available after accounting for potential future awards of previously authorized grants.

No further contributions will be made to the Community Mitigation Fund until either MGM Springfield or Wynn Boston Harbor become operational and generate revenues.<sup>1</sup> MGM Springfield is currently projected to be operational by early September 2018. Wynn Boston Harbor is currently projected to be operational in early June 2019. Once operational, M.G.L. c. 23K, § 59 specifies that 6.5% of the revenues from the tax on gross gaming revenues from Category 1 (full casino) licensees shall be deposited in the Community Mitigation Fund.

Once the MGM Springfield and Wynn Boston Harbor facilities are operational, approximately \$18 million generated by these two facilities be annually deposited into the Community Mitigation Fund using a conservative estimate provided by the Commission’s financial consultants.

In future guidelines, the Commission intends to develop a method to allocate funding based on need in the regions that reflects the proportion of funds paid into the Community Mitigation Fund from the taxes generated by the MGM Springfield or Wynn Boston Harbor facilities once they are operational. Any such method would need to take into account mitigation needs outside Region A and Region B, and a method to utilize unspent allocations.

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<sup>1</sup> These guidelines do not describe revenue estimates from the potential Tribal facility in Taunton or the participation of a Region C facility, as no Region C license or Tribal facility has yet been fully authorized. Further, after the initial deposit, no further contributions from the Slots licensee will be made to the fund.

### Joint Applications

The Commission continues to support regional approaches to mitigation needs and recognizes that some mitigation requires the commitment of more than one community. The 2018 Guidelines for the Community Mitigation Fund allow multiple communities to submit a joint application. In the event that any of the applicant communities has not expended its One-Time 2015/2016 Reserve, the application must detail how the reserves will be allocated between the applicant communities to meet any reserve expenditure requirement. For example, transportation planning grants require that reserves be used prior to the receipt of new planning funds. In the event of a joint application for a \$200,000 planning grant, the joint application shall specify how the applicant communities will allocate/use a total of \$100,000 in reserves between the communities. The application must specify which community will be the fiscal agent for the grant funds. All communities will be held responsible for compliance with the terms contained in the grant.

### Limitations

Because the Community Mitigation Fund needs to be available until the facilities are operational, the Commission anticipates authorizing no more than \$ X million in awards out of the 2018 Community Mitigation Fund, including potential future awards of previously authorized grants. No application for a Specific Impact Grant shall exceed \$500,000, unless a waiver has been granted by the Commission. No community is eligible for more than one Specific Impact Grant, unless a waiver has been granted by the Commission.

Of that amount, for 2018, no more than \$500,000 may be expended for operational impacts related to the Category 2 gaming facility, unless otherwise determined by the Commission.

### One-Time 2015/2016 Reserves

In 2015 and 2016, a Reserve Fund was established for communities that may not have been able to demonstrate significant impacts by the submittal deadline date. The Commission reserved \$100,000 for the following communities which were either a host community, designated surrounding community, a community which entered into a nearby community agreement with a licensee, a community that petitioned to be a surrounding community to a gaming licensee, or a community that is geographically adjacent to a host community:

| Category 1 - Casino    |                        | Category 2 - Slots |
|------------------------|------------------------|--------------------|
| <b><u>Region A</u></b> | <b><u>Region B</u></b> | Attleboro          |
| Boston                 | Agawam                 | Foxboro            |
| Cambridge              | Chicopee               | Mansfield          |
| Chelsea                | E. Longmeadow          | North Attleboro    |
| Everett                | Hampden                | Plainridge         |
| Lynn                   | Holyoke                | Wrentham           |
| Malden                 | Longmeadow             |                    |
| Medford                | Ludlow                 |                    |
| Melrose                | Northampton            |                    |
| Revere                 | Springfield            |                    |
| Saugus                 | West Springfield       |                    |
| Somerville             | Wilbraham              |                    |

In many cases, communities may not be in a position to access their 2015 or 2016 reserves by the February 1, 2018 deadline. Therefore, the Commission has extended such reserves for the 2018 Community Mitigation Fund Program. Communities may continue to access whatever portion of the original \$100,000 that remains unexpended. **The above communities do not need to submit any new application to keep their reserves. These reserves have automatically been extended by action of the Commission.**

The criteria for the use of the reserve remain the same. This reserve can be used to cover impacts that may arise in 2018 or thereafter. It may also be used for planning, either to determine how to achieve further benefits from a facility or to avoid or minimize any adverse impacts.

Funds will be distributed as the needs are identified. Communities that utilize the reserve are not prohibited from applying for funding for any specific mitigation request.

**What are the Reserve Amounts?**

Can a community apply for mitigation of a specific impact even though it has not fully utilized its 2015 or 2016 Reserve?

**Yes.** However, if a Specific Impact Grant application is successful, a portion of the One-Time Reserve will be used as an offset against the amount requested for the specific impact. The reserve amount will be reduced by fifty thousand dollars (\$50,000.00) assuming the specific impact request is at least that amount.

### Specific Impact Grants - What Specific Impacts Can Be Funded?

The 2018 Community Mitigation Fund for mitigation of specific impacts may be used only to mitigate impacts that either have occurred or are occurring as of the February 1, 2018 application date. Although the definition in the Commission's regulations (for the purpose of determining which communities are surrounding communities) references predicted projected impacts, the 2018 program is limited to only those impacts that are being experienced or were experienced by the time of the February 1, 2018 application date.

The Commission has determined that the funding of unanticipated impacts will be a priority under the annual Community Mitigation Fund. Thus the Commission will review funding requests in the context of any host or surrounding community agreement to help determine funding eligibility.<sup>2</sup> The Community Mitigation Fund is not intended to fund the mitigation of specific impacts already being funded in a host or surrounding Community Agreement.

No application for the mitigation of a specific impact shall exceed \$500,000. However, communities and governmental entities may ask the Commission to waive this funding cap. Any community and governmental entity seeking a waiver should include a statement in its application specifying the reason for its waiver request, in accordance with the waiver guidance included in these Guidelines.

Allowable impacts for funding are as follows:

**Category 1 Gaming Facility:** In recognition that no Category 1 gaming facility will be operational by February 1, 2018, the Commission has determined that the 2018 Community Mitigation Fund is available only to mitigate impacts related to the construction of Category 1 gaming facilities. This limitation does not apply to planning activities funded under the 2015/2016 One-Time Reserve Grant, 2018 Non-Transportation Planning Grant, 2018 Transportation Planning Grant, or the 2018 Workforce Development Pilot Program Grant.

The Commission's regulation 205 CMR 125.07 defines construction period impacts as:

“The community will be significantly and adversely affected by the development of the gaming establishment prior to its opening taking into account such factors as noise and environmental impacts generated during its

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<sup>2</sup> The Commission is aware of the difference in bargaining power between host and surrounding communities in negotiating agreements and will take this into account when evaluating funding applications.



construction; increased construction vehicle trips on roadways within the community and intersecting the community; and projected increased traffic during the period of construction.”

**Category 2 Gaming Facility:** In recognition that the Category 2 gaming facility in Plainville opened during calendar year 2015, the Commission will make available funding to mitigate operational related impacts that are being experienced or were experienced from that facility by the February 1, 2018 date. The Commission will make available up to \$500,000 in total for applications for the mitigation of operational impacts relating to the Plainridge facility.

The Commission’s regulation 205 CMR 125.01 2(b)4 defines operational impacts as:

“The community will be significantly and adversely affected by the operation of the gaming establishment after its opening taking into account such factors as potential public safety impacts on the community; increased demand on community and regional water and sewer systems; impacts on the community from storm water run-off, associated pollutants, and changes in drainage patterns; stresses on the community's housing stock including any projected negative impacts on the appraised value of housing stock due to a gaming establishment; any negative impact on local, retail, entertainment, and service establishments in the community; increased social service needs including, but not limited to, those related to problem gambling; and demonstrated impact on public education in the community.”

Although these definitions include the types of operational impacts that may be funded, it is not limited to those. The determination will be made by the Commission after its review.

### **Hampden County Sheriff’s Department – Specific Impact Grant**

In 2016 the Commission awarded the Hampden County Sheriff’s Department (“HCSD”) funds to offset increased rent for the Western Massachusetts Correctional Alcohol Center (“WMCAC”). In providing assistance, the Commission stated that the amount of assistance shall not exceed \$2,000,000 in total for five years or \$400,000 per fiscal year. A provision in the grant required HCSD to reapply each year. As the HCSD missed the deadline due to administrative changes for 2017, HCSD may apply for fiscal year 2018 and 2019 lease assistance during this 2018 Community Mitigation Fund application period. Each grant application may not exceed \$400,000 per year.

### 2018 Non-Transportation Planning Grant

The Commission will make available funding for certain planning activities for all communities that previously qualified to receive funding from the One-Time 2015/2016 Reserve Fund, and have already allocated and received Commission approval of the use of its Reserve. No application for this 2018 Non-Transportation Planning Grant shall exceed Fifty Thousand Dollars (\$50,000). Applications involving transportation planning or design are not eligible for the 2018 Non-Transportation Planning Grant. Communities requesting transportation planning grants should instead apply for Transportation Planning Grant Funds.

Eligible planning projects must have a defined area or issue that will be investigated as well as a clear plan for implementation of the results. The planning project must be clearly related to addressing issues or impacts directly related to the gaming facility. Applicants will be required to submit a detailed scope, budget, and timetable for the planning effort prior to funding being awarded. Each community applying for a 2018 Non-Transportation Planning Grant will also need to provide detail on what it will contribute to the project such as in-kind services or planning funds.

Communities that utilize this 2018 Non-Transportation Planning Grant are not prohibited from applying for funding for any specific mitigation request.

### Transportation Planning Grants

The Commission will make available funding for certain transportation planning activities for all communities eligible to receive funding from the Community Mitigation Fund in Regions A & B and for the Category 2 facility, including each Category 1 and Category 2 host community and each designated surrounding community, each community which entered into a nearby community agreement with a licensee, and any community that petitioned to be a surrounding community to a gaming licensee, each community that is geographically adjacent to a host community.

The total funding available for planning grants will likely not exceed \$1,000,000. No application for a transportation planning grant shall exceed \$200,000.

Eligible transportation planning projects must have a defined area or issue that will be investigated as well as a clear plan for implementation of the results. Transportation Planning Grant funds may be sought to expand a planning project begun with reserve funds or to fund an additional project once the reserves have been exhausted. The application demonstrates the potential for such transportation project that is the subject of a CMF application to compete for state or federal transportation funds.

Eligible transportation planning projects must have a defined area or issue that will be investigated as well as a clear plan for implementation of the results.

Eligible expenses to be covered by the Transportation Planning Grant include, but not necessarily limited to:

- Planning consultants/staff
- Data gathering/surveys
- Data analysis
- Design
- Engineering review/surveys
- Public meetings/hearings
- Final report preparation

The transportation planning projects must be clearly related to addressing transportation issues or impacts directly related to the gaming facility. Applicants will be required to submit a detailed scope, budget, and timetable for the transportation planning effort prior to funding being awarded. The application shall provide detail on what the community will contribute to the planning projects such as in-kind services.

Communities that requested and received the One-Time 2015/2016 Reserve Grant must first expend those funds before accessing any Transportation Planning Grant funds. Transportation Planning Grant funds may be sought to expand a planning project begun with reserve funds or to fund an additional project once the reserves have been exhausted.

In addition to the specific impact grant factors further defined in section [“How Will the Commission Decide on Applications?”](#), the Commission will also consider whether the applicant demonstrates the potential for such transportation project that is the subject of a CMF application to compete for state or federal transportation funds.

Applicants may, but are not required, to include a description how the project meets the evaluation standards for the Fiscal Year 2018 TIP criteria for the Boston MPO Region or the Pioneer Valley Planning Commission’s transportation evaluation criteria, or other regional transportation project evaluation standard, whichever may be most applicable.

### Limitations/Specific Requirements on Planning Applications

The Commission will fund no application for more than two years for any municipal employee. The CMF will not pay the full cost of any municipal employee. The municipality would need to provide the remaining amount of any employee cost and certify that all such expenses are casino related. For non-personnel costs, each community applying for planning funds will also need to provide detail on what it will contribute to the planning project such as in-kind services or planning funds.

Pursuant to the Guidelines, the Commission will evaluate requests for planning funds (including both the use of Reserve Planning Grant, Non-Transportation Planning Grant, and Transportation Planning Grant Funds) after taking into consideration input the applicant has received from the local Regional Planning Agency ("RPA") or any such interested parties. Although there is no prerequisite for using RPA's for planning projects, consultation with RPA's is required to enable the Commission to better understand how planning funds are being used efficiently across the region of the facility. Please provide details about the applicant's consultation with the RPA or any such interested parties. Applicants should provide detail regarding consultations with nearby communities to determine the potential for cooperative regional efforts regarding planning activities.

### **Tribal Gaming Technical Assistance Grant**

The Commission may make available no more than \$200,000 in technical assistance funding to assist in the determination of potential impacts that may be experienced by communities in geographic proximity to the potential Tribal Gaming facility in Taunton. Said technical assistance funding may be made through Southeastern Regional Planning and Economic Development District ("SRPEDD"), the regional planning agency that services such communities or a comparable regional entity. Such funding will only be made available, after approval of any application by SRPEDD or a comparable regional entity, if it is determined by the Commission that construction of such gaming facility will likely commence prior to or during Fiscal Year 2019. Any such application by SRPEDD or a comparable regional entity must demonstrate that any studies of impacts will address the technical assistance needs of the region which may include but not be limited to the communities that are geographically adjacent to Taunton. Such funding shall not be used to study impacts on or provide technical assistance to Taunton, as funding has been provided in the Intergovernmental Agreement By and Between the Mashpee Wampanoag Tribe and the City of Taunton. Any such program of technical assistance may be provided by SRPEDD itself or through a contract with SRPEDD.

### **Workforce Development Pilot Program Grant**

For fiscal year 2019, the Commission will make available funding for certain career pathways workforce development pilot programs in Regions A and B for service to residents of communities of such Regions, including each Category 1 host community and each designated surrounding community, each community which entered into a nearby community agreement with a licensee, any community that petitioned to be a surrounding community to a gaming licensee, and each community that is geographically adjacent to a host community.

The total funding available for grants will likely not exceed \$600,000. No application for a grant in each Region shall exceed \$300,000 unless otherwise determined by the Commission. One grant will be considered for each Region. Each governmental entity applying for workforce development funds will also need to provide detail on what it will contribute to the workforce development project such as in-kind services or workforce development funds.

Eligible career pathways workforce development proposals must include a regional consortium approach to improve the skills, knowledge, and credential attainment of each Region A and Region B residents interested in a casino career, focusing on increasing industry-recognized and academic credentials needed to work in the most in-demand occupations related to the expanded gaming industry or a focus on occupations that could be in high demand from the casino, potentially negatively impacting the regional business community. This could include a focus on hospitality, culinary, cash handling, or customer service, etc.

Goals include:

- To help low-skilled adults earn occupational credentials, obtain well-paying jobs, and sustain rewarding careers in sectors related to hospitality and casino careers.
- To get students with low basic skills into for-credit career and technical education courses to improve their educational and employment outcomes.
- To deliver education and career training programs that can be completed in two years or less and prepare program participants for employment in high-wage, high-skill occupations related to the casino.
- To align and accelerate ABE, GED, and developmental programs and provide nontraditional students the supports they need to complete postsecondary credentials of value in the regional labor market.
- To mitigate a strain in existing resources and a potential impact to the regional labor market

Eligible activities include: a program in Region A or Region B that structures intentional connections among adult basic education, occupational training, and post-secondary education programs designed to meet the needs of both adult learners and employers, post-secondary vocational programs, registered apprenticeships, courses leading to college credits or industry-recognized certificates, Adult Basic Education (“ABE”) and vocationally based English for Speakers of Other Languages (“ESOL”) training programs,

Contextualized Learning, Integrated Education & Training, and Industry-recognized Credentials.

- **A consortium application is required.** However, governmental entities eligible to receive funds would include but not be limited to: host communities, communities which were each either a designated surrounding community, a community which entered into a nearby community agreement with a licensee, a community that is geographically adjacent to the host community of a gaming licensee, a community that petitioned to be a surrounding community to a gaming licensee state agencies, state agencies, and Regional Employment Boards. The Commission shall evaluate the use of host community agreement funds in evaluating funding requests for workforce development pilot program grant funds. Applicants should consider leveraging other funding resources.

### What Should Be Included in the Applications?

- ★ Applicants are required to complete the 2018 Specific Impact Grant Application, the 2018 Transportation Planning Grant Application, the 2018 Workforce Development Pilot Program Grant Application or the 2018 Non-Transportation Planning Grant Application and may also submit additional supporting materials of a reasonable length.
- ★ Applicants will need to describe how the specific mitigation, planning, or workforce development pilot program request will address any claimed impacts and provide justification of any funds requested. Unlike existing surrounding community agreements which were based on anticipated impacts, any Specific Impact Grant will be based on impacts that have occurred or are occurring, as noted previously.
- ★ Applicants will need to describe if and how such impacts were addressed or not addressed in any host or surrounding community agreements. Applicants may include a letter of support from the applicable gaming licensee. However, this is not necessary, as the Commission will request the licensee's opinion regarding each application.

### How Will the Commission Decide on Applications?

Similar to the Commission's surrounding community review process, the Commission will ask each licensee to review and comment on any requests for funding.

The Commission will evaluate the submittal by the community, any input received from the community and interested parties (such as Regional Planning Agencies), the

responses of the licensee, Commission consultant reviews, and any other sources determined by the Commission.

The Commission will evaluate any funding requests in the context of any host or surrounding community agreements. Factors used by the Commission to evaluate grant applications may include but not be limited to:

- A demonstration that the impact is being caused by the proposed gaming facility;
- The significance of the impact to be remedied;
- The potential for the proposed mitigation measure to address the impact;
- The feasibility and reasonableness of the proposed mitigation measure;
- A demonstration that any program to assist non-governmental entities is for a demonstrated public purpose and not for the benefit or maintenance of a private party;
- The significance of any matching funds for workforce development pilot program activities or planning efforts, including but not limited to the ability to compete for state or federal workforce, transportation or other funds;
- Any demonstration of regional benefits from a mitigation award;
- A demonstration that other funds from host or surrounding community agreements are not available to fund the proposed mitigation measure;
- A demonstration that such mitigation measure is not already required to be completed by the licensee pursuant to any regulatory requirements or pursuant to any agreements between such licensee and applicant; and
- The inclusion of a detailed scope, budget, and timetable for each mitigation request.

The Commission may ask applicants for supplementary materials, may request a meeting with applicants, and reserves the ability to host a hearing or hearings on any application.

The Commission's deliberations on Community Mitigation Fund policies will also be aided through input from the Gaming Policy Advisory Committee, the Community Mitigation Subcommittee, and any Local Community Mitigation Advisory Committees, as established pursuant to M.G.L. c. 23K.

The Commission reserves the ability to determine a funding limit beyond what is detailed in these Guidelines, as additional contributions to the Community Mitigation

Fund will not be made until Category 1 gaming facilities are operational. The Commission also reserves the ability to determine a funding limit above what is detailed in these Guidelines.

- The Commission reserves the ability to fund only portions of requested projects and to fund only a percentage of amounts requested. The Commission also reserves the ability to place conditions on any award.
- There is limited funding available. The Commission therefore reserves the right to determine which requests to fund based on its assessment of a broad range of factors including the extent of public benefit each grant is likely to produce.

### When Will the Commission Make Decisions?

The Commission anticipates making funding decisions on any requests for grant assistance before July 2018, after a comprehensive review and any additional information requests.

### Is There a Deadline for the Use of the One-Time 2015/2016 Reserve?

There is no deadline. Funds may be used on a rolling basis when specific impacts are determined or the specific planning activity is determined. Once known, communities should contact the Ombudsman's Office, which will assist the community in providing the needed information. Communities with specific impacts will, at the time the impacts are known, complete the Specific Impact Grant Application or the Planning Project Grant Application in its entirety. Communities with requests for planning funds will provide similar information to the Commission: a description of the planning activity, how the planning activity relates to the development or operation of the gaming facility, how the planning funds are proposed to be used, consultation with the Regional Planning Agency, other funds being used, and how planning will help the community determine how to achieve further benefits from a facility or to avoid or minimize any adverse impacts. The Commission will fund no application for more than two years for any municipal employee. The CMF will not pay the full cost of any municipal employee. The municipality would need to provide the remaining amount of any employee cost and certify that all such expenses are casino related. Each Community applying for planning funds will also need to provide detail on what it will contribute to the planning project such as in-kind services or planning funds. Please note that such details do not need to be determined by the February 1, 2018 application date. Commission approvals of the use of the One-Time 2015/2016 Reserve will also be on a rolling basis corresponding to the rolling determinations of use by communities.



### Waivers and Variances

(a) General. The Commission may in its discretion waive or grant a variance from any provision or requirement contained in these Guidelines, not specifically required by law, where the Commission finds that:

1. Granting the waiver or variance is consistent with the purposes of M.G.L. c. 23K;
2. Granting the waiver or variance will not interfere with the ability of the Commission to fulfill its duties;
3. Granting the waiver or variance will not adversely affect the public interest; and
4. Not granting the waiver or variance would cause a substantial hardship to the community, governmental entity, or person requesting the waiver or variance.

(b) Filings. All requests for waivers or variances shall be in writing, shall set forth the specific provision of the Guidelines to which a waiver or variance is sought, and shall state the basis for the proposed waiver or variance.

(c) Determination. The Commission may grant a waiver or variance, deny a waiver or variance, or grant a waiver or variance subject to such terms, conditions and limitations as the commission may determine.

### Who Should Be Contacted for Any Questions?

As the 2018 Community Mitigation Fund program is just in the fourth year of the program for the Commission, communities and other parties may have a number of questions. They are encouraged to contact the Commission's Ombudsman with any questions or concerns. The Commission's Ombudsman will regularly brief the Commission regarding the development of Community Mitigation Fund policies.

The Commission's Ombudsman, John Ziemba, can be reached at (617) 979-8423 or via e-mail at [john.s.ziemba@state.ma.us](mailto:john.s.ziemba@state.ma.us). The Commission's address is 101 Federal Street, 12<sup>th</sup> Floor, Boston, MA 02110.

### Where Should the Applications Be Sent?

Applications **must be sent to** [www.commbuys.com](http://www.commbuys.com). An application received by COMMBUYS by February 1, 2018 will meet the application deadline. Applicants that are not part of the COMMBUYS system should contact Mary Thurlow of the Commission's Ombudsman's Office well in advance of the February 1, 2018 deadline to make

arrangements for submission of the application by the deadline. Mary Thurlow can be contacted at (617) 979-8420 or at [mary.thurlow@state.ma.us](mailto:mary.thurlow@state.ma.us).

If you have any questions or concerns contact the COMMBUYS Help Desk at [COMMBUYS@state.ma.us](mailto:COMMBUYS@state.ma.us) or during normal business hours (8am - 5pm ET Monday - Friday) at 1-888-627-8283 or 617-720-3197.



***Policy Recommendations for Inclusion in the  
2018 Community Mitigation Fund (“CMF”) Guideline Discussion Draft***

1. Should the Commission place an overall limit on grants for the 2018 CMF?

**Background:** Given that MGM Springfield is expected to open late in 2018 and that Wynn Boston Harbor is expected to open in mid-2019, the CMF will not see new revenues for a significant period of time. Approximately \$10 million in funding remains unallocated, assuming continuation of previously authorized reserves and further funding of prior awards.

**2017 Results:** The Commission anticipated authorizing no more than \$3.4M out of the 2017 CMF. The Commission awarded a total of \$2,207,106.03 of new grant funding. It also authorized \$298,397.92 in grants from the previous awarded reserves for a total of \$2,505,503.95.

**Recommendation:** The Commission should place an overall limit. Further dialogue is necessary to determine the amount.

2. Should the Commission place a per grant limit for 2018 CMF awards?

**Background:** As noted, given that MGM Springfield is expected to open late in 2018 and that Wynn Boston Harbor is expected to open in mid-2019, the CMF will not see new revenues for a significant period of time.

**2017 Results:** The Guidelines set specific limits for grant requests \$400,000 for Specific Impact Grants; \$150,000 for Transportation Planning Grants; \$200,000 for each Region A and B for Workforce Development; and \$200,000 for Tribal Technical Assistance. However, the Commission reserved their ability to authorize funding beyond the amounts.

**Recommendation:** It is recommended that the Commission set \$500,000 as the waivable limit for individual Specific Impact Grants. It is also recommended the Commission specify that only one application per community may be submitted (subject to waiver). The Workforce Pilot Program Grant is recommended to be set at \$300,000 for Region A and Region B, for a total of \$600,000. As no Region C license or Tribal facility has yet been fully authorized, it is recommended that the Commission maintain the \$200,000 for the Tribal Impact Grants. In regard



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to planning, it is recommended that the Commission increase the Transportation Planning Grant funding to \$200,000 and authorize a new non-transportation planning grant of \$50,000 discussed later.

| Type                                     | Proposed 2018 Amount | 2017 Grant Amounts   |
|--|----------------------|----------------------|
| Specific Impact Grants                   | \$500,000            | \$400,000            |
| Workforce Pilot Program                  | \$300,000 per region | \$200,000 per region |
| Transportation Planning                  | \$200,000            | \$150,000            |
| Tribal Impact Grant                      | \$200,000            | \$200,000            |
| <b>Non-Transportation Planning Grant</b> | \$50,000             | N/A                  |

3. If an overall limit is included, how should the Commission and staff evaluate competitive grants?

Background: It is difficult to make determinations between applications that may not be easily compared, given the wide range of potential mitigation requests.

**2017 Results:** The review team based their recommendations on specific criteria required of all applications and additional criteria depending upon the type of grant required.

Recommendation: Keep the same evaluation factors as last year with a slight modification. The Commission should include a new application question regarding how the proposed mitigation is connected to the casino. In the new application, communities would need to provide further specificity / evidence that the proposed mitigation addresses issues or impacts directly related to the gaming facility.

4. Should the Commission revisit its determination to authorize planning grants, which require an in-kind match?

Background: In recognition that transportation projects may take many years to plan, the Commission authorized first transportation planning grants in its 2016 CMF Guidelines and funded several projects. In addition, pursuant to its 2015 and 2016 CMF Guidelines, communities may utilize up to \$50,000 of their CMF reserves for planning purposes.

**2017 Results:** The Guidelines required in-kind services of planning funds.

Recommendation: It is recommended that the Commission establish a new \$50,000 Non-Transportation Planning Grant for non-transportation impacts

available to communities that qualified for the One-Time Reserve Grants. This grant solely would be for those communities that have allocated their One-Time Reserve and received Commission approval for the use of the Reserves. Any community applying for planning funds would also need to provide detail on what it will contribute to the planning project such as in-kind services or planning funds.

5. How and when should the CMF guidelines reflect the work of the Lower Mystic Regional Working Group?

Background: As a result of the Wynn MEPA review, the Massachusetts Department of Transportation established a working group to study the regional transportation needs of the Sullivan Square area and I-93 area near Sullivan Square. The recommendations of this group are purely advisory to all parties and are not expected until the late 2018, or early 2019 near the February 1 CMF application deadline.

**2017 Results: The Lower Mystic Regional Workforce Group results were not reflected; because the report was not anticipated to be made by the February 1, 2017 deadline.**

**Recommendation: The Lower Mystic Regional Workforce Group report is not expected to be completed until too close to deadline of the CMF to be utilized in applications under the 2018 Community Mitigation Fund.**

6. Should the Commission revisit its guideline regarding grants involving private parties?

Background: The 2016 Community Mitigation Fund (“CMF”) Guidelines specified that “[p]rivate non-governmental parties may not directly apply for Community Mitigation Funds. However, governmental entities may apply to the Commission for funds to mitigate impacts to private parties provided that such funding is for a ‘public purpose’ and not for the direct benefit or maintenance of the private party.” The 2016 CMF Guidelines also specified that the Commission did not anticipate awarding any grants involving private non-governmental parties unless the applicant governmental entity, licensee, or both provided significant funds. Questions about this guideline involve the difficulty of ensuring that funding requests are for a public purpose and that any awards would be consistent with the Commonwealth’s Constitution. Further, the funding matching requirement also is potentially difficult.

**2017 Results: The 2017 Guidelines stated that “[t]he Commission will not fund any applications for assistance to non-governmental entities unless the applicant governmental entity or the licensee or both provide significant funding to match or partially match the assistance required from the 2017 Community Mitigation Fund. Any such application for assistance to non-governmental entities by a host community must demonstrate that the host community, the licensee, or both will match the assistance required from the 2017 Community Mitigation Fund.” There was one application**

submitted on behalf of a private entity. However, no action was taken on that application as of this date.

**Recommendation:** Any application for assistance to non-governmental entities must demonstrate that the host community, the licensee, or a combination of the host community and licensee will match dollar for dollar the assistance required from the 2018 Community Mitigation Fund, subject to waiver by the Commission. Such applications for non-host communities would not require a significant match.

7. How should the 2018 CMF Guidelines treat multi-year grant requests?

**Background:** Some 2016 and 2017 awards anticipate future grant requests. Some grants may not be able to be completed in a given fiscal year.

**2017 Results:** Not specifically addressed. Currently communities are required to apply each year. Each Grant has a 4-year contract limit, some grants were limited to one year, subject to a request for an extension that would be subject to Commission approval.

**Recommendation:** We do not recommend any change here.

8. How should the status of Region C and current litigation involving the potential tribal casino impact the 2018 CMF Guidelines?

**Background:** It may be unlikely that communities in Region C will experience significant construction or operational impacts by February 1, 2018, the statutory CMF deadline. Communities have expressed the need for technical assistance funding to help evaluate potential impacts.

**2017 Results:** \$200,000 of funding was set aside for use in Fiscal Year 2018 if there is a more clear determination on Region C status.

**Recommendation:** As the development of this Tribal casino is uncertain, maintenance of this \$200,000 set aside mitigation fund is recommended. SRPEDD would be required to submit another application this upcoming year.

9. Should the Commission require a dollar for dollar match for its CMF grants?

**Background:** In recognition of local funding constraints and relative differences between host and surrounding community agreements, the 2016 CMF Guidelines only required an in-kind match for all communities.

**2017 Results:** In-kind services or funds were required for Transportation Grants; Workforce Development Projects need to provide detail on in-kind services or workforce funds; and applications involving non-governmental entities require the applicant

governmental entity or the licensee or both to provide significant funding to match or partially match.

**Recommendation:** It is recommended that the Guidelines require the applicant governmental entity or the licensee or both to provide a significant match for 2018 applications involving non-governmental entities, subject to waiver by the Commission. Such applications for host communities would require a dollar for dollar match.

10. Should communities be reimbursed for the cost of administering CMF grants?

**Background:** Payment of such costs was not allowed under the 2016 CMF Guidelines, which instead required an in-kind match by communities.

**2017 Results:** In the 2017 Guidelines, Communities were not able to seek reimbursement.

**Recommendation:** No change is recommended.

11. Should the 2018 CMF be used to support and help leverage resources to help residents of the Springfield or Everett areas obtain their high school or work readiness credentials to be eligible for employment? If so, at what level?

**Background:** The Expanded Gaming Act places a priority on the hiring of the unemployed, underemployed, minority individuals, women and veterans at the gaming facilities. It is estimated that 21,000 individuals are on wait lists in MA seeking admission into Adult Basic Education Classes and English Learning language programs, with significant needs for resources in MA Gateway Cities like Springfield and Everett. Both the union construction and the casino operational jobs require a high school diploma or equivalency. The 2016 CMF Guidelines did not include a specific allocation for funding work readiness programs related to the gaming facilities. Workforce training, economic development, and other job promotion activities are eligible activities under the state appropriated Gaming Economic Development Fund, which is funded through gaming taxes from Category 1 facilities when they are operational.

**2017 Results:** The Guidelines allowed these applications. Two educational programs in Region B (totaling \$371,833.03) and one in Region A (totaling \$200,000) are being initiated. The Commission approved more funding than specified in the guidelines, given the pressing need for such funding.

**Recommendation:** Recognizing the need for workforce development in both Region A and Region B, an increase in funding to \$300,000 per region for a total of \$600,000 is recommended. In weighing requests for workforce readiness funds, the Commission will carefully review both the availability of funding

through the host community agreement and what the host community has agreed to provide.

12. Should the Commission place a limit on grants in each gaming region based on the projected tax revenues generated for the CMF by the gaming facility in that region? If so, should such limit be instituted during the construction period or when the Category 1 facilities are operational?

Background: The 2016 CMF Guidelines placed no regional limitation on grants for Category 1 facilities but did state that “no more than \$500,000 may be expended for operational impacts related to the Category 2 gaming facility, unless otherwise determined by the Commission.” The CMF is currently funded through a percentage of the license fees paid by both Category 1 facilities (\$7.5 million each from MGM Springfield and Wynn Boston Harbor) and the Category 2 facility (\$2.5 million from Plainridge Park). Once operational, 6.5% of the revenues from the tax on the gross gaming revenues from each Category 1 facility will be placed into the CMF. Plainridge Park, now operational, is not required to pay into the CMF, instead paying into the Gaming Local Aid Fund and the Race Horse Development Fund. Any operational Tribal Facility in Taunton would also be required to pay 6.5% of the revenues from the tax on its gross gaming revenues into the CMF; it is not required to pay a license fee).

**2017 Results: Not addressed in the Guidelines.**

Recommendation: The Commission has been operating the Community Mitigation Fund out of the initial licensee fees for 3 years. Instead of initiating a new allocation mid-stream, we recommend the Commission express its intent to develop a regional allocation system once the Category 1 facilities are generating new funding for the CMF upon the commencement of operations. Such a system would need to accommodate mitigation needs throughout the Commonwealth and a method to utilize unused allocations. It is recommended that the Commission express its intention to establish such a system that would allocate funding based on the needs in the regions while instituting a regional limit based on the amount of contributions to the CMF by the licensee in each region. Such system should account for the mitigation needs of other regions or areas where there is no Category 1 gaming facility.

13. Should the Commission allow the Hampden County Sheriff’s Department to reapply for its FY17 lease assistance?

Background: The Commission awarded \$280,000 to HCSD in lease assistance from the Community Mitigation Fund in 2016 “for Fiscal Year 2017” which was further extended by the Commission into July 2017. Pursuant to the grant letter, “the Commission authorized up to \$280,000 in funding for the cost of the first year of lease assistance for



the Western Massachusetts Correctional Addiction Center ("WMCAC").... In order to access lease assistance funding in future years, HCSD would need to reapply for such future year's funding.... the Sheriff's Office will be eligible for no more than five years of lease assistance totaling no more than \$2,000,00."

**2017 Results:** Due to transitions at the Sheriff's Department, the Department missed the deadline for re-applying for its grant but expressed the continued need for assistance.

**Recommendation:** It is recommended that the Commission state its authority to award funding for both Fiscal Year 2018 and 2019 lease assistance for the Sheriff's Office in the Guidelines. No grant shall exceed \$400,000 per year.

## 2018 POLICIES TO BE ADDRESSED

1. Should the Commission expressly authorize joint applications by communities?

**Background:** In 2017 the Commission received and funded a joint grant application by Revere and Saugus. At that time, the 2017 Guidelines did not specify if and how joint applications could be funded. They were required to specify how they would each allocate their reserves to meet grant requirements.

**Recommendation:** The Commission should authorize joint applications. Any joint applications would need to specify how reserves are allocated, which community is the fiscal agent and specify that both communities shall be responsible under the Grant contract.

2. Should the Commission allow funding to pay for a portion of the construction costs of transportation projects?

**Background:** To date, the Commission has only authorized funding for the planning or design of transportation projects.

**Recommendation:** The Category 1 facilities are not yet operational. In determining how to pay for transportation construction projects, the Commission would need to determine how any contribution it makes can leverage likely much larger contributions from other sources. Transportation construction projects usually require very significant funding which may not be available until the Category 1 facilities are operational and generating taxes. Given the outstanding issues and the current state of the projects, the Commission should not yet authorize funding for construction activities in the 2018 Guidelines.

3. How should the Commission approach issues that may arise in 2018 resulting from the operations of the first Category 1 casino (public safety, hiring, education, business issues)?

**Background:** The Commission has not witnessed large scale potential impacts resulting from the Plainridge facility. However, planning is necessary soon to be able to evaluate mitigation applications involving any operational impacts at the full casino facilities.

**Recommendation:** The Commission should engage even further in conversations with the advisory committees about these topics throughout calendar year 2018 and work closely with the Commission's research team.

4. Should communities be limited to only one (1) Specific Impact Grant?

**Background:** The 2017 guidelines specified that Specific Impact Grants were limited to \$400K but did not specify that only one application was allowed.

**Recommendation:** Yes. Because only one application would be allowed, the amount of the grant could be increased to \$500,000. As a reminder, the \$500,000 limit may be waived by the Commission. In addition, we recommend that the Commission continue to specify its authority to make grants in excess of this limit and other limits.

5. Are the grant limitations (\$400K for a specific impact grant, \$150K for a transportation grant) sufficient for the 2018 program?

**Background:** While there is a limit on the amount of funds until the full casinos are operational, communities have expressed an interest in more funding for some grants.

**Recommendation:** As explained earlier, we recommend that the Guidelines include an increase in the limit for Specific Impact Grants to \$500,000 (limited to one per community); \$200,000 for Transportation Planning Grants; \$300,000 for each Region A and Region B Workforce Development Grant; \$200,000 for Tribal casino technical assistance; and \$50,000 for Non-Transportation Planning Grants.

6. How can the applications be amended to require applicants to more clearly demonstrate the nexus between the request and casino related impacts?

**Background:** This is a very common issue in the review of the applications.

**Recommendation:** Although we should continue to make the Community Mitigation Fund application as easy to complete as possible, there is a need to ask applicants to answer this question with specificity.

7. What language needs to be included to ensure that all entities and departments (e.g. redevelopment authorities/agencies) apply through a community itself?

**Background:** In the last two cycles, entities within communities have applied, rather than the community itself. The communities were required to assume responsibility for those applications.

**Recommendation:** We recommend that the Commission include language requiring entities within the community to apply through the communities themselves. Governmental agencies such as redevelopment authorities, and non-regional public schools would need to apply through the communities.

8. Should the Commission extend the previously authorized reserves for the 2018 Community Mitigation Fund program and allow communities to continue to access whatever portion of the original \$100,000 that remains unexpended.

**Background:** Some communities have expended some or all of their reserves. In Region A, 7 communities have allocated their entire reserve and one has allocated a portion; in Region B, currently 1 has allocated its entire reserve and 2 have used a portion; and for Category 2 communities, 2 have allocated their reserve and 2 have used a portion of their reserve.

**Recommendation:** Yes, the Commission should extend the Reserves.

9. Are the same general analysis factors used in 2017 going to be used for 2018 evaluation?

“The Commission may specify factors that it and staff will utilize in evaluating competitive grants. The following are factors that may be used when the Commission and staff evaluate competitive grants: (i) a demonstration that the impact is being caused by the proposed gaming facility; (ii) the significance of the impact to be remedied; (iii) the potential for the proposed mitigation measure to address the impact; (iv) the feasibility and reasonableness of the proposed mitigation measure; (v) that any programs to assist non-governmental entities is for a demonstrated public purpose and not for the benefit or maintenance of a private party; (vi) the significance of any matching funds; (vii) regional benefits from a mitigation award; (viii) funds from host or surrounding community agreements are not available to fund the proposed mitigation measure; and (ix) that such mitigation measure is not already required to be completed by the licensee pursuant to any regulating requirements or pursuant to any agreements between such licensee and applicant.”

**Background:** The factors used in 2017 may need further refinement.

**Recommendation:** We recommend keeping the same factors used in 2017 with the addition of the following language. The red indicates changes from last year’s factors:

- The significance of any matching funds for workforce development pilot program activities or **planning efforts, including but not limited to the ability to compete for state or federal workforce, transportation or other funds;**
- **The inclusion of a detailed scope, budget, and timetable for each mitigation request.**

10. Should the Commission authorize more funding for non-transportation related planning for those communities that have expended their reserves?

**Background:** In 2017, communities could apply for transportation planning. However, no general planning application (except for uses of reserve funds for planning) was authorized under the Guidelines. In at least one instance, a planning application was not funded because it was not deemed transportation planning. Some communities have fully utilized their reserves and thus cannot use reserve for additional planning.

**Recommendation:** We recommend making available a reasonable but significant amount of funding, \$50,000, for non-transportation planning for those communities that have allocated and received approval from the Commission to use their reserves.



*Legal Division*

## **SMALL BUSINESS IMPACT STATEMENT**

The Massachusetts Gaming Commission (“Commission”) hereby files this small business impact statement in accordance with G.L. c.30A, §2 relative to the proposed new regulations in 205 CMR 146.00: Gaming Equipment.

These regulations were developed as part of the process of promulgating regulations governing the operation of gaming establishments in the Commonwealth. These new regulations outline the standards applicable to the various types of equipment used in the table games offered for play in a gaming establishment.

These regulations are largely governed by G.L. c.23K, §§2, 4(37), and 5.

These regulations apply directly to gaming licensees as well as equipment manufacturers and vendors. To the extent that a manufacturer or vendor is a small business, these regulations may impact small businesses. In accordance with G.L. c.30A, §2, the Commission offers the following responses:

1. Estimate of the number of small businesses subject to the proposed regulation:

To the extent that an equipment manufacturer or vendor is a small business, they may be impacted by these regulations. It is difficult to estimate with accuracy the potential number of manufacturers or vendors that may be a small business developing gaming equipment.

2. State the projected reporting, recordkeeping and other administrative costs required for compliance with the proposed regulation:

There are no further projected reporting, recordkeeping or administrative costs created by these regulations that would affect small businesses.

3. State the appropriateness of performance standards versus design standards:

Although equipment standards must be prescriptive in nature to provide uniform process to all, these regulations do not implicate further design or performance standards.



Massachusetts Gaming Commission

4. Identify regulations of the promulgating agency, or of another agency or department of the commonwealth, which may duplicate or conflict with the proposed regulation:

There are no conflicting regulations in 205 CMR, and the Commission is unaware of any conflicting or duplicating regulations of any other agency or department of the Commonwealth.

5. State whether the proposed regulation is likely to deter or encourage the formation of new businesses in the commonwealth:

G.L. c.23K was enacted to create a new industry in the Commonwealth and to promote and grow local small businesses and the tourism industry, including the development of new small businesses. The proposed regulations are designed to effectuate those intentions and growth.

Massachusetts Gaming Commission  
By:

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Caroline Torrisi  
Staff Attorney  
Legal Division

Dated: \_\_\_\_\_



Massachusetts Gaming Commission

205 CMR: MASSACHUSETTS GAMING COMMISSION  
205 CMR 143.02: GAMING DEVICES AND ELECTRONIC GAMING EQUIPMENT

143.02: Progressive Gaming Devices

- (1) A gaming licensee and gaming device vendor shall comply with and the commission adopts and incorporates by reference Gaming Laboratories International, LLC Standard GLI-12: Progressive Gaming Devices in Casinos, version 2.1, released September 6, 2011, subject to the following amendments:
- (a) Delete section 1.1.
  - (b) Delete section 1.2.
  - (c) Delete section 1.3.2.
  - (d) Delete section 1.4.
  - (e) Add the following after 2.4.2(a): “(b) No progressive meter(s) shall be turned back to a lesser amount unless:
    - (1) The amount indicated has been paid to a winning patron;
    - (2) The progressive jackpot amount won by the patron has been recorded in accordance with a gaming licensee’s system of internal controls;
    - (3) The change is necessitated by a slot machine or meter(s) malfunction, in which case for wide area progressive jackpots an explanation shall be entered on the Progressive Summary report described in GLI-12, section 3.2.9(a) and the Commission shall be informed; and
    - (4) The patron has opted to risk the progressive award as permitted by the rules of the slot machine game; or
    - (5) The jackpot has been removed or transferred in a manner consistent with Commission rules and 205 CMR 143.02(f)”
  - (f) Delete the last sentence of section 2.5.9 and replace with: “Such access shall be detailed in the gaming licensee’s approved system of internal controls in accordance with 205 CMR 138.53 and shall, at a minimum, incorporate the following requirement. The external progressive controller and/or bank controller shall be in a location approved by the Commission in a compartment or cabinet which has two separate locking mechanisms. One locking mechanism shall be maintained and controlled by the security department and the second locking mechanism shall be maintained and controlled by the slot department. Whenever the progressive controller and/or bank controller has been accessed written notification shall be provided to the Commission.” Alternative measures that achieve the same level of security concerning access to the progressive and/or bank controllers may be substituted for two separate locking mechanisms upon submission to and approval by the Commission.
  - (g) Delete in section 2.5.14 the words “local Internal Control procedures” and add the following: “following requirements: A gaming licensee may transfer a progressive jackpot amount on a stand-alone slot machine or a local area progressive with a common progressive meter, from the gaming area provided the gaming licensee receives written approval from the IEB prior to the transfer, and the accrued amount minus the seed amount of the progressive jackpot is:
    - (1) Transferred in its entirety; and

- (2) Transferred to one of the following:
  - a. The progressive meter for a slot machine with the same or similar probability of winning the progressive jackpot, the same or lower wager requirement to be eligible to win the progressive jackpot, and the same type of progressive jackpot (cash, annuity, annuity/cash option or a combination/alternate jackpot) as the slot machine from which the jackpot is being transferred; or
  - b. The progressive meters of two or more slot machines, provided that each slot machine to which the jackpot is transferred individually satisfies the requirements of 205 CMR 143.02(e)(2)(a).

Further, notice of intent to transfer the progressive jackpot, which shall be subject to approval by the IEB, shall be conspicuously displayed on the front of each applicable slot machine for at least 10 days in advance of the transfer.

- (h) Add the following after section 3.1.1:

“Gaming licensees may operate multi-site progressive gaming devices, also known as wide area progressives (WAP). WAPs shall consist of networks of linked gaming devices within Massachusetts and/or between Massachusetts and other casinos licensed in other states of the United States.

- (1) Each WAP shall be operated and administered:
  - a. By the participating gaming establishments in accordance with the terms of a written slot system agreement that has been executed by each participant and filed and approved by the Commission; or
- (2) The person designated in a slot system agreement responsible for the operation and administration of a WAP shall be referred to as a slot system operator and shall be licensed under 205 CMR 143 as a gaming vendor primary.
  - a. More than one slot system operator may be involved in the operation and administration of a WAP. A slot system operator may be involved in the operation and administration of more than one WAP.
  - b. An agreement between a slot system manufacturer and a casino licensee pursuant to which the slot system manufacturer agrees to sell, lease, or service, but not operate or administer, WAP components shall not be considered a slot system agreement. A separate agreement may be entered between the slot system manufacturer and each casino licensee participating in the WAP.
- (3) Each slot system agreement shall specifically identify and describe the role, authority, and responsibilities of each participating casino and each slot system operator in the conduct of the WAP. The agreement shall comply with GLI-12 or specifically identify where it deviates from the GLI-12 standards. The agreement shall include the following:



- a. A description of the WAP including the process by which significant decisions that affect the operation of the game are approved and implemented by each casino or slot system operator;
- b. If applicable, the casino or slot system operator responsible for establishing and serving as trustee of a trust for a WAP offering an annuity jackpot;
- c. The casino or slot system operator initially responsible for the funding and payment of all jackpots, fees, and taxes associated with the operation of the WAP; and
- d. The casino or slot system operator responsible for generating, maintaining and filing all records and reports required by G.L. c. 23K and any applicable rules or regulations of the Commission.
- e. The method to ensure the accurate accounting of all contributions;
- f. The method to ensure that each participating state's tax laws are adhered to;
  - i. Said method to include a description for determining the pro rata share of a system payout for purposes of gross revenue deductibility and its method for determining the proportionate share of gaming taxes and fees owed by the operator to the casino. In calculating gross revenue, a casino may deduct its pro rata share of a payout from a game played in a WAP system. The amount of the deduction must be determined based upon the written agreement among the licensed gaming establishments participating in the WAP system and the operator of the system. All cash prizes and the value of noncash prizes awarded during a contest or tournament conducted in conjunction with a WAP system are also deductible on a pro rata basis to the extent of the compensation received for the right to participate in that contest or tournament. The deductions may be taken only by those participating licensed gaming establishments that held an active gaming license at any time during the month in which the payout was awarded.
- g. Procedures to address dispute resolution;
- h. Procedures to accept additional participants once the link is established in casinos of more than one state;
- i. Procedures to ensure the multistate progressive system operator is credentialed in all participating states;
- j. The method for withdrawal from the WAP, including the specific method in which progressive values are transferred when removing or replacing machines. At the minimum, said method should account for the transfer of jackpots, less the reset value, to other progressive slot machine jackpots of similar progressive wager and probability at the same facility within 30 days from the removal date. In the event that a similar progressive jackpot at the same facility is unavailable, other transfers shall be allowed. A

Commission representative shall be notified in writing prior to a removal or transfer.

- k. Multistate progressive system parameter requirements including:
  - i. Maximum odds for obtaining the multistate jackpot;
  - ii. The base amount of the multistate jackpot award;
  - iii. The reset amount of the multistate jackpot award;
  - iv. The rate of increment of the multistate jackpot award;
  - v. The hidden rate, which means the increment rate for one or more reserve pools used to fund the next reset amount when applicable;
  - vi. The minimum wager required to qualify for the progressive jackpot; and
  - vii. Any other parameter as may be required in order to ensure the proper accounting and auditing of the multistate progressive system
- l. Procedures for the independent reconciliation of the multistate jackpot amount when won.
- m. Each gaming licensee or slot system operator seeking approval to participate in a WAP shall confirm to the Commission that they have in place a system of accounting and internal controls that satisfy the requirements of G.L. c. 23K and any applicable rules or regulations concerning the operation of slot machines and WAPs. The internal controls shall include a list of each employee serving in a slot system operator position title.
- n. Each WAP shall be controlled and operated from a computer monitoring room subject to inspection by the Commission. The computer monitoring room for a WAP shall:
  - i. Be under the sole possession and control of, and maintained and operated by, employees of the slot system operator designated in the slot system agreement for that slot system;
  - ii. Have continuous surveillance coverage of the operation of the slot system and its equipment in a manner approved by the Commission. Said surveillance coverage shall include the secure retention of recordings for a period of no less than 30 days or for such longer period if requested by the Commission if particular recordings are determined to hold evidentiary value:
  - iii. Have a Computer Monitoring Room Entry Log, which Log shall be:
    1. Kept in the computer monitoring room;
    2. Maintained in a book with bound numbered pages that cannot be readily removed or in an electronic format as approved by the Commission; and
    3. Signed by each person whose presence is not expressly authorized and identified in the internal controls of the computer monitoring room slot

system operator, with each Log entry containing, at a minimum, the following information:

- a. The date and time entering the computer monitoring room;
  - b. The entering person's name, his or her department or employer and, if applicable, his or her employee license number;
  - c. The reason for entering the computer monitoring room;
  - d. The name of the person authorizing the person's entry into the computer monitoring room; and
  - e. The date and time of exiting the computer monitoring room;
  - f. Be readily accessible to Commission personnel 24 hours a day;
  - g. Be housed in a facility approved by the Commission that is owned or leased by a slot system operator; and
  - h. Be designed in a manner that assures that the multi-casino progressive slot system shall not be disrupted."
- (i) Add the following after "Initial laboratory testing" in section 3.1.2(a) and "set up are tested" in section 3.1.2 (b): "in accordance with 205 CMR 144.04"
- (j) From section 3.4.1 delete "the gaming regulator shall adopt procedures for" and replace it with "each player shall be entitled to"

**ADDENDUM A**

**This Addendum** (hereinafter, “Addendum”) is incorporated by reference into the existing Nondisclosure Agreement (hereinafter, “NDA”) now in effect dated February 4, 2016, made and entered into by and between Plainville Gaming and Redevelopment, LLC (hereinafter, “PGR”) and the Massachusetts Gaming Commission (hereinafter, “Commission”)(collectively, the “parties”). All terms and conditions of the existing NDA shall remain in full force and effect and shall be made applicable to the information and materials identified below.

Whereas, the Commission determined at a public meeting on October 12, 2017 that the requisite legal standard has been satisfied, the requests by PGR to amend the existing NDA in the manner indicated below were approved. By this Addendum, the information and materials identified below shall be effectively attached to the list contained in the existing NDA and made subject to all terms and conditions contained therein:

| #  | INFORMATION/MATERIAL<br>(including any limits on non-disclosure)  | AUTHORITY<br>(205 CMR, license condition, etc.) |
|----|---|---|
| 28 | Video recordings, audio recordings, and photographs obtained from Plainridge Park Casino’s surveillance system by any means.  | 205 CMR 141.02                                  |
| 29 | Those parts of floor plans of Plainridge Park Casino depicting sensitive areas of the casino including the cage, count room, main bank, back of the house, and armored car areas. | 205 CMR 151.02                                  |
| 30 | Standard Operating Procedures (SOPs)  | 205 CMR 142.02                                  |
| 31 | Side by side reports comparing information obtained from the casino player tracking system and the Commission’s central monitoring system.  | 205 CMR 142.02                                  |

**IN WITNESS WHEREOF**, the parties hereto have caused this instrument to be duly executed effective October 26, 2017.

|   |   |
|---|---|
| <p><b><u>PLAINVILLE GAMING AND REDEVELOPMENT, LLC</u></b></p> <p>By:</p><br><p>Print name:</p><br><p>Title:</p> | <p><b><u>MASSACHUSETTS GAMING COMMISSION</u></b></p> <p>By:</p><br><p>Print Name: Edward Bedrosian, Jr.</p><br><p>Title: Executive Director</p> |
|---|---|

205 CMR: MASSACHUSETTS GAMING COMMISSION

205 CMR 152.00: INDIVIDUALS EXCLUDED FROM A GAMING ESTABLISHMENT

Section

- 152.01: Scope and Authority
- 152.02: Maintenance and Distribution of List
- 152.03: Criteria for Exclusion
- 152.04: Investigation and Initial Placement of Names on the List
- 152.05: Notice and Proceedings Before the Commission
- 152.06: Duty of Gaming Licensee
- 152.07: Petition to Remove Name from Exclusion List
- 152.08: Forfeiture of Winnings

152.01: Scope and Authority

The provisions of 205 CMR 152.00 shall provide for the establishment and maintenance of a list, and associated protocols and procedures, for exclusion of individuals from gaming establishments in accordance with M.G.L. c. 23K, §§ 45(a) through (e) and 45(j). Such list shall be maintained separately from that established and maintained in accordance with M.G.L. c. 23K, § 45(f) through (h).

152.02: Maintenance and Distribution of List

- (1) The Commission shall maintain a list of persons to be excluded or ejected from a gaming establishment and whose names and year of birth shall be posted on the commission's website (<http://massgaming.com/>).
- (2) The Bureau shall promptly notify each gaming licensee of the placement of an individual on the list. The notification to each gaming licensee shall include:
  - (a) The full name and all aliases the individual is believed to have used;
  - (b) A description of the individual's physical appearance, including height, weight, type of build, color of hair and eyes, and any other physical characteristics which may assist in the identification of the individual;
  - (c) The individual's date of birth;
  - (d) The effective date of the order mandating the exclusion of the individual;
  - (e) A photograph, if obtainable, and the date thereof; and
  - (f) Such other information deemed necessary by the commission for the enforcement of 205 CMR 152.00.

152.03: Criteria for Exclusion

- (1) In the commission's discretion, an individual may be placed on the exclusion list if the commission determines that the individual meets one or more of the following criteria:
  - (a) the individual has been convicted of a criminal offense under the laws of any state or the United States that is punishable by more than six months in a state prison, a house of correction or any comparable incarceration, a crime of moral turpitude or a violation of the gaming laws of any state;
  - (b) the individual has violated or conspired to violate M.G.L. c. 23K or any laws related to gaming;
  - (c) the individual has a notorious or unsavory reputation which would adversely affect public confidence and trust that the gaming industry is free from criminal or corruptive elements;
  - (d) the individual is an associate of an individual who falls into a category identified in 205 CMR 152.03(1)(a) through (c);
  - (e) there exists the potential of injurious threat to the interests of the commonwealth if the individual is permitted in a gaming establishment.
- (2) In determining whether there exists the potential of injurious threat to the interests of the commonwealth if an individual is permitted in a gaming establishment in accordance with 205 CMR 152.03(1)(e), the commission may consider the following:
  - (a) Whether the individual is a known cheat;

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152.03: continued

- (b) Whether the individual has had a license or registration issued in accordance with 205 CMR 134.00: *Licensing and Registration of Employees, Vendors, Junket Enterprises and Representatives, and Labor Organizations*, or a like license or registration issued by another jurisdiction, suspended or revoked or has been otherwise subjected to adverse action;
  - (c) Whether the individual poses a threat to the safety of the patrons or employees of a gaming establishment;
  - (d) Whether the individual has a documented history of conduct involving the undue disruption of gaming operations in any jurisdiction;
  - (e) Whether the individual is subject to a no trespass order at any casino or gaming establishment in any jurisdiction.
- (3) The commission shall not base a finding to place an individual on the excluded list on an individual's race, color, religion, religious creed, national origin, ancestry, sexual orientation, gender identity or expression, age (other than minimum age requirements), marital status, veteran status, genetic information, disability or sex.

152.04: Investigation and Initial Placement of Names on the List

- (1) The Bureau shall investigate any individual who may meet one or more criterion for inclusion on the list in accordance with 205 CMR 152.03 upon referral by the commission, the Gaming Enforcement Division of the Office of the Attorney General, or a gaming licensee. The Bureau may investigate any individual on its own initiative.
- (2) If, upon completion of an investigation, the Bureau determines that an individual meets one or more criterion contained in 205 CMR 152.03 and should be placed on the exclusion list, the Bureau shall prepare a preliminary order that identifies the individual and sets forth a factual basis as to why the Bureau believes the individual meets one or more criterion for inclusion on the list in accordance with 205 CMR 152.03.
- (3) The Bureau shall serve the preliminary order prepared in accordance with 205 CMR 152.04(2) upon the named individual advising them that it intends to place the individual's name on the exclusion list. The preliminary order shall serve to notify the individual that placement of their name on the exclusion list will result in their prohibition from being present in a gaming establishment and shall offer them an opportunity to request a hearing before a hearing officer to determine whether the individual meets one or more criterion for inclusion on the list in accordance with 205 CMR 152.03. The preliminary order shall be sent by either first class mail to the individual's last ascertainable address, email, publication in a daily newspaper of general circulation for one week, or *via* any practicable means reasonably calculated to provide the individual with actual notice. The individual shall have 30 days from the date of the notice to request a hearing, except for notice provided by publication in a newspaper in which case the individual shall have 60 days from the last publication. Alternatively, the Bureau may provide an individual with in hand service of the preliminary order in which case the individual shall have ten days from the date of service to request a hearing.
- (4) If a request for a hearing is received from the individual, a hearing shall be scheduled before a hearing officer and notice of such, including the date, time, and issue to be presented, shall be sent to the individual. The hearing shall be conducted in accordance with 205 CMR 101.03: *Review of Orders Issued by the Bureau or the Racing Division*. If the hearing officer finds that the individual meets one or more criterion for inclusion on the list in accordance with 205 CMR 152.03 the individual's name shall be placed on the exclusion list. If the hearing officer finds that the individual does not meet any criterion for inclusion on the list, the individual's name shall not be placed on the list and the matter closed.
- (5) If no request for a hearing is received within the applicable timeline provided in 205 CMR 152.04(3), the individual's name shall be placed on the exclusion list.

152.05: Notice and Proceedings Before the Commission

- (1) Whenever an individual's name is placed on the list of excluded persons in accordance with 205 CMR 152.04, the Bureau shall promptly serve written notice upon that individual by personal service, registered or certified mail return receipt requested to the last ascertainable address or by publication in a daily newspaper of general circulation for one week. The notice shall contain a description of the cause for the exclusion, notice that the individual is prohibited from being present at and gambling in a gaming establishment, and an explanation of the hearing process and manner in which the individual may request a hearing in accordance with 205 CMR 152.05(2).
- (2)
  - (a) Within 30 days of receipt of service of notice by mail or 60 days after the last publication under 205 CMR 152.05(1), an individual placed on the list of excluded persons may request an adjudicatory hearing before the commission under M.G.L. c. 30A and show cause as to why the individual should be removed from the list of excluded persons. Such request shall be made by the individual in writing. Failure to demand a hearing within the time allotted in 205 CMR 152.05(2)(a) shall preclude the individual from having an administrative hearing, but shall not affect the individual's right to petition for judicial review.
  - (b) Upon receipt of a demand for hearing, the commission shall set a time and place for the hearing. This hearing shall be held not later than 30 days after receipt of the demand for the hearing, unless the time of the hearing is changed by agreement of the commission and the individual demanding the hearing. The hearing shall be conducted in accordance with 205 CMR 101.00: *M.G.L. c. 23K Adjudicatory Proceedings*. Where applicable, the administrative record of the hearing conducted in accordance with 205 CMR 152.04(4) shall be made part of the hearing record.
  - (c) If upon completion of the hearing the commission determines that the individual was wrongfully placed on the list of excluded persons, the commission shall remove the individual's name from the list of excluded persons and notify all gaming licensees.
  - (d) A person aggrieved by a final decision of the commission in an adjudicatory proceeding under 205 CMR 152.05 may petition for judicial review under M.G.L. c. 30A, § 14.
- (3) Upon receipt of notice from a district court that an individual has been prohibited from gaming in gaming establishments in accordance with M.G.L. c. 23K, § 45(i) the commission shall place the name of an individual on the excluded list.

152.06: Duty of Gaming Licensee

- (1) Each gaming licensee shall ensure that it accesses and reviews the list on a regular basis and that the list is made available to employees of the gaming licensee in a manner designed to assist them in identifying and inhibiting excluded individuals from entering the gaming establishment.
- (2) Upon identification, a gaming licensee shall exclude or eject from its gaming establishment any individual who has been placed on the list in accordance with 205 CMR 152.00.
- (3) If an excluded individual enters, attempts to enter, or is in a gaming establishment and is recognized by the gaming licensee, the gaming licensee shall immediately notify the Bureau and discuss the matter in advance of ejecting the individual.
- (4) It shall be the continuing duty of a gaming licensee to refer to the Bureau in writing individuals whom it wishes to be placed on the exclusion list and to promptly notify the Bureau in writing of no trespass orders which it issues.
- (5) A gaming licensee shall submit a written policy for compliance with the exclusion list program for approval by the executive director. The executive director shall review the plan for compliance with 205 CMR 152.00. If approved, notice shall be provided to the commission and the plan shall be implemented and followed by the gaming licensee. The plan for compliance with the exclusion list program shall include at a minimum procedures to:
  - (a) Prevent an individual on the exclusion list from entering the gaming establishment;
  - (b) Identify and eject individuals on the list from the gaming establishment if they are able to enter;

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152.06: continued

- (c) Remove individuals on the exclusion list from marketing lists and refrain from sending or transmitting to them any advertisement, promotion, or other direct marketing mailing from the gaming establishment more than 30 days after receiving notice from commission that the individual has been placed on the exclusion list;
  - (d) Prevent an individual on the exclusion list from having access to credit, cashless wagering program access, or from receiving complimentary services, check-cashing services, junket participation and other benefits from the gaming establishment;
  - (e) Train employees relative to the exclusion list and the licensee's program.
- (6) The commission may revoke, limit, condition, suspend or fine a gaming licensee if it knowingly or recklessly fails to exclude or eject from its gaming establishment any individual placed by the commission on the list of excluded persons.

152.07: Petition to Remove Name from Exclusion List

- (1) An individual who has been placed on the list in accordance with 205 CMR 152.00 may petition the commission in writing to request that their name be removed from the list. Except in extraordinary circumstances, such a petition may not be filed sooner than five years from the date an individual's name is initially placed on the list.
- (2) The individual shall state with particularity in the petition the reason why the individual believes they no longer satisfy one or more criterion for inclusion on the list in accordance with 205 CMR 152.03.
- (3) The commission shall schedule a hearing on any properly filed petitions and provide written notice to the petitioner identifying the time and place of the hearing. Such a hearing shall be conducted in accordance with 205 CMR 101.00: *M.G.L. c. 23K Adjudicatory Proceedings*.
- (4) An individual who was placed on the excluded list by virtue of an order of the district court in accordance with M.G.L. c. 23K, § 45(i) may not petition for removal in accordance with 205 CMR 152.08.

152.08: Forfeiture of Winnings

- (1) An individual who is on the excluded list shall not collect any winnings or recover losses arising as a result of prohibited gaming in a gaming establishment and such winnings shall be forfeited to the commission and deposited into the Gaming Revenue Fund pursuant to M.G.L. c. 23K, §§ 45(j) and 59.
- (2) Upon verification that an individual who is present in its gaming establishment is on the excluded list, a gaming licensee shall take steps to:
- (a) Remove the individual from the gaming establishment;
  - (b) Where reasonably possible, confiscate from the individual in a lawful manner or notify the Bureau who shall lawfully confiscate, or refuse to pay any winnings or things of value obtained from engaging in a gaming transaction including:
    - 1. gaming chips, gaming plaques, slot machine tokens and vouchers, and gaming vouchers;
    - 2. any electronic gaming device or slot machine jackpot won by the individual;
    - 3. any cashable credits remaining on an electronic gaming device or slot machine credit meter played by the individual.
  - (c) Deliver any winnings or things of value obtained from the individual to the cashiers' cage, and transmit the cash value to the commission for deposit in the Gaming Revenue Fund.
  - (d) In conjunction with a forfeiture of winnings or things of value, a gaming licensee shall prepare a form known as a Notice of Forfeiture, which shall include, without limitation, the name of the individual on the list and the manner in which the individual's identity was established, the total value of the forfeited winnings or things of value, the date, time, and a description of the incident leading to the forfeiture. The Notice of Forfeiture shall be signed and attested to by the prohibited individual, unless the individual refuses to sign or is unknown, the employee delivering the winnings or things of value to the cashiers' cage, and the cashiers' cage employee who received the winnings or things of value.



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(3) If an individual wishes to contest the forfeiture of winnings or things of value, the individual may request a hearing in writing with the commission within 15 days of the date of the forfeiture. The request shall identify the reason why the winnings or things of value should not be forfeited. The commission shall schedule a hearing on such request and provide notice to the petitioner.

REGULATORY AUTHORITY

205 CMR 152.00: M.G.L. c. 23K, §§ 4(28), 4(37), and 45.