



Massachusetts Gaming Commission Meeting Minutes

Date/Time: September 28, 2017– 9:30 a.m.

Place: Mass Mutual Center
1277 Main Street – Meeting Rooms 1 & 2
Springfield, 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

[9:30 a.m.](#) Chairman Crosby called to order the 225th Commission meeting.

Approval of Minutes

See transcript pages 2-3

[9:30 a.m.](#) *Commissioner Macdonald 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 unanimously.*

Ombudsman

See transcript pages 3-100

[9:32 a.m.](#) Ombudsman Ziemba presented on the Northampton Community Mitigation Fund Reserve Request. The City of Northampton would like to use its Community Mitigation Fund Reserve to develop a marketing and advertising plan to attract patrons of MGM Springfield to the City of Northampton. Mr. Ziemba stated that the Commission could approve \$35,000 of the \$100,000 reserve to create the plan and have the City of Northampton return for approval of the balance of the reserve

(\$65,000) for implementation of the plan or the Commission can authorize the full \$100,000 provided that the grant agreement specifies staff approval of the implementation plan.

The Commission discussed the options and decided that it was preferable to award the entire amount now to expedite the plan and its implementation subject to the grant agreement.

Commissioner Stebbins moved that the Commission authorize the use of the full \$100,000 reserve fund now and require staff to enter into a grant contract and obviously review recommendations and next steps as the study process moves forward. Motion seconded by Commissioner Zuniga. Motion approved unanimously.

[9:42 a.m.](#)

Mr. Ziembra stated that the team from MGM Springfield is here to present a status update on the MGM Springfield project. Mr. Ziembra further stated that the Commission requested an update on the project especially in light of the City of Springfield's approval of the 95% design document.

Mike Mathis, President, MGM Springfield introduced his team and advised the Commission that MGM is growing by about 20 employees a month and will be moving into their new offices at the site at year's end. Mr. Mathis also stated that Mayor Sarno will be joining him at the meeting shortly.

Mr. Mathis walked the Commission through the site plan. He stated that Focus Springfield will be staying in its location for now. MGM is thinking about a redesign of the entrances to the Mass Mutual Center. Mr. Mathis stated that MGM is in discussion with a salon operator to operate a salon to complement MGM's spa at the hotel. Another retail location will be tenanted by a jewelry concept and that operator will be announced later.

Mr. Mathis explained that the Starbucks has been moved from the previously shown location so that MGM can expand the poker room. MGM finds that table game play is increasing among younger players. MGM will expand the poker room to 23 tables by moving into the space formerly described as the Starbucks space. Starbucks will be moved into the hotel lobby. The outdoor space that was attached to Starbucks will remain and will be attached to the poker room. It will be used as an outdoor lounge and smoking area. Mr. Mathis stated MGM has commitments for some other locations that will be announced later. He stated that MGM is in discussions with a national operator for the cinema and that the cinema will feature a recliner seat experience.

Mayor Sarno joined the Commission meeting and was welcomed by the Commissioners. Mayor Sarno stated that MGM's 95% design was accepted and he thanked the MGM and city team who worked on it. Mayor Sarno also discussed the importance of the MGM project to Springfield and thanked the Commission for coming to Springfield.

Mr. Mathis continued his presentation and described the challenges faced in

renovating the armory building. It will be renovated so that it can be programmed for different uses while MGM is continuing to talk with potential future tenants. Brian Packer, MGM Vice President Construction/Development further explained the renovations to the armory building.

Mr. Packer presented the project budget update. There is approximately a \$95 million increase. This increase is driven by three categories: increased estimates; trade buyouts; and church/armory/ garage valet costs. Mr. Packer stated that the hotel podium is 98% committed. The buyout number does not include signage or the cinema and retail fit out. This will be addressed once agreements are reached with the tenants. Mr. Packer further reported on community commitments and stated that he works with Joe Delaney of the Commission to identify commitments. There is a robust system to track these commitments and Mr. Packer will report back on them in 1-2 months.

Alex Dixon, General Manager, MGM Springfield, provided an update on MGM's relationship with PVTA. He stated that they were working on trolley programming and bus ridership. He expects an agreement on the trolley should come together in the first quarter of 2018. Mr. Dixon stated that the trolley is more geared toward moving visitors around Springfield while bus routes are an indicator of where workers come from.

Mr. Dixon also reported on the relationship with the lottery. Progress was made on where the lottery terminals will be located and the relationship is off to a good start.

Sarah Moore, MGM Vice President, Brand Marketing & Retail announced that MGM will be partnering with Kringle Candle Co. for a new location in the church building. Ms. Moore also announced a new partnership with the Springfield Museums to create a "cabinet of curiosities". This partnership will allow MGM Springfield to exhibit certain items made in Springfield from the collections of Springfield museums. Mike Mathis stated that the partnership shows how MGM can bring new visitors to existing attractions and experiences.

Marikate Murren, MGM Vice President Human Resources announced that MGM will partner with Head Start on the child care center. She shared a rendering of the child care center with the Commission. Janice Santos, Executive Director of Head Start described the partnership with MGM and stated that it allows a focus on parents and children working together. Mr. Mathis stated that the child care center building is LEED platinum and a net zero building.

11:15 The Commission took a short recess and Commissioner Macdonald left the meeting.
11:25 The Commission reconvened.

Workforce, Supplier and Diversity Development

See transcript pages 101-134

11:25 a.m. Director Griffin presented an update on the western Massachusetts gaming school. She introduced Dr. John Cook, President, Springfield Technical Community College; Dr. Christina Royal, President, Holyoke Community College and Jeffrey

Hayden, Vice President of Community and Business Services, Holyoke Community College.

Dr. Royal announced that Springfield Technical Community College (“STCC”) and Holyoke Community College (“HCC”) are the Massachusetts Casino Career Training Institute (“MCCTI”) under the umbrella of TWO –Training Workforce Options. MCCTI has come to an understanding with MGM regarding staffing and funding of a gaming school with a goal of providing high quality training and workforce development for the MGM workforce. Dr. Cook reported that he is excited and happy to be part of this partnership. Dr. Royal thanked the community partners who helped get everyone to this point.

Jeff Hayden reported on the details and schedule – the gaming school application is underway; equipment will be in soon; and recruitment will begin in conjunction with MGM. The gaming lab will open in February 2018. Mr. Hayden showed the floor plan of the school and described the funding sources. He stated that the maximum capacity of the school is 240 students. The cost to each student is expected to be around \$598 for 240 hours of training. Without MGM in-kind contributions the cost would be around \$3000 per student. MGM will provide the instructors who will include some shift managers who will work at MGM Springfield. 1500 applicants are expected, of which 500 will start training and this number will net out to about 400 candidates for employment. Next steps include finalizing the gaming school application and hiring an executive director. MGC Executive Director Bedrosian stated that MGC is committed to turning the gaming school application around as quickly as possible.

Racing Division

See transcript pages 134-142

12:00 p.m. Dr. Lightbown presented on the Mass Thoroughbred Breeders Association’s request for approval for fall races at Finger Lakes consisting of up to 9 races and for approval of 1 additional race at a mid-Atlantic track. Dr. Lightbown also stated that there is 1 stake race at Suffolk Downs this coming weekend. There is money available for purses for these additional fall races. Mr. George Brown, Chairman of the Mass Thoroughbred Breeders Association thanked the Commission for their time and approval of races run in the spring and summer.

Commissioner Cameron moved that the Commission approve the request of the Massachusetts Thoroughbred Breeders Association to run up to 9 restricted Mass Bred races at Finger Lakes and 1 stakes race at a mid-Atlantic track as well as the stakes race at Suffolk Downs this coming weekend. Motion seconded by Commissioner Stebbins. Motion approved 4-0, Commissioner Macdonald having earlier left the meeting.

Executive Director Bedrosian reminded the Commission that Suffolk Downs races this weekend and that applications for racing licenses (track) are due by the end of this week.

12:10 p.m. The Commission took a recess for lunch.

12:50 p.m. The meeting resumed

Commissioner's Updates

See transcript pages 142-242

12:50 p.m. Chairman Crosby turned the meeting over to Commissioner Stebbins for the presentation of 7 economic development strategies/proposals for use of the Gaming Economic Development Fund. The Commission will hear presentations at upcoming commission meetings as well and all of the presentations will be rolled up into a white paper for submission to the legislature for its consideration.

Mary Kay Wydra, President, Greater Springfield Convention and Visitors Bureau presented a proposal to expand marketing efforts to maximize the impact of the hospitality industry in the region.

Anne Burke, President, Western Mass Economic Development Council, presented a proposal that focuses on bringing residents of the City of Springfield who are not currently in the workforce into the workforce and would create a branding and marketing plan to retrain existing workers and attract new workers.

Timothy Brennan, Executive Director, Pioneer Valley Planning Commission presented 3 proposals - increasing public transportation in off hours; creation of a fund that would make small loans or investments in small businesses; and creation of a study for a regional lock-up for the southern portion of the Pioneer Valley.

Rick Kos, Mayor of Chicopee, Jack Benjamin, Assistant City Planner and Mike Bolton, President/CEO of Westover Municipal Airport presented a proposal for 24/7 air service and increasing commercial air service to the Westover Municipal Airport.

David Cruise, President and CEO, Regional Employment Board of Hampden County presented a proposal to promote programs and services to youth aged 16-24 to create job readiness.

Jeffrey Hayden, Vice President of Community and Business Services, Holyoke Community College presented a proposal for assessment and gap training; creation of an occupational portal; and a marketing effort to employers to let them know the value of the Massachusetts workforce. Chairman Crosby suggested that Mr. Hayden, Springfield Works, the regional employment boards and other interested groups could get together and see if they can figure out a way to streamline various workforce development proposals in one expanded project.

Springfield Regional Chamber submitted a proposal. Commissioner Stebbins briefly described the proposal, which is included in the Commission materials.

Commissioner Stebbins updated the Commission on a meeting he had with the Secretary of Elder Affairs regarding Senior Financial Exploitation. He stated that he

also spoke with the Secretary of Banking. Both Secretaries have training materials on this topic that they would like to present to commission staff.

2:33 p.m. *Having no further business, a motion to adjourn was made by Commissioner Cameron. Motion seconded by Commissioner Zuniga. Motion passed 4 – 0, Commissioner Macdonald having earlier left the meeting.*

List of Documents and Other Items Used

1. Massachusetts Gaming Commission, Notice of Meeting and Agenda dated September 25, 2017
2. Massachusetts Gaming Commission, Draft Meeting Minutes, September 14, 2017
3. Massachusetts Gaming Commission Memorandum from Ombudsman Ziemba dated September 25, 2017 and City of Northampton 2017 Community Mitigation Fund Planning Project Application Use of Reserve
4. MGM Project Update dated September 28, 2017
5. Massachusetts Gaming Commission Memorandum from Director of Racing Dr. Alexandra Lightbown regarding Massachusetts Thoroughbred Breeders Association Request for fall racing dated September 25, 2017
6. Presentation – Western Mass Economic Development Council dated September 17, 2017
7. Presentation – Greater Springfield Convention and Visitors Bureau dated September 15, 2017
8. Presentation – Pioneer Valley Planning Commission dated September 14, 2017
9. Presentation – Regional Employment Board of Hampden County
10. Presentation – Training & Workforce Options
11. Presentation – City of Chicopee/Westover Metropolitan Airport dated September 15, 2017
12. Presentation – Springfield Regional Chamber dated September 26, 2017
13. MGM Springfield Letter dated September 15, 2017

/s/ Catherine Blue
Catherine Blue, Assistant Secretary