



Speaker: Kevin Brown; Tribal Councilor and Chairman of Mohegan Tribal Gaming Authority

Talking Points:

Ladies and Gentleman of the Commission, my name is Kevin Brown, and as Chairman of the Mohegan Tribal Council and Management Board for Mohegan Sun, I speak for our entire team when I say it is a distinct honor to be here today to thank you for your thoughtful consideration of our application – particularly under the changing conditions we all faced over the last 2 months.

Today I am joined by a number of our Tribal Council members and Elders, who drove up here from Connecticut for two reason...first because they wanted to demonstrate their thanks and respect for your measured approach to this entire process, but also because we want to demonstrate something we've said pretty regularly – we are the home team.

You know when I was a kid, my Dad took me to my first pro baseball game at Fenway Park where I sat in the right field bleachers, my first pro basketball game at the Garden where I sat near the ceiling and literally behind a cement podium, and my first pro football game at Schaefer Stadium where I sat on the cold metal bleacher seats...the point of all that is...it doesn't just feel like home here – it is home.

In our presentation you will hear from a number of people about our proposed Mohegan Sun Massachusetts project – but these folks are only a few of the many hardworking, straight talking and dedicated people who have helped make the Mohegan Sun brand one of the most highly respected and best known in the world, and they represent a much larger “team of teams” that have merged together in this effort. This team includes the tremendous local support we’ve received from the people of Revere, a level of support that sparks tremendous pride and excitement in the possibility that we can become part of this reinventing this historic New England resort community and creating a bright new future.

[Roll video]



Video 1 Opening



Speaker: Mitchell Etes; Chief Executive Officer, Mohegan Tribal Gaming Authority

Talking Points:

- Thank you. Chairman Crosby, commissioners, my name is Mitchell Etes and I have the good fortune to be the CEO of the MTGA
- We are thrilled to be here today and have this opportunity to share our vision, values and detailed plans to build and operate a spectacular resort casino less than ten minutes away on the grounds of historic Suffolk Downs
- We believe, and within the next 90 minutes hope to prove to you, that we are without a doubt your best choice to be the licensee for Region 1
- Why? We bring a unique combination to the table...yes...we are a nationally and internationally recognized gaming operator. But we are a local company, we have that old fashioned New England know-how, New England values
- We are hard working and down to earth
- We follow a strict code of ethics and values that harken back to our tribal heritage
- We are already part of this community
- All this is part of why we have been successful, and we have amassed an outstanding local team for this project
- Let me introduce the folks who will be talking to you today.

- You have already met Kevin Brown, our Chairman
- We have Gene Kohn, and Hugh Trumbull of Kohn Pedersen and Fox, our world-renowned architects
- Todd Finard CEO of Finard Properties, Bethany Seidel, VP of Marketing and Promotions at Mohegan Sun Connecticut and Kawel LauBach, Chief Human Resource Officer
- I am also joined by Pat Kelly, the CEO of our Partner Brigade Capital Management. (ADD SUPERLATIVE)
- But, we believe that our team extends far beyond the presenters today and their companies
- Our team reaches into every aspect of the community: many of them are here today
- Mayor Rizzo, members of the Revere City Council, who have been so supportive of our project and are eagerly anticipating the transformation that will take place in Revere and throughout the region
- Joe Spalding, President and CEO of the Citi-Center Performing Arts Center, our local entertainment partner: Richard Fields, Joe O'Donnell, Chip Tuttle, Charlie Baker and the entire Suffolk Downs team, our landlords and partners
- Our diverse local team also includes, to name a few, municipal leaders not only from Revere but the entire Northshore members of organized labor, including the Greater Boston Labor Council and Building and Construction Trades Council of the Metropolitan Area, more than 100 local businesses, numerous chambers of commerce and all the employees of Suffolk Downs whose jobs will be preserved if we get this license
- Can our whole team please stand up to be recognized

THE RIGHT TEAM



Speaker: Mitchell Etess; Chief Executive Officer, Mohegan Tribal Gaming Authority

Talking Points:

- Mohegan Sun will bring New England know-how to the table
- We've assembled, in record time, a team of professionals who share our values and approach
- We've worked non-stop for the last 2 ½ months and were able to submit our RFA-2 application flawlessly ... This group knows how to work and we have already shown we can get things done
- The team has, combined, over a century of experience bringing projects like this to life
- Each brings deep expertise in their area, - all share a track record of active involvement in the community and a commitment to doing the right thing
- Rather than have me continue to go on, we have prepared this brief video of introduction



Kevin P. Brown

CHAIRMAN
MOHEGAN TRIBAL GAMING AUTHORITY

Video 2 Team



Speaker: Mitchell Etess; Chief Executive Officer, Mohegan Tribal Gaming Authority

Talking Points:

- So, you can see we have assembled a great team. But our team's quality and experience is nothing compared to the amazing location of this site. The property we have leased at Suffolk Downs is not only in the center of New England- it is in the center of the entire world
- Our site's specific location offers the Commonwealth the best potential for success
- And at the center of that is Revere



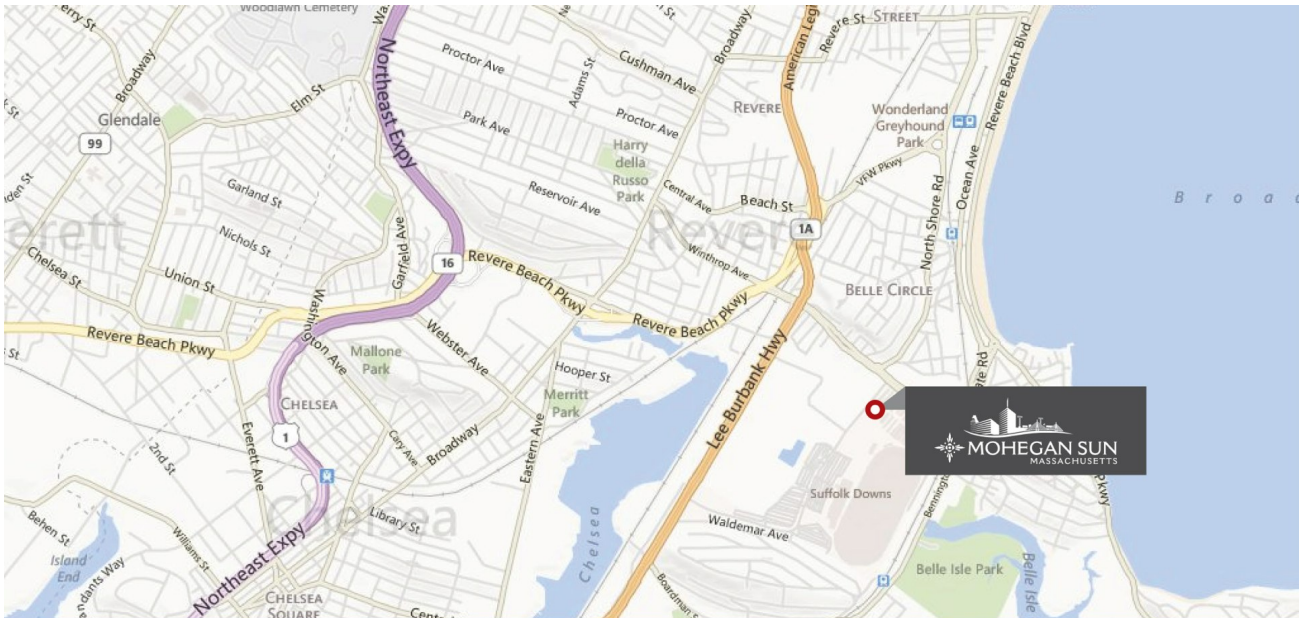
REVERE



Speaker: Mitchell Etes; Chief Executive Officer, Mohegan Tribal Gaming Authority

Talking Points:

- We are excited to work together with the people of Revere to make their city an even more compelling destination than in its heyday
- Our 42 acres of land allows us to customize from the ground up to create an amazing experience for an audience of international tourists, out-of-state visitors, residents of Massachusetts and Bostonians from all income levels, and still have almost half of our land as green space
- Revere has a warm, hospitable and inclusive hometown feel and a history of a tourism culture that provides the ideal setting to top off the MS experience
- We have beachfront views and easy accessibility, a history of tourism dating back to Revere being America's first public beach, and we are at the center of an unprecedented array of transportation options



OUR LOCATION IS HIGHLY ACCESSIBLE

Speaker: Mitchell Etes; Chief Executive Officer, Mohegan Tribal Gaming Authority

Talking Points:

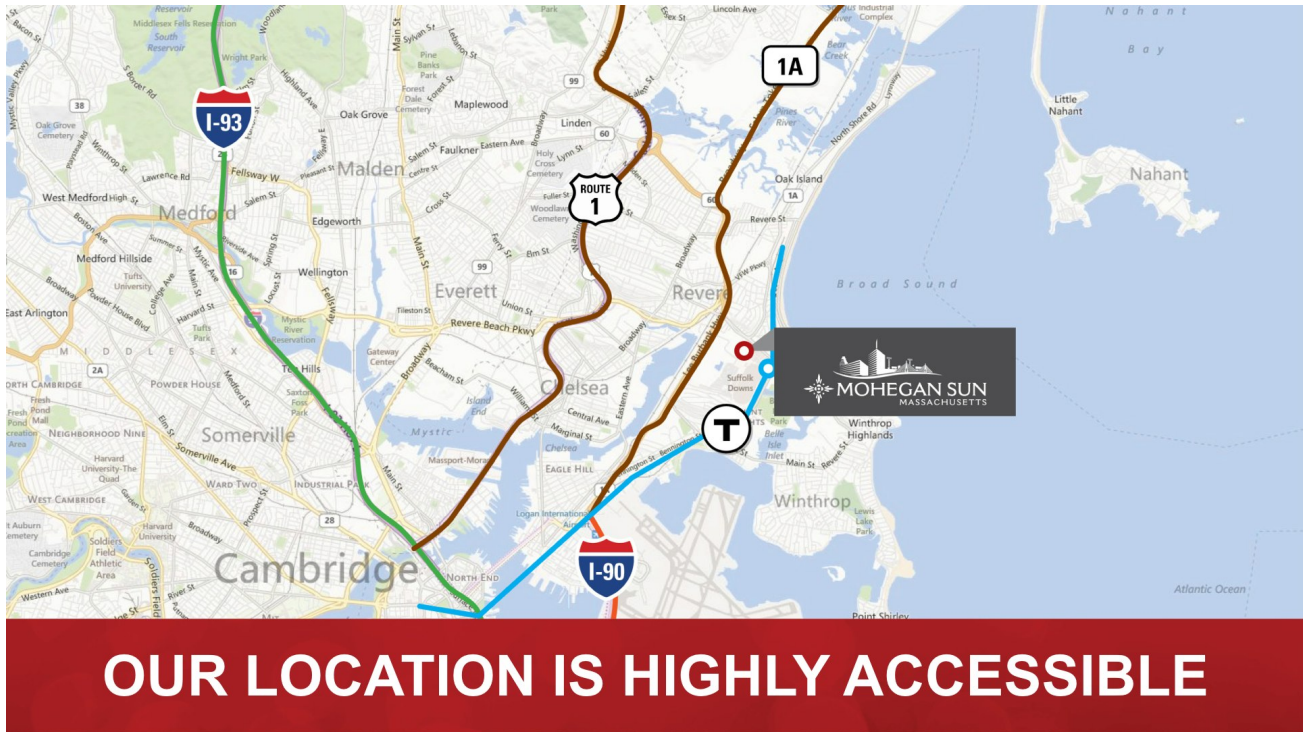
- There's something else that makes Revere the ideal location: it's easy to get to
- Let's look at our location



Speaker: Mitchell Etes; Chief Executive Officer, Mohegan Tribal Gaming Authority

Talking Points:

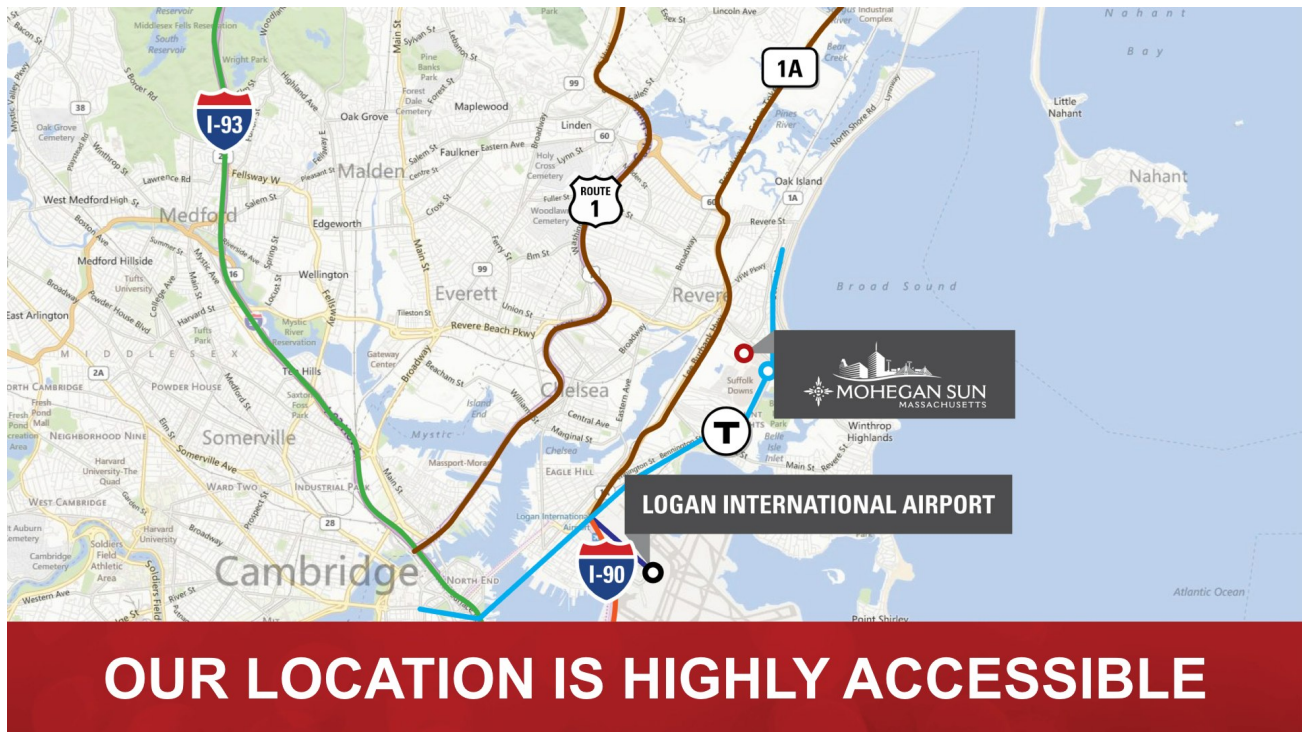
- Having a property that is easy to get to is critical to creating and sustaining revenue
- Our location offers multi-modal transportation access
- You can drive right in because our location is easily accessible from two major interstate highways: the Pike and 93
- While I-95 provides additional access to the region
- Route 1 adds additional convenience
- And 1A brings you to our doorstep



Speaker: Mitchell Etes; Chief Executive Officer, Mohegan Tribal Gaming Authority

Talking Points:

- And that's just the beginning
- The public transportation options are outstanding. You can take the T on the Blue Line toward Wonderland and enter our property at one of two main entrances specifically created for the T
- 4 Bus lines come right into our property



Speaker: Mitchell Etes; Chief Executive Officer, Mohegan Tribal Gaming Authority

Talking Points:

- But we are also the gateway to the world
- Revere is conveniently located just a few miles from Logan International Airport
- A free shuttle operates from Logan to the Blue Line. So visitors have no need to access the highway to reach our destination
- With Mohegan Sun Massachusetts, visitors will welcome a layover, or even a missed connection
- Plus, Logan provides super easy access for national and international travelers, and gamers alike



Speaker: Mitchell Etes; Chief Executive Officer, Mohegan Tribal Gaming Authority

Talking Points:

- Let's pull back to look at our market as a whole
- More than 20 million people a year visit the Commonwealth and 9.5 million people live within 2 hours of the site
- There is no doubt Mohegan Sun Massachusetts will extend people's stays in the greater Boston area and create even more visits to the Commonwealth



Speaker: Mitchell Etes; Chief Executive Officer, Mohegan Tribal Gaming Authority

Talking Points:

- And Boston, of course, can be reached easily by air from locations all over the U.S.



Speaker: Mitchell Etes; Chief Executive Officer, Mohegan Tribal Gaming Authority

Talking Points:

- Our design team is creating an international tourist destination
- That will capitalize on our location via Logan
- Mohegan Sun is the best at regional marketing with an already existing database of customers, which we will discuss with you later, but we also have the international reach
- As operators we will be successful in marketing not only to a regional market but to national and international clientele as well

THE RIGHT PROJECT



Speaker: Mitchell Etess; Chief Executive Officer, Mohegan Tribal Gaming Authority

Talking Points:

- We don't believe in cookie cutter projects. We did not build a Mohegan Sun per se in Wilkes Barre, or recreate Resorts AC into a Mohegan Sun. We believe it's best to create something that works for your site, for your individual market
- A destination that is appropriate and belongs in its surroundings
- Our design team has created a property that will allow us to leverage our knowledge of the region yet create something that will be attractive to the national and international visitor
- This will be a dynamic property, interactive with the community, which will create a WOW experience, from arrival to departure; every aspect of the experience will thrill our guests
- When you combine the environment and amenities that you will hear about in a few moments, with the one-of-a-kind Mohegan hospitality, you get a formula for unprecedented success

WE KNOW WHAT THE MARKET WANTS

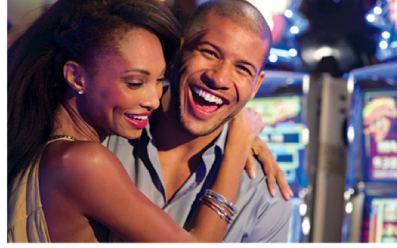
- 17 years of New England destination casino resort know-how
- A database of millions in the Northeast market
- 20,000 New England visitors per day



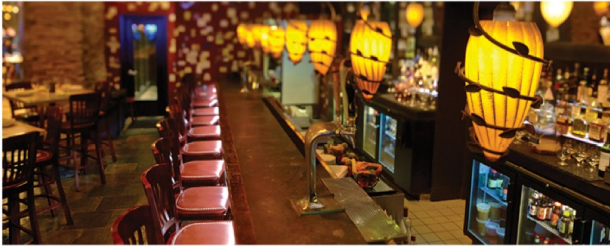
Speaker: Mitchell Etess; Chief Executive Officer, Mohegan Tribal Gaming Authority

Talking Points:

- We are a New England company with 17 years of New England destination know-how
- We have a database of millions in the Northeast market, as well as some of the most valuable players from all over the country, and to some extent the world
- We already host 20,000 New England visitors per day in CT
- After 17 years, the Northeast knows the Mohegan Sun experience well and will seek Mohegan Sun Massachusetts, driving revenue for the Commonwealth



WE WOW OUR GUESTS



Speaker: Mitchell Etes; Chief Executive Officer, Mohegan Tribal Gaming Authority

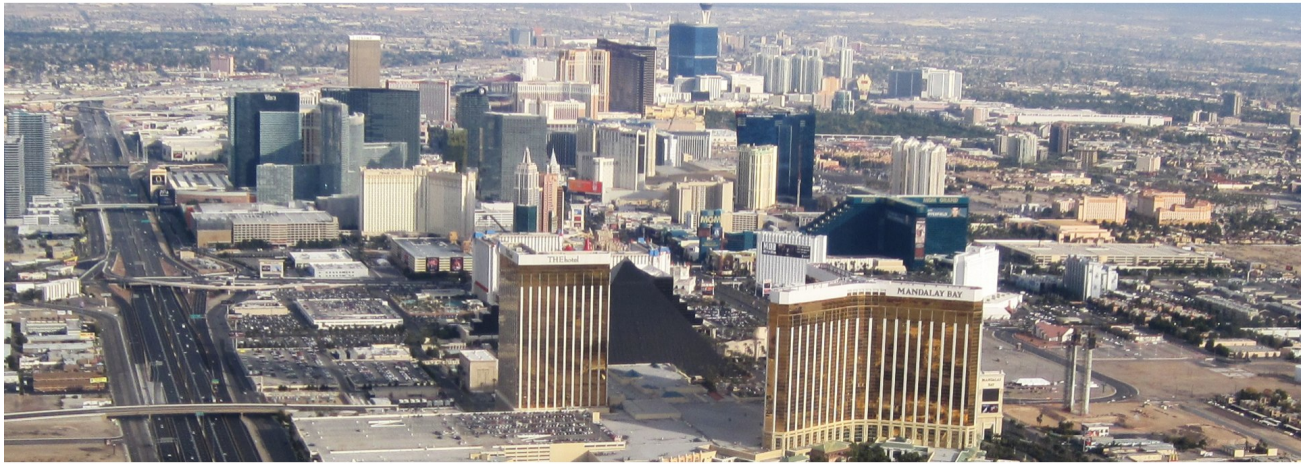
Talking Points:

- Mohegan Sun Massachusetts will be a thrilling destination resort casino. We will create a WOW experience that can compete in the Northeast on a national and international scale

DESIGN THAT INSPIRES



Speaker: A. Eugene Kohn; Chairman of KPF



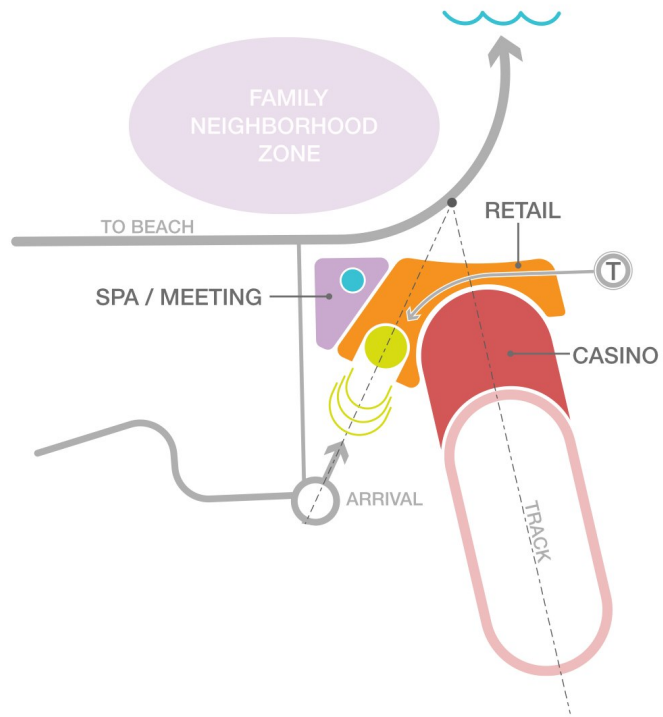
Speaker: A. Eugene Kohn; Chairman of KPF



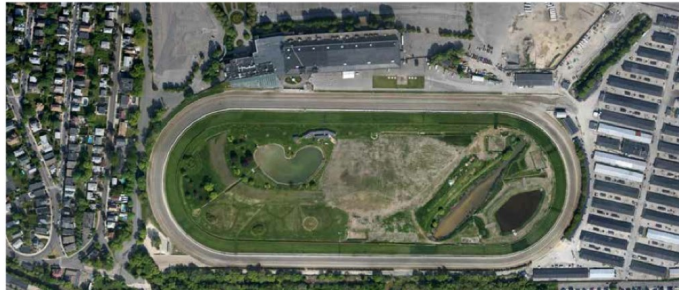
Speaker: A. Eugene Kohn; Chairman of KPF



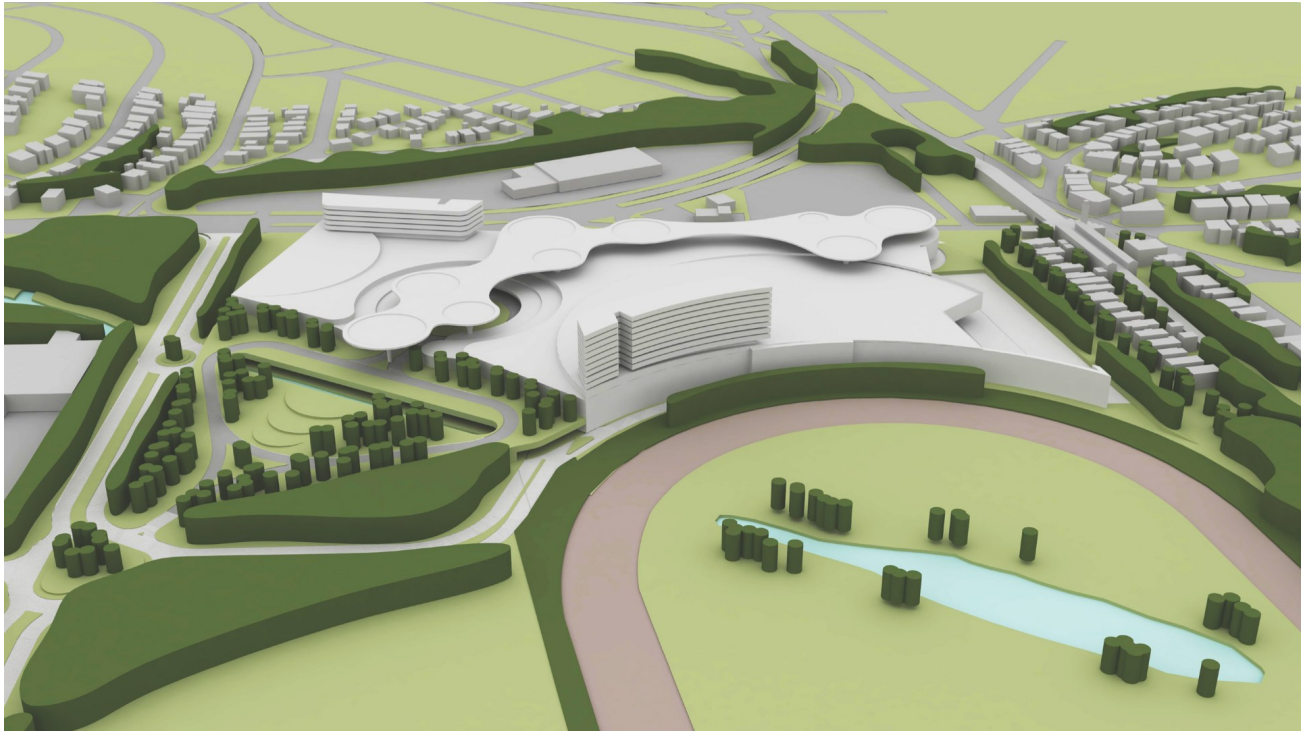
Speaker: A. Eugene Kohn; Chairman of KPF



Speaker: A. Eugene Kohn; Chairman of KPF



Speaker: A. Eugene Kohn; Chairman of KPF



Speaker: A. Eugene Kohn; Chairman of KPF



Speaker: A. Eugene Kohn; Chairman of KPF



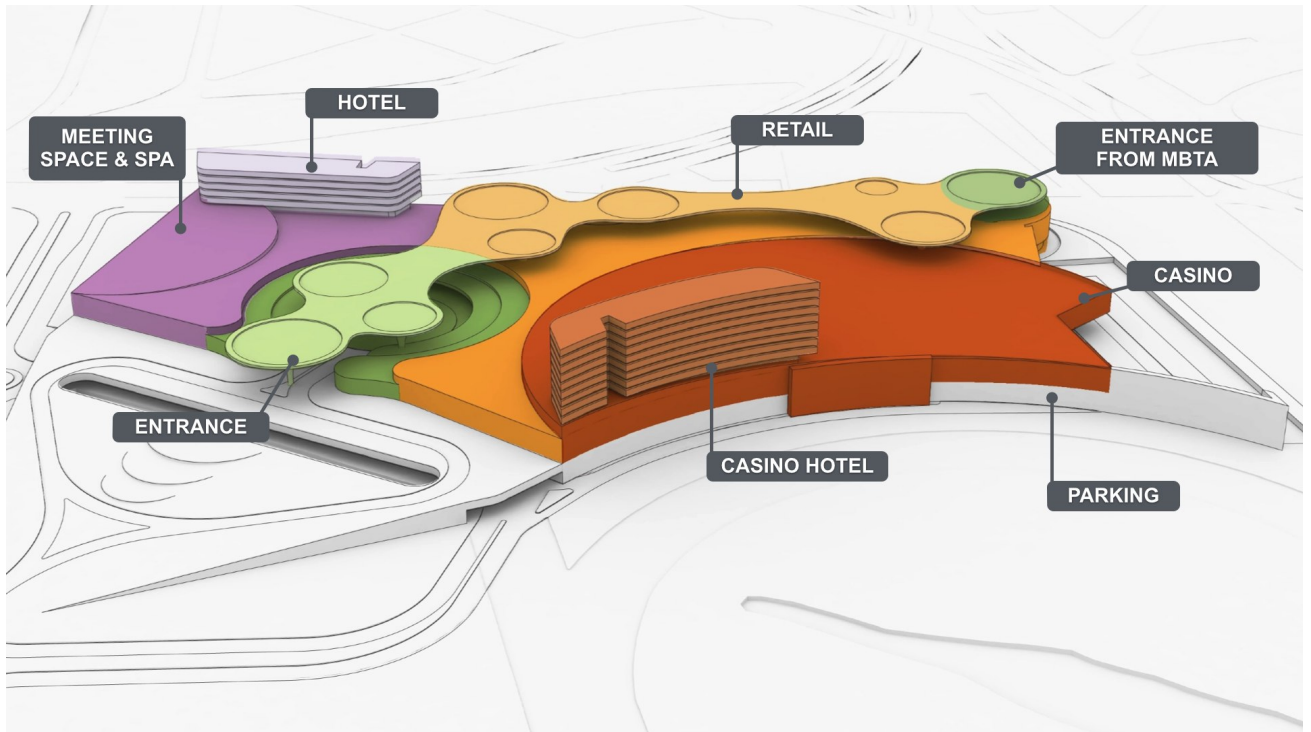
Speaker: A. Eugene Kohn; Chairman of KPF



Speaker: Hugh Trumbull; Principal of KPF

Talking Points:

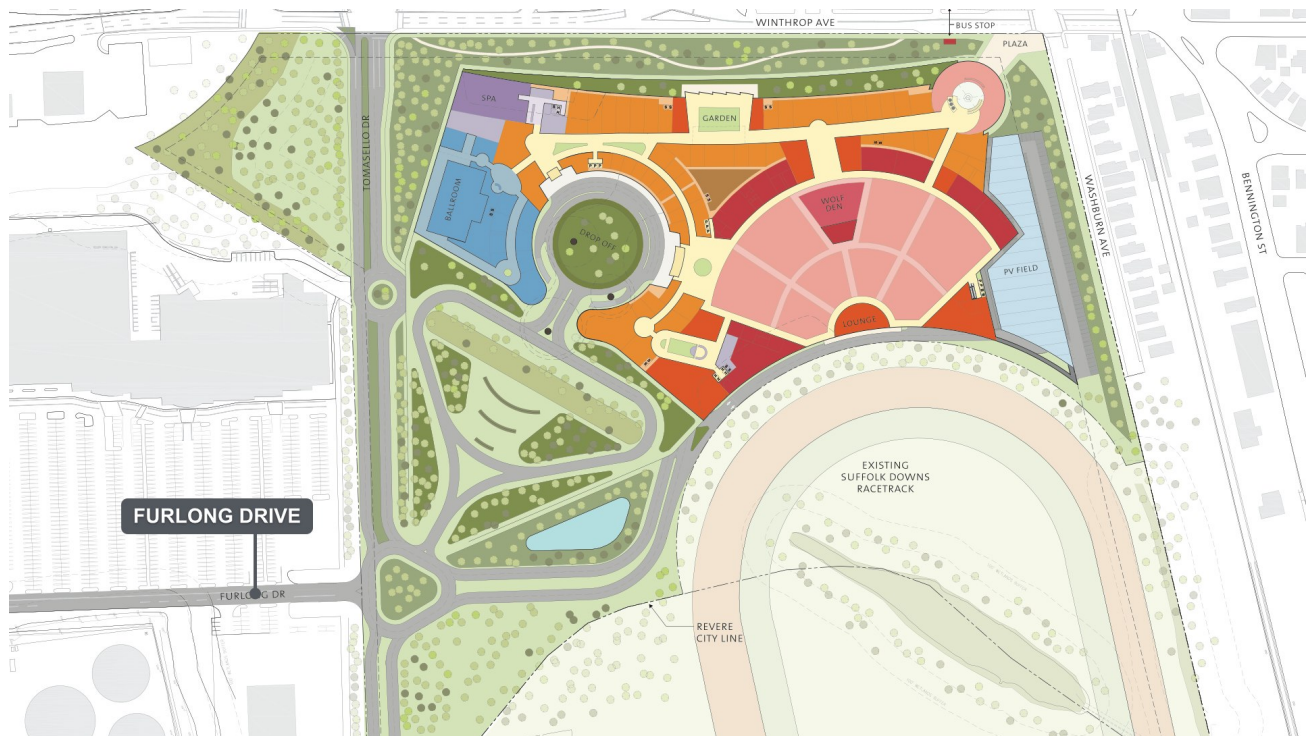
- Winthrop Elevation
- Long elegant elevation developed in a rich series of layers from the ground up but also in depth
- Review elements and orientation starting from hotels down to landscape buffer



Speaker: Hugh Trumbull; Principal of KPF

Talking Points:

- Massing Diagram
- Water to the top – Race track to the bottom
- Major entries rendered in green – Beachmont entry and main porte cocher
- Casino looking out to the track and all its energy and extensive green
- Boutique Hotel, spa and meeting focus views to beach



Speaker: Hugh Trumbull; Principal of KPF

Talking Points:

- Plan
- Points of entry
- Pedestrian
- Vehicular
- Self Park
- View of casino out to racetrack and the dialogue with the grandstand building – imagine on race day how spectacular it will be for both
- Curve of the Winthrop Façade
- Green buffer
- Site Sheppard ship – LEED Gold or better
- We are really excited about this plan – it really sows so much of what is happening on the inside with the great attributes of the local context. Through the planning we are working hard to find the best ways to promote dialogue and growth for both.



Speaker: Hugh Trumbull; Principal of KPF

Talking Points:

- Beachmont Entry: pedestrian oriented entry
- Entry pavilion from the Beachmont and to Revere Beach
- Plaza gathers individuals using the Metro Train or Bus service
- Moon Casino – dedicated gaming room for special or seasonal events that changes character to reflect interior festive activities – fun and theatrical



Speaker: Hugh Trumbull; Principal of KPF

Talking Points:

- Winthrop Avenue and Tomesello Drive: landscape buffer
- Note the deflection in the façade that we discussed earlier and how it gives spatial relief to the street scape
- Here you can see the landscape buffer that surrounds the complex. This works to humanize and scale the building to the smaller context



Speaker: Hugh Trumbull; Principal of KPF

Talking Points:

- Garden Sequence to Porte-cochere
- Landscape splits and rises to a second ground plane that floats over Sales Creek
- Establishing a picturesque garden entry sequence with waterfalls, trees and beautiful landscape
- Flanking either side are the two resort hotels. To the right the casino Hotel looks over the race track
- The signature umbrellas can now be seen free of the podium and creating a grand canopy over the Porte-cochere



Speaker: Hugh Trumbull; Principal of KPF

Talking Points:

- Porte-cochere
- Intimate room with canopy of umbrellas
- Limestone façade defines the room with two distinct entries
- Casino and Casino Hotel
- The other, the boutique hotel with its complementary spa and meeting spaces
- Both entries gracefully lead to the fantastic retail experience, which the umbrellas animate