

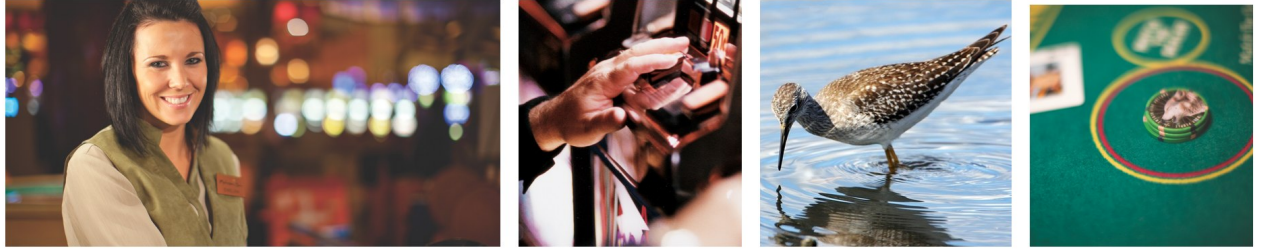


PRESERVING THOROUGHBRED RACING

Speaker: Bethany Seidel; Vice President of Marketing & Promotions

Talking Points:

- Are partners are dedicated to preserving thoroughbred racing
- And in fact Suffolk Down’s survival is dependent on Mohegan Sun Massachusetts; if we get the license for Revere, Suffolk Downs stays in business
- Our ground lease payments generate and ensure the much-needed revenue stream for Suffolk Downs
- Thus preserving a 78-year-old race track and the tradition of thoroughbred racing
- This will directly preserve 800 local jobs that are vital to this region, including trainers, jockeys and all those who rely on this historic track



WE TAKE RESPONSIBILITY



Speaker: Bethany Seidel; Vice President of Marketing & Promotions

Talking Points:

- We take responsibility
- Sustainability is important to us, it's in our DNA--a commitment and consistent follow-through when it comes to doing the right thing on social and environmental issues
- We are proactive rather than reactive; we look to keep problems from developing rather than waiting until a solution is called for
- We actively seek opportunities for actions that further the common interest and social good
- Mitigating the social and physical side effects of gaming is vital to us as a business and as human beings. As a result, responsible gaming is of the utmost importance to Mohegan Sun. We uphold rigid standards to ensure a safe gaming experience that protects the community
- Our comprehensive responsible gaming program is ready for implementation in Massachusetts

RESPONSIBLE GAMING

- An industry leader in ensuring fair and safe gaming
- Support and track voluntary self-exclusion
- One of four founding members of Massachusetts Partnership for Responsible Gambling
- Involved for 13 years in Massachusetts Council on Compulsive Gambling



Speaker: Bethany Seidel; Vice President of Marketing & Promotions

Talking Points:

- There are many initiatives we take to support the problem gambling initiative
- As an industry leader in ensuring fair and safe gaming, we support and track voluntary self-exclusion
- We are one of the four founding members of the Massachusetts Partnership for Responsible Gambling
- And have been involved for 13 years with the Massachusetts Council on Compulsive Gambling

RESPONSIBLE GAMING

- Plan outlines 24 responsible gaming policies
- Self-assessment and mini-counseling kiosks on property
- Monitor alcohol consumption to avoid intoxication and provide rides when necessary
- Complimentary space for independent substance abuse and mental health counseling



Speaker: Bethany Seidel; Vice President of Marketing & Promotions

Talking Points:

- Our plan outlines 24 policies, and we have a history of proactively providing materials and placing information in strategic locations throughout our property
- Integrated within the program will be self assessment and mini counseling kiosks – all will be available to our guests
- We will monitor alcohol consumption to avoid gamer intoxication
- We provide rides to our customers who are unable to drive home safely
- And let's talk about our commitment to the environment

LEED GOLD OR BETTER

- Our project will be energy efficient
- Environmentally conscious and committed to employee and guest health
- Integrated, interdisciplinary approach to sustainability



Speaker: Bethany Seidel; Vice President of Marketing & Promotions

Talking Points:

- As Hugh mentioned earlier in the presentation, LEED Gold or higher is the only option for Mohegan Sun Massachusetts
- We are devoted to clean energy strategies and practices
- Our project will be energy efficient
- We are environmentally conscious and committed to the health of our employees and guests
- We take an integrated, interdisciplinary approach to sustainability

LEED GOLD OR BETTER

- Protect Belle Isle Marsh by improving quality of storm water runoff
- Native plantings to enhance and restore riverfront areas
- Consult with resource agencies regarding environmental mitigation requirements



Speaker: Bethany Seidel; Vice President of Marketing & Promotions

Talking Points:

- Our commitment to protecting Belle Isle Marsh includes improving the quality of storm water runoff
- Native plantings will enhance and restore riverfront areas
- We are consulting with resource agencies regarding any environmental mitigation requirements

LEED GOLD OR BETTER

- Green buffers on more than half the site
- Landscaped roofs and porte cochere
- Gas-fired co-generation and solar panel field cut energy usage 30%
- 4,200 parking spaces below the building
- Earth berms with natural plantings



Speaker: Bethany Seidel; Vice President of Marketing & Promotions

Talking Points:

- Over half of our site is dedicated to green buffers
- Our porte cochere is a landscaped outdoor room, and we have landscaped roofs
- Our gas fired co-generation plant and solar panel field can cut our energy usage by 30%
- 4,200 parking spaces are below the building and will not increase impervious surfaces
- Parking level 3 will include earth berms with natural plantings

LEED GOLD OR BETTER

- A hydroponic greenhouse for growing our vegetables
- Recycle our food waste into energy
- Use of glass and natural light
- Indoor plaza opening onto outdoor terrace with Revere Beach views



Speaker: Bethany Seidel; Vice President of Marketing & Promotions

Talking Points:

- Our greenhouse will use hydroponic technology and grow vegetables for our restaurants
- Our agreement with Harvest Power in Waltham will enable us to recycle our food waste into energy
- The overall effect and feel of the interior of the project is one of space and surprise, and we will make the most of glass and natural light
- Our indoor plaza will open onto an outdoor terrace with views of Revere Beach

THE RIGHT IMPACT



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

Talking Points:

- Hopefully by now you are getting a feel for our team and the type of project we will build at Suffolk Downs, but really this legislation is about economic benefits to the Commonwealth
- Obviously one of the great benefits of the legislation is job creation. But overall, Mohegan Sun will be a huge prosperity creator for the region, not only from direct and indirect job creation
- Our city-integrated approach begins with tremendous relationships with our host community, the region and the Commonwealth and will lead to an improved quality of life
- Let's hear how many in the area believe our project will impact the region in a positive way – in their own words



Video 4 Regional Impact

POSITIVE ECONOMIC ENGINE

- Local hiring and business partnerships
- Working closely with New England Minority Business Development Council
- Promote tourism and convention business for Massachusetts
- Encourage visitor movement between casino and area

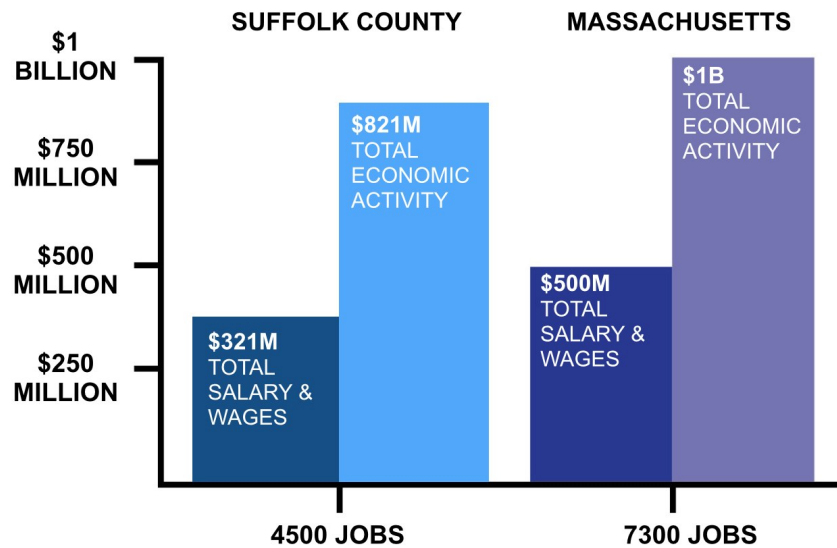


Speaker: Mitchell Etess; Chief Executive Officer, Mohegan Tribal Gaming Authority

Talking Points:

- Mohegan Sun Massachusetts will mean hiring local workers and partnering with local businesses, thus providing direct economic stimulus
- Working closely with local business organizations and New England Minority Business Development Council
- Relationships with local and Commonwealth businesses are a key element in the plan; this is the way we operate
- We will work in concert with the state to help maximize conventions & tourism to draw more tourists to the region

IMMEDIATE ECONOMIC IMPACTS



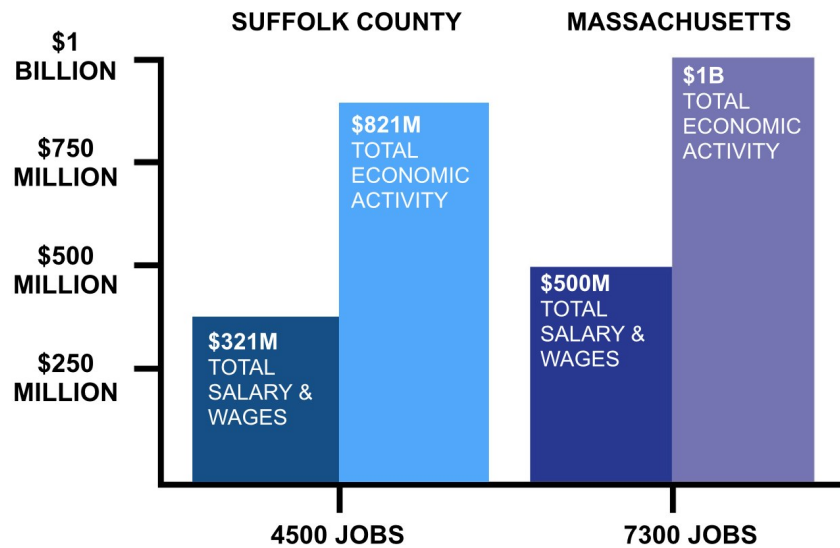
SOURCE: THE ECONOMIC & FISCAL IMPACTS OF THE PROPOSED MOHEGAN SUN MASSACHUSETTS CASINO

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

Talking Points:

- One-time economic impacts attributable to Mohegan Sun Massachusetts (2016 Dollars & Total Jobs – Source: Tourism Economics 2013)
- \$821 million in total economic activity, nearly 4,500 jobs and 321 million in total salaries and wage, in Suffolk County
- And \$1 billion in total economic activity, more than 7,300 jobs and nearly a half billion in total salaries and wages for the state of Massachusetts

IMMEDIATE ECONOMIC IMPACTS



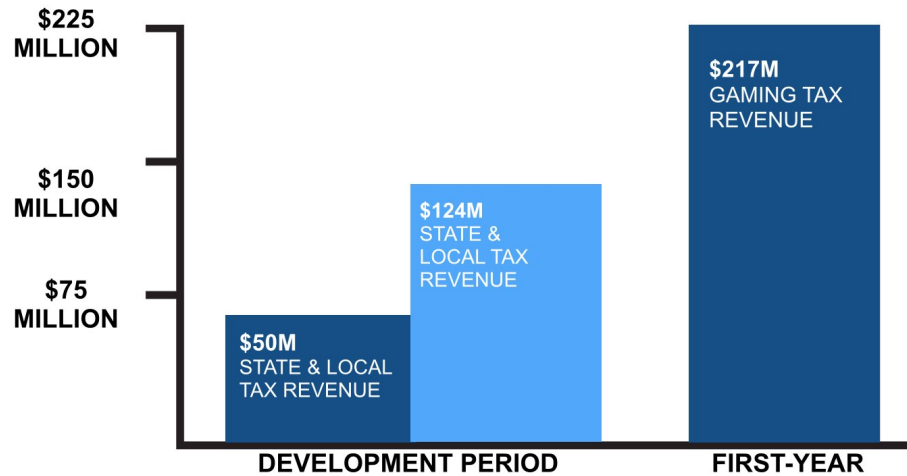
SOURCE: THE ECONOMIC & FISCAL IMPACTS OF THE PROPOSED MOHEGAN SUN MASSACHUSETTS CASINO

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

Talking Points:

- In the Casino’s first year of operations, Suffolk County will benefit from \$482 million in total economic activity and \$194 million in employee salaries and wages
- The State of Massachusetts will benefit from \$616 million in total economic activity, including \$256 million in employee salaries and wages, supporting nearly 5,600 total jobs
- We are fueling the region

TAX REVENUE BENEFITS



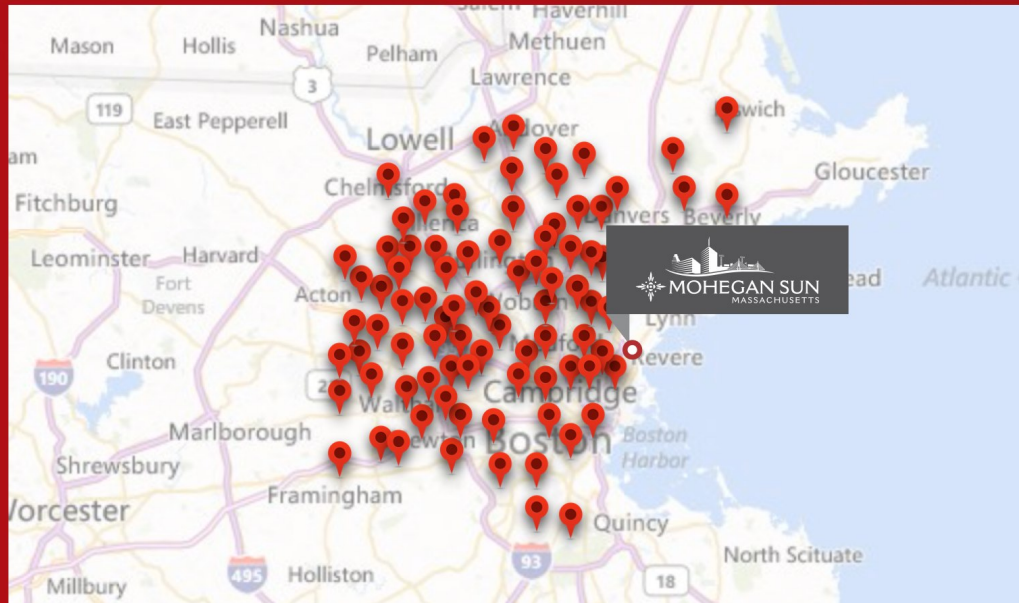
SOURCE: THE ECONOMIC & FISCAL IMPACTS OF THE PROPOSED MOHEGAN SUN MASSACHUSETTS CASINO

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

Talking Points:

- Only Mohegan Sun Massachusetts will generate this kind of impact
- In its first year of operations, Mohegan Sun Massachusetts will generate nearly \$217 million in gaming taxes and Massachusetts Gaming Commission funding
- Mohegan Sun Massachusetts' development period will generate a one-time impact of \$50 million in state and local tax revenues, while annual operations and casino patron ancillary spending will generate \$124 million in state and local tax revenues in the Casino's first year of operations
- Generating the most tax revenue for the Commonwealth

100 PARTNERS AND GROWING



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

Talking Points:

Explain uniqueness of players club program. 60 now 100----somewhat unprecedented

- We will make an ongoing effort to recruit business throughout the Commonwealth into our Partnership Program



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

Talking Points:

- We already have an agreement with the Massachusetts Lottery
- Mohegan Sun Massachusetts will be a licensed state lottery sales agent, based on our agreement with the MGC
- This agreement includes marketing and cross promoting with the Massachusetts Lottery in a mutually beneficial way
- This is simply another example of how we have done the fieldwork - We have already met with the principals and established a working relationship to achieve the best possible results. It's not speculating. It's done

THE RIGHT EMPLOYER



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

Talking Points:

- Our 4 core values set the tone for a workplace that is welcoming supportive, growth-oriented, diverse and unbiased workplace
- Lets see why we're the employer of choice



Video 5 Employer of Choice

GUEST SERVICE STRATEGY

- Hire like your business depends on it
- Train from the heart
- Provide an outstanding work environment
- Protect the culture



Speaker: Kawel B. LauBach; SVP/Chief Human Resource Officer, Mohegan Tribal Gaming Authority

Talking Points:

- Good afternoon, my name is Kawel LauBach, Chief Human Resource Officer for Mohegan Tribal Gaming Authority. It is my pleasure to introduce to you a brief view into the award-winning culture of Mohegan Sun (for those of you who might not have been able to see Undercover Boss this past Friday) ...and why we are The Right Employer
- We are The Right Employer, because of our focused guest service strategy that begins with our employee
- We hire like our business depends on it – because it does. We take a leading-edge behavioral approach to hiring and are committed to then promoting from within
- In fact, 90% of our supervisory and management positions are filled by internal promotion
- And it is important to note that over 50% of our day one team members are still employed today
- We Train from the heart – by providing team members with the skills to be successful in their position, from leadership development, tuition reimbursement to the very first day where our orientation provides new team members with an experience that reinforces their decision to join our organization...we blow them away and ensure they realize they just make the best decision of their lives

- We provide an outstanding work environment, because we realize that providing exceptional services to our team members internally translates into our team providing exceptional service externally. We do this by providing a leading edge work/life balance. We provide a fitness center, an on-site pharmacy, relaxing break areas that include pool tables/ping pong, video games, free meals--but most important we provide a relationship of mutual respect to our team
- We Protect the culture – all business decisions are made with this foremost in mind



WE ARE DIVERSE

Speaker: Kawel B. LauBach; SVP/Chief Human Resource Officer, Mohegan Tribal Gaming Authority

Talking Points:

- We are The Right Employer because we are diverse--as it has been mentioned, Mohegan Sun is minority owned and operated by the Mohegan Tribe of Indians
- And we are committed to developing and maintaining a diverse workforce in every community in which we operate

WE ARE DIVERSE

- 41% of employees are non-white
- Almost equal representation of female to male employees
- Senior leaders will sit on our Diversity Committee



Speaker: Kawel B. LauBach; SVP/Chief Human Resource Officer, Mohegan Tribal Gaming Authority

Talking Points:

- Currently our Connecticut and Pennsylvania properties have a combined diversity percentage of 41%, this has been achieved in demographics that are far less diverse than the Boston area--and to give you a perspective, Northeast PA has less than 4% diverse applicants in the surrounding metropolitan area
- If you were to add our managed property in Atlantic City, our diversity rate reaches nearly 50%
- Our team members are represented by nearly equal numbers of female and male employees
- Our entire team is committed to diversity, including our senior leadership who participate on the diversity committee and are responsible for administering our diversity plan

WE WILL BE DIVERSE

- Goals to hire and promote minorities and women in all levels
- Recruitment efforts targeting Spanish-speaking populations
- Hiring focuses more on interpersonal skills to support diversity
- Awareness programs and initiatives across employment lifecycle



Speaker: Kawel B. LauBach; SVP/Chief Human Resource Officer, Mohegan Tribal Gaming Authority

Talking Points:

- Our diversity plan for Mohegan Sun Massachusetts contains goals agreed upon in our Host Community agreement and in alignment with our core business strategy. Hiring goals related to the Revere community include our effort to provide outreach to the Spanish-speaking residents of Revere
- We ensure that diversity is an integral part of the way we work, and we run awareness programs, initiatives and we actively participate in community groups such as American Legion, NAACP, Rainbow Alliance and Latino Chamber of Commerce
- The truly outstanding contributing factor to our diversity is our hiring process and the concentration on soft skills versus technical; a resume and experience is always secondary to a friendly smile, thus opening the door to many who wouldn't otherwise apply

OUR EMPLOYEES LOVE THEIR WORK

- 94% job satisfaction
- 2013 Northeast Hospitality Turnover Average 40%
 - Mohegan Sun (CT) 5%
 - Mohegan Sun (PA) 23%
- Average yearly salary is \$56,000



Speaker: Kawel B. LauBach; SVP/Chief Human Resource Officer, Mohegan Tribal Gaming Authority

Talking Points:

- We are The Right Employer because our employees love their work
- In a survey independently conducted by Sterling Research Group LLC, 94% of our employees either agreed or strongly agreed that they enjoyed working at Mohegan Sun
- In the 2013 Northeast Hospitality Comp Data Survey, it was reported that hospitality companies saw an approximately 40% turnover rate, comparably Mohegan Sun had a mere 5% at our CT operation and 23% at our Pennsylvania operation. It can be reasonably deduced that our team members not only love their job but they stay and develop their career with our organization
- Mohegan Sun pays a leading edge wage, and has proposed no different for Mohegan Sun Massachusetts, where we have approximated average wages including fringe benefits somewhere in the realm of \$56,000



CONVENIENT LOCATION

Speaker: Kawel B. LauBach; SVP/Chief Human Resource Officer, Mohegan Tribal Gaming Authority

Talking Points:

- We are the right employer because of our convenient location
- As we mentioned, we are going to make every reasonable effort to hire 75% of our workforce from approximately a 15-mile radius, ensuring direct proximity to the Blue Line and MBTA buses that will provide alternate means of transportation, similar to how Suffolk Downs has operated since the 1930's
- It is a low-cost means of transportation, and will keep our thousands of team members off the already congested streets



LABOR COLLABORATION

Speaker: Kawel B. LauBach; SVP/Chief Human Resource Officer, Mohegan Tribal Gaming Authority

Talking Points:

- And we are the right employer because of our labor collaboration
- We are committed to providing existing Suffolk Downs and prior Wonderland employees one of the first opportunities to apply for positions at Mohegan Sun Massachusetts
- We are the only applicant in the Eastern Region who has a detailed Project Labor Agreement with both Building and Construction Trades as well as the New England Regional Council of Carpenters, with over 70 pages submitted to you--the commission--in our RFA-2
- We are the only applicant who has a signed MOA
- Signed by a conglomeration of 4 separate unions (IBEW, UAW, Teamsters and LIUNA) representing the interest of an additional 6 unions in the Boston/Revere area
- We are also the only applicant who has submitted letters of support (8 to be exact) from our labor friends, many of whom are here today in support of us
- IBEW Local 103
- Teamsters Local 25
- Sheet Metal Workers Local 17
- UFCW Local 1445
- Laborers Local 22

- Building Construction Trades Council of the Metropolitan District
- New England Regional Council of Carpenters
- And finally
- The entire Greater Boston Labor Council, AFL-CIO
- Thank You
- Now to discuss Mohegan Sun as the right revenue generator, let me reintroduce Bethany Seidel

THE RIGHT REVENUE-GENERATOR



Speaker: Bethany Seidel; Vice President of Marketing & Promotions

Talking Points:

- We have a track record of proven success
- We are a highly respected brand
- We've already whet the appetite for Mohegan Sun in Massachusetts
- We currently work in competitive environments and get the kinds of financial results you're looking for
- You've received projections and they're conservative, because we don't inflate estimates
- We consistently exceed them
- Our approach is team-based and built to last; we are not a one-man show



DECADES OF NEW ENGLAND KNOW-HOW

Speaker: Bethany Seidel; Vice President of Marketing & Promotions

Talking Points:

- Mohegan Sun is an extremely well-known brand where it matters most —the Northeast
- We know these guests better than anyone—and we have been doing this for 17 years
- As strategic marketers, we've optimized our formula for revenue-driving success. We know how to meet the needs and wants of our guests in the Northeast and beyond
- Location, location, location—we thrive in this environment and have the database of millions that comes with it
- Our complete product offering creates a unique guest experience that maximizes revenue
- The other applicant is not in this business. We already operate in regionally competitive markets like AC, PA, CT



Speaker: Bethany Seidel; Vice President of Marketing & Promotions

Talking Points:

- We've got Momentum
- Our Momentum loyalty program is innovative, revenue generating, loyalty building and portable
- With a loyalty program as compelling as ours, guests are eager to be rewarded and recognized for their patronage
- Momentum gives guests the control and the choice to select the rewards they want

THE POWER OF MOMENTUM

- Nearly 5 million customers in the Northeast alone
- We also have an international database
- Our database will increase tourism and visitation
- This is what we do and excel at



Speaker: Bethany Seidel; Vice President of Marketing & Promotions

Talking Points:

- Driving the power of Momentum is
- Our database consisting of nearly 5 million customers in the Northeast alone
- We also have an international database that includes Mexico, China, and the Middle East
- What better way to increase tourism and visitation than a preexisting audience?
- We are the only applicant with this type of regional experience. This is what we do. This is what we excel at. And this is why we are able to drive the market share we do in our respective markets

MOMENTUM IN MASSACHUSETTS

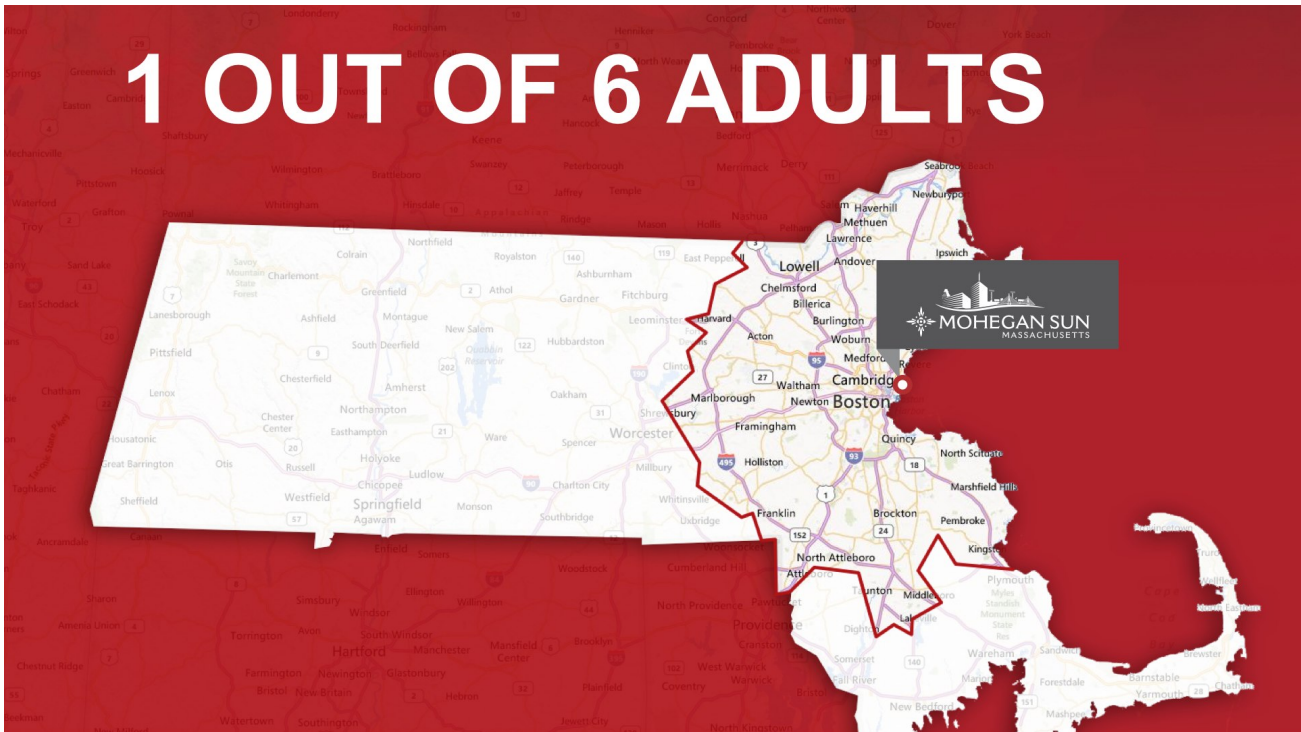
- We already have Momentum members in Massachusetts
- They represent nearly one million gaming trips in a year— that represents \$130 million in gaming activity
- We can communicate with millions directly through personal relationships, via email, direct mail, voice and mobile
- These are people in your region and in your neighborhoods; people who we know and who will love an escape to the North Shore



Speaker: Bethany Seidel; Vice President of Marketing & Promotions

Talking Points:

- Currently, our Massachusetts Momentum members represent nearly a million gaming trips a year generating over \$130 million in gaming activity
- We have an INSTANT and active database with our multi-property loyalty program and can communicate with millions directly through personal relationships and via email, direct mail and phone
- These are the people in your region and in your neighborhoods; people we already know and who will love to escape to Mohegan Sun right here on the North Shore



Speaker: Bethany Seidel; Vice President of Marketing & Promotions

Talking Points:

- The day we open, we will have members with Momentum dollars ready to be-redeemed
- Of the 3.7 million adults within 60 miles of Revere, 670,000, or 1 in every 6, are in our database already
- Based on activity that is occurring right now, we know guest value, when they visit, how often and what games they play and what they like. This valuable revenue-driving information cannot be matched by a more general Vegas database
- With that list in our database, we'll immediately drive revenue from in and out of the region
- And we are legally bound to protect Massachusetts by preventing revenue from leaving the state, because of our management agreement with Brigade Capital

WE EXCEED EXPECTATIONS

- In Pennsylvania
 - Projected: \$131.4 million
 - Actual: \$221.6 million
- **That's 69% more than the original estimates**



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

Talking Points:

- For example - Pennsylvania's Financial Suitability Task Force projected MSPD would produce \$131.4 million of slot win in a stabilized year. In the twelve months ending 8/31/2013, MSPD's Slot Win net of free play credits was \$221.6 million
- 69% greater than the Task Force's original estimates
- We know what it takes to get it done
- We aim to exceed expectations – we don't have to inflate estimates

WE EXCEED EXPECTATIONS

- In New Jersey
 - We increased 11.5%
 - Other casinos declined 0.9%



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

Talking Points:

- We became a partner and were hired by Resorts AC to help resurrect the property and reinvigorate the first casino in AC
- Year over year for the period, total win increased 11.5% while the rest of the casinos in AC declined 0.9%

HIGHEST REVENUE-GENERATING CASINO IN WESTERN HEMISPHERE

Top 10 as of September 30, 2013

1. Mohegan Sun, CT (\$911M)	6. Empire City Casino, NY(\$558M)
2. Seminole Tampa, FL (\$900M)	7. MGM Grand, NV (\$550M)
3. Foxwoods, CT (\$851M)	8. Thunder Valley Casino, CA (\$550M)
4. Resorts World, NY (\$756M)	9. Borgata, NJ (\$522M)
5. Wynn/Encore, NV (\$655M)	10. Venetian/Palazzo, NV (\$521M)

NOTE: REFLECTS CASINO WIN EXCLUDING FREE PLAY, SOURCE: COMPANY FILINGS, WALL STREET ANALYST ESTIMATES



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

Talking Points:

- In Connecticut we opened in the shadows of the largest grossing casino in the world, and we eclipsed them
- Our property is wildly successful. Mohegan Sun generates the highest revenue in the Western Hemisphere
- And if you want big players from all over the country, we've got them already in our database
- You want regional customers to come to Massachusetts instead of Rhode Island or Connecticut...we have them already in our data base...they are our customers
- It's as simple as that
- This formula is proven. It works in all our markets and will work in Massachusetts. It will also work to fend off future competition in places like New Hampshire
- We know what it takes to get it done



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

Talking Points:

- This is how we generate more – we provide great experiences for our guests
- Guests have a wide range of gaming preferences and we know what they are
- From \$2 Poker to Penny Slots to a private high-end gaming room
- No matter where we go, we put the features in place that the market wants
- Of course, every casino has slots and blackjack, but our World at Play sets the stage for a WOW experience



EVOLUTION OF THE WOW



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

Talking Points:

- We constantly evolve our product and marketing to keep the experience fresh and guests coming back
- We analyze our guest needs and monitor our service scores
- Our properties evolve and change to meet the needs of the frequent visitor market
- These product and service enhancements allow us to meet and exceed customer demands
- This formula has allowed us to win in CT and garner and continually increase our market share in PA
- This is how we beat existing and will beat future competition. We know how to get it done

WHY MOHEGAN SUN MASSACHUSETTS?



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

Talking Points:

- So let's take a look at the top 10 reasons why Mohegan Sun Massachusetts is the right choice

WHY WE'RE THE RIGHT CHOICE

1. New England Know-How
2. Welcoming, accessible location
3. The WOW the market wants
4. Up and running quickly
5. Maximum tax generator
6. Integrity and longevity
7. Highly respected, successful brand
8. Comprehensive mitigation
9. Continuity of Suffolk Downs
10. Destination for everyone



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

Talking Points:

- New England Know-How
- Welcoming, accessible project location
- The WOW the market wants
- Up and running quickly
- Maximum tax generator
- Integrity and longevity
- Highly respected, successful brand
- Comprehensive mitigation
- Continuity of Suffolk Downs
- Destination for everyone



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

Talking Points:

Ladies and Gentleman of the Commission, we thank you for providing this opportunity to demonstrate that we are absolutely passionate about and equally prepared for bringing the Mohegan Sun experience to the Commonwealth.

We see Mohegan Sun and Massachusetts as a natural fit – and believe no other applicant can bring to the table the combination of expertise, experience, and ethics we offer you.

We would be truly honored to have the opportunity to bring our team’s vision to life...it’s a vision of “making Revere remarkable again.”



Video 6 Closing



**IT'S THE RIGHT TIME FOR
NEW ENGLAND KNOW-HOW**

