



Speaker: Hugh Trumbull; Principal of KPF

Talking Points:

- Roof Garden (above the Porte cohere)
- Here we are on the roof, our backs to the boutique hotel – looking out across the pool deck, which doubles as a function space for meeting facilities
- To the right are greenhouses which are integrated into our farm to table restaurants and beyond that, you see the Casino Hotel and the city of Boston



Speaker: Hugh Trumbull; Principal of KPF

Talking Points:

- Interior perspective
- Beginning of studies for the interior – dynamic mix of fun modern retail, gaming, food and beverage and more natural landscape features that work together to make a great resort experience
- I'd like to welcome Todd Finard up to talk more about the exciting prospect of what is being planned for the interiors



EXPERIENCES THAT WOW

Speaker: Todd Finard; Chief Executive Officer of Finard Properties

Talking Points:

- Thank you, Hugh
- My name is Todd Finard, CEO, Finard Properties
- Our job is to work with Mohegan to infuse this development with all of the elements that turn a casino and gaming experience into a full-fledged resort experience
- We get to think about things like the retail offerings, the culinary specialties, the hospitality options, the entertainment experiences, a lot of the fun stuff
- The team's sole focus has been working on a program that will establish the project as the perfect destination for anything from girls' night out to Uncle Mickey's 60th birthday part
- Look, we get it. Okay, there's nothing like the rush of a gaming floor. Particularly when the casino floor is home to 4,000 slot machines, a hundred table games, and twenty poker tables
- The elements that we're looking to program into the retail, the hospitality and the entertainment are going to need to be extraordinary if we hope to host all of those moments that Suffolk Downs and Revere have in the past hosted and to make this in fact remarkable again, as Bob Newmaier said earlier



EXPERIENCES THAT WOW

Speaker: Todd Finard; Chief Executive Officer of Finard Properties

Talking Points:

- There's no room for cookie cutter, every element must be considered. So for example when we look at things like the destination dining, it can't be standard, it can't be middle of the road, that's not going to cut it
- We're going to have to tap in to the incredible talent that hails from Massachusetts
- Ken Orangers
- the Barbara Lynchs
- the Ming Tsais
- the Lydia Shires
- or even some other chefs that haven't even been discovered yet. These are the types of talented people that we're going to be looking to work with, our goal is to have the Massachusetts brand and spirit on display in a very big way
- Given that the casino's going to offer everything from penny slots to high stakes poker, the food is also going to need to run the gamut as well, so a grab and go burger is going to have to be just as good and just as special as the locally sourced seafood and sushi



Speaker: Todd Finard; Chief Executive Officer of Finard Properties

Talking Points:

- Next, when we talk about things like world class shopping, the big brands are going to play a role in attracting shoppers while at the very same time we're going to have these specialty shops that are going to infuse some of that flavor, that local kind of essence and, and you know, based upon the conversations that we're already having with retailers, the question's not going to be who's coming, but what's the mix that's going to be there



Speaker: Todd Finard; Chief Executive Officer of Finard Properties

Talking Points:

- In terms of nightlife, we're going to have intimate lounges, we're going to have high-octane dance clubs, we're going to have casual pubs, all of this is going to come together, it's going to create a captivating nightlife and for the widest range of guests. Keeping the focus on that range of guests for a moment, I want to point out that by offering two hotel experiences, first of all this is intentional, and second of all I think that we can appeal to that broader range



EXPERIENCES THAT WOW

Speaker: Todd Finard; Chief Executive Officer of Finard Properties

Talking Points:

- So let's talk about those two opportunities
- The 325-room casino hotel is going to rise above Suffolk Downs racetrack, it's going to peer back over into the Boston cityscape to the south and obviously look north up the Revere beach coastline, it's going to be proximate to and focused around the casino
- The boutique hotel, the boutique resort hotel is going to be 175 keys. It's going to draw its energy from the 10,000 square foot spa and the incredible restaurants and the flexible conference and entertainment space, it's going to be offered at a slightly lower price point and, and make for a slightly more accessible pricing option for our guests
- This hotel will allow for music and events, corporate programming, all of which is going to be set in technologically wired spaces
- Every detail will be considered, from the thread count of the sheets to the music greeting the guests. An immense amount of thought has gone into imagining how a Mohegan Sun Massachusetts guest will experience this amazing resort destination



Speaker: Todd Finard; Chief Executive Officer of Finard Properties

Talking Points:

- At the end of the day the project's got to yield something much bigger than just a casino, the project has to have a soul, it has to be authentic. If it feels like it was cut and pasted from another market, then visitors will visit it, they'll go onto the next attraction Boston has to offer
- Our collective team is going to create a place that is so much more than ordinary
- I want to hand it over to Mitchell and have him add some additional color to the entertainment that will be offered as part of the Mohegan experience



INTIMATE ENTERTAINMENT SETTINGS

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

Talking Points:

- Entertainment is a crucial part of the Mohegan Sun Massachusetts experience. Since this property will likely see a high number of repeat customers, the offering will need to be dynamic and diverse
- So as you heard from Todd, we will be offering a variety of venues in the retail component of the project
- In addition we will offer live shows on a fairly regular basis in our multipurpose room, maybe 20 shows a year



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

Talking Points:

- But I think the strength of the entertainment portion of this application is the partnership we have forged with Citi-Center, and the way we will intend to work with the local arts community
- We intend to send our guests to local area venues including The Strand Theater. We will provide transportation to or from events
- Citi Center will operate our live entertainment events. We will collaborate on booking, marketing, presenting and co-presenting of events. There is no doubt the combination of the buying power of Citi Center, with the buying power of the Mohegan organization, with our many venues--including the Mohegan Sun arena, that currently ranks as the busiest arena of its size in the world--is going to lead to an even better variety of entertainment in the venues in and around the greater Boston area

THE RIGHT APPROACH



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

Talking Points:

- We will work to continue to weave ourselves into the fabric of Greater Boston. We intend to face outwards and create programs that encourage visitors to flow back and forth between the casino and our surroundings, and revenues to go that way as well
- Our Momentum Dollars program that you will hear about later will directly drive dollars into the community because people will be able to redeem Momentum Dollars at participating businesses in the region
- As members of the community we believe in this. We have a history of hundreds of years of working with our communities here in New England
- We have a track record of doing this...let's take a look



Video 3 Good Neighbor

ENHANCING THE REGION

- Care about the social capital and vitality of the communities in which we live and work
- Hold ourselves to high ethical standards and practices
- Invest in programs that elevate the quality of life
- It is in our best interest to take care of our community



Speaker: Bethany Seidel; Vice President of Marketing & Promotions

Talking Points:

- As you can see, we take great pride in becoming part of our community. I am Bethany Seidel, VP of Marketing and Promotions for Mohegan Sun, and I would love to tell you about our pledge to Revere
- We care deeply and personally about the social capital and vitality of the communities in which we live and work
- We have the highest ethical standards and practices and a deep respect for all people and the environment
- As a Mohegan Tribal member, I know this is an integral part of who we are— it's what we do
- And it's the Mohegan Sun Way
- We invest in programs that elevate the quality of life and benefit our neighbors. We believe this is an important part of being a responsible member of the community
- It is in our best interest to take care of our community at large

MOST GENEROUS AGREEMENT

- 2,500 construction jobs
- 4,000 permanent jobs
- 75% of permanent jobs come from within 15 miles
- Hiring preference for Revere and the local community



Speaker: Bethany Seidel; Vice President of Marketing & Promotions

Talking Points:

- And when it comes to Revere, we have the most generous plan
- Thousands of quality jobs
- Mohegan Sun Massachusetts plans to yield 2,500 construction and 4,000 permanent jobs, with 75% of the permanent jobs coming from within 15 miles
- We will practice hiring and training preferences for the local community

MOST GENEROUS AGREEMENT

- Annual minimum payments
 - Minimum \$25 million years 1-3
 - \$28 million years 4-6
 - Potential of greater payments including \$40 million if \$1 billion in revenue is achieved



Speaker: Bethany Seidel; Vice President of Marketing & Promotions

Talking Points:

- We are providing tens of millions of \$\$'s in new revenue to assist with the local economy annually
- A minimum of \$25 million the first 3 years
- A minimum of \$28 million years 4-6
- With the potential of \$40 million if \$1 billion in gaming revenue is achieved

MOST GENEROUS AGREEMENT

- \$33 million in pre-opening payments including:
 - \$2 million for the renovation of the Harry Della Russo stadium
 - \$1 million for the construction of the new youth center
 - More than \$40 million for local transportation and infrastructure



Speaker: Bethany Seidel; Vice President of Marketing & Promotions

Talking Points:

- Pre-opening payments will fund improvements and new construction in the local community
- With \$2 million for the renovation of the Harry Della Russo stadium
- And \$1 million for the construction of a new youth center
- We're not bringing a traffic problem; we are bringing a traffic solution with \$40 million for local transportation and infrastructure addressing pre-existing problems--all with private financing making these improvements a reality
- Noting that our peak traffic times do not coincide with rush hour traffic

MOST GENEROUS AGREEMENT

- \$10 million a year in purchases from Revere businesses
- \$50 million annually for businesses within 15 miles
- We are part of the community
- We have assigned memorandum with GNEMSDC



Speaker: Bethany Seidel; Vice President of Marketing & Promotions

Talking Points:

- Let's not forget our support for the local business community
- We are committed to purchasing \$10 million a year from Revere businesses
- With an additional \$50 million annually from businesses located within 15 miles including women and veteran owned businesses
- And through our agreement with the Greater New England Minority Supplier Development Council a special focus on minority businesses
- And we support the Commonwealth compact and its diversity pledge
- As I said before, we see ourselves as part of the Revere community. We're family