



Town of  
**Longmeadow, Massachusetts**

231 Maple Road, Longmeadow, MA 0110

Tel. (413) 565-4110



January 28, 2026

Massachusetts Gaming Commission Community Mitigation Fund  
101 Federal Street, 12th Floor  
Boston, MA 02110

**RE: FY2027 Casino Mitigation Fund Grant Application for Joint Public Safety UAS (Drone) Program**

Dear Members of the Review Committee,

On behalf of the Town of Longmeadow and its Fire and Police Departments, I am pleased to submit this proposal for the establishment of a Joint Public Safety Unmanned Aircraft Systems (UAS) Program. This request for funding from the Community Mitigation Fund is a direct response to the measurable and ongoing public safety impacts resulting from the operation of the MGM Springfield Casino.

Since the opening of the casino, the Interstate 91 and Route 5 corridors—which serve as primary arteries for casino patrons and commercial logistics—have experienced a significant surge in traffic volume. This increased activity has led to a rise in motor vehicle accidents, hazardous materials risks, and severe traffic congestion. Of particular concern is the increase in secondary incidents, where congestion from an initial event leads to further collisions, placing an unprecedented strain on our emergency personnel.

The UAS program will serve as a force multiplier, allowing for a rapid, cost-effective, and safer means of gaining situational awareness. For **Highway & Traffic Management**, incident commanders can evaluate crash size-up, vehicle involvement, and fluid leaks without placing personnel in active traffic lanes. By documenting scenes faster from the air, the departments can clear wreckage and reopen critical transportation routes, reducing the economic and safety impacts of casino-related congestion. In terms of **Fire & Hazardous Materials Response**, aerial imaging allows for the early identification of "hot spots" in brush fires and chemical plumes in HAZMAT incidents, particularly those occurring near high-traffic corridors. Drones eliminate the need for extensive ground-based reconnaissance in dangerous terrain, directly reducing the potential for firefighter injury or death. Rapid deployment to locate missing or endangered individuals in the wooded areas or riverfronts surrounding the casino corridors will assist **Law Enforcement & Search and Rescue (SAR)** initiatives. Real-time observation of potentially dangerous scenes, allows police to de-escalate situations by gathering intelligence from a safe distance. The system will provide high-resolution documentation for crime scenes and motor vehicle crash investigations, ensuring a higher standard of data for legal and insurance purposes.

Our proposed UAS program serves as a critical mitigation tool to address these casino impacts. The program will be operated in compliance with all applicable FAA regulations, established departmental policies, and training standards, ensuring responsible use while strengthening emergency response capabilities and overall community safety. By implementing a "Drones as a First Responder" (DFR) model, the Town of Longmeadow will achieve:

- **Enhanced Responder Safety:** By replacing dangerous "ground-based reconnaissance" with aerial intelligence, we significantly lower the statistical probability of Line of Duty Deaths (LODD) or injuries in active traffic lanes.
- **Operational Efficiency:** Drones provide a rapid, agile, and cost-effective alternative to traditional manned aerial assets, which are often prohibitively expensive or unavailable during critical windows.
- **Regional Coordination:** As regional development continues, this program will bolster our capacity for interagency coordination with State and local mutual aid partners during large-scale emergencies and severe

weather events.

- **Economic Resilience:** Faster scene assessment allows for accelerated route clearance, ensuring that casino-related surges do not paralyze local commerce or impede the flow of critical transportation.

This initiative is a joint effort between the Longmeadow Fire and Police Departments, ensuring maximized resource sharing and a unified approach to community safety. This investment is not simply a request for technology; it is a vital step in ensuring our infrastructure remains resilient and our responders remain safe in the face of evolving regional demands.

Thank you for your time and for your continued support of community mitigation efforts. We look forward to the opportunity to discuss this project further.

Sincerely,

Michael Barbieri  
Assistant Town Manager  
Town of Longmeadow



## **FY 2027 Municipal Community Mitigation Fund Grant Application**

### **Application Instructions:**

- I. All applications must be received by the Massachusetts Gaming Commission by January 31, 2026, at 11:59 p.m. to be considered for funding for the FY 2027 grant round.
- II. Each municipality may only submit **ONE** application as a Word Document.
- III. Each project must have its own form within the appropriate category. Forms can be found below as Parts A-E. If there is more than one project in a category, please copy the form. All attachments should directly follow the relevant project form.
- IV. Be sure to fill in all the information requested on the application. Applications that are left incomplete will not be accepted.
- V. All applications must submit a detailed scope of work and timeline for implementation for all projects identified in the application.
- VI. All applications must contain appropriate backup materials that support the application.
- VII. The Municipal Grant Manager will be the person responsible for compiling the information for the quarterly reports. The application must be signed by the municipal administrator or an individual with signatory authority. Submit this completed form as well as any relevant attachments to [MGCCMF@Massgaming.gov](mailto:MGCCMF@Massgaming.gov) or as a response to the **COMMBUYS Bid BD-26-1068-1068C-1068L-121911**.

For more detailed instructions as well as the full FY 2027 Application Guidelines visit <https://massgaming.com/about/community-mitigation-fund/>

Municipal Grant Manager Information (Person for filing all Quarterly Reports, etc.):
Applicant: Town of Longmeadow
Vendor Code:
Name: Michael Barbieri
Title: Assistant Town Manager
Email Address: <a href="mailto:mbarbieri@longmeadowma.gov">mbarbieri@longmeadowma.gov</a>
Telephone: 4135654110
Address: 231 Maple Road, Longmeadow, MA 01106

Grant Budget Summary

Your community’s FY 2027 proposed allocation can be found at <https://massgaming.com/about/community-mitigation-fund/>.

Use the space below to total all requests by category. Please clarify how many discreet projects your community plans to undertake per category.

Total FY 2027 Allocation:		
Application Totals by Category	# of Projects	Requested Amount
A. Community Planning		
B. Public Safety	1	\$32,512.40
C. Transportation		
D. Gambling Harm Reduction		
E. Specific Impact		
TOTAL		\$32,512.40

**(Applicants should indicate administrative costs by project where necessary and under specific impact when the funds will be directed across multiple projects.)**

Are you requesting a waiver for any program Requirement?

Yes \_\_\_\_\_

No   X  

If yes, you must fill out a CMF Municipal Waiver Form. The waiver form can be found as Appendix E to the RFR on COMMBUYS or online at <https://massgaming.com/about/community-mitigation-fund/forms/>.

*Applications without a completed waiver form will not be considered for a waiver.*

**Budget Category Summary**

Use the space below to provide an overview of all projects to be covered by this funding. You may add as many items as is pertinent to your application (you can add rows by right clicking on the row and selecting “add row”). Please provide a category, name, brief description, and amount for each item.

Category	Project Name	Description	Amount
A. Community Planning			
B. Public Safety	Public Safety UAS (Drone) Program	The Town of Longmeadow is requesting funding to establish a comprehensive Unmanned Aircraft Systems (UAS) Program. This initiative is a direct response to the heightened public safety demands placed on the Town by the continued operation of the MGM Springfield Casino. By deploying a joint Fire and Police drone program, Longmeadow aims to mitigate the increased risks associated with casino-related traffic on the I-91 and Route 5 corridors, ensuring the safety of first responders and the traveling public.	\$32,512.40.
C. Transportation			
D. Gambling Harm Reduction			
E. Specific Impact			

**Applicant Certification**

On behalf of the aforementioned applicant, I hereby certify that the funds that are requested in this application will be used solely for the purposes articulated in this application.



\_\_\_\_\_  
Signature:

1/28/2026

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

Michael Barbieri, Longmeadow Assistant Town Manager

\_\_\_\_\_  
Name and Title of Signatory:

**Part A-Community Planning** - The application should include sufficient backup information for the review team to fully understand the project(s). This information could include locus maps, requests for proposals, detailed scopes of work, drawings etc.

<b>Project Name:</b>			
Please provide below the contact information for the individual managing this aspect of the grant.			
<b>Project Contact</b>		<b>Additional Project Contact</b> <i>(if applicable)</i>	
Name:		Name:	
Title:		Title:	
Department:		Department:	
Email Address:		Email Address:	
Telephone:		Telephone:	
Address:		Address:	
<p>I. Please use the space below to identify the impact of the gaming establishment on your municipality. You may use the impacts identified in the FY 2027 Guidelines relevant to this category. If you are using an impact not identified in the guidelines, please use the space below to identify the impact. Please provide documentation or evidence that supports the determination that the operation of the gaming facility caused or is causing the impact (i.e., surveys, data, reports, etc.)</p>			
<p>II. Please describe the project in detail and how the proposed project will address the impact indicated above. Please include a breakdown of the proposed scope of work, the scope should be sufficiently detailed to allow the review team to understand the steps required for project completion.</p>			
<b>Proposed MGC Grant Budget</b>			
Please use the following table to outline the project budget. Please include as an attachment any requests for proposals, quotes, or estimates that would quantify the costs associated with the mitigation.			
Description of Purchase/Work	Timeline	QTY	Budget
	<b>TOTAL:</b>		



<b>Proposed MGC Grant Budget</b>			
Please use the following table to outline the project budget. Please include as an attachment any requests for proposals, quotes, or estimates that would quantify the costs associated with the mitigation.			
<b>Description of Purchase/Work</b>	<b>Timeline</b>	<b>QTY</b>	<b>Budget</b>
	<b>TOTAL:</b>		

**Part C - Public Safety** - The application should include sufficient backup information for the review team to fully understand the project(s). This information could include locus maps, catalog cuts of proposed equipment purchases, quotes, training course syllabus, etc.

<b>Project Name:</b> <u>Public Safety Drone (UAS) Program</u>	
Please provide below the contact information for the individual managing this aspect of the grant.	
<b>Project Contact:</b>	<b>Additional Project Contact</b> <i>(if applicable)</i>
Name: Michael Barbieri	Name: Andrew Markt
Title: Assistant Town Manager	Title: Deputy Fire Chief
Department: Town Manager	Department: Fire Department
Email Address: <a href="mailto:mbarbieri@longmeadowma.gov">mbarbieri@longmeadowma.gov</a>	Email Address: <a href="mailto:amarkt@longmeadowma.gov">amarkt@longmeadowma.gov</a>
Telephone: 413-565-4110	Telephone: 413-567-3357
Address: 231 Maple Rd. Longmeadow, MA 01106	Address: 44 Williams St. Longmeadow, MA 01106
Please use the space below to identify the impact of the gaming establishment on your municipality. You may use the impacts identified in the FY 2027 Guidelines relevant to this category. If you are using an impact not identified in the guidelines, please use the space below to identify the impact. Please provide documentation or evidence that gives support for the determination that the operation of the gaming facility caused or is causing the impact (i.e., surveys, data, reports, etc.)	
Since the opening of MGM Springfield, Interstate 91 and Route 5 have seen a measurable surge in volume from patrons, employees, and commercial logistics. This "casino corridor" has resulted in: higher rates of motor vehicle accidents and roadside emergencies, prolonged lane closures that create dangerous "queue jumps" and secondary collisions and elevated demands on Longmeadow Public Safety Agencies resources for reconnaissance and hazard mitigation.	
II. Please describe the project in detail and how the proposed project will address the impact indicated above. Please include a breakdown of the proposed scope of work, the scope should be sufficiently detailed to allow the review team to understand the steps required for project completion.	
The UAS program will serve as a force multiplier, allowing for a rapid, cost-effective, and safer means of gaining situational awareness. A joint Public Safety drone program promotes interdepartmental collaboration, maximizes resource sharing, and reduces operational costs when compared to traditional aerial assets. The program will be operated in compliance with all applicable FAA regulations, established departmental policies, and training standards, ensuring responsible use while strengthening emergency response capabilities and overall community safety. The following areas of operations would benefit from this proposed program:	
<b>1. Highway &amp; Traffic Management</b> <ul style="list-style-type: none"> <li>• <b>Rapid Scene Assessment:</b> Incident Commanders can evaluate crash size-up, vehicle involvement, and fluid leaks without placing personnel in active traffic lanes.</li> <li>• <b>Accelerated Route Clearance:</b> By documenting scenes faster from the air, the Departments can clear wreckage and reopen critical transportation routes, reducing the economic and safety impacts of casino-related congestion.</li> </ul>	

**2. Fire & Hazardous Materials Response**

- **Thermal Intelligence:** Aerial imaging allows for the early identification of "hot spots" in brush fires and chemical plumes in HAZMAT incidents, particularly those occurring near this high-traffic corridor.
- **Reduced Personnel Risk:** Drones eliminate the need for extensive ground-based reconnaissance in dangerous terrain, directly reducing the potential for firefighter or police officer injury or death.

**3. Law Enforcement & Search and Rescue (SAR)**

- **Endangered Persons:** Rapid deployment to locate missing or endangered individuals in the wooded areas or riverfronts surrounding the casino corridors.
- **Tactical Support:** Real-time observation of potentially dangerous scenes, allowing police to de-escalate situations by gathering intelligence from a safe distance.
- **Evidence and Documentation:** Document crime and motor vehicle crash scenes in a more efficient, safe and thorough manner.

**4. Scope of Work**

Upon award of the grant funding, the Town will immediately purchase the drone and case, which will initiate the care-plan warranty to support and protect the investment in this critical equipment. Concurrently, we will begin having members complete the FAA training and certification program, which is anticipated to be completed within three months of the grant contract execution.

**Proposed MGC Grant Budget**

Please use the following table to outline the project budget. Please include as an attachment any requests for proposals, quotes, or estimates that would quantify the costs associated with the mitigation.

Description of Purchase/Work	Timeline	QTY	Budget
Skydio X10 Starter Kit (2.4/5 GHz, 5G/LTE Ready, IR) NA + VT300-Z	Immediate upon grant award	1	\$16,464.40
Skydio Night Sense with Visible Light Attachment for X10	Immediate upon grant award	1	\$2,800.00
Skydio Care for X10 with Cellular 5G + VT300-Z, 3-year	Immediate upon grant award	1	\$5,249.00
Airworx Go-Command OG UltraBright Case Only (V3)	Immediate upon grant award	1	\$3,999.00
PilotInstitute Training and Certification (FAA Part 107)	Within 3 months of grant award	10	\$4,000.00
	<b>TOTAL:</b>		\$32,512.40

**Part D- Gambling Harm Reduction-** The application should include sufficient backup information for the review team to fully understand the project(s). This information could include other relevant research, Requests for Proposals, etc.

<b>Project Name:</b>			
Please provide below the contact information for the individual managing this aspect of the grant			
<b>Project Contact:</b>		<b>Additional Project Contact</b> <i>(if applicable)</i>	
Name:		Name:	
Title:		Title:	
Department:		Department:	
Email Address:		Email Address:	
Telephone:		Telephone:	
Address:		Address:	
<p>I. Please use the space below to identify the impact of the gaming establishment on your municipality. You may use the impacts identified in the FY 2027 Guidelines relevant to this category. If you are using an impact not identified in the guidelines, please use the space below to identify the impact. Please provide documentation or evidence that gives support for the determination that the operation of the gaming facility caused or is causing the impact (i.e., surveys, data, reports, etc.)</p>			
<p>II. Please describe the project in detail and how the proposed project will address the impact indicated above. Please include a breakdown of the proposed scope of work, the scope should be sufficiently detailed to allow the review team to understand the steps required for project completion.</p>			
<b>Proposed MGC Grant Budget</b>			
Please use the following table to outline the project budget. Please include as an attachment any requests for proposals, quotes, or estimates that would quantify the costs associated with the mitigation.			
<b>Description of Purchase/Work</b>	<b>Timeline</b>	<b>QTY</b>	<b>Budget</b>

	<b>TOTAL:</b>		
--	---------------	--	--

**Part E- Specific Impact (“SI”)** If you are applying for a SI grant you should reach out in advance to MGC Staff to ensure project eligibility. A community may also use this Specific Impact Grant to break out administrative and staffing costs associated with the grant as a whole.

<b>Project Name:</b> [Redacted]			
Please provide below the contact information for the individual managing this aspect of the grant.			
<b>Project Contact:</b>		<b>Additional Project Contact</b> <i>(if applicable)</i>	
Name:		Name:	
Title:		Title:	
Department:		Department:	
Email Address:		Email Address:	
Telephone:		Telephone:	
Address:		Address:	
<p>I. Please use the space below to identify the impact of the gaming establishment on your municipality. This category is for projects that do not fit in any other category but may use any impacts identified in the FY 2027 Guidelines that are relevant. If you are using an impact not identified in the guidelines, please use the space below to identify the impact. Please provide documentation or evidence that gives support for the determination that the operation of the gaming facility caused or is causing the impact (i.e., surveys, data, reports, etc.)</p>			
<p>II. Please describe the project in detail and how the proposed project will address the impact indicated above. Please include a breakdown of the proposed scope of work, the scope should be sufficiently detailed to allow the review team to understand the steps required for project completion.</p>			
<b>Proposed MGC Grant Budget</b>			
Please use the following table to outline the project budget. Please include as an attachment any requests for proposals, quotes, or estimates that would quantify the costs associated with the mitigation.			
<b>Description of Purchase/Work</b>	<b>Timeline</b>	<b>QTY</b>	<b>Budget</b>

	<b>TOTAL:</b>		



Skydio, Inc.  
 3000 Clearview Way  
 San Mateo, CA 94402  
 United States  
 (855) 463-5902  
 orderadmin@skydio.com

## Quote

**Quote Form #:** Q-46567  
**Created Date:** 12/4/2025  
**Expiration Date:** 12/31/2025  
**Prepared By:** Brianna Park  
**Prepared By Email:** brianna.park@skydio.com

**FOR PRICING / BUDGETARY PURPOSES ONLY**

**CUSTOMER:** Longmeadow Fire Department (MA)

### A La Carte

#### Hardware + Perpetual Software

Product Code	Product Name	QTY	Term (Months)	List Unit Price	Net Unit Price	Total (USD)
DR4ESKT2IZG0300NA	Skydio X10 Starter Kit (2.4/5 GHz, 5G/LTE Ready, IR) NA + VT300-Z	1.00		\$16,464.40	\$16,464.40	\$16,464.40
DR4ATTSWNAV	Skydio NightSense with Visible Light Attachment for X10	1.00		\$2,800.00	\$2,800.00	\$2,800.00
<b>Hardware + Perpetual Software Subtotal:</b>						\$19,264.40

#### Services

Product Code	Product Name	QTY	Term (Months)	List Unit Price	Net Unit Price	Total (USD)
CEDR45G300Z3YRNA	Skydio Care for X10 with Cellular 5G + VT300-Z, 3-year	1.00		\$5,249.00	\$5,249.00	\$5,249.00
<b>Services Subtotal:</b>						\$5,249.00

#### Totals

<b>Total Fees</b>	\$24,513.40
<b>Estimated Shipping</b>	\$46.35
<b>Grand Total</b>	\$24,559.75

#### Special Terms

Skydio V200 and VT300 gimbals are export controlled items, with export control classification number (ECCN) 6A003.b.4.b. Where an export license is required, delivery of any export controlled item is contingent upon Skydio being granted an export control license for the sale from the U.S. Department of Commerce. If Skydio delivers an export-controlled item to a customer in the U.S. and that customer seeks to export or otherwise divert the item outside the U.S., it is the customer's responsibility to apply for any required license(s) from the U.S. government. Diversion contrary to U.S. law is prohibited.

Certain items in this order may be subject to certification requirement(s) under United States federal and/or state law. Skydio's delivery of any such item within the United States is contingent upon completion of applicable US-based certification processes. Skydio shall bear sole responsibility for, and will provide a full refund to Customer for any items for which Skydio is unable to obtain applicable US-based certification. The foregoing is inapplicable to items purchased for export from the United States.

With respect to any geographic location into which Customer will import the Products or Services, Customer represents and warrants that it has all necessary licenses, waivers, or other regulatory approvals necessary in order to import and operate the Products and Services. Customer is solely responsible for any costs, fees, penalties, judgments or other liabilities arising from Customer's import, export, transfer or operation of the Products or Services outside the Authorized Territory.

## Terms and Conditions

Skydio's sale of the products and services in this quote will be subject to Skydio's standard terms and conditions, which can be found at <https://www.skydio.com/legal>, and transacted on an Order Form to be provided by Skydio. This quote is for Customer's budgetary purposes only. Unless an alternate contracting method has been pre-approved by Skydio, Skydio will not accept a purchase order that purports to accept this quote or offer to purchase products and services below without a signed Skydio Order Form.

**DRAFT**

## **Exhibit A: Product Descriptions and Definitions**

<b>Product Name</b>	<b>Description</b>
Skydio X10 Starter Kit (2.4/5 GHz, 5G/LTE Ready, IR) NA + VT300-Z	Kit includes one (1) Skydio X10 2.4/5 GHz, 5G/LTE Ready vehicle, one (1) 2.4/5 GHz, 5G/LTE Ready Enterprise Controller, one (1) VT300-Z Sensor Package, one (1), pro case, two (2) wall adapters, one (1) set additional propellers, two (2) 256 GB micro SD cards, three (3) batteries, and one (1) dual charger. Includes one (1) license to Skydio Autonomy Drone Software that allows the drone to see, understand, and act upon the world. License is perpetual and non-transferable. Data sold separately.
Skydio Care for X10 with Cellular 5G + VT300-Z, 3-year	Skydio Care for X10 with Cellular 5G + VT300-Z, 3-year includes bundled Care for the Skydio X10 with Cellular 5G and the VT300-Z Sensor Package. Skydio Care for X10 with Cellular 5G (3yr plan) includes: (a) three (3) Damage Replacement with advance shipment and up to one (1) Lost Drone Replacement with advance shipment. Skydio Care for VT300-Z (3yr plan) includes: (a) three (3) Damage Replacement with advance shipment and up to one (1) Lost Sensor Package Replacement with advance shipment. In either event, Customer will be charged the full cost of the replacement sensor package if Skydio fails to receive payment of associated replacement fees (covered in T&C) within thirty (30) days of the shipment.
Skydio NightSense with Visible Light Attachment for X10	Skydio NightSense for X10 includes access to advanced autonomy functionality in no and low light situations. Includes one (1) perpetual license and one (1) visible light spectrum active illumination attachment that can be carried by the Skydio X10.

**DRAFT**



DUNS: 106681556  
 CAGE CODE: 9QBJ1  
 SAM.GOV: QLP5FQEM5QH1

# QUOTE

Credit card transactions may require a 4% charge

**Airworx LLC**  
 3504 Highway 153 #301  
 Greenville, South Carolina 29611  
 United States

8648989444  
 airworxdrone.com

**BILL TO**  
**Longmeadow Fire Department (MA)**  
 Mike Nothe

413-335-8082  
 mnothe@longmeadowma.gov

**Estimate Number:** 23007

**Estimate Date:** December 4, 2025

**Valid Until:** January 3, 2026

**Grand Total (USD): \$3,999.00**

Items	Quantity	Price	Amount
<b>Airworx Go-Command OG UltraBright Case Only (V3)</b> SKB2317-14 3i Weatherproof wheeled case. Includes custom foam or pick and Pluck at request of client. Features our Go-Command OG UltraBright 24" built-in monitor that's direct sunlight viewable with wireless screen casting from the Smart Controller, wireless HDMI transmission device with up to 100ft range, wired HDMI port and a 300w 60,000mah portable power supply.  Pick & Pluck Foam	1	\$3,999.00	\$3,999.00

**Grand Total (USD): \$3,999.00**

**Notes / Terms**

Once approved in email or via PO for an order, we will begin the setup process. All of our systems and equipment must be setup and activated (starts the warranty status) which then becomes non-refundable and non-returnable. In most cases there is no possibility for a return option. However, we will always support and ensure satisfaction that products we sell operate to the standard expectations of the manufacturer.

Quotes are valid 30-days unless otherwise stated in this document, and quotes depend on ability to source the products.

Thank you for considering using our South Carolina based small business for your purchase!