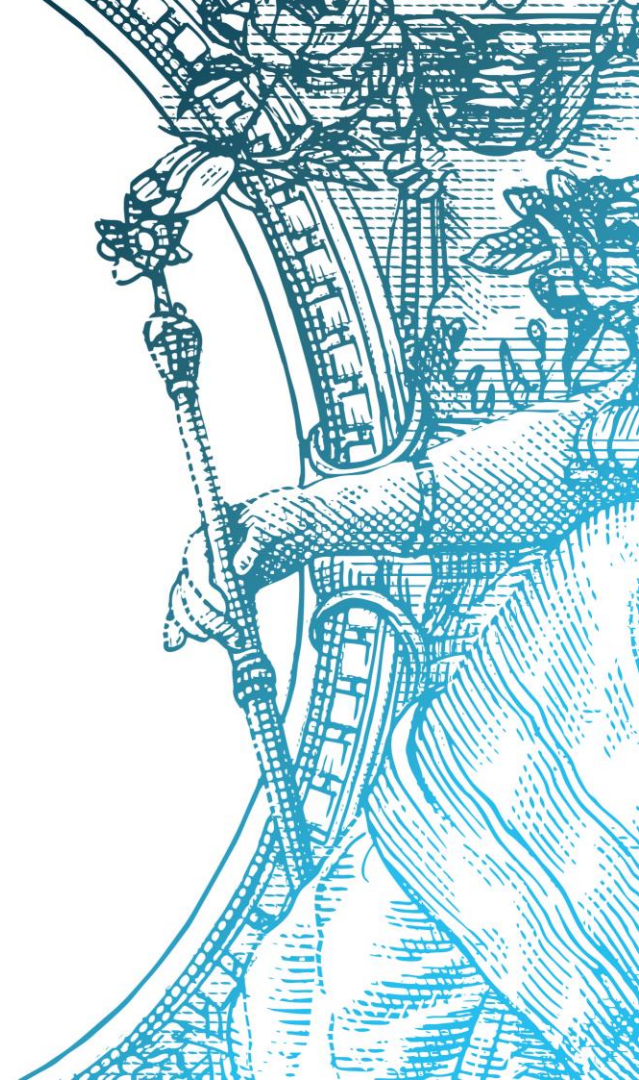


Q4 2020 Report

Massachusetts Gaming Commission

February 25, 2021



REVENUE, TAXES, LOTTERY & COMPLIANCE



Q4 2020 Gaming Revenue & Taxes

Month	Gaming Revenue	MA Taxes
October	\$17,506,082	\$4,376,520
November	\$10,501,735	\$2,625,434
December	\$11,835,366	\$2,846,342
TOTAL	\$39,843,183	\$9,848,296

Lottery



Month	Lottery Sales at MGM Springfield
October	\$101,267
November	\$49,840
December	\$56,605

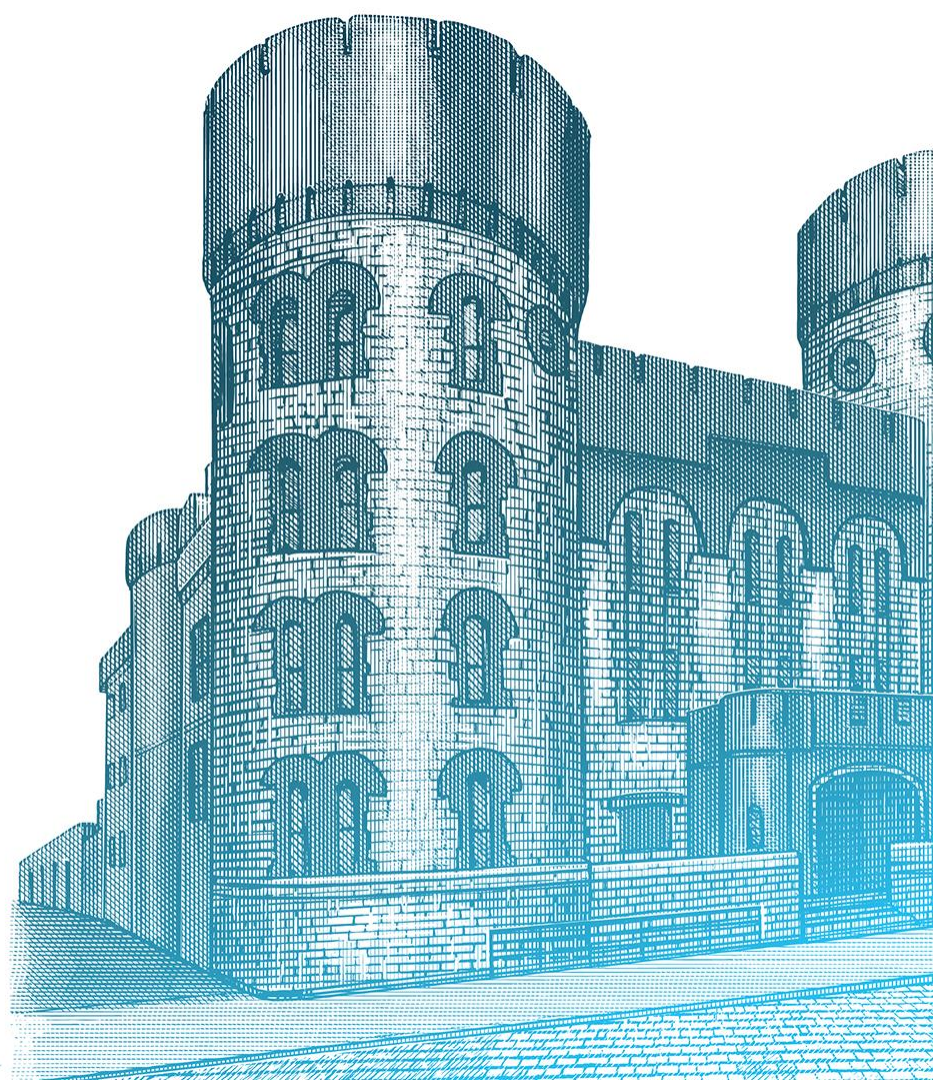


Compliance

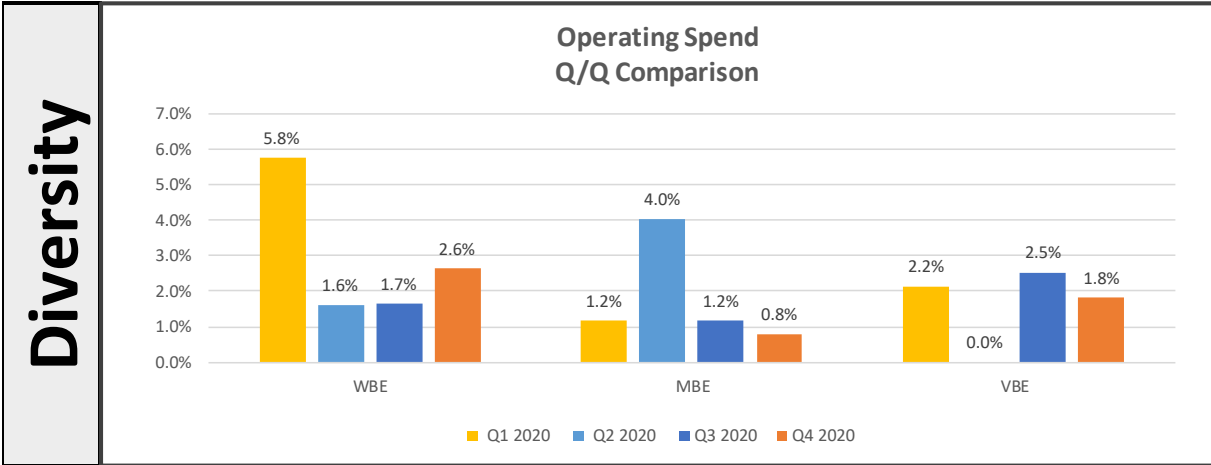


Month	Minors intercepted in Gaming Area and prevented from Gaming	Minors intercepted gaming	Minors intercepted consuming alcohol
October	2	0	0
November	0	0	0
December	2	2	1

SPEND UPDATE



Q4 2020 Operating Spend

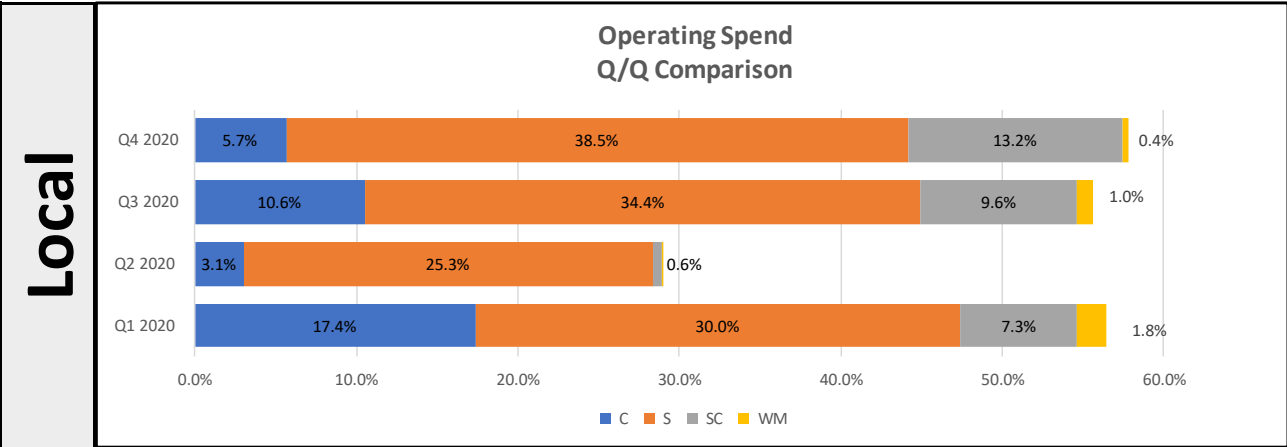


Diversity

- Notes:
- Total Biddable Spend for Q3 2020 was \$5.7M
 - Diversity categories defined as:
 - WBE – Women-Owned Business Enterprise
 - MBE – Minority-Owned Business Enterprise
 - VBE – Veteran Owned Business Enterprise
 - Diversity spend goals defined as:
 - WBE – 15% of Biddable Spend
 - MBE – 10% of Biddable Spend
 - VBE – 2% of Biddable Spend

\$5.7M identified in Biddable Spend
\$0.3M in payments to Diversity Suppliers (5%)

Q4 2020 Operating Spend



Local

- Notes:
- Total Spend for Q4 2020 was \$6.2M
 - Spend segments defined as:
 Commonwealth (C)
 Springfield (S)
 Surrounding Communities (SC)
 Western Massachusetts (WM)

\$3.8M in payments to Mass. Suppliers (61%)
\$3.5M in payments to Western Mass (56%)



EMPLOYMENT



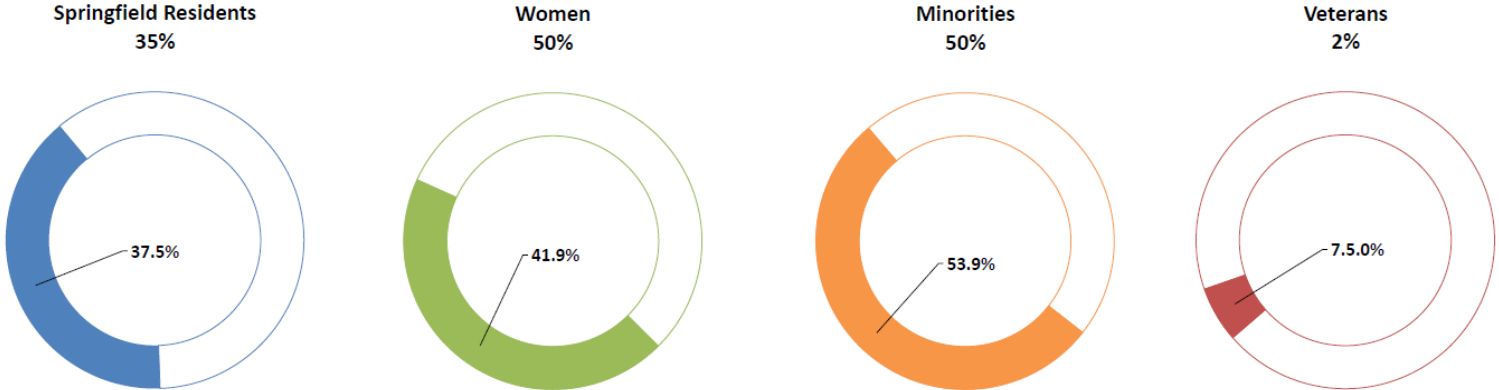
Employment Numbers

	Employees	Full-Time	Part-Time
Totals	891	771	120
% of Total	100%	86.5%	13.5%

2020/Q4	Goals	Q1 %	Q1 Total # of Employees	Q2 %	Q2 Total # of Employees	Q3 %	Q3 Total # of Employees	Q4 %	Q4 Total # of Employees
Minority	50%	53%	1,076	53%	1,074	56%	507	53.9%	480
Veteran	2%	6%	118	6%	116	7%	64	7.5%	67
Women	50%	44%	896	44%	892	42%	379	41.9%	373
Springfield Residents	35%	40%	807	40%	806	40%	361	37.5%	335
Western MA Residents	-	-	1,553	-	1,546	-	679	-	661
MA Residents	-	-	1,584	-	1,577	-	692	-	677
Total # Of Gaming Establishment Employees			2,022		2,012		911		891
Full Time			1,489		1,480		839		771
Part Time			394		393		70		91
On Call			139		139		2		29

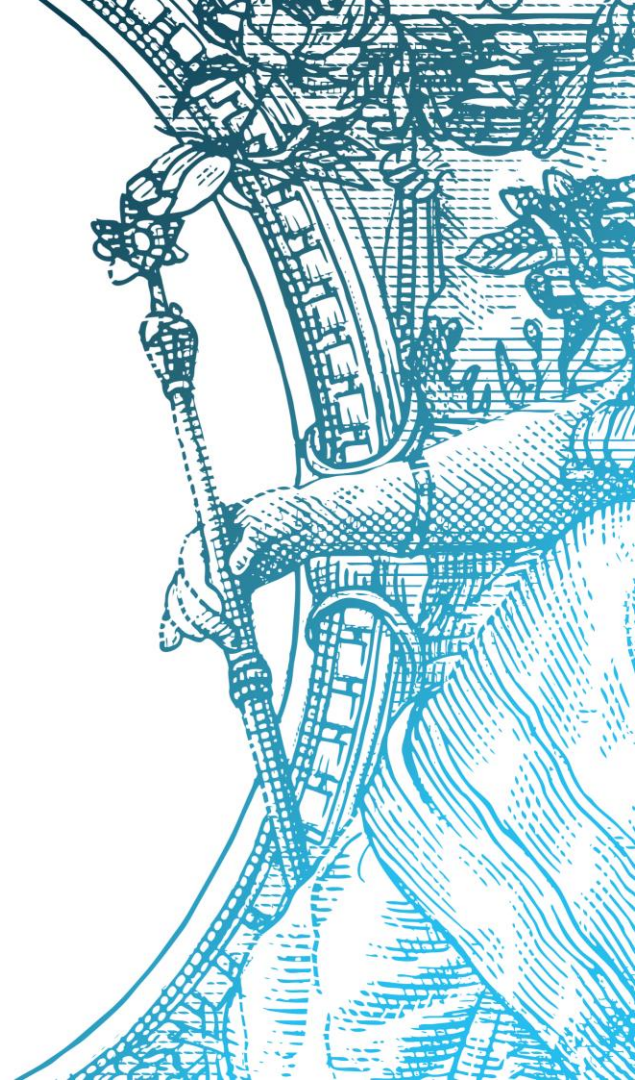


Progress on Hiring Goals



Represents 891 active employees as of 12/31/2020 (Does not include Campus Tenants, Vendors)

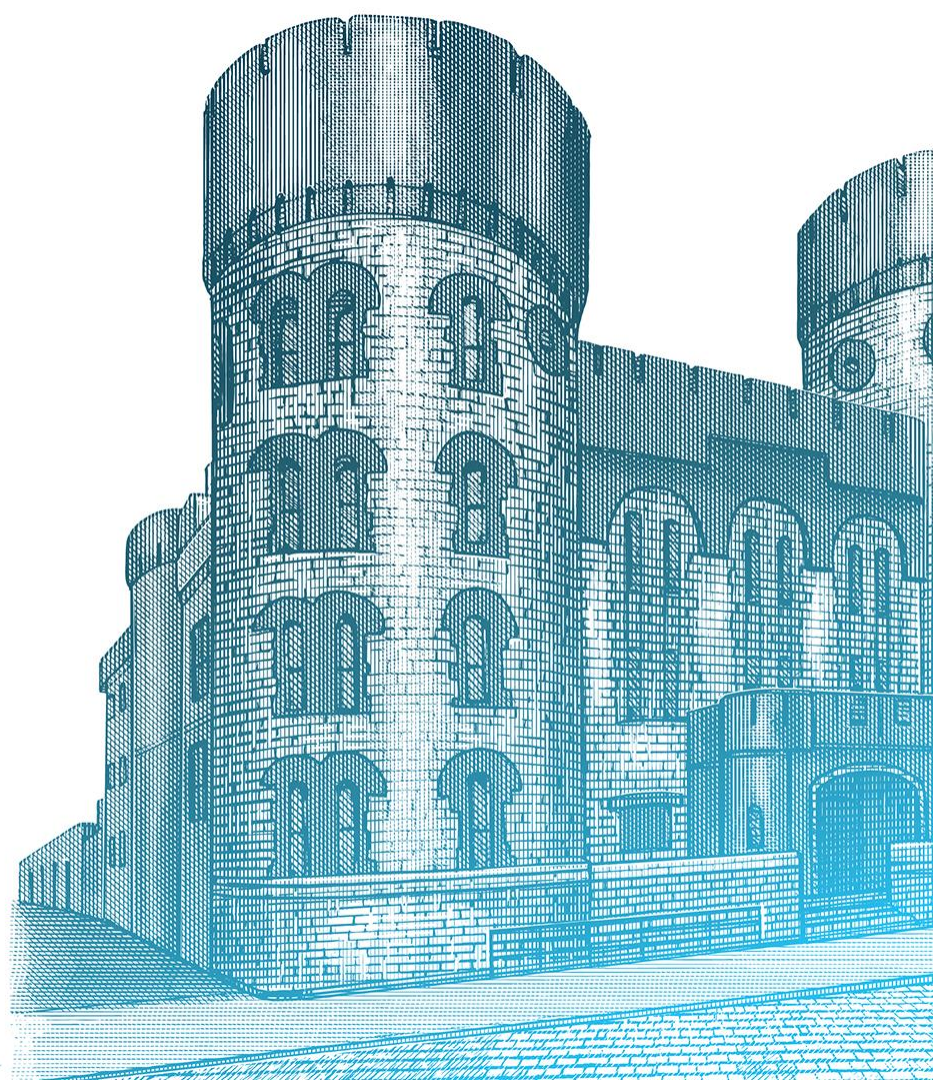
COMMUNITY ENGAGEMENT



Community Engagement



FUTURE IMPACT



Development Update



- City contractor completed \$4M demo and remediation
- Developer moving forward on construction drawings, pricing and bidding
- Financial close expected in Spring/Summer 2021
- Wahlburgers completed construction – on track for Spring 2021 opening
- Armory Plans – none until Covid restrictions are lifted.

THANK YOU

