



Q1 2024 Report Massachusetts Gaming Commission

June 6, 2024

Revenue, Taxes, Lottery & Spend Update

MGM Springfield Q1 2024

Q1 2024 Gaming Revenue & Taxes

Month	Gaming Revenue	MA Taxes
January	\$20,707,305	\$5,176,826
February	\$22,977,235	\$5,744,309
March	\$25,248,645	\$6,312,161
Total	\$68,933,186	\$17,233,296

2024 YOY Gaming Revenue & Taxes

Year	Quarter	Table Games Revenue	Slots Gaming Revenue	Total Gaming Revenue	MA Taxes
2023	Q1	\$14,087,437	\$56,103,441	\$70,190,878	\$17,547,719
	Q2	\$14,999,105	\$54,294,938	\$69,294,043	\$17,323,511
	Q3	\$10,812,302	\$53,670,606	\$64,482,908	\$16,975,861
	Q4	\$13,237,327	\$53,403,080	\$66,640,406	\$16,660,102
	Total	\$53,136,170	\$217,472,065	\$270,608,235	\$68,507,192
2024	Q1	\$13,966,721	\$54,936,465	\$68,933,186	\$17,233,296
	Q2	-	-	-	-
	Q3	-	-	-	-
	Q4	-	-	-	-
	Total	\$13,966,721	\$54,936,465	\$68,933,186	\$17,233,296

Q1 2024 Sports Wagering Revenue



Month	Taxable Revenue	Taxes
January	\$188,782	\$28,317
February	\$242,675	\$36,401
March	\$30,153	\$4,523
Total	\$461,610	\$69,241

Month	Taxable Revenue	Taxes
January	\$3,872,802	\$661,651
February	\$3,308,254	\$589,817
March	\$2,949,087	\$479,928
Total	\$10,130,143	\$1,731,396

Q1 2024 Lottery

Month	Lottery Sales	% Change from Previous Year
January	110,989	16%
February	127,820	5%
March	175,735	27%
Total	\$414,543	16%

2024 YOY Lottery Sales

Year	Quarter	Lottery Sales	% Change from Previous Year
2023	Q1	\$356,136	-
	Q2	\$394,232	-
	Q3	\$372,821	-
	Q4	\$357,359	-
	Total	\$1,480,547	-
2024	Q1	\$414,543	16%
	Q2	-	-
	Q3	-	-
	Q4	-	-
	Total	\$414,543	16%

Q1 2024 Diversity Spend

Diversity Category	Annual Goal	Q1%	Q1 Spend
MBE Vendor Spend	10%	7%	\$462,657
VBE Vendor Spend	2%	5%	\$321,914
WBE Vendor Spend	15%	9%	\$544,057
Total	27%	21%	\$6,351,485

Note: Diversity spend in Q1 2023 was 19%.

2024 Local Spend

Diversity Category	Q1%	Q1 \$
Local* Vendor Spend	47%	\$2,995,788
MA Vendor Spend	53%	\$3,337,508

Note: Total Biddable Spend excludes gaming vendors, utilities, insurance, banking fees/services, and other expenses outlined within the American Gaming Association Diversity Spending Exclusion List (MGM Springfield Diversity and Affirmative Marketing Program - Appendix D).

*Local Vendor Spend includes Springfield, Surrounding Communities and Western Massachusetts.

Compliance

MGM Springfield Q1 2024

Q1 2023 Compliance

Month	Minors intercepted in Gaming Area and prevented from Gaming	Compared to 2023	% Change	Minors intercepted gaming	Compared to 2023	% Change	Minors intercepted consuming alcohol	Compared to 2023	% Change
Jan	15	57	-74%	2	4	-50%	0	0	0
Feb	10	28	-64%	2	3	-33%	1	0	100%
Mar	25	30	-17%	4	5	-20%	0	1	-100%

- Longest time in Gaming Area – 1 hour 15 minutes
- Shortest time in Gaming area – 6 seconds
- 5 underage were under 18 years old, the remaining 45 across the quarter, were between the ages of 18 – 21.

Q1 2024 Compliance



Security Officer Vanessa Nachtigal prevented 4 underage from gaming and received encouraging recognition all the way from our CEO Bill Hornbuckle.

Employment

MGM Springfield Q1 2024

2024 Employment Numbers

2024	Goals	Q1 2024 %	Q1 2024 Total # of Employees	Q2 2024 %	Q2 2024 Total # of Employees	Q3 2024 %	Q3 2024 Total # of Employees	Q4 2024 %	Q4 2024 Total # of Employees
Minority	50%	50%	758						
Veteran	2%	4%	65						
Women	50%	41%	613						
Springfield Residents	35%	38%	567						
Western MA Residents	-	76%	1,149						
MA Residents	-	78%	1,168						
Total # Of Gaming Establishment Employees*	-		1,505						
Full Time	-		979						
Part Time	-		287						
On Call	-		239						

- MGM Springfield Sportsbook currently employs 12 team members.

Q1 2024 Workforce & Hiring Initiatives

- Property Tours & Career Presentations:
 - Holyoke Community College
 - Putnam Voc Tech
 - Westfield Academy
- Job Fairs
 - Johnson & Wales
 - UMass Amherst Hospitality Management
 - Way Finders
 - MassHire
 - Property Hiring Events
- Workforce Development
 - Springfield Partners for Community Action



Community Outreach & Special Events

MGM Springfield Q1 2024

Q1 2024 Community Outreach & Special Events



Springfield Music School Volunteer Event



Adopt-a-School Family Night



Valentine's Teacher Appreciation



Dr. Suess Reading Day & Book Donation



Baystate Medical Center Radiothon



Friends of the Homeless

Q1 2024 Community Outreach & Special Events



Westfield Senior Luncheon



Career Day at Springfield Adopted School



MGM Springfield Employee Appreciation Day



Bay Path University Women's Leadership Conference



Community Impact Q1 2024

- Total Volunteer Hours: 372
- Community Highlights:
 - Served over 1800 meals to those in need
 - Donated 500+ books to local school
 - Supported Baystate Children's Hospital
 - Women's Leadership Conference Sponsor
 - Dr. Seuss Reading Day at local school
 - Hosted Teacher Appreciation Valentine's Luncheon at Adopted School
 - Donated 200 meals to Westfield Senior Citizens



Entertainment

MGM Springfield Q1 2024

Q1 Entertainment at MassMutual Center



Red Sox Winter Weekend



NCAA Hockey Regionals. First time in building history!

Televised on ESPN2
Over 500 hotel rooms in Springfield
Over 11,000 tickets sold



14 Straight Springfield Thunderbird Sell Outs



4 Paw Patrol Shows



Record breaking Globetrotters Sales



7 Disney on Ice Shows

Q1 Entertainment – ARIA Ballroom & Symphony Hall

FREE MUSIC FRIDAYS **WINTER EDITION**

Jan 26 – 7:30 to 9:00 p.m.
THE BLUSHING BRIDES
The Original Tribute to the Rolling Stones

Feb 2 – 7:30 to 9:00 p.m.
AQUANETT
Tribute to 80's Rock N' Metal

Feb 9 – 7:30 to 9:00 p.m.
TRAILER TRASH
Today's Modern Country Music

Feb 16 – 7:30 to 9:00 p.m.
DARIK & THE FUNBAGS
New England's #1 Undisputed Party Band

Feb 23 – 7:30 to 9:00 p.m.
THE EAGLES EXPERIENCE
America's Most Authentic Eagles Tribute Show

VOYAGE
CELEBRATING THE MUSIC OF JOURNEY

MARCH 22 · ARIA BALLROOM
ticketmaster®

S
SYMPHONY HALL
SPRINGFIELD

AARON LEWIS
FEBRUARY 17

THE AMERICAN PATRIOT
AARON LEWIS
★★★ WE STAND ALONE TOGETHER ★★★
2024 ACOUSTIC TOUR

FEBRUARY 17
SYMPHONY HALL
SPRINGFIELD, MA

TICKETS ON SALE @ TICKETMASTER.COM

AARONLEWISMUSIC.COM

Q1 Entertainment – ROAR!



ROAR!
COMEDY CLUB
UNCLE LAZER JAN 5-6



ROAR!
COMEDY CLUB
BIG IRISH JAY JAN 12-13



ROAR!
COMEDY CLUB
ORLANDO BAXTER
& JIMMY CASH
JAN 26-27

ROAR!
COMEDY CLUB
FEBRUARY
SHOWS



Visit MGMSpringfield.com/ROAR for tickets and more info.



KATHIE FARRIS FEB 2-3



DUCHARME & PAULEY FEB 9-10



ORLANDA LEYBA FEB 16-17



BRAD UPTON FEB 23-24



MAR 1-2 LUCAS ZELNICK



MAR 8-9 MICHAEL LENOCI



MAR 15 ALL IRISH COMEDY



MAR 16 FRANK SANTOS JR



MAR 22-23 KERRY FEEHAN



MAR 29-30 DAVE WILLIAMSON

Entertainment – Upcoming



SH
SYMPHONY
HALL

**THERESA
CAPUTO**
MAY 30

*Theresa
Caputo*
LIVE
'THE EXPERIENCE'
FROM *Lifetime* RAISING SPIRITS

ticketmaster®
ON SALE FEB 16 @ 10AM



MGM
SPRINGFIELD

ARIA BALLROOM

**KILLER
QUEEN**
SEPT 20

ticketmaster®
ON SALE MARCH 15 @ 10AM

**QKILLER
QUEEN**
A TRIBUTE TO QUEEN

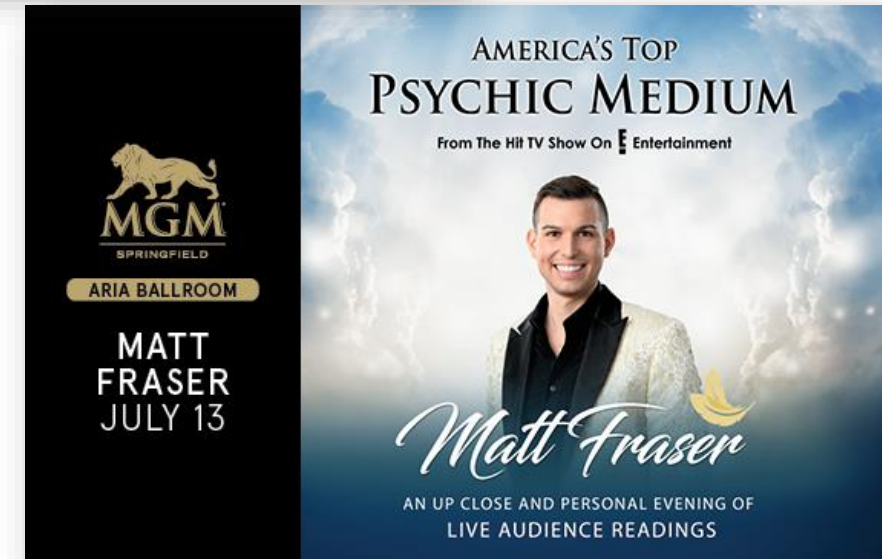
Featuring Patrick Myers
as Freddie Mercury



**FREE
MUSIC
FRIDAYS**

Outdoors on The Plaza
7:30 to 9:00 p.m.

MGM
SPRINGFIELD



AMERICA'S TOP
PSYCHIC MEDIUM
From The Hit TV Show On **E** Entertainment

MGM
SPRINGFIELD

ARIA BALLROOM

**MATT
FRASER**
JULY 13

Matt Fraser

AN UP CLOSE AND PERSONAL EVENING OF
LIVE AUDIENCE READINGS

MAROON 5

JULY 1
MASSMUTUAL CENTER
SPRINGFIELD, MA





Thank you
