



Q2 2024 Report Massachusetts Gaming Commission

August 15, 2024

Revenue, Taxes, Lottery & Spend Update

MGM Springfield Q2 2024

Q2 2024 Gaming Revenue & Taxes

| Month | Gaming Revenue | MA Taxes |
|--------------|---------------------|---------------------|
| April | \$22,771,252 | \$5,692,813 |
| May | \$22,422,694 | \$5,605,673 |
| June | \$21,924,494 | \$5,481,124 |
| Total | \$67,118,440 | \$16,779,610 |

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 | \$12,978,593 | \$54,139,847 | \$67,118,440 | \$16,779,610 |
| | Q3 | - | - | - | - |
| | Q4 | - | - | - | - |
| | Total | \$26,975,314 | \$109,076,311 | \$136,051,626 | \$34,012,906 |

Q2 2024 Sports Wagering Revenue



| Month | Taxable Revenue | Taxes |
|--------------|----------------------|------------|
| April | (\$542,634) | \$0 |
| May | (\$568,834) | \$0 |
| June | (\$548,561) | \$0 |
| Total | (\$1,660,029) | \$0 |

| Month | Taxable Revenue | Taxes |
|--------------|--------------------|--------------------|
| April | \$2,399,641 | \$479,928 |
| May | \$3,031,536 | \$606,307 |
| June | \$2,326,190 | \$465,238 |
| Total | \$7,757,367 | \$1,551,473 |

Q2 2024 Lottery

| Month | Lottery Sales | % Change from Previous Year |
|--------------|------------------|-----------------------------|
| April | \$108,131 | (36%) |
| May | \$113,313 | 12% |
| June | \$125,619 | 1% |
| Total | \$347,063 | (12%) |

2024 YOY Lottery Sales

| Year | Quarter | Lottery Sales | % Change from Previous Year |
|------|--------------|--------------------|-----------------------------|
| 2023 | Q1 | \$356,136 | - |
| | Q2 | \$394,262 | - |
| | Q3 | \$372,821 | - |
| | Q4 | \$357,359 | - |
| | Total | \$1,480,577 | - |
| 2024 | Q1 | \$414,543 | 16% |
| | Q2 | \$347,063 | (12%) |
| | Q3 | - | - |
| | Q4 | - | - |
| | Total | \$761,606 | 1% |

Q2 2024 Diversity Spend

| Diversity Category | Annual Goal | Q2% | Q2 Spend |
|--------------------|-------------|------------|--------------------|
| MBE Vendor Spend | 10% | 8% | \$535,558 |
| VBE Vendor Spend | 2% | 3% | \$218,901 |
| WBE Vendor Spend | 15% | 7% | \$500,407 |
| Total | 27% | 18% | \$1,254,867 |

Note: Diversity spend in Q2 2023 was 19%.

2024 Local Spend

| Diversity Category | Q2% | Q2 \$ |
|---------------------|-----|-------------|
| Local* Vendor Spend | 47% | \$3,205,653 |
| MA Vendor Spend | 53% | \$3,629,289 |

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 Junketing Program - Appendix D).

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

Q2 Diversity Procurement Efforts

Q2 Diversity Procurement Events:

- 04/25/2024 – Hosted Western Mass Developers Council vendor matchmaking event
- 05/03/2024 – 2024 GNEMSDC Annual Awards Celebration
- 06/13/2024 – GNEMSDC Quarterly Industry Leaders Roundtable
- 06/20/2024 – ABC (WBE/VBE) meeting
- 06/24/2024 – GNEMSDC Supplier Golf Classic
- Q2 - Held bid opportunities with several vendors throughout the quarter



Compliance

MGM Springfield Q2 2024

Q2 2024 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 |
|-------|---|------------------|----------|---------------------------|------------------|----------|--------------------------------------|------------------|----------|
| Apr | 24 | 29 | -17% | 1 | 4 | -75% | 3 | 0 | 300% |
| May | 23 | 43 | -46% | 1 | 2 | -50% | 0 | 0 | 0 |
| Jun | 28 | 42 | -33% | 3 | 4 | -25% | 1 | 1 | 0 |

- Longest time in Gaming Area – 1 hour 10 minutes
- Shortest time in Gaming area – 12 seconds
- 6 underage were under 18 years old, the remaining 69 across the quarter, were between the ages of 18 – 20.

Q2 2024 Compliance



Security Officer Ali Siad wins a Star of the Show for detecting and removing the most number of underage from the Gaming Area.

Employment

MGM Springfield Q2 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 | 52% | 803 | | | | |
| Veteran | 2% | 4% | 65 | 4% | 64 | | | | |
| Women | 50% | 41% | 613 | 41% | 630 | | | | |
| | | | | | | | | | |
| Springfield Residents | 35% | 38% | 567 | 38% | 592 | | | | |
| Western MA Residents | - | 76% | 1,149 | 76% | 1,170 | | | | |
| MA Residents | - | 78% | 1,168 | 78% | 1,195 | | | | |
| | | | | | | | | | |
| Total # Of Gaming Establishment Employees* | - | | 1,505 | | 1,541 | | | | |
| Full Time | - | | 979 | | 1,006 | | | | |
| Part Time | - | | 287 | | 306 | | | | |
| On Call | - | | 239 | | 234 | | | | |

- MGM Springfield Sportsbook currently employs 13 team members.

Q2 2024 Workforce & Hiring Initiatives

- Property Tours & Career Presentations:
 - Holyoke Community College -Culinary & Hotel Programs
- Job Fairs
 - Tech Foundry
 - WayFinders
 - MassHire Hampden County
 - Westover Job Corps
- Workforce Development
 - Holyoke Community College
 - Hampden County Sheriffs Department
 - UMass Amherst
 - Springfield Public Schools Adult Education
 - Putnam Voc Tech High School



Community Outreach & Special Events

MGM Springfield Q2 2024

Q2 2024 Community Outreach & Special Events



Friends of the Homeless



Link to Libraries Fundraiser



500+ Book Donation to Springfield School



Adopt-a-School Clean Up



Revitalize CDC Neighborhood Cleanup



Q2 2024 Community Outreach & Special Events



GameSense Presentation at JCC



Hygiene Kit Volunteer Event



Teacher Appreciation Week



Loaves & Fishes Volunteer Event



YMCA Volunteer Painting Event



Memorial Day Cemetery Flag Event

Q2 2024 Community Outreach & Special Events



Pride 'You Ball'



Springfield Pride Parade



Water Donations



Celtics Plaza Watch Party



Chamber Annual Meeting

Community Grant Initiatives



MGM Resorts Foundation

The MGM Resorts Foundation is a 501(c)(3) nonprofit that supports grants and giving to over 1,500 organizations

Q2 Giving reached close to \$50k to local nonprofits

Entertainment

MGM Springfield Q2 2024

Q2 Entertainment at MassMutual Center



Ranked #9 in VenueNow's Top 10 Stops Worldwide Venues in the 5,001-10,000 Capacity Group



Sold-Out Bay Path University Women's Leadership Conference



Hosted 10 College Commencement Ceremonies

Upcoming Entertainment at MassMutual Center



Entertainment at Symphony Hall

S
SYMPHONY
HALL

**THERESA
CAPUTO**
MAY 30

ticketmaster®
ON SALE FEB 16 @ 10AM

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

S
SYMPHONY HALL
SPRINGFIELD

**CANCELLED
PODCAST:
CROSS
COUNTRY**
SEPT 15

Cancelled
Cross Country

...continued

Q2 Entertainment at MGM Springfield

ROAR!
COMEDY CLUB

APRIL SHOWS



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

| | |
|--|--|
|  CONNOR KING APR 5-6 |  ALI MACOFSKY APR 12-13 |
|  JOE MACHI APR 19-20 |  BEN BAILEY APR 26-27 |

ROAR!
COMEDY CLUB

MAY SHOWS



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

| | |
|---|---|
|  EDDIE LFFT MAY 10-11 |  AHREN BELISLE MAY 17 |
|  JOHN MOSES MAY 18 |  MAGIC OF ERIC EATON MAY 25 |

ROAR!
COMEDY CLUB

JUNE SHOWS



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

| | |
|---|---|
|  JOSELITO DAPUPPET JUNE 1 |  COMEDIC CODY JUNE 8 |
|  JOSH ADAM MEYERS JUNE 15 |  KC SHORNIMA JUNE 22 |
|  GARETH REYNOLDS JUNE 29 | |

FREE MUSIC FRIDAYS

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

| | |
|-----------------------------|-------------------------|
| MAY 24 THE BLUSHING BRIDES | JUL 19 SENSACION URBANA |
| MAY 31 UNFORGETTABLE FIRE | JUL 26 TRAILER TRASH |
| JUN 7 PINK HOUSES | AUG 2 THE GREAT ESCAPE |
| JUN 14 CHANGES IN LATITUDES | AUG 9 BACK IN BLACK |
| JUN 21 ZAC N' FRIED | AUG 16 JOHNNY SIXGUN |
| JUN 28 MALADO! | AUG 23 BRASS ATTACK |
| JUL 5 AMERICAN HONEY | AUG 30 DRAW THE LINE |
| JUL 12 WE MAY BE RIGHT | SEP 6 AQUANETT |

SPECIAL THANKS TO OUR 2024 PRESENTING SPONSORS

THE BIG E | **COUNTRY NISSAN** | **MANSFIELD PAPER COMPANY, INC.**

Friday nights outdoors on The Plaza, weather permitting. Schedule subject to change without notice. Visit MGMSpringfield.com for additional info.

Upcoming Entertainment at MGM Springfield



MGM
SPRINGFIELD

ARIA BALLROOM

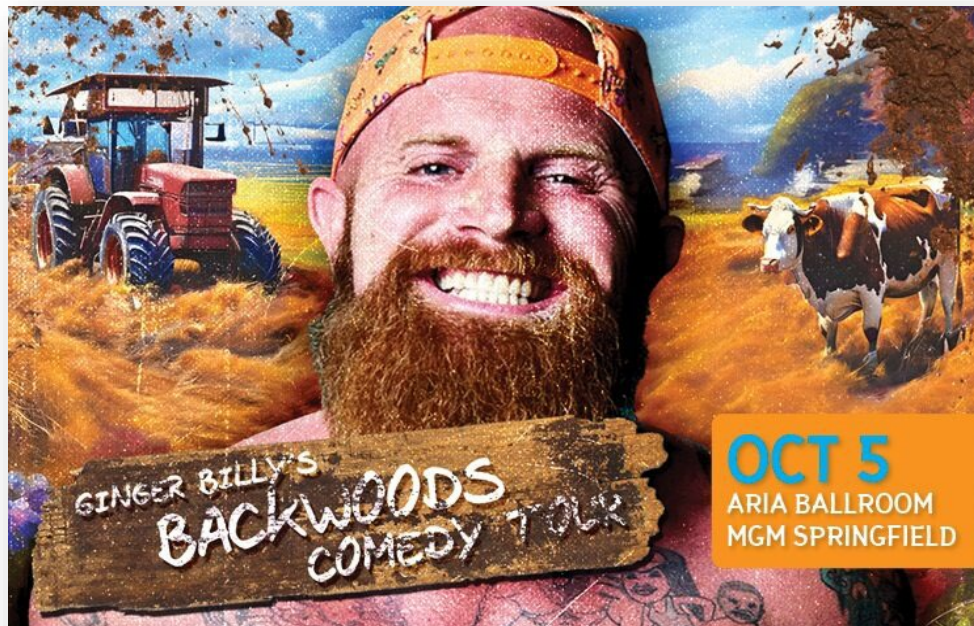
KILLER QUEEN
SEPT 20

ticketmaster[®]
ON SALE MARCH 15 @ 10AM

KILLER QUEEN
A TRIBUTE TO QUEEN

Featuring Patrick Myers
as Freddie Mercury

A promotional poster for a tribute to the band Queen. It features a man in a bright yellow jacket, mimicking Freddie Mercury's iconic look, performing on stage with a microphone. The background is a vibrant blue with bokeh light effects.



OCT 5
ARIA BALLROOM
MGM SPRINGFIELD

GINGER BILLY'S
BACKWOODS
COMEDY TOUR

A promotional poster for a comedy tour. It features a close-up of a smiling man with a full brown beard and a baseball cap. He is holding a wooden sign that reads "GINGER BILLY'S BACKWOODS COMEDY TOUR". The background is a rural landscape with a tractor and a cow.



CARBONARO
LIES ON STAGE

SATURDAY, NOVEMBER 23
MGM SPRINGFIELD · ARIA BALLROOM

ALL AGES

A promotional poster for a comedy show. It features a man in a dark suit and white shirt, smiling and waving his hand. The background is a dark purple with a green circular badge that says "ALL AGES".



FREE MUSIC FRIDAYS

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

MGM
SPRINGFIELD

A promotional poster for a music event. It features a close-up of a person playing a guitar, with their hair flying. The background is a vibrant blue. The text is white and bold.



Thank you
