



Q3 2024 Report Massachusetts Gaming Commission

December 5, 2024

Revenue, Taxes, Lottery & Spend Update

MGM Springfield Q3 2024

Q3 2024 Gaming Revenue & Taxes

Month	Gaming Revenue	MA Taxes
July	\$23,578,251	\$5,894,563
August	\$23,670,443	\$5,917,611
September	\$20,936,035	\$5,234,009
Total	\$68,184,729	\$17,046,182

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	\$14,363,678	\$53,539,764	\$67,903,443	\$16,975,861
	Q4	\$13,237,327	\$53,403,080	\$66,640,406	\$16,660,102
	Total	\$56,687,547	\$217,341,223	\$274,028,770	\$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	\$14,226,647	\$53,918,082	\$68,184,729	\$17,046,182
	Q4	-	-	-	-
	Total	\$26,975,314	\$109,076,311	\$136,051,626	\$34,012,906

Q3 2024 Sports Wagering Revenue



Month	Taxable Revenue	Taxes
July	(\$505,362)	\$0
August	(\$439,021)	\$0
September	(\$210,031)	\$0
Total	(\$1,154,414)	\$0

Month	Taxable Revenue	Taxes
July	\$2,760,116	\$552,023
August	\$2,274,818	\$454,964
September	\$5,458,571	\$1,091,714
Total	\$10,493,506	\$2,098,701

Q3 2024 Lottery

Month	Lottery Sales	% Change from Previous Year
July	\$129,131	17%
August	\$166,619	34%
September	\$115,018	(17%)
Total	\$410,768	10%

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	\$410,768	10%
	Q4	-	-
	Total	\$1,172,374	4%

Q3 2024 Diversity Spend

Diversity Category	Annual Goal	Q3%	Q3 Spend
MBE Vendor Spend	10%	7%	\$409,228
VBE Vendor Spend	2%	3%	\$202,457
WBE Vendor Spend	15%	8%	\$500,784
Total	27%	18%	\$1,112,470

2024 Local Spend

Diversity Category	Q3%	Q3 \$
Local* Vendor Spend	43%	\$2,859,801
MA Vendor Spend	47%	\$3,490,895

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.

Q3 Diversity Procurement Efforts

Q3 Diversity Procurement Events:

- 9/5/2024 – NEPM Show in Sturbridge, MA
- 9/19/2024 – Andrews Matchmaker in Enfield, CT
- 9/25/2024 – GNEMSDC Business Opportunity Conference, Worcester, Ma
- 9/26/2024 – Park Cleaners visit, Springfield. Ma



The Pathway to Success: People, Purpose and Passion



The 2024 GNEMSDC Business Opportunity Conference will bring together existing and prospective corporate members, certified MBEs, business leaders, owners, community leaders, supplier diversity teams, and purchasing professionals to re-energize their collective efforts to Certify > Develop > Connect > and Advocate for minority firms in the global corporate supply chain. Our goal is to continue to deliver impactful sessions and networking opportunities that prepare, position, and propel you to the next level.

Compliance

MGM Springfield Q3 2024

Q3 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
Jul	17	43	-26	6	1	5	1	0	1
Aug	14	49	-35	2	0	2	0	0	0
Sep	18	13	5	1	1	0	0	0	0

- Longest time in Gaming Area – 3 hour 44 minutes
- Shortest time in Gaming area – 17 seconds
- 10 underage were under 18 years old, the remaining 39 across the quarter, were between the ages of 18 – 20.

Employment

MGM Springfield Q3 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	53%	810		
Veteran	2%	4%	65	4%	64	5%	69		
Women	50%	41%	613	41%	630	42%	638		
Springfield Residents	35%	38%	567	38%	592	39%	594		
Western MA Residents	-	76%	1,149	76%	1,170	76%	1,166		
MA Residents	-	78%	1,168	78%	1,195	77%	1,190		
Total # Of Gaming Establishment Employees*	-		1,505		1,541		1,539		
Full Time	-		979		1,006		999		
Part Time	-		287		306		309		
On Call	-		239		234		231		

- MGM Springfield Sportsbook currently employs 13 team members.

Q3 2024 Workforce & Hiring Initiatives

- Property Tours & Career Presentations:
 - Holyoke Community College - Culinary Arts Programs
- Targeted Property Hiring Events
- Workforce Development
 - Holyoke Community College
 - UMass Amherst Hospitality Leadership
 - Dress For Success Graduation & Luncheon
 - Employee Networking Group Resume Review Workshop
 - Western MA Employment Collaborative



Community Outreach & Special Events

MGM Springfield Q3 2024

Q3 2024 Community Outreach & Special Events



500 Filled Backpacks Donated



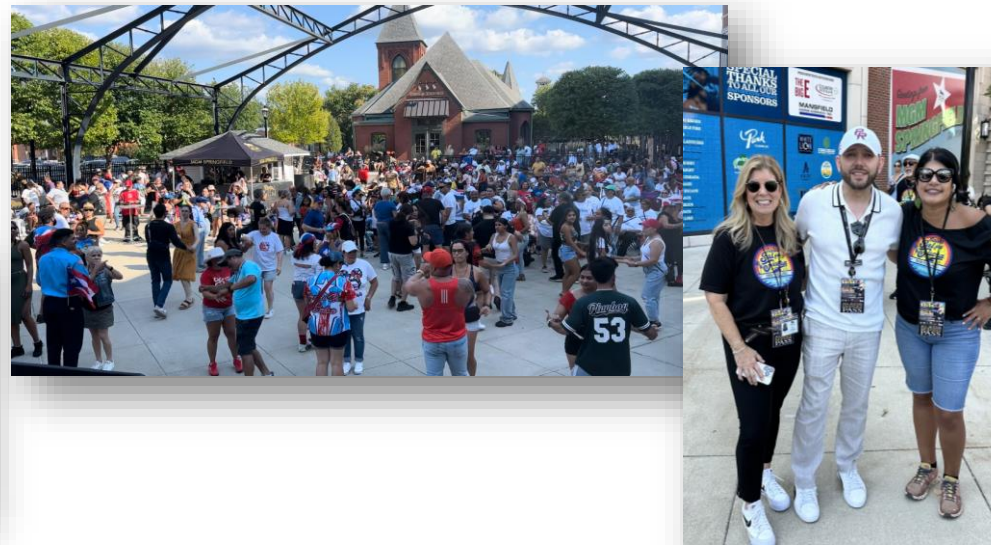
Water Donation: Square One & Boys & Girls Club



1,800 Meals Served



Springfield Puerto Rican Parade



Salsa Sal Pa' Fuera at MGM



Habitat for Humanity

Q3 2024 Community Outreach & Special Events



Springfield Park Cleanup



School Supply Donation



Equipment Donation: Putnam Vocational HS



MGM Springfield 6th Anniversary



Springfield Thunderbirds Sponsorship



K9 Essie Retirement

Q3 2024 Community Outreach & Special Events

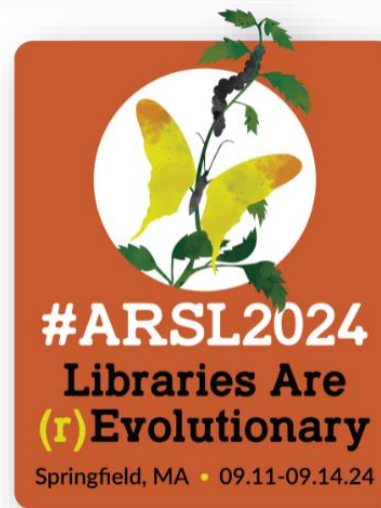
- **Volunteer Support:** 170 Unique Volunteers
- **2024 Volunteer Hours:** 2,013 volunteer hours *The year isn't over yet!
- **MGM Springfield:** has hosted 80 community events YTD
- **Q3 Community Impact:**
 - Packed 500 backpacks
 - Donated pallets of water to Square One and Springfield's Boys and Girls Club
 - Served 1800+ meals to local homeless
 - Puerto Rican Parade
 - Hosted Salsa Sal Pa' Fuera
 - Habitat for Humanity
 - Transformed Springfield Park
 - Donated school supplies
 - Donated culinary equipment: Putnam Vocational



Entertainment

MGM Springfield Q3 2024

Q3 Entertainment at MassMutual Center



Upcoming Entertainment at MassMutual Center

SPRINGFIELD BOYS & GIRLS CLUB

Festival of Trees

FREE parking at MGM Casino garage and FREE shuttle on the weekends between MGM and Festival of Trees

Free Admission!
Opening Day Nov 29th
12 PM - 8 PM

Nov 29 - Dec 15

Location:
... MassMutual Center

Mon - Wed closed
Thurs - Sat 10 am - 8 pm
Sun 10 am - 5 pm

Title Sponsor
BerkshireBank

For More Information Visit treeraffle.com

Experience pure holiday magic!

DIRTY XIII

SATURDAY, DECEMBER 14TH
MASSMUTUAL CENTER

GET YOUR TICKETS AT MASSMUTUALCENTER.COM
BOUTS SUBJECT TO CHANGE

Sponsored by **Senor Sabor** and **SPRINGFIELD COLLEGE**

SAT. DECEMBER 21ST 2024 ★ MASSMUTUAL CENTER

CLASSIC
SPRINGFIELD, MASSACHUSETTS

BIRTH PLACE

TEMPLE VS RHODE ISLAND

ARIZONA STATE VS MASSACHUSETTS

AT HARLEM GLOBETROTTERS

2025 WORLD TOUR

MASSMUTUAL CENTER | SPRINGFIELD, MA | JAN 4

nickelodeon **PAW PATROL LIVE!**
A MIGHTY ADVENTURE

APR. 22 & 23 · MASSMUTUAL CENTER

TOM SEGURA
COME TOGETHER
MAY 22
MASSMUTUAL CENTER
TICKETS AT MASSMUTUALCENTER.COM
TOMSEGURA.COM/TOUR

MGM

Q3 Entertainment at MGM Springfield & Symphony Hall



Upcoming Entertainment at MGM Springfield



GIRLS' NIGHT OUTBACK

AUSTRALIA'S
THUNDER
FROM
DOWN UNDER
UNTAMED
2024 TOUR

SATURDAY, DEC. 14 · MGM Springfield · ARIA Ballroom



CARBONARO
LIES ON STAGE

SATURDAY, NOVEMBER 23
MGM SPRINGFIELD · ARIA BALLROOM

ALL AGES



CHRISTMAS
In
THE AIR

TOUR 2024

WRITTEN & DIRECTED BY: JEB K. RAND
CHOREOGRAPHY BY: ANN COOLEY

SATURDAY, DEC. 21 · MGM Springfield · ARIA Ballroom



THE AMERICAN PATRIOT TOUR 2024

- DECEMBER 22 -
SYMPHONY HALL
SPRINGFIELD, MA

Aaron Lewis



CLASSICAL ARTS ENTERTAINMENT PRESENTS
SWAN LAKE

S
SYMPHONY HALL
DEC. 4



CASINO

The ICE RINK
AT MGM SPRINGFIELD



Thank you
