



NOTICE OF MEETING AND AGENDA

Pursuant to the Massachusetts Open Meeting Law (G.L. c. 30A, §§ 18-25), and St. 2025, c. 2, notice is hereby given of a public meeting of the **Massachusetts Gaming Commission**. The meeting will take place:

Thursday | November 13, 2025 | 11:00 a.m.
Springfield City Hall, Room 220
36 Court Street
Springfield, MA 01103

This meetings will be streamed live via FOCUS Springfield at youtube.com/@SpringfieldMunicipalMeetings and will be recorded and posted to our website: www.massgaming.com.

All documents and presentations related to this agenda will be available for your review on the morning of the meeting date by visiting our website and clicking on the News header, under the Meeting Archives drop-down.

PUBLIC MEETING - #573

1. Call to Order – Jordan Maynard, Chair
2. Welcome remarks from Mayor Domenic Sarno and distinguished guests
3. Community Affairs Division – Joe Delaney, Chief of Community Affairs
 - a. Presentation by Pioneer Valley Planning Commission: Regional Business Ecosystem Network – Kimberly Robinson, Executive Director – Pioneer Valley Planning Commission
 - b. MGM Springfield Quarterly Report – Gus Kim, VP & Legal Counsel; Arlen Carballo, VP of Finance, Beth Ward, Director of Public Affairs; Daniel Miller, Compliance Director
 - c. Update on Downtown Springfield revitalization and Community Mitigation Fund funded projects – Tim Sheehan, Chief Development Officer – City of Springfield



Massachusetts Gaming Commission

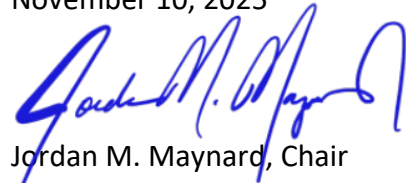
101 Federal Street, 12th Floor, Boston, Massachusetts 02110 | TEL 617.979.8400 | FAX 617.725.0258 | www.massgaming.com

4. Commissioner Updates

5. Other Business - Reserved for matters the Chair did not reasonably anticipate at the time of posting.

I certify that this Notice was posted as "Massachusetts Gaming Commission Meeting" at www.massgaming.com and emailed to regs@sec.state.ma.us. Posted to Website: November 10, 2025 | 11:00 a.m. EST

November 10, 2025



Jordan M. Maynard, Chair

*If there are any questions pertaining to accessibility and/or further assistance is needed,
please email Grace.Robinson@massgaming.gov.*



Massachusetts Gaming Commission

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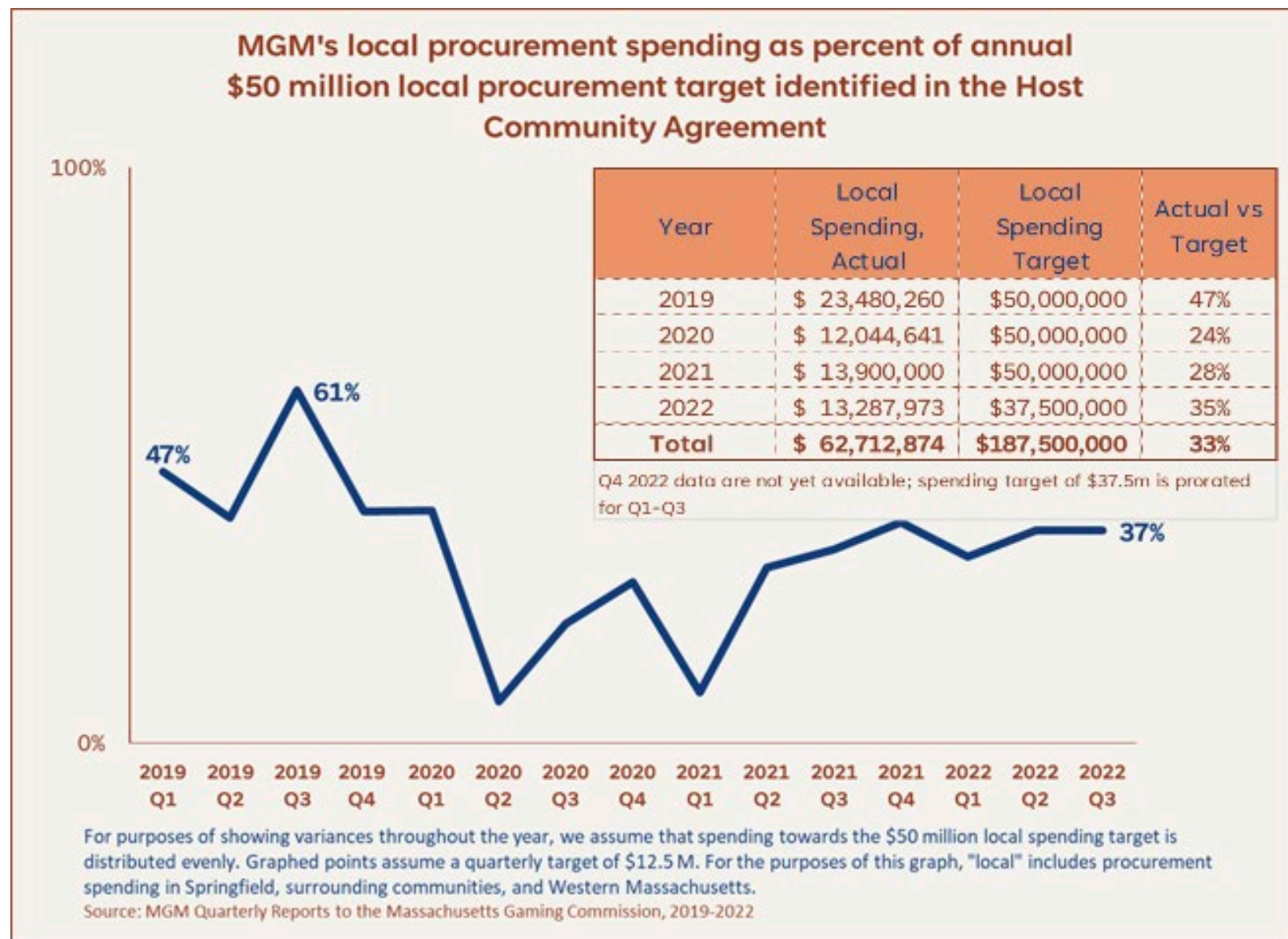


Pioneer Valley
Planning Commission

November 13, 2025

Massachusetts Gaming Commission Community Mitigation Fund

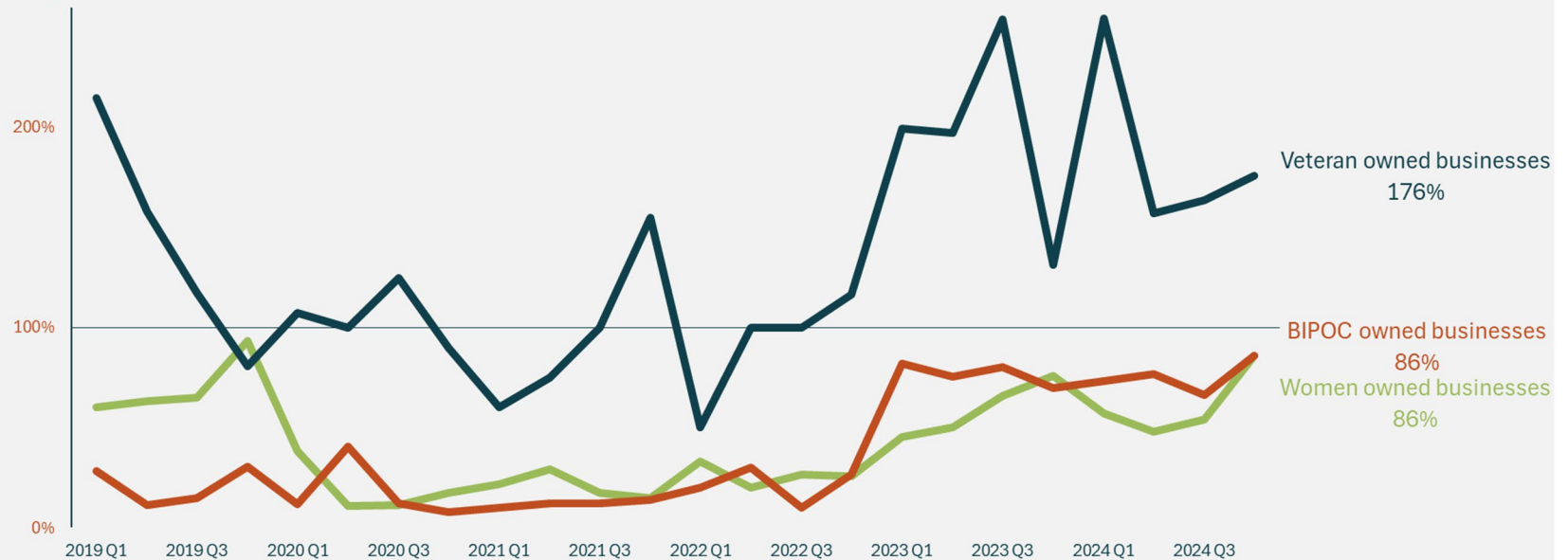
- MGM Springfield opens in August 2018
- \$50 million annual minimum for local and regional procurement of goods and services
- Goal has not been met to date



- 2% or \$1 million would be spent on veteran-owned businesses
- 15% or \$7.5 million would be spent on women-owned businesses
- 10% or \$5 million would be spent on minority-owned businesses

MGM has substantially improved progress hitting procurement targets identified in the Host Community Agreement; **women owned businesses** and **BIPOC owned businesses** still fall short of targets

% of target share of billable spending



Source: MGM Quarterly Reports to the Massachusetts Gaming Commission, 2019-2024

Looking Deeper into the Regional Economy



Pioneer Valley Planning Commission (PVPC) receives \$400,000 grant from EDA



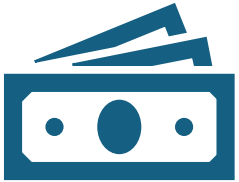
Deployed to gain a deeper understanding of regional economic recovery



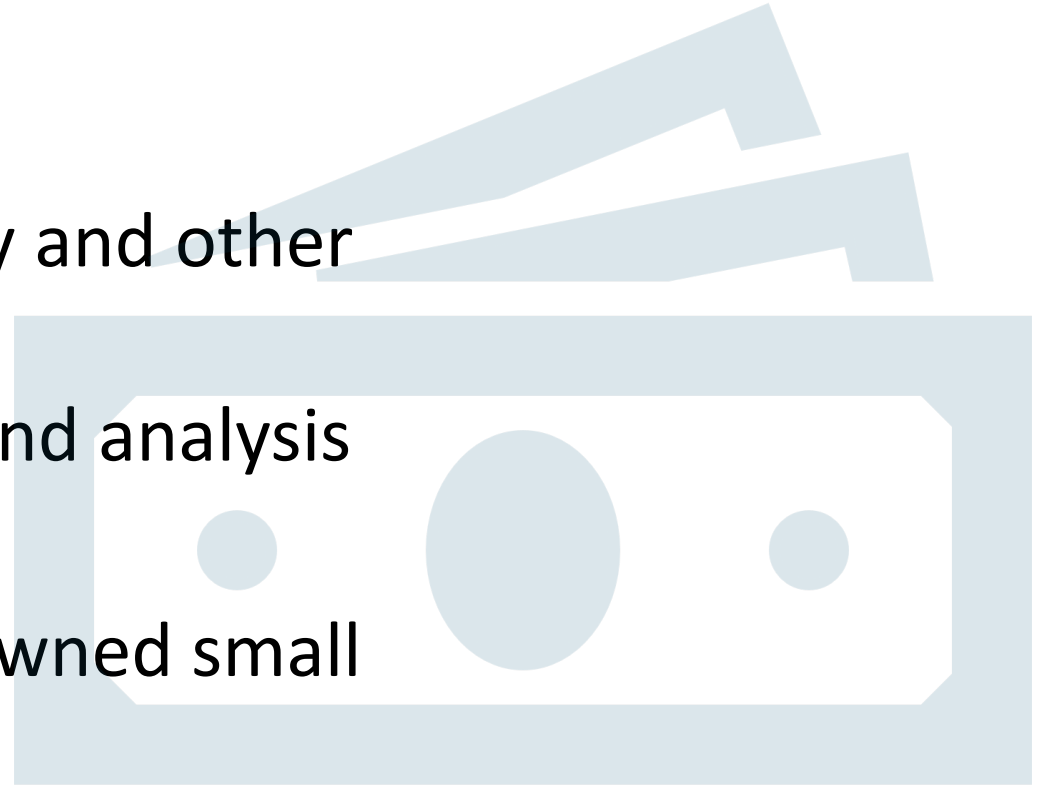
Gap analysis needed to address the micro and small business landscape and its effects on anchor institutions, including MGM Springfield procurement goals

- Through the **FY 2023 CMF Program**, PVPC receives \$485,600 award

- PVPC's analysis encompassed:



- Direct outreach to minority and other unserved communities
 - Research, data collection and analysis
- Needs of minority and women-owned small businesses
- Greatest barrier is a lack of access to working capital





Minority and women entrepreneurs may struggle to find support for advanced financial planning, technology adoption, or navigating complex regulatory environments.

Every interviewee identified the need for capital and other forms of investment as the greatest need of minority- and women-owned micro and small businesses in the region.



Leveraging Other Resources

- Won additional technical assistance grant from EDA, focused on developing resources that would increase economic growth
- Awarded Inclusive Economies Initiative grant from the Federal Reserve Bank of Boston

Incorporating Other Work in the Commonwealth



“The Color of Capital”
report from MassInc and
Coalition for an
Equitable Economy



“The Racial Wealth Gap”
report from the National
Community
Reinvestment Coalition
in Roxbury

Collaborative, Long-Term Solution

Equity Funds play a critical role in addressing systemic disparities faced by minority entrepreneurs, particularly those operating micro and small businesses.

Minority business struggle:

- Three times more likely to be denied loans than non-minority firms
- On average receive smaller loan amounts
- On average pay 1.4% higher interest rate than their non-minority counterparts

“Would creating a Pioneer Valley Equity Fund be a successful tactic in the Springfield area that could stimulate more minority- and women-owned businesses and assist MGM in meeting its contractual obligations?”

The economic research conducted to date says yes.

PVPC believes that supporting the creation of a \$10 million, ten-year, closed fund that would serve minority- and women-owned businesses is the appropriate pivot from the originally identified physical Regional Business Ecosystem Network Hub

This is an idea whose time has come.

What Is Next?



Capital Absorption Study is underway to assess the feasibility of creating a new fund



Significant community outreach and engagement will be undertaken, hosting a minimum of eight (8) focus groups and/or community meetings with key stakeholders



Advisory group has met and begun work



Additional information will be identified which will be necessary in the successful creation of this fund



Results of capital absorption study may result in potential new lines of data



Q3 2025 Report Massachusetts Gaming Commission

November 13, 2025

Revenue, Taxes, Lottery & Spend Update

MGM Springfield Q3 2025

Q3 2025 Gaming Revenue & Taxes

Month	Gaming Revenue	MA Taxes
July	\$24,008,609	\$6,002,152
August	\$24,907,836	\$6,226,959
September	\$22,256,083	\$5,564,021
Total	\$71,172,528	\$17,793,132

2025 YOY Gaming Revenue & Taxes

Year	Quarter	Table Games Revenue	Slots Gaming Revenue	Total Gaming Revenue	MA Taxes
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	\$12,788,884	\$55,123,010	\$67,911,894	\$16,977,973
	Total	\$54,030,844	\$218,117,404	\$272,148,248	\$68,037,062
2025	Q1	\$12,906,917	\$56,317,096	\$69,224,013	\$17,306,003
	Q2	\$13,317,810	\$58,486,348	\$71,804,159	\$17,951,040
	Q3	\$13,895,059	\$57,277,469	\$71,172,528	\$17,793,132
	Q4	-	-	-	-
	Total	\$40,119,786	\$172,080,913	\$212,200,700	\$53,050,175

Q3 2025 Sports Wagering Revenue



Month	Taxable Revenue	Taxes
July	\$99,816	\$14,972
August	(\$176,411)	\$0
September	(\$7,079)	\$0
Total	(\$83,674)	\$14,792

Month	Taxable Revenue	Taxes
July	\$4,416,085	\$883,217
August	\$4,670,599	\$934,120
September	\$4,117,263	\$823,453
Total	\$13,203,946	\$2,640,789

Q3 2025 Lottery

Month	Lottery Sales	% Change from Previous Year
July	\$170,458	32%
August	\$208,118	25%
September	\$178,813	55%
Total	\$557,388	36%

2025 YOY Lottery Sales

Year	Quarter	Lottery Sales	% Change from Previous Year
2024	Q1	\$414,543	-
	Q2	\$347,063	-
	Q3	\$410,768	-
	Q4	\$461,933	-
	Total	\$1,634,307	-
2025	Q1	\$399,038	(4%)
	Q2	\$438,285	26%
	Q3	\$557,388	36%
	Q4	-	-
	Total	\$1,394,711	19%

Q 3 2025 Diversity Spend

Diversity Category	Annual Goal	Q3%	Q3 Spend
MBE Vendor Spend	10%	3%	\$184,267
VBE Vendor Spend	2%	3%	\$193,903
WBE Vendor Spend	15%	10%	\$675,195
Total	27%	15%	\$1,053,365

2025 Local Spend

Diversity Category	Q3%	Q3 \$
Local* Vendor Spend	39%	\$2,729,614
MA Vendor Spend	46%	\$3,161,719

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 Procurement Efforts

Q3 Procurement Events:

- 9/11/2025 – GNEMSDC Quarterly Corporate Roundtable
- 9/25/2025 - NEPM Trade Show
- 10/15/2025 – GNEMSDC Virtual Matchmaker



**Greater New England
Minority Supplier
Development Council**

JOIN US!



Be Our Guest

- Build Your Brand
- Explore Promotional Possibilities
- Find New Items & New Ideas
Geared to Help You

Thursday
September 25th
1-4 PM

Sole Syndicate Brewing
100 State Street
Stockhouse 122
Ludlow, MA

Be Memorable!

LIGHT REFRESHMENTS WILL BE SERVED

REGISTER ONLINE: NEPM.COM/SHOW

Compliance

MGM Springfield Q3 2025

Q3 2025 Compliance

Month	Minors intercepted in Gaming Area and prevented from Gaming	Compared to 2024	# Change	Minors intercepted gaming	Compared to 2024	# Change	Minors intercepted consuming alcohol	Compared to 2024	# Change
Jul	3	17	-14	0	6	-6	0	1	-1
Aug	1	14	-13	0	2	-2	0	0	0
Sep	0	18	-18	0	1	-1	0	0	0

- Longest time in Gaming Area – 18 minutes
- Shortest time in Gaming area – 1 minute
- All 4 underage across the quarter, were between the ages of 18 – 20.

Employment

MGM Springfield Q3 2025

2025 Employment Numbers

2025	Goals	Q1 2025 %	Q1 2025 Total # of Employees	Q2 2025 %	Q2 2025 Total # of Employees	Q3 2025 %	Q3 2025 Total # of Employees	Q4 2025 %	Q4 2025 Total # of Employees
Minority	50%	52%	804	53%	821	54%	842	%	
Veteran	2%	4%	68	5%	73	5%	74	%	
Women	50%	41%	639	41%	636	40%	634	%	
Springfield Residents	35%	37%	575	39%	604	40%	620	%	
Western MA Residents	-	75%	1,165	75%	1,171	76%	1,184	%	
MA Residents	-	77%	1,190	77%	1,198	77%	1,210	%	
Total # Of Gaming Establishment Employees*	-		1,546		1,553		1,568		
Full Time	-		984		974		979		
Part Time	-		314		328		334		
On Call	-		248		251		255		

- MGM Springfield Sportsbook currently employs 10 team members.

Q3 2025 Workforce & Hiring Initiatives

Continued Property Tours and Presentations to Students of:

- Holyoke Community College (HCC) Line Cook Program
- Viability
- Tech Foundry



Career Fairs at:

- Veteran Affairs Central Western MA Vocational Resource Fair



Workforce Development:

- Dress for Success
 - *Build Your First Resume* Workshop
 - *Job Search 101* Workshop
- Workforce Development Day
- \$5,000 check donation



Community Outreach & Special Events

MGM Springfield Q3 2025

Q3 2025 Community Outreach & Special Events



ROCA & Dress for Success



ROCA Check Donation



RGEM at MGM

Q3 2025 Community Outreach & Special Events



MMC Plaza Ribbon Cutting



Springfield Puerto Rican Parade & Salsa Sal Pa Fuera



MGM Turns Lucky Number "7"

Q3 2025 Community Outreach & Special Events



Food Bank of Western Mass



United Way Grocery Distribution



Springfield Rescue Mission



Loaves and Fishes



Stuff a Bus for United Way



Q3 2025 Community Outreach & Special Events

- Partnered with Hunger Relief Organizations:
 - Served over 1,800 meals
 - Hundreds of grocery bags distributed
- Grants totaling more than \$160K to 14 community partners including:
 - ROCA
 - Tech Foundry
 - WestMass Eldercare, Inc.
 - Habitat for Humanity
 - Boys & Girls Club
 - Revitalize CDC
 - Springfield Museums
 - Grow Food Northampton



Entertainment

MGM Springfield Q3 2025

Entertainment at MassMutual Center



Entertainment at MassMutual Center

- For the first time ever, WWE® Monday Night Raw® came to Springfield!
- Internationally televised on Netflix
- **RECORD BREAKING EVENT:** highest gross revenue for ticket sales, food and beverage, and merchandise in the history of the MassMutual Center
- **HIGHEST EI FOR SINGLE-DAY EVENT IN ARENA HISTORY at \$1.1 Million**



• John Cena, a Springfield College alum, on his "Last Time is Now" Tour

Entertainment at MassMutual Center



Upcoming Entertainment at MassMutual Center



OCT 18TH
11 am - 2 pm

DOWNTOWN
SPRINGFIELD

HARVEST FESTIVAL

FREE ADMISSION | FUN FOR ALL AGES

PRESENTED BY:
SPRINGFIELD DOWNTOWN
THE LANDING
SPRINGFIELD THUNDERBIRDS

MassMutual Center
MASSACHUSETTS CONVENTION CENTER AUTHORITY
Western Mass
SPRINGFIELD CULTURAL PARTNERSHIP



SPRINGFIELD BOYS & GIRLS CLUB

25th Festival of Trees

November 28 - December 14

WED. DECEMBER 10 2025 ★ MASSMUTUAL CENTER



CLASSIC
SPRINGFIELD, MASSACHUSETTS
BIRTH PLACE

UMASS VS BOSTON COLLEGE
YALE VS ALBANY



THE 100 YEAR TOUR



MASSMUTUAL CENTER | DEC 29
SPRINGFIELD, MA



SPRINGFIELD
THUNDERBIRDS

VS. PROVIDENCE BRUINS WED. MAR. 11 | @6:05PM

DROPKICK MURPHYS POST GAME CONCERT

in partnership with MassMutual Center

SPECIALTY JERSEY GAME

SEASON PRESENTED BY MGM

MERCYME



WITH TIM TIMMONS + SAM WESLEY

ON TOUR

Wonder & Awe

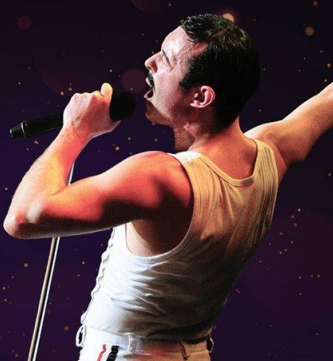
MARCH 26
SPRINGFIELD, MA
MASSMUTUAL CENTER

TICKETS AVAILABLE AT MERCYME.ORG

Q3 Entertainment at MGM Springfield & Symphony Hall

ONE NIGHT OF QUEEN
PERFORMED BY
GARY MULLEN & THE WORKS

AUGUST 24
MGM SPRINGFIELD
ARIA BALLROOM



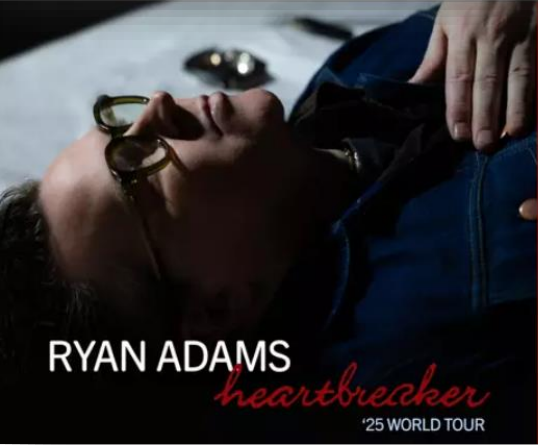
FROM THE HIT SERIES ON E! ENTERTAINMENT
AMERICA'S TOP MEDIUM
MATT FRASER
UNDENIABLE PROOF OF LIFE AFTER DEATH
LIVE AUDIENCE READINGS

AUGUST 23
MGM SPRINGFIELD — ARIA BALLROOM



07/11
SYMPHONY HALL
SPRINGFIELD, MA

RYAN ADAMS
heartbreaker
'25 WORLD TOUR



FREE MUSIC FRIDAYS
LIVE ON THE PLAZA

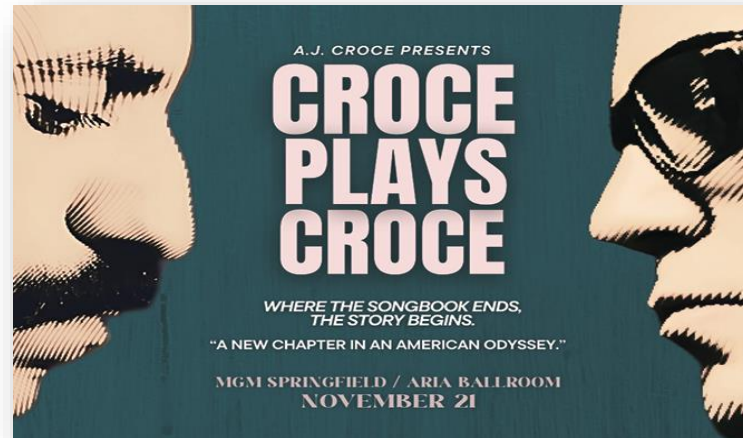
MAY 23	THE EAGLES EXPERIENCE	JUL 18	BACK IN BLACK
MAY 30	AMERICAN HONEY	JUL 25	PETTY LARCENY
JUN 06	THE GREAT ESCAPE	AUG 01	BELOW DECK
JUN 13	NEON 90s	AUG 08	BILLY & THE JETS
JUN 20	CATHEDRAL	AUG 15	JOHNNY SIXGUN
JUN 27	DOOKIE	AUG 22	TRAMPS LIKE US
JUL 04	TRAILER TRASH*	AUG 29	HIGH NOON
JUL 11	MALADO!	SEP 05	AQUANETT

FRIDAY NIGHTS OUTDOORS ON THE PLAZA STARTING AT 7:30PM.
WEATHER PERMITTING. SCHEDULE SUBJECT TO CHANGE WITHOUT NOTICE. VISIT MGMSPRINGFIELD.COM FOR ADDITIONAL INFO.

PRESENTING SPONSORS:
MANSFIELD PAPER COMPANY, INC.
HAYMOND LAW FIRM
THE BIG E
Sept. 12 - 28



Upcoming Entertainment at MGM Springfield





Thank you
