



## **FY 2025 Regional Agency Mitigation Fund Grant Application**

### Application Instructions:

- I. All applications must be received by the Massachusetts Gaming Commission by January 31<sup>st</sup>, 2024, at 11:59 p.m. to be considered for funding for the FY 2025 grant round.
- II. Each Agency may only submit ONE application as a Word Document.
- III. Each project must have its own form within the appropriate category. All attachments should directly follow the relevant project form.
- IV. Be sure to fill in all the information requested on the application. Applications that are left incomplete will not be accepted.
- V. The application must be signed by the agency’s CEO or an individual with signatory authority.
- VI. The Regional Agency Grant is broken into three segments. Please only fill out the section relevant to your application.
  - a. Part A – Regional Planning
  - b. Part B – Regional Public Safety
  - c. Part C – Regional Workforce Development
- VII. Submit this completed form as well as any relevant attachments to [MGCCMF@Massgaming.gov](mailto:MGCCMF@Massgaming.gov) or as a response to the COMMBUYS BID- BD24-1068-1068C-1068L-95061.

For more detailed instructions as well as the full FY 2025 Application Guidelines visit <https://massgaming.com/about/community-mitigation-fund/>

Grant Manager Information:
Applicant: Pioneer Valley Planning Commission
Vendor Code: VC6000159779
Name: Eric Weiss
Title: Director of Economic and Municipal Collaboration
Email Address: <a href="mailto:eweiss@pvpc.org">eweiss@pvpc.org</a>
Telephone: 413-781-6045/413-687-3356
Address: 60 Congress Street, Springfield MA 01104-3419

For full guidelines please see [www.massgaming.com/about/community-mitigation-fund/application-guidelines/](http://www.massgaming.com/about/community-mitigation-fund/application-guidelines/)

Budget Summary

Use the below space to provide an overview of all projects to be covered by this funding. You may add as many items as is pertinent to your application (you can add rows by right clicking on the row and selecting “add row”). Please provide a category, name, brief description, and amount for each item. Please use the appropriate category below for your agency.

Category	Project Name	Description	Amount
A. Regional Planning	Study Regarding Regional BIPOC- and Women-Owned Micro- and Small-Business Development	The PVPC is requesting funding to collect and evaluate data regarding BIPOC- and women-owned small- and micro- businesses in the Pioneer Valley in order to gain a greater understanding of how best to enhance MGM’s efforts to meet its diversity procurement quotas under the Host Community Agreement.	\$98,375
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Total Request			\$98,375

I. Are you requesting a waiver for any program requirement?

Yes

No  XX

II. If yes, you must fill out a CMF Regional Agency Waiver Form. The waiver form can be found as Appendix F to the RFR on COMMBUYS or online at <https://massgaming.com/about/community-mitigation-fund/forms/>. Applications without a completed waiver form will not be considered for a waiver.

On behalf of the aforementioned applicant, I hereby certify the funds that are requested in this application will be used solely for the purposes articulated in this application.

Applicant Certification



Signature: \_\_\_\_\_

January 31, 2024

Date: \_\_\_\_\_

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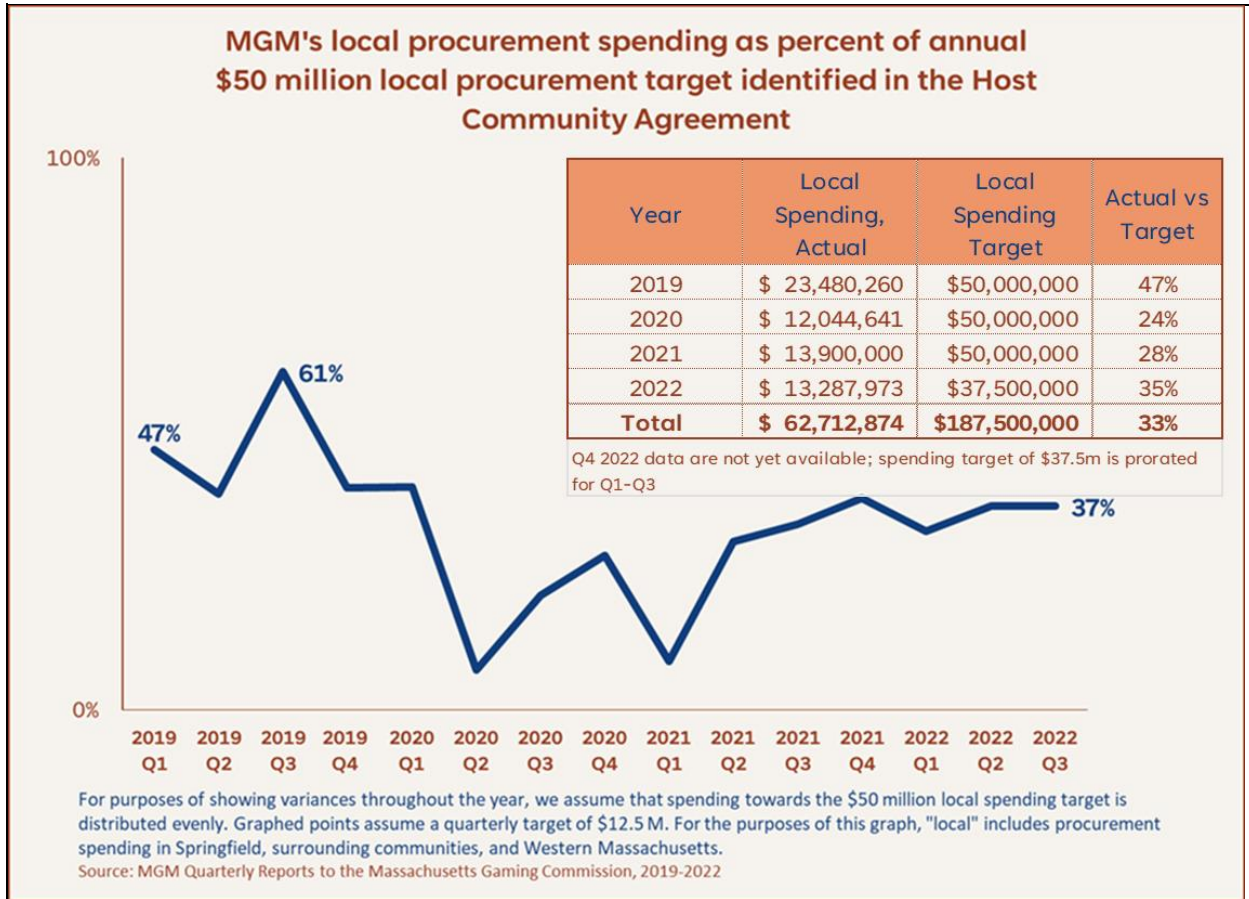
Kimberly H. Robinson, Executive Director  
Name and Title of Signatory:

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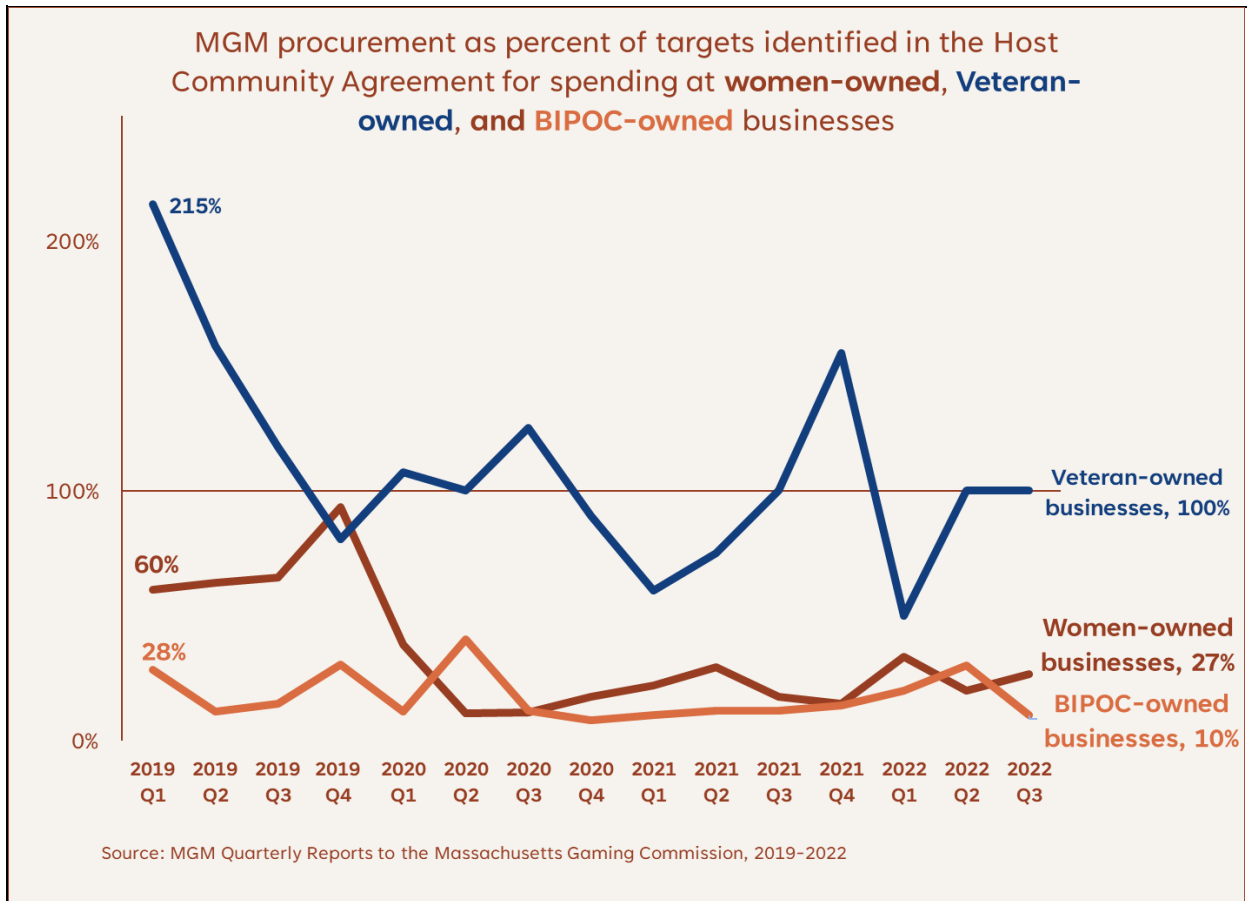
## Part A-Regional Planning

Study Regarding Regional BIPOC- and Women-Owned Micro- and Small-Business Development	
Please provide below the contact information for the individual managing this aspect of the grant.	
<b>Project Contact</b>	<b>Additional Project Contact (if applicable)</b>
Name: Eric Weiss	Name:
Title: Director of Economic and Municipal Collaboration	Title:
Department: Economic and Municipal Collaboration	Department:
Email Address: eweiss@pvpc.org	Email Address:
Telephone: 413-781-6045/413-687-3356	Telephone:
Address: 60 Congress Street, Springfield MA 01104	Address:
<p>I. Please use the space below to identify the impact of the gaming establishment on your region. You may use the impacts identified in the FY 2025 Guidelines relevant to this category. Please provide documentation or evidence that gives support for the determination that the operation of the gaming facility caused or is causing the impact and that the issue is regional in nature (i.e., surveys, data, reports, etc.)</p>	
<p>The MGM Springfield gaming establishment, which opened in late August 2018, has resulted in numerous benefits to the regional economy of the Pioneer Valley, including job creation, increased tourism, and increased local revenues. Not all local residents, however, have shared equally in the economic opportunities the MGM ushered in. One of the metrics included in the Host Community Agreement between MGM and the City of Springfield for determining the impact of MGM on the local and regional economy identified \$50 million as the annual minimum for local and regional procurement of goods and services. MGM has fallen short of its target for local and regional spending in each of its five+ years of operation (please see chart on page 4).</p>	

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With respect to diversity targets for local procurement, in particular women-owned and minority-owned small- and micro-businesses, the desired targets in MGM’s Host Community Agreement (i.e., 15% spending on women-owned businesses, 10% spending on BIPOC-owned businesses, and 2% spending on veteran-owned businesses) have not been realized. Of these targets, the one that has been most successfully met has been veteran-owned businesses (please see chart page 5):



Since opening in the latter part of 2018, MGM has made multiple good-faith efforts to engage the regional small business community and increase the number of diverse local suppliers, including women-owned and BIPOC-owned suppliers, from which it obtains goods and services. In fact, MGM is hosting a Supplier Diversity Network Event this coming May to continue its community outreach.

MGM’s inability to date to meet its diversity procurement quotas may be related to broader economic conditions in the region. Research by PVPC shows that compared to the U.S. average, the percentage of small- and micro-businesses in the Pioneer Valley is less than half; it is also less than the Massachusetts average. The percentage of BIPOC-owned small- and micro-businesses is even lower than the overall regional average. The number of BIPOC-owned businesses significantly lags behind the BIPOC population, with only 14.0% of businesses BIPOC-owned, while 25.5% of the population is categorized as BIPOC. Underserved communities, including low-income households and BIPOC communities, in particular the growing Latinx population, have historically had unequal access to wealth-building opportunities, including the resources that facilitate successful small business creation.

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II. Please describe the project in detail and how the proposed project will address the impact indicated above. Please include a breakdown of the proposed scope of work, the scope should be sufficiently detailed to allow the review team to understand the steps required for project completion.

In order to leverage the economic benefits that the MGM presents, and in light of the fact that the MGM has so far been unable to meet its contractual obligations with respect to women-owned and BIPOC-owned suppliers through conventional outreach methods, we must dig deeper. **The PVPC is requesting \$98,375 grant support from the Community Mitigation Fund to fully research and evaluate the business development inequities and barriers faced by BIPOC- and women-owned small businesses. More data and analysis are needed to understand this sector and why its participation in the regional economy is so low.** PVPC sees this as an important step in understanding how best to develop and bolster the opportunities to grow and sustain small- and micro-businesses for these communities, enabling MGM to meet its targets and the regional economy to benefit from the hotel/casino.

The scope of work to undertake and complete this research and analysis will entail a consultant working with the support of the PVPC Department of Economic and Municipal Collaboration which will assist with data research and collection. The consultant will be expected to perform in the following areas.

- Collaborate with the PVPC
- Conduct Community Research
- Conduct Economic Research
- Perform Data Collection and Analysis
- Meet with Local and Community Leaders
- Prepare and Present a Final Report

The goal of the project is to dig deeper into the data and the community to gain a clearer understanding of the current status of BIPOC- and women-owned small businesses in the region, to identify the unique systemic barriers that they face, and to create a plan that will enable this sector to avail itself of the economic opportunities available through the MGM. PVPC envisions that the scope of work will require two years to complete, including the time entailed in securing a consultant; conducting the body of research, data collection, public meetings and interviews; and developing a comprehensive report with next steps.

PVPC appreciates the opportunity to be able to submit this grant application to the Community Mitigation Fund. We support the Fund's intent to use the presence of the casino in a positive manner as an economic building block for Springfield and the region.

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Proposed MGC Grant Budget			
Please use the following table to outline the project budget. Please include as an attachment any requests for proposals, quotes, or estimates that would quantify the costs associated with the mitigation.			
Description of Purchase/Work	Timeline	QTY	Budget
Economic and Community Research Consultant Services  Includes all research, analysis, meetings, public forums and final report. (400hrs x \$200/hr)	July 1, 2024 – June 30, 2026	1	\$80,000
PVPC Department of Economic and Municipal Collaboration  Includes planning, data research, collaboration, facilitation, and regional support. (175hrs x \$105/hr)	July 1, 2024 – June 30, 2026	N/A	\$18,375
	TOTAL:	1	\$98,375

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