



MGM[®]

SPRINGFIELD

An MGM Resorts
Luxury Destination



An MGM Resorts
Luxury Destination

Mike Mathis

President - MGM Springfield





An MGM Resorts
Luxury Destination

Bill Hornbuckle

President - MGM Resorts International

Journey

Patience

Challenges

Communication

Commitment



EVOLVING DESIGN

DO YOU RECOGNIZE THIS HOTEL?



BELLAGIO



MGM GRAND EVOLUTION



Original

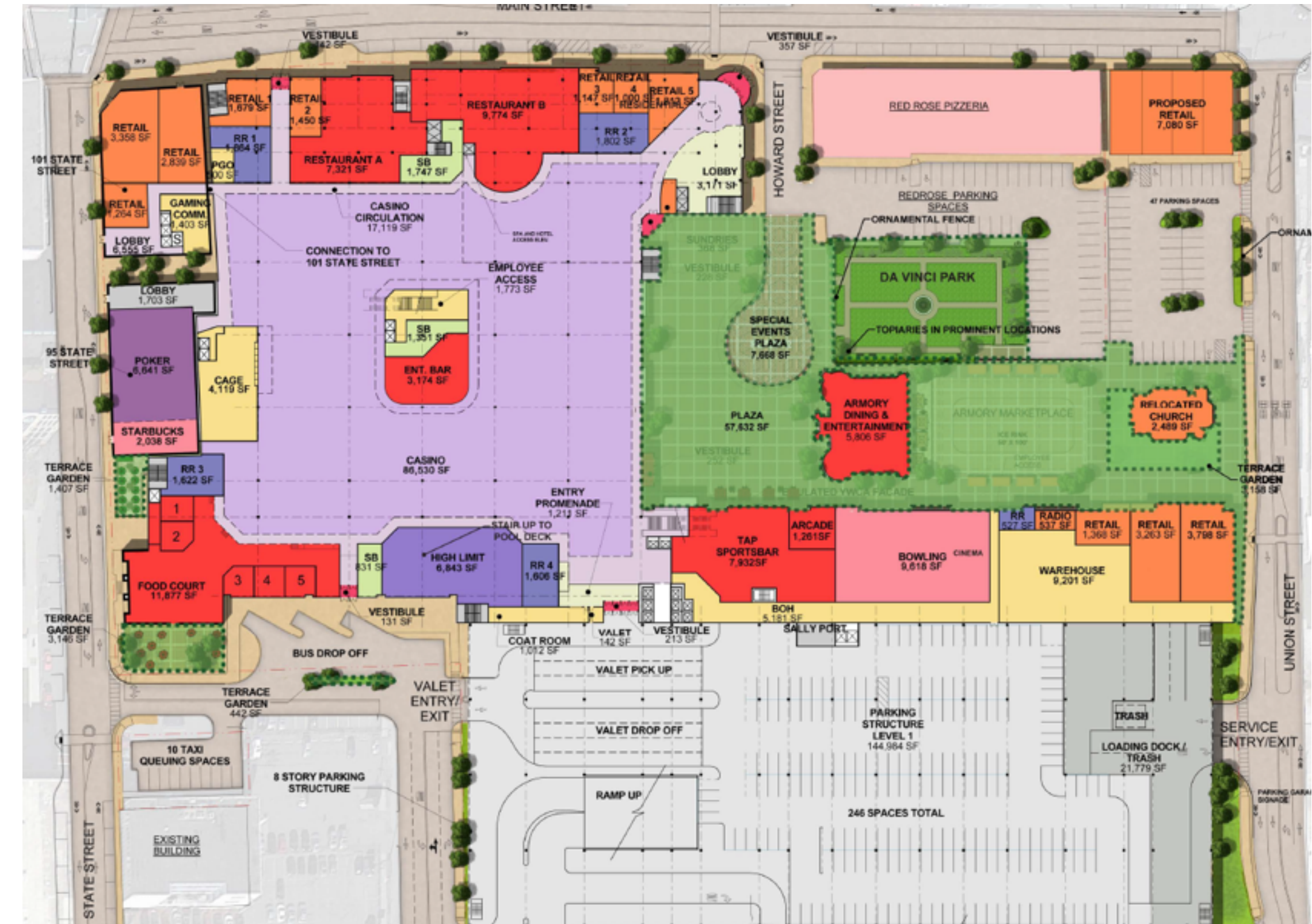


Current

MGM SPRINGFIELD



Host Community Agreement



Current Plans

AERIAL VIEW



Previous Rendering



Current Rendering

HISTORIC PRESERVATION IMPROVEMENTS



73 State Street Dome & Facade



Retain Facade Of Union House/Chandler Hotel



YWCA Facade Emulated



Church Retained By Armory Entertainment Block



95 State Street Retained & Renovated



101 State Facade Protected Along State & Main St.

PERCEPTION

MGM Springfield seeks approval to reduce project's square footage by nearly 14 percent, shrinking retail space, theaters, dining and bowling alley

-MASSLIVE

October 20, 2015

MASSACHUSETTS ENVIRONMENTAL POLICY ACT (MEPA)

- Traffic
- Parking
- Wetlands (If Applicable)
- Water Infrastructure
- Sewer Infrastructure
- Historic Resources
- Air Quality
- Noise
- Greenhouse Gas Emissions

HCA SUMMARY

	Project Element	Square Foot Increase/Decrease	Percentage Increase/Decrease
1	Residential relocated offsite.	200	0.02%
2	Hotel relocated along Main Street.	(18,243)	(2.15%)
3	Operations including Back of House. 95 State saved. Basement eliminated.	(59,968)	(7.06%)
4	Entertainment/ Other Amenities. Bowling reduced from 15 to 10 lanes.	(4,448)	(0.52%)
	Total	(82,459)	(9.71%)

RESIDENTIAL



MGM Springfield: Market rate housing will move to former School Department building

-MASSLIVE

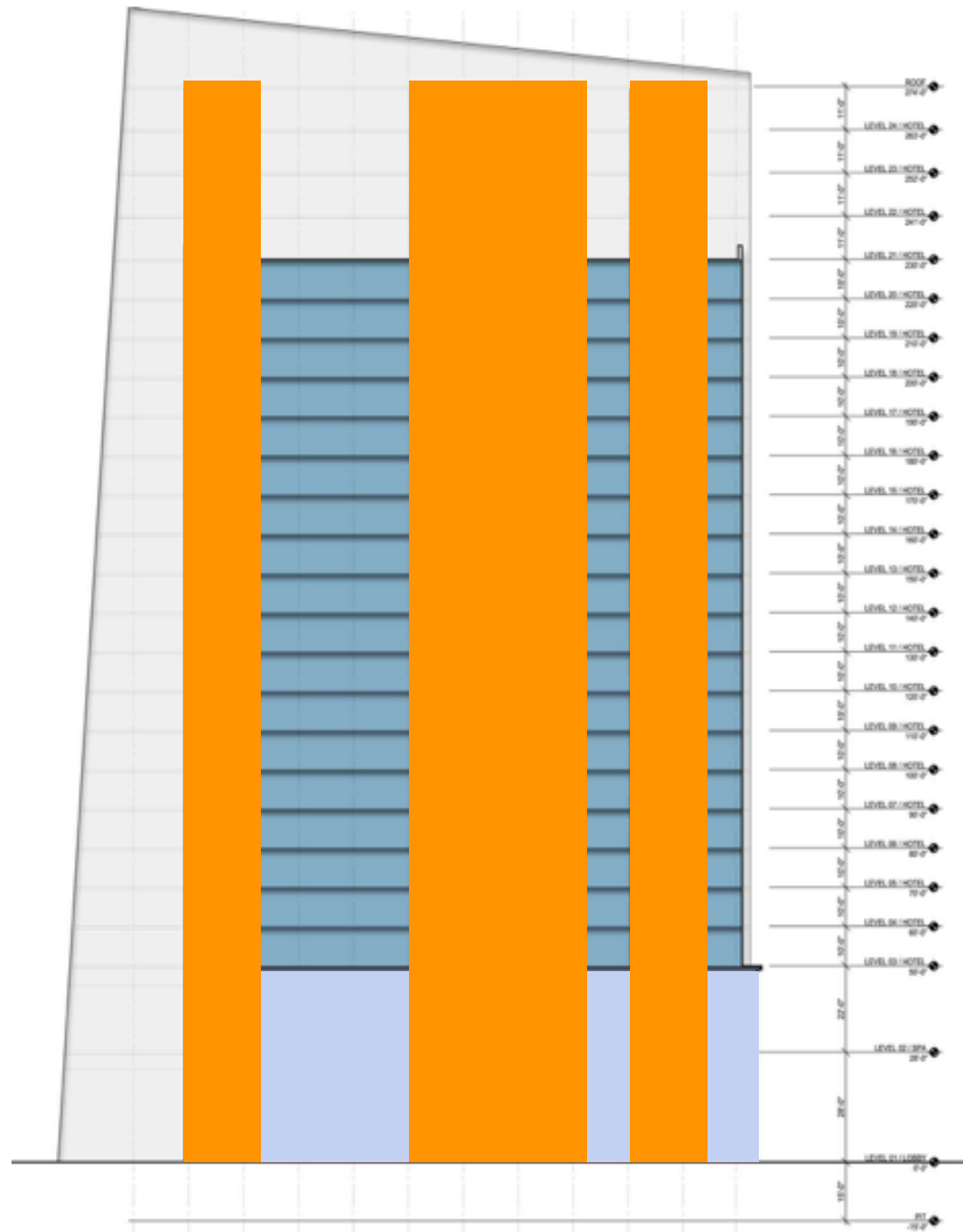
October 5, 2015



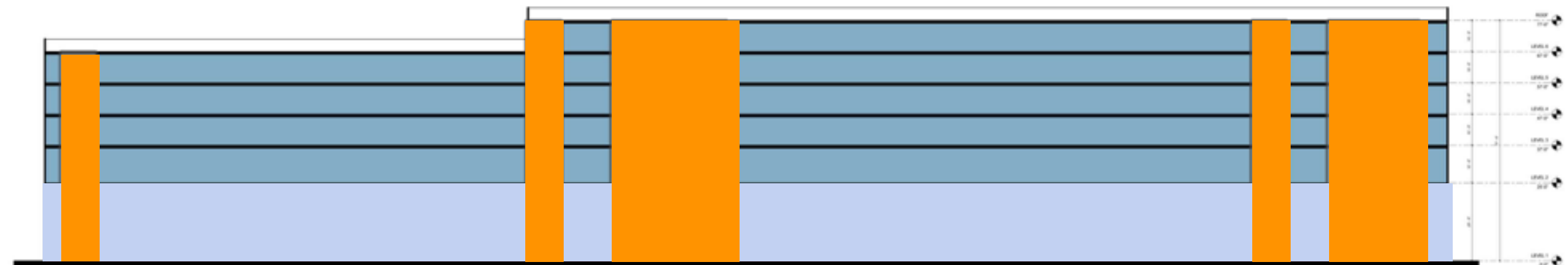
HOTEL



TOWER SECTIONS

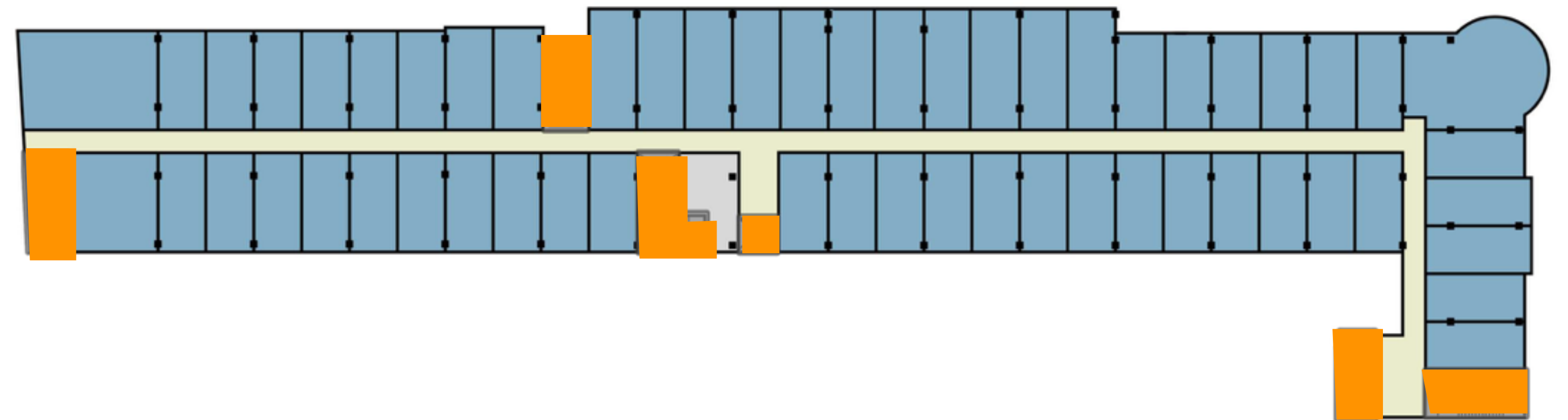
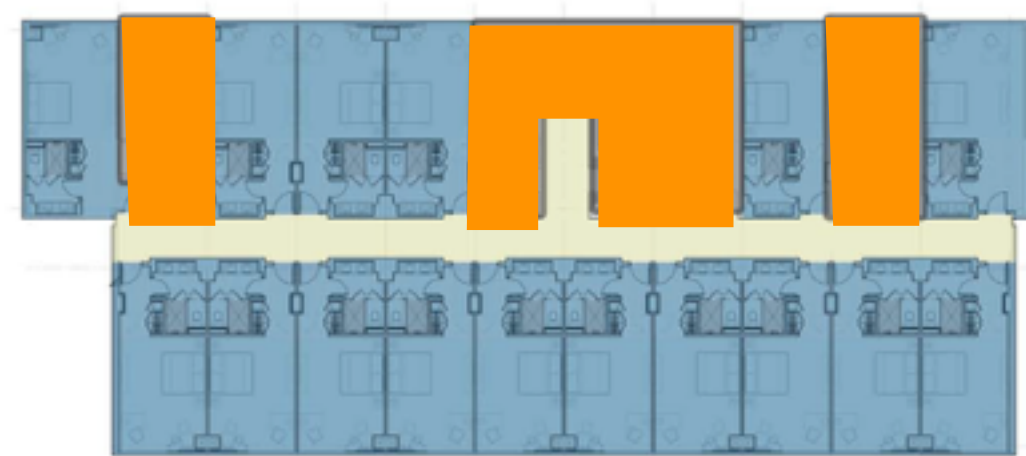


18,243 SF of Efficiencies



TOWER SECTIONS

18,243 SF of Efficiencies

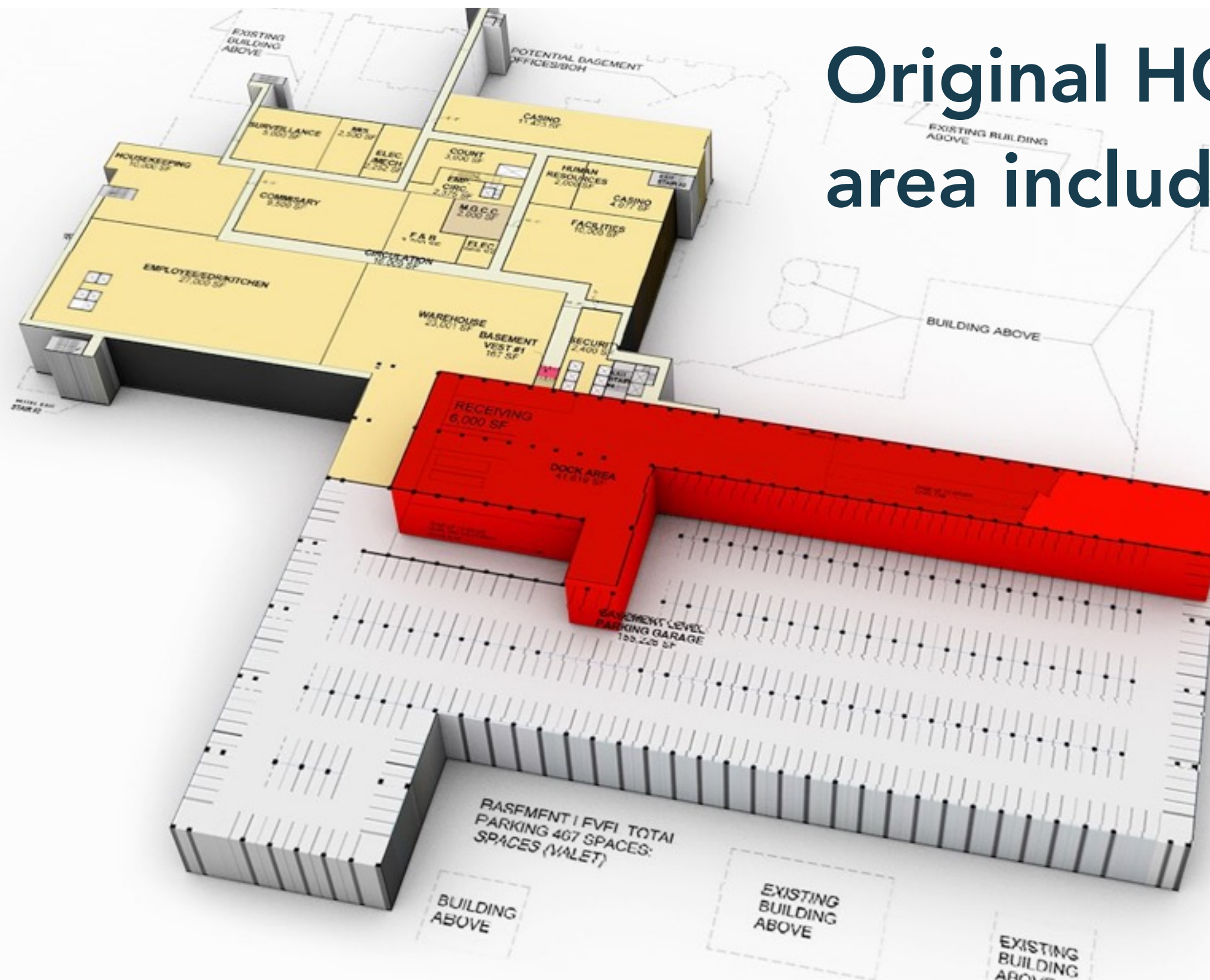


OPERATIONS

LOADING DOCK

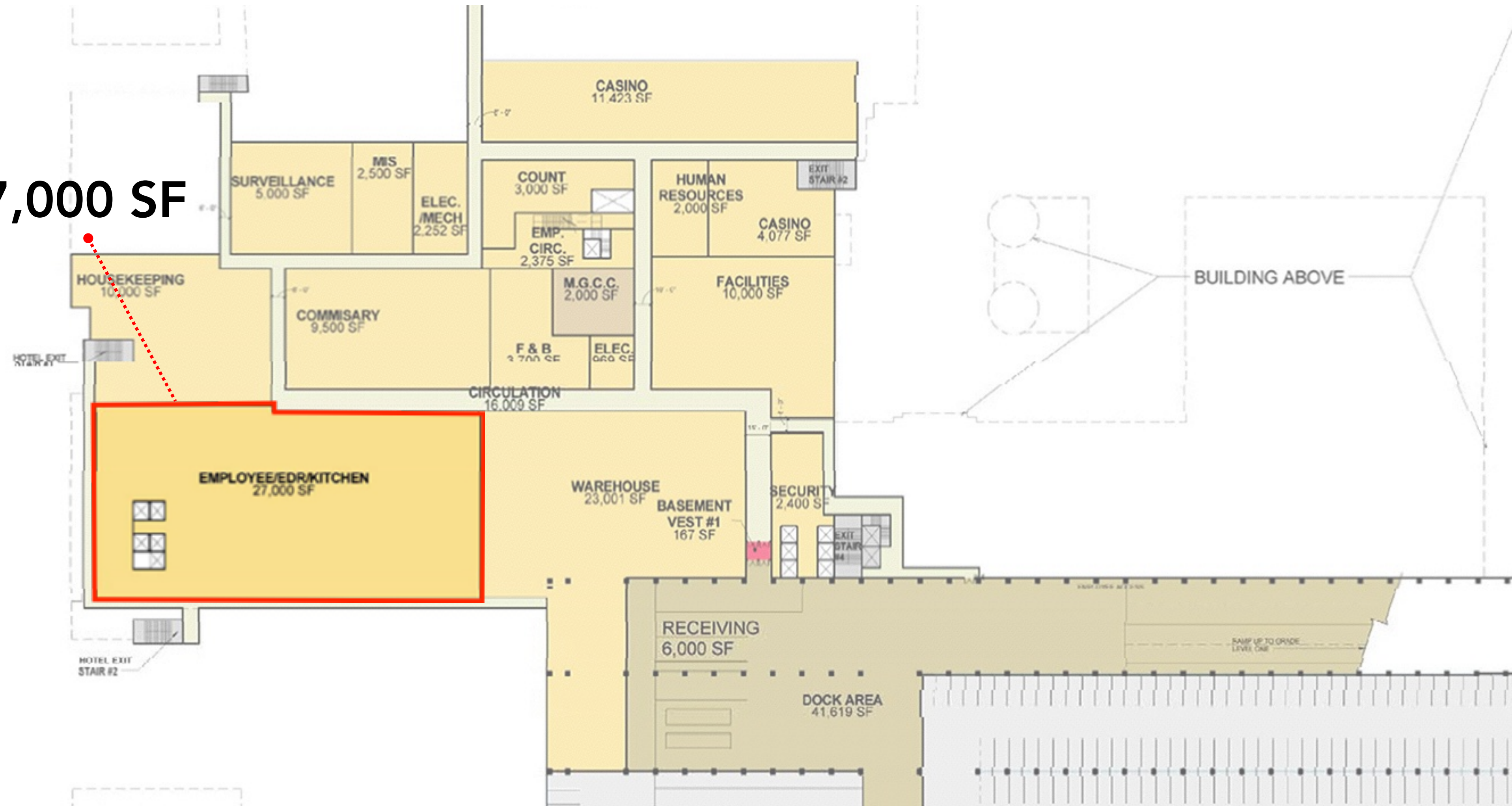
Original HCA had **41,619 SF** of dock area included to support casino

Current Site Plan has **2,638 SF** of dock area to support casino

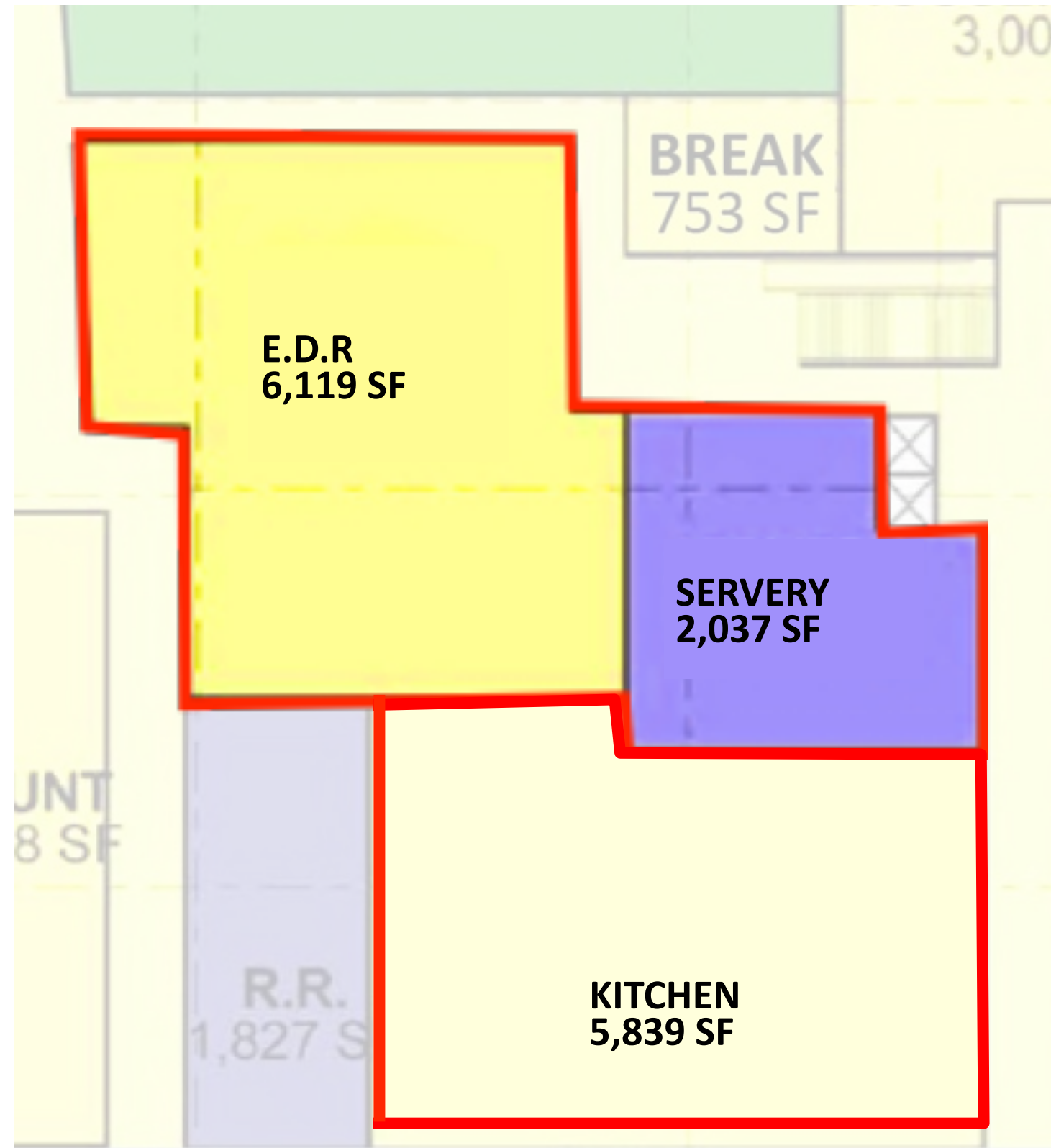


EMPLOYEE DINING ROOM / KITCHEN

27,000 SF



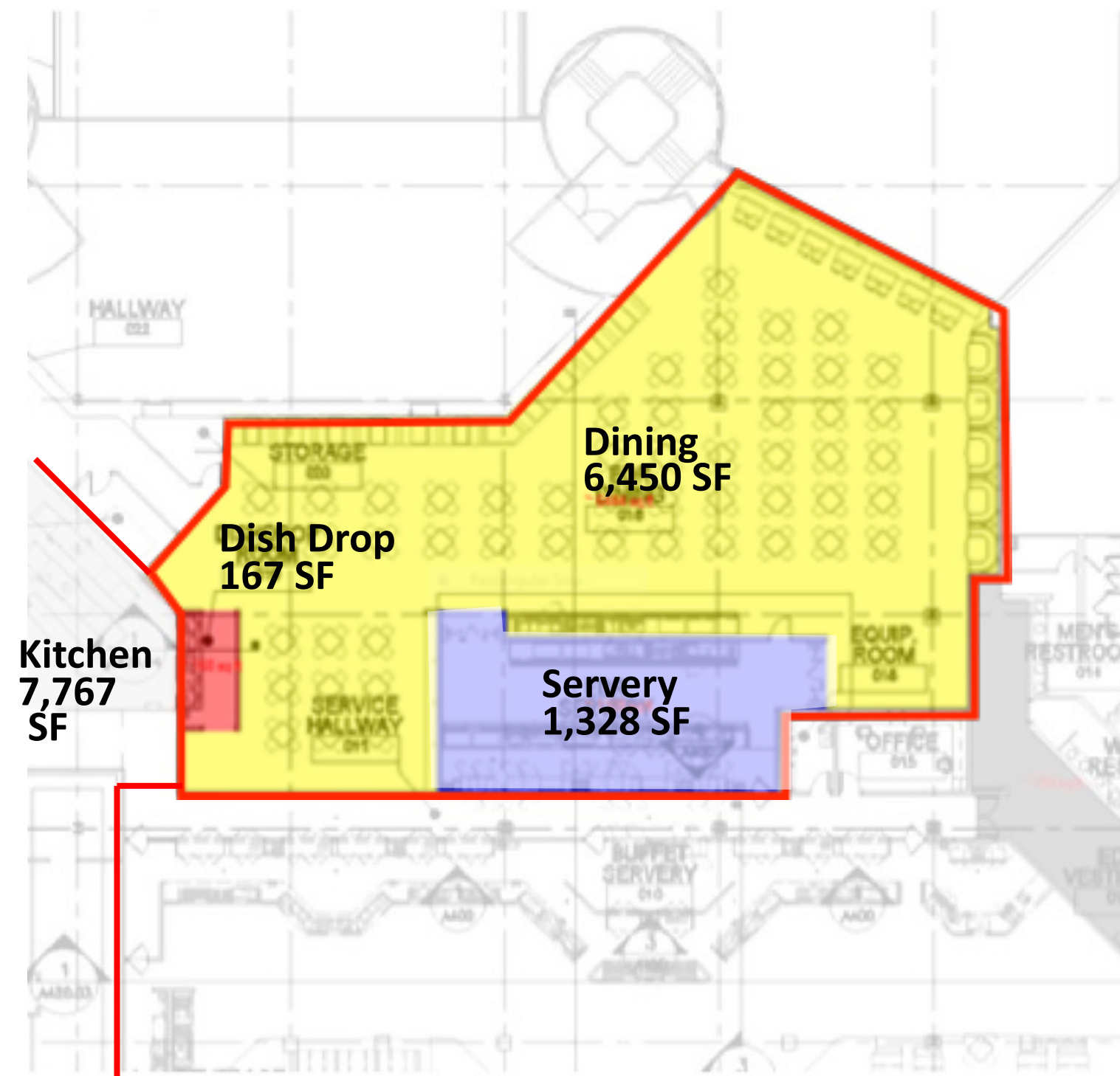
EMPLOYEE DINING ROOM (EDR) COMPARISON



MGM Springfield

Approx. Employees: 3,000

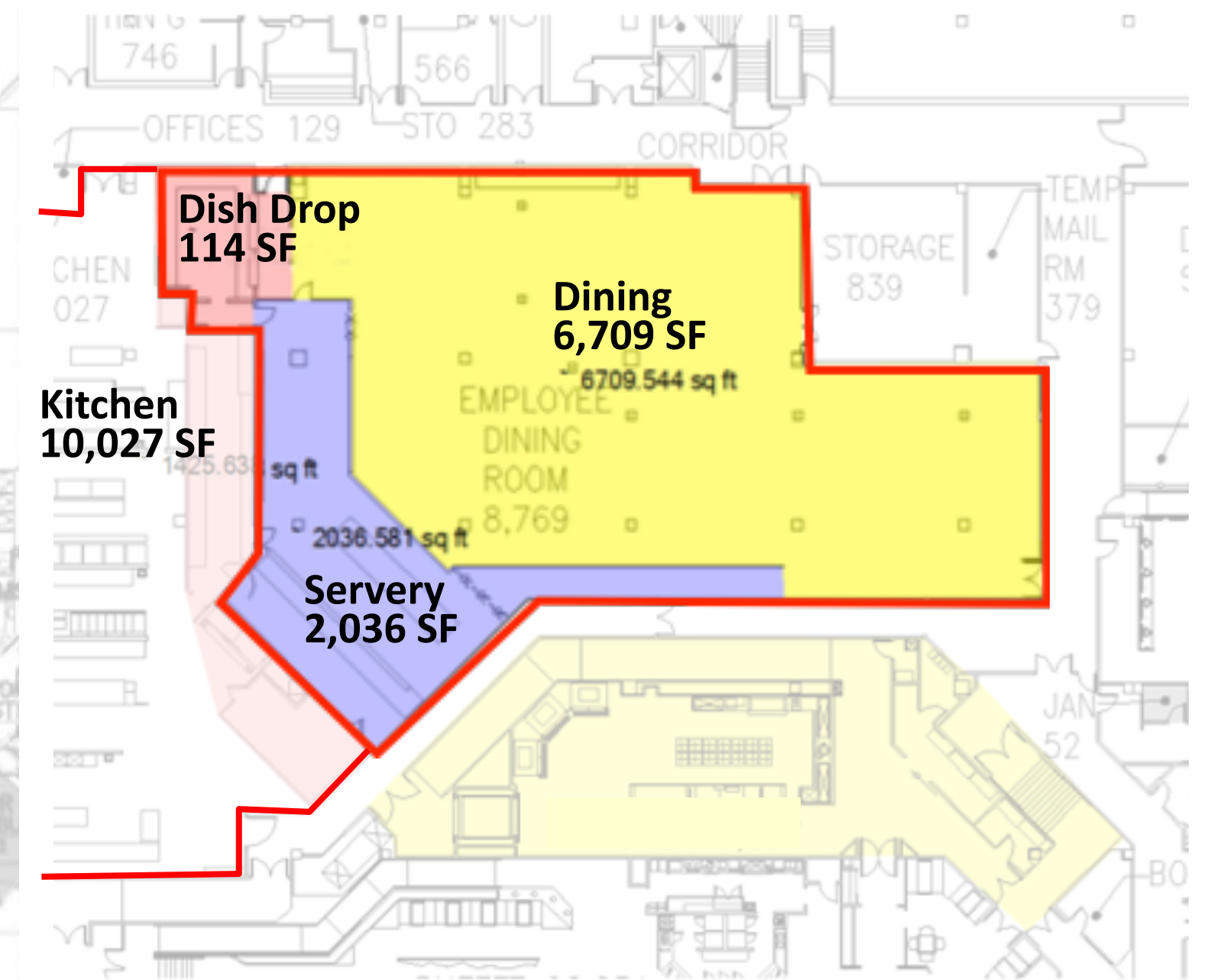
EDR/Main Kitchen: 15,255 sq ft



Excalibur

Approx. Employees: 3,000

EDR/Main Kitchen: 15,712 sq ft



Luxor

Approx. Employees: 4,000

EDR/Main Kitchen: 18,886 sq ft

ENTERTAINMENT & AMENITIES



BOWLING COMPARISON

Host Community Agreement

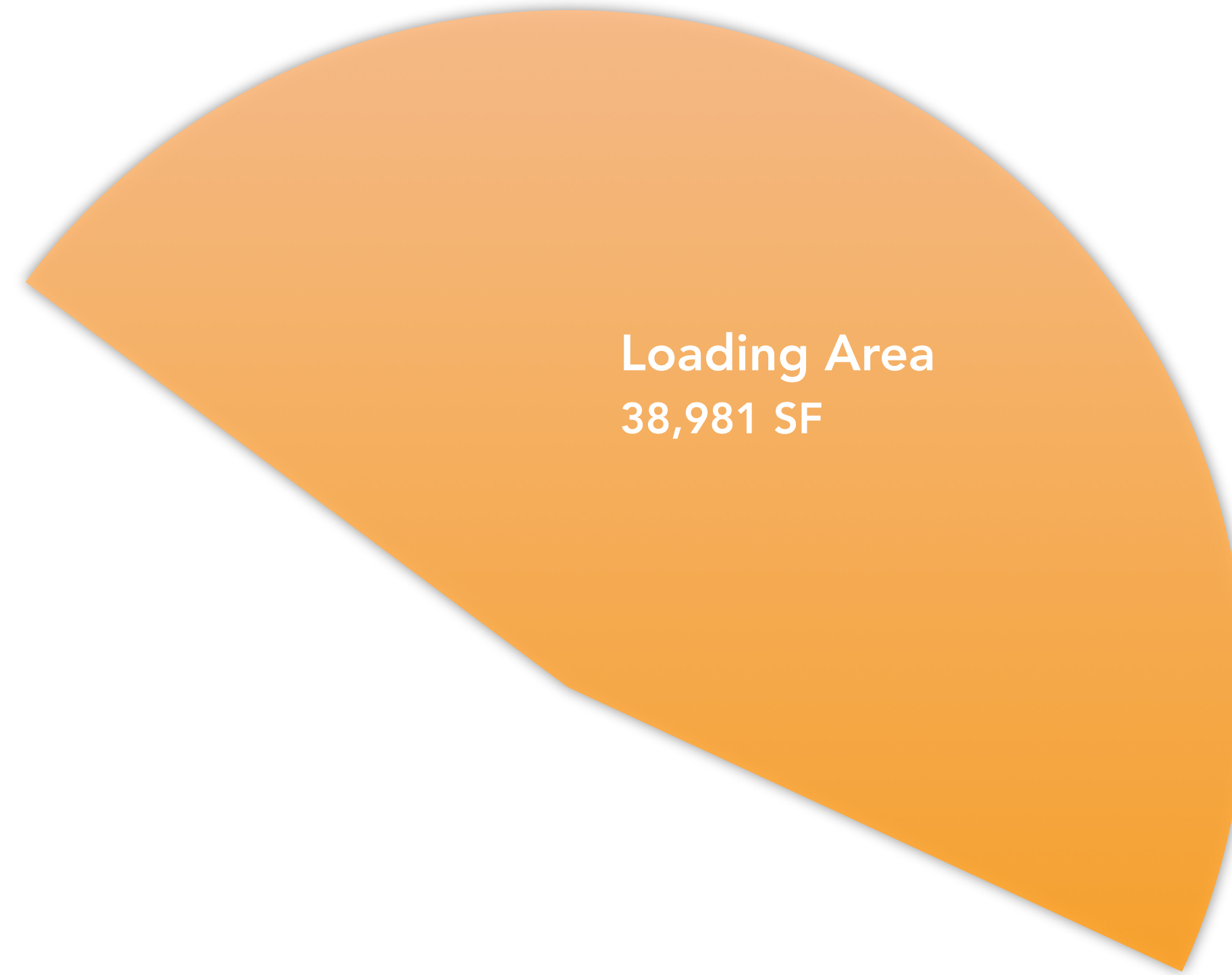
18,000 SF - 15 Lanes

Current Plans

12,382 SF - 10 Lanes



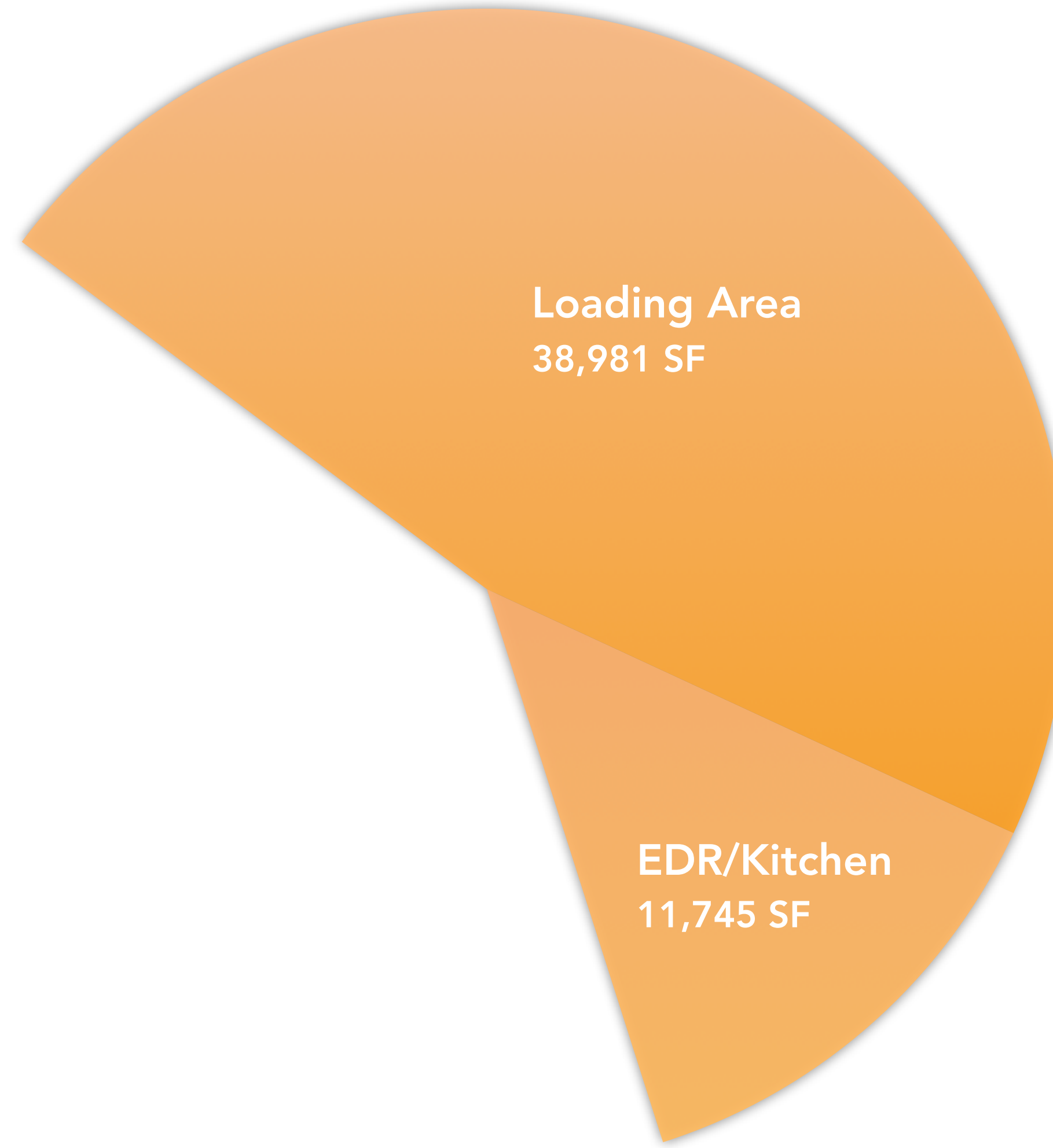
9.71% BREAKDOWN



Note:

Bowling reduction is 5,618 SF. 4,448 is shown to capture the net increase in other amenities including Food & Beverage, Retail, Terrace and Convention spaces.

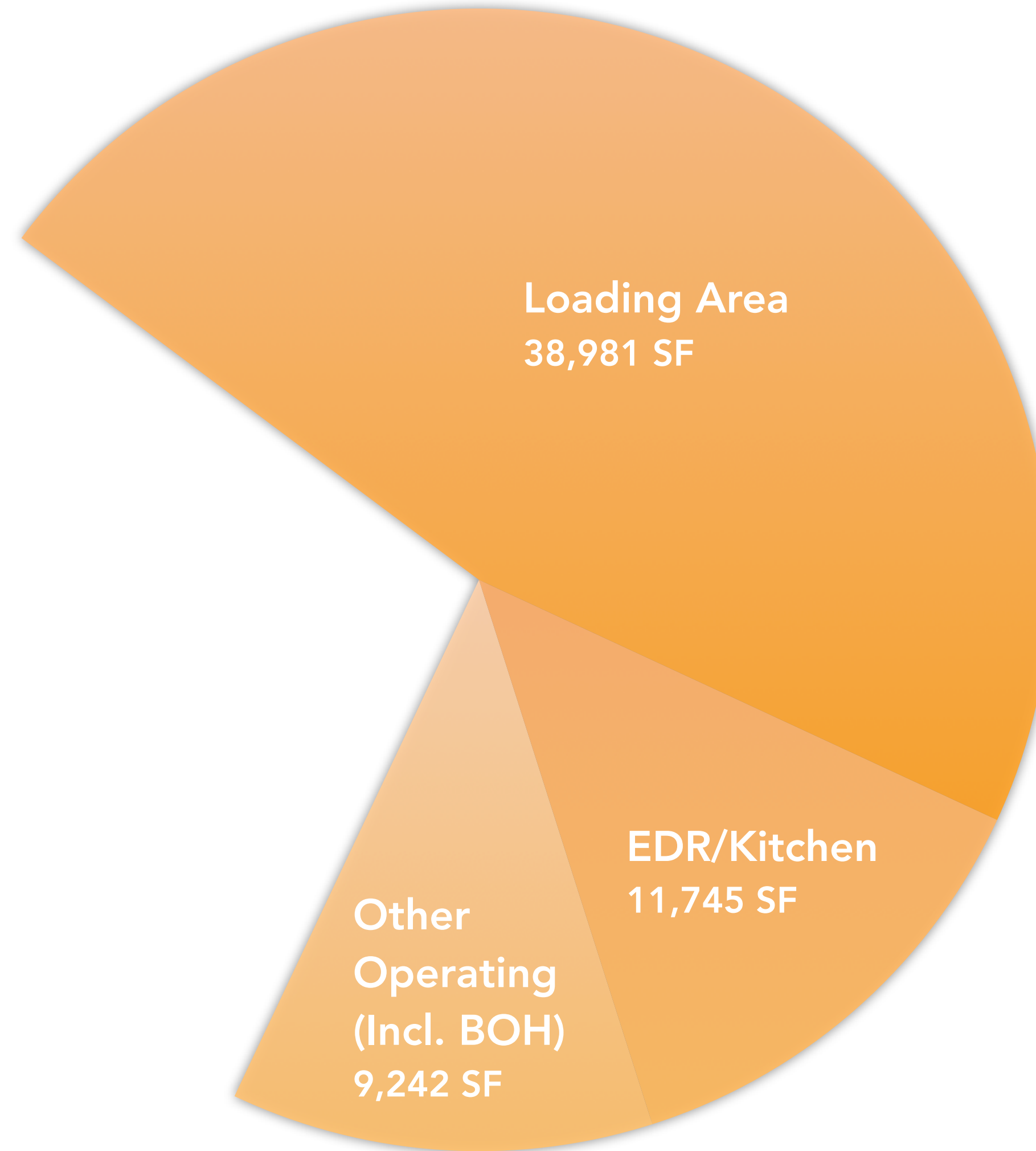
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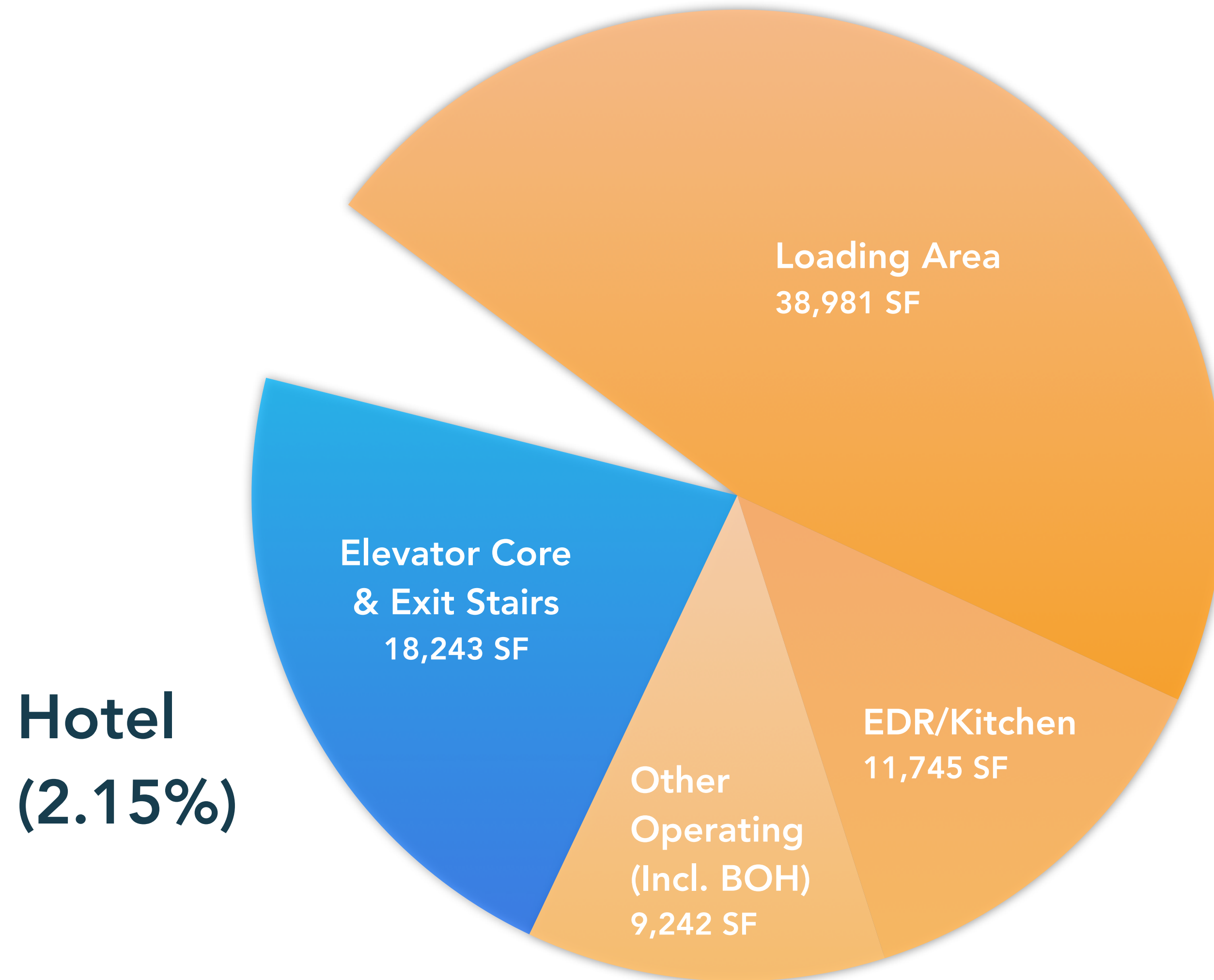
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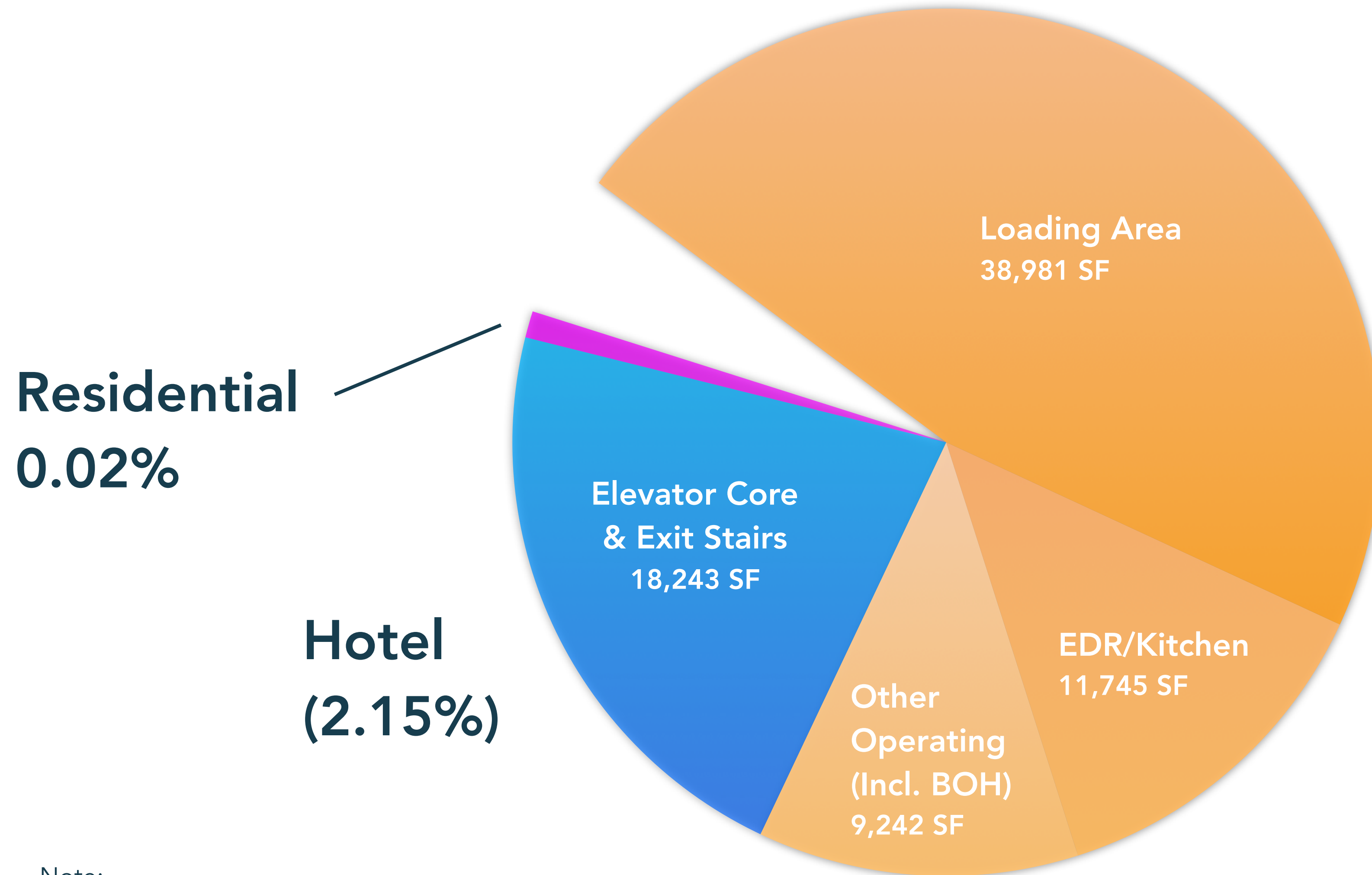
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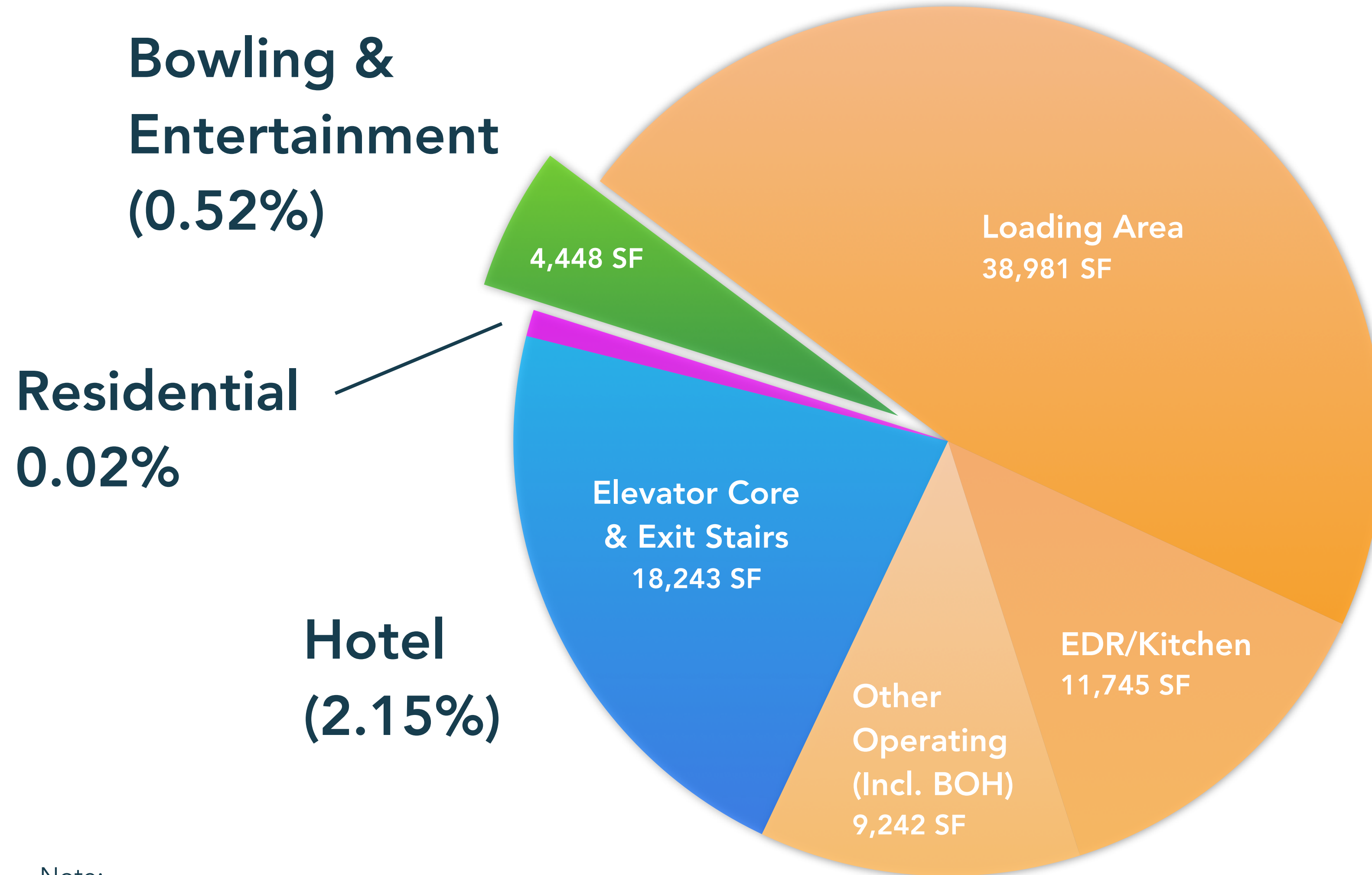
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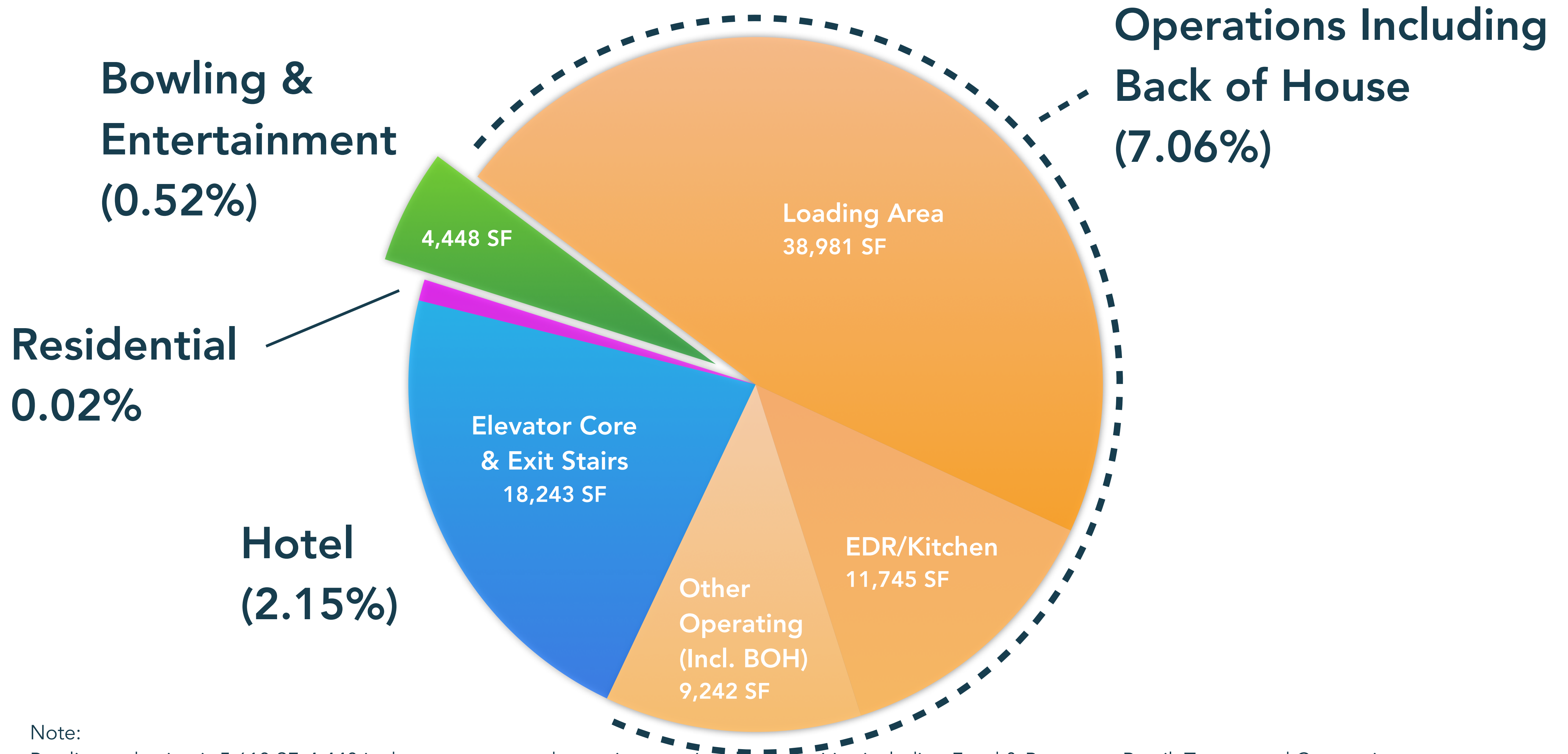
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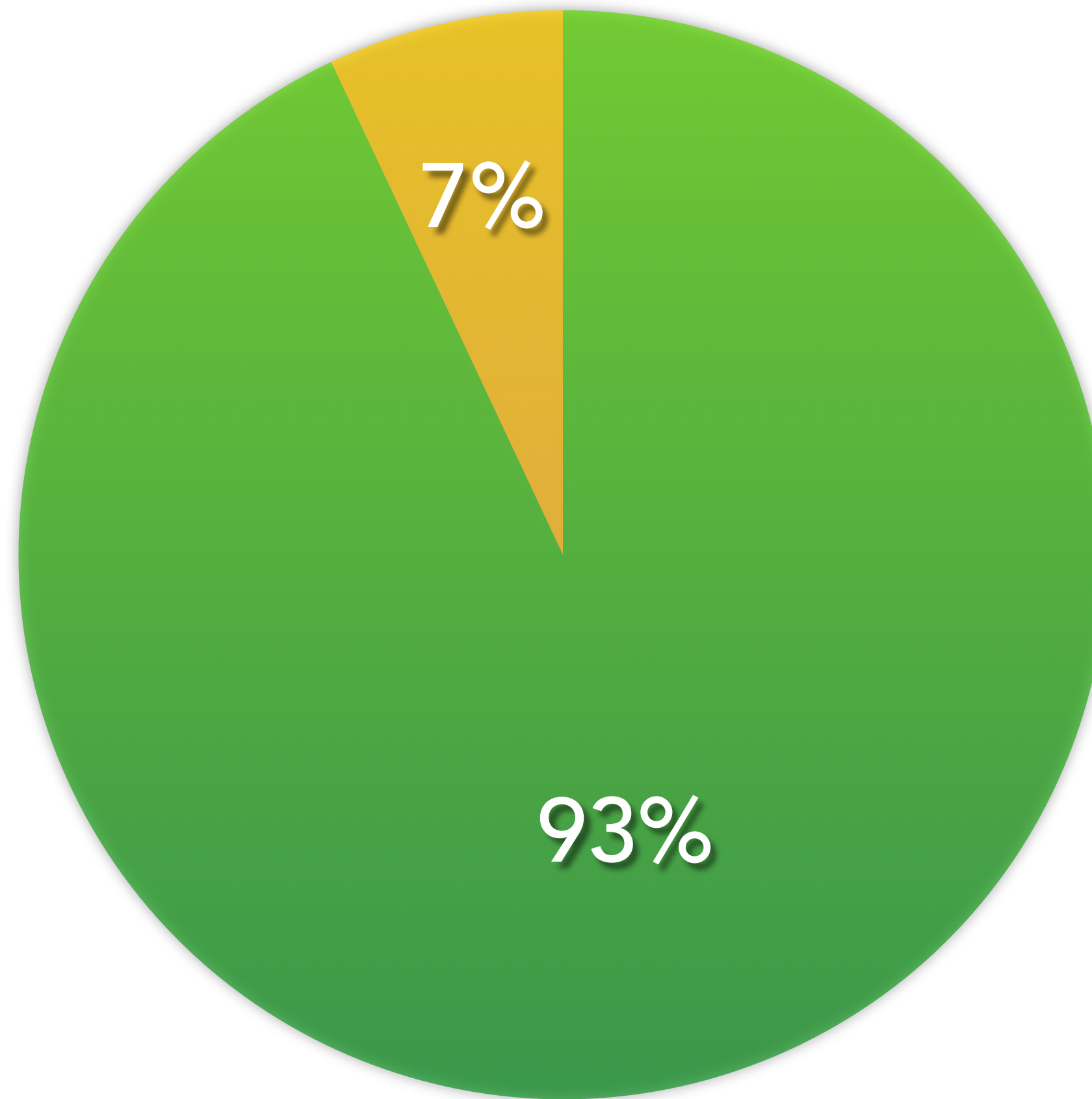
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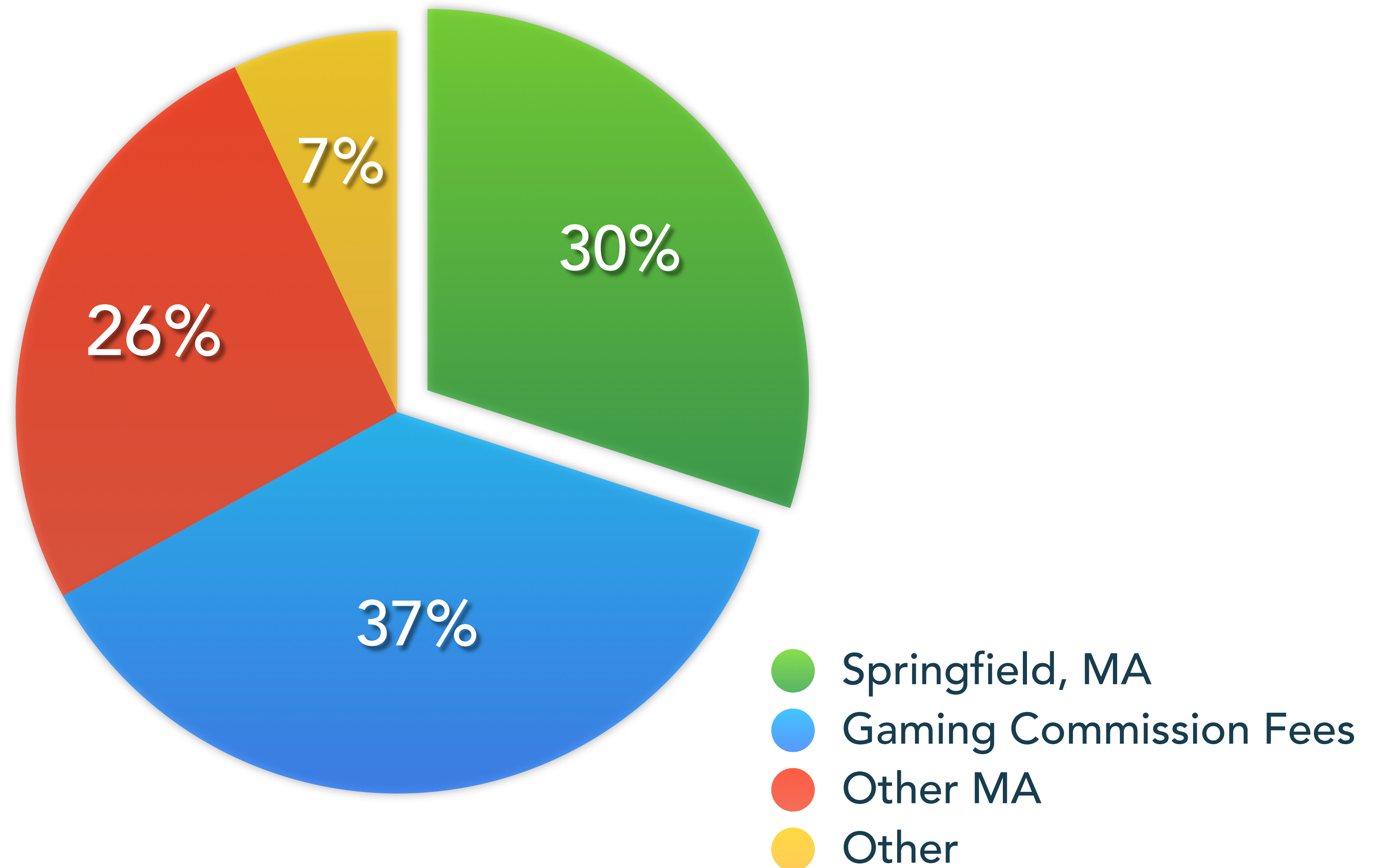
TOTAL CASH SPEND TO DATE

\$235 Million
(As Of 10/30/2015)



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\$235 Million
(As Of 10/30/2015)



LARGEST PRIVATE CONSTRUCTION PROJECTS IN MASSACHUSETTS IN 2014



Brigham & Women's
Hospital
Boston
\$350 Million
2016 Completion



Millennium Tower/
Burnham Building
Boston
\$450 million
2016 completion



Novartis Institutes for
Biomedical Research
Cambridge
\$600 million
2015 completion

LARGEST PRIVATE CONSTRUCTION PROJECTS IN MASSACHUSETTS IN 2014



MGM Springfield

Springfield
\$950+ Million
2018 Completion

Novartis Institutes for
Biomedical Research
Cambridge
\$600 million
2015 completion

Millennium Tower/
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Luxury Destination

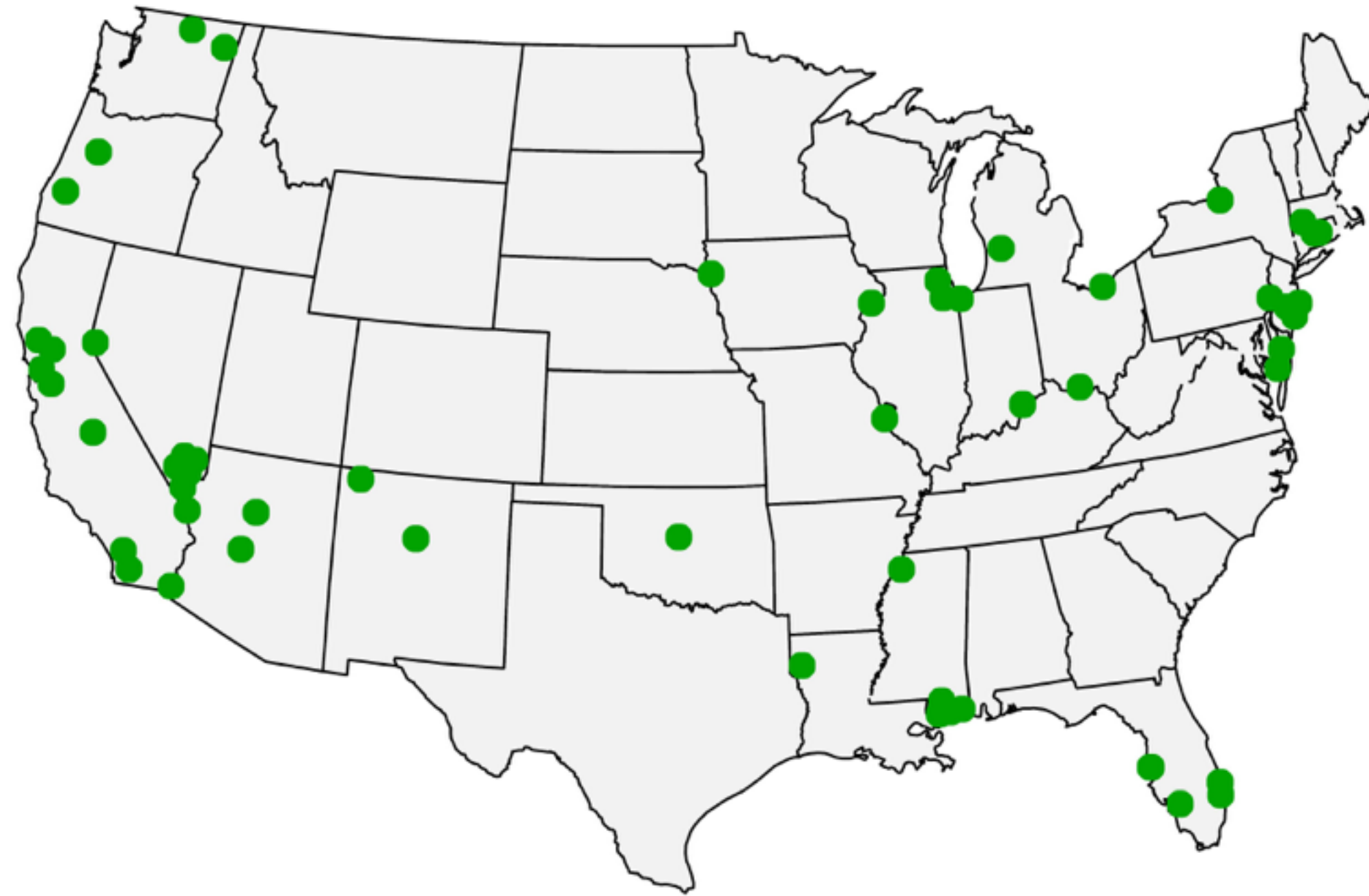
Mike Mathis

President - MGM Springfield

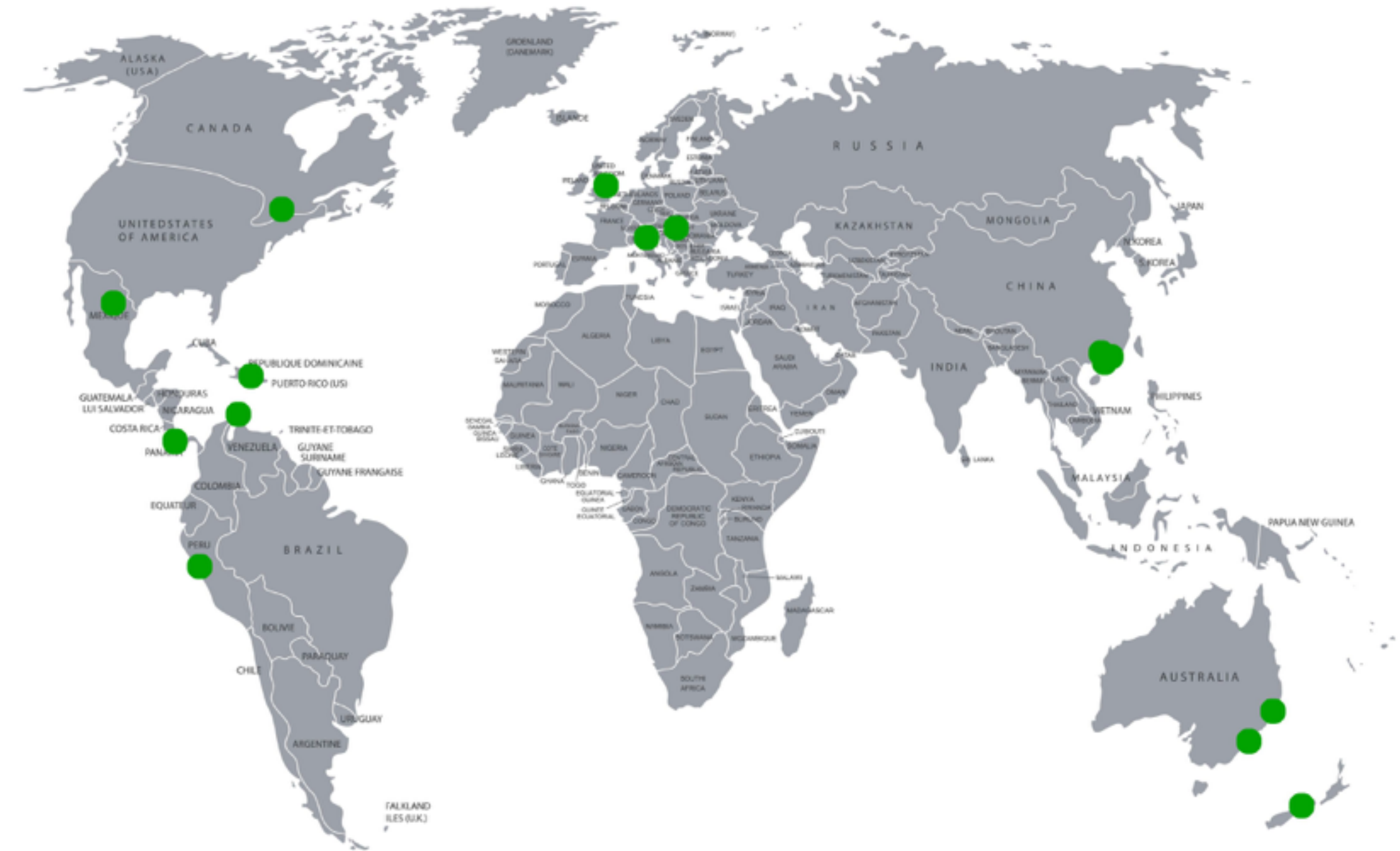
Brad Friedmutter

Friedmutter Group

COMPLETED INTEGRATED RESORT PROJECTS



DOMESTIC PROJECTS
DOTS REPRESENT MULTIPLE PROJECTS IN GENERAL LOCATIONS



INTERNATIONAL PROJECTS
DOTS REPRESENT MULTIPLE PROJECTS IN GENERAL LOCATIONS

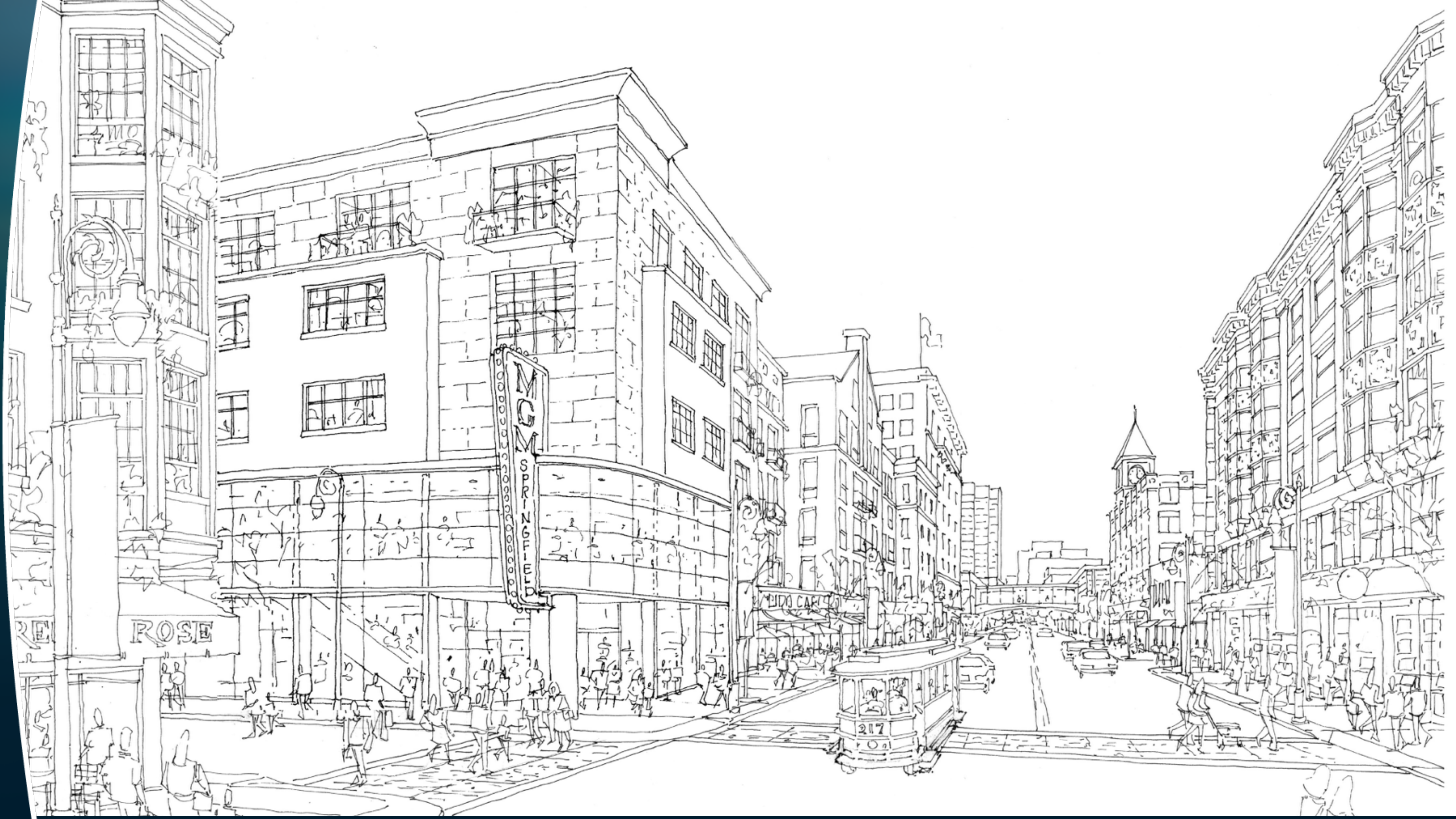


HOW MGM SPRINGFIELD HAS EVOLVED





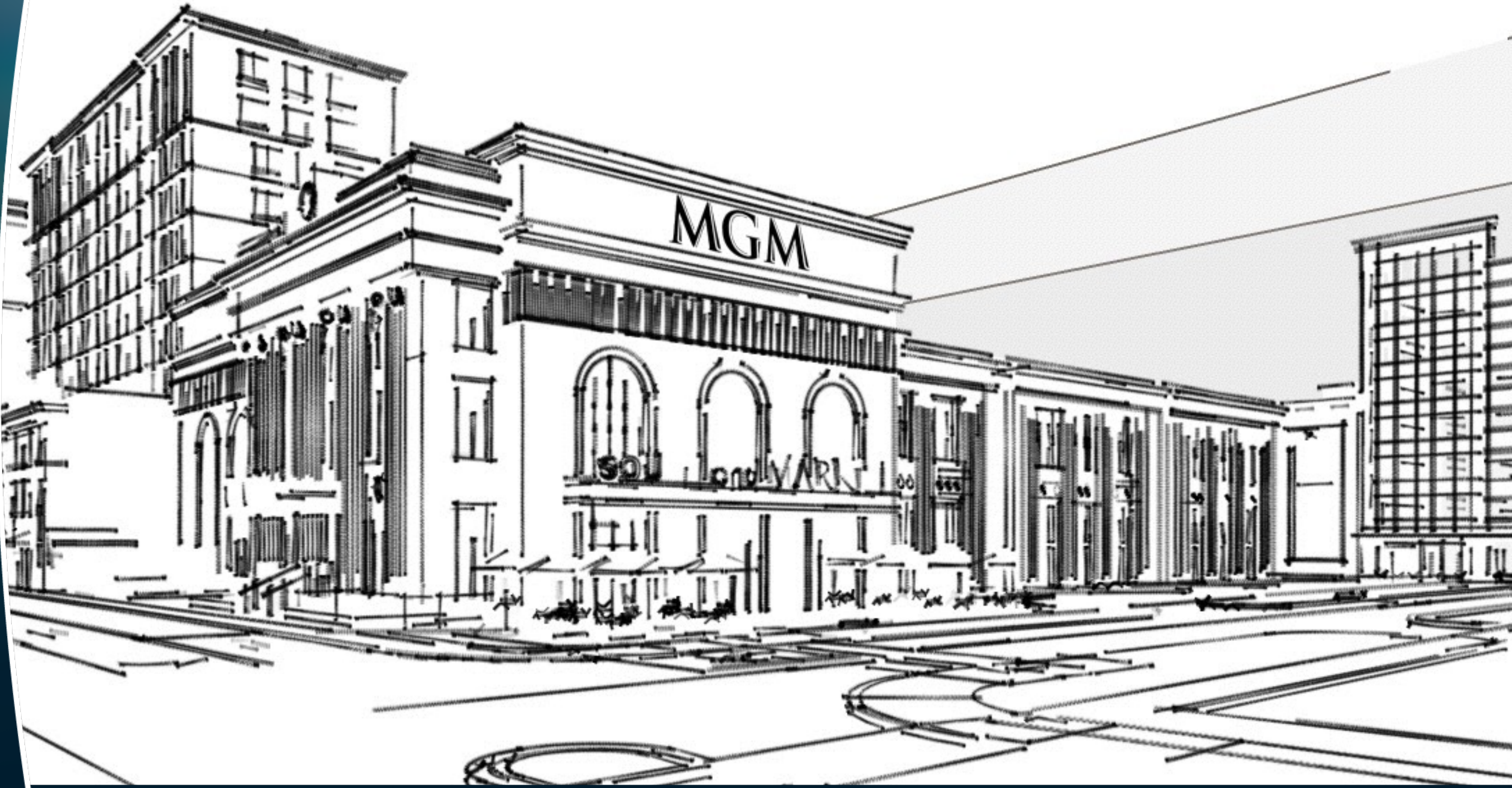
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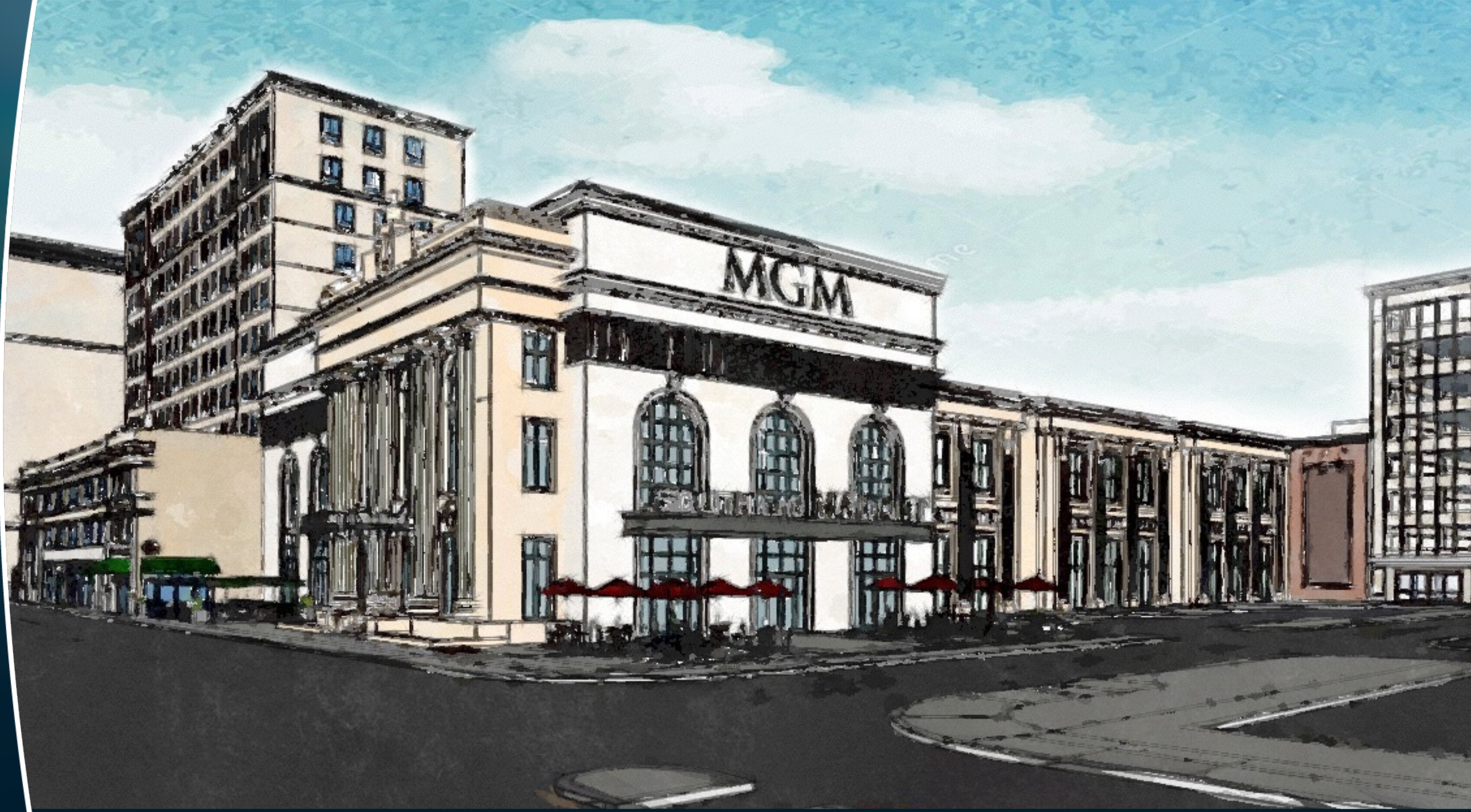














HCA COMMITMENTS

Project Budget

\$50 Million Of Annual Spend Locally

\$25 Million In Annual Payments To
City Of Springfield

3,000 Operational Jobs

2,000 Construction Jobs

Casino

250 Four Star Hotel Rooms

Retail Stores

Restaurants / Food Outlets

Banquet Area

Child Care Center

Ice Skating Rink

Parking

Riverfront

Springfield Union Station

MassMutual Center / Entertainment

Movie Theater / Bowling

\$800MM PROJECT:

NOW \$950MM+

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ANNUAL PAYMENTS

Average Of \$25 Million In Annual Payments

<u>Rank</u>	<u>Taxpayer</u>	<u>2015 Tax Liability</u>
1	WESTERN MASSACHUSETTS ELECTRIC COMPANY	\$10,707,475.64
2	COLUMBIA/BAY STATE GAS COMPANY	\$4,294,983.25
3	MASSACHUSETTS MUTUAL LIFE INSURANCE	\$3,220,571.85
4	PEARSON	\$1,902,842.05
5	VERIZON/NEW ENGLAND TELEPHONE	\$1,616,837

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3,000 OPERATIONAL JOBS

2,000 CONSTRUCTION WORKERS

MGM Springfield Hires 4, Including Former Political Aspirant Chelan Brown

-MASSLIVE

February 3, 2015



MGM Springfield had announced the hiring of, from left to right, Marikate Murren as director, training and workforce development; Anita Bird as a human resources specialist; Amanda Gagnon as executive assistant to the president, vice president and general counsel; and Chelan Brown as the manager of the MGM Springfield Community Office. *(Photos provided)*



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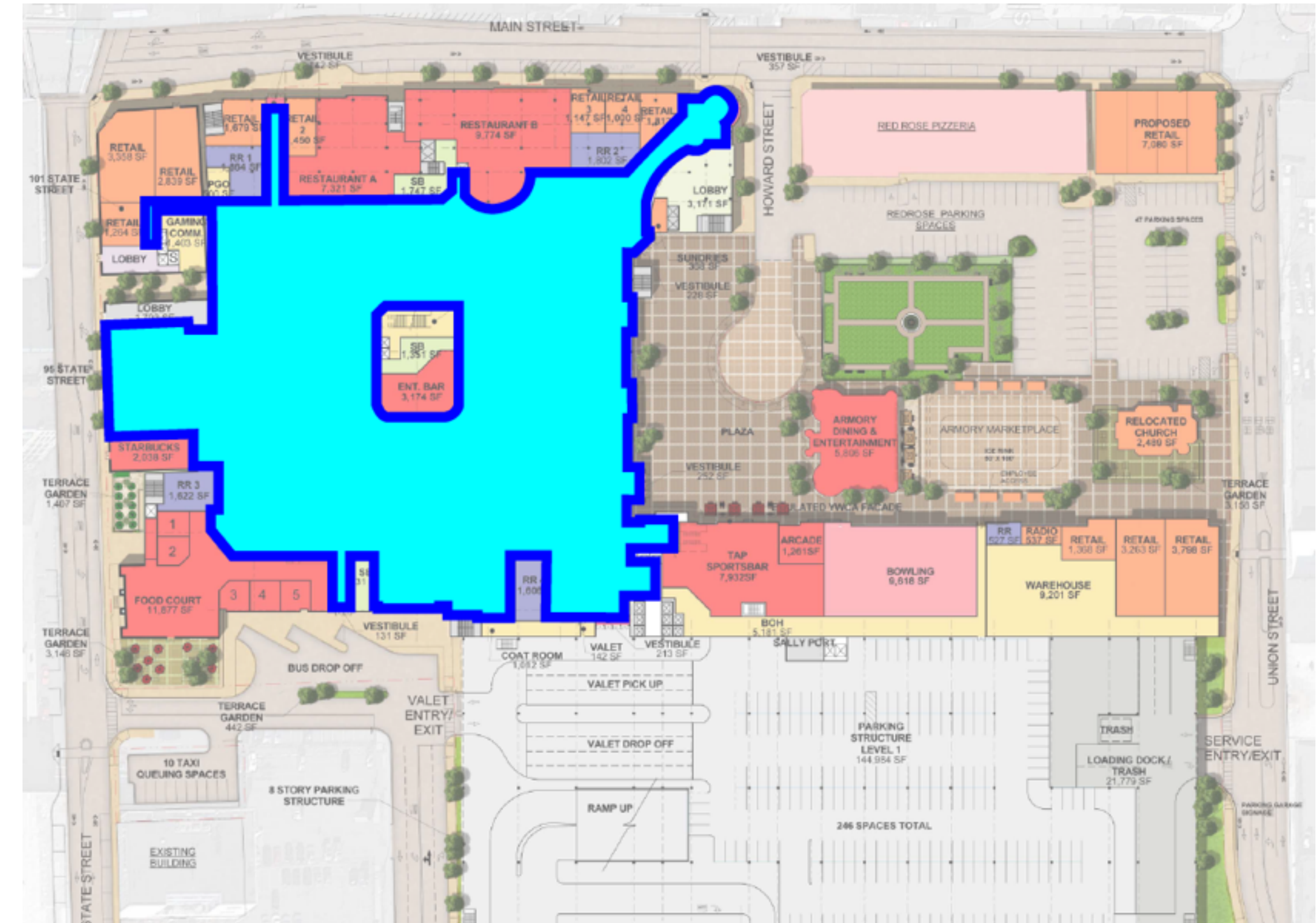
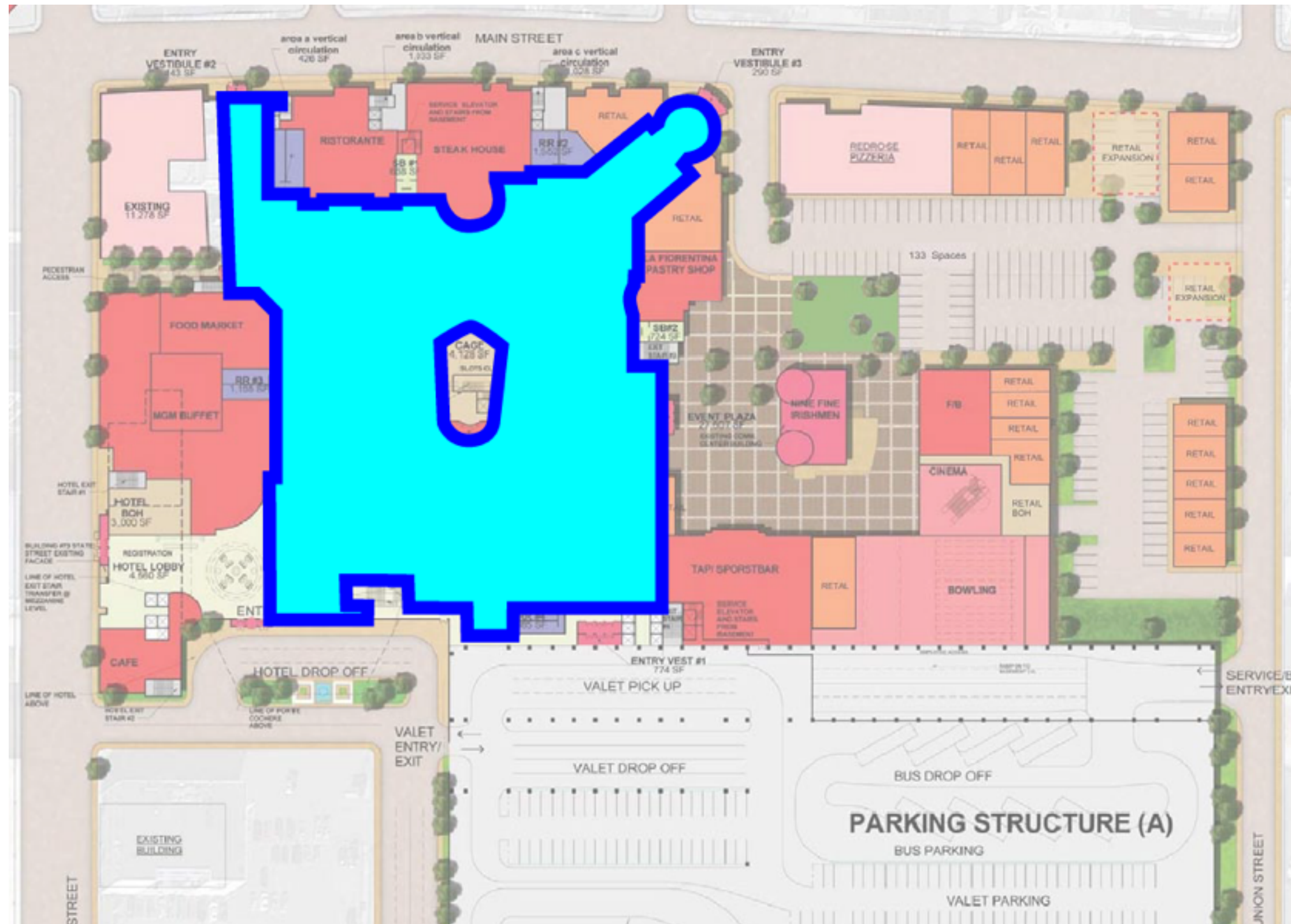
GAMING AREA COMPARISON

Host Community Agreement

126,701 SF

Current Plans

126,262 SF



Casinos Bet On Growth In Table Games, Removing Slot Machines To Make Room

-The Washington Post

June 7, 2015



MILLENNIAL PRIORITIES FOR AN ENTERTAINMENT ENVIRONMENT

Free Wi-Fi 71%

Access To A Charging Port For My Phone 68%

Allow Me To Influence/Co-Create The Experience 40%

Provide A Way For Me To Ask And Answer Questions 34%

Demonstrate Something Good My Money Is Going Toward 33%

Incorporate Compelling/Interactive Online Content 28%

And Connect Me To Other Consumers Of This Experience 24%

* marketresearch.org April 28, 2015

Is Your Casino Optimized For Millennials?

- marketingresearch.org

April 28, 2015

“**Slots** in particular are widely viewed by younger consumers as being antisocial, non-intuitive and **generally boring.**”

“There is **less resistance to table games** such as blackjack or poker among Millennials, especially males. Perhaps this is because of a **more inherently social experience** and the feeling that skill is involved in the game itself. Also, table games continue to be romanticized by Hollywood, keeping them **more current** in the mindset of **younger consumers.**”



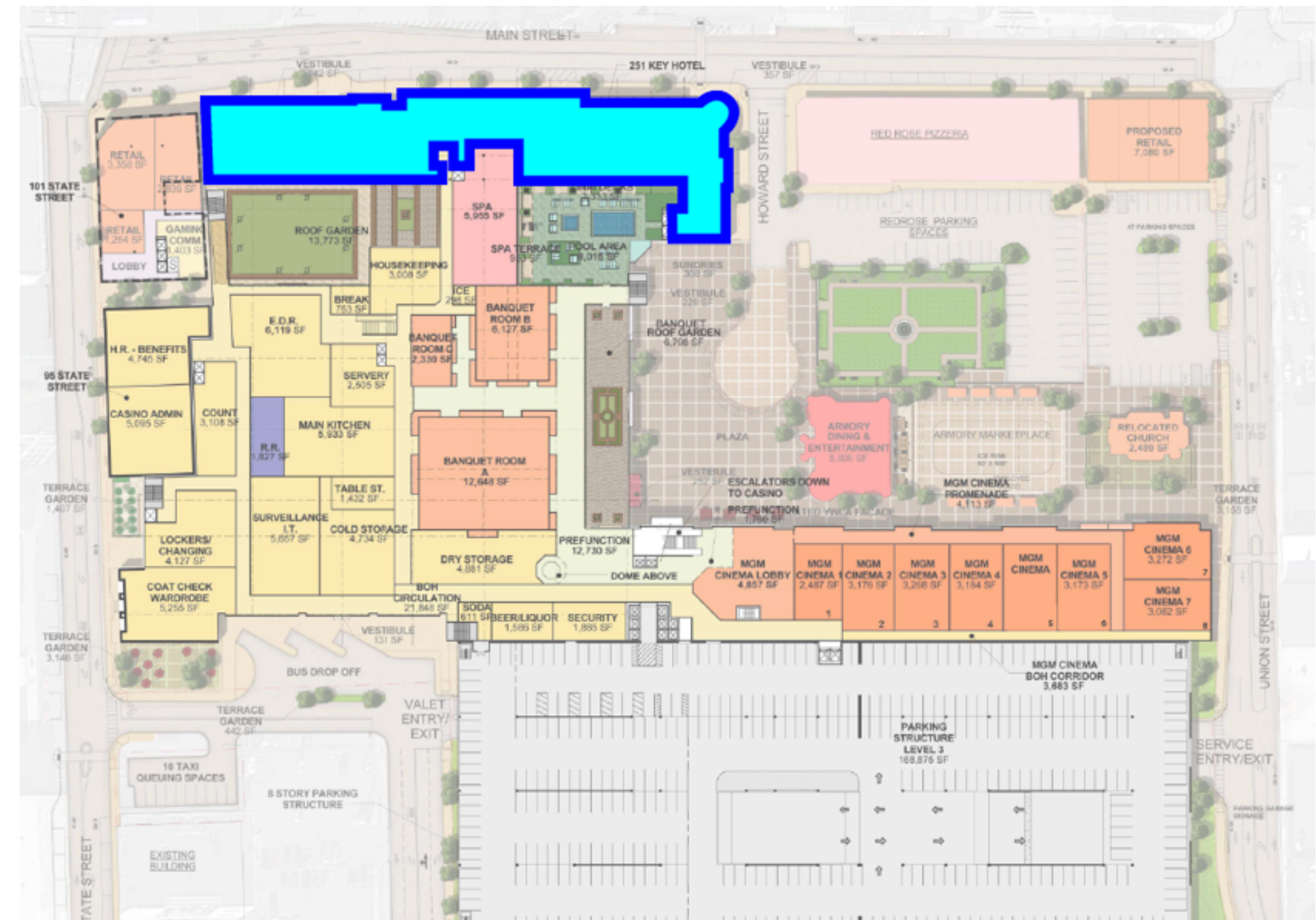
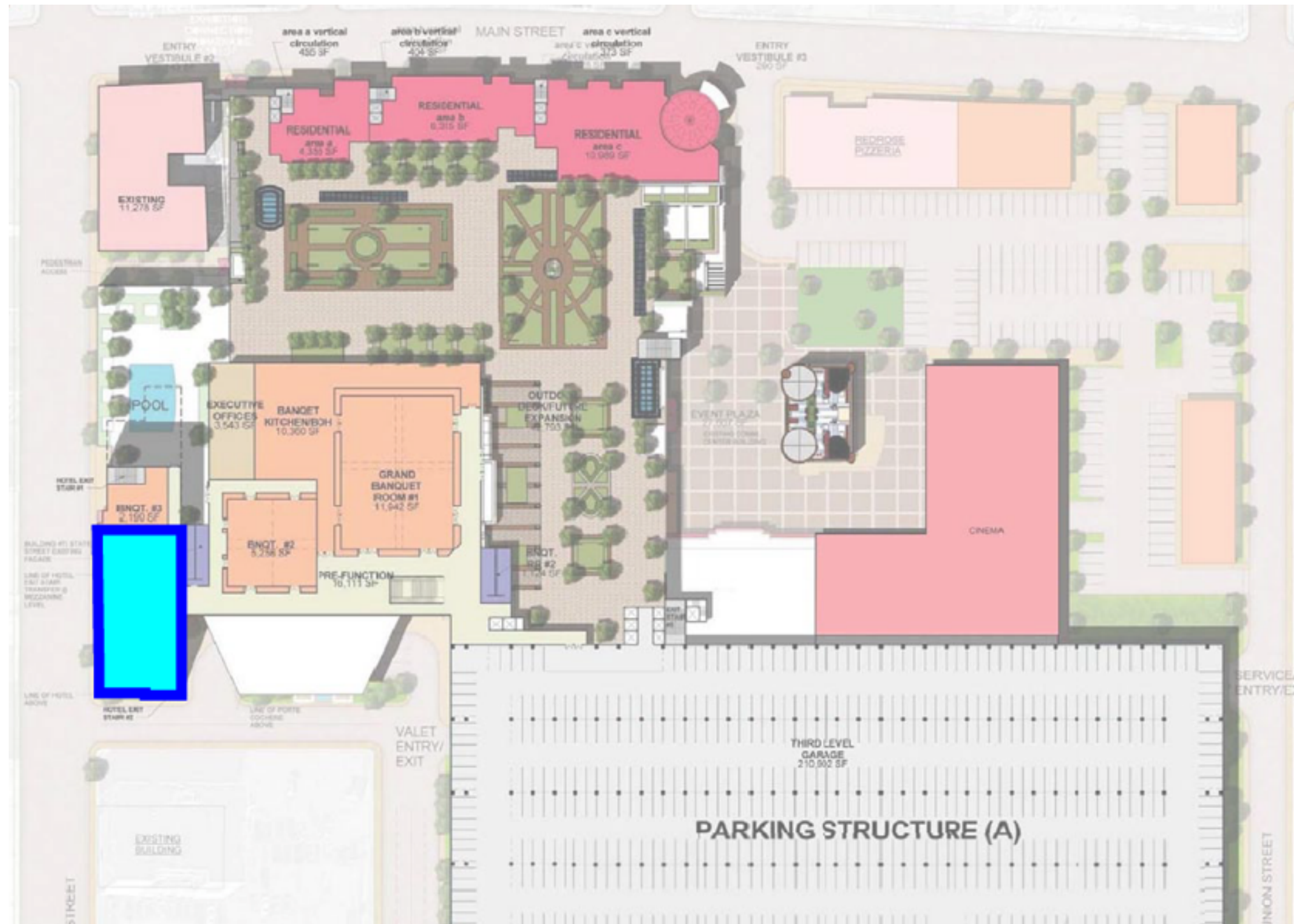
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HOTEL COMPARISON

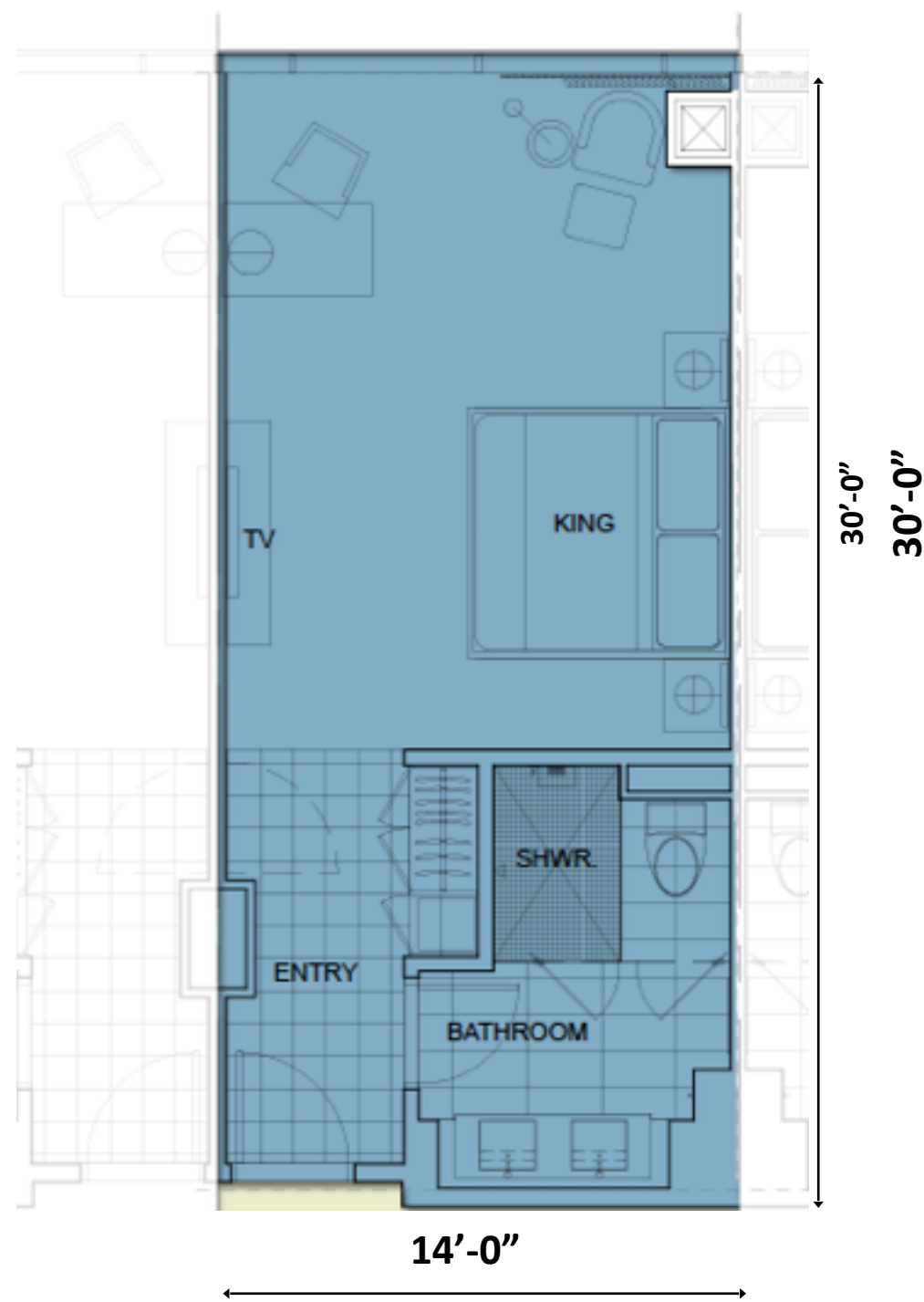
Host Community Agreement
250 4-Star Rooms

Current Plans
251 4-Star Rooms



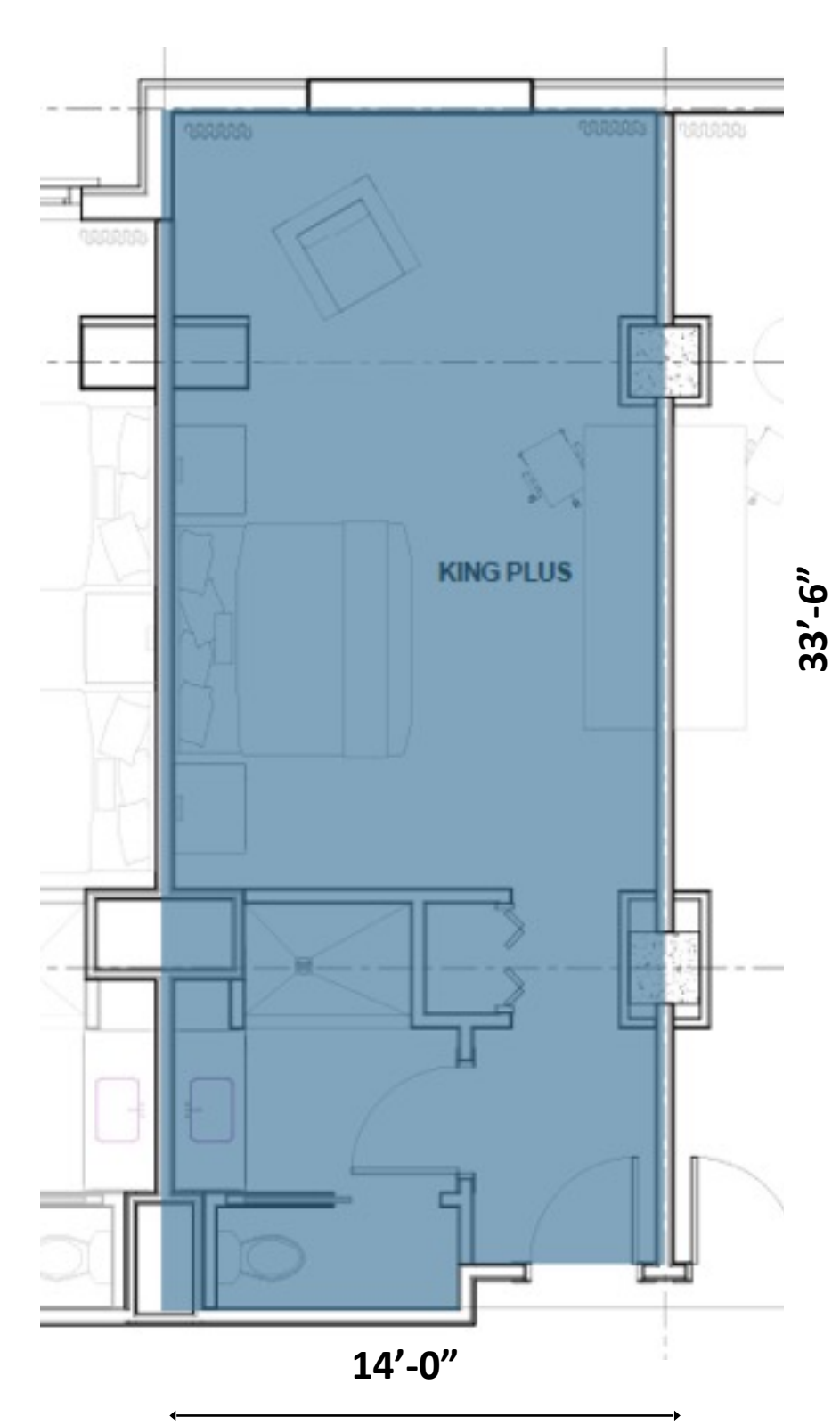
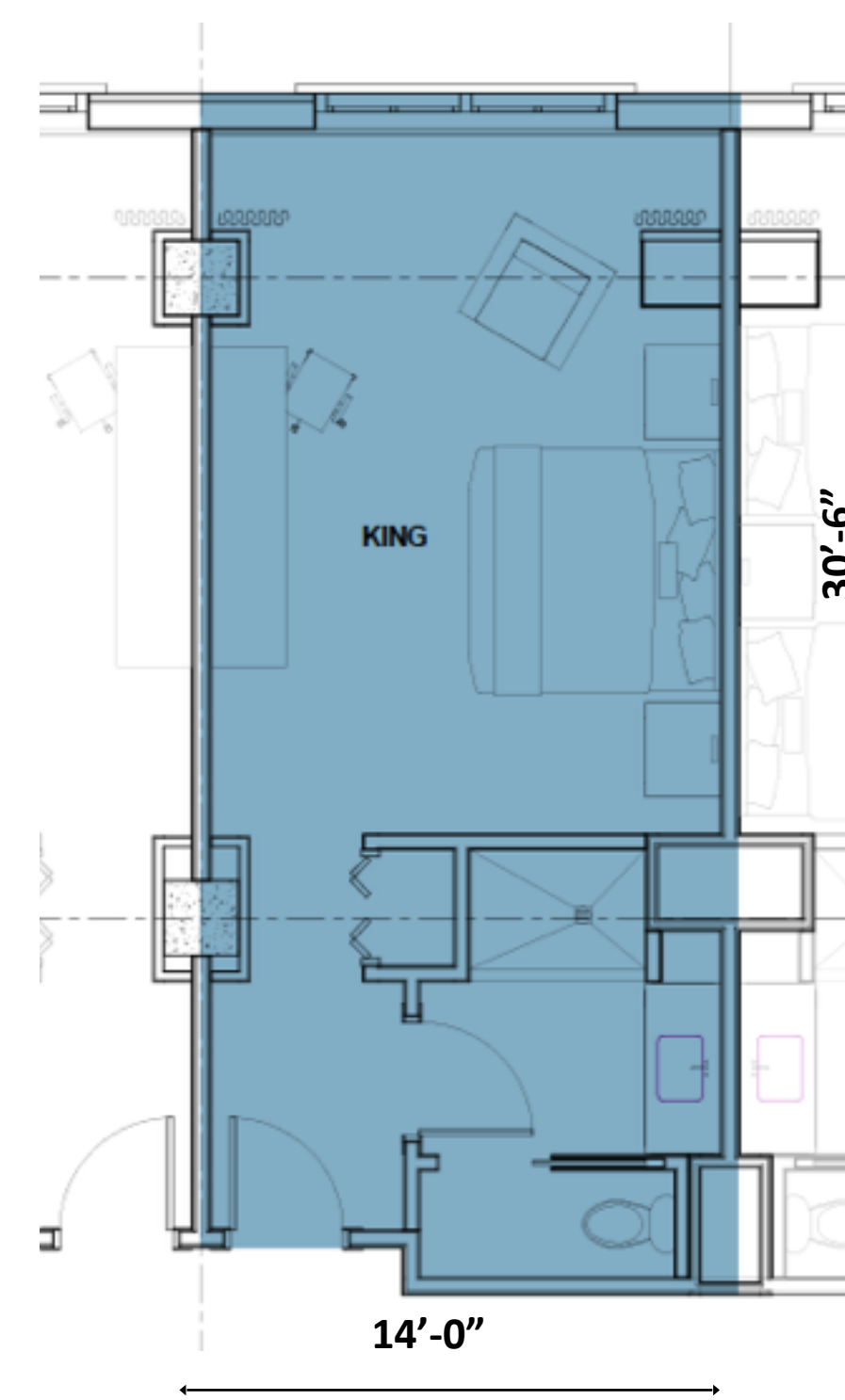
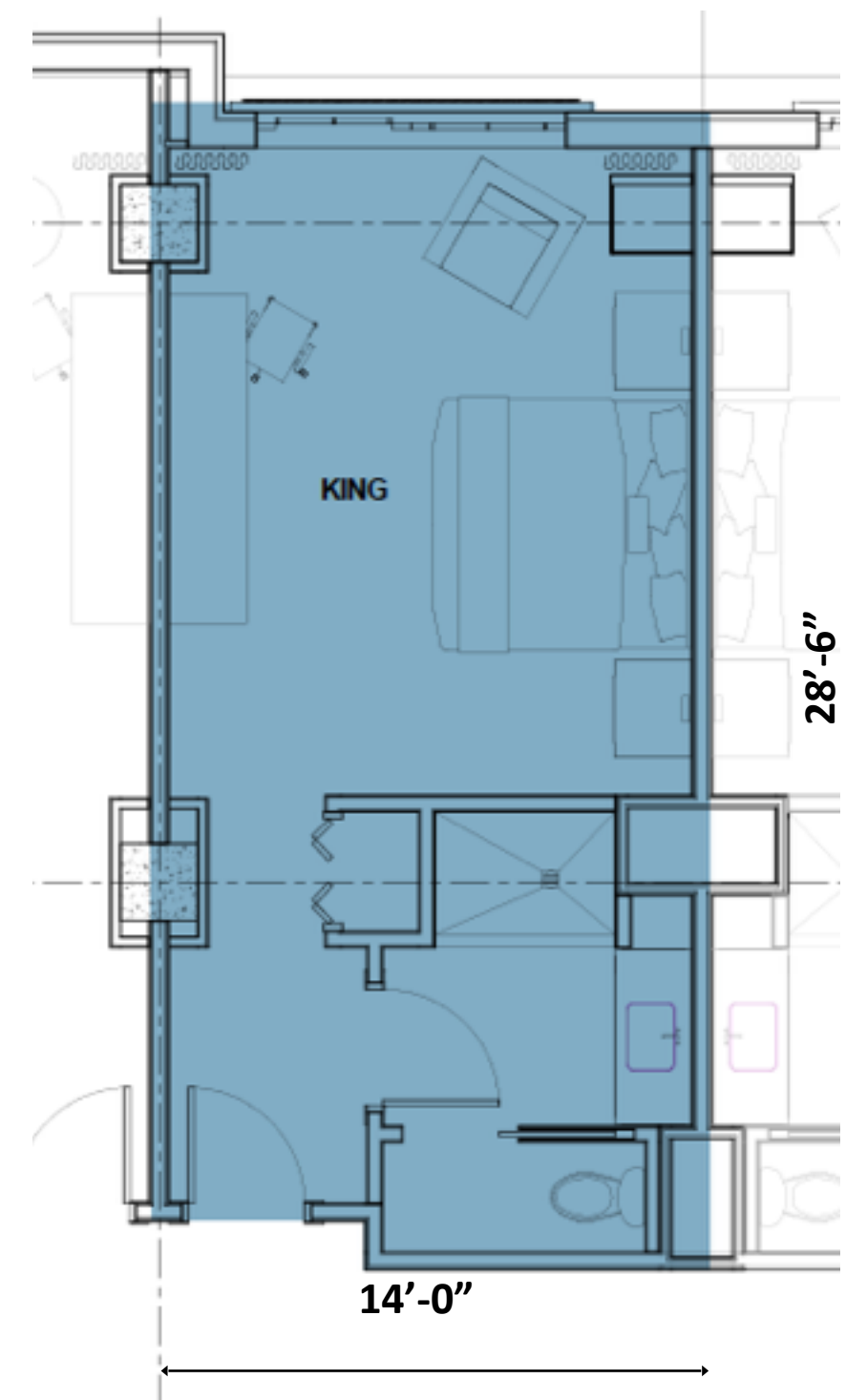
GUESTROOM COMPARISON

Prior Typical Room



14' wide by 30'-0" long

Current Typical Rooms



14' wide. Lengths vary from 28'-6" to 33'-6"

CONDÉ NAST TOP 10 HOTELS IN BOSTON



1. Fairmont Battery Wharf, Boston



2. XV Beacon



3. Four Seasons Hotel Boston



4. Hotel Commonwealth



5. InterContinental, Boston



6. The Liberty (Luxury Collection)



7. Mandarin Oriental, Boston



8. Millennium Bostonian Hotel, Boston



9. Nine Zero Hotel, Boston



10. Ritz-Carlton, Boston Common



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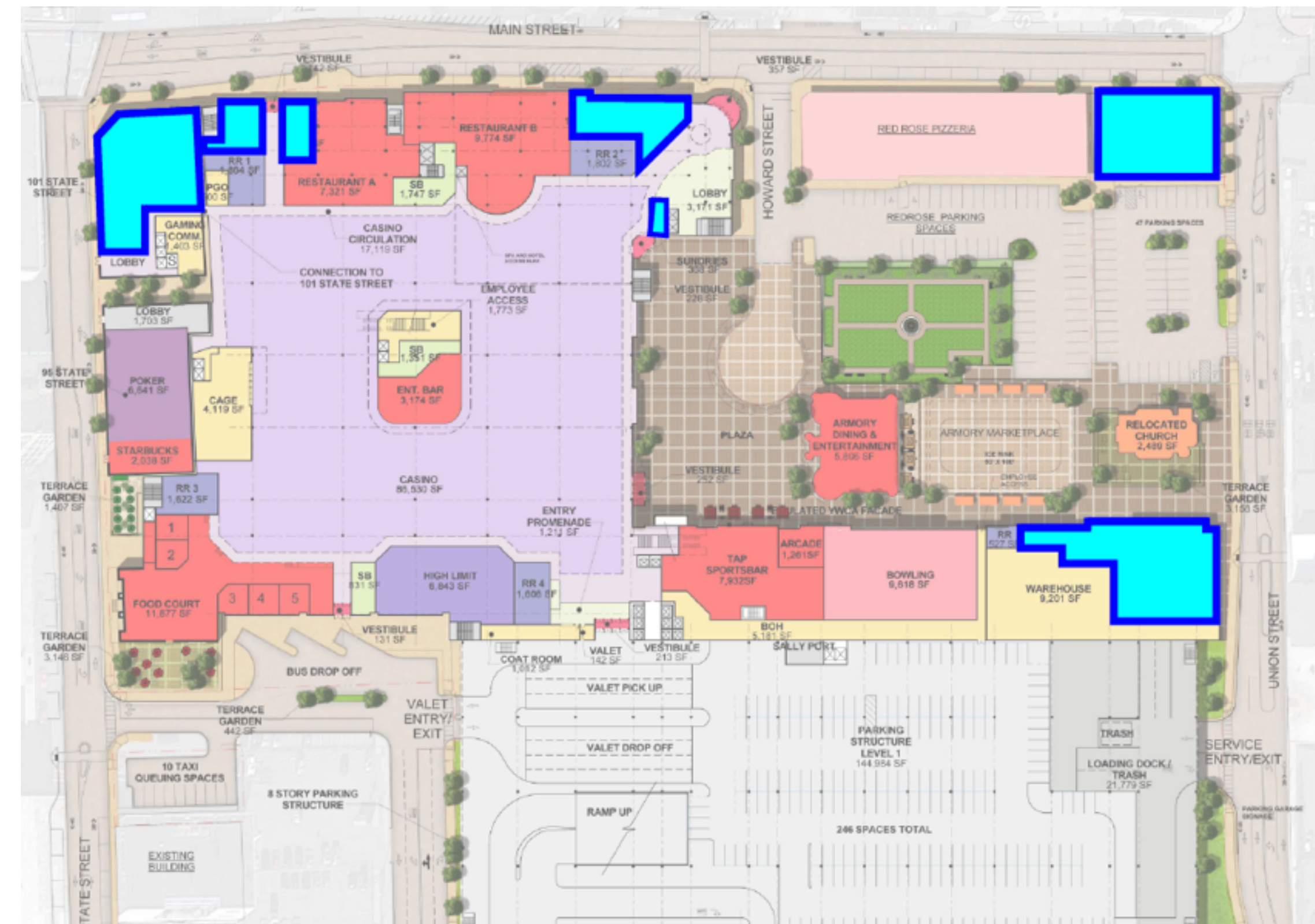
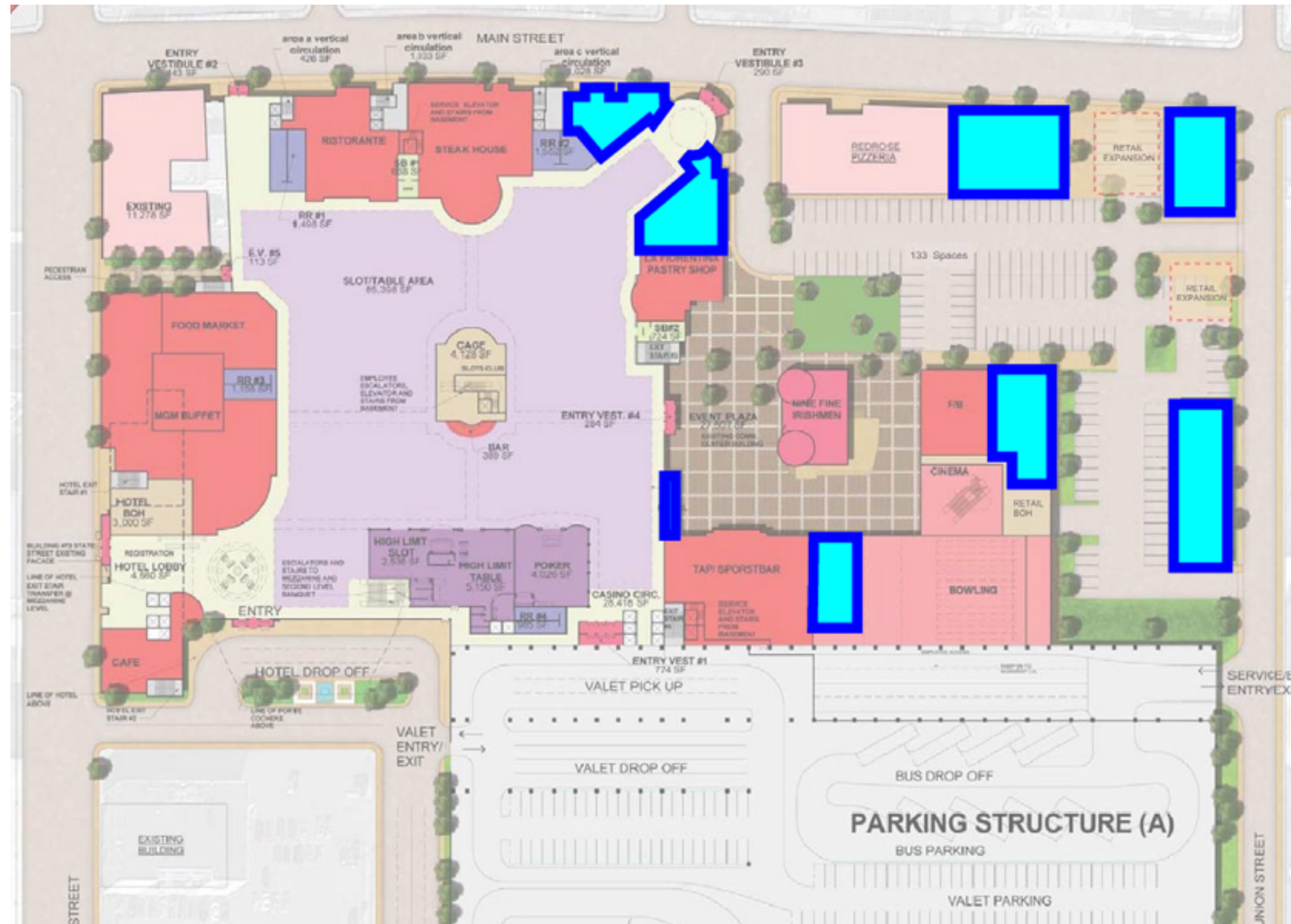
RETAIL COMPARISON

Host Community Agreement

27,982 SF

Current Plans

31,250 SF



RETAIL



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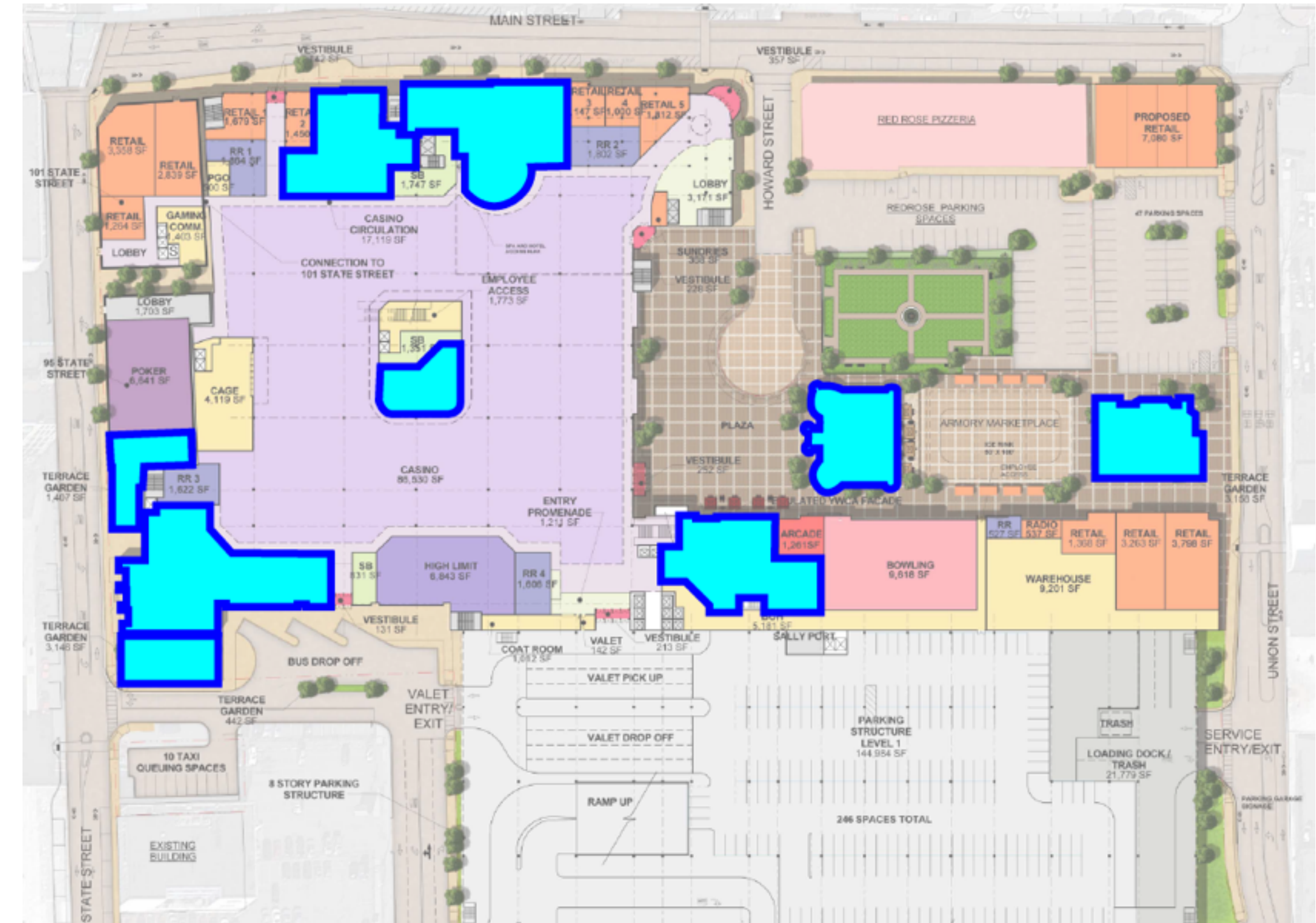
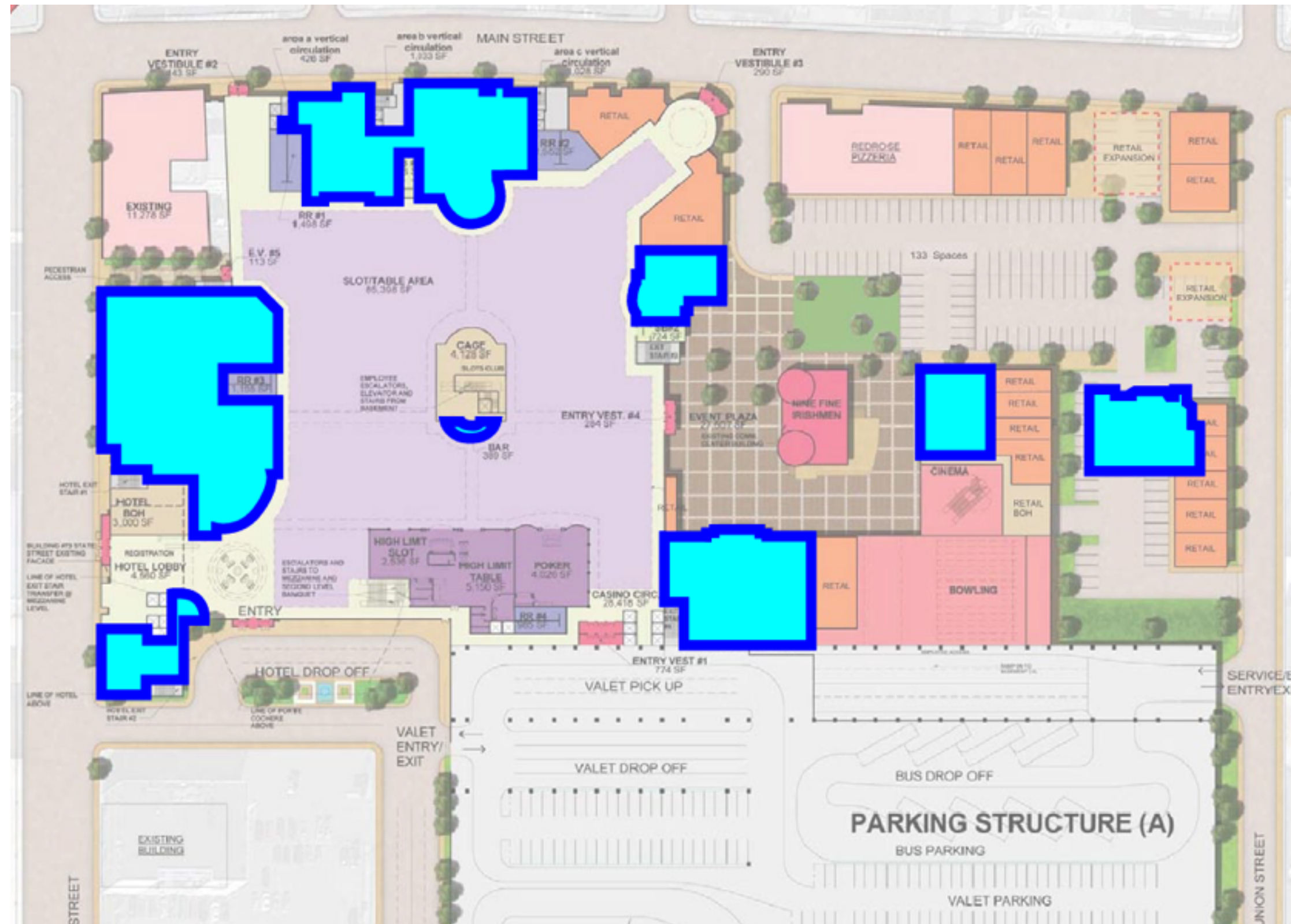
RESTAURANTS / FOOD OUTLETS

Host Community Agreement

72,750 SF

Current Plans

73,107 SF



RESTAURANTS / FOOD OUTLETS



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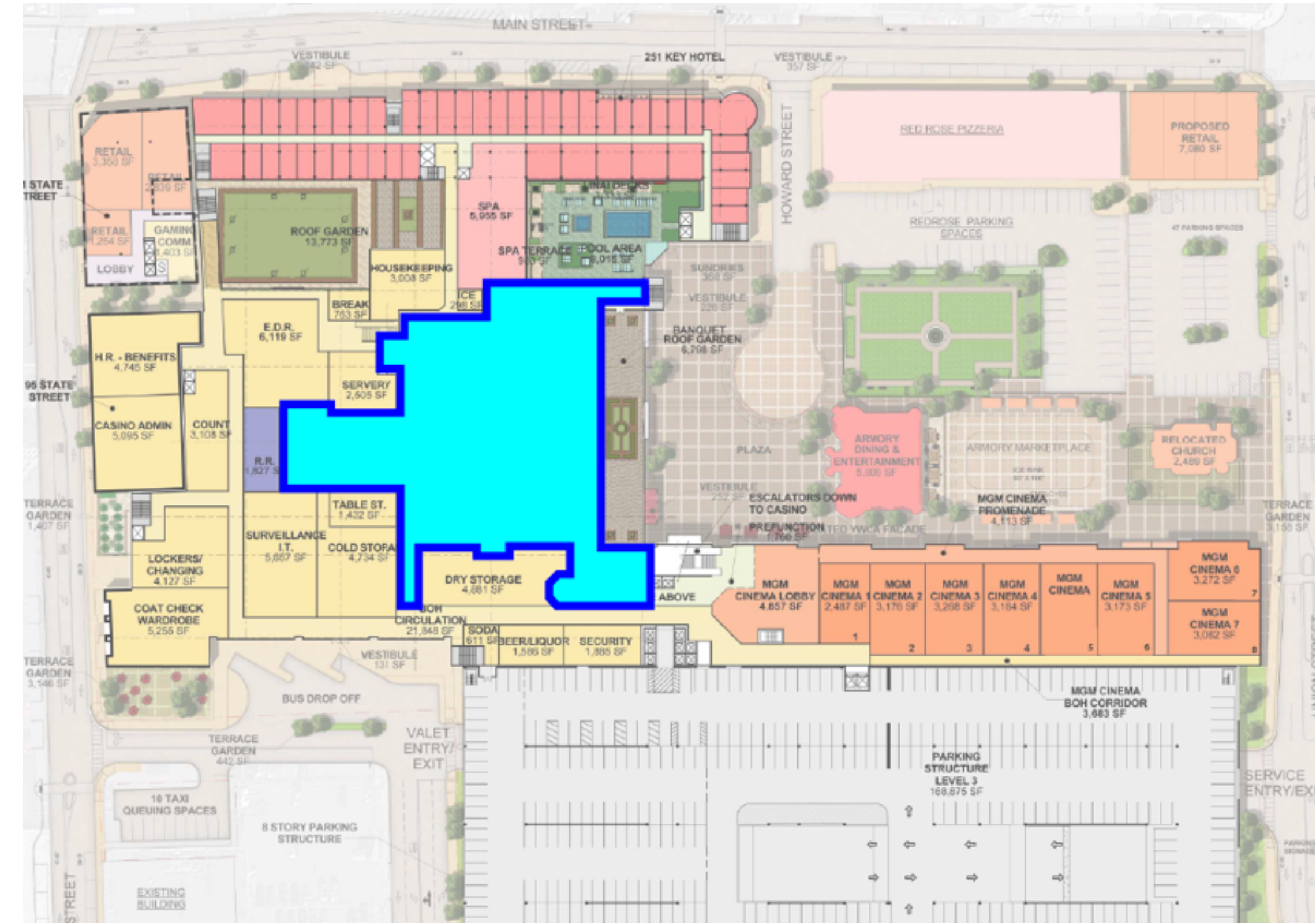
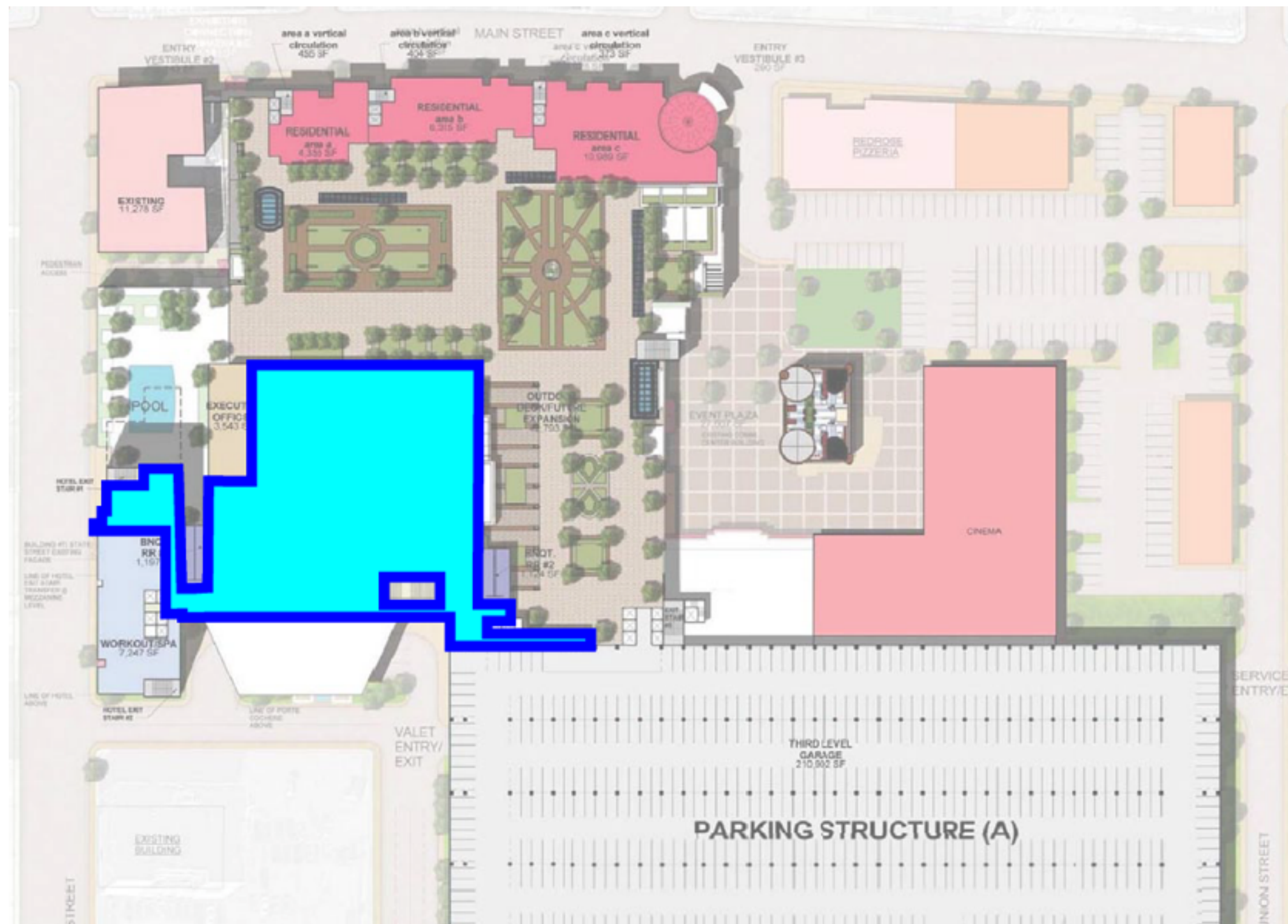
BANQUET AREA COMPARISON

Host Community Agreement

45,859 SF

Current Plans

43,705 SF



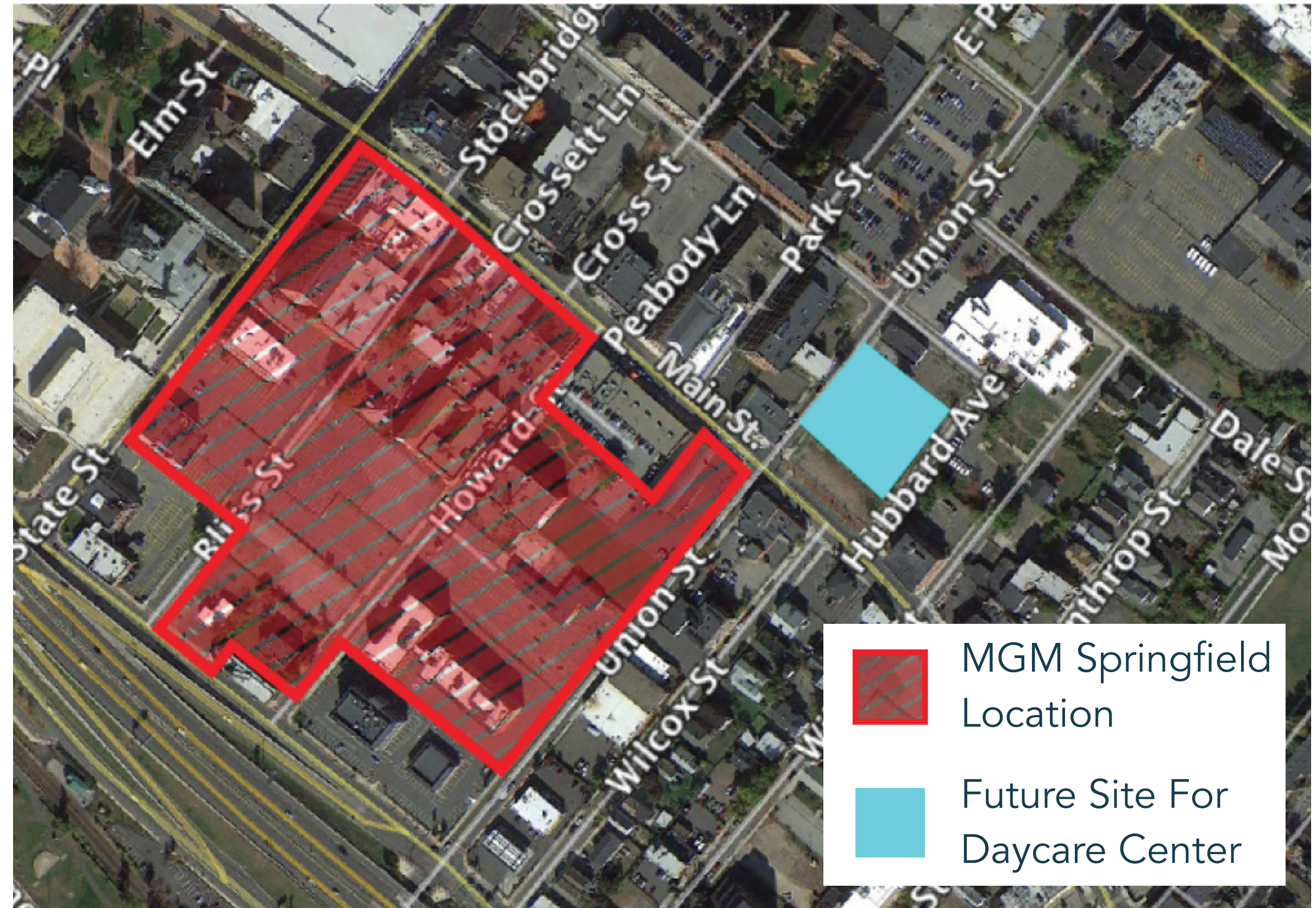
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CHILD CARE CENTER

HCA - 3,000Sf

Current - 6,000Sf



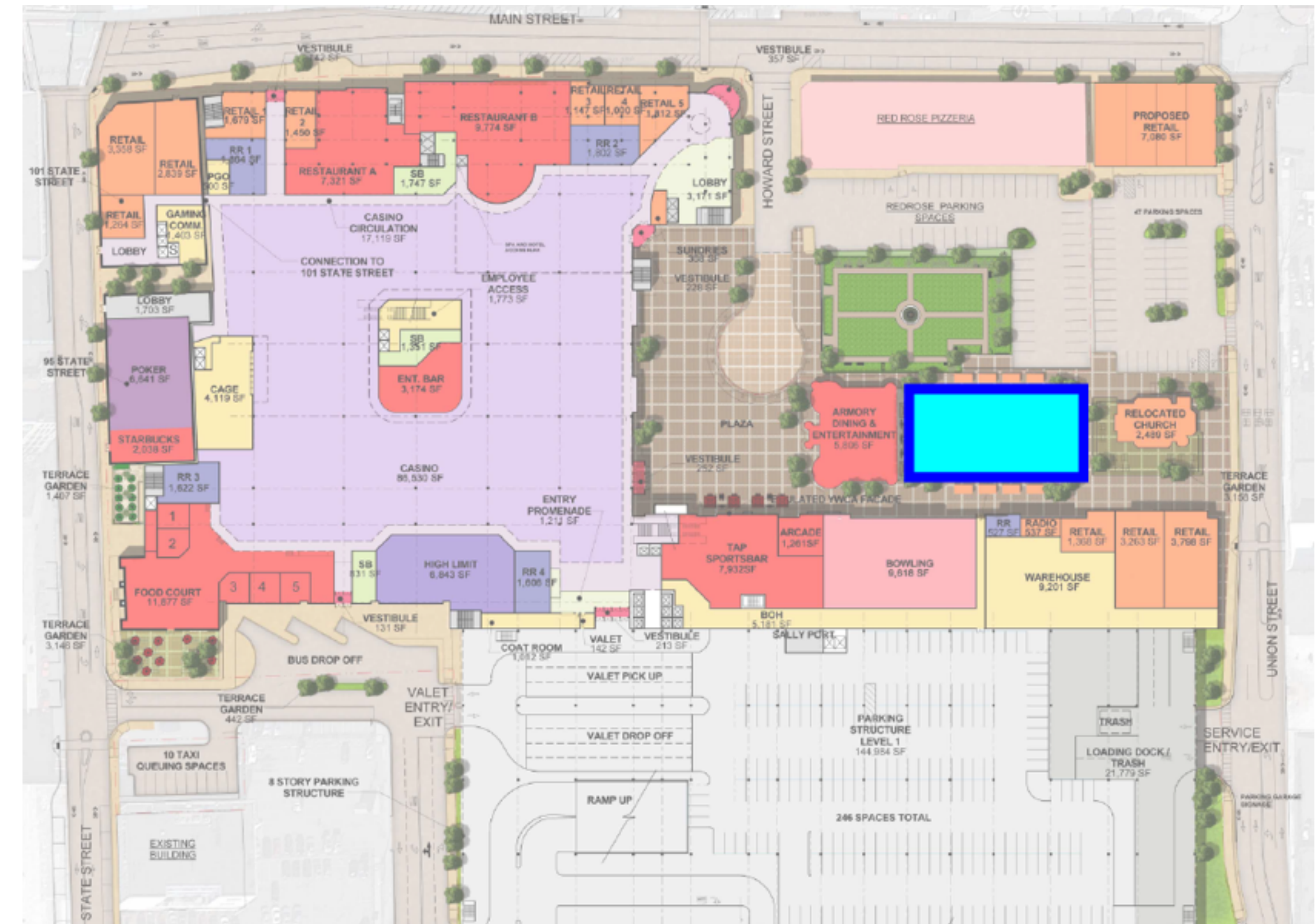
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ICE SKATING RINK

Host Community Agreement

Current Plans



ICE SKATING RINK



HCA COMMITMENTS

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PARKING COMPARISON

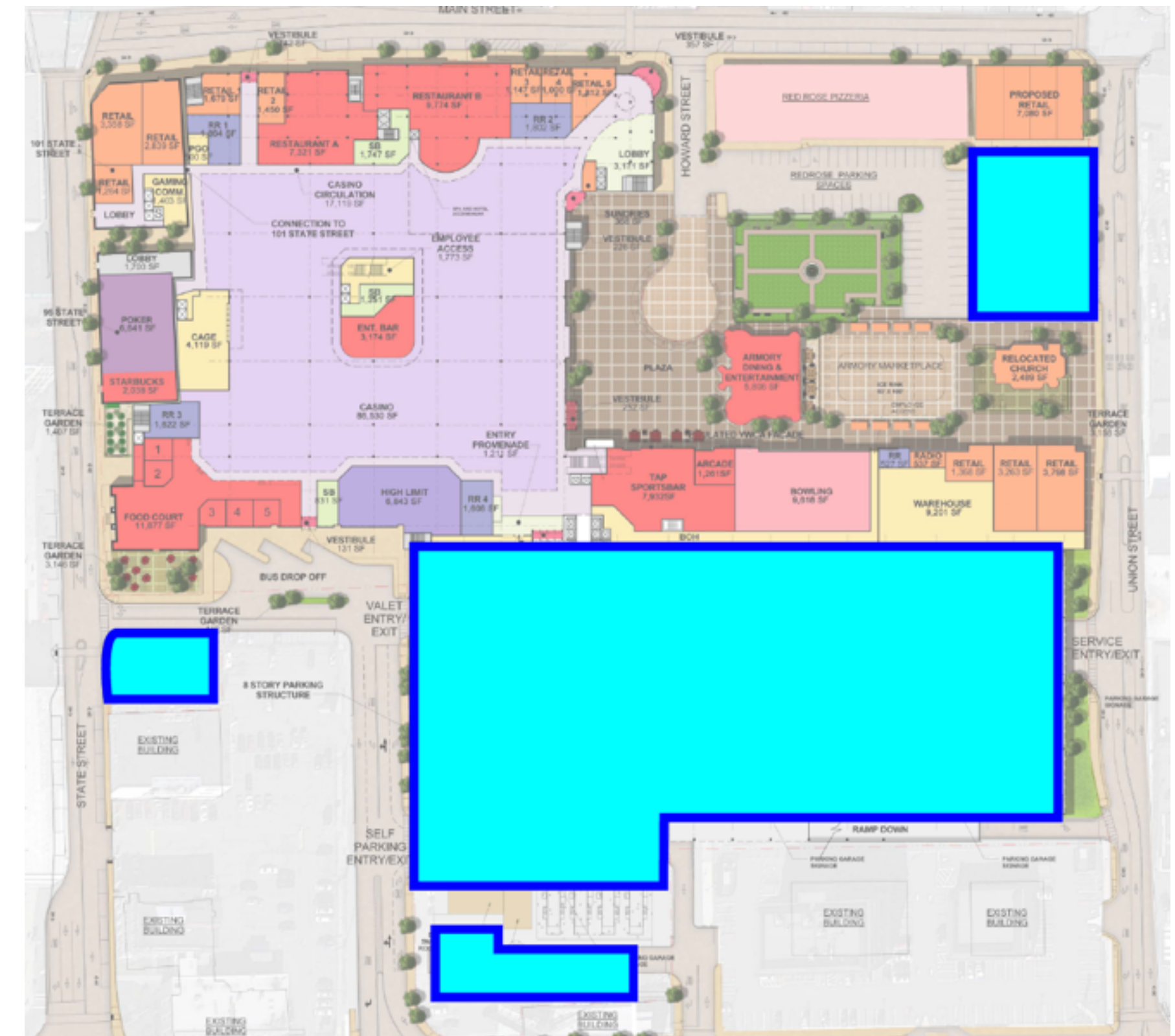
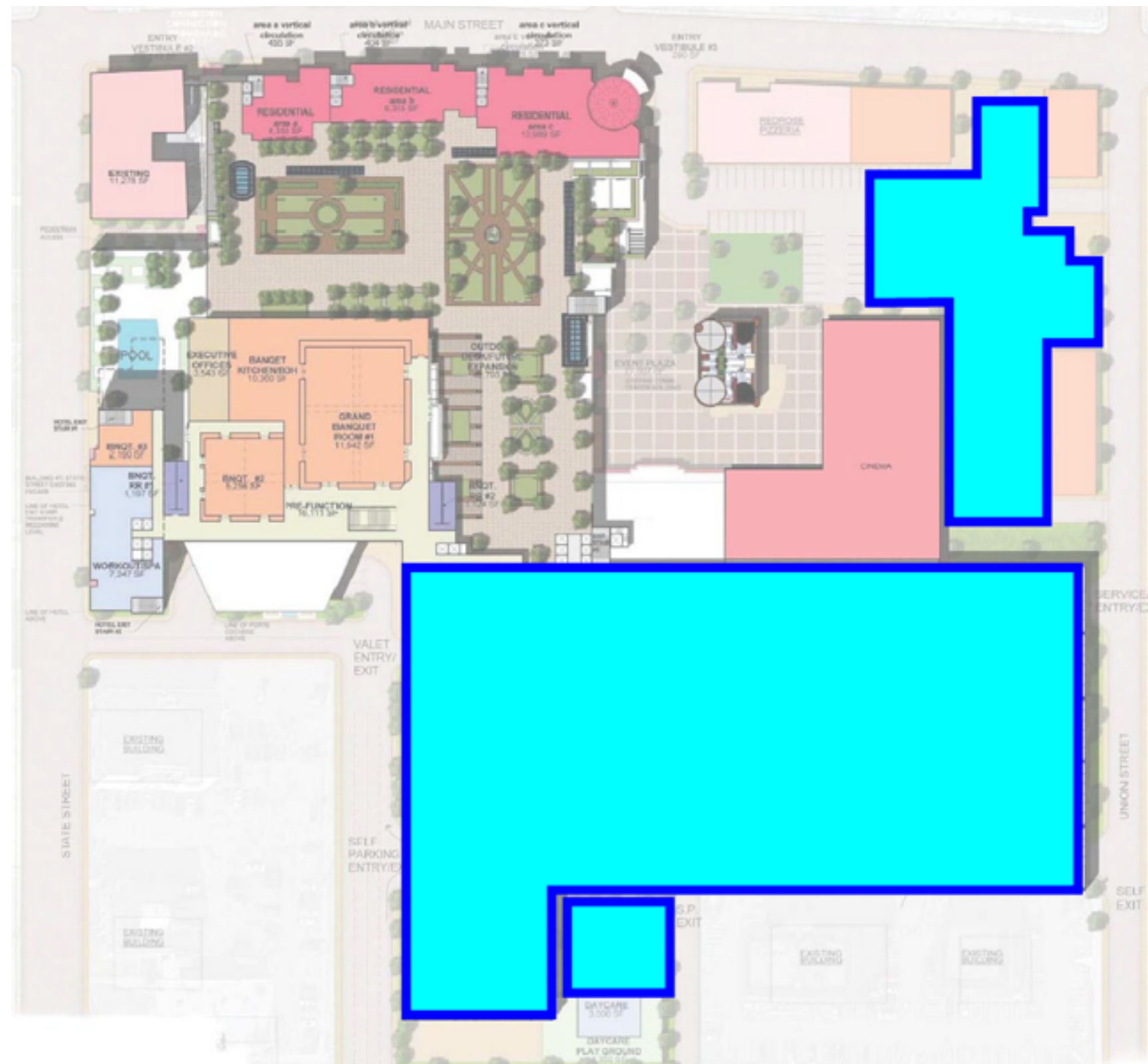
Host Community Agreement

No More Than 3,600 Spaces

Current Plans

3,375 Garage Spaces

86 Surface Spaces



HCA COMMITMENTS

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RIVERFRONT



HCA COMMITMENTS

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- ☑ Banquet Area
- ☑ Child Care Center
- ☑ Ice Skating Rink
- ☑ Parking
- ☑ Riverfront
- Springfield Union Station
- MassMutual Center / Entertainment
- Movie Theater / Bowling

SPRINGFIELD UNION STATION



\$7.5 MILLION OVER THE NEXT 15 YEARS



HCA COMMITMENTS

- ✓ Project Budget
- ✓ \$50 Million Of Annual Spend Locally
- ✓ \$25 Million In Annual Payments To City Of Springfield
- ✓ 3,000 Operational Jobs
- ✓ 2,000 Construction Jobs
- ✓ Casino
- ✓ 250 Four Star Hotel Rooms
- ✓ Retail Stores
- ✓ Restaurants / Food Outlets
- ✓ Banquet Area
- ✓ Child Care Center
- ✓ Ice Skating Rink
- ✓ Parking
- ✓ Riverfront
- ✓ Springfield Union Station
- MassMutual Center / Entertainment
- Movie Theater / Bowling

MASSMUTUAL CENTER



CITY STAGE & SYMPHONY HALL



HCA COMMITMENTS

- ✓ Project Budget
- ✓ \$50 Million Of Annual Spend Locally
- ✓ \$25 Million In Annual Payments To City Of Springfield
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Movie Theater / Bowling

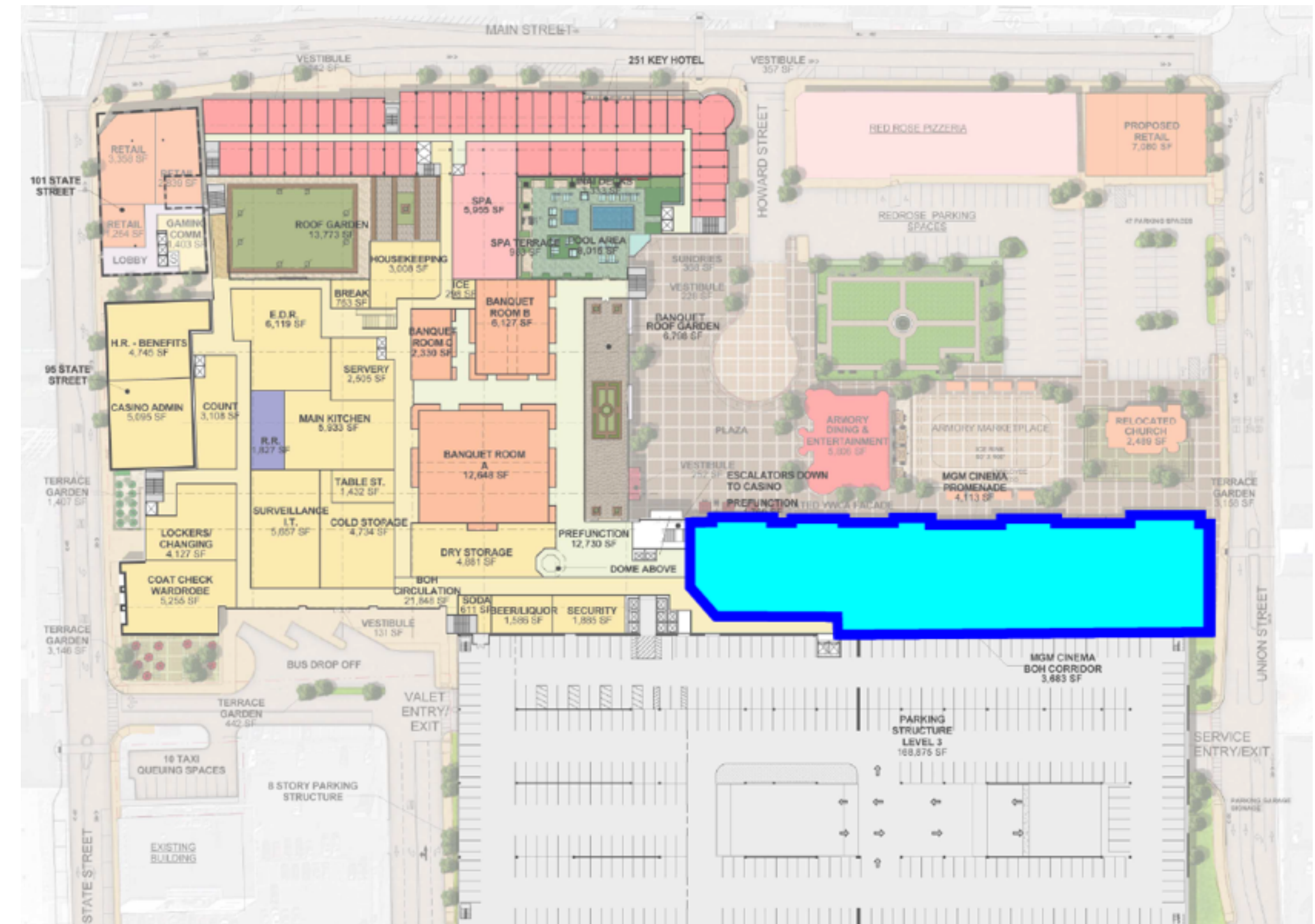
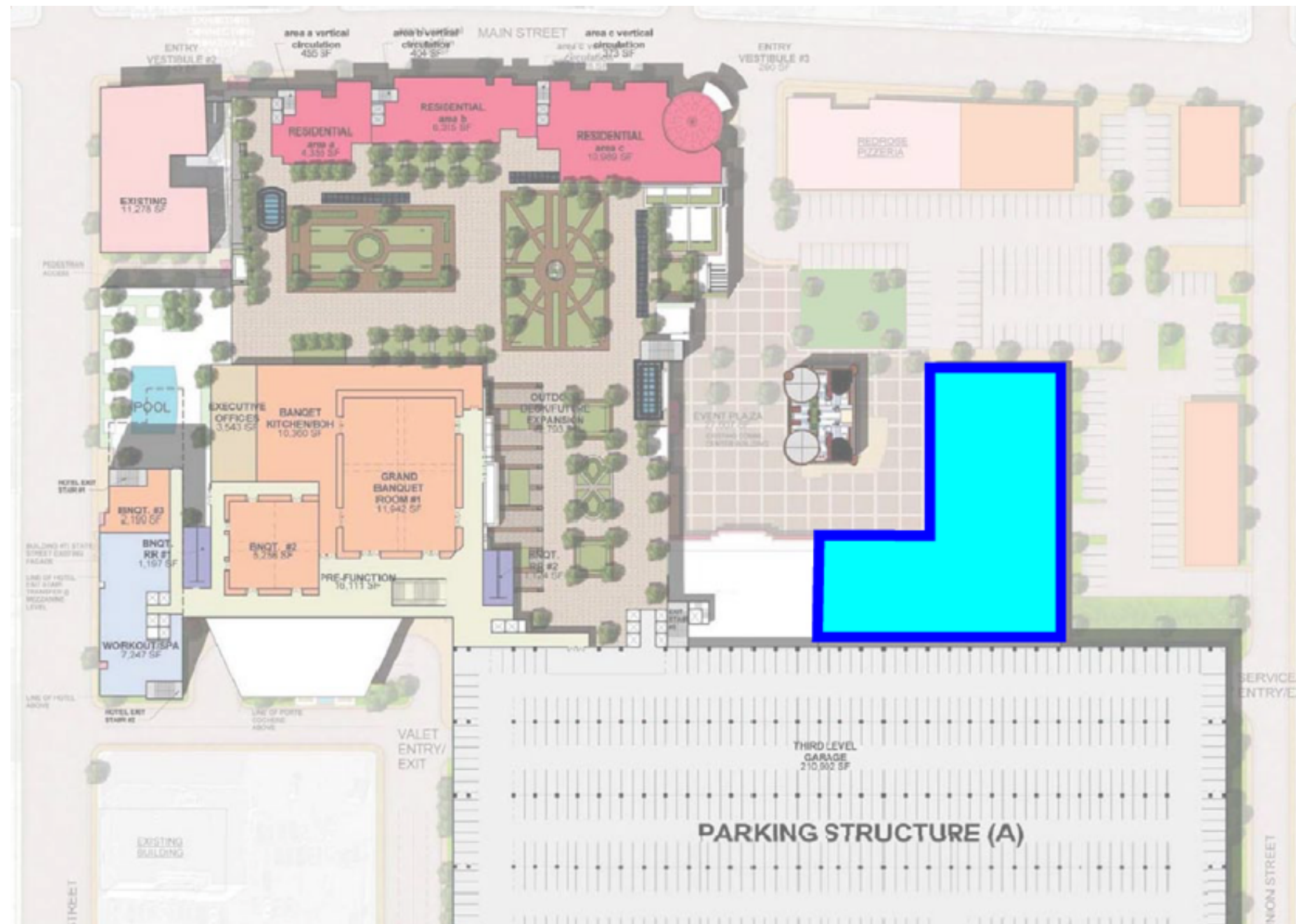
CINEMA COMPARISON

Host Community Agreement

37,327 SF

Current Plans

37,465 SF



HCA COMMITMENTS

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An MGM Resorts
Luxury Destination

Brian Packer

VP - Construction/Development

MGM SPRINGFIELD CONSTRUCTION LABOR

MGM SPRINGFIELD, INCLUDING OFFSITE RESIDENTIAL, WILL BE CONSTRUCTED UNDER THE PROJECT LABOR AGREEMENT

Asbestos Workers #6

Bricklayers' #1

Bricklayers Local #3

Carpenters - Local #108

Floorcoverers Local #2168

International Brotherhood of Electrical Workers

– IBEW Local #7

International Union Elevator Constructors

Local #41

International Union of Operating Engineers

– IUOE Local #4

International Union of Operating Engineers

– IUOE Local #98

Ironworkers' #7

International Union of Painters and Allied Trades

– IUPAT Glazers Local #1333

International Union of Painters and Allied Trades

– IUPAT - District #11

Laborers Local #243

Laborers Local #39

Laborers Local #596

Laborers Local #999

Laborers International Unions of North America

– LIUNA Building Wreckers Local #1421

Painters and Allied Trades District Council #35

Plumbers & Pipefitters #104

Roofers #248

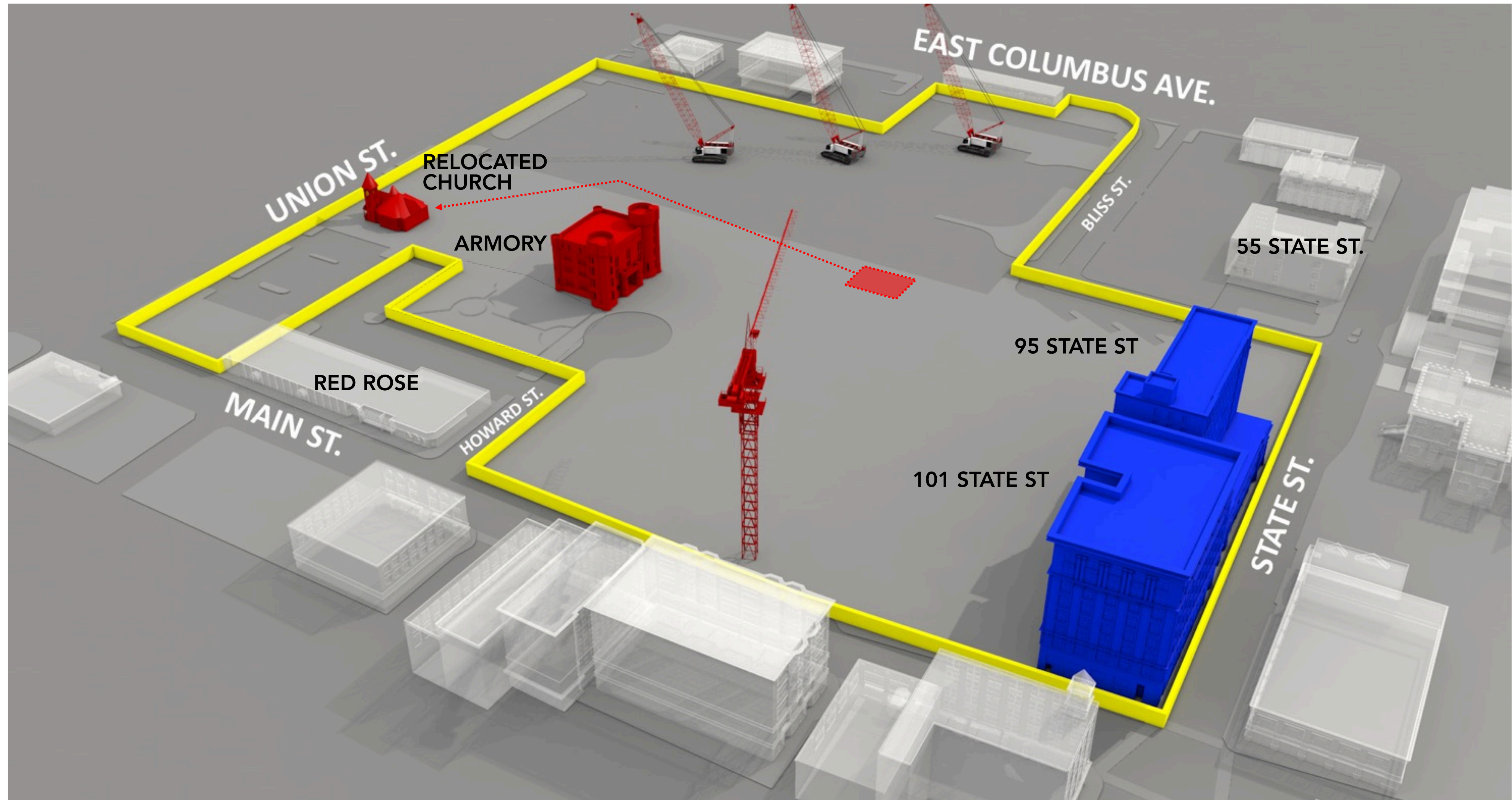
Sheet Metal Workers #17

Sheet Metal Workers #63

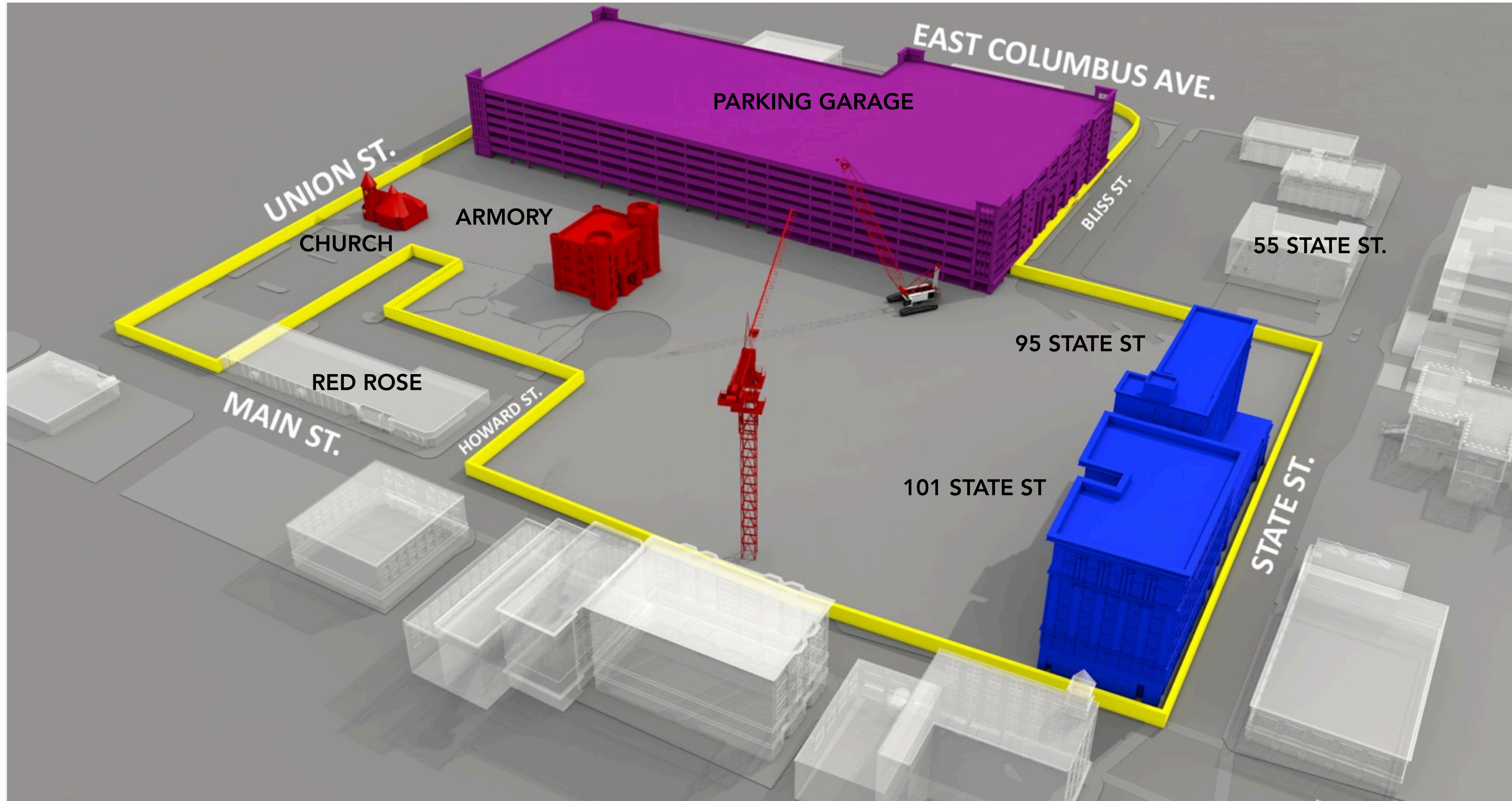
Sprinkler Fitters #669

Teamsters' #404

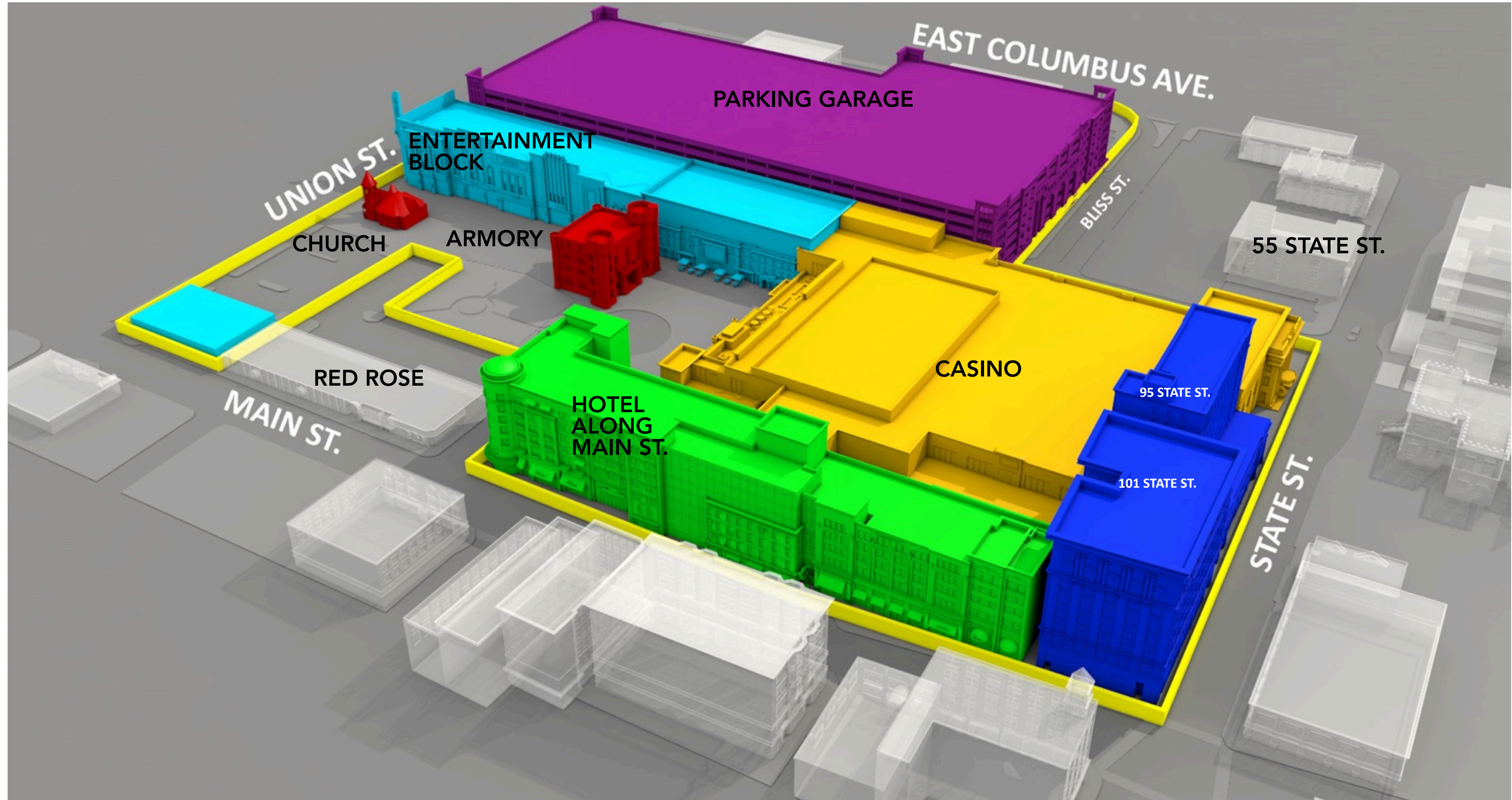
ENABLING/CHURCH RELOCATION



PARKING GARAGE

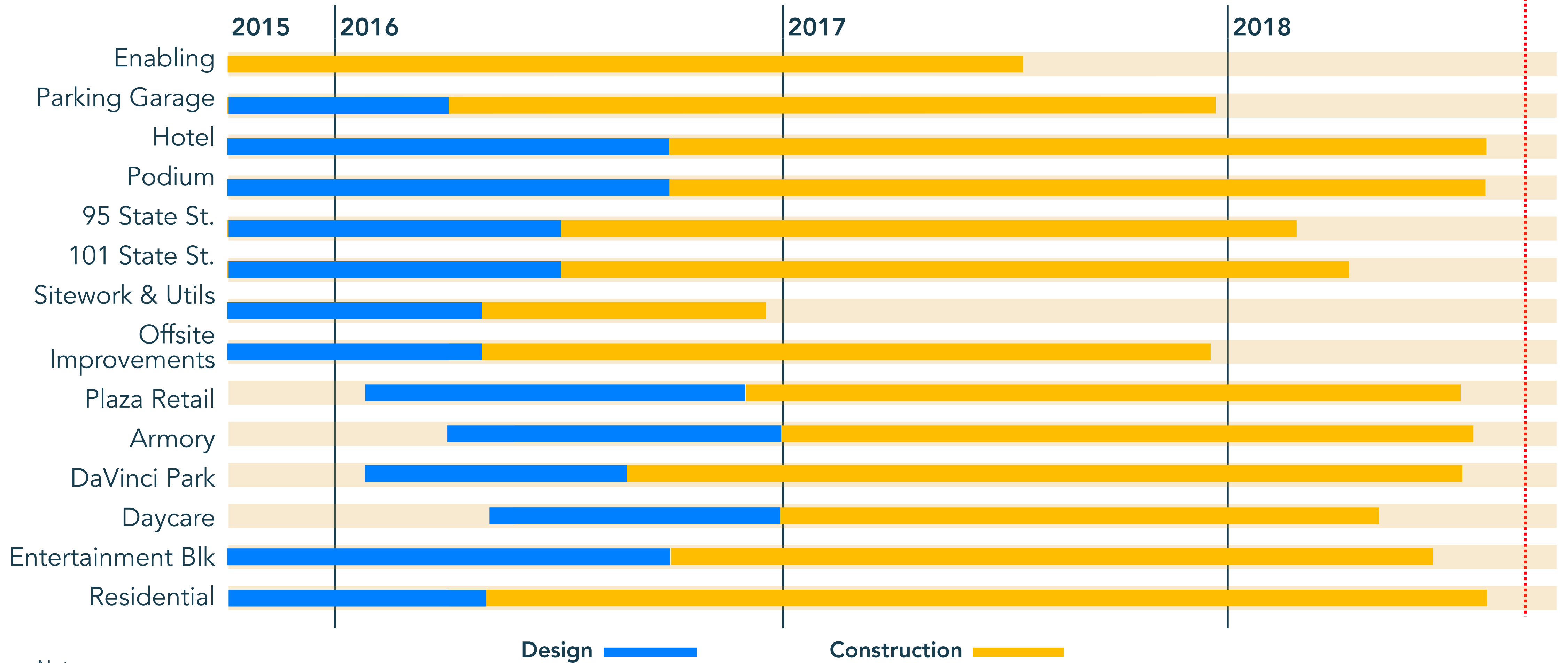


HOTEL & CASINO



PROJECT MILESTONES

Sept 2018 ●



Notes:

(1) Residential commitment will be constructed at a minimum of two (2) locations and the completion date listed is the outside date of the second location.

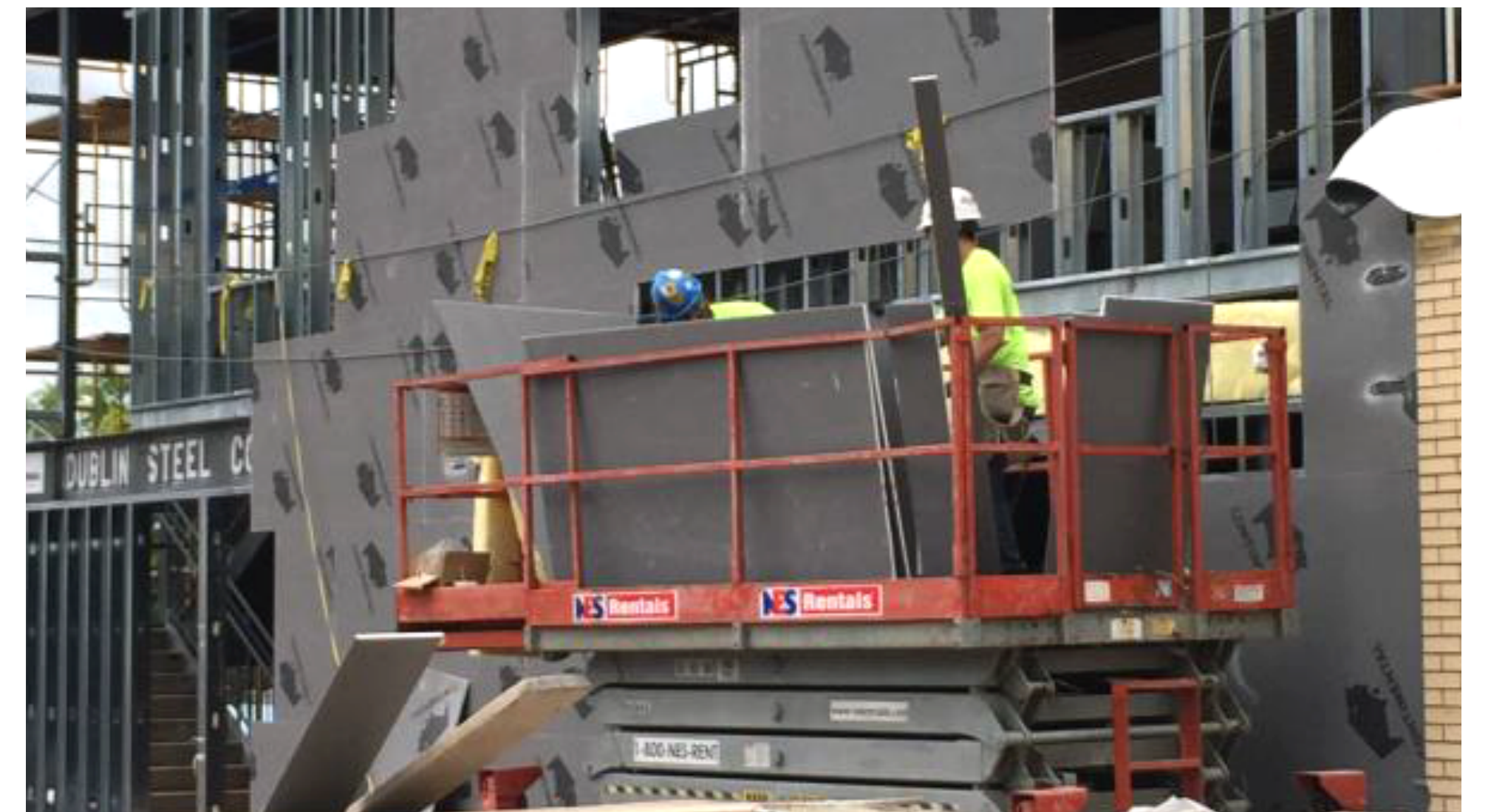
DEMOLITION & ABATEMENT



UTILITY WORK



10 MILL STREET MISSION - CONSTRUCTION



10 MILL STREET MISSION - COMPLETION



CONSTRUCTION STATISTICS

The Total Design And Construction Spend Through 3rd Quarter 2015: **\$23.6M**

More Than **675** Construction Workers Have Worked On-Site To Date

34 Western Massachusetts Construction Companies Participating In Project To Date



WESTERN MASSACHUSETTS CONSTRUCTION COMPANIES PARTICIPATING IN PROJECT TO DATE

Allied Fire Protection, Inc.	Springfield, MA 01107	T & M Equipment Corporation	Springfield, MA 01104
American Environmental, Inc.	Holyoke, MA 01040	T.J. Conway Company	Springfield, MA 01101
Ayala Excavating and Trucking, LLC	Springfield, MA 01107	Titan Roofing Company	Springfield, MA 01104
Ayotte & King For Tile, Inc	Chicopee, MA 01020	Universal Electric Co.	Springfield, MA 01104
Bay State Elevator Co.	Agawam, MA 01001	Unwin Overhead Doors	Chicopee MA 010131`
Chandler Architectural Products	West Springfield, MA 01089	Valet Park of America	Springfield, MA 01105
CK Flooring Solutions, Inc.	Chicopee, MA 01020	William Roberts Electric Co., Inc.	Wilbraham, MA 01095
CMJ, LLC	Springfield, MA 01101	Willow Tree Outdoor, LLC	Springfield MA 01105
Collins Electrical	Chicopee, MA 01020	Champlain Masonry, Inc.	Pittsfield, MA 01201
Connecticut Drywall Finishing, Inc.	West Springfield, MA 01089	Commonwealth Guardrail, Inc.	Westfield, MA 01085
Fontaine Bros. Inc.	Springfield, MA 01104	Dublin Steel Corporation	Palmer, MA 01069
Harry Grodsky & Co.	Springfield, MA 01101	Gagliarducci Construction, Inc.	Indian Orchard, MA 01151
Kittredge Equipment Company, Inc.	Agawam, MA 01001	Performance Testing & Balancing LLC	South Hampton, MA 01073
Northeast Steel Erectors	Agawam, MA 01001	Stained Glass Resources, Inc.	Hampden, MA 01036
O'Reilly, Talbot & Okun Associates	Springfield, MA 01103	Superior Caulking & Waterproofing Co., Inc	Palmer, MA 01069
Professional Drywall Construction Inc.	West Springfield, MA 01089	Triton Leasing and Rental, Inc.	Feeding Hills,MA 01030
RoadSafe Traffic Systems	Springfield, MA 01104	Ultimate Abatement Company, Inc.	Plainfield, MA 01070

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SPRINGFIELD

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