



Massachusetts Gaming Commission Meeting Minutes

Date/Time: March 1, 2018 – 10:00 a.m.

Place: Massachusetts Gaming Commission
101 Federal Street, 12th Floor
Boston, MA

Present: Chairman Stephen P. Crosby
Commissioner Lloyd Macdonald (calling in)
Commissioner Bruce Stebbins
Commissioner Enrique Zuniga
Commissioner Gayle Cameron

**Time entries are linked to
corresponding section in
Commission meeting video**

Call to Order

See transcript page 2

[10.00 a.m.](#) Chairman Crosby called to order the 237th Commission meeting. As Commissioner Macdonald is calling in remotely, the Commission would have their votes by roll call.

Administrative Update

See transcript pages 2 – 46

[10:01 a.m.](#) **MGM – Opening Update**

Executive Director Ed Bedrosian Jr. reviewed the status of preparations for the MGM opening. The current primary focus was on four categories:

1. Operations Certificate
2. Regulation
 - a. Hiring events for MGM, Establishing the Gaming Enforcement Unit, Implementing GameSense
 - b. Internal staffing at MGC, Opening MGM Springfield office
3. Reviewing the license, hosts and surrounding community, and Community Mitigation Fund commitments.
4. Continuing to work with the city of Springfield, reviewing the status of their commitments, and ensuring general public safety.

Sports Betting White Paper

Associate Counsel Justin Stempeck and Director of Licensing Paul Connelly presented their White Paper on Sports Betting to the Commission. The white paper was developed to provide a roadmap for those seeking to learn about the current landscape of the sports betting discussion in the country and its possibilities in Massachusetts. It would also provide input, and potentially serve as guidance for the legislature, in anticipation of a Supreme Court ruling on sports betting in Massachusetts.

The paper provided a wide variety of approaches to legalized sports betting, discussing topics that included data analysis for potential statewide market size and what that meant for Massachusetts. In short, the paper would help the legislature in their analysis of budgeting for the state as well as other areas.

Ombudsman

See transcript pages 46 - 75

10:50 a.m. **Plainridge Park Casino Quarterly Report**

Ombudsman John Ziemba presented the Plainridge Park Casino Quarterly Report for the fourth quarter. Presenting with him were members of the Plainridge Park Casino team, CFO Ruben Warren, Vice President of Human Resources Kim Dixon, Vice President of Marketing Michelle Collins, General Manager Lance George, and Compliance Manager Lisa McKenney.

CFO Ruben Warren reviewed gaming revenue and taxes, to include net slot revenue, state taxes, and race horse taxes. There were \$164.7 million total net slot revenues for the year, which was about a 6.3% growth for 2017. Taxes for 2017 totaled just under \$81 million, with \$65.9 million going to Massachusetts, and \$14.8 million going to the Racehorse Development Fund.

Total lottery sales for 2017 yielded \$3,307,383 from the five instant ticket machines and four online terminals at the casino, resulting in a 12.07% increase for the year.

Plainridge Park Casino's spending by state was calculated to show that 75% of their funds were spent with Massachusetts vendors, totaling \$6.7 million for the year. The casino's local spending within the hosting and surrounding communities showed that about 9% of their spending in Massachusetts were local, totaling just under \$470,975.00 for the year.

The spending goal with diverse vendors (businesses owned by women, minorities, and veterans) was 21%. This goal was exceeded, and 39% was accomplished in spending with diverse vendors. The total amount spent with diverse vendors for 2017 was \$1.9 million. 50% of that total was spent in Massachusetts.

There was a discussion around compliance statistics and monitoring the casino's entrances to ensure underage and minor individuals did not gain access to the casino floor.

11:10 a.m. Vice President of Human Resources Kim Dixon presented the employment update. As of the end of the fourth quarter, Plainridge Park Casino employed 465 people. 308 were full-time and 157 were part-time. Their diversity ratio for employees was at 23%, on a 10% goal.

The Human Resources division was largely focused on local hiring. They attended job fairs, published ads for hiring employees, and established a location on the United Regional Chamber of Commerce's website where individuals could apply for jobs. They were also working with local colleges, and conducting hiring events as well as focus groups.

Research and Responsible Gaming

See transcript pages 75 - 182

11:25 a.m. **Two Year Public Safety Report**

Director of Research and Problem Gambling Mark Vander Linden, and Crime Analyst Christopher Bruce presented the Two Year Public Safety Report. The report detailed his analysis on specific changes in public safety activity during the first two years following the opening of Plainridge Park Casino.

The host and all surrounding communities, as well as the Massachusetts State Police participated in the research project. Overall crime dropped in these communities, with emphasis on property crime. Most increases in activity were in the area of traffic and general calls for service.

Mr. Bruce developed a rubric to analyze any connections between crime and the Plainridge Park Casino over time. He also reviewed general, non-casino related crime statistics in Plainville, as well as anticipated trends.

Mr. Bruce also indicated that there was a baseline study for Springfield and the surrounding communities being conducted as well. He had collected data from eight of the 12 participating communities so far. Director Vander Linden stated that this was a deliverable that they expected to have before the Commission by the end of the fiscal year.

12:05 p.m. **Responsible Gaming Framework Review**

Director Vander Linden presented the division's progress with its Responsible Gaming Framework. With him were Program Manager Theresa Fiore, and Executive Director Marlene Warner of the Massachusetts Council on Compulsive Gambling.

Director Vander Linden summarized that the framework provided an understanding of responsible gaming being a collaborative partnership effort with the individual, the licensee, and the Commission. He also noted that the

GameSense program, the PlayMyWay budgeting tool, and the Voluntary Self-Exclusion program all came out of the Responsible Gaming Framework.

The team reviewed preliminary data and evaluation, revised key terms, and gave an overview of new strategies and possibilities, including technology that enables one to opt-out of ATM transactions.

There was discussion around the monetary wins and losses by banned individuals being transferred to the MGC Gaming Revenue Fund. The section of the regulation that requires this presents an administrative burden to gaming agents and the casino. This topic would be further discussed at a subsequent Commission Meeting, with the goal to have a solution by May 1.

Director Vander Linden stated that The Mass Council on Compulsive Gambling's annual conference is March 20th and 21st, with a session devoted to the revised Responsible Gaming Framework. Director Vander Linden's objective was to give a presentation, receiving feedback from attendees, also posting the presentation for public comment, collecting feedback that way as well.

National Problem Gambling Month – M. Warner, Executive Director, MA Council on Compulsive Gambling

Program Manager Theresa Fiore and Executive Director Marlene Warner presented a memo reviewing their efforts in connection to national problem gambling month. They reviewed strategies to keep gambling as safe and fun as it can be for everyone. Ms. Fiore stated that they are promoting the GameSense MA Facebook page, adding contests and trivia questions to engage the Plainridge Park Casino staff. The staff would then report their participation to the GameSense adviser on staff and receive a small prize or have their name entered into a raffle.

Ms. Fiore stated that they are now able to use measurement and metrics to analyze the performance of these programs, and that this year will be the benchmark for the future.

Commissioners' Updates

See transcript pages 182 - 184

[1:17 p.m.](#) Commissioner Stebbins stated that he, as well as the Director of Workforce, Supplier Development, and Diversity Initiative Jill Griffin, and Director of Licensing Paul Connelly would be in Springfield for a number of events with MGM's Procurement Team on the following Monday.

[1:18 p.m.](#) *Having no further business, a motion to adjourn was made by Commissioner Zuniga. Roll call vote: Commissioner Cameron: Aye. Commissioner Macdonald: Aye. Commissioner Stebbins: Aye. Commissioner Zuniga: Aye. Chairman Crosby: Aye. The motion passed unanimously.*

List of Documents and Other Items Used

1. Notice of Meeting and Agenda, dated March 1, 2018
2. Final Draft of Sports Betting White Paper, dated February 28, 2018
3. Q4 2017 Plainridge Park Casino MGC Presentation
4. Massachusetts Responsible Gaming Framework Presentation
5. Plainridge Park Casino Two-Year Analysis
6. Plainridge Park Casino Two-Year Evaluation
7. Problem Gambling Awareness Month Memo, dated March 1, 2018

/s/ Catherine Blue
Assistant Secretary