



Lorenzo Creighton
President & Chief Operating Officer
MGM National Harbor



MGM RESORTS
INTERNATIONAL®

BELLAGIO® ARIA™ VDARA™ MGM GRAND® THE SIGNATURE AT MGM GRAND® MANDALAY BAY® THEhotel AT MANDALAY BAY® THE MIRAGE®
MONTE CARLO™ NEW YORK-NEW YORK® LUXOR® EXCALIBUR® CIRCUS CIRCUS® LAS VEGAS RAILROAD PASS™ HENDERSON, NEVADA CIRCUS CIRCUS® RENO, NEVADA
SILVER LEGACY™ RENO, NEVADA GOLD STRIKE® JEAN, NEVADA BEAU RIVAGE® BILOXI, MISSISSIPPI GOLD STRIKE® TUNICA, MISSISSIPPI MGM GRAND® DETROIT, MICHIGAN
GRAND VICTORIA® ELGIN, ILLINOIS MGM MACAU™, CHINA MGM GRAND® SANYA, CHINA



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Who We Are

- **Fortune 500 Company**
- **18 destination resorts in five jurisdictions**
- **64,000 Employees Worldwide**



43,000 Guest Rooms Worldwide

Sky Suite @ ARIA



•350 Restaurants

Picasso @ Bellagio



•15 Theaters & Showrooms

Love @ The Mirage



- **Two Arenas**

Mandalay Bay Event Center

MGM Resorts Worked Hard to Come to Prince George's County



RFP Submittal Day – May 9, 2013



MGM Resorts Worked Hard to Come to Prince George's County



License Award Day – Dec 17, 2013

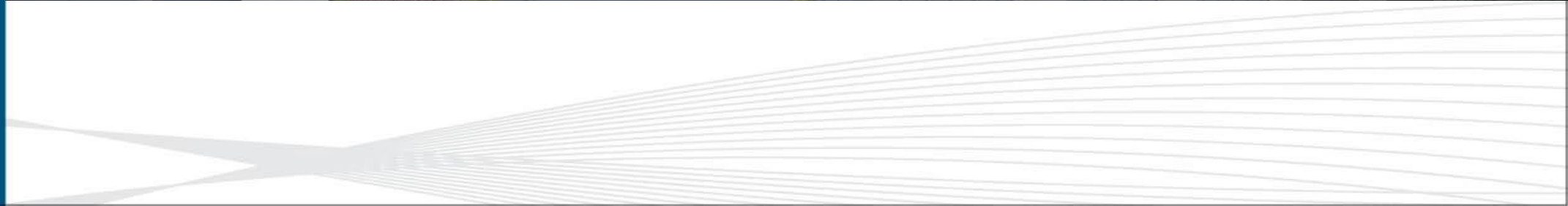
National Harbor Site

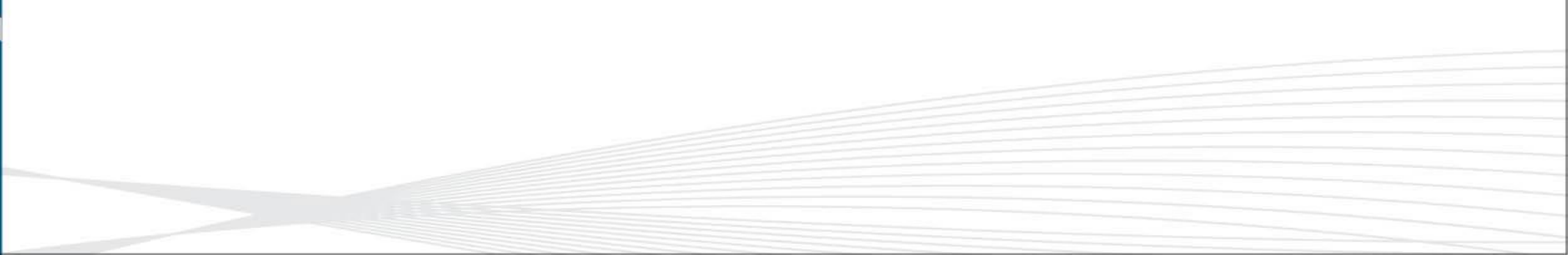




THE VISION





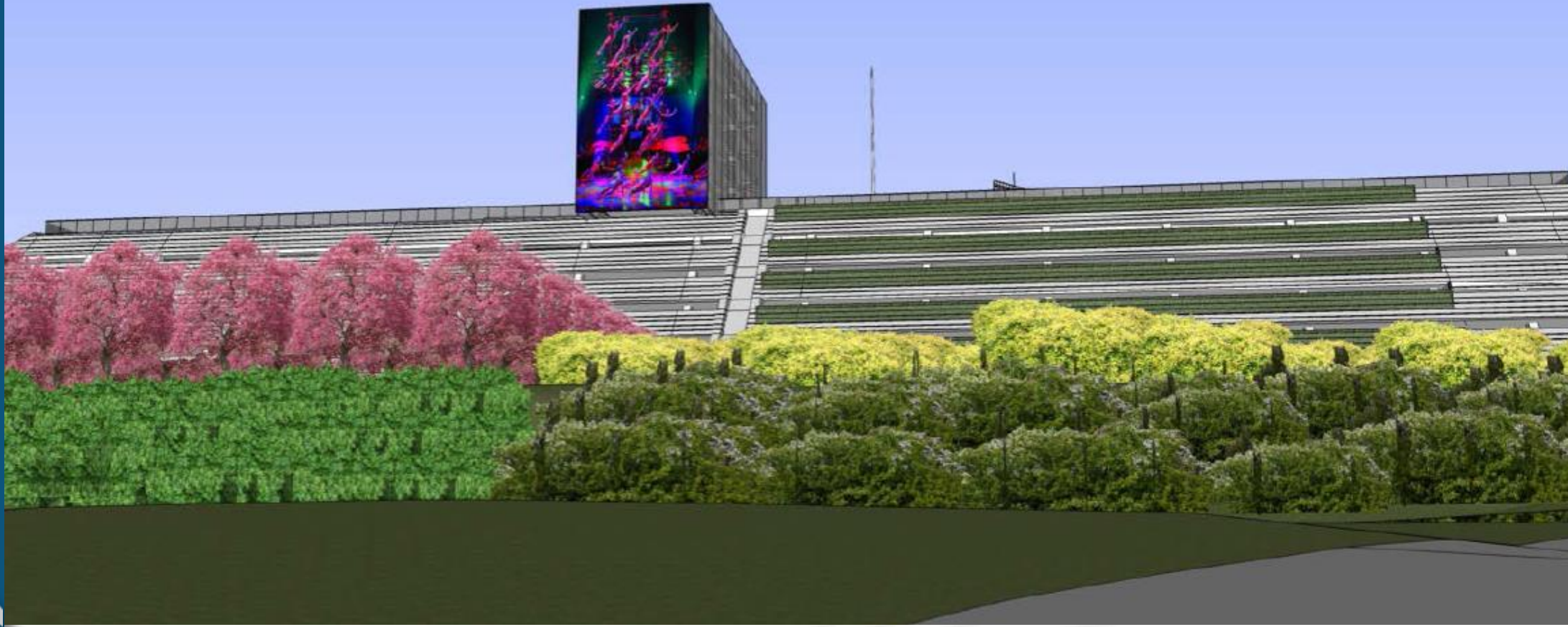




MGM NATIONAL HARBOR KEY FACTS AND FIGURES

Project Cost	\$1.2bn
Announced Opening Date	Fall of 2016
Hotel Rooms	23-story, 308 room hotel tower (74 suites, 234 standard rooms)
Casino	3,600 slots, 110 tables, 50 poker
Restaurants	12 outlets
Meeting Space	-27k sq. ft.
Spa/Salon	-27k sq. ft.
Theater	3,000 seats
Retail	18k sq. ft.
Parking	-4,800 spaces

















Our Core Beliefs



 Touching Communities.
Touching Lives.
MGM RESORTS INTERNATIONAL®



 United through
Diversity
MGM RESORTS INTERNATIONAL®



 Green
advantage
MGM RESORTS INTERNATIONAL®



Industry pioneer



LATINA *Style* 50





Construction & Supplier Diversity

MWDBE construction spend since 2001:

\$1.7 billion



Construction Progress:

- More than 550,000 cubic yards of earth excavated
- 6,410 concrete foundation piles installed – 100%
- 926 of 1,387 Pile Caps
- 15,000 of 160,000 cubic yards of Slab on Grade concrete placed
- Ten tower cranes installed and working on site



Current Workforce

- 430 workers on site currently
- Number will double over the next 4 months
- 1,240 workers have received orientation to date





Continuing Commitment

Unsuccessful Bidders

- Did not submit to MGM or Whiting Turner
- Submitted Late or Incomplete Bids
- Not priced to compete

MGM's Best Effort Protocols:

- Ongoing Pre-Bid Outreach Sessions
- Cooperative outreach efforts with County, local business groups, and professional organizations
- Community Resource Center



Continuing Commitment

Meet a Few Members of Our Team

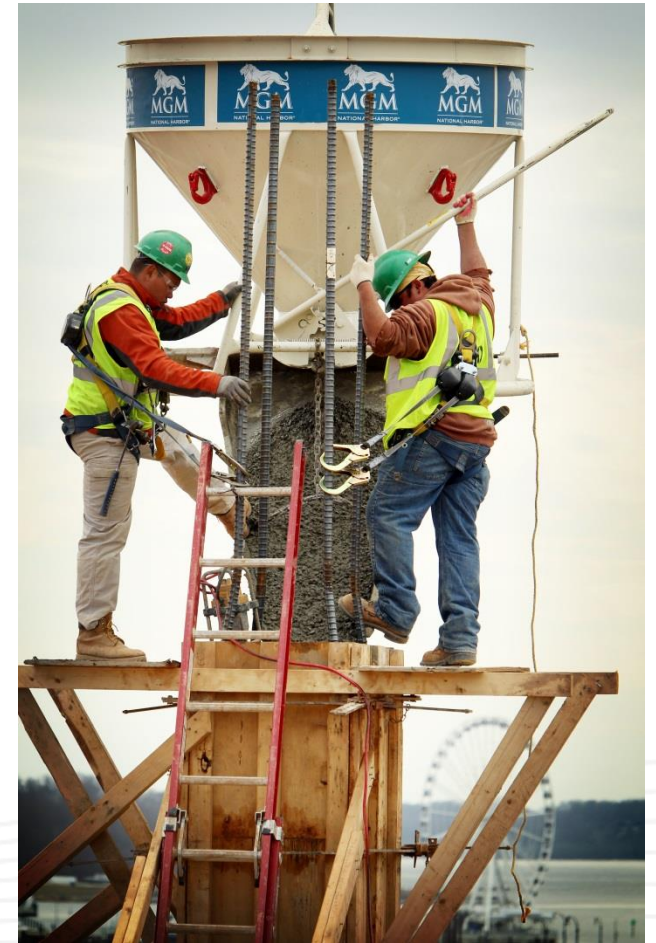
Ron Lipford – Arel Architects

Jonathan Blunt – Essex Construction

Hedy Thomas – Leuterio Thomas Design

Ernest Njaba – BOTA Consulting

Willie Goode – Goode Company





Continuing Commitment

Next Outreach Session:

Friday, April 24
Clarion Hotel
6400 Oxon Hill Road
Oxon Hill, MD

1:00 – 3:00 p.m.



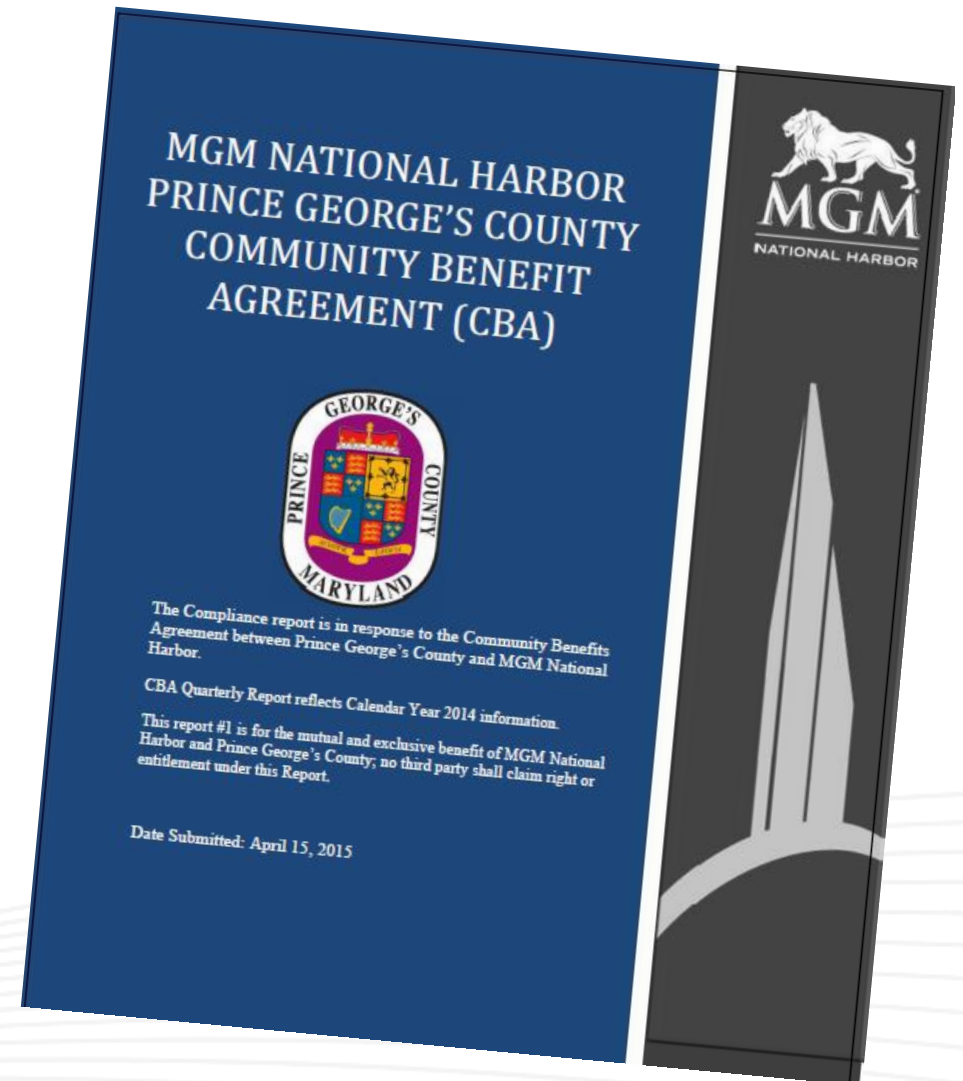


MGM National Harbor is well on its way to fulfilling its commitment toward local and minority business participation.

Community Benefit Agreement

First Quarterly Report

- Filed April 15, 2015 for work performed in 2014
- Exceeded CBA goals for local and minority business participation in two categories

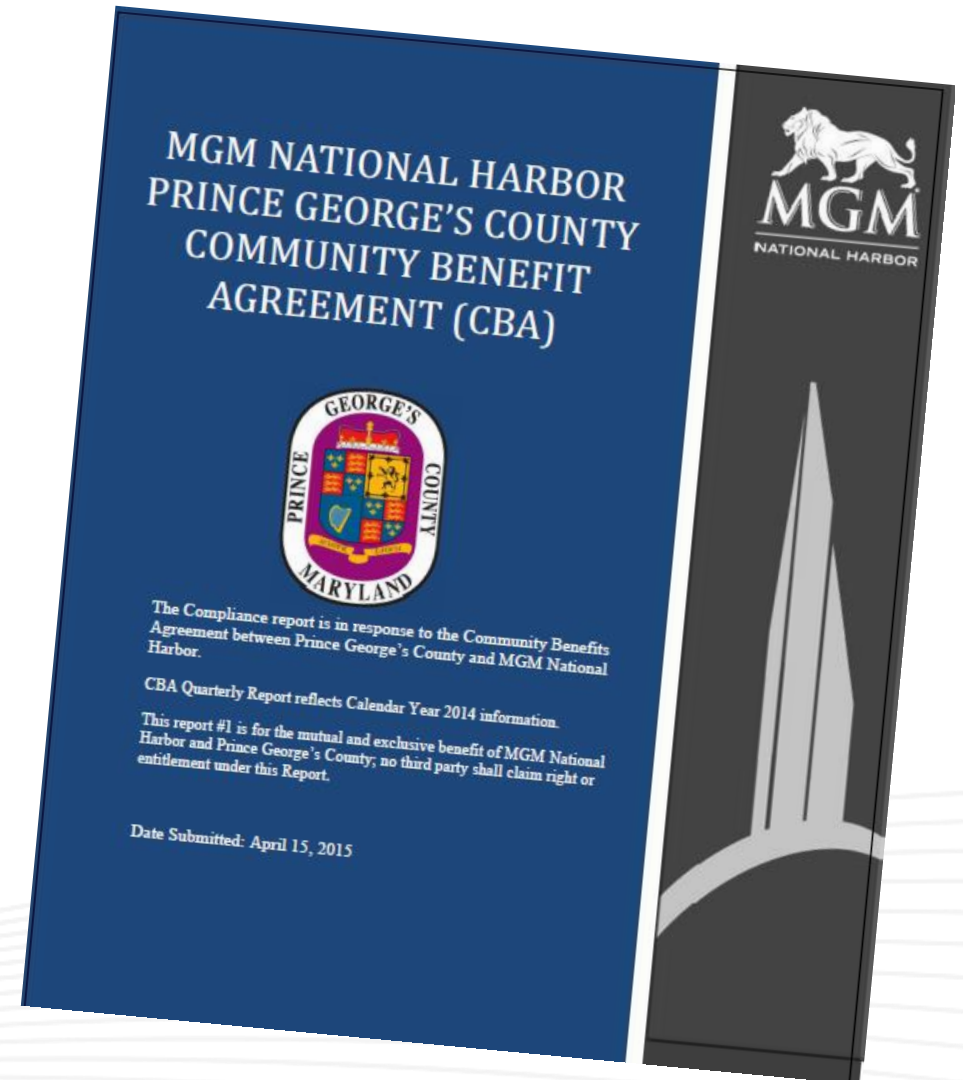


Community Benefit Agreement

First Quarterly Report filed April 15, 2015

- 31% Minority Business Enterprise participation
 - ✓ Exceeding CBA 30% goal
- 16% County Based Minority Business Enterprise participation
 - ✓ Exceeding CBA 12% goal

For work performed during 2014



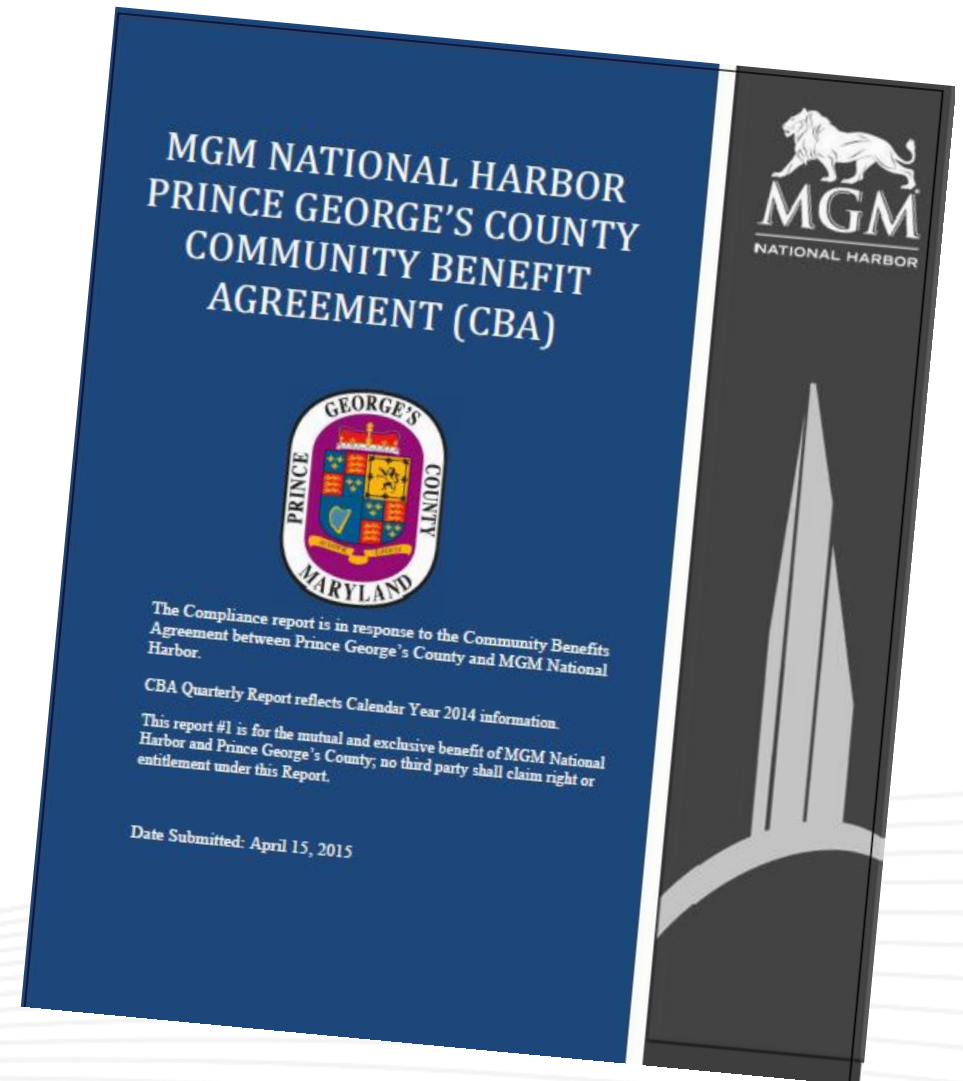
Community Benefit Agreement

First Quarterly Report filed April 15, 2015

County resident construction
employment:

- 19% of more than 96,000 total labor hours were performed by Prince George's County residents
 - ❖ CBA goal: 20%

All work performed during 2014





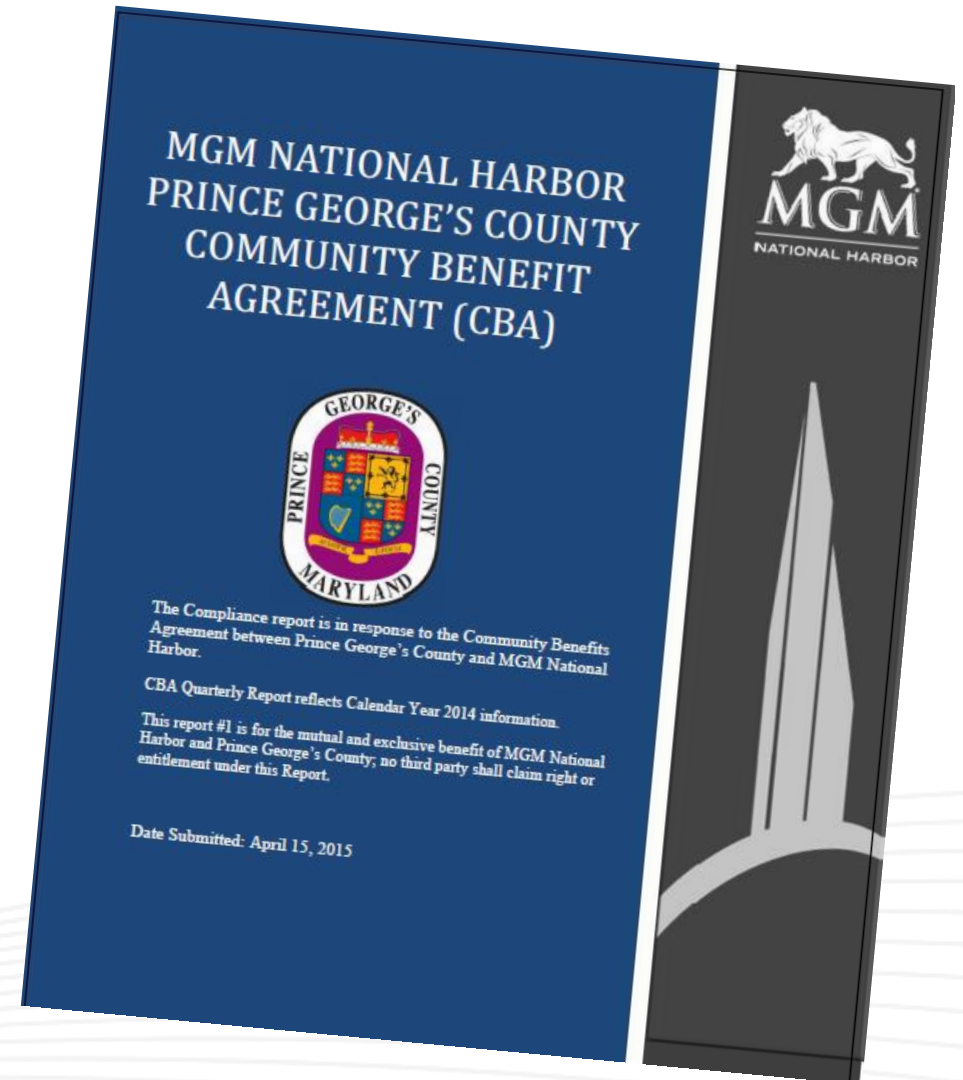
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Local Business Outreach:

- Efforts to include local and minority businesses in our bid process, reached 725 individuals, 751 companies

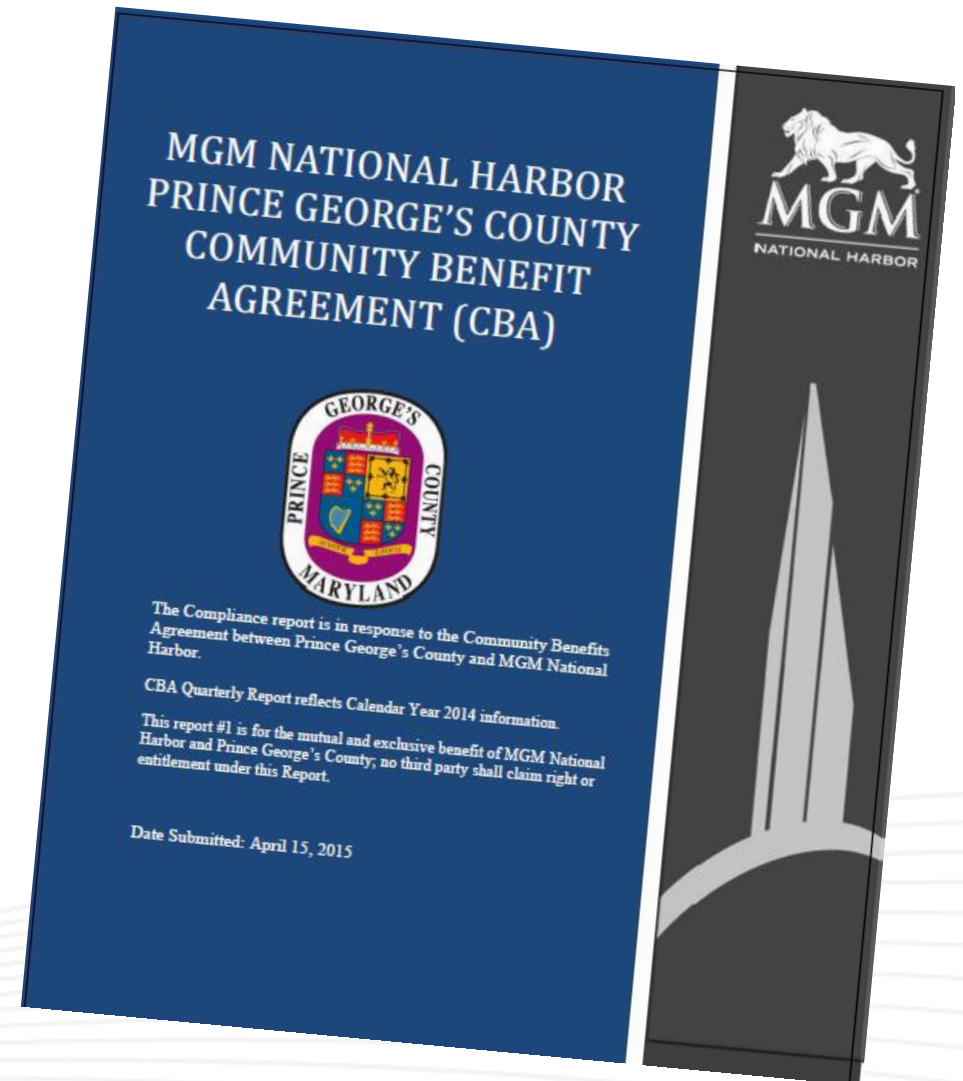
All work performed during 2014





Community Benefit Agreement

These results reflect the historic commitment to diversity and inclusion that are cornerstones of the corporate mission of MGM Resorts International.





Meeting Our Goals

SETTING UP FOR SUCCESS

- Offering MBE vendors assistance with prequalification and bidding
- Breaking out bid packages geared toward Prince George's County trades and minority vendors
- Breaking out design and construction for restaurant and retail venues into individual projects suitable for bid by local and minority General Contractors
- Signed statements of intent with MBEs are mandatory and MBE allocation percentages are a highly weighted factor in the value-based award decision
- Monitoring and evaluating prime contractors' required efforts for MBE participation throughout project



Meeting Our Goals

CERTIFICATION

- All MDOT certified contractors will be encouraged to pursue County certification, if not already held
- Encouraging all contractors to register with County as CBEs
- Proactively track expiration dates of all certified MBEs and providing 30/60/90 day renewal notifications

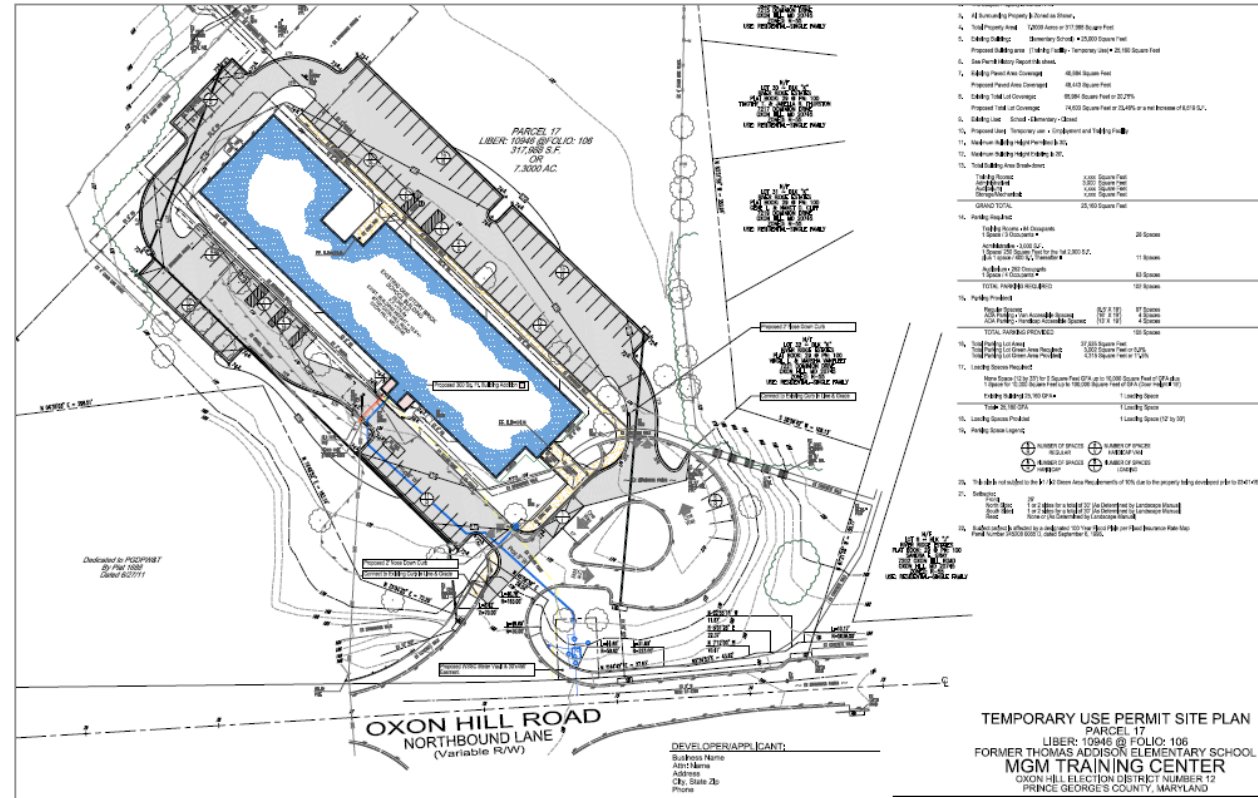


Meeting Our Goals

CORPORATE MENTORSHIP

- For bidders evaluated as not qualified, review areas needing improvement and introduce potential qualified partners.
- Follow-up meetings with minority prime package bidders to ensure bid process issues or interpretation of scope did not prevent bid from being competitive
- General Contractor required to meet with unsuccessful bidders at Community Resource Center to discuss how bid could be improved
- Identify and discuss resources for bonding and financial support

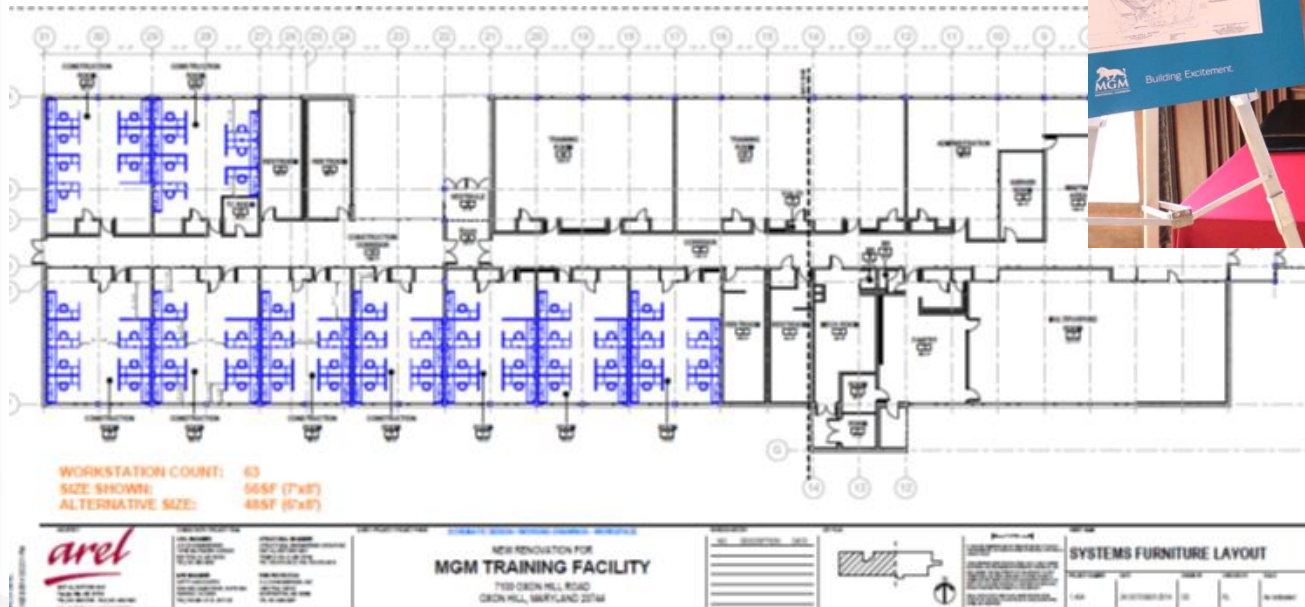
Addison School Renovation



- Multi-million dollar renovation
- Will serve as MGM Employment Center
- Fully modernized facility will be returned to Prince George's County

Addison School Renovation

Ron Lipford, AIA
Principal and CEO
Arel Architects
Temple Hills, MD



Architect of Record
for Addison School Project,
Potomac High Culinary Project,
and MGM Resort Permitting

Potomac School Culinary Program

- Renovating classrooms to offer new Culinary Education Curriculum
- Classroom space has been identified and plans are in progress
- Commercial Culinary Equipment being donated by Aria Resort





Local Investment Program

As part of its commitment to diverse ownership, MGM National Harbor has developed a plan to provide certain minority investors and county residents opportunity to invest in MGM National Harbor.



The current plan contemplates that MGM National Harbor will target up to \$10 million of investments from Minority Business Enterprises and up to \$30 million from County Investors.



Local Investment Program

The plan is in the process of being implemented.

We expect to notify investors of the subscription opportunity via a press release in connection with the launch of the investment opportunity.





Meet Our Team



Brian Banks
Director
Government Affairs



Logan Gaskill
Vice President
Human Relations

Operational Employment



- General recruiting for most positions will begin in Q1 2016
- More than 100 different job classifications
- Launching careers, not filling jobs

Operational Employment



\$160 million
annual payroll

50%
local hiring
by year five

\$80 million
annual wages
to County residents

Operational Procurement



Erik Lewis
Executive Director
Procurement

Additional opportunities for local and minority business participation

\$60 million annual operational procurement spend





Thank You



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