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## Atlantic City Gaming Win & Total Casino Revenue

Source: N.J. Division of Gaming Enforcement

Monthly Revenue (Industry, \$ In Thousands)	April 2020	% Change from Prior Year	April 2019	YTD April 2020	% Change from Prior Year	YTD April 2019
<b>Total Gaming Win</b> (includes Internet & Sports Wagering)	80,783	-67.8	250,712	782,927	-19.9	977,370
<b>Sports Wagering Revenue</b>	823	-87.4	6,547	35,425	12.1	31,598
<b>Internet Gaming Win</b>	79,960	118.6	36,583	251,856	78.5	141,060
<b>Casino Gaming Win</b>	0	n/a	207,583	495,646	-38.4	804,712

Quarterly Revenue (Industry, \$ In Thousands)	Q4 2019	% Change from Prior year	Q4 2018	YTD December 31, 2019	% Change from Prior Year	YTD December 31, 2018
Casino	419,819	10.35	380,419	1,757,952	8.12%	1,625,979
Rooms	124,949	-3.47	129,438	605,009	12.70%	536,850
Food & Beverage	135,147	-0.57	135,921	565,139	9.05%	518,231
Entertainment & Other	60,559	2.63	59,006	245,779	16.79%	210,438
<b>Casino Licensees Total Revenue</b>	<b>740,474</b>	<b>5.1%</b>	<b>704,784</b>	<b>3,160,946</b>	<b>9.5</b>	<b>2,887,573</b>

## Atlantic City Casino Hotel Lodging

Source: N.J. Division of Gaming Enforcement

Casino Hotel Lodging Statistics For the Period Ended June 30, 2019	Q4 2019	Q4 2018	YTD 2019	YTD 2018
Occupancy percentage	72.2%	72.1%	78.9%	80.7%
Average Daily Room Rate (ADR)	\$125.77	\$131.57	\$142.11	\$137.03
Revenue Per Available Room (RevPAR)*	\$90.80	\$94.86	\$112.12	\$110.58

\* RevPAR= ADR X Occupancy Percentage

## Atlantic City Statistical Transportation Data

Source: South Jersey Transportation Authority

Travel Mode	March 2020	Change from Prior Year	March 2019	YTD March 2020	Change from Prior Year	YTD March 2019
<b>AC Expressway</b>						
Total Toll-Paying Traffic Pleasantville Toll Plaza	978,983	-40.0%	1,630,606	3,917,390	-9.8%	4,344,370
<b>AC Airport</b>						
Scheduled Service Passengers	62,593	-44.7%	113,145	252,636	-15.8%	268,873
Charter Passengers	3,712	-52.2%	7,768	16,237	-18.1%	19,814
<b>Total Air Passengers</b>	<b>66,305</b>	<b>-45.2%</b>	<b>120,913</b>	<b>268,873</b>	<b>-16.0%</b>	<b>319,894</b>

**In LIGHT of the data above...** With April 2020 we see the impact of the first, full month of casino closures. Like March, April was expected to build on the momentum of 2019 and return strong revenue numbers. However, as brick and mortar casino properties remain closed, total revenue for casino operators has slipped from \$250.7 million in April 2019 to \$80.7 million in April 2020, a 67.8% decline. A strong January and February 2020 provided some cushion for the year-to-date total casino revenue numbers. The year-to-date April 2020 (\$782.9 million) trails revenue from the same period in 2019 (\$977.4 million) by 19.9%.

Online gaming and mobile sports wagering operations have attempted to make up for the loss of brick & mortar gaming revenues. April 2020 Internet Gaming Win (\$80 million) increased 118.6% over April 2019 (\$36.6 million), and year-to-date Internet Gaming Win (\$251.8 million) leads 2019 (\$141.1 million) by 78.5%. Sports Wagering Revenue for casino operators struggled in April with monthly revenue in 2020 (\$0.82 million) trailing April 2019 (\$6.5 million) by 87.4%. Early success helped to hold 2020 year-to-date sports wagering revenue at (\$35.4 million), a 12.1% increase over 2019 (\$31.6 million).

## Atlantic City Information

**Atlantic City joins other shore communities in banning short-term rentals to slow the spread of COVID-19** - As reported by [The Press of Atlantic City](#), on April 6, Atlantic City Mayor, Marty Small Sr., issued an **executive order** prohibiting the operation of short-term rentals within the city. Other municipalities including Ventnor, Egg Harbor Township, Beach Haven and all 16 of Cape May County's municipalities also issued orders banning short-term rentals within their jurisdictions.

**CRDA board approves \$2 million grant fund for small business assistance** - According to an April 16 [press release](#) from the Casino Reinvestment Development Authority (CRDA), on April 7 members of the CRDA board voted to enter into an agreement with the New Jersey Economic Development Authority to provide \$2 million in direct assistance for the Small Business Emergency Assistance Grant Program.

**Phish postpones Summer 2020 concert in Atlantic City** – As reported by [The Press of Atlantic City](#), Phish has rescheduled its entire 2020 summer tour including a three-day event planned for Atlantic City. The beach concert originally scheduled for August 14-16, 2020 has been rescheduled to August 13-15, 2021.

**Plans to demolish former Trump Plaza** – According to [The Press of Atlantic City](#), on April 1, an attorney representing owners of the former Trump Plaza, a subsidiary of Icahn Enterprises LP, filed court documents requesting the dismissal of a March 12 civil suit filed by Atlantic City in Superior Court. City officials filed the civil suit, requesting immediate demolition of the shuttered casino, after an inspection determined the building posed an imminent threat to public safety. The court documents claim that a demolition project manager has already been retained and the entire structure could be gone within two years. The casino closed in 2014.

**Stockton University provides temporary housing for medical professionals-** As reported by [The Press of Atlantic City](#), Stockton University will provide temporary housing for AtlanticCare Regional Medical Center and Bacharach Institute for Rehabilitation staff working with patients with COVID-19.

## **New Jersey Gaming News**

**Bally's Atlantic City Sold to Twin River** - As reported by **The Press of Atlantic City** and **The Associated Press**, on April 24, Caesars Entertainment Corp. and VICI Properties announced the sale of Bally's Atlantic City to Twin River Worldwide Holdings for \$25 million. The sale, set to close in Q4 2020, is expected to smooth the way for the \$17.3 billion merger between Caesars Entertainment and Eldorado Resorts Inc. by reducing concentration of Caesars/Eldorado properties in the region. Twin Rivers is also set to purchase two Eldorado properties, Eldorado Shreveport Resort and Casino (Louisiana) and the Mont Bleu Resort Casino & Spa in Lake Tahoe (Nevada). Twin Rivers currently owns and manages seven casinos: two in Rhode Island, one in Mississippi, one in Delaware, and three casinos and a horse racetrack in Colorado. Notably, The Book sportsbook, and Wild Wild West, will become part of the adjacent Caesars casino and remain under the control of Caesars Entertainment.

**Borgata Hotel Casino & Spa under new leadership** – As reported by **The Press of Atlantic City**, a 'shakeup' at MGM Resorts International has led to a change in leadership at Borgata Hotel Casino & Spa in Atlantic City. Melonie Johnson will replace Marcus Glover as property president. Mr. Glover has been chief operating officer and president at Borgata since MGM took full ownership of the property in 2016. Ms. Johnson previously served as president and COO of MGM National Harbor in Maryland. The change in leadership is related to an overall restructuring at MGM; long time CEO Jim Murren stepped down last month and has been replaced by William Hornbuckle.

**Casino Association of New Jersey partners with AtlantiCare on plan to safely reopen casinos** - As reported by **The Press of Atlantic City** and **ROI NJ**, on April 29, The Casino Association of New Jersey (CANJ) and AtlantiCare announced a plan to safely reopen Atlantic City Casinos once the state's stay-at-home orders are lifted. AtlantiCare will provide resources to CANJ to inform their development of "a comprehensive reopening plan that prioritizes the safety of the industry's employers and guests, and the local community." The plan will continue to be refined and updated to meet evolving local and state guidelines.

## **National Gaming News**

**Gaming regulators in New Jersey and Nevada authorize betting on NASCAR iRacing** - According to **Legal Sports Report**, gaming regulators in New Jersey and Nevada have approved wagering on 2020 eNASCAR iRacing Pro Invitational Series events. The Invitational Series, which includes actual NASCAR drivers, allows drivers to use video game-like setups in their own homes to race on the iRacing.com platform. The April 5 Bristol iRacing event was the third most-watched sports event in the U.S. for the week of March 30 with 1,178,000 million viewers.

**Indiana Gaming Commission (IGC) releases March revenue data** - As reported by [Casino.org](#), Indiana's 12 state-licensed casinos and racinos were ordered to close on March 16. The state's gaming industry generated \$90.6 million in adjusted gross revenue (AGR) for the month 52.9% less than the prior month (February \$192.5 million). Year-over-year, AGR fell by 57.5% compared to March 2019 (\$213.4 million). Loss in gaming tax revenue accounted for \$13.5 million of a \$70 million shortfall in Indiana's general fund revenues.

**Nevada reports 76% decline in sports betting handle for March** – As reported by [Legal Sports Report](#), Nevada sportsbooks reported \$141.1 million in handle for the month of March 2020, 76% less than March 2019 (\$596.8 million). Revenue for the month totaled \$1.5 million.

## Hospitality & Tourism News

**Airbnb to receive \$1 billion investment to mitigate COVID-19 related closures, position for rebound** - As reported by [Travel Weekly](#), Silver Lake and Sixth Street Partners will invest \$1 billion in Airbnb. Funds are expected to help the company rebound from COVID-19 related closures. \$5 million of the \$1 billion investment will be allocated to the company's Superhost Relief Fund used to provide grants up to \$15 million to hosts who need help paying their rents or mortgages.

**Construction continues on Las Vegas Convention Center Expansion** – As reported by [Travel Weekly](#), construction continues on the West Hall expansion of the Las Vegas Convention Center. The \$980 million, 1.4 million-square-foot expansion is still scheduled to open in December 2021 and as of March 26 was three-quarters complete.

**Las Vegas Convention and Visitors Authority cuts budget in anticipation of two-thirds cut in hotel room tax funding** – As reported by [Travel Weekly](#), the Las Vegas Convention and Visitors Authority (LVCVA), which oversees tourism promotion for Las Vegas, has cut its budget by \$79 million in anticipation of significant funding losses due to COVID-19. In addition to cutting executive pay and freezing hiring, 400 temporary and on-call trade show positions have been eliminated, and, of 455 full-time employees, 80 positions were dissolved and 270 workers were furloughed with health care benefits left intact. LVCVA is primarily funded through receipt of about one-third of room tax generated in and around Las Vegas. Room tax revenue allocated to the LVCVA is expected to drop from \$300 million to between \$100 million and \$120 million in fiscal year 2021. LVCVA also expects to lose an additional \$60 million in funding due to cancellations and postponements of conventions, meetings and tradeshow at the Las Vegas Convention Center and other venues.

**National Tour Association (NTA) members report \$1 billion in COVID-19 related refunds** – As reported by [Travel Weekly](#), in an April 3 NTA survey, member tour operators each reported refunding \$1.8 million on average to consumers due to COVID-19 related cancellations. Tour operators canceled more than 59,000 trips affecting nearly 1.8 million travelers. Eighty percent of survey respondents said they were seeking help under the Cares Act federal stimulus package.

**Pause in J-1 Exchange Visitor Program could impact tourism businesses** - As reported by **The Press of Atlantic City**, in March, federal officials announced a 60-day pause on all programs funded through the Bureau of Educational and Cultural Affairs, and recommended all J-1 Visa programs similarly pause their operations. New Jersey welcomed 10,000 students last year through the J-1 Exchange Visitor Program and without them, local tourism employers are concerned there will be a shortage of workers when the economy opens back up. Foreign students represent a significant segment of the workforce during the summer tourism season.

**Smith Travel Research (STR) reports year-over-year declines in US hotel industry performance metrics-** According to data from STR shared by **Lodging Magazine**, the U.S. hotel industry recorded a 68.5% decline in occupancy to 21.6% in the week of March 29 through April 4, 2020 compared to the comparable week in 2019 (March 31 to April 6, 2019). In the same week, average daily rates (ADR) for rooms fell by 41.5% to \$76.51 and revenue per available room (RevPAR) dropped 81.6% to \$16.50.

**Survey finds pent-up demand for travel building** - As reported by **Travel Pulse**, **weekly surveys** conducted by Harris Poll **March 28-30** and **April 3-5**, indicate a growing, pent-up demand for travel in America. The April 3-5 survey found 31% of Americans were planning “go on vacation/travel when things return to normal.” This represented a 7% increase from the previous week. The survey also indicated that Americans believed travel and vacations are most likely to change “once the pandemic is over and things return to normal.”