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Atlantic City Gaming Win & Total Casino Revenue

Source: N.J. Division of Gaming Enforcement

Monthly Revenue (Industry, \$ In Thousands)	November 2019	% Change from Prior Year	November 2018	YTD November 2019	% Change from Prior Year	YTD November 2018
Total Gaming Win (includes Internet & Sports Wagering)	\$288,591	16.5%	\$247,650	\$3,022,553	15.7%	2,612,210
Sports Wagering Revenue	\$15,509	34.6%	\$11,521	\$111,199	n/a	\$40,821
Internet Gaming Win	\$49,138	82.4%	\$26,944	\$433,367	60.7%	\$269,693
Casino Gaming Win	\$223,944	7.1%	\$209,185	\$2,477,987	7.7%	\$2,301,696

Quarterly Revenue (Industry, \$ In Thousands)	Q3 2019	% Change from Prior year	Q3 2018	YTD September 30, 2019	% Change from Prior Year	YTD September 30, 2018
Casino	\$490,347	1.92%	\$481,122	\$1,344,457	7.94%	\$1,245,560
Rooms	\$202,711	9.36%	\$185,357	\$480,060	17.83%	\$407,412
Food & Beverage	\$162,918	-1.25%	\$164,976	\$429,992	12.47%	\$382,310
Entertainment & Other	\$72,896	-0.46	\$73,234	\$185,224	22.31%	\$151,432
Casino Licensees Total Revenue	\$928,872	2.67%	\$904,689	\$2,423,485	10.8%	\$2,186,715

Atlantic City Casino Hotel Lodging

Source: N.J. Division of Gaming Enforcement

Casino Hotel Lodging Statistics For the Period Ended June 30, 2019	Q3 2019	Q3 2018	YTD 2019	YTD 2018
Occupancy percentage	90.8%	88.2%	81.2%	84.1%
Average Daily Room Rate (ADR)	\$161.06	\$151.66	\$145.51	\$138.74
Revenue Per Available Room (RevPAR)*	\$146.24	\$133.76	\$118.15	\$116.68

* RevPAR= ADR X Occupancy Percentage

Atlantic City Statistical Transportation Data

Source: South Jersey Transportation Authority

Travel Mode	October 2019	Change from Prior Year	October 2018	YTD October 2019	Change from Prior Year	YTD October 2018
AC Expressway						
Total Toll-Paying Traffic Pleasantville Toll Plaza	1,607,445	0.1%	1,605,694	16,923,342	3.5%	16,348,286
AC Airport						
Scheduled Service Passengers	74,763	-7.4%	80,775	853,773	-1.8%	869,040
Charter Passengers	8,357	-11.2%	9,410	85,617	-7.1%	92,116
Total Air Passengers	83,120	-7.8%	90,185	939,390	-2.3%	961,156

In LIGHT of the data above... November 2019 marked the 18th consecutive month-over-month total gaming revenue gain. At \$288.6 million (excluding racetracks) November 2019 exceeded November 2018 (\$247.7 million) by 16.5 percent and October 2019 (\$266.2 million) by 8.4 percent.

Year-to-date casino industry total gaming revenue (\$3.02 billion) is 15.7 percent ahead of 2018 and has officially surpassed \$3 billion – a revenue threshold that hasn't been crossed since 2012 (\$3.06 billion).

Internet gaming revenue for the month (\$49.1 million) contributed significantly to this upward trend. Revenue from internet gaming was up 82.4 percent over November 2018 (\$26.9 million), and up 8.7 percent over October 2019 (45.2 million). This revenue represented 17 percent of total gaming revenue for the month (November 2019), compared to November 2018 when it represented 10.9 percent of total industry revenue.

Total sports wagering handle for the state (including racetracks) broke October 2019's record (\$487.92 million), with New Jersey bettors wagering \$562.7 million in November 2019.

Atlantic City Information

Atlantic City Initiatives Project Office holds community town hall – As reported by **The Press of Atlantic City**, the Atlantic City Initiatives Project Office held a community town hall for the 3rd and 4th wards on Nov. 13. Public safety and pathways to success for community were key topics of discussion. A breakout panel on housing and land use wanted to see more done with the city's vacant lots, and a panel on arts and culture sought to increase awareness of art initiatives such as the city's 50 murals that are already part of the resort.

Atlantic City Mayor calls for 'zero tolerance' policy on Atlantic Avenue – As reported by **The Press of Atlantic City**, a directive issued by the Mayor's Office calls for increased police presence on Atlantic Avenue to address the long-standing issue of criminal and nuisance behavior. The effort is the second of two public safety initiatives introduced in the city this year. Last spring the Atlantic City Police Department launched its community policing initiative, the Neighborhood Coordination Officer program, focused on improving the relationship between Atlantic City law enforcement and area residents.

Casino Reinvestment Development Authority (CRDA) chooses new deputy executive director - As reported by **The Press of Atlantic City**, Rosa Ferias of Galloway Township has been appointed deputy executive director of the CRDA. Ferias, who will begin her role Nov. 18, fills a vacancy left by the August departure of Marshall Spevak. Prior to accepting the role with the CRDA, Ferias served as the deputy executive director and policy director of the Atlantic City Initiatives Project Office. Her expertise is in the areas of urban policy and community development.

Department of Community Affairs (DCA) proposes \$20 million transfer in relief funds to repair Atlantic City public infrastructure - As reported by **The Press of Atlantic City**, the DCA has proposed the transfer of \$20 million in Community Development Block Grant Disaster Recovery funds to finance city infrastructural repairs including the repair, replacement or introduction of bulkheads, floodproofing City Hall and other public buildings, and inspecting and replacing check valves in drainage areas.

New Jersey Gaming News

Assembly Tourism, Gaming and the Arts Committee hears testimony for review of existing casino regulations – As reported by [The Press of Atlantic City](#) and [The Associated Press](#), on Nov. 14 members of the New Jersey Assembly’s Tourism, Gaming and the Arts Committee heard testimony calling for the review of existing casino regulations among them a proposed limit to the number of casinos allowed to operate in Atlantic City. Jim Johnson, former special counsel to Gov. Phil Murphy for the Atlantic City transition, was among those providing testimony as were Catherine Brennan, deputy treasurer of the state Department of the Treasury, William Irving of Rutgers University’s Economic Advisory Service, Lt. Gov. Sheila Oliver, and Atlantic City Mayor Marty Small.

Bill to allow graduates of drug court to hold casino jobs advances in New Jersey Legislature - As recorded by the New Jersey Legislature and reported in [The Press of Atlantic City](#), on Nov. 7 members of the Assembly Law and Public Safety committee voted unanimously in favor of a bill (**A5817**) which would allow the state Casino Control Commission to issue a casino employee license and the state Division of Gaming Enforcement to issue a casino employee registration to applicants who have successfully completed special probation or recovery court for drug related offenses. The bill is currently being reviewed by the Senate State Government, Wagering, Tourism & Historic Preservation Committee. An identical bill (**S2330**) passed in the state senate in December 2018.

Evolution Gaming received New Jersey Division of Gaming Enforcement (DGE) approval to expand its Live Casino Studio - As reported by [NJ Online Gambling](#), on Nov. 12, Evolution Gaming, which operates live dealer online table games from its 2,223-square-foot studio at the Hard Rock Casino in Atlantic City, received approval from the DGE to expand its studio space to 5,386 square-feet. According to a **notice** from the DGE, the expansion will include the addition of 26 “internet gaming tables” including one Money Wheel table, one Side Bet City table and twenty-four Blackjack tables. The studio opened in 2018 with 10 tables.

New Jersey Sportsbooks authorized to accept bets on Esports Tournament – As reported by [NJ Online Gambling](#) and [Online Poker Report](#), the Division of Gaming Enforcement (DGE) issued a one-time authorization for New Jersey sportsbooks to accept wagers on the 2019 League of Legends World Championship Finals. The event, held on Nov. 8 at AccorHotels Arena in Paris, France, is considered by some to be “The Super Bowl of Esports”.

Regulators issue more than \$150,000 in fines to internet operators- As reported by [The Press of Atlantic City](#), in the month of November, the New Jersey Division of Gaming Enforcement issued fines to multiple internet gaming operators for infractions ranging from offering unapproved internet games to losing data.

National Gaming News

Hard Rock International (HRI) announces partnership with Bristol Resort and Casino in Virginia - As reported by [Calvin Ayre](#), on Nov. 25 HRI announced a partnership with Bristol Resort and Casino for the potential operation of a gaming venue to be built in southwest Virginia on the site of the shuttered Bristol Mall. The project, which would operate as Hard Rock Casino Bristol, is dependent on Virginia legislators’ decision whether to authorize full, commercial casino gaming in the state.

Mississippi developer proposes beachfront casino resort- As reported by **Calvin Ayre**, development company, Biloxi Capital has filed a **notice of intent** with the Mississippi Gaming Commission. The company hopes to develop the 30-acre Tivoli Hotel in Biloxi, Mississippi into a beachfront casino resort including 100,000 square feet of gaming space, 100,000 square feet of convention space and 1,300 hotel rooms.

Nevada Gaming Control Board reports \$1.02 billion in statewide gaming revenue for October 2019 - As reported by the **Nevada Gaming Control Board** and **Calvin Ayre**, Nevada casinos broke the \$1 billion monthly revenue benchmark for the sixth time this year. October 2019 revenue declined 3.8 percent from October 2018, however, revenue for the current fiscal year (July – October) is up 2.5 percent year-over-year. Nevada monthly sport-betting revenue increased 62.1 percent and at \$47.9 million narrowly beat New Jersey sports betting revenue (\$46.4 million) in October.

Pennsylvania becomes fourth state to offer legal online poker - As reported by **Calvin Ayre**, following a soft launch on Nov. 4, PokerStars Pennsylvania opened to the public on Nov. 6.

Pennsylvania collects nearly \$23 million in sports betting taxes as of October 2019- As reported by **Legal Sports Betting**, a combination of population density and a 36 percent tax rate on sports betting has raised close to \$23 million in sports betting taxes for the state of Pennsylvania. Of the \$23 million, more than \$10 million was collected in September and October 2019.

Resorts World Catskills to be sold to Genting Malaysia to avoid bankruptcy – As reported by **Calvin Ayre**, the board of Empire Gaming received a vote of approval from the company’s minority shareholders to sell Resorts World Catskills in New York to private company Genting Malaysia, for \$128.6 million. Other Empire Gaming shareholders have submitted lawsuits contesting the sale, claiming that Empire’s board undercut the value of the property in order to quickly close the deal with Genting’s private owner. The possible sale comes as the casino faces near certain bankruptcy, yet an anonymous source from Genting told members of the press that they anticipate the company “will be able to achieve dramatic performance increases and tackle the economic challenges that have emerged.”

Hospitality & Tourism News

Hyatt launches sustainability initiatives - As reported by **Hospitality Technology**, Hyatt Hotels Corporation announced a series of global initiatives to reduce single-use plastics at their properties. By June 2021, all Hyatt properties will transition to large-format bathroom amenities, increase the number of water stations for guests to fill reusable water bottles, and serve water for meetings and events in carafes and other reusable containers. These initiatives are part of an overall sustainability program for the company, and are in keeping with broader sustainability trends across the industry.

Ocean Casino Resort Atlantic City and Hyatt Hotels Corp. end partnership - as reported by **The Press of Atlantic City**, as of Jan. 1, Ocean Casino Resort in Atlantic City will no longer be operated as a Hyatt-Affiliated hotel. A statement from the casino resort cites hotel volumes as the reason Ocean could “no longer permit preferential booking for Hyatt Loyalty guests.” In the third-quarter of 2019, Ocean reported an occupancy rate of 99.6% with an average rate of \$219.01 per occupied room.

Venice suffers second-worst flood on record - As reported by **Travel Weekly**, the city of Venice, Italy experienced its worst flood in 50 years (74 inches) on Nov. 12. This was only 2.5 inches less than the record historic flood of 1966. The flooding, caused by heavy rains coinciding with high tide and a full moon, threatened historic buildings such as St. Mark's Basilica and displaced tourists staying in ground floor lodging. Officials calculated hundreds of millions of euros in damages including damage to five of the city's water ferries, a critical means of transportation. Also, as reported by **Travel Weekly**, the city suffered two more 'exceptional tides' in the same week. This was the first time on record (since 1872) that the city saw water levels above five feet more than twice in one year, let alone three times in one week.

Voters in Jersey City, New Jersey vote for stricter regulation of short-term rentals - According to **The New York Times**, on Nov. 5 Jersey City residents voted in favor of a referendum that imposes greater restrictions on short-term rentals. The new **ordinance**, expected to impact home-sharing services like Airbnb, allows homeowners to rent out portions of their homes while they are present, but prohibits renting a property on a short-term basis if the property owner does not live on-site.