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## Atlantic City Gaming Win & Total Casino Revenue

Source: N.J. Division of Gaming Enforcement

Monthly Revenue (Industry, \$ In Thousands)	October 2019	% Change from Prior Year	October 2018	YTD October 2019	% Change from Prior Year	YTD October 2018
<b>Total Gaming Win</b> (includes Internet & Sports Wagering)	\$266,229	13.6%	\$234,329	\$2,733,962	15.6%	\$2,364,560
<b>Sports Wagering Revenue</b>	\$18,757	170.7%	\$6,928	\$95,689	n/a	\$29,300
<b>Internet Gaming Win</b>	\$45,214	69%	\$26,754	\$384,229	58.3%	\$242,749
<b>Casino Gaming Win</b>	\$202,258	0.8%	\$200,648	\$2,254,043	7.7%	\$2,092,511

Quarterly Revenue (Industry, \$ In Thousands)	Q2 2019	% Change from Prior year	Q2 2018	YTD June 30, 2019	% Change from Prior Year	YTD June 30, 2018
Casino	\$449,036	12.92	\$397,664	\$857,457	12.17	\$764,439
Rooms	\$155,554	25.31	\$124,132	\$275,166	23.92	\$222,055
Food & Beverage	\$140,908	20.2	\$117,232	\$267,074	22.89	\$217,333
Entertainment & Other	\$61,306	38.89	\$44,141	\$111,745	42.23	\$78,569
<b>Casino Licensees Total Revenue</b>	<b>\$806,804</b>	<b>18.1</b>	<b>\$683,169</b>	<b>\$1,511,442</b>	<b>17.86</b>	<b>\$1,282,396</b>

## Atlantic City Casino Hotel Lodging

Source: N.J. Division of Gaming Enforcement

Casino Hotel Lodging Statistics For the Period Ended June 30, 2019	Q2 2019	Q2 2018	YTD 2019	YTD 2018
Occupancy percentage	81.5	84.8	77.1	81.4
Average Daily Room Rate (ADR)	139.76	136.01	134.37	129.23
Revenue Per Available Room (RevPAR)*	113.90	115.34	103.60	105.19

\* RevPAR= ADR X Occupancy Percentage

## Atlantic City Statistical Transportation Data

Source: South Jersey Transportation Authority

Travel Mode	September 2019	Change from Prior Year	September 2018	YTD September 2019	Change from Prior Year	YTD September 2018
<b>AC Expressway</b>						
Total Toll-Paying Traffic Pleasantville Toll Plaza	1,725,091	1.1%	1,705,558	15,315,897	3.9%	14,742,592
<b>AC Airport</b>						
Scheduled Service Passengers	64,263	-11.8%	72,832	779,010	-1.2%	788,265
Charter Passengers	8,031	15.5%	6,953	77,260	-6.6%	82,706
<b>Total Air Passengers</b>	<b>72,294</b>	<b>-9.4%</b>	<b>79,785</b>	<b>856,270</b>	<b>-1.7%</b>	<b>870,971</b>

**In LIGHT of the data above...** growth in ‘shoulder season’ gaming revenue is evidence of an expanding market for Atlantic City casinos.

October 2019 marked the 17th consecutive month-over-month total gaming revenue gain. At \$266.2 million (excluding racetracks) October 2019 is the best October since 2011 (\$261 million). Total casino industry gaming revenue for the month exceeded October 2018 (\$234.33) by 13.6 percent.

Year-to-date casino industry total gaming revenue (\$2.73 billion) is 15.6% ahead of 2018 and is \$266.04 million shy of \$3 billion – a revenue threshold that hasn’t been crossed since 2012 (\$3.06 billion).

Casino industry sports wagering revenue for the month (\$18.76 million) contributed significantly to this upward trend. Revenue from sports wagering was up 170.7 percent over October 2018 (\$6.93 million, and up 6.6 percent over September 2019 (17.59 million). This revenue represented 7.05 percent of total gaming revenue for the month (October 2019), compared to October 2018 when it represented 2.96 percent of total casino industry revenue.

Total sports wagering handle for the state (including racetracks) broke September 2019’s record (\$445.56 million), with New Jersey residents wagering \$487.92 million in October 2019.

## **Atlantic City Information**

**Atlantic City mayor pleads guilty to wire fraud** - As reported by [The Press of Atlantic City](#), on Oct. 3, Atlantic City Mayor Frank Gilliam pled guilty to defrauding a local youth basketball program of more than \$87,000. City Council President Marty Small will take over as interim mayor.

**Atlantic City Racecourse focus of redevelopment plan** - As reported by [The Press of Atlantic City](#), owners of the Atlantic City Race Course, Greenwood Racing Inc, recently entered into an agreement with the Hamilton Township Committee to work together in the creation of a redevelopment plan for the 20-acre facility which closed in January 2015. At an Oct. 7 township meeting, representatives of the law firm working on the development plan, Maley Givens of Collingswood, said that plans for gaming and lodging amenities would be explored.

**Casino Reinvestment Development Authority (CRDA) commits additional \$1 million to address blight in Atlantic City** - As reported by [The Press of Atlantic City](#), the CRDA board voted on Oct. 15 to provide an additional \$1 million to the city to finance the demolition of dilapidated properties. Over several years, the CRDA has contributed \$6.15 million to this effort, \$4 million of which has been spent in the tourism district.

**Port Authority hires consultant to study feasibility of assuming control of another airport in New Jersey** - As reported by [The Press of Atlantic City](#), The Port Authority of New York and New Jersey has hired a consultant, LeighFisher, to complete a feasibility study including a comprehensive evaluation of Atlantic City International Airport.

### **Spectra announces new general manager for Jim Whelan Boardwalk Hall and Atlantic City**

**Convention Center** - According to [The Press of Atlantic City](#), venue management company Spectra announced on Oct. 2 that Jim McDonald would succeed Jim Wynkoop as general manager of both Jim Whelan Boardwalk Hall and the Atlantic City Convention Center.

**TJM Properties announces sale of former Atlantic Club Casino Hotel** - As reported by [The Press of Atlantic City](#), TJM Properties, owners of the former Atlantic Club Casino Hotel, announced on Oct. 1 that they had sold the property to New York based, Colosseo Atlantic City Inc. A spokesperson for Colosseo told the Associated Press that the company intends to develop the property as a noncasino hotel. The Atlantic Club has been shuttered since January 2014.

## **New Jersey Gaming News**

**Caesars and Eldorado move forward with merger** - As reported by [The Press of Atlantic City](#), Shareholders from Eldorado and Caesars will meet on Nov. 15 to vote on the proposed merger. If the vote passes, New Jersey regulators could consider the petition for merger as early as January 2020.

**Casino Control Commission approves new regional president to oversee Caesars Entertainment properties in Atlantic City** – According to [The Press of Atlantic City](#), gaming regulators voted on Oct. 2 to grant Ronald Bauman a temporary casino key employee license, with a multicaseo endorsement. Bauman will serve as regional president for Caesars Entertainment overseeing the company's three Atlantic City properties. He succeeds former regional president Kevin Ortzman.

## **National Gaming News**

**Americans view casinos more favorably than ever**- As reported in a [press release](#) from the American Gaming Association (AGA), the AGA commissioned a survey of Americans' attitudes regarding the gaming industry. According to the resulting [report](#), a record 49 percent of American adults have a favorable view of the casino industry, up four percentage points from 2018. A majority of respondents, 57 percent, said casinos help local economies and 71 percent said casinos create jobs.

**DraftKings becomes first company to launch Daily Fantasy Sports in Iowa, sixth in Pennsylvania** - According to the [Des Moines Register](#) and a press release from [Draft Kings](#), on Oct. 25 Daily Fantasy Sports (DFS) market leader DraftKings became the first operator to offer a DFS product in Iowa. According to [Legal Sports Report](#), Draft Kings launched its sportsbook app in Pennsylvania on Nov. 4 and, with West Virginia and New Jersey, currently operates in four states.

**Flutter Entertainment and The Stars Group announce merger** – As reported by [CNN Business](#) and [Reuters](#), Flutter Entertainment, owners of Irish gaming company PaddyPower, announced on Oct. 2 the purchase of The Stars Group, owners of Canada based PokerStars. Combined, the companies will have more than 13 million active users in more than 100 international markets making it the world's largest online betting and gaming company. Flutter is also the parent company of FanDuel and Australia based Sportsbet.

**Google to expand range of gambling ads allowed in U.S. market** - As reported by **Online Poker Report**, Google, which until June 2019 prohibited gambling related ads from appearing on its site within the U.S. market, is expanding the range of ads that it will allow. After a trial period of allowing regulated sportsbooks to advertise on its platform in New Jersey and later in Nevada and West Virginia, Google is obtaining regulatory permission to host sports betting ads in Indiana, Iowa, Montana, Pennsylvania and Rhode Island. Analysts expect Google will soon expand its range further by permitting advertising for online casinos.

**MGM announces sale of Bellagio and Circus Circus** - As reported by **Reuters** and **Travel Weekly**, on Oct. 15 MGM Resorts International announced the sale of the Bellagio and Circus Circus resorts in Las Vegas in two separate deals. The Bellagio will be sold to and leased back from Blackstone Real Estate Income Trust in a 95-5 joint venture worth \$4.25 billion. Circus Circus is to be sold to an affiliate of Treasure Island owner Phil Ruffin for \$825 million. Both deals are expected to close before year end 2019.

**Nevada casinos break September gaming revenue record**- As reported by **Calvin Ayre**, the Nevada Gaming Control Board reported \$1.06 billion in revenue for the month of September 2019, a 6.8 percent increase over September 2018 and new September record. Sports Betting revenue for the month (\$52.07 million) fell short of September 2018 (\$56.3 million). Sports betting handle (\$546.3 million) fell short of September 2018's record \$571 million, but surpassed New Jersey's September 2019 handle \$445.5 million.

**Oregon Lottery launches mobile sports betting** – As reported by **The Oregonian** and **Legal Sports Report**, the Oregon Lottery launched mobile sports betting on Oct. 16. The new app, Scoreboard, makes Oregon the eighth state to have online/mobile betting.

**Pennsylvania sportsbooks see almost \$195 million handle in September** - As reported by **Legal Sports Report** and the **Pennsylvania Gaming Control Board**, Pennsylvania sportsbooks saw \$194.5 million in sports betting handle in the month of September. The state's operators realized \$15 million in revenue of which \$9.2 million was generated through online operations. More than a third of all the state's sports betting revenue, \$5.1 million, was generated by FanDuel.

## **Hospitality & Tourism News**

**Eldorado leases hotel tower to University of Nevada-Reno for student housing** - As reported by **Calvin Ayre**, Circus Circus, an Eldorado Resorts property, entered into a \$21.6 million agreement with University of Nevada-Reno (UNR) to house 1,300 students displaced by a boiler room explosion at UNR housing last July. The agreement is being seen as a win-win for UNR which needed the housing and Eldorado which gets the money to put toward its potential merger with Caesars Entertainment.

**Future Hard Rock Hotel partially collapses in New Orleans** – As reported by the **Associated Press** and **CNN**, on Oct. 12 a large section of the future Hard Rock Hotel in New Orleans collapsed. The construction accident killed three people and left more than 20 injured. Project contractor, Citadel Builders LLC told the press that more than 100 workers were on site at the time of the collapse. Hard Rock International issued a **statement** expressing sympathy for victims and their families.

**U.S. Travel Association advocates for Brand USA-** According to **Travel Weekly**, representatives from Brand USA told the Congressional Energy and Commerce Subcommittee on Consumer Protection and Commerce that U.S. global travel market share had dropped, from 13.7% in 2015 to 11.7% in 2018, and would continue to drop if Brand USA is not renewed. Created by the Travel Promotion Act of 2009 and reauthorized by Congress in 2014, Brand USA serves to promote U.S. travel destinations to international travelers. Without renewal from Congress, Brand USA will expire in 2020 and the U.S. will become the only top 20 country destination without a national travel promotion budget.