LIGHT Snapshots

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Rummy Pandit, L.P.D., M.B.A., C.H.A., Executive Director

Atlantic City Gaming Win & Non-Gaming Revenue

Source: N.J. Division of Gaming Enforcement

Month of February ($ In Thousands)	February 2018	Change from Prior Year	February 2017
Total Gaming Win (includes Internet)	$192,057	-6.5%	$205,364
Internet Gaming Win	$21,992	17.5%	$18,722

Year to Date February ($ In Thousands)	2018	Change from Prior Year	2017
Total Gaming Win	$ 376,370	-8.2%	$ 410,038

For the Nine Months Ended September 2017 & 2016 (Industry, $ In Thousands)	September 30, 2017	Change from Prior Year	September 30, 2016
Casino Licensees:			
Casino	$ 1,962,767	1.5%	$ 1,933,244
Rooms	$ 304.492	-4.9%	$ 320,251
Food & Beverage	$ 327, 140	-2.3%	$ 334,964
Entertainment & Other	$ 128,434	8.0%	$ 118,893
Casino Licensees Total Revenue	**$ 2,722,833**	**0.6%**	**$ 2,707,352**
Third Party Business Sales	$ 154,828	-6.0%	$ 164,725
Combined Sales	**$ 2,877,661**	**0.2%**	**2,872,077**

Atlantic City Statistical Transportation Data

Source: South Jersey Transportation Authority

Travel Mode	January 2018	Change from Prior Year	January 2017
AC Expressway			
Total Toll-Paying Traffic Pleasantville Toll Plaza	1,296,947	-0.8%	1,307,731
AC Airport			
Scheduled Service Passengers	86,124	-0.3%	86,347
Charter Passengers	6,513	0.3%	6,491
Total Air Passengers	**92,637**	**-0.2%**	**92,838**
NJ Transit Rail Service to A.C.			
Rail Passengers	68,644	-7%	73,797

*Current Data on Casino Buses was not available.

Atlantic City Information

Atlantic City Restaurant Week - More than 70 local restaurants participated in this year's **Atlantic City Restaurant Week** Mar. 4-9, and more than 40 restaurants extended their participation through Mar. 16. If you dined out as part of Restaurant Week, please share your experience by taking a brief survey **HERE**.

Legislators Reintroduce Garden State Growth Zone Bill - According to **The Press of Atlantic City**, Assemblymen Vince Mazzeo and John Armato (D-Atlantic) and Senate President Steve Sweeney (D-Gloucester), have reintroduced a bill which would allow qualified businesses that are interested in relocating to within one mile of the Atlantic City International Airport to apply for tax incentives. Former Governor Chris Christie vetoed an earlier version of the bill prior to his departure in January.

Casino Reinvestment Development Authority (CRDA) Auctions off 95 Vacant Properties - As reported by **The Press of Atlantic City**, The Casino Reinvestment Development Authority was scheduled to auction off 95 excess properties in various residential and commercial zoning districts on Mar. 28. Chris Howard, executive director of the CRDA, said he hoped to "offer these properties to individuals who share our excitement about Atlantic City's rebirth." A December, 2017 auction, held on behalf of the city, generated $1.6 million in revenue.

Mayor Considers Potential Impact of Legalized Marijuana in Atlantic City - As reported by **NJGamblingSites.com**, Atlantic City Mayor Frank Gilliam recently visited Las Vegas on an information gathering trip organized by the New Jersey Cannabis Association. Gilliam, a vocal supporter of legalized marijuana in New Jersey, has suggested that legal pot could boost Atlantic City's economy. He believes the decriminalization of possession would allow cannabis shops to open throughout the state and especially in Atlantic City, that such shops might attract a new audience to the city, and specific 'pot-friendly areas' could encourage these visitors to stay and patronize other local businesses. While marijuana has been legal in Nevada since summer 2017, consumers may only use the product within private residences. The creation of a designated smoking area or "adult entertainment district," where consumption would be permissible in public, would be unique and a potential draw for Atlantic City. As for Atlantic City casinos, they, like their counterparts in Las Vegas, are likely to distance themselves from the marijuana industry. Nevada gaming regulators have prohibited gaming license holders in their state from having direct relationships with marijuana distributors on the grounds that marijuana use is a violation of the federal Controlled Substances Act.

Miss America Organization (MAO) Representatives Meet with Atlantic City Stakeholders and Finalize New Board of Directors - As reported by **The Press of Atlantic City**, representatives of the MAO met with city officials, including Mayor Frank Gilliam, to discuss the future of the pageant in Atlantic City. Mayor Gilliam told The Press: "I'm going to support making sure that Miss America remains here. I think it would be a disadvantage to women to have this pageant leave here." The MAO's three-year, $12.5 million contract with the CRDA expires following the upcoming September pageant. Also according to **The Press of Atlantic City**, as of Mar. 17, the MAO has finalized its new nine-person board of directors. The final two new members, Jennifer Vaden Barth and Valerie Crooker Clemens were longtime volunteers with the Miss America program and served as members of the Miss America State Titleholders Association.

Stockton University Gateway Campus On Track for Fall Opening - as reported by **The Press of Atlantic City**, Stockton's Atlantic City Campus remains on track to open for the fall 2018 semester. The University has already announced the more than 100 courses that will be offered on the campus.

Local Gaming News

Atlantic City Casinos Break Online Gaming Revenue Record - According to **OnlinePokerReport.com**, Atlantic City Online Casinos posted their highest monthly revenue to date in February 2018. Online casinos earned nearly $22 million in overall revenue a 10.8 percent increase over January and a 16.9 percent increase for the year to date. A record $785,433 was generated per day in February surpassing the previous high $708,463 per day recorded in January.

Casino Reinvestment Development Authority (CRDA) Announces Change in Leadership - As reported by **The Press of Atlantic City** Christopher Howard announced on March 20 that current deputy executive director and mayor of Belmar, Matt Doherty, would succeed him as Executive Director of the CRDA. The transition is expected to take place before July 1.

Golden Nugget Introduces First Online Live Casino Floor Roulette- As reported by **The Press of Atlantic City**, The Golden Nugget has introduced a new gaming product, the first in the nation, connecting players at home with live players and dealers on the casino floor. The innovation, is part of Golden Nugget's overall strategy to bring unique online gaming products to market.

Gaming News

Churchill Downs Inc. (CDI) Announces Purchase of Two Land-Based Operations - According to **CalvinAyre.com**, casino and race betting operator CDI announced the purchase of two land-based gaming operations on Feb. 28. Presque Isle Downs & Casino in Erie, Pennsylvania and the Lady Luck Casino Vicksburg in Mississippi were purchased from Reno-based Eldorado Resorts for $229.5 million in cash. CDI already operates online race betting, but has also expressed an interest in developing non-racing online gaming products. CDI's CEO acknowledged that the purchase of the Pennsylvania property would grant CDI the opportunity to participate in the intrastate online gambling market.

Online Lottery Expansion - According to **OnlinePokerReport.com**, online lotteries have begun to expand across the Northeast. States with legal online lotteries (Illinois, Michigan, Georgia, Kentucky, Pennsylvania and New Hampshire) currently outnumber states with legal online casinos (Nevada, Delaware, New Jersey and Pennsylvania) and the number is growing. Five additional states (New York, North Dakota, Maine, Virginia and North Carolina) have legalized online lottery descriptions and New Jersey, by legalizing online courier services in 2017, has a de facto legal online lottery. Three more states (Massachusetts, Connecticut and Rhode Island) may be adding online lottery legislation in 2018.

Pennsylvania Casinos Experience Market Shake-Up Following Passage of Comprehensive Gaming Package in October - As reported by **OnlinePokerReport.com**, four of Pennsylvania's 12 casinos have been sold and a 13th casino has been approved for construction since passage of the comprehensive gaming package in October. The new legislation opened doors into online gambling, sports betting, video gaming terminals (VGTs) and mini-casinos, causing a major shift in the market as some operators viewed the changes as an opportunity or a great risk. Also according to **OnlinePokerReport.com,** the number of 'skins' allowed under a single online gaming license has been a topic of debate in Pennsylvania and could have an impact on future licensing and business partnerships in the state.

Sands Casino Resort Bethlehem Changes Hands - As reported by **The Press of Atlantic City**, on Mar. 8 Las Vegas Sands Corp. announced the sale of their Bethlehem, Pennsylvania casino to Wind Creek Hospitality, an affiliate of the Poarch Band of Creek Indians, for $1.3 billion. The casino, which opened in 2009 on the site of Bethlehem Steel's former industrial complex, earned nearly $550 million from slot machines and table games in 2017, the second-highest earning casino in the state.

Sports Betting News

American Gaming Association (AGA) Estimates Majority of March Madness Wagers Will Be Illegal - According to a Mar. 12 **Press Release** from the AGA, as much as 97 percent of the $10 billion wagered on the 2018 NCAA men's basketball tournament, March Madness, will be wagered illegally. Only 3 percent, or $300 million, is expected to be wagered through legal sports books in Nevada. The popularity of wagering on events such as March Madness has led at least 18 US states to enact 48 pieces of sports betting–related legislation. More states are expected to add legislation in anticipation of a the Supreme Court ruling on the existing federal ban (PASPA).

Connecticut Lawmakers Tell the Press They Want to Be in the 'On-Deck Circle' for Sports Betting - According to **LegalSportsReport.com**, legislators in Connecticut have begun a series of information hearings on the topic of gambling expansion. Although the state has already passed a sports betting law, there are several steps to be taken before wagering can begin. Some are keen to begin these processes, specifically consumer protections regulations, in advance of the U.S. Supreme Court's decision.

Daily Fantasy Sports Business Leader DraftKings Hires 'Head of Sportsbook' - As reported by **LegalSportsReport.com**, Daily Fantasy Sports Business Leader DraftKings has hired Sean Hurley to lead the company's transition into legal sports betting. Hurley recently oversaw sales and commercial operations for UK based sportsbook operator, Amelco.

Louisiana Introduces Sports Betting Legislation - As reported by **LegalSportsReport.com**, legislators in Louisiana have introduced **H245**, a bill that would expand gambling at "eligible live horse racing facilities," often referred to as "racinos." The proposed expansion would allow for sports betting at these facilities, but would not authorize mobile or online sports wagering.

Maryland Legislators Pass Sports Betting Bill - As reported by **LegalSportsReport.com**, on Mar. 15 Maryland's House of Delegates passed a bill (**H1014**) authorizing sports wagering via the state's horse racing tracks and casinos. The bill will need approval by the state Senate, governor and citizens before becoming law. Consultants for the state estimate a legal sports betting industry in Maryland could be worth between $13.7 million and $182.1 million in revenues.

Massachusetts Gaming Commission Releases White Paper on Sports Betting - As reported by **LegalSportsReport.com**, the Massachusetts Gaming Commission released a **white paper** Mar. 1 focusing on the future of sports betting. In addition to predicting the impact of legalized sports betting in Massachusetts, the paper also examines the case before the U.S. Supreme Court, (PASPA) and other applicable federal laws.

New York Legislators Introduce Sports Betting Bill - According to **LegalSportsReport.com**, a bill (**S7900**) concerning the regulation of sports betting and mobile sports wagering was introduced Mar. 7 in the New York State Senate. New York has already authorized sports wagering at commercial casinos pending the U.S. Supreme Court's decision to lift the federal ban. The new bill would allow wagering at commercial casinos, racetracks and off-track betting parlors and levy an effective tax rate of 10.5 percent on gross gaming revenue. Taxes on sports wagering would include an "integrity fee" payable to sports leagues at a rate of .25 percent on all wagers (handle), not to exceed two percent of gross revenue. Sports leagues had previously requested one percent of all wagers as an integrity fee or royalty.

West Virginia Legislators Pass Bill Legalizing Sports Betting - As reported by **LegalSportsReport.com**, both the West Virginia House and Senate passed a bill, **S415**, legalizing sports betting. The bill did not receive the governor's signature but became law on Mar. 9. Pending the decision of the U.S. Supreme Court regarding PASPA, the West Virginia Lottery Commission would oversee regulated sports betting for the state. In its first year, a legalized sports betting market could be worth $5 million in revenue for the state.

Hospitality News

American Hotel & Lodging Educational Foundation (AHLEF) Announces Pilot Program to Provide Streamlined Degree Programs for Hotel Industry Employees - According to a Feb. 28 **Press Release**, the AHLEF has partnered with **Pearson's AcceleratED Pathways Program** to support hotel employees in their pursuit of higher education pathways to achieve their career goals. The new partnership allows degree programs to be offered at low or no cost to the employee or employer. Employees would also receive personalized guidance, resources and additional support services.

Cuba Travel Services (CTS) Announces Opening of Havana Office - As reported by **TravelPulse.com, CTS,** the charter and tour operator with offices in California, Florida, New Jersey and Texas, announced that they would be opening a new office in Havana, Cuba on Mar. 31. CTS' request to open the office was approved by Cuba's Ministry of Tourism. The office is the first of several which the company hopes to open throughout Cuba to better oversee their tour business and assist their patrons. CTS is the first U.S. based travel company with an official presence in Havana.

Las Vegas Strip Could See 8,500 Hotel Rooms Added to its North End by 2020 - As reported by **Travel Weekly**, projects planned for the Las Vegas Strip's less trafficked northern end could bring as many as 8,500 rooms to the area within the next three years. New projects include the Drew Las Vegas, a 4,000-room integrated resort commissioned by Marriott International; Wynn Resorts' Paradise Park (1,500 rooms); and Resorts World Las Vegas (3,000 rooms). Las Vegas, with 149,000 rooms, represents the nation's largest hotel market. Despite 90% occupancy rates for hotels on the Strip there is some concern that the additional supply of rooms will not be matched by visitor demand. After year-over-year record visitation, Las Vegas finished 2017 with a 1.7% drop in the number of visitors.

Restaurant Management Salary Survey Report Reveals Gender Pay Gap - As reported by **Nation's Restaurant News**, a survey conducted by Gecko Hospitality in 2017 revealed a pay gap between male and female restaurant management professionals. Gecko, a national hospitality recruitment company, interviewed 601 female and 1488 male professionals in the field. Across all positions, men earned an average of $4,728 per year more than women and starting salaries for all but one of the measured positions (unit/multi-unit manager) were higher for male applicants. While the report found that "pay discrepancy between men and women is still a prevalent issue within the industry," it also revealed that women were taking the lead in some areas. In particular, the fast-casual segment, where female corporate executives had higher starting salaries than their male counterparts, and in the south, where women had higher salaries than men across all positions in family-dining operations.

2018 James Beard Foundation Restaurant and Chef Awards - As reported by **Restaurant-Hospitality.com**, 39 out of 82 individuals nominated to receive national recognition for their culinary and operational excellence in food service are women. This represents a significant increase from last year, when 26 women were nominated. The winners of this prestigious award will be announced on May 7.

Shore Tourism and Ocean Protection (STOP) from Offshore Oil and Gas Act (S-258/A-839)- As reported by **The Press of Atlantic City**, the bill banning offshore drilling in state waters and prohibiting infrastructure there from supporting drilling in federal waters off New Jersey, was passed by both the State Senate and Assembly. Gov. Phil Murphy, an opponent of offshore drilling, is expected to sign the bill into law. By prohibiting offshore drilling in state waters and discouraging drilling activities in nearby federal waters, state legislators hope to protect New Jersey's $44 billion tourism industry as well as commercial and recreational fishing off of the Jersey Shore.