

A publication of the Lloyd D. Levenson Institute of Gaming, Hospitality & Tourism at Stockton University
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Atlantic City Gaming Win & Total Casino Revenue

Source: N.J. Division of Gaming Enforcement

Monthly Revenue (Industry, \$ In Thousands)	December 2019	% Change from Prior Year	December 2018	YTD December 2019	% Change from Prior Year	YTD December 2018
Total Gaming Win (includes Internet & Sports Wagering)	\$270,234	9.2%	\$247,443	\$3,292,787	15.1	\$2,859,653
Sports Wagering Revenue	\$12,353	31.7%	\$9,377	\$123,552	n/a	\$50,198
Internet Gaming Win	\$49,328	70.0%	\$29,008	\$482,695	61.6%	\$298,701
Casino Gaming Win	\$208,553	-0.2%	\$209,058	\$2,686,540	7.0%	\$2,510,754

Monthly Revenue (Industry, \$ In Thousands)	January 2020	% Change from Prior Year	January 2019	YTD January 2020	% Change from Prior Year	YTD January 2019
Total Gaming Win (includes Internet & Sports Wagering)	\$270,553	22.6%	\$220,627	\$270,553	22.6%	\$220,627
Sports Wagering Revenue	\$23,406	139.9%	\$9,757	\$23,406	139.9%	\$9,757
Internet Gaming Win	\$55,086	64%	\$33,594	\$55,086	64%	\$33,594
Casino Gaming Win	\$192,060	8.3%	\$177,276	\$192,060	8.3%	\$177,276

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	December 2019	Change from Prior Year	December 2018	YTD December 2019	Change from Prior Year	YTD December 2018
AC Expressway						
Total Toll-Paying Traffic Pleasantville Toll Plaza	1,489,759	6.4%	1,400,323	19,948,048	3.7%	19,236,371
AC Airport						
Scheduled Service Passengers	99,261	3.1%	96,253	1,035,093	-2.2%	1,058,379
Charter Passengers	5,286	-2.1%	5,397	99,652	-6.5%	106,558
Total Air Passengers	104,547	2.9%	101,650	1,134,745	-2.6%	1,164,937

In LIGHT of the data above... January 2020 marked the 20th consecutive month-over-month total gaming revenue gain. At \$270.55 million (excluding racetracks) January 2020 exceeded January 2019 (\$220.6 million) by 22.6%.

Year-end 2019 casino industry total gaming revenue (\$3.29 billion) was 15.1% ahead of 2018 (\$2.86 billion) and officially surpassed \$3 billion – a revenue threshold that hadn't been crossed since 2012 (\$3.06 billion).

Internet gaming revenue for the year (\$482.7 million) contributed significantly to this upward trend. Revenue from internet gaming was up 61.6 % over year-end 2018 (\$298.7 million). This revenue represented 14.7 % of total gaming revenue for the year (2019), compared to 2018 when it represented 10.4 % of total gaming revenue.

Year-end 2019 Sports Wagering Revenue (\$123.6 million, excluding racetracks) accounted for 3.75% of the year's total casino industry gaming revenue.

In 2019, Atlantic City's casinos derived 18.4% of total gaming revenues from betting products introduced since November 2013. Traditional, brick and mortar, gaming revenue sources (slots, poker, table and other games) contributed 81.59% (\$2.69 billion) of total casino industry gaming revenue in 2019.

Atlantic City Information

CRDA and LiveNation agree to three-year beach concert deal - As reported by **The Press of Atlantic City**, the CRDA and LiveNation have agreed to a three-year, \$1.8 million deal to bring beach concerts to the resort. On January 23, **The Press of Atlantic City** announced the band Phish as the main act for a three-day beach concert series scheduled for August 14-16.

Moody's raises Atlantic City's credit rating - As reported by **NJBiz** and **The Press of Atlantic City**, Moody's raised Atlantic City's credit rating from B2 to Ba3 reflecting the city's "reduced, albeit continued, financial and economic distress." The rating (Ba3) is six notches higher than Atlantic City's lowest rating (Caa3) held from April 2016 through November 2018.

Playground pier sold back to Caesars Entertainment as Showboat owner eyes a return to gaming - As reported by the **Associated Press** and the **Press of Atlantic City**, on January 28, Showboat owner, Bart Blatstein, announced that the Playground pier had been sold back to Caesars Entertainment. Blatstein told the Associated Press that he intends to focus on returning gaming to the Showboat. Caesars Entertainment sold the pier to Blatstein in 2015 for \$2.7 million; he invested \$52 million in its renovation.

New Jersey Gaming News

Bill allowing drug court graduates to apply for casino key employee licenses is signed into law - As reported by **The Press of Atlantic City**, on January 21, Gov. Phil Murphy signed into law a bill allowing individuals who successfully complete the state's Recovery Court program after being convicted of low-level drug offenses to apply for casino key employee licenses issued by the Casino Control Commission. In the past, such drug convictions prevented individuals from seeking employment in the casino industry.

Bill authorizing wagers on eSports introduced in state Assembly - As reported by [The Press of Atlantic City](#), on January 27 New Jersey Assemblyman Ralph Caputo introduced **Bill A637**, which would allow wagering on eSports events. The assemblyman cited the growth of the esports industry in recent years, and its increasing popularity alongside traditional sports as reasons to pursue legalized wagering. The bill addresses the issue of underage players by prohibiting wagers on events affiliated with high schools or in which the majority of competitors are under the age of 18.

Casino Control Commission selects Sharon Anne Harrington to serve as vice chair - As reported by [The Press of Atlantic City](#), Sharon Anne Harrington will serve as vice chair of the three-member commission in 2020. Commissioner Alisa Cooper held the position in 2019.

Governor Phil Murphy confirmed as keynote speaker for the 24th annual East Coast Gaming Congress & NexGen Gaming Forum - As reported by [The Press of Atlantic City](#), New Jersey Governor Phil Murphy will deliver a keynote address at the 24th annual East Coast Gaming Congress & NexGen Gaming Forum scheduled for April 27-28.

Greenwood Gaming & Entertainment to launch live dealer games in New Jersey and Pennsylvania across Parx Casino branded iGaming sites - As reported by [iGaming Business](#), operators of Parx Casino, Greenwood Gaming & Entertainment, will launch live dealer casino products in New Jersey and Pennsylvania via Evolution Gaming. The games will be streamed live from Evolution Gaming's existing New Jersey studio, and a planned studio in Pennsylvania.

New Jersey becomes sixth state to authorize wagering on XFL - As reported by the [Associated Press](#), on January 15 the New Jersey Division of Gaming Enforcement added the **XFL** to a list of approved events for sports wagering. Five other states (Indiana, Iowa, Nevada, Pennsylvania and Rhode Island) have also approved wagering on the NFL alternative, which launched February 8.

Ocean Casino Resort names CEO - As reported by [The Press of Atlantic City](#), on December 2, Ocean Casino Resort Atlantic City named Terry Glebocki as CEO. Ms. Glebocki had been serving as interim CEO since August 2019 and previously served as the property's CFO. Before joining Ocean Casino Resort, she worked for Tropicana Entertainment and Trump Entertainment Resorts and was chief financial officer at Ocean's predecessor, Revel.

Spin Games, iGaming content supplier, enters into agreement with Gamesys-powered brands in New Jersey - As reported by [Gaming Intelligence](#), the Nevada based supplier, Spin Games, has agreed to provide content to two online casinos (Virgincasino.com and Tropicnacasino.com), powered by Gamesys on behalf of Tropicana Atlantic City. The agreement will provide customers with access to several Spin Games game titles (Crazy Money 2, Ripley's Believe It or Not, Raiden etc.) as well as a virtual sports betting product called NBA Last 60.

State Assembly and Senate reintroduce resolutions to expand casino gaming beyond Atlantic City - As reported by [The Press of Atlantic City](#), state legislators have reintroduced resolutions to expand casino gaming to other parts of New Jersey. Although a resolution expanding casino gaming to North Jersey was defeated in 2016, a total of five resolutions, which would expand casino gaming in some form beyond Atlantic City, have been introduced in the current legislative session.

National Gaming News

Caesars Entertainment to sell Harrah's Reno Hotel and Casino - As reported by [The Wall Street Journal](#) and [Travel Weekly](#), Caesars Entertainment and real estate investment trust, Vici properties, have agreed to sell the Harrah's Hotel and Casino in Reno to real estate developer CAI Investments for \$50 million. The hotel casino will continue to operate through the first half of 2020 under a short-term lease but will then close as CAI plans to redevelop the property as Reno City Center, a mixed-use site without gambling. The final sale of the property is contingent on the closing of the Eldorado/Caesars Merger.

DraftKings to merge with two other companies, plans initial public offering - As reported by [ESPN](#), sports betting industry leader DraftKings plans to merge with gambling tech firm SBTech and media and digital ventures acquisition company Diamond Eagle Acquisition in the first half of 2020. The combined company, valued at \$3.3 billion, will retain the DraftKings name and plans to go public with an initial public offering. In 2017 DraftKings attempted to merge with rival sports betting company FanDuel, but the merger was abandoned due to antitrust concerns raised by the Federal Trade Commission and the attorneys general of California and the District of Columbia. FanDuel later merged with Dublin-based sports betting industry leader Paddy Power Betfair.

Eldorado Resorts announces sale of Eldorado Resort and Casino in Shreveport, Louisiana - As reported by [Las Vegas Review Journal](#), Eldorado Resorts has agreed to sell its Shreveport, Louisiana casino to Maverick Gaming for \$230 million in cash. The deal is expected to close before the end of 2020 and is being seen by some as a sign that the merger between Eldorado Resorts and Caesars Entertainment Corp. will soon be finalized. In December, Eldorado Resorts closed on the sale of three properties in Missouri and West Virginia for \$385 million. Two other properties, Isle of Capri Casino (Kansas City, Missouri) and Lady Luck Casino (Vicksburg, Mississippi), are expected to be sold by early 2021.

Maine sports betting bill vetoed by Governor Janet Mills - According to [Legal Sports Report](#), on January 10 Maine Governor Janet Mills vetoed a bill that would have made sports betting legal in the state. Gov. Mills is the second governor (the first was former Michigan governor Rick Snyder) to veto a sports betting bill since the May 2018 repeal of the Professional and Amateur Sports Protection Act (PASPA).

Maryland to pursue sports betting legislation in 2020 - As reported by [Legal Sports Report](#), legislators in Maryland have pre-filed a bill (**SB 58**) which would permit race tracks and casinos in the state to offer sports betting. The bill does not make provisions for online or mobile betting. If passed, the bill would need to go to a public referendum vote in November 2020.

Michigan to legalize online gambling and sports betting - As reported by [Calvin Ayre](#), On Dec. 11 Michigan's legislature approved online gambling, sports betting and daily fantasy sports bills. Pending Gov. Gretchen Whitmer's signing the bills into law, the Michigan Gaming Control Board will move forward in drafting the necessary regulations, processing licensing applications and approving technology partners. Michigan Sports betting could launch in time to participate in 2020 March Madness, however online casino and poker is not expected to receive approval until later in the year. Michigan would become the fifth state to approve online gambling, and the 20th to approve some form of sports betting.

Nevada Gaming Control Board (NGCB) grants preliminary approval to ROAR Digital - As reported by **Casino.org**, Nevada gaming regulators have granted preliminary approval to ROAR Digital a joint online sports betting venture between MGM Resorts International and GVC. MGM's PlayMGM sports betting app will likely be replaced in Nevada by the joint venture's BetMGM platform. ROAR Digital already operates an online sportsbook in New Jersey.

New York still waiting for mobile sports betting - As reported by **Legal Sports Report**, legislators in New York have yet to pass legislation authorizing mobile sports wagering in the state. New York Senate Bill **S17-D** which passed (57-5) in June 2019, will roll over in 2020 as part of the second year of the state's two-year legislative session. The bill would need to be voted on by the state Assembly before being presented to the Governor. Sen. Joe Addabbo Jr. told Legal Sports report that he hoped to get sports betting expansion legislation passed before the end of the legislative session June 2, 2020.

Ohio Casino Control Commission announces record statewide gaming revenue in 2019 - According to **Calvin Ayre**, Ohio gaming operators realized a record \$1.95 billion in revenue in 2019 a 4.2% increase over 2018.

Pennsylvania Gaming Control Board (PGCB) reports double-digit growth in November – As reported by **Calvin Ayre**, Pennsylvania casinos realized \$292 million in gaming revenue in November 2019 a 13.2% increase over the same month in 2018. The state's sports betting operators realized a state record handle of \$316.5 million in November 2019, up 31.2% from the prior month.

Twin River Worldwide Holdings Inc. purchases three casinos in Colorado and secures deals with FanDuel and Draft Kings - As reported by **Casino.org**, on January 24 Twin River closed on a **\$51 million** deal to purchase the Golden Gates, Golden Gulch, and Mardi Gras casinos, securing three of Colorado's sports betting licenses. On January 28, Twin River announced deals with FanDuel and DraftKings to use their services in the state. These deals are contingent on Colorado passing regulations allowing casinos to offer sports betting and FanDuel and DraftKings acquiring the appropriate licensing.

Hospitality & Tourism News

Airbnb rentals generate \$175 million for New Jersey homeowners in 2019 - As reported by **NJ.com**, New Jersey homeowners who rented out properties via Airbnb generated \$175 million in revenue from 2019 rentals. In 2019, the first full year since a new law imposing taxes on short-term rentals was enacted, Airbnb collected \$21 million in local occupancy taxes which were paid to the state. Airbnb hosts in Hudson County lead the state with \$75 million in revenue followed by Cape May County (\$33.9 million), Atlantic County (\$12.3 million) and Ocean County (\$11.8 million).

Coronavirus impacts tourism industry: Casinos in Macau China shut down, cruise lines change screening protocols, airlines suspend flights in response to outbreak - CNN Travel reports significant impacts to the tourism industry due to travel bans imposed to limit the spread of coronavirus. Destinations popular with Chinese travelers celebrating the Lunar New Year have been hardest hit, with some businesses shutting completely. As reported by **The New York Times**, on February 4 officials in Macau, China asked casino operators to close in an effort to protect Macau residents from the virus. Officials anticipate steep economic losses as gambling accounts for four-fifths of the Macau government's revenue. According to **Travel Weekly**, multiple cruise lines canceled departures from China and implemented worldwide changes to their onboard screening protocols in response to the outbreak. **Reuters** published a list of airlines that have suspended or canceled flights to China, including American Airlines, British Airways, Delta and United.

Esports-themed hotels to become reality - As reported by **Sports Travel Magazine**, video game brand, Atari, has announced a partnership with GSD Group to build Atari-themed hotels in the U.S. The first location is set to break ground in Phoenix in late 2020. Properties are also planned for Las Vegas, Denver, Chicago, Austin, Seattle, San Francisco and San Jose. Select properties will feature state-of-the-art venues and studios to accommodate esports events.

MGM Growth Properties LLC (MGP) and Blackstone Real Estate Income Trust, Inc. (BREIT) agree to form a joint venture in the acquisition of MGM Grand and Mandalay Bay in Las Vegas - As reported by **Lodging Magazine**, MGP and BREIT have agreed to form a joint venture in the \$4.6 billion acquisition of the MGM Grand and Mandalay Bay in Las Vegas from MGM and MGM Resorts International. MGP will own 50.1% of the venture and BREIT will own 49.9%. MGM Resorts International will continue to manage and operate both properties while paying rent to the joint venture.

U.S. issues travel advisory for Australia – As recorded by **Travel.State.Gov**, on January 10, the U.S. Department of State issued a level two travel advisory for Australia in response to the country's bushfires. The level two advisory encourages potential visitors to Australia to "Exercise Increased Caution" when considering travel to affected areas and to take precautions due to poor air quality in some areas. According to the **BBC**, as of February 7, torrential rain in New South Wales had extinguished 20 of the region's 60 fires. Authorities warn of flash flooding in Sydney and coastal cities.