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Jane Bokunewicz, Ph D, Institute Coordinator

Atlantic City Gaming Win & Total Casino Revenue

Source: N.J. Division of Gaming Enforcement

Monthly Revenue (Industry, \$ In Thousands)	September 2020	% Change from Prior Year	September 2019	YTD September 2020	% Change from Prior Year	YTD September 2019
Total Gaming Win (includes Internet & Sports Wagering)	\$291,667	3.0%	\$283,235	\$1,808,741	-26.7%	\$2,467,733
Sports Wagering Revenue	\$13,460	-23.5%	\$17,589	\$90,356	17.4%	\$76,932
Internet Gaming Win	\$87,634	113.0%	\$41,138	\$685,609	102.2%	\$339,015
Casino Gaming Win	\$190,573	-15.1%	\$224,507	\$1,032,776	-49.7%	\$2,051,786

Quarterly Revenue (Industry, \$ In Thousands)	Q2 2020	% Change from Prior year	Q2 2019	YTD June 30, 2020	% Change from Prior Year	YTD June 30, 2019
Casino	\$111,593	-74.22%	\$432,860	\$466,871	-43.43%	\$825,262
Rooms	\$37	-99.98%	\$156,752	\$97,614	-65.10%	\$279,713
Food & Beverage	\$73	-99.95%	\$144,753	\$103,739	-62.25%	\$274,786
Entertainment & Other	\$9,715	-84.44%	\$62,437	\$48,844	-57.01%	\$113,604
Casino Licensees Total Revenue	\$121,418	-84.76%	\$796,802	717,041	-51.98%	\$1,493,364

Atlantic City Casino Hotel Lodging

Source: N.J. Division of Gaming Enforcement

[As Atlantic City's casino hotels were closed for the months of April, May and June there is no data available]

Atlantic City Statistical Transportation Data

Source: South Jersey Transportation Authority

Travel Mode	August 2020	Change from Prior Year	August 2019	YTD August 2020	Change from Prior Year	YTD August 2019
AC Expressway						
Total Toll-Paying Traffic Pleasantville Toll Plaza	1,734,454	-17.9%	2,111,314	9,415,571	-30.7%	13,590,805
AC Airport						
Scheduled Service Passengers	16,581	-78.8%	78,148	324,754	-54.6%	714,747
Charter Passengers	2,310	-79.3%	11,154	20,166	-70.9%	69,229
Total Air Passengers	18,891	-78.9%	89,302	344,920	-56.0%	783,976

Atlantic City Meetings and Conventions Data

Source: MeetAC

	Sept '20	Sept '19	% Change from Prior Year	TOTAL 2020 YTD	TOTAL 2019 YTD	% Change from Prior Year
Conventions/Tradeshows/Meetings						
# of Shows	0	11	-100%	19	65	-71%
# of Room Nights	0	7,266	-100%	68,752	186,450	-63%
# of Delegates	0	12,535	-100%	145,169	314,612	-54%
Delegate Spending	\$0	\$5,671,697	-100%	\$75,639,458	\$179,497,246	-58%
Boardwalk Hall Bookings						
# of Shows	0	2	-100%	11	44	-75%
# of Attendees	0	3,045	-100%	129,722	238,826	-46%
Hotel Bookings						
# of Shows	4	18	-78%	40	130	-69%
# of Room Nights	825	9,476	-91%	28,449	100,297	-72%
# of Attendees	1,025	19,357	-95%	43,500	106,002	-59%
Delegate Spending	\$451,360	\$5,793,957	-92%	\$23,600,377	\$75,957,344	-69%
Monthly Totals						
# Convs_Trade_Mtgs/Boardwalk Hall/Hotel	4	31	-87%	70	197	-64%
# Room Nights	825	16,742	-95%	97,201	286,747	-66%
# of Attendees	1,025	34,937	-97%	318,391	423,659	-25%
Delegate Spending	\$451,360	\$11,465,654	-96%	\$99,239,835	\$255,454,590	-61%

In LIGHT of the data above...

September 2020 was one of the strongest Septembers for Atlantic City casino operators in recent history surpassing September 2019 by 3% and coming close to the high point set in September 2011 (\$294.59 million). This is a great result during a pandemic with capacity restrictions and social distancing requirements suppressing brick and mortar casino revenues. Internet Gaming and Sports Wagering have clearly played the biggest part in recent month over month increases.

While many hoped that September 2020 returns would surpass August 2020, the 3.8% drop month to month was less than the typical seasonal drop seen between August and September 2019 (down 16.4%), and August to September 2018 (down 9.3%). This suggests that we may indeed be seeing a slight extension of the summer season, though the lack of live events and conventions that typically bring visitors to the resort in the fall will present a challenge.

Operators continue to recover from the longest casino closure in state history (108 days, March 16 – July 2) steadily closing the gap in year-to-date total gross gaming revenue (GGR). As of September 30, Atlantic City casino operators trailed year-to-date 2019 total GGR by just 26.7% a significant improvement given they had fallen 36.6% behind 2019 for the year-to-date as of June 30, 2020.

Atlantic City Information

Casino Reinvestment Development Authority (CRDA) launches EngageAC interactive website platform – According to a September 15 [press release](#) from the CRDA, the Authority recently launched a first of its kind interactive website platform containing demographic information specific to Atlantic City. This tool, [EngageAC](#), will assist the CRDA and other community leaders in making policy decisions driven by data.

New Jersey Lt. Gov. Sheila Oliver would like to see state oversight of Atlantic City continue beyond 2021 – In a wide-ranging interview with [The Press of Atlantic City](#), Lt. Gov. Sheila Oliver said she thought Atlantic City should continue its partnership with the state as there was still work to be done. The conversation also included discussion of the impact of the casino closures on the Atlantic City economy, as well as plans for economic development and improving public health outcomes for city residents in the future.

Showboat owner Bart Blatstein submits proposal to build beach bar – As reported by [The Press of Atlantic City](#), on September 9, Bart Blatstein submitted a plan to the city to be named the redeveloper of several city-owned beach lots between Delaware and New Jersey avenues. The plan includes the construction of a beach bar, which could complement the 100,000-square-foot water park that Blatstein hopes to build on vacant land between Showboat and Ocean Casino Resort. City Council sent the proposal to the Planning Board for review. The Casino Reinvestment Development Authority will also need to review the plan as they have zoning authority over the land, which falls within the Tourism District. *The planning board met on October 6.*

Stockton University to break ground on Phase II construction in Atlantic City – According to [The Press of Atlantic City](#), Gov. Phil Murphy and state Senate President Steve Sweeney will attend the October 14 groundbreaking ceremony for Stockton's Phase II expansion in Atlantic City. The ceremony, celebrating the planned construction of a 135,000-square-foot (416 bed) residence building at Atlantic and South Providence avenues, was originally scheduled for March but was postponed due to the coronavirus.

New Jersey Gaming News

Caesars names Jacqueline Grace as Senior Vice President and General Manager of Tropicana Atlantic City – As announced by [The Press of Atlantic City](#), Caesars Entertainment Inc. has named Jacqueline Grace as Senior Vice President and General Manager of Tropicana Atlantic City. With Grace, four of Atlantic City's nine casinos will be led by women, two of the nine by Black women. Jacqueline Grace joins Melonie Johnson, president of Borgata Hotel Casino & Spa, Terry Glebocki, CEO of Ocean Casino Resort, and Karie Hall, senior vice president and general manager of Bally's Atlantic City. [The Press of Atlantic City](#) interviewed all four on September 25.

Casino Reinvestment Development Authority (CRDA) approves request to split land lots containing the Wild Wild West Casino and parking garage structure from Bally's Atlantic City – As reported by [The Press of Atlantic City](#), on September 15 the CRDA approved a request to divide land lots currently owned by Caesars Entertainment Inc., facilitating the sale of Bally's Atlantic City to Twin River Worldwide Holdings. Caesars Entertainment Inc. will retain ownership of the Wild Wild West Casino and adjoining space containing the William Hill Sportsbook, incorporating it into Caesars Atlantic City. Bally's Atlantic City and the parking garage are to be sold to Twin River Worldwide Holdings for \$25 million.

New Jersey breaks national record for single month record sports wagering handle – As reported by [The Press of Atlantic City](#), New Jersey sportsbooks (including casinos and racetracks) generated a record \$668 million in handle for the month of August 2020 exceeding the previous record held by Nevada with \$614 million generated in November 2019. This record hold resulted in \$326.3 million win and \$39.5 million in revenue for August 2020.

Smoking banned inside Atlantic City casinos – As reported by [The Press of Atlantic City](#), on September 4, New Jersey Governor Phil Murphy announced a ban on smoking in indoor casinos citing COVID-19 related health risks. Before COVID, local ordinance permitted smoking indoors on 25% of a casino's gaming floor.

National Gaming News

Caesars Entertainment buys William Hill for \$3.7 billion – As reported by the [Associated Press](#), on September 30, Caesars Entertainment announced the purchase of bookmaking company William Hill. Caesars plans to keep William Hill's U.S. assets and sell off the company's interests in the United Kingdom and other countries. William Hill sports books operate in Ocean Casino Resort, Tropicana, Bally's and Harrah's in Atlantic City, and Monmouth Park racetrack in Oceanport New Jersey.

ESPN commits to deals with Caesars/William Hill and Draft Kings to integrate sports betting – According to [Legal Sports Report](#), ESPN has named Caesars/William Hill as their exclusive odds provider, and DraftKings as their exclusive daily fantasy sports provider. Both companies will get co-exclusive link integrations across all ESPN digital platforms. ESPN will receive a minimum revenue guarantees as well as referral fees for each new customer sign up. This arrangement effectively makes ESPN a sports betting affiliate.

Estimated 33.2 million American Adults will wager on the NFL in 2020 - According to a national survey conducted by [Morning Consult](#) on behalf of the American Gaming Association, approximately 13% (33.2 million) American adults will wager on NFL games during the 2020 season. Of these individuals 34% will wager using a legal or illegal online sportsbook (up from 29% in 2019), 20% will wager at retail sportsbooks (up from 18% in 2019). 18% of bettors expected to bet with a bookie (up from 12% in 2019) despite expanded access to safe and regulated sports betting.

Michigan progresses toward launch of legal online gambling – As reported by **Online Poker Report**, as of September 25, online gambling had passed two important procedural steps (a state Senate committee meeting and a public hearing on iGaming rules) and was on path to launch by Thanksgiving. The original plan was to launch online gambling in 2021, but COVID-related closures of land-based casinos prompted the state to accelerate the timeline.

Nationwide commercial gaming revenue continues to recover – According to a September 4 release from the **American Gaming Association**, July 2020 marked the third consecutive month of ‘dramatically improving revenue conditions for commercial gaming’ as the industry continues to recover from revenue lows in April and May brought on by COVID-19 related shutdowns. While year-over-year total gross gaming revenue (GGR) was down 23.9% in July 2020, Sports betting GGR increased 86.2% and iGaming GGR increased 253.6% year-over-year for July 2020.

Ohio state senator proposes online lottery amendment be added to sports betting bill – According to **PlayOhio**, Ohio Senator Bill Coley would like to add an amendment to House Bill 194, which legalizes sports betting, that would permit the sale of lottery tickets online. **House Bill 194** passed the House in May and has been under consideration by the Senate since. Supporters of the bill have said they will push for a Senate Committee meeting before the November election with the hope of passing the bill before the end of the legislative session in December.

Sports betting on the ballot in Maryland – According to **Online Poker Report**, citizens in Maryland will have the opportunity to decide whether the state legalizes sports betting when they vote their general election ballots this year. Question 2 on the ballot asks “Do you approve the expansion of commercial gaming in the State of Maryland to authorize sports and events betting for the primary purpose of raising revenue for education?” If Question 2 passes, there will still be a lot of legislative work to do before sports betting is ready to launch.

Sports betting regulations approved in Virginia – According to **Legal Sports Report**, the Virginia Lottery approved sports betting regulations on September 15. The first sportsbooks in the state are expected to launch in time for the NFL playoffs in January 2021.

Tennessee on track to launch sports betting November 1 – According to **Legal Sports Report**, on September 24 the Sports Wagering Committee of the Tennessee Education Lottery announced BetMGM, DraftKings Sportsbook and FanDuel Sportsbook as the first operators granted online-only sports betting licenses in the state. The Committee will meet again on October 5 and 16 to license additional operators before a November 1 launch. Legal sports betting became law in Tennessee in May 2019.

Wynn Resorts building on-site rapid COVID-19 testing lab with plans to open by Thanksgiving – As reported by **Travel Weekly** and **Calvin Ayre**, in an effort to create “a safe zone” at their casino resorts, Wynn Resorts is in the process of building an on-site COVID lab capable of providing “thousands of accurate rapid tests daily.” The lab, expected to open by Thanksgiving, is the product of a partnership between Wynn Resorts and the University Medical Center (UMC) of Southern Nevada.

Hospitality & Tourism News

American Hotel & Lodging Association (AHLA) releases report on impact of COVID-19 on hotel industry- According to the report, **State of the Hotel Industry Analysis: COVID-19 Six Months Later**, four out of 10 hotel employees are still not working and 65% of hotels remain at or below 50% occupancy. While average hotel occupancy increased to 48.8% in August 2020 compared to April's record low of 24.5%, consumer travel remains slow to recover. In any given year 70% of Americans take a vacation, as of August 2020 33% of Americans indicated that they had traveled overnight for leisure or vacation since March and 38% said they were likely to do so before the end of the year. The industry's leading employers, urban hotels, had the lowest occupancies (38%) compared to hotels in Smaller (58%), Interstate (54%) and Suburban (52%) markets. Lower occupancies in turn have had a significant impact on the hotel workforce, with only 37% of hotels being able to bring back at least half of their full-time employees. 36% of hotels have not been able to bring back any of their furloughed or laid off staff. The leisure and hospitality sector is still down 4.3 million jobs since February 2020 and hotel workers are losing more than \$1.7 billion in earnings each week.

Cape May County New Jersey tourism revenue down 42% year-over-year January to July – As reported by **The Press of Atlantic City**, in July 2020 tourism operators in Cape May County collected \$2.6 million in occupancy taxes. The \$2.6 million collected for the month exceeded June 2020 by \$1.6 million and totaled more than all occupancy tax revenue collected January-June 2020. Total collected occupancy tax revenues January-July 2020 are 42% less than revenues collected in the same period for 2019.

MGM Resorts International announces plan for the safe return of meetings and conventions – As reported by **Lodging Magazine**, MGM Resorts International announced its “Convene with Confidence” plan which builds on the organization's Seven-Point Safety Plan to facilitate the return of meetings and conventions to their properties. The plan includes precise pre-planning of event, meal and break times to optimize guest movement, pre-registration to reduce queueing at registration desks, cleaning and disinfecting protocols, adjustment of facilities and floor plans to facilitate physical distancing and different styles of meal service. MGM Resorts is also prepared to provide optional rapid on-site COVID-19 testing that can deliver results within approximately 20 minutes.

New Jersey Economic Development Authority (NJEDA) announces focus on esports – According to a September 1 release from **NJEDA**, New Jersey is uniquely positioned to lead the emerging U.S. esports industry. The NJEDA announced that it would be “working with partners throughout the industry to make sure New Jersey is a destination for esports companies.”