LIGHT Snapshots

September 2019

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Atlantic City Gaming Win & Total Casino Revenue

Source: N.J. Division of Gaming Enforcement

Monthly Revenue (Industry, $ In Thousands)	**September 2019**	**% Change from Prior Year**	**September 2018**	**YTD September 2019**	**% Change from Prior Year**	**YTD September 2018**
Total Gaming Win (includes Internet & Sports Wagering)	283,235	4.1	272,052	2,467,661	15.8	2,130,230
Sports Wagering Revenue	17,589	22.7	14,336	76,861	-	22,372
Internet Gaming Win	41,138	59.7	25,752	339,015	57.0	215,995
Casino Gaming Win	224,507	-3.2	231,963	2,051,786	8.5	1,891,863

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
Casino Licensees Total Revenue	**$806,804**	**18.1**	**$683,169**	**$1,511,442**	**17.86**	**$1,282,396**

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	**August 2019**	**Change from Prior Year**	**August 2018**	**YTD August 2019**	**Change from Prior Year**	**YTD August 2018**
AC Expressway						
Total Toll-Paying Traffic Pleasantville Toll Plaza	2,111,329	4.0%	2,029,434	13,590,820	4.3%	13,037,034
AC Airport						
Scheduled Service Passengers	78,148	-13.9%	90,798	714,747	-0.1	715,433
Charter Passengers	11,154	-11.7%	12,633	69,229	-8.6	75,753
Total Air Passengers	**89,302**	**-13.7%**	**103,431**	**783,976**	**-0.9**	**791,186**

In LIGHT of the data above… Atlantic City continues a run of strong month-over-month growth with September marking the 16th consecutive month of gaming revenue increases. Total Casino Industry win for the month ($ 283.23 million) exceeded September 2018 ($272.05 million) by 4.1%.

Year-to-date industry total gaming revenue ($2.47 billion) is 15.8% ahead of 2018 to date and on track to exceed $3 billion for the year. If 2019 reaches that goal, it would be the first time in seven years that Atlantic City casinos exceeded $3 billion in annual gaming revenue (2012 – $3.06 billion).

September 2019 Sports Betting Monthly Handle ($445.6 million including racetracks) exceeded September 2018 handle ($183.9 million) by 142.2%. Year-to-Date Sports Wagering win (completed events) totaled $181.7 million with a win percentage of 6.1%. Year-to-date 2019 completed events wagering win on football totaled $17.6 million, 82.3% over the same period in 2018 ($9.66 million). 2019 year-to-date football handle, $327.14 million, exceeded the same period in 2018, $94.46 million, by 246.3%.

Atlantic City Information

Atlantic City hosts three-day Halo tournament - As reported by **The Press of Atlantic City**, the Ultimate Gaming Championship Halo Classic was held at Showboat Atlantic City on September 6-8. The three-day tournament, presented by Ultimate Gaming Championship, Caesars Entertainment and INGAME ESPORTS, attracted between 1,500 and 2,000 participants. 64 teams competed for more than $50,000 in prize money.

Local 54 awarded state workforce development grant – As reported by **The Press of Atlantic City**, Unite Here Local 54, the labor union which represents the region's casino industry employees, was awarded $280,000 through the New Jersey Pre-Apprenticeship in Career Education (PACE) program to fund workforce development training.

New Jersey Gaming News

Fox Corp launches Fox Bet sports betting platform- As reported by **Reuters**, Fox Corp launched its own sports betting platform, Fox Bet, on September 2. Fox Bet, which will be offered in New Jersey through a partnership with The Stars Group (TSG), is being seen as a tool to engage Fox Sports fans and attract casual betters.

Unibet becomes 17th online sports betting site in New Jersey; signs marketing deal with New Jersey Devils - As reported by **NJ Gambling Sites** Europe-based Kindred Group launched a New Jersey sports betting app under the name of Unibet on September 10. Unibet Sportsbook, offered in partnership with Hard Rock Atlantic City and supplier Kambi, is New Jersey's 17th online sports betting site. Also, as reported by **NJ Gambling Sites**, Unibet NJ has signed a multi-year sponsorship deal with the National Hockey League's (NHL) New Jersey Devils. Hall of Fame goalie Martin Brodeur will serve as Unibet's brand ambassador.

National Gaming News

American Gaming Association (AGA) contributes $100,000 to National Center for Responsible Gaming (NCRG) fund – As reported in a September 19 **press release**, the AGA has contributed $100,000 to an NCRG fund dedicated to the study of sports wagering and its impact on American bettors. Research supported by the fund will inform decisions made by gaming operators, policymakers and regulators prioritizing responsible gaming practices.

Mohegan Gaming & Entertainment to operate gaming space in Las Vegas - As reported by **Hotel Management**, Mohegan Gaming & Entertainment (MGE) has entered a multi-year agreement with JC Hospitality to operate 60,000 square-feet of gaming space at the former Hard Rock Hotel & Casino which will soon **reopen** as Virgin Hotels Las Vegas.

NCAA seeks federal sports betting legislation - As reported by **ESPN**, the National Collegiate Athletic Association (NCAA) is supportive of federal legislation prohibiting wagers on college athletic events. Following the U.S. Supreme Court decision of May 2018, which allowed states to pass sports betting legislation, representatives of NCAA noted it would be difficult to create a complete carve-out of college athletics that would not face a steep legal challenge.

Pennsylvania launches new mobile betting app - As reported by **CalvinAyre**, with the launch of a new mobile betting platform for Harrah's, Pennsylvania will host six online sports betting apps. The new platform, OpenSports, was developed by Scientific Games (SG) for parent company Caesars Entertainment. According to a September 9 **press release** announcing the launch of OpenSports in Indiana, Caesars and SG plan to continue expanding into new markets, offering the platform in Illinois and North Carolina in addition to current offerings in Indiana, Iowa, Mississippi, New Jersey, and Pennsylvania.

SugarHouse to become official sportsbook for Philadelphia Flyers - As reported by **The Philadelphia Inquirer**, through a recent partnership agreement, SugarHouse Casino will open two sports betting lounges at the Wells Fargo Center, home of the Philadelphia Flyers. The 'virtual sportsbooks' will accept bets solely through SugarHouse's mobile sports betting app but will otherwise recreate the look and feel of the casino's retail sportsbook.

TheScore receives funding to pursue development of media and sports betting businesses - As reported by **Legal Sports Report**, media company, TheScore, signed an agreement with Fengate Asset Management on September 2 that will provide $40 million in funding. The funds will be used to develop and expand TheScore's mobile sports betting business and leverage the company's millions of active users to become a leader in mobile sports gaming in North America.

Regional Hospitality & Tourism News

Survey finds 77 percent of U.S. restaurant goers consult a restaurant's website before they dine in or order takeout or delivery- According to a survey conducted by **MGH** and reported by **Hospitality Technology**, most U.S. restaurant goers ages 18+ who dine in or have takeout or delivery at least once a month are likely to consult a restaurant's website before they dine in or order takeout or delivery. The majority of the 1,101 participants surveyed (77 percent) said they visited a restaurant's site before

deciding whether to patronize the establishment, and 69 percent indicated that the website had a significant impact on their decision. After viewing the website, 68 percent have been discouraged from visiting and 62 percent have been discouraged from ordering from a restaurant. While menu selection remains the main reason (65 percent) individuals choose not to visit a restaurant, other factors such as difficulty navigating the website (33 percent), difficulty reading the menu (30 percent) or that websites looked old or out of date (30 percent) also contributed to patrons' decisions.

National/International Hospitality & Tourism News

After 180 years, Thomas Cook tour operations shut down - As reported by **Hotel Management**, UK based Thomas Cook Group entered into "compulsory liquidation with immediate effect" on September 23. The sudden cancelation of flights and vacation packages left thousands of travelers stranded. According to **The Guardian**, 75,000 of the 150,000 tourists stranded by the cancelations, had returned to the U.K. by September 27 as part of the largest peacetime repatriation in U.K. history.

Expedia to become optimized distributor of Marriott International wholesale rooms – As reported by **Hospitality Technology**, Expedia Group and Marriot International announced an agreement, effective October 15, that will make Expedia the exclusive global optimized distributor of Marriott's wholesale rates, availability, and content. This agreement, an industry first, represents a change in Marriott's approach to redistributing the company's wholesale rates and availability among third-party travel providers.

Hotels support more than one in 25 American jobs – According to an **Oxford Economics report** commissioned by the **American Hotel & Lodging Association (AHLA)**, hotels support 8.3 million U.S. jobs, and contribute nearly $660 billion annually to U.S. GDP. The report found that for every $100 spent on lodging, hotel guests spend another $222 at the destination, totaling $278 billion in annual spending on transportation, dining, shopping, etc. during hotel stays.

US House of Representatives passes bills banning offshore drilling – As recorded by Congress.gov, House legislators voted on September 11 to pass **#H.R. 1941**- Coastal and Marine Economies Protection Act, and **#H.R. 205** - Protecting and Securing Florida's Coastline Act of 2019. The Coastal and Marine Economies Protection Act prohibits the Department of the Interior from offering any tract for oil and gas leasing or preleasing in the Atlantic Outer Continental Shelf planning area or the Pacific Outer Continental Shelf planning area. The Protecting and Securing Florida's Coastline Act of 2019 permanently extends the moratorium on oil and gas leasing, pre-leasing and related activities in certain areas of the Gulf of Mexico. This effectively bans offshore drilling.