

A publication of the Lloyd D. Levenson Institute of Gaming, Hospitality & Tourism at Stockton University
 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 March (\$ In Thousands)	March 2018	Change from Prior Year	March 2017
Total Gaming Win (includes Internet)	\$218,498	-1.5%	\$221,859
Internet Gaming Win	\$25,580	17.6%	\$21,745

Year to Date March (\$ In Thousands)	2018	Change from Prior Year	2017
Total Gaming Win	\$594,867	-5.9%	\$631,896

For the Year Ended December 2017 & 2016 (Industry, \$ In Thousands)	December 31, 2017	Change from Prior Year	December 31, 2016
Casino Licensees:			
Casino	\$ 2,559,260	1.6%	\$ 2,518,921
Rooms	\$ 391,020	-3.6%	\$ 405,418
Food & Beverage	\$ 427,289	-0.8%	\$ 430,930
Entertainment & Other	\$ 164,516	6.0%	\$ 155,148
Casino Licensees Total Revenue	\$ 3,542,085	0.9%	\$ 3,510,417
Third Party Business Sales	\$ 195,017	-5.7%	\$ 206,697
Combined Sales	\$ 3,737,102	0.5%	\$ 3,717,114

Atlantic City Statistical Transportation Data

Source: South Jersey Transportation Authority

Travel Mode	March 2018	Change from Prior Year	March 2017
AC Expressway			
Total Toll-Paying Traffic Pleasantville Toll Plaza	1,462,221	1.4%	1,442,681
AC Airport			
Scheduled Service Passengers	111,110	22.2%	90,958
Charter Passengers	8,787	-6.2%	9,363
Total Air Passengers	119,897	19.5%	100,321
NJ Transit Rail Service to A.C.			
Rail Passengers	70,389	-6.9%	75,604

Atlantic City Information

Atlantic County and the State of New Jersey have reached a tentative agreement regarding Atlantic City casino PILOT funds - As reported by [The Press of Atlantic City](#), an ongoing dispute between Atlantic County and the State of New Jersey over the distribution of the 'Payment in Lieu of Taxes' (PILOT) by Atlantic City Casinos may soon find resolution.

Hard Rock Atlantic City Appoints VP of Outreach - As reported by [The Press of Atlantic City](#), Hard Rock AC has chosen Rob Lee, former community outreach coordinator for Joseph Jingoli & Son, to spearhead the resort's commitment to fostering a long-term relationship with residents and businesses.

Miss America to Remain in Atlantic City - As reported by [The Press of Atlantic City](#), the Miss America Organization will host its 2019 competition at Boardwalk Hall in completion of a three-year \$11 million contract between the CRDA, the Miss America Organization and Dick Clark Productions. The future of the iconic event was in question following Dick Clark Productions' decision to drop the Miss America national broadcast from its television productions in response to a scandal involving the organization's leadership. The organization, under new leadership, pledges to include a focus on women's empowerment and other related programs in this year's event. At its April 17 meeting, the Casino Reinvestment Development Authority Board of Directors voted to approve \$4.325 million in supplemental funding for the 2019 Miss America Competition.

Gaming News

American Gaming Association (AGA) Launches The Responsible Gaming Collaborative - According to an April 18 [press release](#), the AGA, in partnership with leading gaming industry organizations, academic professionals and advocacy groups has launched The Responsible Gaming Collaborative. The Collaborative will focus on the prevention of problem gambling, identifying best practices for addressing responsible gaming and holding government accountable for supporting effective programs.

Borgata Atlantic City Launches Online Live Dealer Table Games - As reported by [OnlinePokerReport.com](#), Borgata and its sub-brands, playMGM and PartyCasino, soft-launched live dealer games the week of April 23. Borgata's live dealer games are supported by the same software used by the Golden Nugget (launched August 2016) and Borgata has leased space within Golden Nugget's live dealer studio to both share certain live dealer tables and offer Borgata-exclusive tables.

DraftKings Seeking New Jersey casino partner for sports betting - As reported by [The Press of Atlantic City](#), Daily Fantasy Sports betting leader DraftKings is looking to offer sports betting through their online platform if/when the U.S. Supreme Court legalizes it. Officials from DraftKings told the press that they have reached out to casino operators in New Jersey seeking a business partner.

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.

Hard Rock AC announces grand opening date - At an April 18 [press conference](#), executives from Hard Rock International announced the resort's June 28 grand opening date. The resort has already booked 300 acts including performances by Steve Byrne, Howie Mandel, Gin Blossoms and Bush.

Multi-State Poker Goes live - As reported by [OnlinePokerReport.com](#), WSOP and 888 Poker have received the final approvals to combine their clients into a three-state network. Effective May 1, online poker players in New Jersey, Nevada and Delaware will be part of a shared player pool. This change is expected to immediately increase the number of players at cash-game tables and improve the overall viability of the online poker business in all three markets. Pennsylvania is expected to join the Multi-State Internet Gaming Agreement (MSIGA) when it launches online poker, further expanding the market.

New Jersey Legislators Consider New Sports Betting Bill - As reported by [LegalSportsReport.com](#), members of the New Jersey Assembly introduced a new sports betting bill, **A3911**. The bill would authorize sports betting at any Atlantic City Casino or racetrack in the state, while also making provision for mobile wagering. Under the new bill, sports wagering would be regulated by the N.J. Division of Gaming Enforcement and New Jersey Racing Commission respectively, with the Racing Commission regulating any joint agreements between casinos and racetracks. Sports betting would be taxed at eight percent for land-based operations and 12.5 percent for online. Betting on college events that take place in New Jersey, or that involve a New Jersey-based school would be prohibited. The bill also includes a mechanism for paying the controversial sports betting integrity fee.

Rumors of Ocean Resort Casino Grand Opening Date - As reported by [The Press of Atlantic City](#), unconfirmed rumors surrounding the Ocean Resort Casino put the resort's opening date at June 28, the same day as the announced grand opening of Hard Rock AC. Ocean Resort officials, have yet to obtain the appropriate licensing from the Casino Control Commission and Division of Gaming Enforcement.

Tropicana Atlantic City sold in \$1.85 billion, Seven-Casino Deal to Eldorado Resorts Inc. and Gaming and Leisure Properties Inc. - As reported by [The Press of Atlantic City](#), Carl Icahn announced on Monday, April 16 that Tropicana AC and six other Tropicana properties would be sold in a \$1.85 billion deal. Gaming and Leisure Properties Inc. purchased Tropicana Entertainment Inc.'s real estate holdings for \$1.21 billion. The properties' gaming and hotel operations have been merged under Eldorado Resorts Inc., which will lease the properties for \$640 million. Eldorado Resorts Inc. currently operates 20 properties in 10 states. The deal will further expand the company's network of properties.

Virgin Hotels Announces Purchase of the Hard Rock Hotel & Casino in Las Vegas - According to an April 2 [press release](#), Virgin Hotels a lifestyle hotel brand by Virgin Group founder Sir Richard Branson, has closed on a deal to purchase the Hard Rock Hotel & Casino in Las Vegas. The property, which will remain open through the renovation and rebranding process, will become the Virgin Hotels Las Vegas, in the late fall of 2019.

Hospitality & Tourism News

American Hotel and Lodging Association (AHLA) Calls on State and Local Government to Tax Short-Term Rental Sites- In an April 17 [statement](#), the AHLA called on state and local governments to tax short-term rental sites like Airbnb with the same oversight and transparency as hotels. The statement goes into detail as to how the current voluntary collection agreements (VCAs) and other negotiated tax

agreements that Airbnb has reached with various municipalities differ from those in place for traditional lodging businesses.

New Jersey Division of Travel & Tourism Names Acting Executive Director and Releases Economic Impact of Tourism in New Jersey Report for 2017- According to an April 30 [press release](#), Jeff Vasser, has been named Acting Executive Director of the New Jersey Division of Travel and Tourism. Mr. Vasser most recently worked as the executive director of the Central PA Convention & Visitors Bureau and formerly served 11 years as president of the Atlantic City Convention & Visitors Authority. In a separate April 30 [press release](#), the Division announced the release of **The Economic Impact of Tourism in New Jersey Report** for 2017. Highlights of the report include a 2.3 percent increase in visitation to New Jersey (101 million visitors) and a 2.9 percent increase in the economic impact of the state's tourism industry. The industry generated \$45.4 billion in economic impact and directly supported 328,650 jobs.

New Jersey Governor Phil Murphy Signs Into Law Bill Banning Offshore Drilling - As reported by [The Press of Atlantic City](#), Gov. Murphy signed the bill on April 20 symbolically marking the beginning of Earth Week and the anniversary of the Deepwater Horizon oil spill off Louisiana. The new law prohibits drilling, or activities or infrastructure that support offshore drilling from occurring in New Jersey State waters (three miles out from the shoreline). New York, California, South Carolina and Rhode Island have introduced similar bills.

Ocean Resort Casino to be Hyatt Franchise - According to an April 2 [press release](#), the Ocean Resort Casino will open in Summer 2018 as part of **The Unbound Collection by Hyatt** brand portfolio. The franchise agreement with the Hyatt will grant the new resort access to the Hyatt's expansive network of customers, strong brand recognition and fully developed loyalty program. In addition to the resort's other gaming and non-gaming amenities, Ocean Resort Casino will open with a 32,000-square-foot onsite spa and fitness suite under Hyatt's newly acquired **exhale** brand.

Tropicana to Debut New Non-Gaming Amenities at Renovated Chelsea Tower - As reported by [The Press of Atlantic City](#), Tropicana will introduce new non-gaming amenities including the newly constructed Skybridge, dining and bar options, and a rooftop pool. The new additions will be revealed to the public at a May 24 ribbon cutting ceremony to celebrate the official opening of The Chelsea Tower.

UFC Fight Brings More than 9,500 Fans to Boardwalk Hall - As reported by [The Press of Atlantic City](#), the April 21 Ultimate Fighting Championship (UFC) event brought 9,541 fans to Boardwalk Hall and generated a paid gate of \$923,720. The fight, the first UFC event hosted at Boardwalk Hall since 2005, was considered a 'great success' and organizers were encouraged by what this could mean for the resort moving forward. UFC fights and mixed martial arts (MMA) are known to attract a much coveted male 18-34 year old demographic. Cultivating this demographic could be very profitable for Atlantic City as a whole as the city continues to diversify its offerings and broaden its customer base. The UFC fight and other high-profile events come as part of a \$4 million partnership agreement made between the Casino Reinvestment Development Authority and William Morris Endeavor Entertainment.