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Atlantic City Gaming Win & Non-Gaming Revenue

Source: N.J. Division of Gaming Enforcement

Monthly Revenue (\$ In Thousands)	2018	Change from Prior Year	2017
June Total Gaming Win (includes Internet & Sports Wagering)	233,639	7.3%	217,722
June Sports Wagering Revenue	3,459	N/A	N/A
June Internet Gaming Win	22,684	12.1%	20,233
June Casino Gaming Win	207,496	5.1%	197,489

Year to Date June (\$ In Thousands)	2018	Change from Prior Year	2017
Total Gaming Win	1,260,639	-2.3%	1,290,706

For the Quarter Ended March 2018 & 2017 (Industry, \$ In Thousands)	March 31, 2018	Change from Prior Year	March 31, 2017
Casino Licensees:			
Casino	\$ 366,775	-4.6%	\$ 384,356
Rooms	\$ 97,923	-0.7%	\$98,633
Food & Beverage	\$ 100,101	-1.0%	\$ 101,145
Entertainment & Other	\$ 34,428	-1.9%	\$ 35,112
Casino Licensees Total Revenue	\$ 599,227	-3.2%	\$ 619,246
Third Party Business Sales	\$39,200	-4.0%	\$ 40,926
Combined Sales	\$638,427	-3.3%	660,172

Atlantic City Statistical Transportation Data

Source: South Jersey Transportation Authority

Travel Mode	June 2018	Change from Prior Year	June 2017
AC Expressway			
Total Toll-Paying Traffic Pleasantville Toll Plaza	1,779,386	2.3%	1,739,860
AC Airport			
Scheduled Service Passengers	76,220	-6.6%	81,611
Charter Passengers	10,377	6.0%	9,790
Total Air Passengers	86,597	-5.3%	91,401
NJ Transit Rail Service to A.C.			
Rail Passengers	79,348	1.7%	78,012

Atlantic City Information

AC Beachfest offers free concert to replace canceled performance by Demi Lovato, closes out the series with performance by The Chainsmokers - As reported by [The Press of Atlantic City](#), following news of Demi Lovato's hospitalization, AC Beachfest organizers, the CRDA and Live Nation, announced replacement headliners, Cheat Codes and LAUV, for the July 26 concert. The performance was free to the public and ticket holders for Ms. Lovato's performance were informed that their tickets would be honored at the July 29 performance by the Chain Smokers or refunded at the point of purchase. Sunday's performance by The Chainsmokers was the last of the 2018 beach concert series and last in the three-year \$6 million agreement between the CRDA and Live Nation. According to [The Press of Atlantic City](#), organizers were interested in renewing the agreement for future years, but wary of competing with or duplicating the efforts of properties like the Hard Rock which have committed to providing year-round entertainment in Atlantic City.

Hard Rock AC's Rock and Roll memorabilia one more reason to visit the resort - According to [The Press of Atlantic City](#), the collection of memorabilia on display at the Hard Rock AC, which features pieces from New Jersey music icons, is attracting visitors in its own right. The collection, said to be on par with the Smithsonian museum in Washington D.C. is giving visitors yet another reason to come to Atlantic City.

July 4th Visitation to Atlantic City - According to statistics provided by the South Jersey Transportation Authority and as reported by [The Press of Atlantic City](#), the Pleasantville Toll Plaza of the Atlantic City Expressway counted 818,255 vehicles entering and exiting the city between June 27 and July 8 2018, 49,220 more than the comparable period of June 28 to July 9, 2017. The historic opening of two new casinos (June 28) and Sam Hunt concert (July 1) were credited with boosting city visitation for the period. The twelve-day stretch also included a midweek Fourth of July and four weekend days with ideal weather.

Large data center planned for Atlantic City Convention Center - As reported by [The Press of Atlantic City](#), a U.K.-based network solutions and data center provider, Continent 8, will be constructing a nearly 6,000-square-foot data center at Atlantic City's Convention Center. The new data center is expected to increase the city's technological capabilities and attract new businesses such as software development, digital production and hardware support. The increased bandwidth capacity and security may also prove attractive to eSports tournament organizers, helping Atlantic City to become **a regional hub for competitive online gaming**.

Matt Doherty and Marshall Spevak assume their roles as executive and deputy executive director of the Casino Reinvestment Development Authority (CRDA) - As reported by [The Press of Atlantic City](#), Doherty and Spevak assumed their new roles on July 1, overseeing their first public meeting on July 17. Doherty told the press that his primary mission is to "spearhead development in the Tourism District" by working with smaller developers to entice investment while capitalizing on the momentum from larger projects already taking place. Doherty also expressed his commitment to making the CRDA more engaging, responsive and transparent to the community.

State official overseeing Atlantic City government steps down - As reported by [The Press of Atlantic City](#), Timothy Cunningham director of the Division of Local Government Services at the state Department of Community Affairs will leave office as of August 10. Rob Long, deputy commissioner of the DCA, will assume Cunningham's duties overseeing Atlantic City government until a candidate is found to fill the position.

July New Jersey Gaming News

Caesars Entertainment launches sports books at four locations - As reported by [The Press of Atlantic City](#), Caesars Entertainment launched sports books at Bally's and Harrah's casinos in Atlantic City on July 30 and August 2 respectively. Two other Caesars properties in Mississippi, Biloxi and Horseshoe Tunica, will launch sports books in mid-August. Caesars plans to build full sports betting facilities at both Bally's and Harrah's over the next nine months. For now, facilities at Bally's are temporary.

FanDuel to partner with the Meadowlands and Atlantic City's Golden Nugget Casino to provide online sports betting - As reported by the [Las Vegas Review Journal](#), Daily Fantasy Sports market leader FanDuel will provide online sports betting through a licensing affiliation with the Meadowlands Racetrack and Golden Nugget Casino. The company hopes to offer an online sports betting platform before the start of football season.

Ocean Resort Casino launches online casino - According to [OnlinePokerReport.com](#), Ocean Resort Casino launched OceanOnlineCasino.com on July 11. After a five-day 'soft launch' phase the online casino is expected to expand its hours and offerings. Ocean's Online Casino was developed by GAN, which continues to power the site.

National Gaming News

Dover Downs Gaming & Entertainment Inc. and Twin River Worldwide Holdings Inc. announce merger - As reported by [CalvinAyre.com](#), Delaware based Dover Downs and Rhode Island-based Twin River announced that they would merge their operations. The merger would result in Twin River, which currently operates two casinos in Rhode Island and has assets in Mississippi and Colorado, becoming a publicly traded company. Twin River exec chairman, John E. Taylor Jr., acknowledged that the merger in addition to expanding the company's geographic footprint, would help the company expand into sports betting and online gaming operations.

DraftKings enters into deal with New York's Del Lago Resort & Casino to offer sports betting - As reported by [Bloomberg](#), Draft Kings Inc. has reached an agreement with the Del Lago Resort & Casino in Waterloo, New York to operate a sports book and launch a state-wide online and mobile app as soon as New York law allows. Since New York's legislative session ended on June 20 without a new sports betting law, that likely will not happen until next year.

Mississippi legalizes sports betting but delays launch - As reported by [Casino.org](#), sports betting became legal in Mississippi on June 22. While 14 of the state's 28 land-based gaming operations have applied to offer sports betting, none are yet ready to launch operations.

Ohio legislators introduce sports betting legislation- as reported by [LegalSportsReport.com](#), Ohio Senators John Eklund and Sean O'Brian introduced a sports betting bill (316). The senators told the press they expect to have a working bill later this summer or fall.

Pennsylvania casinos set new annual gaming revenue record in FY 2017-2018 - as reported by [CalvinAyre.com](#), Pennsylvania's 12 casinos generated record table games revenue (\$895.3 million) for the fiscal year ended June 30. This represents a \$30 million increase over the prior fiscal year. When combined with FY 2018 slots revenues of \$2.35 billion, total gaming revenue hit \$3.25b, a 1.4% rise over FY17's total, and a new record for the state (previously \$3.23 billion in FY 16). Also of note, according to [OnlinePokerReport.com](#), Pennsylvania legislators with the House Committee on Appropriations anticipated that the state's Gaming Reform Act would generate \$214 million in additional revenue for the state in the fiscal year ended June 30, 2018. Despite not receiving application and licensing fees from online gaming operators (anticipated to be the largest share of revenue,) Pennsylvania still met its projections. The unanticipated success of category 4 mini-casino auctions made up the difference - projected revenues for the auction had been \$67.5 million, actual revenues totaled \$127.7 million. With online gaming license fees now to be paid in FY 2018-2019, Pennsylvania is on track to exceed projections for FY 2018-2019.

West Virginia on track to launch sports betting in September- As reported by [CalvinAyre.com](#), West Virginia lottery officials have confirmed that sports betting is on track for a September launch. Current versions of sports betting rules would allow operators to offer both online and mobile wagering platforms in addition to brick-and-mortar sports books. Subject to regulatory approval, operators will also be allowed to incorporate sports betting kiosks into their operations. Officials anticipate sports betting will generate \$5 million in revenues for the state in its first year, \$13.4 million in its third and \$28.7 million in its fifth.

Hospitality & Tourism News

Shifts in restaurant sales patterns lead to changes for human resources departments - As reported in [Nation's Restaurant News](#), restaurant CEOs are seeing a shift in sales revenue share from in-store dining, to carryout and delivery operations. Within five years as much as 50 percent of restaurant sales could come from out-of-store dining, and this is expected to change the way restaurants structure and staff their businesses. Human resources departments seeking to recruit, train and retain workers to fill new categories of positions created to keep up with this market shift will need to look for a new set of skills among them an increased comfort and familiarity with technology.

U.S. travel industry adapts to an increasingly mobile marketplace- According to the 2018 "Hospitality Sector Report" released by TripAdvisor and covered by [LodgingMagazine.com](#), the U.S. travel industry is adapting to a marketplace that is increasingly mobile. Travel businesses (hotels, restaurants, experiences, tours, and attractions), are also concerned about managing their online reputation and choosing the right marketing vehicles to reach their desired consumers. Of the 2,395 TripAdvisor-registered business owners surveyed for the report, 87 percent said that having a mobile enabled website or app is important; 71 percent indicated the ability to take online bookings is important. In regards to maintaining a positive online presence, survey respondents said that online reputation management (97%), online reviews (98%) and social media presence (92%) were important to their business. Respondents also said that keeping up with online marketing (89%) and hiring the right online marketing service (80%) were important.