

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 January (\$ In Thousands)	January 2018	Change from Prior Year	January 2017
<b>Total Gaming Win (includes Internet)</b>	\$184,313	-9.9%	\$204,673
<b>Internet Gaming Win</b>	\$21,962	16.7%	\$18,820

Year Ended December 2017 & 2016 (Current Operators, \$ In Thousands)	2017	Change from Prior Year	2016
Total Gaming Win	\$ 2,659,013	7.3%	\$ 2,477,227

For the Nine Months Ended September 2017 & 2016 (Industry, \$ In Thousands)	September 30, 2017	Change from Prior Year	September 30, 2016
Casino Licensees:			
Casino	\$ 1,962,767	1.5%	\$ 1,933,244
Rooms	\$ 304,492	-4.9%	\$ 320,251
Food & Beverage	\$ 327, 140	-2.3%	\$ 334,964
Entertainment & Other	\$ 128,434	8.0%	\$ 118,893
<b>Casino Licensees Total Revenue</b>	<b>\$ 2,722,833</b>	<b>0.6%</b>	<b>\$ 2,707,352</b>
Third Party Business Sales	\$ 154,828	-6.0%	\$ 164,725
<b>Combined Sales</b>	<b>\$ 2,877,661</b>	<b>0.2%</b>	<b>2,872,077</b>

## Atlantic City Statistical Transportation Data

Source: South Jersey Transportation Authority

Travel Mode	Jan-December 2017	Change from Prior Year	Jan-December 2016
<b>AC Expressway</b>			
Total Toll-Paying Traffic Pleasantville Toll Plaza	18,495,125	-1.7%	18,809,696
<b>AC Airport</b>			
Scheduled Service Passengers	1,000,230	-11.0%	1,124,147
Charter Passengers	101,862	22.5%	83,126
<b>Total Air Passengers</b>	<b>1,102,092</b>	<b>-8.7%</b>	<b>1,207,273</b>
<b>NJ Transit Rail Service to A.C.</b>			
Rail Passengers	999,346	-9.2%	1,100,269

\*Current Data on Casino Buses was not available.

## Legislative Update

**U.S. House of Representatives H.R.772 (McMorris Rodgers)- Common Sense Nutrition Disclosure Act of 2017-** As recorded by the **U.S. Congress**, on Feb. 6 members of the House passed **House Bill 772**, Common Sense Nutrition Disclosure Act of 2017, originally introduced Jan. 31 2017. The bill would mandate the inclusion of key nutrition information (serving size, calories etc.) on menu boards, online menus and other food establishment signage. The bill was received in the Senate on Feb. 7.

**N.J. Assembly Bill A549 (Mazzeo, Caputo) - Limits State Lottery drawings to two per day per game.** - As recorded by the **New Jersey State Legislature** and reported by **The Press of Atlantic City**, on Feb. 8 New Jersey legislators proposed a bill that would place limits on Quick Draw, a keno-style game recently introduced by the New Jersey Lottery. Proponents of the bill believe that the game directly competes with, and could be drawing business away from, Atlantic City Casinos. To play Quick Draw, players wager \$1 to \$10 on a selection of 1 to 10 numbers chosen from a pool of 80 numbers; 20 numbers are then drawn at random. Players win by matching some or all of the selected numbers to the numbers drawn. At present, a new set of numbers is drawn every five minutes. The proposed legislation would reduce the number of drawings to just two per day.

## Atlantic City Information

**Atlantic City Weekly Nightlife Awards-** As reported by event presenter, **Atlantic City Weekly**, the annual awards event, “which honors the local bars, restaurants and individuals that keep the good times rolling in Atlantic County,” was held on Feb. 22. Among the honorees: Best Festival-AC Beer & Music; Best Concert Hall-The Music Box, Borgata; Best Happy Hour (casino)- Okatshe; Best Happy Hour (non-casino)-Sofia Restaurant. President and CEO of Tropicana Entertainment, Tony Rodio, received the Lifetime Achievement Award.

**Noyes Arts Garage Hosts 10<sup>th</sup> Annual ‘At the Shore-Press of Atlantic City Wine Tasting Art Show’-** According to a Jan. 16 **press release** from the Casino Reinvestment Development Authority (CRDA), on Feb. 7, the Noyes Arts Garage of Stockton University hosted the 10<sup>th</sup> annual At The Shore Wine Tasting Art Show. The fundraising event supports a scholarship program administered by the Greater Atlantic City Concierge Association and the CRDA Foundation. To date, the program has awarded 78 scholarships and merit awards totaling \$63,500. Scholarships will be awarded during the annual Host Awards banquet on May 2, 2018.

**Stockton University Hosts Atlantic City Gateway Career Fair-** As reported by **The Press of Atlantic City**, the career fair held at the Atlantic City Convention Center featured 90 local employers and welcomed 4,800 attendees. The overwhelming response to the event was, according to Brian Jackson, chief operating officer for Stockton’s Atlantic City campus, a sign that “Atlantic City is ready to work.”

## Local Gaming News

**Golden Nugget Breaks Online Casino Revenue Record in January 2018-** As reported by [OnlinePokerReport.com](#), Internet Gaming Operator, Golden Nugget realized \$7.3 million in revenue for the month of January 2018. This represents a year-over-year increase of 50 percent and 20 percent increase over December 2017. The online casino industry as a whole realized \$21.96 million for January 2018 setting a new record and maintaining an 11-month streak of more than \$20 million each month in online gaming revenue.

**New Jersey's Division of Gaming Enforcement (DGE) Seeks Applicants for Sports Betting Licenses Ahead of Supreme Court Ruling-** As reported by [ESPN](#), officials at the DGE are encouraging businesses interested in offering sports betting to apply for casino service industry licenses ahead of the Supreme Court's ruling, which could be released as early as March 5. In the event the Supreme Court hands down a decision favoring the legalization and regulation of sports betting, businesses wishing to enter the casino market must first be approved by the DGE. Beginning the application process now has the potential to shorten the timeline for opening sportsbooks in the state if and when it becomes legal to do so.

**New Jersey's Online Casino Industry to Expand with Entrance of Two New Land-Based Operators-** According to [OnlinePokerReport.com](#), Hard Rock AC and Ocean Resort Casino have both submitted applications for online gambling licenses from the New Jersey Division of Gaming Enforcement (NJ DGE). Once approved, the new online gambling websites will be the 23<sup>rd</sup> and 24<sup>th</sup> to enter New Jersey's online gaming market. Although there are only nine operators in the state, each land-based casino may operate multiple online gambling websites. The number of websites has grown by 40 percent since 2013 when seven operators, including the former Trump Plaza and Trump Taj Mahal, supported 14 sites. The rapid expansion and growth of online gambling continues to raise concerns over market share with land-based casinos and amongst online casinos themselves.

**Owners of Showboat apply to the state Division of Gaming Enforcement (DGE) for a statement of compliance-** As reported by [The Press of Atlantic City](#), Bart Blatstein, the owner of the Showboat Atlantic City, has taken the first major step toward securing a gaming license for the former casino. If the DGE's investigators find that Blatstein meets the requirements for holding a license he will be one step closer to reopening the hotel's gaming facilities.

## National Gaming News

**American Gaming Association (AGA) estimated \$4.76 billion would be wagered on Super Bowl 52-** according to a [Jan. 30 release](#) from the AGA, Americans were expected to wager \$4.76 billion on Super Bowl 52. As much as 97% (\$4.6 billion) of these wagers may have been placed illegally.

**New York State Senate Hearing on Sports Betting-** On Jan. 24, members of the New York State Senate Standing Committee on Racing, Gaming and Wagering heard testimony on the potential of sports betting in New York State. A recording and transcript of the proceedings are available via the New York State Senate [website](#). The National Basketball Association, New York Council on Problem Gambling, American Gaming Association and William Hill US were among the organizations represented.

**PA Gaming Control Board (PGCB) Begins Application process for Online Gambling Licensees-** According to [OnlinePokerReport.com](#), as of Feb. 6, the PGCB had made Interactive Gaming License Applications available on its website. There are a total of 13 online casino licenses and 13 online poker licenses available in the state, one of each for the state's 13 approved casino operators. Unpurchased licenses will be made available to other entities.

**Professional Sports Leagues Lobby for Inclusion of Integrity Fee in Sports Betting Regulations-** As reported by [LegalSportsReport.com](#), Major League Baseball (MLB) and The National Basketball Association (NBA) are actively lobbying for the inclusion of a 1% Integrity Fee in state-level sports betting legislation. The 1% fee based on the total amount wagered (handle) equates to a 20% tax on revenue (win). When combined with state taxes (ranging between 9% and 20% of revenue) and federal excise tax (5% of revenue) the additional Integrity Fee could make sports betting economically unviable for some gaming operators.

**Record Handle in Nevada for Super Bowl 52 Wagers-** As reported by [LegalSportsReport.com](#), the 198 legal Nevada sportsbooks took \$158,586,934 in wagers for the Super Bowl. This 'handle' surpassed the prior record \$138,480,136 from 2017 and nearly doubled the handle of 2009 (\$81 million).

**Social Gaming Operator Zynga posts 16% Revenue Growth in 2017-** As reported by [CalvinAyre.com](#), social gaming operator Zynga reported \$233.3 million in revenue for 2017 a 16% increase over the prior year. Revenue gains can be attributed in part to the company's transition to a mobile-first platform. Revenue from mobile games, 86% of Zynga's total revenue, increased by 29% in 2017.

**West Virginia Legislators Pass Sports Betting Bill-** According to [LegalSportsReport.com](#), on Feb. 20, the West Virginia Senate passed a bill (**S415**) that would legalize sports betting at the state's existing gambling facilities. The House Finance Committee and the state's House of Delegates will now consider the bill.

## Hospitality News

**Airbnb Announces Launch of Airbnb Plus-** As reported by [The New York Times](#), on Feb. 22, to coincide with the company's 10<sup>th</sup> anniversary, Airbnb's chief executive Brian Chesky announced the launch of a new category on the company's website. Airbnb Plus will provide travelers with greater predictability and certain comforts while using the Airbnb service. To be listed as an Airbnb Plus property hosts must meet all of the requirements of a 100-point quality checklist. Many of these requirements are similar to what a traveler would expect while staying at a traditional hotel or motel. In addition to Airbnb Plus, Airbnb will be adding four new property types - boutique hotels, bed-and-breakfasts, vacation homes and distinctive properties. These will complement the company's three existing property types - shared spaces, private rooms and entire homes.

**American Hotel & Lodging Association (AHLA) Releases Statement on Deferred Action for Childhood Arrivals (DACA) program-** In a Feb. 14 [press release](#), AHLA President, Katherine Lugar, voiced her support of 'passing a permanent legislative solution for DACA recipients.' The AHLA continues to advocate for legislation that would provide DACA recipients with permanent status in the U.S.

**Fast Food Workers Rally for \$15 Minimum Wage-** As reported by **Nation's Restaurant News**, food service workers across the country marked the 50<sup>th</sup> anniversary of the Memphis, Tenn., sanitation workers strike on Feb. 12 with acts of civil disobedience. Workers in Florida, Michigan and Wisconsin marched to show their support for the Fight for \$15 movement.

**Most Popular Travel Experiences of 2017-** According to **LodgingMagazine.com**, while travelers are increasingly interested in new experiences, iconic landmarks and sites are still the most frequently booked experiences. Food and cultural experiences saw rapid growth in 2017 as did active outdoor experiences.

**New Jersey Joins Multistate Coalition Against Atlantic Ocean Drilling-** As reported by **The Press of Atlantic City** on Feb. 2, the attorney general of New Jersey and 11 other state attorneys general sent a letter to U.S. Secretary of the Interior Ryan Zinke. In the **letter**, the attorneys general highlight the importance of a clean ocean for the region's economy. The waters off New Jersey's 130-mile coastline supported a tourism industry worth \$44 million in 2016. The coastal industries of New Jersey, including commercial fishing, account for 838,000 jobs and \$5.6 billion in federal taxes. According to the letter, New Jersey and other states are prepared to take legal action to oppose the offshore drilling if the Department of Interior continues with its plan.