

News



New Jersey
Office of the Attorney General

NEW JERSEY DEPARTMENT OF LAW & PUBLIC SAFETY

Gurbir S. Grewal, *Attorney General*

Division of Gaming Enforcement

David Rebeck, *Director*

DGE Announces Quarterly and Year-End Results

For Immediate Release:

May 7, 2020

Contact: Kerry Langan
(609) 317-6201
info@njdge.org

Casino Licensees Financial Results:

According to financial reports filed with the Division of Gaming Enforcement, the casino licensees' Net Revenue increased 9.5% to \$3.161 billion and Gross Operating Profit for the industry increased 5.8% for the twelve months ended December 2019 to \$613.1 million.

Third Party Business Sales:

Sales from third party businesses increased 13.3% to \$276.8 million for the twelve months ended December 2019..

Hotel Occupancy:

The occupancy rate in the industry's casino hotels for the twelve months ended December 2019 was 78.9, which is 1.5 percentage points lower than the comparable period last year.

NJ Department of Law and Public Safety / Office of the Attorney General:

Divisions -- Alcoholic Beverage Control · Civil Rights · Consumer Affairs · Criminal Justice ·
Gaming Enforcement · Highway Traffic Safety · Law · State Police

The following notes are integral to understanding the financial information contained in this press release. The notes provide a description and source of the data.

Notes:

- Net Revenue is the amount reported on Line 5 of the income statement. Net Revenue reflects Casino Revenue (less all promotional allowances) plus Rooms Revenue, Food and Beverage Revenue and Other Revenue as reflected on each casino licensee's income statement.
- Gross Operating Profit reflects earnings before interest, taxes, depreciation, amortization, charges from affiliates, and other miscellaneous items as reflected on each casino licensee's income statement. It is a widely-accepted measure of profitability in the Atlantic City gaming industry.
- Third Party Businesses reflect individuals or entities that lease space within the casino licensee whose sales are not included in the revenues reported by the casino licensee. Only businesses that provide food, beverage, retail, entertainment, or hospitality-related items were included in the statistics.
- Average Rate Per Occupied Room reflects Rooms Revenue as reported on the casino licensee's Statements of Income (which includes the value of complimentary rooms) divided by the number of occupied room nights for the period.
- The footnotes are an integral part of each casino licensee's financial statements. Valid comparisons cannot be made without using the information contained in the footnotes.

Additional information on Atlantic City tourism can be found on the Casino Reinvestment Development Authority's website at: <http://www.atlanticcitynj.com/about/stats.aspx>

Reports filed by the individual casinos can be found at the Division's website at: <http://www.nj.gov/oag/ge/quarterlyfinancialrpt.html>

**ATLANTIC CITY CASINO INDUSTRY
STATEMENT OF INCOME STATISTICS
FOR THE QUARTER ENDED DECEMBER 31, 2019 AND 2018
(\$ in Thousands)**

	Net Revenue			Gross Operating Profit		
	2019	2018	Variance	2019	2018	Variance
Casino Hotel Licensees (a):						
Bally's AC	43,833	46,824	-6.4%	1,819	3,796	-52.1%
Borgata	195,940	192,129	2.0%	44,602	45,217	-1.4%
Caesars	67,350	64,918	3.7%	15,617	13,770	13.4%
Golden Nugget	54,949	55,097	-0.3%	9,636	7,293	32.1%
Hard Rock (c)	93,866	81,154	15.7%	9,004	(14,750)	161.0%
Harrah's	88,162	82,107	7.4%	18,334	13,449	36.3%
Ocean Resort (d)	60,839	41,839	45.4%	9,280	(22,322)	141.6%
Resorts Casino	35,986	39,365	-8.6%	(54)	2,661	-102.0%
Tropicana	80,336	85,116	-5.6%	15,092	18,819	-19.8%
Other Licensees (a) (b):						
CIENJ	9,607	8,542	12.5%	2,865	2,363	21.2%
Resorts Digital	9,606	7,693	24.9%	3,000	1,998	50.2%
Industry Total	<u>\$ 740,474</u>	<u>\$ 704,784</u>	5.1%	<u>\$ 129,195</u>	<u>\$ 72,294</u>	78.7%

(a) The statistics in the table include each licensee's share of the revenue and Gross Operating Profit associated with Internet gaming operations and Sports Wagering operations.

(b) Caesars Interactive Entertainment NJ (CIENJ) operates under an Internet Gaming Permit issued to Caesars. As a separate reporting casino licensee, CIENJ's revenue and GOP statistics are included in the table. Resorts Digital operates under an Internet Gaming Permit issued to Resorts Casino. As a separate reporting casino licensee, Resorts Digital's revenue and GOP statistics are included in the table.

(c) Hard Rock commenced operations (soft play period on June 25, 2018). Hard Rock opened to the public June 27, 2018. Internet gaming operations commenced on June 28, 2018.

(d) Ocean Resort commenced operations (soft play period on June 25, 2018). Ocean Resort opened to the public June 27, 2018. Internet gaming operations commenced on July 10, 2018.

The notes contained in the Quarterly Press Release and the footnotes contained in the Quarterly Report are an integral part of each licensee's financial results. Valid comparisons cannot be made without using this information.

**ATLANTIC CITY CASINO INDUSTRY
STATEMENT OF INCOME STATISTICS
FOR THE TWELVE MONTHS ENDED DECEMBER 31, 2019 AND 2018
(\$ in Thousands)**

	Net Revenue			Gross Operating Profit		
	2019	2018	Variance	2019	2018	Variance
Casino Hotel Licensees (a):						
Bally's AC	204,019	220,217	-7.4%	27,587	40,182	-31.3%
Borgata	817,025	827,616	-1.3%	209,576	206,456	1.5%
Caesars	276,207	292,327	-5.5%	66,210	79,653	-16.9%
Golden Nugget	233,837	242,557	-3.6%	46,944	44,786	4.8%
Hard Rock (c)	403,866	186,252	N/A	38,550	(9,158)	N/A
Harrah's	378,473	402,460	-6.0%	90,861	109,342	-16.9%
Ocean Resort (d)	252,611	109,115	N/A	6,748	(20,881)	N/A
Resorts Casino	167,294	171,780	-2.6%	17,682	22,585	-21.7%
Tropicana	351,309	373,013	-5.8%	86,688	93,414	-7.2%
Other Licensees (a) (b):						
CIENJ	40,594	32,102	26.5%	13,726	9,360	46.6%
Resorts Digital	35,711	30,134	18.5%	8,518	3,629	134.7%
Industry Total	<u>\$ 3,160,946</u>	<u>\$ 2,887,573</u>	9.5%	<u>\$ 613,090</u>	<u>\$ 579,368</u>	5.8%

(a) The statistics in the table include each licensee's share of the revenue and Gross Operating Profit associated with Internet gaming operations and Sports Wagering operations.

(b) Caesars Interactive Entertainment NJ (CIENJ) operates under an Internet Gaming Permit issued to Caesars. As a separate reporting casino licensee, CIENJ's revenue and GOP statistics are included in the table. Resorts Digital operates under an Internet Gaming Permit issued to Resorts Casino. As a separate reporting casino licensee, Resorts Digital's revenue and GOP statistics are included in the table.

(c) Hard Rock commenced operations (soft play period on June 25, 2018). Hard Rock opened to the public June 27, 2018. Internet gaming operations commenced on June 28, 2018.

(d) Ocean Resort commenced operations (soft play period on June 25, 2018). Ocean Resort opened to the public June 27, 2018. Internet gaming operations commenced on July 10, 2018.

The notes contained in the Quarterly Press Release and the footnotes contained in the Quarterly Report are an integral part of each licensee's financial results. Valid comparisons cannot be made without using this information.

**ATLANTIC CITY CASINO INDUSTRY
HOTEL STATISTICS
FOR THE QUARTER ENDED DECEMBER 31, 2019**

CASINO	NUMBER OF GUEST ROOMS IN PROPERTY*	NUMBER OF AVAILABLE ROOM NIGHTS	NUMBER OF OCCUPIED ROOM NIGHTS	OCCUPANCY RATE	AVERAGE RATE PER OCCUPIED ROOM
Bally's AC	1,214	111,688	80,009	71.6%	99.86
Borgata	2,767	251,864	188,583	74.9%	163.85
Caesars	1,141	104,972	86,519	82.4%	117.49
Golden Nugget	717	65,964	43,265	65.6%	84.52
Hard Rock	1,971	181,332	124,796	68.8%	110.40
Harrah's	2,590	238,280	171,766	72.1%	109.34
Ocean Resort	1,399	128,708	108,498	84.3%	160.59
Resorts	942	86,664	62,647	72.3%	88.18
Tropicana	2,364	206,918	127,397	61.6%	131.34
INDUSTRY TOTAL	15,105	1,376,390	993,480	72.2%	\$125.77

* Number of guest rooms at end of quarter

As of 5/7/20

**ATLANTIC CITY CASINO INDUSTRY
HOTEL STATISTICS
FOR THE TWELVE MONTHS ENDED DECEMBER 31, 2019**

CASINO	NUMBER OF GUEST ROOMS IN PROPERTY*	NUMBER OF AVAILABLE ROOM NIGHTS	NUMBER OF OCCUPIED ROOM NIGHTS	OCCUPANCY RATE	AVERAGE RATE PER OCCUPIED ROOM
Bally's AC	1,214	443,110	358,421	80.9%	\$117.69
Borgata	2,767	1,007,255	822,046	81.6%	171.73
Caesars	1,141	416,307	365,145	87.7%	134.89
Golden Nugget	717	261,705	189,409	72.4%	111.36
Hard Rock	1,971	719,415	538,474	74.8%	131.17
Harrah's	2,590	903,899	720,004	79.7%	128.50
Ocean Resort	1,399	510,635	435,711	85.3%	180.70
Resorts	942	344,772	279,578	81.1%	94.63
Tropicana	2,364	830,392	583,748	70.3%	150.67
INDUSTRY TOTAL	15,105	5,437,490	4,292,536	78.9%	\$142.11

* Number of guest rooms at end of quarter