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## **Division of Gaming Enforcement**

David Rebeck, *Director*

### **DGE Announces October 2018 Total Gaming Revenue Results**

#### **For Immediate Release:**

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#### **Industry:**

Based upon filings with the Division of Gaming Enforcement, Total Gaming Revenue for October was \$239.1 million compared to \$206.4 million in October 2017, reflecting a 15.8% increase. Casino Win for October was \$200.6 million increasing 8.0% from the same month last year. Internet Gaming Win was \$26.8 million in October compared to \$20.6 million in the prior period, reflecting an increase of 30.1%. Sports Wagering Gross Revenue was \$11.7 million for the month.

For the year-to-date, the Industry's Total Gaming Revenue was \$2.387 billion for 2018 compared to \$2.246 billion in 2017, reflecting an increase of 6.3%. Casino Win was \$2.093 billion reflecting a 2.5% increase over the prior period. Internet Gaming Win increased 18.9% to \$242.7 million for 2018. Sports Wagering Gross Revenue was \$52.0 million since inception on June 14, 2018.

#### **Tax Information:**

For the month of October 2018, total gaming taxes were \$19.8 million. Total gaming taxes reflect 8% of taxable casino gross revenue, 15% of Internet gaming gross revenue, 8.5% tax on casino and racetrack sports wagering gross revenue and 13% tax on casino and racetrack sports wagering Internet gross revenue. In addition, the casino industry incurred \$3.3 million in Investment Alternative Tax Obligations, which reflects 1.25% of casino gross revenue and casino sports wagering gross revenue, as well as, 2.5% of Internet gaming gross revenue. For the month of October 2018, the Racetrack Economic Development Tax of 1.25% of racetrack sports wagering gross revenue was \$59,478.

#### **FOOTNOTES:**

- Total Gaming Revenue consists of Casino Win, Internet Gaming Win and Sports Wagering Gross Revenue. Specific launch date information is located on the statistical comparison pages and sports wagering statistical information page of this press release.

#### **Additional Information:**

Gross Revenue Reports (DGE website):

<http://www.nj.gov/oag/ge/mgrtaxreturns.html>

Internet Gross Revenue Reports (DGE website):

<http://www.nj.gov/oag/ge/igrtaxreturns.html>

Sports Wagering Revenue Reports (DGE website):

<http://www.nj.gov/oag/ge/swrtaxreturns.html>

Tourism Data (CRDA website):

<http://www.atlanticcitynj.com/about/stats.aspx>

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

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## OCTOBER 2018 STATISTICS

<b>OCTOBER</b>			Increase (Decrease)	
	2018	2017	\$	%
Slot Machine Win	\$ 142,500,090	\$ 135,327,159	\$ 7,172,931	5.3
Table Game Win	58,147,544	50,491,297	7,656,247	15.2
Casino Win	200,647,634	185,818,456	14,829,178	8.0
Peer-to-Peer	1,653,746	1,934,145	(280,399)	(14.5)
Other Authorized Games	25,100,132	18,633,480	6,466,652	34.7
Internet Gaming Win	26,753,878	20,567,625	6,186,253	30.1
Sports Wagering Revenue	11,686,119	-	11,686,119	N/A
<b>Total Gaming Revenue</b>	<b>\$ 239,087,631</b>	<b>\$ 206,386,081</b>	<b>\$ 32,701,550</b>	<b>15.8</b>
<b>OCTOBER YEAR-TO-DATE</b>				
Slot Machine Win	\$ 1,505,894,688	\$ 1,455,376,195	\$ 50,518,493	3.5
Table Game Win	586,616,453	585,971,025	645,428	0.1
Casino Win	2,092,511,141	2,041,347,220	51,163,921	2.5
Peer-to-Peer	18,067,094	20,512,601	(2,445,507)	(11.9)
Other Authorized Games	224,681,471	183,725,520	40,955,951	22.3
Internet Gaming Win	242,748,565	204,238,121	38,510,444	18.9
Sports Wagering Revenue	51,964,303	-	51,964,303	N/A
<b>Total Gaming Revenue</b>	<b>\$ 2,387,224,009</b>	<b>\$ 2,245,585,341</b>	<b>\$ 141,638,668</b>	<b>6.3</b>
<b><i>INVESTMENT ALTERNATIVE TAX AND ECONOMIC DEVELOPMENT TAX OBLIGATIONS INCURRED:</i></b>				
	Casino IAT Obligations (a)	Racetrack Economic Development Tax (b)		
October 2018	\$ 3,264,116	\$ 59,478		
YTD October 2018	\$ 32,593,052	\$ 283,492		

(a) Casino IAT Obligations reflect 1.25% of casino gross revenue, 2.5% of Internet gross revenue, and 1.25% of sports wagering gross revenue and Internet sports wagering gross revenue.

(b) Economic Development Tax reflects 1.25% of racetrack licensees' sports wagering gross revenue and Internet sports wagering gross revenue.

As of November 15, 2018

**MONTHLY COMPARISON  
FOR THE MONTH ENDED OCTOBER 2018 VERSUS 2017**

Casino Licensees	CASINO WIN			INTERNET GAMING WIN			SPORTS WAGERING REVENUE (a)			TOTAL GAMING REVENUE		
	2018	2017	% Change	2018	2017	% Change	2018	2017	% Change	2018	2017	% Change
Bally's AC	\$ 14,354,894	\$ 16,821,084	(14.7)	\$ -	\$ -	n/a	411,599	\$ -	n/a	14,766,493	\$ 16,821,084	(12.2)
Borgata	50,731,746	55,225,413	(8.1)	4,364,770	4,179,277	4.4	187,212	-	n/a	55,283,728	59,404,690	(6.9)
Caesars	20,205,508	25,722,304	(21.4)	-	-	n/a	-	-	n/a	20,205,508	25,722,304	(21.4)
Caesars Interactive NJ	-	-	n/a	3,908,154	3,311,765	18.0	-	-	n/a	3,908,154	3,311,765	18.0
Golden Nugget	16,310,508	18,076,664	(9.8)	9,674,550	6,138,184	57.6	197,555	-	n/a	26,182,613	24,214,848	8.1
Hard Rock (b)	23,248,740	-	n/a	1,016,822	-	n/a	-	-	n/a	24,265,562	-	n/a
Harrah's	23,792,448	30,367,571	(21.7)	-	-	n/a	104,448	-	n/a	23,896,896	30,367,571	(21.3)
Ocean Resort (c)	13,085,504	-	n/a	595,293	-	n/a	824,193	-	n/a	14,504,990	-	n/a
Resorts	13,757,943	14,966,231	(8.1)	-	-	n/a	97,313	-	n/a	13,855,256	14,966,231	(7.4)
Resorts Digital	-	-	n/a	3,488,800	3,476,923	0.3	5,090,253	-	n/a	8,579,053	3,476,923	146.7
Tropicana	25,160,343	24,639,189	2.1	3,705,489	3,461,476	7.0	15,314	-	n/a	28,881,146	28,100,665	2.8
<b>Total: Casino Industry</b>	<b>\$ 200,647,634</b>	<b>\$ 185,818,456</b>	<b>8.0</b>	<b>\$ 26,753,878</b>	<b>\$ 20,567,625</b>	<b>30.1</b>	<b>\$ 6,927,887</b>	<b>\$ -</b>	<b>n/a</b>	<b>\$ 234,329,399</b>	<b>\$ 206,386,081</b>	<b>13.5</b>
<b>Racetrack Licensees</b>												
Meadowlands	-	-	n/a	-	-	n/a	3,542,640	-	n/a	3,542,640	-	n/a
Monmouth Park	-	-	n/a	-	-	n/a	1,215,592	-	n/a	1,215,592	-	n/a
<b>Grand Total</b>	<b>\$ 200,647,634</b>	<b>\$ 185,818,456</b>	<b>8.0</b>	<b>\$ 26,753,878</b>	<b>\$ 20,567,625</b>	<b>30.1</b>	<b>\$ 11,686,119</b>	<b>\$ -</b>	<b>n/a</b>	<b>\$ 239,087,631</b>	<b>\$ 206,386,081</b>	<b>15.8</b>

(a) Sports Wagering commenced on June 14, 2018.

(b) 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.

(c) 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.

**YEAR-TO-DATE COMPARISON  
FOR THE YEAR-TO-DATE ENDED OCTOBER 2018 VERSUS 2017**

Casino Licensees	CASINO WIN			INTERNET GAMING WIN			SPORTS WAGERING REVENUE (a)			TOTAL GAMING REVENUE		
	2018	2017	% Change	2018	2017	% Change	2018	2017	% Change	2018	2017	% Change
Bally's AC	\$ 161,859,179	\$ 179,217,779	(9.7)	\$ -	\$ -	n/a	1,197,691	\$ -	n/a	\$ 163,056,870	\$ 179,217,779	(9.0)
Borgata	597,524,230	637,258,178	(6.2)	44,246,933	39,964,068	10.7	5,107,069	-	n/a	646,878,232	677,222,246	(4.5)
Caesars	237,635,277	278,394,728	(14.6)	-	-	n/a	-	-	n/a	237,635,277	278,394,728	(14.6)
Caesars Interactive NJ	-	-	n/a	37,191,726	35,843,805	3.8	-	-	n/a	37,191,726	35,843,805	3.8
Golden Nugget	188,424,425	183,681,822	2.6	85,403,836	56,287,973	51.7	1,531,108	-	n/a	275,359,369	239,969,795	14.7
Hard Rock (b)	116,491,309	-	n/a	2,482,645	-	n/a	-	-	n/a	118,973,954	-	n/a
Harrah's	283,232,095	305,993,170	(7.4)	-	-	n/a	713,735	-	n/a	283,945,830	305,993,170	(7.2)
Ocean Resort (c)	66,423,921	-	n/a	1,554,806	-	n/a	3,865,131	-	n/a	71,843,858	-	n/a
Resorts	152,937,782	161,651,361	(5.4)	-	-	n/a	303,402	-	n/a	153,241,184	161,651,361	(5.2)
Resorts Digital	-	-	n/a	37,381,048	36,218,724	3.2	16,566,524	-	n/a	53,947,572	36,218,724	48.9
Tropicana	287,982,923	295,150,182	(2.4)	34,487,571	35,923,551	(4.0)	15,314	-	n/a	322,485,808	331,073,733	(2.6)
<b>Total: Casino Industry</b>	<b>\$ 2,092,511,141</b>	<b>\$ 2,041,347,220</b>	<b>2.5</b>	<b>\$ 242,748,565</b>	<b>\$ 204,238,121</b>	<b>18.9</b>	<b>\$ 29,299,974</b>	<b>\$ -</b>	<b>n/a</b>	<b>\$ 2,364,559,680</b>	<b>\$ 2,245,585,341</b>	<b>5.3</b>
<b>Racetrack Licensees</b>												
Meadowlands	-	-	n/a	-	-	n/a	15,206,392	-	n/a	15,206,392	-	n/a
Monmouth Park	-	-	n/a	-	-	n/a	7,457,937	-	n/a	7,457,937	-	n/a
<b>Grand Total</b>	<b>\$ 2,092,511,141</b>	<b>\$ 2,041,347,220</b>	<b>2.5</b>	<b>\$ 242,748,565</b>	<b>\$ 204,238,121</b>	<b>18.9</b>	<b>\$ 51,964,303</b>	<b>\$ -</b>	<b>n/a</b>	<b>\$ 2,387,224,009</b>	<b>\$ 2,245,585,341</b>	<b>6.3</b>

(a) Sports Wagering commenced on June 14, 2018.

(b) 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.

(c) 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.

**Gross Revenue Tax, Internet Gross Revenue Tax and Sports Wagering Gross Revenue Tax Information**

	FOR THE MONTH ENDED OCTOBER 2018					FOR THE YEAR-TO-DATE ENDED OCTOBER 2018				
	8% Gross Revenue Tax	8.5% Sports Wager Tax	15% Internet Gross Revenue Tax	13% Internet Sports Tax	TOTAL (a)	8% Gross Revenue Tax	8.5% Sports Wager Tax	15% Internet Gross Revenue Tax	13% Internet Sports Tax	TOTAL (a)
Bally's AC	1,042,662	25,775	-	14,087	1,082,524	12,093,257	83,544	-	27,927	12,204,728
Borgata	3,731,842	10,224	656,500	8,700	4,407,266	43,949,881	415,299	6,664,668	30,873	51,060,721
Caesars	1,480,329	-	-	-	1,480,329	17,786,712	-	-	-	17,786,712
Caesars Interactive NJ	-	-	586,933	-	586,933	-	-	5,590,172	-	5,590,172
Golden Nugget	1,081,142	3,919	1,452,138	19,688	2,556,887	12,838,298	55,871	12,818,517	113,594	25,826,280
Hard Rock	1,714,901	-	152,524	-	1,867,425	8,137,105	-	372,397	-	8,509,502
Harrah's	1,741,349	8,878	-	-	1,750,227	21,198,083	60,667	-	-	21,258,750
Ocean Resort	908,089	36,760	89,294	49,671	1,083,814	4,381,814	270,567	233,221	87,141	4,972,743
Resorts	944,436	-	-	-	944,436	10,804,457	32,094	-	-	10,836,551
Resorts Digital	-	-	523,320	661,733	1,185,053	-	-	5,607,157	2,153,648	7,760,805
Tropicana	1,756,469	1,302	555,824	-	2,313,595	20,072,329	1,302	5,173,136	-	25,246,767
<b>Casino Total</b>	<b>\$ 14,401,219</b>	<b>\$ 86,858</b>	<b>\$ 4,016,533</b>	<b>\$ 753,879</b>	<b>\$ 19,258,489</b>	<b>\$ 151,261,936</b>	<b>\$ 919,344</b>	<b>\$ 36,459,268</b>	<b>\$ 2,413,183</b>	<b>\$ 191,053,731</b>
Meadowlands	-	95,470	-	315,631	411,101	-	845,770	-	686,462	1,532,232
Monmouth Park	-	51,069	-	79,119	130,188	-	575,389	-	88,321	663,710
<b>Racetrack Total</b>	<b>\$ -</b>	<b>\$ 146,539</b>	<b>\$ -</b>	<b>\$ 394,750</b>	<b>\$ 541,289</b>	<b>\$ -</b>	<b>\$ 1,421,159</b>	<b>\$ -</b>	<b>\$ 774,783</b>	<b>\$ 2,195,942</b>
<b>Grand Total</b>	<b>\$ 14,401,219</b>	<b>\$ 233,397</b>	<b>\$ 4,016,533</b>	<b>\$ 1,148,629</b>	<b>\$ 19,799,778</b>	<b>\$ 151,261,936</b>	<b>\$ 2,340,503</b>	<b>\$ 36,459,268</b>	<b>\$ 3,187,966</b>	<b>\$ 193,249,673</b>

(a) Total Gross Revenue Taxes reflect: (1) 8% tax on Casino Gross Revenue, (2) 15% tax on Internet gaming gross revenue, (3) 8.5% tax on casino and racetrack sports wagering gross revenue, and (4) 13% tax on casino and racetrack Internet sports wagering gross revenue. Total Gross Revenue Taxes includes the tax impact of eligible promotional gaming credits. Total Gross Revenue Taxes are unaudited and subject to adjustment.

## October 2018 Sports Wagering Information

### Sports Wagering Launch Dates

Property/Licensee	Sports Wagering Lounge/On-Site Opening Date:	Internet Start Date:
<b>Casino Hotels:</b>		
Ballys AC (CIENJ as affiliate)	July 30, 2018	September 6, 2018
Borgata	June 14, 2018	August 22, 2018
Golden Nugget	August 15, 2018	August 23, 2018
Harrahs	August 1, 2018	
Resorts	August 15, 2018	
Ocean Resort	June 28, 2018	September 2, 2018
Resorts Digital		August 1, 2018
Tropicana	October 25, 2018	
<b>Racetrack:</b>		
Meadowlands	July 14, 2018	September 1, 2018
Monmouth Park	June 14, 2018	September 4, 2018

### Industry Month and Year-to-Date Total Handle Statistics\*

Sports Wagering Handle	Monthly Handle	YTD Handle
On-site Sports Wagering	86,341,617	296,418,406
Internet (On-Line) Sports Wagering	174,369,684	300,949,824
<b>Total Sports Wagering Handle</b>	<b>260,711,301</b>	<b>597,368,230</b>

\* Industry Handle includes wagers on future events and will differ from Completed Events Handle.

### Industry Completed Events and Win Statistics Breakdown by Sport

Category	YTD Completed Events Gross Revenue	YTD Completed Events Handle	Win %
Football	11,505,247	197,395,125	5.8%
Basketball	1,518,714	27,841,904	5.5%
Baseball	4,277,312	153,138,115	2.8%
Parlay	6,796,036	79,564,891	8.5%
Other	10,132,031	128,380,496	7.9%
<b>Total</b>	<b>34,229,340</b>	<b>586,320,531</b>	<b>5.8%</b>

NOTE: YTD figures may not calculate due to prior months' amendments to Handle and Gross Revenue.

## **New Jersey Sports Wagering Information**

### **Sports Wagering Gross Revenue**

- Sports Wagering Gross Revenue as reported on the DGE-107 (Monthly Sports Wagering Tax Return) reflects the sum of all wagers (“Handle”), less only the payouts on winning wagers. Sports Wagering Gross Revenue includes:
  - Wagers less payouts for events where the outcome has been determined during the current month (“Completed Events”). The gross revenue tax deduction for payouts is limited to redeemed winning wagers. Unredeemed winning wagers (“Unredeemed Winning Wagers”) are not deductible until the month when the winning wager is paid.
  - Wagers on events that take place after the current month (“Future Events”). For example, a wager made in June 2018 on an NFL team to win the Super Bowl is included in Sports Wagering Gross Revenue and taxed in June 2018, while the winning wager payouts will not be deducted from gross revenue until the Super Bowl is held in 2019 and the winning wager is redeemed.
- By law, the tax on Sports Wagering Gross Revenue is on a cash basis in New Jersey. Accordingly, the wagers on Future Events and the Unredeemed Winning Wagers are taxed as current revenue. Individuals evaluating New Jersey Sports Wagering Gross Revenue statistics should be aware that:
  - Sports Wagering Gross Revenue is not revenue under the accrual basis of accounting and is not comparable to the win reported for Nevada casinos.
  - A relevant Sports Wagering Win Percentage in New Jersey cannot be calculated by dividing the total Sports Wagering Gross Revenue as reported on the DGE-107 by total Handle.
  - Sports Wagering Gross Revenue may be volatile on a monthly basis, since (1) the payouts for Future Events such as the Super Bowl could occur months after the original wager was made and (2) Unredeemed Winning Wagers from prior months will become deductible upon redemption in future months.
- The Division provides revenue statistics that converts the gross revenue into an accrual basis revenue amount that can be compared to the statistics reported for Nevada casinos. These statistics will be presented on a year-to-date basis for 2018, which accounts for Future Events from prior months that become Completed Events in the current month.