



State of New Jersey
CASINO CONTROL COMMISSION
TENNESSEE AVENUE AND BOARDWALK
ATLANTIC CITY NJ 08401

CHRISTINE TODD WHITMAN
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Vice Chair

DIANE M. LEGREIDE
SUSAN F. MAVEN
Commissioners
(609) 441-3422

May 20, 1999

Subject: Financial Revenue Reports for First Quarter 1999

Dear Subscriber:

Enclosed is the New Jersey Casino Industry Quarterly Financial Revenue Report for the first quarter of 1999, January 1 through March 31.

If you should have any questions, please contact me at (609) 441-3749 or Daniel Heneghan, Director of Communications at (609) 441-3799.

Sincerely,

A handwritten signature in cursive script that reads "Gloria Ford".

Gloria Ford
Public Information Officer
gf

Enclosures

**ATLANTIC CITY CASINO INDUSTRY
NET INCOME (LOSS)
1999
(\$ IN THOUSANDS)**

	<u>1st Quarter</u>	<u>2nd Quarter</u>	<u>3rd Quarter</u>	<u>4th Quarter</u>	<u>Total</u>
AC Hilton	\$ (2,532)	\$ -	\$ -	\$ -	\$ (2,532)
Bally's Park Place	5,479	0	0	0	5,479
Caesars	(4,328)	0	0	0	(4,328)
Claridge	941	0	0	0	941
Harrah's Marina	5,640	0	0	0	5,640
Resorts	(7,446)	0	0	0	(7,446)
Sands	490	0	0	0	490
Showboat	(2,411)	0	0	0	(2,411)
Tropicana	(46)	0	0	0	(46)
Trump Marina	(8,937)	0	0	0	(8,937)
Trump Plaza	(3,911)	0	0	0	(3,911)
Trump Taj Mahal	<u>(10,499)</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>(10,499)</u>
Industry	<u>\$ (27,560)</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ (27,560)</u>

Certain totals may not cross foot due to rounding by the casino.
The accompanying Footnotes should be read in conjunction with this table.

ATLANTIC CITY CASINO INDUSTRY
NET INCOME (LOSS)
1998
(\$ IN THOUSANDS)

	<u>1st Quarter</u>	<u>2nd Quarter</u>	<u>3rd Quarter</u>	<u>4th Quarter</u>	<u>Total</u>
AC Hilton	\$ (3,445)	\$ (1,425)	\$ 4,433	\$ (2,005)	\$ (2,442)
Bally's Park Place	10,474	9,689	19,128	7,966	47,257
Caesars	(2,484)	(2,658)	2,985	(19,006)	(21,163)
Claridge	557	1,331	638	(916)	1,610
Harrah's Marina	5,386	8,823	13,782	11,613	39,604
Resorts	(2,462)	(452)	3,223	(5,820)	(5,511)
Sands	2,635	619	3,960	(862)	6,352
Showboat	2,973	1,652	5,684	(37)	10,272
Tropicana	1,634	434	2,726	(847)	3,947
Trump Marina	(7,220)	(5,778)	(1,855)	(8,701)	(23,554)
Trump Plaza	(2,222)	685	5,725	(2,743)	1,445
Trump Taj Mahal	<u>(9,044)</u>	<u>(1,814)</u>	<u>13,199</u>	<u>(3,447)</u>	<u>(1,106)</u>
Industry	<u>\$ (3,218)</u>	<u>\$ 11,106</u>	<u>\$ 73,628</u>	<u>\$ (24,805)</u>	<u>\$ 56,711</u>

Certain totals may not cross foot due to rounding by the casino.
The accompanying Footnotes should be read in conjunction with this table.

**ATLANTIC CITY CASINO INDUSTRY
NET INCOME (LOSS)
1999 AND 1998
FOOTNOTES**

1999 and 1998

* *Harrah's Marina, Trump Marina, Trump Plaza, and Trump Taj Mahal* -
Figures represent partners' net income (loss) before federal income taxes.

1999

* *Sands* -

Net income for the first quarter of 1999 reflects an extraordinary loss of \$0.5 million due to reorganization costs resulting from the bankruptcy petition Sands filed in January 1998.

1998

* *Sands* -

Net income for the first, second, third, and fourth quarters of 1998 reflect extraordinary losses of \$1.1 million, \$1.7 million, \$1.2 million, and \$0.1 million, respectively, due to reorganization costs resulting from the bankruptcy petition Sands filed in January 1998.

* *Showboat* -

Net income for the nine months ended September 1998 reflects an extraordinary loss of \$5.1 million due to the payout of certain Showboat incentive stock options to employees, as a result of its acquisition by Harrah's Entertainment, Inc. in June 1998.

* *Tropicana* -

Net income for the nine months ended September 1998 reflects an extraordinary loss of \$1.3 million due to the expensing of the remaining unamortized deferred financing costs related to the early extinguishment of certain credit line facilities.

**ATLANTIC CITY CASINO INDUSTRY
STATEMENT OF INCOME STATISTICS
FOR THE THREE MONTHS ENDED MARCH 31, 1999 AND 1998
(\$ in Thousands)**

	<u>Net Revenue</u>		Fav (Unfav) Var %	<u>Gross Operating Profit</u>		Fav (Unfav) Var %	<u>Income (Loss) before Income Taxes and Extraordinary Items</u>		Fav (Unfav) Var %
	<u>1999</u>	<u>1998</u>		<u>1999</u>	<u>1998</u>		<u>1999</u>	<u>1998</u>	
AC Hilton	\$ 67,993	\$ 62,387	9.0	\$ 6,918	\$ 4,177	65.6	\$ (4,282)	\$ (5,825)	26.5
Bally's Park Place	121,614	124,833	(2.6)	33,498	36,715	(8.8)	10,972	17,732	(38.1)
Caesars	103,184	102,794	0.4	22,706	27,359	(17.0)	(6,656)	(5,645)	(17.9)
Claridge	38,384	43,032	(10.8)	3,129	4,949	(36.8)	1,572	1,105	42.3
Harrah's Marina	92,049	86,874	6.0	25,954	22,351	16.1	6,167	5,919	4.2
Resorts	54,574	64,692	(15.6)	1,374	7,526	(81.7)	(7,446)	(2,461)	N/A
Sands	57,927	55,613	4.2	3,727	7,513	(50.4)	1,019	3,736	(72.7)
Showboat	90,260	92,385	(2.3)	23,941	23,312	2.7	(2,411)	5,189	N/A
Tropicana	96,381	100,085	(3.7)	20,746	20,545	1.0	(75)	2,695	N/A
Trump Marina	64,486	66,723	(3.4)	10,202	10,816	(5.7)	(8,937)	(7,220)	(23.8)
Trump Plaza	90,795	96,025	(5.4)	16,321	18,177	(10.2)	(3,911)	(2,222)	(76.0)
Trump Taj Mahal	123,836	125,572	(1.4)	24,855	26,430	(6.0)	(10,499)	(9,044)	(16.1)
Industry	<u>\$ 1,001,483</u>	<u>\$ 1,021,015</u>	(1.9)	<u>\$ 193,371</u>	<u>\$ 209,870</u>	(7.9)	<u>\$ (24,487)</u>	<u>\$ 3,959</u>	N/A

THE NEW JERSEY CASINO INDUSTRY
HOTEL STATISTICS
FOR THE THREE MONTHS ENDED MARCH 31, 1999

CASINO	NUMBER OF GUEST ROOMS IN PROPERTY	NUMBER OF AVAILABLE ROOM NIGHTS	NUMBER OF OCCUPIED ROOM NIGHTS	AVERAGE RATE PER OCCUPIED ROOM	OCCUPANCY RATE
AC Hilton	804	72,360	68,224	\$72.66	94.3%
Bally's Park Place	1,187	106,476	100,172	74.77	94.1%
Caesars	1,149	101,766	87,165	95.86	85.7%
Claridge	502	45,630	38,802	51.38	85.0%
Harrah's	1,174	102,776	92,386	61.20	89.9%
Resorts	658	59,220	44,272	56.58	74.8%
Sands	532	47,880	40,343	50.41	84.3%
Showboat	800	72,000	63,547	63.64	88.3%
Tropicana	1,624	146,160	110,285	77.40	75.5%
Trump Marina	728	65,520	47,473	69.22	72.5%
Trump Plaza	1,404	126,360	102,946	73.07	81.5%
Trump Taj Mahal	1,250	112,500	105,253	75.67	93.6%
INDUSTRY TOTAL	11,812	1,058,648	900,868		
INDUSTRY AVERAGE				\$71.42	85.1%

ATLANTIC CITY CASINO INDUSTRY
STATEMENTS OF INCOME
FOR THE THREE MONTHS ENDED MARCH 31, 1999
(\$ in Thousands)

	AC Hilton	Bally's Park Place	Caesars	Claridge	Harrah's Marina	Resorts	Sands	Showboat	Tropicana	Trump Marina	Trump Plaza	Trump Taj Mahal	Industry
REVENUE:													
Casino	\$ 63,041	\$ 110,741	\$ 93,540	\$ 36,524	\$ 85,323	\$ 50,686	\$ 53,404	\$ 85,487	\$ 87,654	\$ 60,890	\$ 82,322	\$ 112,844	\$ 922,456
Rooms	4,998	7,490	8,445	1,993	5,654	2,505	2,019	3,736	8,536	3,286	7,751	7,965	64,378
Food and Beverage	9,051	15,254	12,433	4,252	10,209	5,867	6,261	8,579	10,543	7,269	11,973	12,257	113,948
Other	1,913	3,068	4,491	485	2,151	1,970	1,414	710	2,673	1,603	2,738	4,891	28,107
Total Revenue	79,003	136,553	118,909	43,254	103,337	61,028	63,098	98,512	109,406	73,048	104,784	137,957	1,128,889
Less: Promotional Allowances	11,010	14,939	15,725	4,870	11,288	6,454	5,171	8,252	13,025	8,562	13,989	14,121	127,406
NET REVENUE	67,993	121,614	103,184	38,384	92,049	54,574	57,927	90,260	96,381	64,486	90,795	123,836	1,001,483
COSTS AND EXPENSES:													
Cost of Goods and Services	41,541	65,399	57,798	23,394	46,396	38,299	34,617	45,109	53,170	36,366	48,544	64,893	555,526
Selling, General, and Administrative	19,128	22,364	19,877	11,665	19,275	14,670	19,108	21,041	21,344	18,067	26,022	31,361	243,922
Provision for Doubtful Accounts	406	353	2,803	196	424	231	475	169	1,121	(149)	(92)	2,727	8,664
Total Costs & Expenses	61,075	88,116	80,478	35,255	66,095	53,200	54,200	66,319	75,635	54,284	74,474	98,981	808,112
GROSS OPERATING PROFIT	6,918	33,498	22,706	3,129	25,954	1,374	3,727	23,941	20,746	10,202	16,321	24,855	193,371
Depreciation and Amortization	6,255	9,554	7,343	393	5,247	3,350	2,538	6,246	5,982	4,250	5,949	9,376	66,483
Charges from Affiliates Other than Interest:													
Management Fees	-	-	5,757	-	-	1,831	-	3,078	5,308	-	-	-	15,974
Other	-	-	1,794	41	6,939	94	-	2,292	-	1,373	2,236	2,280	17,049
INCOME (LOSS) FROM OPERATIONS	663	23,944	7,812	2,695	13,768	(3,901)	1,189	12,325	9,456	4,579	8,136	13,199	93,865
OTHER INCOME (EXPENSES):													
Interest (Expense) - Affiliates	(4,500)	(10,491)	(14,516)	(108)	-	(3,771)	-	(14,347)	(8,491)	(13,107)	(11,709)	(23,398)	(104,438)
Interest (Expense) - External	-	(55)	(493)	(40)	(7,286)	(34)	(20)	(63)	(184)	(330)	(52)	(47)	(8,604)
Invest. Alt. Tax & Related Income (Exp.)-Net	(773)	(456)	159	(150)	(441)	(122)	(319)	(493)	(19)	(349)	(344)	(470)	(3,777)
Nonoperating Income (Expense) - Net	328	(1,970)	382	(825)	126	382	169	167	(837)	270	58	217	(1,533)
Total Other Income (Expenses)	(4,945)	(12,972)	(14,468)	(1,123)	(7,601)	(3,545)	(170)	(14,736)	(9,531)	(13,516)	(12,047)	(23,698)	(118,352)
Income(Loss) Before Taxes&Extraordinary Items	(4,282)	10,972	(6,656)	1,572	6,167	(7,446)	1,019	(2,411)	(75)	(8,937)	(3,911)	(10,499)	(24,487)
Provision (Credit) for Income Taxes	(1,750)	5,493	(2,328)	631	527	-	-	-	(29)	-	-	-	2,544
Income (Loss) Before Extraordinary Items	(2,532)	5,479	(4,328)	941	5,640	(7,446)	1,019	(2,411)	(46)	(8,937)	(3,911)	(10,499)	(27,031)
Extraordinary Items	-	-	-	-	-	-	(529)	-	-	-	-	-	(529)
(Net of Income Taxes)	-	-	-	-	-	-	-	-	-	-	-	-	-
NET INCOME (LOSS)	\$ (2,532)	\$ 5,479	\$ (4,328)	\$ 941	\$ 5,640	\$ (7,446)	\$ 490	\$ (2,411)	\$ (46)	\$ (8,937)	\$ (3,911)	\$ (10,499)	\$ (27,560)

Certain totals may not foot due to rounding by the casino.

ATLANTIC CITY CASINO INDUSTRY
STATEMENTS OF INCOME
FOR THE THREE MONTHS ENDED MARCH 31, 1998
(\$ in Thousands)

	AC Hilton	Bally's Park Place	Caesars	Claridge	Harrah's Marina	Resorts	Sands	Showboat	Tropicana	Trump Marina	Trump Plaza	Trump Taj Mahal	Industry
REVENUE:													
Casino	\$ 57,249	\$ 112,124	\$ 94,668	\$ 40,941	\$ 79,725	\$ 59,741	\$ 51,433	\$ 86,682	\$ 91,502	\$ 62,733	\$ 87,293	\$ 114,471	\$ 938,562
Rooms	4,168	8,192	7,740	1,738	5,524	2,942	2,037	3,897	8,561	3,557	7,550	9,369	65,275
Food and Beverage	8,731	15,475	12,031	4,499	10,069	6,315	5,649	9,049	11,029	7,494	12,680	13,064	116,085
Other	2,216	3,476	3,754	458	2,510	2,780	877	816	2,711	1,885	2,824	4,762	29,069
Total Revenue	72,364	139,267	118,193	47,636	97,828	71,778	59,996	100,444	113,803	75,669	110,347	141,666	1,148,991
Less: Promotional Allowances	9,977	14,434	15,399	4,604	10,954	7,086	4,383	8,059	13,718	8,946	14,322	16,094	127,976
NET REVENUE	62,387	124,833	102,794	43,032	86,874	64,692	55,613	92,385	100,085	66,723	96,025	125,572	1,021,015
COSTS AND EXPENSES:													
Cost of Goods and Services	41,760	67,801	51,348	24,590	45,810	41,311	31,711	50,355	54,373	36,827	50,350	66,364	562,600
Selling, General, and Administrative	16,181	19,997	22,253	13,419	18,355	15,635	16,040	18,394	23,340	18,850	27,581	30,451	240,496
Provision for Doubtful Accounts	269	320	1,834	74	358	220	349	324	1,827	230	(83)	2,327	8,049
Total Costs & Expenses	58,210	88,118	75,435	38,083	64,523	57,166	48,100	69,073	79,540	55,907	77,848	99,142	811,145
GROSS OPERATING PROFIT	4,177	36,715	27,359	4,949	22,351	7,526	7,513	23,312	20,545	10,816	18,177	26,430	209,870
Depreciation and Amortization	6,122	8,926	14,694	526	4,925	3,416	2,571	6,755	5,247	4,050	6,053	9,317	72,602
Charges from Affiliates Other than Interest:													
Management Fees	-	-	6,010	-	-	2,153	1,166	4,863	3,750	-	-	-	17,942
Other	-	-	1,846	28	5,771	725	-	1,508	-	1,387	2,365	2,309	15,939
INCOME (LOSS) FROM OPERATIONS	(1,945)	27,789	4,809	4,395	11,655	1,232	3,776	10,186	11,548	5,379	9,759	14,804	103,387
OTHER INCOME (EXPENSES):													
Interest (Expense) - Affiliates	(4,357)	(10,489)	(11,996)	(108)	-	(4,683)	(257)	(4,972)	(4,706)	(11,556)	(11,796)	(23,510)	(88,430)
Interest (Expense) - External	-	(71)	932	(27)	(6,363)	(82)	(11)	(148)	(3,029)	(1,060)	(187)	(70)	(10,116)
Invest. Alt. Tax & Related Income (Exp.)-Net	(154)	(462)	65	(167)	470	(144)	(328)	(178)	(219)	(257)	(419)	(457)	(2,250)
Nonoperating Income (Expense) - Net	631	965	545	(2,988)	157	1,216	556	301	(899)	274	421	189	1,368
Total Other Income (Expenses)	(3,880)	(10,057)	(10,454)	(3,290)	(5,736)	(3,693)	(40)	(4,997)	(8,853)	(12,599)	(11,981)	(23,848)	(99,428)
Income(Loss) Before Taxes&Extraordinary Items	(5,825)	17,732	(5,645)	1,105	5,919	(2,461)	3,736	5,189	2,695	(7,220)	(2,222)	(9,044)	3,959
Provision (Credit) for Income Taxes	(2,380)	7,258	(3,161)	548	533	1	-	2,216	1,061	-	-	-	6,076
Income (Loss) Before Extraordinary Items	(3,445)	10,474	(2,484)	557	5,386	(2,462)	3,736	2,973	1,634	(7,220)	(2,222)	(9,044)	(2,117)
Extraordinary Items	-	-	-	-	-	-	(1,101)	-	-	-	-	-	(1,101)
(Net of Income Taxes)	-	-	-	-	-	-	-	-	-	-	-	-	-
NET INCOME (LOSS)	\$ (3,445)	\$ 10,474	\$ (2,484)	\$ 557	\$ 5,386	\$ (2,462)	\$ 2,635	\$ 2,973	\$ 1,634	\$ (7,220)	\$ (2,222)	\$ (9,044)	\$ (3,218)

Certain totals may not foot due to rounding by the casino.

**THE NEW JERSEY CASINO INDUSTRY
PROMOTIONAL ALLOWANCES AND EXPENSES
FOR THE QUARTER ENDED MARCH 31, 1999**

(\$ in Thousands)

	QUARTER		
	<u>Allowances</u>	<u>Expenses</u>	<u>Total</u>
AC Hilton	\$ 11,010	\$ 10,586	\$ 21,596
Bally's Park Place	14,939	12,724	27,663
Caesars	15,725	15,136	30,861
Claridge	4,870	6,072	10,942
Harrah's	11,288	11,363	22,651
Resorts	6,454	11,110	17,564
Sands	5,171	11,322	16,493
Showboat	8,252	12,424	20,676
Tropicana	13,025	8,599	21,624
Trump Marina	8,562	9,394	17,956
Trump Plaza	13,989	10,719	24,708
Trump Taj Mahal	14,121	17,141	31,262
Industry	<u>\$ 127,406</u>	<u>\$ 136,590</u>	<u>\$ 263,996</u>
Incr (Decr) vs. Prior Period	-0.4%	-8.2%	-4.6%

**THE NEW JERSEY CASINO INDUSTRY
PROMOTIONAL ALLOWANCES AND EXPENSES
FOR THE QUARTER ENDED MARCH 31, 1998**

(\$ in Thousands)

	QUARTER		
	<u>Allowances</u>	<u>Expenses</u>	<u>Total</u>
AC Hilton	\$ 9,977	\$ 10,055	\$ 20,032
Bally's Park Place	14,434	9,984	24,418
Caesars	15,398	20,662	36,060
Claridge	4,604	7,640	12,244
Harrah's	10,954	12,084	23,038
Resorts	7,086	10,594	17,680
Sands	4,383	9,278	13,661
Showboat	8,059	15,873	23,932
Tropicana	13,718	10,889	24,607
Trump Marina	8,946	10,181	19,127
Trump Plaza	14,322	14,572	28,894
Trump Taj Mahal	16,094	17,009	33,103
Industry	<u>\$ 127,975</u>	<u>\$ 148,821</u>	<u>\$ 276,796</u>