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## **Division of Gaming Enforcement**

David Rebeck, *Director*

### **DGE Announces September 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 September was \$281.7 million compared to \$235.8 million in September 2017, reflecting a 19.5% increase. Casino Win for September was \$232.0 million increasing 7.7% from the same month last year. Internet Gaming Win was \$25.8 million in September compared to \$20.4 million in the prior period, reflecting an increase of 26.3%. Sports Wagering Gross Revenue was \$24.0 million for the month.

For the year-to-date, the Industry's Total Gaming Revenue was \$2.148 billion for 2018 compared to \$2.039 billion in 2017, reflecting an increase of 5.4%. Casino Win was \$1.892 billion reflecting a 2.0% increase over the prior period. Internet Gaming Win increased 17.6% to \$216.0 million for 2018. Sports Wagering Gross Revenue was \$40.4 million since inception on June 14, 2018.

Director Rebeck commented "Driven by the explosive growth in sports wagering and continuing improvements in Internet gaming and brick-and-mortar casino win results, the gaming industry produced another month of superb revenue increases. The revenue results point to a strong finish for New Jersey's gaming industry in 2018."

#### **Tax Information:**

For the month of September 2018, total gaming taxes were \$23.0 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 \$3.9 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 September 2018, the Racetrack Economic Development Tax of 1.25% of racetrack sports wagering gross revenue was \$117,986.

#### **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:**

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

## SEPTEMBER 2018 STATISTICS

<b>SEPTEMBER</b>			Increase (Decrease)	
	2018	2017	\$	%
Slot Machine Win	\$ 166,790,674	\$ 153,632,518	\$ 13,158,156	8.6
Table Game Win	65,172,399	61,778,981	3,393,418	5.5
Casino Win	<u>231,963,073</u>	<u>215,411,499</u>	<u>16,551,574</u>	7.7
Peer-to-Peer	1,609,989	1,902,249	(292,260)	(15.4)
Other Authorized Games	24,142,472	18,489,533	5,652,939	30.6
Internet Gaming Win	<u>25,752,461</u>	<u>20,391,782</u>	<u>5,360,679</u>	26.3
Sports Wagering Revenue	<u>23,961,038</u>	-	<u>23,961,038</u>	N/A
<b>Total Gaming Revenue</b>	<b><u>\$ 281,676,572</u></b>	<b><u>\$ 235,803,281</u></b>	<b><u>\$ 45,873,291</u></b>	<b>19.5</b>
<b>SEPTEMBER YEAR-TO-DATE</b>				
Slot Machine Win	\$ 1,363,394,598	\$ 1,320,049,036	\$ 43,345,562	3.3
Table Game Win	528,468,909	535,479,728	(7,010,819)	(1.3)
Casino Win	<u>1,891,863,507</u>	<u>1,855,528,764</u>	<u>36,334,743</u>	2.0
Peer-to-Peer	16,413,348	18,578,456	(2,165,108)	(11.7)
Other Authorized Games	199,581,339	165,092,040	34,489,299	20.9
Internet Gaming Win	<u>215,994,687</u>	<u>183,670,496</u>	<u>32,324,191</u>	17.6
Sports Wagering Revenue	<u>40,449,676</u>	-	<u>40,449,676</u>	N/A
<b>Total Gaming Revenue</b>	<b><u>\$ 2,148,307,870</u></b>	<b><u>\$ 2,039,199,260</u></b>	<b><u>\$ 109,108,610</u></b>	<b>5.4</b>
<b>INVESTMENT ALTERNATIVE TAX AND ECONOMIC DEVELOPMENT TAX OBLIGATIONS INCURRED:</b>				
	Casino IAT	Racetrack Economic		
	<u>Obligations (a)</u>	<u>Development Tax (b)</u>		
September 2018	\$ 3,907,117	\$ 117,986		
YTD September 2018	\$ 29,612,995	\$ 223,986		

(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 October 12, 2018

**MONTHLY COMPARISON  
FOR THE MONTH ENDED SEPTEMBER 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	\$ 16,655,080	\$ 17,809,207	(6.5)	\$ -	\$ -	n/a	500,509	\$ -	n/a	17,155,589	\$ 17,809,207	(3.7)
Borgata	60,508,551	69,953,494	(13.5)	4,563,548	4,240,052	7.6	2,515,044	-	n/a	67,587,143	74,193,546	(8.9)
Caesars	22,912,194	29,837,668	(23.2)	-	-	n/a	-	-	n/a	22,912,194	29,837,668	(23.2)
Caesars Interactive NJ	-	-	n/a	4,159,530	3,422,585	21.5	-	-	n/a	4,159,530	3,422,585	21.5
Golden Nugget	18,269,287	18,880,259	(3.2)	9,284,127	5,710,919	62.6	1,118,444	-	n/a	28,671,858	24,591,178	16.6
Hard Rock (b)	25,919,402	-	n/a	648,801	-	n/a	-	-	n/a	26,568,203	-	n/a
Harrah's	27,049,646	31,346,535	(13.7)	-	-	n/a	310,766	-	n/a	27,360,412	31,346,535	(12.7)
Ocean Resort (c)	14,913,247	-	n/a	323,906	-	n/a	1,291,939	-	n/a	16,529,092	-	n/a
Resorts	15,797,462	17,797,406	(11.2)	-	-	n/a	279,492	-	n/a	16,076,954	17,797,406	(9.7)
Resorts Digital	-	-	n/a	3,429,781	3,589,922	(4.5)	8,505,940	-	n/a	11,935,721	3,589,922	232.5
Tropicana	29,938,204	29,786,930	0.5	3,342,768	3,428,304	(2.5)	-	-	n/a	33,280,972	33,215,234	0.2
<b>Total: Casino Industry</b>	<b>\$ 231,963,073</b>	<b>\$ 215,411,499</b>	<b>7.7</b>	<b>\$ 25,752,461</b>	<b>\$ 20,391,782</b>	<b>26.3</b>	<b>\$ 14,522,134</b>	<b>\$ -</b>	<b>n/a</b>	<b>\$ 272,237,668</b>	<b>\$ 235,803,281</b>	<b>15.5</b>
<b>Racetrack Licensees</b>												
Meadowlands	-	-	n/a	-	-	n/a	7,230,022	-	n/a	7,230,022	-	n/a
Monmouth Park	-	-	n/a	-	-	n/a	2,208,882	-	n/a	2,208,882	-	n/a
<b>Grand Total</b>	<b>\$ 231,963,073</b>	<b>\$ 215,411,499</b>	<b>7.7</b>	<b>\$ 25,752,461</b>	<b>\$ 20,391,782</b>	<b>26.3</b>	<b>\$ 23,961,038</b>	<b>\$ -</b>	<b>n/a</b>	<b>\$ 281,676,572</b>	<b>\$ 235,803,281</b>	<b>19.5</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 SEPTEMBER 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	\$ 147,504,285	\$ 162,396,695	(9.2)	\$ -	\$ -	n/a	786,094	\$ -	n/a	\$ 148,290,379	\$ 162,396,695	(8.7)
Borgata	546,792,484	582,032,765	(6.1)	39,882,163	35,784,791	11.5	4,919,857	-	n/a	591,594,504	617,817,556	(4.2)
Caesars	217,429,769	252,672,424	(13.9)	-	-	n/a	-	-	n/a	217,429,769	252,672,424	(13.9)
Caesars Interactive NJ	-	-	n/a	33,283,572	32,532,040	2.3	-	-	n/a	33,283,572	32,532,040	2.3
Golden Nugget	172,113,917	165,605,158	3.9	75,729,286	50,149,789	51.0	1,333,553	-	n/a	249,176,756	215,754,947	15.5
Hard Rock (b)	93,242,569	-	n/a	1,465,823	-	n/a	-	-	n/a	94,708,392	-	n/a
Harrah's	259,439,647	275,625,599	(5.9)	-	-	n/a	609,287	-	n/a	260,048,934	275,625,599	(5.7)
Ocean Resort (c)	53,338,417	-	n/a	959,513	-	n/a	3,040,938	-	n/a	57,338,868	-	n/a
Resorts	139,179,839	146,685,130	(5.1)	-	-	n/a	377,579	-	n/a	139,557,418	146,685,130	(4.9)
Resorts Digital	-	-	n/a	33,892,248	32,741,801	3.5	11,476,271	-	n/a	45,368,519	32,741,801	38.6
Tropicana	262,822,580	270,510,993	(2.8)	30,782,082	32,462,075	(5.2)	-	-	n/a	293,604,662	302,973,068	(3.1)
<b>Total: Casino Industry</b>	<b>\$ 1,891,863,507</b>	<b>\$ 1,855,528,764</b>	<b>2.0</b>	<b>\$ 215,994,687</b>	<b>\$ 183,670,496</b>	<b>17.6</b>	<b>\$ 22,543,579</b>	<b>\$ -</b>	<b>n/a</b>	<b>\$ 2,130,401,773</b>	<b>\$ 2,039,199,260</b>	<b>4.5</b>
<b>Racetrack Licensees</b>												
Meadowlands	-	-	n/a	-	-	n/a	11,663,752	-	n/a	11,663,752	-	n/a
Monmouth Park	-	-	n/a	-	-	n/a	6,242,345	-	n/a	6,242,345	-	n/a
<b>Grand Total</b>	<b>\$ 1,891,863,507</b>	<b>\$ 1,855,528,764</b>	<b>2.0</b>	<b>\$ 215,994,687</b>	<b>\$ 183,670,496</b>	<b>17.6</b>	<b>\$ 40,449,676</b>	<b>\$ -</b>	<b>n/a</b>	<b>\$ 2,148,307,870</b>	<b>\$ 2,039,199,260</b>	<b>5.4</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 SEPTEMBER 2018					FOR THE YEAR-TO-DATE ENDED SEPTEMBER 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	1,214,393	33,494	-	13,840	1,261,727	11,050,595	57,769	-	13,840	11,122,204
Borgata	4,421,478	203,499	687,547	15,722	5,328,246	40,218,039	405,075	6,008,168	22,173	46,653,455
Caesars	1,689,258	-	-	-	1,689,258	16,306,383	-	-	-	16,306,383
Caesars Interactive NJ	-	-	624,719	-	624,719	-	-	5,003,239	-	5,003,239
Golden Nugget	1,208,978	42,450	1,393,087	80,474	2,724,989	11,757,156	51,952	11,366,379	93,906	23,269,393
Hard Rock	1,909,689	-	97,320	-	2,007,009	6,422,204	-	219,873	-	6,642,077
Harrah's	1,980,193	26,415	-	-	2,006,608	19,456,734	51,789	-	-	19,508,523
Ocean Resort	975,826	85,097	48,586	37,470	1,146,979	3,473,725	233,807	143,927	37,470	3,888,929
Resorts	1,096,204	23,757	-	-	1,119,961	9,860,021	32,094	-	-	9,892,115
Resorts Digital	-	-	514,466	1,105,772	1,620,238	-	-	5,083,837	1,491,915	6,575,752
Tropicana	2,059,613	-	501,415	-	2,561,028	18,315,860	-	4,617,312	-	22,933,172
<b>Casino Total</b>	<b>\$ 16,555,632</b>	<b>\$ 414,712</b>	<b>\$ 3,867,140</b>	<b>\$ 1,253,278</b>	<b>\$ 22,090,762</b>	<b>\$ 136,860,717</b>	<b>\$ 832,486</b>	<b>\$ 32,442,735</b>	<b>\$ 1,659,304</b>	<b>\$ 171,795,242</b>
Meadowlands	-	373,530	-	370,831	744,361	-	750,300	-	370,831	1,121,131
Monmouth Park	-	181,506	-	9,202	190,708	-	524,320	-	9,202	533,522
<b>Racetrack Total</b>	<b>\$ -</b>	<b>\$ 555,036</b>	<b>\$ -</b>	<b>\$ 380,033</b>	<b>\$ 935,069</b>	<b>\$ -</b>	<b>\$ 1,274,620</b>	<b>\$ -</b>	<b>\$ 380,033</b>	<b>\$ 1,654,653</b>
<b>Grand Total</b>	<b>\$ 16,555,632</b>	<b>\$ 969,748</b>	<b>\$ 3,867,140</b>	<b>\$ 1,633,311</b>	<b>\$ 23,025,831</b>	<b>\$ 136,860,717</b>	<b>\$ 2,107,106</b>	<b>\$ 32,442,735</b>	<b>\$ 2,039,337</b>	<b>\$ 173,449,895</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.

## September 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
<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	79,062,731	210,076,789
Internet (On-Line) Sports Wagering	104,885,673	126,580,140
Total Sports Wagering Handle	183,948,404	336,656,929

\* 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	9,664,730	94,458,479	10.2%
Basketball	-69,363	4,854,321	-1.4%
Baseball	4,115,438	118,954,058	3.5%
Parlay	4,903,413	35,837,410	13.7%
Other	7,431,534	74,237,346	10.0%
Total	26,045,752	328,341,614	7.9%

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.