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## **Division of Gaming Enforcement**

David Rebeck, *Director*

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

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

December 12, 2018

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#### **Industry:**

Based upon filings with the Division of Gaming Enforcement, Total Gaming Revenue for November was \$257.4 million compared to \$206.4 million in November 2017, reflecting a 24.7% increase. Casino Win for November was \$209.2 million increasing 12.6% from the same month last year. Internet Gaming Win was \$26.9 million in November compared to \$20.6 million in the prior period, reflecting an increase of 30.7%. Sports Wagering Gross Revenue was \$21.2 million for the month.

For the year-to-date, the Industry's Total Gaming Revenue was \$2.645 billion for 2018 compared to \$2.452 billion in 2017, reflecting an increase of 7.9%. Casino Win was \$2.302 billion reflecting a 3.3% increase over the prior period. Internet Gaming Win increased 19.9% to \$269.7 million for 2018. Sports Wagering Gross Revenue was \$73.2 million since inception on June 14, 2018.

#### **Tax Information:**

For the month of November 2018, total gaming taxes were \$21.4 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 \$3.4 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 November 2018, the Racetrack Economic Development Tax of 1.25% of racetrack sports wagering gross revenue was \$121,535.

#### **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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## NOVEMBER 2018 STATISTICS

<b><u>NOVEMBER</u></b>			<b>Increase (Decrease)</b>	
	2018	2017	\$	%
Slot Machine Win	\$ 148,422,427	\$ 131,848,401	\$ 16,574,026	12.6
Table Game Win	60,762,452	53,976,648	6,785,804	12.6
Casino Win	<u>209,184,879</u>	<u>185,825,049</u>	<u>23,359,830</u>	12.6
Peer-to-Peer	1,561,639	1,809,799	(248,160)	(13.7)
Other Authorized Games	25,382,434	18,800,417	6,582,017	35.0
Internet Gaming Win	<u>26,944,073</u>	<u>20,610,216</u>	<u>6,333,857</u>	30.7
Sports Wagering Revenue	<u>21,243,865</u>	<u>-</u>	<u>21,243,865</u>	N/A
<b>Total Gaming Revenue</b>	<b><u>\$ 257,372,817</u></b>	<b><u>\$ 206,435,265</u></b>	<b><u>\$ 50,937,552</u></b>	<b>24.7</b>
<b><u>NOVEMBER YEAR-TO-DATE</u></b>				
Slot Machine Win	\$ 1,654,317,114	\$ 1,587,224,596	\$ 67,092,518	4.2
Table Game Win	647,378,905	639,947,673	7,431,232	1.2
Casino Win	<u>2,301,696,019</u>	<u>2,227,172,269</u>	<u>74,523,750</u>	3.3
Peer-to-Peer	19,628,734	22,322,400	(2,693,666)	(12.1)
Other Authorized Games	250,063,905	202,525,937	47,537,968	23.5
Internet Gaming Win	<u>269,692,639</u>	<u>224,848,337</u>	<u>44,844,302</u>	19.9
Sports Wagering Revenue	<u>73,208,170</u>	<u>-</u>	<u>73,208,170</u>	N/A
<b>Total Gaming Revenue</b>	<b><u>\$ 2,644,596,828</u></b>	<b><u>\$ 2,452,020,606</u></b>	<b><u>\$ 192,576,222</u></b>	<b>7.9</b>
<b><u>INVESTMENT ALTERNATIVE TAX AND ECONOMIC DEVELOPMENT TAX OBLIGATIONS INCURRED:</u></b>				
	Casino IAT	Racetrack Economic		
	<u>Obligations (a)</u>	<u>Development Tax (b)</u>		
November 2018	\$ 3,433,378	\$ 121,535		
YTD November 2018	\$ 36,026,320	\$ 405,941		

(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 December 12, 2018

**MONTHLY COMPARISON  
FOR THE MONTH ENDED NOVEMBER 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	\$ 14,362,434	\$ 15,521,245	(7.5)	\$ -	\$ -	n/a	178,489	\$ -	n/a	14,540,923	\$ 15,521,245	(6.3)
Borgata	55,788,971	60,025,158	(7.1)	4,795,354	4,267,738	12.4	1,072,047	-	n/a	61,656,372	64,292,896	(4.1)
Caesars	22,299,623	22,948,691	(2.8)	-	-	n/a	-	-	n/a	22,299,623	22,948,691	(2.8)
Caesars Interactive NJ	-	-	n/a	3,926,834	3,357,052	17.0	-	-	n/a	3,926,834	3,357,052	17.0
Golden Nugget	16,360,494	17,481,613	(6.4)	9,208,190	6,193,991	48.7	130,874	-	n/a	25,699,558	23,675,604	8.5
Hard Rock (b)	21,493,262	-	n/a	1,314,597	-	n/a	-	-	n/a	22,807,859	-	n/a
Harrah's	25,349,463	28,463,743	(10.9)	-	-	n/a	(124,260)	-	n/a	25,225,203	28,463,743	(11.4)
Ocean Resort (c)	11,697,905	-	n/a	731,887	-	n/a	2,824,672	-	n/a	15,254,464	-	n/a
Resorts	16,438,922	14,962,624	9.9	-	-	n/a	158,332	-	n/a	16,597,254	14,962,624	10.9
Resorts Digital	-	-	n/a	3,573,027	3,527,764	1.3	7,172,171	-	n/a	10,745,198	3,527,764	204.6
Tropicana	25,393,805	26,421,975	(3.9)	3,394,184	3,263,671	4.0	108,751	-	n/a	28,896,740	29,685,646	(2.7)
<b>Total: Casino Industry</b>	<b>\$ 209,184,879</b>	<b>\$ 185,825,049</b>	<b>12.6</b>	<b>\$ 26,944,073</b>	<b>\$ 20,610,216</b>	<b>30.7</b>	<b>\$ 11,521,076</b>	<b>\$ -</b>	<b>n/a</b>	<b>\$ 247,650,028</b>	<b>\$ 206,435,265</b>	<b>20.0</b>
<b>Racetrack Licensees</b>												
Meadowlands	-	-	n/a	-	-	n/a	7,043,394	-	n/a	7,043,394	-	n/a
Monmouth Park	-	-	n/a	-	-	n/a	2,679,395	-	n/a	2,679,395	-	n/a
<b>Grand Total</b>	<b>\$ 209,184,879</b>	<b>\$ 185,825,049</b>	<b>12.6</b>	<b>\$ 26,944,073</b>	<b>\$ 20,610,216</b>	<b>30.7</b>	<b>\$ 21,243,865</b>	<b>\$ -</b>	<b>n/a</b>	<b>\$ 257,372,817</b>	<b>\$ 206,435,265</b>	<b>24.7</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 NOVEMBER 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	\$ 176,221,613	\$ 194,739,024	(9.5)	\$ -	\$ -	n/a	1,376,182	\$ -	n/a	\$ 177,597,795	\$ 194,739,024	(8.8)
Borgata	653,313,201	697,283,336	(6.3)	49,042,288	44,231,806	10.9	6,179,116	-	n/a	708,534,605	741,515,142	(4.4)
Caesars	259,934,900	301,343,419	(13.7)	-	-	n/a	-	-	n/a	259,934,900	301,343,419	(13.7)
Caesars Interactive NJ	-	-	n/a	41,118,560	39,200,857	4.9	-	-	n/a	41,118,560	39,200,857	4.9
Golden Nugget	204,784,919	201,163,435	1.8	94,612,026	62,481,964	51.4	1,661,982	-	n/a	301,058,927	263,645,399	14.2
Hard Rock (b)	137,984,571	-	n/a	3,797,242	-	n/a	-	-	n/a	141,781,813	-	n/a
Harrah's	308,581,558	334,456,913	(7.7)	-	-	n/a	589,475	-	n/a	309,171,033	334,456,913	(7.6)
Ocean Resort (c)	78,121,825	-	n/a	2,286,693	-	n/a	6,689,803	-	n/a	87,098,321	-	n/a
Resorts	169,376,704	176,613,985	(4.1)	-	-	n/a	461,734	-	n/a	169,838,438	176,613,985	(3.8)
Resorts Digital	-	-	n/a	40,954,075	39,746,488	3.0	23,738,695	-	n/a	64,692,770	39,746,488	62.8
Tropicana	313,376,728	321,572,157	(2.5)	37,881,755	39,187,222	(3.3)	124,065	-	n/a	351,382,548	360,759,379	(2.6)
<b>Total: Casino Industry</b>	<b>\$ 2,301,696,019</b>	<b>\$ 2,227,172,269</b>	<b>3.3</b>	<b>\$ 269,692,639</b>	<b>\$ 224,848,337</b>	<b>19.9</b>	<b>\$ 40,821,052</b>	<b>\$ -</b>	<b>n/a</b>	<b>\$ 2,612,209,710</b>	<b>\$ 2,452,020,606</b>	<b>6.5</b>
<b>Racetrack Licensees</b>												
Meadowlands	-	-	n/a	-	-	n/a	22,249,786	-	n/a	22,249,786	-	n/a
Monmouth Park	-	-	n/a	-	-	n/a	10,137,332	-	n/a	10,137,332	-	n/a
<b>Grand Total</b>	<b>\$ 2,301,696,019</b>	<b>\$ 2,227,172,269</b>	<b>3.3</b>	<b>\$ 269,692,639</b>	<b>\$ 224,848,337</b>	<b>19.9</b>	<b>\$ 73,208,170</b>	<b>\$ -</b>	<b>n/a</b>	<b>\$ 2,644,596,828</b>	<b>\$ 2,452,020,606</b>	<b>7.9</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 NOVEMBER 2018					FOR THE YEAR-TO-DATE ENDED NOVEMBER 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	1,055,249	(2,257)	-	26,656	1,079,648	13,148,506	81,287	-	54,583	13,284,376
Borgata	4,067,628	74,616	723,320	25,248	4,890,812	48,017,509	489,915	7,387,988	56,121	55,951,533
Caesars	1,649,827	-	-	-	1,649,827	19,436,539	-	-	-	19,436,539
Caesars Interactive NJ	-	-	589,702	-	589,702	-	-	6,179,875	-	6,179,875
Golden Nugget	1,045,499	11,124	1,382,250	-	2,438,873	13,883,797	66,995	14,200,767	113,594	28,265,153
Hard Rock	1,523,927	-	197,189	-	1,721,116	9,661,032	-	569,586	-	10,230,618
Harrah's	1,850,845	(10,562)	-	-	1,840,283	23,048,928	50,105	-	-	23,099,033
Ocean Resort	800,430	162,109	109,783	118,143	1,190,465	5,182,244	432,676	343,004	205,284	6,163,208
Resorts	1,157,297	13,458	-	-	1,170,755	11,961,754	39,247	-	-	12,001,001
Resorts Digital	-	-	535,953	932,382	1,468,335	-	-	6,143,111	3,086,030	9,229,141
Tropicana	1,777,620	9,241	509,127	-	2,295,988	21,849,949	10,543	5,682,263	-	27,542,755
<b>Casino Total</b>	<b>\$ 14,928,322</b>	<b>\$ 257,729</b>	<b>\$ 4,047,324</b>	<b>\$ 1,102,429</b>	<b>\$ 20,335,804</b>	<b>\$ 166,190,258</b>	<b>\$ 1,170,768</b>	<b>\$ 40,506,594</b>	<b>\$ 3,515,612</b>	<b>\$ 211,383,232</b>
Meadowlands	-	221,742	-	586,166	807,908	-	1,067,512	-	1,272,628	2,340,140
Monmouth Park	-	98,334	-	197,769	296,103	-	673,723	-	286,090	959,813
<b>Racetrack Total</b>	<b>\$ -</b>	<b>\$ 320,076</b>	<b>\$ -</b>	<b>\$ 783,935</b>	<b>\$ 1,104,011</b>	<b>\$ -</b>	<b>\$ 1,741,235</b>	<b>\$ -</b>	<b>\$ 1,558,718</b>	<b>\$ 3,299,953</b>
<b>Grand Total</b>	<b>\$ 14,928,322</b>	<b>\$ 577,805</b>	<b>\$ 4,047,324</b>	<b>\$ 1,886,364</b>	<b>\$ 21,439,815</b>	<b>\$ 166,190,258</b>	<b>\$ 2,912,003</b>	<b>\$ 40,506,594</b>	<b>\$ 5,074,330</b>	<b>\$ 214,683,185</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.

## November 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	92,132,952	388,551,358
Internet (On-Line) Sports Wagering	238,615,611	539,565,435
<b>Total Sports Wagering Handle</b>	<b>330,748,563</b>	<b>928,116,793</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	17,787,501	328,246,428	5.4%
Basketball	7,016,978	99,615,114	7.0%
Baseball	4,248,120	153,159,593	2.8%
Parlay	12,658,945	143,563,483	8.8%
Other	12,406,185	191,230,507	6.5%
<b>Total</b>	<b>54,117,729</b>	<b>915,815,125</b>	<b>5.9%</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.