

# News



New Jersey  
**Office of the Attorney General**

NEW JERSEY DEPARTMENT OF LAW & PUBLIC SAFETY

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**Division of Gaming Enforcement**

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## **DGE Announces Quarterly and Year-To-Date Results**

**For Immediate Release:**

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ATLANTIC CITY —

### **Casino Licensees Financial Results:**

According to financial reports filed with the Division of Gaming Enforcement (DGE), the casino licensees reported 2<sup>nd</sup> quarter 2019 Net Revenue of \$806.8 million reflecting an 18.2% improvement over the same quarter last year while Gross Operating Profit decreased 6.8% to \$159.3 million compared to the prior period. Additionally, the casino licensees' Net Revenue increased 17.8% to \$1,510.9 million and Gross Operating Profit decreased 16.8% for the six months to \$245.1 million.

### **Third Party Business Sales:**

Sales from third party businesses increased 23.8% to \$61.7 million for the quarter ended June 2019. For the year-to-date period, third party business sales increased 30.6% to \$116.4 million.

### **Hotel Occupancy:**

For the 2<sup>nd</sup> quarter of 2019, the industry's occupancy rate was 81.5%, which is a 3.3 percentage point decrease from the prior period. The occupancy rate in the industry's casino hotels for the six months ended June 2019 was 77.1%, which is 4.3 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 JUNE 30, 2019 AND 2018  
(\$ in Thousands)**

	Net Revenue			Gross Operating Profit		
	2019	2018	Variance	2019	2018	Variance
<b>Casino Hotel Licensees (a):</b>						
Bally's AC	54,514	57,306	-4.9%	9,363	11,779	-20.5%
Borgata	201,976	207,859	-2.8%	55,417	52,929	4.7%
Caesars	69,843	78,688	-11.2%	16,336	24,632	-33.7%
Golden Nugget	59,091	66,082	-10.6%	10,118	14,212	-28.8%
Hard Rock (c)	103,688	4,534	N/A	11,282	(2,710)	N/A
Harrah's	96,434	106,285	-9.3%	23,039	31,543	-27.0%
Ocean Resort (d)	71,617	4,548	N/A	(1,197)	860	N/A
Resorts Casino	43,046	47,146	-8.7%	5,371	9,055	-40.7%
Tropicana	87,451	95,924	-8.8%	22,617	25,280	-10.5%
<b>Other Licensees (a) (b):</b>						
CIENJ	10,298	7,766	32.6%	5,022	2,927	71.6%
Resorts Digital	8,847	6,660	32.8%	1,952	391	399.2%
Industry Total	<u>\$ 806,805</u>	<u>\$ 682,798</u>	18.2%	<u>\$ 159,320</u>	<u>\$ 170,898</u>	-6.8%

(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  
STATEMENT OF INCOME STATISTICS  
FOR THE SIX MONTHS ENDED JUNE 30, 2019 AND 2018  
(\$ in Thousands)**

	Net Revenue			Gross Operating Profit		
	2019	2018	Variance	2019	2018	Variance
<b>Casino Hotel Licensees (a):</b>						
Bally's AC	99,410	106,392	-6.6%	12,197	17,991	-32.2%
Borgata	386,606	400,300	-3.4%	95,124	98,057	-3.0%
Caesars	130,494	142,447	-8.4%	27,198	37,209	-26.9%
Golden Nugget	115,250	123,746	-6.9%	19,563	24,221	-19.2%
Hard Rock (c)	181,600	4,534	N/A	5,143	(2,710)	N/A
Harrah's	181,147	206,716	-12.4%	39,549	59,958	-34.0%
Ocean Resort (d)	128,122	4,548	N/A	(12,750)	860	N/A
Resorts Casino	81,726	83,463	-2.1%	8,395	10,737	-21.8%
Tropicana	167,704	180,459	-7.1%	39,163	42,754	-8.4%
<b>Other Licensees (a) (b):</b>						
CIENJ	20,808	15,445	34.7%	7,765	5,836	33.1%
Resorts Digital	17,995	13,975	28.8%	3,798	(424)	995.8%
<b>Industry Total</b>	<b>\$1,510,862</b>	<b>\$1,282,025</b>	<b>17.8%</b>	<b>\$ 245,145</b>	<b>\$ 294,489</b>	<b>-16.8%</b>

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**ATLANTIC CITY CASINO INDUSTRY  
HOTEL STATISTICS  
FOR THE QUARTER ENDED JUNE 30, 2019**

<b>CASINO</b>	<b>NUMBER OF GUEST ROOMS IN PROPERTY*</b>	<b>NUMBER OF AVAILABLE ROOM NIGHTS</b>	<b>NUMBER OF OCCUPIED ROOM NIGHTS</b>	<b>OCCUPANCY RATE</b>	<b>AVERAGE RATE PER OCCUPIED ROOM</b>
Bally's AC	1,214	110,474	94,781	85.8%	116.61
Borgata	2,767	251,797	207,610	82.5%	171.43
Caesars	1,141	103,673	92,635	89.4%	133.65
Golden Nugget	717	65,247	46,014	70.5%	86.08
Hard Rock	1,971	179,361	142,205	79.3%	128.81
Harrah's	2,587	232,896	179,912	77.2%	139.69
Ocean Resort	1,399	127,309	115,887	91.0%	170.67
Resorts	942	85,722	73,644	85.9%	95.95
Tropicana	2,364	208,405	160,361	76.9%	138.92
<b>INDUSTRY TOTAL</b>	<b>15,102</b>	<b>1,364,884</b>	<b>1,113,049</b>	<b>81.5%</b>	<b>\$139.76</b>

\* Number of guest rooms at end of quarter

**ATLANTIC CITY CASINO INDUSTRY  
HOTEL STATISTICS  
FOR THE SIX MONTHS ENDED JUNE 30, 2019**

<b>CASINO</b>	<b>NUMBER OF GUEST ROOMS IN PROPERTY*</b>	<b>NUMBER OF AVAILABLE ROOM NIGHTS</b>	<b>NUMBER OF OCCUPIED ROOM NIGHTS</b>	<b>OCCUPANCY RATE</b>	<b>AVERAGE RATE PER OCCUPIED ROOM</b>
Bally's AC	1,214	219,734	175,086	79.7%	\$113.01
Borgata	2,767	500,827	401,719	80.2%	167.92
Caesars	1,141	206,363	176,405	85.5%	128.23
Golden Nugget	717	129,777	87,132	67.1%	81.73
Hard Rock	1,971	356,751	248,474	69.6%	126.81
Harrah's	2,587	427,434	333,988	78.1%	128.11
Ocean Resort	1,399	253,219	199,054	78.6%	166.98
Resorts	942	170,502	134,166	78.7%	92.97
Tropicana	2,364	410,898	308,042	75.0%	131.02
<b>INDUSTRY TOTAL</b>	<b>15,102</b>	<b>2,675,505</b>	<b>2,064,066</b>	<b>77.1%</b>	<b>\$134.37</b>

\* Number of guest rooms at end of quarter