### Key Metrics and Variances

#### VISITOR CENTERS & SERVICES STATISTICS

<table>
<thead>
<tr>
<th>Metric</th>
<th>Month ended September 2017</th>
<th>Variance</th>
<th>Last 3-months ended September 2017</th>
<th>Variance</th>
<th>Last 12-months ended September 2017</th>
<th>Variance</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Welcome Center Visitors</td>
<td>9,927</td>
<td>(7.8%)</td>
<td>33,266</td>
<td>(5.0%)</td>
<td>86,254</td>
<td>(10.0%)</td>
</tr>
<tr>
<td>Total Room Nights</td>
<td>n/a</td>
<td>n/a</td>
<td>n/a</td>
<td>n/a</td>
<td>n/a</td>
<td>n/a</td>
</tr>
<tr>
<td>Room Night Economic Impact</td>
<td>$0</td>
<td>n/a</td>
<td>$0</td>
<td>n/a</td>
<td>$0</td>
<td>n/a</td>
</tr>
<tr>
<td>Total Visitor Inquiries by Phone</td>
<td>589</td>
<td>(40.6%)</td>
<td>2,417</td>
<td>(26.1%)</td>
<td>9,258</td>
<td>(11.4%)</td>
</tr>
<tr>
<td>Total Visitor Inquiries by eMail</td>
<td>316</td>
<td>(38.9%)</td>
<td>1,533</td>
<td>(31.5%)</td>
<td>5,968</td>
<td>(32.7%)</td>
</tr>
</tbody>
</table>

#### WEBSITE STATISTICS (www.atlanticcitynj.com)

<table>
<thead>
<tr>
<th>Metric</th>
<th>Month ended September 2017</th>
<th>Variance</th>
<th>Last 3-months ended September 2017</th>
<th>Variance</th>
<th>Last 12-months ended September 2017</th>
<th>Variance</th>
</tr>
</thead>
<tbody>
<tr>
<td>Visits</td>
<td>117,052</td>
<td>(26.0%)</td>
<td>510,548</td>
<td>(29.0%)</td>
<td>1,650,786</td>
<td>(27.8%)</td>
</tr>
<tr>
<td>Unique Visitors</td>
<td>98,467</td>
<td>(24.7%)</td>
<td>423,082</td>
<td>(27.8%)</td>
<td>1,382,451</td>
<td>(26.3%)</td>
</tr>
<tr>
<td>New Visitors (%)</td>
<td>78.5%</td>
<td>4.3%</td>
<td>77.3%</td>
<td>33.8%</td>
<td>77.9%</td>
<td>11.4%</td>
</tr>
<tr>
<td>New Visitors</td>
<td>91,920</td>
<td>(22.8%)</td>
<td>394,532</td>
<td>(5.1%)</td>
<td>1,286,050</td>
<td>(19.6%)</td>
</tr>
<tr>
<td>Page Views</td>
<td>286,280</td>
<td>(29.4%)</td>
<td>1,269,280</td>
<td>(34.2%)</td>
<td>4,201,938</td>
<td>(32.8%)</td>
</tr>
<tr>
<td>Online Visitor Guide Requests</td>
<td>315</td>
<td>(36.7%)</td>
<td>1,527</td>
<td>(31.1%)</td>
<td>5,921</td>
<td>(44.2%)</td>
</tr>
</tbody>
</table>

#### CONVENTION SALES ACTIVITIES

<table>
<thead>
<tr>
<th>Metric</th>
<th>Month ended September 2017</th>
<th>Variance</th>
<th>Last 3-months ended September 2017</th>
<th>Variance</th>
<th>Last 12-months ended September 2017</th>
<th>Variance</th>
</tr>
</thead>
<tbody>
<tr>
<td>No. of Shows</td>
<td>11</td>
<td>0.0%</td>
<td>16</td>
<td>33.3%</td>
<td>68</td>
<td>(10.5%)</td>
</tr>
<tr>
<td>No. of Room Nights</td>
<td>13,134</td>
<td>36.5%</td>
<td>16,470</td>
<td>69.6%</td>
<td>82,948</td>
<td>19.0%</td>
</tr>
<tr>
<td>No. of Delegates</td>
<td>16,718</td>
<td>3.6%</td>
<td>26,265</td>
<td>54.9%</td>
<td>233,711</td>
<td>16.1%</td>
</tr>
<tr>
<td>Delegate Spending</td>
<td>$15,219,627</td>
<td>90.7%</td>
<td>$18,909,838</td>
<td>132.7%</td>
<td>$95,451,556</td>
<td>41.8%</td>
</tr>
<tr>
<td>Public Shows - Atlantic City Convention Center</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>No. of Shows</td>
<td>-</td>
<td>n/a</td>
<td>1</td>
<td>(50.0%)</td>
<td>10</td>
<td>(16.7%)</td>
</tr>
<tr>
<td>No. of Room Nights</td>
<td>-</td>
<td>n/a</td>
<td>680</td>
<td>(86.0%)</td>
<td>6,501</td>
<td>(30.9%)</td>
</tr>
<tr>
<td>No. of Delegates</td>
<td>-</td>
<td>n/a</td>
<td>780</td>
<td>(94.9%)</td>
<td>155,515</td>
<td>3.9%</td>
</tr>
<tr>
<td>Delegate Spending</td>
<td>$0</td>
<td>n/a</td>
<td>$448,427</td>
<td>(87.9%)</td>
<td>$23,335,546</td>
<td>(7.5%)</td>
</tr>
<tr>
<td>Total Convention Center Bookings</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>No. of Shows</td>
<td>11</td>
<td>0.0%</td>
<td>17</td>
<td>21.4%</td>
<td>78</td>
<td>(11.4%)</td>
</tr>
<tr>
<td>No. of Room Nights</td>
<td>13,134</td>
<td>36.5%</td>
<td>17,150</td>
<td>17.7%</td>
<td>89,449</td>
<td>13.1%</td>
</tr>
<tr>
<td>No. of Delegates</td>
<td>16,718</td>
<td>3.6%</td>
<td>27,045</td>
<td>16.0%</td>
<td>389,226</td>
<td>16.1%</td>
</tr>
<tr>
<td>Delegate Spending</td>
<td>$15,219,627</td>
<td>90.7%</td>
<td>$18,909,838</td>
<td>132.7%</td>
<td>$95,451,556</td>
<td>41.8%</td>
</tr>
<tr>
<td>Hotel - Individual Properties</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>No. of Shows</td>
<td>11</td>
<td>(31.3%)</td>
<td>40</td>
<td>(4.8%)</td>
<td>145</td>
<td>(8.8%)</td>
</tr>
<tr>
<td>No. of Room Nights</td>
<td>8,446</td>
<td>(55.5%)</td>
<td>32,117</td>
<td>(21.6%)</td>
<td>106,306</td>
<td>(22.4%)</td>
</tr>
<tr>
<td>No. of Delegates</td>
<td>16,667</td>
<td>(17.9%)</td>
<td>52,754</td>
<td>(17.9%)</td>
<td>126,194</td>
<td>(31.7%)</td>
</tr>
<tr>
<td>Delegate Spending</td>
<td>$8,638,677</td>
<td>(47.4%)</td>
<td>$24,090,520</td>
<td>(34.7%)</td>
<td>$71,326,014</td>
<td>(25.2%)</td>
</tr>
<tr>
<td>Monthly Totals</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>No. of Shows</td>
<td>22</td>
<td>(18.5%)</td>
<td>57</td>
<td>1.8%</td>
<td>223</td>
<td>(9.7%)</td>
</tr>
<tr>
<td>No. of Room Nights</td>
<td>21,580</td>
<td>(24.5%)</td>
<td>49,267</td>
<td>(11.3%)</td>
<td>195,755</td>
<td>(9.4%)</td>
</tr>
<tr>
<td>No. of Delegates</td>
<td>33,385</td>
<td>(22.3%)</td>
<td>79,799</td>
<td>(17.3%)</td>
<td>515,420</td>
<td>(3.8%)</td>
</tr>
<tr>
<td>Delegate Spending</td>
<td>$23,858,304</td>
<td>(2.2%)</td>
<td>$43,448,785</td>
<td>(10.8%)</td>
<td>$190,113,116</td>
<td>(1.2%)</td>
</tr>
</tbody>
</table>

#### BOARDWALK HALL ACTIVITY

<table>
<thead>
<tr>
<th>Metric</th>
<th>Month ended September 2017</th>
<th>Variance</th>
<th>Last 3-months ended September 2017</th>
<th>Variance</th>
<th>Last 12-months ended September 2017</th>
<th>Variance</th>
</tr>
</thead>
<tbody>
<tr>
<td>Public Shows</td>
<td>4</td>
<td>300.0%</td>
<td>7</td>
<td>0.0%</td>
<td>24</td>
<td>14.3%</td>
</tr>
<tr>
<td>Attendance</td>
<td>17,031</td>
<td>71.8%</td>
<td>39,513</td>
<td>41.6%</td>
<td>135,396</td>
<td>(4.9%)</td>
</tr>
<tr>
<td>Avg. Attendance</td>
<td>4,258</td>
<td>(57.0%)</td>
<td>5,645</td>
<td>41.6%</td>
<td>5,642</td>
<td>(16.8%)</td>
</tr>
<tr>
<td>Sporting Events</td>
<td>n/a</td>
<td>n/a</td>
<td>n/a</td>
<td>n/a</td>
<td>5</td>
<td>(16.7%)</td>
</tr>
<tr>
<td>Attendance</td>
<td>-</td>
<td>n/a</td>
<td>- n/a</td>
<td>n/a</td>
<td>49,742</td>
<td>(5.3%)</td>
</tr>
<tr>
<td>Avg. Attendance</td>
<td>n/a</td>
<td>n/a</td>
<td>n/a</td>
<td>n/a</td>
<td>9,948</td>
<td>(13.6%)</td>
</tr>
<tr>
<td>Total Events</td>
<td>4</td>
<td>300.0%</td>
<td>7</td>
<td>0.0%</td>
<td>29</td>
<td>7.4%</td>
</tr>
<tr>
<td>Attendance</td>
<td>17,031</td>
<td>71.8%</td>
<td>39,513</td>
<td>41.6%</td>
<td>185,138</td>
<td>(5.0%)</td>
</tr>
<tr>
<td>Avg. Attendance</td>
<td>4,258</td>
<td>(57.0%)</td>
<td>5,645</td>
<td>41.6%</td>
<td>6,384</td>
<td>(11.6%)</td>
</tr>
</tbody>
</table>
### TRANSPORTATION STATISTICS *

<table>
<thead>
<tr>
<th>Metric</th>
<th>Month ended September 2017</th>
<th>Variance</th>
<th>Last 3-months ended September 2017</th>
<th>Variance</th>
<th>Last 12-months ended September 2017</th>
<th>Variance</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Cars, Passenger Vehicles</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>AC Expressway-Pleasantville Plaza</td>
<td>1,590,156</td>
<td>(2.7%)</td>
<td>5,472,997</td>
<td>(2.9%)</td>
<td>18,546,419</td>
<td>(2.0%)</td>
</tr>
<tr>
<td><strong>Buses</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>SJTA Day Bus Count</td>
<td>5,435</td>
<td>(2.6%)</td>
<td>16,479</td>
<td>(3.3%)</td>
<td>58,272</td>
<td>(6.2%)</td>
</tr>
<tr>
<td>SJTA Day Bus Passengers</td>
<td>88,054</td>
<td>(7.9%)</td>
<td>291,197</td>
<td>(11.7%)</td>
<td>954,816</td>
<td>(12.8%)</td>
</tr>
<tr>
<td>SJTA Overnight Bus Count</td>
<td>76</td>
<td>(21.6%)</td>
<td>146</td>
<td>(18.9%)</td>
<td>847</td>
<td>(15.1%)</td>
</tr>
<tr>
<td>SJTA Overnight Bus Passengers</td>
<td>3,190</td>
<td>(11.9%)</td>
<td>5,835</td>
<td>(13.3%)</td>
<td>33,749</td>
<td>(14.0%)</td>
</tr>
</tbody>
</table>

### CASINO REVENUE **

<table>
<thead>
<tr>
<th>Metric</th>
<th>Month ended September 2017</th>
<th>Variance</th>
<th>Last 3-months ended September 2017</th>
<th>Variance</th>
<th>Last 12-months ended September 2017</th>
<th>Variance</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross Gaming Revenue ($M)</td>
<td>$236.0</td>
<td>4.1%</td>
<td>$749.3</td>
<td>0.1%</td>
<td>$2,650.3</td>
<td>2.0%</td>
</tr>
<tr>
<td>Slot Revenue ($M)</td>
<td>$153.6</td>
<td>(2.5%)</td>
<td>$498.3</td>
<td>0.4%</td>
<td>$1,715.2</td>
<td>(0.4%)</td>
</tr>
<tr>
<td>Table Games &amp; Related Revenue ($M)</td>
<td>$62.0</td>
<td>(2.5%)</td>
<td>$188.7</td>
<td>(6.9%)</td>
<td>$699.2</td>
<td>1.3%</td>
</tr>
<tr>
<td>Internet Gross Revenue ($M)</td>
<td>$20.4</td>
<td>25.6%</td>
<td>$62.3</td>
<td>25.3%</td>
<td>$235.9</td>
<td>27.8%</td>
</tr>
</tbody>
</table>

**Legend:**

- **If variance is:**
  - More than 10%
  - 1% to 9%
  - No Variance
  - (1%) to (9%)
  - More than (10%)

**-** South Jersey Transportation Authority (SJTA), Atlantic City International Airport (ACY); **-** NJ Division of Gaming Enforcement