

Gaming in New Jersey & The Impact of COVID-19

New Jersey is home to nine commercial casinos that support jobs for more than 39,000 New Jerseyans and \$6.5 billion in economic impact annually. The \$1.2 billion in annual local, state, and federal tax revenue supported by gaming funds infrastructure, education, and local economic development projects.

The Impact of COVID-19

The outbreak is deeply harming the U.S. gaming industry. Employees from every segment of the industry—from commercial and tribal casinos and sportsbooks to gaming equipment manufacturing to the small businesses that support us—have felt the repercussions of government-mandated property closures across the United States. In the last week alone:

- Essentially all (980 of 989) commercial and tribal casino properties in the U.S. have shuttered their doors.
- Americans intent to visit a casino dropped more than 20 points – from 49 percent in Sept. 2019 – to just 28 percent today.
- 66 million Americans say they are less likely than before the outbreak to spend money at a casino or casino resort over the next three months.

We support swift government action to protect the health and safety of American communities. Equally urgent action is needed to mitigate the dire impact these closures will have on hundreds of thousands of U.S. casino workers and the businesses that employ them.

In New Jersey, casino closures will reverberate across local communities:

9	39,007	\$356M	\$1.1B
Number of Casinos Closed in a State	Number of Jobs Impacted	Two-Month Potential Wages At-Risk	Two-Month Potential Economic Activity Loss

As of March 25, 2020

Advocacy Efforts to Support the Gaming Industry

The American Gaming Association (AGA) is engaged with Congressional and administration leadership to shape stimulus and aid packages that will enable our members to support employees and their families during this crisis. To ensure our voice is heard, it is important to mobilize potential allies—governors, mayors, state and local chambers, gaming employees—about the important role gaming plays in communities across the country. It is critical that all stakeholders whose economic futures are closely tied to the vitality of the industry are activated as quickly as possible.

This document provides talking points and Congressional contacts for your state to support outreach. The first page can also be shared directly with policymakers to inform them of the essential role of gaming and the devastating impact of the COVID-19 outbreak.

The AGA urges you and/or your property manager to reach out to your state's U.S. Senator and nearest Member of Congress to discuss the industry's unique challenges during this crisis.

Talking Points

- This unique challenge will require an unprecedented level of support from our government leaders. As Congress works with the administration on important legislative measures to protect workers and vulnerable populations, the gaming industry must be eligible to receive any desperately needed relief measures extended to businesses.
- Government action is essential to ensure our businesses weather the current storm and can remain a reliable economic driver, job creator, and community partner in cities and states across our nation.
- Our immediate priorities are focused government measures that can free up operating capital today, so our member companies can continue to support their workers and families through these difficult times.
- The U.S. gaming industry has been disproportionately affected by widespread, mandated closures of casino properties across the United States, and needs significant and swift federal government stimulus to help get the half a million gaming employees back to work.
 - The impact to gaming businesses goes beyond the casino floor – it creates deep uncertainty impacting nearly two million Americans whose jobs are supported by gaming and disproportionately affects the operations of the entire hospitality industry.
 - Drastic reductions in hotel stays, restaurant visits, conventions and meetings, and tourism all affect the entire gaming industry, from suppliers to operators.
 - Among the nearly two million Americans whose jobs are supported by gaming are more than 350,000 small business employees who supply and work with our industry.
- We are economic engines that insert billions of dollars in tax revenue and tribal revenue share into communities across 43 states.
- We will continue to serve these important roles throughout this public health crisis and in our communities' recovery in the weeks and months ahead.

New Jersey Congressional Delegation

Senator Bob Menendez (D-NJ)	Senator Cory Booker (D-NJ)
<p>Relevance: Senate Finance Casinos in State: 9 total Office Contacts:</p> <ul style="list-style-type: none"> Fred Turner, Chief of Staff, Fred_turner@menendez.senate.gov; (202) 224-4744 Raphael Chavez-Fernandez, State Director, Raphael_chavez-fernandez@menendez.senate.gov; (973) 645-3030 Rebecca Schatz, Legislative Director (Commerce and Finance staffer), Rebecca_schatz@menendez.senate.gov; (202) 224-4744 Keith Roachford, Special Projects Manger (Appropriations staffer), Keith_roachford@menendez.senate.gov; (202) 224-4744 Jason Tuber, Senior Adviser (Tax staffer), Jason_tuber@menendez.senate.gov; (202) 224-4744 	<p>Relevance: Senate Judiciary Casinos in State: 9 total Office Contacts:</p> <ul style="list-style-type: none"> Tricia Russell, Chief of Staff, Tricia_russell@booker.senate.gov; (202) 224-3224 Matt Klapper, Chief of Staff, Matt_klapper@booker.senate.gov; (202) 224-3224 Danny Smith, Counsel (Judiciary staffer), Daniel_smith@judiciary-dem.senate.gov; (202) 224-7703 Hanna Mori, State Director, Hanna_mori@booker.senate.gov; (973) 639-8700
Representative Josh Gottheimer (D-NJ-5)	Representative Bill Pascrell (D-NJ-9)
<p>Relevance: Financial Services & Member of Gaming Caucus Office Contacts:</p> <ul style="list-style-type: none"> Max Virkus, Economic Policy Adviser, Max.virkus@mail.house.gov; (202) 225-4465 Blake Davis, Chief of Staff, blake.davis@mail.house.gov; (202) 225-4465 Hanna Berner, Legislative Director, Gaming Caucus Staffer, Hannah.berner@mail.house.gov; (202) 225-4465 James Corti, District Director, James.corti@mail.house.gov; (201) 389-1100 	<p>Relevance: Ways and Means Office Contacts:</p> <ul style="list-style-type: none"> Jayne Fitzgerald, Economic Policy Adviser, Jayne.fitzgerald@mail.house.gov; (202) 225-5751 Benjamin Jacobs Rich, Chief of Staff, ben.rich@mail.house.gov; (202) 225-5751 Dylan J. Sodaro, Legislative Director, Dylan.sodaro@mail.house.gov; (202) 225-5751 Ritzy A. Moralez-Diaz, District Director, ritzy.moralez@mail.house.gov; (973) 523-5152
Representative Frank Pallone (D-NJ-6)	Representative Jeff Van Drew (R-NJ-2)
<p>Relevance: House Energy and Commerce Committee Chairman Office Contacts:</p> <ul style="list-style-type: none"> James Johnson, Senior Legislative Assistant (Commerce Staffer), James.johnson@mail.house.gov; (202) 225-4671 Liam Fitzsimmons, Chief of Staff, Liam.fitzsimmons@mail.house.gov; (202) 225-4671 Matthew Montekio, District Director, Matthew.montekio@mail.house.gov; (732) 571-1140 	<p>Relevance: Member of Gaming Caucus Casinos in District: 6 total Office Contacts:</p> <ul style="list-style-type: none"> Scott Fischer, Legislative Director & Deputy Chief of Staff (Tax Staffer), Scott.fischer@mail.house.gov; (202) 225-6572 Allison Murphy, Chief of Staff, Allison.murphy@mail.house.gov; (202) 225-6572 Trevor Ray, Gaming Caucus staffer, Trevor.Ray@mail.house.gov; (202) 225-6572 Christopher Chin, District Director, Christopher.chin@mail.house.gov; (609) 625-5008