

The Average Laughlin Casino, 2012

In fiscal 2012, 9 casinos in Laughlin produced gaming revenue of more than \$1 million. The averages for several key financial statistics produce a picture of the statistically 'average' Laughlin casino and give a good snapshot of the industry standard.

Definitions

All Casinos: total for all 9 Laughlin casinos earning \$1 million and over in fiscal 2012

Average Casino: total for "All Casinos" divided by 9

Daily Average: "Average Casino" total divided by 366, for the average daily revenue/expense for the category in question

Available/Occupied Rooms: Total annual room nights in the respective category

Comps: Expenses recorded for complimentary items

Payroll: Total payroll taxes, employee benefits, and officer and employee pay

% of Rev: Expense or revenue items as a percentage of total gaming or rooms revenue

Revenues by Department

	All Casinos	Average Casino	Daily Average	% of Total
Gaming	460,025,000	51,113,889	139,655	64.2%
Rooms	92,183,697	10,242,633	27,985	12.9%
Food	78,208,628	8,689,848	23,743	10.9%
Beverage	40,323,903	4,480,434	12,242	5.6%
Other	45,772,258	5,085,806	13,896	6.4%
Total	716,513,486	79,612,610	217,521	100%

Casino Revenues

	All Casinos	Average Casino	Daily Average	% of Total
Pit*	45,314,565	5,034,952	13,757	9.9%
Slots	408,144,641	45,349,405	123,905	88.7%
Poker	3,678,179	408,687	1,117	0.8%
Race Book	1,592,346	176,927	483	0.3%
Sports Book	1,295,269	143,919	393	0.3%
Total	460,025,000	51,113,889	139,655	100%

* Includes keno and bingo

Casino Expenses

	All Casinos	Average Casino	Daily Average	% of Rev.
Bad Debt	18,400	2,044	6	0.0%
Comps	99,749,950	11,083,328	30,282	21.7%
Gaming Taxes	38,877,576	4,319,731	11,803	8.5%
Payroll	51,249,878	5,694,431	15,559	11.1%
Total Expenses	231,791,816	25,754,646	70,368	50.4%

Room Revenues & Occupancy

	All Casinos	Average Casino	Daily Average	% of Rev.
Sales	51,298,060	5,699,784	15,573	55.6%
Comp Rooms	40,885,637	4,542,849	12,412	44.4%
Total Revenue	92,183,697	10,242,633	27,985	100%
Available Rooms	3,668,601	407,622	1,114	
Rooms Occupied	2,273,135	252,571	690	
Occupancy Rate	61.96%			

Per Room Per Day Statistics

Pit revenue	19.93
Slot revenue	179.55
Food Sales	34.41
Beverage Sales	17.74
Rooms Payroll	14.06
Room Rate	40.55

Average number of employees

Department	All Casinos	Per Casino
Casino	1,649	183
Rooms	1,079	120
Food	1,609	179
Beverage	459	51
G & A	1,508	168
Other	284	32
Total	6,588	732

Ratios

Total current assets to total current liabilities ratio: 98.4%
 Total capital to total liabilities: 34.7%
 Total complimentary expense to gaming revenue: 24.9%
 Total revenue to average total assets: 60.3%
 Return on invested capital: 5.9%

All data from 2012 *Nevada Gaming Abstract*. Carson City: Nevada Gaming Control Board, 2013.

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