



Dr. Israel Posner of Stockton Lectures on Casino Industry at University in Macau, China

Director of Lloyd D. Levenson Institute of Gaming, Hospitality & Tourism

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Galloway, NJ – Dr. Israel Posner, executive director of the Lloyd D. Levenson Institute of Gaming, Hospitality and Tourism (LIGHT) at The Richard Stockton College of New Jersey, recently lectured in Macau, China, which boasts a \$45 billion casino industry.

Dr. Posner spoke to students in their fourth year of studies in the Bachelor's degree program in Gaming Management at the Macau Polytechnic Institute. More than 200 students are enrolled in the program, and when they graduate, most will go into management positions in their gaming industry, he said.

"I spoke about Atlantic City's history as a resort, its socio-economic background, the casino era as well as lessons learned and threats and emerging opportunities," Dr. Posner said.

"We discussed the very different casino regulatory environment in New Jersey vs. Macau, the different tax structure, the high cost of housing for employees, how they attract and focus on the VIP (high roller) segment – brought in by VIP Junket Operators from Mainland China, Taiwan and Hong Kong," Dr. Posner said. "The VIP segment that gambles in private VIP clubs represents 70 percent of Macau's gaming revenue. "

He said students and faculty there were interested in how much dealers earn, the cost of living, and how government works with private industry here.

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“I also met with faculty members from their Gaming Teaching and Research Centre where we discussed a collaborative research project between our two colleges and institutes, comparing Macau to Atlantic City's casino industry,” he added.

Dr. Posner said Macau Polytechnic Institute is interested in doing a comprehensive study with LIGHT on the factors that contributed to the seven-year decline in Atlantic City's Gross Gaming Revenue.

“They want to gain insight into what measures Macau government and/or private industry can take to avoid a similar downturn,” he said. “Currently Macau Gaming revenue is about 15 times that of Atlantic City - more than the rest of the world combined - and growing at the astonishing rate of more than 20 percent annually,” Dr. Posner said. LIGHT would study “the key signals in the environment that are precursors to a downturn and how resources can be redeployed to take advantage of new opportunities,” he added.

LIGHT engages Stockton faculty, students and others in research, conferences and report writing to support sound decision-making among policy makers and leaders in the region's three largest industries: gaming, hospitality and tourism.

For more information on LIGHT, visit www.stockton.edu/levenson or contact Dr. Israel Posner at posneri@stockton.edu

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