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## City of Cripple Creek

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### Finance Department

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# MEMO

**To:** City Council  
Department Managers  
**From:** Paul Harris, Finance Director  
**Subject:** November Gaming Report  
**Copy:** Ray DuBois, City Administrator  
**Date:** December 20, 2017 #AGP

The Division of Gaming has released the gaming figures for November. On a statewide basis, the entire industry (AGP) was down \$952K, 1.4%, over October 2017. November has one less day than October, which does have a slight impact. ***Summary - the downward slide continues. November was not a good month for Cripple Creek, which caused us to lose almost 1% of market share compared to November 2016. Note that Cripple Creek has been steadily losing market share to Black Hawk and Central City since August. This is a disturbing trend, since we had gained market share from January – May of this year. Coin-in/table drop was down 7% and AGP down 7.2% from October of this year.***

Looking at Cripple Creek on a coin-in & table drop basis, which is the best indicator of the overall health of the market, since it shows the industry's top-line "sales" figure and not just what the casinos kept (AGP), November was down \$11.4 million, or 7%, from October. Comparing November 2017 to November 2016 it was down \$658K, or .4%, and for the entire year coin-in & table drop is up \$36 million, or 2.1%.

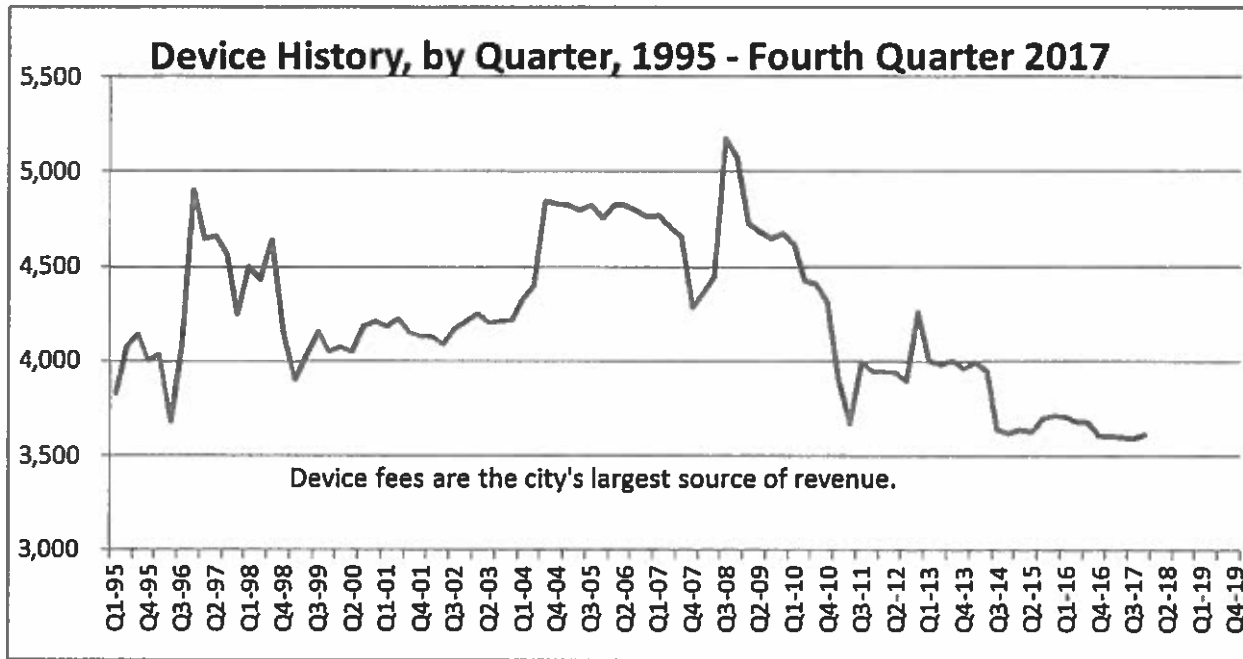
Adjusted Gross Proceeds (AGP) was down \$790K, or 7.2% from October. Comparing November 2017 to November 2016, AGP was up \$37K, or .4%. On a year-to-date basis, AGP is up \$1.96 million, or 1.6%.

Black Hawk's AGP decreased .5% and Central City's increased by 1.5% comparing November 2017 to October 2017 (Cripple Creek decreased 7.2%).

**Comparing AGP for November 2017 to November 2016, Black Hawk increased 7.1 %, Central City increased by 5.8% and Cripple Creek increased by .4%.**

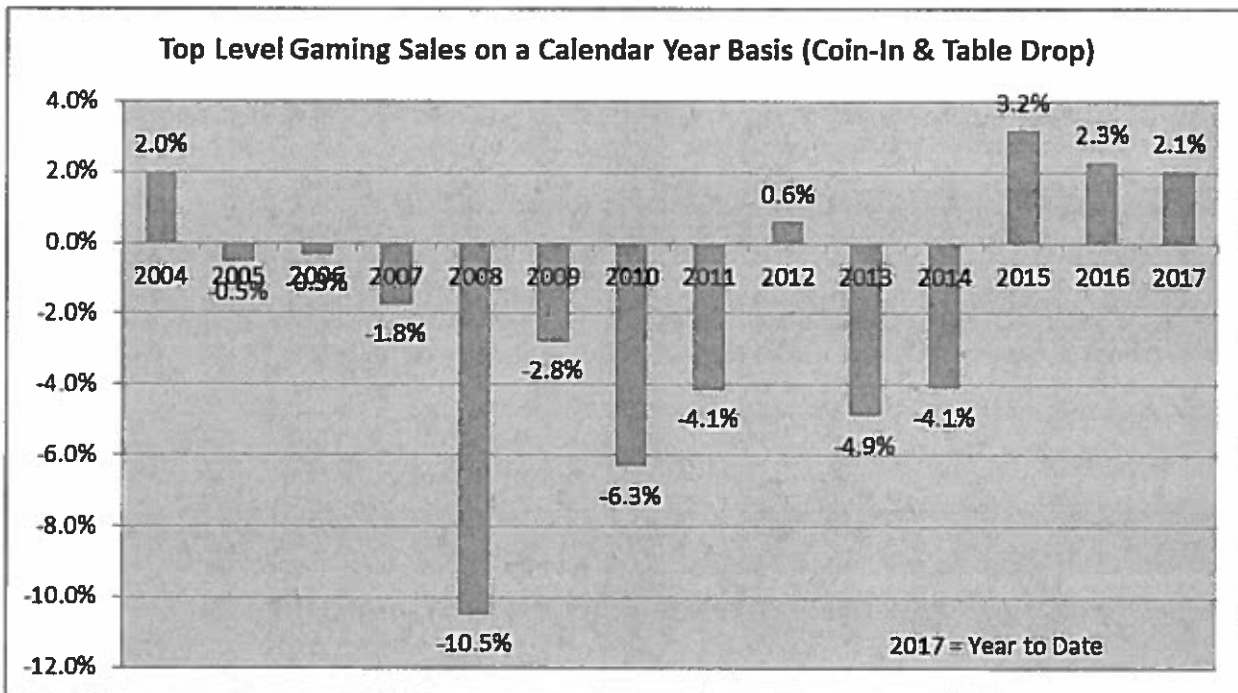
While it is great that the Cripple Creek casino industry is doing better, our city government's finances are not. This is due to the on-going trend of the decline in the number of devices in

town. Device fees generate the majority of the city's revenues. The number of devices at the start of the fourth quarter (October) was 3,615, an increase of 23 devices from the all-time low, of 3,592 at the start of the third quarter this year. Please see the device count chart below.

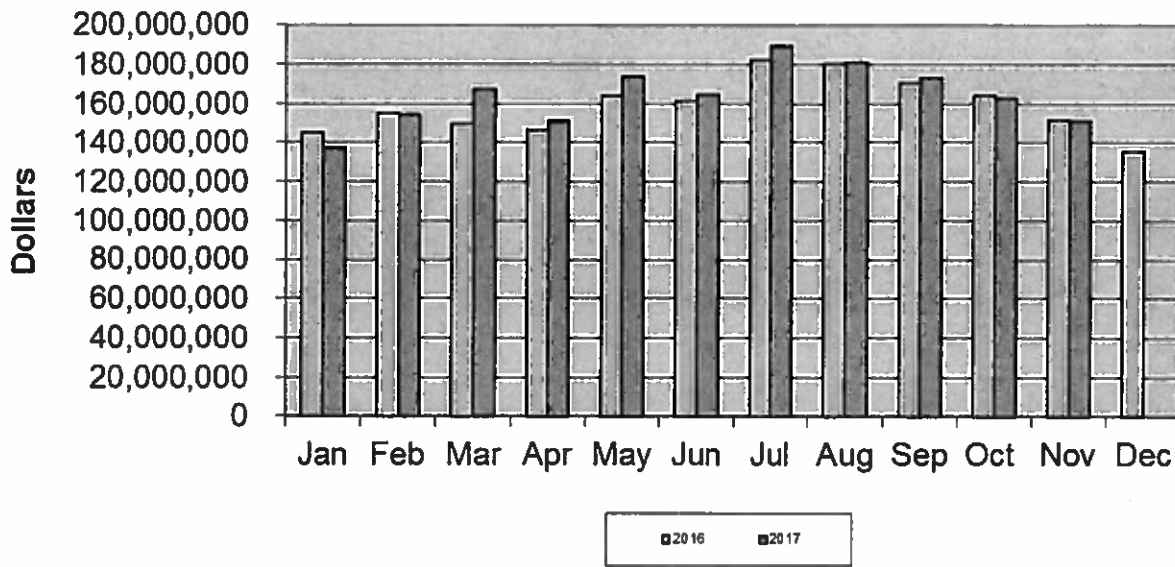


**Graphs of the Gaming Results – 2017 Compared to 2016.**

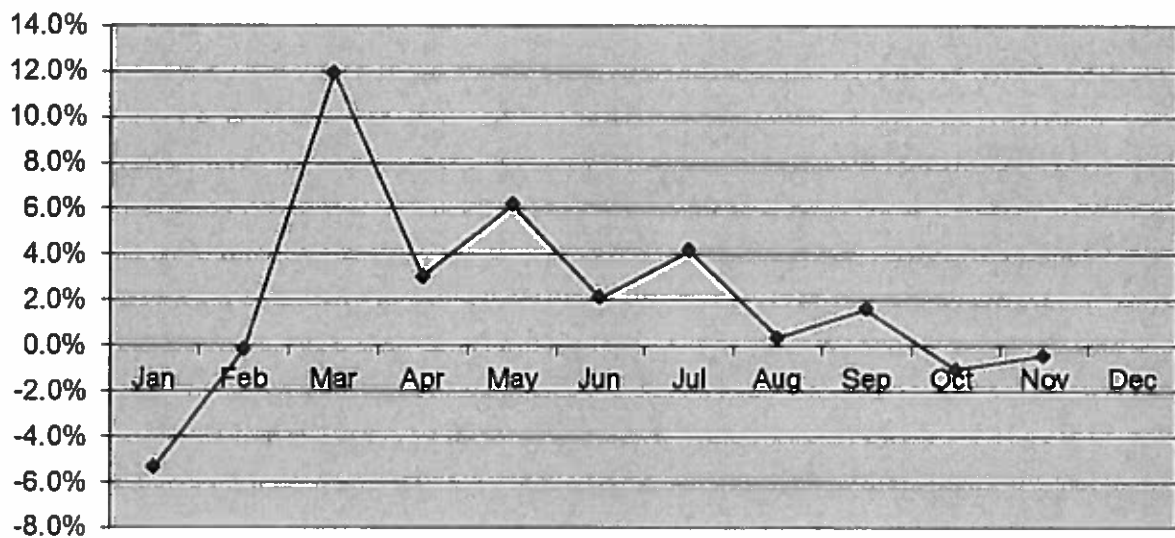
*Note that Cripple Creek's gaming grown, year over year, has been slowing since 2015.*



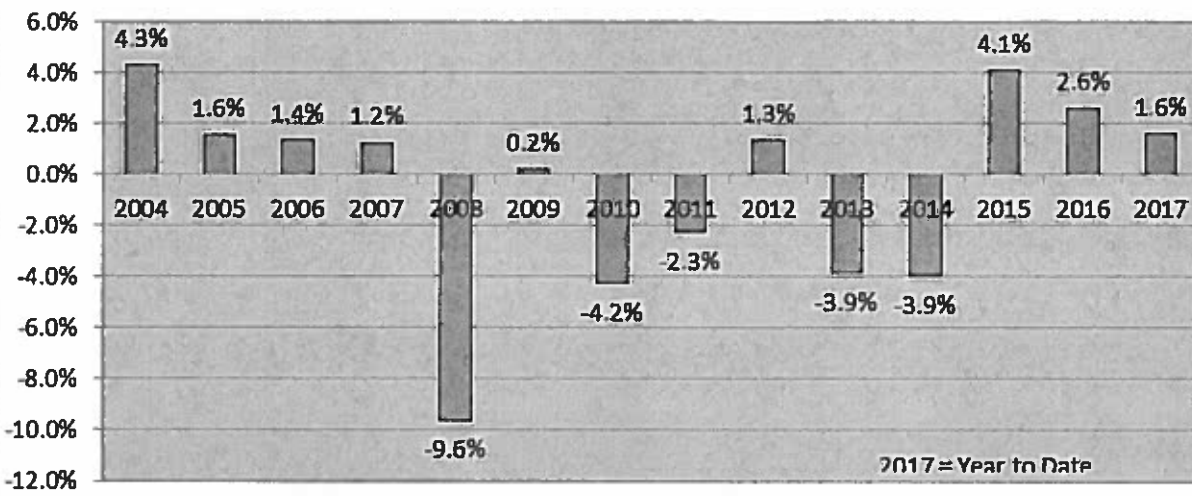
### Coin-In & Table Drop



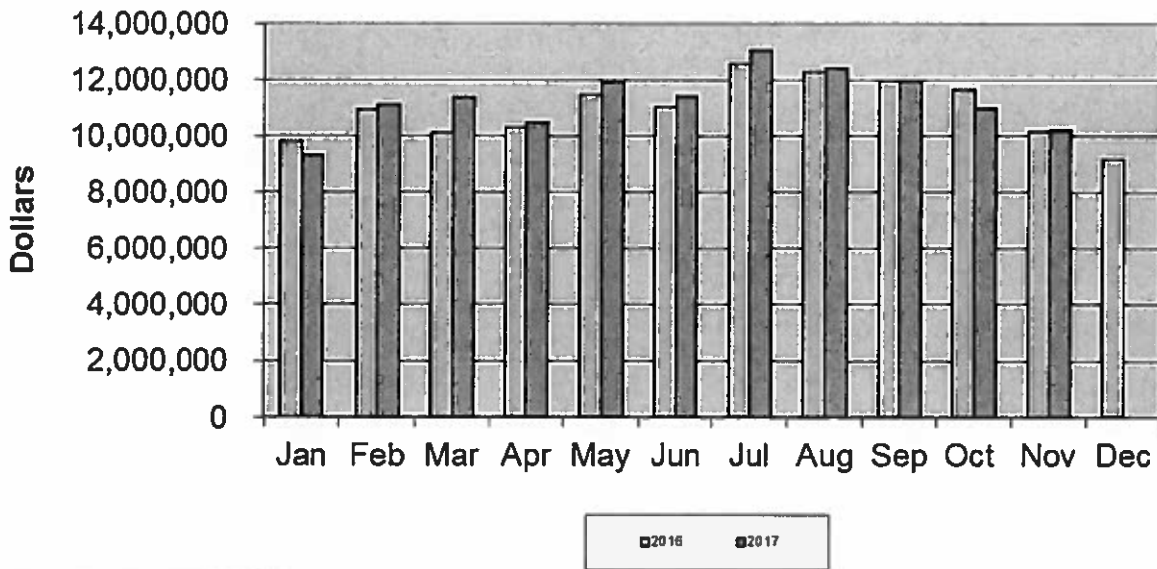
### Coin-In/Table Drop Percent Change from 2016 to 2017

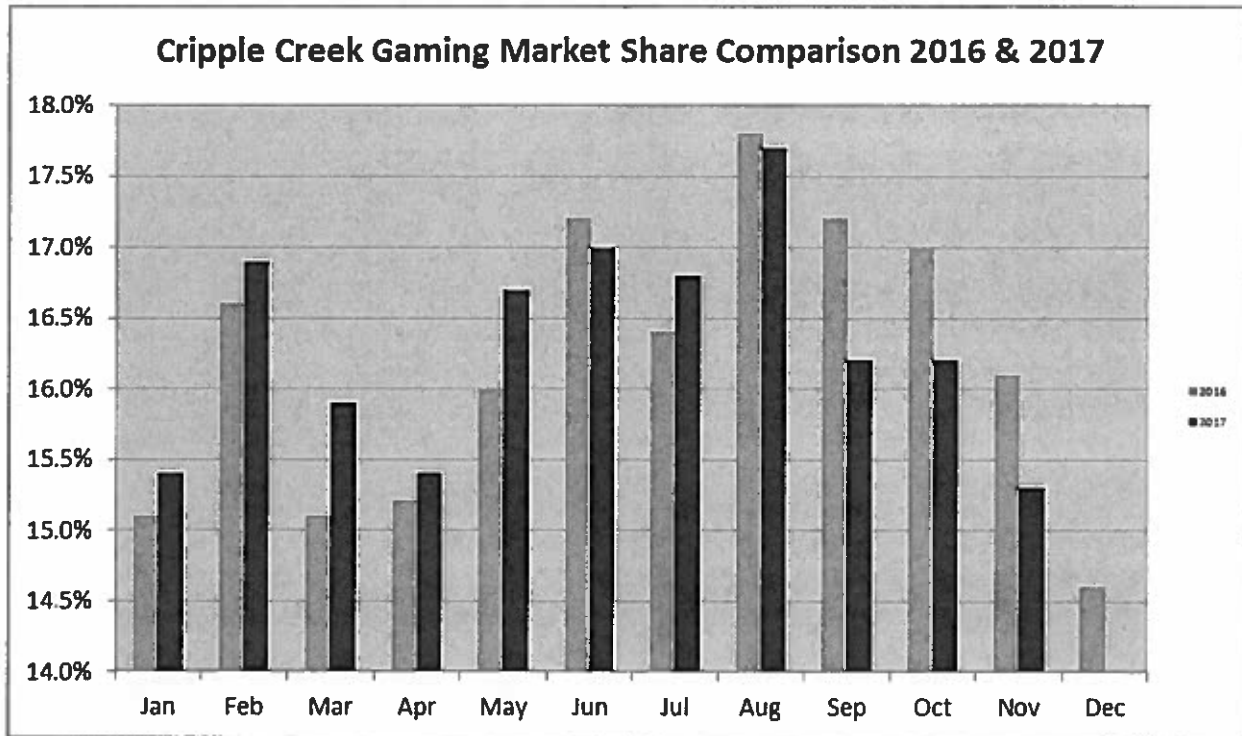


### AGP Percent Change By Calendar Year



### Adjusted Gross Proceeds (AGP)



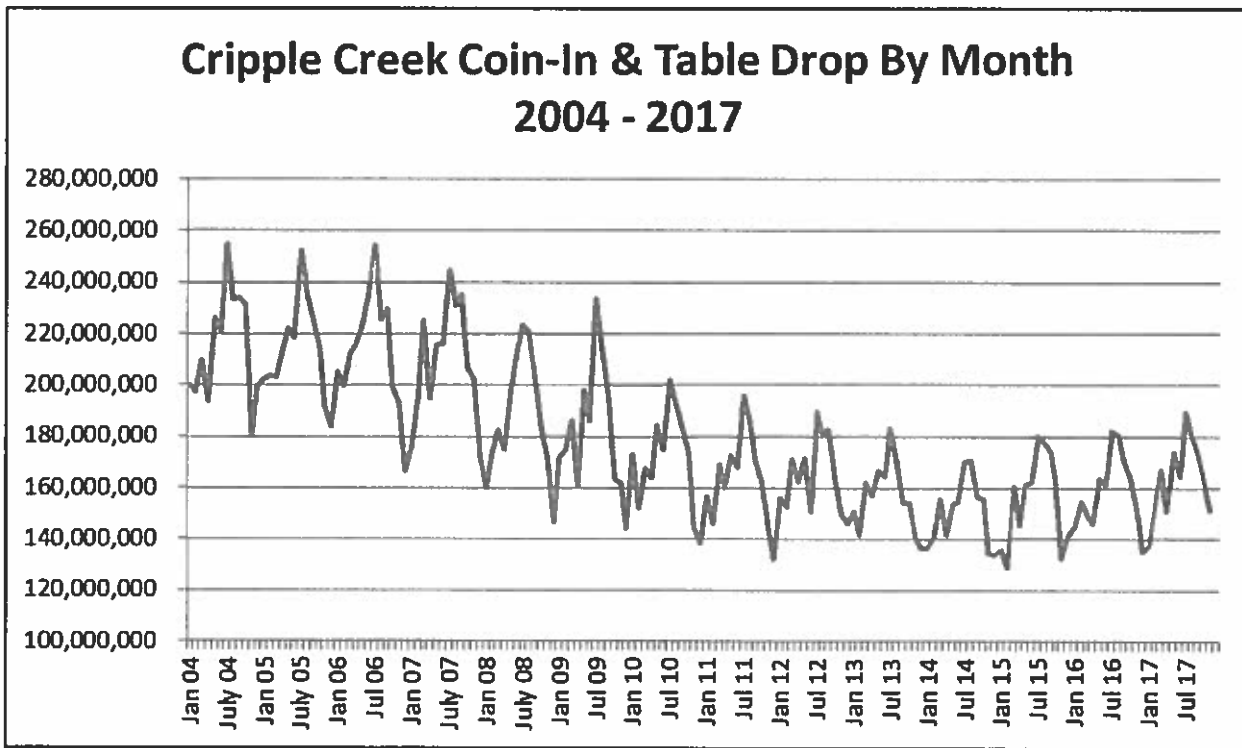
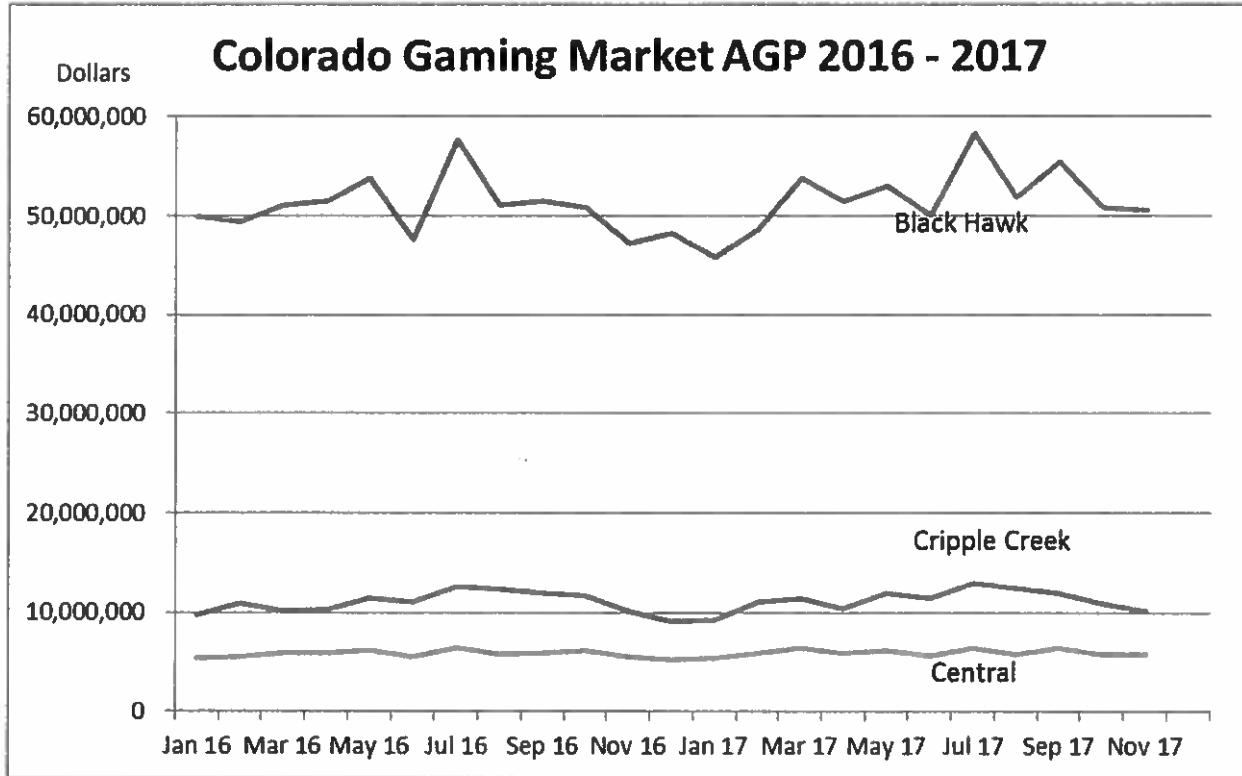


**City of Cripple Creek**

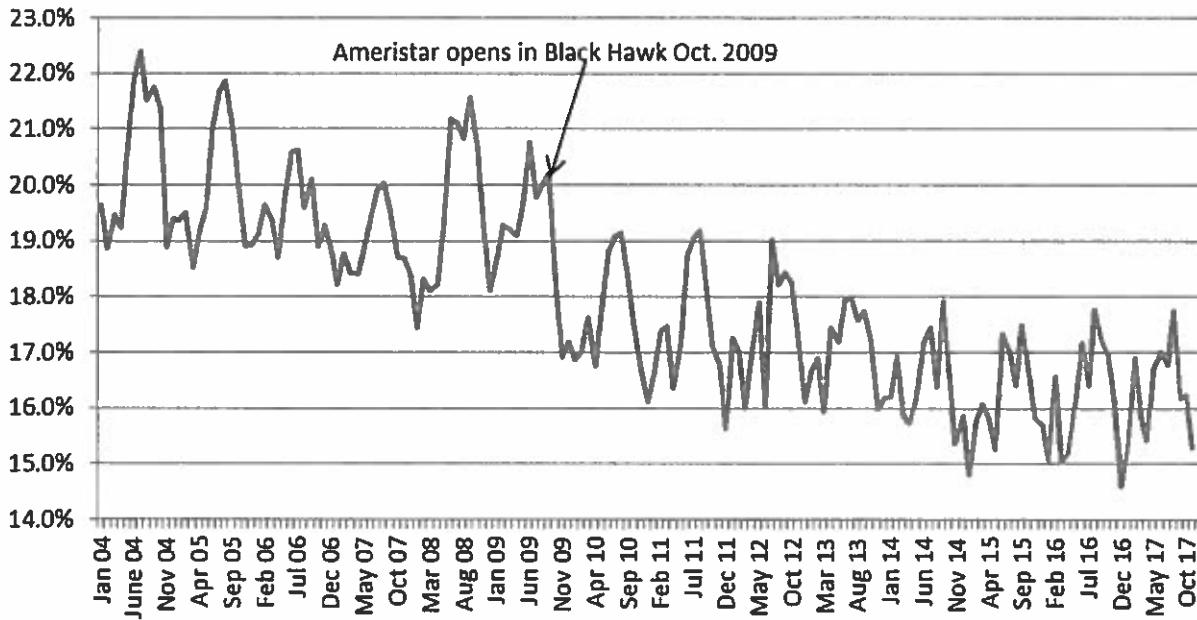
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov
2016	15.1%	16.6%	15.1%	15.2%	16.0%	17.2%	16.4%	17.8%	17.2%	17.0%	16.1%
2017	15.4%	16.9%	15.9%	15.4%	16.7%	17.0%	16.8%	17.7%	16.2%	16.2%	15.3%
	0.3%	0.3%	0.8%	0.2%	0.7%	-0.2%	0.4%	-0.1%	-1.0%	-0.8%	-0.8%

**Note that Cripple Creek has been steadily losing market share to Black Hawk and Central City since August. This is a disturbing trend, since we had gained market share from January – May of this year.**

**Long Term Trend Graphs (Please note overall trends)**



**Cripple Creek Market Share - Based on AGP 2004 - YTD 2017**



**AGP Trend By Month 2004 - 2017**

