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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:** February Gaming Report  
**Copy:** Ray DuBois, City Administrator  
**Date:** March 20, 2018

The Division of Gaming has released the gaming figures for February. On a statewide basis, the entire industry (AGP) was down \$2.5 million, 4%, over January 2018. February has three fewer days than January, which does have an impact. ***The entire Colorado gaming industry took quite a hit in February. For Cripple Creek, Coin-in/table drop was down 7.8% from February 2017 and AGP was down 9.6% from February of last year. The large decrease caused Cripple Creek to lose .6% of our market share compared to the same time last 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), February was down \$12.6 million, or 8%, from January. Comparing February 2018 to February 2017 it was down \$12 million, or 7.8%, and for the entire year coin-in & table drop is up \$5.4 million, or 1.8%.

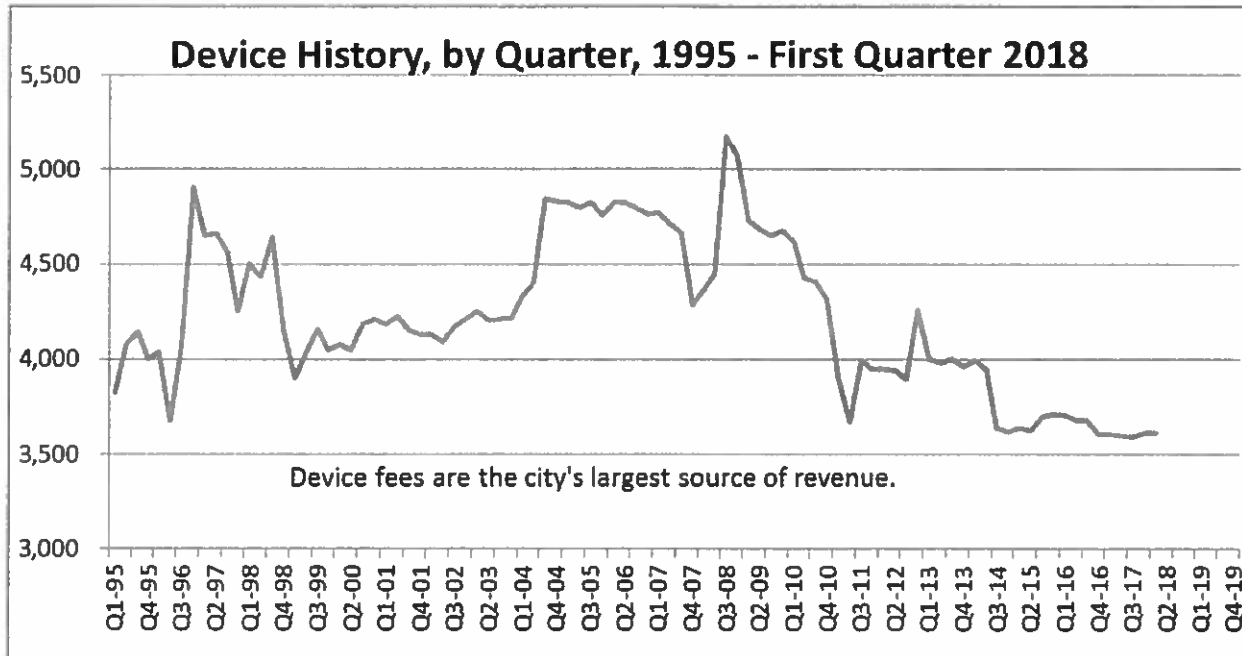
Adjusted Gross Proceeds (AGP) was down \$600K, or 5.6% from January. Comparing February 2018 to February 2017, AGP was down \$1.1 million, or 9.6%. On a year-to-date basis, AGP is up \$245K, or 1.2%.

Black Hawk's AGP decreased 3.6% and Central City's decreased by 4.3% comparing February 2018 to January 2018 (Cripple Creek decreased 5.6%).

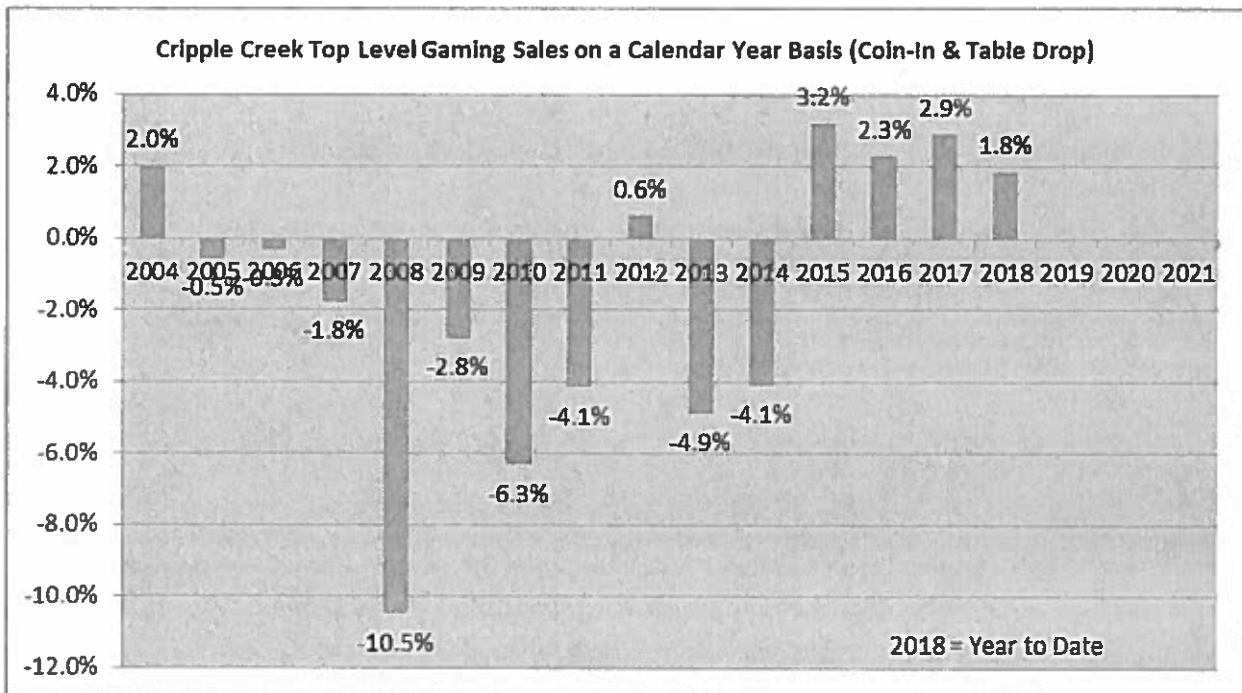
Comparing AGP for February 2018 to February 2017, Black Hawk decreased 5.4%, Central City decreased by 7.2% and Cripple Creek decreased by 9.6%.

It is great that the Cripple Creek casino industry is doing better. Our city government's finances have not really improved. This is due to the number of devices in town, which generate the majority of the city's revenues. The number of devices at the start of the first quarter (January) was 3,613, a decrease of 2 devices, from the fourth quarter of 2017. The device count is 21

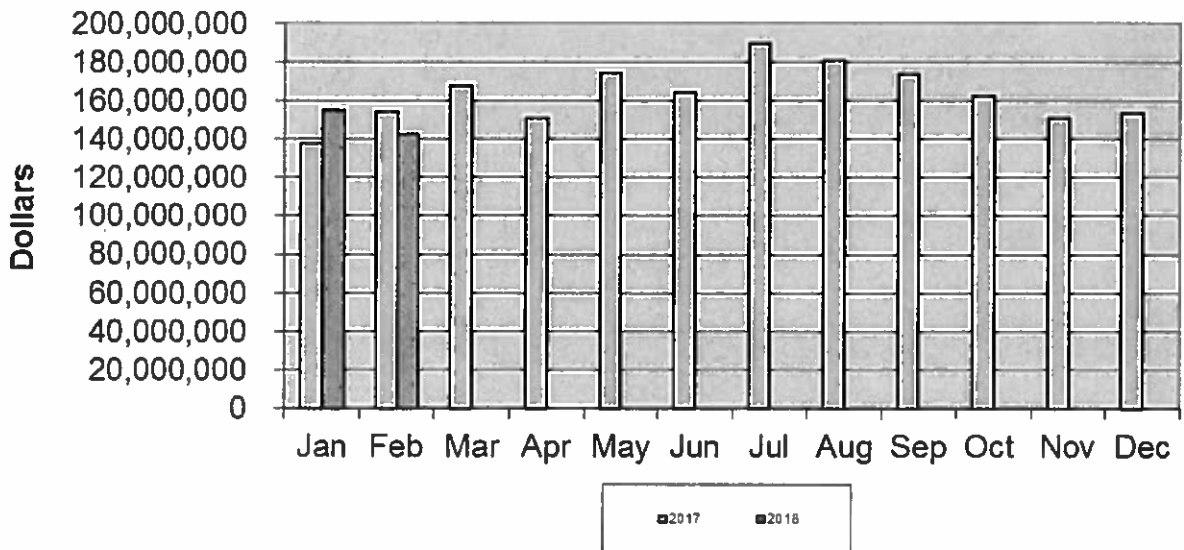
machines higher, or .6%, from the all-time low, of 3,592 at the start of the third quarter of 2017.



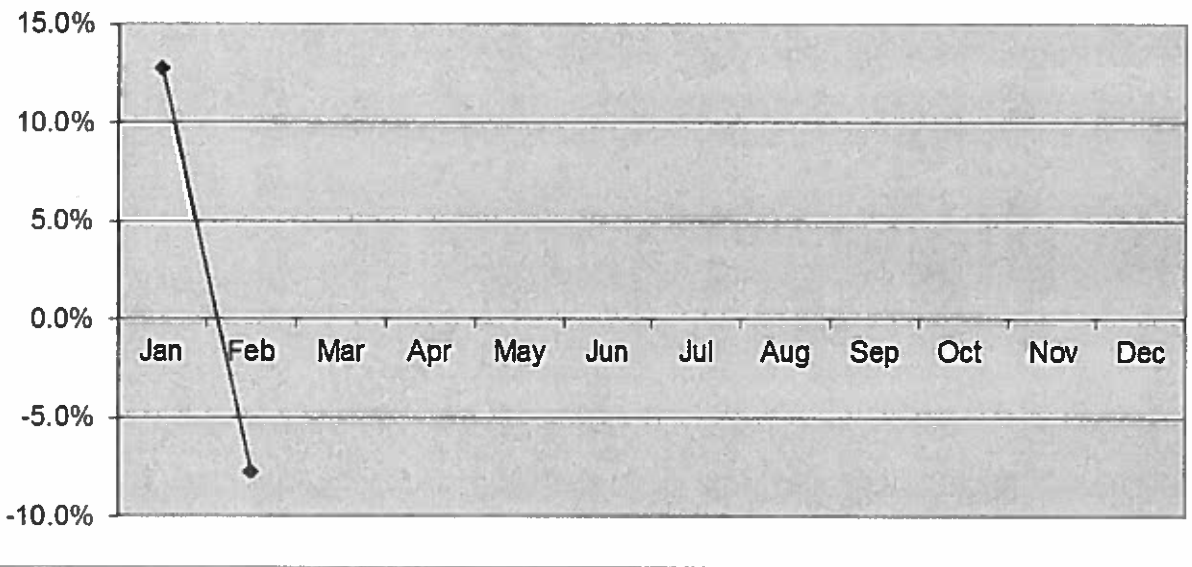
### Graphs of the Gaming Results – 2018 Compared to 2017.



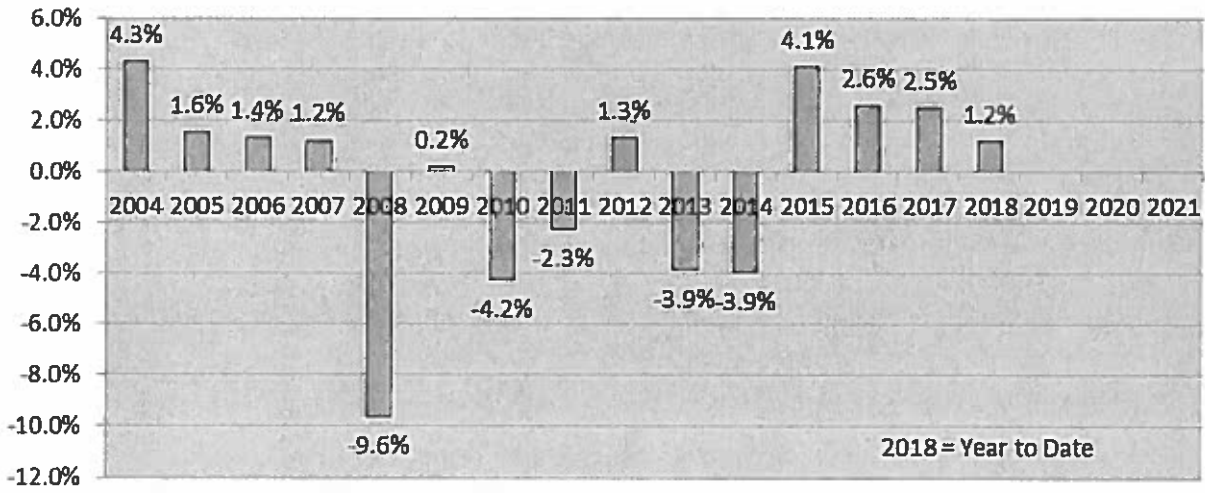
### Cripple Creek Coin-In & Table Drop



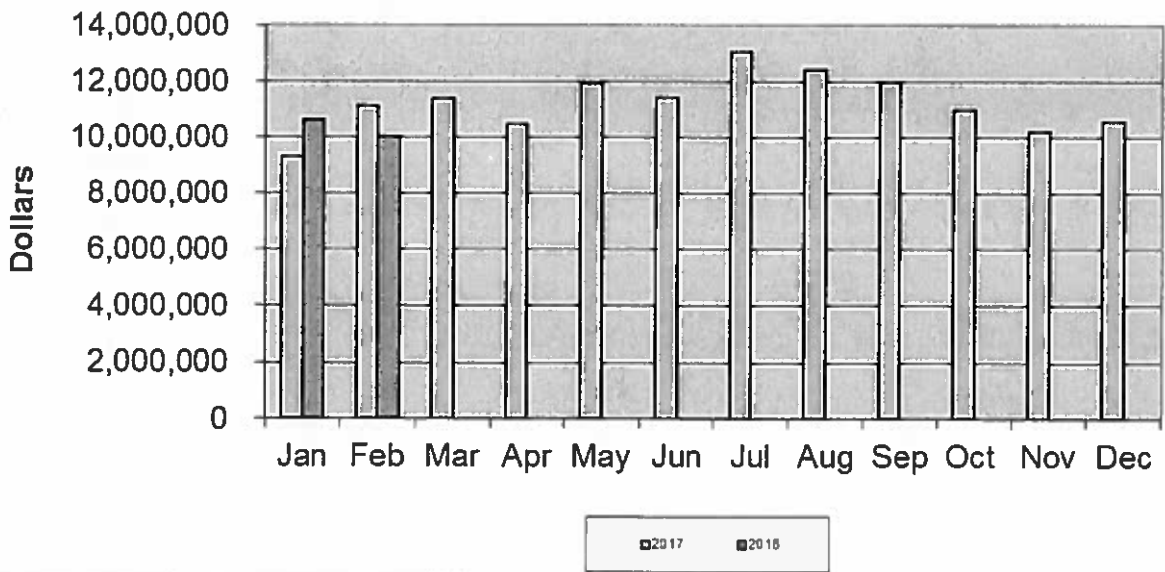
### Cripple Creek Coin-In/Table Drop Percent Change from 2017 to 2018



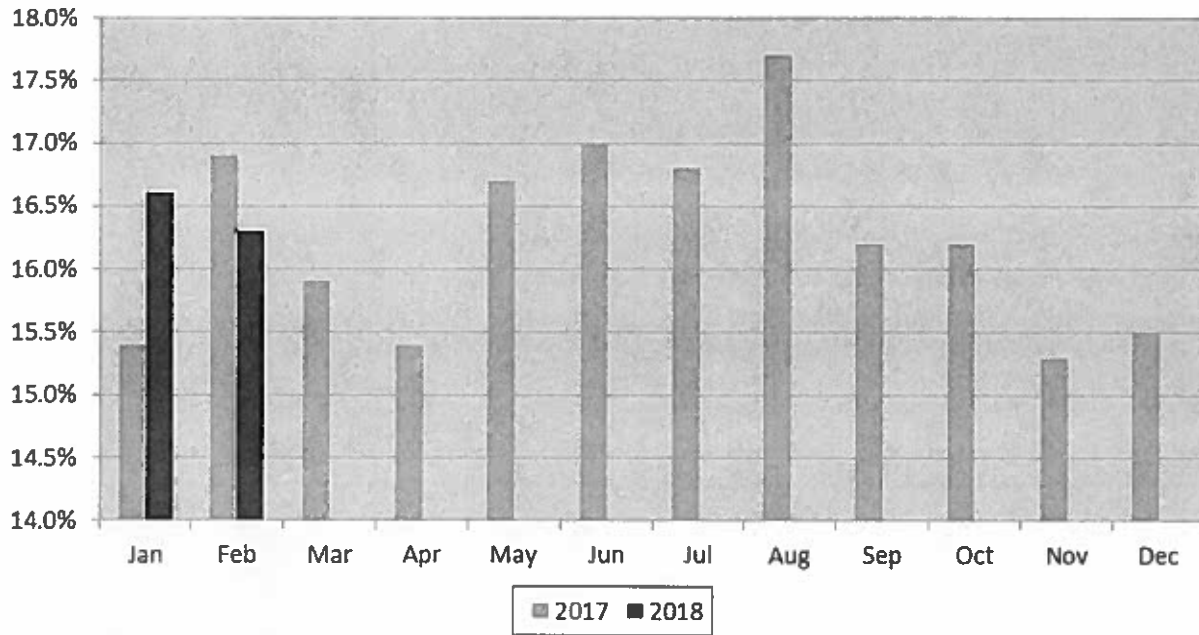
### Cripple Creek AGP Percent Change By Calendar Year



### Cripple Creek Adjusted Gross Proceeds (AGP)



### Cripple Creek Gaming Market Share Comparison 2017 & 2018



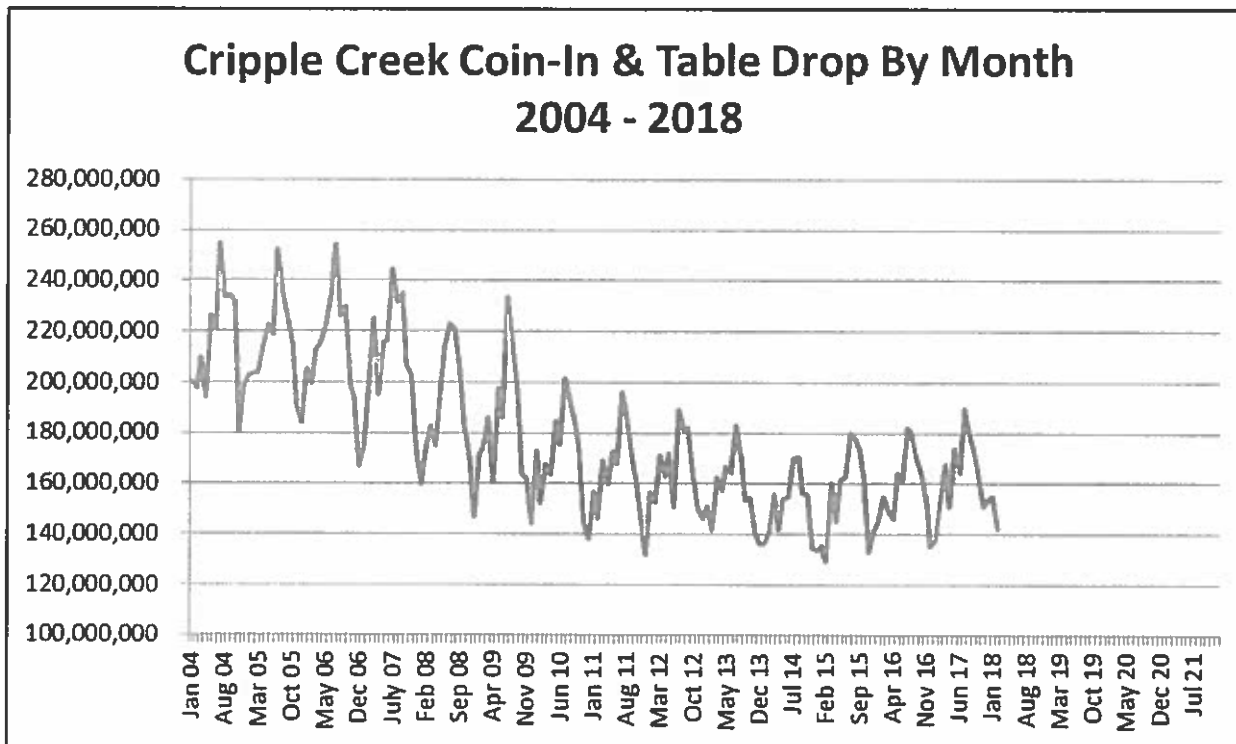
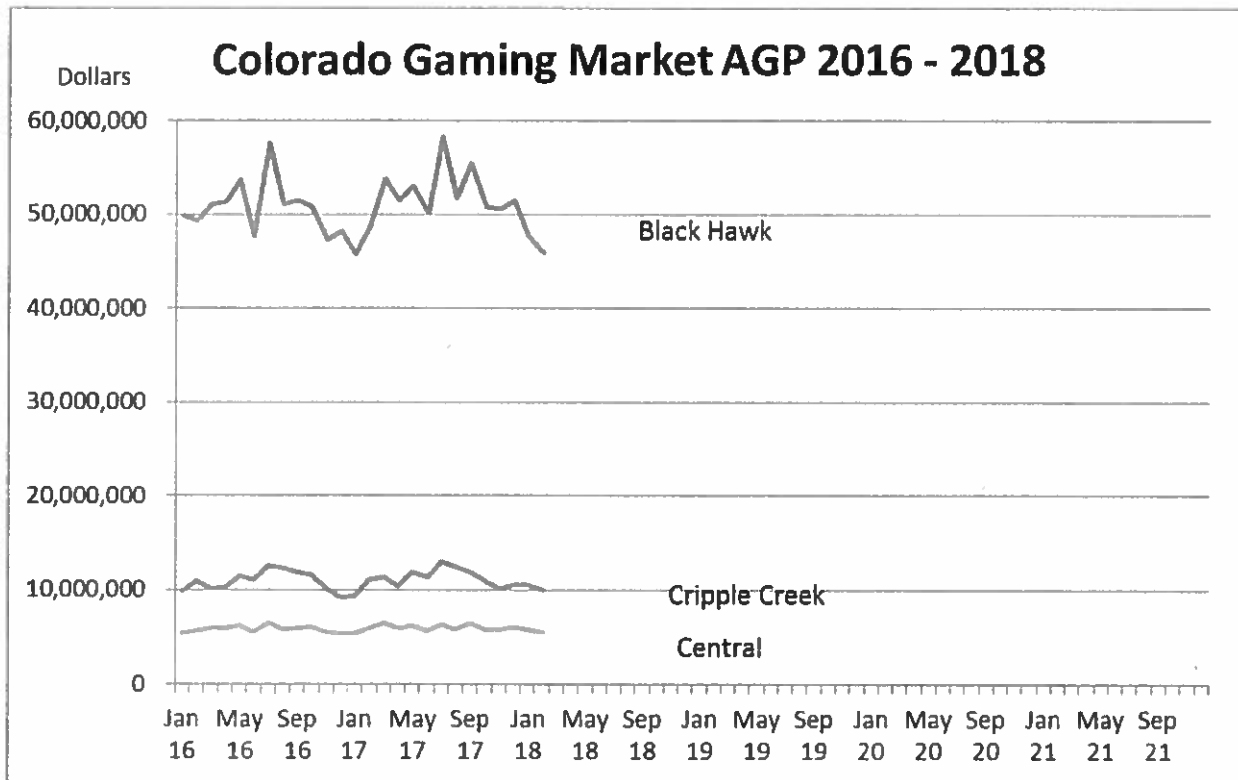
#### Market Share Data 2018

	Jan-18	Feb
<b>Black Hawk</b>	74.4%	74.8%
<b>Cripple Creek</b>	16.6%	16.3%
<b>Central City</b>	9.0%	8.9%
	100%	100%

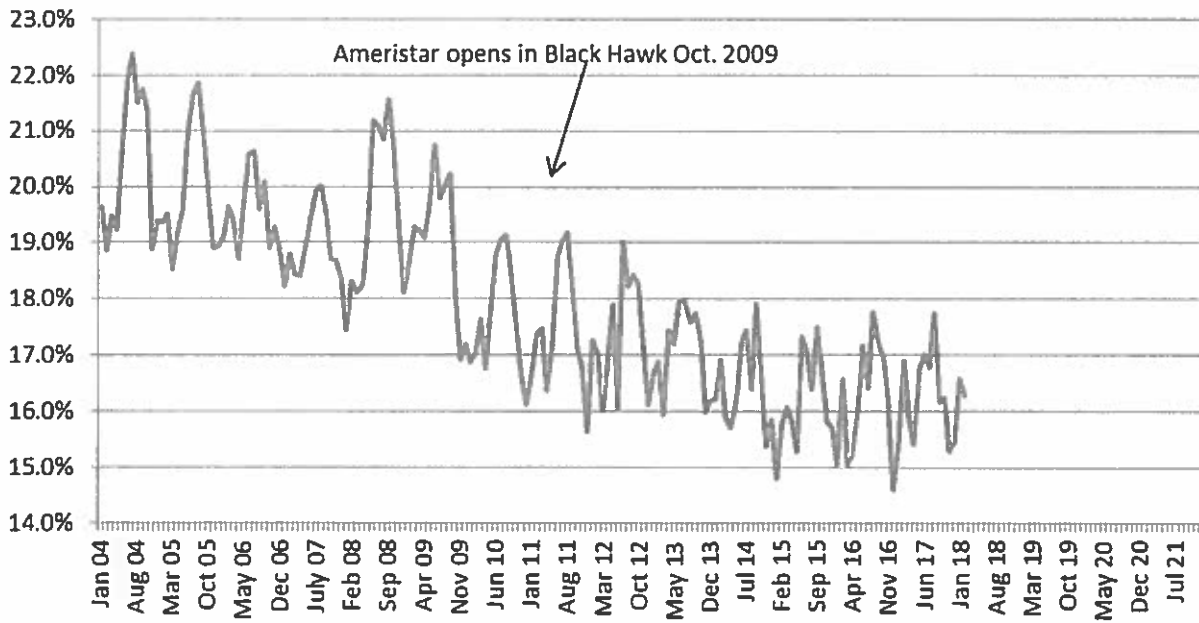
#### City of Cripple Creek

	Jan	Feb
2017	15.4%	16.9%
2018	16.6%	16.3%
	1.2%	-0.6%

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



**Cripple Creek Market Share - Based on AGP 2004 - YTD 2018**



**Cripple Creek AGP Trend By Month 2004 - 2018**

