
City of Cripple Creek

Finance Department**MEMO**

To: City Council
Department Managers
From: Paul Harris, Finance Director
Subject: April Gaming Report
Copy: Ray DuBois, City Administrator
Date: May 17, 2018

The Division of Gaming has released the gaming figures for April. On a statewide basis, the entire industry (AGP) was down \$8.9 million, or 11.5%, over March 2018. April has one less day than March, which does have an impact. ***The entire Colorado gaming industry took a downturn in April, compared to the good performance of March. April is when Federal and State taxes are due, which does seem to have a negative impact each year. Fortunately, Cripple Creek's April 2018 performance beat the same time period of last year. Coin-in/table drop was up 2.9% from April 2017 and AGP was up .5% from April of last year. Unfortunately, Black Hawk and Central City outperformed Cripple Creek, which caused us to lose .1% of our market share, down to 15.3%, 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), April was down \$18.5 million, or 10.6%, from March. Comparing April 2018 to April 2017 it was up \$4.3 million, or 2.9%, and for the entire year coin-in & table drop is up \$16 million, or 2.6%.

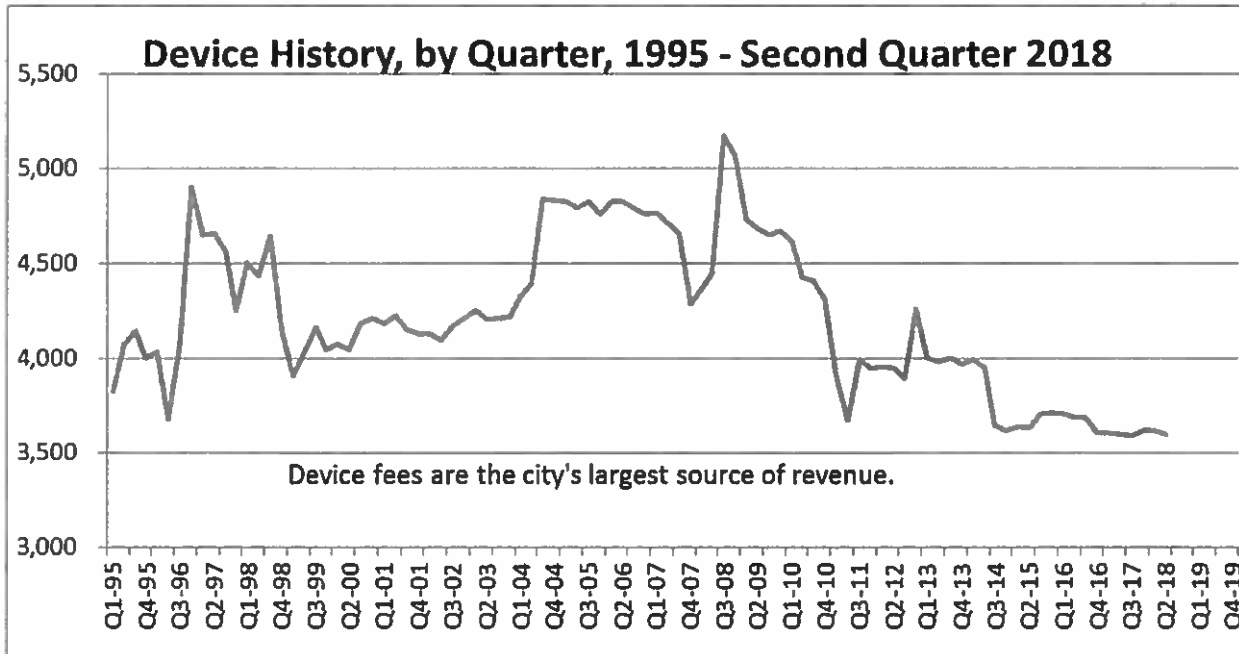
Adjusted Gross Proceeds (AGP) was down \$1.7 million, or 13.6% from March. Comparing April 2018 to April 2017, AGP was up \$52K, or .5%. On a year-to-date basis, AGP is up \$1.1 million, or 2.6%.

Black Hawk's AGP decreased 11.7% and Central City's decreased by 5.8% comparing April 2018 to March 2018 (Cripple Creek decreased 13.6%).

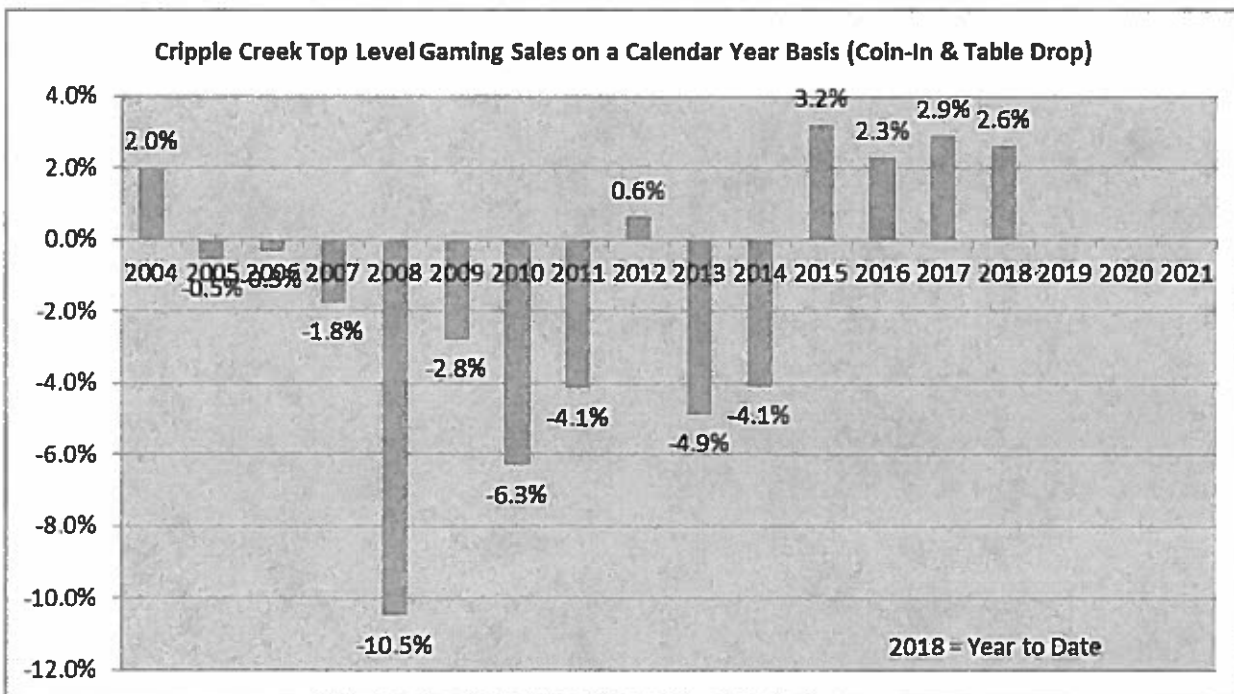
Comparing AGP for April 2018 to April 2017, Black Hawk increased 6.8%, Central City increased by 6.9% and Cripple Creek increased by .5%.

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

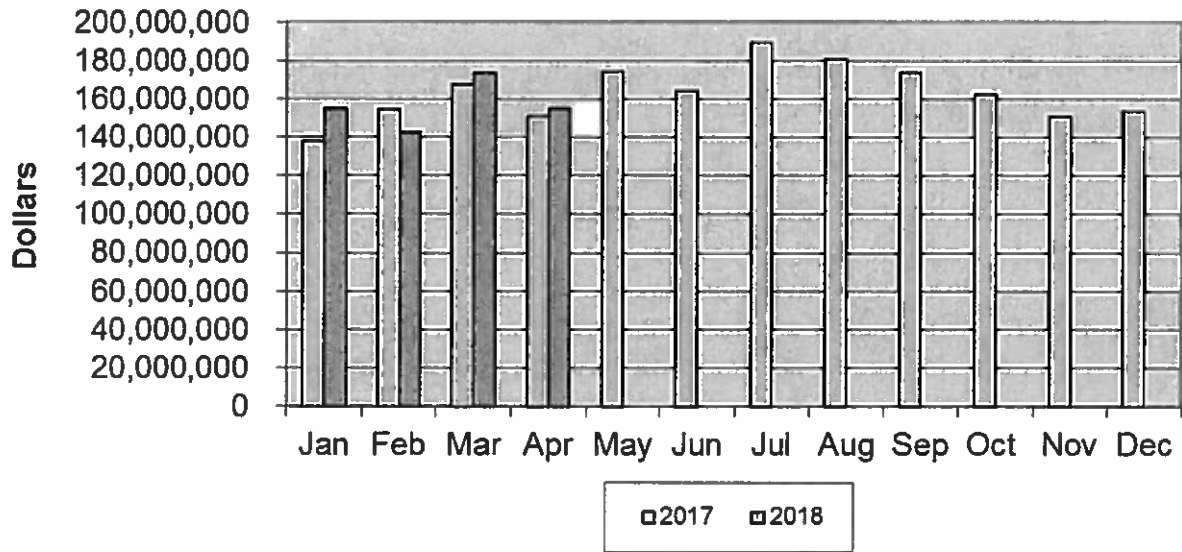
majority of the city's revenues. The number of devices at the start of the second quarter (April) was 3,599, a decrease of 14 devices, from the first quarter of 2018. The device count is 7 machines higher than the all-time low of 3,592 at the start of the third quarter of 2017.



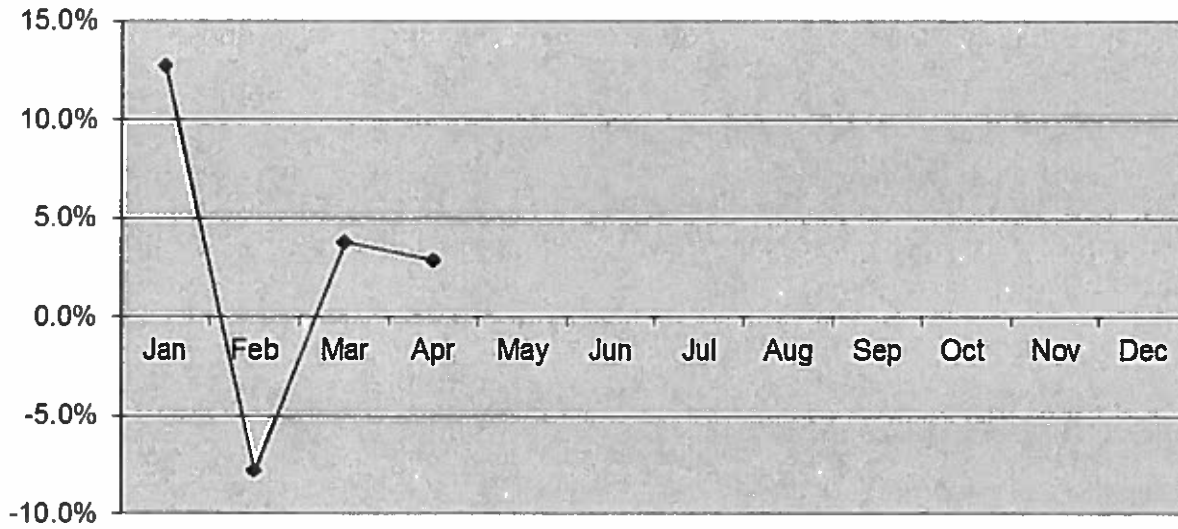
Graphs of the Gaming Results – 2018 Compared to 2017.



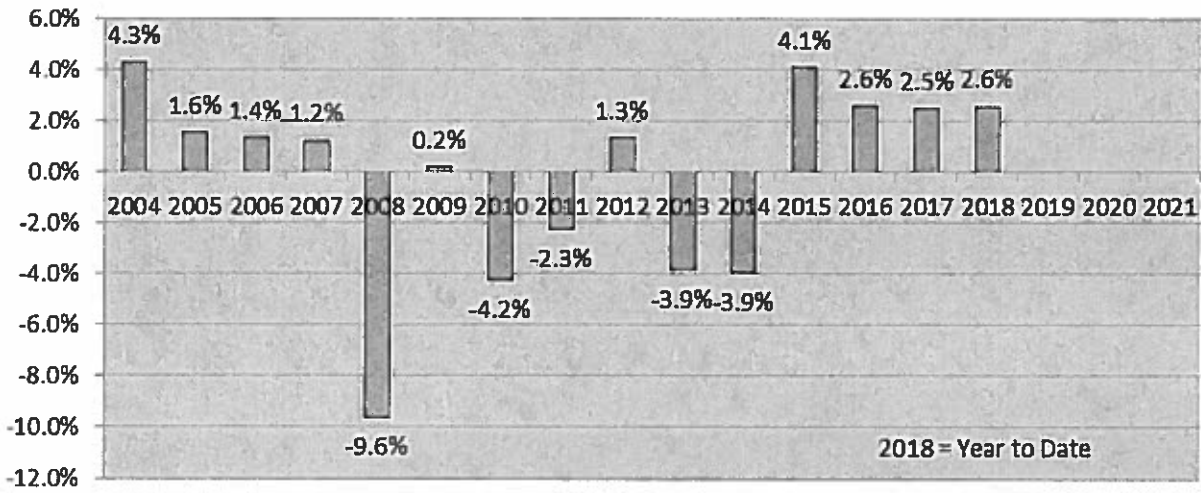
Cripple Creek Coin-In & Table Drop



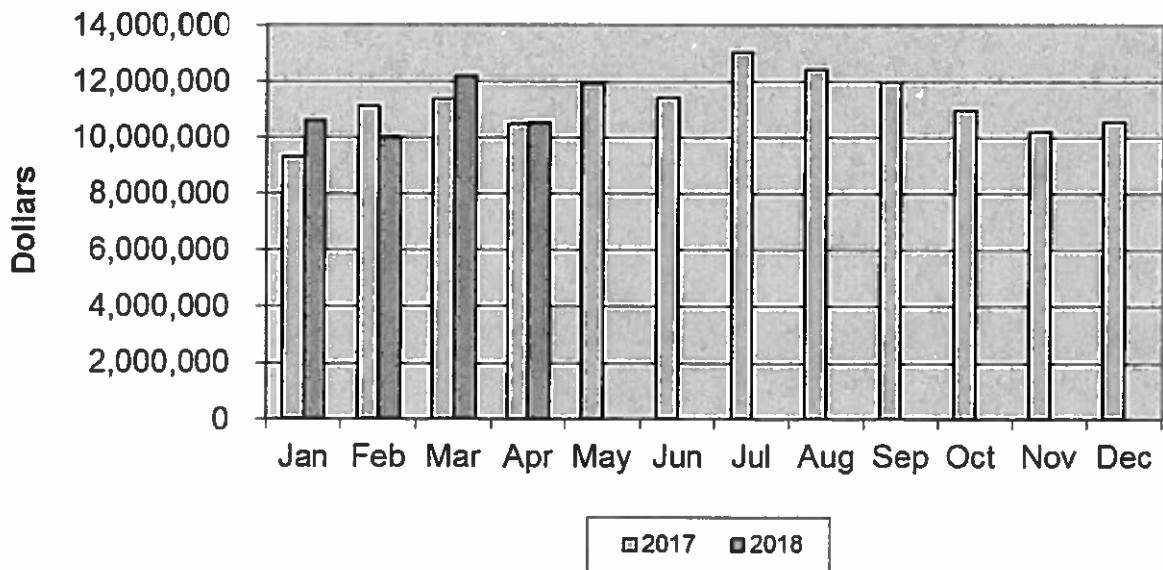
Cripple Creek Coin-In/Table Drop Percent Change from 2017 to 2018

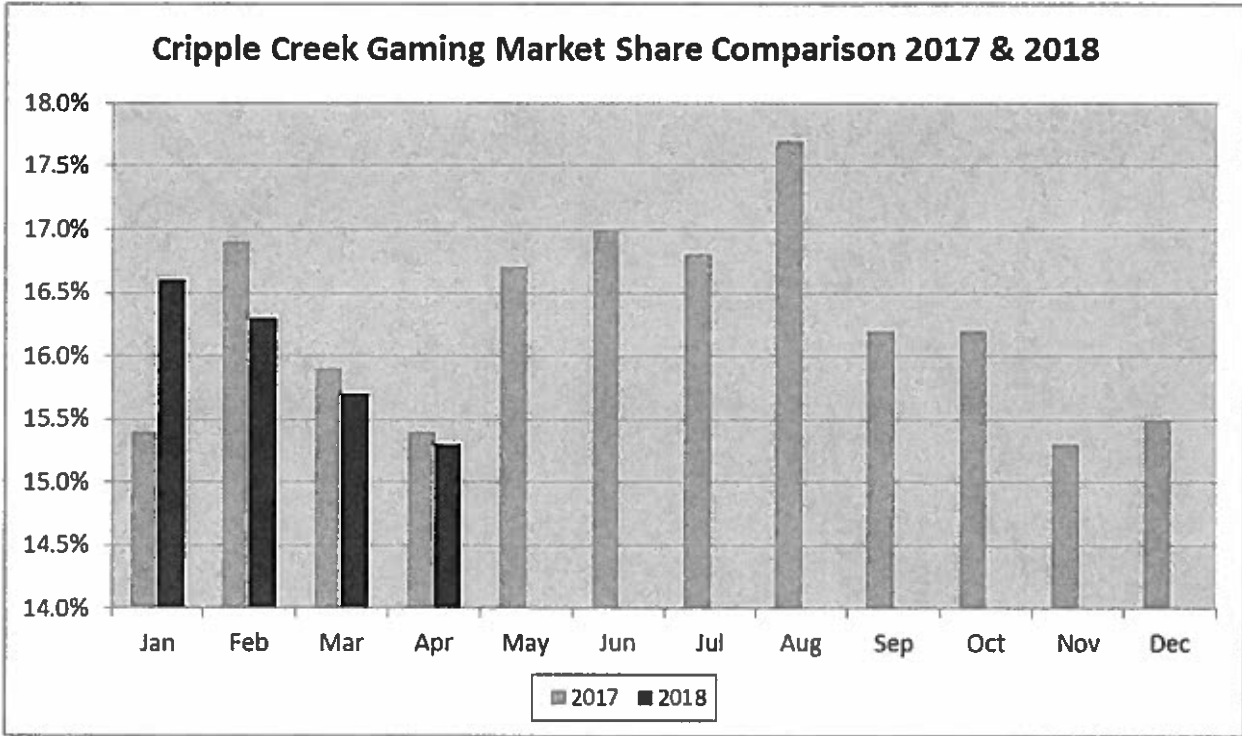


Cripple Creek AGP Percent Change By Calendar Year



Cripple Creek Adjusted Gross Proceeds (AGP)





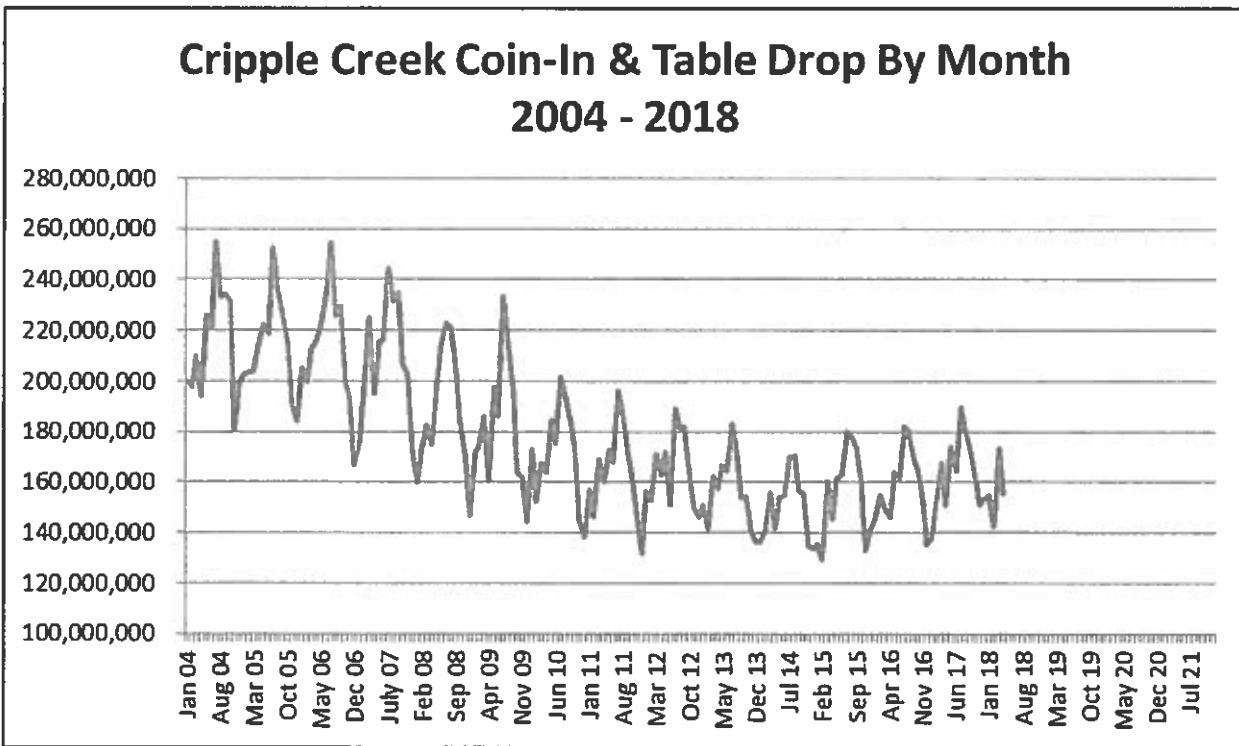
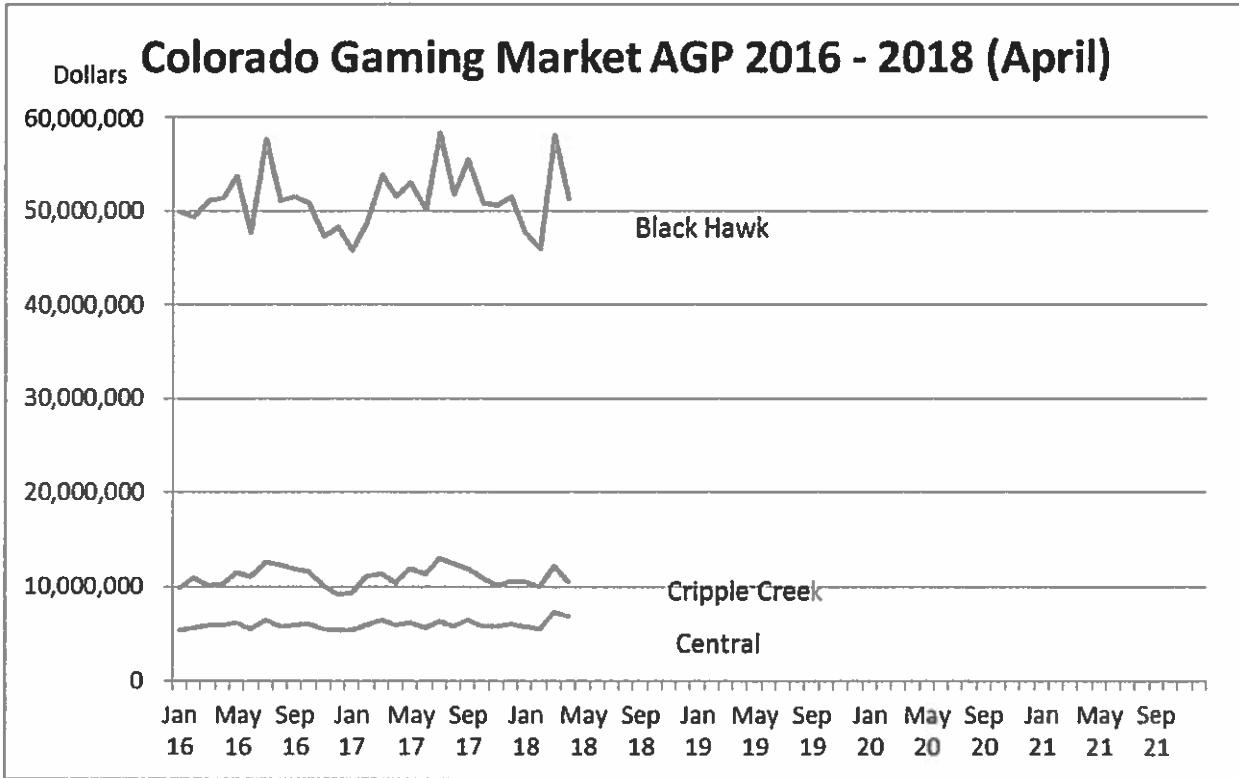
Market Share Data 2018

| | Jan-18 | Feb | Mar | Apr |
|----------------------|--------|-------|-------|-------|
| Black Hawk | 74.4% | 74.8% | 74.9% | 74.7% |
| Cripple Creek | 16.6% | 16.3% | 15.7% | 15.3% |
| Central City | 9.0% | 8.9% | 9.4% | 10.0% |
| | 100% | 100% | 100% | 100% |

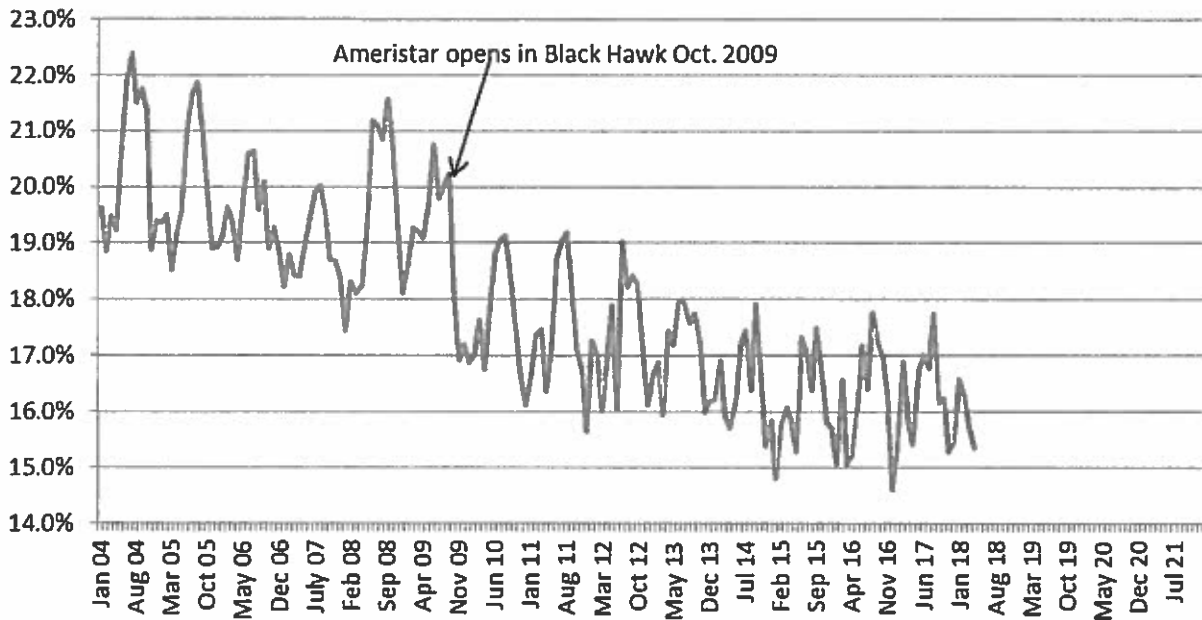
City of Cripple Creek Market Share

| | Jan | Feb | Mar | Apr |
|------|-------|-------|-------|-------|
| 2017 | 15.4% | 16.9% | 15.9% | 15.4% |
| 2018 | 16.6% | 16.3% | 15.7% | 15.3% |
| | 1.2% | -0.6% | -0.2% | -0.1% |

Long Term Trend Graphs (Please note overall trends)



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



Dollars Cripple Creek AGP Trend By Month 2004 - 2018

