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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:** August Gaming Report  
**Copy:** Ray White, Interim City Administrator  
**Date:** September 26, 2018

The Division of Gaming has released the gaming figures for August. On a statewide basis, the entire industry (AGP) was down \$2.8 million, or 3.7%, over July 2018. August has the same number of days as July, so no impact there. ***Cripple Creek's August 2018 performance significantly beat the same time period of last year. Coin-in/table drop was up 5.7% from August 2017 and AGP was up 7.1% from August of last year. Cripple Creek's August 2018 numbers compared to July 2018 were good too. Following the usual trend of July being the highest month of the year – Coin-In decreased 1.4% and AGP was increased 1.3%. Black Hawk and Central City did not outperform Cripple Creek in August, which caused us to gain .2% of market share, up to 17.9%, 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), August was down \$2.7 million, or 1.4%, from July. Comparing August 2018 to August 2017 it was up \$10.4 million, or 5.7%, and for the entire year coin-in & table drop is up \$37.1 million, or 2.8%.

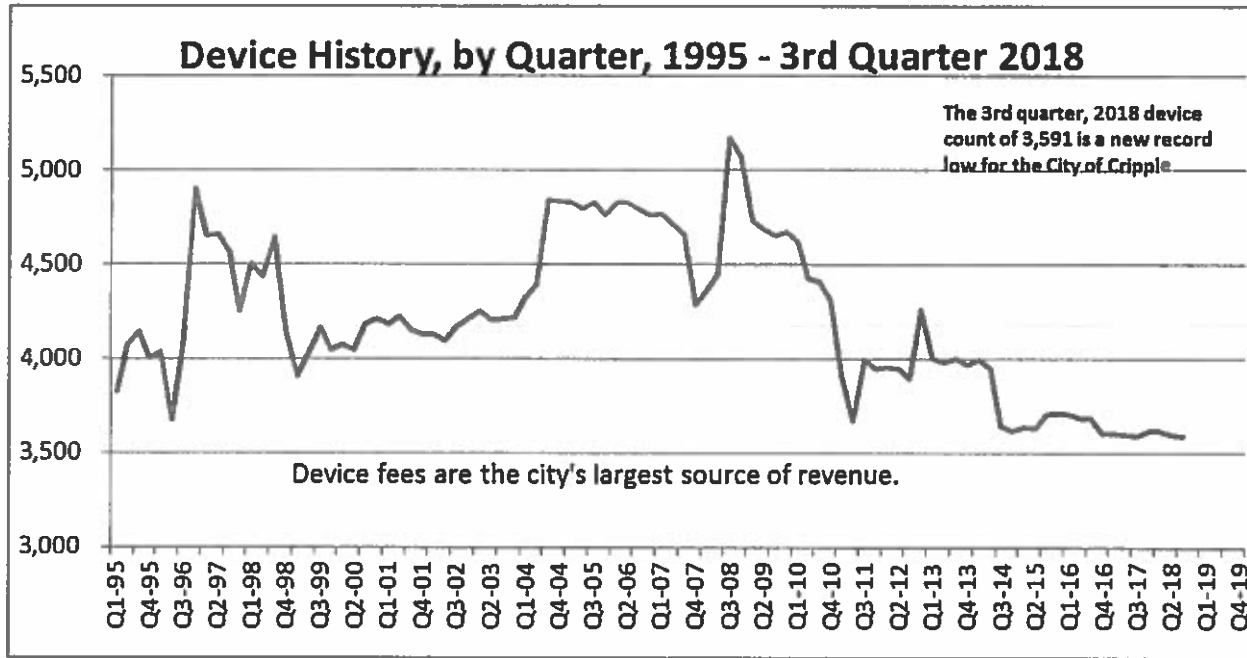
Adjusted Gross Proceeds (AGP) was up \$175K, or 1.3% from July. Comparing August 2018 to August 2017, AGP was up \$887K, or 7.1%. On a year-to-date basis, AGP is up \$2.2 million, or 2.4%.

Black Hawk's AGP decreased 4.5% and Central City's decreased by 6.5% comparing August 2018 to July 2018 (Cripple Creek increased 1.3%).

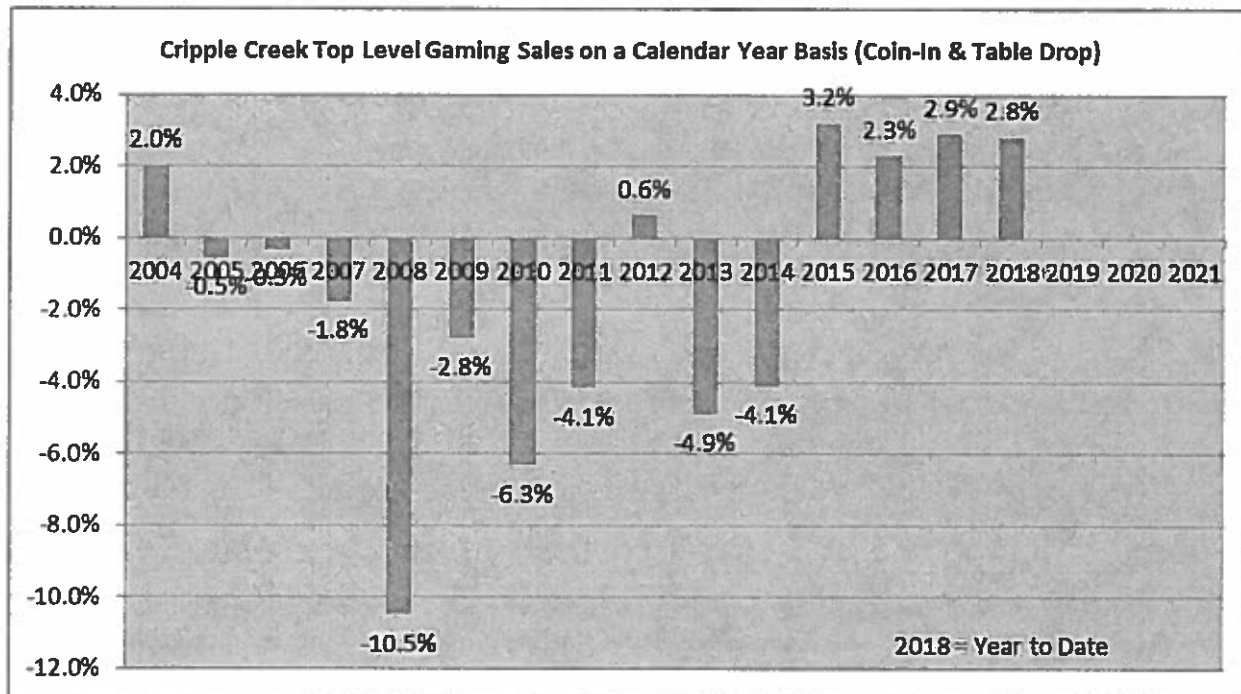
**Comparing AGP for August 2018 to August 2017, Black Hawk increased 5%, Central City increased by 17.1% and Cripple Creek increased by 7.1%.**

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

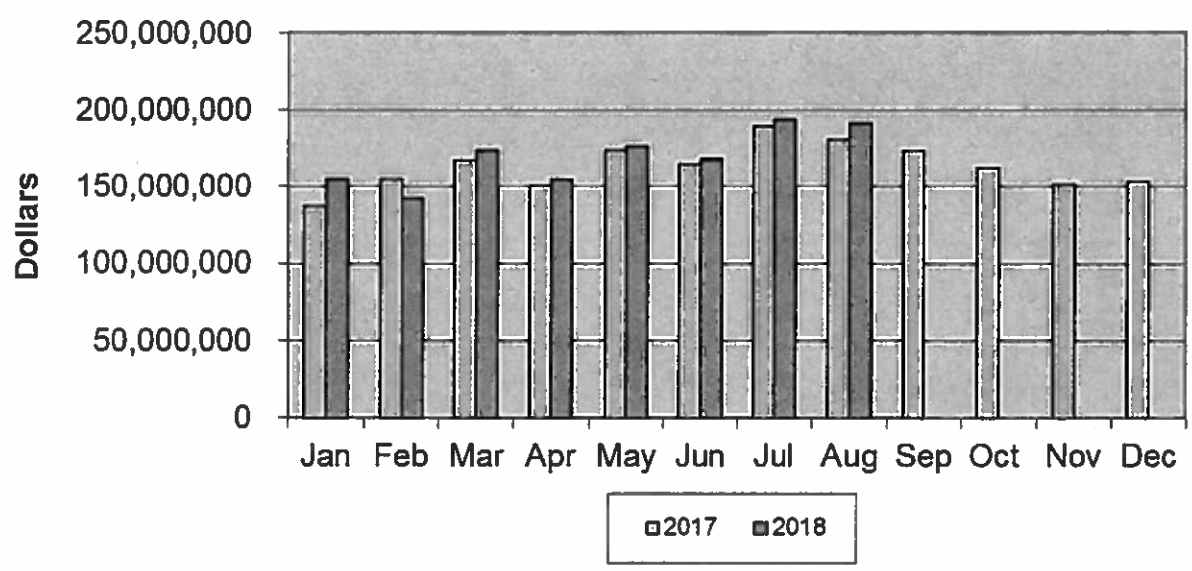
majority of the city's revenues. The number of devices at the start of the third quarter (July) was 3,591, a decrease of 8 devices, from the second quarter of 2018. July's figure represents a new record low for the city.



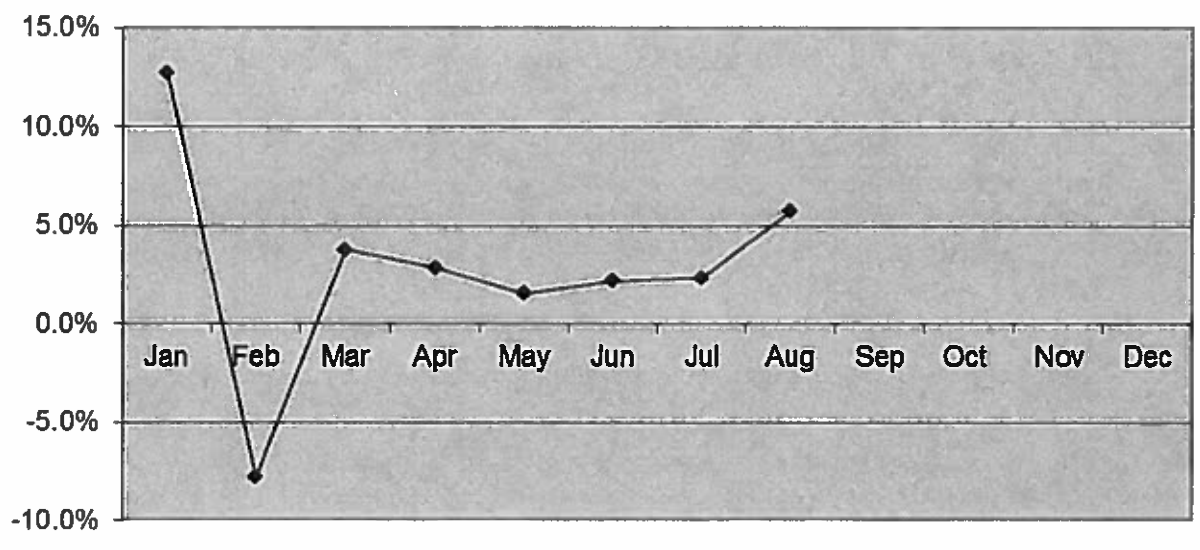
### Graphs of the Gaming Results – 2018 Compared to 2017.



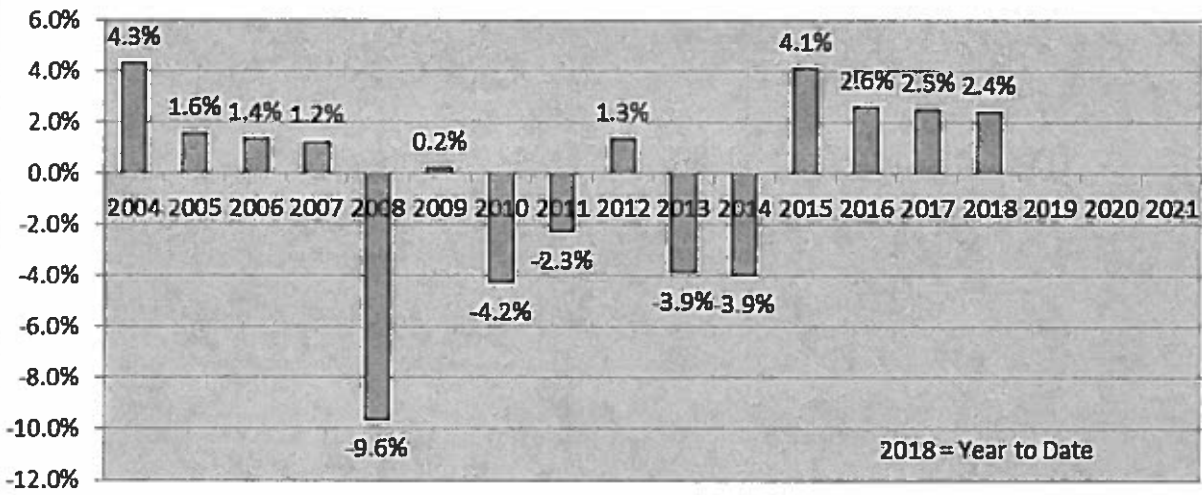
### Cripple Creek Coin-In & Table Drop



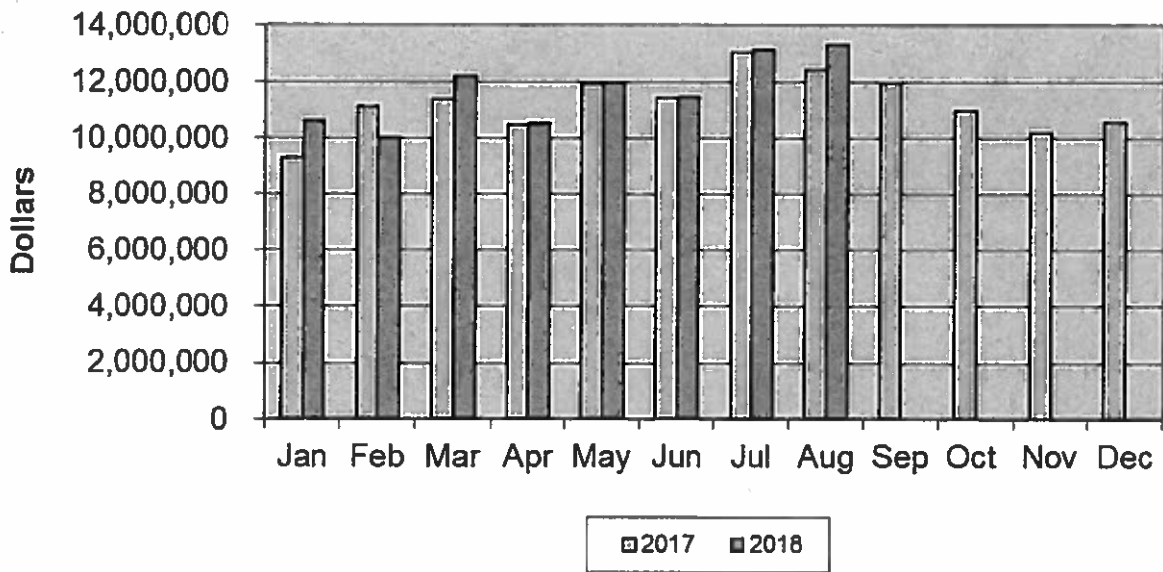
### Cripple Creek Coin-In/Table Drop Percent Change from 2017 to 2018



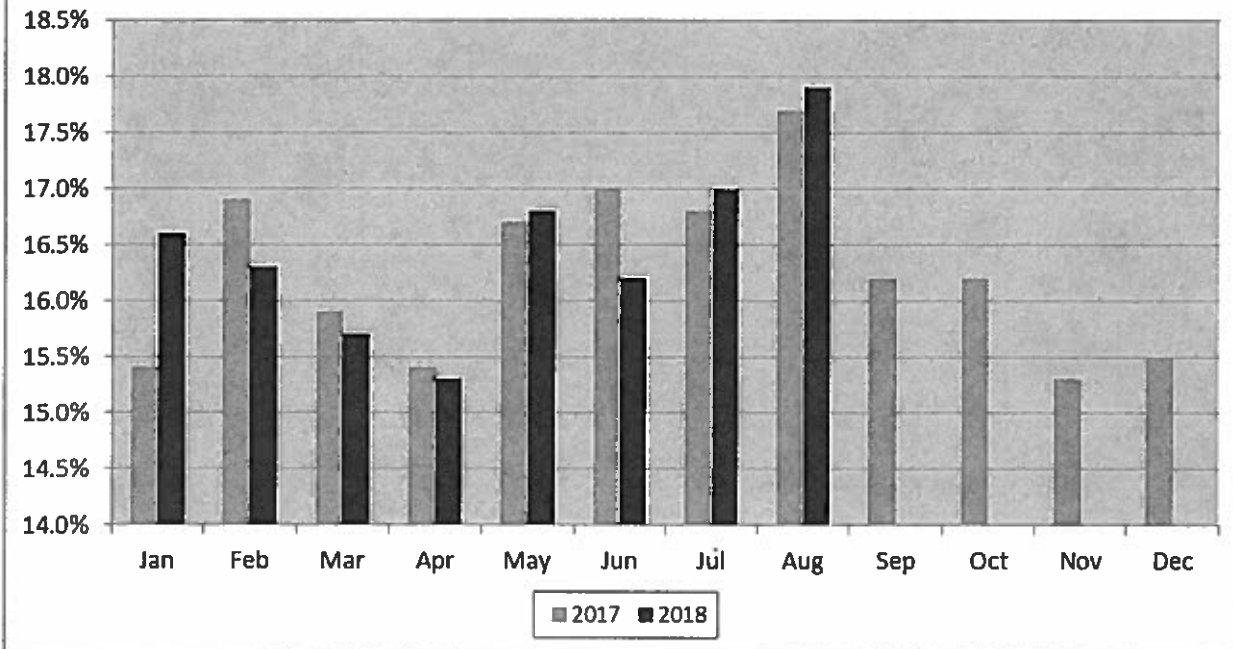
### Cripple Creek AGP Percent Change By Calendar Year



### Cripple Creek Adjusted Gross Proceeds (AGP)



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



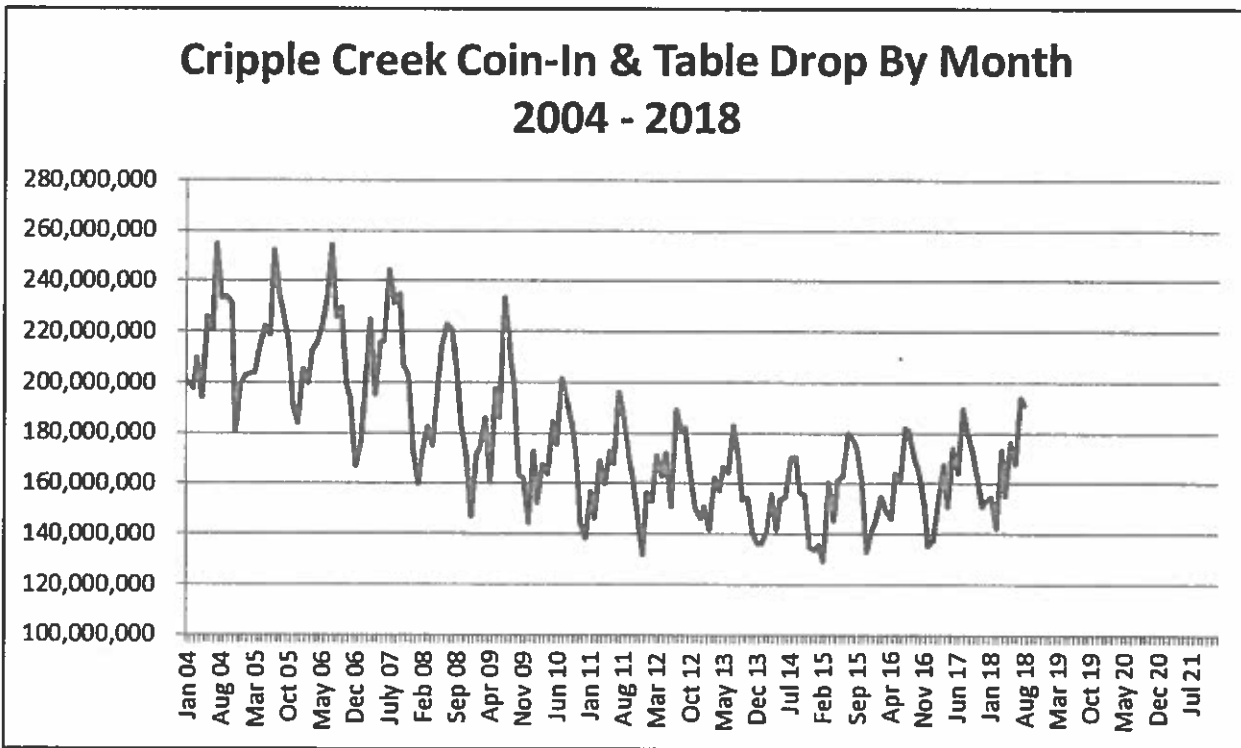
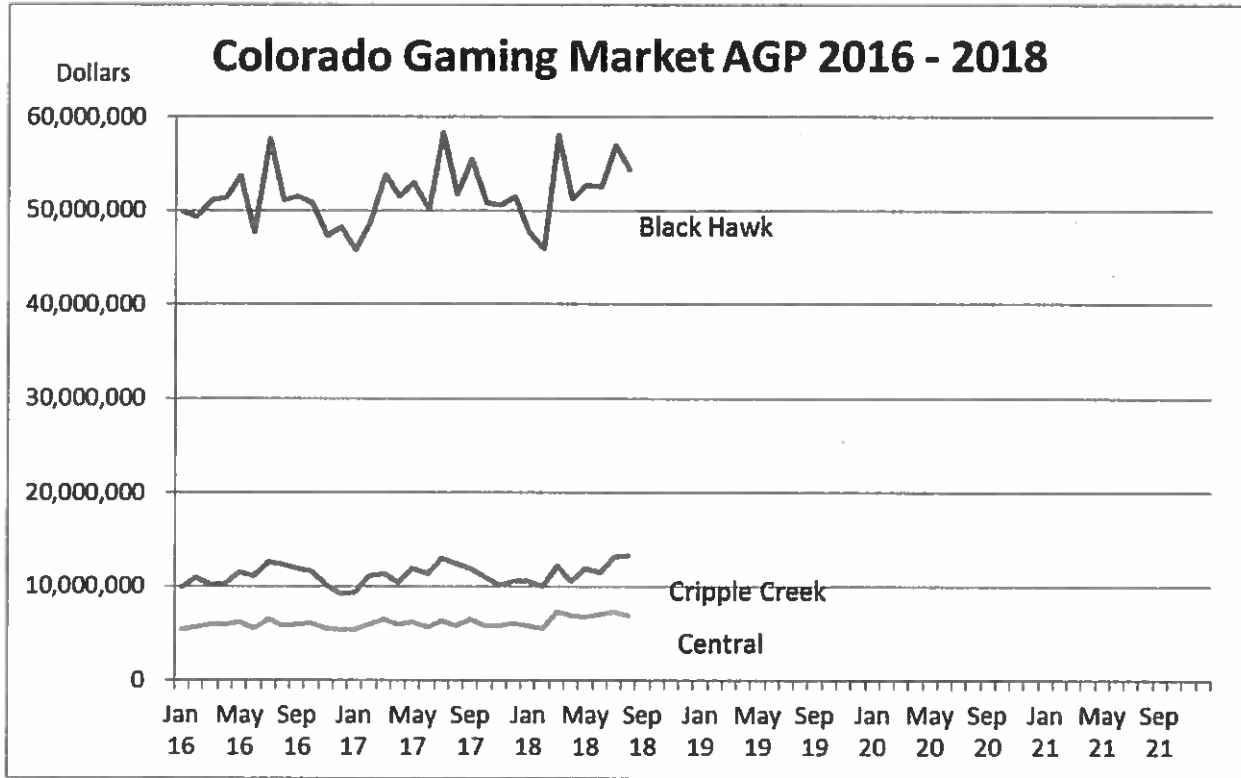
#### Market Share Data 2018

	Jan-18	Feb	Mar	Apr	May	Jun	Jul	Aug
<b>Black Hawk</b>	74.4%	74.8%	74.9%	74.7%	73.9%	74.1%	73.6%	73.0%
<b>Cripple Creek</b>	16.6%	16.3%	15.7%	15.3%	16.8%	16.2%	17.0%	17.9%
<b>Central City</b>	9.0%	8.9%	9.4%	10.0%	9.3%	9.8%	9.4%	9.2%
	100%	100%	100%	100%	100%	100%	100%	100%

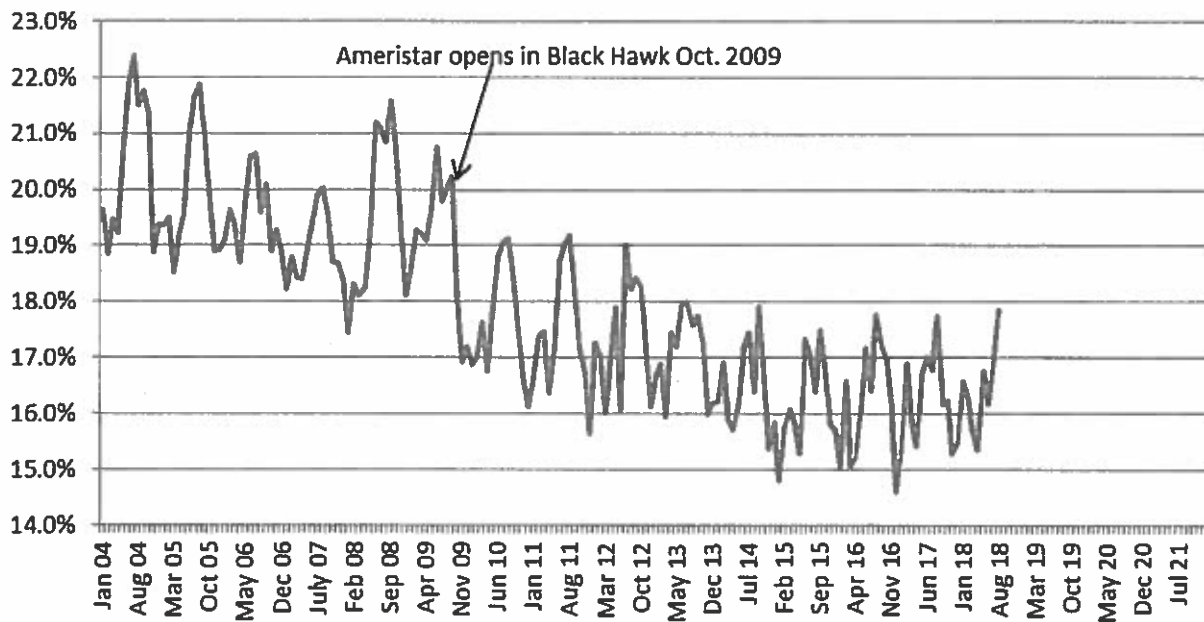
#### City of Cripple Creek Market Share

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug
2017	15.4%	16.9%	15.9%	15.4%	16.7%	17.0%	16.8%	17.7%
2018	16.6%	16.3%	15.7%	15.3%	16.8%	16.2%	17.0%	17.9%
	1.2%	-0.6%	-0.2%	-0.1%	0.1%	-0.8%	0.2%	0.2%

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**

