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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** **September Gaming Report**  
**Copy:** Ray White, Interim City Administrator  
**Date:** October 18, 2018

The Division of Gaming has released the gaming figures for September. On a statewide basis, the entire industry (AGP) was down \$2 million, or 2.7%, over August 2018. September has the fewer day than August, which does have a slight impact. ***Cripple Creek's September 2018 performance significantly beat the same time period from last year. Coin-in/table drop was up 9.2% from September 2017 and AGP was up 5.5% from September of last year. Cripple Creek gained 1.2% of market share, up to 17.4%, compared to the same time last year.***

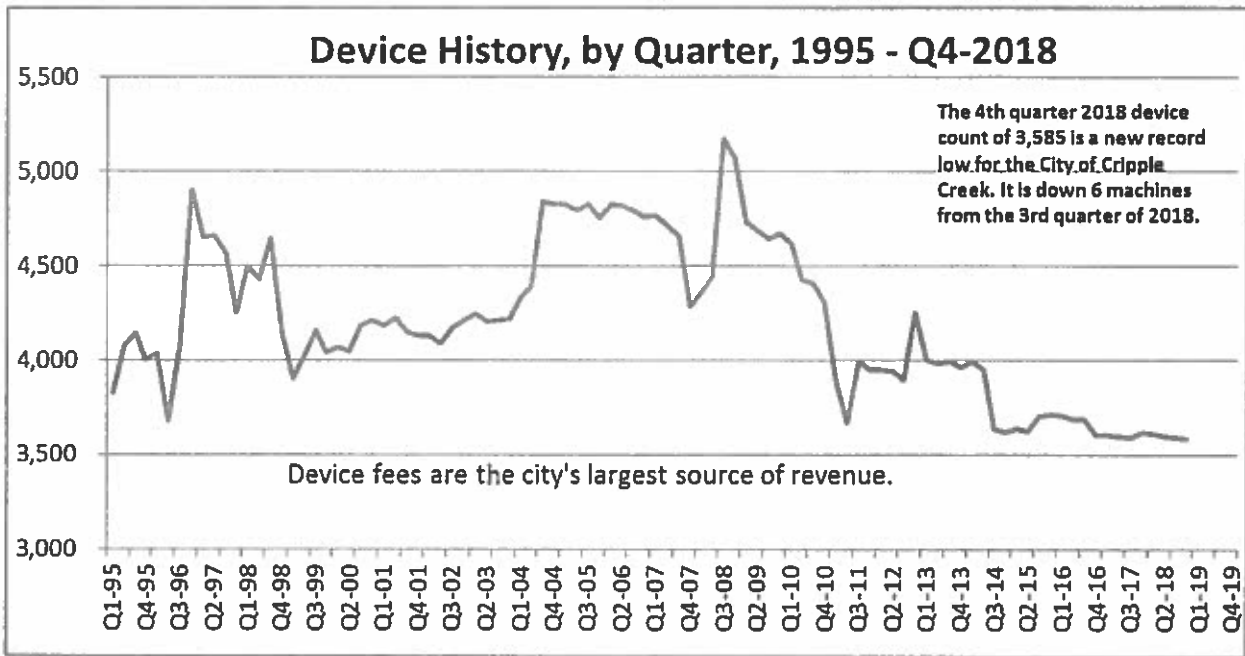
Looking at Cripple Creek on a coin-in & table drop basis, which is the best indicator of the overall health of the market, since it shows the industry's top-line "sales" figure and not just what the casinos kept (AGP), September was down \$1.9 million, or 1%, from August. Comparing September 2018 to September 2017 it was up \$16 million, or 9.2%, and for the entire year coin-in & table drop is up \$53 million, or 3.6%.

Adjusted Gross Proceeds (AGP) was down \$701K, or 5.3% from August. Comparing September 2018 to September 2017, AGP was up \$663K, or 5.5%. On a year-to-date basis, AGP is up \$2.9 million, or 2.8%.

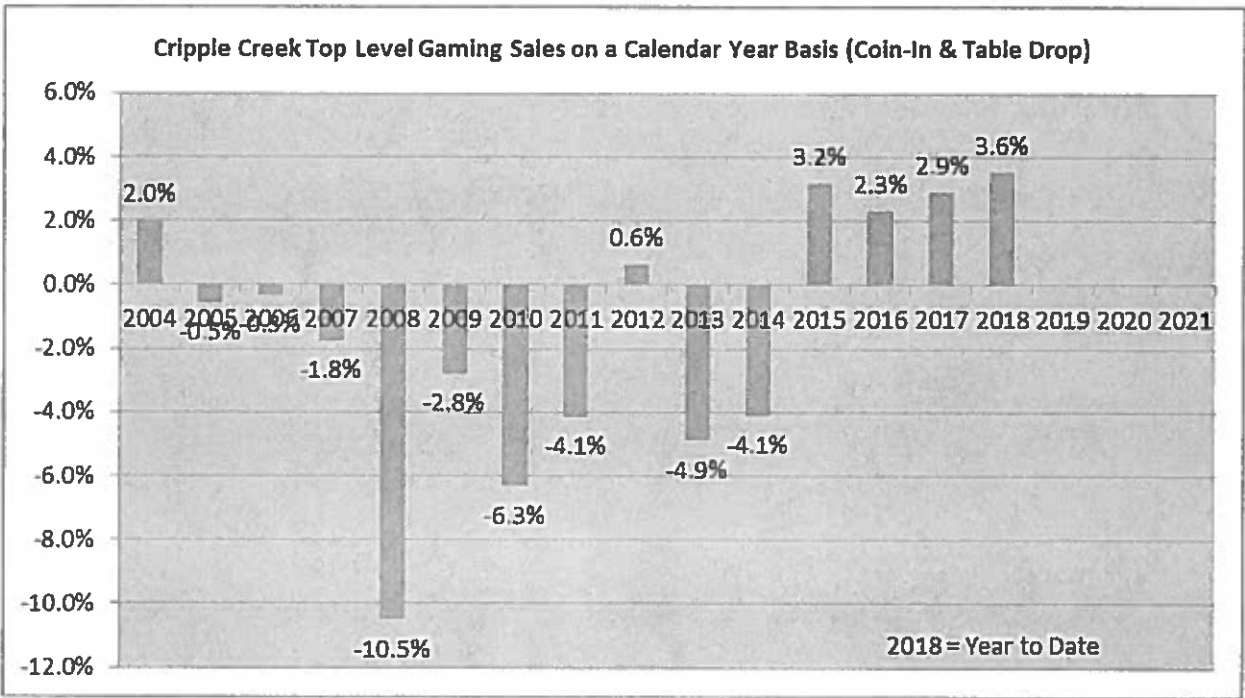
Black Hawk's AGP decreased 2.4% and Central City's decreased by .2% comparing September 2018 to August 2018 (Cripple Creek decreased 5.3%).

**Comparing AGP for September 2018 to September 2017, Black Hawk decreased 4.2%, Central City increased by 5.5% and Cripple Creek increased by 5.5%.**

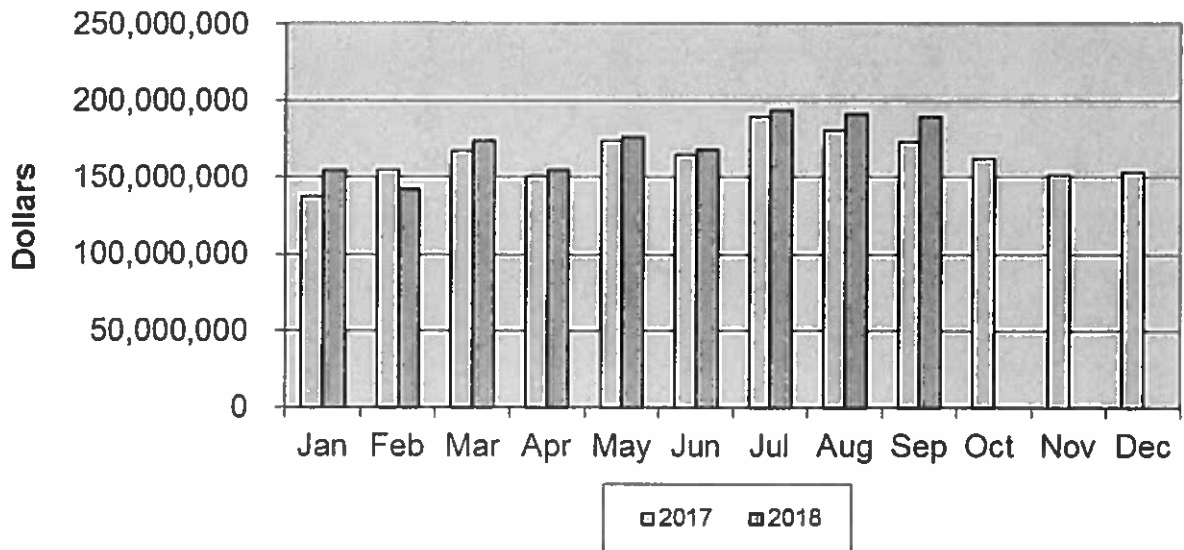
It is great that the Cripple Creek casino industry is doing better. Our city government's finances have not really improved. This is due to the number of devices in town, which generate the majority of the city's revenues. The number of devices at the start of the fourth quarter (October) was 3,585, a decrease of 6 devices, from the third quarter of 2018. October's figure represents a new record low for the city.



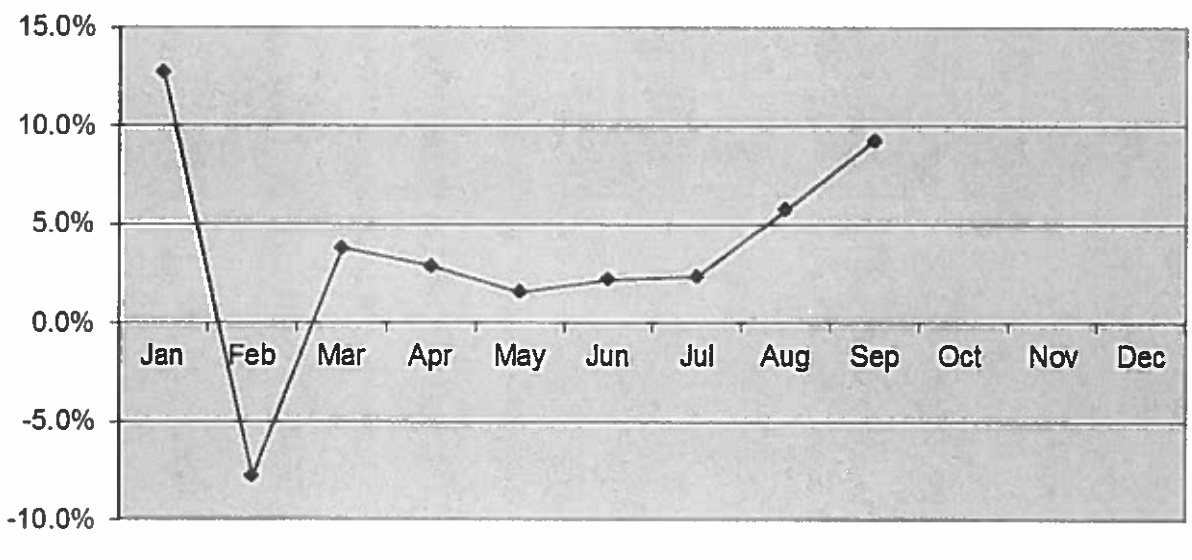
**Graphs of the Gaming Results – 2018 Compared to 2017.**



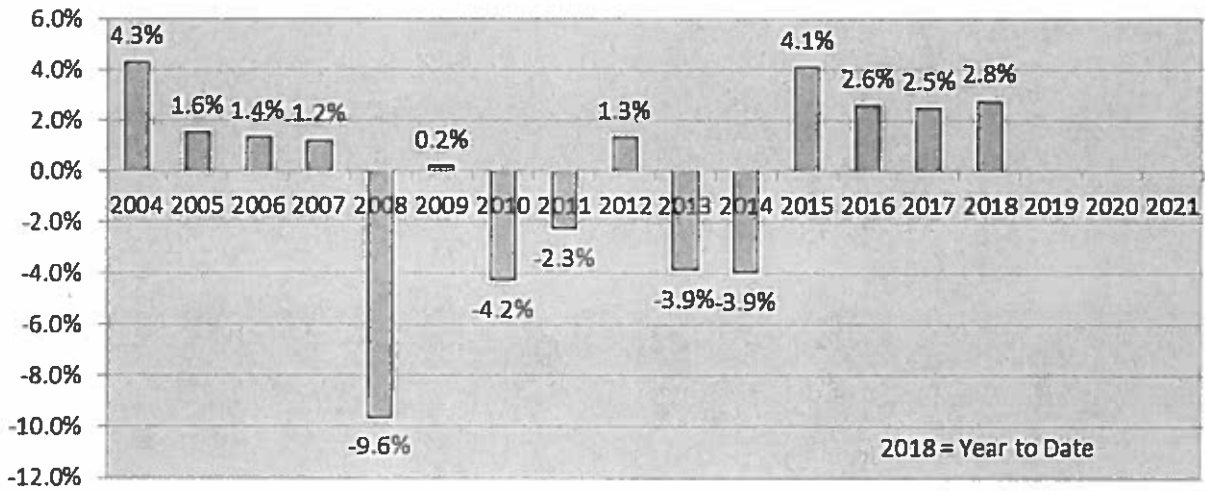
### Cripple Creek Coin-In & Table Drop



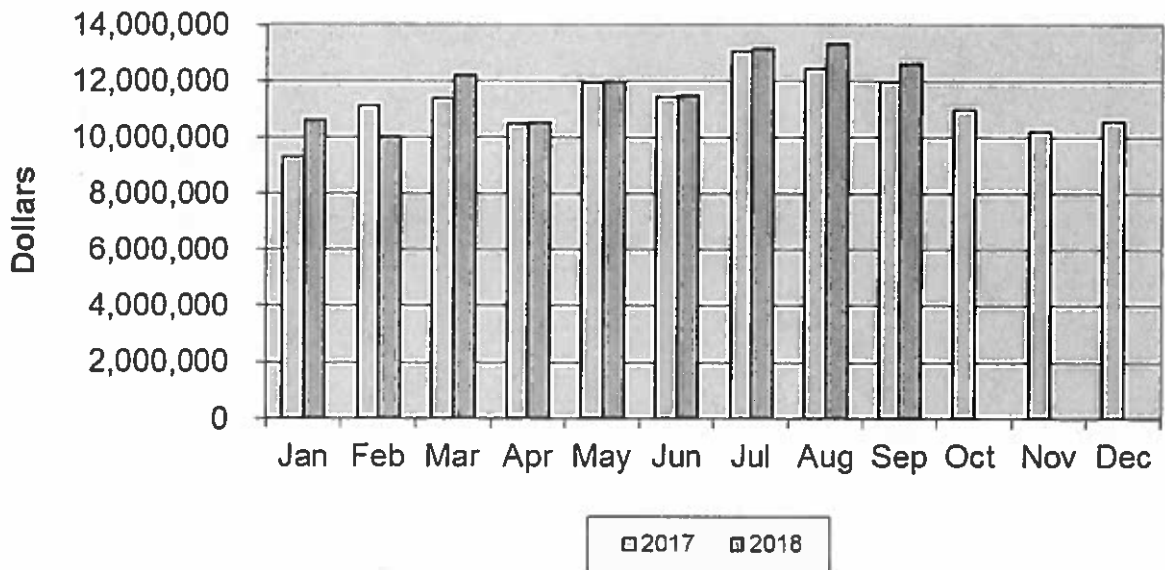
### Cripple Creek Coin-In/Table Drop Percent Change from 2017 to 2018



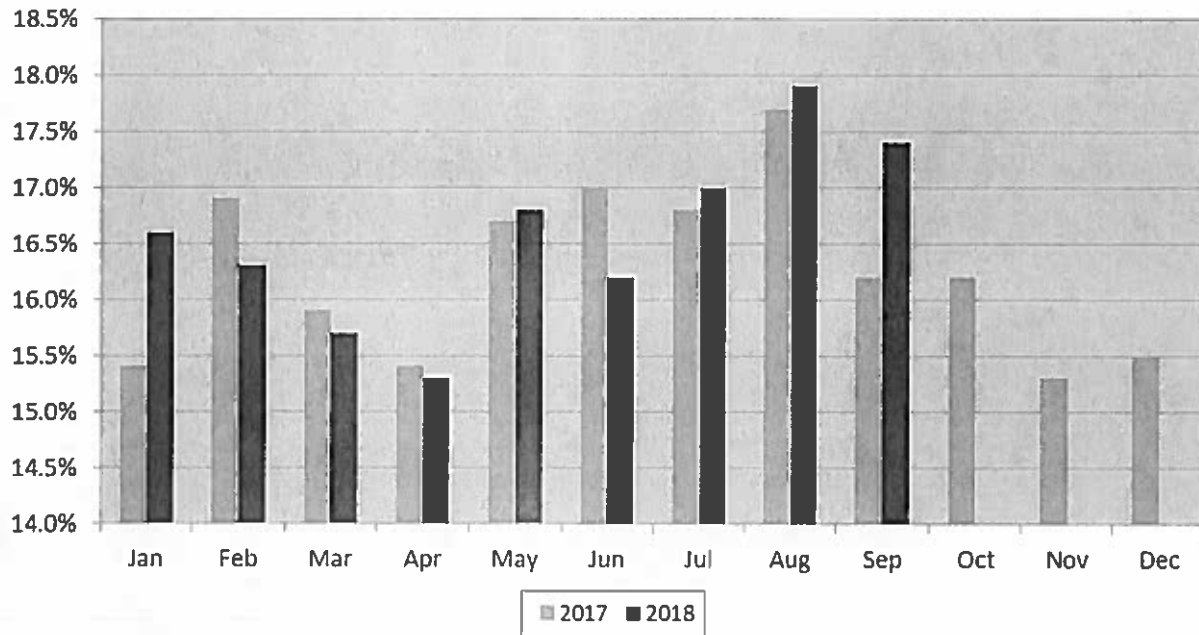
### Cripple Creek AGP Percent Change By Calendar Year



### Cripple Creek Adjusted Gross Proceeds (AGP)



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



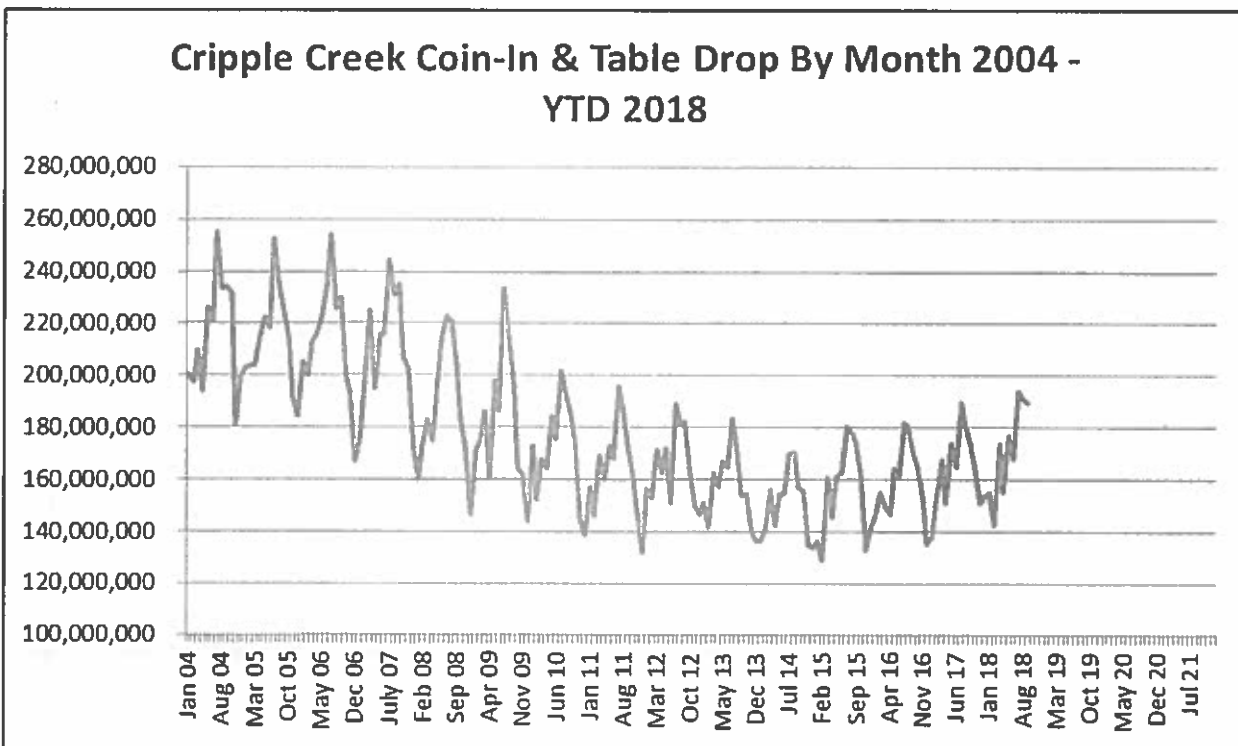
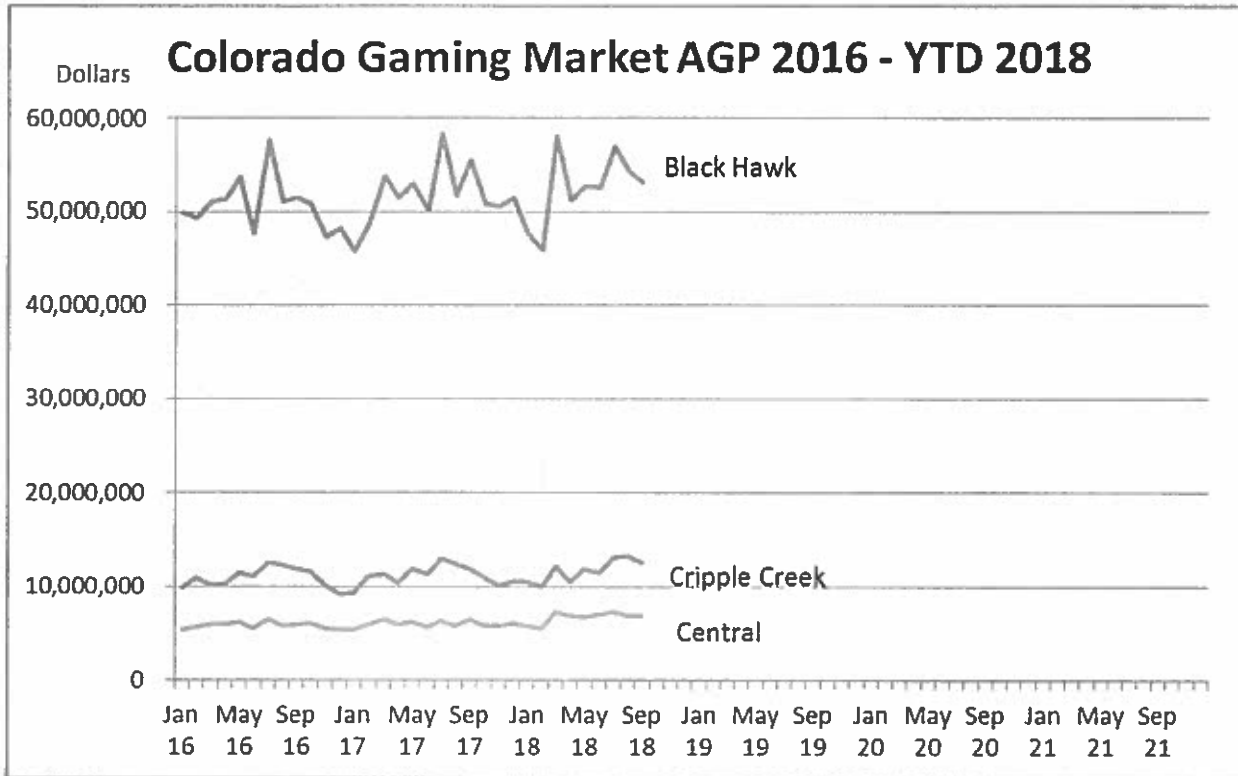
#### Market Share Data 2018

	Jan-18	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
<b>Black Hawk</b>	74.4%	74.8%	74.9%	74.7%	73.9%	74.1%	73.6%	73.0%	73.2%
<b>Cripple Creek</b>	16.6%	16.3%	15.7%	15.3%	16.8%	16.2%	17.0%	17.9%	17.4%
<b>Central City</b>	9.0%	8.9%	9.4%	10.0%	9.3%	9.8%	9.4%	9.2%	9.4%
	100%	100%	100%	100%	100%	100%	100%	100%	100%

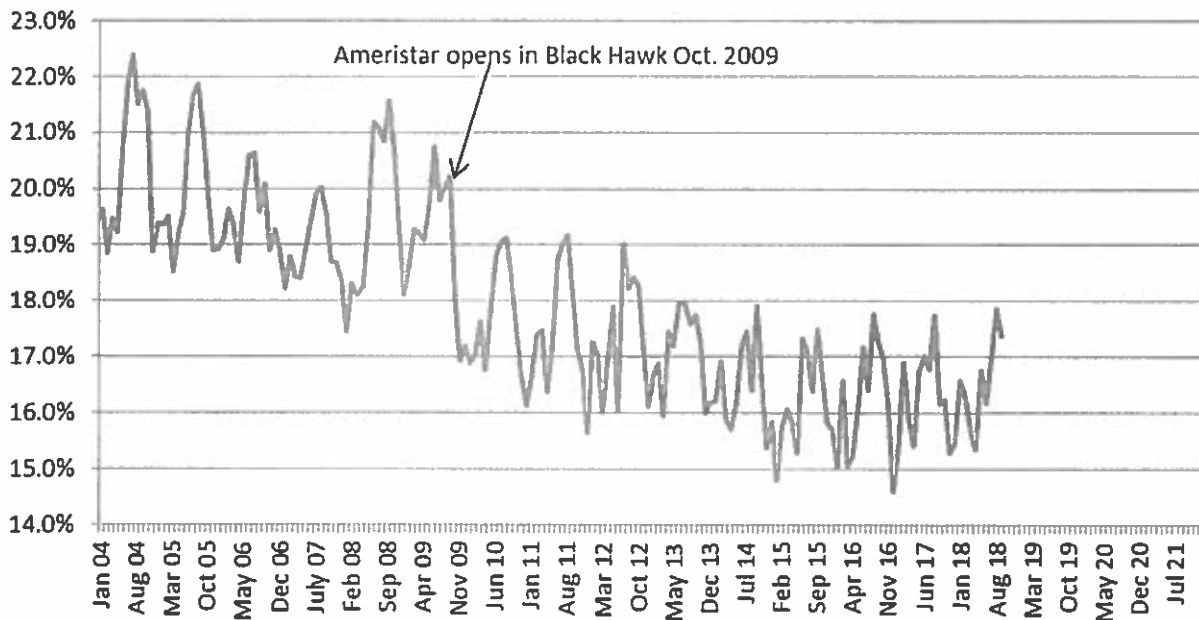
#### City of Cripple Creek Market Share

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
2017	15.4%	16.9%	15.9%	15.4%	16.7%	17.0%	16.8%	17.7%	16.2%
2018	16.6%	16.3%	15.7%	15.3%	16.8%	16.2%	17.0%	17.9%	17.4%
	1.2%	-0.6%	-0.2%	-0.1%	0.1%	-0.8%	0.2%	0.2%	1.2%

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**

