

# 2012 Fact Book and Abstract Division of Gaming Colorado Department of Revenue

## **Colorado Division of Gaming**

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## **TABLE OF CONTENTS**

## **FACT BOOK**

| ABOUT THE DEPARTMENT OF REVENUE                         | 4                                |
|---|----------------------------------|
| REVENUE DIVISIONS AND FUNCTIONS                         | 5                                |
| OVERVIEW OF THE DIVISION OF GAMING                      | 6                                |
| STRUCTURE OF THE DIVISION OF GAMING                     | 7                                |
| LIMITED GAMING CONTROL COMMISSION                       | 8                                |
| GAMING COMMISSION MEMBERS                               | 9                                |
| LICENSES AND FEES                                       | 10                               |
| GAMING TAXES AND RATES                                  | 11                               |
| LIMITED GAMING FUND FORMULA                             | 12                               |
| LIMITED GAMING FUND DISTRIBUTION                        | 13                               |
| STATISTICAL SUMMARIES                                   | 14-17                            |
| TRIBAL GAMING   | 18                               |
| EMPLOYMENT  | 19                               |
| QUESTIONS AND ANSWERS                                   | 20-23                            |
| 2012 ABSTRACT   |                                  |
| OVERVIEW  | 24                               |
| COMBINED FINANCIAL STATEMENTS: STATE and CRIPPLE CREEK  | EWIDE, BLACK HAWK, CENTRAL CITY, |
| 2012 AVERAGE FINANCIAL STATEMENTS BY AGP REVENUE LEVELS |                                  |
| ADDITIONAL INFORMATION AND RATIOS                       | 44                               |
| FINANCIAL RATIOS  | 45                               |

#### ABOUT THE DEPARTMENT OF REVENUE

#### **Vision**

To become a premier Department of Revenue known for its outstanding customer service, innovation and dedicated employees.

#### **Mission**

The Department of Revenue will provide quality service to our customers in fulfillment of our fiduciary and statutory responsibilities while instilling public confidence through professional and responsive employees.

#### **About**

The Department of Revenue is one of the few state agencies that provide service for almost every citizen of the state. From administering the collection of sales and income taxes, issuing driver licenses and vehicle registrations, administering the state and multi-state Lottery jackpot and Scratch games, to the enforcement and regulation of gaming establishments, horse racing, liquor sales, auto dealers and, most recently, medical marijuana dispensaries, the scope of the department is broad and wide-reaching.

Our success in accomplishing these goals is dependent on our relationships with our customers, stakeholders, and our employees, and aids us in meeting Governor John Hickenlooper's goals of being more efficient, effective and elegant.

# Five Goals of the Department of Revenue (DOR)

Although each of our Divisions performs many different functions, we are all committed to five overarching goals.

#### 1. Customer Service

DOR works to provide processes that are clear, simple, timely and convenient for

-- and respectful to -- the customer.

#### 2. Fiduciary Responsibility

At DOR, we are devoted to providing responsible financial, resource and project management that builds a sustainable foundation, utilizing a high standard of care.

#### 3. Statutory Responsibility

Each and every one of the divisions works to promote fairness and consistency in the application of the law -- regardless of the task or project.

#### 4. Employees

DOR prides itself in recruiting, developing and retaining a high-quality, diverse workforce in an environment that promotes collaboration, professional development and employee innovation.

#### 5. Public Confidence

Because DOR serves the public, it's important to maximize public trust through responsible stewardship and transparent processes.

## **REVENUE DIVISIONS AND FUNCTIONS**

#### **Enforcement Business Group**

The Enforcement Business Group is responsible for licensing and regulating businesses throughout the state through its divisions and carrying out state laws.

- · Division of Gaming
- Division of Racing
- Division of Liquor and Tobacco Enforcement
- Auto Industry Division
- Medical Marijuana Enforcement Division

#### **Lottery Division**

Creates and sells Lottery games of chance that are held to the highest standards of public confidence, integrity, entertainment and efficiency in order to maximize revenue for the Lottery beneficiaries and the people of Colorado.

#### **Motor Vehicle Business Group**

Issues driver licenses and state identification cards and maintains all driver records. The division also provides oversight and support for vehicle titling, all registration processes including the International Registration Plan for Commercial Trucks, and the state's vehicle emissions program.

#### **Taxation Business Group**

Collects, manages and enforces the following business-related taxes: sales, use, withholding, fuel, severance, alcohol, cigarette and tobacco. Taxation also collects, reviews and enforces individual, corporate, partnership and trust income tax returns.

## **OVERVIEW OF THE DIVISION OF GAMING**

Limited gaming started in Colorado on October 1, 1991, with a total of 11 casinos open statewide. In November 1992, Colorado had its greatest number of casinos with 76 casinos operating statewide at one time. At the 21-year mark on October 1, 2012, there were 41 gaming establishments open in Colorado, a number that has remained fairly constant for several years, with the annual number averaging very close to 40 casinos since 2008.

Gross revenues generated by casinos on a monthly basis have increased from nearly \$8.4 million during the first month of operation to a high of more than \$76.5 million in July 2007.

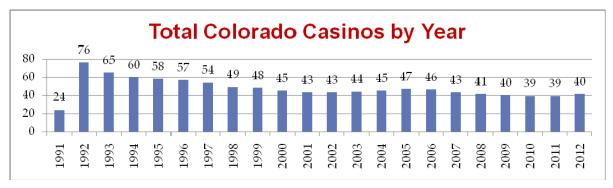
During the first 21 years of gaming in Colorado, casinos paid nearly \$1.7 billion in gaming tax revenues to the state on nearly \$12.6 billion in adjusted gross revenues. That money has been used to fund state historical restoration projects, mitigate the impacts to state and local governments caused by gaming, and finance on-going regulation of the gaming industry.

The basic framework of limited gaming in the State of Colorado is outlined in a constitutional amendment approved by voters in the state on November 6, 1990. Limited gaming is allowed only in the towns of Black Hawk, Central City and Cripple Creek. Gaming was approved to revitalize and maintain the integrity of these three communities.

"Limited gaming" was defined as a maximum single bet of \$5 on slot machines and live blackjack and poker games. Slot machines by definition include video poker, blackjack and keno machines. To change the location of gaming in Colorado, to increase the betting limits or to change the types of games allowed would require a change in the constitution through a statewide vote of the people.

On November 4, 2008, Colorado voters approved Amendment 50, giving the electorate in Black Hawk, Central City and Cripple Creek the option to approve raising the maximum wager limit up to \$100, adding the games of craps and/or roulette, and allowing 24-hour gaming effective July 2, 2009.

The amendment earmarks additional state revenues generated by the changes to be distributed to community colleges and to the gaming towns and counties. Amendment 50 also requires voter approval for any increase in gaming tax rates beyond the rates and levels in place as of July 1, 2008. Voters in all three towns approved the changes for casinos in their communities, and the changes went into effect July 2, 2009.



#### STRUCTURE OF THE DIVISION OF GAMING

The Colorado Division of Gaming, a division of the Colorado Department of Revenue, is responsible for the regulation and enforcement of limited gaming in Colorado. The Division, with offices in Golden, Central City/Black Hawk and Cripple Creek, employs a staff of 92 persons, which includes investigators, auditors, accountants, administrators and support personnel.

Among the duties of the Division is the investigation of gaming license applicants, who must submit to a thorough background review. Division investigators scrutinize personal and financial histories of applicants, including the sources of all money applicants plan to invest in a proposed establishment. Division investigators also patrol casinos during all hours of operation to handle patron complaints and observe for possible violations of gaming laws, rules and regulations. All Division investigators have the powers of peace officers and are certified as such.

The Division is also involved in other day-to-day activities of limited gaming. In the first 20 years, the Division's Licensing Section processed nearly 40,000 new licenses for casinos and casino employees.

The Audit Section conducts revenue and compliance audits to make sure establishments are following stringent accounting and compliance procedures to

support the proper reporting and payment of taxes. The Audit Section develops and updates the Internal Control Minimum Procedures (ICMP) that casinos are required to implement in order to facilitate an adequate control environment. The section works closely with casino Internal Compliance Officers to review proposed variances to the ICMP, reporting and resolving noncompliant issues and developing internal control testing processes. The Audit Section is responsible for publishing the annual Fact Book and Abstract.

The Technical Systems Group (TSG) oversees all gaming system technology and applications in the Colorado gaming industry, such as cashless wagering, wireless technology, network security and architecture, and wide-area progressives. This group is responsible for adequately understanding the full regulatory impact of developing technologies and develops strategies, procedures, regulations and internal controls to implement technologies as they emerge, to attempt to meet the market demand for them. TSG monitors the installation and upgrades of all systems to ensure they are approved and comply with the gaming laws of Colorado.

The Field Operations Unit monitors all gaming devices and related media in Central City, Black Hawk, and Cripple Creek. This unit is tasked with ensuring each of the approximately 15,000 electronic gaming devices offered for play in Colorado's limited gaming jurisdiction are approved for use and are in compliance with state law. The unit assesses the regulatory impact of new game platforms and monitors field trials related to new games and platforms. Field Operations, along with TSG, provide oversight and regulatory interpretations to the independent testing lab, Gaming Laboratories International, for all games, devices and systems in their respective areas of expertise.

An organization chart is posted on the Division's website, colorado.gov/revenue/gaming.

#### LIMITED GAMING CONTROL COMMISSION

The Colorado Limited Gaming Control Commission is a five-member regulatory body appointed by the Governor. By statute, the Commission is responsible for promulgating all rules and regulations governing limited gaming in Colorado, including the establishment of the gaming tax rate. The Commission also has final authority over all gaming licenses issued in the state.

By law, the Commission is made up of members from different professional, political and geographic backgrounds. The Commission must include the following:

- An attorney with experience in regulatory law
- A Certified Public Accountant with knowledge of corporate finance
- A law enforcement official
- A corporate manager with five years of business experience
- A registered voter

No more than three Commissioners can be from the same political party and no more than one Commissioner can be from the same federal congressional district. All appointments to the Commission must be confirmed by the State Senate. Commissioners serve four-year terms, and no Commissioner can serve more than two consecutive terms.

The Department of Revenue prepares and administers the Division of Gaming budget. As part of the annual budget process, the Commission also reviews and approves the Division of Gaming budget and allocates money to other state departments, such as the Department of Public Safety, to ensure that the gaming industry is adequately regulated and its patrons protected.

The Commission is required by law to meet at least monthly. Meeting dates and agendas are posted on the Division of Gaming website, www.colorado.gov/revenue/gaming.

In addition to other powers and duties set forth in statute, the Commission is charged with:

- promulgation of rules and regulations governing the licensing, conducting, and operating of limited gaming;
- issuance of licenses to those involved in the ownership, participation, or conduct of limited gaming;
- the levying of fines and suspensions or revocation of licenses which the commission has issued;
- the establishment and collection of limited gaming fees and taxes, and the establishment of minimum internal control procedures for licensees, including accounting procedures, reporting procedures, and personnel policies.

## **COMMISSION MEMBERS**

#### Roger Hutson — Chairman, Business Member

(1st Congressional District - Republican)

Commissioner Hutson of Denver is the President and CEO of HRM Resources, LLC, a private firm specializing in acquisition, operation and development of assets which produce oil and gas. Previously, he served as the President of Paladin Energy Partners, LLC, which also specialized in the acquisition, operation and drilling of oil and gas assets. His term expires July 1, 2014.

#### Jannine Mohr — Vice Chairman, Attorney Member

(4th Congressional District - Democrat)

Commissioner Mohr of Loveland is associate legal counsel for Colorado State University, Office of the General Counsel and handles litigation matters, risk management/loss control and open records requests. Mohr is an assistant professor in the School of Education at Colorado State University, teaching the Law of Higher Education. Previously, she worked for a number of law firms in Denver, including Lowe Fell & Skogg; Krys Boyle, PC; and Clanahan, Tanner, Downing & Knowlton. Mohr was special assistant to U.S. Senator Barbara Boxer, and assisted in the campaigns of Guy Kelley for Congress, Tom Redder for Congress and Tim Wirth for United States Senate. Her term will expire July 1, 2015.

#### Douglas Darr — Law Enforcement Member

(2nd Congressional District - Democrat)

Commissioner Darr of Thornton has served in various positions and capacities with the Adams County Sheriff's Office over a span of more than 39 years, and was elected sheriff by the citizens of Adams County in November 2002. Career highlights include service as Director of the Adams County Emergency Management Operations, as SWAT team commander for more than 300 missions and serving the Adams County community as the elected sheriff. His term expires July 1, 2013.

#### Charles Murphy — Registered Voter Member

(5th Congressional District - Democrat)

Commissioner Murphy of Colorado Springs is the founder and owner of Murphy Constructors of Colorado Springs, which specializes in restoration and renovation of 19th and early 20th century buildings, including many historic structures in the Colorado Springs and the Manitou Springs area. In addition, he owns Gray Line Tours of Colorado Springs and Brookside Assisted Living. His term expires July 1, 2016.

#### Bill Hughes— Registered Certified Public Accountant Member

(6th Congressional District - Republican)

Commissioner Hughes has been actively involved in the public accounting industry for more than twenty years, founding Hughes, Wedgwood, and Company, LLC with Louann Wedgwood in 1999. He has served as senior member of a CPA firm specializing in the construction industry and held the position of Chief Financial Officer for a major mechanical contracting firm. He is well versed in the tax laws and accounting requirements that are unique to closely held businesses, high net-worth individuals, and the construction and other industries. He has maintained a leadership position in the industry as a member of CCA Associates Board of Directors, ABC Board of Directors, Legislative Committee Chair, and PAC Chair of Associated Builders and Contractors (ABC). His term expires July 1, 2015.

#### LICENSES AND FEES

The Colorado Limited Gaming Control Commission issues five (5) types of licenses. All licenses are effective for two years.

**Manufacturer/Distributor** — Companies that manufacture or serve as a distributor for approved slot machines and component parts.

**Retailer** — Persons permitting or conducting limited gaming on their premises.

**Operator** — Persons permitting slot machines on their premises or persons, such as slot machine routers, who place and operate slot machines on the premises of a retailer.

**Key Employee** — Persons who have the responsibility of making management or policy decisions in a gaming establishment.

**Support Employee** — Persons such as dealers and cashiers, including anyone employed in the field of limited gaming.



#### **License Fees**

| Manufacturer/Distributor - Type 1* | \$3,000 | Manufacturer/Distributor – Type 2* | \$6,000  |
|------------------------------------|---------|------------------------------------|----------|
| Operator - Type 1                  | \$3,000 | Operator - Type 2                  | \$6,000  |
| Retailer - Type 1                  | \$4,500 | Retailer - Type 2                  | \$6,500  |
| Key Employee (original)            | \$250   | Key Employee (renewal)             | \$200    |
| Support Employee (original)        | \$100   | Support Employee (renewal)         | \$60     |
| <b>Background Deposits</b>         |         |                                    |          |
| Type 1 Applicants*                 | \$5,000 | Type 2 Applicants*                 | \$10,000 |
| Key Employee Deposit               | \$1,000 | Support Employee                   | No       |

<sup>\*</sup>Type 1 applicants have six or fewer persons with a 5 percent or more interest in the license, all of whom live in Colorado. A Type 2 applicant is any applicant not falling within the Type 1 qualifications.

The Division of Gaming collects a deposit to cover the costs of conducting a thorough background check. As of July 1, 2011, the Division bills against this deposit at the rate of \$65 per hour and also charges for any travel or out-of-pocket expenses. Any remaining moneys at the end of the background investigation are refunded to the applicant. The hourly rate is subject to annual review and change on July 1.

#### **Device Fees**

In 1999, the Commission eliminated the state device fee which had required all retail license holders to pay an annual state device fee of \$75 per slot machine, blackjack and poker table. The municipalities of Central City, Black Hawk and Cripple Creek assess and collect their own device fees, ranging from \$750 to \$1,265 per year.

## **GAMING TAXES AND RATES**

The largest source of revenue for the Division is from gaming taxes paid by casinos. Taxes are paid on a graduated scale ranging from 0.25 percent to 20 percent of adjusted gross proceeds (AGP).

The Commission is required by the Colorado Constitution to set the gaming tax rate on an annual basis. Under Amendment 50, the Commission cannot raise tax rates above the July 2008 levels without statewide voter approval. The gaming tax is paid on a monthly basis, with casinos required to file returns by the 15th of the following month.

In setting the tax rate, state law directs the Commission to consider the need to provide monies to the cities of Central, Black Hawk, and Cripple Creek for historic preservation and restoration; the impact on the communities and any state agency including, but not limited to, infrastructure, law enforcement, environment, public health and safety, education requirements, human services, and other components due to limited gaming; the impact on licensees and the profitability of their operations; the profitability of the other "for-profit" forms of gambling in this state; the profitability of similar forms of gambling in other states; the impact on recipients of limited gaming tax proceeds; and the expenses of the commission and the division for their administration and operation.

At its meeting in May 2011, the Commission adopted tax rates for FY2012 that represented a 5 percent reduction of the previous rates. In May 2012, the Commission voted to restore tax rates for FY2013 equal to the FY2011 rates.

The Commission assesses taxes based on AGP. Gaming tax rates for fiscal years 2013, 2012, and 2011 are below:

| Casino AGP                              | 2013 and 2011 | 2012           |
|---|---------------|----------------|
| Up to \$2 million                       | 0.25 percent  | 0.2375 percent |
| over \$2 million and up to \$5 million  | 2 percent     | 1.90 percent   |
| over \$5 million and up to \$8 million  | 9 percent     | 8.55 percent   |
| over \$8 million and up to \$10 million | 11 percent    | 10.45 percent  |
| over \$10 million, up to \$13 million   | 16 percent    | 15.20 percent  |
| over \$13 million                       | 20 percent    | 19 percent     |

AGP is most easily defined as the amount of money wagered minus the amount paid out in prizes.

## LIMITED GAMING FUND FORMULA

The Division of Gaming is a cash-funded agency, meaning no state general fund tax dollars are used for its operation or expenses. The Division operates on the revenues generated from the gaming tax, application and license fees, any fines levied by the Division and other revenues.

All revenues generated from gaming — gaming tax revenues along with license and application fees paid by casinos and other revenues — are placed in the Limited Gaming Fund. Before any monies are distributed via the Limited Gaming Fund, the expenses of running the Commission and the Division of Gaming must be paid and two months of operating expenses for the Division must be placed in escrow. After these obligations are met, the remaining money is distributed according to the following formula to the original recipients of the Limited Gaming Fund.

The formula for the remaining monies for this year's distribution:

#### 50% to the "state share" which was statutorily distributed to the

- State General Fund.
- Colorado Travel & Tourism Promotion Fund,
- Bioscience Discovery Evaluation Cash Fund,
- Film Incentives Cash Fund,
- Local Government Limited Gaming Impact Fund,
- Innovative Higher Education Research Fund,
- New Jobs Incentives Cash Fund, and
- Creative Industries Cash Funds



Downtown Cripple Creek

#### 28% to the Colorado State Historical Fund

- 20% (of the 28%) distributed by the State Historical Society to the governing bodies
  of Cripple Creek, Central City and Black Hawk (in proportion to the revenues
  generated in the respective cities)
- 80 % (of the 28%) used for historic preservation and restoration throughout the state

12% to Gilpin and Teller Counties, in proportion to gaming revenues generated in these counties

10% to the cities of Black Hawk, Central and Cripple Creek in proportion to gaming revenues

#### The tax revenues attributed to the implementation of Amendment 50 are as follows:

- 78% to the state's public community colleges, junior colleges, and local district colleges to supplement existing state funding
- 12% to Gilpin and Teller counties in proportion to gaming tax revenues generated in each county
- 10% to the cities of Black Hawk, Central and Cripple Creek in proportion to gaming tax revenues generated in each city

# LIMITED GAMING FUND DISTRIBUTION

|  | <u>F`</u>                              | <u>Y 2011</u>  | <u>F</u>          | Y 2012  |
|--|--|--|-------------------|---|
| Limited Gaming Revenues Previous Year's Escrow Division and Commission Expenses Two Months Escrow Interest Earned in Extended Gaming Fund  | \$ \$ \$ \$                            | 105,949,859<br>4,726,076<br>(12,097,096)<br>(3,270,844)<br>19,356  | \$                | 103,557,500<br>3,270,844<br>(12,305,062)<br>(3,340,325)<br>14,428 |
| TOTAL AMOUNT DISTRIBUTED ORIGINAL RECIPIENTS   | \$                                     | 95,327,351   | \$                | 91,197,385  |
| State General Fund Local Govt. Ltd. Gaming Impact Fund Colorado Travel & Tourism Promotion Fund Creative Industries Cash Funds Film Incentives Cash Fund New Jobs Incentive Cash Fund Innovative Higher Education Research Fund Bioscience Discovery Evaluation Cash Fund State Historical Society Counties of Gilpin and Teller Cities of Black Hawk, Central and Cripple Creek | \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ | 20,400,269<br>3,600,806<br>12,002,686<br>1,200,269<br>0<br>1,680,376<br>4,320,967<br>24,195,009<br>10,369,289<br>8,641,075 | \$ \$ \$ \$ \$ \$ | 3,977,793<br>23,127,355   |
| TOTAL ORIGINAL RECIPIENTS  | \$                                     | 86,410,746   | \$                | 82,597,697  |
| AMENDMENT 50 RECIPIENTS  |  |  |                   |   |
| Colorado Public Community Colleges,<br>Junior Colleges and Local District Colleges<br>Counties of Gilpin and Teller<br>Cities of Black Hawk, Central and Cripple Creek   | \$<br>\$<br>\$                         | 6,954,952<br>1,069,993<br>891,660  | \$<br>\$<br>\$    | 6,707,757<br>1,031,963<br>859,969                                 |
| TOTAL AMENDMENT 50 RECIPIENTS  | \$                                     | 8,916,605  | \$                | 8,599,689   |

## **COLORADO STATISTICAL SUMMARY**

| 2007    |    |                |                                 |    |             | 200   | 8      |                |                                 |    |             |
|---------|----|----------------|---------------------------------|----|-------------|-------|--------|----------------|---------------------------------|----|-------------|
| Casin   | 0S | Devices        | AGP                             |    | Taxes       | C     | asinos | Devices        | AGP                             |    | Taxes       |
|         | 45 | 17,168         | \$<br>58,830,995                | \$ | 9,581,530   | JAN   | 41     | 16,470         | \$<br>56,692,551                | \$ | 9,280,637   |
|         | 14 | 16,853         | \$<br>64,415,898                | \$ | 10,697,585  | FEB   | 41     | 16,526         | \$<br>57,905,967                | \$ | 9,692,421   |
|         | 14 | 17,028         | \$<br>74,492,922                | \$ | 12,686,076  | MAR   | 41     | 16,515         | \$<br>63,192,564                | 5  | 10,809,726  |
|         | 14 | 17,007         | \$<br>67,085,954                | \$ | 11,566,439  | APR   | 41     | 16,429         | \$<br>58,711,104                | \$ | 10,162,974  |
| MAY 4   | 14 | 16,999         | \$<br>70,075,990                | \$ | 12,174,597  | MAY   | 42     | 16,397         | \$<br>63,963,063                | \$ | 11,290,273  |
|         | 14 | 16,925         | \$<br>68,885,003                | \$ | 12,290,255  | JUN   | 42     | 17,013         | \$<br>60,583,972                | \$ | 10,526,985  |
|         | 45 | 16,924         | \$<br>76,554,969                | \$ | 2,118,872   | JUL   | 42     | 17,261         | \$<br>65,650,866                | \$ | 1,278,994   |
|         | 14 | 16,898         | \$<br>71,987,462                | \$ | 6,399,236   | AUG   | 42     | 17,258         | \$<br>68,201,503                | \$ | 5,396,197   |
|         | 13 | 16,853         | \$<br>72,988,144                | \$ | 9,113,731   | SEP   | 41     | 17,012         | \$<br>59,321,458                | \$ | 6,421,543   |
|         | 11 | 16,556         | \$<br>65,851,080                | \$ | 9,120,165   | OCT   | 41     | 16,913         | \$<br>56,305,450                | \$ | 7,362,135   |
|         | 41 | 16,421         | \$<br>66,665,718                | \$ | 10,201,204  | NOV   | 40     | 16,665         | \$<br>56,729,880                | \$ | 8,064,125   |
|         | 11 | 16,418         | \$<br>58,295,644                | \$ | 9,460,174   | DEC   | 40     | 16,673         | \$<br>48,621,333                | \$ | 7,427,419   |
| Total 4 | 43 | 16,838         | \$<br>816,129,779               | \$ | 115,409,863 | Total | 41     | 16,761         | \$<br>715,879,711               | \$ | 97,713,431  |
| 2009    |    |                |                                 |    |             | 201   | 0      |                |                                 |    |             |
| Casin   | 0S | Devices        | AGP                             |    | Taxes       | C     | asinos | Devices        | AGP                             |    | Taxes       |
| JAN 4   | 40 | 16,574         | \$<br>57,548,246                | \$ | 9,294,275   | JAN   | 40     | 15,758         | \$<br>64,292,112                | \$ | 10,429,877  |
| FEB 4   | 40 | 16,480         | \$<br>57,276,650                | \$ | 9,439,997   | FEB   | 40     | 15,698         | \$<br>58,697,839                | \$ | 9,929,387   |
| MAR 4   | 10 | 16,380         | \$<br>60,606,061                | \$ | 10,254,952  | MAR   | 39     | 15,412         | \$<br>63,237,270                | \$ | 10,776,165  |
| APR 4   | 40 | 16,282         | \$<br>51,631,631                | \$ | 8,929,637   | APR   | 39     | 15,363         | \$<br>62,680,295                | \$ | 11,078,053  |
| MAY     | 40 | 16,169         | \$<br>62,326,564                | \$ | 10,920,943  | MAY   | 39     | 15,314         | \$<br>66,662,229                | \$ | 11,875,076  |
|         | 40 | 15,926         | \$<br>57,551,330                | \$ | 10,116,058  | JUN   | 40     | 15,482         | \$<br>61,757,254                | \$ | 11,009,930  |
|         | 40 | 16,098         | \$<br>76,161,595                | \$ | 2,071,682   | JUL   | 40     | 15,531         | \$<br>70,054,229                | \$ | 2,005,518   |
|         | 40 | 16,013         | \$<br>69,662,271                | \$ | 6,494,361   | AUG   | 40     | 15,488         | \$<br>67,238,197                | \$ | 6,122,467   |
|         | 40 | 15,922         | \$<br>63,444,224                | \$ | 7,418,713   | SEP   | 40     | 15,494         | \$<br>65,618,514                | \$ | 7,733,510   |
|         | 40 | 15,852         | \$<br>61,780,353                | \$ | 8,653,845   | OCT   | 40     | 15,365         | \$<br>64,760,403                | \$ | 8,661,399   |
|         | 10 | 15,965         | \$<br>61,173,427                | \$ | 9,251,135   | NOV   | 38     | 14,866         | \$<br>57,032,200                | \$ | 8,370,895   |
|         | 10 | 15,973         | \$<br>55,428,001                | \$ | 8,679,492   | DEC   | 37     | 14,492         | \$<br>57,579,781                | \$ | 9,028,673   |
| Total   | 40 | 16,136         | \$<br>734,590,354               | Þ  | 101,525,092 | Total | 39     | 15,355         | \$<br>759,610,323               | 2  | 107,020,950 |
| 2011    |    |                |                                 |    |             | 201   | 2      |                |                                 |    |             |
| Casin   | 08 | <b>Devices</b> | <u>AGP</u>                      |    | Taxes       | C     | asinos | <b>Devices</b> | <u>AGP</u>                      |    | Taxes       |
| JAN 3   | 38 | 14,672         | \$<br>59,242,016                | \$ | 9,574,518   | JAN   | 40     | 14,868         | \$<br>58,922,840                | \$ | 9,035,780   |
| FEB 3   | 37 | 14,600         | \$<br>57,201,041                | \$ | 9,158,607   | FEB   | 40     | 14,879         | \$<br>60,536,761                | \$ | 9,637,193   |
|         | 37 | 14,379         | \$<br>65,602,845                | \$ | 10,965,350  | MAR   | 40     | 14,847         | \$<br>71,313,503                | \$ | 11,833,924  |
|         | 37 | 14,380         | \$<br>63,890,920                | \$ | 10,960,809  | APR   | 40     | 14,810         | \$<br>62,132,362                | \$ | 10,333,263  |
|         | 37 | 14,393         | \$<br>65,699,832                | \$ | 11,536,583  | MAY   | 41     | 14,732         | \$<br>65,301,552                | \$ | 11,081,125  |
|         | 37 | 14,428         | \$                              | \$ | 10,676,549  | JUN   | 41     | 14,822         | \$<br>63,153,570                | \$ | 10,900,265  |
|         | 39 | 14,814         | \$                              | \$ | 2,082,788   | JUL   | 40     | 14,825         | \$<br>69,474,183                | 5  | 2,085,068   |
|         | 10 | 14,897         | \$<br>64,617,225                | \$ | 5,564,124   | AUG   | 41     | 15,165         | \$<br>67,329,084                | \$ | 6,286,882   |
|         | 40 | 14,989         | \$<br>64,983,655                | \$ | 7,289,416   | SEP   | 41     | 15,230         | \$<br>66,524,764                | \$ | 7,769,695   |
|         | 10 | 14,881         | \$<br>62,394,801                | \$ | 7,915,060   | OCT   | 41     | 15,183         | \$<br>59,136,969                | \$ | 7,809,261   |
|         | 10 | 14,958         | \$<br>58,573,499                | \$ | 8,103,239   | NOV   | 41     | 15,143         | \$<br>61,361,492                | 5  | 8,471,953   |
|         | 40 | 14,885         | \$<br>56,429,617<br>750,108,903 | 5  | 8,339,462   | DEC   | 41     | 15,064         | \$<br>61,066,930<br>766,254,008 | 5  | 9,015,513   |
| Total 3 | 39 | 14,690         | \$<br>750,108,903               | 2  | 102,166,504 | Total | 41     | 14,964         | \$<br>100,254,008               | 2  | 104,259,922 |

## **BLACK HAWK STATISTICAL SUMMARY**

| 200          | 7               |                       |          |                           |          |                                | 200          | 8             |                       |          |                           |          |                                |
|--------------|-----------------|-----------------------|----------|---------------------------|----------|--------------------------------|--------------|---------------|-----------------------|----------|---------------------------|----------|--------------------------------|
| Ca           | sinos           | Devices               |          | AGP                       |          | Taxes                          | Ca           | sinos         | Devices               |          | AGP                       |          | Taxes                          |
| JAN          | 20              | 10,168                | \$       | 42,361,173                | \$       | 7,724,526                      | JAN          | 20            | 9,942                 | \$       | 40,900,910                | \$       | 7,447,694                      |
| FEB          | 20              | 9,930                 | \$       | 46,229,075                | \$       | 8,509,778                      | FEB          | 20            | 9,924                 | \$       | 41,904,425                | \$       | 7,702,823                      |
| MAR          | 20              | 10,091                | \$       | 53,601,651                | \$       | 10,015,241                     | MAR          | 20            | 9,894                 | \$       | 45,819,165                | \$       | 8,506,696                      |
| APR          | 20              | 10,086                | \$       | 47,925,526                | \$       | 8,921,964                      | APR          | 19            | 9,766                 | \$       | 42,323,357                | \$       | 7,904,632                      |
| MAY          | 20              | 10,080                | \$       | 49,898,518                | \$       | 9,308,855                      | MAY          | 19            | 9,735                 | \$       | 45,616,222                | \$       | 8,593,496                      |
| JUN          | 20              | 10,084                | \$       | 48,672,956                | \$       | 9,235,326                      | JUN          | 19            | 9,721                 | \$       | 42,070,386                | \$       | 7,947,969                      |
| JUL          | 20              | 10,035                | \$       | 53,666,659                | \$       | 2,007,828                      | JUL          | 19            | 9,943                 | \$       | 45,712,538                | \$       | 1,204,377                      |
| AUG          | 20              | 10,054                | \$       | 50,326,248                | \$       | 5,816,948                      | AUG          | 19            | 9,935                 | \$       | 47,754,544                | \$       | 5,045,254                      |
| SEP          | 20              | 10,024                | \$       | 51,403,796                | \$       | 7,951,253                      | SEP          | 18            | 9,739                 | \$       | 41,140,793                | \$       | 5,846,713                      |
| OCT          | 20              | 10,059                | \$       | 47,421,827                | \$       | 7,767,392                      | OCT          | 18            | 9,718                 | \$       | 39,429,265                | \$       | 6,234,518                      |
| NOV          | 20              | 9,914                 | \$       | 47,933,719                | \$       | 8,391,868                      | NOV          | 18            | 9,723                 | \$       | 40,562,512                | \$       | 6,808,665                      |
| DEC          | 20              | 9,904                 | \$       | 41,944,013                | \$       | 7,611,378                      | DEC          | 18            | 9,751                 | \$       | 35,451,500                | \$       | 6,183,749                      |
| Total        | 20              | 10,036                | \$       | 581,385,160               | \$       | 93,262,356                     | Total        | 19            | 9,816                 | \$       | 508,685,618               | \$       | 79,426,586                     |
| 200          | 9               |                       |          |                           |          |                                | 201          | 0             |                       |          |                           |          |                                |
| Ca           | sinos           | Devices               |          | AGP                       |          | Taxes                          | Ca           | sinos         | <b>Devices</b>        |          | AGP                       |          | Taxes                          |
| JAN          | 18              | 9,750                 | \$       | 41,583,068                | \$       | 7,592,270                      | JAN          | 18            | 9,125                 | \$       | 48,232,886                | \$       | 8,766,102                      |
| FEB          | 18              | 9,704                 | \$       | 41,183,664                | \$       | 7,547,169                      | FEB          | 18            | 9,091                 | \$       | 43,597,300                | \$       | 8,097,049                      |
| MAR          | 18              | 9,639                 | \$       | 43,668,302                | \$       | 8,096,206                      | MAR          | 18            | 9,023                 | \$       | 46,571,030                | \$       | 8,691,604                      |
| APR          | 18              | 9,567                 | \$       | 37,127,632                | \$       | 6,914,629                      | APR          | 18            | 8,978                 | \$       | 47,234,514                | \$       | 8,926,616                      |
| MAY          | 18              | 9,450                 | \$       | 44,319,231                | \$       | 8,330,204                      | MAY          | 18            | 8,928                 | \$       | 49,235,593                | \$       | 9,376,529                      |
| JUN          | 18              | 9,181                 | \$       | 40,454,171                | \$       | 7,559,432                      | JUN          | 18            | 8,920                 | \$       | 44,823,299                | \$       | 8,564,389                      |
| JUL          | 18              | 9,306                 | \$       | 54,448,921                | \$       | 1,979,467                      | JUL          | 18            | 8,961                 | \$       | 50,342,013                | \$       | 1,939,876                      |
| AUG          | 18              | 9,266                 | \$       | 49,603,353                | \$       | 6,101,087                      | AUG          | 18            | 8,892                 | \$       | 48,314,499                | \$       | 5,888,159                      |
| SEP          | 18              | 9,152                 | \$       | 44,895,570                | \$       | 6,704,102                      | SEP          | 18            | 8,935                 | \$       | 47,646,526                | \$       | 7,183,159                      |
| OCT          | 18              | 9,105                 | \$       | 45,464,305                | \$       | 7,539,574                      | OCT          | 18            | 8,845                 | \$       | 47,489,858                | \$       | 7,704,290                      |
| NOV          | 18              | 9,231                 | \$       | 45,829,328                | \$       | 7,998,810                      | NOV          | 18            | 8,802                 | \$       | 42,772,285                | \$       | 7,320,335                      |
| DEC<br>Total | 18<br><b>18</b> | 9,276<br><b>9,386</b> | \$<br>\$ | 41,399,284<br>529,976,828 | \$<br>\$ | 7,422,895<br><b>83,785,845</b> | DEC<br>Total | 17<br>18      | 8,373<br><b>8,906</b> | \$<br>\$ | 43,185,665<br>559,445,467 | \$<br>\$ | 7,753,556<br><b>90,211,663</b> |
|              |                 | 0,000                 | Ψ        | 323,370,020               | Ψ        | 05,705,045                     |              |               | 0,000                 | Ψ        | 330,440,407               | •        | 30,211,003                     |
| 201          | 1               |                       |          |                           |          |                                | 201          | 2             |                       |          |                           |          |                                |
|              | <u>isinos</u>   | <u>Devices</u>        |          | <u>AGP</u>                |          | <u>Taxes</u>                   |              | <u>isinos</u> | <u>Devices</u>        |          | <u>AGP</u>                |          | <u>Taxes</u>                   |
| JAN          | 17              | 8,632                 | \$       |                           | \$       | 8,082,573                      | JAN          | 18            | 8,582                 | \$       | 42,958,244                | \$       | 7,487,497                      |
| FEB          | 17              | 8,621                 | \$       |                           | \$       | 7,812,628                      | FEB          | 18            | 8,604                 | \$       | 44,363,203                | \$       | 7,851,590                      |
| MAR          | 17              | 8,558                 | \$       | 48,182,353                | \$       | 9,044,900                      | MAR          | 18            | 8,577                 | \$       | 53,069,929                | \$       | 9,468,384                      |
| APR          | 17              | 8,483                 | \$       | 47,558,607                | \$       | 8,948,199                      | APR          | 18            | 8,518                 | \$       | 45,781,498                | \$       | 8,211,005                      |
| MAY          | 17              | 8,475                 | \$       |                           | \$       | 9,285,354                      | MAY          | 18            | 8,456                 | \$       | 47,012,709                | \$       | 8,529,628                      |
| JUN          | 17              | 8,516                 | \$       |                           | \$       | 8,379,007                      | JUN          | 18            | 8,541                 | \$       | 46,663,865                | \$       | 8,484,811                      |
| JUL<br>AUG   | 18<br>18        | 8,606<br>8,609        | \$       |                           | \$<br>\$ | 2,024,029                      | JUL<br>AUG   | 18<br>18      | 8,546<br>8,522        | \$<br>\$ | 49,267,826<br>48,617,707  | \$<br>\$ | 2,023,398<br>6,060,057         |
| SEP          |                 | 8,574                 | \$       |                           | \$       | 5,360,971                      |              |               |                       | \$       |                           | \$       |                                |
| OCT          | 18<br>18        | 8,530                 | \$       |                           | \$       | 6,819,207<br>7,081,557         | SEP<br>OCT   | 18<br>18      | 8,520<br>8,533        | \$       | 47,939,317<br>42,324,515  | \$       | 7,255,371<br>6,917,933         |
| NOV          | 18              | 8,632                 | \$       |                           | \$       |                                | NOV          | 18            | 8,469                 | \$       | 45,181,801                | \$       | 7,338,599                      |
| DEC          | 18              | 8,609                 | \$       |                           | \$       | 7,123,612                      | DEC          | 18            | 8,460                 | \$       | 45,361,594                | \$       | 7,663,177                      |
| Total        | 18              | 8,570                 | \$       |                           | s        |                                | Total        | 18            | 8,527                 | \$       | 558,542,208               | Š        | 87,291,452                     |
|              |                 | -,                    | _        |                           | •        | 21,110,000                     |              |               | -,,                   | _        |                           | •        | 21,231,102                     |

## **CENTRAL CITY STATISTICAL SUMMARY**

| 200   | 7     |                |                  |                  | 20                     | 08      |                |                  |    |           |
|-------|-------|----------------|------------------|------------------|------------------------|---------|----------------|------------------|----|-----------|
| Ca    | sinos | Devices        | AGP              | Taxes            | (                      | Casinos | Devices        | AGP              |    | Taxes     |
| JAN   | 6     | 2,224          | \$<br>5,741,312  | \$<br>882,864    | JAN                    | 6       | 2,163          | \$<br>5,903,103  | \$ | 936,602   |
| FEB   | 6     | 2,210          | \$<br>6,086,948  | \$<br>966,361    | FEB                    | 6       | 2,163          | \$<br>5,398,346  | 5  | 859,809   |
| MAR   | 6     | 2,226          | \$<br>7,159,724  | \$<br>1,145,964  | MAR                    | 6       | 2,163          | \$<br>5,929,661  | \$ | 976,267   |
| APR   | 6     | 2,209          | \$<br>6,815,397  | \$<br>1,121,764  | APR                    | 6       | 2,152          | \$<br>5,680,451  | 5  | 943,132   |
| MAY   | 6     | 2,208          | \$<br>6,917,277  | \$<br>1,181,351  | MAY                    | 6       | 2,128          | \$<br>5,977,716  | \$ | 1,025,124 |
| JUN   | 6     | 2,205          | \$<br>6,824,673  | \$<br>1,166,454  | JUN                    | 6       | 2,123          | \$<br>5,681,715  | \$ | 945,794   |
| JUL   | 6     | 2,213          | \$<br>7,642,319  | \$<br>62,877     | JUL                    | 6       | 2,145          | \$<br>6,084,184  | 5  | 37,650    |
| AUG   | 6     | 2,204          | \$<br>7,243,408  | \$<br>432,561    | AUG                    | 6       | 2,153          | \$<br>6,234,734  | 5  | 209,443   |
| SEP   | 6     | 2,205          | \$<br>7,321,464  | \$<br>708,974    | SEP                    | 6       | 2,138          | \$<br>5,385,617  | \$ | 320,578   |
| OCT   | 6     | 2,208          | \$<br>6,113,632  | \$<br>732,116    | OCT                    | 6       | 2,140          | \$<br>5,233,228  | \$ | 550,994   |
| NOV   | 6     | 2,208          | \$<br>6,281,223  | \$<br>888,090    | NOV                    | 6       | 2,151          | \$<br>5,239,539  | 5  | 642,370   |
| DEC   | 6     | 2,204          | \$<br>5,635,175  | \$<br>881,853    | DEC                    | 6       | 2,137          | \$<br>4,363,839  | 5  | 617,404   |
| Total | 6     | 2,210          | \$<br>79,782,553 | \$<br>10,171,229 | Total                  | 6       | 2,146          | \$<br>67,112,131 | \$ | 8,065,168 |
| 200   | 9     |                |                  |                  | 20                     | 10      |                |                  |    |           |
| Ca    | sinos | Devices        | AGP              | Taxes            | (                      | Casinos | Devices        | AGP              |    | Taxes     |
| JAN   | 6     | 2,088          | \$<br>5,244,550  | \$<br>784,166    | JAN                    | 6       | 2,011          | \$<br>5,205,046  | \$ | 740,560   |
| FEB   | 6     | 2,053          | \$<br>5,050,107  | \$<br>775,593    | FEB                    | 6       | 1,966          | \$<br>5,107,821  | \$ | 780,119   |
| MAR   | 6     | 2,027          | \$<br>5,299,419  | \$<br>832,106    | MAR                    | 6       | 1,947          | \$<br>5,522,204  | \$ | 854,326   |
| APR   | 6     | 2,032          | \$<br>4,649,156  | \$<br>762,906    | APR                    | 6       | 1,947          | \$<br>4,933,122  | \$ | 811,177   |
| MAY   | 6     | 2,053          | \$<br>5,738,931  | \$<br>950,127    | MAY                    | 6       | 1,944          | \$<br>5,527,167  | \$ | 886,643   |
| JUN   | 6     | 2,074          | \$<br>5,148,037  | \$<br>832,339    | JUN                    | 7       | 2,129          | \$<br>5,311,849  | \$ | 799,821   |
| JUL   | 6     | 2,116          | \$<br>6,643,090  | \$<br>47,995     | JUL                    | 7       | 2,156          | \$<br>6,353,195  | \$ | 28,774    |
| AUG   | 6     | 2,113          | \$<br>6,113,981  | \$<br>254,278    | AUG                    | 7       | 2,178          | \$<br>6,053,942  | \$ | 112,688   |
| SEP   | 6     | 2,091          | \$<br>5,716,883  | \$<br>384,229    | SEP                    | 7       | 2,199          | \$<br>5,901,848  | \$ | 284,667   |
| OCT   | 6     | 2,083          | \$<br>5,160,454  | \$<br>602,036    | OCT                    | 7       | 2,207          | \$<br>5,935,489  | \$ | 476,728   |
| NOV   | 6     | 2,079          | \$<br>4,991,480  | \$<br>662,455    | NOV                    | 7       | 2,145          | \$<br>4,761,767  | \$ | 466,171   |
| DEC   | 6     | 2,046          | \$<br>4,501,136  | \$<br>624,819    | DEC                    | 7       | 2,194          | \$<br>5,113,695  | \$ | 593,866   |
| Total | 6     | 2,071          | \$<br>64,257,223 | \$<br>7,513,050  | Total                  | 7       | 2,085          | \$<br>65,727,144 | \$ | 6,835,539 |
| 201   | 1     |                |                  |                  | <b>20</b> <sup>4</sup> | 12      |                |                  |    |           |
| Ca    | sinos | <b>Devices</b> | AGP              | Taxes            | (                      | Casinos | <b>Devices</b> | AGP              |    | Taxes     |
| JAN   | 8     | 2,171          | \$<br>5,237,175  | \$<br>598,104    | JAN                    | 8       | 2,340          | \$<br>5,793,976  | \$ | 716,842   |
| FEB   | 7     | 2,173          | \$<br>4,947,970  | \$<br>281,275    | FEB                    | 8       | 2,329          | \$<br>5,878,237  | \$ | 779,677   |
| MAR   | 7     | 2,140          | \$<br>5,952,660  | \$<br>481,284    | MAR                    | 8       | 2,328          | \$<br>6,822,433  | \$ | 1,037,323 |
| APR   | 7     | 2,144          | \$<br>5,868,124  | \$<br>617,368    | APR                    | 8       | 2,344          | \$<br>5,804,107  | \$ | 860,739   |
| MAY   | 7     | 2,121          | \$<br>5,863,560  | \$<br>664,629    | MAY                    | 8       | 2,336          | \$<br>6,602,855  | \$ | 1,060,357 |
| JUN   | 7     | 2,109          | \$<br>5,094,651  | \$<br>623,919    | JUN                    | 8       | 2,345          | \$<br>6,356,035  | \$ | 1,042,129 |
| JUL   | 7     | 2,204          | \$<br>6,400,854  | \$<br>20,798     | JUL                    | 8       | 2,316          | \$<br>6,988,101  | \$ | 26,401    |
| AUG   | 8     | 2,289          | \$<br>5,940,458  | \$<br>79,208     | AUG                    | 8       | 2,397          | \$<br>6,441,278  | \$ | 97,639    |
| SEP   | 8     | 2,424          | \$<br>5,732,117  | \$<br>186,708    | SEP                    | 8       | 2,409          | \$<br>6,324,619  | \$ | 260,072   |
| OCT   | 8     | 2,401          | \$<br>6,068,313  | \$<br>355,853    | OCT                    | 8       | 2,344          | \$<br>6,012,591  | \$ | 420,231   |
| NOV   | 8     | 2,379          | \$<br>5,451,652  | \$<br>435,315    | NOV                    | 8       | 2,367          | \$<br>5,665,205  | \$ | 495,838   |
| DEC   | 8     | 2,326          | \$<br>5,262,122  | \$<br>541,470    | DEC                    | 8       | 2,314          | \$<br>5,861,805  | \$ | 639,645   |
| Total | 8     | 2,240          | \$<br>67,819,656 | \$<br>4,885,932  | Total                  | 8       | 2,347          | \$<br>74,551,241 | \$ | 7,436,892 |

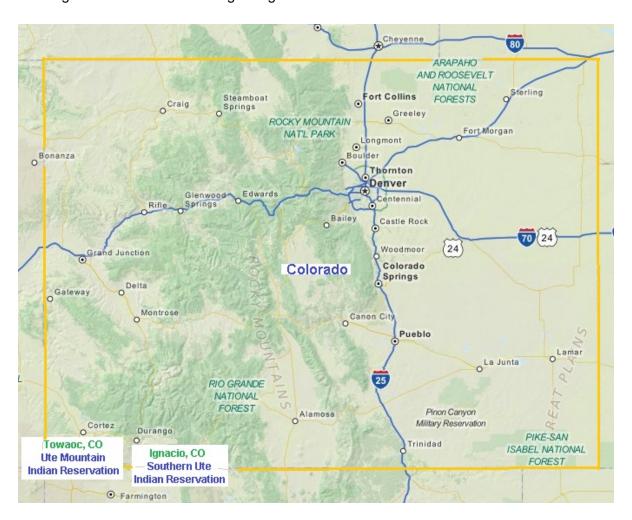
# **CRIPPLE CREEK STATISTICAL SUMMARY**

| 200   | 7     |                |                   |                  | 200   | 8      |                |                   |                  |
|-------|-------|----------------|-------------------|------------------|-------|--------|----------------|-------------------|------------------|
| Ca    | sinos | Devices        | AGP               | Taxes            | C     | asinos | Devices        | AGP               | Taxes            |
| JAN   | 19    | 4,776          | \$<br>10,728,510  | \$<br>974,140    | JAN   | 15     | 4,365          | \$<br>9,888,539   | \$<br>896,342    |
| FEB   | 18    | 4,713          | \$<br>12,099,875  | \$<br>1,221,446  | FEB   | 15     | 4,439          | \$<br>10,603,197  | \$<br>1,129,790  |
| MAR   | 18    | 4,711          | \$<br>13,731,547  | \$<br>1,524,871  | MAR   | 15     | 4,458          | \$<br>11,443,738  | \$<br>1,326,763  |
| APR   | 18    | 4,712          | \$<br>12,345,031  | \$<br>1,522,712  | APR   | 16     | 4,511          | \$<br>10,707,296  | \$<br>1,315,210  |
| MAY   | 18    | 4,711          | \$<br>13,260,195  | \$<br>1,684,391  | MAY   | 17     | 4,534          | \$<br>12,369,125  | \$<br>1,671,654  |
| JUN   | 18    | 4,636          | \$<br>13,387,374  | \$<br>1,888,475  | JUN   | 17     | 5,169          | \$<br>12,831,871  | \$<br>1,633,221  |
| JUL   | 19    | 4,676          | \$<br>15,245,992  | \$<br>48,167     | JUL   | 17     | 5,173          | \$<br>13,854,144  | \$<br>36,967     |
| AUG   | 18    | 4,640          | \$<br>14,417,806  | \$<br>149,727    | AUG   | 17     | 5,170          | \$<br>14,212,225  | \$<br>141,500    |
| SEP   | 17    | 4,624          | \$<br>14,262,884  | \$<br>453,504    | SEP   | 17     | 5,135          | \$<br>12,795,049  | \$<br>254,252    |
| OCT   | 15    | 4,289          | \$<br>12,315,621  | \$<br>620,657    | OCT   | 17     | 5,055          | \$<br>11,642,957  | \$<br>576,623    |
| NOV   | 15    | 4,299          | \$<br>12,450,776  | \$<br>921,246    | NOV   | 16     | 4,791          | \$<br>10,927,829  | \$<br>613,090    |
| DEC   | 15    | 4,310          | \$<br>10,716,456  | \$<br>966,943    | DEC   | 16     | 4,785          | \$<br>8,805,994   | \$<br>626,265    |
| Total | 17    | 4,591          | \$<br>154,962,066 | \$<br>11,976,278 | Total | 16     | 4,799          | \$<br>140,081,962 | \$<br>10,221,677 |
| 2009  | 9     |                |                   |                  | 201   | 0      |                |                   |                  |
| Ca    | sinos | Devices        | AGP               | Taxes            | C     | asinos | Devices        | AGP               | Taxes            |
| JAN   | 16    | 4,736          | \$<br>10,720,629  | \$<br>917,839    | JAN   | 16     | 4,622          | \$<br>10,854,180  | \$<br>923,215    |
| FEB   | 16    | 4,723          | \$<br>11,042,879  | \$<br>1,117,235  | FEB   | 16     | 4,641          | \$<br>9,992,717   | \$<br>1,052,219  |
| MAR   | 16    | 4,714          | \$<br>11,638,340  | \$<br>1,326,641  | MAR   | 15     | 4,442          | \$<br>11,144,036  | \$<br>1,230,235  |
| APR   | 16    | 4,683          | \$<br>9,854,843   | \$<br>1,252,103  | APR   | 15     | 4,438          | \$<br>10,512,660  | \$<br>1,340,261  |
| MAY   | 16    | 4,666          | \$<br>12,268,403  | \$<br>1,640,612  | MAY   | 15     | 4,442          | \$<br>11,899,469  | \$<br>1,611,905  |
| JUN   | 16    | 4,671          | \$<br>11,949,123  | \$<br>1,724,287  | JUN   | 15     | 4,433          | \$<br>11,622,106  | \$<br>1,645,720  |
| JUL   | 16    | 4,676          | \$<br>15,069,584  | \$<br>44,220     | JUL   | 15     | 4,414          | \$<br>13,359,021  | \$<br>36,869     |
| AUG   | 16    | 4,634          | \$<br>13,944,937  | \$<br>138,997    | AUG   | 15     | 4,418          | \$<br>12,869,757  | \$<br>121,620    |
| SEP   | 16    | 4,679          | \$<br>12,831,771  | \$<br>330,382    | SEP   | 15     | 4,360          | \$<br>12,070,140  | \$<br>265,684    |
| OCT   | 16    | 4,664          | \$<br>11,155,595  | \$<br>512,235    | OCT   | 15     | 4,313          | \$<br>11,335,056  | \$<br>480,381    |
| NOV   | 16    | 4,655          | \$<br>10,352,620  | \$<br>589,869    | NOV   | 13     | 3,919          | \$<br>9,498,148   | \$<br>584,390    |
| DEC   | 16    | 4,651          | \$<br>9,527,580   | \$<br>631,778    | DEC   | 13     | 3,925          | \$<br>9,280,422   | \$<br>681,251    |
| Total | 16    | 4,679          | \$<br>140,356,304 | \$<br>10,226,198 | Total | 15     | 4,364          | \$<br>134,437,711 | \$<br>9,973,749  |
| 201   | 1     |                |                   |                  | 201   | 2      |                |                   |                  |
| Ca    | sinos | <b>Devices</b> | <b>AGP</b>        | Taxes            | C     | asinos | <b>Devices</b> | AGP               | Taxes            |
| JAN   | 13    | 3,869          | \$<br>9,864,480   | \$<br>893,841    | JAN   | 14     | 3,946          | \$<br>10,170,620  | \$<br>831,441    |
| FEB   | 13    | 3,806          | \$<br>9,938,885   | \$<br>1,064,704  | FEB   | 14     | 3,946          | \$<br>10,295,321  | \$<br>1,005,927  |
| MAR   | 13    | 3,681          | \$<br>11,467,832  | \$<br>1,439,166  | MAR   | 14     | 3,942          | \$<br>11,421,140  | \$<br>1,328,217  |
| APR   | 13    | 3,753          | \$                | \$<br>1,395,242  | APR   | 14     | 3,948          | \$<br>10,546,758  | 1,261,520        |
| MAY   | 13    | 3,797          | \$                | 1,586,600        | MAY   | 15     | 3,940          | \$<br>11,685,987  | \$<br>1,491,140  |
| JUN   | 13    | 3,803          | \$                | \$<br>1,673,623  | JUN   | 15     | 3,936          | \$<br>10,133,669  | \$<br>1,373,325  |
| JUL   | 14    | 4,004          | \$                | \$<br>37,960     | JUL   | 14     | 3,963          | \$<br>13,218,256  | \$<br>35,269     |
| AUG   | 14    | 3,999          | \$                | \$<br>123,944    | AUG   | 15     | 4,246          | \$<br>12,270,099  | \$<br>129,186    |
| SEP   | 14    | 3,991          | \$                | \$<br>283,501    | SEP   | 15     | 4,301          | \$<br>12,260,829  | \$<br>254,252    |
| OCT   | 14    | 3,950          | \$                | \$<br>477,650    | OCT   | 15     | 4,306          | \$<br>10,799,863  | \$<br>471,097    |
| NOV   | 14    | 3,947          | \$                | \$<br>544,312    | NOV   | 15     | 4,307          | \$<br>10,514,486  | \$               |
| DEC   | 14    | 3,950          | \$                | \$<br>586,944    | DEC   | 15     | 4,290          | \$<br>9,843,531   | \$<br>712,692    |
| Total | 14    | 3,879          | \$<br>131,405,587 | \$<br>10,107,485 | Total | 15     | 4,089          | \$<br>133,160,559 | \$<br>9,531,579  |

## TRIBAL GAMING

The State of Colorado has entered into compacts with two Indian tribes in southwest Colorado to conduct casino-style gaming on their reservation land. The two tribes—the Ute Mountain Ute Tribe and the Southern Ute Indian Tribe—are not subject to taxation and are not required to report their revenues to the state. The tribes originally agreed in the early 1990s to conduct limited gaming with the same \$5 bet limit as privately-owned casinos in Colorado at the time. With the passage of Amendment 50, the tribes were able to raise the bet limit to \$100 and offer the games of craps and roulette. The tribes have always been able to offer 24-hour gaming.

The Ute Mountain Ute Tribe was the first to open an Indian gaming establishment—the Ute Mountain Casino—in September 1992. The casino is located near Towaoc, 10 miles south of Cortez. The Southern Ute Indian Tribe originally opened the Sky Ute Casino & Lodge in Ignacio, 25 miles southeast of Durango, in September 1993, and moved the facility to its existing location on the north edge of Ignacio in November 2008.



## **EMPLOYMENT**

The Division of Gaming conducts a Casino Employee Residency Survey annually to determine the employment level in the Colorado casino industry and where those employees reside.

The employment figures represent all licensed and non-licensed casino employees on that date.

|               | 7/1/08 | 7/1/09 | 7/1/10 | 7/1/11 | 7/1/12 |
|---------------|--------|--------|--------|--------|--------|
| Boulder       | 54     | 104    | 97     | 79     | 72     |
| Clear Creek   | 209    | 184    | 177    | 160    | 174    |
| Douglas       | 49     | 39     | 46     | 38     | 37     |
| El Paso       | 406    | 634    | 673    | 613    | 626    |
| Fremont       | 112    | 124    | 148    | 133    | 122    |
| Grand         | 2      | 3      | 4      | 4      | 3      |
| Jefferson     | 2,161  | 1,767  | 1,669  | 1,640  | 1,680  |
| Park          | 139    | 140    | 141    | 151    | 161    |
| Gilpin        | 788    | 988    | 1,839  | 1,961  | 2,047  |
| Teller        | 2,239  | 2,291  | 2,502  | 2,332  | 2,243  |
| Other         | 2,914  | 2,151  | 2,293  | 2,153  | 2,237  |
| TOTAL         | 9,073  | 8,425  | 9,589  | 9,264  | 9,402  |
| Black Hawk    | 5,309  | 4,276  | 5,080  | 4,993  | 5,165  |
| Central City  | 811    | 888    | 967    | 941    | 1,001  |
| Cripple Creek | 2,953  | 3,261  | 3,542  | 3,330  | 3,236  |

## **QUESTIONS AND ANSWERS**

#### **Colorado Division of Gaming**

#### What is Limited Gaming?

In November 1990, Colorado voters approved limited gaming in the three Colorado towns of Central City, Black Hawk and Cripple Creek. Gaming establishments must be licensed by the state and are only allowed in specific areas of the three communities. At the time, a \$5 maximum wager was allowed on slot machines, poker and blackjack between the hours of 8 a.m. to 2 a.m.

On November 4, 2008, voters approved Amendment 50, which raised the maximum bet limit to \$100, added the games of craps and roulette, and allowed 24-hour gaming effective July 2, 2009.

In addition, only 35 percent of the total square footage of a building may be devoted to gaming, with no more than 50 percent of that portion on a single floor. There can be no more than two non-contiguous licensed gaming areas on a single floor.

#### What type of information is available from the Division of Gaming?

The Division offers comprehensive information on the Colorado gaming industry by request or on the Division's website, including:

- Colorado Casinos List,
- Monthly Statistical Information,
- Rules and Regulations,
- Internal Control Minimum Procedures Manual,
- Limited Gaming Act with Constitutional Amendment, and
- The monthly *Gaming Update* newsletter, which includes revenue information on the industry and a summary of recent Division and Commission developments.

#### Where are Division of Gaming offices located?

 Golden (main office)
 Central City/Black Hawk
 Cripple Creek

 17301 W. Colfax Ave., Suite 135
 142 Lawrence St.
 350 W. Carr Ave.

 Golden 80401
 Central City 80427
 Cripple Creek 80813

 (303) 205-1355
 (303) 582-0529
 (719) 689-3362

Division of Gaming investigators are on-call 24-hours every day and patrol casinos during all hours of operation to handle patron complaints and observe for possible violations of gaming laws, rules and regulations. All Division investigators have the powers of peace officers and are certified as such.

#### QUESTIONS AND ANSWERS, continued

#### **Limited Gaming Control Commission**

#### How can I get information on Gaming Commission meetings?

The Gaming Commission meets monthly. Most meetings are held at the Golden location, but at least one meeting each year is scheduled for the Cripple Creek and Central City offices. Notices of Commission meetings listing the date, time, location and agenda are posted on the Division of Gaming website, and can be obtained by contacting the Division's Golden office.

#### How can I contact individual members of the Commission?

All Commission correspondence and telephone inquiries are handled through the Division of Gaming's Golden office.

The Division does not publish the addresses and phone numbers of individual Commission members. There is also an opportunity to address the Commission at all public meetings.

#### Age (and Under-Age) Matters

#### Are children allowed in Colorado gaming establishments?

State law restricts the access of persons under 21 years of age in the gaming area of a casino. Persons under 21 may not linger in the gaming area, although minors may pass through the gaming area to unrestricted areas such as restaurants and arcades, and casino employees under 21 may be in the



gaming area for job-related responsibilities.

#### How old to you have to be to gamble? Can a person who is under 21 hang out with older friends in a casino as long as they don't touch slot machines or chips?

No person under the age of 21 can gamble in Colorado casinos. Underage persons may not watch others gamble, participate, play, place wagers, or collect winnings, whether personally or through an agent, in or from any limited gaming game or slot machines.

#### How old must you be to get a gaming license or work in a casino?

By law, a person must be 21 years of age to hold a Support or Key employee license. Persons under 21, however, can hold positions in a casino that do not require a gaming license.

#### **QUESTIONS AND ANSWERS, continued**

#### **Gaming Licenses**

#### Which positions in a casino require a gaming license?

State law defines "gaming employees" who require Support or Key employee licensing as *including, but not limited to*, "dealers; change and counting room personnel; cashiers; floormen; cage personnel; slot repairmen or mechanics; persons who accept or transport revenue from a slot, blackjack, or poker table drop or dropbox; security personnel; shift or pit bosses; floor managers; supervisors; slot machine and slot booth personnel."

Licenses are also required for any person involved in the handling, counting, collecting, or exchanging of money, property, checks and credit; and for both craps and roulette table personnel. Through rulemaking, the Commission can require other types of licenses.

What type of background check is conducted on applicants for a gaming license? The level of background investigation varies depending on the type of license. Those applying for a Manufacturer/Distributor, Retail, Operator or Key Employee license will undergo a more comprehensive background check than those applying for a Support license. The applicant pays for the costs of the background investigation, and investigation deposits are collected when the application is submitted.

Are there any automatic disqualifiers that prevent someone from getting a license? Yes. Persons who have committed certain crimes, such as felonies, fraud, and gambling-related offenses; who have ties to organized crime; or who supply false or misleading information can be automatically disqualified from obtaining a gaming license. A list of specific disqualifiers is provided with all license applications.

Are Key and Support licenses good only for a specific gaming establishment?

No. Those persons holding Support and Key employee licenses may work in more than one licensed establishment at a time or at differing times while their licenses are still in effect.

#### How long is a gaming license in effect?

All licenses are valid for two years. Key and Support licensees must apply to renew their licenses and pay the bi-annual renewal fee 30 days before their license expires. All business licensees must renew 120 days prior to expiration. The Division attempts to notify licensees prior to this date; however, licensees are responsible for keeping their licenses current.

#### Who can suspend or revoke a gaming license?

The Gaming Commission may suspend or revoke a license for violations of the Limited Gaming Act or Article 20 of Title 18, C.R.S., or gaming rules and regulations, or evidence indicating a lack of good moral character, honesty, and integrity; or for any good cause shown, including conviction of a crime. Before a gaming license is suspended or revoked, the licensee is given an opportunity to respond, address the charges against his or her license, and may request a formal hearing.

#### **QUESTIONS AND ANSWERS, continued**

#### Jackpots, Winnings, Individual Taxes and Gambling Payment Intercept Act



# Is there a limit to how much casinos can pay out in jackpots?

Limited gaming only affects the amount of wagers, it does not limit the amount of jackpots or payouts.

The only limitation is that slot machines cannot have a payout of higher than 100 percent.

# What is the payout percentage for slot machines?

By law, slot machines must pay out between 80 percent and 100 percent, over the life of the machine.

Most slot machines pay out around 90 percent, with higher denominations paying out higher than lower denominations. A quarter slot machine generally pays out more than a nickel

machine, a dollar machine more than a quarter machine, etc.

The percentage of payout on a slot machine is determined by a computer chip within the machine itself.

#### Can the state withhold my casino winnings against any debts I owe?

Through Colorado's Gambling Payment Intercept Act, gambling winnings may be intercepted to fulfill an offender's outstanding criminal court obligations, outstanding child support obligations and other uncollected debt to the state.

#### Will I have to pay taxes on any winnings?

Casino staff will assist winners of large jackpots with the necessary the United States Internal Revenue Service (I.R.S.) forms, notify the I.R.S. of the jackpot amount and provide a W-2G form to the winner to be filed with the winner's federal income taxes.

For smaller jackpots, it is the responsibility of the taxpayer to include casino winnings on personal tax forms as taxable income.

## 2012 DIVISION OF GAMING ABSTRACT

The 2012 Colorado Gaming Abstract is a report of combined financial information filed by casinos in Black Hawk, Central City and Cripple Creek for the calendar year ended December 31, 2012.

The Gaming Abstract includes a balance sheet, combined income statements, departmental income statements and supplemental information. The departmental income statements reflect the performance of the gaming, food, beverage and other operating departments in the gaming establishments. The departmental income statements are then aggregated to form the combined income statement.

This abstract includes all casinos that filed financial statements (open and closed) regardless of the amount of revenue or number of devices. A total of 44 casino operators filed financial statements with the Division of Gaming. (There were between 39 and 41 casinos open during any one month during 2012.)

The abstract contains information showing the financial performance of casinos based upon their level of revenue activity. The information contained on pages 41-43 shows 2012 averages for casinos in tax bracket levels on a statewide basis.

THE STATEMENTS SUBMITTED BY THE LICENSEES WERE NOT REQUIRED TO BE AUDITED AND/OR REVIEWED. ACCORDINGLY, THE COLORADO DIVISION OF GAMING DOES NOT EXPRESS ANY FORM OF ASSURANCE REGARDING THESE STATEMENTS.

## **BALANCE SHEET / STATE**

#### **BALANCE SHEET: SCHEDULE A**

| ASSETS   |                          |                         |
|--|--------------------------|-------------------------|
| CURRENT ASSETS   | As of 12/31/12           | As of 12/31/11          |
| Cash   | 91,790,335               | 80,108,422              |
| Receivables  | 152,735,932              | 193,376,487             |
| Inventory  | 4,255,735                | 5,186,859               |
| Prepaid Expenses                                       | 6,024,381                | 5,450,767               |
| Other Current Assets                                   | 5,789,829                | 2,865,210               |
| TOTAL CURRENT ASSETS                                   | 260,596,212              | 286,987,745             |
| PROPERTY, PLANT & EQUIPMENT, net                       | 1,031,831,074            | 1,063,029,382           |
| OTHER ASSETS   | 113,228,510              | 54,131,213              |
| TOTAL ASSETS   | 1,405,655,796            | 1,404,148,340           |
| LIABILITIES AND EQUITY Liabilities CURRENT LIABILITIES | 04 000 040               | 00 000 700              |
| Accounts Payable  Current Portion of Long-Term Debt    | 24,629,319<br>44,429,682 | 26,320,736<br>8,436,515 |
| Accrued Payroll & Payroll Taxes                        | 14,818,988               | 15,173,239              |
| Due to Affiliate                                       | 266,555,998              | 112,252,404             |
| Other Current Liabilities                              | 56,480,767               | 47,697,070              |
| TOTAL CURRENT LIABILITIES                              | 406,914,754              | 209,879,964             |
|  |                          |                         |
| LONG-TERM DEBT, LESS CURRENT PORTION                   | 613,954,694              | 887,521,775             |
| OTHER LIABILITIES                                      | 21,636,452               | 22,576,278              |
| TOTAL LIABILITIES                                      | 1,042,505,900            | 1,119,978,017           |
| <b>Equity</b> EQUITY                                   |                          |                         |
| Owners' Capital Accounts (Other Than Corporations)     | (15,062,335)             | 18,540,909              |
| Capital Stock & Other Capital (For Corporations)       | 275,754,143              | 117,621,147             |
| Retained Earnings                                      | 102,458,088              | 148,008,267             |
| TOTAL EQUITY   | 363,149,896              | 284,170,323             |
| TOTAL LIABILITIES AND EQUITY                           | 1,405,655,796            | 1,404,148,340           |

## **INCOME STATEMENT / STATE**

#### INCOME STATEMENT: SCHEDULE B

| REVENUE                                  | 2012         | 2011         |
|--|--------------|--------------|
| Casino Gaming Revenue                    | 763,164,400  | 745,159,773  |
| Food & Beverage Revenue                  | 90,357,018   | 85,679,147   |
| Other Operating & Non-Operating Revenue  | 49,127,889   | 47,222,675   |
| GROSS REVENUE                            | 902,649,307  | 878,061,595  |
| Less Promotional Allowances              | 98,564,590   | 103,060,438  |
| NET REVENUE                              | 804,084,717  | 775,001,157  |
| OPERATING COSTS AND EXPENSES             |              |              |
| Casino                                   | 335,139,937  | 316,587,272  |
| Food & Beverage                          | 89,190,179   | 86,025,582   |
| Other Operating & Non-Operating Expenses | 19,841,835   | 19,971,815   |
| General & Administrative                 | 208,264,564  | 204,679,711  |
| Preopening Expenses                      | 482,566      | 1,644,601    |
| TOTAL OPERATING COSTS AND EXPENSES       | 652,919,081  | 628,908,981  |
| EBITDA*                                  | 151,165,636  | 146,092,176  |
| Less Depreciation & Amortization         | 62,843,121   | 64,516,975   |
| Earnings Before Interest & Taxes (EBIT)  | 88,322,515   | 81,575,201   |
| OTHER INCOME (EXPENSE)                   |              |              |
| Interest Income                          | 1,172,852    | 5,733,419    |
| Interest Expense                         | (60,102,874) | (79,584,472) |
| Other                                    | 6,310,786    | (229,338)    |
| TOTAL OTHER INCOME (EXPENSE)             | (52,619,236) | (74,080,391) |
| NET INCOME (LOSS)**                      | 35,703,279   | 7,494,810    |

<sup>\*</sup>Earnings Before Interest, Taxes, Depreciation & Amortization

<sup>\*\*</sup>Before Federal & State Income Taxes & Extraordinary Items

## **DEPARTMENTAL INCOME / STATE**

GAMING: SCHEDULE B1

| REVENUE   | 2012        | 2011        |
|---|-------------|-------------|
| Blackjack Revenue                               | 37,727,955  | 34,692,900  |
| Poker Revenue                                   | 20,240,555  | 20,705,530  |
| Craps Revenue                                   | 14,450,185  | 14,381,430  |
| Roulette Revenue                                | 7,035,603   | 6,824,716   |
| Coin Operated Devices                           | 683,710,102 | 668,555,197 |
| TOTAL GAMING REVENUE                            | 763,164,400 | 745,159,773 |
| DEPARTMENT EXPENSES                             |             |             |
| Give Away Items                                 | 108,911,018 | 82,849,318  |
| State Gaming Taxes, Licenses & Application Fees | 104,703,691 | 101,125,769 |
| Local Device Fees                               | 15,021,153  | 14,776,126  |
| Payroll, Payroll Taxes, Employee Benefits       | 79,229,041  | 77,461,002  |
| Other Departmental Expenses                     | 27,275,034  | 40,375,057  |
| TOTAL DEPARTMENT EXPENSES                       | 335,139,937 | 316,587,272 |
| GAMING DEPARTMENTAL INCOME (LOSS)               | 428,024,463 | 428,572,501 |

#### FOOD & BEVERAGE: SCHEDULE B2

| REVENUE                                    | 2012       | 2011       |
|--|------------|------------|
| Food & Beverage Sales                      | 25,833,978 | 24,438,922 |
| Complimentary Food & Beverage Sales        | 64,523,040 | 61,240,225 |
| TOTAL FOOD & BEVERAGE REVENUE              | 90,357,018 | 85,679,147 |
| DEPARTMENT EXPENSES                        |            |            |
| Cost of Food & Beverage Sales              | 43,556,842 | 41,149,121 |
| Payroll, Payroll Taxes, Employee Benefits  | 39,078,023 | 38,680,427 |
| Other Departmental Expenses                | 6,555,314  | 6,196,034  |
| TOTAL DEPARTMENT EXPENSES                  | 89,190,179 | 86,025,582 |
| FOOD & BEVERAGE DEPARTMENTAL INCOME (LOSS) | 1,166,839  | (346,435)  |

## **DEPARTMENTAL INCOME / STATE**

#### OTHER OPERATING & NON-OPERATING INCOME (LOSS): SCHEDULE B3

 2012
 2011

 OTHER OPERATING & NON-OPERATING INCOME (LOSS).....
 8,603,117
 7,114,150

#### **GENERAL & ADMINISTRATIVE EXPENSES: SCHEDULE B5**

| DEPARTMENT EXPENSES                       | 2012        | 2011        |
|---|-------------|-------------|
| Advertising                               | 18,291,997  | 16,575,449  |
| Bad Debt Expense                          | 377,908     | 711,729     |
| Busing Expense                            | 4,295,014   | 4,360,783   |
| Insurance                                 | 7,518,624   | 7,290,244   |
| Local Taxes/Fees*                         | 11,124,778  | 10,878,425  |
| Management Fees                           | 22,156,541  | 21,307,883  |
| Parking Expense                           | 1,716,113   | 1,751,702   |
| Payroll, Payroll Taxes, Employee Benefits | 68,792,523  | 71,438,814  |
| Professional Fees (Legal & Accounting)    | 2,629,712   | 2,650,754   |
| Related Party Expense                     | 3,238,929   | 5,633,259   |
| Rent on Premises                          | 11,986,148  | 5,452,842   |
| Utilities & Phone                         | 19,743,178  | 20,810,858  |
| Other General & Administrative Expenses   | 36,393,099  | 35,816,969  |
| TOTAL GENERAL & ADMINISTRATIVE EXPENSES   | 208,264,564 | 204,679,711 |

<sup>\*</sup>Local Impact Fees, Taxes-Real Estate, Taxes & Licenses-Other

## **BALANCE SHEET / BLACK HAWK**

#### BALANCE SHEET: SCHEDULE A

| ASSETS   |                |                |
|--|----------------|----------------|
| CURRENT ASSETS   | As of 12/31/12 | As of 12/31/11 |
| Cash   | 60,964,783     | 51,411,490     |
| Receivables  | 118,628,193    | 159,823,118    |
| Inventory  | 2,796,741      | 3,004,599      |
| Prepaid Expenses                                       | 4,034,167      | 3,742,746      |
| Other Current Assets                                   | 1,929,423      | 286,610        |
| TOTAL CURRENT ASSETS                                   | 188,353,307    | 218,268,563    |
| PROPERTY, PLANT & EQUIPMENT, net                       | 798,608,899    | 825,606,644    |
| OTHER ASSETS   | 100,169,401    | 47,491,171     |
| TOTAL ASSETS   | 1,087,131,607  | 1,091,366,378  |
| LIABILITIES AND EQUITY Liabilities CURRENT LIABILITIES |                |                |
| Accounts Payable                                       | 17,897,775     | 20,306,889     |
| Current Portion of Long-Term Debt                      | 19,006,710     | 1,170,336      |
| Accrued Payroll & Payroll Taxes                        | 11,453,431     | 11,909,394     |
| Due to Affiliate                                       | 239,778,657    | 86,668,093     |
| Other Current Liabilities                              | 39,598,946     | 34,018,542     |
| TOTAL CURRENT LIABILITIES                              | 327,735,519    | 154,073,254    |
| LONG-TERM DEBT, LESS CURRENT PORTION                   | 431,662,287    | 694,924,181    |
| OTHER LIABILITIES                                      | 8,647,888      | 8,615,280      |
| TOTAL LIABILITIES                                      | 768,045,694    | 857,612,715    |
| <b>Equity</b> EQUITY                                   |                |                |
| Owners' Capital Accounts (Other Than Corporations)     | (58,997,754)   | (20,287,972)   |
| Capital Stock & Other Capital (For Corporations)       | 262,617,323    | 104,483,328    |
| Retained Earnings                                      | 115,466,344    | 149,558,307    |
| TOTAL EQUITY   | 319,085,913    | 233,753,663    |
| TOTAL LIABILITIES AND EQUITY                           | 1,087,131,607  | 1,091,366,378  |

## **INCOME STATEMENT / BLACK HAWK**

#### INCOME STATEMENT: SCHEDULE B

| REVENUE                                  | 2012         | 2011         |
|--|--------------|--------------|
| Casino Gaming Revenue                    | 558,062,457  | 547,589,811  |
| Food & Beverage Revenue,                 | 68,210,631   | 64,594,461   |
| Other Operating & Non-Operating Revenue, | 34,666,442   | 33,667,753   |
| GROSS REVENUE                            | 660,939,530  | 645,852,025  |
| Less Promotional Allowances              | 78,756,826   | 75,723,711   |
| NET REVENUE                              | 582,182,704  | 570,128,314  |
| OPERATING COSTS AND EXPENSES             |              |              |
| Casino                                   | 232,235,482  | 227,006,402  |
| Food & Beverage                          | 63,332,990   | 61,644,930   |
| Other Operating & Non-Operating Expenses | 13,401,392   | 12,465,604   |
| General & Administrative                 | 146,467,434  | 145,780,646  |
| Preopening Expenses                      | 0            | 59           |
| TOTAL OPERATING COSTS AND EXPENSES       | 455,437,298  | 446,897,641  |
| EBITDA*                                  | 126,745,406  | 123,230,673  |
| Less Depreciation & Amortization         | 45,014,287   | 47,523,283   |
| Earnings Before Interest & Taxes (EBIT)  | 81,731,119   | 75,707,390   |
| OTHER INCOME (EXPENSE)                   |              |              |
| Interest Income                          | 882,884      | 5,509,142    |
| Interest Expense                         | (44,508,004) | (60,304,294) |
| Other                                    | 6,475,082    | (23,903)     |
| TOTAL OTHER INCOME (EXPENSE)             | (37,150,038) | (54,819,055) |
| NET INCOME (LOSS)**                      | 44,581,081   | 20,888,335   |

<sup>\*</sup>Earnings Before Interest, Taxes, Depreciation & Amortization

<sup>\*\*</sup>Before Federal & State Income Taxes & Extraordinary Items

## **DEPARTMENTAL INCOME / BLACK HAWK**

GAMING: SCHEDULE B1

| REVENUE   | 2012        | 2011        |
|---|-------------|-------------|
| Blackjack Revenue                               | 30,309,000  | 28,154,296  |
| Poker Revenue                                   | 17,193,028  | 17,130,669  |
| Craps Revenue                                   | 11,377,818  | 11,209,113  |
| Roulette Revenue                                | 6,042,041   | 5,616,405   |
| Coin Operated Devices                           | 493,140,570 | 485,479,328 |
| TOTAL GAMING REVENUE                            | 558,062,457 | 547,589,811 |
| DEPARTMENT EXPENSES                             |             |             |
| Give Away Items                                 | 69,670,010  | 53,119,433  |
| State Gaming Taxes, Licenses & Application Fees | 88,056,528  | 86,392,762  |
| Local Device Fees                               | 7,498,422   | 7,744,990   |
| Payroll, Payroll Taxes, Employee Benefits       | 51,297,691  | 49,679,576  |
| Other Departmental Expenses                     | 15,712,831  | 30,069,641  |
| TOTAL DEPARTMENT EXPENSES                       | 232,235,482 | 227,006,402 |
| GAMING DEPARTMENTAL INCOME (LOSS)               | 325,826,975 | 320,583,409 |

#### FOOD & BEVERAGE: SCHEDULE B2

| REVENUE                                    | 2012       | 2011       |
|--|------------|------------|
| Food & Beverage Sales                      | 19,011,901 | 18,219,187 |
| Complimentary Food & Beverage Sales        | 49,198,730 | 46,375,274 |
| TOTAL FOOD & BEVERAGE REVENUE              | 68,210,631 | 64,594,461 |
| DEPARTMENT EXPENSES                        |            |            |
| Cost of Food & Beverage Sales              | 32,096,532 | 30,602,601 |
| Payroll, Payroll Taxes, Employee Benefits  | 27,102,774 | 27,025,382 |
| Other Departmental Expenses                | 4,133,684  | 4,016,947  |
| TOTAL DEPARTMENT EXPENSES                  | 63,332,990 | 61,644,930 |
| FOOD & BEVERAGE DEPARTMENTAL INCOME (LOSS) | 4,877,641  | 2,949,531  |

## **DEPARTMENTAL INCOME / BLACK HAWK**

#### OTHER OPERATING & NON-OPERATING INCOME (LOSS): SCHEDULE B3

OTHER OPERATING & NON-OPERATING INCOME (LOSS)......

**2012 2011** 5,788,162 5,707,092

#### **GENERAL & ADMINISTRATIVE EXPENSES: SCHEDULE B5**

| DEPARTMENT EXPENSES                       | 2012        | 2011        |
|---|-------------|-------------|
| Advertising                               | 12,912,948  | 11,749,354  |
| Bad Debt Expense                          | 196,466     | 323,966     |
| Busing Expense                            | 2,350,669   | 2,714,599   |
| Insurance                                 | 5,624,291   | 5,504,381   |
| Local Taxes/Fees*                         | 7,351,598   | 6,946,199   |
| Management Fees                           | 19,883,174  | 19,100,544  |
| Parking Expense                           | 459,608     | 517,899     |
| Payroll, Payroll Taxes, Employee Benefits | 46,094,478  | 48,873,817  |
| Professional Fees (Legal & Accounting)    | 1,723,389   | 1,723,773   |
| Related Party Expense                     | 1,619,000   | 2,988,100   |
| Rent on Premises                          | 10,348,212  | 3,947,437   |
| Utilities & Phone                         | 14,018,237  | 15,223,374  |
| Other General & Administrative Expenses   | 23,885,364  | 26,167,203  |
| TOTAL GENERAL & ADMINISTRATIVE EXPENSES   | 146,467,434 | 145,780,646 |

<sup>\*</sup>Local Impact Fees, Taxes-Real Estate, Taxes & Licenses-Other

## **BALANCE SHEET / CENTRAL CITY**

#### BALANCE SHEET: SCHEDULE A

| ASSETS   |                |                |
|--|----------------|----------------|
| CURRENT ASSETS   | As of 12/31/12 | As of 12/31/11 |
| Cash   | 7,958,009      | 8,515,734      |
| Receivables  | 8,925,447      | 8,846,511      |
| Inventory  | 571,924        | 553,065        |
| Prepaid Expenses                                       | 578,754        | 624,804        |
| Other Current Assets                                   | 1,490,214      | 100,725        |
| TOTAL CURRENT ASSETS                                   | 19,524,348     | 18,640,839     |
| PROPERTY, PLANT & EQUIPMENT, net                       | 58,553,370     | 58,756,719     |
| OTHER ASSETS   | 75,418         | 1,162,575      |
| TOTAL ASSETS   | 78,153,136     | 78,560,133     |
| LIABILITIES AND EQUITY Liabilities CURRENT LIABILITIES |                |                |
| Accounts Payable                                       | 1,814,955      | 2,071,151      |
| Current Portion of Long-Term Debt                      | 2,373,568      | 2,217,858      |
| Accrued Payroll & Payroll Taxes                        | 874,504        | 759,739        |
| Due to Affiliate                                       | 2,481,229      | 1,245,939      |
| Other Current Liabilities                              | 5,375,954      | 4,452,611      |
| TOTAL CURRENT LIABILITIES                              | 12,920,210     | 10,747,298     |
| LONG-TERM DEBT, LESS CURRENT PORTION                   | 43,848,569     | 43,032,703     |
| OTHER LIABILITIES                                      | 11,901,561     | 13,953,498     |
| TOTAL LIABILITIES                                      | 68,670,340     | 67,733,499     |
| <b>Equity</b> EQUITY                                   |                |                |
| Owners' Capital Accounts (Other Than Corporations)     | 27,290,343     | 26,003,342     |
| Capital Stock & Other Capital (For Corporations)       | 2,020,977      | 2,020,977      |
| Retained Earnings                                      | (19,828,524)   | (17,197,685)   |
| TOTAL EQUITY   | 9,482,796      | 10,826,634     |
| TOTAL LIABILITIES AND EQUITY                           | 78,153,136     | 78,560,133     |

## **INCOME STATEMENT / CENTRAL CITY**

INCOME STATEMENT: SCHEDULE B

| REVENUE                                  | 2012        | 2011        |
|--|-------------|-------------|
| Casino Gaming Revenue                    | 74,446,762  | 65,828,321  |
| Food & Beverage Revenue,                 | 7,298,160   | 6,166,411   |
| Other Operating & Non-Operating Revenue, | 5,831,046   | 5,253,666   |
| GROSS REVENUE                            | 87,575,968  | 77,248,398  |
| Less Promotional Allowances              | 6,391,614   | 7,738,174   |
| NET REVENUE                              | 81,184,354  | 69,510,224  |
| OPERATING COSTS AND EXPENSES             |             |             |
| Casino                                   | 40,573,710  | 29,809,554  |
| Food & Beverage                          | 9,125,241   | 8,253,139   |
| Other Operating & Non-Operating Expenses | 3,136,845   | 4,279,080   |
| General & Administrative                 | 22,554,066  | 22,690,011  |
| Preopening Expenses                      | 0           | 1,241,591   |
| TOTAL OPERATING COSTS AND EXPENSES       | 75,389,862  | 66,273,375  |
| EBITDA*                                  | 5,794,492   | 3,236,849   |
| Less Depreciation & Amortization         | 4,616,309   | 3,761,698   |
| Earnings Before Interest & Taxes (EBIT)  | 1,178,183   | (524,849)   |
| OTHER INCOME (EXPENSE)                   |             |             |
| Interest Income                          | 197,880     | 80,004      |
| Interest Expense                         | (934,006)   | (3,557,170) |
| Other                                    | (290,098)   | (94,912)    |
| TOTAL OTHER INCOME (EXPENSE)             | (1,026,224) | (3,572,078) |
| NET INCOME (LOSS)**                      | 151,959     | (4,096,927) |

<sup>\*</sup>Earnings Before Interest, Taxes, Depreciation & Amortization

<sup>\*\*</sup>Before Federal & State Income Taxes & Extraordinary Items

## **DEPARTMENTAL INCOME / CENTRAL CITY**

GAMING: SCHEDULE B1

| REVENUE   | 2012       | 2011       |
|---|------------|------------|
| Blackjack Revenue                               | 2,357,676  | 2,078,345  |
| Poker Revenue                                   | 705,419    | 813,119    |
| Craps Revenue                                   | 1,349,176  | 1,314,951  |
| Roulette Revenue                                | 283,955    | 307,389    |
| Coin Operated Devices                           | 69,750,536 | 61,314,517 |
| TOTAL GAMING REVENUE                            | 74,446,762 | 65,828,321 |
| DEPARTMENT EXPENSES                             |            |            |
| Give Away Items                                 | 14,994,521 | 9,808,106  |
| State Gaming Taxes, Licenses & Application Fees | 7,583,129  | 4,523,337  |
| Local Device Fees                               | 3,067,982  | 2,742,136  |
| Payroll, Payroll Taxes, Employee Benefits       | 10,227,323 | 9,634,530  |
| Other Departmental Expenses                     | 4,700,755  | 3,101,445  |
| TOTAL DEPARTMENT EXPENSES                       | 40,573,710 | 29,809,554 |
| GAMING DEPARTMENTAL INCOME (LOSS)               | 33,873,052 | 36,018,767 |

#### FOOD & BEVERAGE: SCHEDULE B2

| REVENUE                                    | 2012        | 2011        |
|--|-------------|-------------|
| Food & Beverage Sales                      | 2,187,818   | 1,894,959   |
| Complimentary Food & Beverage Sales        | 5,110,342   | 4,271,452   |
| TOTAL FOOD & BEVERAGE REVENUE              | 7,298,160   | 6,166,411   |
| DEPARTMENT EXPENSES                        |             |             |
| Cost of Food & Beverage Sales              | 3,972,525   | 3,470,487   |
| Payroll, Payroll Taxes, Employee Benefits  | 3,941,357   | 3,739,117   |
| Other Departmental Expenses                | 1,211,359   | 1,043,535   |
| TOTAL DEPARTMENT EXPENSES                  | 9,125,241   | 8,253,139   |
| FOOD & BEVERAGE DEPARTMENTAL INCOME (LOSS) | (1,827,081) | (2,086,728) |

## **DEPARTMENTAL INCOME / CENTRAL CITY**

#### OTHER OPERATING & NON-OPERATING INCOME (LOSS): SCHEDULE B3

2012 2011
OTHER OPERATING & NON-OPERATING INCOME (LOSS)...... 774,376 (604,593)

#### **GENERAL & ADMINISTRATIVE EXPENSES: SCHEDULE B5**

| DEPARTMENT EXPENSES                       | 2012       | 2011       |
|---|------------|------------|
| Advertising                               | 2,211,024  | 1,290,218  |
| Bad Debt Expense                          | 75,010     | 156,985    |
| Busing Expense                            | 1,214,809  | 860,523    |
| Insurance                                 | 587,698    | 536,367    |
| Local Taxes/Fees*                         | 1,884,610  | 2,075,848  |
| Management Fees                           | 1,497,478  | 1,356,587  |
| Parking Expense                           | 132,348    | 132,201    |
| Payroll, Payroll Taxes, Employee Benefits | 8,091,188  | 7,981,963  |
| Professional Fees (Legal & Accounting)    | 343,897    | 374,685    |
| Related Party Expense                     | 462,585    | 1,331,624  |
| Rent on Premises                          | 741,048    | 628,753    |
| Utilities & Phone                         | 1,920,512  | 1,935,108  |
| Other General & Administrative Expenses   | 3,391,859  | 4,029,149  |
| TOTAL GENERAL & ADMINISTRATIVE EXPENSES   | 22,554,066 | 22,690,011 |

<sup>\*</sup>Local Impact Fees, Taxes-Real Estate, Taxes & Licenses-Other

## **BALANCE SHEET / CRIPPLE CREEK**

**BALANCE SHEET: SCHEDULE A** 

| ASSETS   |                | S 29           |
|--|----------------|----------------|
| CURRENT ASSETS   | As of 12/31/12 | As of 12/31/11 |
| Cash   | 22,867,543     | 20,181,198     |
| Receivables  | 25,182,292     | 24,706,858     |
| Inventory  | 887,070        | 1,629,195      |
| Prepaid Expenses                                       | 1,411,460      | 1,083,217      |
| Other Current Assets                                   | 2,370,192      | 2,477,875      |
| TOTAL CURRENT ASSETS                                   | 52,718,557     | 50,078,343     |
| PROPERTY, PLANT & EQUIPMENT, net                       | 174,668,805    | 178,666,019    |
| OTHER ASSETS   | 12,983,691     | 5,477,467      |
| TOTAL ASSETS   | 240,371,053    | 234,221,829    |
| LIABILITIES AND EQUITY Liabilities CURRENT LIABILITIES |                |                |
| Accounts Payable                                       | 4,916,589      | 3,942,696      |
| Current Portion of Long-Term Debt                      | 23,049,404     | 5,048,321      |
| Accrued Payroll & Payroll Taxes                        | 2,491,053      | 2,504,106      |
| Due to Affiliate                                       | 24,296,112     | 24,338,372     |
| Other Current Liabilities                              | 11,505,867     | 9,225,917      |
| TOTAL CURRENT LIABILITIES                              | 66,259,025     | 45,059,412     |
| LONG-TERM DEBT, LESS CURRENT PORTION                   | 138,443,838    | 149,564,891    |
| OTHER LIABILITIES                                      | 1,087,003      | 7,500          |
| TOTAL LIABILITIES                                      | 205,789,866    | 194,631,803    |
| <b>Equity</b> EQUITY                                   |                |                |
| Owners' Capital Accounts (Other Than Corporations)     | 16,645,076     | 12,825,539     |
| Capital Stock & Other Capital (For Corporations)       | 11,115,843     | 11,116,842     |
| Retained Earnings                                      | 6,820,268      | 15,647,645     |
| TOTAL EQUITY   | 34,581,187     | 39,590,026     |
| TOTAL LIABILITIES AND EQUITY                           | 240,371,053    | 234,221,829    |

## **INCOME STATEMENT / CRIPPLE CREEK**

#### INCOME STATEMENT: SCHEDULE B

| REVENUE                                  | 2012         | 2011         |
|--|--------------|--------------|
| Casino Gaming Revenue                    | 130,655,181  | 131,741,641  |
| Food & Beverage Revenue,                 | 14,848,227   | 14,918,275   |
| Other Operating & Non-Operating Revenue, | 8,630,401    | 8,301,256    |
| GROSS REVENUE                            | 154,133,809  | 154,961,172  |
| Less Promotional Allowances              | 13,416,150   | 19,598,553   |
| NET REVENUE                              | 140,717,659  | 135,362,619  |
| OPERATING COSTS AND EXPENSES             |              |              |
| Casino                                   | 62,330,745   | 59,771,316   |
| Food & Beverage                          | 16,731,948   | 16,127,513   |
| Other Operating & Non-Operating Expenses | 3,303,598    | 3,227,131    |
| General & Administrative                 | 39,243,064   | 36,209,054   |
| Preopening Expenses                      | 482,566      | 402,951      |
| TOTAL OPERATING COSTS AND EXPENSES       | 122,091,921  | 115,737,965  |
| EBITDA*                                  | 18,625,738   | 19,624,654   |
| Less Depreciation & Amortization         | 13,212,525   | 13,231,994   |
| Earnings Before Interest & Taxes (EBIT)  | 5,413,213    | 6,392,660    |
| OTHER INCOME (EXPENSE)                   |              |              |
| Interest Income                          | 92,088       | 144,273      |
| Interest Expense                         | (14,660,864) | (15,723,008) |
| Other                                    | 125,802      | (110,523)    |
| TOTAL OTHER INCOME (EXPENSE)             | (14,442,974) | (15,689,258) |
| NET INCOME (LOSS)**                      | (9,029,761)  | (9,296,598)  |

<sup>\*</sup>Earnings Before Interest, Taxes, Depreciation & Amortization

<sup>\*\*</sup>Before Federal & State Income Taxes & Extraordinary Items

## **DEPARTMENTAL INCOME / CRIPPLE CREEK**

GAMING: SCHEDULE B1

| REVENUE   | 2012        | 2011        |
|---|-------------|-------------|
| Blackjack Revenue                               | 5,061,279   | 4,460,259   |
| Poker Revenue                                   | 2,342,108   | 2,761,742   |
| Craps Revenue                                   | 1,723,191   | 1,857,366   |
| Roulette Revenue                                | 709,607     | 900,922     |
| Coin Operated Devices                           | 120,818,996 | 121,761,352 |
| TOTAL GAMING REVENUE                            | 130,655,181 | 131,741,641 |
| DEPARTMENT EXPENSES Give Away Items             | 24,246,487  | 19,921,779  |
| State Gaming Taxes, Licenses & Application Fees | 9,064,034   | 10,209,670  |
| Local Device Fees                               | 4,454,749   | 4,289,000   |
| Payroll, Payroll Taxes, Employee Benefits       | 17,704,027  | 18,146,896  |
| Other Departmental Expenses                     | 6,861,448   | 7,203,971   |
| TOTAL DEPARTMENT EXPENSES                       | 62,330,745  | 59,771,316  |
| GAMING DEPARTMENTAL INCOME (LOSS)               | 68,324,436  | 71,970,325  |

#### FOOD & BEVERAGE: SCHEDULE B2

| REVENUE                                    | 2012        | 2011        |
|--|-------------|-------------|
| Food & Beverage Sales                      | 4,634,259   | 4,324,776   |
| Complimentary Food & Beverage Sales        | 10,213,968  | 10,593,499  |
| TOTAL FOOD & BEVERAGE REVENUE              | 14,848,227  | 14,918,275  |
| DEPARTMENT EXPENSES                        |             |             |
| Cost of Food & Beverage Sales              | 7,487,785   | 7,076,033   |
| Payroll, Payroll Taxes, Employee Benefits  | 8,033,892   | 7,915,928   |
| Other Departmental Expenses                | 1,210,271   | 1,135,552   |
| TOTAL DEPARTMENT EXPENSES                  | 16,731,948  | 16,127,513  |
| FOOD & BEVERAGE DEPARTMENTAL INCOME (LOSS) | (1,883,721) | (1,209,238) |

## **DEPARTMENTAL INCOME / CRIPPLE CREEK**

#### OTHER OPERATING & NON-OPERATING INCOME (LOSS): SCHEDULE B3

OTHER OPERATING & NON-OPERATING INCOME (LOSS)...... 2,0

| 2012      | 2011      |
|-----------|-----------|
| 2,040,579 | 2,011,651 |

#### **GENERAL & ADMINISTRATIVE EXPENSES: SCHEDULE B5**

| DEPARTMENT EXPENSES                       | 2012       | 2011       |
|---|------------|------------|
| Advertising                               | 3,168,025  | 3,535,877  |
| Bad Debt Expense                          | 106,432    | 230,778    |
| Busing Expense                            | 729,536    | 785,661    |
| Insurance                                 | 1,306,635  | 1,249,496  |
| Local Taxes/Fees*                         | 1,888,570  | 1,856,378  |
| Management Fees                           | 775,889    | 850,752    |
| Parking Expense                           | 1,124,157  | 1,101,602  |
| Payroll, Payroll Taxes, Employee Benefits | 14,606,857 | 14,583,034 |
| Professional Fees (Legal & Accounting)    | 562,426    | 552,296    |
| Related Party Expense                     | 1,157,344  | 1,313,535  |
| Rent on Premises                          | 896,888    | 876,652    |
| Utilities & Phone                         | 3,804,429  | 3,652,376  |
| Other General & Administrative Expenses   | 9,115,876  | 5,620,617  |
| TOTAL GENERAL & ADMINISTRATIVE EXPENSES   | 39,243,064 | 36,209,054 |

<sup>\*</sup>Local Impact Fees, Taxes-Real Estate, Taxes & Licenses-Other

## **2012 BALANCE SHEET BY AGP LEVELS**

BALANCE SHEET: SCHEDULE A (Average per AGP Range)

|  | Tier 1    | Tier 2     | Tier 3    | Tier 4     | Tier 5      | Tier 6      |
|--|-----------|------------|-----------|------------|-------------|-------------|
| AGP RANGE  | 0 - 2M    | 2 - 5M     | 5 - 8M    | 8 - 10M    | 10 - 13M    | 13M+        |
| Number of Casinos in Range                             | 7         | 11         | 6         | 2          | 2           | 16          |
| ASSETS   |           |            |           |            |             |             |
| CURRENT ASSETS   |           |            |           |            |             |             |
| Cash   | 246,678   | 992,134    | 841,409   | 2,063,351  | 1,587,239   | 4,175,031   |
| Receivables  | 688,512   | 1,986,848  | 67,479    | 4,388,987  | 1,077,434   | 7,170,206   |
| Inventory  | 10,838    | 29,105     | 16,164    | 65,837     | 40,352      | 221,897     |
| Prepaid Expenses                                       | 13,337    | 83,027     | 50,629    | 158,431    | 82,852      | 264,462     |
| Other Current Assets                                   | 19,836    | 97,581     | 299,628   | 0          | 0           | 173,738     |
| TOTAL CURRENT ASSETS                                   | 979,202   | 3,188,695  | 1,275,309 | 6,676,606  | 2,787,876   | 12,005,334  |
| PROPERTY, PLANT & EQUIPMENT                            | 1,145,168 | 4,907,633  | 6,209,656 | 11,127,778 | 8,946,381   | 55,776,543  |
| OTHER ASSETS   | 3,241     | 2,652,827  | 888,083   | 3,279,997  | (2,442,856) | 4,813,872   |
| TOTAL ASSETS   | 2,127,611 | 10,749,155 | 8,373,047 | 21,084,380 | 9,291,402   | 72,595,748  |
| LIABILITIES AND EQUITY Liabilities CURRENT LIABILITIES |           |            |           |            |             |             |
| Accounts Payable                                       | 61,955    | 179,851    | 398,974   | 179,384    | 91,043      | 1,205,161   |
| Current Portion of Long-Term Debt                      | 115,333   | 485,401    | 163,279   | 13,402     | 6,900,366   | 1,467,233   |
| Accrued Payroll/Payroll Taxes                          | 22,959    | 86,137     | 153,922   | 0          | 173,322     | 777,537     |
| Due to Affiliate                                       | 1,051,020 | 6,851,869  | 3,488,793 | 7,779,184  | 1,408,195   | 9,032,549   |
| Other Current Liabilities                              | 196,504   | 263,519    | 224,346   | 461,845    | 282,959     | 3,085,678   |
| TOTAL CURRENT LIABILITIES                              | 1,447,771 | 7,866,777  | 4,429,314 | 8,433,815  | 8,855,885   | 15,568,158  |
| LONG-TERM DEBT*  | 310,515   | 760,559    | 1,700,792 | 0          | 59,621      | 37,068,184  |
| OTHER LIABILITIES                                      | 132,714   | 0          | 0         | 45,584     | 0           | 1,288,518   |
| TOTAL LIABILITIES                                      | 1,891,001 | 8,627,335  | 6,130,106 | 8,479,399  | 8,915,506   | 53,924,860  |
| Equity<br>EQUITY                                       |           |            |           |            |             |             |
| Owners' Capital Accounts**                             | 381,887   | 369,866    | 382,851   | 0          | 5,288,699   | (2,167,411) |
| Capital Stock & Other Capital***                       | 287,268   | 152,403    | (113,671) | 2,624,886  | 5,000       | 16,718,068  |
| Retained Earnings                                      | (432,545) | 1,599,550  | 1,973,761 | 9,980,096  | (4,917,803) | 4,120,231   |
| TOTAL EQUITY   | 236,610   | 2,121,820  | 2,242,941 | 12,604,982 | 375,896     | 18,670,888  |
| TOTAL LIABILITIES & EQUITY                             | 2,127,611 | 10,749,155 | 8,373,047 | 21,084,380 | 9,291,402   | 72,595,748  |

<sup>\*</sup>Less Current Portion

<sup>\*\*</sup>Other Than Corporations

<sup>\*\*\*</sup>For Corporations

## **2012 INCOME STATEMENT BY AGP LEVELS**

INCOME STATEMENT: SCHEDULE B (Average per AGP Range)

|                                  | Tier 1    | Tier 2    | Tier 3    | Tier 4     | Tier 5     | Tier 6      |
|----------------------------------|-----------|-----------|-----------|------------|------------|-------------|
| AGP RANGE                        | 0 - 2M    | 2 - 5M    | 5 - 8M    | 8 - 10M    | 10 - 13M   | 13M+        |
| Number of Casinos in Range       | 7         | 11        | 6         | 2          | 2          | 16          |
| REVENUE                          |           |           |           |            |            |             |
| Casino Gaming Revenue            | 1,199,224 | 3,293,983 | 6,064,683 | 9,115,185  | 11,044,153 | 40,114,328  |
| Food & Beverage Revenue          | 90,674    | 329,961   | 539,398   | 863,028    | 547,611    | 5,002,191   |
| Other Revenue                    | 21,046    | 207,777   | 153,763   | 499,105    | 435,811    | 2,743,914   |
| GROSS REVENUE                    | 1,310,943 | 3,831,721 | 6,757,843 | 10,477,318 | 12,027,575 | 47,860,433  |
| Less Promotional Allowances      | 34,505    | 184,646   | 419,568   | 747,004    | 302,836    | 5,729,679   |
| NET REVENUE                      | 1,276,438 | 3,647,075 | 6,338,276 | 9,730,314  | 11,724,739 | 42,130,754  |
| OPERATING COSTS/EXPENSES         |           |           |           |            |            |             |
| Casino                           | 913,121   | 1,758,874 | 2,787,113 | 5,374,365  | 4,659,954  | 17,038,073  |
| Food & Beverage                  | 190,977   | 474,738   | 553,088   | 956,266    | 1,293,046  | 4,675,880   |
| Other Operating & Non-Operating  | 16,570    | 157,584   | 88,923    | 147,232    | 31,300     | 1,068,864   |
| General & Administrative         | 418,675   | 1,066,167 | 2,068,184 | 2,139,913  | 2,736,014  | 10,715,315  |
| Preopening Expenses              | 64,318    | 448       | 0         | 0          | 0          | 1,714       |
| TOTAL OPERATING COSTS/EXP        | 1,603,661 | 3,457,810 | 5,497,309 | 8,617,775  | 8,720,314  | 33,499,845  |
| EBITDA*                          | (327,223) | 189,265   | 840,967   | 1,112,539  | 3,004,425  | 8,630,909   |
| Less Depreciation & Amortization | 97,633    | 339,296   | 454,693   | 1,302,643  | 536,207    | 3,251,348   |
| EBIT**                           | (424,856) | (150,031) | 386,274   | (190,105)  | 2,468,219  | 5,379,561   |
| OTHER INCOME (EXPENSE)           |           |           |           |            |            |             |
| Interest Income                  | 27,583    | 2,974     | 2,332     | 10,276     | 2,058      | 56,775      |
| Interest Expense                 | (16,043)  | (64,084)  | (158,672) | (346,865)  | (706,248)  | (3,514,212) |
| Other                            | 0         | 588,634   | 10,475    | 20,182     | 4,943      | (17,331)    |
| TOTAL OTHER INCOME (EXP.)        | 11,540    | 527,524   | (145,865) | (316,408)  | (699,248)  | (3,474,768) |
| NET INCOME (LOSS)***             | (413,315) | 377,493   | 240,409   | (506,512)  | 1,768,971  | 1,904,793   |

<sup>\*</sup>Earnings Before Interest, Taxes, Depreciation & Amortization

<sup>\*\*</sup>Earning Before Interest & Taxes

<sup>\*\*\*</sup>Before federal & state income taxes and extraordinary items

## 2012 DEPARTMENTAL INCOME BY AGP LEVELS

GAMING: SCHEDULE B1 (Average per AGP Range)

|                                 | Tier 1    | Tier 2    | Tier 3    | Tier 4    | Tier 5     | Tier 6     |
|---------------------------------|-----------|-----------|-----------|-----------|------------|------------|
| AGP RANGE                       | 0 - 2M    | 2 - 5M    | 5 - 8M    | 8 - 10M   | 10 - 13M   | 13M+       |
| Number of Casinos in Range      | 7         | 11        | 6         | 2         | 2          | 16         |
| REVENUE                         |           |           |           |           |            |            |
| Blackjack Revenue               | 37,163    | 127,454   | 154,435   | 808,411   | 126,839    | 2,079,295  |
| Poker Revenue                   | 4,843     | 96,478    | 55,966    | 86,676    | 0          | 1,164,765  |
| Craps Revenue                   | 0         | 22,635    | 91,773    | 351,383   | 72,179     | 800,215    |
| Roulette Revenue                | 0         | 20,694    | 34,593    | 104,567   | 15,497     | 397,518    |
| Coin Operated Devices           | 1,157,217 | 3,026,721 | 5,727,917 | 7,764,148 | 10,829,640 | 35,672,536 |
| TOTAL GAMING REVENUE            | 1,199,224 | 3,293,983 | 6,064,683 | 9,115,185 | 11,044,153 | 40,114,328 |
| DEPARTMENT EXPENSES             |           |           |           |           |            |            |
| Give Away Items                 | 369,453   | 668,437   | 947,370   | 2,285,736 | 1,828,768  | 5,316,176  |
| State Gaming Fees*              | 4,788     | 33,730    | 151,529   | 438,235   | 665,469    | 6,323,910  |
| Local Device Fees               | 123,646   | 152,556   | 223,000   | 302,025   | 223,641    | 630,512    |
| Payroll/Taxes/Benefits          | 265,288   | 694,392   | 1,062,647 | 2,004,589 | 1,601,467  | 3,509,108  |
| Other Dept. Expenses            | 149,947   | 209,759   | 402,569   | 343,780   | 340,609    | 1,258,367  |
| TOTAL DEPT. EXPENSES            | 913,121   | 1,758,874 | 2,787,113 | 5,374,365 | 4,659,954  | 17,038,073 |
| GAMING DEPT. INCOME (LOSS)      | 286,102   | 1,535,109 | 3,277,570 | 3,740,821 | 6,384,199  | 23,076,256 |
| FOOD & BEVERA                   | GE: SCH   | EDULE B   | 2 (Averag | e per AG  | P Range)   |            |
| REVENUE                         |           |           |           |           |            |            |
| Food & Beverage Sales           | 48,911    | 122,818   | 142,817   | 329,253   | 160,005    | 1,394,074  |
| Complimentary F&B Sales         | 41,763    | 207,143   | 396,581   | 533,775   | 387,606    | 3,608,118  |
| TOTAL F&B REVENUE               | 90,674    | 329,961   | 539,398   | 863,028   | 547,611    | 5,002,191  |
| DEPARTMENT EXPENSES             | 00,011    | 020,001   | 000,000   | 000,020   | 011,011    | 0,002,101  |
| Cost of Food & Beverage Sales   | 91,828    | 216,995   | 223,954   | 433,980   | 793,621    | 2,295,511  |
| Payroll/Taxes/Benefits          | 81,334    | 188,182   | 282,209   | 444,673   | 450,083    | 2,059,745  |
| Other Dept. Expenses            | 17,815    | 69,561    | 46,925    | 77,613    | 49,343     | 320,624    |
| TOTAL DEPT. EXPENSES            | 190,977   | 474,738   | 553,088   | 956,266   | 1,293,046  | 4,675,880  |
| F&B DEPT. INCOME (LOSS)         | (100,303) | (144,776) | (13,691)  | (93,238)  | (745,435)  | 326,312    |
| OTHER OPERATING 8               |           |           |           |           |            |            |
| OTHER INCOME (LOSS)             | (4,318)   | 48,725    | 54,269    | 140,665   | 404,511    | 417,588    |
| <b>GENERAL &amp; A</b>          | DMINISTR  | ATIVE EX  | (PENSES:  | SCHEDU    | JLE B5     |            |
| Advertising                     | 16,282    | 24,404    | 124,556   | 142,723   | 263,546    | 1,021,856  |
| Bad Debt Expense                | 144       | 3,263     | 12,063    | 0         | 15,474     | 14,855     |
| Busing Expense                  | 17,909    | 15,718    | 13,343    | 183,023   | 0          | 221,916    |
| Insurance                       | 18,128    | 38,737    | 50,404    | 77,893    | 137,958    | 389,469    |
| Local Taxes/Fees**              | 21,786    | 37,463    | 105,185   | 144,376   | 102,979    | 589,648    |
| Management Fees                 | 0         | 40,956    | 132,662   | 0         | 0          | 1,306,878  |
| Parking Expense                 | 9,794     | 18,228    | 11,745    | 393,401   | 98,292     | 24,575     |
| Payroll/Taxes/Benefit           | 140,131   | 331,848   | 771,526   | 316,318   | 939,986    | 3,563,719  |
| Prof. Fees (Legal & Accounting) | 10,391    | 21,766    | 40,909    | 32,986    | 57,584     | 118,185    |
| Related Party Expense           | 0         | 11,415    | 106,934   | 100,000   | 0          | 141,985    |
| Rent on Premises                | 69,801    | 96,724    | 100,000   | 0         | 218,439    | 587,294    |
| Utilities & Phone               | 50,910    | 91,276    | 179,746   | 223,822   | 278,369    | 1,018,745  |
| Other G&A Expenses              | 63,399    | 334,371   | 419,110   | 525,374   | 623,391    | 1,716,190  |
| TOTAL G&A EXPENSES              | 418,675   | 1,066,167 | 2,068,184 | 2,139,913 | 2,736,014  | 10,715,315 |
|                                 | ,         | .,,       | _,,       | _,,       | _,. 50,0.1 | ,,         |

<sup>\*</sup>Includes Gaming Taxes, Licenses, and Application Fees
\*\*Local Impact Fees, Taxes-Real Estate, Taxes & Licenses-Other

## **ADDITIONAL INFORMATION AND RATIOS**

#### **AVERAGE NUMBER OF EMPLOYEES**

|                   | 2012  | 2011  |
|-------------------|-------|-------|
| Gaming Department | 2,442 | 2,371 |
| F&B Department    | 1,494 | 1,428 |
| G&A Department    | 1,550 | 1,418 |
| Other Departments | 205   | 196   |
| TOTAL             | 5.691 | 5.413 |

#### REVENUE PER SQUARE FOOT OF AVAILABLE SPACE

|                 | Total Squ | are Feet  | Total Gross Revenue |               | Average F<br>Per Squa |         |
|-----------------|-----------|-----------|---------------------|---------------|-----------------------|---------|
| DEPARTMENT      | 2012      | 2011      | 2012                | 2011          | 2012                  | 2011    |
| Blackjack       | 20,904    | 18,286    | \$37,727,955        | \$34,692,900  | \$1,805               | \$1,897 |
| Poker           | 23,057    | 21,071    | \$20,240,555        | \$20,705,530  | \$878                 | \$983   |
| Craps           | 4,049     | 4,076     | \$14,450,185        | \$14,381,430  | \$3,569               | \$3,528 |
| Roulette        | 3,404     | 3,242     | \$7,035,603         | \$6,824,716   | \$2,067               | \$2,105 |
| Slot Machines   | 350,331   | 326,848   | \$683,710,102       | \$668,555,197 | \$1,952               | \$2,045 |
| Food & Beverage | 219,838   | 202,181   | \$90,357,018        | \$85,679,147  | \$411                 | \$424   |
| Other           | 1,771,360 | 1,719,655 | \$49,127,889        | \$47,222,675  | \$28                  | \$27    |
| TOTAL           | 2,392,943 | 2,295,359 | \$902,649,307       | \$878,061,595 | \$377                 | \$383   |

#### CASINO HOTEL ROOM OCCUPANCY

|           | Availa<br>Room I |         | Occupan | cy Rate |  |
|-----------|------------------|---------|---------|---------|--|
|           | 2012             | 2011    | 2012    | 2011    |  |
| January   | 45,039           | 42,792  | 78%     | 75%     |  |
| February  | 41,618           | 41,207  | 86%     | 81%     |  |
| March     | 45,213           | 45,613  | 87%     | 84%     |  |
| April     | 43,685           | 44,132  | 81%     | 81%     |  |
| May       | 44,972           | 45,581  | 84%     | 81%     |  |
| June      | 43,625           | 44,047  | 91%     | 86%     |  |
| July      | 45,124           | 45,551  | 93%     | 94%     |  |
| August    | 45,824           | 45,590  | 90%     | 90%     |  |
| September | 44,179           | 43,995  | 88%     | 89%     |  |
| October   | 45,596           | 45,234  | 82%     | 84%     |  |
| November  | 44,142           | 43,937  | 81%     | 76%     |  |
| December  | 44,849           | 44,703  | 81%     | 77%     |  |
| TOTAL     | 533,866          | 532,382 | 85%     | 83%     |  |

## **FINANCIAL RATIOS**

|   | 2012   | 2011   |
|---|--------|--------|
| Total current assets to total current liabilities                       | 64.0%  | 136.7% |
| Total current liabilities to total liabilities                          | 39.0%  | 18.7%  |
| Total current liabilities to total equity                               | 112.1% | 73.9%  |
| Total liabilities to total equity                                       | 287.1% | 394.1% |
| Total gross revenue to average* total assets                            | 64.2%  | 60.6%  |
| Total liabilities to total assets                                       | 74.2%  | 79.8%  |
| Total promotional allowances to gaming revenue                          | 12.9%  | 13.8%  |
| Percent of operations reporting a net income                            |        |        |
| Statewide   | 56.8%  | 47.5%  |
| Black Hawk  | 61.9%  | 44.4%  |
| Central City  | 50.0%  | 50.0%  |
| Cripple Creek   | 53.3%  | 50.0%  |
| EBITDA** to average* assets   | 10.8%  | 10.1%  |
| Earnings before interest & taxes (EBIT) to average* invested capital*** | 6.8%   | 6.6%   |
| Net Income to net revenue   | 4.4%   | 1.0%   |
| Net Income to average* equity   | 11.0%  | 2.5%   |

<sup>\*</sup> Average of current and previous year

<sup>\*\*</sup>EBITDA=Earnings before interest, taxes, depreciation & amortization

<sup>\*\*\*</sup>Invested capital=Average assets less average current liabilities