

DDA/Director's Meeting
March 7, 2013

- **Attendance:**

- DDA: John Berrey
Ranny McWatters
Larry Ramsey
- Exec: Jani Cummings, AGM
Ernie Dellaverson, AGM
Melissa Wakefield, Exec. Admin.
- F&B
- Finance: Kent Jones, CFO
- Purchasing: Jerri Montgomery, Director
- Facilities: Ernie Caruthers, Director
- IT: Dave Clark, Director
- Marketing: Kathy Bergquist, Manager
- Security: Bill Goodwin, Director
- Surveillance: William Cornell, Director
- Gaming: Bob Moritz, Director
- PR: Sean Harrison, Manager
- Hotel: Bob Bergquist, Director
- H.R.: Hillary Shadwick, Manager
- TGA: Barbara Collier, Director
- Special: J R Mathews, John Thompson

DDA Updates - John Berrey

- Kansas Gaming
- Welcome Ernie Dellaverson
- New Compliance position
- Senior Management questions to be directed to
 - Jani Cummings
 - Kent Jones
 - Ernie Dellaverson

Asst Gen Mgr Updates – Jani

- QStore First Anniversary
 - April
 - Giveaways' and specials in conjunction with vendors
- 5 year team member pins
 - Will be given at the TMOM announcement for that month

- PD Update
 - Hosted dinner at Red Oak
 - Each host brought a play and gifts were given to the player
 - Will be continued each month with a different host each month filling the table.
 - VGT EGM tournament
 - This Saturday and Sunday in the Pavilion.
 - Irish Dinner
 - March 17
 - \$1000 ADT and over
 - Identified 100 in the database that were not hosted. Sent invites out for a weekend visit

Finance – Kent

- DOR Review
 - On track for March 2013

Gaming – Bob Moritz

- New games on highway LED signs and in the newsletter
- BJ High Limit room deco
 - Discussed deco plans for high limit room
- Commemorative Chip
 - Ordering \$5000 worth of them
 - Reviewed proposed designs
 - Will bring back new versions

Facilities – Ernie C

- Water softener in Kappa tower
 - Estimate \$16,000 – proceed
- Reviewed current project list

TGA – Barbara

- Working on the pavilion licensing
- Working with gaming and IT on system glitches

Human Resources – Jani/Hilary

- Preferred Friend
 - Ready to roll out
 - Changes made
 - Cards to be handed out outside of Downstream
 - Directors/Hosts not eligible to win the drawing (if they are chosen the money will go to the TMRF and another name will be drawn)
 - Only win once per month
- Bright Ideas
 - One winner
 - Can resubmit, employees responsibility to resubmit
 - If a director implements an idea TM to receive \$100 - ?

- Upcoming Events
 - HR Legal Summitt – March 19-20
 - 3/28 team member ham distribution
 - 4/9 team member sale
 - 4/25 health fair
 - May book fair
 - June 3-4 team member picnic

Marketing

- Service Recovery
 - Review proposed
 - Start at bottom ALL team members have the ability to do something
 - Monitor program
 - 3 part form to be filled out
 - Matrix of who can give what
 - Keep working on updating the program
- Post Formas
 - Review of new programs implemented

Honoring Our Warriors				
Coupon	# Redeemed	ADT	Actual	Trips
3472	174	\$ 14,523.18	\$ 2,396.19	173
3473	47	\$ 3,186.51	\$ 3,613.32	47
Grand Total	221	\$ 17,709.70	\$ 6,009.51	220
Service Industry Night				
Coupon	# Redeemed	ADT	Actual	Trips
3474	79	\$ 5,604.88	\$ 2,224.46	75
3475	28	\$ 1,151.99	\$ 1,805.26	25
Grand Total	107	\$ 6,756.88	\$ 4,029.72	100
New Card Sign Ups				
Coupon	# Redeemed	Actual	ADT	Trips
3469	7070	\$ 87,524.24	\$ 254,445.55	11,502
3470	22	\$ 794.73	\$ 1,002.61	55
Grand Total	7092	\$ 288,318.97	\$ 255,448.17	11,557

January Archive Hotel Offer				
Coupon	# Redeemed	Actual	ADT	Trips
3378	146	\$ 16,901.14	\$ 13,482.45	512
3379	62	\$ 2,835.81	\$ 5,622.56	158
3380	36	\$ 2,171.69	\$ 3,653.19	65
3381	25	\$ 14,813.97	\$ 12,407.57	83
3382	4	\$ (468.12)	\$ 421.76	6
3399	131	\$ 2,904.98	\$ 3,051.44	358
Grand Total	404	\$ 39,159.47	\$ 38,638.97	1,182
February Archive Hotel Offer				
Coupon	# Redeemed	Actual	ADT	Trips
3383	473	\$ 46,302.66	\$ 37,769.75	468
3384	246	\$ 21,085.97	\$ 25,259.36	235
3385	122	\$ 15,128.44	\$ 15,601.50	123
3386	66	\$ 3,172.62	\$ 12,315.43	62
3387	16	\$ 5,299.55	\$ 4,293.74	15
3400	2499	\$ 65,574.76	\$ 61,593.31	2429
Grand Total	3422	\$ 156,564.00	\$ 156,833.09	3,332
Crockpot Giveaway				
Coupon	# Redeemed	Actual	ADT	Trips
3298	1209	\$ 88,999.60	\$ 197,214.79	5,102
3299	538	\$ 62,260.35	\$ 78,611.92	2,480
Grand Total	1747	\$ 151,259.95	\$ 175,826.71	7,582
Bakeware Giveaway				
Coupon	# Redeemed	Actual	ADT	Trips
3409	2426	\$ 100,216,622.00	\$ 191,102.93	
3410	2407	\$ 99,448,488.00	\$ 239,581.38	
3411	2441	\$ 100,870,223.00	\$ 244,556.75	
3412	2150	\$ 88,860,085.00	\$ 205,372.58	
Grand Total	9424	\$389,395,418.00	\$ 880,613.64	12,898

Cupid's Cash				
Coupon	# Redeemed	Actual	ADT	Trips
3421	1414	\$ 64,201.33	\$ 297,681.86	2,070
Grand Total	1414	\$ 64,201.33	\$ 297,681.86	2,070