

DDA/Director's Meeting  
October 31, 2013

- **Attendance:**

- DDA: John Berrey  
Ranny McWatters  
Larry Ramsey  
Marilyn Rogers  
Tamara Smiley- Reeves
- Exec: Jani Cummings, SR AGM  
Melissa Wakefield, Exec. Admin.
- F&B Brian Kenney, Director
- Finance: Kent Jones, CFO
- Purchasing Jerri Montgomery, Director
- Facilities: Ernie Caruthers, Director
- IT: Dave Clark, Director
- Marketing: Shawn Carlson, Director
- Security: Bill Goodwin, Director
- Surveillance: William Cornell, Director
- Gaming: Bob Moritz, Director
- PR: Sean Harrison, Manager
- Hotel: Bob Bergquist, Director
- H.R.: Hilary Shadwick, Manager
- TGA: Barbara Collier, Director  
Erin Eckheart, Deputy Director

Jani

- Busy week on property
  - 5-7 open enrollment – mandatory
  - 7-8 Holiday Shopping Spree
    - Includes Quapaw Casino, Tribe, TGA, etc
  - Several large corporate events on property as well
- 11/30 – Grand Funk Railroad – selling very well
- 5/10 – Offering to Air Supply – sold out last time

John

- BIA is pushing back on gameability letter in Kansas
  - We are going to build it anyway and put class 2 machines in it
  - BIA argument is no government being exercised
  - Going to put Marshal office in Bolin House
- Will build as cheap as possible
- Will want to have separate TGA and will have to be cautious
- Need to relocate bussing
- Plan to add craps and roulette in the future

- Looking at cost then will figure out plan how to pay for it
- Will be about \$10,000 fast including back of house
- Bob M will have drawing to present at the next meeting
- Will use walker duct in floor
- Opening up area between inner & outer bars at Legends
  - A few more tables during the day and dance floor at night

Barbara

- Looking forward to forging ahead in Kansas
- Working on compliance and needs
- Will need different people due to state differences
- Going good with promotions
- Thank you for the carpet and paint makeover
- Licensing going smoothly

Bob B

- Good October, around 91%
- New offer for Nov/Dec mailer starting to get a lot of calls on that
- Working on NYE shuttling plans

Kent

- Oct revenue has exceeded budget
- Approx 800k- 1 million ahead of last year
  - Continue to hold the line on expenses
- McGladrey auditors leaving tomorrow
  - Need to schedule a conference call for yearend investor call
- IBC issued letter of credit for 250K to Empire
  - Just waiting on the money
- Met with an Investor Western Asset Management
  - He was impressed

Bill C

- Getting ready for Lunar poker roll out tomorrow
- Caught an overpayment of \$9,000 and recovered
- Will fill 2 positions

Shawn C

- Granger Smith on Tuesday – about 500 people
  - Went very well
- Working on OKC Barry Switzer parties with PD
- Announcing remainder of line up at Grand Funk concert, need to work on press release
- NYE – working on contracts and purchasing

Sean H

- Nothing today

Bob M

- Game Update
  - Pawn Stars already dying – trying ot stay current
  - Walking Dead, Zuma
  - Are you smarter than a 5<sup>th</sup> grader
  - Iron Man, Monopoly
- Four companies who have new game machines will be putting in Capital spends for these to replace end of life games
- Poker
  - Still slightly decreasing play year over year
  - Idea for point conversion for merchandise specifically geared toward poker players with cabinet in the room to display. Or for entry in tournament
  - DDA approved this & Bob M will start working on this

Ernie

- Need to replace some damaged concrete at Casino – will go look at it
- Working on walk through punch list
  - Working on lighting issues and getting ideas and price estimates
- Handrail for WNBD - \$8,100
  - DDA approves to start
- Got another bid for indoor pool outside rail - \$18,000
- Greenhouses – weather has slowed, hopefully within 2 weeks
- Osotouy tower – bumpers now on all walls to save damage
- Fifth floor of kappa tower – scuffing all the wallpaper with cleaning carts
  - Need to look at either put up chair rail or control cleaning carts
- Suite millwork is done around curtains
- Osotouy shower ceilings being painted
- Otis here on the 7-8 to change out brake assembly
  - May need to adjust
- Outdoor pool is winterized
- Working on Buffalo fencing
- Ordered more bulbs and 2 days service for lighting programming
- Window tinting in casino lobby
  - Entrance is done and looks good
- Bob M suggest to take a light meter to where we like it and try to copy it in the other areas where there are problems

Bill G

- Influx of criminals
  - Had a room emptied out yesterday we are banning and prosecuting
  - These are people coming in on vouchers

Dave

- IGT upgrade complete – working on a few little problems
- Working on rescheduling the AS400 update

- Monday morning switching phone system to a different company, no outgoing calls only incoming 7am Monday morning – 2 hours down time

#### Brian

- Finalized banquet menu ready to go to DDA for approval
- Just got \$85,000 annual rebate from Springfield Grocer
- In the process of redoing Buffalo Grille and will have tasting for DDA
- Setting up noodle bar for tasting

#### Hilary

- Moving back to AFLAC
  - Will take time at open enrollment
  - Will set up day for DDA and executives
- 11/25-11/26 turkey distribution will send out schedule for executives to sign up
- HR trying to be open more for grave shift going to 6am – 5pm
- Will schedule a day for holiday gift distribution

#### Jerri

- New cigarette machines installed
- Getting quotes on another vehicle
- Sent pictures of backless stools for consideration
- Locker track preventative maintenance
- Pillow samples coming
- Making a bed glove for the rooms
- Winter project is new seat cushions and curtains for cabanas
- New produce company has been cancelled due to not meeting software obligations
- Mattress – ready to start replacement program through Serta

#### Jani

- Had a great nurse practitioner interview
  - She is starting on OK licensing procedure
- Grassroots? – Keep, yes proceed
- We have availability to do a holiday photo with santa - minimal cost
  - Would be in one of the banquet rooms – Dave has volunteered to be Santa

Team member of the month presentations and voting