

Downstream Authority of the Quapaw Tribe of Oklahoma Regular Meeting
May 11, 2011

Meeting Called to Order: 10:04am

ROLL CALL:	John Berrey, Chairman	Absent
	Larry Ramsey, Secretary	Present
	Ranny McWatters, Treasurer	Absent
	Marilyn Rogers, Member	Present
	Tamara Smiley, Member	Present

DECLARATION OF QUORUM: announced by Larry Ramsey

DCR – Steve Drewes/ Jack Brill

Department Reviews

Table Games

- o Reviewed April financials
- o Reviewed 2Q analysis
- o Schedules were set at the beginning of the fiscal year for a 70/30 ratio as far as dealing shifts to Supervisor shifts for Dual Rates. We have actually maintained that ratio so far.
- o Our Hourly payroll expense was about 74k below 2nd Quarter budgeted amount; and about 150k less in hard cost than budgeted for the year.
- o .25 cents per hour dealer contribution with 100% company match program was instituted for additional Dual/Rate floor pay and this is going well so far.
- o We will be posting for 2 Dual/Rate Shift Managers soon. One internal and one external is the preference. Should have interviews completed by June 15th and positions filled by June 22rd.
- o The addition of a much needed Blackjack table in Pit 1 has been doing well since the removal of Card Craps. We have seen about a 60% increase in drop for that “Gaming Position” so far.
- o We currently have 216 gaming positions on the floor. Our team member count is:
- o 117 fulltime Team members.
- o 24 Part time Team members.
- o We just completed some comprehensive Supervisor/Manager training sessions 2 weeks ago that occurred over a 3 day period.
- o During May, the Dealers will also be attending refresher training over a 3 day period.
- o Yearly evaluations of about 85% of the Table Games staff has begun.

Poker

- See attached power point

Slots

- See attached power point

Security/ Surveillance

- Surveillance
 - o Staff – 3 sups, 1 senior operator, 2 dual rates, 8 operators, 1 tech
 - Looking at adding a dual operator/tech position
 - o Projects
 - Phase II of upgrades - slower than expected
 - In the process of submitting the PO for Phase II
 - o Completed Projects
 - Added mag lock

- 2 cameras at Buffalo Grille
- 1 camera at Wa Na Bea Dea
- 2 cameras at golf cart storage
- 1 camera in finance
- 2 cameras for WAP
- Alarm for the golf course
- o Upcoming
 - 12 network cameras on new WAP
 - 1 camera for roof top
 - 1 camera for POS in WNBD
 - 2 cameras at POS in Buffalo Grille
- o Training
 - "blackboard" online
- o Budget for 2012
 - Cap x for parking lot cameras
- Security
 - Budget in progress
 - Staffing – down 2 positions
 - Training - all current
 - Stats
 - 30% increase for service

Investor Call

1:02pm – 1:19pm

Player Development

- Reviewed map of current Arkansas play
 - o Sent mailers out after the flooding in Tunica to see about getting some of the play
- Junkets
 - o Still working on multiple
- 2012 Budget
 - o Would like to "bring back" the ambassador" program

Adjourn 1:50 pm

Downstream Casino Resort

Player Development

DDA Review 1/1/2011 - 5/11/2011

1. Past

- a. 1/2 Kansas City Chiefs vs. LA Raiders
 - i. 13.9 gross
 - ii. 11.8 net
- b. 1/9 Kansas City Chiefs Playoff Game
- c. 1/21 Starship
 - i. 32.6 gross
 - ii. 26.3 net
- d. 2/6 Super Bowl
 - i. 18.5 gross
 - ii. 15.5 net
- e. 2/25 Liverpool Legends
 - i. 34.1 gross
 - ii. 28.2 net
- f. 3/28 Red Oak VIP Dinner
 - i. 61.4 gross
 - ii. 56.8 net
- g. 3/25 Blue Oyster Cult (Patron Jackpots Fixed)
 - i. 51.5 gross
 - ii. 44.2 net
 - 1. Tables 1.6 theo 17.7 actual not reflected
- h. 3/29 Springfield Cardinals
 - i. cancelled
- i. 4/4 Lady Gaga
 - i. 9.7 gross
 - ii. 8.1 net
- j. 4/7 VIP Blackjack
 - i. 12.6 gross
 - ii. 5.6 net
- k. 4/29 Bellamy Brothers
 - i. 41.5 gross
 - ii. 34.4 net
- l. 4/30 Springfield Cardinals
 - i. 2.6 gross
 - ii. 1.8 net

2. Present

- a. Junkets
 - i. Knoxville, TN
 - 1. Mary Cooper from You Bet Tours

2. 30 Passenger Dornier
 3. Sum Theo 50,000+
 4. Expenses 42k (Air, Ground, RFB, Commission)
- ii. Atlanta, GA
 1. Jeff Trindle with Casino Connection Inc.
 2. Working on a date
 3. Scotti Glidewell with Titan Air Saab 30 pax
- iii. Charlotte, NC
 1. Steve Lit with Mega Bucks Tours
 2. Reviewing Info Packet
 3. SkyKing Charter
 - a. 737-200 124 pax
- iv. Pittsburgh, PA
 1. Ed Caputo with Cabot Travel
 2. Working on date
 3. Ultimate Jet Charter
 - a. Dornier 328 30 pax
- v. Cleveland, OH
 1. Julius Sorma with Lucky Junkets
 2. Working on date
 3. Ultimate Jet Charter
 - a. Dornier 328 30 pax
- vi. Virginia Beach, VA
 1. Johnny Strickland with Casino Unlimited
 2. Working on date
 3. Titan Air Saab 30 pax
- b. 2012 Budget
 - i. Ambassador program
 - ii. Host additions
- c. Arkansas Democrat Gazette
 - i. \$20 Coupon
 1. 267 Redeemed
 - ii. \$50 Coupon (New Accounts)
 1. 157 Redeemed
 - iii. \$59 Room Offer
 1. 72 Reservations
3. Future
 - a. Springfield Cardinals
 - i. 4 more games (sold out)
 - b. Red Oak VIP Dinners
 - i. KC Chiefs themed in July
 - c. Summer Concert Series
 - i. Steve Miller
 - ii. Joan Jett

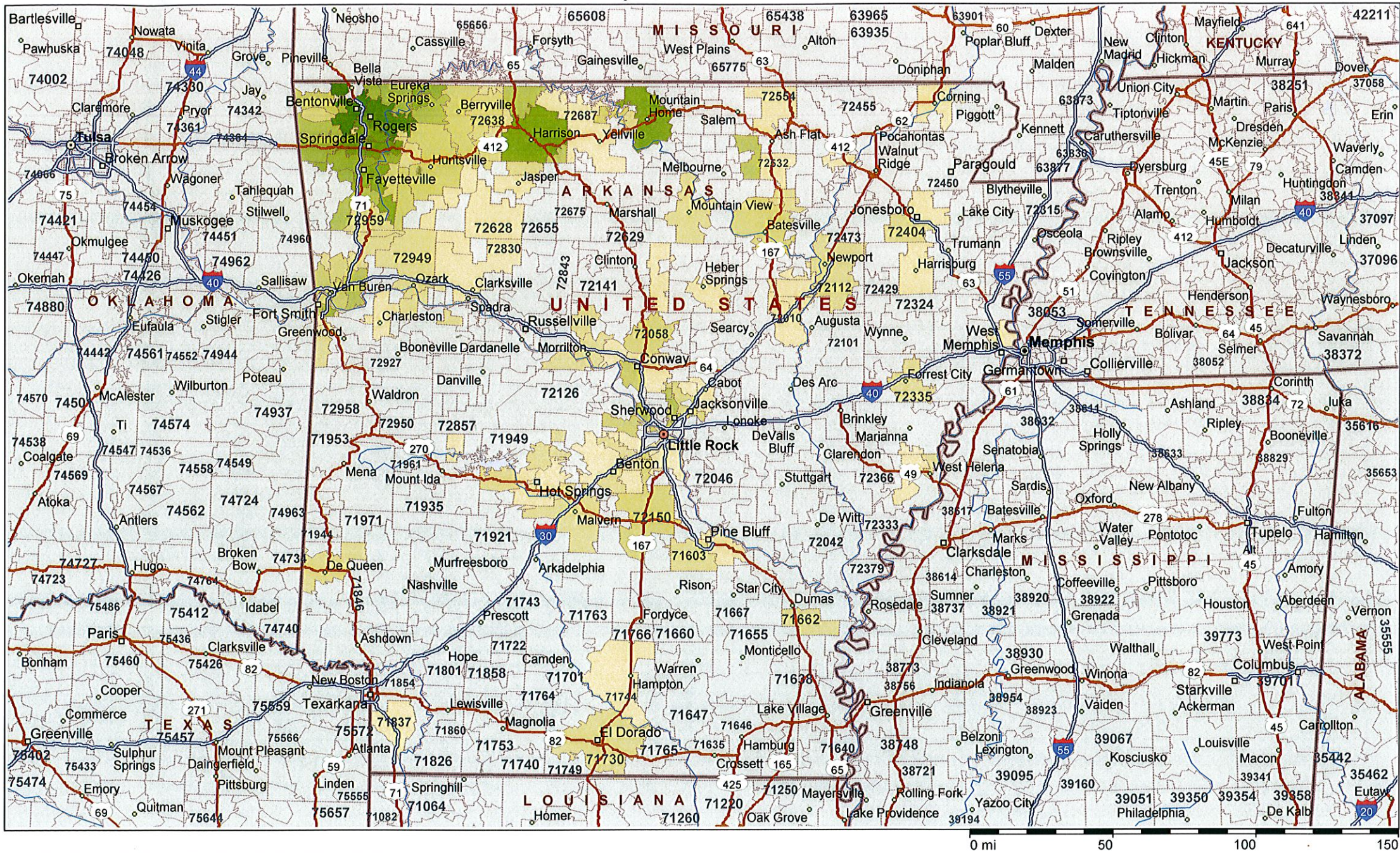
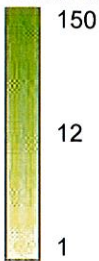
- d. NASCAR
- e. KC Chiefs
- f. AR Razorback

4. Summary

- a. 12 events in 5 month
 - i. 278.4 gross
 - ii. 232.7 net
- b. Hosted vs. Non-Hosted Customers
 - i. Criteria
 - 1. 25+ ADT since 1/1/2011
 - ii. Non-Hosted
 - 1. 86 ADT
 - 2. 5 Trip Average
 - 3. 19.1 Million in Theo Rev.
 - iii. Hosted
 - 1. 466 ADT
 - 2. 12 Trip Average
 - 3. 6.6 Million in Theo. Rev.

Count of ID by ZIP Code

Count of ID by ZIP Code



High Frequency by Zip Code for top 10,000 accounts

Sum of ID by ZIP Code

