

Downstream Authority of the Quapaw Tribe of Oklahoma Regular Meeting
August 8, 2012

Meeting Called to Order: 10:19 am

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

DECLARATION OF QUORUM: announced by Larry Ramsey

Construction Update

- Schedule review
- Perm air and power – starting next week
- See attached

Planters

- Options presented
 - 31" proposed size
- Discussion on size
 - Proposed is too big
- JCJ will revise and present again for final approval – send out in the next few days

Pool

- Ceiling
 - Proposed option for lighting fixtures
 - See attached
 - Requested more options

High Limit

- Change to west wall due to kitchen
- Carpet Concept discussed
 - Blend w/ existing
 - Same in both sides
 - Get options to be presented
- Vinyl
 - Looked at suggested for direction
 - Will get samples to review for approval

Spring River

- Glass halfway between buffet and casino
- 3 samples
 - Purples
 - Blues
 - Blue/gold
- Two sided
 - \$1050 more
- Incorporate the gold into the purple – 4 color option
- Get new sample

Roof Leaking in Coat Check

- 2 estimates for repair
 - \$17,000 – 15 year warranty
 - \$26,755 – Reiss, 10 year warranty
 - Consensus of the DDA to go with the first option

Flooring outside pavilion

- Reiss quote - \$35,000 no warranty
- Look at cost of doing in house

Hotel

- Tower naming – on hold
- Numbering – 2000 series in new hotel

Platinum Level Player's Card

- Top 100 players
- Change every 6 months
- Effective Jan 1

Fitness for Duty program

- Reoccurring issues
- 3 bids
 - GRA/Housepersons first dept
 - Existing would have to take a test
 - 30 days to transfer if not pass
 - 30 days if coming back from injury

Land Lease

- \$124,000 to the tribe for the lease (Eagle Creek)
- Eagle Creek would not have to send check

Lucky Coin Bank

- Want to pull off the floor
 - Not performing
- Slots working on configuring the area

Marketing/Promotions Area

- Back of pit 3
- First of the year
- Put together options for review

2013 Budget

- Draft presented for review

Adjourn 1:30pm

DESCRIPTION

The 1300 High Performance Direct or Indirect/Direct Architectural High Bay Surface is available with five optics with two glass lense options.

SPECIFICATION FEATURES

Material/Mounting

The housing is cast and extruded aluminum. Steel or aluminum Mounting. Spun aluminum direct or indirect/direct Optic Shroud (OS) and direct Reflector with Optic Shroud (ROS). Clear Borosilicate Glass Refractors. Clear Glass Lense (CGL) supplied with all fixtures except for Open Burn lamp specifications. Frosted Glass Lense (FGL) can be specified as an option. Clear Glass Lense (CGL) or Frosted Glass Lense (FGL) can be specified as an option for Open Burn (OB) lamp specifications.

Surface (S): Integrated one piece mounting plate with a hidden mounting bracket that installs to a standard 4" J-box. Integral safety cable provided.

Finish

Standard: Natural Aluminum* (NA) [Sustainable Design].

Premium: Matte White (MW), Aluminum Paint (ALP), Bronze Metallic (BM) or Custom Color (CC).

Optic Shroud, Perforated Shield Covers and/or Hardware are always supplied in Natural Aluminum (shroud is matte aluminum). Can be painted to match or contrasting color; contact factory, except when Damp Location (DL) is specified. Painted finish goes through a five-stage cleaning and corrosion pretreatment system and coated and baked with a premium TGIC polyester powder providing superior protection against fading and peeling. Contact factory for a two-tone finish.

*Note: The components of the fixture and mounting types are made with various types of fabricating processes such as die-casting, spinning, jet cutting, extruding, etc. As a result, the appearance of aluminum will exhibit varying hues of silver (lighter or darker in comparison to each other) with an occasional dusting of a white patina. In addition, the surface texture will vary in appearance. If one color/surface finish of silver material is desired, specify Aluminum Paint (ALP) paint.

Custom Decorative Metals (Specify a Color and Pattern for Optical Shroud - OS, ROS or INOS only):

Colors - Clear (CLR), Cabernet (CBT), Sapphire (SPE), Sage (SGE), Brass (BRS), Copper (CPR), Black Pearl (BPL), Slate Green (SGN), Champagne (CMP), Chocolate (CLE), Indigo (IDO), Royal Blue (RBE), or Pewter (PWR). Patterns - Coral (COL) or Seashell (SHL).

Note: Select a color and pattern for the Optic Shroud. Example: SGE (Sage color finish) - SHL (Seashell pattern) and Natural Aluminum (NA) for all other components. Minimum quantity is 5 for one color/pattern. Contact the factory for lead time.

Painted finishes are available in Damp Location (DL).

Optics

Shaper's Glass Refractor (GR) have the sparkle and durability of Borosilicate glass while meeting leading industry performance to optimize efficiency and uniformity. Can be specified with or without a Solid Optic Shroud (OS) or Indirect Optic Shroud (INOS) in a matte aluminum finish. Shaper's Reflectors (ROS) are supplied with a Solid Optic Shroud and is factory-set to the optimized light center per the specified optical distribution for (1 lamp) metal halide, HAL, or INC; Narrow (N), Medium (M) or Wide (WD). The luminaire's optical adjustment bracket can also be field-adjusted. CFL lamping is factory-set to one distribution and is supplied with the Optic Shroud (OS). Refer to shaperlighting.com for complete photometrics.

Ballast

Integral CFL electronic HPF, multi-volt 120/277V (347V Canada), thermally protected with end-of-life circuitry. Metal Halide ballast is magnetic pulse-start (39W electronic) HPF, multi-volt (120V/277V) for the specified lamp wattage. Contact factory for (MOD) dedicated voltage ballasts or international voltages, 120V, 208V, 240V, 277V or 480V for use with Fuse 1 and Fuse 2 options.

Lamp/Socket

14": One (1) or two (2) 26W, 32W (GX24q-3) or 42W (GX24q-4) 4-pin

Catalog #		Type
Project		
Comments		Date
Prepared by		

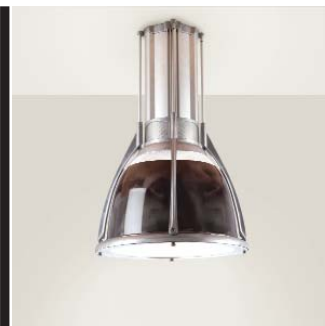
triple 4-pin CFL lamps, one (1) 39W T6 (G12) CDM metal halide lamp, one (1) 50W ED-17 (E-26) or 50W Open Burn* ED-17 (EX-26), 70W ED-17 (E-26) or 70W Open Burn* ED-17 (EX-26), 100W ED-17 (E-26) or 100W Open Burn* ED-17 (EX-26) metal halide, one (1) 250W halogen DC Bayonet lamp or one (1) 200W frosted A21 (MED) incandescent lamp.

18": Two (2) or four (4) 26W, 32W (GX24q-3) or 42W (GX24q-4) 4-pin triple 4-pin CFL lamps, one (1) 100W ED-17 (E-26) or 100W Open Burn* ED-17 (EX-26), or 175W ED-28 (E-39) [Recommend Phillips MH lamp codes #276626 or 149138 or GE (ED-23.5) MH lamp codes #12622 or 11185] or 175W Open Burn* ED-28 (EX-39) (Recommend Philips MH lamp code #207555) or 250W ED-28 (E-39) (Recommend Philips MH lamp code #276618 or Venture MH lamp codes #64658, 32658 or 19523) or 250W Open Burn* ED-28 (EX-39) (Recommend Philips MH lamp codes #207563, 205831 or 205849) metal halide lamp.

Pulse start ballasts with Metal Halide lamping greater than 150W require the recommended listed lamps to meet EISA requirements. CFL sockets injection-molded plastic. Metal halide socket ceramic pulse-rated, 4KV. Lamps furnished by others (including QR lamping). QR option for 18" MP Only: Design consists of one (1) 150W max. quartz INC lamp (bayonet) with a delay quartz relay.

Operation: When a power outage occurs, the MP will not operate. Once the power is restored to the fixture, the quartz INC lamps starts immediately. Once the MP lamp has cooled, it will re-start. The quartz INC lamp will stay illuminated until the MP lamp voltage is at 80% of nominal and will automatically turn off. Quartz lamp provides some light as a backup while HID lamping is cooling. There is a period of time when both lamps will be switched on.

*Note: All fixtures specified with lamps with Open Burn (OB) designation are supplied with a socket rated for open burn applications.




1300 HP SERIES


High Performance
Surface Luminaire
Indirect/Direct or Direct
Surface Architectural
High Bay




EISA Compliant ⑥


HIGH PERFORMANCE OPTICS

Shaper offers a line of products that offer optically-engineered, high performance optics for compact fluorescent, metal halide and halogen sources.


SUSTAINABLE DESIGN

Shaper has a long-standing history of offering environmentally-friendly fixtures. The copper and bronze alloys used in our exterior luminaires feature up to 98% recycled content, contribute less undesirable air emissions compared to painted aluminum and are easy to recycle.


ARRA

Shaper Lighting certifies that its products satisfy the requirements of Section 1605 of the American Recovery and Reinvestment Act (also known as the ARRA Buy American provision).

Refer to the Icon Legend
Link on shaperlighting.com.

SPECIFICATION FEATURES (CONT'D.)

Installation: Supplied with a universal circular strap and mounting plate for a standard 4" J-box or plaster ring. Integral safety cable provided. Refer to installation sheets.

Options: Dimming Ballast - Lutron (DML). Remote Emergency Ballast - Supplied by others (REM), Clear Glass Bottom Lense - supplied with all fixtures except for Open Burn lamp specifications (CGL), Frosted Glass Bottom Lense (FGS), Hand Painted Faux Cherry Wood - vertical grain (FCW), Hand Painted Faux Blonde Wood - vertical grain (FBW), CFL Acrylic Refractor or CFL IEM - Contact factory, Quartz Restrike - 18" MP only (QR), Single (1F) or Double (2F) Fuse - Contact factory. 1300 HP Series is also available in 22" dia. - Contact factory for ordering details.

Labels: U.L. and C.U.L approved for damp locations.

Modifications: Shaper's skilled craftspeople, with their depth of experience, offer the designer the flexibility to modify standard High Performance surface luminaires for project-specific solutions. Contact factory.

ORDERING INFORMATION

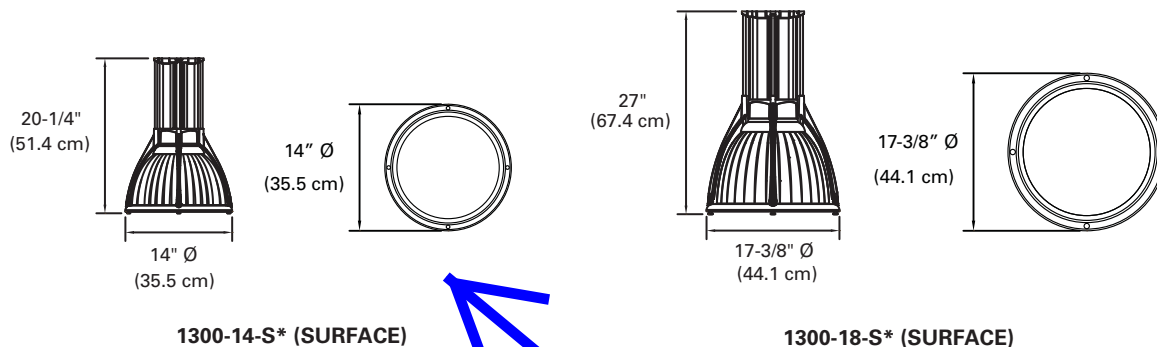
Sample Number: 1300-18-S-MH/1/100-120V-BM-N-GR-OS-FBW

Series	Size	Mounting Types	Lamp	Voltage	Finish	Color	Distribution	Optics	Options
1300	14" 18"	S	14" CFL/1/26 CFL/1/32 CFL/1/42 CFL/2/26 CFL/2/32 CFL/2/42 MP/1/39 MP/1/50 MP/1/50/OB MP/1/70 MP/1/70/OB MP/1/100 MP/1/100/OB HAL/1/250 INC/1/200 18" CFL/2/26 CFL/2/32 CFL/2/42 CFL/4/26 CFL/4/32 CFL/4/42 MP/1/100 MP/1/100/OB MP/1/175 MP/1/175/OB MP/1/250 MP/1/250/OB	120V 277V 347V ¹	Standard NA = Natural Aluminum ² Premium ALP = Aluminum Paint BM = Bronze Metallic CC = Custom Color MW = Matte White	^{2, 3, 4, 5} Custom Decorative Metals CLR=Clear CBT= Cabernet SPE=Sapphire SGE=Sage BRS=Brass CPR=Copper BPL=Black Pearl SGN=Slate Green CMP=Champagne CLE=Chocolate IDO=Indigo RBE=Royal Blue PWR=Pewter Pattern ^{2, 4, 5} COL =Coral SHL =Seashell	(ROS - MP, HAL, INC lamps only) N M WD	GR GR-OS ⁶ GR-INOS ⁶ ROS ^{6, 7} OS ⁶	DL = Damp Location ⁸ CGL= Clear Glass Lense ⁹ FGS = Frosted Glass Lense FBW = Faux Blonde Wood ^{2, 5} FCW = Faux Cherry Wood ^{2, 5} DML = Dimming Ballast (Lutron) ¹ QR= Quartz Restrike REM =Remote Emergency Ballast ¹⁰

Notes:

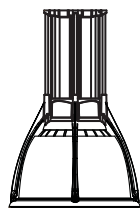
- ¹ Available with CFL only. ² For interior application only. ³ Select a standard or premium finish for all components of the fixture (except shroud). Example: SGE Sage color) - SHL (Seashell pattern) for the shroud and NA (Natural Aluminum) for all other components of the fixture. Minimum quantity is 5 for one color/pattern. Contact the factory for lead-time.
- ⁴ Available with Custom Decorative Metal Finish only. ⁵ Available for shroud only. ⁶ Optic Shroud, Perforated Shield Covers and/or Hardware are always supplied in Natural Aluminum (shroud is matte aluminum), unless otherwise specified.
- ⁷ ROS (Reflector Optic Shroud) is only available with MH, INC and HAL lamping options. ⁸ Fixture must have a painted finish for damp location applications. ⁹ Supplied as standard with all fixtures, except for Open Burn specifications. ¹⁰ Supplied by others.

MOUNTING TYPE

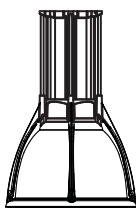


***Note: All above drawings are shown with Glass Refractor (GR) optic.**

OPTICS

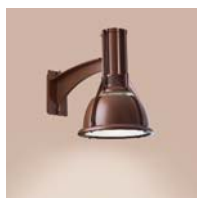


**Indirect Optic
Shroud (INOS)**



**Solid Optic
Shroud (OS) and
Reflector Solid Optic
Shroud (ROS)**

COMPANION PRODUCTS



1300-14-DSAW



1300-18-ISAW



1300-18-ILAW



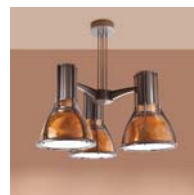
1300-14-DLAW



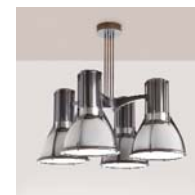
1300-14-SJCAC



1300-18-FSS2F



1300-18-FSS3F



1300-18-FSS4F

Downstream Casino Resort
FY 2013 Capital Requests

Criticality of Expenditure

<u>Description</u>	<u>Amount</u>	<u>Priority</u>	<u>A</u>	<u>B</u>	<u>C</u>	<u>Total</u>
Security						
Office Furniture	1,600	A	1,600	-	-	1,600
Weapons and related	10,530	A	10,530	-	-	10,530
Total Security	12,130					
Food and Beverage						
Spring River Buffet Remodel	500,000	B	-	500,000	-	500,000
WNBD Pizza Oven	30,000	A	30,000	-	-	30,000
Red Oak Coolers	25,000	A	25,000	-	-	25,000
Total Food and Beverage	555,000					
Hotel and Related						
14 Passenger Shuttle	46,450	A	46,450	-	-	46,450
Alternative Blankets	20,621	B	-	20,621	-	20,621
Hair Dryers	5,000	B	-	5,000	-	5,000
Mattress Replace - Tower	218,343	A	218,343	-	-	218,343
Refridgerator Replace - Tower	7,346	A	7,346	-	-	7,346
Wastebaskets	5,125	A	5,125	-	-	5,125
Standard Pillows	6,902	B	-	6,902	-	6,902
Bolster Pillows	16,464	A	16,464	-	-	16,464
Coffee System - Standard Rooms	5,544	A	5,544	-	-	5,544
Clock Radios - Standard Rooms	6,192	A	6,192	-	-	6,192
2 - Square Scrub	5,586	A	5,586	-	-	5,586
2 - Speed Extractor	5,000	A	5,000	-	-	5,000
Total Hotel and related	348,573					
Gaming and Related						
Poker						
			-	-	-	-
Total Poker	-					

Slots

Digital Soldering/Desoldering Kit	2,367	A	2,367	-	-	2,367
Industrial label maker	1,477	A	1,477	-	-	1,477
Lectro Truck Slot Mover	1,700	A	1,700	-	-	1,700
Sign Jack Lift	1,200	A	1,200	-	-	1,200
Desk Top PC	1,000	A	1,000	-	-	1,000
Part Shelving and Bins	2,000	A	2,000	-	-	2,000
Replace Chair Sled with Legs	100,000	A	100,000	-	-	100,000
Machines and conversions	1,000,000	A	1,000,000	-	-	1,000,000
Aristocrat Games	317,520	A	317,520	-	-	317,520
SBX Server Upgrade	60,000	A	60,000	-	-	60,000
Total Slots	1,487,264					

Tables

22 No Peeks	11,000	A	11,000	-	-	11,000
30 Table Limit Signs	30,000	A	30,000	-	-	30,000
New \$1 Chips	17,000	A	17,000	-	-	17,000
Total Tables	58,000					

Surveillance

Supplemental Cameras	35,000	A	35,000	-	-	35,000
License Plate Recognition	15,000	B	-	15,000	-	15,000
Surveillance Monitor Replacements	38,000	A	38,000	-	-	38,000
Total Surveillance	88,000					

Finance /Cage/Warehouse/Human Relations

Title 31/OFAC Solution	200,000	A	200,000	-	-	200,000
(2) Industrial Sergers for Wardrobe	3,200	A	3,200	-	-	3,200
Glory 3 in 1 Kiosks - 6 Units	228,000	A	228,000	-	-	228,000
Glory Currency Sorter UW-600	38,000	A	38,000	-	-	38,000
Glory Coin Wrapper WR90	15,800	A	15,800	-	-	15,800
Western Money Jackpot Station (2)	27,500	A	27,500	-	-	27,500
Cummins two Pocket Currency Counter	5,000	A	5,000	-	-	5,000
New Furniture for HR Office	3,000	A	3,000	-	-	3,000
Total Finance	520,500					

II

Projectors and audio for conference rooms	30,000	A	30,000	-	-	30,000
Microphones for legends	2,000	A	2,000	-	-	2,000
PC/Notebook Replacement	50,000	A	50,000	-	-	50,000
Virtual Expansion	85,900	A	85,900	-	-	85,900
Server/Storage Expansion	97,000	A	97,000	-	-	97,000
Microsoft License Additions	10,000	A	10,000	-	-	10,000
Table Touch Units	15,000	A	15,000	-	-	15,000
Surv. PC replacements	12,000	A	12,000	-	-	12,000
Virtual Monitoring	28,000	B	-	28,000	-	28,000
Upgrade LMS	42,000	A	42,000	-	-	42,000
Telephone System Upgrade	99,000	A	99,000	-	-	99,000
IGT Server Upgrade	500,000	A	500,000	-	-	500,000
Total IT	970,900					

Marketing and Related

Printers/Embossers - 8	24,000	A	24,000	-	-	24,000
Stanchions	8,000	A	8,000	-	-	8,000
Total Marketing and related	32,000					

Facilities

Laptop Computer	5,000	B	-	5,000	-	5,000
Small Tools	12,000	A	12,000	-	-	12,000
Radios	5,000	A	5,000	-	-	5,000
Wire Tugger	6,000	A	6,000	-	-	6,000
Battery Strings	50,000	A	50,000	-	-	50,000
Roof Storage Building	2,000	B	-	2,000	-	2,000
Ditch Witch	5,000	A	5,000	-	-	5,000
Copy Machine	7,500	B	-	7,500	-	7,500
Casino Carpet Replace	450,000	B	-	450,000	-	450,000
Bucket Truck	25,000	A	25,000	-	-	25,000
Parking Lot Lights	450,000	B	-	450,000	-	450,000
Buffalo Fencing	250,000	B	-	250,000	-	250,000
2 Mini Trucks	15,000	A	15,000	-	-	15,000
Medium Lull	10,000	A	10,000	-	-	10,000
Heavy Duty Trailer	6,000	A	6,000	-	-	6,000
4 Passenger Utility Vehicle	35,000	A	35,000	-	-	35,000
Various Outdoor Equipment	8,000	A	8,000	-	-	8,000
Riding Mower	7,000	A	7,000	-	-	7,000
Total Facilities	1,348,500					

Contingency	500,000	A	500,000	-	-	500,000
Total Other	500,000					

Expansion Related						
Remodel Bakery / Make Offices	10,000	A	10,000	-	-	10,000
50 Game VGT Expansion and related	120,000	A	120,000	-	-	120,000
High Limit Room Remodel	500,000	A	500,000	-	-	500,000
New Warehouse	250,000	A	250,000	-	-	250,000
6 BJ Tables	24,000	A	24,000	-	-	24,000
TV's for Hi Limits - 4	4,000	A	4,000	-	-	4,000
Furniture for Hi limit	20,000	A	20,000	-	-	20,000
Pit Podium for Hi Limit	5,000	A	5,000	-	-	5,000
6 Hi Limit BJ Tables	24,000	A	24,000	-	-	24,000
36 Hi Limit Chairs	2,400	A	2,400	-	-	2,400
6 Hi Limit Table Limit Signs	6,000	A	6,000	-	-	6,000
8 No Peeks for Hi Limits	4,000	A	4,000	-	-	4,000
6 Extra Rails for Hi Limits	2,700	A	2,700	-	-	2,700
Forklift for New Warehouse	20,000	A	20,000	-	-	20,000
Racking for New Warehouse	10,000	A	10,000	-	-	10,000
Total Expansion Related	1,002,100					

Total Requested

6,922,967

\$ 5,152,944 \$ 1,740,023 \$ - \$ 6,892,967

Downstream Casino Resort
Consolidated Operating Results
FY 2009, 2010, 2011, 2012 and 2013

	Projected FY 2013	Projected FY 2012	Actual FY 2011	Actual FY 2010	Actual FY 2009
Gaming Revenue, net	145,242,807	138,199,611	121,899,388	118,583,060	105,344,475
Hotel Revenue	10,507,589	7,360,867	7,072,254	6,518,325	4,693,286
Retail Revenue	10,262,624	830,896	832,256	651,737	491,523
F & B Revenue	13,916,160	11,055,663	11,337,552	10,805,512	9,611,638
Entertainment Revenue	1,166,800	1,076,720	1,079,871	897,308	675,090
Other Revenue	2,548,060	2,144,343	2,501,067	1,999,073	1,319,996
Total Revenue	183,644,040	160,668,099	144,722,388	139,455,015	122,136,008
Cost of Sales	15,755,223	6,036,779	6,261,727	5,724,701	5,484,596
Net Revenue	167,888,818	154,631,320	138,460,661	133,730,314	116,651,412
Salaries and wages	28,850,789	24,550,295	23,838,478	22,946,510	22,323,494
Payroll Overhead	16,141,516	14,212,279	14,478,933	11,966,644	11,536,854
Total Labor and Benefits	44,992,305	38,762,573	38,317,411	34,913,154	33,860,348
Comp Expense	7,249,251	5,244,109	5,419,558	4,884,533	2,948,049
Operating Expenses	43,379,779	43,324,709	33,008,407	35,549,176	34,939,521
EBITDA	72,267,483	67,299,929	61,715,285	58,383,451	44,903,494
Interest Expense, Net	33,237,870	32,484,999	92,270,330	35,732,064	35,829,792
Depreciation and Amortization	18,189,472	15,315,033	17,899,142	17,193,606	16,636,428
Net Income (Loss)	20,840,141	19,499,897	(48,454,187)	5,457,781	(7,562,726)

Significant Events

FY 2009: Hotel Tower opens November 2008. Increased hotel revenue and related gaming revenue

FY 2010: Nothing of note happened in 2010

FY 2011: February 2011 Blizzard - \$0.8M negative impact, DLC Opens April 2011 - \$0.4M negative impact, Joplin Tornado May 2011 - est \$1.0M negative impact, Debt Refi July 2011 - \$4.0M annual interest savings

FY 2012: Q Store opens May 2012 - est \$0.1M positive impact, Eagle Creek employees added June 2012 - \$0.3M Negative EBITDA impact. DLC - est \$0.8 negative impact

FY 2013: Hotel expansion opening Nov/Dec 2012. Estimated \$5M positive EBITDA impact. Revised land lease appox. \$0.5M Negative EBITDA impact. DLC est \$0.8M negative impact. Eagle Creek est \$0.5M negative impact

Downstream Casino Resort
 Budget 2013 Key Stats and Assumptions
 Executive Summary

	Budget 2013
EBITDA	\$ 72.2
Debt Service	38.1
Distribution to Tribe	10.0
Available for Capex	\$ 24.1

	A		B		B - A	
	Rolling Jun-12		Budget 2013		Difference	% Difference
Gaming Revenue, net	138,199,611		145,242,807		7,043,197	5.1%
Hotel Revenue	7,360,867		10,507,589		3,146,722	42.7%
Retail Revenue	830,896		10,262,624		9,431,728	1135.1%
F & B Revenue	11,055,663		13,916,160		2,860,497	25.9%
Entertainment Revenue	1,076,720		1,166,800		90,080	8.4%
Other Revenue	2,144,343		2,548,060		403,717	18.8%
Total Revenue	160,668,099		183,644,040		22,975,942	14.3%
Cost of Sales	6,036,779	50.8%	15,755,223	65.2%	9,718,444	161.0%
Net Revenue	154,631,320		167,888,818		13,257,498	8.6%
Salaries and wages	24,550,295	15.3%	28,850,789	15.7%	4,300,494	17.5%
Payroll Overhead	14,212,279	57.9%	16,141,516	55.9%	1,929,237	13.6%
Total Labor and Benefits	38,762,573	24.1%	44,992,305	24.5%	6,229,731	16.1%
Comp Expense	5,244,109	3.8%	7,249,251	5.0%	2,005,142	38.2%
Operating Expenses	43,324,709	27.0%	43,379,779	23.6%	55,070	0.1%
EBITDA	67,299,929	43.3%	72,267,483	41.0%	4,967,554	7.4%
Interest Expense, Net	32,484,999		33,237,870		752,871	2.3%
Depreciation and Amortization	15,315,033		18,189,472		2,874,439	18.8%

Net Income (Loss)
19,499,897
20,840,141
1,340,244
6.9%
Key Stats

Guest Counts	1,999,117	2,350,686	351,569	17.6%
GGR per Guest	\$ 68.18	\$ 68.00	\$ (0.18)	-0.3%
Slots - # of Units	2,004	2,054	50	2.5%
Slot WPU	\$ 170.62	\$ 190.88	\$ 20.26	11.9%
Tables - # of Units	32	36	4.00	0.0%
Table WPU - Ante Only	\$ 750.21	\$ 735.84	\$ (14.37)	-1.91%
Hotel Occupancy %	96.5%	93.2%	-3.3%	N/A
Hotel ADR	\$ 94.50	\$ 90.07	\$ (4.43)	-4.7%
Food Covers	458,235	586,067	127,832	27.9%
Avg Revenue per cover	18.07	17.37	\$ (0.70)	-3.9%
Total Marketing Expenses	22,578,332	\$ 29,245,958	\$ 6,667,626	29.5%
Gross Gaming \$ Generated Per Marketing \$ Spent	\$ 6.26	\$ 5.44	\$ (0.81)	-13.0%
Marketing \$ as a % of GGR	16.0%	18.4%	2.4%	N/A

DOWNSTREAM CASINO RESORT

Account Description	October	November	December	January	February	March	April	May	June	July	August	September	Total	%
FY 2013 Budget														
Gaming Revenue, net	11,325,181	10,771,295	11,593,203	12,009,200	12,539,126	13,235,244	11,810,823	11,974,203	12,100,734	13,905,937	12,065,141	11,912,721	145,242,807	
Hotel Revenue	628,072	599,505	604,822	888,985	796,829	932,342	936,405	994,190	1,014,778	1,062,147	1,033,800	1,015,715	10,507,589	
Retail Revenue	823,989	805,020	837,276	837,770	768,332	851,100	823,304	858,960	901,164	942,141	933,711	879,859	10,262,624	
F & B Revenue	940,099	820,096	1,235,351	1,065,583	1,175,992	1,149,035	1,151,100	1,125,898	1,276,617	1,484,607	1,236,945	1,254,836	13,916,160	
Entertainment Revenue	26,000	26,000	26,000	26,000	26,000	26,000	26,000	26,000	320,000	320,400	158,400	160,000	1,166,800	
Other Revenue	183,300	178,550	193,300	202,150	221,250	228,350	211,150	216,610	231,150	239,350	227,650	215,250	2,548,060	
TOTAL REVENUE	13,926,640	13,200,466	14,489,951	15,029,688	15,527,529	16,422,070	14,958,781	15,195,862	15,844,443	17,954,581	15,655,647	15,438,381	183,644,040	
TOTAL COST OF GOODS SOLD	1,213,553	1,163,549	1,334,211	1,281,226	1,256,500	1,311,775	1,280,685	1,298,768	1,378,109	1,491,952	1,395,203	1,349,691	15,755,223	
NET REVENUE	12,713,088	12,036,917	13,155,740	13,748,462	14,271,029	15,110,295	13,678,097	13,897,093	14,466,334	16,462,629	14,260,444	14,088,690	167,888,818	
TOTAL SALARIES & WAGES	2,302,173	2,238,852	2,416,242	2,439,975	2,230,285	2,479,748	2,386,614	2,467,886	2,468,324	2,495,128	2,480,480	2,445,083	28,850,789	
TOTAL BENEFITS	1,285,388	1,248,156	1,343,860	1,371,148	1,248,685	1,387,043	1,336,713	1,386,786	1,374,947	1,400,001	1,393,638	1,365,152	16,141,516	
TOTAL LABOR & BENEFITS	3,587,560	3,487,008	3,760,102	3,811,123	3,478,969	3,866,791	3,723,327	3,854,672	3,843,270	3,895,128	3,874,119	3,810,235	44,992,305	
TOTAL COMP EXPENSE	437,425	438,969	503,340	612,834	525,525	540,577	551,577	581,204	708,181	873,728	723,774	752,117	7,249,251	
TOTAL OPERATING EXPENSES	3,358,331	3,168,460	3,464,116	3,275,142	3,442,221	3,601,498	3,659,620	3,688,611	3,841,135	4,402,253	3,890,227	3,588,164	43,379,779	
EBITDA	5,329,771	4,942,480	5,428,182	6,049,363	6,824,314	7,101,429	5,743,573	5,772,607	6,073,747	7,291,519	5,772,324	5,938,174	72,267,483	
INTEREST EXPENSE, NET	2,712,833	2,739,917	2,788,667	2,785,000	2,785,000	2,785,000	2,781,333	2,781,333	2,781,333	2,765,818	2,765,818	2,765,818	33,237,870	
DEPRECIATION AND AMORTIZATION	1,413,097	1,397,035	1,543,535	1,543,527	1,543,223	1,543,223	1,535,907	1,535,746	1,534,382	1,533,319	1,533,239	1,533,239	18,189,472	
NET INCOME (LOSS)	1,203,841	805,528	1,095,980	1,720,836	2,496,091	2,773,206	1,426,332	1,455,527	1,758,031	2,992,383	1,473,267	1,639,117	20,840,141	
EBITDA Margin %	39.5%	38.7%	38.8%	42.0%	45.5%	44.7%	39.9%	39.5%	40.1%	42.7%	38.7%	40.4%	41.0%	
Comp Expense as a % of Gaming Revenue	3.9%	4.1%	4.3%	5.1%	4.2%	4.1%	4.7%	4.9%	5.9%	6.3%	6.0%	6.3%	5.0%	
Slot WPU	176.64	173.80	181.70	184.18	213.02	204.12	196.26	184.02	191.81	212.01	184.39	188.62	190.88	
Table WPU	754.07	783.37	788.54	719.24	779.76	742.23	691.39	688.47	666.67	784.95	732.38	699.07	735.84	

DOWNSTREAM CASINO RESORT

BUDGET 2013

Department	October	November	December	January	February	March	April	May	June	July	August	September	Total
Table Games	247,306	261,677	280,043	295,196	311,599	314,538	254,730	259,206	227,554	355,628	301,121	257,900	3,366,499
Poker	53,169	40,291	54,492	53,431	56,326	65,921	31,233	48,003	28,932	82,817	56,029	46,678	617,323
Slots	9,650,817	9,180,041	9,913,551	10,424,069	10,970,838	11,390,856	10,180,117	10,288,263	10,470,330	11,999,542	10,322,291	10,245,281	125,035,996
Racebook	0	0	0	0	0	0	0	0	0	0	0	0	0
Cage	(217,420)	(210,684)	(217,189)	(217,420)	(198,605)	(217,189)	(210,684)	(217,420)	(211,399)	(216,939)	(216,939)	(210,934)	(2,562,822)
Count	(44,787)	(43,683)	(44,849)	(44,880)	(41,498)	(44,942)	(44,284)	(45,005)	(43,895)	(45,068)	(45,100)	(43,986)	(531,977)
Surveillance	(79,380)	(75,317)	(77,931)	(76,049)	(73,499)	(76,340)	(78,912)	(76,633)	(76,896)	(77,078)	(77,100)	(74,950)	(918,086)
Total Casino	9,609,704	9,152,326	9,908,117	10,434,348	11,025,162	11,432,844	10,134,200	10,256,413	10,394,626	12,098,903	10,340,302	10,219,989	125,006,934
Hotel Ops	544,707	515,307	523,354	786,071	705,869	831,045	837,090	891,204	911,970	957,496	929,719	913,872	9,347,703
Housekeeping	(276,176)	(262,042)	(296,646)	(398,471)	(361,006)	(403,925)	(393,626)	(410,831)	(402,998)	(416,420)	(416,215)	(407,433)	(4,445,789)
Valet	(132,800)	(137,571)	(166,017)	(163,265)	(148,720)	(166,091)	(159,929)	(161,827)	(157,417)	(161,062)	(161,305)	(155,101)	(1,871,104)
Retail	2,304	5,229	7,632	1,438	3,957	4,306	3,489	3,400	4,826	7,874	3,396	4,102	51,955
Q Store	8,437	7,551	8,289	8,215	5,725	8,065	7,190	7,916	9,458	10,258	10,183	8,033	99,319
PBX	(38,848)	(38,778)	(42,817)	(42,890)	(38,850)	(43,038)	(41,738)	(43,188)	(41,881)	(43,336)	(43,411)	(42,098)	(500,873)
EVS	(181,676)	(178,128)	(182,778)	(189,773)	(177,804)	(194,037)	(187,182)	(195,536)	(190,484)	(199,161)	(198,526)	(190,777)	(2,265,861)
SPA/Salon	(3,000)	0	(30,648)	(28,762)	(19,050)	(20,031)	(16,536)	(8,602)	(4,167)	(1,211)	1,834	5,376	(124,796)
Total Rooms	(77,052)	(88,431)	(179,631)	(27,437)	(29,879)	16,295	48,759	82,536	129,305	154,439	125,675	135,973	290,555
F & B Admin	(46,732)	(41,236)	(40,681)	(43,217)	(38,018)	(42,151)	(40,657)	(43,587)	(54,253)	(42,174)	(42,267)	(41,560)	(516,535)
Buffalo Grille	(21,809)	(28,023)	(33,833)	(24,485)	(1,800)	(8,539)	(11,202)	(17,032)	(4,768)	19,950	(9,387)	599	(140,329)
Red Oak	(697)	(8,065)	13,348	18,240	34,282	23,560	19,625	19,762	25,376	32,610	28,104	28,114	234,257
Wa-Na-Bee-Dea	16,158	9,415	13,748	18,309	27,112	21,260	16,132	11,550	18,158	30,076	18,004	20,247	220,169
Buffet	(24,251)	(35,281)	(33,155)	(18,520)	653	(13,293)	(11,981)	(10,627)	2,132	30,412	898	(1,768)	(114,782)
Legends Bar and Grill	0	0	1,816	2,745	6,450	7,043	7,508	7,164	8,825	12,578	7,657	7,310	69,096
Banquets	26,518	(435)	60,647	(6,970)	10,162	6,869	26,176	18,653	71,102	54,326	36,449	33,630	337,127
Bakery	0	0	0	0	0	0	0	0	0	0	0	0	0
EDR	0	0	(0)	0	(0)	(0)	(0)	0	0	0	(0)	0	0
Stewarding	(73,637)	(71,627)	(73,720)	(73,761)	(67,637)	(73,844)	(71,828)	(73,928)	(71,909)	(74,012)	(74,054)	(72,032)	(871,991)
Beverage	(19,506)	(20,574)	15,024	(10,863)	19,158	(3,008)	(4,283)	(33,452)	(29,124)	17,811	(17,790)	7,915	(78,694)
Pool Bar	(750)	0	0	0	0	0	0	(535)	3,385	8,705	3,061	866	14,731
Hotel Bar	0	0	6,613	6,613	6,613	6,613	6,613	6,613	6,613	6,613	6,613	6,613	66,130
Total F&B	(144,707)	(195,828)	(70,192)	(131,909)	(3,027)	(75,490)	(63,898)	(115,420)	(24,463)	96,894	(42,713)	(10,067)	(780,820)
Entertainment	(31,901)	(31,901)	(39,901)	(34,901)	(32,901)	(40,901)	(31,901)	(40,201)	82,790	(104,310)	(314,210)	(88,210)	(708,448)
Market Admin	(39,524)	(37,268)	(32,975)	(35,027)	(36,094)	(33,128)	(39,166)	(38,231)	(42,615)	(47,835)	(44,336)	(37,766)	(463,966)
Q Club	(1,025,300)	(989,532)	(1,050,665)	(1,180,765)	(1,207,901)	(1,162,499)	(1,298,331)	(1,159,423)	(1,279,543)	(1,505,724)	(1,185,667)	(1,191,802)	(14,237,153)
Advertising	(393,162)	(402,862)	(406,212)	(442,237)	(433,280)	(423,288)	(422,984)	(700,839)	(395,184)	(422,090)	(432,066)	(444,208)	(5,318,412)
Promotions	(169,755)	(177,172)	(190,403)	(206,673)	(219,904)	(150,164)	(236,370)	(131,255)	(259,660)	(392,509)	(191,016)	(122,020)	(2,446,900)
Bus Marketing	(89,136)	(68,766)	(70,145)	(66,076)	(70,449)	(95,740)	(93,093)	(91,454)	(97,301)	(98,988)	(81,430)	(99,926)	(1,022,504)
Player Develop.	(431,933)	(383,405)	(453,201)	(348,572)	(369,661)	(433,392)	(351,044)	(370,468)	(470,660)	(491,231)	(444,647)	(500,361)	(5,048,575)
VIP	0	0	0	0	0	0	0	0	0	0	0	0	0
Hotel Sales	(21,472)	(18,863)	(22,590)	(19,347)	(19,212)	(20,273)	(21,972)	(19,726)	(25,006)	(21,115)	(23,038)	(23,903)	(256,518)
Total Marketing	(2,202,183)	(2,109,768)	(2,266,092)	(2,333,599)	(2,389,402)	(2,359,385)	(2,494,862)	(2,551,597)	(2,487,178)	(3,083,803)	(2,716,411)	(2,508,196)	(29,502,476)
Audit	(34,128)	(32,700)	(34,583)	(34,321)	(31,118)	(35,200)	(33,422)	(34,153)	(33,884)	(34,282)	(34,346)	(34,487)	(406,624)
Corp Finance	(126,821)	(123,984)	(125,082)	(126,663)	(117,334)	(126,474)	(125,858)	(131,336)	(126,193)	(127,598)	(128,279)	(123,434)	(1,509,057)
Purchasing	(23,626)	(20,759)	(21,029)	(22,031)	(20,913)	(22,135)	(24,361)	(24,490)	(20,663)	(21,395)	(22,898)	(20,816)	(265,118)
Warehouse	(38,323)	(37,225)	(38,664)	(38,525)	(34,999)	(38,799)	(37,727)	(39,213)	(38,061)	(39,351)	(39,420)	(38,262)	(458,569)
Wardrobe	(15,528)	(15,105)	(15,644)	(15,702)	(14,302)	(15,819)	(15,388)	(16,075)	(15,636)	(16,195)	(16,255)	(15,812)	(187,463)
Total Finance	(238,425)	(229,774)	(235,002)	(237,242)	(218,666)	(238,428)	(236,756)	(245,267)	(234,438)	(238,821)	(241,199)	(232,811)	(2,826,830)
HR	(120,572)	(142,030)	(161,023)	(108,690)	(105,987)	(134,671)	(109,113)	(106,903)	(171,638)	(152,186)	(124,828)	(106,791)	(1,544,433)

Day Care	(66,957)	(64,772)	(67,398)	(70,805)	(64,054)	(69,456)	(69,127)	(70,816)	(63,931)	(65,698)	(60,005)	(70,347)	(803,366)
Golf Admin	(24,932)	(24,127)	(24,932)	(24,932)	(22,519)	(24,932)	(24,127)	(24,932)	(24,127)	(24,932)	(24,932)	(24,127)	(293,548)
Executive	(83,947)	(77,555)	(80,504)	(81,012)	(74,046)	(82,039)	(84,481)	(83,079)	(81,645)	(85,734)	(88,167)	(83,191)	(985,399)
DDA	(396,683)	(388,701)	(392,184)	(392,435)	(385,168)	(392,939)	(394,919)	(393,446)	(396,011)	(425,555)	(405,810)	(396,753)	(4,760,603)
IT	(172,129)	(175,346)	(172,429)	(165,829)	(154,138)	(166,131)	(163,825)	(171,434)	(164,119)	(171,739)	(163,642)	(176,813)	(2,017,575)
Security	(298,880)	(267,716)	(277,480)	(274,330)	(248,835)	(276,580)	(265,781)	(274,355)	(272,974)	(279,072)	(278,922)	(272,974)	(3,287,900)
Facilities	(251,026)	(240,306)	(261,769)	(258,790)	(246,254)	(259,034)	(253,996)	(256,280)	(254,234)	(256,527)	(259,750)	(246,494)	(3,044,461)
Total Admin and Other	(1,415,126)	(1,380,555)	(1,437,718)	(1,376,823)	(1,300,999)	(1,405,782)	(1,365,371)	(1,381,245)	(1,428,681)	(1,461,442)	(1,406,055)	(1,377,490)	(16,737,285)
Misc Income	168,680	163,930	173,680	187,530	206,630	211,730	196,530	201,990	208,530	216,730	208,530	201,630	2,346,120
Property	(39,400)	(39,400)	(39,400)	(39,400)	(39,400)	(39,400)	(39,400)	(39,400)	(39,400)	(39,400)	(39,400)	(39,400)	(472,800)
Utilities	(331,720)	(330,020)	(425,580)	(426,105)	(426,105)	(440,955)	(435,630)	(435,405)	(444,555)	(451,980)	(456,405)	(451,455)	(5,055,915)
Total Occupancy and Other	(202,440)	(205,490)	(291,300)	(277,975)	(258,875)	(268,625)	(278,500)	(272,815)	(275,425)	(274,650)	(287,275)	(289,225)	(3,182,595)
EBITDA	5,329,771	4,942,480	5,428,182	6,049,363	6,824,314	7,101,429	5,743,573	5,772,607	6,073,747	7,291,519	5,772,324	5,938,174	72,267,483
Depr. / Amort.	(1,413,097)	(1,397,035)	(1,543,535)	(1,543,527)	(1,543,223)	(1,543,223)	(1,535,907)	(1,535,746)	(1,534,382)	(1,533,319)	(1,533,239)	(1,533,239)	(18,189,472)
Interest, net	(2,712,833)	(2,739,917)	(2,788,667)	(2,785,000)	(2,785,000)	(2,785,000)	(2,781,333)	(2,781,333)	(2,781,333)	(2,765,818)	(2,765,818)	(2,765,818)	(33,237,870)
Net Income (Loss)	1,203,841	805,528	1,095,980	1,720,836	2,496,091	2,773,206	1,426,332	1,455,527	1,758,031	2,992,383	1,473,267	1,639,117	20,840,141

FITNESS FOR DUTY TESTING

Downstream Casino Resort (DCR) endeavors to provide a safe work place for the benefit of all Team Members. To provide a safe work place DCR will start conducting Fitness for Duty testing for certain positions that are deemed “high risk for injury”. This policy covers only those positions deemed “high risk” for workplace injuries. To remain fair, consistent and non-discriminatory, Fitness for Duty testing will be conducted on all current Team Members as well as any new Team Members either being transferred or hired into these “high risk for injury” positions.

Positions that are deemed “high risk for injuries” will be determined by Risk Management and Human Resources in conjunction with the Assistant General Manager, General Manager and Downstream Development Authority (DDA). Fitness for Duty testing will be paid for by DCR and administered by an impartial, independent health care evaluator with the appropriate expertise to determine who is physically fit to perform the essential duties of the position. Any Team Member who refuses to comply with this policy may be offered the opportunity to request transfer into other open positions for which they are qualified or they may be terminated. DCR will make the final decision of whether or not to allow the Team Member to work in the “high risk for injury” position.

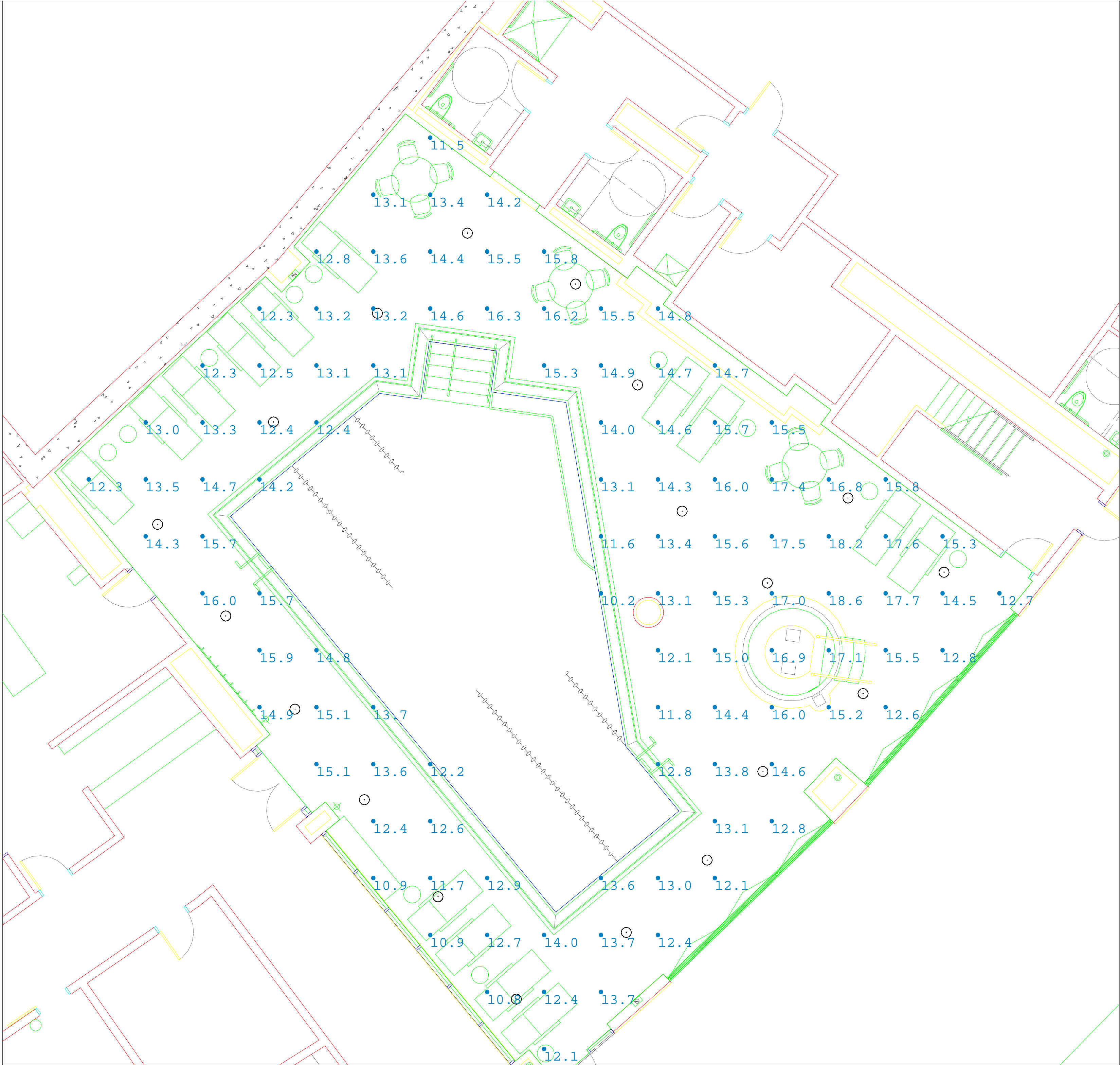
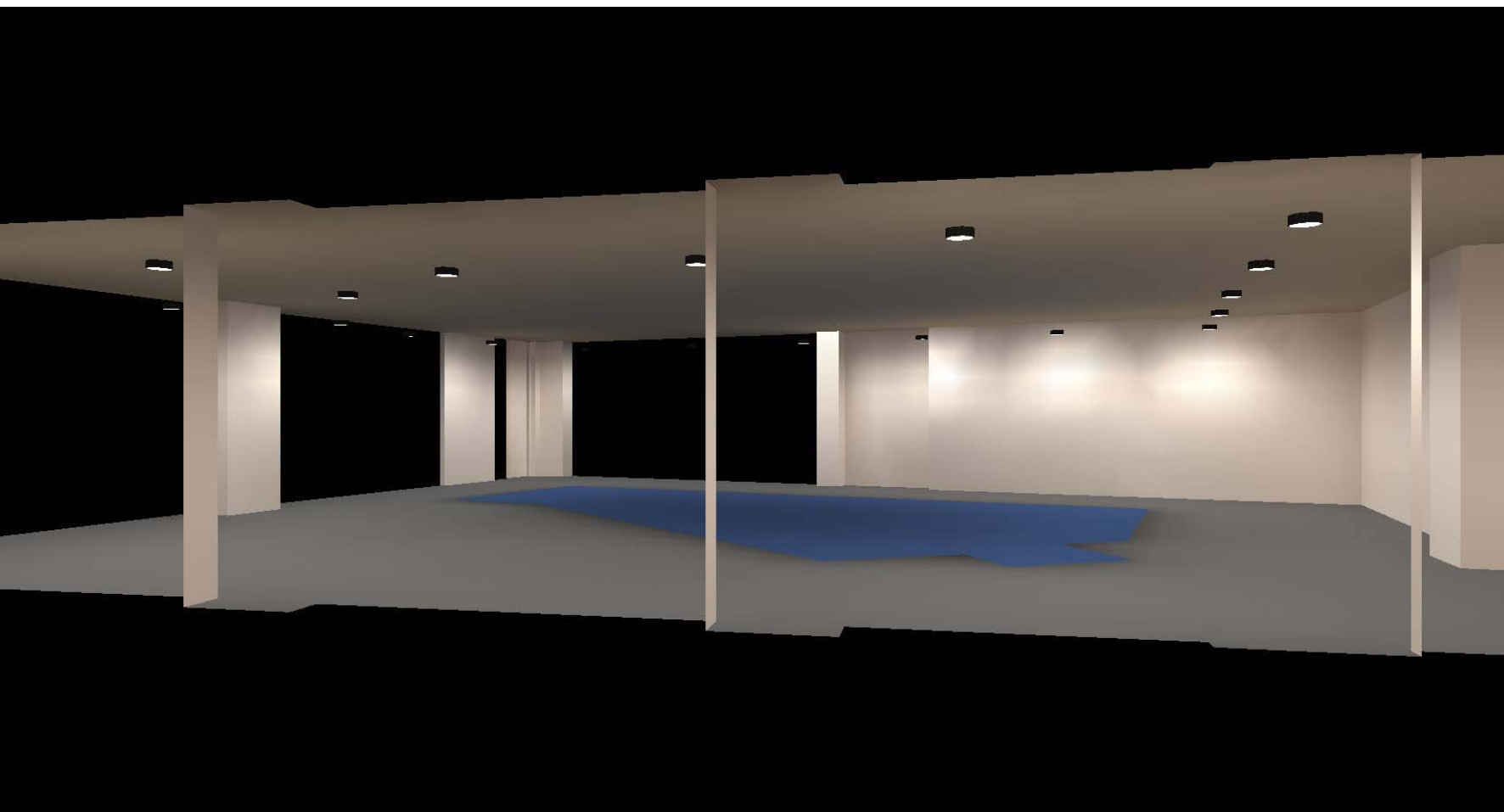
Team Members currently working in these “high risk for injury” positions will be required to be tested on their physical ability to perform the essential duties of said position. Those current Team Members who are deemed NOT physically fit to perform the essential job duties will be given thirty (30) days to transfer into another position.

Team Members who are being transferred or newly offered to work at DCR into these “high risk for injury” positions will be tested prior to starting in their position. If Team Members who are wanting to transfer into a “high risk for injury” position are deemed NOT physically fit to perform the essential job duties they will NOT be able to transfer and will stay in their current position. Newly offered Team Members who are deemed NOT physically fit may have their job offer rescinded and will not be able to start (they will be able to apply for other positions).

Current Team Members who are on medical leave, who have had a workplace injury or are exhibiting signs or symptoms that they cannot perform the essential duties of their position shall be required to be tested or retested (depending on circumstances) to determine if they are still physically able to perform the essential duties of their job. In these situations, Team Members who are deemed NOT physically fit will have thirty (30) days to transfer into another position within DCR. Team Members who are exhibiting signs or symptoms that they can no longer perform the essential duties of their position must be witnessed by two or more members of management and discussed with Risk Management and Human Resources. Management, Risk Management and Human Resources will determine if the Team Member will be sent for Fit for Duty Testing.

Team Members who are required to look for other positions will not be able to work in the “high risk for injury” position while they are looking to transfer. Team Members may use any available PTO, but may not be offered any other pay during the transition.

The Fitness for Duty program is designed to protect the Team Members of DCR and to prevent potential life altering injuries. The initial testing establishes a fitness baseline per individual and in the event of an on-the-job injury, our responsibility is to rehab the injured team member and return them to the level of fitness ability established in their baseline. DCR’s ultimate goal is to provide a safe work place for all Team Members.



POOL AREA CALCULATION

Luminaire Schedule					
Symbol	Qty	Label	Arrangement	Total Lamp Lumens	LLF
⊙	19	1300-14-CFL-2-42-GR-OS-M	SINGLE	6400	0.810