

Downstream Authority of the Quapaw Tribe of Oklahoma Regular Meeting
October 16, 2018

Meeting Called to Order: 10:15 am

ROLL CALL:	John Berrey, Chairman	Present
	Larry Ramsey, Secretary	Present
	Marilyn Rogers, Member	Present
	Tamara Reeves, Member	Present

DECLARATION OF QUORUM: announced by Larry Ramsey
Alan/Kathy

Marketing

- Artwork
 - December Artwork – want to look more like branding, redo and review at next meeting
- Promotions
 - January
 - Hot Seat Hustle
 - Every thirty minutes from 5:00 pm to 10:30 pm on Tuesdays, January 8, 15, 22, 2019, one (1) “Hot Seat” winner will be randomly chosen in the Oasis Management System.
 - The player selected will receive a prize based on the time and date they are drawn. The prize values will increase each week and will range from the following:
 - Week One (1) - \$30 to \$129
 - Week Two (2) - \$130 to \$200
 - Week Three (3) - \$200 to \$800 (the 10:00 pm winner of week three (3) will receive \$500 Q Play)
 - \$64,000 Flurry of Cash
 - Q Club members may swipe their Q Club card one (1) time per calendar day at the Downstream Casino game kiosk to receive their free drawing entries. Drawing entries will be automatically loaded to guest’s account.
 - Q Club members will receive the following amount of entries for every twenty five (25) points earned on specified days:
 - Mondays and Wednesdays – Earn twenty five (25) points to receive seventy five (75) additional entries.
 - Q Club members may swipe their Q Club card on Mondays, January 7, 14 & 21, 2019 to receive a 2X to 9X Entry Multiplier
 - Tuesdays and Thursdays - Earn twenty five (25) points to receive fifty (50) additional entries.
 - Q Club members may swipe their Q Club card from 6:00 pm to 10:00 pm on Thursdays, January 3, 10, 17 & 24, 2018 to receive a random Big Drum Entry ranging from 500 to 5,000 entries.

- Fridays, Saturdays and Sundays - Earn twenty five (25) points to receive twenty five (25) additional entries.
- *** ON DAY OF PROMOTIONAL DRAWING(S) – EARN Twenty Five (25) POINTS TO RECEIVE ONE HUNDRED (100) ADDITIONAL ENTRIES. NOT TO BE USED IN CONJUNCTION WITH ABOVE EARNING AMOUNTS, AS PROMOTIONAL DRAWING DAYS DO CHANGE. ***
- Q Club members may activate all of their available drawing entries at the kiosks at Downstream Casino Resort or at the Downstream Casino Resort Q Club desk on promotional days from 4:00 pm to 9:59 pm.
- Entries may be activated after the first drawing begins but need to be activated at least one (1) minute prior to specific drawing times.
- Once entries are obtained and activated on a drawing day, they are eligible for all of that day's drawings. They are not, however, available on all subsequent drawing days.
- , every thirty minutes from 6:00 pm to 10:00 pm on January 4, 11, 18 and 25, 2019, two (2) names will be randomly selected among all eligible entries submitted that day.
- The randomly selected players first and last names will be announced over the PA system. The players will be asked to come to the promotions area within three (3) minutes to participate in the promotion. If the players, whose names were announced, do not come to the promotions area within three (3) minutes, another name(s) will be randomly selected until two (2) players are present. Time limits will be strictly enforced.
- Once the randomly selected players arrive at the promotions area, the players will be asked to provide a valid, government issued photo ID and their Q Club card.
- In the order that they were selected, each player will choose one (1) LED fan to reveal their prize. The prize amounts are as follows:
 - Fourteen (14) - \$500 Cash Voucher
 - Two (2) - \$1,000 Cash Voucher
 - One (1) - \$2,000 Cash Voucher
 - One (1) - \$5,000 Cash Voucher
- Players are eligible to win more than one (1) drawing per promotional day.
- Monetary (prize) amounts will not be replaced after the 30 minute drawings but will be replaced each week.
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- Restful Sleep Free Gift
 - On Saturday, January 26, 2019, Platinum Q Club members and Q Club members with a \$75+ NADT, 3+ trips and received an invitation in the mail can swipe at the kiosks from 11:00 am to 3:30 pm to receive a gift voucher.
 - Gift voucher and valid ID must be presented at the Downstream Casino Resort banquet room from 1:00 pm to 4:00 pm to receive one (1) set of 2 Essence of Bamboo Jumbo Pillows.
- Dig In – 54 Piece Platzgraff Flatware free gift
 - On Saturday, January 5, 2019, Platinum Q Club members and Q Club members with a \$75+ NADT, 3+ trips and received an invitation in the mail can swipe at the kiosks from 11:00 am to 3:30 pm to receive a gift voucher.

- Gift voucher and valid ID must be presented at the Downstream Casino Resort banquet room from 1:00 pm to 4:00 pm to receive one (1) 54 Piece Pfaltzgraff Flatware Set.
- Young at Heart Multiplier (2x)
 - Jan/Feb/Mar
 - Thursdays, , January 3, 10, 17, 24, 31, February 7, 12, 21, 28, March 7, 14, 21, 28, 2019 from 6:00 am to 9:00 pm, Q Club members ages 50 and over earn double points on any eligible EGM machine, table games players and poker players by swiping their Q Club card at the kiosks at Downstream Casino Resort
- Young at Heart EGM
 - Jan/Feb/Mar
 - All Q Club members age 50 and older will be granted a free admission to the EGM tournament. The participants will register at the kiosks to receive their tournament entry. Each participant will be granted a 1-5 minute play period in which they may accumulate point scores to be recorded at the end of the play period.
 - Thursdays, January 3, 10, 17, 24, 31, February 7, 14, 21, 28, March 7, 14, 21, 28, 2019 from 12:00 pm to 2:00 pm
 - 1st place \$250 Q Play
 - 2nd place \$100 Q Play
 - 3rd place \$75 Q Play
 - 4th place \$50 Q Play
 - 5th place \$25 Q Play
 - Additional \$100 Q Play per winner that collects their prize by 3:00 pm day of the tournament
- Monday Multiplier
 - From 7:00 am to 11:59 pm on Mondays, January 7, 14, 21, 28, 2019, Q Club members will swipe their Q Club card at the Downstream Casino kiosks to play the Snowman Slam game to receive a 3X, 4X or 5X point multiplier.
- Royal Madness – Poker
 - Jan/ Feb/ Mar
 - There must be at least \$10 in the pot.
 - At least four players must be dealt in for any player at such table to be eligible for the “Royal Madness” bonus.
 - Both hole cards must play.
 - If a player hits a Heart Royal Flush they will be eligible for the “Royal Madness” bonus.
 - “Royal Madness” bonuses are as follows: \$1,500 on the flop, \$1,000 on the turn, \$500 on the river.
- Welcome to 2019 Q Play
 - On Saturday, January 19, 2019 from 12:00 pm to 11:59 pm Q Club members with a \$150+ NADT with 3+ trips and have received an invitation in the mail will have Q Play based on their play automatically loaded on their Q Club card.
 - Q Play must be used from 12:00 pm to 11:59 pm on Saturday, January 19, 2019.
- Happiest Hours on Earth Fishing for Q Play

- For every 25 points earned from 5:30 pm to 8:30 pm on January 2, 9, 16, 23 & 30, 2019, Q Club members will receive one (1) round of the “Fishing For Q Play” game at the Downstream Casino kiosks (maximum of 5 times per week).
- Players will choose one (1) Fishing Rod out of Four (4) Fishing Rods each round to reveal their prize. The prize amounts are as follows:
 - One (1) - \$10 Q Play
 - One (1) - \$15 Q Play
 - One (1) - \$25 Q Play
 - One (1) - \$50 Q Play
- Q Play will expire at 11:59 pm on day of issuance.
- Q Play will automatically load to the Q Club member’s card.
- Points are not deducted from the guest’s account.
- Happiest Hours on Earth - Table Games
 - Jan/Feb/Mar
 - Wednesdays, January 2, 9, 16, 23, 30, February 6, 13, 20, 27, March 6, 13, 20, 27, 2019.
 - Prizes may only be won from 5:30 pm - 8:30 pm on the specified dates.
 - Players will spin the promotional wheel for receiving one (1) of the following hands on the corresponding games:
 - Blackjack and Double Deck - Joker
 - WPT Heads Up Hold ‘Em - Straight or better
 - Four Card Frenzy – Straight or better
 - Cajun Stud - Two pair or better
 - Pai Gow Poker - Flush or better and Jack-High Pai Gow or better
 - Patrons will spin a promotional wheel for a chance at one (1) of the following prizes:
 - \$25 non-negotiable plaques – three (3) spots
 - \$100 non-negotiable plaques - one (1) spot
 - \$10 Q Store voucher - two (2) spots
 - \$15 WNBD voucher - one (1) spot
 - \$20 SRB voucher - one (1) spot
- Happiest Hours on Earth – Hot Seats
 - Jan/Feb/Mar
 - Every thirty minutes from 5:30 pm to 8:30 pm on Wednesdays, January 2, 9, 16, 23, 30, February 6, 13, 20, 27, March 6, 13, 20, 27, 2019, one (1) “Hot Seat” winner will be randomly chosen in the Oasis Management System.
 - Prior to the “Hot Seat” winner being chosen, the marketing representative will randomly pull a prize card out of a bag with the following prize amounts:
 - One (1) - \$50 Q Play
 - One (1) - \$100 Q Play
 - One (1) - \$150 Q Play
 - One (1) - \$250 Q Play
 - One (1) - \$300 Q Play
 - One (1) - \$400 Q Play
 - One (1) - \$500 Q Play
 - The winner’s name and amount won will be announced on the PA system.
- Big Game Pay Day – Poker
 - 5:30 pm on February 3, 2019

- Beginning at 8:00 am the day of the promotion, guests will receive one ticket with their initial buy-in and 1 ticket per hour until the conclusion of the “Big Game”.
 - Players must be actively playing a jackpot eligible game.
 - Players who have an absent button or missed blind button(s) will not be eligible to win if drawn.
 - Players will have 2 minutes to return to their seat to claim their winning drawing.
 - Drawings will be done until an eligible player is found.
 - There is no limit to the number of “Big Game Payday” drawings a player can win.
 - An entry ticket will be drawn for each touchdown, field goal and safety during the “Big Game” on Sunday, February 3, 2019.
 - For every touchdown and field goal the winning amount will be for \$500 cash and for a safety the winning amount will be \$1,000 cash.
 - Drawings will be done by the Poker Floor Supervisor on duty after each eligible touchdown, field goal or safety during the “Big Game”.
- Play and Earn or Free Gift Items
 - Fruit bowl – yes
 - Slate cheese board – yes
 - Set – yes
 - Serving bowls
 - Bean pot
 - Fiesta pitcher
 - Salt Lamp – yes
 - Diffuser – yes
 - Oils – no
 - Gold playing cards – yes
 - Steak knives – no
 - Cutting board with knives – yes
 - Cheese set – yes
 - Set of 4 melamine plates – yes
 - Blanket – yes
 - Bathroom rugs and shower curtain – no, better quality rugs
 - Earbud with power up – yes
 - Diffuser – yes
 - Beer glasses – no
 - Gardner’s bench and tools – no
 - Wine rack power up with wine fridge – no
 - Trunk organizer – no
 - Flatware caddy/ drinks/ condiments – yes
 - Solar lights – no
 - Family games – no
 - Folding baskets – yes
 - Beach bags - yes
 - Hamper – yes

Table Games

- Review token changes with craps

- Currently 3% of the tip pool goes to management
- Proposed change is a 7% tip out to craps plus current 3% to management or 10% total
 - Goal is to get the craps dealers at \$30.00 per hour
 - See attached spreadsheet
- Will reevaluate after opening of Craps
- Go live 10/26/18

General Manager

- IT Tech Shirts
 - Okay with what was presented
- Holiday Shopping Spree
 - \$500 – hourly
 - \$1,000 – salary
 - Sears
 - Books are Fun
 - Marketing
- Christmas Gift – watches
 - Distribution Dec 5/6
- Bonus Accruals
 - Directors and designated individuals - 80%
 - Quapaw Tribal Members – 90%
 - Include care givers and spouses

Motion to approve bonuses as presented by DDA Secretary Larry Ramsey. Seconded by DDA Member Marilyn Rogers. Vote: JB: yes; LR: yes; MR: yes; TR: yes (4 yes 0 no 0 abstain) motion carries

Adjourn 12:50 pm

Craps Pay-60 Hours

	Toke Split	Craps Tokes	Hourly Wage	Total Hourly	Per Shift	Per Check	Per Month	Annually
18% / \$25	\$ 14.47	\$ 12.50	\$ 5.64	\$ 32.61	\$ 260.87	\$ 1,956.52	\$ 3,913.04	\$ 46,956.42
12% / \$25	\$ 12.70	\$ 12.50	\$ 5.64	\$ 30.84	\$ 246.72	\$ 1,850.39	\$ 3,700.78	\$ 44,409.32
9% flat	\$ 13.87	\$ 12.50	\$ 5.64	\$ 32.01	\$ 256.06	\$ 1,920.46	\$ 3,840.93	\$ 46,091.12
7% flat	\$ 10.82	\$ 12.50	\$ 5.64	\$ 28.96	\$ 231.67	\$ 1,737.54	\$ 3,475.07	\$ 41,700.88
6% flat	\$ 9.29	\$ 12.50	\$ 5.64	\$ 27.43	\$ 219.48	\$ 1,646.07	\$ 3,292.15	\$ 39,505.77
5% flat	\$ 7.77	\$ 12.50	\$ 5.64	\$ 25.91	\$ 207.28	\$ 1,554.61	\$ 3,109.22	\$ 37,310.65

10%
 39% - sup
 70% - Craps