

DDA/Director's Meeting
November 14, 2013

- **Attendance:**

- DDA: 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: Erin Eckhart, Deputy Director

Jani

- Shawn Carlson leaving at the end of the week
- 1100 vet comp buffets this week
- Open enrollment went smooth
- Holiday shopping spree went well
- Upcoming Events
 - Fish & Chips this week
 - Paper bingo for bussing
 - VGT board meeting 11/22
 - Ozark-Gateway in the pavilion
 - Wyandotte nation holiday party
- Oct was a great month financially
- Keep a close eye on expenses
- Internal marketing for spa/gift shop went out
- Winter concert series goes on sale this week
- Sunday Jun 15 - Sammy Hagar

Kent

- Guest counts – 165,239 up 10.3%
- Coin in – 206 million (186.5 last October)

- Table games – 8 million
- Poker – flat
- Hotel – 91.8% occupancy (88.6% last October)
- Labor – 1097 employees
- Salary – 2.3 million up 3.7%
- Benefits 800,000
 - Hopefully new changes will help decrease once implemented
- 5,231,000 – EBITDA (\$4,216,000 last October)
 - +38% for the month
 - Budget was 4.1 million
- Started 2014 with a million dollar plus
- Nov (through the 12th)
 - About even w/ expenses and revenue budget
 - 200K ahead over last year

Sean

- Working on several tribal PR items
- Music – Cowboy Troy at Legends

Bob M

- Hold at 3.26%
- Class 3 had a couple of big payouts so hold is lower than expected
- Fish & Chips
 - 10am tourn – anglers only
 - 7pm tourn – open to the public
- Table games
 - Labor numbers are in line with the budget
- Multi-Media
 - Looking at possible new vendor
 - “tournament – event machines

Ernie

- Projects
 - Clean and scrap the boiler room floor
 - Painting BOH doors
 - Buffalo fencing – 200 acres complete
 - Greenhouses – hope to have 1 up and open by next week
 - Lights ordered from color kinetics
 - Kappa tower concrete repair – 20-21 depending on weather
 - Walk through list
 - Working on a repair/replace list in the Osotouy tower
 - Center bar
 - Refinished
 - Fire testing
 - Issue on Kappa tower – reset key does not turn elevators back on

- Teepee – need location from DDA
- WNBD
 - Tile ready to go – need DDA final review
- RV Sign
 - Here today to fix the lighting issues
- New bracket in pavilion
 - To hold light bar for Grand Funk
 - Need final approval from DDA

Dave

- AS400 upgrade
 - Jan 20-21
 - Preparing

Brian

- Modified wok station in buffet
- Change to cupcakes in coffee shop
- Holiday cookies are ordered

Hilary

- Open enrollment/Christmas sale went great
- Team member Christmas gift give away went well
- Thanksgiving turkeys are coming up
- Children's party is Dec 8 1-4pm
 - Photos with Santa
- Dec 2 starting new hours 6am – 5pm
- Nurse practitioner – offer sent out today, would start Jan 1

Bob B

- Occupancy for October up
- November is at 92-93%
- Housekeeping staffing is stable

Jerri

- Springfield Grocer bidding on QStore items
- Bed glove
 - Material is in, sample will be ready next week
- Pool cabanas – working on curtains and cushions
- Getting uniform bids
 - 3 year contact

Shawn

- Grand Funk is pacing well
- Promos planned through April
- Entertainment already working on summer
- 90 buses in October