

Downstream Authority of the Quapaw Tribe of Oklahoma Regular Meeting
April 29, 2016

Meeting Called to Order: 11:00 am

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

DECLARATION OF QUORUM: announced by Larry Ramsey
Jani/Alan/Melissa

Commercial Review

- 6 options presented
 1. All 4 spots plus B roll with Switzer, Daly, and Sharon - \$360,9910
 2. All 4 spots plus B roll (No Switzer, Daly 1 day, & no Sharon) \$237,357
 3. 2 spots plus B roll with Switzer, Daly, and Sharon - \$203,940
 - 2 spots – 2 days with Daly, Switzer and Sharon
 4. 2 spots plus B roll with Switzer, Daly, and Sharon - \$172,140
 - 1 spot – 1day with Daly, Switzer and Sharon
 5. B Roll only no Switzer, Daly, or Sharon - \$142,925
 6. 2 spots plus B roll (No Switzer, Daly 1 day, & no Sharon) - \$164,900
- Consensus of DDA to go with option #4
- Four script options
 1. Young Again
 2. Spinning Reels – slots focus, Daly VO
 3. How to be a Winner
 4. Turn of a Card – table game focus, Switzer VO
- Young Again and How to be a Winner to be produced now. Spinning Reels and Turn of a Card hold for fall production.

Pre-party at Buffalo Grille

- Reintroduced at a reduced price
- Buffet - \$12.95
- Bottle beer - \$2.00
- Margaritas - \$3.00
- Live Music, DJ
- Consensus of the DDA

Wa Na Bea Dea

- Late Night Bites
- Breakfast menu from 12pm – 7am
- Proposed menu attached, schedule tasting for approval

Food and Beverage Update

- Director
 - Lucus is interim, Jani suggest to promote to Director.
 - Consensus of the DDA
- Executive Chef
 - Suggest to promote Hector Gonzales
 - Consensus of the DDA
- Executive Sous Chef
 - Suggest to promote John Greg Bolton (Banquets chef)
 - Will continue to oversee banquets
 - Consensus of the DDA

Hotel Uniforms

- Samples for previously proposed options. (pictures attached)
 - Inspector – grey
 - GRA – teal
 - Houseperson – Royal Blue
 - Consensus of the DDA

Annual Report

- Report for GC
- See attached
- Consensus of the DDA

Org Chart Update – Coffee

- Addition of Administrative Assistant
- Job description attached

Motion by DDA Member Tamara Reeves to approve position as presented. Seconded by DDA Secretary Larry Ramsey. VOTE: JB: yes; RM: yes; LR: yes; MR: yes; TR: yes (5 yes 0 no 0 abstain)
Motion Carries.

Player Development

- See attached comparisons by Jani of other local properties
- Ambassadors
 - Need updated Job Description
- Steve Brewer
 - Okay to make offer

- PD Office Manager
 - Job description attached

Motion by DDA Treasurer Ranny McWatters to approve position as presented. Seconded by DDA Member Marilyn Rogers. VOTE: JB: yes; RM: yes; LR: yes; MR: yes; TR: yes (5 yes, 0 no, 0 abstain) Motion Carries

12:15pm – 1:06pm – Break

Marketing Meeting

June Newsletter

- Cover – change building cover to match actual color
- Total counter – change back to money green

Country Festival Shirts

- Color – 4 options presented
- Choice – red white and blue logo

Artwork

- You Sunk My Ship
 - 3 options presented
 - Option #2 choice
- Chillin & Grillin
 - 3 options presented
 - Choice option 3
- Earn & Burn
 - 3 options presented
 - Choice #3

Promotions

- Kiosk Birthdays
 - May-April
 - Change in amounts given
- Daily Poker tournament
 - Jun 1, 2016-June 1, 2017
 - Tues 40
 - Wed 75
 - Sat 120 – deepstack
 - Sun – change to 45 buy in w/ food voucher
- Hot Summer nights
 - Qplay/cash drawings
 - 8/6
 - Invite entry, \$125-249.99 NADT plus 3 trips
 - \$2,250 max cash

- Nights on Fire
 - 8/1-8/5 entries
 - 8/6-8/19 entries
 - 8/5 & 8/19 drawings
 - \$28,000 cash total
 - \$4,500 max noncash
 - 8pm – 4 x \$500 cash - \$100 Lowes
 - 8:30pm – 4 x \$1000 cash - \$150 Lowes
 - 9pm – 3 x \$1500 cash - \$250 Lowes
 - 9:30pm – 1 x \$3500 cash - \$500 Lowes
- Downstream Hidden Treasures
 - Table games
 - Entries M,W, F in August
 - Drawings Fridays in August
 - 8 – 250 plaques
 - 4 – 500 plaques
 - 4 – 1000 plaques
 - 4 – 1500 plaques
 - 4 – 2500 plaques
 - \$24,000 in table play
- August Free Roll
 - Poker
 - Qualifying 8/1-/30
 - Tournament on 9/3
 - \$5000 total win
 - Must play 40 hours cash play on eligible tables
 - 120 players
 - 1 – 1500
 - 2 – 1000
 - 3 – 600
 - 4 – 500
 - 5 -400
 - 6-10 – 200
- Leader of the Pack
 - Entries 8/1-8/28
 - Winner 8/28
 - Card tier winners – top 3 in each level, based on points
 - Platinum
 - 1 – 7500
 - 2 – 5000
 - 3 – 3000
 - Gold
 - 1 – 3000

- 2 – 2000
 - 3 – 1500
- Silver
 - 1 – 1500 cash, 500 qplay
 - 2 – 1000 cash, 500 qplay
 - 3 – 750 cash, 250 qplay
- Bronze/Welcome
 - 1 – 500, 500 Qplay
 - 2 – 500 qplay
 - 3 – 250 qplay
- \$25,750 cash max
- \$2,500 qplay
- VIP Fire it Up Cash
 - Invited guests
 - Entry at Kiosk
 - 8/27
 - 5 x 500
 - 4 x 300
 - 2 x 1250
 - 1 x 2500
 - \$10,500 cash
 - \$1,500 non cash – patio set with fire pit

Adjourn: 1:57 pm

LIVE
*****DJ**

LIMITED NUMBER
OF TICKETS
AVAILABLE

PRE-CONCERT **PARTY** AT BUFFALO GRILLE

TICKETS
ARE
\$12

MAY 27 - 5PM-8PM ★ JUNE 17 - 5PM-8PM
JULY 2 - 4PM-7PM ★ JULY 16 - 5PM-8PM

HAMBURGERS, FRIED CHICKEN, BRISKET, JALAPENO CHEDDAR
HOT DOGS AND OTHER SELECTED CHEF CHOICES

\$2-BOTTLED BEER
GET TICKETS:

FEATURING QUAPAW CATTLE COMPANY BEEF

\$3-MARGARITAS

downstreamcasino.com | 918-919-6099
Heckaton Gift Shop



Downstream Casino Resort
Annual Report – 2016
October 1, 2014– September 30, 2015

Ha-way Quapaw Tribal Members:

The Downstream Development Authority, management of Downstream Casino Resort and all of our team members wish to welcome Quapaw Tribal Members to the 2016 Annual General Council meeting and Pow Wow. We sincerely hope you enjoy all of the amenities and hospitality that we have to offer.

Our Mission Statement:

Downstream Casino Resort and the Quapaw Tribe strive to provide sustainable and far-reaching economic opportunity to enhance the lives of our Tribal members, team members, associates, and all citizens of our neighboring communities. Our goal is to advance our cultural heritage; lift up and care for our constituents who are most in need; and serve in every way as a good corporate citizen of the Four State Region and of Indian Country. We are committed to supporting and strengthening regional charities and community organizations. We believe in families, human development, diversity, education, the arts and the environment.

Current Events:

During this fiscal year, we explored creating benchmarks on our promotions by changing up our regular Sunday promotions to Fridays and/or Saturdays to see if there were opportunities we could capitalize on. Mixing it up served us well and in fact gave us increased revenue and kept our competitors on their toes. Adjustment was made to our matrix for mailers and we removed the bottom tier completely making us more business efficient. Our “Q” Club added two new levels to the player’s card with a “Welcome” Level as well as a “Platinum” level. This allows guests to earn their card status in each or both six month periods which makes moving up levels more attainable and also requires the guest to maintain some sense of loyalty to our property.

Our largest project this fiscal year was the removal and replacement of the casino carpet. This was a six week timeline requiring extensive coordination of effort by and between internal departments as well as outside contracted services. Machines were removed from the floor by section early Monday mornings and all machines were back in service by Friday mid-afternoon. Hands per hour audits were performed within our Table Games Department in an effort to drive efficiency and increased revenue. Additionally, every dealer “auditioned” and was rated on game protection, accuracy in paying bets, card & chip proficiency, guest service interaction and understanding of each game. Training was mandatory for dealers below a specific rating. We also implemented a major change to our “Toke Policy” and put the necessary policies, procedures and notifications with signatures from every team member in the Table Games Department in place.

FY 2016 brought a well-rounded, experienced H.R. Director to Downstream. Craig Sweaney is a Baxter Springs resident with strong credentials and experience from KMT Waterjet and Cessna to name a few. He introduced competency based assessments for supervisors and managers and takes the necessary time to find the best options for H.R. issues and practices. Turnover in the entry level positions is becoming challenging but Craig is exploring avenues utilizing Department Managers for “right fit” interviewing which saves both time and money.

Much effort has been put into right-sizing our work force, adjusting our benefits program and incorporating necessary team member contributions toward their insurance and daily meals at Downstream. These adjustments have made a significant impact in decreasing expenses during the fiscal year.

Fiscal 2015 General Conditions:

Maintaining our employment force under 1100 and closely monitoring our FT v. PT team members is an on-going effort. Modifying our benefits program showed definite savings but also showed us that we needed to do more in order to assist the Tribe with higher cost savings.

Slot coin in increased year over year and net revenues overall were up 1.6% with an EBITDA margin (as a percentage of net revenue) of 36%. Actual EBITDA performance improved approximately \$2.8 million or 5% on a year over year basis. This is indicative of a relatively strong operating margin in the gaming industry with the number of local competitive properties within our drive market.

Slot coin in increased 3.9% year over year; table games drop increased as well; hotel revenue was up modestly and maintained occupancy at 91.9% overall; operating expenses were down compared to the prior year; and efficiency improved in the food & beverage areas. F&B served 710,840 covers with an average revenue per cover of \$14.10 v. \$13.57 in 2014. Downstream experienced four (4) of our Top 10 Slot Coin-In- Days since opening during this fiscal year. All debt service remains timely and we continue to meet our obligation to the Quapaw Tribe in the form of a \$10 million annual distribution.

Key Statistics, Numbers and Other Facts:

- 70,000 + square feet of gaming space
- 2,000 electronic gaming machines
- 36 table games
- 24 poker tables
- 374 hotel rooms and suites
- 5 restaurants
- 3 bars and lounges
- 2 pools (one indoor and one outdoor)
- Nee Spa/Salon
- 1 coffee and pastry shop
- Approximately 33,000 square feet of meeting, banquet and indoor entertainment space
- Annual guest visitation – 2,013,821
- 1077 full and/or part time team members

- Annual DCR salaries, wages - \$29,266,456
- Total tips/tokes earned - \$9,559,856
- Fiscal 2015 gaming fees & taxes paid to State of Oklahoma - \$5,535,200
- Fiscal 2015 purchases of goods, services & materials - \$77,828,499
- Average gallons of gas sold monthly at Q Store – 218,446
- Q Store total sales - \$9,683,679
- Total sales tax collected on behalf of the Tribe - \$1,088,806

2016 Summer Concert Series:

- May 27 Foreigner
- June 17 Jeff Foxworthy
- July 2 Martina McBride
- July 16 The Band Perry
- September 30 Alabama

- September 3 & 4 Downstream Country Music Festival

We are all committed to continuing the success of Downstream Casino Resort and are proud of all that has been accomplished since its inception. Downstream has an excellent reputation in not only the 4 State area but in all of Indian Country as well. The Downstream Development Authority and casino management team along with all of our team members continue to strive to maintain our position as the premier gaming destination.

Respectfully submitted,

Jani Cummings
General Manager

M. Kent Jones, Jr.
Chief Financial Officer

1 2 3 4 5 6 7 8 9 10

A B C D E F G

1 WINNER EVERY HOUR WILL PLAY THE GRAND PRIZE
BATTLESHIP GAME TO WIN OVER

\$3,500 CASH

DOWNSTREAM
CASINO RESORT

JULY 15 & 29, 2016 | 5PM -9PM

BATTLESHIP

6AM FRIDAY, JULY 1 UNTIL 8:55PM FRIDAY, JULY 29
SWIPE AT THE KIOSK TO RECIEVE 1 FREE ENTRY
PER DAY WHILE PLAYING ELECTRONIC BATTLESHIP.
EARN 100 POINTS TO RECEIVE ADDITIONAL ENTRIES.

SEE G CLUB FOR DETAILS.

JULY 15 & 29, 2016 | 5PM -9PM

BATTLESHIP

1 WINNER EVERY HOUR WILL PLAY THE GRAND PRIZE
BATTLESHIP GAME TO WIN OVER \$3,500 CASH

54° 25' 30" N - 18° 39' 15" E

6AM FRIDAY, JULY 1 UNTIL 8:55PM FRIDAY, JULY 29
SWIPE AT THE KIOSK TO RECIEVE 1 FREE ENTRY
PER DAY WHILE PLAYING ELECTRONIC BATTLESHIP.
EARN 100 POINTS TO RECEIVE ADDITIONAL ENTRIES.

JULY 15 & 29, 2016 | 5PM - 9PM

BATTLESHIP

1 WINNER EVERY HOUR WILL PLAY THE GRAND PRIZE
BATTLESHIP GAME TO WIN OVER **\$3,500** CASH

6:00AM FRIDAY, JULY 1ST - 8:55PM FRIDAY, JULY 29TH
SWIPE AT THE KIOSK TO RECEIVE 1 FREE ENTRY PER DAY WHILE
PLAYING ELECTRONIC BATTLESHIP

ADDITIONAL ENTRIES EVERY 100 POINTS
SEE G CLUB FOR DETAILS

Downstream Casino Resort Job Description

POSITION:	Administrative Assistant
DEPARTMENT:	Coffee Dept./QSA
REPORTS TO:	QSA Director /Downstream Roasting Mgr.
GAMING LICENSE RANK:	Key
JOB SALARY GRADE:	

JOB SUMMARY:

Provides administrative support for assisting the Roasting Manager in managing the activities of the Roasting Facility and perform miscellaneous duties as requested. All functions will be performed within the guidelines of the Downstream Casino Resort policies and procedures, Internal Control Standards and objectives.

ESSENTIAL FUNCTIONS AND RESPONSIBILITIES

- Prepares and types correspondence, forms, reports, charts, and graphs.
- Ensures competency of work from the standpoint of grammar, composition, and format.
- Sets up and maintains all files and records, as required.
- Oversee all aspects of orders including inventory and maintenance of inventory.
- Assist with bookkeeping and accounting functions as appropriate.
- Manage all payables and receivables to ensure timely payment.
- Assist Manager in developing and instituting methods for quality control and accuracy in production & inventory.
- Inventory and track all on site and off site products and materials.
- Be familiar with functions of Manager, to assume the duties of the Office in his/her absence.
- May be called upon to assist with special projects and assume responsibility for the development, administration, and promotion of specific projects, as required.
- Perform other duties as assigned.
- Track all orders
- Places, accepts, and screens telephone calls and refers calls to others as appropriate.
- Receives, opens, and distributes incoming mail and documents.
- Adheres to regulatory, departmental, and company policies in an ethical manner
- Provides exceptional customer service to all patrons and communicates in a pleasant, friendly and professional manner at all times. Maintains a professional work environment with supervisors and staff.
- Duties, responsibilities, requirements and expectations pertaining to this job are subject to change as needed.
- Outstanding example of and a credit to Downstream Casino Resort.

QUALIFICATIONS/REQUIREMENTS

The requirements listed below are representative of the knowledge, skill, and/or ability required. To perform this job successfully, an individual must be able to perform each of the essential duties and responsibilities satisfactorily.

- High school diploma or GED required.
- Excellent organizational and communications skills.
- Able to type 55 WPM.
- Possess at least 3 years of administrative related experience.
- Administrative experience must include knowledge of business English and spelling.
- Able to get along with co-workers and work as a team.
- Present a well-groomed and professional appearance.
- Working knowledge of Microsoft Word and Excel.
- Previous customer service experience preferred.
- Applicants must be able to substantiate a safe driving record within the parameters acceptable to our liability insurance carrier.
- Ability to write routine correspondence and to speak effectively to the public, employees and customers.
- Must have the ability to deal effectively and interact well with the customers and employees.
- Must have the ability to resolve problems/conflicts in a diplomatic and tactful manner.
- Must be able to be approved for and maintain a valid gaming license.
- Must be able to read, write, speak and understand English. Must be able to respond to visual and aural cues.
- Work nights, weekends and holidays as required.
- Employment is contingent upon a favorable outcome of a background investigation and drug screening.

PHYSICAL, MENTAL AND WORK DEMANDS

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. The work environment characteristics described here are representative of those an employee encounters while performing the essential functions of this job.

- Must be physically mobile with reasonable accommodations and be able to maneuver to all areas of the casino.
- Must have formal training in office procedures and use of office equipment.
- Must be able to tolerate areas containing secondary smoke, high noise levels, bright lights and dust.
- Able to lift up to 10 pounds and carry up to 5 pounds
- Able to bend, reach, kneel, twist and grip items while working at assigned desk area
- Manual Dexterity and coordination to operate office equipment, including a 10 key adding machine, personal computers, fax machine, and photo copier.
- Maintain physical stamina and proper mental attitude to work under pressure in a fast-paced, casino environment and effectively deal with customers, management, employees, and members of the business community in all situations.

The Downstream Casino Resort Adheres to all applicable Resolutions of the Quapaw Tribe of Oklahoma. Native American Preference policy does apply.

DOWNSTREAM
CASINO RESORT

ANNIVERSARY EARN & BURN



TUESDAY, JULY 5, 2016

DRAWINGS EVERY 30 MINUTES 4PM - 9PM

**8 WINNERS WILL RECEIVE ONE BLING CANDLE CONTAINING
A RING OR RING PRIZE TAG (RING VALUES RANGE FROM
\$20 - \$4,719 AND \$100 Q PLAY)**

EARN POINTS 6AM FRIDAY, JULY 1 - 8:55PM, TUESDAY, JULY 5

**RECEIVE 1 ADDITIONAL ENTRY FOR EVERY
75 POINTS EARNED. SEE Q CLUB FOR DETAILS.**



Anniversary EARN AND BURN

TUESDAY, JULY 5, 2016

DRAWINGS EVERY 30 MINUTES FROM 4PM - 9PM



**8 WINNERS WILL RECEIVE
ONE BLING CANDLE
CONTAINING A RING OR
RING PRIZE TAG
(RING VALUES RANGE FROM
\$20 - \$4,719 AND \$100 Q PLAY)**

**EARN ENTRIES FROM 6:00AM FRIDAY, JULY 1 - 8:55PM TUESDAY, JULY 5
RECEIVE 1 ADDITIONAL ENTRY FOR EVERY 75 POINTS EARNED. SEE Q CLUB FOR DETAILS**



**RECEIVE 1
ADDITIONAL
ENTRY FOR EVERY
75 POINTS EARNED.**

DOWNSTREAM
CASINO RESORT

ANNIVERSARY EARN & BURN

**TUESDAY, JULY 5
DRAWINGS EVERY
30 MINUTES 4PM - 9PM**

**EARN POINTS 6AM FRIDAY, JULY 1 -
8:55PM, TUESDAY, JULY 5**

**8 WINNERS WILL RECEIVE ONE BLING
CANDLE CONTAINING A RING
OR RING PRIZE TAG
(RING VALUES RANGE FROM
\$20 - \$4,719 AND \$100 Q PLAY)**



SEE Q CLUB FOR DETAILS

EARN ENTRIES 6AM, FRIDAY, JULY 1 - 7:25PM, TUESDAY, JULY 16

DOWNSTREAM CASINO RESORT

GRILLIN' & CHILLIN'



SATURDAY, JULY 16 | 6PM - 7:30PM
EVERY 30 MINUTES 1 WINNER WILL WIN

QUAPAW CATTLE COMPANY BEEF PACKAGE VALUED AT \$750.00*

FREEZER VALUED AT \$200.00 (A VOUCHER TO BE REDEEMED AT LOWE'S)

GRILL VALUED AT \$250.00 (A VOUCHER TO BE REDEEMED AT LOWE'S)

*MUST PICK UP BEEF PACKAGE AT QCC, 304 MAIN ST. QUAPAW, OK | GUEST WILL RECEIVE PRIZE VOUCHER FOR FREEZER AND GRILL FROM LOWE'S. GUEST IS RESPONSIBLE FOR MAKING ARRANGEMENTS FOR HOME DELIVERY FROM LOWE'S IN JOPLIN, MO. NON-TRANSFERABLE. MUST BE PRESENT TO WIN. EARN ADDITIONAL ENTRIES EVERY 100 POINTS. SEE Q CLUB FOR DETAILS.

GRILLIN' & CHILLIN'

FRIDAY, JULY 16, 2016 | 6:00PM - 7:30PM

EARN DAILY ENTRIES FROM 6AM FRIDAY, JULY 1 UNTIL 7:25PM SATURDAY, JULY 16 AT THE KIOSKS.

**EVERY 30 MINUTES
1 WINNER WILL RECEIVE:**

QUAPAW CATTLE COMPANY BEEF PACKAGE (VALUED AT \$750),
A GAS GRILL AND A FREEZER
 (GRILL VALUED AT \$250, FREEZER AT \$200)

Quapaw Cattle Company Beef package must be picked up at the Quapaw Cattle Company office. Grill and freezer must be redeemed at Lowe's. Non-transferrable. Must be present to win. Earn additional entries every 100 points. See Q Club for details




GRILLIN' & Chillin'

EARN ENTRIES 6AM, FRIDAY JULY 1, 2016 - 7:25PM, SATURDAY, JULY 16, 2016



SATURDAY, JULY 16 | 6PM-7:30PM
EVERY 30 MINUTES 1 WINNER WILL WIN
QUAPAW CATTLE COMPANY BEEF PACKAGE VALUED AT \$750.00*
FREEZER VOUCHER FROM LOWE'S VALUED AT \$200.00 GRILL VOUCHER FROM LOWE'S VALUED AT \$250.00

*MUST PICK UP BEEF PACKAGE AT QCC, 304 MAIN ST. QUAPAW, OK | GUEST WILL RECEIVE PRIZE VOUCHER FOR FREEZER AND GRILL FROM LOWE'S. GUEST IS RESPONSIBLE FOR MAKING ARRANGEMENTS FOR HOME DELIVERY FROM LOWE'S IN JOPLIN, MO | NON-TRANSFERABLE. MUST BE PRESENT TO WIN. EARN ADDITIONAL ENTRIES EVERY 100 POINTS. SEE Q CLUB FOR DETAILS.

DOWNSTREAM
CASINO RESORT

69300 East Nee Road
Quapaw, Oklahoma 74363
1-888-396-7876



WHERE WINNING COMES NATURALLY

— Visit us online at downstreamcasino.com

**\$10 FOOD
CREDIT**
AVAILABLE TWICE IN JUNE
(EXCLUDES RED OAK STEAKHOUSE
AND HOLIDAYS)

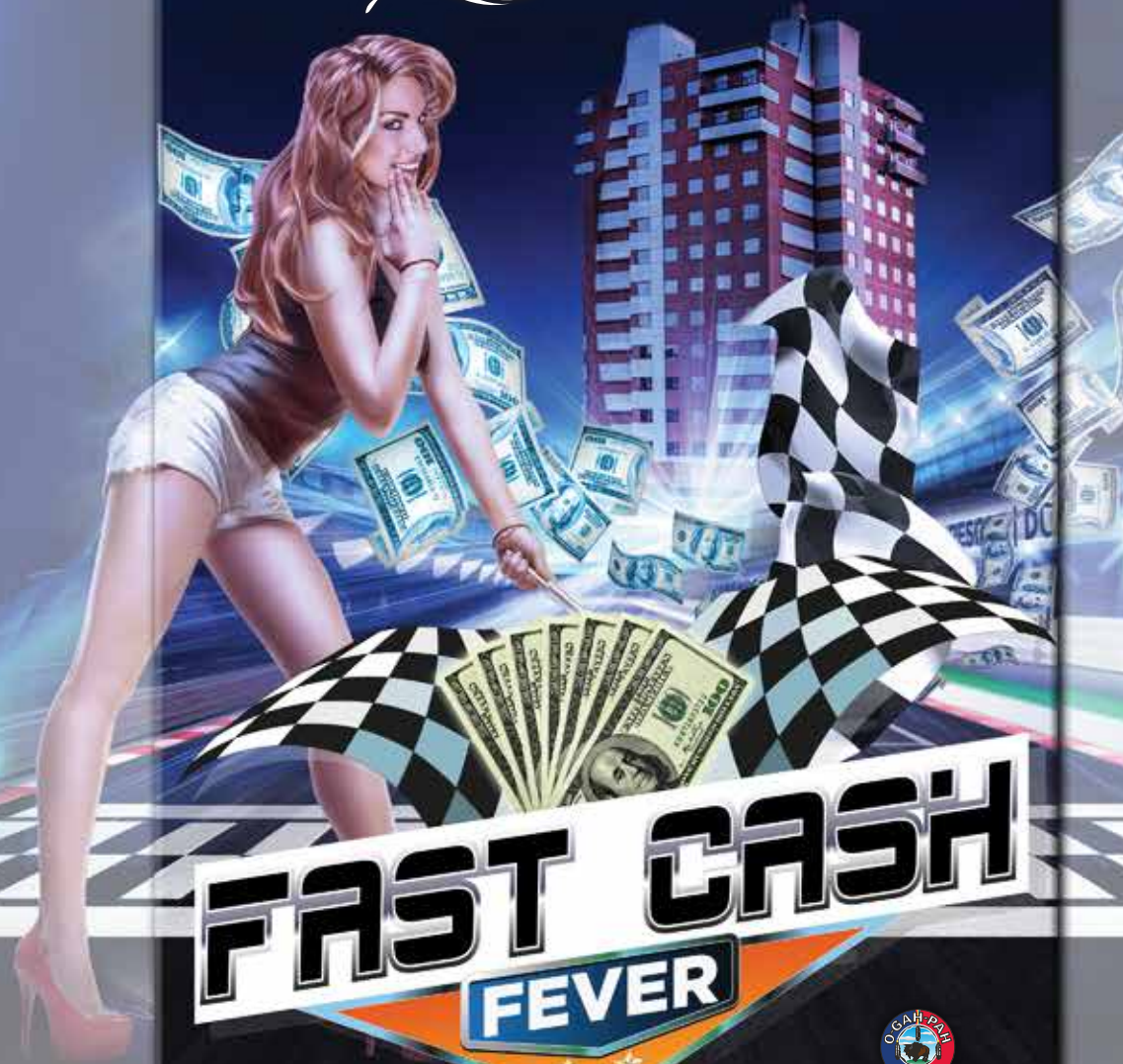
SEE KIOSK TO REDEEM

DOWNSTREAM
CASINO RESORT

JUNE
2016

Q CLUB NEWSLETTER

DOWNSTREAM
CASINO RESORT



FAST CASH FEVER

FRIDAY, JUNE 10 & 24 | 7PM - 9PM



Tribal Spotlight



Every year around the 4th of July the Quapaw Tribe hosts an annual celebration with 2016 marking the 144th annual Quapaw Pow Wow. Quapaw Pow Wow is a special time for our tribal members to honor our traditions, our loved ones who have passed on and to gather in celebration of our tribal heritage. Many different dances take place during the Quapaw Pow Wow, with most activities taking place in the evening. All are welcome to join in our celebration. Native American arts and craft booths, along with food vendors are on site for all to enjoy.

The Quapaw Pow Wow grounds are located behind the Quapaw Tribal Office at 5681 South 630 Road, Quapaw, Oklahoma. The powwow will be held on July 1st, 2nd, 3rd, and 4th.

For more information about Quapaw Pow Wow you may look under "Annual Quapaw Powwow" beneath the "Culture" tab on www.quapawtribe.com.



FRIDAYS, JUNE 10 & 24 | 7PM - 9PM

**3 WINNERS EVERY 30 MINUTES
WIN \$250 AND A GRAND PRIZE ENTRY!**

**GRAND PRIZE DRAWING
SUNDAY, JUNE 26
8PM - 1 LUCKY WINNER
FROM EACH TIER**

**PLATINUM - \$10,000 CASH
GOLD - \$5,000 CASH
SILVER/QUAPAW - \$2,500 CASH
BRONZE - \$1,500 CASH
WELCOME - \$1,000 CASH**

**FAST CASH
FEVER**

**FREE DAILY ENTRIES
EVERY 100 POINTS RECEIVE:
M-W - 30 ENTRIES | T-TH - 20 ENTRIES
F-S-S - 10 ENTRIES
SEE Q CLUB FOR DETAILS**

**DOWNSTREAM
CASINO RESORT**



JUNE 19, 2016 | 4PM-8:30PM
**FATHER'S DAY
PICK-A-CLIP**



DOWNSTREAM
CASINO RESORT



**2 WINNERS EVERY 30 MINUTES
CHOOSE A MONEY CLIP VALUED UP TO \$50
WITH A VISA GIFT CARD VALUED UP TO \$500**

FREE ENTRY | 6:00AM-8:25PM
ADDITIONAL ENTRIES FOR EVERY 100 POINTS EARNED
SEE Q CLUB FOR DETAILS. ITEMS DEPICTED ARE FOR REPRESENTATIONAL
PURPOSES ONLY. ACTUAL APPEARANCE MAY VARY.

Pop & Load

PLAY & EARN

Tuesday, June 7

DOWNSTREAM
CASINO RESORT

See Q Club for details.
Items depicted are for
representational purposes only.
Actual appearance may vary.
One per person. While supplies last



**Earn 125 Points from 6:00AM - 10:55PM
Receive a Pop & Load Collapse & Store Laundry Basket
at the Q Club from 9AM-11PM**

**DRAWINGS: FRIDAY JUNE 3, 10, 17, 24
EVERY 2 HOURS 3PM - 11PM**

ENTRIES: 12:01AM MONDAYS - 11:59PM ON WEDNESDAYS MAY 30TH - JUNE 22ND

DOWNSTREAM
CASINO RESORT

DEALIN' FOR DIAMONDS

See Table Games for details

JUNE 25-26, 2016

DOWNSTREAM
CASINO RESORT



**\$1,000 ADDED AT 100 ENTRANTS
\$150 BUY-IN
REGISTRATION BEGINS SATURDAY, JUNE 25 | 8AM
TOURNAMENT STARTS AT NOON**

SUNDAY

MONDAY

TUESDAY

WEDNESDAY

THURSDAY

FRIDAY

SATURDAY

DOWNSTREAM CASINO RESORT HAS PAID OUT OVER
\$8.2 MILLION
IN JACKPOTS IN APRIL

1
SPRING RIVER
BUFFET
WEDNESDAY FAMILY
DINNER
BUFFET
4PM - 9PM
\$17.95

2
YOUNG
AT HEART
SLOT TOURNAMENT

3
SPRING RIVER
BUFFET
BEST OF THE BUFFET
4PM - 10PM
\$19.95
DEALIN' FOR
DIAMONDS

4
SPRING RIVER
BUFFET
PRIME RIB NIGHT
4PM - 10PM
\$19.95
LIVE ENTERTAINMENT

5
SPRING RIVER
BUFFET
SUNDAY BRUNCH
10AM - 3PM
\$10.95

6
SPRING RIVER
MONDAY
BUY ONE GET ONE FREE
4PM - 9PM
\$17.95

7
Pop & Load
PLAY & EARN

8
SPRING RIVER
BUFFET
WEDNESDAY FAMILY
DINNER
BUFFET
4PM - 9PM
\$17.95

9
YOUNG
AT HEART
SLOT TOURNAMENT

10
FAST CASH
FEVER
DEALIN' FOR
DIAMONDS

11
SPORTS
SPRING RIVER
BUFFET
PRIME RIB NIGHT
4PM - 10PM
\$19.95
LIVE ENTERTAINMENT

12
SPRING RIVER
BUFFET
SUNDAY BRUNCH
10AM - 3PM
\$10.95

13
SPRING RIVER
MONDAY
BUY ONE GET ONE FREE
4PM - 9PM
\$17.95

14
SPRING RIVER
BUFFET
SEAFOOD NIGHT
4PM - 9PM
\$20.95

15
SPRING RIVER
BUFFET
WEDNESDAY FAMILY
DINNER
BUFFET
4PM - 9PM
\$17.95

16
YOUNG
AT HEART
SLOT TOURNAMENT

17
JEFF
FOXWORTHY
AT THE OUTDOOR VENUE
BAR
DEALIN' FOR
DIAMONDS

18
SPORTS
SPRING RIVER
BUFFET
PRIME RIB NIGHT
4PM - 10PM
\$19.95
LIVE ENTERTAINMENT

19
FATHER'S DAY
PICK-A-CLIP

20
SPRING RIVER
MONDAY
BUY ONE GET ONE FREE
4PM - 9PM
\$17.95

21
SPRING RIVER
BUFFET
SEAFOOD NIGHT
4PM - 9PM
\$20.95

22
SPRING RIVER
BUFFET
WEDNESDAY FAMILY
DINNER
BUFFET
4PM - 9PM
\$17.95

23
YOUNG
AT HEART
SLOT TOURNAMENT

24
FAST CASH
FEVER
DEALIN' FOR
DIAMONDS

25
SPORTS
SUMMER
SHOOTOUT
LIVE ENTERTAINMENT

26
FAST CASH
FEVER
GRAND PRIZE DRAWING
SUMMER
SHOOTOUT

27
SPRING RIVER
MONDAY
BUY ONE GET ONE FREE
4PM - 9PM
\$17.95

28
SPRING RIVER
BUFFET
SEAFOOD NIGHT
4PM - 9PM
\$20.95

29
SPRING RIVER
BUFFET
WEDNESDAY FAMILY
DINNER
BUFFET
4PM - 9PM
\$17.95

30
YOUNG
AT HEART
SLOT TOURNAMENT

JACKPOTS
WON IN
APRIL
2016
AMY S.
\$10,000
PAMELA W.
\$10,000



JUNE 1 - 30

\$5,000
TOTAL PAYOUT

\$1,500
TO 1ST PLACE

PLAY 40 HOURS OF
PROMOTION ELIGIBLE
CASH GAMES IN JUNE
TO QUALIFY

FREE ROLL TOURNAMENT WILL BE HELD IN THE POKER ROOM ON
SATURDAY, JULY 2, 2016 | 12PM | SEE POKER ROOM FOR DETAILS

Signature NEE MASSAGE

Experience our unique
massage using an herbal
ball made with our own fresh
herbs and aroma therapy.
This is a truly relaxing
experience.

MONDAY-FRIDAY 12PM-8PM
SATURDAY AND SUNDAY 10AM-8PM

Nee
SPA

CALL 918-919-6350 TO MAKE
YOUR APPOINTMENT

THE OUTDOOR VENUE AT DOWNSTREAM[®]

2016 SUMMER CONCERT SERIES



JEFF FOXWORTHY

JUNE 17, 2016



MARTINA MCBRIDE

JULY 2, 2016*



THE BAND PERRY

JULY 16, 2016

Gates open at 6PM | Shows start at 8PM

Receive \$10 in Q Play after show with ticket One per person
downstreamcasino.com 918-919-6099 Heckaton Gift Shop

* Gates open at 6PM | Show starts at 7PM



FATHER'S DAY

BBQ THEMED BRUNCH BUFFET

Sunday, June 19 | 10AM - 3PM

All your favorite brunch items

\$10.95

DOWNSTREAM CASINO RESORT

HAS PAID OUT OVER

\$699,367,246

IN JACKPOTS

SINCE OPENING IN JULY OF 2008



- MONDAY - SATURDAY LUNCH BUFFET*** \$6.95
11AM - 3PM | Regular price \$9.95
- MONDAY DINNER BUFFET**
BUY 1 GET 1 FREE** \$17.95
4PM-9PM
- TUESDAY - SEAFOOD NIGHT** \$20.95
4PM - 9PM
- WEDNESDAY FAMILY DINNER BUFFET** \$17.95
4PM - 9PM
- THURSDAY BEEF BONANZA*** \$18.95
(Featuring QCC Beef) 4PM-9PM
- THURSDAY - YOUNG AT HEART NIGHT*** \$15.95
4PM - 9PM | 50+ only
- Friday - Best of the Buffet Night*** \$19.95
4PM - 10PM
- SATURDAY - PRIME RIB NIGHT** \$19.95
4PM - 10PM
- SUNDAY - BRUNCH** \$10.95
10AM - 3PM
- SUNDAY - DINNER BUFFET*** \$17.95
4PM - 9PM
- RIVER PASS* **** Eat all day for \$22.95

Parties of 10 or more will be charged an 18% service charge
Closed daily from 3PM - 4PM
* Pricing excludes holidays & special events
** Coupons and other discounts not applicable



- Friday - Saturday 7AM - 10PM
- Sunday - Thursday 7AM - 6PM
- 20 oz. STRAWBERRY MILKSHAKE** \$4.50

NATIONAL DONUT DAY
June 3, 2016 ONLY - 7AM - 11AM
Purchase any large latte and get a
1/2 price glazed donut



- ALL YOU CAN EAT BREAKFAST BUFFET** \$9.95
Daily - 7AM - 12PM (Drinks not included)
- SENIOR SPECIAL (AGE 50+)** \$4.95
2 eggs, sausage patty or bacon and
1 piece of toast
Daily - 7AM - 12PM
- QCC STEAK BENEDICT** \$10.95
With grilled onions, poached egg, hollandaise
sauce and a side of fruit. Daily - 7AM - 12PM



- 5 FOR \$10 BUCKETS | MIX AND MATCH**
BUD AND BUD LIGHT BOTTLES
During any televised Royals or Cardinals
Baseball Games
- FRIED OYSTER PO'BOY** \$10.99
With Cajun Remoulade and french fries



- 5 FOR \$10 BUCKETS | MIX AND MATCH**
BUD AND BUD LIGHT BOTTLES
During any televised Royals or Cardinals
Baseball Games

DOWNSTREAM
LOADED ON YOUR CARD AND READY TO PLAY.
NO NEED TO WAIT IN LINE AT THE Q CLUB.

DOWNSTREAM
VALID FOR Q PLAY ONLY ON LISTED DATES. MUST
HAVE VALID PHOTO ID TO PARTICIPATE. NO CASH
VALUE. PIN # REQUIRED FROM Q CLUB. REDEEM Q
PLAY OFFER BY INSERTING Q CLUB CARD IN SLOT
MACHINE AND ENTERING PIN #. INSERT A SLOT TICKET
OR CASH TO RECEIVE CREDITED PLAY ON MACHINE.
NOT VALID ON ALL MACHINES. MANAGEMENT
RESERVES THE RIGHT TO CHANGE OR CANCEL
PROMOTION AT ANY TIME.

DOWNSTREAM
EXCLUDES HOLIDAYS AND CANNOT BE COMBINED
WITH ANY OTHER OFFER. VALID DURING NORMAL
BUSINESS HOURS SUNDAY THROUGH SATURDAY.
OFFER IS NON-TRANSFERABLE.
NO CASH VALUE. GRATUITY NOT INCLUDED.
MUST HAVE A VALID PHOTO ID. MANAGEMENT
RESERVES THE RIGHT TO CHANGE OR CANCEL
PROMOTION AT ANY TIME. ONE PER DAY.

DIRECTORS MEETING
WEDNESDAY, April 20, 2016

At the April 20, 2016 Director's Meeting I challenged the Directors (and Managers present) to the following:

CHALLENGE – give me TWO NEW ideas or suggestions that you feel will improve our guest service

Give me ONE new idea or suggestion to drive increased play/revenue

For every suggestion presented that is used, the individual presenting the idea will receive a \$100 Spa gift certificate – everybody likes motivation....

Do YOU see a difference in attitude in front of house that might be affecting guest visits?
PD – Comparison – Us and Them.....

Share my thoughts – been extensively mystery shopping our competition – here's what I see

High Winds has stepped up their game – huge increase in free play on very specific events and parred out – Saturday gift giveaway – cookware sets – perceived value – Mailer provides weekly free play and for higher end players a free dinner weekly at their steak house – also do Friday night hot seat drawings \$50 free play; Saturday red card drawings \$100 free play and April 29th is \$10,000 drawings – 13 winners - 4x\$250; 5x\$500; 3x\$1000 and one \$3500; monthly cocktail/appetizers party for higher end players with bumped up free play to get you in the door (\$100 + your weekly offer) – players are wrist-banded for come and go with the party place. This includes free alcohol – two drinks at a time which you can take to the floor. Earn 6 pack water/soda for 75 points (limit one) – **This works – and they are going head to head with Indigo primarily especially on Friday nights** and now on Saturdays for the gift giveaway.

Lots of new games on their floor – denoms range from penny to \$5 games – no tables – No hosts, but now provide drink service on floor – have kiosks (2) for entries and activation and have e-drawings.

Buffalo Run – earn weekly entries toward Sunday evening drawing for pretty **decent trip package** – 25 names called \$50 free play to each and one trip – stepping up their concert entertainment ; **table games promotion with Big Green Egg** – play and earn is B.R. umbrella for 75 points earned – Sundays only.

Interesting note: Although the trip package is an excellent value, the **increase in players was NOT evident**. I played for 3 hours both before and during drawings – I did NOT see an increase in players – The amount of players on their casino floor was negligible (estimate 150 maximum). I did however see every one of their Player Development staff on property and suited. I was never approached by anyone.

DENOMS RANGE FROM PENNY TO \$25 GAMES – Most are leased and property is stretched out poorly. Drink service on floor is intermittent – Self serve stations available.

Mailer includes weekly free play, weekly table games match play, hotel stay at their Motel 6. Free play can only be activated by their Players Club rep.

Indigo – Wed/Thurs/Friday/Sun drawings – ranging from \$250 - \$1,800 tops – Friday promotion provides highest cash prize but ALL of their promotions are the same – reach in the bag or pick from a board – Drawing entries are based on one for each day played and one for every 100 points earned. Bonus entries are listed on monthly mailer but must be requested by Player's Club for a specific drawing date.

Giving away breakfast appliances Mon/Tues in April to pull mid-week — Mailer provides parred free play good every 10 days plus a food voucher (min \$10)

Tuesdays – earn double points 8am – 8pm

Saturdays – VIP drawings – swipe at Players Club for entry – more entries for each 100 points – 2 drawings every hour

– **Top 250 point earners list** - \$25 - \$100 extra free play *** Really going out to more than 250 people – makes people feel like they are special – recognition thing – gives you a number (even though I think it's a bogus number) **creates a strange sense of loyalty to stay on that list???** Give away a LOT of small food comps - \$20 - \$50 – **THEY approach the guest so the guest has frequent interaction with host/junior host and never has to BEG for a food comp.**

Their player development staff is not empowered to give free play to guests however, it is obvious that they are concentrating on host/staff interaction on gaming floor. They have five Executive Hosts and five Junior Hosts. All work from a Hot Player screen thru their CRM system. Greet guest by name – intro – offer.

Limited high end parties or events – maybe 3 or 4 a year – occasionally beer/wine included and apps – Many of their higher end events are two part – 1st night you need to qualify earning XXX points – following week on specified night, you earn additional points and activate entries – then stay for drawings over a couple hours.

Here are my observations in comparing “them” to “us” –

Our main promotion for the month gives away considerably **larger cash prizes** (up to \$20,000) which nobody else does – **is the return worth it?**

One possible negative is that **only one or a couple people win a large cash amount with others getting small free play or small cash**

We are comparable on hot seat drawings –

We are lower on our free play offerings

Not sure Bounce Back is right formula – has become an entitlement – is it driving an extra trip?

We have some good play & earns – good range of prizes & point requirements – higher perceived value brings more guests in for pick up (bedding) **but they have to stand in one line for a lengthy period of time and they hate that – plus they are not gambling when they stand in line.** How about multiple stations for pick up – maybe swipe at kiosk for pick up coupon and shorten line and process – then develop something to KEEP them on the casino floor for a while

We do NOT have the gift giveaways that the other two main contenders are currently doing – Buffalo is giving away an umbrella for every 75 points But not great – neither are the plastic breakfast items at Indigo

We have a players lounge – limited use – the others do not – BUT Indigo has one on the drawing boards as well as a potential new hotel tower

We **do NOT have a good floor interaction – our guests continue to have to ask/beg for a food comp – even for a buffet – we are not competitive in this respect**

We do high end parties – Keurig event – pick your present (value up to \$750); Bulova watch events – 2 separate parties – one with up to \$200 value – the other up to \$500 value - so they pick up their gift and then go to where all the best offers are that night. (free play primarily) We get PART of the wallet and share part of it.

Problem is – we are getting a smaller and smaller part of that wallet. There is NO loyalty in our gamblers – you go where you get the best deal. Also feel that we have gone too far over the line in catering primarily to the highest end player. Need to build “bench strength” in our middle market and more important – we need to better RECOGNIZE and show appreciation to the Silver, Gold and frequent visit player regardless of their card level. I have stressed that we do a great job ignoring our valuable customers .

We also have to build a campaign around approaching uncarded players so we can invite them to events and track their play – build them up. Right now our hosts do not have uncarded “hot” players on their HostViz software. I am working with Jake to have MDA (IGT’s hot player software) put on my phone and on others as well. I tested this and found five players on a Thursday afternoon at 3:30 – one had \$6,350 coin in; one had \$4,200 coin in, three others had between \$2,500 - \$3,000 coin in – only one was hosted. I hit the floor to find this bank –where ALL of these players were at and approached a host as to where this section was – the Host didn’t know. I found it – all VGT \$5, \$10, \$some \$25 games – and had the host comp one guest and I approached the \$6,000 coin in player about getting him a Q Card – he didn’t want one. But – these folks are not even being approached and should be paid attention to!

My conclusion – WE are the ones buying the market – not in free play – although that’s a big number BUT we give away expensive watches, really nice stuff at appreciation parties – and they come in and pick them up – play a bit and then frequent the competition. We will always share the wallet but need to focus on ours being the larger share.

We do not have the customer service skills or the staff to provide the one on one experience that our customers get at OTHER properties. We also do not have enough customer service staff – either on the floor or b.o.h.

Recommend 5 Ambassadors on Friday/Saturday or special event nights – ON THE FLOOR! Offering food comps – introducing themselves, acknowledging the fact that a guest is here – calling them by name and thanking them for being here. They do not earn commission. They “honor” the guests!

Recommend Executive Committee and Department Managers, Shift Managers, Pit Managers, Beverage Supervisors, Q Club Supervisors/Managers, Food Outlet Supervisors/Managers, EVS Supervisor/Manager ALL have the ability to issue a \$10 or \$20 food comp. Comp slip book should be made available to each department with basic instructions for use and secured by Department Supervisor/Manager. Duplicate copies of food comp slips go to Finance and entries into the Patron accounts in comments will show interaction by date and with whom.

Recommend taking current hosts and redirecting their roles/responsibilities based on their competency. Possibly hire two additional hosts who have the qualities and capability to spend the bulk of their shift on the casino floor interacting with guests.

Recommend hiring two additional people for VIP Services – VIP services needs to handle incoming and outgoing calls as well as will call and helping to host PD events.

Recommend **restructuring host hours**. Fail to see the need for an Executive Host at 9am on Tuesday morning or Wednesday morning. Need host/ambassador concentration on Friday/Saturday/Sunday or event nights.

Would **re-look at commission/bonus structure for hosts**. Suggest less focus on making 300 calls and more focus on 300 interactions on the floor. Hosts/ambassadors need to be pro-active in approaching unhosted players and making contact

This is a **culture shift** – it's not about cutting expenses as the only remedy for expense to income concentration. We need to be smarter in recognizing and growing our players. If they don't make a lot of noise, we don't even know they're here. They are not recognized or rewarded and that has to be fixed.

It is not the sole responsibility of PD to fix this. It is the responsibility of every department to **pay attention** to the frequent flyers, to the person who is sitting at a \$1.00 machine for an hour feeding it – or playing two machines – with or without a card. They need to be SEEN and approached and made to feel welcome and appreciated.

Slot attendants should glance at the credit meter and make a mental note of the length of time players spent at higher denom games or those playing max bet at lower denom games for a period of time. Have their shift manager approach them.

Q Club needs to pay attention to play & earn redemptions and LOOK at the Patron eval screens when a quick redemption is made. Recognize and reward But most important is to LOOK and then OFFER. If a Player has to ASK for a \$10 food comp – we did not do our job.

Jani

Player Development Office Manager

Performs administrative support to the Player Development Director & Manager and assists with maintaining an efficient and effective departmental operation

- **Supports administrative needs of Department Director and designated Managers**
- **Maintains weekly schedules, attendance, time cards, for department staff**
- **Processes department documentation/information as needed**
- **Assists the Director/Manager in the approval and processing of expenditures in accordance with budget**
- **Assists the Director/Manager in the creation and monitoring of P.D. and VIP Services budgets**
- **Assists with the creation, organization and operation of PD functions, including VIP promotions and events**
- **Utilizes CRM system and other available technology to monitor active players and assist Ambassadors in proper & professional approaches to welcome unhosted, uncarded and unrecognized guests**
- **Coordinates information and feedback regarding guests interests, concert preferences, and places comments in guest's Patron account**
- **Verifies pre-arrival itinerary for VIP charters and high end guest events including room assignment, amenities, dinner arrangements, spa appointments, and f&b credits**
- **Support an environment which emphasizes cooperation, communication and teamwork within the department**
- **Creatively help the department with suggestions to cultivate new patrons**
- **Works closely with Planning & Analysis to review and identify areas of decline, segments needing closer monitoring or additional functions/events to drive trips;**
- **Maintains working relationship with Marketing and Promotions to avoid function conflicts**
- **Documents and brings both team member and player concerns to the Manager/Director for resolution**

Job Requirements:

- **Understanding of Player Development strategies**
- **Understanding of CRM systems, Patron, Microsoft and other necessary programs/software**
- **Possess excellent reporting and analytical skills**
- **Proven attention to detail**
- **Ability to stay focused and to meet all deadlines**
- **Possess ability to prioritize, plan, and multitask**
- **Must be able to work flexible hours/days according to business needs**
- **Possess excellent communications skills**
- **Must demonstrate positive demeanor and willingness to develop rapport with patrons, coworkers, and other departments**
- **Must understand company's complimentary policies**

Pre – Concert Party Menu

Salads:

- Fresh Broccoli Pear Salad w/ Honey Pear Vinaigrette
- Southern Style Cucumbers & Onions
- Mixed Green Salad w/ Assorted Dressings
- Bacon Dill Potato Salad

Entrees:

- Slow Roasted QCC Beef Brisket w/ Knob Creek Bourbon Glaze
- QCC Hamburgers
- Southern Fried 6 oz. Airline Chicken Breast
- Jalapeno Cheddar Smoked Sausage
- BBQ Baked Beans
- Beer Mac n' Cheese
- Roasted Squash Casserole
- Spicy Fried Potato
- Home Made Potato Chips

Dessert:

- Assorted Specialty Cupcakes
- Mixed Berry Cobbler w/ Ice Cream
- Assorted Mini Pies





Item	Fee
Production Company Fee	\$138,675.00
Key Talent Fee	\$22,970.00
Photography Fee	\$11,906.10
Sharon Snowden Fee	\$8,600.00
John Daly Fee (Based on \$40k/day)	\$160,000.00
Barry Switzer Travel Fees	\$4,000.00
Room Fees	\$6,500.00
Food Fees	\$6,800.00
Volunteers @ \$9/hr	\$1,500.00
Grand Total:	\$360,951.10

TV-Shoot

— 4 scripts + Talent

Item	Fee
Production Company Fee	\$138,675.00
Key Talent Fee	\$22,970.00
Photography Fee	\$11,906.10
Room Fees	\$6,000.00
Food Fees	\$6,300.00
Volunteers @ \$9/hr	\$1,500.00
Grand Total:	\$187,351.10

Daly has \$50,000 already

Shoot scheduled for June 13-17

Retrospec Films
 1825 West Detroit Street
 Broken Arrow OK 74012
 United States
 Phone: 918-259-9707

ESTIMATE**retro→spec**

F I L M S

Downstream Casino
 Melissa

Estimate #:	0000323
Date:	July 24, 2015
Estimate Total (USD):	\$138,675.00

Task	Time Entry Notes	Rate (\$)	Hours	Line Total (\$)
Editing, Mixing, Output	editing and finishing 4 commercials	150.00	52	7,800.00
Coloring	color grade and finish for 4 spots	125.00	15	1,875.00
Motion Graphics	Layout, design, and 3D architecture of all moving graphic elements	150.00	18	2,700.00
Sound Design	vocal sound post and EQ, sound Fx, music, and overall mix	100.00	23	2,300.00
Pre Production	scheduling, hiring, planning etc	125.00	26	3,250.00
Casting	auditioning and casting all talent	1,700.00	1	1,700.00
Tech Scout	Director, Producer, Gaffer, Cordinator, Key Grip	300.00	10	3,000.00
Item	Description	Unit Cost (\$)	Quantity	Price (\$)
Director	Jason Paul Burks	3,000.00	5.5	16,500.00
Producer	Nathan T Groves	900.00	5.5	4,950.00
Production Coordinator		475.00	5.5	2,612.50
Asst Director		725.00	5.5	3,987.50
Prod Assist		200.00	5.5	1,100.00
Prod Assist		200.00	5.5	1,100.00
Prod Assist		200.00	5.5	1,100.00
Talent Wrangler		550.00	5.5	3,025.00
Wardrobe Manager		550.00	5.5	3,025.00
Hair & Makeup		650.00	5.5	3,575.00
H&MU Assist		250.00	5.5	1,375.00
ART PA		325.00	5.5	1,787.50
Cam Assist		550.00	5.5	3,025.00
2nd Camera Assit		350.00	5.5	1,925.00
DIT		400.00	5.5	2,200.00
Gaffer		700.00	5.5	3,850.00
Key Grip		700.00	5.5	3,850.00
Grip/Electric		625.00	5.5	3,437.50
Grip/Electric		525.00	5.5	2,887.50
Grip/Electric		525.00	5.5	2,887.50
Grip/Electric		475.00	5.5	2,612.50
Sound Recordist		525.00	5.5	2,887.50
	detailed list provided if needed	700.00	5	3,500.00

5 Ton Grip Truck				
Specialty light		500.00	5	2,500.00
Sound Equip		300.00	5	1,500.00
Generator		350.00	5	1,750.00
Red Epic 5K HD Cinema Camera Package	includes camera body, 4 V Mount Batteries, 6 Volt Batters, Cartoni Tripod and head, matte box, follow focus, ND filters, all needed camera accessories	1,300.00	5	6,500.00
Lens Rentals		450.00	5	2,250.00
Camera Accessories		200.00	5	1,000.00
Retro Slider	track slider supports up to 60lb camera, comes with (1) 4 foot junior mount track, (1) 10 foot junior mount track, hard case	75.00	5	375.00
Fisher Dolly		400.00	5	2,000.00
Movi camera stabilization unit	M10 camera stabilizer with Remote	250.00	3	750.00
Retro Jib	12 foot Jib, remote head supports up to 12lb camera, weight, stand	300.00	3	900.00
DIT Equipment	computer, monitors, transfer Dock Stations	250.00	5	1,250.00
Drone	4K drone	400.00	1	400.00
VTR Equipment	Monitors and recording playback equipment for video village	400.00	5	2,000.00
Crew Travel Time	5 total hours travel time at \$35/HR X 25 crew	4,375.00	1	4,375.00
Craft Services	provided by casino	0.00	0	0.00
Crew Hotel	provided by casino	0.00	0	0.00
Meals	provided by casino, if not all 3 meals are covered per diem will be applicable	0.00	0	0.00
Voice Over	Voice Over for all spots	1,600.00	1	1,600.00
Wardrobe		1,000.00	1	1,000.00
Props		500.00	1	500.00
Overtime	4 hours of total overtime budgeted for project	1,275.00	4	5,100.00
Insurance	2 million dollar crew and cast insurance policy	3,100.00	1	3,100.00
NOTES: BASED ON 5 days of Filming on 12 hour days 4 hours of total overtime budgeted total for 5 days Budget includes all pre production, production, and post production to complete 4 commercials as outlined in scripts. Champagne spot not included. ESTIMATE DOES NOT INCLUDE TALENT FEES FOR ANY TALENT INCLUDING PRINCIPLES, FEATURED EXTRAS, EXTRAS, BARRY SWITZER, JON DAILY DOES INCLUDE ANY FEES ASSOCIATED WITH TALENT EITHER THIS ESTIMATE ALSO ASSUMES HOTEL PAYS ALL ROOMS, MEALS, AND CRAFT SERVICES FOR ALL CREW DURING SHOOT				
		Subtotal:		138,675.00
		Estimate Total (USD):		\$138,675.00

Retrospec Films
1825 West Detroit Street
Broken Arrow OK 74012
United States
Phone: 918-259-9707

ESTIMATE

retrospec

FILMS

Downstream Casino
Melissa

Estimate #:	434
Date:	January 26, 2016
Estimate Total (USD):	\$22,970.00

Task	Time Entry Notes	Rate (\$)	Hours	Line Total (\$)
Casting	Talent Budget Draft #3 - Downstream Casting, auditions	100.00	25	2,500.00

Item	Description	Unit Cost (\$)	Quantity	Price (\$)
Talent	Turn of the card: Black Jack Table: 1 - Blackjack Player - Featured - 2 year contract	1,890.00	1	1,890.00
Talent	Turn of the card: Devil's Promenade: 2 friends toast - 2 females - Featured - 2 year contract	600.00	2	1,200.00
Talent	Turn of the card: Outdoor Pool: 1 couple- 1 male/1 female - Featured	600.00	2	1,200.00
Talent	Spin of the Reels: Red Oak: 1 - Male - Featured	600.00	1	600.00
Talent	Spin of the Reels: Red Oak: 1 - Female - Featured	600.00	1	600.00
Talent	How to be a winner: Hotel Room: 1 - Female guest - Featured	600.00	1	600.00
Talent	How to be a winner: Spa: 1 - Female - Featured	600.00	1	600.00
Talent	How to be a winner: Hotel Lobby: 1 Couple (1 male/1 female)- Featured	600.00	2	1,200.00
Talent	How to be a winner: Red Oak: 2 - Couples (2 males/2 females)	600.00	4	2,400.00
Talent	Feel Young Again: casino entrance: 1 - Couple (1 male/1 female - 35 yrs. old) - Featured	1,890.00	2	3,780.00
Talent	Feel Young Again: Couple in Room: 1 - Couple (1 male/1 female - 55-60 yrs. old) - Featured	2,250.00	2	4,500.00
Travel Expenses	Mileage Reimbursement for Principle and Featured only - paid at .56 per mile and caps at \$100 per talent	100.00	19	1,900.00

NOTES: Draft #3 - Downstream Talent Budget

created 1.26.16 based on talent spreadsheet provided by Downstream.

TALENT BUDGET ASSUMES THE FOLLOWING

- Media markets: NE OK, SE KS, SW MO, NW AR
- 2 year buyout talent = (residual) principal
- agency fees inclusive in rate
- mileage reimbursed .56 miles up to \$100 for 19 total talent
- talent will receive meals from Casino
- NO per diems paid to talent
- hotel stay for re-occurring talent and talent traveling long distances provided by casino
- Featured extras and background extras - flat rate, non residual.

--Buyout for all advertising collateral including digital - 2 Year on property TV & Web, print/collateral, web, outdoor, in/out of home & on/off property.

	Subtotal:	22,970.00
	Estimate Total (USD):	\$22,970.00



Amatucci Photography, Inc.
202 S. Lansing Ave
Tulsa, OK 74120 US

Estimate 1070

(918)693-3260
john@amatucciphotography.com
amatucciphotography.com

ADDRESS

Melissa Johnston
Downstream Casino & Resort
69300 E. Nee Rd.
Quapaw, OK 74363

DATE
01/11/2016

PLEASE PAY
\$11,906.10

ACTIVITY	QTY	RATE	AMOUNT
Creative Labor			
Photographing (On location) Downstream Casino & Resort. Shooting next to a video crew with talent. Shooting schedule (TBD)	4	1,600.00	6,400.00
Digital Labor			
Digital labor fees. Using 3 programs processing editing, exporting and adjusting files. Storing all files on Lacie network 20T drives. (Includes, editing test shots, cropping, sharpening, color correcting, naming, exporting final images and digital contact sheets. Uploading FTP site with zip file and creating low res previews.	20	125.00	2,500.00
Photo Assistant			
1 Assistant with lights etc. 4.0 days. Travel time and pre packing gear.	5	225.00	1,125.00
Incidentals			
Generator gas & sound blimp/lens tubes and etc. Meals & hotel will be provided by the client	1	350.00	350.00
Scouting/Traveling time			
Tech scouting the property few days ahead of time before the shoot. Travel time during tech scout and shoot days.	1	1,200.00	1,200.00
Mileage			
Driving to Tulsa and back. Making two trips. One During the tech scout and during the shoot day. With 5x8 Trailer.	430	0.77	331.10

Marketing & Advertising rights are granted to the company. Company will have unlimited usage of all visuals from the date of the invoice for 2 yrs. These visuals are for company use only web/brochures etc. The images are not to be resold or used in any other way without Amatucci Photography permission. Amatucci Photography retains the booking rights of all the photos. Amatucci Photography shall not be liable for any damages or default in performing hereunder if such default or default is caused by conditions beyond its control including but not limited to Act of God, Government restrictions and any other cancellations of any kind or other necessary. Cancellations, rescheduling and any other causes beyond the reasonable control of Amatucci Photography that affects its ability to perform the above estimate or invoice. Cancellation fees client is obligated to pay, half the estimate within 45 days before the shoot and full once after 45 days and a full fee for any other cancellations.

11,906.10

FEEL YOUNG AGAIN:

CUT TO: The outdoor pool where the young woman is lounging on a raft with her sunglasses on, drink in hand and the young man jumps in the pool almost knocking her off her raft as if he were a kid again. –

Quick shot (*Daly, Switzer and female companion in background on chase lounge chairs*)

CUT TO: The couple at the Nee Spa getting massages. The couple is relaxing with smiles on their faces. – Quick shot

PULL BACK/QUICK SHOT: *Reveals Switzer is holding towels in the background.*

CUT TO: The couple eating at Red Oak Steakhouse. They clink glasses.

PULL BACK/QUICK SHOT: *Reveals Switzer, Daly and female companion are sitting at the table next to them... they tip their glasses to the happy young couple.*

CUT TO: The couple sitting at a slot machine and she's winning. The couple is excited with hands in the air and high fives given.

PULL BACK/QUICK SHOT: *Reveals John Daly is sitting next to them and high fives her.*

CUT TO: To a hotel room, as the couple returns to where they are staying.

LADY: Thank you for another wonderful time at Downstream.

SLOW MOTION: Camera reveals the couple back to their original age of 55-60 years old...

MAN: You're welcome Honey. I love coming here. It always makes us feel young again.

The man is smiling

VO (female actress): With over 2,000 slots, 36 live table games, 6 restaurants, and 374 luxurious rooms you'll love every moment at the Downstream Casino Resort.

NOTES: WIDE SHOTS and AERIAL SHOTS

Time lapse photography effect from sunrise to sunset. You see the Downstream Casino Resort against the big blue wide open Oklahoma sky. You see the clouds rolling quickly behind the resort. You see the activity of vehicles and people arriving and leaving. The fast paced blur mimics the excitement of the resort. Use a drone to capture the aerial shots.

Reference: Netflix, House of Cards Intro.

LOGO and TAG: Live every moment, at Downstream Casino Resort.

–

HOW TO BE A WINNER :

NARRATOR: (Switzer and Daly, in their own words, talking about what it takes to be a winner. The hotel scenes accompany the narrative.)

PULL BACK: Switzer and Daley both are sitting next to each other at the black jack table. As Switzer takes a hit, the action moves into SLOW MOTION.

SWITZER TALKS TO CAMERA: What does it take to be a winner...?

CONTINUOUS: Visually, we follow the voice over, from venue to venue at Downstream Casino Resort.

– as the card flies in Slow Motion.

VO (Daly): I think you have to get up every day... feeling good...

GUEST: Opening the doors to the balcony, reveal view from the hotel suite.

VO (Switzer): You have to take care of yourself...

WOMAN: Relaxing at the spa.

VO (Daly): But... in the end... it's all about teamwork...

HOTEL LOBBY: Bellman helping guest carry bags.

VO (Switzer): Realize, we're all in this together...

GROUP: Making a toast at the Red Oak Steakhouse.

VO (Daly): When our team gets in the game everyone wins.

CU (BLACK JACK DEALERS AND COCKTAIL WAITRESS)

CU: As a card turns over.

VO (Switzer and Daly): We all win!

SWITZER VO: With over 2,000 slots, 36 live table games, 6 restaurants, and 374 luxurious rooms

– my advice to you is, in everything you do – don't just play – play to win.

NOTES: WIDE SHOTS and AERIAL SHOTS

Time lapse photography effect from sunrise to sunset. You see the Downstream Casino Resort against the big blue wide open Oklahoma sky. You see the clouds rolling quickly behind the resort. You see the activity of vehicles and people arriving and leaving. The fast paced blur mimics the excitement of the resort. Use a drone to capture the aerial shots.

Reference: Netflix, House of Cards Intro.

LOGO and TAG: Live every moment, at Downstream Casino Resort.

Downstream Casino TV

TURN OF THE CARD:

ZOOM IN CU: Local Player at the blackjack table. He has a big stack in play. He asks for a hit.

CUT TO: The dealer pulls a card, and as he starts to turn the card over, the action moves into SLOW MOTION.

TIGHT ON: Local Player feeling confident.

SWITZER VO: In the time it took for this card to turn at Downstream Casino Resort...

CONTINUOUS: Visually, we follow the voice over, from venue to venue at Downstream Casino Resort.

SLOW MOTION: As we do, the card continues to fly in Slow Motion through each scene.

VO: A wife fell in love... [relaxing at the spa]

VO: Two friends toasted each other... (hitting a jackpot at slots)

VO: Tranquility was realized... (couple holding hands laying in lounge chairs at the pool)

VO: Three sevens found each other...

FREEZE FRAME: The card lands, showing the local player has 21.

VO: And a blackjack player found 21 reasons to smile.

PULL BACK: We see Switzer sitting beside the player – as we realize he's been telling the story and Switzer continues.

SWITZER VO: With over 2,000 slots, 36 live table games, 6 restaurants, and 374 luxurious rooms
– you'll love every moment at Downstream Casino Resort.

NOTES: WIDE SHOTS and AERIAL SHOTS

Time lapse photography effect from sunrise to sunset. You see the Downstream Casino Resort against the big blue wide open Oklahoma sky. You see the clouds rolling quickly behind the resort. You see the activity of vehicles and people arriving and leaving. The fast paced blur mimics the excitement of the resort. Use a drone to capture the aerial shots.

Reference: Netflix, House of Cards Intro.

LOGO and TAG: Live every moment, at Downstream Casino Resort.

THE SPIN OF THE REELS :

ZOOM IN CU: Woman sits at the slot machine. She bets the MAX, and spins the reels.

CUT TO: The reels start to spin, and the action cuts to SLOW MOTION.

TIGHT ON: Local Player feeling confident.

DALY VO: In the time it took for these reels to fall at Downstream Casino Resort...

CONTINUOUS: Visually, we follow the voice over, from venue to venue at Downstream Casino Resort.

VO: A couple who'd just arrived felt like they'd already won...

VO: A putt found a home on the 15th at Eagle Creek...

VO: A rib eye was seared in the Red Oak Steakhouse...

VO: A King and an Ace found each other...

FREEZE FRAME: The last number hits, as three 7's line up on the slot machine.

VO: And a slot player found three reasons to smile.

PULL BACK: We see Daly sitting beside the player – as we realize he's been telling the story and Daly continues.

DALY VO: With over 2,000 slots, 36 live table games, 6 restaurants, and 374 luxurious rooms

– you'll love every moment at Downstream Casino Resort.

NOTES: WIDE SHOTS and AERIAL SHOTS

Time lapse photography effect from sunrise to sunset. You see the Downstream Casino Resort against the big blue wide open Oklahoma sky. You see the clouds rolling quickly behind the resort. You see the activity of vehicles and people arriving and leaving. The fast paced blur mimics the excitement of the resort. Use a drone to capture the aerial shots.

Reference: Netflix, House of Cards Intro.

LOGO and TAG: Live every moment, at Downstream Casino Resort.

Inspector



GRA



House person



WNBD Breakfast Menu

Breakfast Sandwich	\$5.25
--------------------	--------

Egg and Cheese with Choice of White, Wheat, Rye, Biscuit,
Croissant, or a Burrito served with a Hash Brown

Add Bacon, Ham, Sausage or Turkey	\$1.25
-----------------------------------	--------

Chorizo Breakfast Burrito –Scrambled eggs, Chorizo, Red Potato's, Pepper Jack Cheese	\$7.95
---	--------

WNBD Breakfast Burrito with Hash Brown	\$8.00
--	--------

With Bacon, Ham, Sausage, Onion, Jalapenos and
Pepper Jack Cheese

Pancakes with Butter and Syrup	\$5.50
--------------------------------	--------

French Toast with Butter and Syrup	\$5.50
------------------------------------	--------

Biscuits and Gravy served with a Hash Brown	\$5.25
---	--------

Biscuits and Gravy Extreme topped with Bacon, Ham, Sausage, and Shredded American Cheese And a Hash Brown	\$8.00
---	--------

Breakfast Bowls

\$8.95

Fried Red Potatoes, Scrambled Eggs, Gravy
and Shredded American Cheese with Choice of Bacon, Chorizo, Ham,
Sausage or Turkey, Choice of Toast.

WNBD Breakfast

\$6.95

Scrambled Eggs with a Hash Brown, Choice
of Toast, and Choice of Bacon or Sausage