

Minutes

Quapaw Nation Business Committee

Museum Classroom

Saturday, June 15, 2019

- I. *Call to Order:* 9:05 a.m.
- II. *Invocation:* Zack Turley
- III. *Roll Call:*
 - John Berrey, Chairman Present
 - Callie Bowden, Vice-Chairman Present
 - Tamara Smiley-Reeves, Secretary-Treasurer Present
 - Marilyn Rogers, Member Present
 - T.C. Bear, Member Present
 - Zack Turley, Member Present
 - Lloyd Buffalo, Member Present
- IV. *Declaration of Quorum:* Announced By: Tamara Smiley-Reeves, Secretary-Treasurer
- V. *Reading, Correction & Approval of Minutes & Phone Polls:* The Minutes of the May 18, 2019, QNBC meeting and phone polls were presented for approval.
 - Motion by Marilyn Rogers, Member
 - Seconded by Callie Bowden, Vice-Chairman
 - Vote: JB, yes; CB, yes; TSR, yes; MR, yes; TB, yes; ZT, yes; LB, yes;
(7 yes, 0 no, 0 abstaining, 0 absent)
 - Motion Passes.
- VI. *Approval/Disapproval of Treasurer's Report:* The Treasurer's report for the period ending May 31, 2019, was submitted to the QNBC in accordance with standard accounting procedures.
 - Motion by Lloyd Buffalo, Member
 - Seconded by T.C. Bear, Member
 - Vote: JB, yes; CB, yes; TSR, yes; MR, yes; TB, yes; ZT, yes; LB, yes;
(7 yes, 0 no, 0 abstaining, 0 absent)
 - Motion Passes.
- VII. *Approval/Disapproval of Program Directors Reports Submitted:*
 - Motion by Marilyn Rogers, Member
 - Seconded by Zack Turley, Member
 - Vote: JB, yes; CB, yes; TSR, yes; MR, yes; TB, yes; ZT, yes; LB, yes;
(7 yes, 0 no, 0 abstaining, 0 absent)
 - Motion Passes.
- II. *Directors Report:*
 - Jami Rodgers- CHR
 - Working hard to prepare for the health fair. It will be held on July 2nd. There will be 50 vendors including Mercy hospital. Been busy with Good Health and Wellness Grant. Continue to do monthly health screening. Flyers are available in the back.
 - Jani Cummings- DCR/DLC
 - We successfully completed our 2nd Quarter ending 3/31/2019 and saw continued growth and increased numbers for the 2nd quarter across the entire property. Net revenues for the three months ended 3/31/19 vs. the same quarter in 2018 increased 4.3% and gaming spend per guest for the

2019 quarter averaged \$79 per visit. Net revenues for the six months ended 3/31/19 showed a 4.5% increase year over year for the same quarter. Guest visitation climbed again for the 2nd quarter with 435,505 guests vs. 419,060 for the same quarter, prior year. Casino revenues for the 2nd quarter rose 4.9% year over year and showed a 4.4% increase for the first two combined quarters year over year. Table Games drop increased a whopping 15.7% which is primarily attributable to the growing popularity of our live craps and roulette games on our floor during this 2nd quarter and net slot revenues increased 5.2% for the 2nd quarter year over year and represents an increase of 4.7% for the combined first two quarters of FY 2019. Food & Beverage revenues also bumped up 2.9% for the combined 1st and 2nd quarters vs. prior year and that is significant as our signature restaurant, Red Oak, was closed for four full weeks for renovation. For the 2nd quarter, F&B turned 151,400 restaurant covers and a total of 306,100 covers for the combined 1st & 2nd quarter. Retail revenues increased 7.7% with Q Store showing sales of 690,090 gallons of fuel for the 2nd quarter and for the combined 1st & 2nd quarter, 1,491,078 gallons of fuel were sold. The Craps and Roulette tables continue to add value drawing many NEW players to our property. Competing properties continue to scout our experienced dealers making generous offers on preferred shifts, preferred days off and higher hourly rates to lure them away. Fact is that our experienced dealers earn significantly higher toke rates here than they will at competing properties. As I mentioned, Red Oak Steakhouse was closed for four weeks while it received a complete makeover – from the back of house kitchen area and service hallways out to the brand new “inside patio” addition. All new flooring was installed, tables replaced, original one of a kind lighting fixtures were created and installed, the fireplace was completely redone, we added a gorgeous wine wall, redid the entire bar area with signature back lighting, library ladder, new granite and all new barstools both at the inside bar and at the outdoor appetizers & cocktails “patio” area. This new look is stunning! And we have received a ton of compliments on the refreshing update. The hotel lobby furniture was looking very “tired” and had been re-upholstered and refreshed a number of times over the years. That entire lobby area on both sides of the fireplace and in the corridor to the gift shop and to the Osotouy elevators has now been completely redone as well. The color palette was upgraded, and the furniture styles are more current and more comfortable. Almost TOO comfortable as people enjoy just hanging out in this space now. We took the outdated furniture from the hotel lobby and are giving that a brand-new look with new padding and upholstery and have relocated key pieces to MaKoSha to give that area an inviting, welcoming look and feel. We also were able to refresh the look on the gaming floor with all new table felts in a cool blue and every slot and table games chair on the floor was replaced with brand new models in blue leather with gold accents to compliment the décor. With the use that our casino chairs get, they were well past end of life, so this was a major CAPEX expense but a necessary one. PHOTO* We are continuing our rebrand/refresh initiative in the second quarter and have

focused on updating our look, our focus in our brand and are revising our billboards, our television commercials, our live television presence (Living Well segments as well as Business Showcase of the 4 States) among others. Marketing, promotions and player development set the bar with our high-quality play & earn items and our gift parties which all attributed to our increased headcount. We ramped up our weekly promotions and added a hosted player party by invitation only, with heavy appetizers, cash drawings and private entertainment supplied by Liverpool Legends. We realized great success with this private party and the hosted players commented on how great it was to “feel special” at an event just for them. We also did a “deep dive” through Marketing, contacting theoretical specific players who had been inactive for 6 months + and drove an additional \$400,000 in revenue from this project in the 1st quarter.

- Kenny Anderson- Quapaw Casino
 - 2nd quarter was up 1%. Up 11% for the year. We are revamping the casino. All work will be done in house. Our maintenance department is currently remodeling bathrooms. It’s been 15 years since the bathrooms have been updated. It’s been 12 years since we have had new carpet. New carpet will be installed this Monday beginning at 4 o’clock in the morning and will take about 4 days. Working on a program to acknowledge employees called “you have earned it.” Every employee from top to bottom to receive points. Employees can redeem points at any time. There are many options for employees to choose from. We have never had a program at Quapaw Casino. Red Rock is an inventory control system we recently bought for the C-Store and Casino. We are working on becoming more digital and not have so much paper. There are different modules for our payroll. This system will streamline our processes and is changing how we do things. The next project is as at the C-Store. We are bringing in new doors and will be rearranging the floor.
- JoOuita Smith- OLC
 - We are going to have our block party at Spring River Baptist church on July 5. The kids loving having the fun day. We will provide hotdogs, chips and water. The CCDF program did a training program for childcare providers in Grove. We had a good response. Although it was held during the floods, there was a good turnout. Working on accreditation. Finally got buses painted and we’re just waiting to get the logo put on them. We always take them through parades. Thinking of doing something different with them. We are working on construction paperwork for the new building.
- Kim Messer- Grants
 - Over the past couple of months, we have been approved for 3 grants. One of which was the Farmer’s Market. We are one of 12 tribes that was awarded funding for a Domestic Abuse Program. We got approved for year 1 for Quapaw Counseling Services. We are working on 5 grant applications. Funding for housing, utility assistance, OBC for child welfare department.
- Krista Pierce- Higher Ed.
 - Been really busy with summer funding. I updated funding amounts this morning and will get those numbers out as soon as possible. Funded 59

students for the Summer. On May 8th, we participated in the Downstream Health Fair. Our participation allows us to connect with tribal members that don't know what programs we offer.

- Eric Bohn- CFO
 - Through the month of May, our general revenue was \$1.8 million. Actual expenses were \$2.3 million. Tribal member insurance expense was \$850,000. Social Services expense was \$141,000. Education expense was \$46,000. Tribal enterprises distribution hits at the beginning of June. Total for the year is \$3 million.

VIII. New Business:

- Resolution 061519-A: Authorizing an Application to the Office for Victims of Crime for the Fiscal Year 2019.
 - Motion by Lloyd Buffalo, Member
 - Seconded by Marilyn Rogers, Member
 - Vote: JB, yes; CB, yes; TSR, yes; MR, yes; TB, yes; ZT, yes; LB, yes; (7 yes, 0 no, 0 abstaining, 0 absent)
 - Motion Passes.

IX. Donations:

- *Melissa Morris- \$560*
 - Motion by Zack Turley, Member for \$500.
 - Seconded by Lloyd Buffalo, Member
 - Vote: JB, yes; CB, yes; TSR, yes; MR, yes; TB, yes; ZT, yes; LB, yes; (7 yes, 0 no, 0 abstaining, 0 absent)
 - Motion Passes.

X. Open Forum:

- *John Berrey- I would like to announce that the Nation is the only recipient to receive a license in Jefferson County Arkansas. We are looking to start this soon. This is something that is a State licensed entity and will be regulated by the State of Arkansas rather than the National Indian Gaming Commission. We will have a better interest rate with this. I am excited to have a foothold in our homeland.*
- *Barbara Collier- Up on Beaver Springs hill. There is an old part of the NAC that is still there. Just like state and federal things, that should be a historical site. Clearing it off and putting up a fence and marker.*

XI. Closed Session: 9:51 a.m.-11:10 a.m.

- *\$500 assistance to Tribal Member*
 - Motion by Marilyn Rogers, Member
 - Seconded by Lloyd Buffalo, Member
 - Vote: JB, yes; CB, yes; TSR, yes; MR, yes; TB, yes; ZT, yes; LB, yes; (7 yes, 0 no, 0 abstaining, 0 absent)
 - Motion Passes.
- *Quapaw counseling services to terminate contract with medical director and two employees*
 - Motion by Marilyn Rogers, Member
 - Seconded by Lloyd Buffalo, Member
 - Vote: JB, yes; CB, yes; TSR, yes; MR, yes; TB, yes; ZT, yes; LB, yes; (7 yes, 0 no, 0 abstaining, 0 absent)
 - Motion Passes.
- *Issues with buying back land*

- *Goodeagle settlement*
- *Tribal member insurance approval*
 - Motion by Marilyn Rogers, Member
 - Seconded by Lloyd Buffalo, Member
 - Vote: JB, yes; CB, yes; TSR, yes; MR, yes; TB, yes; ZT, yes; LB, yes; (7 yes, 0 no, 0 abstaining, 0 absent)
 - Motion Passes.

XII. *Benediction:* John Berrey, Chairman

XIII. *Adjournment:* 11:12 a.m.

/s/ Tamara Smiley-Reeves

Tamara Smiley-Reeves, BC Secretary/Treasurer

Minutes Prepared in Accordance of

Robert's Rules of Order

By: /s/ Heather Dismuke

Executive Secretary

CERTIFICATION

Approved by the Quapaw Nation Business

Committee on July 20, 2019 with a vote

reflecting

7 yes, 0 no, 0 abstaining, 0 absent.