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# **LCCR Report**

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## Agenda

26 June 2007

1. Operations Report
  2. Marketing Report
  3. Finance Report
  4. WIGA Cowlitz Resolution and WIGA Representative Appointment
  5. Don Whitener Property
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## A: Operations Departmental Report.

1. The following is submitted for consideration.
  - a. **Food and Beverage** – Plans continue for the upcoming Smoker event. Confirmed attendees now are at 30, with 40 being the maximum. All speakers have been scheduled, Eric Smileuske and Jeri Hammonds to host. Last week ends dart tournament went very well with F&B sales topping \$152, 223.83 with event center sales at \$45,796.58 for Friday, Saturday and Sunday.
  - b. **Facilities** – In-house projects continue to progress. Offices are nearing completion for Table Games and Class 2 managers, with the Cage Manager's office needing minor work, relocating the access. This is to enable work to begin on the soft count expansion. Paving of the back loading dock area will take place either this Friday or next Monday. Waiting for a bid to gravel the rear parking area. Waiting on a structural engineer to examine the facility for the bingo/main floor wall work. Fencing around the propane tank is nearing the start phase and could start as early as next week. Other fencing projects for the Hotel and Event center (side entrance area) are also being scheduled. Toby has ordered the HVAC units for surveillance and should be here in 4-5 weeks. Bids are coming in for the generator electrical connections, event center and casino connections.
  - c. **MIS** - Just hired Tim Erwin to replace Adam Dunbar. Tim comes to us with a technical brain (a former Army satellite commo tech), is a quick learner, and once up to speed will add much more value to our department and LCCR.
    1. Audio/Visual
      - a. We are continuing to work with Kolt Kaneshiro to identify and improve the A/V. To date we have integrated all of the casino sound system with the exception of the main casino floor and Poker.
      - b. Though we have satellite radio through the Dish Network, we will be discontinuing that service and picking up only XM from a different vendor at a significant decrease in cost per month.
      - c. We are extending/enhancing/simplifying the ability for the customers in our Event Center to interface outside A/V equipment to the Event Center A/V. A satellite station is being installed outside of the main control room, thereby eliminating the need for constant reconfiguration of our A/V core in that venue.
      - d. A "Casino Channel" is estimated to be functional early to mid next week. HCTC will be installing and testing. Channel filter is en route. This will allow anything we like to be

broadcast to any TV in the casino. The ability to broadcast a camera feed will be limited to the area around server room 2 to start and expanding from there to include a majority of the property as we can implement in an orderly fashion.

2. We continue to grow with our new Exchange server by educating our staff on how to leverage the options it provides that will streamline the information dissemination process of the property.
3. A re-org of MIS is on the horizon. This will help to define the Gaming and IT functions of the department in order to properly compartmentalize processes and optimize the effectiveness of those two areas. Task focus, tracking and accountability is the key here.
4. Gearing up for X2 changes and all that will entail, i.e. new hardware, networks, parts sourcing, in house/depot repair processes, new gaming floor procedures, player station swaps/installs, etc.

Overall, I believe the department to be in good shape and on-track as we plan for gaming expansion and implement scalable technologies that will accommodate future growth in rapid fashion.

**d. Gaming**

- i. **Comp Policy** – is nearing completion and should be published as early as next week.
- ii. **Patron Counts** – continue to show increasing numbers with Saturday again exceeding 10,000 patrons for the day. (10,307)
- iii. **Chairs** – Several quotes for chairs have been received with the lowest at \$22,500, including shipping. This quote came down from an initial \$27,500 which did not include shipping. Chairs are required for the additional 100 MGAM machines coming soon.
- iv. **MGAM Contract** - The contract is being finalized. Discussions between Cameron and Gary Loebig with comments as of last Friday.
- v. **Electronic Games:** Month to date production is 2.7 million; which is 309 thousand over projected number. All numbers are as of the 25<sup>th</sup> day of June. Staffing continues to be a pressure point as vacations; call outs and resignations take their toll. We are re-staffing as quickly as possible. We have just completed 16 title changes and 3 denomination changes for Bally games in both Smoke Free and the Main casino floor and we have submitted orders to MGAM for 60 game changes typically this a month long process but will report date of delivery have asked to make as soon as available. (Bally title: Mystery Mask, Ring Quest and American Reels). (MGAM titles: Total Meltdown, Super-Stud Poker, Chamillion, Pistol Packin Penny and Orient Express).
- vi. **Table Games:** Month to date Table Games are 411 thousand; which is 76 thousand over projections. We have completed our Black Jack dealer training and out of 18 students 15 have passed auditions and are being made offers of employment. We are continuing the Craps training staff. Both of these classes went and are going very well and will greatly help in relieving staffing pressures and thus morale. We continue to examine the addition of Mini-baccarat.

- vii. **Keno:** Keno is now at 62 thousand again as of the 25<sup>th</sup> of June. This is 15,000 short of projections. We have been examining the Keno multiplier for the last three months for free and have decided to pay the \$400 a month fee starting in July and will re-examine it for viability and volatility on a continuing basis. This is a month by month contract.
- viii. **Poker:** Poker is currently at 46 thousand for the month so far but is 15 thousand under projections, this continues to be the trend month over month and believe that these projections will be adjusted next year to reflect the current trend in poker. Our tournaments continue to push play to the regular games.
- ix. **Class II / Bingo:** Class II is at 106 thousand in revenue for the month so far. Bingo is currently losing \$7,617 through the 25<sup>th</sup>. We continue to see attendance at 140 per day.
- x. **Pull Tabs:** Pulltabs is at 13.5 thousand so far this month and \$2,827 over projections. We are installing a Pulltabs point of sale and should be on-line by the end of the month as people are trained and Internal Controls re-written and approved for this addition. This will also allow for player tracking and the generation of M.V.P. points for our pulltab patrons.

Terry Mehl  
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