

**SQUAXIN ISLAND TRIBAL COUNCIL
LITTLE CREEK OVERSIGHT BOARD MEETING
February 21, 2007**

Attendance:

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|----------------------------|---|--|
| Tribal Council | Jim Peters | Chairman |
| | Andy Whitener | Vice Chairman (<i>absent</i>) |
| | Vince Henry, Sr. | Secretary |
| | Russell Harper | Treasurer |
| | Will Penn | 1st Council Member (<i>absent</i>) |
| | Pete Kruger | 2nd Council Member |
| | Charlene Krise | 3rd Council Member (<i>absent</i>) |
| LCOB | Ray Peters (<i>absent</i>) | |
| | Bobby Whitener Jr. (<i>absent</i>) | |
| | Joe Calabrese | |
| | Whitney Jones | |
| | Glen Parker (<i>absent</i>) | |
| Little Creek Casino | Cameron Goodwin | |
| | Terry Mehl | |
| | Mark West | |
| | David Black | |
| | Tony Ondich | |
| Legal Counsel | Kevin Lyon (<i>arrived at 10:30</i>) | |
| Recording Secretary | Melissa Puhn | |

Cameron introduced Tony Ondich the new F&B Director. Briefed on background. Expectations and goals will be clarified to Tony. Mark West briefly discussed gaming; working on increasing staffing levels to accommodate FMLA and call-outs. Receiving good volumes on the floor, another good weekend. Moved cashier station number three to next to promotions, working out well in that area. Good numbers from the two new games. Reported on Keno. The interest in poker is gaining. Jim asked about private poker parties; if that is feasible to have available at the Casino. Mark or Terry can set something like this up. Discussed the class II gaming, and how they may be affected by the new compact. Terry read that the NIGC is pulling their proposals and is reviewing what their proposals were and the issues that were brought up. Pulltabs and bingo provide more prize money than revenue. Slowly improving. Bingo is averaging 150 patrons a day, an increase from the 80 they used to have in attendance. The session bingo seems to be working well. Jim asked about the annual casino visioning, he would like to see a comparison on bingo. The real estate that bingo takes up is important, as bingo has had the chance to be successful, a decision will need to be made about whether to keep it on property. Cameron stated that they will give 110% to keep up bingo until Council directs them to do otherwise. Gaming is doing well, dealing with personnel issues. Discussed different options of motivation and breaks for employees. Break room ideas, motivation speakers, relief, etc. at the annual staff meetings. Joe reported they have had employee meetings and the attendance has been weak. They would like to occasionally hold staff meetings to update on the future of the casino/hotel. Cameron discussed the idea of getting on the PA system and appreciate the staff verbally prior to opening; also can do so during the day to show appreciation for customers as well. They have employee incentive awards. They receive letters of support and appreciation from customers which get posted.

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David Black updated, REO Speedwagon is sold out. Boxing; the person who is shown in all of the advertisements is injured, pulled ads. He has been replaced by another boxer. They have also added two female boxers. Discussed marketing strategies. The hotel occupancy has been good; added some packages which increased occupancy. Seeking out trade shows. Biggest project is rebranding their MVP Program; some verbiage will be changed. The three different groups they have brought in they have sold out the hotel; therefore have reserved a block at the Red Lion in Olympia, providing neighbors good business. In eight newspapers and eight radio stations. Five outside advertisements. Discussion about comedy nights and the thin line involved.

June 11th Golf Tourney, discussed recruiting promotions and sponsorships.

Discussion of the seafood bar. Originally it may be franchised out; as of now that will not happen. Jim inquired about the past problems regarding unnecessary wasted seafood. Mistakes happen, but the problems have been identified and procedures have been strengthened. Jim also inquired about food disappearing. They have inventory control issues that they are dealing with. Discussions with Bobby regarding KTP and LCC combining entities for alcohol purchase, buying in bulk saves money.

Terry Mehl discussed the buffet; because of the popularity the wait is usually half hour. To help accommodate they have plans of a "mirror" buffet upstairs in the meeting rooms, those rooms will be able to take reservations. The staff do all they can to accommodate the line; make other suggestions of restaurants. Terry participated last week in the compact negotiations, with Kelly and Jackie Pleasants, Summer Petty. Went really well. One of the things that can be done now is the gaming vendors can tap in to the MIS equipment at the Casino, detecting and fixing errors, faster and more efficient. Both Ballys and MultiMedia have this software in existence with other properties, with some changes this will be submitted to the state to be included with the compact. The tentative date for this compact may be September. Discussed the possibility of cash in ticket out machines. Kevin provided a brief on the compact. Council will need to make a decision regarding at tomorrows meeting. Kevin briefed on the compact rules.

Terry updated on facilities for Toby, filling pond will begin next week, Toby feels the March 1 opening date of the hotel is good. Discussed the soft opening of the hotel. Reported on the Veterans benches for the Memorial.

Cameron provided a financial update. Updated on the payroll; he is still not satisfied with the outcome. Because of the cut in employment (roughly 675 employees on property), the employees all have been working 40+ hours/week. Revenues are doing very well, as well as the YTD numbers. Went over the gaming; table games, poker which is doing well, bingo, keno, pull tabs, and overall gaming revenues. Food revenues came in ahead of budget, continuing to grow. Hotel revenues are a little above budget, the opening of the new towers will provide stronger marketing. Joe feels the daily rate seems a little low; the rate increase will be slow. Discussed the possibility of offering two different rates for the two different towers. Discussion of rates and government rates; even when a government rate is offered, there still is a 10% resort fee applied which goes towards Squaxin Tourism. Corporate rates are available as well. Tribal rates available.

Reported on retail, which is continuing to do well. Jim asked about the issue of the gift shop selling tribal members art. Jim suggested that Council and the Casino put on a work shop for tribal artists to

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explain the process of selling and reselling and the markup. Provide a marketing workshop, so that the artists understand that the casino buys at a wholesale price. Jim also asked about tribal members selling jewelry, and have been turned down at the gift shop due to a “contract” with a non tribal jeweler. Cameron stated that they ask the artists to provide an invoice and receive a check. There is no sale that is cash on the spot.

Trying to sell products with LCC logo on it, and some would like to sell products with SIT logo on it; perhaps an agreement could be made with the Youth and Elders regarding selling the logo.

Cameron asked Council about what extent they should go though to offer tribal vendors an opportunity to sell at conferences/events. Jim asked Whitney to bring up at the Education Meeting, to bring up the idea and start the process of copywriting the Squaxin logo; it can still be available for use, just cannot be sold for profit. That could hold true for the phrase “the people of the water.”

Glen arrived at noon. He would like to refresh Councils Memory, and have gone through the Youth, and got their permission to sell the tribal flag for a fundraiser. They are currently working with the flag vendor in obtaining a better quality to sell. The copywrite request would make an individual have to go through the process of seeking permission from the youth, and coming to an agreement with the youth having a portion of the proceeds go to the youth. Cameron asked if they would need to go to the Youth or to Council to get permission to sell the logo. Clearly define the process.

Events for January update.