

DRAFT

**SQUAXIN ISLAND TRIBAL COUNCIL
LITTLE CREEK CASINO
May 7, 2008**

Attendance:

Tribal Council	Dave Lopeman	Chairman
	Arnold Cooper	Vice Chairman
	Vince Henry, Sr.	Secretary
	Russell Harper	Treasurer
	Misti Saenz-Garcia	1st Council Member
	Marcella Castro	2nd Council Member
	Charlene Krise	3rd Council Member
Executive Director	Ray Peters	
Deputy Director	Whitney Jones	
Little Creek Casino	Cameron Goodwin	
	Mark Chandler (<i>left at 1:45 p.m.</i>)	
Tribal Gaming	Desi Smith (<i>left at 1:45 p.m.</i>)	
Island Enterprises	Bobby Whitener	
	Bryan Johnson (<i>arrived at 1:50 p.m.</i>)	
Recording Secretary	Melissa Puhn	
Legal Counsel	Kevin Lyon	
LCOB	Glen Parker	
	Joe Peters (<i>left at 1:45 p.m.</i>)	
	Dave Whitener Jr. (<i>left at 1:45 p.m.</i>)	

Dave Lopeman called the meeting to order at 9:10 a.m.

Russell Harper offered the opening prayer.

Cameron provided a report on gaming operations; electronic and table games, keno, poker, class II, bingo and pull tabs (email Cameron for an electronic copy). Cameron shared that the casino has seen an effect on patronage due to the rising prices. Electronic games have seen an effect on betting, have been lower. Cameron went through each game and how they have or have not been affected. Discussed poker and how it has performed.

Quarterly bingo next weekend; the head count is exceeding expectations. It is making money and the employees are excited about it. The patrons are enjoying quarterly bingo also.

Pull tabs did excellent during the EPA Conference. Charlene heard that the registrants were pleased with the hospitality.

Cameron reported on IGT and explained that they are the heaviest played machine out there, LCC does not have IGT machines. Cameron has been working with them regarding their machines. IGT accounting systems are on a 15 week lead time while the machines can be available in 3-4 weeks. Cameron stated that unless they can install by May he doesn't want it. Cameron made the recommendation to Council and LCOB that he continue working with them and he will not be able to have IGT machines in by this summer; hopefully by this fall. Cameron has been working with

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MultiMedia and their accounting system; their system would be able to create a “one ticket” system where their accounting would provide tickets for all other machines.

Within a few months could be able to utilize the Western Money System; one system that would provide tickets for all machines. Cameron explained the safeguards on the western money system.

Discussed IGT machines and the backlog which causes the 15 week delay for the accounting system.

Cash in ticket out is not ready, waiting for an additional approval. IGT has agreed to sell their machines to LCC even though LCC may not use their accounting system.

Kevin inquired about the liability of the tickets that are not cashed out. Cameron explained they would like to set an expiration date; such as 30 days after the date. Kevin would like to see that looked in to before they change the accounting system.

Cameron briefed on the facilities department. Working on improving the flow of the cage. The keno counter in non-smoking is now sharing space with promotions. Finished recycling the old games and the containers outside are now gone. Continuing to clean up the outside and recycling stuff that is not needed. Facilities is complete with the wiring in the events center; they have run wire down each pillar. The chairs at table games have been replaced. The old chairs were the same chairs that opened the property 12 years ago. The patrons have shared their appreciation. The buffet chairs have been upgraded. Cameron is working on maintaining assets and improving the chairs/carpets, etc. Expanding the bank room, creating more space for currency counting.

Cameron shared that they will be having another “garage sale” for the old chairs and equipment. The remaining stuff will be recycled.

The air conditioning will be looked in to and upgraded before this summer. Charlene shared she was impressed with how clean the Legends Casino was, even with all of the smokers who were there. She would like to see Cameron look at their system.

Parking was discussed; with the containers being gone and RV's being channeled to the gravel area has improved the parking. If there is a parking issue in the future the graveled parking can be expanded to accommodate additional spaces. Employees parking is in the garage during the weeks and during weekends will need to look in to other locations during the summer.

MIS discussion; looking at AV and improving the sound system. Looking in to a solution to improve the music on the floor; upgrading the system. Glen shared that he met with a Stillaguamish tribal member who does acoustics and volunteered to set up for the memorial.

Gaming systems are completely up, strong IS department who always makes sure the machines are up.

Working in streamlining bingo. Working on improving the AV system in the events center. Have a meeting with the contractor today.

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The IT Dept. is working on a back up internet for when the internet goes down. Working on securities.

Marketing report. Finished up the cage fighting, sold out show, added 90 extra seats and sold those out too. Will never do a private party in Starlight for fighters again. Fighters and after party will be taken off property after the event, the next fight is in August. Shuffleboard Tourney is this month, large amount of food and hotel sales.

The mixed marshal arts/cage fighting always sells out. Boxing never sells out. Will try again and see how well attended it is.

Outdoor advertising, radio advertising, etc.

Misti suggested to bring in a latino artist to put on a show, drawing from the latino demographics.

Resort sales are good; continue to have busy/slow times. Improvement of synergy amongst hotel F&B and rooms. One of the best things for the property is to fill up hotel and events center. Went through upcoming events for this summer.

F&B continues to sell food. Working on controlling food costs. Inventory control systems are being looked in to, as well as a food buyer. Menus have changed. Oyster bar continues to be a good item during event nights and conferences. Slow during the day usually. Cameron and Bobby are working on bringing in patrons. Cameron brought up utilizing the floor space where the poker machines are. As discussed at the Visioning; creating a small poker space inside of the Island Grille. Slight remodel of the restaurant, getting rid of the wall between the Grille and the Bar, including a lobby bar for coffee in the morning. Then walling off a section of the restaurant for poker. This will expand the gaming floor in to the poker room. Integrating the bar and restaurant together, ordering off the same menu.

Hotel sales occupancy and revenue. 60-65% range with 100% on weekends. During conferences it is 100% during the week. Working on drawing in conferences and large meetings. Kim has made a commitment of 70% and is working on driving up the weekly percentages. March 12 was the one year anniversary of the second tower.

HR- 720 employees. Pressure with headcount is that vacations are coming as well as events. Summer Youth workers will be able to work in the kitchen, hotel and facilities. Russell would like to see a program built that would provide a summer youth worker the ability to roll in to a permanent position.

Compliance report. Cindy has a two year program for training a compliance officer; if in the future a tribal member would like to train for this position. She would provide a training program. She would like to train a tribal member for a supporting person for her, and eventually taking over. Finance; Mark went over the March numbers and handed out the financial report for the month.

Dave invited everyone to tour the factory and see the production.

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Cameron will schedule a “financial training” for Council. Mark and Cameron went over how the financials are presented.

Discussed promotions and the impact the recent \$50K giveaway; discussed the potential for doing that again. Highest patronage count since New Years for a non event night.

ISLAND ENTERPRISES

Bobby brought up co-manufacturing. Chehalis, Suquamish and Stillaguamish all have shown an interest in co-manufacturing tobacco products. Have a series of meetings with TTB (Tobacco Taxation Bureau) under their guidance. Ultimately have looked at selling 10% of SCT to a tobacco consortium made up of other tribes. This consortium would own 10% and the product would be manufactured here, allowing the other tribes to sell the product.

Bryan shared the cash flow from the factory. Bryan is pleased with his employees who are mostly tribal. The factory is designed to operate at a higher capacity than it is operating at right now. Seeking out of state certifications to allow for large companies to sell product. Getting ready to launch “traditions” which is anticipated to be the best seller.

Discussed per capitas. Cameron handed out a chart on the Casino distribution as well as Bobby explained the IEI distribution. Charlene would like to know the amount seniors needs to pay bills each month.

Franks Landing update. Bryan handed out the current sales and volumes which are steadily increasing. Bryan is projecting that Franks Landing will outsell KTP by this summer.

Clary Property discussion. Outstanding decisions and discussions regarding Clary, Kruger and Marshall property. Bobby would like to do the branded gas station on the Kruger property and have the County work with the tribe on road improvements/moving. Ray shared the county is still leaning towards utilizing Simmons Rd to access Taylor Town. Clary property discussion of how to commercially utilize that piece; casino offices, storage, entertainment, etc. Or discussed making it non resort and IEI utilizing it. IEI could move to the Clary piece, Legal move to IEI house. Retail. Truck stop, distribution center, retail or a hybrid having enterprises in it but working with the casino; family orientated entertainment. LCOB and IEI Boards need to decide who is going to use the Clary property.

Outdoor advertising, Bobby wanted to bring to Council contracts on how to work with Don McCord. Bobby suggested an exemption to the budget ordinance changing the distribution of those funds. A resolution will be needed for Bobby to move forward with this.

Bobby brought up green energy options including wind energy. Don McCord is working with a group who does wind energy.

Ray updated on the Dahman property and one other piece down highway 108.

Kevin handed out a chart of appraisals of the Dahman property.

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Ray will look in to a finance package for this piece.

Meeting adjourned at 4:05 p.m.