

**DRAFT**

**SQUAXIN ISLAND TRIBAL COUNCIL  
LITTLE CREEK OVERSIGHT BOARD MEETING  
July 25, 2007**

**Attendance:**

<b>Tribal Council</b>	<b>Jim Peters</b>	<b>Chairman</b>
	<b>Arnold Cooper</b>	<b>Vice Chairman</b>
	<b>Vince Henry, Sr.</b>	<b>Secretary</b> ( <i>absent</i> )
	<b>Russell Harper</b>	<b>Treasurer</b>
	<b>Will Penn</b>	<b>1<sup>st</sup> Council Member</b> ( <i>absent</i> )
	<b>Pete Kruger</b>	<b>2<sup>nd</sup> Council Member</b>
	<b>Charlene Krise</b>	<b>3<sup>rd</sup> Council Member</b> ( <i>canoe journey</i> )
<b>Executive Director</b>	<b>Ray Peters</b>	
<b>Island Enterprises</b> (9:00 - 10:30)	<b>Bryan Johnson</b>	
	<b>Lisa Bielski</b>	
	<b>Dave Johns</b>	
<b>Little Creek Casino</b> (10:30 -	<b>Cameron Goodwin</b>	
	<b>Kim Borrows</b>	
	<b>David Black</b>	
	<b>Mark West</b>	
	<b>Mark (CFO)</b>	
	<b>Amanda Smith</b>	
<b>Tribal Gaming</b>	<b>Desi Smith</b>	
<b>Recording Secretary</b>	<b>Melissa Puhn</b>	

Bryan Johnson went over the current sales numbers at KTP and the Steamboat Island Property. Bryan showed how the drive through addition to KTP has increased sales.

Bryan updated on the situation with the Puyallup Tribal store.

Went over the properties revenue for the month; fuel sales are increasing estimated at 225-250K gallons sold per month. Bryan shared a preliminary drawing for additional property and expansion.

Bryan reported on sales on calendars and art. He shared the idea of moving tourism down there to be included with the information center at KTP. Also include a gallery to sell half Squaxin art, and half northwest art. Discussed ways to incorporate the information center/gallery with the HUB.

Still moving forward on the Petrosol Contract.

Dave Johns reported on the Seafood Company. This year their sales are running a little low; Dave shared the numbers. He explained how oysters get harvested three years after their set. The previous year their sales were based on resale. He went over the clam and oyster sales. Dave shared that sales are slow at Taylors and there has been a problem having buyers at each clam dig. Discussion of the clam digs and ways they are managed. Clam grounds on Harstine are slow. The property next to the Oyster Company was sold to someone else, new neighbor. Working on improving relationships with the neighbors; trying to address issues such as noise.

## SQUAXIN ISLAND TRIBAL COUNCIL/LCOB MEETING

Discussed a budget for improvements on the plant. Jim stated that there are economic development grants available that can be tapped. Ray could work with Brian and his grant writers in regards to seeking out funding for the Seafood Company.

Dave inquired about the Shellfish Settlement. Jim stated that it is for treaty related harvests. The money needs to be run through a department who will remain responsible for distribution of the money. Council will make sure that the dollars are spent in compliance with the plan that will be in place; nothing will be spent prior to the approval of an enhancement plan. He would like to see geoduck included in the enhancement plan.

Extensive discussion regarding the enhancement plan and the shellfish settlement.

### **Little Creek Casino**

Kim Borrows provided a forecast for the month of July; coming in at 70% occupancy. June was a little slow, as to be expected at 68%. This is still higher than what was budgeted. Summer rates were implemented, creating higher revenue for July. Did not hear much complaint regarding the increased summer rate. WIGA went well and completely booked the hotel. Cameron is confident that it went so well that WIGA will probably be held again next year at Little Creek.

Dave Black reported on the current promotions; Stellar Summer giving away the Saturn Sky. Starting to push that promotion as of July 1. Tickets have been selling slowly for upcoming events. Given opportunity to offer tickets to bigger patrons. Went over upcoming and new events. WIGA went well, the post convention critique went well and any issues have been fixed. WIGA has offered two dates next July as a possible return. Reported on Harbor Wholesale, David is waiting for their contract. Recently met with US Food Service who is looking to have their sales meeting here, David is working with them on pinpointing a date. David updated on the sign in Fife, LCC is receiving about \$19,500 in comp, and as soon as the contract is up the sign go away. SalmonFest is not going as well as hoped. Cameron would like to offer LCC services to Tourism helping to get SalmonFest going, get food, vendors and shows together. LCC would like to get more involved without stepping on toes. Cameron and David will begin going after the advertising and set up of SalmonFest. Ray would like to call a Tourism Board Meeting to discuss this.

Amanda Smith reported on food and beverages; Jim asked about how the meals went for WIGA that were served outside in the tent. Almost 600 people were served and for the most part everything went well. Comments about food were fabulous; presentation and quality. Wonderful feedback. Amanda briefed over personnel changes and issues. Reorganizing and promoting in-house. Menu changes; will be sending menus out to be professionally printed. Seeking input from the chefs for changes on the menu in seeing what would work. Jim asked about the three events where Starlight was bought out by private entities; those went well. Renting out the Lounge makes more money then when it is open to the public.

Mark West reported on operations; electronic games month to date is at 2.4M, coming on over the projections. Staffing is not at a level where vacations can be taken and can handle call outs. The first of the title changes were completed, and on July 26<sup>th</sup> additional new titles will be installed.

## SQUAXIN ISLAND TRIBAL COUNCIL/LCOB MEETING

Table Games month to date are 57K over projections. Completed the re-combination of the tables to make a single pit for more efficiency and build more excitement with the proximity to the Starlight Lounge; also making more room for more machines.

Keno is at 31K for the month so far, which is 16K under projections. Will be removing the rock wall behind Keno creating more usable space.

Poker is at 5K under projections but should meet projections by the end of the month.

Class II is performing well at 161K over projection. Bingo is 2K under projections with a steady headcount averaging about 129 guests for all three sessions.

Pulltabs have had a couple of big winners, currently at 2K under projections.

Cameron reported that during WIGA they received comments about the cleanliness and the architecture. Working on brightening up the floor, adding lights. New carpet is needed. Some clean up across the property, utilizing facility employees and summer youth workers to clean and paint.

The shell where the fine dining sits, Toby has contacted some contractors and have received some bids to turn that shell in to conference space, rather than fine dining. Costing about 8-900K. Adding a second floor would cost only slightly more. This would provide more office space and additional conference space. This will be brought to LCOB at the next meeting; for discussion.

Cameron reported that Monday they had a 600 employee meeting, and the largest concern was air quality. That will be a constant theme of discussion; the air control/HVAC and air quality.

Mark, Terry and Cameron discussed Bingo and the financial impacts to the property, the employees and the tribe. Cameron came to the decision for Council approval to suspend bingo, and hold large quarterly event with large prize giveaways. Received estimates to remodel the bingo area to expand the gaming floor. 150K estimate with a six week remodel process. IGT would like to have their machines in that new space, and Cameron will look in to the option of having IGT sponsor the remodel. Looking at the details, upon Council approval, Cameron will present this to the bingo employees assuring them that they will still have a job, and share the financial and community impacts and have an open discussion. The casino will train and relocate all bingo employees. Upon Council approval, Cameron would like to move forward on this. This will be decided at the Council meeting tomorrow. LCOB by consensus supports this proposal.

Mark (CFO) reported on the financials; revenues are good, although expenses are high. He has been reviewing the food pricing and went over what he has found. Discussed the issue of food disappearing and the controls in place to help the food inventory. Desi discussed the issues of employee theft have been addressed. Working on consistency of plate size and portion sizing. Mark continued to go over the financial report for gaming, food and beverages; buffet and banquets. Working on improving the costs of goods sold. Increasing revenue by adding machines. Revenue for July is good. Cameron pointed out that percentages for payroll and costs of goods sold is climbing, but still beats last years percentages. David and Eric recently talked to their promoters regarding summer concerts; because of all of the summer competition the events will back off during summer months. The events will pick up in the wintertime, with the summer events are not

## SQUAXIN ISLAND TRIBAL COUNCIL/LCOB MEETING

competing. Concerts during the winter and conferences during the summer; that way they won't have to compete with White River and Puyallup Fair, etc.

Jim inquired about the balance of payroll and if that has been addressed. Cameron stated that as a full time position vacates, it is replaced with two part time employees. This better handles the fluctuations during the week.

Human Resources; currently there are 735 employees with a turnover of 18%. Monday they did three Q&A sessions with employees. Need an organization chart sign off and a few changes in the policy and procedure manual changes. This will be presented to LCOB on Tuesday. The dining piece was presented to LCOB already, and this part will be presented to Council for approval tomorrow. There are no changes on the structure, only names have changed. Cameron is working on the food and beverage department restructure. The org chart and policies will be presented tomorrow.

The evaluation was tabled until tomorrow.

Ray reminded Council that employees including Council members are not paid to attend the canoe journey nor paid mileage, hotel or per diem. This will be discussed tomorrow. Discussion regarding "educating" oneself on hosting the journey.