

DRAFT

**SQUAXIN ISLAND TRIBAL COUNCIL
ISLAND ENTERPRISES & LITTLE CREEK CASINO
November 12, 2008**

Attendance:

Tribal Council

Dave Lopeman Chairman
Arnold Cooper Vice Chairman
Vince Henry, Sr. Secretary (*annual leave*)
Russell Harper Treasurer
Misti Saenz-Garcia 1st Council Member
Marcella Castro 2nd Council Member
Charlene Krise 3rd Council Member (*arrived at 9:33*)

Executive Director

Ray Peters
Cameron Goodwin

Little Creek Casino
(9:00 a.m. - 11:00 a.m.)

Mark West
Mike Peters

Tribal Gaming

Desi Smith (*left at 9:55 a.m.*)

Island Enterprises
(11:00 a.m. -

Lisa Bielski
Bryan Johnson

Legal Counsel

Kevin Lyon

Recording Secretary

Melissa Puhn

Dave called the meeting to order at 9:26 a.m.

Russell offered the opening prayer.

Cameron provided a report on the Leno show; he stated it was the best event they have had. At the end of the day the casino came out \$330K which compares with New Years. Mark West reported on the gaming and traffic flow. Had a few machine issues. About 1400 people on the floor, crowd was well behaved and the traffic flow went well with small issues. Cameron went over the financials of the games; one of the best nights they've had in table games. Mike Peters reported on hotel and food/beverage. Everything went smooth, wait times at restaurants were reasonable. The hotel was sold out in advance. Facilities went well, parking issues because of the two show conflict. Employees parked at the factory, and customers were parked across the street. Even with a mile long backup on Hwy 101, everything went smooth. The turnaround between shows was 20 minutes. F&B had high sales. The show paid for itself and brought in high revenues. The buffet staff did well moving people through. Execution, turnover of event center and staff did excellent. Event was handled well with good customer service. Eric is working on presenting a season of events for next year.

Cameron briefed on the decision process of selecting performers for the casino. Mike briefed on the strategy of performers and ticket prices with this area.

Black Friday the casino will be dropping their gaming limits and will be handing out free gifts. They bought 6000 of a spa set or a tool set. These will be sent out in the mail and individuals will bring the certificate in for the gift. Misti asked about the free mortgage; Cameron stated that the "No Bills" promotion will pay up to \$3000 per month towards the winner's mortgage, or a cash option with half.

SQUAXIN ISLAND TRIBAL COUNCIL/LCOB MEETING

During black Friday the casino will have electronics that patrons can use their points to buy. TV's, DVD players, Ipods, etc. Next meeting will show the December mailer; will have a different offer during each week of December to drive patrons in.

Cameron went over the total revenues on the gaming side and compared with last year.

Charlene shared her experience at the Snoqualmie Gala. She said they made you feel like royalty; everyone working was so professional and made you feel welcome.

Dave asked about the suspended officers checks. Cameron stated that it will not be permanent but will go through a compliance review and after that a policy will be formed so it's clear to employees on how to use the comp meals. The officer checks have been used inappropriately and it will be corrected. It will be tracked for and accounted for correctly. Cameron will work with Kevin before anything new is done; including putting the officer's checks (newly called Manager Meals) back in place.

Kevin brought up the issue of LCOB being licensed (class III) by TGA. Kevin discussed the skybox management.

Ray went over property negotiations. Contingent on financing with Thurston First and the paperwork is being sent to Kevin. Anticipate closing before the end of November. Kevin has three documents for signature and approval. A list of all of the stuff that the owner will keep will be compiled, and the rest of the tools/furniture will go with the house. Bryan will add that house as a regular stop on the security route to routinely check.

Kevin prepared a resolution authorizing the sale and financing; giving the authority to Ray to do so. Arnold moved to approve the resolution and Charlene seconded the motion. Arnold would like to see a video taken of all of the items that are to be included in the house. Motion carried five (5) in favor and zero (0) against.

Ray asked who has first choice on the tools/furniture. Maintenance and HOC would like to go through it. Maintenance suggested that they could organize and inventory the stuff this winter.

Council discussed opening it up for all departments and IEI to go through and tag items they would like; after that open it to tribal members to purchase. Discussed the option of offering the space for a tribal member to start a shop business. Bryan will be using the shop for storage in the meantime. Misti would like to see the tribe have a storage space since everyone needs storage. Marcella would like to see the space used for something else more useful. The house will need some refurbishing before use. This discussion will be tabled until tomorrow.

ISLAND ENTERPRISES

SQUAXIN ISLAND TRIBAL COUNCIL/LCOB MEETING

Lisa Bielski went over the year end financials for IEI and presented how they will distribute their profits. Bryan proposed that this be distributed to the tribe on a quarterly basis. He went over financials of each entity of IEI.

Dave stated that Shawn Yannity from Stillaguamish had to lay off employees of their store, and asked Dave if they could borrow some KTP employees to keep their store running. Shawn will contact Dave again regarding this request. This store is a huge revenue source for SCT and Bryan supports assisting them.

Sonny Davis provided an update on Island Optics. Handed out samples of the cases and lenses they will be producing.

Lisa handed out a list of vendors and pricing for tribal purchases. She is working on additional vendors. This is through a cooperative purchasing program with the state. With the exception of the outboard motors, this is GSA.

Lisa explained the possible option of becoming part of the federal retirement system and Council would really like to see her research this.

Bryan offered a tobacco update. Will be launching Traditions, supplies showing up next week and will be available for retail locations by Thanksgiving. They changed suppliers for low ignition paper products; the new supplier is approved so SCT is ready to move forward. SCT is now certified for off-reservation sales.

Dave Smith will report at the next meeting and show the rail spur. They will be ready the first part of December.

Second gas station progress report: engineering should and cost analysis should be done by the first part of December. If this is approved by the Board, then will be presented to Council for consideration.

Store training program final interviews tomorrow, plan to start the program the first part of December.

Discussed the Stillaguamish store again and Bryan is ready to move forward with this opportunity.

Dave stated that Dave Johns will provide a geoduck plan as a revenue source for tribal members, via per capitas. The proposal will be sent to Council for review.

Kevin handed out the sign ordinance.

Kevin handed out a ground lease agreement with the BIA.

Kevin brought the sign ordinance with the changes discussed at the last meeting. The changes included who shall review designs and the other change was the distribution percentages. No action needed today. Council will discuss the allocations further.

SQUAXIN ISLAND TRIBAL COUNCIL/LCOB MEETING

Kevin went over the lease with the sign company. This will be discussed further tomorrow.

Meeting adjourned at 2:10 p.m.