

**DRAFT**

**SQUAXIN ISLAND TRIBAL COUNCIL  
LITTLE CREEK CASINO  
December 9, 2009**

**Attendance:**

<b>Tribal Council</b>	<b>Dave Lopeman</b>	<b>Chairman</b> ( <i>absent</i> )
	<b>Arnold Cooper</b>	<b>Vice Chairman</b>
	<b>Pete Kruger</b>	<b>Secretary</b>
	<b>Andy Whitener</b>	<b>Treasurer</b>
	<b>Misti Saenz-Garcia</b>	<b>1<sup>st</sup> Council Member</b>
	<b>Marcella Castro</b>	<b>2<sup>nd</sup> Council Member</b>
	<b>Charlene Krise</b>	<b>3<sup>rd</sup> Council Member</b> ( <i>absent</i> )
<b>Little Creek Casino</b>	<b>Cameron Goodwin</b>	
	<b>Mark West</b>	
	<b>Michael Peters</b>	
	<b>Mitch Corbine</b>	
<b>Executive Director</b>	<b>Ray Peters</b>	
<b>Island Enterprises</b>	<b>Bobby Whitener</b>	
<b>Recording Secretary</b>	<b>Melissa Puhn</b>	

Mark West provided an operations report (see attached). Mark briefly explained the hosting program for the higher level players. They will do all that is necessary to make that player comfortable and happy with excellent customer service in order to continue the relationship with that patron. Mitch stated that they recently offered the marketing manager position to Martin Meyers from IEI. Bobby stated that IEI will start looking to fill that vacancy after the first of the year. Arnold asked about a mentoring program that would provide an opportunity for a tribal member to learn and grow in to a marketing position.

Mark went over the recent poker tournament. The celebrities who participated enjoyed it and plan to come back. The poker tournament provided about 25% more revenue than a normal Saturday night. The biggest impact was the advertising for the casino: TV, radio and LCC name on over 4 million scratch tickets. They would like to look in to doing this at least annually. The turnout was good, 200 tickets were pre-sold.

Mark went over class II machines (see attached).

Black Friday bingo session (see attached). The peak on Friday was 265 in attendance. Not counting COGS or hours spent LCC made about \$1400. Arnold asked about how Lucky Eagle does bingo; Cameron stated they do bingo about once/week with about 40 people in each session. Muckleshoot is a completely different bingo operation. Arnold emphasized that bingo is not a loss, but likes to see it here since a lot of the community members enjoy bingo. Mark stated they will concentrate on the advertising although he is always cautious on how much money is spent on advertising. Arnold asked about how many tribal members participate; Mark estimated about 40 members at the Friday night session.

Pete left at 9:45 a.m.

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Pull tabs update (see attached). Netted about \$10K for the month which is a little low. Mark is looking at ways to minimize man hours in order to cut costs.

Cameron handed out the financial report and went over the summary statement ending September 30<sup>th</sup>. Despite the economy this has been an excellent year for the casino. Mitch stated that he and Martin have been looking at reinvestment levels for each “tier.”

Dave arrived at 9:52 a.m.

Cameron stated that they did well this year on operating expenses. Rewards points were redeemed a little higher and are in ratio with what was made.

The entire fiscal year LCC was able to increase revenue at a higher rate than operating expenses. Grew about \$1M. The projected EBITDA is about 19.3% for FY10. July and August were phenomenal months.

Discussed IGT, Multi Media and Ballys machines.

Discussed the contract with Multi Media.

Cameron handed out October and November financial projections.

Pete returned at 10:29 a.m.

Cameron stated they are about 40 days from finishing the audit with Moss Adams and TGA. So far there is nothing out of the ordinary but probably will have some findings. There will be no reason that it cannot be done on time. No red flags yet.

Mike Peters provided a report on non-gaming. Had about 70% occupancy for October. The occupancy has been above what surrounding area hotels have been (see attached). Tribal discounts were brought up and other changes: the new tower will become all non smoking and non pets. The other change will be as of January 2<sup>nd</sup> the rates will go up about \$10. Also changing the definition of tribal discount: in order to receive the tribal discount one must be a Squaxin tribal member. Looking at records most other tribal who stay here qualify for the government rate, and other tribal hotels do no offer a tribal discount for other tribes.

Mike responded to a question at the Talking Circle by better defining the benefits for Squaxin Tribal Members. Misti asked if it is really a big deal to offer tribal discount to other tribes. Mike stated that this is more in response to tribal members concern of “what is the casino/hotel offering tribal members?”

Arnold would still like to see discounts offered to other tribal members. Mike said it would be easy, but in a marketing sense Squaxin members should have the best deal. Arnold would like to focus on Squaxin now and look down the road for discounting other tribes. Bobby offered that Squaxin gets a lot of good feedback from other tribes for the discounts, good PR. Mike stated that they as Executives can offer to other tribal council members or other dignitaries. Cameron asked about two levels of discount; one for other tribes and a bigger discount for Squaxin. Bobby fears that if LCC

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takes away other tribal discount it might appear harsh and may have a bad effect. Andy asked about a senior discount in the gift shop. There is a military, senior and employee discount. The senior discount starts at age 50. Andy asked if Squaxin members could receive the senior discount.

Mike stated they did a food drive and got over 5000 pounds of food and it was distributed to the Squaxin food bank, Mason and Thurston County food banks. They will start a coat drive and plan to hit a record number of coats.

Dave returned and asked about the other tribal discount being discontinued. Mike stated that one: looked at current stay for other tribes qualify for the government rate and two: he heard something at the talking circle and Squaxins would like a better discount than other tribes since they are an owner of the property. This is an attempt to make a special discount for Squaxin only. Mike checked with most tribal hotels in Washington and the majority do not offer a tribal discount to other tribal members. Begun discussing a "gradient" system; different levels of discount for Squaxin and other tribal. Council is not keen on that change but would like to see a plan and impact. But for now the rates will stay the same with the discounts continuing the same. Mike asked Council though to think about a special discount of sort for Squaxin members. Rates will stay status quo at this point.

Mike reported on resort sales; they have a strong holiday season coming up with banquets. Looking forward to good banquet sales. Had some personnel changes in the sales department so have begun discussing set goals for that group. Discussed ways to improve communications between departments to eliminate errors. There still is a tremendous amount of growth in sales. Staff should look in to sales of hotel rooms as well as sales of banquets (had a lot of banquets but not much hotel room sales). Need a goal of keeping the attendees at the hotel after their banquet.

Andy asked about the skyboxes for New Years Eve and if Council still has tickets. Bobby is assuming its still there.

Mike provided an engineering and facilities update (see attached).

Mike went over the food & beverage report (see attached). Have made some improvements including the employee lunchroom. They are going through and reviewing menus and pricing. Heavily impacted by Thanksgiving banquets. The espresso stand was moved to the hotel and it has worked quite well over there. Gotten a positive response from customers and the numbers have improved. If they leave it over there they are now looking at a good permanent location. Right now it is on a temporary cart. Andy stated that he was not very happy with the food for the recent Council dinner, but the catering staff did an excellent job.

Mike briefly went over the number of position vacancies that are not filled. Have been looking at those to see if the positions are necessary.

Cameron brought up the pow wow which should be the third weekend of February. Cameron asked if that date is a good time for the casino and the community; or should it be combined with SalmonFest in August. Bobby stated that it shouldn't be changed since right now there is no competition for other pow wows. So far the date will remain the same. Ray believes that a coordination meeting needs to be done asap to discuss who is planning what and what involvement.

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Cameron stated the LCC has a good plan put together for the pow wow. The biggest issue last year was the vendor location and they solved it for this year.

Dave brought up the organization chart; Misti noticed that it was different from the last chart she's seen. Bobby stated that LCOB recommended the chart for approval. MIS used to be under Mark which included all computer systems and slot machines; but that was split and computer systems were moved under Cameron as IT services. Mike now has two in charge of Island Grill. Misti made the motion to approve the LCC organization chart. Arnold seconded the motion. Bobby noted that this org chart is an interim/work in progress. Motion carried unanimously (5 for and 0 against).

Meeting adjourned at 11:37 a.m.