

ORIGINAL

EASTERN SHAWNEE TRIBE OF OKLAHOMA
REGULAR BUSINESS COMMITTEE MEETING

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1
2 **DATE:** July 25, 2018

3 **TIME:** 5:30 p.m.

4 **LOCATION:** BlueJacket Building

5 **INVOCATION:** Chief Glenna Wallace

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7 **CALL TO ORDER, ROLL CALL, DECLARATION OF QUORUM**

8 The Business Committee Meeting was called to order at 5:35 p.m. by
9 2nd Chief Ross with the following answering roll call: 1st Council Kropp,
10 2nd Council Daugherty, 3rd Council Stovall, and Secretary Brown. A
11 quorum was declared. Chief Wallace was also in attendance.

12
13 **MINUTES**

14 The **MOTION** to approve the July 11, 2018 ESTE Shareholders
15 Meeting Minutes as written was made by 3rd Council Stovall and 2nd
16 Council Daugherty seconded. Motion carried: 4 approve, 0 opposed,
17 1 absent (Treasurer Barnes).

18
19 The **MOTION** to approve the July 11, 2018 Minutes as written was
20 made by 2nd Council Daugherty and seconded by 3rd Council Stovall.
21 Motion carried: 4 approve, 0 opposed, 1 absent.

22
23 **REPORTS**

24 **DIRECTOR OF ACCOUNTING, KAREN ALLEN:**

25 A detailed review on Cash Balances, Non Grant Budgets, and Grant
26 Budgets for Tribal Administration as of June 30, 2018 was given. Also
27 presented were the financial statements of all entities (Eastern
28 Shawnee Tribal Enterprises, Eastern Shawnee Tribal Administration,
29 Indigo Sky Casino, Outpost Casino and Bordertown Casino & Arena,
30 Eastern Shawnee Travel Center, Eastern Shawnee N2N Business
31 Entities, and Burggraf) for the same reporting period. Ms. Allen also
32 presented an Estimated Major Repairs Report for the next five (5)
33 years and suggested the Business Committee might consider setting
34 aside \$250,000 from the General Fund to cover these expenses.
35 Discussion was held and she said if this is to be done a decision should
36 be made by September.

37
38 **CASINO GENERAL MANAGER, RICK SMITH:**

39 **Fireworks Display at Indigo Sky:** Rick reported it would be difficult
40 to put a dollar amount, other than the \$8,000 given for the actual
41 fireworks, on what it cost the casino for this event. We held meetings
42 with the Chamber of Commerce, Law Enforcement and First
43

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45 Responders, and how to take care of casino property. Extra personnel
46 were used for protection of actual property that night. Discussion was
47 held and concerns were expressed.

48

49 Financial results for the month of May:

50 **Indigo Sky Casino:** Comparison of month to previous month: Total
51 Revenues (+) 11.27%, Total Expenses (+) 8.58%, and EBIDA (+)
52 25.07%. Comparison of month to previous month a year ago: Total
53 Revenues (+) 14.79%, Total Expenses (+) 14.27 %, and EBIDA (+)
54 17.18%. Year to Date: Total Revenues (+) 6.78%, Total Expenses
55 (+) 8.84%, and EBIDA (-) 2.18%.

56 **Outpost Casino:** Comparison of month to previous month: Total
57 Revenues (-) 11.08%, Total Expenses (-) 5.16%, and EBIDA (-)
58 20.28%. Comparison of month to previous month a year ago: Total
59 Revenues (-) 12.39%, Total Expenses (-) 3.56%, and EBIDA (-)
60 24.07%. Year to Date: Total Revenues (-) 3.78%, Total Expenses (-)
61 1.80%, and EBIDA (-) 6.80%.

62 **Bordertown Casino & Arena:** Comparison of month to previous
63 month: Total Revenues (+) 5.30%, Total Expenses (+) 11.47%, and
64 EBIDA (-) 62.91%. Comparison of month to previous month a year
65 ago: Total Revenues (+) 21.69%, Total Expenses (+) 6.65%, and
66 EBIDA (+) 132.96%. Year to Date: Total Revenues (-) 2.03%, Total
67 Expenses (+) 5.34%, and EBIDA (+) 54.07%.

68

69 Financial results for the month of June:

70 **Indigo Sky Casino:** Comparison of month to previous month: Total
71 Revenues (-) 3.95%, Total Expenses (+) 2.20%, and EBIDA (-)
72 31.27%. Comparison of month to previous month a year ago: Total
73 Revenues (+) 10.62%, Total Expenses (+) 15.43 %, and EBIDA (-)
74 13.23%. Year to Date: Total Revenues (+) 7.21%, Total Expenses
75 (+) 9.59%, and EBIDA (-) 3.29%.

76 **Outpost Casino:** Comparison of month to previous month: Total
77 Revenues (+) 7.80%, Total Expenses (+) 7.39%, and EBIDA (+)
78 8.57%. Comparison of month to previous month a year ago: Total
79 Revenues (-) 5.37%, Total Expenses (-) 5.39 %, and EBIDA (-)
80 5.34%. Year to Date: Total Revenues (-) 3.96%, Total Expenses (-)
81 2.23%, and EBIDA (-) 6.72%.

82 **Bordertown Casino & Arena:** Comparison of month to previous
83 month: Total Revenues (-) 0.15%, Total Expenses (-) 19.26%, and
84 EBIDA (-) 635.39%. Comparison of month to previous month a year
85 ago: Total Revenues (+) 31.70%, Total Expenses (-) 1.33 %, and
86

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88 EBIDA (-) 693.34%. Year to Date: Total Revenues (+) 11.38%,
89 Total Expenses (+) 4.64%, and EBIDA (+) 108.60%.

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91 **JUNE BULL REPORT**

92 **June 9th – 140 Bulls** (data based on **33 players** that used their bull
93 cards): Hotel Revenue (67 rooms rented): \$7,746.90; Coin
94 In - Indigo Sky: \$24,582.10; Table Buy In: - \$10,220.00; Coin In:
95 Bordertown Casino & Arena: \$26,279.85 TOTAL GAMING IN:
96 \$61,081.95.

97 **June 23rd – 102 Bulls** (data based on **23 players** that used their bull
98 cards): Hotel Revenue (42 rooms rented): \$4,623.15; Coin In –
99 Indigo Sky: \$26,521.92; Table Buy In: \$2,530.00; Coin In –
100 Bordertown Casino & Arena: \$27,884.35. TOTAL GAMING IN:
101 \$56,936.27.

102 **June 30th – 151 Bulls** (data based on **31 players** that used their bull
103 cards): Hotel Revenue (76 rooms rented): \$8,621.55; Coin In –
104 Indigo Sky: \$109,800.41; Table Buy In: \$15,350.00; Coin In –
105 Bordertown Casino & Arena: \$8,954.21. TOTAL GAMING IN:
106 \$134,104.62.

107

108 **2018 Year To Date Totals:**

109 **January – June: 15 Events.** Hotel Revenue - \$123,700.50; Coin In
110 – Indigo Sky: \$1,130,751.00; Table Buy In: \$177,011.00.00; Coin In
111 – Bordertown Casino & Arena: \$308,880.79. TOTAL GAMING IN:
112 \$1,796,642.79.

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114 **HOTEL**

115 The hotel occupancy is averaging 91%.

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117 **RESOLUTIONS**

118 **Resolution #072518R-01: FY2019 Eastern Shawnee Tribe of**
119 **Oklahoma Tribal Administration Operating Budget. NOW**
120 **THEREFORE BE IT RESOLVED, that the Business Committee of**
121 **the Eastern Shawnee Tribe of Oklahoma does hereby approve**
122 **the proposed FY2019 Eastern Shawnee Tribe of Oklahoma**
123 **Tribal Administration Operating Budget.** The motion to approve
124 was made by 2nd Council Daugherty and Secretary Brown made the
125 second. Motion carried: 4 approve, 0 opposed, 1 absent.

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127 **Resolution #072518R-02: Resolution to Adopt the Amended**
128 **Eastern Shawnee Tribe of Oklahoma Procurement Policy for**
129 **Tribal Administration.** The motion to approve was made by 1st

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131 Council and it was seconded by 3rd Council Stovall. Motion carried: 4
132 approve, 0 opposed, 1 absent.

133

134 **REQUISITIONS**

135 The **MOTION** to approve Requisition EN-50794, payable to Brown and
136 Brown of Oklahoma, in the amount of \$888,570.00, for Insurance
137 Renewal 07/01/2018 – 07/01/2019 on property, autos, excess, special
138 risk, crime and general liability was made by 2nd Council Daugherty
139 and seconded by 3rd Council Stovall. After discussion 2nd Council
140 Daugherty withdrew the motion and 3rd Council Stovall withdrew the
141 second.

142

143 The **MOTION** to approve PR-36076, payable to Financial Equipment
144 Company, in the amount of \$131,501.00, for an Agreement Renewal
145 08/01/2018 – 08/01/2019 for all money counting equipment at Indigo
146 Sky Casino. This was made by 2nd Council Daugherty and Secretary
147 Brown seconded. Motion carried: 4 approve, 0 opposed, 1 absent.

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149 The **MOTION** to approve PR-36086, payable Financial Equipment, in
150 the amount of \$43,595.00, for an Agreement Renewal 08/01/2018 –
151 08/01/2019 for all money counting equipment at Outpost Casino. This
152 was made by 2nd Council Daugherty and seconded by 3rd Council
153 Stovall. Motion carried: 4 approve, 0 opposed, 1 absent.

154

155 **CLOSED SESSION**

156 The motion to go into Closed Session at 7:00 p.m., after a break, was
157 made by 3rd Council Stovall and seconded by 2nd Council Daugherty.
158 Motion carried: 4 approve, 0 opposed, 1 absent.

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160 **OPEN SESSION**

161 The motion to return to Open Session at 9:33 p.m. was made by 2nd
162 Council Daugherty and Secretary Brown seconds. Motion carried: 4
163 approve, 0 opposed, 1 absent.

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165 **MOTION**

166 The motion to authorize Chad Kelly to contact Brown and Brown of
167 Oklahoma to inquire if payments could be made on the insurance
168 renewal instead of paying the entire amount up front was made by 2nd
169 Council Daugherty. This was seconded by 3rd Council Stovall and the
170 motion carried: 4 approve, 0 opposed, 1 absent.

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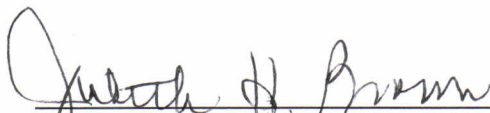
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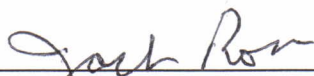
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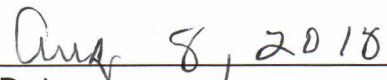
There being no further business, the motion to adjourn at 9:35 p.m.
was made by 3rd Council Stovall and 2nd Council Daugherty seconded.
Motion carried: 4 approve, 0 opposed, 1 absent.



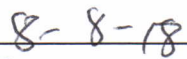
Judith H. Brown, Secretary



Jack Ross, Second Chief



Date



Date