

P (918) 540-2535
F (918) 540-2538



PEORIA TRIBE

OF INDIANS OF OKLAHOMA

118 S. Eight Tribes Trail Miami, OK 74354
P.O. Box 1527 Miami, OK 74355

CHIEF
Craig Harper

SECOND CHIEF
Rosanna Dobbs

**PEORIA TRIBE OF INDIANS OF OKLAHOMA
BUSINESS COMMITTEE MEETING
May 2, 2023**

MINUTES

CALL TO ORDER/INVOCATION:

Chief Craig Harper called the meeting to order. Carolyn Ritchey gave the Invocation.

DECLARATION OF QUORUM:

Secretary Jenny Rampey declared a quorum with all members present.

APPROVAL OF AGENDA:

Motion was made by Hank Downum and seconded by Kara North to approve the agenda as presented. Motion passed.

APPROVAL OF MINUTES:

Motion was made by Kara North and seconded by Carolyn Ritchey to approve the Minutes of the Regular Meeting, held on April 4, 2023. Motion passed.

MONTHLY TRIBAL/PROGRAM REPORTS:

Financial Reports

Motion was made by Rosanna Dobbs and seconded by Jenny Rampey to approve the Financial Reports for March 2023 as presented. Motion passed.

Enterprise Reports

Chief Harper thanked the Committee and citizens for attending. He then introduced Patrick Browne, CEO of Buffalo Run Casino & Resort. Mr. Browne introduced himself and thanked the council for having him. Mr. Browne stated that he would be giving the Enterprise report tonight.

Mr. Browne began his report, which included:

Hotel Financials

- 8% (\$12,545) increase in **Hotel Revenue** from March 2022 to March 2023, and up 5% YTD

- 12% (\$17,189) *increase* in **Room Revenue** from March 2022 to March 2023, and up 6% YTD
- 87% (\$4,644) *increase* with **Grab-n-Go** from March 2022 to March 2023, and up 14% YTD

Food and Beverage Financials

- 89.61% (\$44,182) *increase* in Bistro revenue from March 2022 to March 2023
- 26.62% (\$10,508) *increase* in Backwoods revenue from March 2022 to March 2023
- 12.12% (\$13,711) *increase* in Coal Creek revenue from March 2022 to March 2023
- An *overall increase* of 33.88% (\$68,401) increase over last year for the entire property

Golf Financials

- Golf Revenue showed an *increase* of 26% (\$15,562) from March 2022 to March 2023, and up 16% YTD
- Golf Rounds showed an *increase* of 2% (25) from March 2022 to March 2023 and up 18% YTD

Slot Financials

- Coin-In showed an *increase* of 9% (\$4,583,717) from March 2022 to March 2023 and a *decrease* of 6% YTD. Inflation has and is still impacting the business but new and consistent marketing initiatives have helped.
- Slot Win showed a *decrease* of 2% (\$41,628) from March 2022 to March 2023 and a decrease of 12% YTD.

2023 Casino Distribution

- Distribution comparing March FY2022 to FY2023 showed a *decrease* of 15%.
- YTD Distribution showed a decrease of 36%.

Mr. Browne ended his report by asking the Business Committee if there were any questions. He then introduced Mary Jewett, Assistant General Manager with Buffalo Run Casino & Resort.

Ms. Jewett thanked the Committee for having her and began her report, which included 'Fiscal Year Accomplishments':

Property Updates

- Updated the Dressing Rooms at Buffalo Run Casino
- Bistro Relaunch with a new look and new menu items
- Cleaned up the Server Room
- The security system is up and running at Woodland Academy which includes Surveillance Cameras (32 cameras) and a Card Access System on 26 doors.
- Events and Entertainment: Continue to take our events to the next level of class for our guests. The team will continue to analyze and monitor these growth opportunities to ensure that we are maximizing our potential.
- Updated the Hotel Breakroom for the Staff

- Updated the Casino Breakroom for the Staff and added a soup and salad bar at a very low cost to employees.

Marketing Updates

- Our Direct Mail campaign goes out to approximately 16,000 people. We have improved this method of campaigning with the goal to increase guest engagement and drive revenue growth.
- Truckers Campaign: Over 500 active and still growing. Positive feedback from truckers.
- Still focusing on email and SMS texts as a quicker way to send offers, which also results in quicker responses. The casino can also reactivate players this way as well.
- New Member Sign-ups show an overall increase of 17% from January-March 2023 vs. January-March 2022.
- The 'We Love our Truckers' campaign is still going strong. Ms. Jewett reported there were 597 new trucker member sign-ups from January-March 2023. She reviewed a map showing where the truckers that stop at the casino are from, ranging from 43 different states. Word of mouth is working. Ms. Jewett also read positive reviews from truck drivers that have stopped and spent time at the Trucker's Lounge and Casino.

Other Updates

- Held our first 'Career Day'. Twenty-five employees attended with the opportunity to discuss their long-term career goals with team leaders.
- Buffalo Run Casino & Resort was voted "Best & Brightest" in the Nation! Employee satisfaction + guest satisfaction = net profits.

Following the Enterprise reports, Chief Harper began staff reports by introducing Charla EchoHawk, Director of Cultural Preservation for the Tribe.

Ms. EchoHawk began her slideshow report, which included:

- The conclusion of two separate Peoria language courses (10 weeks each).
- In collaboration with Early Childhood (Jo Kaiser), the second Children's Peoria Language book is now in the planning stages.
- Other Peoria Language projects are currently underway, including a new interactive app.
- Tribal Archives – Cultural Preservation hired the Tribe's very first Tribal Archivist, Jacey Vangel. Ms. Vangel is currently working on Cultural Resource Management to write a policy as well as updates to the gallery at CRC. These updates include humidity control and UV film on windows, and more.
- Historical Preservation – Cultural Preservation hired the Tribe's first Historic Preservation Specialist, Burgundy Fletcher. Ms. Fletcher was involved in a recent Symposium "Serving Natives, Educating Communities". This involved a panel discussion to share current details on topics from laws and legislation regarding the marketing of Indian arts and crafts products within the United States.
 - Section 106/TCNS Consultations – The tribe receives over 1,300 requests for consultation with the Federal Communications Commission within 30 days. Ms. Fletcher is looking into software to help with this.

- Ms. EchoHawk gave an update on the Painted Hides Exhibit and her meeting at FAM in OKC.
- 2023 Peoria Powwow is being held at the Showplace inside Buffalo Run Casino. The Council and citizens were informed about the reason for this change of venue. The Bison planned for the tribe will be on the same land as the Powwow grounds. Fencing needs placed around the property for them as well as ongoing electrical issues are the main reasons for the change.
- First Americans Museum (FAM) in OKC has a new exhibit for Veterans. The Cultural Preservation Department will be soliciting Tribal Citizen Veterans' information for the exhibit as well as to help update records before Veterans Day in November.
- Memorial Day Tribute and Community Meal will be held at the Peoria Tribal Cemetery and Community Center on May 29, 2023.

ADMINISTRATIVE REPORT:

Before Chief Harper began his monthly administrative report, he spoke about the following topics:

- *Leadership Oklahoma Classes he has attended, and the contacts made.*
- *Goal is to invest in two departments each year.*
- *Growing our Communications Department, partnering with the Casino. He spoke briefly about Korie Payton and her role at the Tribe and her new position with the Casino.*
- *Growing the Human Resources department at the Tribe. There are now four employees in the department.*
- *Mary Jewett training the Directors on a new project-based software called Monday.com*
- *Attended the TETON Fashion Show at FAM with his family.*

Chief Harper gave a recap of his written report, the highlights included:

- Health and Human Services and Early Childhood participated in the Riverton HS Career Fair
- Continue to hold regular Director's meetings
- Leadership Class in Norman – Education and Commencements
- Annual Mickey Mantle Banquet held at Buffalo Run Casino
- Filled the CHR (Community Health Representative) position for HHS
- Attended the ITC Board Meeting
- Attended NTHS Board Meeting
- Peoria Day at the Ballpark at NEO
- Staff participated in a Clean-Up Day (in conjunction with Earth Day) on the HQ property
- Trial Update – Moved to September 11, 2023
- Senior Games
- Anti-Violence Month

UNFINISHED BUSINESS:

There was no unfinished business.

NEW BUSINESS:

New Members Recommended for Approval by the Enrollment Committee on 04/13/23 Tentatively to be Approved by the Business Committee on 05/02/23 or at the Next Regularly Scheduled or Special Meeting: Motion to approve the recommendations was made by Carolyn Ritchey and seconded by Kara North. Motion passed.

Resolution R-05-02-23-A, "Approval for Changes to the Peoria Tribal Membership Roll": Motion was made by Kara North and seconded by Hank Downum to approve Resolution R-05-02-23-A as presented. Motion passed.

Resolution R-05-02-23-B, "Resolution Approving and Authorizing Submittal of an Application for the DE-FOA-0002975 Clean Energy Technology Deployment on Tribal Lands – 2023 with the U.S. Department of Energy, Office of Indian Energy": Motion was made by Rosanna Dobbs and seconded by Kara North to approve Resolution R-05-02-23-B as presented. Motion passed.

Discussion/Approval of Arvest Bank Contract: The Tribe did not receive the contract back. No motion or action was taken.

Discussion of Inclement Weather Policy: Chief Harper asked for feedback and/or ideas pertaining to the topic. Second Chief, Rosanna Dobbs stated that this was not a pressing motion and stated that she would like to table the subject. No motion or action taken.

Discussion/Approval of Land Acquisition: Following the discussion held in Executive Session, a motion was made by Rosanna Dobbs and seconded by Carolyn Ritchey to approve as recommended in Executive Session. Motion passed.

Discussion/Approval of Employee Wage Change Recommendations: Following the discussion held in Executive Session, a motion was made by Carolyn Ritchey and seconded by Scott Myers to approve wage changes as recommended by Human Resources. Motion passed.

PUBLIC COMMENTS:

Chief Harper began "Public Comments" by asking if there were any questions so that each Tribal Citizen had the opportunity to address the Business Committee or ask questions.

Citizen and Second Councilman Kara North stated that the Peoria language needs to start being incorporated into the meetings and to explore what those options are. This was a suggestion made by a citizen to Ms. North.

EXECUTIVE SESSION:

Motion was made by Hank Downum and seconded by Jenny Rampey to move into Executive Session at 7:40 pm. Motion passed.

Motion was made by Scott Myers and seconded by Kara North to come out of Executive Session at 9:10 pm. Motion passed.

ADJOURNMENT:

Motion to adjourn was made by Rosanna Dobbs and seconded by Kara North. Motion carried unanimously and the meeting was adjourned at 9:13 pm.

Jenny Rampey
Authorized Signature

6/6/2023
Date Approved

