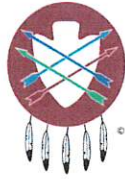


P (918) 540-2535
F (918) 540-2538



PEORIA TRIBE

OF INDIANS OF OKLAHOMA

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

CHIEF
Rosanna Dobbs

SECOND CHIEF
Paul J. Attocknie Jr.

PEORIA TRIBE OF INDIANS OF OKLAHOMA BUSINESS COMMITTEE MEETING

April 1, 2025

MINUTES

CALL TO ORDER/INVOCATION:

Chief Dobbs called the meeting to order, and Kara North gave the Invocation.

DECLARATION OF QUORUM:

Treasurer Jason Dollarhide declared a quorum with 5 members present, Jenny Rampey was absent.

APPROVAL OF AGENDA:

Nicholas Hargrove requested to amend the agenda by adding Appointment to the Tax Commission. Motion was made by Kara North and seconded by Scott Myers to approve the amended agenda. Motion carried unanimously.

APPROVAL OF MINUTES:

Jason Dollarhide made a motion and was seconded by Nicholas Hargrove to approve the Minutes of the Regular Meeting, held on March 19, 2025, to approve the minutes as presented. Motion passed.

GUEST PRESENTER:

Bryce Washington introduced Judy Reagan, Chief Operating Officer of Eastern Shawnee Companies. Ms. Reagan introduced Audrey Gardner, Chair Board and an Attorney for Eastern Shawnee Tribe. Our company is one hundred percent Tribally owned. The Eastern Shawnee Tribe of Oklahoma (ESTO) is a federally recognized Native American tribe known for its rich history, cultural preservation, and commitment to economic development. ESC is a board governed holding company that proudly represents a collection of tribally owned small businesses providing professional services. Our advantages:

- Centralized Management
- Nationwide Resources
- Financial Stability
- Expertise
- Small Company Flexibility
- Contracting Advantages

Our Leadership Team:

SECRETARY
Vacant

TREASURER
Jason Dollarhide

FIRST COUNCILMAN
Nick Hargrove

SECOND COUNCILMAN
Kara D. North

THIRD COUNCILMAN
Scott Myers

- Broadband Services

Our Companies:

- Eastern Shawnee Professional Services
- TEPA Eastern Shawnee Technology Services
- Eastern Shawnee Partners
- Eastern Shawnee Affinis
- ERG Eastern Shawnee
- Eastern Shawnee Keel's Landing
- Eastern Shawnee Bay West

The purpose of the 8(a) Program is designed to help small business who are owned and controlled by socially and economically disadvantaged Indian Tribes, Alaskan Natives and Native Hawaiian Organizations in competing on an equal basis in the mainstream of American economy. The program strives to promote the viability of such concerns in the marketplace by providing such available contract, financial, technical, and management assistance as may be necessary. SBA is authorized to enter into contracts with other federal agencies and then subcontract the work in-whole or in part to eligible 8(a) participants. After 1998, the SBA may now delegate its authority to the procuring federal agency, allowing such agency to enter into 8(a) contracts directly with the participating 8(a) contractor. The 8(a) Business Development Program, administered by the SBA, is designed to help small, disadvantaged business gain access to federal contracting opportunities, including sole-source contracts. Why pursue 8(a) certification?

- Access to sole-source federal contracts
- Business development assistance from the SBA
- Competitive advantages in government contracting
- Nine years of program benefits

How do you qualify:

- Must be a small business
- At least 51% owned and controlled by socially and economically disadvantaged individuals or a qualifying Tribal entity
- Demonstrated good character and financial capacity

Our six-phase process ensures your business is strategically positioned for 8(a) certification and long-term success.

- Phase 1
 - Defining Your Business Strategy
- Phase 2
 - Structuring Your Success
- Phase 3
 - Building Your Market Presence
- Phase 4
 - Expanding Business Development
- Phase 5
 - Preparing for 8(a) Certification
- Phase 6
 - Achieving and Leveraging Certification

We will continue ongoing support beyond certification.

- Compliance

the way up north of Buffalo Run. We were able to get the construction aligned to get this whole piece to be built at the same time. It will affect the casino, and it will affect the route for one construction period versus three different construction periods lasting over fifteen years. This project we have been working on behind the scenes. We have worked with several different entities, such as the Senators Office, NEO, and the county to get this concept approved in order to be a huge advantage for the Tribe. What we have shown to the tribe is simply the interchange and the roads that connect to it. What we have not shown is any of the development potential work that we've done associated with that. We have completed thirty percent plans on this and are ready to target grants in order to complete the construction of this project. We would add roundabouts; we created vision points so that we are able to fund and connect the project in the way that allows the Tribe direct access to potential development on trust land. It could be whatever the desires of the Tribe are. We have listed different options: convenience stores, restaurants, retail shopping and mixed high yield developments. Mr. Hollabaugh stated that his company oversaw the construction of the Community Center, the learning center, the infectious disease center, and the RV Park. We have worked on the cemetery, using ground penetrating radar and identified fifty-one unmarked graves. Then we made a concept site plan in order to do some improvements to what the parking lot would look like. Mr. Hollabaugh thanked the Business Committee for having him.

Jacob Barnes and Brian Merzlock with Ary Land Company introduced themselves. Mr. Barnes stated that they have sold over 500 million in real estate. Most recent Golf Courses sold are:

- Sugar Creek Canyon in Hinton, OK
- The Club at Indian Springs in Broken Arrow, OK
- Chestnut Hill Golf Course in Arcadia, MI
- Clary Fields in Sapulpa/Jenks, OK
- 86 Residential Golf Course lots sold in two single family developments totaling \$1.15 million in Claremore/Verdigris, OK

We currently have a staff of twenty-two. If you look at the number of people who can afford a golf course it is extremely low. Golf course going to the market will typically take anywhere from three hundred to seven hundred fifty days to sell. We would market to sell.

Tier 1

- Establish High Traffic Listing Sites
 - LoopNet
 - Biz Buy Sell
 - Land.com
 - MLS Coverage
- Digital and Social Media Advertising
 - LinkedIn and Facebook ads
 - Google Ads
 - Email Marketing

Tier 2

Direct Outreach to Golf Industry Professionals

- Golf Course Owners and Investors
 - Reach out to owners of existing courses directly and inquire about their desire to expand their portfolio
- Golf Resort Developers
 - Luxury real estate and resort developers may be interested

- Custom Metal Fabrication
- Waterjet Cutting
 - Custom Signage
 - Parts Manufacturing

Target Markets:

- Local Tribes
 - Similar Needs
 - Local Delivery
 - Tribal Partnership
- Museums
 - Established Reputation
 - Connections in Industry
 - Similar Needs

Marketing Strategy

- Brand Identity
 - Logo
 - Ke Messaging
- Brand Building
 - Website
 - Social Media
- Establish Positioning
- Lead Generation
- Market Research
- Content Marketing
- Metric Tracking

Sales Strategy-Marketing Team

- Generate and Qualify Leads
 - Connect with sales leads and begin discussion of client wants and needs
 - Prospecting for new leads in selected territories
- Facilitate Leads to Sales Team
 - Once the leads are qualified, they will be passed on to the sales team

Sales Strategy-Sales Team

- Establish Relationships
 - Build rapport and confidence in prospective buyers
- Product Demonstrations
 - Lead demonstrations and samples of existing product lines
- Proposals
 - Generate proposals and negotiate with buyers
- Closing
 - Finalize agreements with buyers

Financial Analysis

- Estimated Annual Expenses-\$669,500
- Estimated Non-Material Expenses-\$539,575.47
- Estimated Non-Material Expense minus Margin-\$489,500
- Require Daily Billable hours/employee- 5.6 hours

Enterprise Reports

David Murphy introduced himself as Director of Food and Beverage at Buffalo Run Casino & Resort. Mr. Murphy stated that Mary Jewett, General Manager of Buffalo Run Casino & Resort was attending a conference and could not make it. Mr. Murphy began his report, which included February Highlights. Mr. Murphy provided a presentation that included slots, food and beverages, hotel, and casino financials. Mr. Murphy stated that the casino has a total of one hundred and ninety-four employees, one hundred thirty-nine are full-time and fifty-five are part-time, forty-three of the one hundred and ninety-four are tribal: Cherokee, Wyandotte, Creek, Seneca Cayuga, Shawnee, Osage Ottawa, Quapaw, Potawatomi, Navajo, Miami, Delaware, and Peoria. Mr. Murphy stated that the hotel has made updates in each room:

- Tray for coffee supplies in each room
- Stainless steel ice buckets
- Dark makeup towels
- New hair dryers
- Kleenex box covers
- New 55-inch TVs
- New window coverings

Other Hotel updates:

- Wrapped inside elevator with signage
- Painted accent wall

Mr. Murphy stated that for April and May entertainment will be:

- Great White and Slaughter- April 26th
- Midget Wrestling-May 17
- Eli Young Band- May 31
- XFN- June 28

Mr. Murphy stated that he has been with the casino for eight years. I will be leaving soon and want to thank this tribe for what an amazing experience I've had working here. I came back here eight years ago to take care of my dad so a lot of you know I am from Miami, what most don't know is that my parents went to high school here. When I came back here in 2017 the town of Miami was not this nice and the improvements this tribe has made to this community, not just for its citizens but for the whole community is pretty impressive. I wanted to thank you for a great opportunity and for a place to be proud to work. Thank You very much.

ADMINISTRATIVE REPORT:

UNFINISHED BUSINESS:

Discussion/Approval of Budgets for Golf Course, Henley, Maintenance, Janitorial, and Construction: Motion was made by Nicholas Hargrove and seconded by Scott Myers to remove from table. Motion was made by Nicholas Hargrove and seconded by Scott Myers to approve budgets as presented.

Discussion/Approval of Rescinding the Contract with NEO and Early Childhood: No action was taken.

Discussion/Approval of Turnpike Agreement: Motion was made by Nicholas Hargrove and seconded by Scott Myers to approve Turnpike Agreement with one amendment. Motion passed.

Discussion/Approval of Designee of Owner and Qualified Entity for Early Childhood: Motion was made by Nicholas Hargrove and seconded by Kara D. North to table. Motion passed.

Appointment to the Peoria Tribe Tax Commission (Second Chief, Paul J. Attocknie Jr.): Motion was made by Nicholas Hargrove and seconded by Jason Dollarhide to appoint Second Chief, Paul J. Attocknie to the Peoria Tribe Tax Commission. Motion passed.

PUBLIC COMMENTS:

Chief Dobbs 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 Korie Payton:

Was tab 7 voted on?

Citizen David Froman:

I wanted to take a moment to congratulate Chief Dobbs on her election and to thank Second Chief Attocknie and Secretary Rampey on their service as active Chief in the absence of the higher Chief for a while. Thank You.

Citizen John Froman:

Just a couple updates: I was contacted by Dustin Glover, who is vice president of student affairs at NEO. A couple months ago, he was made aware of the contract and he called me and said, "well who am I talking to?" I said right now protocol would be our current second chief is active. Dr. Stafford at NEO did make a phone call to the tribe trying to set up an appointment. He was told that the tribe would not make any appointments until the election of a new chief. PJ also told him that. There has been an attempt by NEO to contact the tribe because they didn't want to get legal involved. I would encourage the Chief just to give him a call tomorrow. I understand that we all want to get legal involved but maybe just sit down and talk. I would encourage her to do that. I was really encouraged by the plans for the interstate proposal for a loop around Buffalo Run. I would also encourage y'all to look at possibly not looking to operate businesses on that. One of the big aspects is if we do get that land, it is in trust. We have leverage on that. We can design build, we can build facilities, lease it back to those individuals and we have the opportunity to penetrate city, county, or state taxes. We have a tribal tax. Just sit back and take a tribal tax. You don't have to run it. Those are some ideas I wanted to keep in the back of your head. Those are a lot of options on the first property. They can't ever own the land. There will be some negotiations that you all fund and loan us the money basically to build and we will lease it right back to you. That is a common practice in the business industry to borrow from the leasee and then build the property. On trust property you have restrictions that's not property taxed, and I do believe the Bureau will only allow you to do a twenty-five year lease on trust property. It was very exciting to see the potential of what we are able to do as a tribe. Thank you and congratulations Chief.