



22nd Annual Western Indian Gaming Conference
February 7th – 9th
Morongo Casino, Resort and Spa

**Title Sponsor: Morongo Band
of Mission Indians**

Schedule of Events

Tuesday, February 7th

WIGC Signature Golf Tournament

Location: **Morongo Golf Club at Tukwet Canyon**

36211 Champions Drive
Beaumont, CA 92223

7:45 am Shuttle will Depart from Morongo (valet area)

8:00 am Golf Registration

9:00 am Shotgun Start

Sponsored By:

Gold Sponsors:

Redding Rancheria

Kitchell Contractors

Welcome Reception / Golf Awards

Location: Morongo Casino – Drum Room (26th Floor)

6:00 pm – 8:00 pm

Sponsored By:

Association of Gaming Equipment Manufacturers (AGEM)

American Indian Chamber of Commerce of California

California’s Clean Air Project

Casino Cash Trac

Key Bank

IGT

Lewis Roca Rothgerber Christie, LLP

Morongo Band of Mission Indians

Rincon Band of Luiseño Indians

San Manuel Band of Mission Indians

Sycuan Band of the Kumeyaay Nation

Sycuan Casino

Wells Fargo Bank

**MORONGO
BAND OF
MISSION
INDIANS**



A SOVEREIGN NATION

Protecting the sovereign right of California tribes to operate gaming on their lands.

Wednesday, February 8th

(All events to take place on the 2nd Floor, Conference Center at Morongo Casino, Resort and Spa)

Continental Breakfast

Sponsored By: *Sherwood Valley*

8:30 am – 10:00 am

Mini Expo Opens

8:30 am – 5:00 pm

General Session

Location: Owl, Hummingbird & Hawk Rooms

9:00 am – 12 Noon

Welcome Address

9:00 am

The Honorable Steve Stallings, Chairman of CNIGA

The Honorable Robert Martin, Chairman of the Morongo Band of Mission Indians

Opening Prayer & Morongo Bird Singers

Ernest Siva, Tribal Historian / Cultural Advisor

Morongo Band of Mission Indians

State of the Tribal Nations Address:

Chairman Steve Stallings

9:30 am – 10:00 am

General Session Seminars:

Political Update: How Should Tribes Prepare for the New Administration and Changes in Congress?

10:00 am – 11:00 am

Top political consultants will discuss the recent federal elections.

Moderator: Carlos Valdez, Deputy Director of Public Affairs - CNIGA

Speakers: Sam Cohen, Government & Legal Specialist – Santa Ynez Band of Chumash Indians

Scott Dacey, Partner – PACE, LLP

Scott Mason, Sr. Policy Advisor – Holland & Knight

Eddie Tullis, Treasurer – Poarch Band of Creek & Member – Indian Advisory Council to the Transition Team

The Evolution of Tribal/State Compacts in California

11:00 am – 12:00 noon

Panelists will discuss recently negotiated tribal-state gaming compacts and what others might expect when negotiating their own compact.

Moderator: Steve Hart, Partner – Lewis Roca Rothgerber Christie, LLP

Speakers: The Honorable Brenda Adams, Former Treasurer – United Auburn Indian Community

Michelle Carr, In-House Counsel – Sycuan Band of the Kumeyaay Nation

Kerry Patterson, Partner – Lewis Roca Rothgerber Christie, LLP

Teri Poust, Attorney – Twenty Nine Palms

Awards Luncheon – 12:00 pm – 1:30 pm

Location: Flicker Ballroom

Sponsored By: **Morongo Band of Mission Indians**
 Rincon Band of Luiseño Indians
 Santa Ynez Band of Chumash Indians
 Sycuan Band of the Kumeyaay Nation

12:30 pm

Award Presentations:

Seventh Annual Anna Sandoval Leadership Award

Tribal Leader Recipient: The Honorable Marshall McKay
Chairman Emeritus, Tribal Elder, & Ambassador to the Nation, Yocha Dehe Wintun Nation
Chairman Emeritus, California Nations Indian Gaming Association

Seventh Annual Pauline Murillo Industry Leader Award

Industry Leader Recipient: Jerome Levine, Partner – Holland & Knight

Track 1 Seminars – Tribal Government

Location: Hawk Room

1:30 pm – 2:50 pm

CNIGA Legislative Projects – Trespass/Tribal Courts & Audit of State Regulatory Agencies

Over the next legislative cycle, CNIGA will be spearheading legislation that will address issues of mutual concern among California's tribal governments including enforcement of tribal exclusion orders and an audit of state regulatory agencies.

Moderator: Carlos Valdez, Deputy Director of Public Affairs – CNIGA

Speakers: Steve Hart, Partner – Lewis Roca Rothgerber Christie, LLP

Dorothy Alther, Executive Director – CILS

The Honorable Steve Stallings, Chairman – CNIGA

Denise Turner-Walsh, Attorney General – Rincon Band of Luiseño Indians

Network Break

3:00 pm – 3:20 pm

Sponsored By: *Royal Cup Coffee & Tea*

3:20 pm – 4:50 pm

Water Conservation & Groundwater Issues

Panelists will discuss the importance of tribal participation and coordination in water conservation programs and what tribes can do for groundwater management.

Moderator: Sam Cohen, Government and Legal Specialist – Santa Ynez Band of Chumash Indians

Speakers: Anecita Agustinez, Tribal Advisor – California Department of Water Resources

The Honorable Bo Mazzetti, Chairman – Rincon Band of Luiseño Indians

John Covington, Water Dept. Manager – Morongo Band of Mission Indians

Track 2 Seminars – Casino Operations

Location: Hummingbird Room

1:30 pm – 2:50 pm

Hard Rock International and Osceola Group Present: Optimizing Brand Recognition and Steps the Seminole Tribe of Florida Used in Development of an International Brand

Speakers: Jeff Hook, Vice President – Hard Rock International
John Lucas, Vice President – Hard Rock International
OB Osceola, CEO – Osceola Group
Jason Brave Heart, Vice President – Osceola Group

Network Break

3:00 pm – 3:20 pm

Sponsored By: *Royal Cup Coffee & Tea*

3:20 pm – 4:50 pm

Decreasing Volatility Through Innovative Food & Beverage Plans

As your patron demographics shift so must your food & beverage strategy. Panelist will discuss ways to stay up to date on demands from this changing crowd.

Moderator: Monica Rosales – Royal Cup Coffee & Tea
Speakers: Bryan Dillon, F&B Manger – Morongo Casino Resort & Spa
Ed Gilbert, General Manager – Feather Falls Casino
Mark Krupse, General Manager – Twin Pine Casino & Hotel

Track 3 Seminars – Regulation

Location: Owl Room

1:30 pm – 2:50 pm

Current Trends in Casino Employee Fraud –Deterring & Detecting Fraud

Tribal casinos face significant risks to include external and internal threats. Don't let the changing mentality about employee fraud catch you off guard. Panelists will discuss the motivation behind fraud, current trends, and how to act proactively to the realities of fraud in our industry.

Moderator: Roy Cupler, Partner – Moss Adams Hospitality and Gaming Services
Speakers: Rachel Loudon, Manager – Finley & Cook
Joe Osterloh, Director of Compliance – Morongo Band of Mission Indians
Doug Parker, Compliance Supervisor – Finley & Cook
Gina St. George, Senior Manager – Moss Adams Hospitality and Gaming Services

Network Break

3:00 pm – 3:20 pm

Sponsored By: *Royal Cup Coffee & Tea*

3:20 pm – 4:50 pm

Skill Based Gaming - How does an Independent Test Lab test the Game?

Regulation changes governing the use of skill-based and arcade-like features on slot machines have opened the door for gaming equipment manufacturers to develop slot machines with a skill-based element. Panelists will discuss how these games are tested by an independent test lab.

Moderator: Jason Ellison, Director of Technical Compliance- BMM Testlabs

Speakers: Matt Toler - Senior Technical Compliance Engineer – GLI

Track 4 Seminars – Finance & Business Development

Location: Roadrunner Room

1:30 pm – 2:50 pm

How Much Can the Market Take?

In the aftermath of the Great Recession, the United States economy has generally been on a low-growth trajectory. Meanwhile, the US casino gaming industry has continued to expand. These intersecting trends have generated conditions that have led to increased concerns about market saturation. In this session, industry experts and operators tackle this important issue with essential concepts, realities and myths surrounding market saturation and cutting edge research assessing potential gaming markets and their practical implications.

Moderator: Alan Meister, Ph.D., Principal Economist – Nathan Associates

Speakers: John James, Chief Operating Officer – Morongo Casino Resort & Spa

John Repa, President -Hospitality & Gaming Solutions

Alan Meister, Ph.D., Principal Economist – Nathan Associates

Network Break

3:00 pm – 3:20 pm

Sponsored By: *Royal Cup Coffee & Tea*

3:20 pm – 4:50 pm

Why so Many Change Orders? Construction Risks, Controls and Management Best Practices

Panelists will discuss tribal construction contract risks & opportunities related to cost overcharges, change orders and construction contracting controls. Presenters will provide real life examples of significant issues that affect tribes involved in large scale construction activities for new projects, or renovations to existing facilities.

Moderator: Brandon Valentini, Partner – Moss Adams

Speakers: Peder Jensen, Construction Audit Senior Manager – Moss Adams

John James, General Manager – Morongo Casino Resort & Spa

Bowling Tournament

Sponsored By: Black Oak Casino Resort/Tuolumne Band of Me-Wuk Indians – Gold Sponsor

6:00 pm – 9:00 pm

Location: Canyon Lanes Bowling at Morongo

Morongo Casino Resort & Spa

49750 Seminole Dr.

Cabazon, CA 92230

**Shuttle will depart from East Entrance of Casino Next to Gift Shop (runs every 15 min)

Thursday, February 9th

Location: Morongo Conference Center

Mini Expo Opens
8:30 am – 3:00 pm

Associate Member Breakfast
8:00 am – 9:00 am

Track 1 Seminars – Tribal Government

Location: Hawk Room

9:00 am – 10:20am

Impacting the Community At Large – How to Take Leadership a Step Further

Gaming has provided tribes with the resources to build strong tribal governments. As these governments flourish, some tribal leaders have turned to public office in order to educate a broader community. Panelists will discuss the importance of civic involvement and coordination with tribal governments.

Moderator: Susan Jensen, Executive Director - CNIGA
Speakers: The Honorable James Ramos, Chairman Emeritus – San Manuel and
San Bernardino County Supervisor
The Honorable Steve Stallings, Councilmember – Rincon Band of Luiseño Indians &
Chairman - CNIGA
The Honorable Ryan Sunberg, Former Council Member – Trinidad Rancheria and
Humboldt County Supervisor

10:30am – 11:50 pm

Balancing the Demands of Government & Business: Tribal Economic Development & Nation Building

This session examines strategies for tribal leaders & representatives who seek to strike a balance between operating a business and running a government. Tribal Nations have invested heavily in developing new tribal institutions, ranging from gaming commissions to housing and social programs. Panelists will discuss economic development projects that are driven by cultural values and tribal priorities as well as by traditional business metrics.

Moderator: Dr. Kate Spilde, San Diego State University – Sycuan Institute on Tribal Gaming
Speakers: The Honorable Cody Martinez, Chairman – Sycuan Band of Kumeyaay Nation

CNIGA MEETING

Location: Flicker Ballroom

12:00pm – 1:30pm

2:00 pm – 3:20pm

Legislator Briefing

Moderator: Carlos Valdez, Deputy Director of Public Affairs - CNIGA
Speakers: Assemblymember Jim Frazier
Senator Steve Glazer, Chairman Senate Governmental Organization Committee
Representative Norma Torres, Ranking Member – Indian, Insular and Native Alaskan Affairs
Subcommittee & Member – Subcommittee on Federal Lands of the Natural Resources
Committee

Track 2 Seminars – Casino Operations

Location: Hummingbird Room

9:00 am – 10:20 am

Lean, Mean, Efficient Machine

Gaming profits that were once projected to grow in perpetuity are now stagnant or possibly slowly shrinking with increased competition. To survive and flourish, forward-looking organizations must transform their operations to lower their costs and adapt to the changing environment.

Moderator: Grant Eve, Partner – Joseph Eve

Speakers: Joseph Eve, Managing Partner – Joseph Eve

Christi Hines, CFO – Redding Rancheria

Eric Ramos, SVP Native American Risk & Insurance – Wells Fargo Insurance Services

10:30 am – 11:50 am

Building an Empire...How to Capitalize on Your Brand

Moderator: Maria Orozco, Director of Public Relations – Redding Rancheria

Speakers: Dan Casas, Legal Counsel – Table Mountain Rancheria

Angelina Giovannini, Loma Media

Beau Swanson, Vice President of Marketing – Harrah's Resort Southern California

CNIGA MEETING

Location: Flicker Ballroom

12:00pm – 1:30pm

2:00 pm – 3:20pm

All Hands on Deck – Creating Cross Generational Appeal at your Property

Baby Boomers, Gen X and Millennials are all viable target market groups who continue to seek diverse and distinctive entertainment and leisure options. Panelists will discuss how to design, build, and finance properties for the present age gaming guests.

Moderator: Joe Baruffaldi, Jr., Principal – HBG Design

Speakers: John Dinius, General Manager, Sycuan Casino

Nick Schoenfeldt, VP & Principal – TBE Architects

Track 3 Seminars – Regulation

Location: Owl Room

9:00am – 10:20 am

Who Has the Keys to Your Castle? Protecting Customer Data

Panel Sponsorship: Gaming Laboratories International

Casinos collect and store large volumes of sensitive customer information. Panelists will discuss critical issues and cybersecurity controls on various schemes fraudsters/hackers use to access information systems and steal this data.

Moderator: Jodi DiLascio, Director, Tribal Gaming – BMM Testlabs

Speakers: Steve Burns, CEO – Bulletproof

Troy Hawes, Senior Manager IT Auditing – Moss Adams

Jason Ellison, Director of Technical Compliance – BMM

10:30am – 11:50am

Do You Really Know Your Vendors?

The gaming industry is constantly evolving and with it comes many acquisitions and mergers. Learning who to screen, where the company is located and how to conduct the most thorough screening is vital. Panelists will discuss the most comprehensive approach to properly investigate potential vendors.

Moderator: Kelli Weaver, Vice President of Business Development– AmericanChecked
Speakers: Frances Alvarez, AmericanChecked
Julie Hakman, President and CEO – AmericanChecked
Larry Red Owl, Director– Bishop Paiute Gaming Commission
Jan Sullivan, Executive Director – Cabazon Gaming Commission

CNIGA MEETING

Location: Flicker Ballroom

12:00pm – 1:30pm

2:00 pm – 3:20pm

Protecting Our Industry- Ongoing Cooperation Among all Regulatory Agencies

Panelists will discuss the collaborative efforts between tribal, state and federal regulatory agencies.

Moderator: Les Stanley, Director of the Gaming Commission – Rincon Band of Luiseño Indians
Speakers: Tyler Burtis, Special Agent in Charge – Office of the Attorney General, California
Department of Justice Bureau of Gambling Control
Sequoyah Simermyer, Associate Commissioner – National Indian Gaming Commission

Track 4 Seminars – Finance & Business Development

Location: Roadrunner Room

9:00am – 10:20am

Is Polluted Air Driving Out Your Customers? Collaborations to Advance Tribal Economic Development Via Healthy Indoor Air

Moderator: Narinder Dhaliwal, Director – California Clean Air Project
Speakers: Gary Hayward, General Manager – Win River Resort & Casino
The Honorable Cody Martinez, Chairman – Sycuan Band of the Kumeyaay Nation

10:30am – 11:50am

Financing the Growth of Indian Gaming in 2017 and Beyond

Panelists will discuss transactional experiences from 2016; and the financial, economic, and legal trends developing in capital and banking markets in 2017.

Moderator: Ben Rechkemmer, Senior Banker – KeyBank Native American Financial Services
Speakers: Aaron Harkins, Partner – Faegre Baker Daniels LLP
Mark Krupse, General Manager – Twin Pine Casino
The Honorable Daniel Salgado, Chairman – Cahuilla Band of Mission Indians
Felis Gallues, Director – Wells Fargo Gaming Group

CNIGA MEETING

Location: Flicker Ballroom

12:00pm – 1:30pm

2:00 pm – 3:20pm

How Do You Know if the Barn is On Fire? – Investing in IT Security

In today's environment, there are many stories about organizations getting "hacked", having breaches where they lose data, or their data gets taken and held "ransom". With sensitive data such as tribal member information, HIPAA information, and player information, tribal entities must be prepared to defend their data but knowing how much to spend on IT security can be a challenging issue that can impact the budget. Panelists will discuss how they make investments in IT security in today's complex environment.

Moderator: Bob Brese, VP and Executive Partner – Gartner

Speakers: Josh Carley, Director of Information Technology – Hollywood Casino Jamul

Steve Nino, IT Director – Soboba Casino

Nalin Skukla, IT Director – Cahuilla Casino

REGISTRATION SCHEDULE

All Registrations to take place at the
Morongo Conference Center on the Second Floor

Tuesday, February 7th

3:00 pm – 4:30 pm

Wednesday, February 8th

8:00 am – 4:30 pm

Thursday, February 9th

8:00 am – 11:30am