

Northwest Indian Gaming Conference & Expo
June 19 – 21, 2017
Tulalip Resort Casino ~ Tulalip, WA
Agenda with Descriptions

Monday, June 19, 2017

10:00 AM Golf Outing at Harbour Pointe Golf Course
6:30 PM Welcome Reception & Golf Awards at Tulalip Resort Casino

Tuesday, June 20, 2017

8:00 AM Conference Registration
9:00 AM **Opening Session ~ Welcome, National and Regional Updates**
10:15 AM Coffee Break
10:45 AM **Breakout Sessions**
1) **Single Ticket Link for Class II and Class III**
Can we have a link between Class II machines and Class III? Where are we in this process and how can we make it happen?
2) **The New Administration and Its Impact**
Hear from NIGA and other Washington Insiders about what the impact of this administration will have on the NW and Gaming.
NOON **Traditional Salmon Luncheon Sponsored by the Tulalip Tribes**
1:15 PM **Breakout Sessions**
3) **Player Development: Millennials to Hipsters**
When developing players how do you decide who to spend time on for development? And how do you decide what they are looking for?
4) **HR: The New Minimum Wage and How It's Affecting Your Bottom Line?**
Ballot initiative 1433 was approved by WA voters to raise the minimum wage from \$9.47 to \$13.50 by 2020. Hear from casino management and HR about what this means for hiring, especially in a tight job market.
5) **The Resurgence of Table Games**
Is there a social aspect to this resurgence of table games? Hear how you can take advantage of that aspect to keep your table games hopping.
6) **F&B Roundtable**
What are current issues affecting F&B and keeping F&B in the black? Please come share your ideas and ask questions on F&B issues.
3:00 PM **Trade Show Opens**
4:30 PM **Reception on the Trade Show Floor**
7:00 PM **Trade Show Closes for the Day**

Wednesday, June 21, 2017

9:00 AM **Trade Show Opens with Continental Breakfast**
9:30 AM **Breakout Sessions**
7) **Regulators Roundtable**
Our annual regulators roundtable, please come and hear what is happening around the region with regulation issues.
8) **HR: How to Find Good Employees in a Competitive Market**
The NW region is a very competitive market for employees. How do you go about finding and retaining a great employee?
9) **Data Analysis on Your Player Club System**

This panel will discuss how to analyze your return on investment with your player club program.

10) Responsible Gaming

How can Tribes effectively use their Problem Gambling program dollars? What are best practices? Come and learn!

11) How to Make Any Property Feel like a 4 Star Hotel

Not all hotels can obtain a four-star rating- but what are the key elements guests are looking for? We will look at how to evaluate your property's needs.

10:30 AM

Trade Show Coffee Break

11:00 AM

Breakout Sessions

12) Where is Fantasy Sports vs. Sports Betting Heading?

Learn from experts on both sides of the sports betting issue about the legal aspects of these types of gaming and how it could happen in the NW.

13) Marketing Roundtable

There are many activities that bring players into the casino, but what works best? Come to our roundtable and discuss it all.

14) General Managers Roundtable: Current Issues

What are the current issues affecting gaming in the Pacific NW? This is a time for the general managers to get together and discuss how to face some of those challenges and share ideas to help each other.

15) IT Roundtable

This roundtable discussion will focus on how IT finds and adopts practices to protect casino assets. Come with ideas and new information that might help others in their jobs.

Noon

Lunch on Expo Floor

2:00 pm

Tradeshow closes

2:00 PM

Breakout Sessions

16) Security and Surveillance Roundtable

This roundtable discussion will focus on your Security and Surveillance department's issues- primarily reporting procedures, as well as new products that can secure your assets.

17) Gaming Market Saturation

How do you know when your gaming market is saturated? Experts will explain how much is too much for gaming and marketing. We will discuss statistical data about gaming and how they can help you improve your gaming operation.

18) Working with Banks: The New World

How is the banking industry changing under this new administration? Where are interest rates for loans going? Hear from the banking industry on what to expect in the next couple of years and how to plan for expansion or other banking needs your casino might have.

19) Social Gaming: How Does It Fit into a Traditional Casino Environment?

There is a very important aspect to gaming and that is the social aspect. How do we introduce new social opportunities to the traditional casino gaming floor?