

April 16th Meeting Presentation

Discussion of 5 year plan for Western BCA

What makes Western BCA successful?

- 1) Excellent well ran leagues with a great group of player members
- 2) Dedicated Volunteers
- 3) Excellent partnership with Chinoak Winds Casino
- 4) Predominantly volunteer ran events
 - This low overhead structure has been the foundation of our successful tournaments and the driving force
 - As to why our events currently pay out much better than other events across the country. Our larger payouts help us attract more players to attend

Bylaws Section 3: Purposes and Objectives

- 1) To provide pool players well-run, well-officiated and competitive regional pool tournaments
- 2) to showcase the sport of billiards to the general public and the pool playing community
- 3) to provide pool players access to Western BCA tournament rule and etiquette
- 4) and to listen to and act on the legitimate concerns of those participating in Western BCA Leagues

What new variables have come into play

- The Siletz Indian Tribe is building a new casino in Salem, OR
- <https://www.500nations.com/casinos/or-salem-casino.asp#timeline>
- They have asked us to move one event there and keep one at our current location
- They informed us it should be ready by 2026
- New location offers 3 X the event space and twice the number of hotel rooms
 - This is enough space for a 120 table event, and a Pro event simultaneously.

Salem Casino Project | Updates 2023

Nation | Tribe Confederated Tribes of Siletz Indians
SILENTZ CASINO IN SALEM, OR

4751 Astoria Street NE
 Salem, OR 97305
 The Siletz Indians are seeking federal approval to build a \$260M casino in North Salem, Oregon near the intersection of Interstate 5 and Portland Road NE. The plan includes a casino, 4-star hotel, restaurants, nightclub, sports bar and event center.

Salem Casino Timeline

- April 30, 2020 The Confederated Tribes of Siletz Indians submitted an application to the U.S. Department of Interior for approval to build a casino in Salem, OR in accordance with the Indian Gaming Regulatory Act.
- 2020 - 2022 Application processing time and decision by the Secretary of Interior.
- 2022 - 2023 Oregon governor concurrence is required within 12 months of federal approval date.
- 2024 - 2025 Construction of the Salem casino hotel.

Event Center | Convention Space

64,000+ square foot multi-purpose event center including a 20,000-sq-ft ballroom and 6,600-sq-ft of meeting rooms.



Hotel rendering of Siletz Casino Project

What this change would mean to us?

- We need to be prepared financially to hold a 120 event, and increase attendance
- We would need to expand and grow the number of leagues/players who are members of the Western BCA. (Canada, Alaska, Northern CA, Western Montana, Nevada, and Arizona come to mind as potential candidates)
- We would have the space to have a Pro event simultaneously with our event, and not sacrifice what we are used to
- The additional \$\$ savings would allow us to afford a Pro-Am similar to the old Chinook Winds Open events. We would add the \$\$ to this. (All assuming this body approves)
- I don't see how we can afford a Pro event without a partner coming in to handle the financial burden.

How might this affect your vote?

- 1) In my eyes, we need to prepare the organization to grow our event, doing so makes it imperative to look closely at our operating costs. Failing to plan, is planning to fail
- 2) Not growing isn't a wise option, because risking any damage to a long term relationship with our casino partner is not in our best interest. They aren't replaceable to my knowledge
- 3) Planning to add a Pro event, makes expanding our coverage area a much more viable option for BCA leagues outside of our current coverage area. Excluding Predator entirely, puts the burden on us to figure out another way to meet our casino partners desires. Another table manufacturer may come along in the coming years and ask us to consider their proposal.

Topics to cover

- 1) Tournament Direction
- 2) Setup/Teardown choice
- 3) 2024 Table Choice

Current Tournament Direction Expenses – Option 1

- Western BCA current Expense varies from \$10,500 for this last 8 ball event to \$9500 for previous 9 ball event.
 - Current contract language reads: \$50 per division and \$5 per entry
 - Mini tournaments are charged to players directly outside of the above costs. Current charges are one entry fee per mini.
 - Typically 100 or more minis are ran during our event. Estimate earnings to vendor is approximately \$2,000-\$3,000. We will use the lower more conservative number for the sake of discussion

Proposed WBCA Tournament direction

- Western BCA Volunteer staff offered to run the event. Current plan would be for one volunteer to run Scotch, another to run Singles, and a third to run Teams. For the first year, we would have a CSI staff of 3-4 to help us with the CTS OnDemand system. We would phase them out in year two, and replace with additional volunteers. All the while using CTS OnDemand
- In year two and beyond, we could use six paid Western BCA members to run Scotch, Singles, and Teams. Two per event category. Estimated expense \$3,000 or \$500 per person. A total savings of \$7,000 a year.
- We would use CSI computers, and have CSI Computers in the hallway like we did in the past.
- We would earn the mini tournament money the first year to offset the consulting expense
- For future years, I would recommend we waive the charge and pay the money out to players directly. Making mini tournaments pay slightly higher

Proposed CSI Tournament direction

- CSI has offered to provide us a tournament direction staff for our events
 - Cost would be \$225 per day per person x 4 people
 $\text{Math} = \$225 \times 10 = \$2,250 \times 4 = \$9,000$ for 8 Ball, and times 9 days for 9 Ball = \$8,100
 $\text{Travel reimbursement} = \$500 \text{ per person} \times 4 \text{ people} = \$2,000$
- They would use CSI computers, and have CSI Computers in the hallway like we did in the past.

Any Questions about the 3 previous slides

Historical Table/Setup Rental Costs

- Western BCA Total Expense = \$18,000 for table rental and includes
 - Shipping, unloading /reloading of tables
 - Truck unloading/loading with forklift at their expense
 - Pool table lights, brackets and balls are Bad Boys choice, not ours
 - Pool table leveling and room alignment.
 - Pool Ball cleaning

Table Setup and Teardown

- Our current vendor provides setup and teardown as part of our table rental contract for the cost outlined in the previous slide.
- CSI offered to perform setup/teardown for \$3,600 regardless of which table we use.
- Western BCA staff can perform these duties. 5 new people x \$200/day for 3 days
 - Estimated labor cost = \$3,000
 - Truck driver/Forklift cost \$3,000 (Only if we rented diamond Tables from Diamond directly)

What is Bad Boys willing to offer WBCA for 2024 for tables

- Extend our current contract two more years,
 - (Not an option if we elect to run our own events)
- Enter into a 4 year contract for table setup and rental only

Recap of what has CSI offered?

- Predator gave CSI the choice to use the Predator tables for 5 events for zero dollars rental.
 - CSI has chosen to offer us one of their five events for zero expense for transportation and rental
- They have confirmed they will provide the exact same service we receive from our current vendor,
 - Shipping of tables
 - Unloading/Loading with forklift at their expense
 - Pool table lights of our choice, CSI, Predator, or Littman Lights (if Mike Littman approves of our use of them).
 - Pool table leveling and room alignment. On site table mechanic.
 - Additional charge for setup and teardown = \$3,600

What additional offerings does Predator bring to the table

- They have agreed to provide \$5,000 in Product sponsorship, which we would monetize
- They would help us with increasing event sponsors if we take on a Pro event, as their team has developed a vast array of knowledge in this area. Their Marketing team would come in and help our team to make the Pro Event work
- The current tables everyone has tried are having a variety of improvements being made, and we would receive the improved version for our events.

Do we have to decide this today?

- No, but we do need to decide in a timely manner
- We want our voting members to take this new information back to their league operators and players to discuss.
- It is very important, this is about the Western BCA and the best long term direction we should take to meet the challenges of the future.

In Conclusion

- Regardless of where we end up in all this, it is critical for everyone to understand that you are here to represent the best interests of the Western BCA and it's player members
- We are aware a majority of our players prefer Diamonds over Predator
- I believe this Association should be as independent of 3rd parties and as self-reliant as it can be.
- Loyalties should be to Western BCA and not outside interests
