



## Tribal Convenience Store Association January 17-19, 2023 Membership Meeting

### Tuesday, January 17, 2023

- 10:00 – 2:00pm **Board of Directors Meeting** – *Open to members only; RSVP Required.* Palms Boardroom.  
Palms Casino Resort - 4321 W Flamingo Rd, Las Vegas, NV 89103
- 5:00 – 7:00pm **Networking Mixer** - Hors d' Oeuvres & Drinks (no bar). Nove Room.  
Palms Casino Resort - 4321 W Flamingo Rd, Las Vegas, NV 89103

### Wednesday, January 18, 2023

- 8:00 – 9:00am Breakfast and Registration – Ballroom 1 & 2  
Palms Casino Resort - 4321 W Flamingo Rd, Las Vegas, NV 89103
- 9:00 – 9:30am **Welcome & Announcements** – Ballroom 4-6  
Presented by: Bob Iyall, TCSA Chairperson
- 9:30 – 10:30am **"Design, Research, Development, Site Visits, and Implementation"**  
Panelists: Mike Mason, Nisqually Tribe; Tony Liberal, TCSA Vice-Chairperson; Elizabeth Glenn, Nisqually Tribe; and Brad Halverson, Clearbrand  
Moderator: Bob Iyall, TCSA Chairperson
- 10:30 – 11:00am Break
- 11:00 – 12:00pm **"Construction & Implementation Panel: EV & EPA discussion"**  
Panelists: Jake Jabusch and Todd Bogart, PNE Construction; Joe Crommes, Nisqually Construction  
Moderator: Cameron Goodwin, Samish Indian Nation
- 12:00 – 12:45pm Lunch – Ballroom 1-3
- 12:45 – 1:15pm **"RFP's - Picking your vendors: General products/selections" (30 mins)**  
Panelists: Lesa Cashman, Puyallup Tribe; Charie Coulliette, Nisqually Tribe; and Isaiah Coley, Chehalis Tribe  
Moderator: Tony Liberal, Nisqually Tribe
- 1:15 – 1:45pm **"Setting Your Store" (30 mins)**  
Panelists: Dylan Eng and Dan Willow, Harbor Wholesale  
Moderator: Bob Solomon, Nooksack Tribe
- 1:45 – 2:15pm Break
- 2:15 – 2:45pm **"Beverage Category" (30 mins)**  
Panelists: Paul Sanchez, Anheuser-Busch and Bryan Schroeder, Nevada Beverage  
Moderator: Bob Solomon, Nooksack Tribe
- 2:45 – 3:15pm **"Tobacco category" (30 mins)**  
Panelists: Brandon Tarbell, Tarbell Management Group; and David Bean, Firestixs  
Moderator: Mike Araiza, Skookum Creek Tobacco
- 3:15 – 3:30pm Announcements & Adjourn



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9:00 – 9:30am	<b>Welcome &amp; Announcements</b> – Ballroom 4-6 Presented by: Bob Iyall, TCSA Chairperson
9:30 – 10:00am	<b>"Fuel Category: To Brand or Not to Brand" (30 mins)</b> <u>Panelists:</u> Kyle Curtis, Cougar Den; Brian Chace, Wilcox & Flegel; and AJ Munday, Shell <u>Moderator:</u> Sam Roark, Chehalis Tribal Enterprises
10:00 – 10:30am	<b>"Pumps and Vendors: Petroleum Equipment Sales" (30 mins)</b> <u>Panelists:</u> Jordan Tanasse, NW Pump <u>Moderator:</u> Sam Roark, Chehalis Tribal Enterprises
10:30 – 11:00am	Break
11:00 – 11:30pm	<b>"Back Office: Inventory and Accounting" (30 mins)</b> <u>Panelists:</u> Chuck Brewer, SSCS <u>Moderator:</u> Tony Liberal, Nisqually Tribe
11:30 – 12:00pm	<b>"Back Office: Security" (30 mins)</b> <u>Panelists:</u> Sam Nigro, Loss Prevention Group <u>Moderator:</u> Tony Liberal, Nisqually Tribe
12:00 – 12:45pm	Lunch – Ballroom 1-3
12:45 – 2:00pm	<b>"Marketing (20 mins), Branding &amp; Brand Identity (20 mins), and Social Media (20 mins)"</b> <u>Marketing Panelists:</u> Scott Abraham, Midax and Del Oliver, Points to Partners. <u>Branding &amp; Brand Identity Panelists:</u> Brad Halverson, Clearbrand and Justin Shank, Shank Marketing. <u>Social Media Panelist:</u> Josh Kilen, Hemisphere Design & Marketing. <u>Moderator:</u> Bob Iyall, TCSA Chairperson
2:00 – 2:30pm	Break
2:30 – 3:30pm	<b>"Hiring, Opening, Curb Side, Checklists &amp; Details - How to Have a Successful 1st Year"</b> <u>Panelists:</u> Athena Lopez and Tony Liberal, Nisqually HR Team; Marie Murray and Cameron Goodwin, Samish Indian Nation, and Isaiah Coley, Chehalis Tribal Enterprises. <u>Moderator:</u> Frank Black, Suquamish Tribe
3:30 – 3:45pm	Raffle & Adjourn

**Complete the evaluation survey to be entered into our \$250 Raffle!**  
Only those that complete the full survey will be entered. Must be present to win!

