Oneida Business Committee Agenda Request

1. Meeting Date Requested: 6 / 22 / 16

2. General Information:

Session: ☒ Open ☐ Executive - See instructions for the applicable laws, then choose one:

Agenda Header: Reports

☒ Accept as Information only

☐ Action - please describe:

Approve the second quarter report from Oneida Retail Enterprise.

3. Supporting Materials

☒ Report ☐ Resolution ☐ Contract

☐ Other:

1. 2nd Quarter FY16
3.
2.
4.

☐ Business Committee signature required

4. Budget Information

☐ Budgeted - Tribal Contribution ☐ Budgeted - Grant Funded ☐ Unbudgeted

5. Submission

Authorized Sponsor / Liaison: Michele Doxtator, Area Manager/Retail Profits

Primary Requestor/Submitter: _____
Your Name, Title / Dept. or Tribal Member

Additional Requestor: _____
Name, Title / Dept.

Additional Requestor: _____
Name, Title / Dept.

Oneida Tribe of Indians of Wisconsin

Oneida Retail Report – Open Session

2nd Quarter FY16

October 1, 2015 – March 31, 2016

Michele Doxtator

ONEIDA

A good mind. A good heart. A strong fire.

ONEIDA CASINO TRAVEL CENTER

ONEIDA ONE STOP

ONEIDA SMOKE SHOP

ONEIDA MARKET

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Oneida Retail Enterprise

The following is a brief update on projects and happenings within Retail and is not meant to cover the day to day detail, but an overview of some of our activities.

Our Vision Statement comes from the Tribe's vision;

A Nation of strong families built on Tsi ?Niyukwaliho TÁ and a strong economy

Our Mission Statement is;

"To generate profit for the prosperity of the Oneida Tribe"

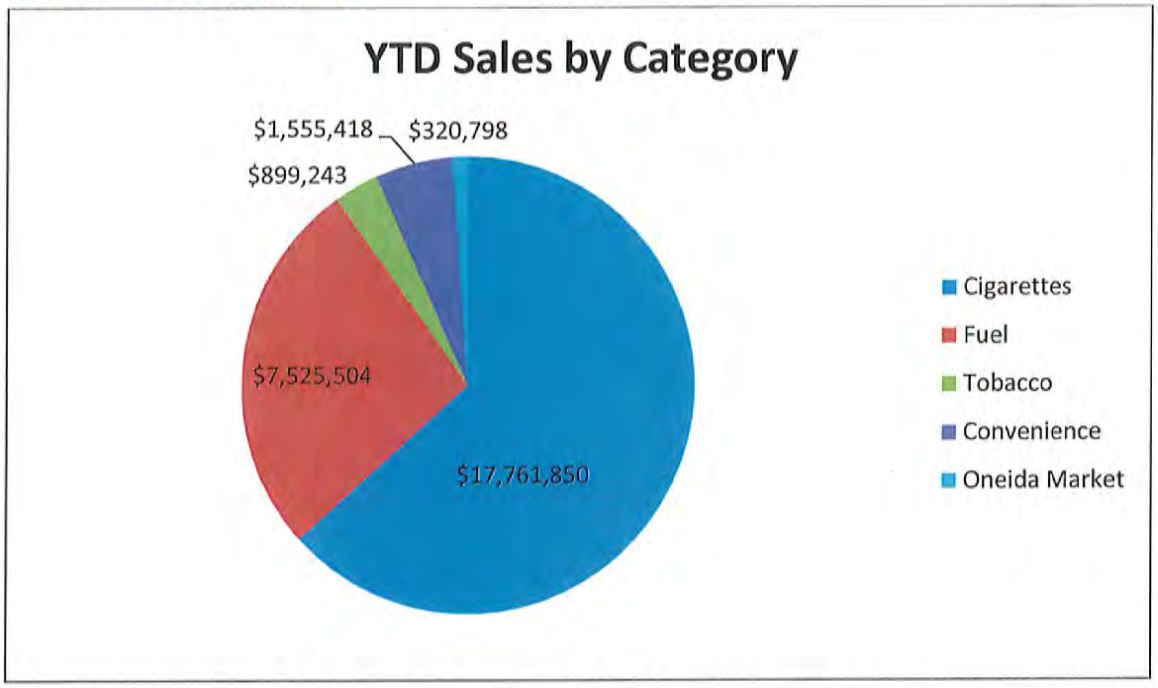
FY 16 Year to Date Financial Information – March. Profit and Loss Statements (BUDPLCOM_ 3.31.16 & ENTINCSTMT 3.31.16)

	FY16 YTD Actual	FY16 YTD Budget	FY15 YTD Actual
Sales	$28,116,285	$30,218,565	$29,770,561
Cost of Sales	$20,815,097	$22,992,124	$22,666,449
Gross Profit	$7,301,188	$7,226,441	$7,104,122
Expenses	$3,433,932	$3,562,845	$2,939,908
Net Profit	$3,867,256	$3,663,596	$4,164,214

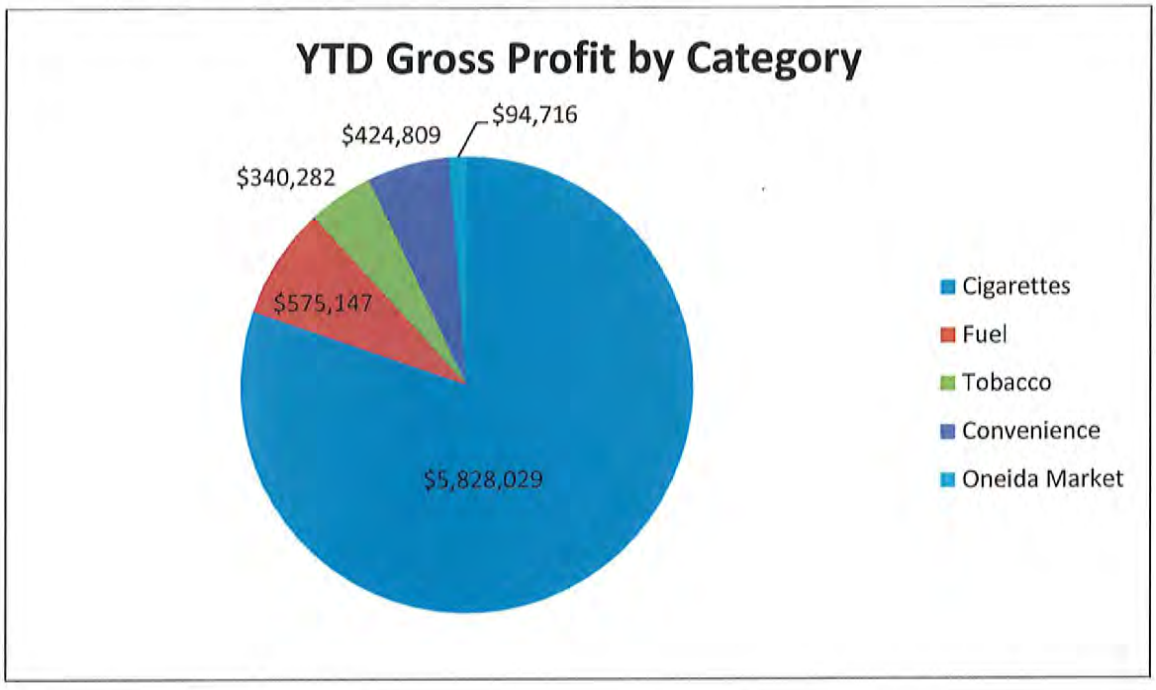
Net Profit by location (March Treasurer's Report pg. 54)

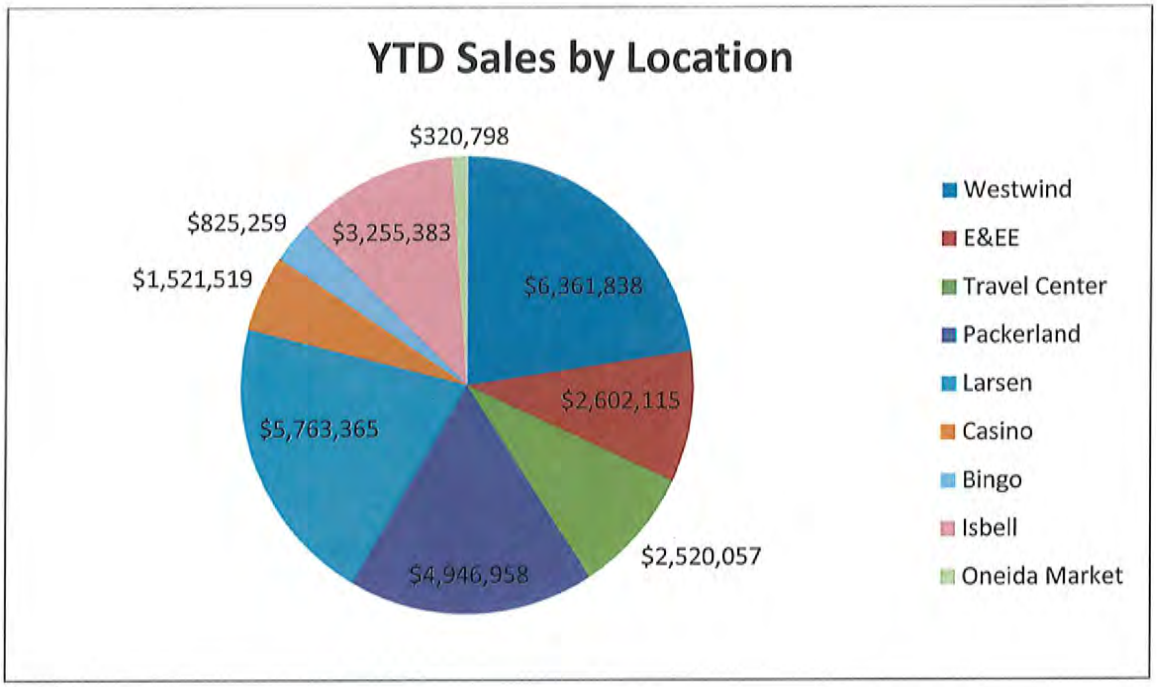
Location	YTD Budget	YTD Actual	Variance	Variance %
Administration	$441,227	$377,357	$33,870	8.24%
Westwind	($1,136,559)	($1,135,740)	($819)	(0.07%)
54	($43,525)	$202,281	($245,806)	(564.75)%
E&EE	($217,467)	($382,890)	$165,423	76.07%
OCTC	($107,340)	($122,508)	$15,168	14.13%
Packerland	($738,066)	($800,644)	$62,578	8.48%
Larsen	($617,375)	($717,221)	$99,846	16.17%
Casino	($335,796)	($342,358)	$6,562	1.95%
Bingo	($154,746)	($179,616)	$24,870	16.07%
Isbell	($736,819)	($782,097)	$45,278	6.15%
Market	$12,870	$16,182	($3,312)	(25.73%)
Total	**($3,663,596)**	**($3,867,254)**	**$203,658**	**23.89%**

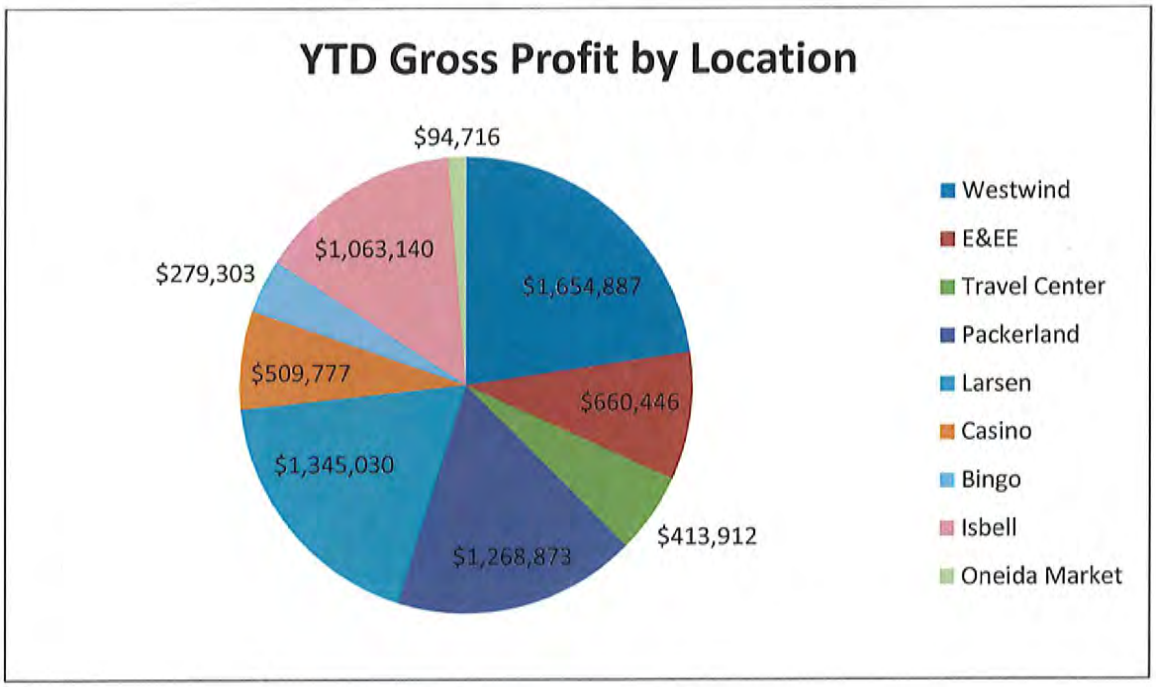
Retail- Consolidated

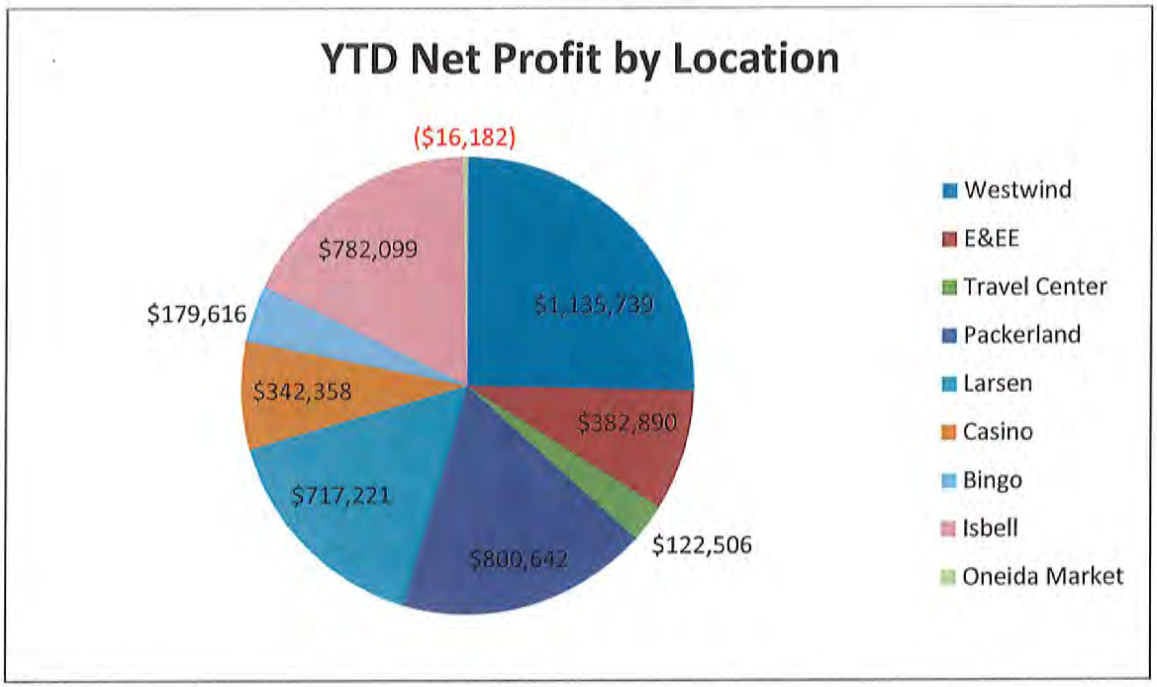


Cigarettes continue to dominate sales and gross profit in the One Stops and the Smokeshops. Mobil branded fuel is sold at five (5) of the One Stop (Oneida One Stop 54 was closed) and is the next highest category in sales and gross profit.




YTD Sales by Location
$320,798
$825,259
$3,255,383
$1,521,519
$6,361,838
$2,602,115
$5,763,365
$2,520,057
$4,946,958
Westwind
E&EE
Travel Center
Packerland
Larsen
Casino
Bingo
Isbell
Oneida Market

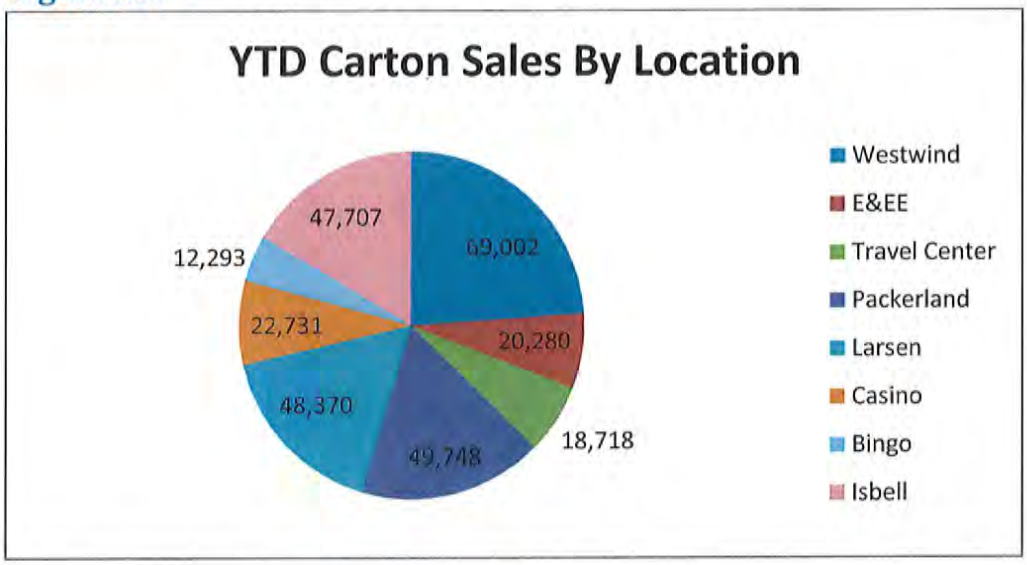

YTD Gross Profit by Location
$94,716
$279,303
$1,063,140
$1,654,887
$509,777
$660,446
$1,345,030
$413,912
$1,268,873
Westwind
E&EE
Travel Center
Packerland
Larsen
Casino
Bingo
Isbell
Oneida Market

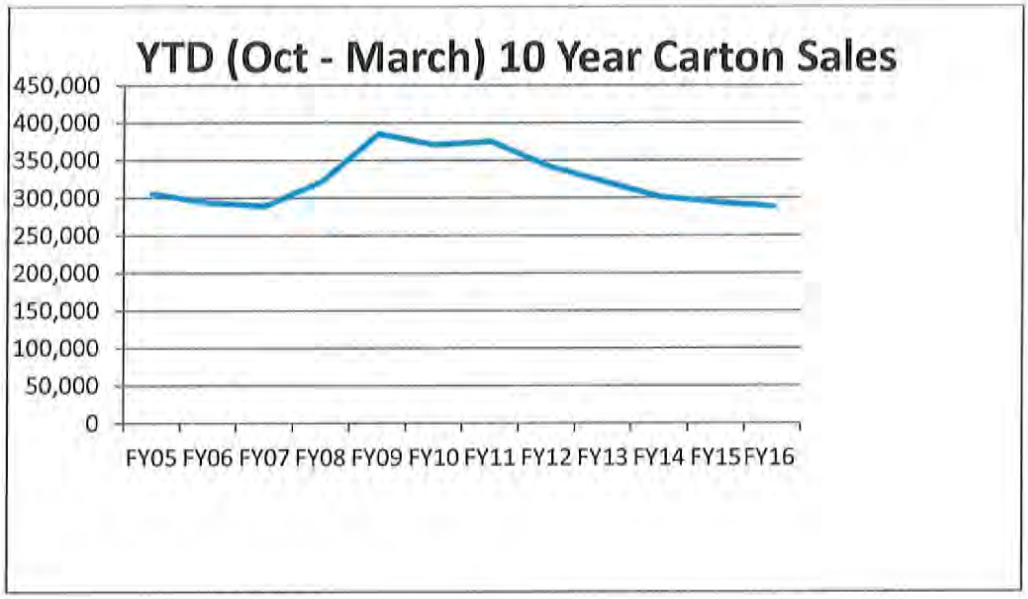


Highlights

- Westwind has been the number 1 in sales, gross profit and net profit for over 20 years.
- Larsen has moved into the number 2 spot in sales and gross profit and 4th in net profit. Larsen sells the most fuel of all locations, and has the highest lease rate of all of the stores.
- While Packerland is in 3rd place for sales and gross profit and it is in 2nd place in net profit.
- Isbell maintains 4th place for sales and gross profit, it is the 3rd most profitable location. Mainly due to high sales of cigarettes and a favorable lease rate from Gaming.
- The Oneida Market had a negative net profit YTD of $16,182.

Cigarettes





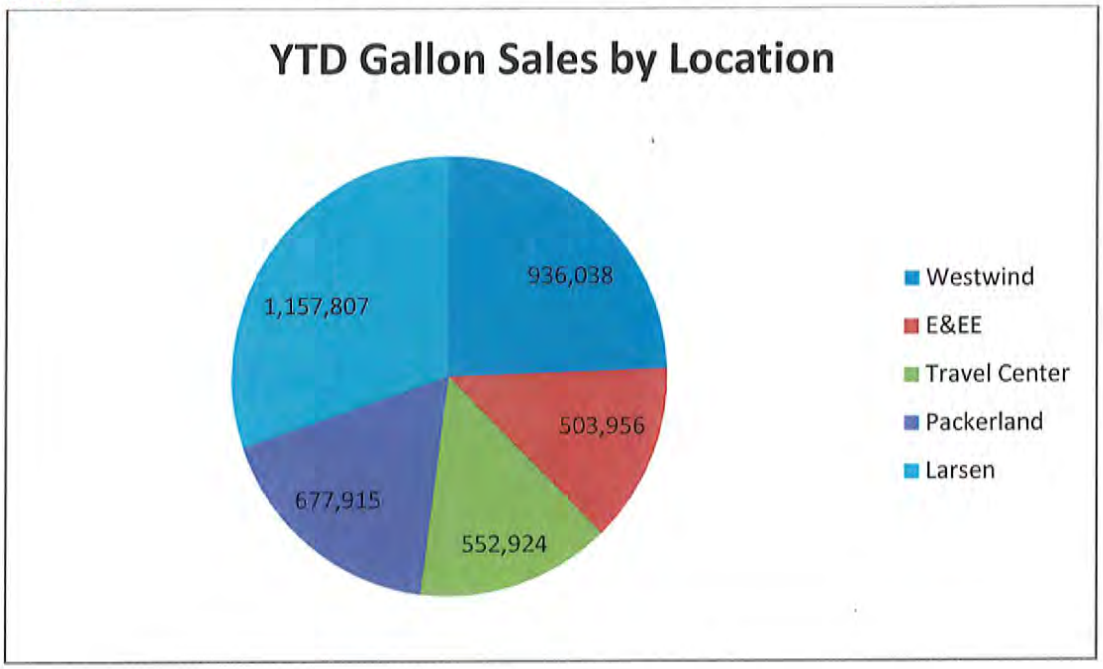
The average Convenience store sells 106 cartons per week (S. Abraham & Sons) in the state of Wisconsin. One average the Oneida Stops and Smokeshops sell 1,587 cartons per week. This is due to the large price differential as a result of the cigarette excise tax agreement with the state of Wisconsin. The price differential averages $13.00 per carton. The average gross profit per carton is $20.17.

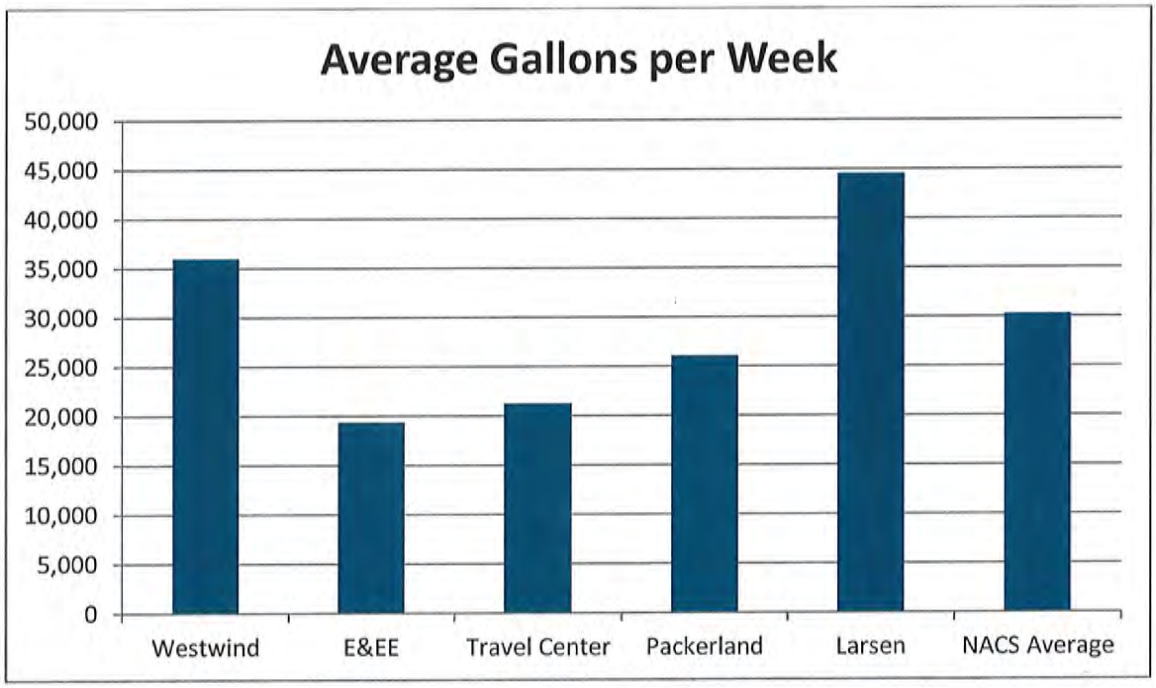
The cigarette manufacturers have been merging over the past several decades, with the major cigarette companies controlling 90% of the cigarette market. Last year Reynolds American purchased Lorillard, resulting in Reynolds becoming the number 1 manufacturer in cigarettes over Altria Group (formerly Philip Morris). For Oneida Retail the impacts have been new cigarette merchandising agreements and new cigarette reps.

Oneida Retail continues to anticipate the semi-annual cigarette price increases in December and June, with the price increase anticipated in June 2016, Oneida Retail maintained the profit per carton and matched the manufacturer price increase. By increasing the price differential with our competitors we anticipated an increase in cigarette sales.

In an effort to keep cigarettes and tobacco out of the hands of minors Oneida Retail has teamed up with the Oneida Police Department to run checks in our stores to assure our Associates are checking the ID of anyone who appears to be under the age of 27. An SOP is being developed to outline the process for checking IDs for all age restricted product.

Fuel





The average Convenience store sells 30,292 (NACS SOI 2013 Report pg. 9) gallons of fuel per week. The Oneida One Stops average gallons per week are 29,451. The YTD average profit per gallon is $.15.

YTD Financial Performance by Location

Oneida One Stop Westwind

	YTD	Budget	Prior Year
Sales	$6,361,087	$7,093,138	$6,551,417
COGS	$4,704,774	$5,341,546	$4,934,357
Gross Profit	$1,656,313	$1,751,592	$1,617,060
Payroll	$244,269	$297,409	$222,408
Operational Expenses	$276,305	$318,444	$191,998
Net Profit	$1,135,739	$1,135,739	$1,202,654

Categories

		Cigarettes	
	YTD	**Budget**	Prior Year
Sales	$4,192,105	$4,342,749	$4,096,792
COGS	$2,793,975	$2,927,184	$2,763,666
Gross Profit	$1,398,130	$1,415,565	$1,333,126
Carton Sales	69,002	78,686	70,376
Profit Per Carton	$20.26	$17.99	$18.94

		Fuel	
	YTD	**Budget**	Prior Year
Sales	$1,820,504	$2,374,715	$2,088,133
COGS	$1,680,081	$2,154,493	$1,919,622
Gross Profit	$140,423	$220,222	$168,511
Gallon Sales	936,038	1,001,014	827,137
Profit Per Gallon	$0.15	$0.22	$0.20

		Tobacco	
	YTD	**Budget**	Prior Year
Sales	$149,822	$167,075	$161,533
COGS	$90,721	$121,721	$115,992
Gross Profit	$59,101	$45,354	$45,541

		Convenience	
	YTD	**Budget**	Prior Year
Sales	$198,656	$208,599	$204,959
COGS	$139,997	$138,148	$135,077
Gross Profit	$58,659	$70,451	$69,882

Oneida One Stop Westwind

The Oneida One Stop Westwind (1202020) opened in October of 1992.

Store Hours are from 5:00 AM to Midnight daily.

The store has one (1) full-time Location Manager, one (1) full-time Assistant Location Manager, 11 full-time Associates and two (2) part-time Associates.

Sales per labor hour is $490.01 compared to NACS is $69.45 and Sales per labor dollar spent is $26.04 compared to NACS is $5.78

Oneida One Stop E&EE

Gross Profit	$661,716	$474,341	$503,824
Payroll	$154,629	$145,043	$130,092
Operational Expenses	$124,197	$111,831	$94,582
Net Profit	$382,890	$217,467	$279,150

Categories

		Cigarettes	
	YTD	Budget	Prior Year
Sales	$1,246,012	$912,428	$912,502
COGS	$840,524	$628,742	$631,875
Gross Profit	$405,488	$283,686	$280,627
Carton Sales	20,280	15,769	15,816
Profit Per Carton	$19.99	$17.99	$17.74

		Fuel	
	YTD	Budget	Prior Year
Sales	$989,135	$854,867	$851,397
COGS	$910,018	$788,128	$780,794
Gross Profit	$79,117	$66,739	$70,603
Gallon Sales	503,956	303,357	335,085
Profit Per Gallon	$0.16	$0.22	$0.21

		Tobacco	
	YTD	Budget	Prior Year
Sales	$52,642	$46,244	$46,223
COGS	$30,882	$31,613	$28,370
Gross Profit	$21,760	$14,631	$17,853

		Convenience	
	YTD	Budget	Prior Year
Sales	$313,951	$240,831	$241,620
COGS	$158,600	$131,546	$106,879
Gross Profit	$155,351	$109,285	$134,741

Oneida One Stop E&EE

The Oneida One Stop Westwind (1202020) opened in October of 1992.

The Oneida One Stop E&EE (1202022) opened in 1988.

Store Hours are from 5:00 AM to Midnight daily.

The store has one (1) full-time Location Manager, seven (7) full-time Associates and one (1) part-time Associate.

Sales per labor hour is $321.28 compared to NACS is $69.45 and Sales per labor dollar spent is $16.83 compared to NACS is $5.78

Oneida Casino Travel Center

	YTD	Budget	Prior Year
Sales	$2,519,683	$2,359,110	$2,337,934
COGS	$2,105,525	$1,942,049	$1,953,387
Gross Profit	$414,158	$417,061	$384,547
Payroll	$128,648	$146,893	$117,451
Operational Expenses	$163,004	$162,828	$134,751
Net Profit	$122,506	$107,340	$132,345

Categories

	YTD	Cigarettes Budget	Prior Year
Sales	$1,136,155	$982,038	$980,696
COGS	$793,536	$687,244	$689,668
Gross Profit	$342,619	$294,794	$291,028
Carton Sales	18,718	16,387	16,768
Profit Per Carton	$18.30	$17.99	$17.36

	YTD	Fuel Budget	Prior Year
Sales	$1,097,701	$1,127,042	$1,109,348
COGS	$1,019,162	$1,048,618	$1,025,967
Gross Profit	$78,539	$78,424	$83,381
Gallon Sales	552,924	356,491	410,799
Profit Per Gallon	$0.14	$0.22	$0.20

	YTD	Tobacco Budget	Prior Year
Sales	$77,652	$67,469	$66,728
COGS	$48,755	$46,635	$47,570
Gross Profit	$28,897	$20,834	$19,158

	YTD	Convenience Budget	Prior Year
Sales	$208,175	$182,561	$181,162
COGS	$244,072	$159,552	$190,182
Gross Profit	($35,897)	$23,009	($9,020)

Oneida Casino Travel Center

The Oneida Casino Travel Center (1202024) opened in August 2005.

Store Hours are from 5:00 AM to Midnight Sunday through Thursday, 5:00 AM to 2:00 AM Friday and Saturday.

The store has one (1) full-time Location Manager, one (1) full-time Assistant Location Manager and seven (7) full-time Associates.

Sales per labor hour is $355.56 compared to NACS is $69.45 and Sales per labor dollar spent is $19.59 compared to NACS is $5.78

Oneida One Stop Packerland

	YTD	Budget	Prior Year
Sales	$4,897,139	$5,225,293	$4,969,402
COGS	$3,676,078	$4,018,951	$3,812,365
Gross Profit	$1,221,061	$1,206,342	$1,157,037
Payroll	$209,935	$256,799	$202,783
Operational Expenses	$210,484	$211,477	$152,161
Net Profit	$800,642	$738,066	$802,093

Categories

	Cigarettes		
	YTD	Budget	Prior Year
Sales	$3,056,375	$2,997,296	$2,858,602
COGS	$2,074,371	$2,072,511	$1,981,728
Gross Profit	$982,004	$924,785	$876,874
Carton Sales	49,748	51,406	48,507
Profit Per Carton	$19.74	$17.99	$18.08

	Fuel		
	YTD	Budget	Prior Year
Sales	$1,339,068	$1,701,639	$1,607,137
COGS	$1,250,439	$1,592,010	$1,488,560
Gross Profit	$88,629	$109,629	$118,577
Gallon Sales	677,915	498,307	624,115
Profit Per Gallon	$0.13	$0.22	$0.19

	Tobacco		
	YTD	Budget	Prior Year
Sales	$189,227	$201,215	$192,245
COGS	$120,365	$135,068	$125,645
Gross Profit	$68,862	$66,147	$66,600

	Convenience		
	YTD	Budget	Prior Year
Sales	$312,469	$325,143	$311,418
COGS	$230,903	$219,362	$216,432
Gross Profit	$81,566	$105,781	$94,986

Oneida One Stop Packerland

The Oneida One Stop Packerland (1202025) opened in May 2007.

Store Hours are 24 hours, 7 days a week.

The store has one (1) full-time Location Manager, one (1) full-time Assistant, 11 full-time Associates.

Sales per labor hour is $465.22compared to NACS is $69.45 and Sales per labor dollar spent is $23.33 compared to NACS is $5.78

Oneida One Stop Larsen

	YTD	Budget	Prior Year
Sales	$5,761,215	$5,958,193	$5,258,531
COGS	$4,411,323	$4,733,300	$4,142,388
Gross Profit	$1,349,892	$1,235,439	$1,116,143
Payroll	$242,897	$265,279	$233,564
Operational Expenses	$389,774	$352,785	$310,787
Net Profit	$717,221	$617,375	$571,792

Categories

	Cigarettes		
	YTD	Budget	Prior Year
Sales	$3,003,670	$2,846,199	$2,537,242
COGS	$1,989,760	$1,955,832	$1,732,899
Gross Profit	$1,013,910	$890,367	$804,343
Carton Sales	48,370	49,493	43,255
Profit Per Carton	$20.96	$17.99	$18.60

	Fuel		
	YTD	Budget	Prior Year
Sales	$2,280,104	$2,669,512	$2,297,836
COGS	$2,091,297	$2,468,581	$2,119,860
Gross Profit	$188,807	$200,931	$177,976
Gallon Sales	1,157,807	831,512	903,653
Profit Per Gallon	$0.16	$0.24	$0.20

	Tobacco		
	YTD	Budget	Prior Year
Sales	$155,460	$148,189	$140,197
COGS	$96,636	$106,952	$96,406
Gross Profit	$58,824	$51,783	$43,791

	Convenience		
	YTD	Budget	Prior Year
Sales	$321,981	$294,293	$283,256
COGS	$233,630	$201,935	$193,223
Gross Profit	$88,351	$92,358	$90,033

Oneida One Stop Larsen

The Oneida One Stop Larsen (1202026) opened in December 2012.

Store Hours are from 5:00 AM to Midnight daily.

The store has one (1) full-time Location Manager, one (1) full-time Assistant Location Manager, 12 full-time Associates and one (1) part-time Associate.

Sales per labor hour is $485.78 compared to NACS is $69.45 and Sales per labor dollar spent is $23.72 compared to NACS is $5.78

Oneida Smokeshop Casino

	YTD	Budget	Prior Year
Sales	$1,521,519	$1,555,900	$1,474,367
COGS	$1,011,039	$1,080,184	$1,019,617
Gross Profit	$510,480	$475,716	$454,750
Payroll	$86,122	$87,907	$80,705
Operational Expenses	$82,000	$52,013	$45,297
Net Profit	$342,358	$335,796	$328,748

Categories

		Cigarettes	
	YTD	Budget	Prior Year
Sales	$1,429,197	$1,428,783	$1,375,983
COGS	$955,767	$1,014,131	$965,148
Gross Profit	$473,430	$414,652	$410,835
Carton Sales	22,731	23,049	23,149
Profit Per Carton	$20.83	$17.99	$17.75

		Tobacco	
	YTD	Budget	Prior Year
Sales	$42,582	$44,115	$46,070
COGS	$21,963	$19,831	$28,813
Gross Profit	$20,619	$24,284	$17,257

		Convenience	
	YTD	Budget	Prior Year
Sales	$49,740	$83,002	$52,314
COGS	$33,309	$46,222	$25,656
Gross Profit	$16,431	$36,780	$26,658

Oneida Smokeshop Casino

The Oneida Smokeshop Casino (1202030) opened in February 1992

Store Hours are from 7:00 AM to Midnight Sunday through Wednesday, 7:00 AM to 2:00 AM Thursday through Saturday.

The store has one (1) part-time Assistant Location Manager, five (5) full-time Associates.

Sales per labor hour is $328.43 compared to NACS is $69.45 and Sales per labor dollar spent is $17.67 compared to NACS is $5.78

Oneida Smokeshop Bingo

	YTD	Budget	Prior Year
Sales	$825,259	$843,541	$810,960
COGS	$545,505	$576,896	$551,763
Gross Profit	$279,754	$266,645	$259,197
Payroll	$57,870	$73,604	$66,348
Operational Expenses	$42,268	$38,295	$30,210
Net Profit	$179,616	$154,746	$162,639

Categories

Cigarettes

	YTD	Budget	Prior Year
Sales	$739,519	$756,510	$727,378
COGS	$502,916	$524,860	$504,756
Gross Profit	$236,603	$231,650	$222,622
Carton Sales	12,293	12,877	12,607
Profit Per Carton	$19.25	$17.99	$17.66

Tobacco

	YTD	Budget	Prior Year
Sales	$14,181	$12,796	$12,053
COGS	$6,608	$5,503	$8,105
Gross Profit	$7,573	$7,293	$3,948

Convenience

	YTD	Budget	Prior Year
Sales	$71,559	$74,235	$71,529
COGS	$35,981	$46,533	$38,902
Gross Profit	$35,578	$27,702	$32,627

Oneida Smokeshop Bingo

The Oneida Smokeshop Bingo (1202031) opened in 1983.

Store Hours are from 8:00 AM to 10:00 PM Sunday through Thursday, 8:00 AM to Midnight Friday and Saturday.

The store has one (1) full-time Location Manager, seven (7) full-time Associates and one (1) part-time Associate.

Sales per labor hour is $293.74 compared to NACS is $69.45 and Sales per labor dollar spent is $14.26 compared to NACS is $5.78

Oneida Smokeshop Isbell

	YTD	Budget	Prior Year
Sales	$3,255,383	$3,273,228	$3,125,637
COGS	$2,191,600	$2,256,267	$2,158,486
Gross Profit	$1,063,783	$1,016,961	$967,151
Payroll	$147,050	$168,883	$134,783
Operational Expenses	$134,634	$111,259	$86,884
Net Profit	$782,099	$736,819	$745,484

Categories

	Cigarettes		
	YTD	Budget	Prior Year
Sales	$2,958,817	$2,947,534	$2,817,250
COGS	$1,994,214	$2,037,125	$1,957,298
Gross Profit	$964,603	$910,409	$859,952
Carton Sales	47,707	50,607	48,050
Profit Per Carton	$20.22	$17.99	$17.90

	Tobacco		
	YTD	Budget	Prior Year
Sales	$217,678	$246,595	$232,176
COGS	$143,290	$170,230	$158,484
Gross Profit	$74,388	$76,365	$73,692

	Convenience		
	YTD	Budget	Prior Year
Sales	$78,888	$79,099	$76,211
COGS	$54,096	$48,912	$42,704
Gross Profit	$24,792	$30,187	$33,507

Oneida Smokeshop Isbell

The Oneida Smokeshop Isbell (1202032) opened in

Store Hours are from 7:00 AM to Midnight daily.

The store has one (1) full-time Assistant Location Manager, eight (8) full-time Associate.

Sales per labor hour is $402.02 compared to NACS is $69.45 and Sales per labor dollar spent is $22.14 compared to NACS is $5.78

Oneida Market

	YTD	Budget	Prior Year
Sales	$320,370	$294,407	$280,375
COGS	$224,701	$209,876	$199,878
Gross Profit	$95,669	$84,531	$80,497
Payroll	$82,948	$66,525	$52,362
Operational Expenses	$28,903	$30,876	$27,800
Net Profit	($16,182)	($12,870)	$335

Cannery

	YTD	Budget	Prior Year
Sales	$23,342	$23,802	$22,669
COGS	$18,807	$21,674	$20,641
Gross Profit	$4,535	$2,128	$2,028

Agriculture

	YTD	Budget	Prior Year
Sales	$140,654	$146,178	$139,217
COGS	$110,688	$115,107	$109,627
Gross Profit	$29,966	$31,071	$29,590

Retail

	YTD	Budget	Prior Year
Sales	$156,374	$124,426	$118,499
COGS	$95,206	$73,095	$69,610
Gross Profit	$61,168	$51,331	$48,889

Oneida Market

The Oneida Market (1202040) opened in December 2012.

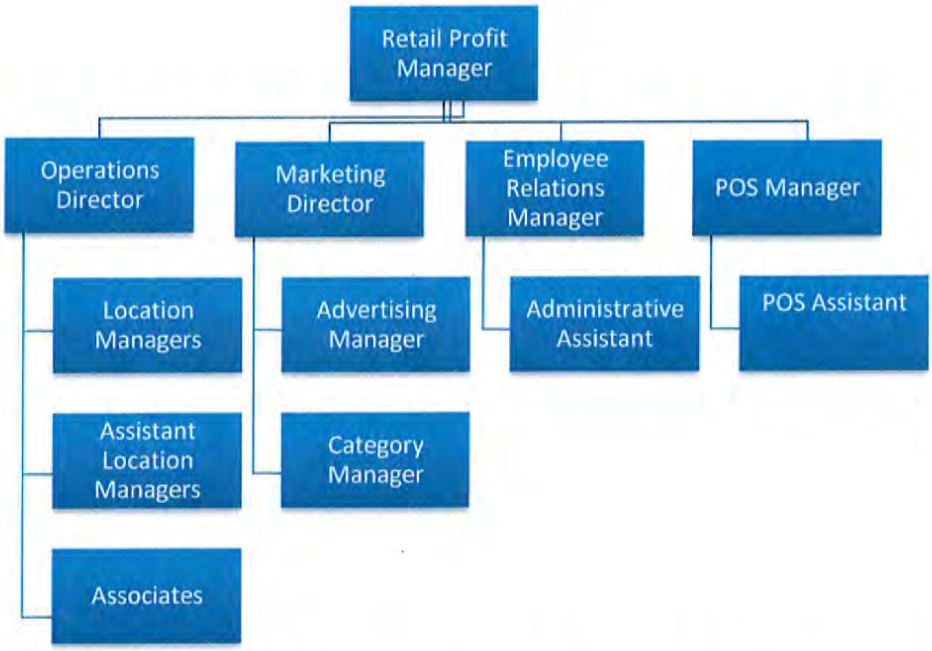
Store Hours are from 7:00 AM to 7:00 PM Monday through Friday, 9:00 AM to 5 :00 PM Saturday and Sunday.

The store has one (1) full-time Location Manager, three (3) full-time Associates and one (1) part-time Associate.

Sales per labor hour is $79.59 compared to NACS is $69.45 and Sales per labor dollar spent is $3.86 compared to NACS is $5.78

Oneida Retail Employees

Oneida Retail Enterprise Organizational Chart, with the Retail Profit Area Manager reporting to the Oneida Business Committee



On September there were 104 Retail Employees with an average of 7 years of service. Retail employees are Oneida Tribal Members as outlined in the Tobacco Ordinance.

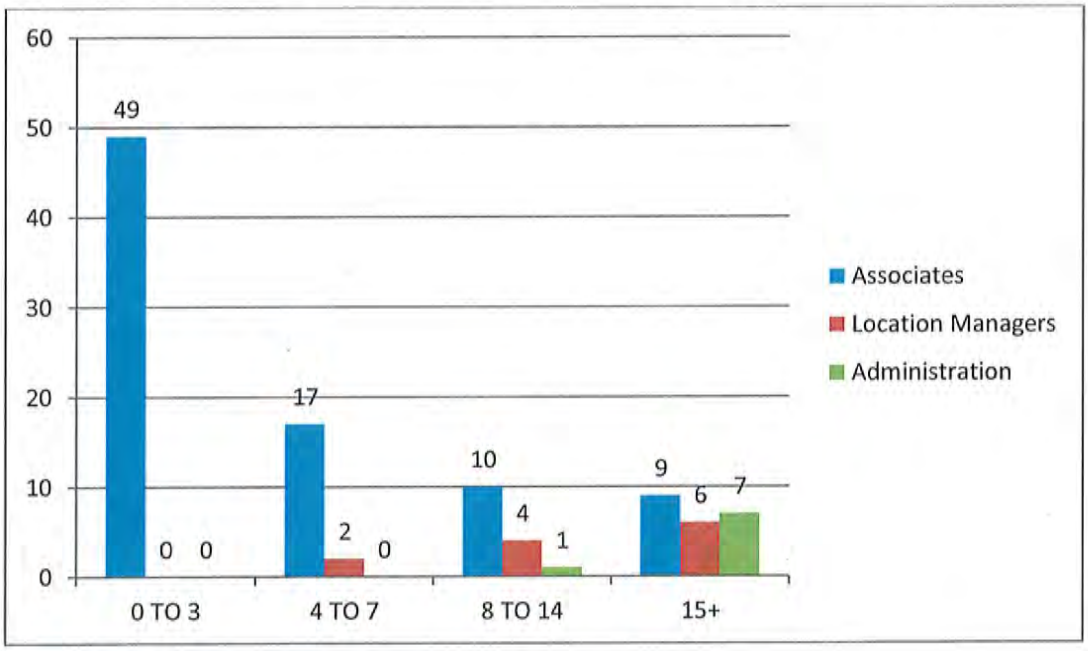


Figure 1 Retail Associates Years of Service

Of the 101 Retail employees we have the following accruals at the end of September 2014

Vacation Hours	4,144
Personal Hours	2,858
Total	7,002

Eight (8) Retail Employees have over 200 hours of vacation/personal time accrued as of March 31, 2016. Six (6) of the employees are exempt and two (2) are non-exempt.

YTD payroll was $1,674,677 compared to the YTD budget of $1,972,679 resulting in a savings of $298,002. When compared to prior year's payroll of $1,679,128 there is a savings of $4,451. YTD overtime was $$4,789 compared to prior year overtime of $5,459.

Oneida One Stop 54

The Oneida One Stop Redevelopment was approved be General Tribal Council (GTC) at the FY16 Budget meeting on February 9, 2015 as originally proposed July 7, 2014. The project has been updated based on the input from the 54 Project Community Meetings, FY15 Budget Community Meetings and Customer Focus Sessions conducted by Matousek & Associates.

The Oneida One Stop 54 opened to the Community on Wednesday June 8th and to the general public on June 9th. A grand opening is scheduled for July. The schedule was condensed by three (3) weeks because of the mild winter.

State Lottery

On February 6, 2016 the Oneida Law Office provided a legal opinion that Oneida Retail will not be able to become an agent for the State of Wisconsin and will not be able to sell the state of Wisconsin Lottery tickets.

Open Roads

The Open Roads rewards program has two components; the first is to be able to provide gas tax exemption to Tribal Members and to provide additional discounts on fuel. The second component is a loyalty program for the general public to earn cents off on a gallon of fuel by purchasing promoted products. In the 3rd quarter US Oil and Oneida Retail will be promoting Open Roads together. Several Radio remotes are scheduled along with stops by the Open Roads Teams to encourage customers to enroll in the program.

The second quarter Open Rewards collateral is attached.

Class Action Lawsuit

On April 15, 2015 Oneida Retail was notified that a Class Action Lawsuit was filed against the Oneida Tribe in Federal Court regarding FACTA compliance at the Oneida One Stops. The Oneida Law Office is responding to the lawsuit. ORE along with our POS provider (RDS & Retalix) has made adjustments to the merchant and customer copies of the receipts.

On September 4, 2015 I received notification from the Oneida Law Office that the Jeremy Myers Class Action Lawsuit was dismissed in Federal Court and the he had until October 5, 2015 to appeal that decision.

One September 24, 2015 the Oneida Law Office was informed that Jeremy Meyers appealed the decision of the Federal Court.

FY17 Budget

	FY15 Actual	FY16 Approved Budget	FY17 Proposed Budget
Sales	$61,874,130	$60,437,133	$65,397,604
Cost of Sales	$47,173,619	$45,984,202	$49,015,671
Gross Profit	$14,700,511	$14,452,931	$16,381,933
Expenses	$7,125,843	$6,078,770	$7,840,199
Net Profit	$8,621,741	$7,327,088	$8,541,734

Thank you for reading the report, should you have any questions please feel free to call me at 920.496.7301 or by email at mdoxtat3@oneidanation.org

Rewards Items

Purchase These Items Through June 30th, 2016, and Save On Gas!*

OPEN ROAD REWARDS℠

Bud Family 16 oz. Aluminum Bottes
8 or 12 pk.

Buy 1 & Save Per Gallon **10¢**

Michelob Ultra
12 pk. - 12 oz. Cans

Buy 1 & Save Per Gallon **10¢**

Rolling Rock or Busch Family
12 pk. - 12 oz. Cans

Buy 1 & Save Per Gallon **10¢**

Download The Open Road Rewards Mobile App!

www.EasyGasSavings.com
www.facebook.com/OpenRoadRewards

CUMULATIVE OFFER!

Palermos Pizzas
Any Mission Variety

Buy 3 In Any Visits & Save **5¢** Per Gallon

Snickers Ice Cream Bar
Any King Size Variety

Buy 1 & Save **3¢** Per Gallon

Bag of Ice
20 lb.

Buy 1 & Save **2¢** Per Gallon

Skittles or Starburst
Any Standard Size Variety

Buy 2 & Save Per Gallon **3¢**

Bai 5
Any 18 oz. Variety

Buy 2 & Save Per Gallon **5¢**

Corn Mugs
Any Variety

Buy 1 & Save **5¢** Per Gallon

Oneida Spring Water
20 oz.

Buy 2 & Save **3¢** Per Gallon

Fountain or Coffee
Any Size

Buy 1 & Save **1¢** Per Gallon

Oneida One Stop - F&EE

*20 Gallons Limit

Rewards Items

Purchase These Items Through June 30th, 2016, and Save On Gas!*

OPEN ROAD REWARDS™

Corn Mugs
Any Variety

Buy 1 & Save
Per Gallon

5¢

For Every $25 You Spend Over Multiple Visits, You Save

5¢ Per Gallon**

**Exclusions Apply.
See Cashier For Details.

Tea
Any Size

Buy 1 & Save
Per Gallon

1¢

Coffee
Any Size

Buy 1 & Save
Per Gallon

1¢

Oneida Market

*20 Gallons Limit

Rewards Items

Purchase These Items Through June 30th, 2016, and Save On Gas!*

OPEN ROAD REWARDS℠

Bud Family 16 oz. Aluminum Bottes
8 or 12 pk.

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Michelob Ultra
12 pk. - 12 oz. Cans

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Any Mission Variety

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Snickers Ice Cream Bar
Any King Size Variety

Buy 1 & Save **3¢** Per Gallon

Bag of Ice
20 lb.

Buy 1 & Save **2¢** Per Gallon

Skittles or Starburst
Any Standard Size Variety

Buy 2 & Save Per Gallon **3¢**

Bai 5
Any 18 oz. Variety

Buy 2 & Save Per Gallon **5¢**

Corn Mugs
Any Variety

Buy 1 & Save **5¢** Per Gallon

Oneida Spring Water
20 oz.

Buy 2 & Save **3¢** Per Gallon

Fountain or Coffee
Any Size

Buy 1 & Save **1¢** Per Gallon

Oneida One Stop - Packerland

*20 Gallons Limit

Rewards Items

Purchase These Items Through June 30th, 2016, and Save On Gas!*

OPEN ROAD REWARDS℠

Bigs Seeds
Any 5.35 oz. Variety

Buy 2 & Save Per Gallon **8¢**

Uncle Ray's Chips
Any 3-4 oz. Variety

Buy 1 & Save Per Gallon **4¢**

Monster Ultra
Any 16 oz. Variety

Buy 2 & Save Per Gallon **5¢**

For Every $25 You Spend Over Multiple Visits, You Save

5¢ Per Gallon**

**Exclusions Apply.
See Cashier For Details.

AMP Energy
Any 16 oz. Variety

Buy 2 & Save **5¢** Per Gallon

Gatorade
Any 28 oz. Variety

Buy 2 & Save **3¢** Per Gallon

Hershey's Chocolate
Any King Size Variety

Buy 2 & Save **3¢** Per Gallon

Opening Fishing Weekend
Busch Family
30 pk. - 12 oz. Cans

Buy 1 & Save Per Gallon **25¢**

Available May 4-8th Only!

Memorial Day Weekend
Bud Family 12 oz.
24 or 30 pk. Cans

Buy 1 & Save Per Gallon **25¢**

Available May 26-30th Only!

Coca-Cola Family
Any 20 oz. Variety

Buy 2 & Save **5¢** Per Gallon

Aquafina
Any 20 oz. Variety

Buy 2 & Save **5¢** Per Gallon

Orange Crush, Grape Crush, Hawaiian Punch, Squirt, or Ruby Red 20 oz.
Buy 1 & Save **5¢** Per Gallon

Oneida One Stop - Packerland

*20 Gallons Limit