

Oneida Business Committee Agenda Request

1. Meeting Date Requested: 5/ / 9 / 18

2. General Information:

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

Agenda Header:

☒ Accept as Information only

☐ Action - please describe:

2nd Quarter ORE Report

3. Supporting Materials

☒ Report ☐ Resolution ☐ Contract

☐ Other:

1.

3.

2.

4.

☐ Business Committee signature required

4. Budget Information

☐ Budgeted - Tribal Contribution

☐ Budgeted - Grant Funded

☐ Unbudgeted

5. Submission

Authorized Sponsor / Liaison:

Primary Requestor/Submitter:

Additional Requestor:

Additional Requestor:

Oneida Business Committee Agenda Request

6. Cover Memo:

Describe the purpose, background/history, and action requested:

Attached is the second quarter report from Oneida Retail Enterprise.

1) Save a copy of this form for your records.

2) Print this form as a *.pdf *OR* print and scan this form in as *.pdf.

3) E-mail this form and all supporting materials in a **SINGLE** *.pdf file to: BC_Agenda_Requests@oneidanation.org

Oneida Retail Report

Oneida Nation
Green Bay, WI

2nd Quarter FY 18
January 1, 2018-March 31, 2018

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 Oneida Retail Enterprise activities.



A good mind. A good heart. A strong fire

Vision Statement

A Nation of strong families built on
Tsi' niyukwalihotA and a
strong economy

Mission Statement

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



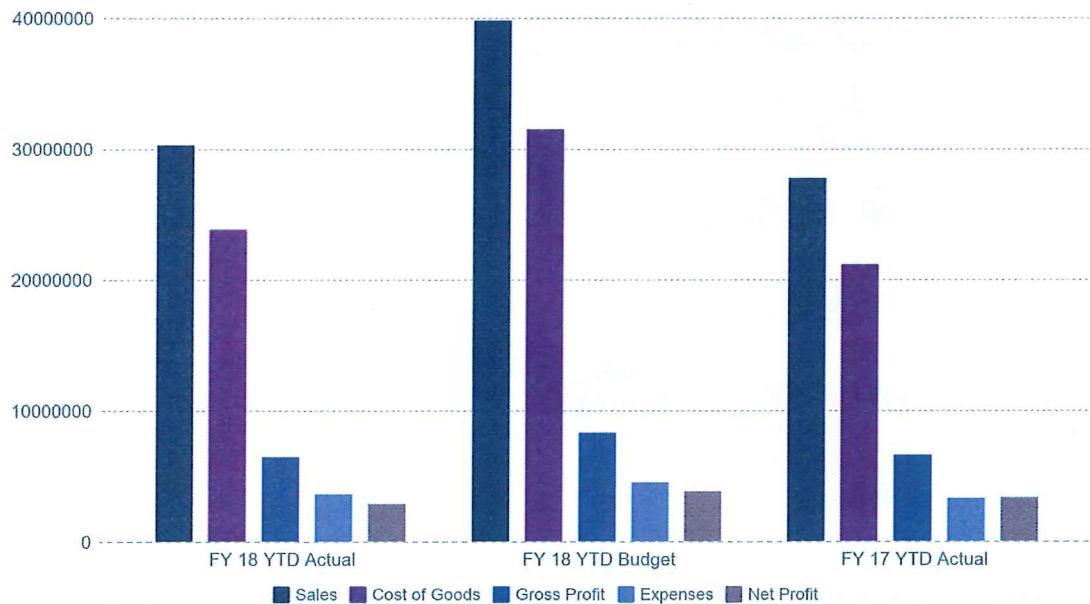


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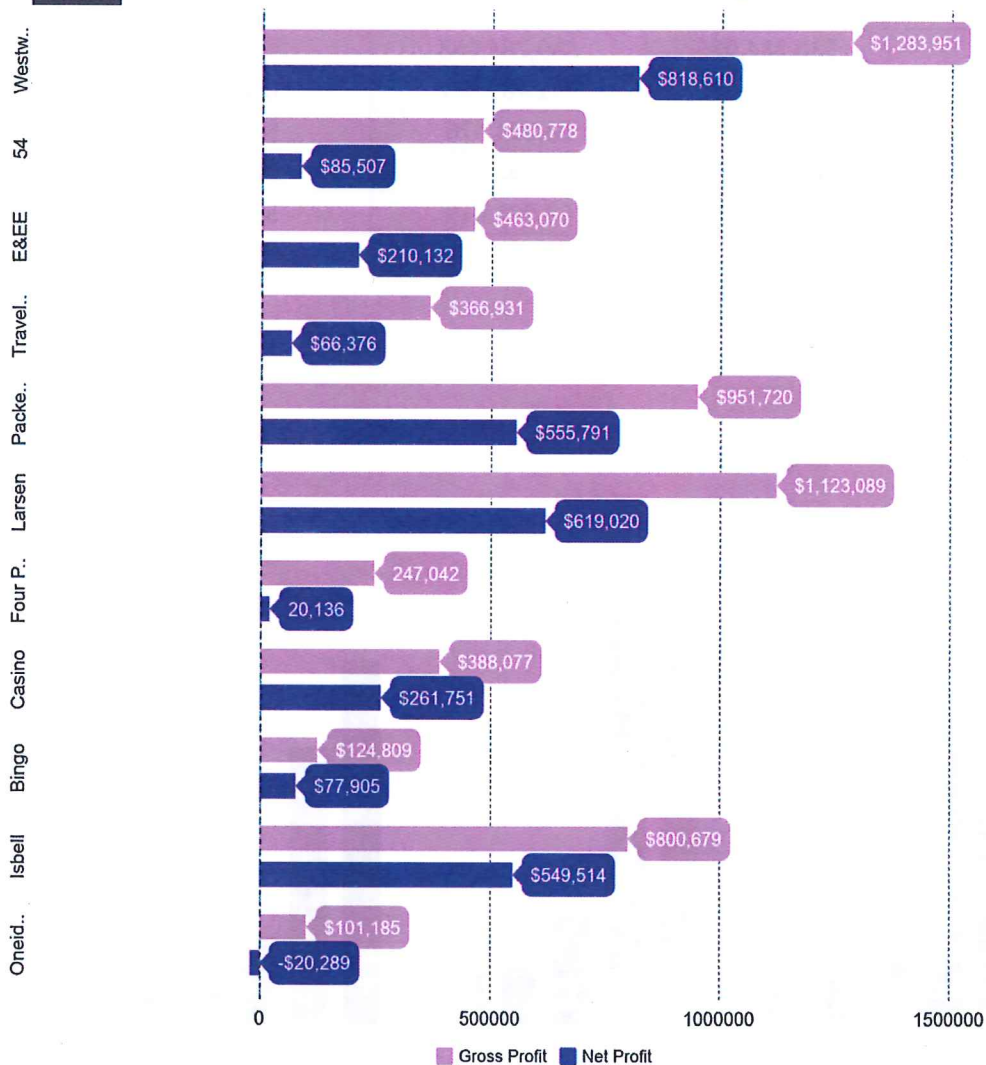
Qtr. 2 FY 2018 Profit & Loss Statements

Actual vs. Budget Comparison	FY 18 Actual YTD	FY 18 Budget YTD	FY 17 Actual YTD
Sales	\$30,284,086	\$39,784,063	\$27,732,601
Cost of Goods	\$23,837,288	\$31,489,587	\$21,130,835
Gross Profit	\$6,446,798	\$8,294,476	\$6,601,766
Expenses	\$3,600,192	\$4,492,657	\$3,281,968
Net Profit	\$2,846,606	\$3,801,819	\$3,319,798



2

YTD Gross Profit vs. Net Profit by Location



Westwind has been #1 in sales, gross profit & net profit for over 20 years.

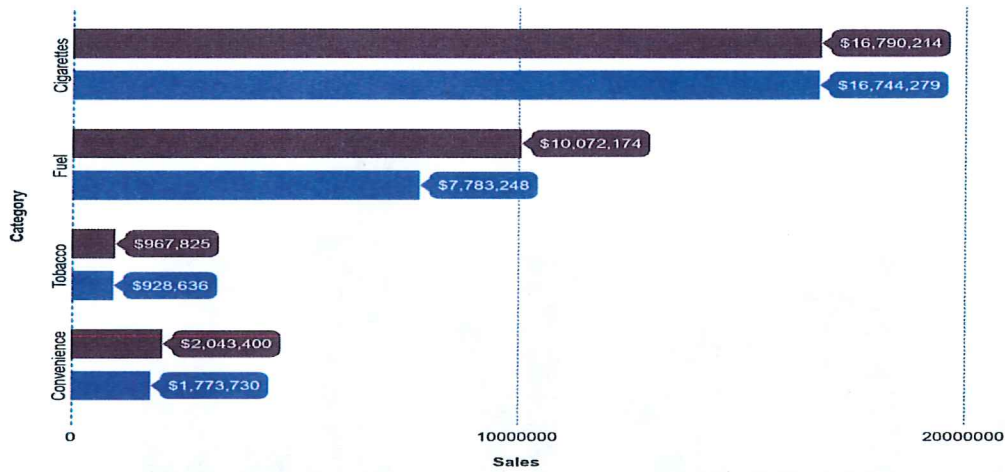
Westwind sells the most cigarettes followed by Larsen & Packerland



Gross Profit %
 Westwind - 21.78% Larsen - 19.29%
 54 - 16.35% Casino - 28.76%
 Four Paths - 14.21% E&EE - 22.16%
 Bingo - 33.46% Travel Center - 30.00%
 Isbell - 28.71% Packerland - 23.05%
 Oneida Market - 29.85%

2

YTD Sales by Category YOY



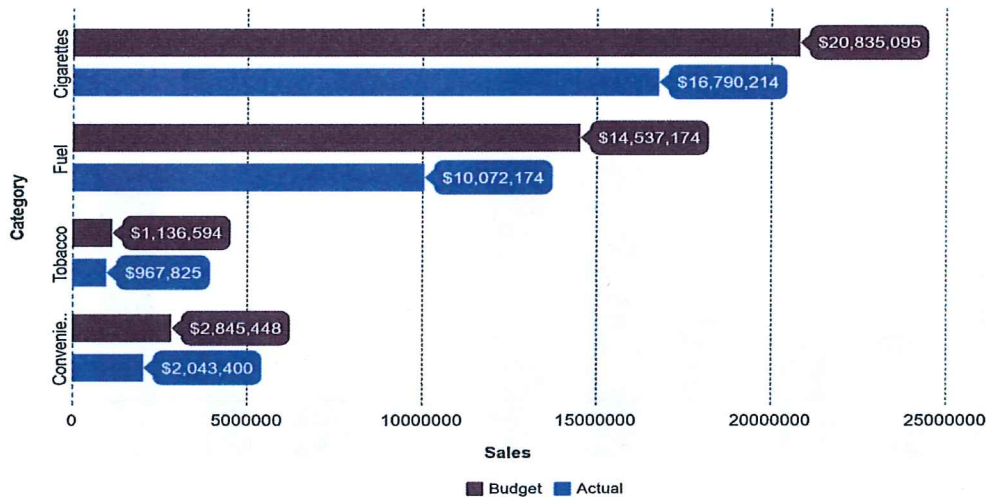
Cigarettes continue to dominate sales & gross profit.
Followed by Mobile branded fuel.



Cigarettes GP% - 28.59%
Fuel GP% - 5.49%
Tobacco GP% - 32.42%
Convenience GP% - 29.96%
Overall GP% - 21.28%

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YTD Sales by Category Actual vs Budget



Actual Sales is behind budget
\$9,449,977
Actual Sales is up \$2,551,485 or 9.20% YOY

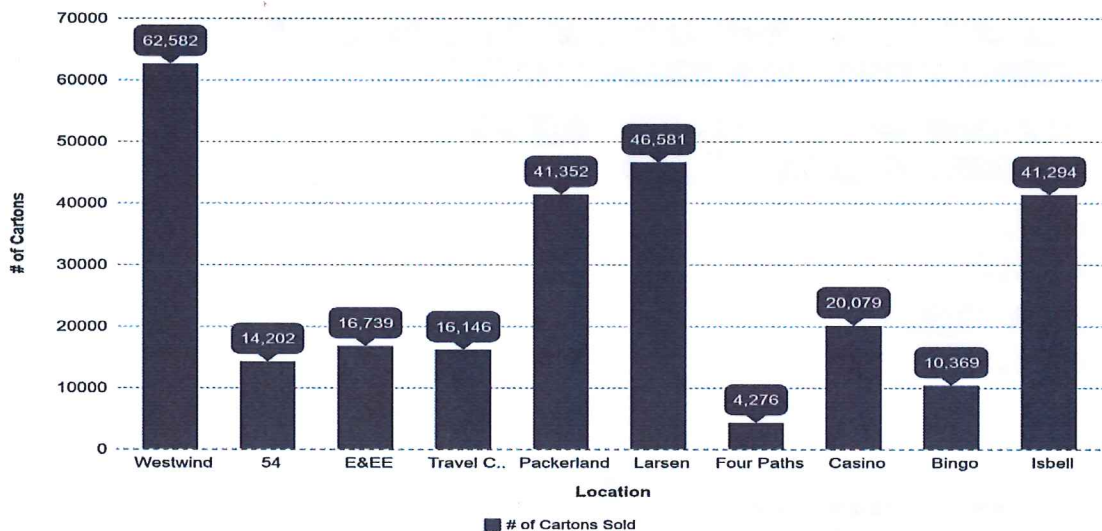
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YTD FY 18 Alcohol Sales By Location



2

YTD Carton Sales by Location

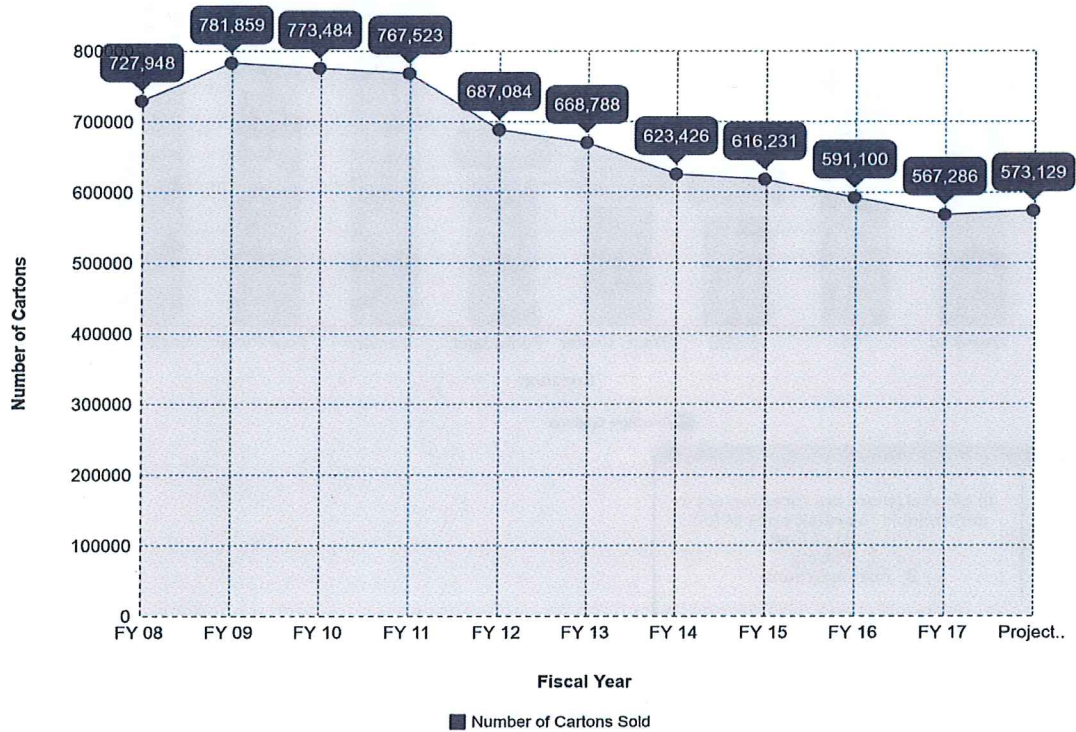


The average convenience store sells 106 cartons per week (S. Abraham & Sons) in the state of Wisconsin.

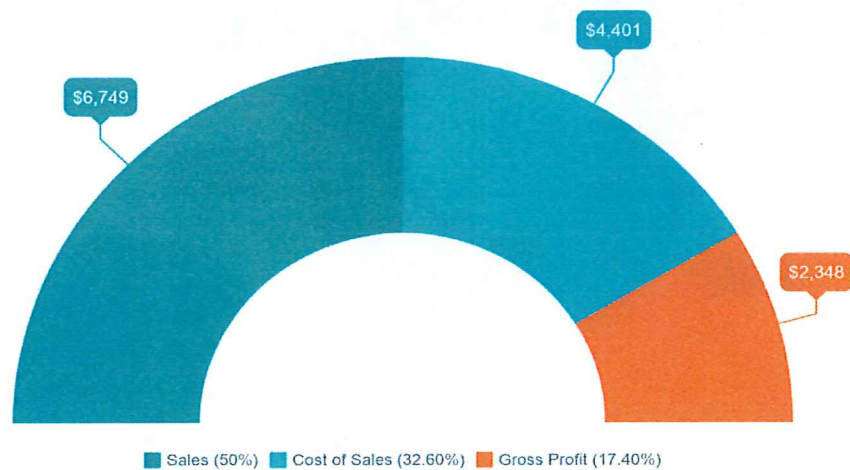


FY 2018 Weekly Average
 Westwind 2,407 avg 54 546 avg
 E&EE 643 avg Isbell 1,588
 Larsen 1,791 avg Packerland 1,590 avg
 Four Paths 285 avg Casino 772 avg
 Bingo 399 avg Travel Center 621 avg

2 YTD Ten Year Carton Sales

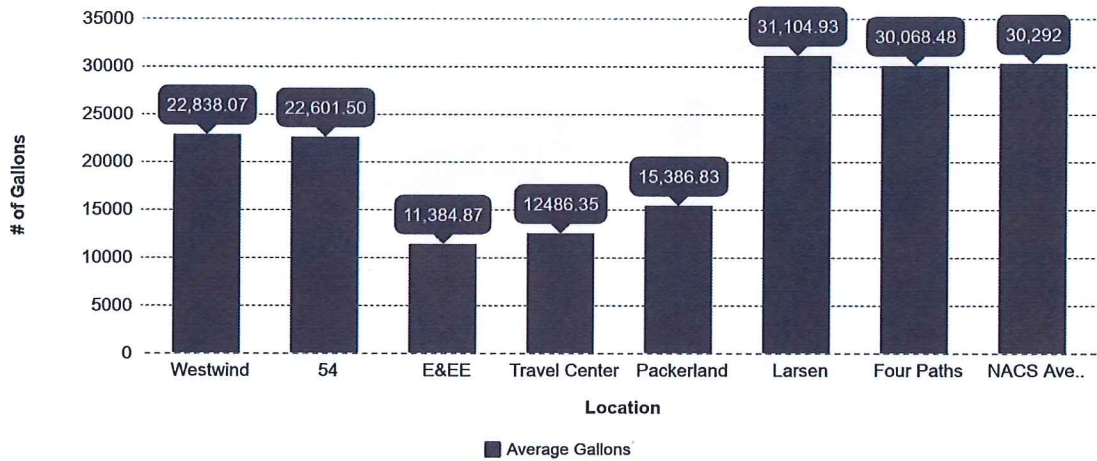


2 Qtr. 2 FY 18 Import Tobacco Sales



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Qtr. 2 Average Gallons Per Week

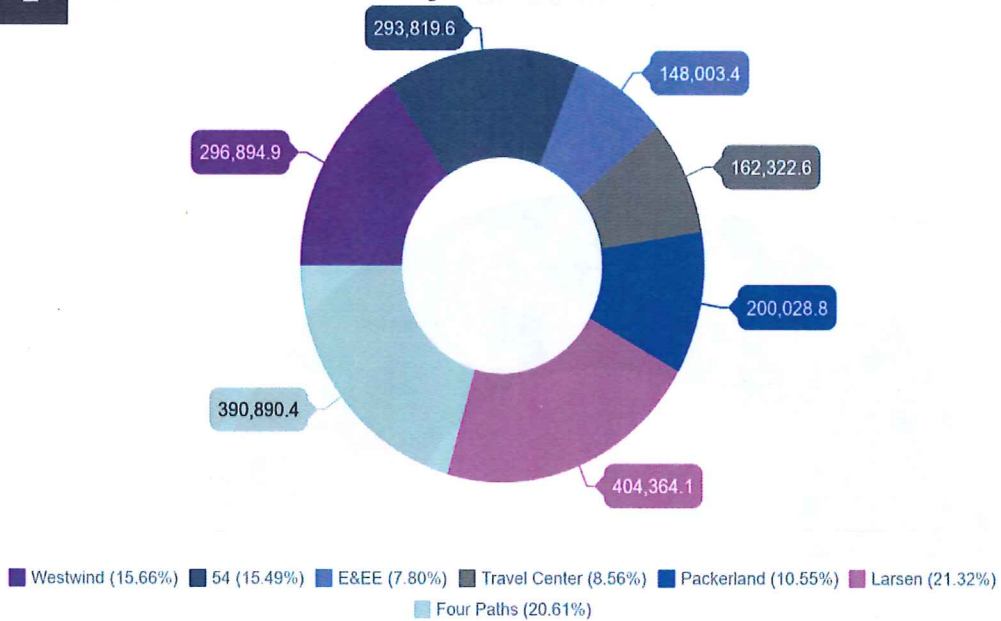


In general, there are three factors in determining the retail price of fuel:

1. Cost of Fuel
2. Pricing
3. Fuel in Ground

2

Qtr 2 Gallon Sales By Location



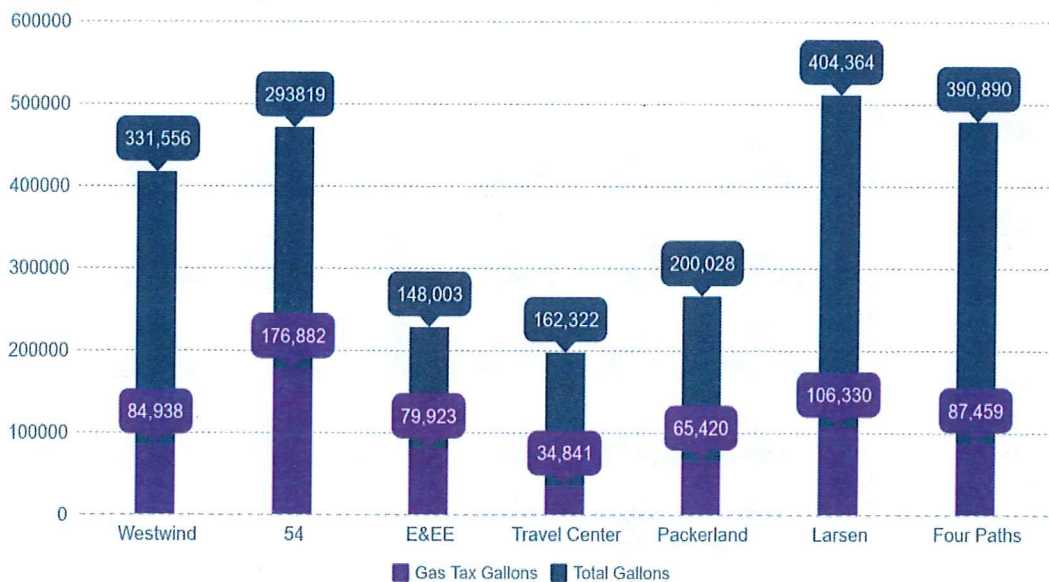
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Qtr 2 On-Reservation Tax vs Off-Reservation By Location



2

Qtr 2 Gas Tax Gallons Compared to Total Gallons By Location

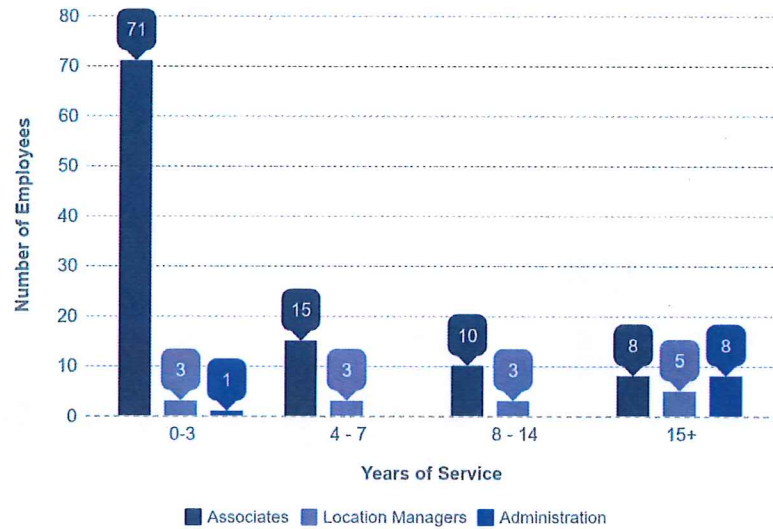


Retail Employees Years of Service



On December 31, 2017, there were 127 Retail Employees with an average of 6 years of service.

Vacation Accruals
5,189
PT Accruals
3,215
Total Accruals
8,404



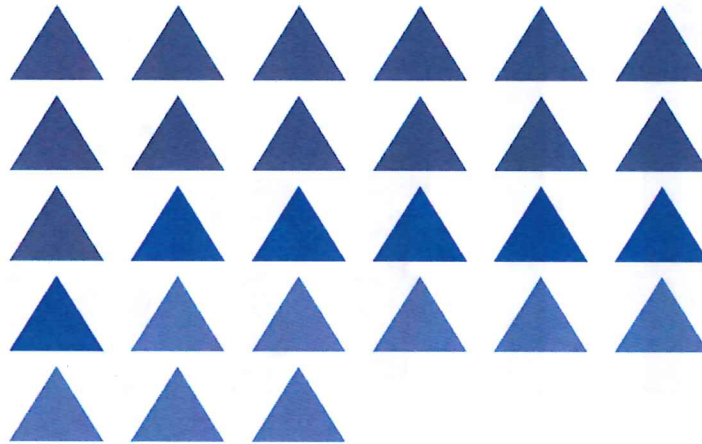
Retail Employees Disciplinary Actions



Written Warnings
Attendance 9
Work Performance 2
Personal Actions 2

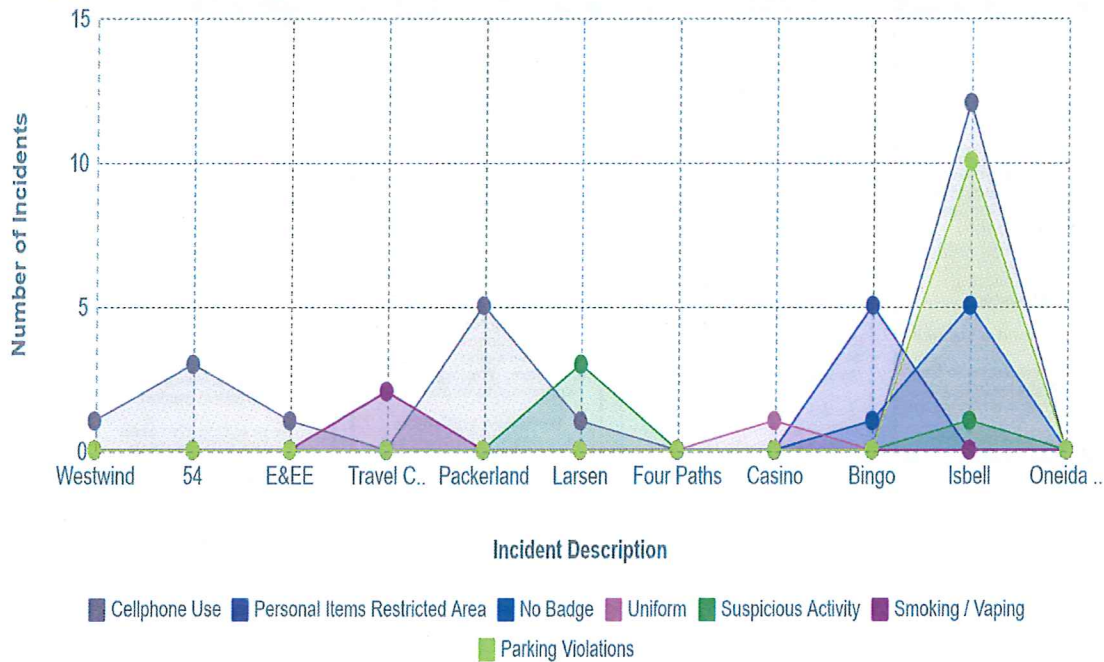
Suspensions
Attendance 5
Personal Actions 1

Terminations
Attendance 8



■ Written Warnings (48.15%) ■ Suspensions (22.22%) ■ Terminations (29.63%)

Internal Security Incident Reports



	Violations
	Cellphone Use 23 Personal Item Restricted area 5 No Badge 6 Uniform 1 Suspicious Activity 6 Smoking/Vaping 2 Parking Violation 10 Total Violations 53

	Violations By Location
	Westwind 1 54 3 E&EE 1 Travel Center 4 Packerland 5 Larsen 4 Four Paths 0 Casino 1 Bingo 6 Isbell 28 Oneida Market 0

General Updates

Operations Update

Increased water levels cause pressure on the fill/spill containment sump and the vapor - adaptor area. Plan of Action for OCTC water impacting Fuel System

1. Utilize monitoring well
2. Monitor water level from top of tank grade and water in monitoring well to grade.
3. Agreement for water sampling with Robert E Lee & Associates
4. Continued work with Environmental

Operations Update

Increased Security of sharps at all locations with help of DPW

1. New "sharps" containers that are more secure.
2. New safety equipment implemented along with a detailed business process to keep employees safe.
3. All "sharps" found on site are documented and sent to Michele Duxtator for final reporting to TAP.

Gas Drive-Off SOP

The Gas Drive Off SOP implementation has continued.

Focus continues with Theft Prevention at all locations.

A "banned" SOP has been written to include consequences for the customers who are repeat offenders. Waiting for final approvals to implement.

Work with MIS on the documentation of all gas drive-offs from Internal Security, Locations, Retail Admin and Central Accounting to be centralized and easy to use.

Oneida Rewards Program

ORE is working with Excentus on a rewards program to be used across all locations with similar parameters as the Open Roads Rewards program.

This program will have the same capabilities of current program. Will be able to process gas tax transactions, vendor deals and market basket.

The program has been tested and has been successful at one location. The costs associated and contract are currently being negotiated.

Marketing Updates

Diamonds for Dollars

The next recipient of the Diamonds for Dollars fundraising effort by Oneida Retail will be Woodland Indian Art, Inc.

The event will run May 7 - 27, 2018.

\$1 and \$5 Diamonds will be sold across all locations.

New Tobacco Vendor

In the final process of bringing in a new tobacco vendor that has guaranteed sales, a wider variety of products and will supply some equipment for merchandising.

The vendor was recommended by ORE by Thornberry Creek.

Oneida Four Paths

The Four Paths' Grand Opening occurred March 13-16.

Promotions were held each day including a special mailer to 4,000 households in the area to promote the event.

Titletown partnered with ORE to incentivize customers to buy products and car washes.

Bi-Monthly Retail Newsletter

The Marketing Manager and Employee Relations Manager are working on a bi-monthly newsletter to help bridge the communication between Retail Administration and the Retail Locations.

It includes updates, reminders, birthdays, anniversaries, promotions, mark your calendar dates and much more.

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.