

South Dakota Lottery Commission Meeting December 5th, 2019



**SOUTH DAKOTA
LOTTERY**
— GOOD FUN —

A DIVISION OF THE SOUTH DAKOTA DEPARTMENT OF REVENUE

Executive Director Comments



A DIVISION OF THE SOUTH DAKOTA DEPARTMENT OF REVENUE

Executive Director Comments

- FY19 Sales - Audited
 - Instant - \$32.24 Million (8.1%)
 - Transfer \$6.9 million (7.8%)
 - Lotto - \$30.71 Million (11.8%)
 - Transfer \$8.26 million
 - Video Lottery - \$113.97 Million (4.5%)
- Audits
 - Annual Audit
- Advertising and Related Services Request for Proposals
- Personnel
- 2020 Legislation



FY21 Instant/Online and Video Lottery Budget Requests



A DIVISION OF THE SOUTH DAKOTA DEPARTMENT OF REVENUE

IGT System Conversion Update



A DIVISION OF THE SOUTH DAKOTA DEPARTMENT OF REVENUE

IGT System Conversion Update

- Converted November 5
- Batch Releases
 - Nov 13, Nov 20 and Dec 4
 - Quarterly Releases planned in CY20
- Hand Off to Services Team – Dec 6
- Failover to BDC – Jan 2020
- Business Intelligence Training – Jan 6-8



Video Lottery Conversion Update



A DIVISION OF THE SOUTH DAKOTA DEPARTMENT OF REVENUE

Timeline

- Publish RFP January 31, 2018
- Vendors Submit Questions February 23, 2018
- Lottery Responds to Questions March 9, 2018
- Vendors Submit 2nd Round of Questions March 16, 2018
- Lottery Responds to 2nd Round of Questions March 30, 2018
- Proposals Submission Deadline April 20, 2018
- Evaluate Proposals-including demonstrations and site visits May-August, 2018
- South Dakota Lottery Commission meeting September 12, 2019



Negotiated Price

Connexus System

\$2,769,189

	FY13	FY14	FY15	FY16	FY17
Basic License and Service Fee (0.28%)	\$516,994	\$518,691	\$557,564	\$581,287	\$594,653
Total	\$516,994	\$518,691	\$557,564	\$581,287	\$594,653

Cost to set Up a Site

	Purchase
Site Controller	\$2,395
Cellular (Monthly)	\$45
One Time Connection Fee	\$125
Total Cost per site	\$2,565

Total 7 year Cost per Site

	Purchase
Site Controller	\$2,395
Cellular (\$45/month)	\$3,780
One Time Connection Fee	\$125
Total 7 year Cost	\$6,300



New System Benefits

- Handles multiple communication protocols
- Ticket Validations by Site Controller
- One user interface – single point of entry, one click configuration
- Monitors both VLT's and Site Controllers
- Real Time Communications
 - Download of software upgrades
 - Remote configuration of site controllers
- Robust reporting and business intelligence tools
- One System Conversion
- Duplex Primary and Duplex Backup Systems



Site Controller Benefits

- Multiple communication protocols
- Ticket Validations
- Real Time Communications
 - Download of software upgrades
 - Remote configuration of site controllers
- Messages/Reports
 - Messages to Site Controller
 - Reports/Redemption Tickets
- SG Support



Site Controller Pilot Project

SDL - Voucher Redemption Statistics for SC Pilot Sites									
Venue_Name	Address	City	Install_Date	SAS VLTs	GMMS VLTs	Total VLTs	Total Vouchers	Redeemed Vouchers	Redemption %
American Legion Home Association - Rapid City	American Legion Post 22	Rapid City	10/22/2019	4	6	10	224	194	86.61%
Connexions +	5415 W 41st St	Sioux Falls	10/21/2019	5	5	10	980	932	95.10%
Corner Pantry #21	4602 E Hwy 44	Rapid City	10/22/2019	4	4	8	521	319	61.23%
Corner Pantry #22 -Ft Pierre-	904 N Deadwood	Ft. Pierre	10/16/2019	5	5	10	423	290	68.56%
Cowboy Country Stores #6-	620 N. Euclid	Pierre	10/16/2019	4	5	9	659	81	12.29%
Crown Casino on Cliff	904 S Cliff Ave	Sioux Falls	10/17/2019	7	3	10	1577	1506	95.50%
Deuces #7 - SF	4709 E 26th St	Sioux Falls	10/17/2019	7	3	10	1795	1661	92.53%
Deuces Casino 3.5	5115 E. Arrowhead Parkway	Sioux Falls	10/17/2019	5	5	10	544	153	28.13%
Happy Jack's Omaha	1109 West Omaha	Rapid City	10/17/2019	5	5	10	917	57	6.22%
Happy Jacks - East	909 East St Patrick	Rapid City	10/21/2019	7	3	10	971	292	30.07%
Happy Jacks - Pierre	420 S Coteau St	Pierre	10/16/2019	6	4	10	1189	1179	99.16%
Happy Jacks - Sioux Falls	1915 W 12th Street	Sioux Falls	10/16/2019	6	4	10	1643	1627	99.03%
Happy Jacks I-90	4036 Cheyenne Blvd	Rapid City	10/17/2019	5	5	10	855	236	27.60%
Krav'n	3512 W 74th St	Sioux Falls	10/16/2019	4	6	10	1306	1282	98.16%
Lacrosse Street Casino #1	720 Lacrosse Street - Building A	Rapid City	10/17/2019	6	4	10	1498	1380	92.12%
Lucky D's Casino II	1330 E St Patrick Suite 2	Rapid City	10/22/2019	3	7	10	485	408	84.12%
Market Square Casino	1624 E St Patrick Street	Rapid City	10/21/2019	6	4	10	1094	994	90.86%
McNally's Irish Pub	6211 Old Village Place	Sioux Falls	10/16/2019	5	5	10	732	710	96.99%
Moose Lodge #875 - Mitchell	516 West 15th Street	Mitchell	10/15/2019	3	5	8	386	344	89.12%
Northside Sinclair	1905 N Main St	Mitchell	10/15/2019	5	4	9	463	446	96.33%
Poppadox Pub	2808 South Minnesota Avenue	Sioux Falls	10/21/2019	3	6	9	243	39	16.05%
Rimrock Holdings LLC	12300 S Dakota 44	Rapid City	10/17/2019	5	3	8	453	379	83.66%
Shenanigan's Casino - Rapid City	3788 East Hwy 44	Rapid City	10/22/2019	5	5	10	712	708	99.44%
The Attic Bar	4601 E 41st Street	Sioux Falls	10/16/2019	4	6	10	1571	1549	98.60%
VFW Post #2750 - Mitchell	215 North Main	Mitchell	10/24/2019	3	2	5	166	125	75.30%
TOTALS				122	114	236	21407	16891	78.90%

Projects Next Steps

- Tentative timeframe:
 - December 12, 2019 - Lottery Staff, GLI, and SGI
 - January –February 2020 - Scientific Games Townhall meetings
 - January 2020 – April 2020 – System Rules Gathering
 - May 2020 – IP Cell/Connexus Pilot Project
 - June 2020 - Converting to SG Connexus Central Monitoring and Control System.
 - July-August 2020 - Site Controller and IP cell rollout
 - December 2020 – Conversion Complete



Marketing Report



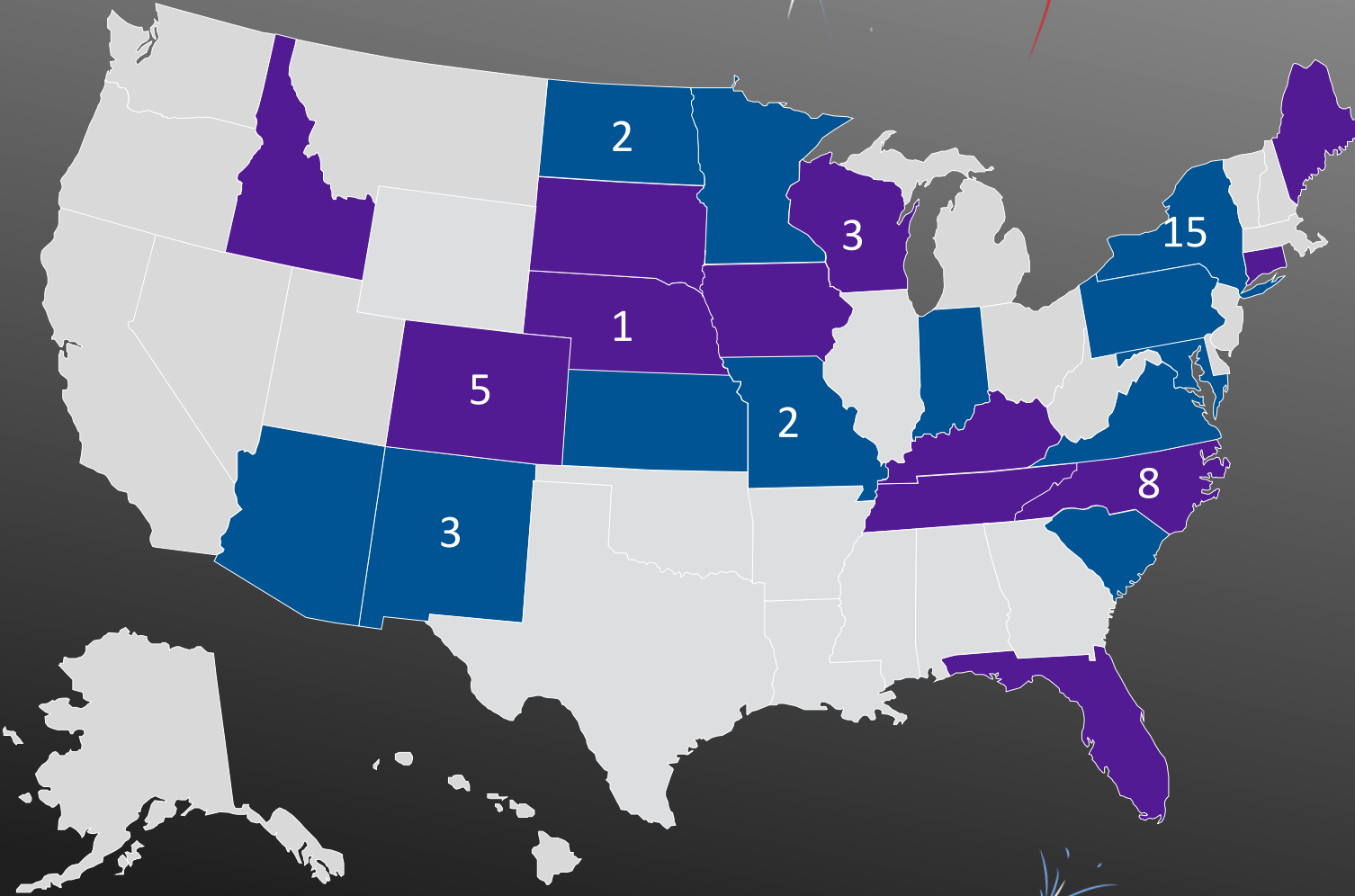
A DIVISION OF THE SOUTH DAKOTA DEPARTMENT OF REVENUE

New Years Rock'n Eve



PROMOTION UPDATE

STATE BY STATE PROMOTIONS



LOTTERY LOCATION	PROMO END DATE	TOTAL WINNERS
WISCONSIN	May 25	3
COLORADO #1	July 4	5
MISSOURI	August 18	12
NORTH CAROLINA	August 30	20
TENNESSEE	August 30	10
FLORIDA	August 31	50
NORTH DAKOTA	August 31	2
COLORADO #2	September 2	5
ARIZONA	September 8	25
MAINE	September 14	15
SOUTH DAKOTA	September 15	2
CONNECTICUT	September 14	10
PENNSYLVANIA	September 26	25
KENTUCKY	September 29	5
NEBRASKA	September 29	3
IOWA	September 30	4
INDIANA	September 30	8
KANSAS	September 30	4
MINNESOTA	September 30	10
NEW MEXICO	September 30	10
NEW YORK	September 30	40
VIRGINIA	September 30	20
WASHINGTON DC	September 30	5
MARYLAND	October 6	5
IDAHO	October 9	2
SOUTH CAROLINA	October 12	5

3-DAY VIP WINNER EXPERIENCE

LIVE EVENT MANAGEMENT

ASHTON HARRIS
MARISA PRATT

DAY [1]

VIP check-in & concierge experience
VIP Welcome Reception, Edison Ballroom
Introduce Yolanda Vega (Weekend MC) & Jessie James Decker (TV Correspondent)
RNG Content Presentation
Announce 5 Finalists
Performance by the Beach Boys

DAY [2]

Breakfast at Crown Plaza
"Christmas Spectacular Starring the Radio City Rockettes"
Radio City VIP Tour
Digital Content Capturing Event
Holiday Cruise via Hornblower Infinity on the Hudson River (includes dinner, activations & entertainment)

DAY [3]

Breakfast at Crown Plaza
NYE Party at the Crown Plaza (includes dinner, activations, entertainment, street access to Powerball Pen for ball-drop)
LIVE TV moments
Performance by Jessie James Decker

New Years Rock'n Eve

- "I basically kind of forgot about the contest," Engen said. "It was kind of funny because I was looking at my email on my phone and was wondering if I was reading this right. I wasn't quite believing it. It really didn't sink in until I got the prize affidavit in the mail. I was just kind of shocked at first."
- "I am looking forward to Rockefeller Center and seeing the Christmas tree lit up in person," Plunkett said. "We always see it on television so it will be excited to see that. Believe it or not, my husband and I saw the Rockettes a few years back, and they put on an amazing show. I'm really excited to see that again. I'm curious about the Hudson cruise and what that will entail. I can only imagine how beautiful it's going to be at that time of year."



2019 Holiday Campaign



JOLLY GOOD FUN

Scratch everyone off your list with \$1, \$2, \$3 and \$5 holiday tickets.

L SOUTH DAKOTA LOTTERY
JollyGoodFunSD.com

Must be 18 to play. Please play responsibly.



2019 Holiday Campaign



Holiday 2nd Chance Drawing



IT'S A MAJOR AWARD

A holiday classic since 1983, *A Christmas Story*™ inspired our new holiday scratch game and 2nd Chance drawing. Enter all non-winning tickets for your chance at one of twelve *A Christmas Story*™ themed prize packs!

Each prize pack includes playing cards, a tumbler, fleece blanket, bunny slippers and your very own desktop leg lamp!



2019 Holiday Campaign



DON'T FORGET: SCRATCH TICKETS AREN'T A SUITABLE GIFT FOR MINORS

In partnership with the National Council on Problem Gambling (NCPG), the South Dakota Lottery notes that providing scratch tickets to minors is risky. Research shows problem gambling can be established at a young age and lottery play is sometimes an introduction to these activities.



2019 Holiday Campaign



Upcoming Campaigns

- Rapid City Rush
 - Sponsor night Dec & Feb
 - Ticket giveaways
 - Banner
 - 2nd goal of night Promotion



Rapid City Rush Sponsor



Upcoming 2nd Chance Drawings

Polaris 2nd Chance Draw Drawing
January 22, 2020

Polaris 2nd Chance Drawing



Holiday Ticket 2nd Chance Drawing
January 31, 2020



Upcoming Campaigns

PLAY IN STYLE

\$5

007™

ENTER FOR A CHANCE TO PLAY THE JAMES BOND LOTTERY CHALLENGE FOR A CHANCE TO WIN \$1 MILLION OR MORE! See back for details.

Q BONUS
Reveal a prize amount and win that amount instantly!

WINNING NUMBERS
\$ \$ \$ \$ \$
YOUR NUMBERS

WIN UP TO \$50,000!
OVER 46,000 PRIZES FROM \$7 TO \$7,000!

Match any of YOUR NUMBERS to any of the WINNING NUMBERS, win PRIZE shown for that number. Reveal a "Q" symbol, win DOUBLE the PRIZE shown for that symbol.

WIN UP TO \$50,000 INSTANTLY!
ENTER FOR A CHANCE TO WIN UP TO \$1 MILLION OR MORE IN LAS VEGAS!



Brand Beneficiary Campaign

**THE
SOUTH
DAKOTA
LOTTERY
WON'T
SPILL
YOUR
COFFEE.**



Good things happen
when you play the Lottery.
Like millions of dollars raised for
better roads. Which means you
make it to work every day
with a spotless shirt.

**When you play, all of
South Dakota thanks you.**



**SOUTH DAKOTA
LOTTERY**
— GOOD FUN —

Learn More at GoodFun50.com

Must be 18 to play. Please play responsibly.

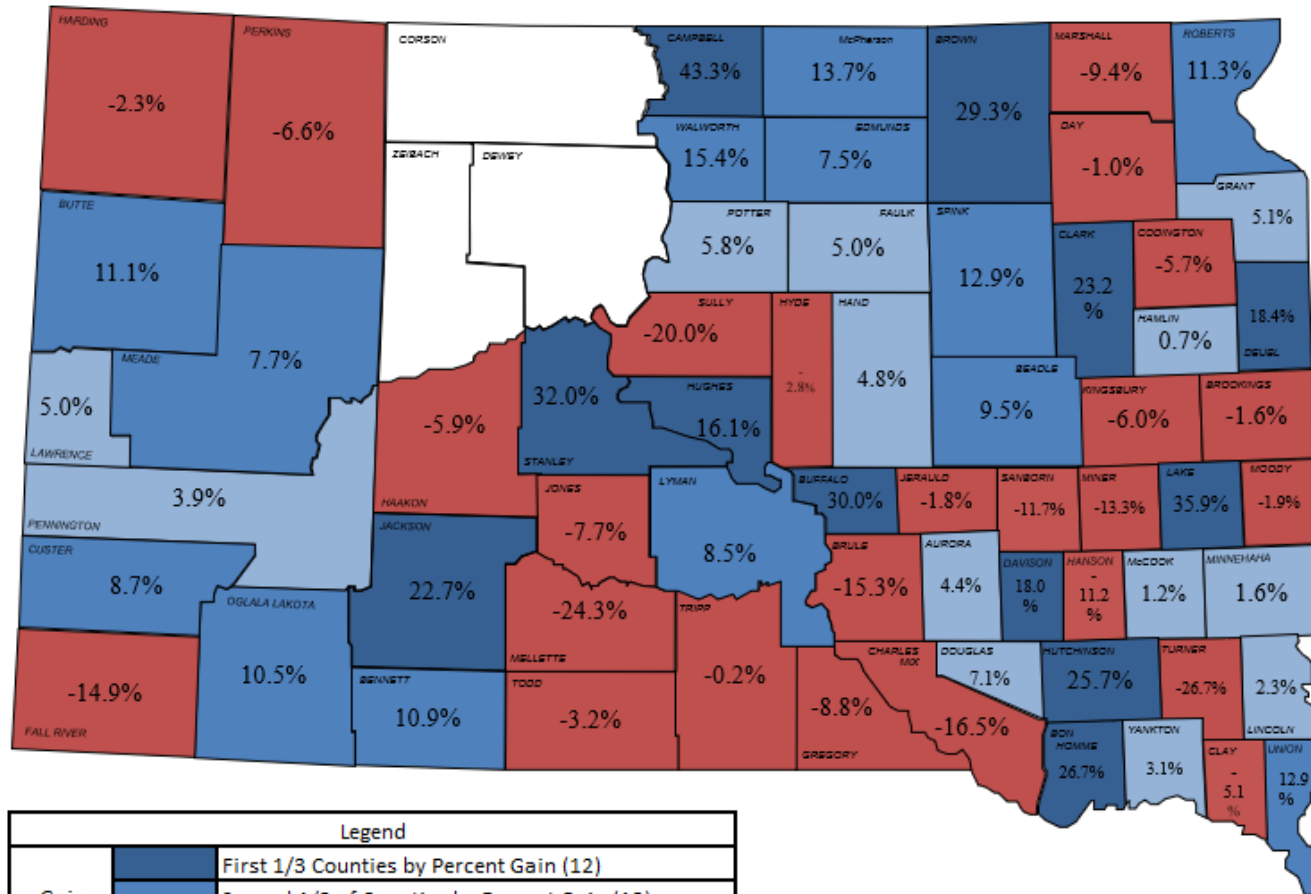


FY20 Instant/Online Review



A DIVISION OF THE SOUTH DAKOTA DEPARTMENT OF REVENUE

YoY % Change in Instant Sales



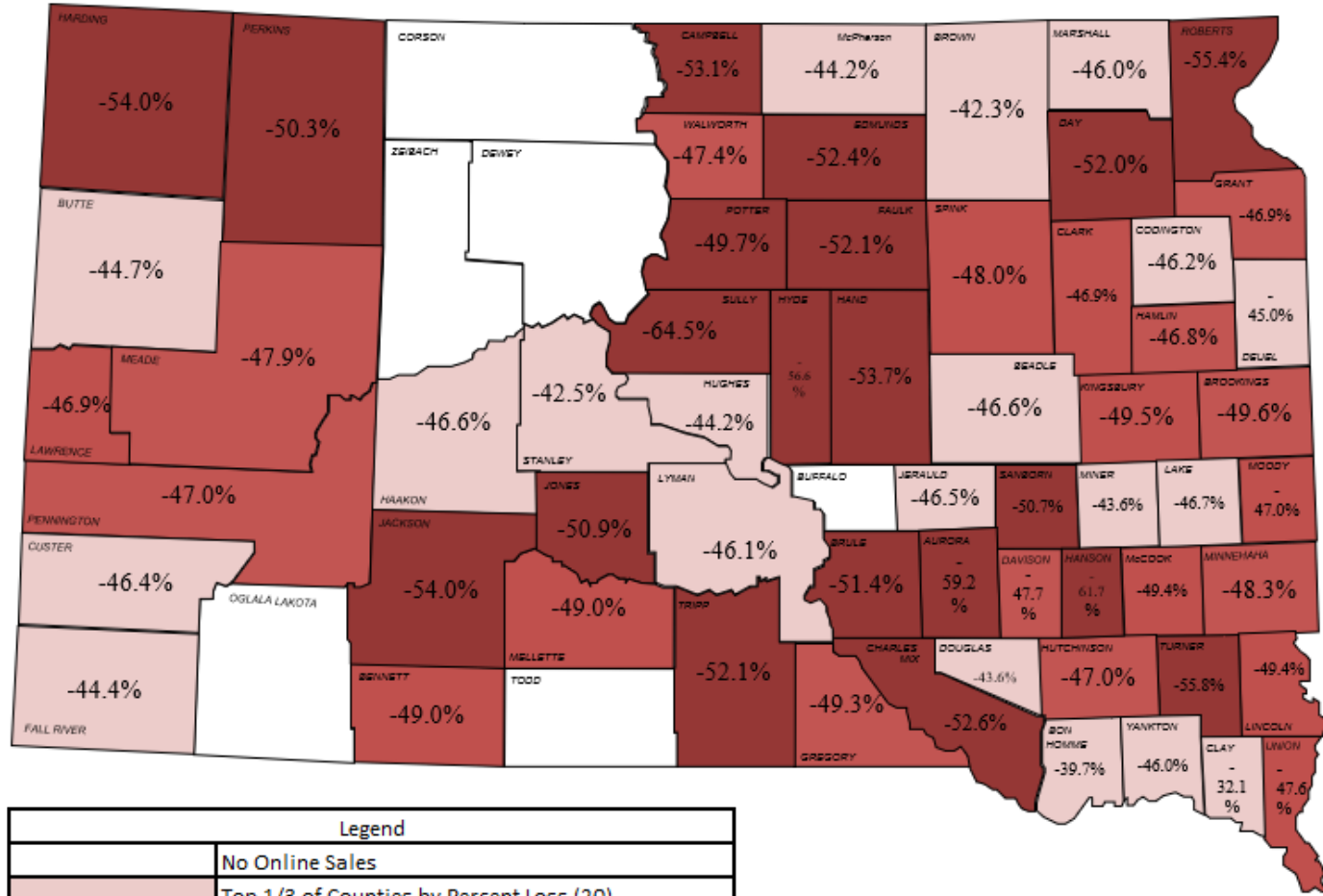
Legend		
Gain	Dark Blue	First 1/3 Counties by Percent Gain (12)
	Medium Blue	Second 1/3 of Counties by Percent Gain (13)
	Light Blue	Last 1/3 of Counties by Percent Gain (13)
N/A	White	No Instant Sales
Loss	Red	Counties by Percent Loss (25)



City	FY19 Online Sales	FY20 Online Sales	\$ Change	% Change
Sioux Falls	\$2,629,190	\$2,680,426	\$51,236	1.95%
Rapid City	\$1,427,940	\$1,504,299	\$76,359	5.35%
Aberdeen	\$365,729	\$468,699	\$102,970	28.15%
Watertown	\$388,009	\$364,829	-\$23,180	-5.97%
Mitchell	\$254,428	\$300,350	\$45,922	18.05%
Brookings	\$287,577	\$273,035	-\$14,542	-5.06%
Pierre	\$228,681	\$268,146	\$39,465	17.26%
Spearfish	\$257,963	\$257,773	-\$190	-0.07%
Huron	\$230,524	\$253,647	\$23,123	10.03%
Yankton	\$242,437	\$246,515	\$4,078	1.68%
Sturgis	\$203,510	\$228,444	\$24,934	12.25%
Pine Ridge	\$133,185	\$147,646	\$14,461	10.86%
Belle Fourche	\$129,910	\$143,393	\$13,483	10.38%
Madison	\$103,427	\$142,979	\$39,552	38.24%
Hot Springs	\$179,503	\$141,331	-\$38,172	-21.27%
Rest of the state	\$3,403,016	\$3,522,478	\$119,462	3.51%
State Total	\$10,465,029	\$10,943,990	\$478,961	4.58%



YoY % Change in Online Sales



City	FY19 Online Sales	FY20 Online Sales	\$ Change	% Change
Sioux Falls	\$2,921,171	\$1,521,347	-\$1,399,824	-47.92%
Rapid City	\$1,727,109	\$920,848	-\$806,261	-46.68%
Aberdeen	\$589,334	\$341,625	-\$247,709	-42.03%
Watertown	\$606,534	\$324,328	-\$282,206	-46.53%
Pierre	\$390,408	\$218,746	-\$171,662	-43.97%
Mitchell	\$386,994	\$202,233	-\$184,761	-47.74%
Brookings	\$320,155	\$168,965	-\$151,190	-47.22%
Spearfish	\$316,916	\$167,458	-\$149,458	-47.16%
Yankton	\$406,517	\$163,105	-\$243,412	-59.88%
Huron	\$239,390	\$128,259	-\$111,131	-46.42%
Sturgis	\$224,090	\$121,266	-\$102,824	-45.89%
Vermillion	\$143,789	\$99,313	-\$44,476	-30.93%
Madison	\$156,009	\$84,920	-\$71,089	-45.57%
Hot Springs	\$148,357	\$84,115	-\$64,242	-43.30%
Belle Fourche	\$145,210	\$79,341	-\$65,869	-45.36%
Rest of the state	\$4,419,995	\$2,291,297	-\$2,128,698	-48.16%
State Total	\$13,141,978	\$6,917,166	-\$6,224,812	-47.37%

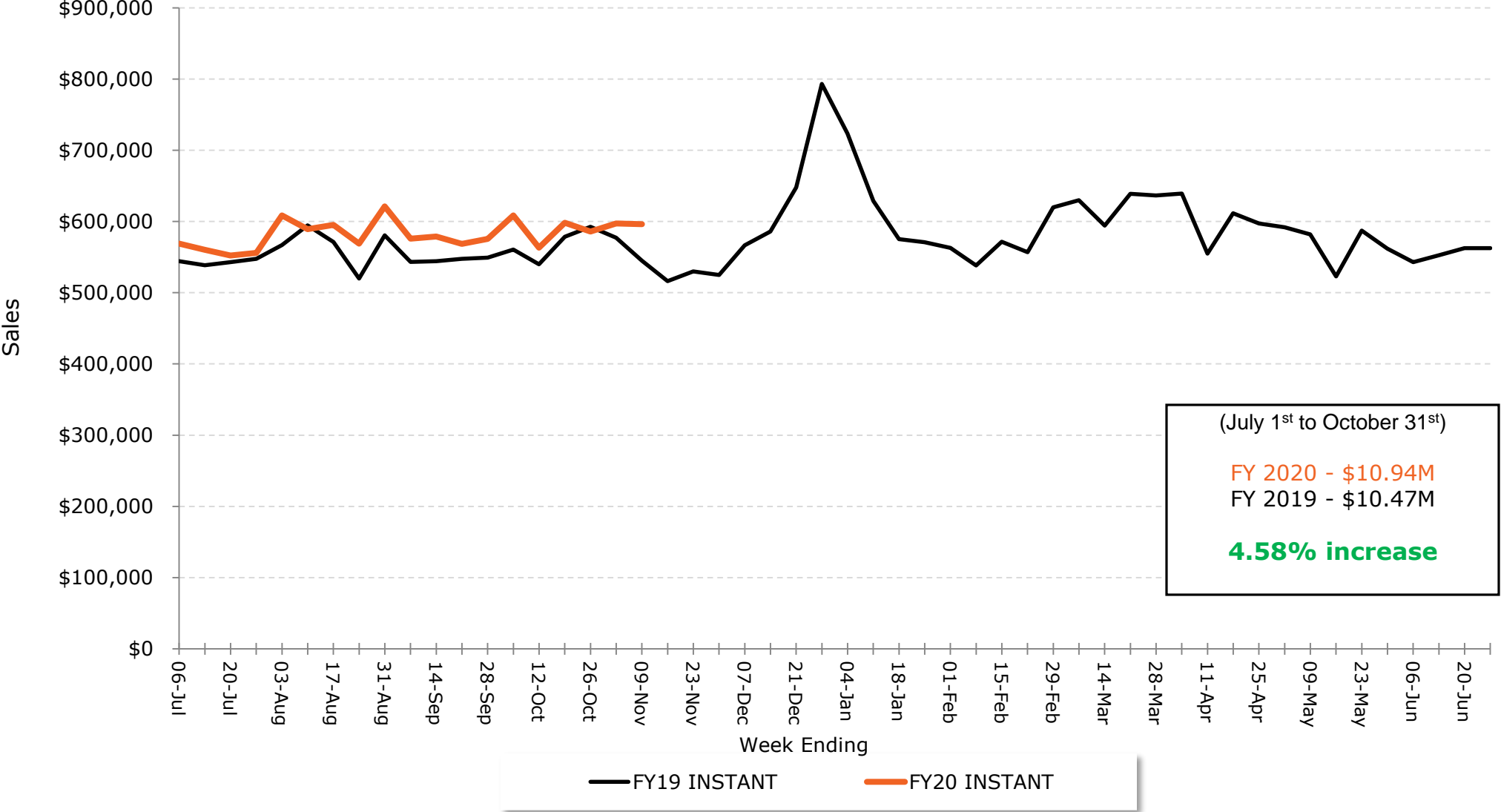


Sales Report



A DIVISION OF THE SOUTH DAKOTA DEPARTMENT OF REVENUE

Instant Ticket Sales



Instant Top Prize Winners

\$100,000



**Christine Cariveau
Florence**
\$10 Diamond 7's



\$100,000



**Aron Gross
Aberdeen**
\$10 Diamond 7's



- **\$250,000 \$250,000 Multiplier (Mitchell)**
- **\$100,000 50X (Miller)**
- **\$50,000 Snowflake (Rapid City)**
- **\$30,000 Bingo (Yankton)**
- **\$12,000 Deuces Wild (Sioux Falls)**
- **\$10,000 10X (Bonesteel)**
- **\$10,000 Payday Multiplier (Sisseton)**
- **\$10,000 50X (Sioux Falls)**
- **\$10,000 \$100,000 Fortune (Sioux Falls)**
- **\$10,000 \$250,000 Multiplier (Brookings)**
- **\$10,000 Payday Multiplier (Sioux Falls)**
- **\$5,000 Goat Load of Cash (Spearfish)**
- **\$5,000 \$100,000 Fortune (Madison)**

Instant Prize Winners

**Over 27
\$1,000 Winners**

**Over 495
\$500 Winners**

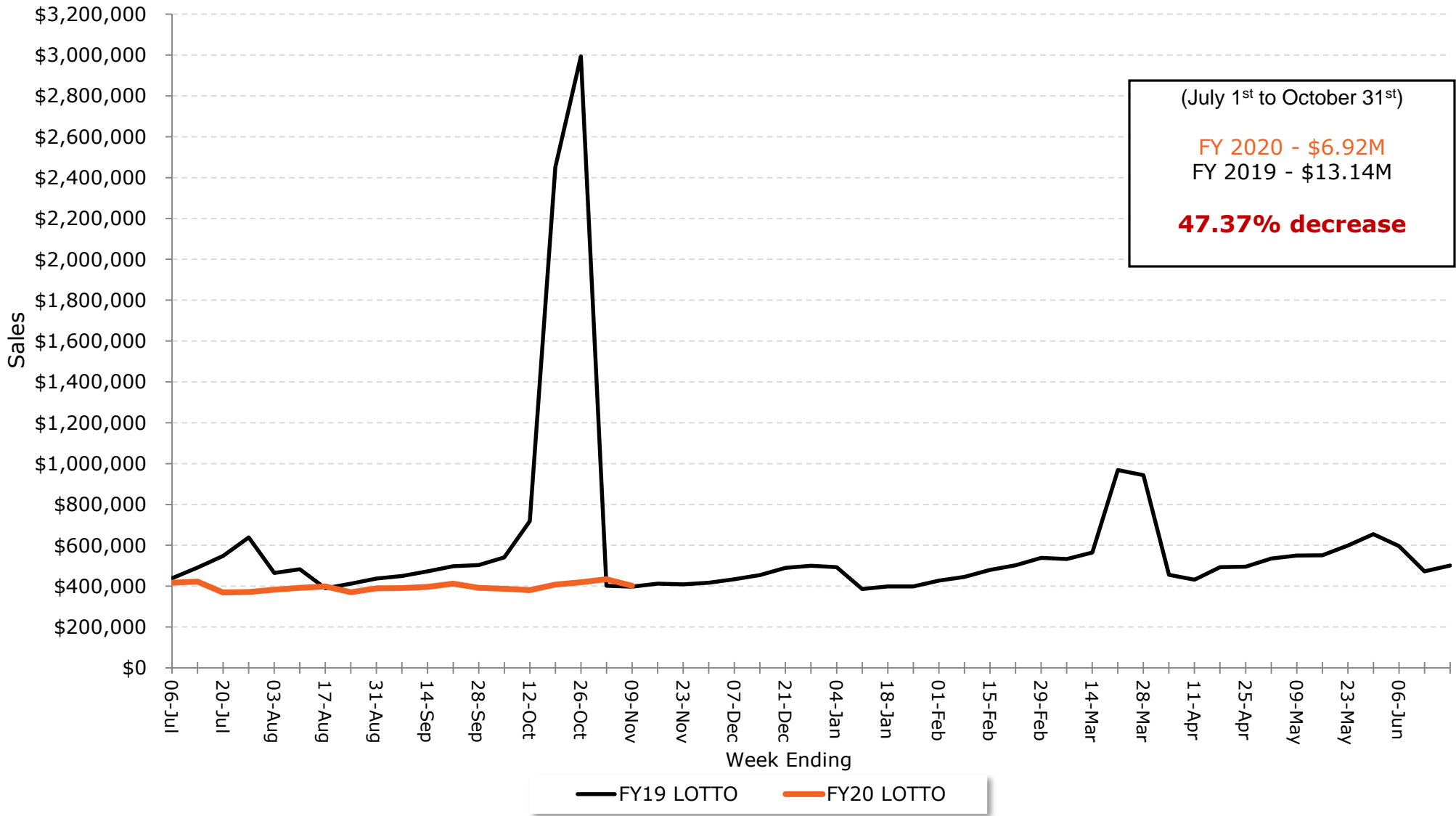




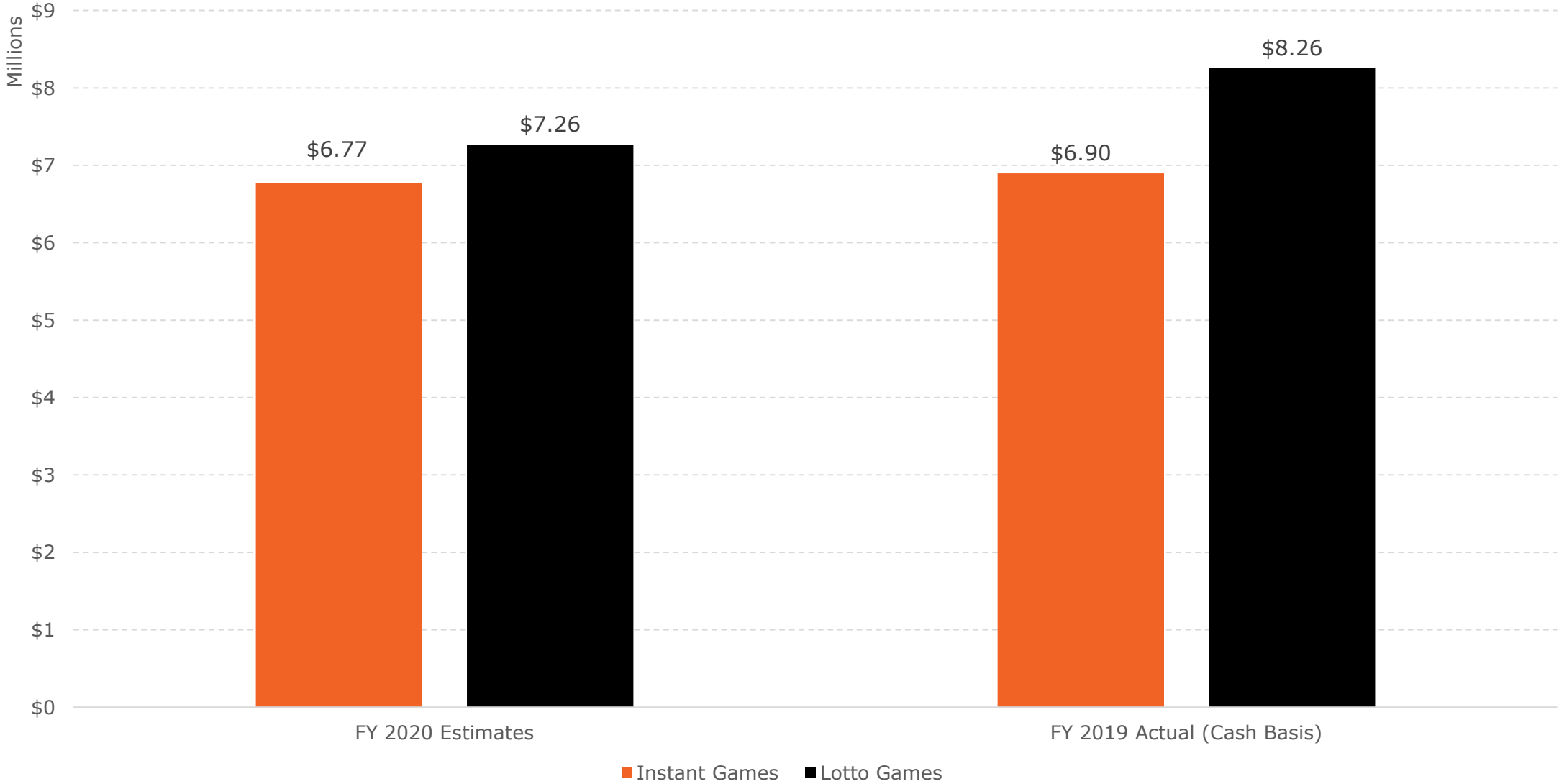
**Paid Out Over
\$3,827,650
Since September 12!**



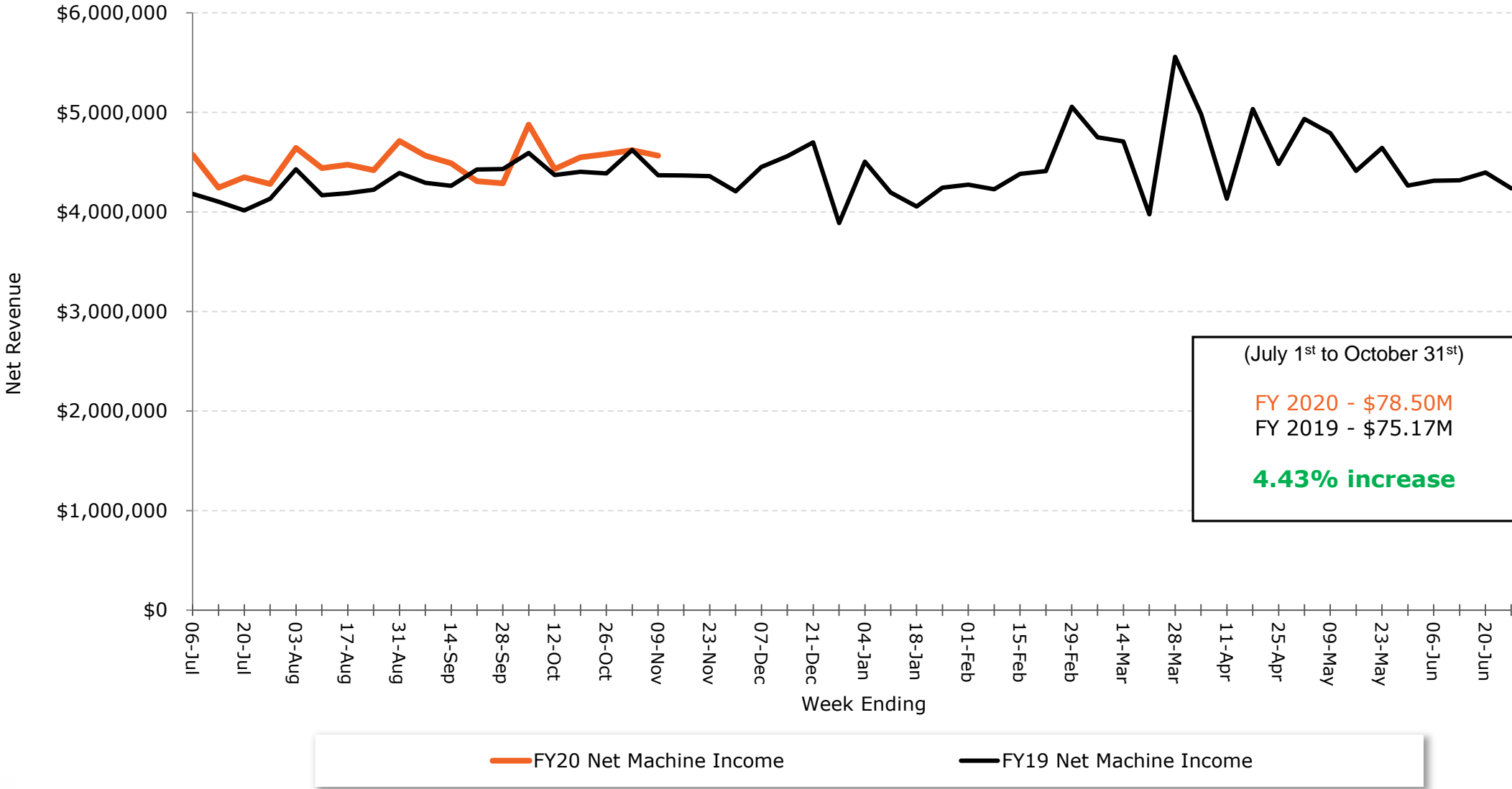
Lotto Sales



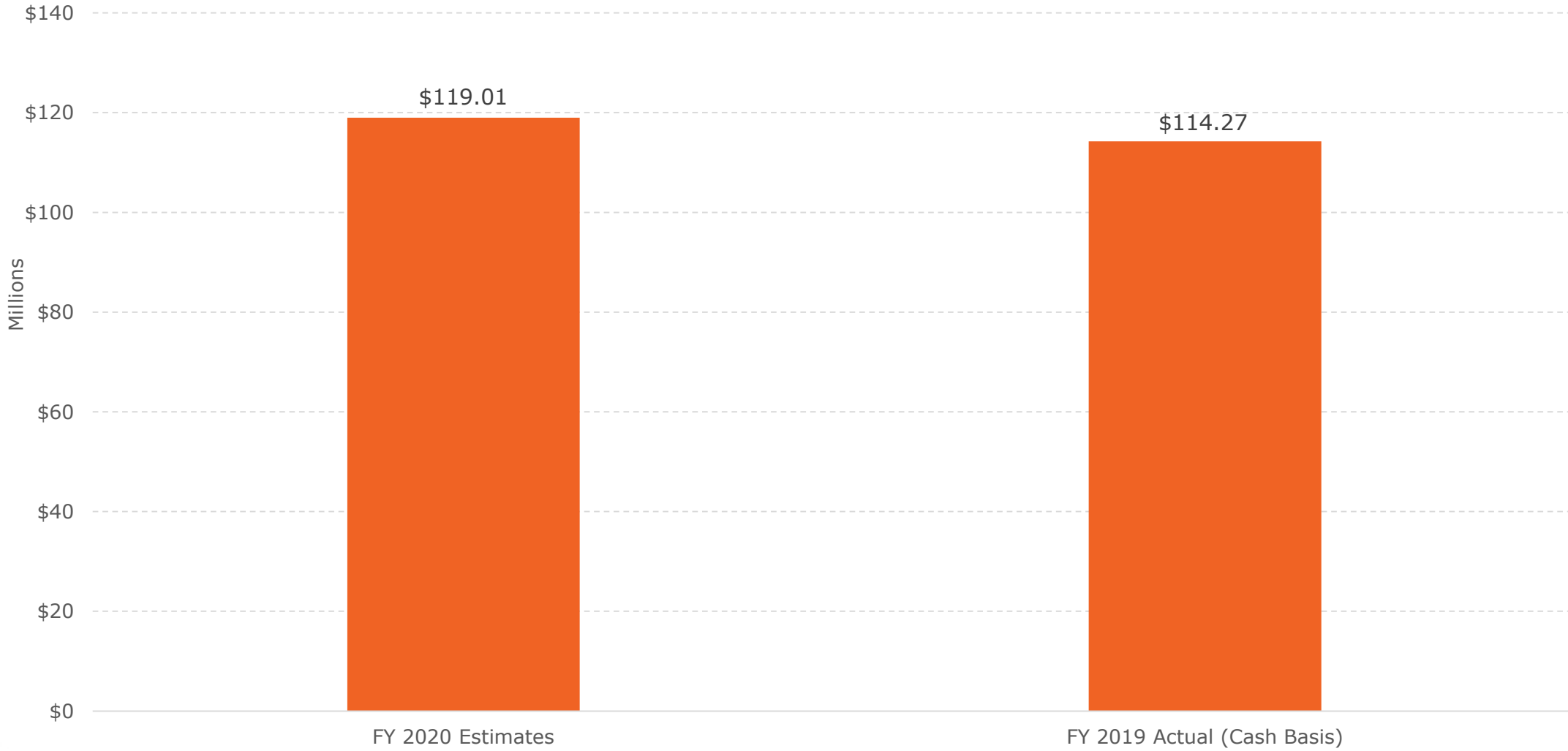
Instant and Online FY20 Revenue Projections as of October 31, 2019



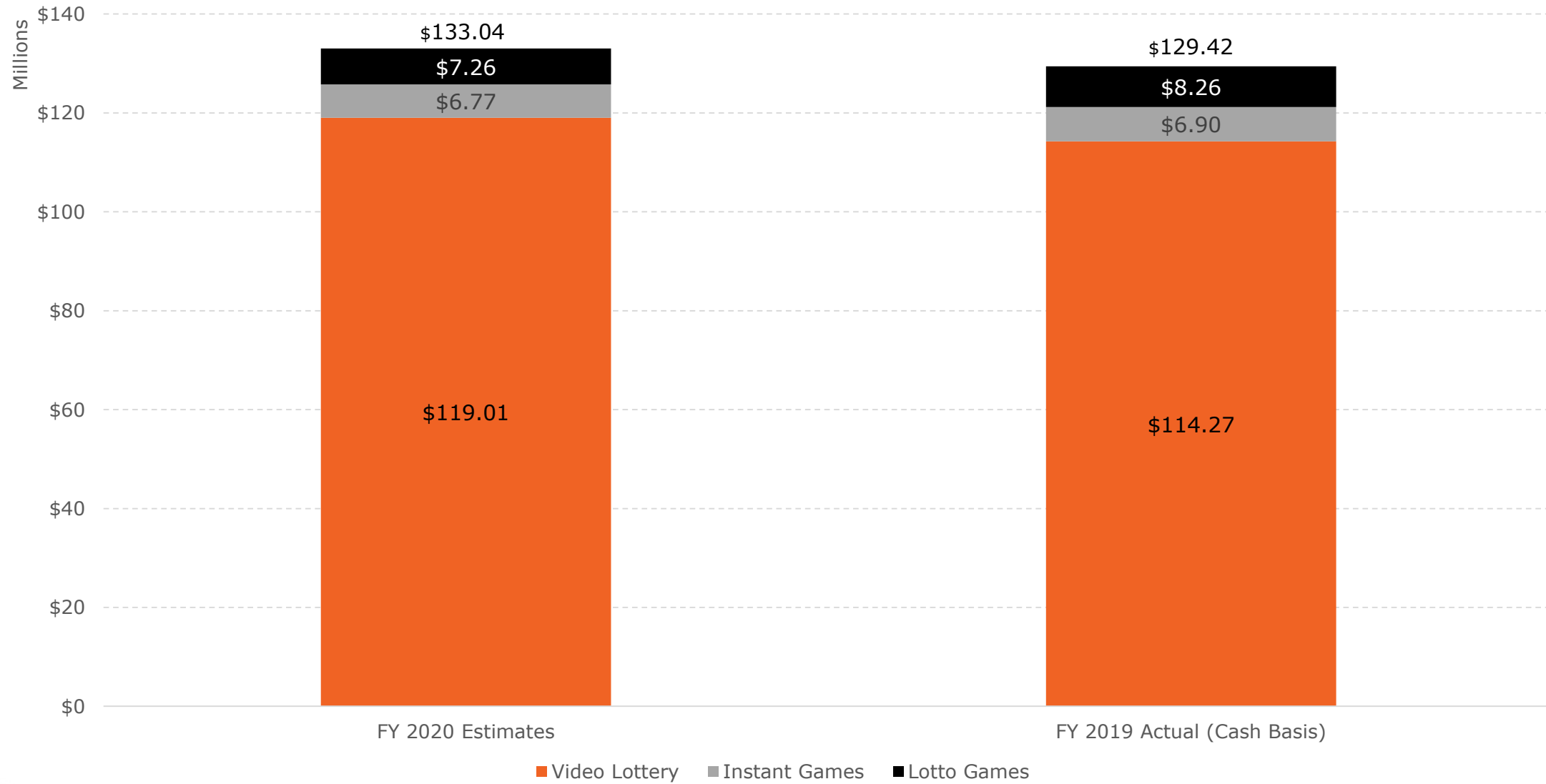
Video Lottery Net Machine Income



Video Lottery FY20 State Share Revenue Projection as of October 31, 2019



Total FY20 Revenue Projections as of October 31, 2019



Quick Glance at our New Instant/Lotto System

Sales Wizard

2:52 PM Mon Dec 2

sw Sales Wizard

17588 - COWBOY COUNTRY STORE #5

17588 - COWBOY COUNTRY STORE #5

1619 N. HARRISON AVENUE
PIERRE, SD 57501
(605) 224-6706

FY Total Sales: \$73,196
Region: 3 - Region 3
Territory: 301 - Territory 301
Chain: 8585 - COWBOY COUNTRY...
Business Type: 5415 - Convenience Gas

Status: Active
Last Visit: 11/22/2019
Last Instant Order: 11/27/2019
Last Display Item Ord...

Instant Contacts Photos Profile Invoice Notes

Alerts

New Game - Medium
Retailer may no longer have packs of a new game on display.

Hard Recall - High
Retailer has a game that has been recalled.

Winners Since Last Visit

\$200 Mega Millions
17588 - COWBOY COUNTRY STORE #5
Won On: 11/26/2019

Comments

Comments

Sales

Version: 10.8.5.350
Updated: 12/2/2019
2:52 PM

Retainers
Prospects
Instant Orders
Service History
Reminders
Games
Display Items
History
Fleet
Web App
Reports

Last Visit Date

Last Instant Order

Alerts

Winners

Instant Ticket Inventory

Order Tickets Right from the Store

2:58 PM Mon Dec 2

sw Sales Wizard

17588 - COWBOY COUNTRY STORE #5 - Instant Order Minimize Save Delete

Order Details +

General Details +

[Clear Quantities](#)

Game #	Name	Price Point	T	B	D	1	2	3	4	Quantity			
622	\$250,000 MULTIPLIER	\$20	0	2	1	2.07	0.21	1.05	0	0			
651	SILVER and GOLD	\$20	0	1	1	0.35	0	1.06	0.35	0			
653	100X THE MONEY	\$20	0	0	0	0	0	0	0	0			
804	GOLD PREMIUM PLAY	\$10	0	2	0	0.25	0.38	0.13	0	0			
614	\$50 OR \$100	\$10	0	1	0	0	0.28	0.28	0	0			
613	\$100,000 FORTUNE	\$10	0	2	0	0.11	0	0.11	0.22	0			
641	50X	\$10	0	0	0	0	0	0	0	0			
807	SNOWFLAKE 7'S	\$5	0	1	0	0.33	0.33	0.26	0.46	0			
635	MEGA CASHWORD	\$5	0	1	0	0.06	0.06	0.25	0.38	0			
650	\$50,000 LUCK	\$5	0	0	0	0.13	0.26	0.26	0	0			
648	HIT \$500	\$5	0	0	0	0.13	0.20	0.07	0.13	0			
630	BREAK THE BANK DBL PLAY	\$5	0	1	0	0.06	0.39	0.32	0.26	0			
Total:						0	17	2	5.47	4.17	4.99	3.37	0

Version: 10.8.5.350
Updated: 12/2/2019 2:52 PM

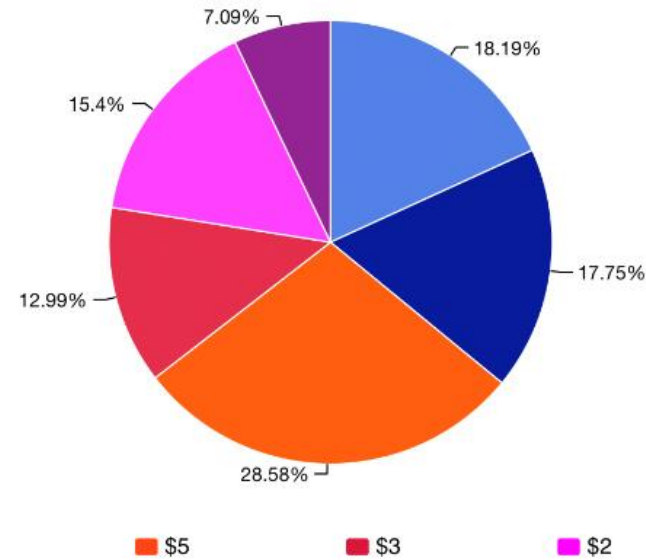
Sales by Price Point

10:08 AM Tue Dec 3

sw Sales Wizard

- Retailers**
- Prospects
- Instant Orders
- Service History
- Reminders
- Games
- Display Items
- History
- Fleet
- Web App
- Reports

Version: 10.8.5.350
Updated: 12/3/2019 10:08 AM



13 Week Average Comparative Sales

Type	This Year	%	Last Year	Territory	Region	State	Zip Code	Business Type
\$20	\$175	18.19%	\$91 93%	\$135 29%	\$142 24%	\$192 -9%	\$165 6%	\$206 -15%
\$10	\$171	17.75%	\$162 6%	\$104 64%	\$125 36%	\$163 4%	\$156 9%	\$177 -4%
\$5	\$275	28.58%	\$246 12%	\$142 94%	\$193 42%	\$244 13%	\$232 19%	\$260 6%

Retailer Wizard

Current Liability

Liability Details ?

\$8,100

Instant Game Liability

Actual / Projected Settlements

Details ?

\$300

Est. Retail Value

Week ending: Mon. Dec 09, 2019

Sweep date: Wed. Dec 11, 2019

My Slow-Moving Games

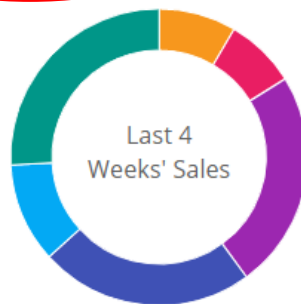
? ?

Games in your inventory with packs activated more than 30 days ago.



My Price Point Mix

? ?



- \$1
- \$2
- \$3
- \$5
- \$10
- \$20

New Games

? ?

Coming Soon

Recently Launched



View and Manage Inventory

Top-Selling Games

? ?

Top 10 Best Sellers

Top Sellers by Price

In the state

- | Rank | Game | Price | Prize | Store Rank |
|------|---------------------|-------|----------------------|--------------------------|
| #1 | 250,000 MULTIPLIER | \$20 | \$250,000 MULTIPLIER | #2 in your store |
| #2 | SILVER and GOLD | \$20 | SILVER and GOLD | #1 in your store |
| #3 | GOLD PREMIUM PLAY | \$10 | GOLD PREMIUM PLAY | No validations last week |
| #4 | SNOWFLAKE 7'S | \$5 | SNOWFLAKE 7'S | #3 in your store |
| #5 | MEGA CASHWORD | \$5 | MEGA CASHWORD | #13 in your store |
| #6 | \$50 OR \$100 | \$10 | \$50 OR \$100 | No validations last week |
| #7 | CANDY CANE CASHWORD | \$3 | CANDY CANE CASHWORD | #4 in your store |
| #8 | \$100,000 FORTUNE | \$10 | \$100,000 FORTUNE | #11 in your store |

Retailer Wizard

- ## Report Options:
1. Daily Sales Summary
 2. Weekly Invoice
 3. Billing Statement
 4. Inventory Snapshot

Invoice for the Week of 11/25/2019

COWBOY COUNTRY STORES, 1619 N. HARRISON AVENUE, PIERRE SD 57501
Retailer ID: 8585

\$3,033.37
Total EFT
due 11/27/2019

Summary

Item	Draw Games	Instant Games	Total
Previous Balance	\$0.00	\$0.00	\$0.00
EFT Payment	\$1,802.58	\$1,230.79	\$3,033.37
Gross Sales	\$2,267.00		\$2,267.00
Net Sales	\$2,267.00	\$2,700.00	\$4,967.00
Settlements		\$2,700.00	\$2,700.00
Net Returns		\$0.00	\$0.00
Credits	-\$364.00	-\$1,321.00	-\$1,685.00
Earnings	-\$113.35	-\$148.21	-\$261.56
Fees	\$12.93	\$0.00	\$12.93
Adjustments	\$0.00	\$0.00	\$0.00
Total EFT Sweep Amount	\$1,802.58	\$1,230.79	\$3,033.37

Draw Sales

Game	Total
Dakota Cash	\$415.00
EZMA for csh5	\$47.00
Mega Millions	\$522.00
Powerball	\$896.00
Lucky for Life	\$262.00
Lotto America	\$125.00
Total Draw Sales	\$2,267.00

Instants, Settlements & Returns

Type	Total
Settled Packs Total Amount	\$2,700.00
Full Returns Total Amount	\$0.00
Partial Returns Total Amount	\$0.00
Total for all above	\$2,700.00

Top Retailer Report



Top Retailer Report

Last Run Date:
12/02/2019

Start Date: 11/01/2019
 End Date: 11/30/2019
 County: ALL
 Route: ALL
 Region: ALL
 # of Retailers to Rank: 30
 Enter Rank Criteria: Total Sales

User Prompt Input

Advanced Run

Enter # of Retailers to Rank
60

Enter Rank Criteria:
Total Sales

Enter Begin Date
11/1/2019
M/d/yyyy

Enter End Date
11/30/2019
M/d/yyyy

Enter County (optional)

Enter Route (optional)

Enter Region (optional)

Retailer Name	Retailer #	Chain #	Business Code	Business Description	City	County	Zip	Route#	Instant Sales	Draw Sales	Total Sales	Total Sales Rank
HY-VEE, INC.	14517	8518	5425	Grocery Store	SIOUX FALLS	Minnehaha	57106	0101	\$9,900.00	\$20,204.00	\$30,104.00	1
HY-VEE FOOD STORES, INC. #3	210524	8518	5425	Grocery Store	SIOUX FALLS	Minnehaha	57105	0101	\$9,310.00	\$17,052.00	\$26,362.00	2
HY-VEE FOOD STORES, INC. #2	210522	8518	5425	Grocery Store	SIOUX FALLS	Minnehaha	57106	0101	\$8,338.00	\$16,287.00	\$24,625.00	3
BIG BAT'S #1	15943		5415	Convenience Gas	PINE RIDGE	Oglala Lakota	57770	0201	\$24,022.00		\$24,022.00	4
KUM & GO #631	16741	8122	5415	Convenience Gas	SIOUX FALLS	Minnehaha	57103	0102	\$16,086.00	\$6,106.00	\$22,192.00	5
SHOP 'N CART NORTHEAST	14257	8247	5415	Convenience Gas	SIOUX FALLS	Minnehaha	57103	0104	\$18,286.00	\$3,110.00	\$21,396.00	6
YELLOW BIRD'S	13187		5415	Convenience Gas	PINE RIDGE	Oglala Lakota	57770	0201	\$21,300.00		\$21,300.00	7
GAS STOP HOLIDAY 125	17564	8881	5415	Convenience Gas	SIOUX FALLS	Minnehaha	57107	0101	\$13,758.00	\$7,425.00	\$21,183.00	8
JOHNSON SIDING GENERAL STORE	17050		5415	Convenience Gas	RAPID CITY	Pennington	57702	0201	\$17,220.00	\$3,353.00	\$20,573.00	9
E-Z STOP FOOD MART	10068		5415	Convenience Gas	ABERDEEN	Brown	57401	0401	\$12,000.00	\$7,934.00	\$19,934.00	10
LUVERNE SUPERMARKET, INC.	15064	8530	5425	Grocery Store	SIOUX FALLS	Minnehaha	57104	0104	\$10,800.00	\$8,809.00	\$19,609.00	11
D & J STATION, INC.- GAS STOP	15655		5415	Convenience Gas	SIOUX FALLS	Minnehaha	57103	0101	\$8,794.00	\$10,802.00	\$19,596.00	12
THE GAS STOP #115	16854	8881	5415	Convenience Gas	SIOUX FALLS	Lincoln	57108	0101	\$11,246.00	\$8,163.00	\$19,409.00	13
HY-VEE FOOD STORE	210520	8518	5425	Grocery Store	YANKTON	Yankton	57078	0101	\$7,200.00	\$11,933.00	\$19,133.00	14
HY-VEE FOODSTORE #7	16523	8518	5425	Grocery Store	SIOUX FALLS	Minnehaha	57104	0101	\$7,484.00	\$11,074.00	\$18,558.00	15
CLASSIC CORNER CONVENIENCE	17541		5415	Convenience Gas	MADISON	Lake	57042	0102	\$13,800.00	\$4,629.00	\$18,429.00	16
YESWAY #1186	17495	8489	5415	Convenience Gas	RAPID CITY	Pennington	57701	0204	\$9,162.00	\$9,229.00	\$18,391.00	17
ORCHARD MEADOWS COMMON CENTS	17219	8101	5415	Convenience Gas	RAPID CITY	Pennington	57703	0201	\$9,756.00	\$8,503.00	\$18,259.00	18
KUM & GO #633	16999	8122	5415	Convenience Gas	SIOUX FALLS	Minnehaha	57104	0102	\$13,800.00	\$4,292.00	\$18,092.00	19
HY-VEE FOOD STORE #6 - GAS	16486	8518	5425	Grocery Store	SIOUX FALLS	Lincoln	57108	0101	\$10,346.00	\$7,721.00	\$18,067.00	20
THE GAS STOP #120	13631	8626	5415	Convenience Gas	SIOUX FALLS	Minnehaha	57105	0101	\$14,222.00	\$3,813.00	\$18,035.00	21
THE GAS STOP #124	15001	8626	5415	Convenience Gas	SIOUX FALLS	Minnehaha	57106	0101	\$8,720.00	\$8,952.00	\$17,672.00	22



SOUTH DAKOTA
LOTTERY™