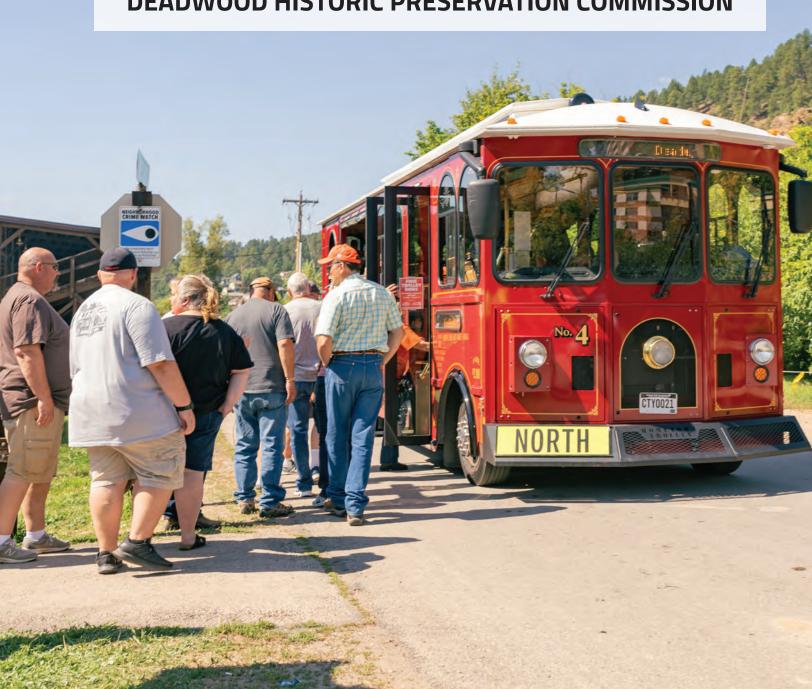


MARKETING DATA, APRIL 2023-APRIL 2024

PREPARED FOR **DEADWOOD HISTORIC PRESERVATION COMMISSION**



Visit

www.DeadwoodMarketing.com for a copy of this report and creative examples.

The site includes all ad examples in this report as well as those that aren't adequately represented in a printed report.

- Video Ads
- Audio Ads

Table of Contents:

| Marketing Funds - How are they used? | Pages 3 - 6 |
|--|-----------------|
| Information Center Stats | Pages 7- 8 |
| New Reports: Deadwood.com, Placer.ai & Social Media | Pages 9 - 16 |
| SD Tourism Co-op Marketing Reports & Media Placement | Pages 17 - 46 |
| Email Marketing | Pages 47 - 62 |
| Social Media Management | Pages 63 - 72 |
| Annual Projects & Partner Programs | Pages 73 - 86 |
| Additional Creative Examples | Pages 87 - 118 |
| Deadwood Gaming Stats | Pages 119 - 137 |



Please contact us with questions and feedback.

DORY HANSON - Executive Director: dory@deadwood.org, 605-578-1876 AMANDA KILLE - Marketing Director: amanda@deadwood.org, 605-578-1876

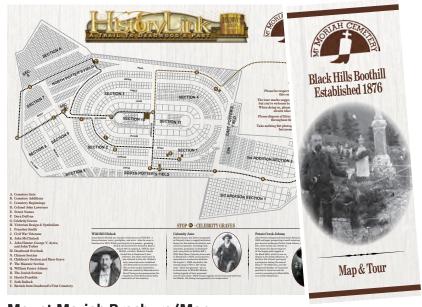


| CATEGORY | 2024 Marketing - Historic Preserv | ation Funding - Estimated Expenses |
|---------------|--|-------------------------------------|
| | VENDOR | Billing Frequency + Season/Month |
| SDT MATCH | Love Communications | January + February 2024 |
| | Love Communications | March>August 2024 |
| | Love Communications | September> December 2024 |
| | Love Communications | One Time |
| DHPC PRINT | TBD | Annual |
| | Midstates/QQP | Annaul |
| CHAMBER | TBD Quality Quick Print / Midstates | Annual Annual |
| PRINT DSTRBTN | Various | As needed |
| COLLATERAL & | Mostly Chocolates | As needed |
| PROGRAMS | 4imprint | As needed |
| | Clark Printing | Annual - January |
| | MS Mail | Annual - May |
| | MS Mail | Monthly |
| | Certified Folder | Annual - Summer |
| | Black Hills & Badlands | Annual - January |
| | Black Hills & Badlands | Annually - May |
| | Multiple Vendors | Annual - Summer |
| | Speedee and/or USPS | Summer |
| | MS Mail | Annually - May |
| EMAIL | TDG Communications | One Time |
| MARKETING | TDG Communications TDG Communications | One Time Monthly |
| WEBSITES | L&S | Annual - January |
| WEDSITES | Network Solutions | Once per 5 years |
| | L&S | Monthly - Mostly Summer |
| | TDG Communications | Annually - April |
| | GoDaddy.com | Annual - Fall |
| | GoDaddy.com | Montly |
| ADVERTISING | Michels Publications | February |
| Chamber | Michels Publications | September |
| Contracted | Mulltiple Vendors | May>June |
| | Kinsy Selby | June |
| | SD Chamber of Commerce | Annual - January |
| | Epic Outdoor Advertising Tom Burnham | Annual - June & September Bi-Annual |
| | Black Hills Nationals | One Time |
| | BH Pioneer | Monthly |
| | BH Pioneer | Annual - March |
| | Deadwood History Inc | Annual - Summer |
| MARKETING | BeaconStac | Annually - August |
| RESOURCES | Envato | Annual |
| | Multiple Vendors | Occasionally |
| | Amazon | One-Time |
| | Box.com | Annually - June |
| | Flickr | Annually - February |
| | Dropbox Account 1 "Amanda's" + HP Ad Files | Annually |
| | X (formerly known as Twitter | Annually |
| | Dropbox Account 2 (General Marketing) | Annually |
| OTHER | SurveyMonkey South Dakota State | Annually - January Bi-Annual - July |
| OTHER | Parkbench | Annual |
| | BH&B | Annual |
| | U of WY | Annual - January |
| | Placer.ai | Annual - August |
| | Deadwood Alive | Annual - Summer |
| | Federal Government | March |
| | South Dakota Tourism | Annual - January |
| | Love Communications | One Time |
| | | |

| Shoulder 2023-2024 - Leisure Travel (ESTIMATED remaining schedule) \$9,517.51 Peak 2024 - Leisure Travel \$117,000.00 Shoulder 2024-2025 - Leisure Travel: 90K Sept-Dec, + 45,000 Jan & Feb \$9,000.00 Edit Peak 2024 video spot to include new museum footage \$800.00 HP Brochure - Walking Tour, 50K \$800.00 HP Mount Moriah Part 2 (of 2) \$82.66 HP Printing - TiBP Publication \$5,117.34 Wild Bill Me Rack Cards (20,000) \$820.00 Wild Bill Me Prize - Tissue Paper \$3.98 Wild Bill Me Prize - Tissue Paper \$3.98 Wild Bill Me Prize - Deadwood* Chocolate Gold Coins \$499.09 Wild Bill Me Prize - Deadwood* Pouches \$1,060.26 Coupon Bools - Groups + Leisue, Tradeshows and Welcome Bags \$17,325.00 Deadwood Attraction Tear-off Map \$9,000.00 Visitor Guide Malling/Postage (does not include guides mailed directly by Chamber) \$15,000.00 Visitor Guide & WBM Distribution \$8,205.00 Guide requests/leads, Itinerary, VIC Display includes guide + 2 extra rack cards \$2,475.00 Spring Lit Swang (Distribute maps & guides to 1-90 & 1-29 Visitor Centers) \$105.00 PastPort Partnership \$500.00 PastPort Partnership \$500.00 HP Marketing Booklets/Report "Marketing Bible" \$800.00 HP Marketing Booklets/Report "Marketing Bible" \$900.00 Email - Purge inactive addressing + Google Map Fees (API) \$4,500.00 Deadwood.com and Deadwood.org Domain Renewals \$3,800.00 Deadwood.com and Deadwood.org Domain Renewals \$3,800.00 Deadwood.com and Deadwood.org Domain Renewals \$3,000.00 Deadwood.com and Deadwo | Promotion | Fst | . Budget - Ann |
|--|--|----------|---------------------------------------|
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| Sponsorship/Advertising - Post Season 2023-2024 TBD\$ 2,000.00Tracking service and reporting\$ 11,200.00Information Wagon Staffing\$ 7,100.00SAM Number Renewal (Required for use of federal funds & some state programs)\$ 500.002024 Tourism Conference Sponsorship\$ 3,000.00 | International Profile Sheet | | 500.00 |
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| Information Wagon Staffing \$ 7,100.00 SAM Number Renewal (Required for use of federal funds & some state programs) \$ 500.00 2024 Tourism Conference Sponsorship \$ 3,000.00 | | \$ | 11,200.00 |
| SAM Number Renewal (Required for use of federal funds & some state programs) \$ 500.00 2024 Tourism Conference Sponsorship \$ 3,000.00 | Information Wagon Staffing | \$ | 7,100.00 |
| 2024 Tourism Conference Sponsorship \$ 3,000.00 | SAM Number Renewal (Required for use of federal funds & some state programs) | \$ | 500.00 |
| Sports Betting/Gaming Mini Campaign Cancelation Fee \$ 2,630.00 | 2024 Tourism Conference Sponsorship | \$ | 3,000.00 |
| | Sports Betting/Gaming Mini Campaign Cancelation Fee | \$ | 2,630.00 |

2024 MARKETING **BREAKDOWN CURRENT** AS OF 04/26/24

| | | PERCENT OF BUDGET |
|--|------------------|-------------------|
| SD TOURISM MATCH | \$ 266,517.51 | 65% |
| DEADWOOD HISTORIC PRESERVATION PRINT PROJECTS | \$ 14,000.00 | 3% |
| CHAMBER PRINT DISTRIBUTION, COLLATERAL PRINTING & PRINT PROGRAMS | \$ 56,104.03 | 14% |
| EMAIL MARKETING | \$ 17,050.00 | 4% |
| WEBSITES | \$ 9,562.84 | 2% |
| GENERAL ADS + OUT OF HOME - CHAMBER CONTRACTED | \$ 13,311.00 | 3% |
| MARKETING RESOURCES | \$ 2,620.46 | 1% |
| OTHER | \$ 28,055.00 | 7 % |





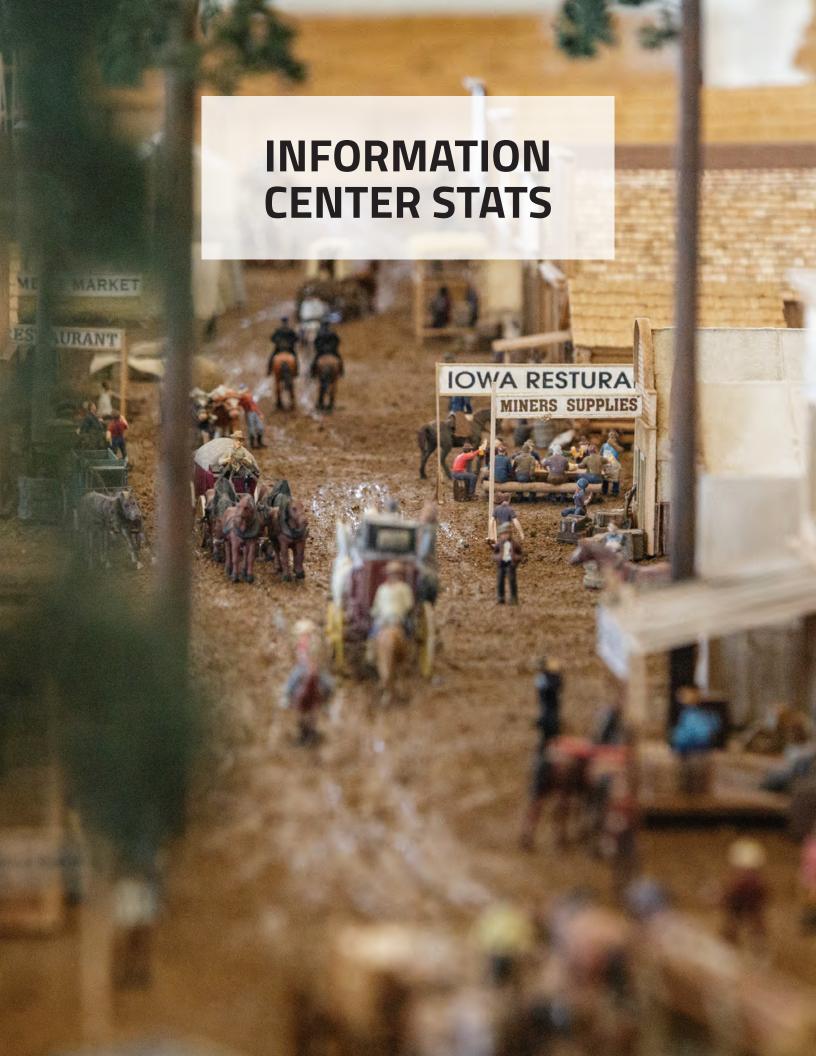
Mount Moriah Brochure/Map



Notables Brochure

"OTHER" category includes Main Street Information Wagon - Staffing cost paid to Deadwood Alive.

- 65% of HP marketing funds are matched by the South Dakota Department of Tourism's Marketing Co-op Program resulting in a combined marketing budget of over \$533,000 for these efforts. Co-op marketing funds can not be used to cover expenses detailed in other categories of the marketing expense sheet.
- HP marketing funds allocated to the Deadwood Chamber cover the majority of general marketing efforts on behalf of the town.
- Event marketing is covered through the Chamber's BID 1-6 funds. Wild Bill Days is an approved DHP marketing expense and the only exception. **No other event marketing budgets are funded by DHP.** The Chamber received one TAP Grant from the state for Snocross 2024. TAP grants can only be used towards a percentage of event marketing expenses.
- The Deadwood Chamber received a DMO Marketing Grant from the State of SD for 2023, 2024, 2025 and 2026. These funds have similar restrictions to the state's Co-op Program. The majority of these funds are used for general advertising, utilizing creative developed for the Co-op Marketing Program. Additionally, the Chamber used these funds to acquire video and photo resources for future advertising, and share those resources with local entities (like DHI). We are targeting visitors interested in outdoor recreation and gambling. (Gaming-specific efforts were removed from the Co-op Marketing strategy starting March 2024 at DHP's request.) We also use these funds to subsidize event advertising, promote spending the holidays in Deadwood and launch new efforts to target younger adults, ages 21-25.



INFORMATION CENTER STAFF

Clara Garvin Grable (Information Center Manager), Orville "French" Bryan, Marie VanSickle, Maria Moser Jean Makley, Diane Verba, Aly Scheurenbrand, Darcy Latuseck, Abigail Reich, Haley Hill, Melanie Allander





Deadwood Welcome Center - 501 Main St.
 History & Information Center (Depot) - 3 Siever St.
 Both locations are open 7 days a week, year-round.

Information Wagon - Main Street
 Operating 6 days a week, seasonal
 Funded from Chamber HP Marketing Budget



Welcome Center & Depot Door Counts

| | | 2019 | | | 2020 | | | 2021 | | | |
|-----------|--------|---------|---------|--------|--------|---------|--------|---------|---------|--|--|
| | HIC | wc | TOTAL | HIC | wc | TOTAL | HIC | wc | TOTAL | | |
| January | 483 | 1,725 | 2,208 | 681 | 1,672 | 2,353 | 540 | 1,243 | 1,783 | | |
| February | 317 | 1,013 | 1,330 | 706 | 1,787 | 2,493 | 527 | 1,150 | 1,677 | | |
| March | 802 | 2,613 | 3,415 | 548 | 1,027 | 1,575 | 1,494 | 2,454 | 3,948 | | |
| April | 1,218 | 3,742 | 4,960 | 0 | 0 | 0 | 1,714 | 3,308 | 5,022 | | |
| May | 2,697 | 8,747 | 11,444 | 1,133 | 634 | 1,767 | 5,172 | 9,103 | 14,275 | | |
| June | 7,278 | 27,267 | 34,545 | 8,452 | 6,490 | 14,942 | 10,429 | 26,158 | 36,587 | | |
| July | 12,560 | 31,369 | 43,929 | 9,231 | 17,271 | 26,502 | 10,952 | 18,988 | 29,940 | | |
| August | 9,227 | 25,900 | 35,127 | 5,333 | 15,816 | 21,149 | 6,628 | 22,492 | 29,120 | | |
| September | 10,180 | 18,193 | 28,373 | 6,827 | 11,693 | 18,520 | 8,798 | 17,114 | 25,912 | | |
| October | 3,081 | 5,399 | 8,480 | 3,397 | 5,235 | 8,632 | 3,325 | 7,040 | 10,365 | | |
| November | 845 | 1,535 | 2,380 | 1,001 | 1,674 | 2,675 | 1,006 | 2,556 | 3,562 | | |
| December | 841 | 2,013 | 2,854 | 962 | 1,375 | 2,337 | 787 | 1,974 | 2,761 | | |
| Totals | 49,529 | 129,516 | 179,045 | 38,271 | 64,674 | 102,945 | 51,372 | 113,580 | 164,952 | | |

| | | 2022 | | | 2023 | | | | |
|-----------|--------|---------|---------|--------|---------|---------|-------|-------|--------|
| | HIC | WC | TOTAL | HIC | WC | TOTAL | HIC | wc | TOTAL |
| January | 547 | 1,782 | 2,329 | 483 | 1,639 | 2,122 | 463 | 1,462 | 1,925 |
| February | 527 | 2,408 | 2,935 | 564 | 2,504 | 3,068 | 661 | 2,698 | 3,359 |
| March | 1,166 | 3,618 | 4,784 | 800 | 2,905 | 3,705 | 1,189 | 3,806 | 4,995 |
| April | 1,280 | 3,461 | 4,741 | 423 | 4,174 | 4,597 | | | |
| May | 4,561 | 10,097 | 14,658 | 4,102 | 10,296 | 14,398 | | 10 | |
| June | 9,441 | 21,779 | 31,220 | 8,328 | 22,629 | 30,957 | | | - 3 |
| July | 8,974 | 25,791 | 34,765 | 7,753 | 23,753 | 31,506 | | | - |
| August | 5,294 | 22,597 | 27,891 | 5,284 | 25,500 | 30,784 | | | - |
| September | 7,717 | 17,456 | 25,173 | 5,416 | 17,662 | 23,078 | | | |
| October | 3,522 | 9,046 | 12,568 | 2,973 | 7,834 | 10,807 | | 17 | - |
| November | 736 | 2,060 | 2,796 | 871 | 2,675 | 3,546 | | | |
| December | 526 | 1,856 | 2,382 | 64 | 2,256 | 2,320 | | | - 8 |
| Totals | 44,291 | 121,951 | 166,242 | 37,061 | 123,827 | 160,888 | 2,313 | 7,966 | 10,279 |



GOOGLE ANALYTICS - GA4



DEADWOOD.COM JAN. 1, 2023 - DEC. 31, 2023 | GOOGLE ANALYTICS

Total Sessions: 2.044.937 Pageviews: 4,253,589

Users: 1,142,199

Device Usage: Mobile: 60% Desktop: 35% Tablet: 6%

Demographics:



Male: 51% | Female: 49%

Age:

18-24 9% 25-35 16% 35-44 21% | 45-54 20% 55-64 20% | 65+ 14%



Top TEN

City: (NOTE: Metro Areas not available in GA4)

- 1) Chicago
- 2) Omaha
- 3) Denver
- 4) Englewood
- 5) Minneapolis
- 6) Rapid City
- 7) Dallas
- 8) Phoenix, AZ
- 9) Sioux Falls
- 10) Bismarck



Top TEN Pages/Categories:

- 1) Webcam
- 2) Homepage
- 3) What To Do/Attractions
- 4) Events
- 5) Lodging
- 6) Casinos
- 7) Kool Deadwood Nites
- 8) History
- 9) Deadwood Visitor Guide
- 10) Eat & Drink



Top FIVE Referral Sites:

- 1) travelsouthdakota.com
- 2) southdakotarides.com
- 3) daysof76.com
- 4) deadwoodconnections.com
- 5) outlawsquare.com



Top TEN States:

- 1) South Dakota
- 2) Colorado
- 3) Nebraska
- 4) Minnesota
- 5) Illinois
- 6) Texas
- 7) North Dakota
- 8) Arizona
- 9) Wyoming
- 10) California



2023 VISITOR GUIDE REQUESTS

JANUARY 1, 2023 -DECEMBER 31, 2023

2023 YTD Guides Bulk Direct Mail: 10,066 (does not include guides mailed individually)

2023 YTD Guides Downloaded: 4,672

2023 YTD Distribution Locations: 236 Rack sites + 6 Visitor Centers on I-90 & I-29

NEW IN 2023! Funded by DHP Marketing funds. Found in "other" category on expense breakdown sheet.



WHAT IS PLACER.AI?

Placer.ai is a location analytics company that studies visit trends, trade areas, and demographics. Their product is based on location insights for big box stores to look at brand dominance, consumer visitation and demographic insights, competitive benchmarking, industry trends, among other things.

Placer's Methodology Placer.ai aggregates location data from users' mobile apps usage. When a geographic polygon or radius is drawn in Placer.ai's platform, a mobile user who spends more than 2 minutes (duration adjustable) within that point of interest (POI) is counted as one activity or movement. This is aggregated into visitation trends and demographic trends when there are enough counts to meet a privacy threshold. Placer.ai overlays its trade area analytics datasets from a large marketplace of data partners. From this, they can create insights based on national and statewide benchmarks about consumer information, demographics, work and lifestyles, and online activity.

- Placer.ai tracks +25 million devices in the United States. From those, a proprietary algorithm is used to estimate the remaining devices in a geofenced area.
- Data is available back to 2019 and 2017, depending on the geofenced area.
- Geofenced zones are unlimited. Deadwood currently has the following:
 - Deadwood City Limits
 - Mount Moriah Cemetery
 - Outlaw Square
 - Days of '76 Museum (DHI)
 - Adams Museum (DHI)
 - Adams House (DHI)
 - Days of '76 Event Grounds
 - Main Street Event Area = Outlaw Square + Main St. from Wall to Deadwood.
 - Deadwood Mountain Grand
 - Deadwood Hotels (grouped)
 - Deadwood Welcome Center
 - Deadwood History & Information Center
- Deadwood Chamber of Commerce & Visitors Bureau will use this service to track and report visitation numbers, Chamber event attendence, and reports as requested by the City of Deadwood/Historic Preservation.
- Placer.ai is an annual subscription. August 1, 2023 to July 31, 2024



Deadwood - 2023

Jan 1 - Dec 31, 2023

Property:



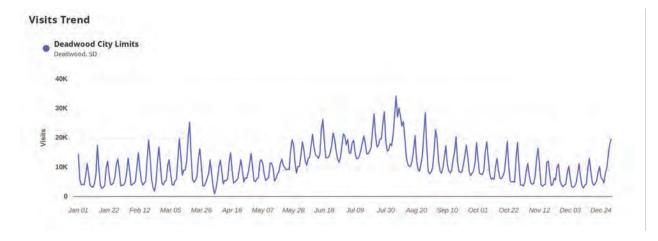
Deadwood City Limits

Deadwood, South Dakota, United States

Metrics

Deadwood City Limits

| Visits | 3.9M | Avg. Dwell Time | 429 min |
|-----------------|------|-----------------|---------|
| Visitors | 1.1M | Visits YoY | +2.3% |
| Visit Frequency | 3.61 | | |



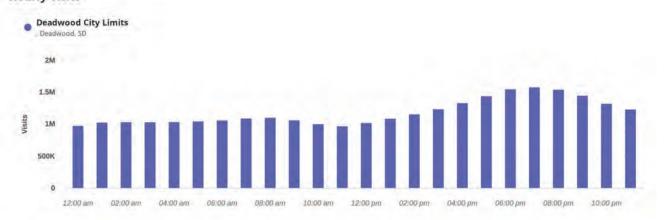
Audience Overview

| Property | Median Household Income | Bachelor's Degree or Higher | Median Age | Most Common Ethnicity | Persons per Household |
|--------------------------------------|-------------------------|--------------------------------|------------|-----------------------|-----------------------|
| Deadwood City Limits Deadwood, SD | \$57K | 29.8% | 37.6 | White (80.5%) | 2.44 |
| South Dakota | \$64.1K | 30.0% | 36.7 | White (80.8%) | 2.55 |

Daily Visits



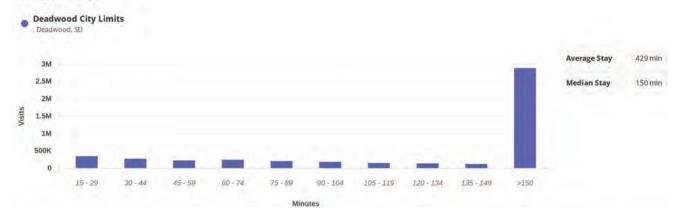
Hourly Visits



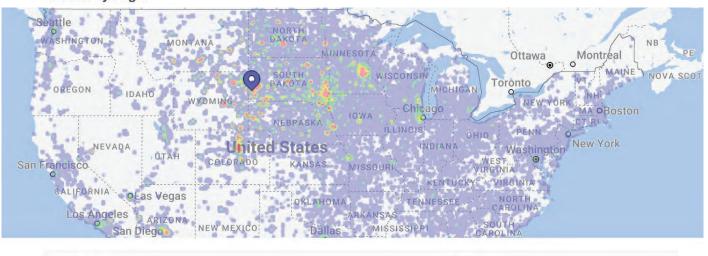
Favorite Places

| Dea | dwood City Limits / Deadwood, SD | | |
|------|--|----------|----------------|
| Rank | Name | Distance | Visitors |
| 1 | Rushmore Crossing / 1225 Eglin St, Rapid City, SD 57701 | 32.9 mi | 319.8K (29.1%) |
| 2 | Silverado Franklin Historic Hotel & Gaming Complex, Legends Steakhouse & Silverado Grand Buffet / 709 Main St, Deadwoo | 0.5 mi | 306.9K (27.9%) |
| 3 | Mount Rushmore National Memorial / 13000 SD Highway 244, Bldg 31, Ste 1, Keystone, SD 57751-0268 | 37.2 mi | 292.2K (26.6%) |
| 4 | Uptown Rapid / 2200 N Maple Ave, Rapid City, SD 57701 | 31.6 mi | 237.7K (21.6%) |
| 5 | Mustang Sally's / 634 Main St, Deadwood, SD 57732 | 0.3 mi | 235.7K (21.4%) |
| 5 | Saloon No. 10 / 657 Main St, Deadwood, SD 57732 | 0.4 mi | 211.6K (19.3%) |
| 7 | Denver International Airport / 8500 Peña Blvd, Denver, CO 80249 | 316.5 mi | 192.4K (17.5%) |
| 8 | Wall Drug Store Inc / 510 Main St, Wall, SD 57790 | 78.2 mi | 182,5K (16.6%) |
| 9 | Crazy Horse Memorial / 12151 Avenue of the Chiefs, Custer, SD 57730 | 38.4 mi | 174.5K (15.9%) |
| 10 | Walmart / 1200 N Lacrosse St, Rapid City, SD 57701 | 32.5 mi | 161.6K (14.7%) |

Length of Stay



Visitors By Origin

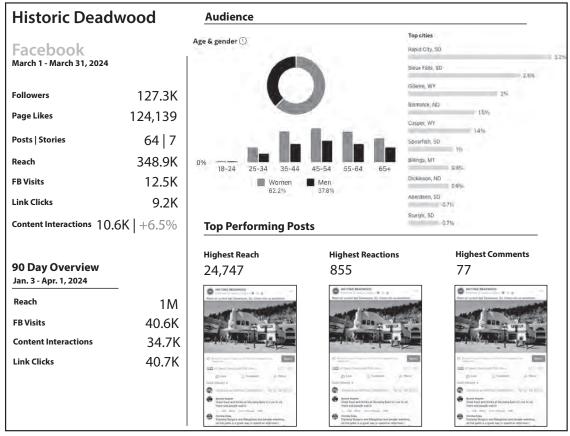


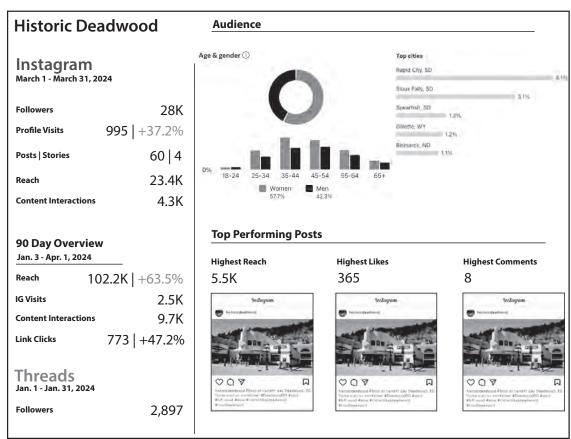
| Zipcode / City | Visits (% of Total) ♥ |
|-----------------------------|--------------------------|
| 57783 Spearfish, SD | 227K (5.8%) |
| 57754 Lead, SD | 214.4K (5.4%) |
| 57785 Sturgis, SD | 162.5K (4.1%) |
| 57701 Rapid City, SD | 134.6K (3.4%) |
| 57702 Rapid City, SD | 108.3K (2.8%) |
| 57732 Deadwood, SD | 71.7K (1.8%) |
| 57717 Belle Fourche, SD | 63.5K (1.6%) |
| 82718 Gillette, WY | 46.4K (1.2%) |
| 57703 Rapid City, SD | 43.3K (1.1%) |
| 57718 Black Hawk, SD | 29.7K (0.8%) |
| | |

| 82701 Newcastle, WY | 9.5K (0.2%) | 15 |
|--------------------------|--------------|----|
| 82633 Douglas, WY | 9.6K (0.2%) | |
| 57779 Saint Onge, SD | 10.1K (0.3%) | |
| 59301 Miles City, MT | 10.2K (0.3%) | |
| 57108 Sioux Falls, SD | 10.5K (0.3%) | |
| 82240 Forrington, WY | 10.6К (0.3%) | |
| 59361 Scottsbluff, NE | 11K (0.3%) | |
| 57105 Sioux Falls, SD | 11.4K (0.3%) | |
| 57103 Sloux Falls, SD | 11.5K (0.3%) | |
| 82601 Casper, WY | 11.7K (0.3%) | |
| 82604 Casper, WY | 12.6K (0.3%) | |
| 7201 Vatertown, SD | 13.1K (0.3%) | |
| 77745 nilr City, SD | 13.4K (0,3%) | |
| 8501 Jismarck, ND | 13.5K (0.3%) | |
| 7301 Aitchell, SD | 14.4K (0.4%) | |
| 9301 Illiance, NE | 14.7K (0.4%) | |
| 7006 Irookings, SD | 14.8K (0.4%) | |
| 2801 heridan, WY | 15.5K (0.4%) | |
| 8504 Jismarck, ND | 16.5K (0.4%) | |
| 7769 iedmont, SD | 17.2K (0.4%) | |
| 7106 ioux Falls, SD | 18K (0.5%) | |
| 8503 Isismarck, ND | 18.2K (0.5%) | |
| 8554 Mandan, ND | 19.3K (0.5%) | |
| 7730 Custer, SD | 20,6K (0,5%) | |
| 7401 berdeen, SD | 22K (0.6%) | |
| 77501 Herre, SD | 22.1K (0.6%) | |
| 8601 vickinson, ND | 23.8K (0.6%) | |
| Iemo, SD | 23.9K (0.6%) | |
| Whitewood, SD 7759 | 24.1K (0.6%) | |
| 77793 | 25.6K (0.7%) | |
| 7719 | | |

NEW SOCIAL MEDIA REPORT FORMAT

A new social media report format began in January 2024. HP marketing reports in the future will have an annual total for each Chamber-owned channel and platform (10) using the format shown below.







SHOULDER 2023-2024 • SEPT. 2023 - JAN. 2024 • CAMPAIGN REPORT

Metric Definitions & Benchmarks – Paid Search

- Impressions: The number of times that a user saw an ad.
- · Clicks: The number of people who clicked on an ad.
- Click-Through Rate (CTR): Sum of all clicks divided by the total impressions delivered.
 - Benchmark: 3.17% (dependent on keywords)
- Avg. Cost Per Click (Avg. CPC): Sum of link clicks, post reactions, post saves, post comments, and post shares.
 - Benchmark: \$2.69 (dependent on keywords)
- *Top Impression Share:* The percentage of keywords that are ranking in the top 3 results for a given search.
- Absolute Impression Share: The percentage of keywords that are ranking as the number 1 result for a
 given search.

Metric Definitions & Benchmarks – Display

- Impressions: The number of times that a user saw an ad.
- **Post Impressions:** A post impression occurs when someone sees one of our ads and later visits a website that we have pixeled, inclusive of both those who click on an ad or those who see the ad, don't click, and later visit said website.
- Post Impression Rate (PIR): The sum of post impressions divided into impressions.
 - Benchmark: Varies
- *Clicks:* The number of times that users clicked on a creative during the specified reporting period. A click is recorded even if the user does not actually reach the landing page.
- Click-through Rate (CTR): Sum of all clicks divided by the total impressions delivered.
 - Benchmark: 0.08% 0.30%

Metric Definitions & Benchmarks - GA4

- Sessions: The number of times user interactions occurring within a given timeframe.
- Users: The number of individuals who have initiated a session on your website.
- **New Users:** The number of individuals who have initiated a session a session on your website for the first time within a given timeframe.
- Pages per Session: The average number of pages users are visiting during a session.
- *Engaged Sessions:* The number of users whose session lasts longer than 10 seconds, registers 1+ conversion events, or visits 2+ pages.
- Engagement Rate: The total number of engaged sessions divided into sessions.
- Avg. Engagement Time: The average length of time that the website had focus within the user's browser.

SHOULDER 2023-2024 • SEPT. 2023 - JAN. 2024 • CAMPAIGN REPORT

Metric Definitions & Benchmarks - Paid Social

- Impressions: The number of times that a user saw an ad.
- Reach: The number of people who saw an ad at least once.
- Frequency: The average number of times each person saw an ad.
- Total Engagements: Sum of link clicks, post reactions, post saves, post comments, and post shares.
- Engagement Rate: Sum of all post engagements divided by the total number of impressions delivered.
 - Benchmark: 1.00%
- Landing Page Views: The number of times a person clicked on an ad link and then successfully loaded the destination webpage.
- Video Views: The number of times your video starts to play. This is counted for each impression of a video and excludes replays.
- Video View Rate: The number of video views divided by the total impressions delivered by video ads.
 - Benchmark: 50%

Metric Definitions & Benchmarks – Video

- Impressions: The number of times that a user saw an ad.
- **Post Impressions:** A post impression occurs when someone sees one of our ads and later visits a website that we have pixeled, inclusive of both those who click on an ad or those who see the ad, don't click, and later visit said website.
- Post Impression Rate (PIR): The sum of post impressions divided into impressions.
 - · Benchmark: Varies
- *Clicks:* The number of times that users clicked on a creative during the specified reporting period. A click is recorded even if the user does not actually reach the landing page.
- Click-through Rate (CTR): Sum of all clicks divided by the total impressions delivered.
 - Benchmark: 0.08% 0.30%
- Video Views: The number of impressions for which a video clip was played.
- Video View Rate: The number of video views divided by the total impressions delivered by video ads.
 - CTV Benchmark: 98% 99% | Pre-Roll & YouTube Benchmark: 60%
- Video Completion Rate: The number of video completions divided by the number of video views.
 - CTV Benchmark: 95% | Pre-Roll & YouTube Benchmark: 90% for 6 second ad, 50% for 15 second ad, 40% for 30 second ad, 20% for 60 second ad or longer.

| cove | | | | | | | | | | | | |
|---|----------|------|-----|-----|---|-----|-------|--------|-------|--------|------------|------|
| | | Feb | '23 | | | Mai | · '23 | | | Apr | '23 | |
| | 6 | 13 | 20 | 27 | 6 | 13 | 20 | 27 | 3 | 10 | 17 | 24 |
| Digital Media | | | | | | Ма | rch N | /ladne | ess | | NHL | Play |
| SEM General Visitor Attractions, History, Outdoor Rec, Events, Restaurants, Lodging, Retail, Etc | | | | | | | | | | | | |
| Sports Betting Focus & Gaming | | | | | | | | | | | | |
| SD, ND, WY, NE, MN, CO | | | | | | | | | | | | |
| Programmatic OLV/CTV Attractions, History, Outdoor Rec, Events, Restaurants, Lodging, Retail, Etc | | | | | | | | | | | | |
| Sports Betting Focus & Gaming | | | | | | | | | | | | |
| RT Display Attractions, History, Outdoor Rec, Events, Restaurants, Lodging, Retail, Etc | | | | | | | | | | | | |
| SD, ND, WY, NE, MN, CO | | | | | | | | | | | | |
| FB/IG General Visitor Attractions, History, Outdoor Rec, Events, Restaurants, Lodging, Retail, Etc | | | | | | | | | | | | |
| Sports Betting Focus & Gaming | | | | | | | | | | | | |
| SD, ND, WY, NE, MN, CO | | | | | | | | | | | | |
| Digital Audio General Visitor Attractions, History, Outdoor Rec, Events, Restaurants, Lodging, Retail, Etc | | | | | | | | | | | | |
| Sports Betting Focus & Gaming | | | | | | | | | | | | |
| SD, ND, WY, NE, MN, CO | | | | | | | | | | | | |
| OTA Programmatic Attractions, History, Outdoor Rec, Events, Restaurants, Lodging, Retail, Etc | | | | | | | | | | | | |
| Travel Intenders: Custom South Dakota Travel Intenders (US IPs looking at South Dakota plus competitive states) | | | | | | | | | | | | |
| Local/Regional Digital Attractions, History, Outdoor Rec, Events, Restaurants, Lodging, Retail, Etc | | | | | | | | | | | | |
| SD, ND, WY, NE, MN, CO | | | | | | | | | | | | |
| Linear Cable TV Attractions, History, Outdoor Rec, Events, Restaurants, Lodging, Retail, Etc | | | | | | | | | | | | |
| Denver, Minn-St. Paul & Minot/Bismarck/Dickinson | | | | | | | | | | | | |
| Print - Full Page Ads Attractions, History, Outdoor Rec, Events, Restaurants, Lodging, Retail, Etc | | | | | | | | | April | (Trave | <i>(</i>) | |
| True West | | | | | | | | | | | | |
| Local Event Buys - PLACED BY THE DEAD | wo | OD (| HAI | MBE | R | | | | | | | |
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| | l | | | | | | | | | | | |
| | <u> </u> | | | | | | | | | | | |
| Audience Breakdown | | | | | | | | | | | | |
| Searchers (25 - 44) HHI \$50k - \$100K, No children in traveling party | | | | | | | | | | | | |
| Wanders (50+) HHI \$100K+, Empty nesters | | | | | | | | | | | | |
| Outdoors (Males 35 - 60) HHI \$80K+, Married | | | | | | | | | | | | |
| Geo Budget Allocations | | | | | | | | | | | | |

PEAK 2023 MEDIA CALENDAR MARCH 2023 - AUGUST 2023

| May '23 | Jun '2 | 23 | | Jul '2 | 3 | | Aug '23 | | | | | | | |
|---------------------|------------|--------------------|---------|---------|----|---------|---------|-------|-----|-----|--|--|--|--|
| 1 8 15 22 29 | 5 12 1 | .9 <mark>26</mark> | 17 | 24 | 31 | 7 | 14 | 21 | 28 | | | | | |
| yoffs (4/17 - 6/18) | NBA Fir | nals | | | | | NFI | _ Pre | sea | son | | | | |
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| | | | | | , | Jul/Aug | 9 | | | | | | | |
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| | Targe | t Geo | | | | | | | | | | | | |
| S | D, ND, WY, | , NE, MI | N, CO | | | | | | | | | | | |
| S | D, ND, WY, | , NE, MI | N, CO | | | | | | | | | | | |
| S | D, ND, WY, | , NE, MI | N, CO | | | | | | | | | | | |
| 60% - SD, | ND, NE, WY | 20% - | MN 20 |)% - C0 |) | | | | | | | | | |



Campaign Parameters

Campaign At-A Glance



Goal: The goal of this campaign is to boost awareness for Deadwood in order to ultimately drive bookings and revenue into the destination.



Geo's: SD, ND, WY, NE, MN, CO



Audiences: Searchers (25 - 44) HHI \$50k - \$100K, No children in traveling party, Wanders (50+) HHI \$100K+, Empty nesters, Outdoors (Males 35 - 60) HHI \$80K+, Married



Timing: 2/20 – 9/2

Key Performance Indicators

Building Awareness

Impressions Post Impression Rate Click-Through Rate (Paid Search) Avg. CPC (Paid Search) Website Sessions

Generating Engagement

Engagement Rate (social) Engagement Rate (GA4) Avg. Engagement Time

Campaign Performance

Driving Action

Visitor Guide Downloads Lodging Clicks Newsletter Sign-Ups Contact Form Requests Phone Calls Bookings

Executive Summary



21.864.667 Impressions Deliv.





17.80% Paid Search CTR



2.04% Paid Social CTR

~5% benchmark

1.00% benchmark

- This campaign delivered over 21.8M impressions, with a paid social CTR of 2.04% and a paid search CTR of 17.80%.
- Our top-performing programmatic partner in terms of post-impression rate was Sojern at 1.10%. If we wanted to improve web traffic in future efforts, we would recommend this partner.
- If we wanted to improve paid social CTR performance, we would recommend focusing on the Gaming Campaign. They were our top-performing campaign by CTR at 2.72%. Our top-performing placement for the Gaming campaign was Wanderers (MN) and our top-performing placement for our Leisure campaign was Wanderers (CO).

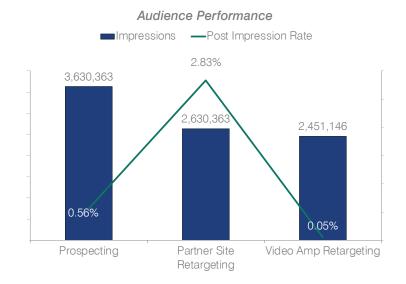
Campaign Performance

Sojern Performance Overview

- 8,711,872 impressions
- 4,191 clicks
- 0.05% click-through rate (ctr)
- 1.10% post-impression rate
 - 95,901 post impressions

• 490 conversions

• 62 Visitor Guide Requests, 428 Outbound Lodging Clicks



Sojern GEO Performance

Top DMAs (campaign-wide):

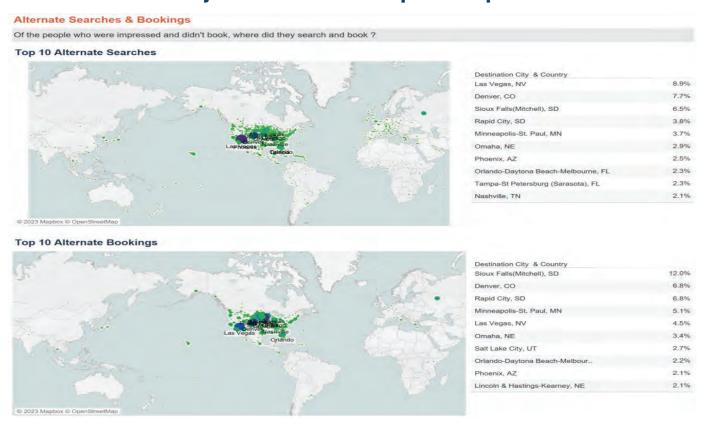
- 1. Billings, Montana: .08% CTR
- 2. Minneapolis-St. Paul, Minnesota: .08% CTR
- 3. Mankato, Minnesota: .08% CTR
- 4. Rochester-Austin, Minnesota-Mason City, Iowa: .08% CTR
- 5. Casper-Riverton, Wyoming: .08% CTR
- 6. Grand Junction-Montrose, Colorado: .08% CTR
- 7. Rochester-Austin, Minnesota-Mason City, Iowa: .08% CTR
- 8. Sioux Falls(Mitchell), South Dakota: .08% CTR
- 9. Colorado Springs-Pueblo, Colorado: .07% CTR
- 10. Denver, Colorado: .07% CTR



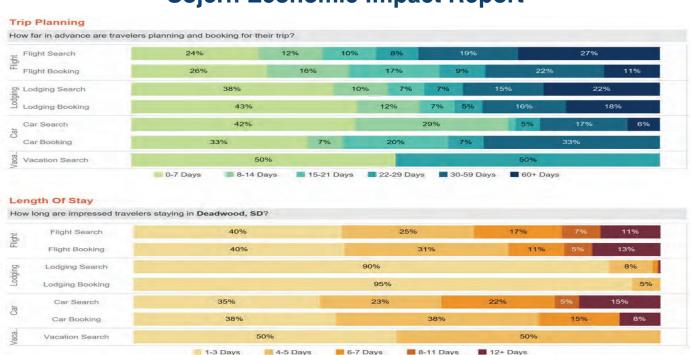
NOTE: POST IMPRESSIONS

A post impression occurs when someone sees one of our ads and later visits a website that we have pixeled, inclusive of both those who click on an ad or those who see the ad, don't click, and later visit said website.

Sojern Economic Impact Report



Sojern Economic Impact Report

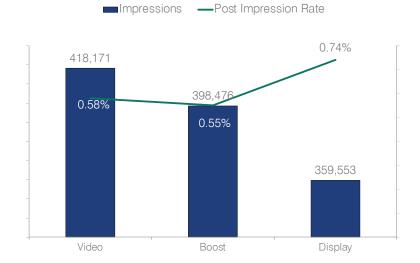


Campaign Performance

Trip Advisor Performance Overview

Tactic Performance

- 1,176,200 impressions
- 1,221 clicks
- 0.10% click-through rate
- 0.62% post-impression rate
 - 7,263 post impressions
- 9 conversions
 - 9 Phone Calls



TripAdvisor GEO Performance

| | Display | | E | xplorer Video | | | Social Boost | |
|----------|---------------|-----------------|----------|---------------|---------------------------|----------|--------------|-----------------|
| Region | Total imps | Total clicks | Region | Total imps | otal imps Total clicks | | Total imps | Total clicks |
| Colorado | 45,566 | 19 | Colorado | 47,002 | 64 | Colorado | 34,839 | 38 |
| Texas | 22,453 | 12 | Texas | 27,812 | 43 | Texas | 21,922 | 24 |
| Illinois | 19,442 | 10 | Illinois | 22,985 | 43 | Illinois | 20,011 | 19 |
| Utah | 17,491 | 8 | lowa | 22,197 | 34 | Nebraska | 19,849 | 24 |
| Nebraska | 16,948 | 7 | Nebraska | 20,970 | 34 | lowa | 18,182 | 20 |

imps = impressions

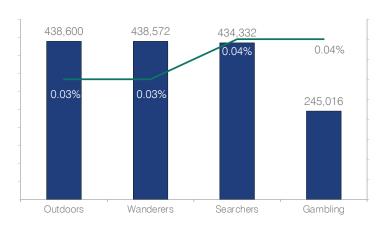
Campaign Performance

Pandora Performance Overview

Placement Performance

■Impressions —Post Impression Rate

- 1,556,520 impressions
- 77 clicks
- <0.01% click-through rate (ctr)
- 0.03% post-impression rate
 - 494 post impressions
- 0 conversions



Pandora GEO Performance

| | Video Placements | | | | | | | | | | | | |
|--------------|------------------|-------|--------|-----------|--|--|--|--|--|--|--|--|--|
| State | Impressions | CTR | Reach | Frequency | | | | | | | | | |
| Colorado | 23,849 | 0.10% | 17,642 | 1.42 | | | | | | | | | |
| Minnesota | 22,401 | 0.20% | 16,313 | 1.38 | | | | | | | | | |
| Nebraska | 11,375 | 0.20% | 7,865 | 1.46 | | | | | | | | | |
| South Dakota | 4,304 | 0.00% | 3,131 | 1.38 | | | | | | | | | |
| North Dakota | 4,050 | 0.21% | 2,778 | 1.47 | | | | | | | | | |
| Wyoming | 2,829 | 0.20% | 2,054 | 1.39 | | | | | | | | | |

Pandora GEO Performance

| | Audio Placements | | | | | | | | | | | | | |
|-----------------|------------------|-------|-----------|------|--|--|--|--|--|--|--|--|--|--|
| State | Impressions | Reach | Frequency | | | | | | | | | | | |
| Minnesota | 36,636 | 0.06% | 19,950 | 1.85 | | | | | | | | | | |
| Colorado | 23,792 | 0.07% | 13,706 | 1.75 | | | | | | | | | | |
| Nebraska | 14,141 | 0.08% | 7,473 | 1.90 | | | | | | | | | | |
| South Dakota | 7,772 | 0.05% | 3,919 | 1.99 | | | | | | | | | | |
| North Dakota | 7,219 | 0.03% | 3,622 | 2.02 | | | | | | | | | | |
| Wyoming | 5,005 | 0.06% | 2,546 | 1.99 | | | | | | | | | | |

| | Banner Pla | acements | |
|--------------|-------------|----------|-----------|
| State | Impressions | Reach | Frequency |
| Minnesota | 440,410 | 179,675 | 2.49 |
| Colorado | 306,199 | 140,695 | 2.21 |
| Nebraska | 176,824 | 70,531 | 2.54 |
| South Dakota | 91,578 | 32,901 | 2.82 |
| North Dakota | 84,224 | 29,816 | 2.87 |
| Wyoming | 58,988 | 21,335 | 2.81 |

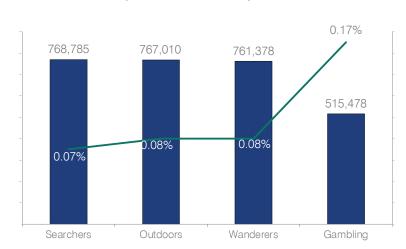
Campaign Performance

Video Amp Performance Overview



■Impressions —Post Impression Rate

- 2,812,651 impressions
- 6,753 clicks
- 0.24% click-through rate (ctr)
- 0.09% post-impression rate
 - 2,612 post impressions
- 0 conversions



VideoAmp Leisure GEO Performance

| State | VCR | Impressions |
|---|--------|-------------|
| Nebraska | 98.05% | 628,120 |
| Colorado | 94.91% | 442,198 |
| Minnesota | 94.91% | 442,198 |
| South Dakota | 97.96% | 314,637 |
| North Dakota | 98.13% | 241,514 |
| Wyoming | 98.15% | 216,370 |
| All States exceeded the VCR KPI of 75%. | | |

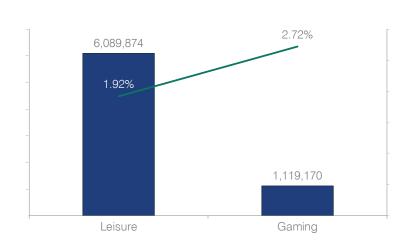
GEO = Geographic Area VCR = Video Completion Rate KPI = Key Performance Indicator

Campaign Performance

Paid Social Performance Overview



- 835,143 reach (8.63 frequency)
- 118,776 engagements
 - 101,470 link clicks, 909 comments, 15,150 reactions, 1,027 shares, 220 saves
- 2.04% click-through rate (ctr)
- \$0.36 cost per link click
- 552 GA4 conversions
- 482 Visitor Guide Downloads or Requests, 60 Outbound Lodging Clicks



Campaign Performance

■Impressions —CTR

FB Leisure GEO Performance

| Region | Reach | Frequency | Impressions | CTR |
|------------------------|---------|-----------|-------------|-------|
| Minneapolis – St. Paul | 317,558 | 4.91 | 1,556,261 | 2.38% |
| Sioux Falls | 73,435 | 8.20 | 748,699 | 1.65% |
| Lincoln & Hastings | 71,130 | 3.16 | 674,577 | 1.71% |
| Fargo – Valley City | 68,698 | 7.02 | 503,939 | 1.87% |
| Omaha | 56,148 | 2.61 | 439,682 | 1.76% |
| Denver | 58,902 | 4.53 | 430,686 | 1.75% |
| Minot - Bismarck | 35,405 | 3.50 | 371,266 | 1.52% |

FB Creative Performance

| Creative | Impressions | Clicks | CTR |
|----------|-------------|--------|-------|
| Static | 3,625,694 | 56,172 | 1.55% |
| Video | 3,582,446 | 91,085 | 2.54% |

Linear Cable

Flight Dates: 4/10/2023 - 5/21/23

Denver

373 Spots 832,304 impressions 15% Reach / 3x Frequency A25-54

Minneapolis-St. Paul

373 Spots 425,002 impressions 10% Reach / 3x Frequency A25-54

Minot-Bismark-Dickinson

709 Spots 11,904 impressions 7% Reach / 3x Frequency A25-54

Cable Attribution

3,693 website visits

+3.42% lift in immediate visitors (w/in 30 minutes of ad)

+10.4% lift in return visitors (w/in 14 days of ad)

Campaign Performance

Paid Search Summary



398,380

Impressions Deliv.

325k prev. report



17.80%

Click-Through Rate

17.82% prev. report, ~5% benchmark



\$0.27

Avg. Cost per Click

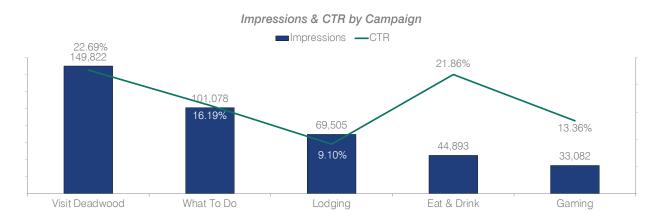
\$0.27 prev. report, ~\$3 benchmark

- The paid search portion of this campaign delivered over 398k impressions, with a CTR of 17.80% and an avg. CPC of \$0.27.
- Our top-performing campaign by CTR and impressions was Visit Deadwood.
- Our top-performing keyword by CTR was "deadwood," followed by "what to see in deadwood sd."

CTR = Click Through Rate CPC = Cost Per Click

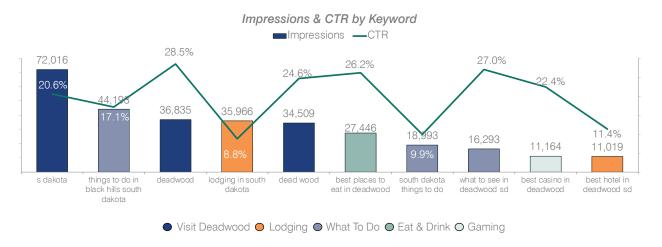
PEAK 2023 • MARCH 2023 - AUGUST 2023 • CAMPAIGN REPORT Campaign Performance

The top-performing campaign by CTR and impressions was *Visit Deadwood*.

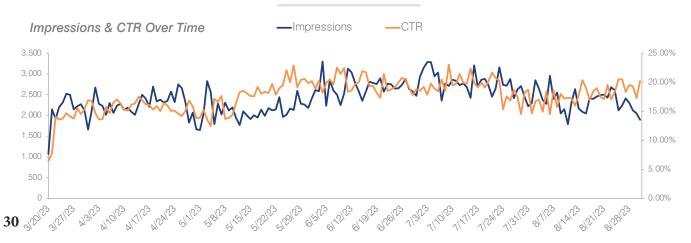


Keyword Performance

The top-performing keyword by CTR was "deadwood," followed by "what to see in deadwood sd."



Impressions & CTR Over Time



Bookings Summary (Statewide)

When looking at the state as a whole (i.e., those who have been exposed to our advertising and booked *anywhere* in South Dakota) we are just over 41k since the start of the campaign.

41,287

Bookings that occurred within the state of South Dakota as a result of our advertising efforts



Bookings Summary (In-Destination)

When we solely look at bookings that have occurred in Deadwood *specifically* as a result of our advertising, we are just over 3.8k since the start of the campaign, led by Sojern.

3,870

Bookings that occurred within Deadwood as a result of our advertising efforts



Bookings Market Performance (Peak23)

Sioux Falls and Minneapolis – St Paul were our top two performing markets when looking at bookings, followed by Rapid City.



GA4 Campaign Performance Overview

- 148,343 sessions
- 123,398 users
- 34.4% engagement rate (43.6% site avg.)
- 0:24s avg. engagement time (0:27 site avg.)
- 2.27 pages per session

| Source / Medium | Sessions | Engagement Rate | Avg. Engagement Time |
|-----------------------------|----------|-----------------|-------------------------|
| Paid Social | 110,245 | 12.5% | 0:02 |
| Paid Search | 108,173 | 72% | 1:02 |
| Trip Advisor / Social | 42,920 | 8.2% | 0:00 |
| Sojern / Display | 18,988 | 12.9% | 0:05 |
| Video Amp / Preroll | 14,292 | 11.6% | 0:00 |
| True West Mag / Email | 1,047 | 63.1% | 1:22 |
| Trip Advisor / Preroll | 1,000 | 23.8% | 0:00 |
| True West Mag / Display | 748 | 50.5% | 0:59 |
| Trip Advisor / Boost | 620 | 24.5% | 0:00 |
| Trip Advisor / Display | 314 | 28.7% | 0:00 |
| True West Mag / Facebook | 222 | 40.5% | 0:51 |
| True West Mag / Native | 164 | 64.3% | 1:34 |
| Pandora / Display | 156 | 9% | 0:38 |

PEAK 2023 MEDIA CALENDAR SEPTEMBER 2023 - JANUARY 2024







| CLUVE | | SOUTH DAROTA | | | | | | DEPARTMENT OF TOURISM | | | | | SM | | | | | | | | | | |
|--|----------|--------------|------|--------|-------|---------|-------|-----------------------|-------|-------|--------|-------|-------|--------|------|------|-----|----------|----------|---------|----------|--------|-----------|
| | | | | Sep | t '23 | | | | ct '2 | 23 | | | Nov | '23 | | | Dec | c '23 | | L | J | an '2 | !4 |
| | Deliver | rable | 4 | 11 | 18 | 25 | 2 | 9 | 16 | 23 | 30 | 6 | 13 | 20 | 27 | 4 | 11 | 18 | 25 | 1 | 8 | 15 | 22 29 |
| Total Media | | | | | • | • | | • | | • | • | | • | | | • | • | | - | | | | |
| SEM All Visitors | | | | | | | | | | | | | | | | | | | | | | | |
| SEM Gaming & Sports Betting Mini Campa | ign | | | | | | | | | | | | | | | | | | | | | | |
| Minot (ND), Minneapolis/StP (MN), Denver (CO), Billings (MT), Rapid (SD), Sioux Falls (SD), Lincoln (NE), Sioux City (IA), Des Moines (IA), Omaha (NE) | 23,660 (| Clicks | | | | | | | | | | | | | | | | | | | | | |
| Programmatic OLV/CTV All Visitors | | | | | | | | | | | | | | | | | | | | | | | |
| OLV/CTV Gaming & Sports Betting Mini Ca | mpaign | 1 | | | | | | | | | | | | | | | | | | | | | |
| OLV/CTV Winter - Mini Campaign | | | | | | | | | | | | | | | | | | | | | | | |
| Minot (ND), Minneapolis/StP (MN), Denver (CO), Billings (MT), Rapid (SD), Sioux Falls (SD), Lincoln (NE), Sioux City (IA), Des Moines (IA), Omaha (NE) | 2,730, | 000 | | | | | | | | | | | | | | | | | | | | | |
| Programmatic Display All Visitors | | | | | | | | | | | | | | | | | | | | | | | |
| Display Gaming & Sports Betting Mini Can | npaign | | | | | | | | | | | | | | | | | | | | | | |
| Display Winter- Mini Campaign | | | | | | | | | | | | | | | | | | | | | | | |
| Minot (ND), Minneapolis/StP (MN), Denver (CO), Billings (MT), Rapid (SD), Sioux Falls (SD), Lincoln (NE), Sioux City (IA), Des Moines (IA), Omaha (NE) | 7,280, | 000 | | | | | | | | | | | | | | | | | | | | | |
| FB/IG All Visitors | | | | | | | | | | | | | | | | | | | | | | | |
| FB/IG - Gaming & Sports Betting Mini Cam | paign | | | | | | | | | | | | | | | | | | | | | | |
| Minot (ND), Minneapolis/StP (MN), Denver (CO), Billings (MT), Rapid (SD), Sioux Falls (SD), Lincoln (NE), Sioux City (IA), Des Moines (IA), Omaha (NE) | 20,222 (| Clicks | | | | | | | | | | | | | | | | | | | | | |
| Native - All Visitors | | | | | | | | | | | | | | | | | | | | | | | |
| Native - Gaming & Sports Betting Mini Can | npaign | | | | | | | | | | | | | | | | | | | | | | |
| Minot (ND), Minneapolis/StP (MN), Denver (CO), Billings (MT), Rapid (SD), Sioux Falls (SD), Lincoln (NE), Sioux City (IA), Des Moines (IA), Omaha (NE) | 2,528, | 000 | | | | | | | | | | | | | | | | | | | | | |
| Online Travel Agency Placement - All Visit | ors | | | | | | | | | | | | | | | | | | | | | | |
| Travel Intenders | 3,125, | 000 | | | | | | | | | | | | | | - | | | | | | | |
| Local/Regional (Omaha Mag) - All Visitors | | | | | | | | | | | | | | | | | | | | | | | |
| Minot (ND), Minneapolis/StP (MN), Denver (CO), Billings (MT), Rapid (SD), Sioux Falls (SD), Lincoln (NE), Sioux City (IA), Des Moines (IA), Omaha (NE) | 909,0 | 000 | | | | | | | | | | | | | | | | | | | | | |
| Linear Cable TV - All Visitors | | | | | | | | | | | | | | | | | | | | <u></u> | | | |
| Denver, Minot/Bismarck/Dickinson | 1,736, | 842 | | | | | | | | | | 1 | | | | | | | | _ | | _ | |
| True West - All Visitors | 420.0 | 200 | | | | | | | | | | | | | | | | | | Щ | | | |
| Full Page Ad Programmatic Out of Home - All Visitors | 120,0 | 100 | | | | | | | | | | | | | | | | | | | | | |
| Minot (ND), Minneapolis/StP (MN), Denver (CO) | 1,375, | 000 | | | | | | | | | | | | | | l | | | | | | | |
| University of WY - All Visitors | | | | | | | | | | | | | | | | | | | | | | | |
| Deadwood Local Events - RUNNING VIA D | EADWO | OD C | HAN | ИВЕ | R | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | | | | | | | | |
| Ad Serving | | | | | | | | | | | | | | | | | | | | | | | |
| | 19,803, | | | | | | | | | | | | | | | | | _ | | | \vdash | - | |
| *Agency commission 9% | 43,882 | clicks | | | | | | | | | | | | | | | | \vdash | \vdash | | - | - | \vdash |
| Audience Breakdown | | | | | | | | | | | - | Taro | ot C | 300 | | | | | | | | | |
| Searchers (25 - 44) HHI \$50k - \$100K, No childre | en in | Maria | (NIE |) A C | | | CAD (| NAP D | D :- | | | | et C | | | (05) | 0:- | | II- (C) | D) : | | - ():- |) O: |
| traveling party | | | | | | | | | Cit | y (IA |), Des | s Moi | nes (| IÁ), C | Dmah | à (Ń | Ξ) | | | | | | E), Sioux |
| Wanderers (50+) HHI \$100K+, Empty nester | rs | | ` | | | • | | , | Cit | y (IA |), Des | s Moi | nes (| IÁ), C | Dmah | à (Ń | Ξ) | | ` | , | | ` | E), Sioux |
| Outdoors (35-60) Males, HHI \$80K+, Marrie | d | JOHIN | (INL | , ivii | ппеа | ipolis/ | SIP (| iviiN), | | |), Des | | | | | | | | 115 (SL | ノ), L | COII | - (INE | ,, SIOUX |

SHOULDER 2023-2024 • SEPT. 2023 - JAN. 2024 • CAMPAIGN REPORT

Campaign Parameters

Campaign At-A Glance



Goal: The goal of this campaign is to boost awareness for Deadwood in order to ultimately drive bookings and revenue into the destination.



Geo's: Minot (ND), Minneapolis/StP (MN), Denver (CO), Billings (MT), Rapid (SD), Sioux Falls (SD), Lincoln (NE), Sioux City (IA), Des Moines (IA), Omaha (NE)



Audiences: Searchers (25 - 44) HHI \$ 50K - \$100K, No children in traveling party, Wanderers (50+) HHI \$100K+, Empty nesters, Outdoors (Males 35 - 60) HHI \$80K+,



Timing: 9/1/23 - 1/31/24

Executive Summary



21,121,362 Impressions Deliv

9M prev. report



0.35% Post Impression Rate

74,632 post impressions, 0.27% prev. report



2.16% Paid Social Click-Through Rate 1.00% benchmark,

1.76% prev. report



9.14% Paid Search Click-Through Rate 5% benchmark, 10.25% prev. report

- This campaign has delivered over 21M impressions so far, with a post-impression rate of 0.35% and a paid social click-through rate of 2.16%.
- Paid search is doing well with a CTR of 9.14%, exceeding the global benchmark of 5%.
- Our top-performing programmatic partner by PIR was Storygize at 0.78%.
- We saw that our efforts drove 48,486 bookings statewide.

Key Performance Indicators

Building Awareness

Impressions Post Impression Rate Click-Through Rate (Paid Search) Avg. CPC (Paid Search) Website Sessions

Generating Engagement

Engagement Rate (social) Engagement Rate (GA4) Avg. Engagement Time

Driving Action

Visitor Guide Downloads Lodging Clicks

SHOULDER 2023-2024 • SEPT. 2023 - JAN. 2024 • CAMPAIGN REPORT

Campaign Performance

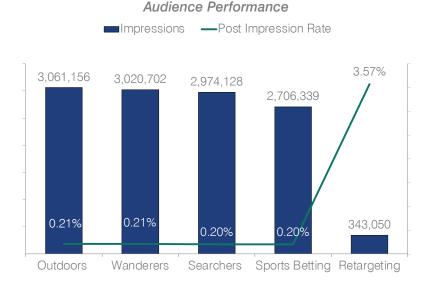
Sojern Performance Overview

• 12,105,375 impressions

- 2,794 clicks
- 0.02% click-through rate (0.3% prev. report, 0.08% - 0.30% benchmark) (ctr)
- 0.30% post-impression rate (0.28% prev. report)
 - 36,467 post impressions

• 562 conversions

• 521 lodging clicks, 41 visitor guide downloads



Sojern GEO Performance

| DMA | Impressions | PIR |
|--------------------------|-------------|-------|
| Sioux Falls/Mitchell | 2,070,256 | 0.18% |
| Omaha | 1,491,336 | 0.16% |
| Minneapolis/Saint Paul | 1,406,010 | 0.22% |
| Chicago | 1,335,801 | 0.14% |
| Denver | 1,295,420 | 0.27% |
| Lincoln/Hastings/Kearney | 884,461 | 0.12 |
| Rapid City | 823,575 | 0.61% |

DMA = Designated Marketing Area PIR = Post Impression Rate

SOJERN LEISURE CAMPAIGN ECONOMIC IMPACT REPORT

Post-Impression Travel Summary How many travel events did the campaign drive to Deadwood, SD? Total Events Total Travelers Total Events Total Travelers Hotel Night Stavs Flight Booking 500 Lodging Booking 479 190 932 Vertical Avg. Lead Times In Days Avg. Length of Stay In Days **Event Type** 49 Flight Search 6,690 3,198 Flight Flight Booking 500 576 32 3,964 1,966 Lodging Search Lodging **Lodging Booking** 479 190 37 36 27 30 Car Booking Car 117 85 31 5 Car Search Vacation Vacation Search 2 31 Grand Total 11,787 6.044 36 2 Total Events Total Travele Hotel Night Stays Total Bookings 1.015

*Total events is the overall volume of searches and bookings travellers have conducted for their trips. Search events convey how many times travelers are searching to look at different travel options, while booking events can include a singular booking of a single trip or multiple bookings of other trips.

**Total Travelers includes the person who is performing the travel search/booking activity in addition to other people who will be traveling with the individual in their party

*** Hotel Night Stays takes account of no. of rooms searched/booked multiply by the number of night stay by traveler

How much revenue is the campaign bringing to **Deadwood**, **SD** with average spend of **700 USD** per traveler?

Economic Impact

LEISURE AUDIENCE = \$10.80 VISITOR SPEND FOR EVERY \$1 SPENT ON ADS

SOJERN GAMING/SPORTS BETTING CAMPAIGN ECONOMIC IMPACT REPORT

Post-Impression Travel Summary

How many travel events did the campaign drive to Deadwood, SD?

| | | Total Events | Total Travelers | | | Total Events | Total Travelers | Hotel Night Sta | | |
|--------------|---------------------------------|--------------|-----------------|-----------------|-----------------------------------|--------------|------------------|-----------------|--|--|
| X | Flight Search Flight Booking | 3,330 243 | 1,532 290 | H 11 | Lodging Search Lodging Booking | 1,978 196 | 1,047 97 | 3,971 394 | | |
| Vertical | Event Type | Total Ev | ents | Total Travelers | Avg. Lead T | imes In Days | Avg. Length | of Stay In Day: | | |
| THE STATE OF | Flight Booking | 243 | | 290 | 3 | 35 | 2 | | | |
| Flight | Flight Search 3,330 | | 0 | 1,532 | 4 | 17 | 2 | | | |
| Lodging | Lodging Search | 1,978 | | 1,047 | 3 | 19 | 2 | | | |
| Louging | Lodging Booking | 196 | | 97 | 3 | 37 | | 2 | | |
| Car | Car Search | 53 | | 38 | 2 | 22 | | 7 | | |
| Car | Car Booking | 24 | | 16 | 2 | 24 | | 3 | | |
| - 9 | Grand Total | 5,824 | 4 | 3,020 | 3 | 34 | | 2 | | |
| | Total | Events | | Total Traveler | S | | Hotel Night Stay | s | | |
| tal Bookings | 4 | 63 | | 399 | | | 394 | | | |

'Total events is the overall volume of searches and bookings travellers have conducted for their trips. Search events convey how many times travelers are searching to look at different travel options, while booking events can include a singular booking of a single trip or multiple bookings of other trips.

**Total Travelers includes the person who is performing the travel search/booking activity in addition to other people who will be traveling with the individual in their party

*** Hotel Night Stays takes account of no. of rooms searched/booked multiply by the number of night stay by traveler.

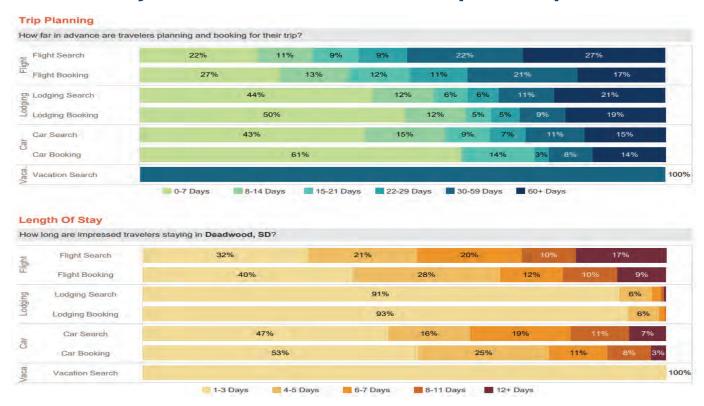
How much revenue is the campaign bringing to Deadwood, SD with average spend of 700 USD per traveler?

Economic Impact

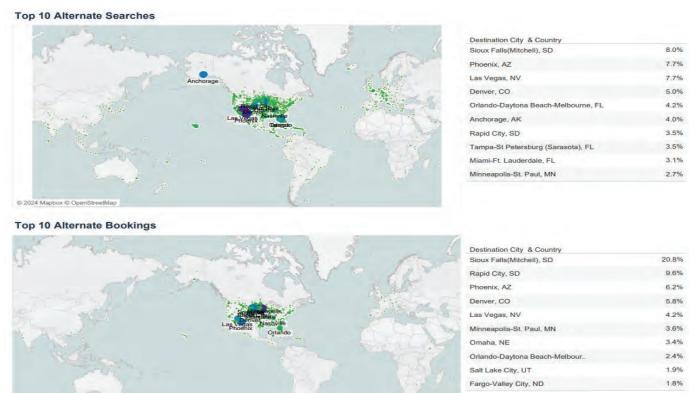
Confirmed Total Travelers × Avg. Spend Per Traveler = Total Est. Traveler Spend 279,300

GAMING AUDIENCE = \$21.90 VISITOR SPEND FOR EVERY \$1 SPENT ON ADS

Sojern Leisure Economic Impact Report



Sojern Leisure Economic Impact Report

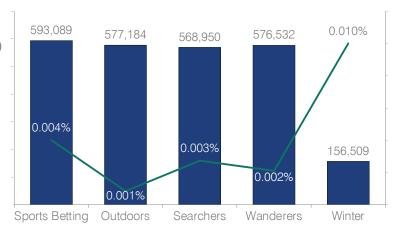


VideoAmp Performance Overview

Placement Performance

■Impressions —Post Impression Rate

- 2,472,264 impressions
- 246 clicks
- < 0.01% click-through rate (<0.01% prev. (ctr) report, 0.08% 0.30% benchmark)
- 0.003% post-impression rate (0.002% prev. report)
 - 74 post impressions
- 0 conversions



| DMA | Impressions | VCR | PIR |
|--------------------------|-------------|--------|--------|
| Denver | 792,781 | 95.02% | 0.001% |
| Minneapolis/Saint Paul | 746,594 | 95.15% | 0.002% |
| Chicago | 177,879 | 95.99% | 0.005% |
| Omaha | 173,487 | 94.92% | 0.003% |
| Des Moines/Ames | 118,975 | 94.85% | 0.003% |
| Sioux Falls/Mitchell | 116,123 | 95.45% | 0.004% |
| Lincoln/Hastings/Kearney | 87,997 | 95.16% | 0.000% |

DMA = Designated Marketing Area VCR = View Through Rate PIR = Post Impression Rate

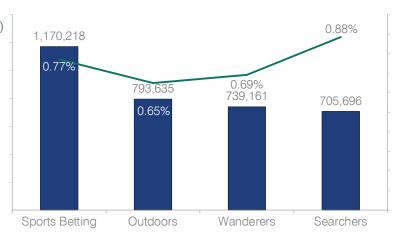
SHOULDER 2023-2024 • SEPT. 2023 - JAN. 2024 • CAMPAIGN REPORT Storygize Performance Overview

Audience Performance ■Impressions —Post Impression Rate

- 4,273,286 impressions
- 10.425 clicks
- 0.24% click-through rate (0.21% prev. report, (ctr) 0.08% - 0.30% benchmark)
- 0.78% post-impression rate (0.73% prev. report)
 - 33,302 post impressions

• 390 conversions

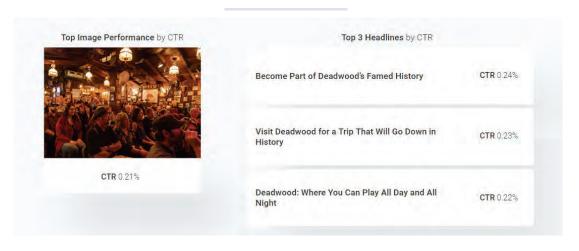
351 lodging clicks, 39 visitor guide downloads



Storygize GEO Performance

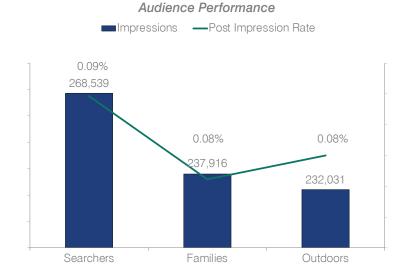
| DMA | Impressions | CVR | PIR |
|--------------------------|-------------|--------|-------|
| Minneapolis/Saint Paul | 1,963,359 | 0.91% | 0.35% |
| Denver | 468,403 | 3.59% | 0.52% |
| Des Moines/Ames | 303,044 | 0.13% | 0.23% |
| Sioux Falls | 286,581 | 5.17% | 1.16% |
| Lincoln/Hastings/Kearney | 231,715 | 3.72% | 0.49% |
| Rapid City | 198,471 | 15.58% | 3.25% |
| Minot/Bismarck/Dickinson | 168,347 | 11.87% | 1.98% |

Storygize Sport Betting Creative Performance



Omaha Mag Performance Overview

- 738,486 impressions
- 699 clicks
- 0.09% click-through rate
- 0.08% post-impression rate
 - 619 post impressions
- · 4 conversions
 - 4 lodging clicks



Omaha Mag GEO Performance

| DMA | Impressions | PIR |
|--------------------------|-------------|-------|
| Minneapolis/Saint Paul | 205,425 | 0.05% |
| Denver | 187,766 | 0.04% |
| Omaha | 59,362 | 0.06% |
| Des Moines/Ames | 45,419 | 0.04% |
| Lincoln/Hastings/Kearney | 33,695 | 0.04% |
| Sioux Falls/Mitchell | 28,368 | 0.26% |
| Sioux City | 12,706 | 0.10% |

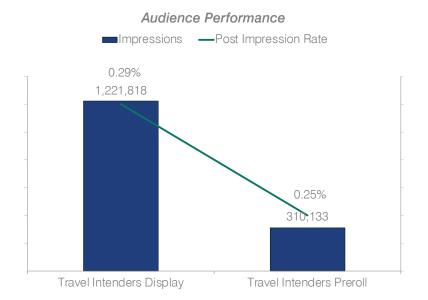
DMA = Designated Marketing Area PIR = Post Impression Rate

Tripadvisor Performance Overview

- 1,531,951 impressions
- 864 clicks
- 0.06% click-through rate
- 0.28% post-impression rate
 - 4,275 post impressions

4 conversions

• 24 lodging clicks, 4 visitor guide requests



Tripadvisor GEO Performance

| DMA | Impressions | PIR |
|--------------------------|-------------|-------|
| Denver | 515,288 | 0.12% |
| Minneapolis/Saint Paul | 308,629 | 0.12% |
| Omaha | 103,739 | 0.27% |
| Lincoln/Hastings/Kearney | 36,298 | 0.21% |
| Sioux City | 31,854 | 0.15% |
| Sioux Falls/Mitchell | 28,971 | 0.40% |
| Des Moines/Ames | 26,363 | 0.33% |

DMA = Designated Marketing Area PIR = Post Impression Rate

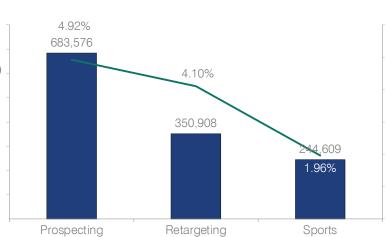
Paid Social Performance Overview



- 284,018 reach (4.50 frequency)
- 52,060 engagements
 - 23,048 link clicks, 342 comments, 7,769 reactions, 470 shares, 68 saves
- 4.13% click-through rate (2.15% prev. report, (ctr) 1.00% benchmark)
- \$0.43 cost per link click (\$0.39 prev. report)

541 GA4 Conversions

 308 Visitor Guide downloads/clicks, 120 Lead Gen Thank You pageviews, 98 Lodging clicks and 15 phone call interactions.



Campaign Performance

■Impressions —CTR

FB Creative Performance

| Creative | Impressions | Clicks | CTR |
|----------|-------------|--------|-------|
| Static | 957,851 | 44,399 | 4.64% |
| Video | 321,242 | 8,405 | 2.62% |



Entertaining Guests

Lead Generation Performance Overview



Lead Generation = Deadwood Giveaway Sign-ups on Social Media & Deadwood.com

Entries included name, phone, address and email.

FB Creative Performance

| Creative | Impressions | Clicks | CTR |
|----------|-------------|--------|-------|
| Static | 479,113 | 35,325 | 7.37% |



Gold Rush Giveaway

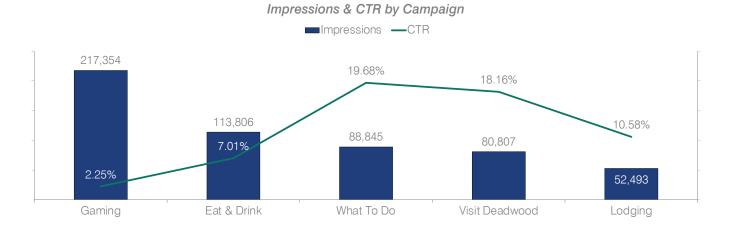
Paid Search Summary



- Paid search delivered 553K impressions with a CTR of 9.14% and an avg. CPC of \$0.46, both of which are ahead
 of benchmark thresholds we observe with this channel.
- Our top-performing campaign by CTR was What To Do, followed by Visit Deadwood.
- The top-performing keyword by CTR was "things to do in black hills south dakota" followed by "best places to eat in deadwood."

Campaign Performance

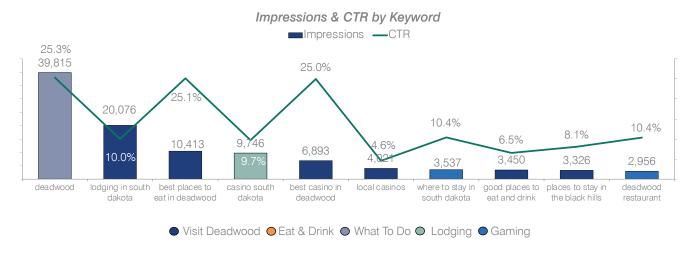
The top-performing campaign by CTR was *What To Do*, while the top-performing campaign by impressions was *Gaming*.



CTR = Click Through Rate

Keyword Performance

The top-performing keyword by CTR was "things to do in black hills south dakota" followed by "best places to eat in deadwood."



GA4 Campaign Performance Overview

- 96,319 sessions
- 78,448 users
- 43.03% engagement rate (41.32% prev. report)
- 20s avg. engagement time (44s prev. report)78,448
- 2.26 pages per session (2.27 prev. report)

2,086 GA4 Conversions (all)

 1,079 Lodging outbound clicks, 729 Visitor Guide requests/downloads, and 278 Phone call interactions.

| Source / Medium | Sessions | Engagement Rate | Avg. Engagement Time |
|--------------------|----------|--------------------|-------------------------|
| Paid Search | 51,573 | 67.11% | 1:15 |
| Facebook / Paid | 17,159 | 21% | 0:12 |
| Sojern | 10,330 | 12.6% | 0:06 |
| Storygize | 8,029 | 19.3% | 0:11 |
| Omaha Mag | 3,992 | 2.9% | 0:01 |
| Facebook / RT | 4,141 | 43.4% | 0:45 |
| Trip Advisor | 716 | 28.5% | 0:25 |
| VideoAmp | 379 | 9.8% | 0:01 |

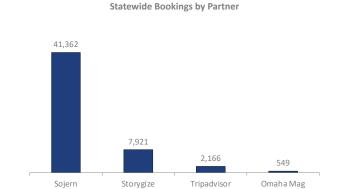
GA4 = Google Analytics 4

Bookings Summary (Statewide)

When looking at the state as a whole (i.e., those who have been exposed to our advertising and booked *anywhere* in South Dakota) we are over 48K since the start of the campaign.

48,486

Bookings that occurred within the state of South Dakota as a result of our advertising efforts

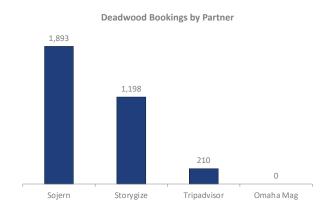


Bookings Summary (In-Destination)

When looking solely at bookings that occurred in Deadwood as a result of our advertising, we are over 3K since the start of the campaign.

3,005

Bookings that occurred within Deadwood as a result of our advertising efforts



Bookings Market Performance (Shoulder23/24)

Sioux Falls and Rapid City were our top two performing markets when looking at bookings, followed by Minneapolis – St. Paul.





EMAIL MARKETING STATS

TOURIST LIST - 100,603 SUBSCRIBERS (AS OF 4/29/24)

16-20 Emails developed and deployed per year Uses Groups, Segments & Tags to Customize List by Interest



LOCAL BUSINESS LIST - 675 SUBSCRIBERS

E-News Sent Weekly + Additional Email Announcements & Reminders

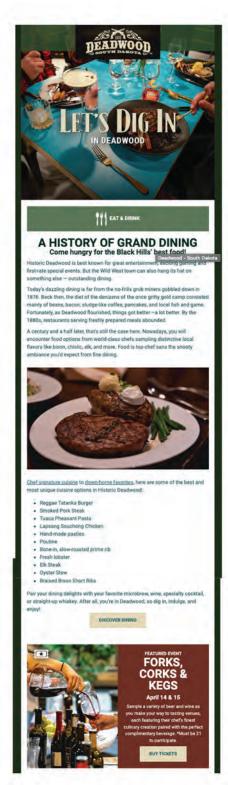
PUBLIC RELATIONS LIST - 220 SUBSCRIBERS

Multiple emails per month - All Press Releases for the Chamber & DGA

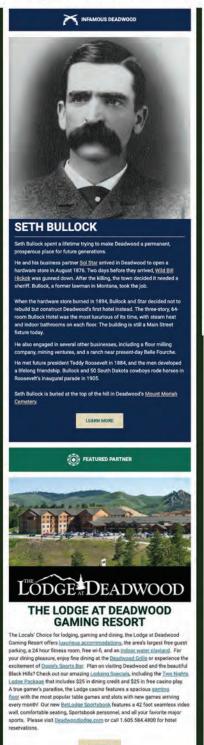
EMAIL MARKETING REENGAGEMENT CAMPAIGN

Beginning in March 2024, the Deadwood Chamber launched a reengagement campaign for our "Tourist" subscriber list (+100K subscribers). Fees associated with maintaining an email marketing database are directly correlated with the size of the list, and this is a large one. The primary goal of this effort is to lower the cost of email marketing by purging unresponsive subscribers and preserving those who regularly engage with our messaging. The campaign consists of three emails, spaced 6 weeks apart prompting unresponsive subscribers to update their preferences. Simply opening the message and *not* choosing to unsubscribe is enough of an action to maintain their status on the list. These efforts should be complete by July.

The reengagement campaign could result in the removal of up to 45,000 email addresses who haven't opened one of our messages in the last 6 months. This would result in a cost savings of over \$300 per month. The cost of implementing the reengagement campaign will be entirely offset by the monthly subscriber list savings by the end of 2024 and a net savings of \$2,400-\$3,600 in 2025, depending on how fast the list continues to grow.











MAY 2023 - SUMMER EVENT SCHEDULE



Continued

June 9 - 10, 2023 DEADWOOD PBR Days of '76 Event Complex (Rodeo Grounds)



June 16 - 17, 2023 WILD BILL DAYS



June 17, 2023 WILD BILL DAYS CLASSIC CAR AUCTION Deadwood Mountain Grand

Days of '76 Event Complex (Rodeo Gre







July 23 - 29, 2023 DAYS OF 76 RODEO & PARADES Days of '76 Event Complex (Rodeo Gro



August 23 - 27, 2023 KOOL DEADWOOD NITES



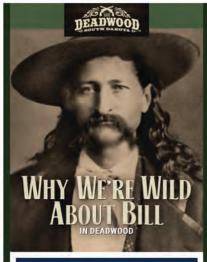












THISTORY

WHAT'S THE BIG DEAL ABOUT WILD BILL?

Most people who have visited Historic Deadwood (or perhaps know a little about Old West History) have undoubtedly heard the name Wild Bill Hickok. They may even know he was shot and killed in Deadwood and might be familiar with the "dead man's hand." But what made Wild Bill such a legendary historical figure?

Born in Illinois, James Butler Hickok was known as one of the West's premiere gunfighters. The legend started in Nebraska, where a disgruntled landowner and his farm hands came to collect payment on the land. Hickok, a young station hand at the time, shot and killed all three men during a dispute. The story quickly predict in newspapers and dime novels. Eventually, tales evolved outlandship, gerhaps most famously in Harper's New Monthly Magazine, which claimed Hickok hilled 10 men that day and over 100 during his lifetime.

Other legendary stories cast Hickok as a Union spy in the Confederate Army and a gunfighting duelist. Some say he killed a bear with only his bare hands and a knife. Other tales claim he was a crack-shot from nearly any distance.



Calamity Jane stands next to Wild Bill's grave. Today, you can visit both of their

With all Hickok's fame, separating fact from fiction can be tricky. We know that later in his life, he became a sheriff in unruly towns in Kansas. His strict enforcement brought lawfulness to these communities.

In the summer of 1876, like so many others, Hickok came to Deadwood seeking fortunes in gold. After only a few weeks, he met a different fate at the hands of Jack McCall, and the rest, as they say, is history.

Will Bill may have met his fate here, but Deadwood celebrates the life of the West's Greatest Legend each year during <u>Wild Bill Days</u> – three days of FREE concerts, activities, and fun.

LEARN MORE



#WildBillMe

#WildBillMe is a selfie treasure hunt in Historic Deadwood. Wild Bill's likeness can be seen throughout Deadwood, including statues, paintings, reenactors, historic photos, storefronts, and much more. Find Bill and take a selfie with him

Bring your phone or camera into one of Deadwood's Visitor Centers (501 Ma Street or 3 Siever Street) and show us your #WildBillMe selfie collection.

10 selfies, you'll win a #WildBillMe sticker; 15 gets a magnet; 25 Wild Bills and we'll add \$5 in Deadwood Gold Bucks, redeemable at over 30 locations in Deadwood, to the first two prizes,

ABOUT #WILDBILLME





FEATURED EVENT
WILD BILL
DAYS 2023
June 15 – 17
Outliew Square hosts a free concert on
Thursday, June 15 featuring
Xpedition. The music moves to Main
Street with Loresto on Firlday, June 16,
and Mark Chescrutt on Staturday, June
17. Allooy with free concerts, eploy
Dock Dogs, a classic car auction, gold
causing and more, right on Historic

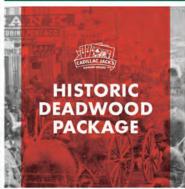
MONSTER TRUCK DESTRUCTION TOUR

June 30 - July 1

Make your moto-head family scree
to the most thrilling, action packer
monaster mash of smashing steel
Deadwood has ever seen! At the Da
of '76 Event Complex.







CADILLAC JACK'S GAMING RESORT

Prepare to embark on a remarkable journey that will transport you back in time, immersing you in the legendary heritage and allure that has made Deadwood an icon of American history. Step into the captivating world of the Wild West with the <u>Historic Deadwood Room Package</u>, exclusively available when you book a room at any of the three top-rated hotels at <u>Cadillac Jack's Gaming</u>

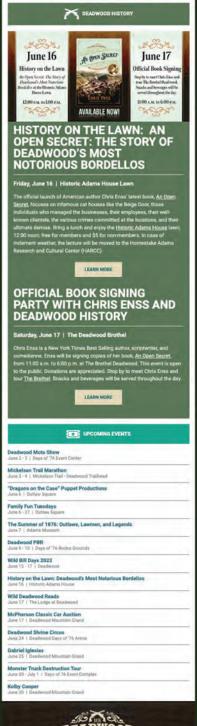
Discover the authentic ambiance of Deadwood, where the echoes of legendary figures and gripping tales still resonate in the air. Stroil along the same streets that notorious outlaws once reamed and wist renowned landmarks that have witnessed the triumphs and trials of pioneers, Learn the hidden stories behind Deadwood's rich history, including the Historia Adams House & Museum, the Brothel Deadwood, and the Days of 156 Museum?

After a day of immersing yourself in the past, retreat to the plush haven of your luxurious room. Unwind in the infinity pool, visit one of our satisfying food options, or try your luck on Deadwood's largest gaming floor. You can relax and rejuvenate, knowing that every modern amenity is at your disposal.

Don't miss this exclusive opportunity to experience the allure of the Old West with the Historic Deadwood Room Package. Book your stay at <u>Cadillar, Jacks</u> <u>Garmion Resort today and prepare to be captivated by the spirint of Deadwood</u>, where the past comes alive, and history becomes an unforgettable adventure."

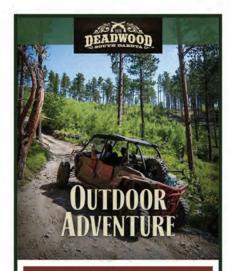
BOOK NOW







JULY 2023 VISITOR EMAIL





MAKE HISTORIC DEADWOOD THE BASECAMP FOR YOUR NEXT **ADVENTURE**

imp can be defined as a main encampment prov and communications for persons engaged in wide-ranging activities. This is the perfect description of Historic Deadwood all year long - basecamp for endless

The activities and options you can find are endless, so strap in because here's a quick list to get you started

- . The Mickelson Trail is a 100+ mile trail that outdoor enthusiasts hike, run,
- There are numerous lakes in and around the Hills that are great for boating, canoeing, paddle boarding, fishing and swimming.
- . E-bikes are all the rage these days and ideal for the vertical terrain in the
- Join the side-by-side club by bringing your own or renting one and enjoy the back trails with a side of thrill.
- Want something with some actual horsepower? There are trail ride options in the Black Hills and even a <u>stagecoach ride</u> on historic Main
- If hiking is your jam, there are numerous trails in and around Deadwood. You'll find difficulty levels both easy and more challenging, and even some with historic info along the way.







PRO TIPS

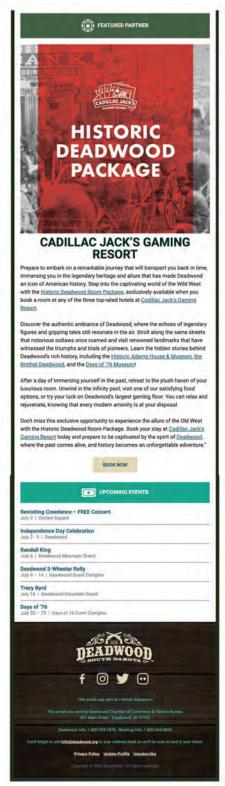
- Don't have your own equipment? No problem, <u>numerous places</u> in the northern Black Hills rent bikes, e-bikes, paddle boards, side-by-sides, and fishing equipment, and some even deliver to your location.
- If you're looking to fish, make sure you get a license. Licenses are required to fish on all public land.

 Smaller lakes generally mean no motorized boats, making it perfect for
- paddle boards and canoes.
- Want to stay fit on your vacation? Be sure to visit the <u>Deadwood Rec</u> <u>Center</u> for a wide variety of fitness options.

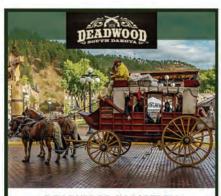
Whether you're looking for a quick afternoon family activity or multiple days of outdoor adventure, Historic Deadwood offers a little of something for everyone. For more information on what there is to do, visit our website at w,deadwood.com.

LEARN MORE





AUGUST 2023 VISITOR EMAIL



DEADWOOD IN MOTION History and Fun on the Move

Historic Deadwood has been "in motion" since its founding, from stagecoaches and steam engines to classic cars and notorcycles. Transportation through horse-drawn vagons and the rallways allowed pioneers to move west and for gold to be discovered in Deadwood Gulch in 1875. It drove a gold rush and exponential growth over the following decades. Today, Deadwood celebrates "getting around" as part of many of our biggest events and attractions.









Deadwood's Best "In-Motion" Experiences

Experience the essence of Deadwood's on-the-move history through these great attractions, activities, and events:

- Days of '76 Museum The <u>Days of '76 Museum</u>, located adjacent to the Days of '76 Event Complex, features a plethora of horse-drawn wagons, stagecoaches and carriages.
- stagecoaches and carriages.

 Deadwood Alfw Stagecoach Rides Experience what it was like to travel by horse-drawn stagecoach with rigids on Deadwood Main Street, Rides run Tuesday through Saturday in the summer.

 Mickelson Trail Once a railbed extending 199 miles from Deadwood to
- Mickelson Trail Once a railbed extending 109 miles from Deadwood to Edgemont, the <u>Mickelson Trail</u> was reclaimed for hiking, bicycling, horseback riding, and even cross-country sking during the winter. The <u>Deadwood trailbead</u> grants easy access (including parking and other amenities) to picturesque scenery, numerous bridges, tunnels and plenty of history.
- Rentals Transportation rentals in Deadwood include side-by-sides, bikes and e-bikes, allowing visitors to experience the great outdoors in the Black

- Sturgis Motorcycle Rally Every year in August for ten days, the entire Black Hills hosts the largest gathering of motorcycles in the world! The <u>Desadwood Leoends Bidle</u> is the perfect way to kick off the Rally. Come experience bikes, babes and the best party in the Black Hills!
- Kool Deadwood Nites At the end of each August, as the evening temperatures cool down, the fun heats up as Deadwood celebrates the classics classic cars, that is! Literally thousands of them! Also, enjoy classic concerts all weekend and classic fun for all ages during Kool Deadwood Nites.

Deadwood offers a fantastic mix of historical influence and present-day fun related to transportation. For more information, visit www.deadwood.com.

FIND LODGING



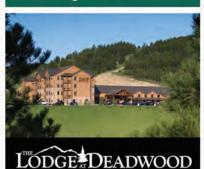
SUBLIME WITH ROME

August 10 at Outlaw Square
Sublime with Rome currently has nearly
122 million all eitime streams and more
than 562,000 monthly listeners on
Spotify. See Sublime with Rome at
Outlaw Square (this show is produced
by Rocksino by Hard Rock.)

GET TICKETS



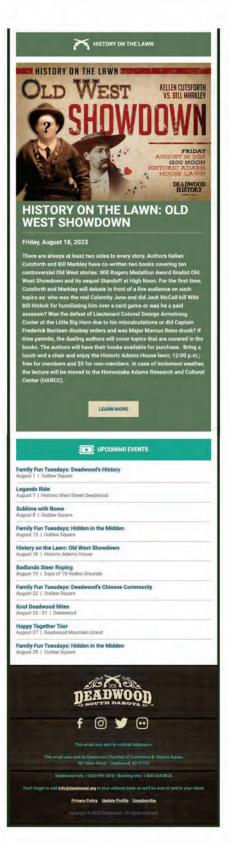




THE LODGE AT DEADWOOD GAMING RESORT

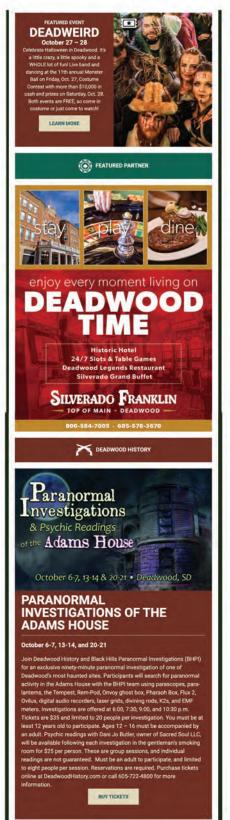
The Locals' Choice for lodging, gaming and dining, the Lodge at Deadwood Gaming Resort offers juxuifour accommodations, the area's largest fine guest parking, a 24 hour fitness room, free with, and an indoor water playland. For your dining pleasure, enjoy fine dining at the <u>Deadwood Grille</u> or experience the excitement of <u>Dogicia Sports Bar</u>. Plan on visiting Deadwood and the beautiful Black Hills? Check out our amazing <u>Lodging Secalals</u>, including the <u>Two Nobits Lodge Package</u> that includes \$25 in dining credit and \$25 in free casino play. A true gamer's paradise, the Lodge casino features a spacious gaming floor with the most popular table games and slots with new gamest arriving every month! Our new <u>BetLodge Sportsbook</u> features a 42 foot seamless video wall, comfortable seating. Sportsbook personnel, and all your favorite major sports. Please visit <u>Deadwoodlodge.com</u> or call 1,605.584.4800 for hotel reservations.

BOOKNOW



SEPTEMBER/OCTOBER 2023 VISITOR EMAIL







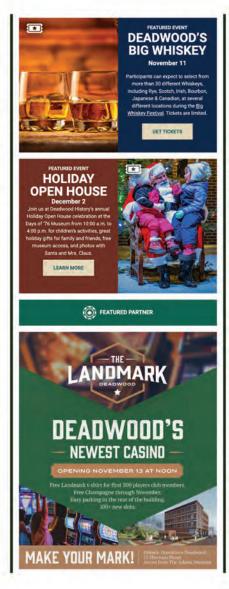
HALLOWEEN 2023 VISITOR EMAIL

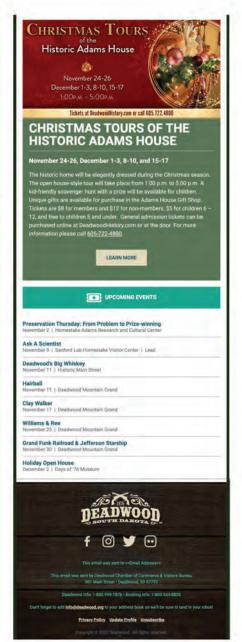




NOVEMBER 2023 VISITOR EMAIL







DECEMBER 2023 VISITOR EMAIL



NAUGHTY OR NICE – ADD DEADWOOD CHARM TO YOUR CHRISTMAS SHOPPING!

Visions of Christmas morning dance in our head. A warm fire crackling. The aroma of fresh coffee brewing. The pitter-pattering feet of lif uns (and big' unst) gathered around the twinkling tree. You can feel the anticipation of opening gifts – wonderous gifts like those found in the local shops in and around Historic Deadwood.

If those are the types of gifts you're looking for, here's a helpful guide on your options:

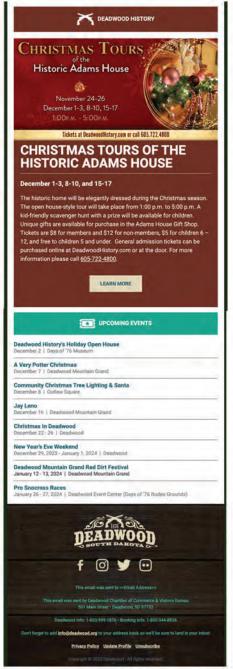
- Fine Art At Jacobs Gallery, you find one-of-a-kind fine artworks from Harley Davidson-inspired, wine and spirits, abstract, contemporary photography, and more. Stop in their Main Street location to see the art and other unique merchandise for sale.
 Chainsaw Art Dahl's Chainsaw Art features amazing, original chainsaw.
- Chainsaw Art Dahl's Chainsaw Art features amazing, original chainsaw carvings master-crafted from local timber by the Dahl brothers. No two pieces are ever the same; now that's unique!
- Jewelry Many locations throughout town feature fine jewelry handcrafted using the purest Black Hills Gold or Montana Silver. Great spots include Berg Jewelry, Dakota Sky Stone. First Deadwood Souvenirs, Miss Kitty's Mercantile, and many more.
- Clothing Boutiques Add a dash of Deadwood flare to your holiday fashions with a gift from one of Deadwood's apparel boutiques. From Boho to Western to casual and everything in between, one can never go wrong with quality clothing – unless it's socks (although we've seen some pretty cute socks, too.)
- Wine and Spirits How about something sassy for the grownups? You'll find white and red wines, whiskey, scotch... And even moonshine - it wouldn't be Deadwood without it.
- Sweet Treats We're talking seriously sweet, award-winning chocolate at <u>Chubby Chipmunis</u>. Discover delectable Deadwood-themed truffles. Scrumptious chocolate confections of all sorts, shapes, sizes, and flavorst All are handmade in Deadwood. It's a choco-lover's dream come true!

The best time of year features the best shopping around in Historic Deadwood. <u>Plan your visit today</u> and experience all the fun and excitement Historic Deadwood offers.



FIND LODGING





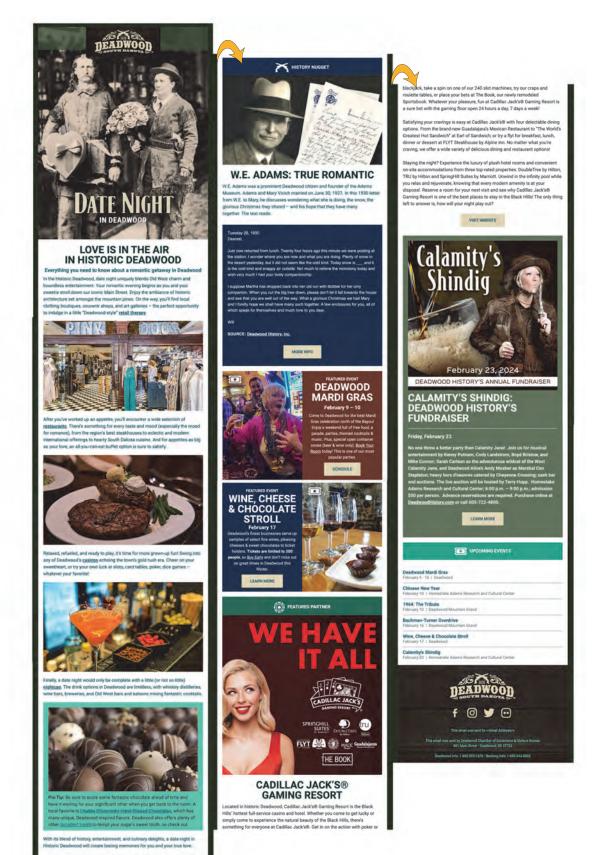
2024 JANUARY VISITOR EMAIL







2024 FEBRUARY VISITOR EMAIL



2024 MARCH VISITOR EMAIL





DEADWOOD'S ST. PATRICK'S CELEBRATION SURVIVAL GUIDE

Sure, it's easy to have fun in Deadwood during our <u>Annual St. Patrick's Day</u>
<u>Celebration</u> March 14-16, but there's always room for improvement. Whether o your own or one of the team (around here, we call them clars), here are some pro tips and tricks to maximize your rollicking good time

St. Patrick's Day Survival Guide:

- 1. Be sure to fuel up before game time. There are bunches of brunch options, including Eggs and Kegs, at the <u>Deadwood Social Club</u> (above the Saloon 10).
- The early crawler gets the worm or at least avoids the lines by being early. The Saturday, March 16th Pub Crawl registration opens at 11 am at the Franklin Hotel.
- 3. It's a marathon, not a sprint. Take your time. After all, you have all night (since you're staying in Deadwood, anyhow.)
- 4. Stay active. "Cross-fitting" your way into the casinos to play a few slots or
- hands of blackjack is fine.

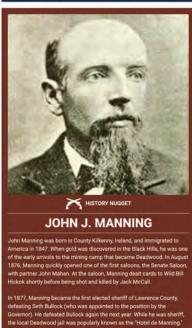
 5. Have a plan. Efficiency is the name of the game to get the most out of your experience. Check out <u>Deadwood.com</u> for more info.
- 6. Have a Designated Driver or grab a cab. Don't be that clant



So there you have it - the best way to have a good time in Deadwood come St. Patrick's Day. Be sure to get your clan together and <u>find lodging</u> because we can't wait to see you this March!

EVENT INFO













FOUNDATION FOR HEALTH

We are the Foundation for Health, serving Lead, Deadwood and Beyond! You may know us as the Tough Enough to Wear Pink shirt campaign, fundraising for breast cancer during Days of 76, but we've been helping the community in many ways since 1986! If you live in the Black Hills of South Dakota or have family and friends in the area, you or someone you know likely received support or benefited from a donation, equipment, or services the Foundation for Health has been part off We are a small foundation meeting big needs year-round... and your donations are the reason we can help in so many ways!



Community Gifts Include:

- Wheelchairs for local attractions
- Bicycles, strider bikes, helmets, yoga mats & thermometers benefitting the school district and local children's organizations.
- The Lord's Cupboard
 Meals on Wheels
- · Assistance for individuals on a journey of cancer or major illness Lead-Deadwood Hospital diagnostic, treatment and therapy equipment and upgrades.
- · Ambulance Items
- . _ and many more!

Working together, we are better!



UPCOMING EVENTS

Grand Opening Weekend at The Landmark Casino

St. Patrick's Celebration

Marty Stuart & His Fabulous Superlatives

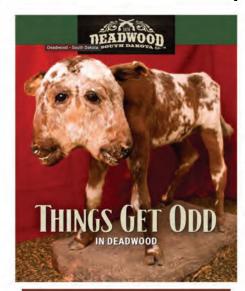
Preservation Thursday: 1862 War Through Sarah Wakefield's Eyes-March 21 | Homestake Adams Research and Cultural Center

John Waite March 23 | Deadwood Mountain Grand

The Guess Who March 29 | Deadwo



2024 **APRIL VISITOR EMAIL**





HISTORIC DEADWOOD ODDITIES Where odd meets Old West

Feeling stir-crazy after being cooped up all winter? Historic Deadwood gets it. We got a little kooky, too. And, that's okay. In fact, it's great! Here are some Deadwood "Oddities" to help chase away the winter doldrums as we welcome spring to the creek-carved canyons of Deadwood Gulch!

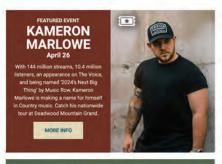
Our Favorite Deadwood Oddities:

- Hand-carved Nudist Colony at <u>Adams Museum</u> This collection of historic wood carvings by Robert Poe features miniature naked people dancing, shooting arrows, and playing volleyball. Of the 97 figures, 96 are women. Strange, right?
- Raw Oysters at A&B Pizza at Oyster Bay Who doesn't love a good raw oyster? Especially in the upper Midwest, as far from an ocean as you can get. Perhaps a weird treat, but delicious nonetheless (if you're into that sort of thing). Located in the Historic Fairmont Hotel at 626 & 628 Main
- . Wild Bill's Death Chair at Saloon #10 Saloon #10 has been called "the only museum in the world with a bar." One of the infamous artifacts on display there is the chair Wild Bill was supposedly sitting in when he was shot from behind by Jack McCall. Dubious or authentic, you be the judge. Either way, it's a great story, and there's a bit of an eerie feeling around the chair.
- Conjoined Calf at <u>Adams Museum</u> There's a theme here. The <u>Adams Museum</u> has some weird artifacts. Were these calves conjoined? Was It just two-headed? Both? Decide for yourself as you view this taxidermy
- Detailed Model Train at 812 Main Street Basement Okay, maybe not a complete oddity, considering Deadwood's history with trains, but this nodel train's sheer detail and scale are really a sight to seel

There you have it, some Deadwood oddities to keep you on your toes for your next trip to Deadwood. Be sure to book your next trip today!

PLAN YOUR VISIT





HISTORY NUGGET



THOEN STONE

Historians will tell you that gold was discovered in the Black Hills in 1874 during the Custer expedition. But if the inscription on the Thoen Stone is to be believed, prospectors were here 40 years before that.

The sandstone slab, about 8 by 10 inches, was found near Lookout Mountain near Spearfish in 1887 by the Thoen brothers, who were local stone masons. It bore an inscription that began, "Carne to these hills in 1833 seven of us." It ends with, "All dead but me, Ezra Kind ... Got our gold June 1834. Got all the gold we could carry. Our ponies all got by the Indians. I have lost my gun and nothing to eat and Indians hunting me.

The Thoen Stone is on display at the Adams Museum in Deadwood.

LEARN MORE

FEATURED PARTNER





LODGE AT DEADWOOD **GAMING RESORT**

The Locals' Choice for lodging, gaming, and dining, the Lodge at Deadwood Gaming Resort offers luxurious accommodations, the area's largest free guest parking, a 24-hour fitness room, free wi-fi, and an indoor water playland. Experience the fun atmosphere of Oggie's Sports Bar, as you enjoy amazing entrées, unique appetizers, and local taps. Plan on visiting Deadwood and the beautiful Black Hills? Check out our amazing Lodging Specials, including the Two Nights Lodge Package, which includes \$25 in dining credit and \$25 in free casino play. The Lodge casino features a fresh gaming floor with the most popular table games and newest slots available. Our BetLodge Sportsbook features a 42-foot seamless video wall, comfortable seating. Sportsbook personnel, and all your favorite major sports. Please visit Deadwoodlodge.com or call 1.605.584.4800 for hotel reservations

BOOK NOW



UPCOMING EVENTS

Preservation Thursday: Tales of the Frawley Ranch

Forks, Corks & Kegs

Deadwood Citywide Job Fair

Kameron Marlowe April 26 | Deadwood Mountain Grand

StardustFest

Deadwood's Craft Beer Fest: Hops and Hogs

Free Concert: Neal McCoy

Free Concert: Big Head Todd & the Monsters







FACEBOOK PAGE MANAGEMENT

(AS OF APRIL 29, 2024)

- @HistoricDeadwood 127K followers
- @DeadwoodChamber 10K followers
- @Deadwood-History-Information-Center 3.2K followers
- @ KoolDWDNites 3.2K followers

Kool Deadwood Nites Private Group - 4,505 members



HISTORIC DEADWOOD



Deadwood: Chamber of Commerce



Deadwood History & Information Center



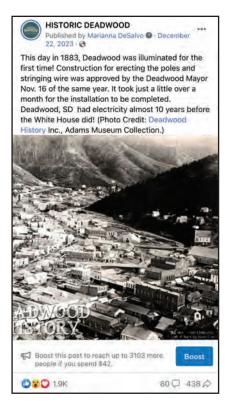
Kool Dwd Nites

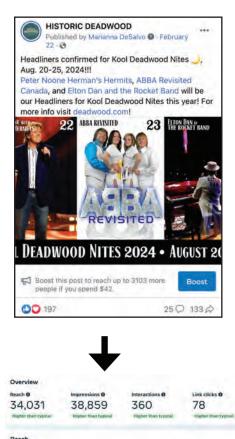


Kool Deadwood Nites >



TOP PERFORMING ORGANIC POSTS













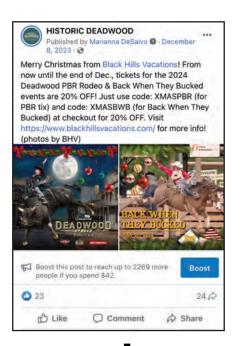


TOP PERFORMING ORGANIC POSTS









21,734





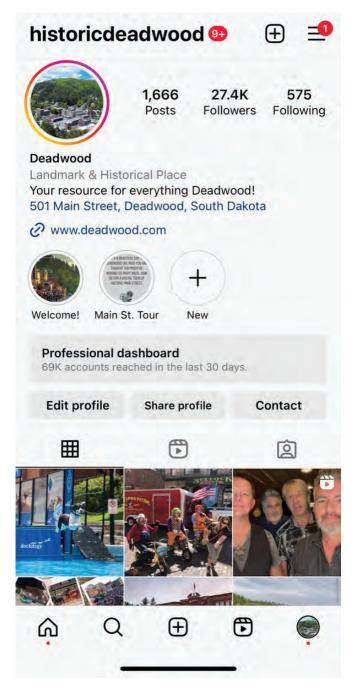


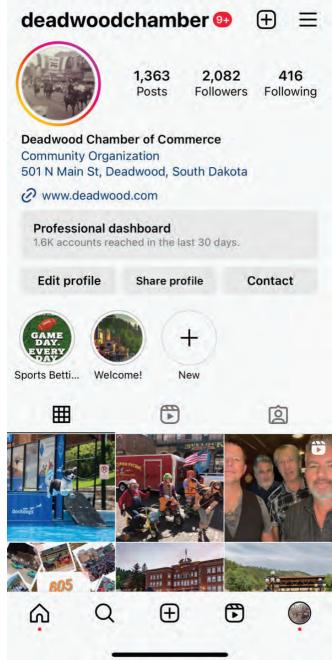
INSTAGRAM PAGE MANAGEMENT

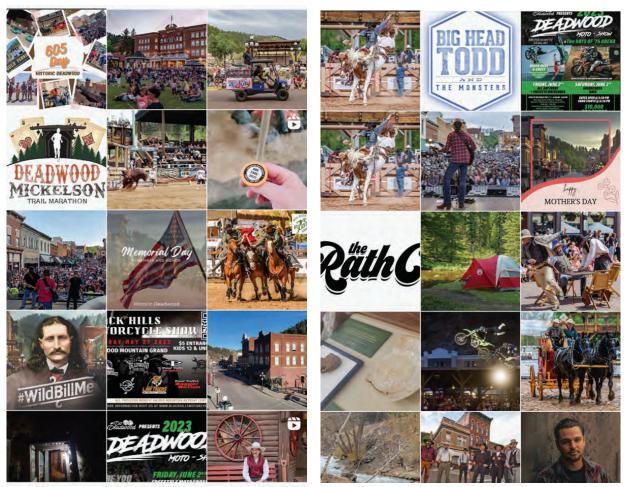
(AS OF APRIL 29, 2024)

@HistoricDeadwood - 28K followers

@DeadwoodChamber - 2.1K followers







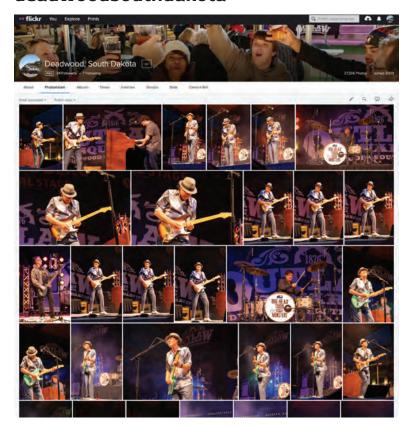




FLICKR & TWITTER MANAGEMENT

Flickr - 29,449 photos and growing

www.flickr.com/photos/deadwoodsouthdakota





X (Twitter) - @DeadwoodSD 6,330 Followers





1:58 C Deadwood, South... Q : HOME VIDEOS PLAYLISTS CHANNELS DEADWOOD SOUTHE DAROTTA

YOUTUBE MANAGEMENT

71 VIDEOS

www.youtube.com/channel/ UCuRn23Jq28Yia5TuIBFRwSw





Forks, Corks & : Kegs 2022 in Deadwood 2.8K views - 1 month ago



The Flag at Mt. Moriah Cemetery in Deadwood, South... 14 views - 2 years ago



Overlook Time Lapse {
from Mt. Moriah
Cemetery in Dead...
40 views · 2 years ago



Deadwood Main Street - Sunny Day -April 7, 2020 26 views · 2 years ago



Deadwood South Dakota Tour - A Snowy Day - April 1... 2.1K views - 2 years ago



Forks, Corks & Kegs : 2020 6.8K views - 2 years ago



Wild Bill - The History of Deadwood, South... 92 views · 2 years ago

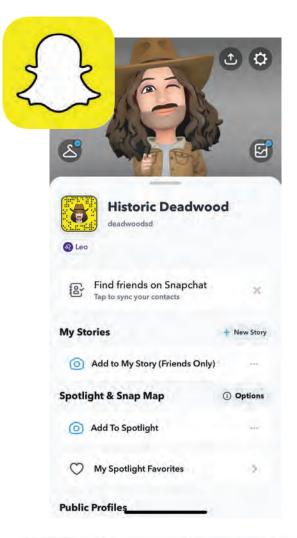
GOOGLE BUSINESS MANAGEMENT

| G | oogle Business Profile Manager |
|-----|--|
| Bus | inesses |
| | Business ↑ |
| | Broken Boot Gold Mine 1200 Pioneer Way, Deadwood, South Dakota 57732 |
| | Days of '76 Event Complex & Rodeo Grounds 76th Dr, Deadwood, SD 57732 |
| | Deadwood Chamber of Commerce 501 Main Street, Deadwood, SD 57732 |
| | Deadwood History & Information Center 3 Siever Street, Deadwood, SD 57732 |
| | Deadwood Welcome Center 501 Lower Main Street, Deadwood, SD 57732 |
| | |

SNAPCHAT & TIKTOK MANAGEMENT

TikTok: @HistoricDeadwood and @DeadwoodChamber

SnapChat: @DeadwoodSD

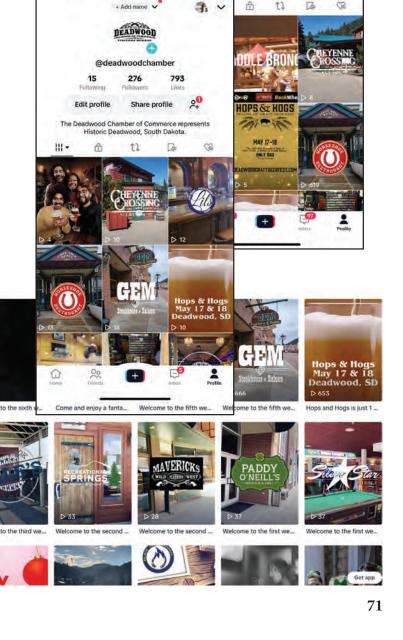


LATCHSTRING

Wine -

Welcome to the third we...

Lewie's



TikTok

@historicdeadwood 1,058 3,

storic town popular with visitors in South Dakota.

Edit profile

3:25

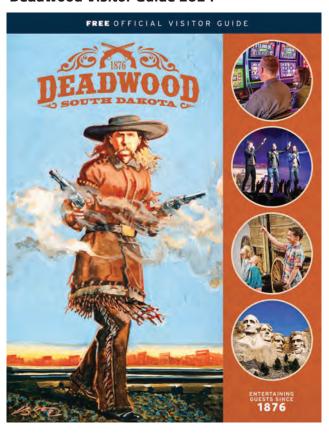


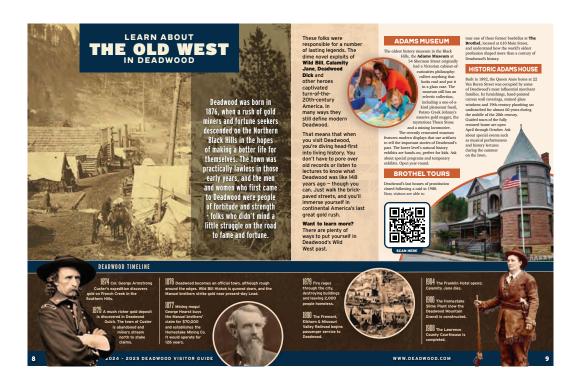
PRINT COLLATERAL

Deadwood Visitor Guide 2023



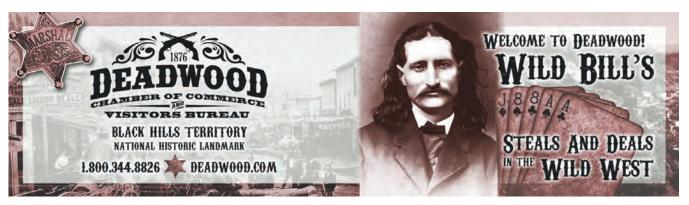
Deadwood Visitor Guide 2024



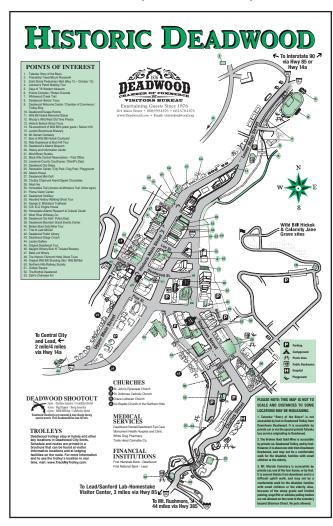


PRINT COLLATERAL

Deadwood Coupon Books - 2024



Attraction Map - 2023 to early 2024



An updated full-color attraction map for 2024 is in development.

The new map will have historic attractions highlighted in a specific color.

TRAVEL SHOWS - CONSUMER & TRADE

ABA - February 2023 (Trade)

NTA Contact - March 2023 (Trade)

Minneapolis Northwest Sports Show – March 2023 (Consumer)

University of Wyoming Tailgate Booth - Fall 2023 (Consumer)

NTA November 2023 (Trade)

ABA - January 2024 (Trade)

Dallas TX Adventure Sports Show - March 2024 (Trade & Consumer)

NTA Contact May 2024 (Trade)

PARTNERS (Funding)

- Deadwood Chamber of Commerce & Visitors Bureau
- Bid 8
- Bed & Booze
- Historic Preservation (University of WY + Collateral/Promotional Materials at shows)
- Local Business Partners: Saloon #10, Deadwood Mountain Grand, The Lodge at Deadwood, Silverado/Franklin, Sanford Lab Homestake Visitor Center, Deadwood Gulch Resort and BH Badlands Tourism Association



Dallas, TX



TRAVEL SHOWS - CONSUMER & TRADE



NTA Contact Program



2023-2024 GOLD RUSH GIVEAWAY "LEAD GENERATION"

BENEFITS

- Gather physical addresses and email addresses from a qualified audience
 - Addresses added to visitor email list
 - Used to generate customer lists and lookalike audiences (social ads)
- Generates visits to Deadwood.com and in return remarketing

18,812 Contacts Generated from 50 states, Guam, USVI, D.C. and Canada Largest amount of entries in order:

SD, MN, ND, NE, WY, MT, IA, CO, WI, CA, FL, TX

STATIC GIVEAWAY - TEXT OPTIONS

Head: Gold Rush Giveaway

The best way to do Deadwood? On the house! Enter our Gold Rush Giveaway for a chance to win an all-inclusive getaway for two.

Link Description: You deserve an adventure.

CTA: Learn More

GIVEAWAY - PRIZE PACKAGE

ENTER FOR A CHANCE TO WIN A DEADWOOD GETAWAY FOR TWO! Feeling lucky? Enter today for your chance to win an all-inclusive, all-out-awesome Deadwood getaway. You'll have adventures as you explore the streets of an Old West town. Take a look below to see everything that's up for grabs:

Giveaway Package: *must be 21

- Two night stay for two people in a Deadwood hotel (valid March 18-December 30, 2024 – some blackout dates may apply)
- Two passes into Deadwood museums and attractions (Adams Museum, Days of '76 Museum, and Brothel Museum)
- \$550 Deadwood Gold Bucks Gift Card valid at over 30 locations (cannot be used for gambling)
- Deadwood swag
- Deadwood coupon book

Value: Up to \$1,300













#WildBillMe - COLLECT SELFIES. WIN PRIZES.

2017-2023 Participants: 2,296

DIGITAL AD



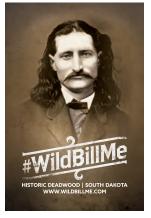
NEW PRIZE in 2024
Deadwood "treasure" pouch with custom gold coins that say "Deadwood
South Dakota 1876
National Historic
Landmark"

RACK CARD



PRIZES - Magnet & Sticker



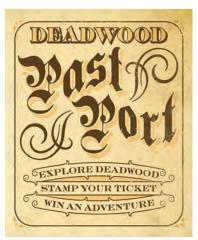


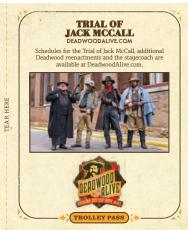
PASTPORT PROGRAM: Memorial Weekend - Late September

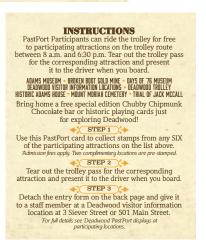
PARTNERS

- Deadwood Chamber of Commerce & Visitors Bureau
- Mt. Moriah Cemetery/Historic Preservation
- Deadwood History Inc: Adams House, Adams Museum, Days of '76 Museum
- Broken Boot Gold Mine
- Deadwood Alive/Trial of Jack McCall
- Deadwood Trolley

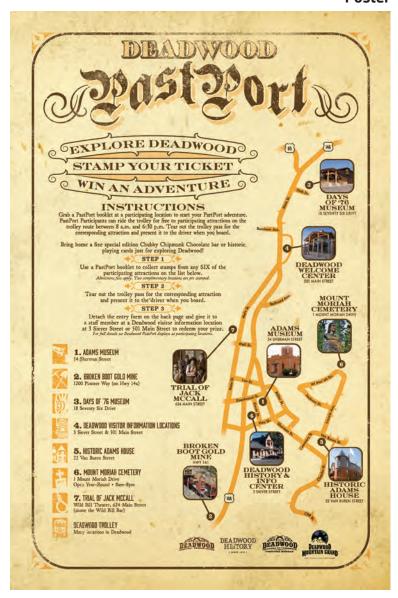
Booklet/ Trolley Vouchers







Poster

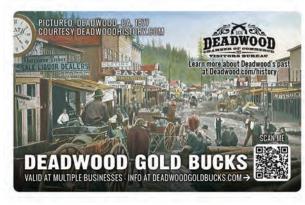


DEADWOOD GOLD BUCKS:

Deadwood Gold Bucks are citywide gift cards redeemable at many local businesses in and around Deadwood. Gold Bucks can be used for shopping, dining, attractions and lodging at participating locations. GOLD BUCKS CAN NOT BE USED FOR GAMING. Gold Bucks are issued in denomination amount you prefer and can be purchased at the Deadwood Chamber of Commerce. Businesses are reimbursed 100% of face value. In 2023, with the support of Deadwood Historic Preservation this program transitioned to a credit card based system.

PARTNERS

- Deadwood Chamber of Commerce & Visitors Bureau
- Historic Preservation



Gold Bucks Participating Locations

1889 Inn

1889 Inn
Adams Museum
Beef Jerky Experience
Berg Jewelry & Gifts Black Hills Gold and Diamonds
Best Brews at Tin Lizzie Gaming Resort

Best Brews at 1 in Lizzie Gaming Resort
Bloody Nose Saloon
Boston's Restaurant & Sports Bar at Deadwood Gulch Resort
Bullock Hotel Gift Shop
Bully's Restaurant at the Bullock
Cadillac Jack's Gift Shop
Cadillac Jack's Gaming Resort
Cadillac Jacks Casino Bar
Casino Bar at The Lodge at Deadwood
Celebrity Bar

Celebrity Bar

Charlie Utter Theatre at Saloon #10

Chubby Chipmunk Hand-Dipped Chocolates Dakota Sky Stone

Dales Sports Bar & Grill at Deadwood Mountain Grand Days of '76 Museum Deadwood Badlands & Brothel Bar

Deadwood Day Spa Deadwood Distilling Company

Deadwood Escape Rooms

Deadwood Evecare

Deadwood Gulch Resort

Deadwood Harley-Davidson Deadwood History & Information Center Deadwood Social Club

Deadwood Social Citib
Deadwood Tobacco Co. and Cigar Bar
Deadwood Welcome Center
DoubleTree by Hilton Deadwood at Cadillac Jack's Gaming Resort
Earl of Sandwich at Cadillac Jack's Gaming Resort
Event Center Bar at Deadwood Mountain Grand
First Deadwood Cottages
First Cold Comping Resort (Rev)

First Deadwood Cottages
First Gold Gaming Resort (Bar)
First Gold Players Club
FLYT Steakhouse at Cadillac Jack's Gaming Resort
Fog N' Droz
Four Points by Sheraton Deadwood at Tin Lizzie Gaming Resort
Four Points Market at Tin Lizzie Gaming Resort
Gold Country Inn
Gold Dust (Bar #1)
Gold Dust C-Store

Gold Dust C-Store Gold Dust Casino Bar #2

Hampton Inn Deadwood at Tin Lizzie Gaming Resort

Happy Days Gift Shop

Historic Adams House Historic Bullock Hotel

Historic Franklin Hotel

Holiday Inn Express & Suites Deadwood-Gold Dust Casino Holiday Inn Resort at Deadwood Mountain Grand Horseshoe Restaurant at First Gold Gaming Resort Hotel By Gold Dust

If the By Gold Dust
Iron Horse Inn
Jakes Fine Dining at the Midnight Star
Legends Steakhouse at the Historic Franklin
Lil's at the Midnight Star
Lizzie Burgers at Tin Lizzie Gaming Resort
Lou Lou's Bombdiggities Pasties & Coffee Shop

Madame Peacock's
Made Market at Cadillac Jack's Gaming Resort

Main St. Espresso

Marco's Pizza at Cadillac Jack's Gaming Resort Mavericks Steak & Cocktails at the Gold Dust Miss kitty's Mercantile Mustang Sally's Old Time Photos Woody's Wild

Oyster Bay and A&B Pizza
Paddy O'Neill's Irish Pub & Grill at Tin Lizzie Gaming Resort
Pam's Purple Door
Pink Door Boutique

Players Club at Deadwood Mountain Grand

Pump House at Mind Blown Studio
Rocksino by Hard Rock Deadwood
Rocksino by Hard Rock Deadwood Gift Shop

Saloon #10 Bar

Saloon #10 Bal Saloon #10 Gift Shop Seth's Celler at The Bullock Silverado Franklin Historic Hotel and Gaming Complex Bars Silverado Grand Buffet

Silverado Grand Buffet
Snitches at Tin Lizzie Gaming Resort
Spotlight Store and Box Office at Deadwood Mountain Grand
SpringHill Suites by Marriott Deadwood at Cadillac Jack's
Starbucks at Tin Lizzie Gaming Resort
The Brothel Deadwood
The Casino bar at Tin Lizzie
The Celebrity Hotel
The Lodge at Deadwood Gift Shop
The Lodge at Deadwood Hotel
The Midnight Star Bar

The Midnight Star Bar
Tin Lizzie Club House
Travelodge By Wyndham at First Gold
Travelodge By Wyndham Gift Shop at
First Gold
Tru by Hilton Doodwood at Codding.

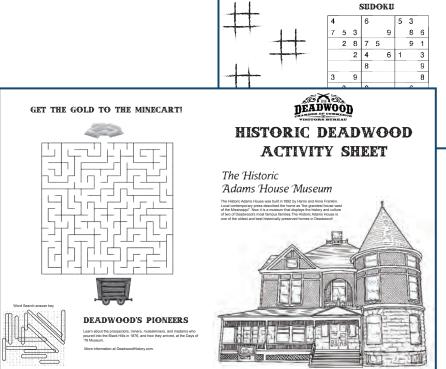
Tru by Hilton Deadwood at Cadillac Jack's Gaming Resort Twin-City Hardware, Lumber, Rental, & Office Supply VIP Bar at Event Center at Deadwood Mountain Grand

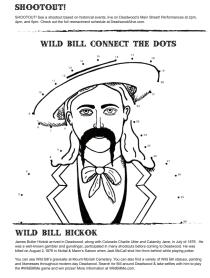
West River Whiskey Co.

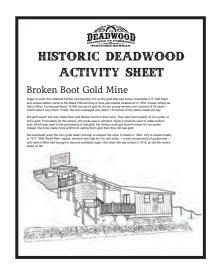
KID'S ACTIVITY SHEET:

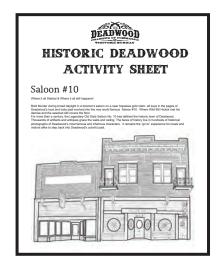
Available for free at the Deadwood Welcome Center, History & Information Center and at businesses around town. Alternative front covers are available.

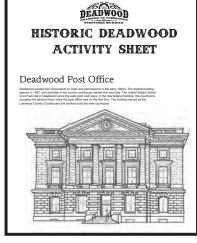
DEADWOOD WORD SEARCH

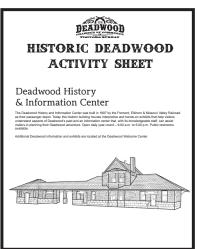












BLACK HILLS & BADLANDS STICKER TRAIL



STICKER PROGRAM

PROGRAM GOALS

The goal of the BH&B Tourism Association Sticker Program is to strategically place keepsake stickers throughout the region that would coax visitors to stop at the various visitor centers and communities throughout the Black Hills and Badlands Region.

The program will encourage visitors to explore our region and collect stickers unique to the various communities.

Visitors will have access to a sticker map to help plan routes throughout the region to pick up their free sticker.



DETAILS

PARTNERS

The Sticker Program is currently limited to DMO, Cities, and CVBs.

Qualifying partners will be placed on the sticker map created by BH&B free of charge. To qualify, partners must offer a free sticker for visitors at their location.

Printing expenses are paid by the partner. Parkbench Apparel has special pricing available for qualifying partners.

STICKER DESIGN

BH&B will design stickers for partners free of charge or partners can design their own stickers. We recommend a 2" round sticker (example above) to maintain a cohesive look and feel across all participating partners.

PROMOTION

BH&B will be advertising the program in three main ways:

- Web/Social campaign though Facebook, Instagram, and targeted display ads.
- Display ad in the Black Hills & Badlands Vacation Guide
- Promotion in the Black Hills Visitor Information Center

WATER BOTTLE & STICKER SHEET

The Black Hills Visitor Information Center will be selling an exclusive water bottle and regional National Park sticker sheet that will complement the program.

AVAILABLE STICKERS



WATER BOTTLE DESIGN



FOR MORE INFORMATION CONTACT ARA BAUMSTARK: ARA@ OR MICHELLE THOMSON: MICHELLE@BLACKHILL

605.355.3600 • BlackHillsBadlands.com | 1851 Discovery Circ



PHOTO & VIDEO SHOOTS

FUNDED BY A DMO GRANT FROM THE STATE OF SOUTH DAKOTA

The Deadwood Chamber is using a multi-year grant to fund photo and video shoots at a variety of locations around Deadwood. These shoots feature Main Street, the Trolley, attractions and events. One of the most recent shoots featured the Days of '76 Museum and Adams Museum. Examples are pictured below and on some of the section intro pages in this report. These assets were shared with DHI.























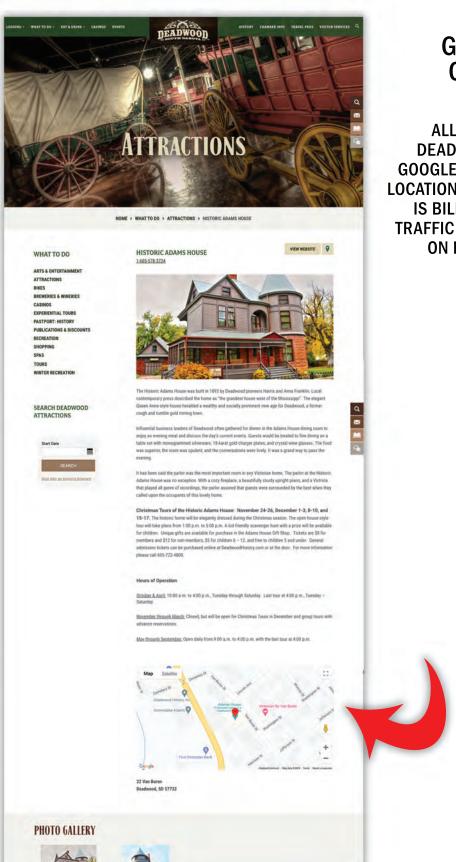








DEADWOOD.COM GOOGLE MAPS

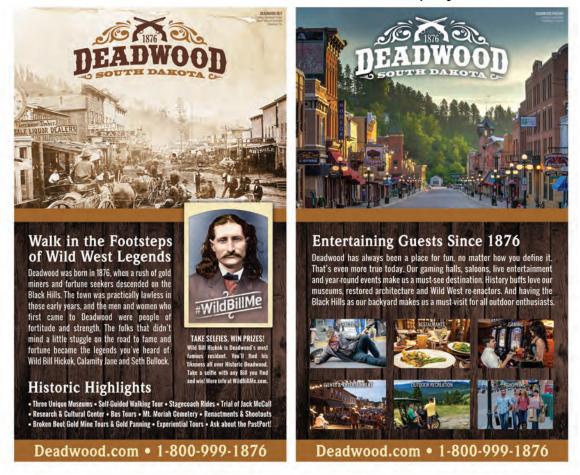


GOOGLE API OVERAGES

ALL BUSINESSES ON
DEADWOOD.COM HAVE A
GOOGLE MAP SHOWING THEIR
LOCATION. THIS FUNCATIONALITY
IS BILLED BASED ON WEB
TRAFFIC TO PAGES WITH MAPS
ON DEADWOOD.COM.

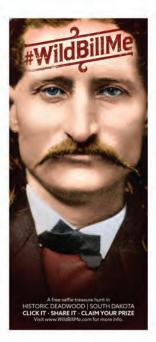
BLACK HILLS & BADLANDS VISITOR CENTER

Black Hills & Badlands VIC Custom Display Panel



Includes display space for 1 magazine and two rack cards:









VIDEO & AUDIO SPOTS - 2023 & 2024

Visit www.DeadwoodMarketing.com to view this creative.

- 2024 Peak General Visitor Video Spot with Museums :15 Seconds
- 2024 Peak General Visitor Video Spot with Museums :30 Seconds
- 2024 Peak General Visitor Video Spot :15 Seconds
- 2024 Peak General Visitor Video Spot :30 Seconds
- 2023-2024 Winter Rec Video Spot :30 Seconds
- 2023-2024 Winter Rec Video Spot :15 Seconds
- 2024 Fall General Visitor Video Spot :30 Seconds
- 2024 Fall General Visitor Video Spot :15 Seconds
- 2024 Fall Gaming Video Spot :30 Seconds
- 2024 Fall Gaming Video Spot :15 Seconds
- 2023 Peak Gaming Video Spot :15 Seconds
- 2023 Peak General Visitor Video Spot :15 Seconds
- 2023 Peak Gaming Video Spot -: 30 Seconds
- 2023 Peak General Visitor Video Spot :30 Seconds
- 2023 Peak General Visitor Audio Spot :30
- 2023 Peak Gaming Audio Spot :30





Video - Shoulder Media 2024 Broadcast/Cable + Social Media + Digital Trip Advisor/Online Travel Agency

:30 script

So... you wanna squeeze in one more trip. To follow your curiosity. To wander into wonder. Because as the weather gets cooler, sunsets get warmer Where changing seasons inspire changing perspectives, Less daylight means more nightlife, And crisper air brings sharper focus To a view that's just for you. So, go ahead. Deadwood is waiting. There's so much South Dakota, So little time.

:15 script
So... you wanna squeeze in one more trip.
To follow your curiosity. To wander into wonder Where crisper air brings sharper focus and a view that's just for you.
Deadwood is waiting.
There's so much South Dakota, So little time.

Video Screen Shots





































Video - Shoulder Media 2024 Broadcast/Cable + Social Media + Digital Trip Advisor/Online Travel Agency

:30 script

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Video Screen Shots































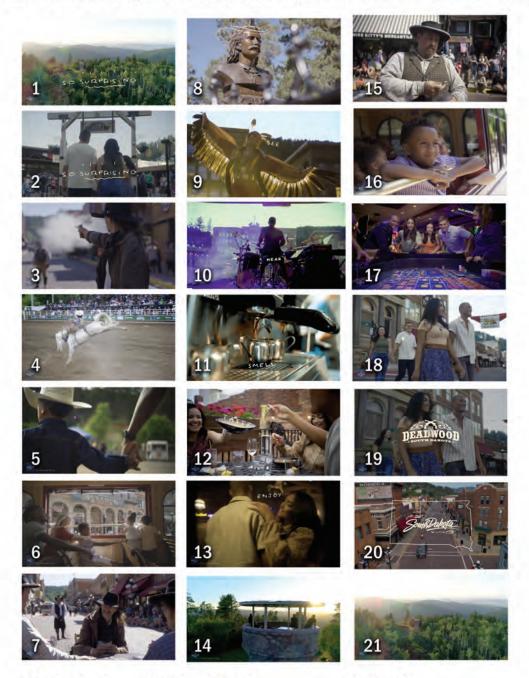






VIDEO

DIGITAL, SOCIAL MEDIA/FACEBOOK, SOJERN, CABLE TV, PROGRAMMTIC OLV/CTV



SCRIPT:30 - Screen shots from:30 version

So surprising.

So not flat. So not just that.
So untamed. So much historical fame.

So not what you expected.

So much to see, hear, smell, taste, enjoy.

So out there.

Yet so close.

So pack your bags. Fill the tank. Hit the road. Strike gold. Deadwood is waiting.

There's so much South Dakota.

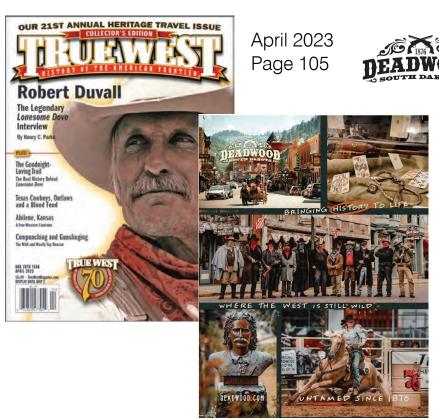
So little time.

SCRIPT:15 So surprising. So untamed. So much historical fame. So much to see, hear, smell, taste, enjoy. So pack your bags. Deadwood is waiting. There's so much South Dakota. So little time.

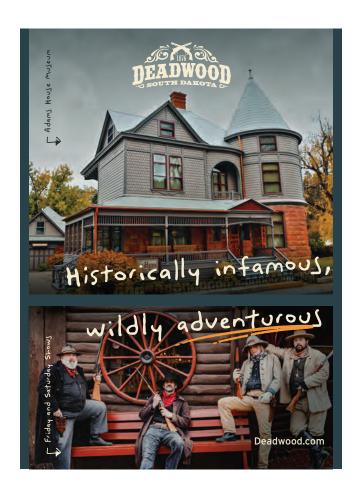


PRINT - 2023 & 2024 - TRUE WEST MAGAZINE

DEPARTMENT OF TOURISM







September/October 2023

November/December 2023



April 2024



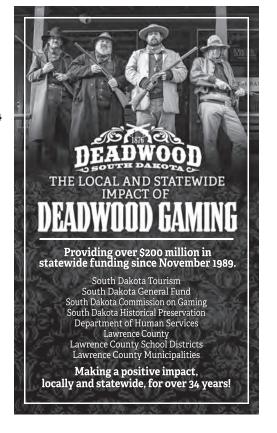
PRINT - 2023 & 2024

South Dakota Visitor Guide & Destination Deadwood 2024





Legislative Handbook 2024



PRINT - 2023 & 2024

Empire Lifestyle Magazine (Michels Publication, East River, South Dakota) - February 2024









Whether you come to play the casinos, shop local boutiques, soak up some history, or enjoy winter sports, Deadwood and the Black Hills offer a spectacular winter getaway for adults and kids alike.

Deadwood History, Inc. brings the legendary history of Deadwood to life at five unique properties, four of which are open year-round. The museums in Deadwood are not a one-and-done attraction-they are constantly evolving with new artifacts and exhibits and would be a memorable highlight to add to your winter travel plans.

The Adams Museum is the oldest history museum in the Black Hills, and the main floor has undergone a 90% remodel in the past seven months. Highlights include:

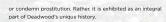
- display of historic photos comparing Deadwood in 1898
- Legends of Deadwood, featuring well-known characters such as Wild Bill Hickok and Calamity Jane as well as other legends like Tootsie the Coyote, Lucretia Marchbanks, Fee Lee Wong, Madam Dora DuFran, and Potato Creek Johnny.
- Risky Business, featuring expanded exhibits with new artifacts that detail the vice in Deadwood's rich history, including gambling, alcohol, prostitution, and crime.
- · J.B. Haggin, featuring the first engine in the Black Hills J.B. raggini, learning trie insit engine in the Black. miles and the backstory of this important locomotive and how it arrived in Lead in 1879 and came to be on display at the Adams Museum.
- An 800 pound stampmill is on display, which describes its crushing power and how it changed the mining industry

guided tours of the Shasta Rooms or Beige Door at 610 Main Street on the second floor. The tours focus on the interpretation of the century-long history of the brothels in Deadwood, but does not attempt to glamorize, approve,









The Days of '76 Museum commemorates the history of the award-winning Days of '76 celebration and rodeo, featuring a stunning collection of American Indian artifacts, a historic firearms collection, and a vast working collection of wagons, carriages, and stagecoaches, including some that have not been on display since the opening of the museum in 2012.

The Homestake Adams Research and Cultural Center houses, preserves, and provides public access to one of the nation's largest collections of Black Hills archival materials dating from the 1870s to the present. Visitors can make an appointment to conduct research, browse through tens of thousands of historic photographs and view rare and unique

Deadwood among the beauty of the Black Hills, including Deatwood allong the beauty of the bleak place of the bleak place of the beauty of the bleak place of the ble



When the day's outdoor activities are finished, warm up and relax at one of Deadwood's restaurants, saloons, casinos, and retail stores. All are are open year-round and are just a short walk or trolley ride away. Live entertainment is available in saloons, and concerts and comedy shows are showcased regularly at Deadwood Mountain Grand. Stop by and see The Landmark, one of Deadwood's newest casinos housed in a massive historic building on Sherman Street (opened November 2023). The Rocksino by Hard Rock also opened in 2023. It is the only Rocksino anywhere in the world.



Discover more at www.deadwood.com and www.deadwoodhistory.com (605) 578-1876

Black Hills Visitor Magazine 2024

PRINT - 2023 & 2024



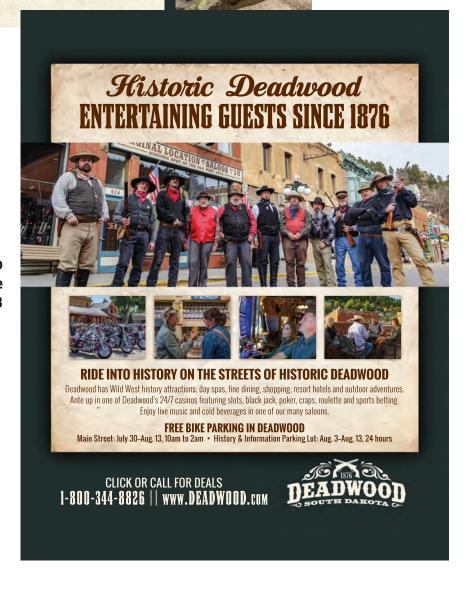
one of Deadwood's 24/7 casinos featuring slots, blackjack, poker, craps, roulette and sportsbooks. Enjoy live music, cold beverages and delicious delicacies in one of the town's many saloons and restaurants. And having the Black Hills as our backyard makes us a

CALL OR CLICK FOR DEALS AND INFO:
800-344-8826 • DEADWOOD.COM

must-visit for outdoor enthusiasts, in all seasons.

Vikings Yearbook 2023-2024 Season

Buffalo Chip Gazette Summer 2023



Facebook & Instagram 2023 **Dynamic Images and Text Optimize for** each user.

SOCIAL MEDIA

Paid Schedule: Facebook, Instagram



Deadwood - General FB/IG Static Social Posts

Images -

















HEADLINE (40) BODY COPY (125) CTA (30)

Headline (40) CTA (30)

CTA 1: Find Lodging

CTA 3:

CTA (30)

CTA 2: Book Now

CTA 5:

CTA 3: Embrace Your Wild Side

CTA 5: Discover Deadwood

HEADLINE 1:

Untamed Since 1876

HEADLINE 2: Bringing History to Life

HEADLINE 3: Entertaining Guests Since 1876

HEADLINE 4:

How Will You Do Deadwood?

HEADLINE 5: Where the West is Still Wild

Body Copy (125)

Become a part of Historic Deadwood's famed history.

Discover the stories of Deadwood's infamous Wild West past. And stick around to write your own.

We know a thing or two about having a good time. Come raise a glass and uncover all that Deadwood has to offer.

Explore the wonders of the Wild West, from legendary tales to epic trails. Then, grab some grub, let loose and try your luck.

COPY 5: The spirit of adventure is alive and well in Historic Deadwood, and there's so much for you to explore

Deadwood - Gaming FB/IG Static Social Posts

Images







Image 3







HEADLINE (40) BODY COPY (125)

CTA (30)

Headline (40)

HEADLINE 1: Uncover the Best of the Wild West

HEADLINE 2: Play All Day, Party All Night

HEADLINE 3: Discover Something Unexpected

Let the Good Times Roll HEADLINE 5:

HEADLINE 4:

Body Copy (125)

If you're looking for a quiet, sleepy town, this ain't it. In Deadwood, South Dakota, wild is welcome.

COPY 2:

They don't call it the Wild West for nothing. Visit Deadwood for a vacation that'll go down in history as your best yet.

Up the ante on your next vacation in Historic Deadwood. From a spirited history to vibrant nightlife, it's a win-win.

Whether you're looking to explore history, nature or maybe your wild side, a trip to Historic Deadwood is a sure bet.

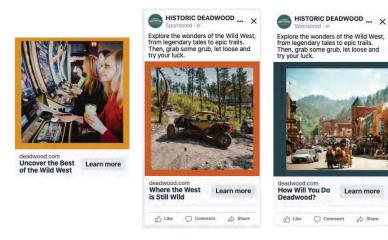
Whatever you're searching for, we reckon you can find it here.

SOCIAL MEDIA

Paid Schedule: Facebook, Instagram

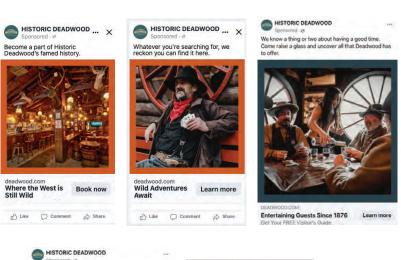


Facebook & Instagram 2023 - Dynamic Images and Text Optimize for each user. Image refresh mid-Peak 2023









Learn more

○ ○ ▼

historicdesdwood Discover the stories of Deadwood's infamous Wild West past. And stick around to write your own.

They don't call it the Wild West for nothing. Visit
Deadwood for a vacation that'll go down in history as

Play All Day, Party All Night







Social Media - Shoulder Media Fall 2023 ** Sports Betting Mini Schedule **

STATIC PIX GENERAL VISITION - TEXT OPTIONS

Head: Do Deadwood This Fall
Hit the trail, then the tavern. You'll find the spirit of Deadwood is
just as wildly alive at night as it is during the day.
Link Description: Get the most out of your trip.

Head: Unleash Your Wild Side In Deadwood, explore a destination that's historically infamous, perfect for the wildly adventurous. Link Description: Get your fall trip itinerary.

Head: The Legends Are True Uncover Deadwood's untamed past, while embracing its still thriving spirit of adventure. Link Description: Create your own story.

Head: Entertaining Guests Since 1876
Step back in time in historic Deadwood, where good times, rugged natural beauty, and Wild West legends meet.
Link Description: Get ready for a getaway.

Head: Gamble on Adventure
As the weather gets cooler, the tables heat up. In Deadwood, good times are a sure bet.
Link Description: Plan your visit this fall.

VIDEO GENERAL - TEXT

Head: Discover the Secrets of a Frontier Town
Feel the pulse of the Wild West in historic Deadwood, where
legendary adventure awaits.
Link Description: Find trip planning tips.













SOCIAL MEDIA

Paid Schedule: Facebook, Instagram



Social Media - Winter 2024 ** AFTER SNOW FALLS **

STATIC GENERAL WINTER - TEXT OPTIONS

Head: It's Always a Party

Play in the snow outside or cozy up at an infamous saloon.

Either way, the fun never stops in historic Deadwood.

Link Description: Warm up your winter.

Head: A Wild Winter is Waiting

Hit the slopes, then the slots. From casinos and concerts to histo-

ry and outdoor adventure, discover the spirit of Deadwood.

Link Description: Plan a seasonal escape.

Head: Good Times are Guaranteed

The snow is falling, Deadwood is calling. Whether you prefer fast

runs or slow sips, here you're free to winter your way.

Link Description: Find trip planning tips.

Head: Head West for the Winter

The Wild West, that is. As the weather gets colder, the night life

heats up. Go all in on Deadwood, South Dakota.

Link Description: It's time to let loose.

Head: An Adventure Wonderland

Deadwood, South Dakota, is where the Wild West meets a snow

globe. Shake up your winter with a legendary adventure.

Link Description: Discover winter in Deadwood.



Head: Untamed in Every Season

Winter is wilder in Deadwood, South Dakota, where snowy days

and rowdy nights will keep you coming back for more.

Link Description: Make plans to get away.











Social Media - Shoulder Media 2024 ** Sports Betting Mini Schedule **

STATIC PIX SPORTS BETTING - TEXT OPTIONS

Head: Here, You're Always in Luck

Place your bets and watch the game from the comfort of Deadwood's sports betting lounges. That's what we call a win-win. Link Description: The ultimate fan experience.

Head: Game on in Deadwood

Deadwood is starting a new game day tradition. Experience the excitement of our 24/7 sports betting lounges.

Link Description: Good times are a sure bet.

Head: Hit the Jackpot

Watching the games from Deadwood's sports betting lounges

means you're already a winner.

Link Description: Play on.

Head: Feel the Rush

The best way to keep an eye on big bets? Big screens. Deadwood's sports betting lounges now available 24/7.

Link Description: Don't miss any of the action.

Head: Kick Off Football Season with a Win

The game is always on in Deadwood, in sports betting lounges that are now available as part of our 24/7 gaming lineup.

Link Description: Try your luck.

VIDEO SPORTS BETTING

Head: Go All In

In Deadwood, it's game day every day. Place your bets and cheer on your teams from the comfort of our sports betting

lounges.

Link Description: Enjoy a winning atmosphere.













SOCIAL MEDIA/FACEBOOK

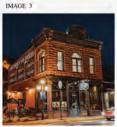
GENERAL VISITOR - PROSPECTING CAMPAIGN

DEADWOOD PEAK PROSPECTING











DEADWOOD PEAK PROSPECTING

HEADLINE (40)

HEADLINE 1—Every Moment-Historic

HEADLINE 2—Play All Day & All Night

HEADLINE 3—Entertaining Guests Since 1876

HEADLINE 4—Be in the Moment, Remember the Past

HEADLINE 5-Welcome to Summer Freedom

BODY COPY (125)

COPY 1—Live like a legend in the Wild West town of Deadwood, South Dakota, where every trip is sure to go down in history.

COPY 2—Explore the area's natural and historic attractions by day, then hit the bars, saloons, and casinos when the sun goes down.

COPY 3—Discover a special blend of past and present in Deadwood, SD, where history is every bit as lively as the infamous nightlife.

COPY 4—Experience authentic South Dakota history and culture with Deadwood's one-of-a-kind events, reenactments, and museums.

COPY 5—Deadwood invites you to let loose, try your luck, and get a little wild. Take your travel plans to a new, or old, frontier.

LINK DESCRIPTION (30)

LINK DESCRIPTIONS Plan Your Trip to Deadwood, SD



HL (40) Every Moment-Historic

BC (125) Live like a legend in the Wild West town of Deadwood, South Dakota, where every trip is sure to go down in history.

LINK (30) Plan Your Trip to Deadwood, SD

DEADWOOD PEAK PROSPECTING

HEADLINE (40)

Deadwood is Waiting

BODY COPY (125)

There's always something to do in Deadwood-from infamous history and natural beauty to exciting events and wild nightlife.

LINK DESCRIPTION (30)

Plan Your Trip to Deadwood, SD





HEADLINE (40) Deadwood is Waiting

BODY COPY (125) There's always something to do in Deadwood-from infamous history and natural beauty to exciting events and wild nightlife.

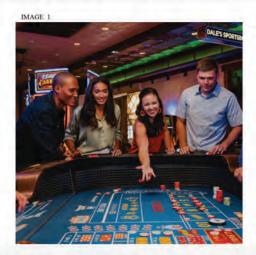
LINK DESCRIPTION (30) Plan Your Trip to Deadwood, SD

Peak 2024

SOCIAL MEDIA/FACEBOOK

GENERAL VISITOR - REMARKETING CAMPAIGN

DEADWOOD PEAK RETARGETING











DEADWOOD PEAK RETARGETING

HEADLINE (40)

HEADLINE 1-Let the Good Times Roll

HEADLINE 2—You're in for a Wild Ride

HEADLINE 3—For a Not-So-Quiet Getaway

HEADLINE 4—History Everywhere You Roam

HEADLINE 5—Hear the legends. Live your own.

BODY COPY (125)

COPY 1—Keep the fun going 24/7 at Deadwood's casinos, resorts, saloons, and sports betting lounges. Here, the good times never stop.

COPY 2—Saddle up for experiences you won't find anywhere else, like Wild West outlaws, historic rodeos, and rocking shows.

COPY 3-Named one of America's best party towns by Thrillist, Deadwood's remained untamed for more than a century.

COPY 4—Explore Deadwood's legacy of adventure, in the museums, saloons, and sites both in town and in the surrounding Black Hills.

COPY 5—Weave your own story into the legendary fabric of Deadwood's adventurous past.

LINK DESCRIPTION (30)

LINK DESCRIPTIONS Book Your Trip to Deadwood, SD



HL (40) Let the Good Times Roll

BC (125) Keep the fun going 24/7 at Deadwood's casinos, resorts, saloons, and sports betting lounges. Here, the good times never stop.

LINK (30) Book Your Trip to Deadwood, SD

HEADLINE (40)

Summer's Best in the Wild West

BODY COPY (125)

Go all in on a Deadwood adventure, from outdoor adventure and historic discoveries to legendary names and wild games.

LINK DESCRIPTION (30)

Book Your Trip to Deadwood, SD





HEADLINE (40) Summer's Best in the Wild West

BODY COPY (125) Go all in on a Deadwood adventure, from outdoor adventure and historic discoveries to legendary names and wild games.

LINK DESCRIPTION (30) Book Your Trip to Deadwood, SD

300x600 px



160x600 px



120x600 px



2023 Peak













300x600 px



160x600 px



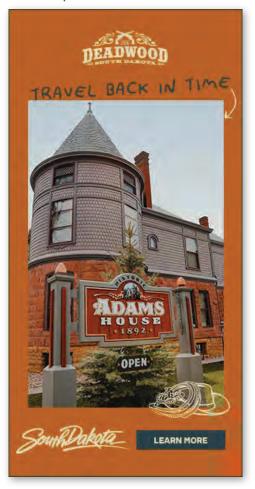
120x600 px



728x90 px



300x600 px



160x600 px



120x600 px



728x90 px



300x250 px



180x150 px



2023 Peak



300x50 px



300x600 px



160x600 px





DEADWOOD Good times are a sure bet LEARN MORE

2023 Peak

300x50 px



320x50 -x



728x90 px



300x250 px



180x150 px





GENERAL DISPLAY ADS - THREE SLIDES ANIMATED







REMARKETING DISPLAY ADS - THREE SLIDES ANIMATED











Digital Ads - Shoulder Media 2024 **Western North Dakota**

Slides 1...2...3...



Slides 1...2...3...







Slides 1...2...3...







Slides 1...2...3...







Slides 1...2...3...









Digital Ads - Shoulder Media 2024
Sports Betting Mini Campaign

Slides 1...2...3...







Slides 1...2...3...







Slides 1...2...3...



Slides 1...2...3...







Slides 1...2...3...





Digital Ads - Shoulder Media 2024 **ALL MARKETS**

Slide 1...2...3...









Slide 1...2...3...





Slide 1...2...3...







Slide 1...2...3...



Slide 1...2...3...





Digital Ads - Shoulder Media 2024
Minneapolis and Denver











Digital Ads - Winter 2024

Slide 1...2...3...



Wildly
adventurous

DEADWOOD
NOUTH DAKORA



Slide 1...2...3...







Slide 1...2...3...











Slide 1...2...3...





DIGITAL - NATIVE ADS "STORYGIZE"

2023-2024 Shoulder

Headlines

Short:

- The Legends Are True
- Untamed Since 1876
- Do Deadwood
- Unleash Your Wild Side
- Deadwood is Waiting

Medium:

- Historically Infamous, Wildly Adventurous
- Entertaining Guests Since 1876
- Uncover the Secrets of a Frontier Town
- Become Part of Deadwood's Famed History
- Legendary Adventures Await

Large:

- Discover Deadwood's Untamed Past and Enduring Spirit of Adventure
- Experience Deadwood's Legendary Wild West Past, and Present
- Historically Infamous, Perfect for the Adventurous
- Visit Deadwood for a Trip That Will Go Down in History
- Come Play in Deadwood, Where Good Times Are a Sure Bet

Ad Descriptions

- Feel the pulse of the Wild West in historic Deadwood, where legendary adventure awaits.
- Discover Deadwood, where good times, rugged natural beauty, and Wild West legends meet.
- Explore the wonders of the Wild West in Deadwood, from legendary tales to epic trails.

DEADWOO!

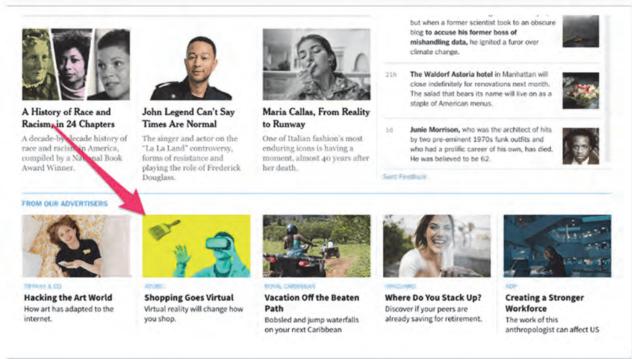
Photos:







Example: Ad appears like editorial content





2024 Peak

DIGITAL - NATIVE ADS "STORYGIZE" PHOTOS

EXAMPLE

LINKS TO WWW.DEADWOOD.COM/HISTORY/



ONLINE TRAVEL AGENCY PARTNERSHIP

2023 Peak - TripAdvisor - Digital Display, Video & Social

Image





HEADLINE (40) The Best of the Wild West

BODY COPY (125) Discover the stories of Deadwood's infamous Wild West past. And stick around to write your own.

CTA (30) Learn More

URL: https://www.deadwood.com

Headline (37)

The Best of the Wild West

Description(125)

Discover the stories of Deadwood's infamous Wild West past. And stick around to write your own.

CTA (30)

Learn More

Image





SPONSOR (22) Deadwood

HEADLINE (37) The Wild West

DESCRIPTION(125) If you're looking for a quiet, sleepy town, this ain't it. In Deadwood, South Dakota, wild is welcome.

AUTHOR (30) Deadwood

Sponsor (22)

Deadwood

Headline (37) The Wild West

Description(125)

If you're looking for a quiet, sleepy town, this ain't it. In Deadwood, South Dakota, wild is welcome.

AUTHOR (30) Deadwood

Deadwood - TripAdvisor Video





Headline (30)

Untamed Since 1876

Body (80)

Become a part of Deadwood's famed history.

2023 Peak General :15 Video



Trip Advisor and Online Travel Agencies - Shoulder Media 2024

STANDARD Head: Historically Infamous, Wildly Adventurous CTA: Visit Deadwood

BOOST Option 2:

Head: The Legends Are True

Description: Step back in time in historic Deadwood, where good times, rugged natural beauty, and Wild West legends come together.

Sponsor: Deadwood, South Dakota

EXPLORER VIDEO Option 1: Head: Untamed Since 1876

Body: Feel the pulse of the Wild West in Deadwood, where legendary adventure awaits.







ONLINE TRAVEL AGENCY PARTNERSHIP

TRIP ADVISOR

DEADWOOD PEAK

SPONSOR NAME (22)

Deadwood, South Dakota

HEADLINE (37)

You're in for a Wild Ride

DESCRIPTION (150)

There's always something to do in Deadwood-from infamous history and natural beauty to exciting events and wild nightlife.

AUTHOR (30)

Deadwood, South Dakota



SPONSOR NAME (22) Deadwood, South Dakota

HEADLINE (37) You're in for a Wild Ride

DESCRIPTION (150) There's always something to do in Deadwood–from infamous history and natural beauty to exciting events and wild nightlife.

AUTHOR (30) Deadwood, South Dakota

HEADLINE (30)

Every Moment-Historic

BODY COPY (80)

Live like a legend in Deadwood, South Dakota, where good times are guaranteed.





HEADLINE (30) Every Moment-Historic

BODY COPY (80) Live like a legend in Deadwood, South Dakota, where good times are guaranteed.











University of WY Sponsorship Ads & Booth

Digital Ads





"SO LITTLE TIME" DEADWOOD GENERAL AUDIO SCRIPT :30

Deadwood, South Dakota in 30 seconds, GO:

VO1: Wild West

VO2: Outlaw Square

VO1: Living History

VO2: Black Hills

VO1: More outlaws than anywhere

VO2: Mount Moriah Cemetery

VO1: History made

VO2: Like Wild Bill?

VO1: That's gold!

VO2: Concerts

VO1: Cuisine

VO2: Buffalo burger anyone?

SFX: Food Sizzling

VO1: Mmmmmmm

VO2: And there's more!

VO1: National Forest

VO2: Black Hills

VO1: You said that already

VO2: Well, go again!

VO1: Go off-roading

VO2: Biking

VO1: Hiking

VO2: Gambling

SFX: Slot machine

VO1: Hearts racing

SFX: Heartbeats

VO2: Rodeo-ing!

VO1: Rodeo-ing?

VO2: It's buck-wild!

VO1: Can we go now?

VO2: The tank is full!

VO1: There's so much Deadwood.

VO2: So little time.

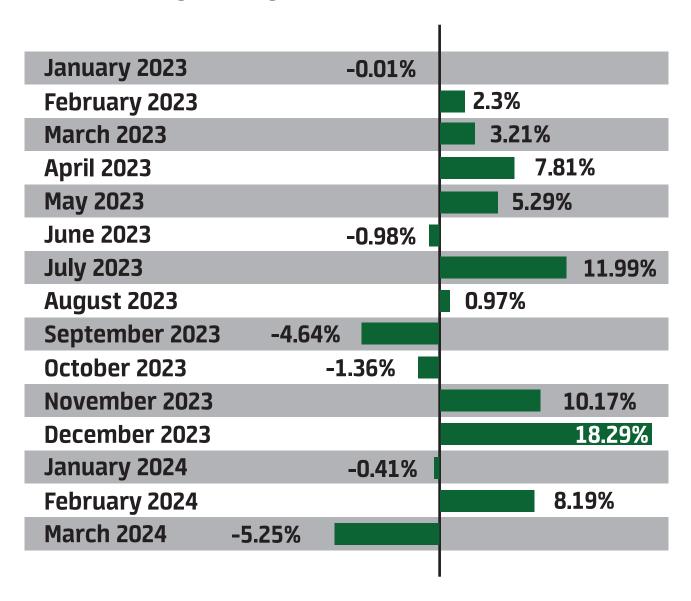






DEADWOOD GAMING REVENUE

Percentage Change from Same Month, Last Year



The 2023 total gaming handle was \$1,551,015,139.11, a +3.76% increase from 2022. This is Deadwood's largest annual (calendar year) gaming handle to date.

DEADWOOD GAMING REVENUE Statistical Points of Interest

- 2023 gaming revenue was Deadwood's largest on record and an increase of \$36,027,074 over 2021, Deadwood's previous top year.
- November and December had large, double digit gains likely due to mild weather, however, the lack of snow and winter recreation impacted hotel occupancy at the end of 2023.
- Sports wagering was 2023's biggest gain, showing an increase of 25.61% over 2022.
- Sports Betting was offered in four properties at the beginning and is now available at the following seven locations: Cadillac Jack's Gaming Resort, Gold Dust Casino, Tin Lizzie Gaming Resort, Dale's Sportsbook Bar & Grill, Landmark, The Lodge at Deadwood, and Mineral Palace
- In 2023, Deadwood's most popular sports betting options (based on handle) are, in order: NCAA Men's Basketball (51%), NFL (29%), NBA (8%), NHL (4.5%), and MMA/UFC (3%).
- Slot machines are Deadwood's largest revenue generator with \$1,452,288,537 of the \$1,551,015,139 total gaming revenue.



South Dakota Gaming Statistics Monthly Summary January 2023

Slot Machines

| | Number of Units Reporting | | | |
|--------------|---------------------------|------------------|-----------------|---------------|
| Denomination | Revenue | Handle | Statistical Win | Avg. Payout % |
| 25 Dollars | 7 | \$214,950.00 | \$18,475.00 | 91.40% |
| 5 Dollars | 59 | \$3,577,165.00 | \$231,289.20 | 93.53% |
| 1 Dollar | 218 | \$9,380,874.97 | \$761,484.05 | 91.88% |
| 50 Cents | 5 | \$225,205.50 | \$18,111.00 | 91.96% |
| 25 Cents | 128 | \$2,692,173.56 | \$280,427.82 | 89.58% |
| 10 Cents | 2 | \$44,142.70 | \$4,177.30 | 90.54% |
| City Slot | 52 | \$4,997,008.98 | \$475,555.20 | 90.48% |
| 5 Cents | 33 | \$924,399.79 | \$73,241.28 | 92.08% |
| 1 Cents | 1997 | \$83,539,207.10 | \$7,683,180.78 | 90.80% |
| Totals | 2501 | \$105,595,127.60 | \$9,545,941.63 | 90.96% |

| Table Games | | | | | |
|---------------------|-------|----------------|-----------------|---------------|--|
| Games | Units | Handle | Statistical Win | Avg. Payout % | |
| Black Jack | 38 | \$2,888,962.00 | \$595,872.22 | 79.37% | |
| House Banked Poker | 27 | \$2,073,276.50 | \$517,185.37 | 75.05% | |
| Player Banked Poker | 13 | \$749,865.00 | \$74,986.50 | N/A | |
| Craps | 3 | \$472,578.00 | \$111,568.50 | 76.39% | |
| Roulette | 7 | \$309,015.00 | \$53,154.00 | 82.80% | |
| Totals | 88 | \$6,493,696.50 | \$1,352,766.59 | 77.75% | |

Sports Wagering

| | Revenue | Handle | Statistical Win | Avg. Payout % |
|--------|---------|--------------|-----------------|---------------|
| Totals | 6 | \$910,311.55 | \$123,365.45 | 86.45% |

| | | % Change from | | | CYTD% Change from |
|----------------------------|--|-----------------|---|------------------|-------------------|
| | Current | Last Year | | Calendar YTD | Previous Year |
| Slot Machines | \$105,595,127.60 | 0.4 | 2% | \$105,595,127.60 | 0.42% |
| Table Games | \$6,493,696.50 | -7.5 | 66% | \$6,493,696.50 | -7.56% |
| Sports Wagering | \$910,311.55 | 8.9 | 9% | \$910,311.50 | 8.99% |
| Total Handle | \$112,999,135.65 | -0.0 | 01% | \$112,999,135.60 | -0.01% |
| | Tax Calculation | | | Tax Distribution | <u>on</u> |
| Total Statistical Win | | \$11,022,073.67 | Total 9% Tax Collected | | \$936,043.55 |
| Less: Non Cashable Pron | ss: Non Cashable Promo Play (\$1,598,323.40) | | 1% to State General Fund per 42-7B-28.1 | | \$104,004.84 |
| Plus: Non Cashable Pron | no Wins | \$1,438,491.06 | 8% to Be Distributed pe | r 42-7B-48 | \$832,038.71 |
| Less: Wide Area Progress | sive Deduction | (\$9,089.82) | 40% Allocated to To | ourism | \$332,815.48 |
| Less: City Slots (Net of P | romo) | (\$467,830.36) | 10% Allocated to La | wrence County | \$83,203.87 |
| Plus: Expired Vouchers | | \$21,052.64 | 50% Commission Fu | ınd | \$416,019.36 |
| Less: Federal Excise Tax | | (\$2,275.78) | | | |
| Amended Returns | | (\$3,614.11) | | | |
| Taxable Adjusted Gross | Revenue | \$10,400,483.90 | | | |
| | | 9% | | | |
| | Tax Due | \$936,043.55 | | | |

South Dakota Gaming Statistics Monthly Summary February 2023

Slot Machines

| | Number of Units Reporting | | | |
|--------------|---------------------------|------------------|-----------------|---------------|
| Denomination | Revenue | Handle | Statistical Win | Avg. Payout % |
| 25 Dollars | 6 | \$268,150.00 | \$6,775.00 | 97.47% |
| 5 Dollars | 62 | \$4,820,496.89 | \$296,995.43 | 93.84% |
| 1 Dollar | 206 | \$8,906,234.84 | \$690,912.80 | 92.24% |
| 50 Cents | 4 | \$263,280.00 | \$20,762.30 | 92.11% |
| 25 Cents | 120 | \$2,712,705.37 | \$272,131.10 | 89.97% |
| 10 Cents | 2 | \$53,594.80 | \$9,019.40 | 83.17% |
| City Slot | 52 | \$4,670,820.46 | \$482,180.73 | 89.68% |
| 5 Cents | 34 | \$788,401.66 | \$64,539.12 | 91.81% |
| 1 Cents | 1979 | \$79,574,850.18 | \$7,132,213.23 | 91.04% |
| Totals | 2465 | \$102,058,534.20 | \$8,975,529.11 | 91.21% |

| Table Games | | | | | |
|---------------------|-------|----------------|-----------------|---------------|--|
| Games | Units | Handle | Statistical Win | Avg. Payout % | |
| Black Jack | 38 | \$3,073,544.55 | \$535,333.09 | 82.58% | |
| House Banked Poker | 28 | \$2,261,198.50 | \$517,041.76 | 77.13% | |
| Player Banked Poker | 13 | \$807,120.00 | \$80,712.00 | N/A | |
| Craps | 3 | \$416,919.00 | \$93,401.00 | 77.60% | |
| Roulette | 7 | \$328,740.00 | \$35,669.00 | 89.15% | |
| Totals | 89 | \$6,887,522.05 | \$1,262,156.85 | 80.57% | |

Sports Wagering

| | Number of Casinos Reporting | | | |
|--------|-----------------------------|--------------|-----------------|---------------|
| | Revenue | Handle | Statistical Win | Avg. Payout % |
| Totals | 7 | \$717,136.70 | \$82.853.41 | 88.45% |

| | | % Change from | Same Month, | | CYTD% Change from |
|------------------------------|------------------|------------------|-------------------------------|------------------|-------------------|
| | Current | Last | Year | Calendar YTD | Previous Year |
| Slot Machines | \$102,058,534.20 | 2.2 | 6% | \$207,653,661.80 | 1.32% |
| Table Games | \$6,887,522.05 | 2.7 | 0% | \$13,381,218.55 | -2.55% |
| Sports Wagering | \$717,136.70 | 4.6 | 0% | \$1,627,448.20 | 7.01% |
| Total Handle | \$109,663,192.95 | 2.3 | 0% | \$222,662,328.55 | 1.11% |
| | Tax Calculation | | | Tax Distribution | <u>on</u> |
| Total Statistical Win | | \$10,320,539.37 | Total 9% Tax Collected | | \$870,224.63 |
| Less: Non Cashable Pron | no Play | (\$1,482,092.67) | 1% to State General Fund | per 42-7B-28.1 | \$96,691.63 |
| Plus: Non Cashable Pron | no Wins | \$1,333,883.40 | 8% to Be Distributed per 4 | 12-7B-48 | \$773,533.00 |
| Less: Wide Area Progress | sive Deduction | (\$411.80) | 40% Allocated to Tour | rism | \$309,413.20 |
| Less: City Slots (Net of P | romo) | (\$475,937.92) | 10% Allocated to Law | rence County | \$77,353.30 |
| Plus: Expired Vouchers | | \$15,002.78 | 50% Commission Fund | d _ | \$386,766.50 |
| Less: Federal Excise Tax | | (\$1,792.84) | | | |
| Amended Returns | | (\$40,027.78) | | | |
| Taxable Adjusted Gross | Revenue | \$9,669,162.54 | | | |
| | | 9% | | | |
| | Tax Due | \$870,224.63 | | | |

South Dakota Gaming Statistics Monthly Summary March 2023

Slot Machines

| | Number of Units Reporting | | | |
|--------------|---------------------------|------------------|-----------------|---------------|
| Denomination | Revenue | Handle | Statistical Win | Avg. Payout % |
| 25 Dollars | 6 | \$371,550.00 | \$53,187.11 | 85.69% |
| 5 Dollars | 56 | \$4,092,919.00 | \$259,058.37 | 93.67% |
| 1 Dollar | 217 | \$11,396,500.43 | \$881,667.36 | 92.26% |
| 50 Cents | 4 | \$280,483.50 | \$36,309.50 | 87.05% |
| 25 Cents | 127 | \$3,337,775.06 | \$296,076.19 | 91.13% |
| 10 Cents | 2 | \$135,267.90 | \$3,420.50 | 97.47% |
| City Slot | 52 | \$5,807,923.88 | \$596,906.78 | 89.72% |
| 5 Cents | 34 | \$853,023.43 | \$62,079.08 | 92.72% |
| 1 Cents | 2075 | \$99,077,258.60 | \$8,822,765.83 | 91.10% |
| Totals | 2573 | \$125,352,701.80 | \$11,011,470.72 | 91.22% |

| Table Games | | | | | |
|---------------------|-------|----------------|-----------------|---------------|--|
| Games | Units | Handle | Statistical Win | Avg. Payout % | |
| Black Jack | 38 | \$3,412,451.50 | \$563,725.36 | 83.48% | |
| House Banked Poker | 27 | \$2,665,020.00 | \$639,101.84 | 76.02% | |
| Player Banked Poker | 13 | \$890,490.00 | \$89,049.00 | N/A | |
| Craps | 3 | \$588,073.00 | \$117,556.50 | 80.01% | |
| Roulette | 7 | \$377,687.00 | \$43,711.50 | 88.43% | |
| Totals | 88 | \$7,933,721.50 | \$1,453,144.20 | 80.63% | |

Sports Wagering

| | Number of Casinos Reporting | | | |
|--------|-----------------------------|--------------|-----------------|---------------|
| | Revenue | Handle | Statistical Win | Avg. Payout % |
| Totals | 8 | \$923,904.14 | \$161,368.10 | 82.53% |

| | | % Change from | Same Month, | | CYTD% Change from |
|------------------------------|------------------|------------------|-------------------------------|------------------|-------------------|
| | Current | Last | Year | Calendar YTD | Previous Year |
| Slot Machines | \$125,352,701.80 | 3.0 | 0% | \$333,006,363.60 | 1.94% |
| Table Games | \$7,933,721.50 | 7.8 | 0% | \$21,314,940.05 | 1.06% |
| Sports Wagering | \$923,904.14 | -5.2 | 7% | \$2,551,352.39 | 2.21% |
| Total Handle | \$134,210,327.44 | 3.2 | 1% | \$356,872,656.04 | 1.89% |
| | Tax Calculation | | | Tax Distribution | <u>on</u> |
| Total Statistical Win | | \$12,625,983.02 | Total 9% Tax Collected | | \$1,068,584.53 |
| Less: Non Cashable Pro | mo Play | (\$1,624,818.13) | 1% to State General Fund | per 42-7B-28.1 | \$118,731.61 |
| Plus: Non Cashable Pro | mo Wins | \$1,462,336.32 | 8% to Be Distributed per 4 | 42-7B-48 | \$949,852.91 |
| Less: Wide Area Progre | ssive Deduction | (\$27,894.56) | 40% Allocated to Tour | rism | \$379,941.17 |
| Less: City Slots (Net of | Promo) | (\$588,293.34) | 10% Allocated to Law | rence County | \$94,985.29 |
| Plus: Expired Vouchers | | \$13,641.76 | 50% Commission Fund | d _ | \$474,926.46 |
| Less: Federal Excise Tax | | (\$2,309.76) | | | |
| Amended Returns | | \$14,516.11 | | | |
| Taxable Adjusted Gross | Revenue | \$11,873,161.42 | | | |
| | | 9% | | | |
| | Tax Due | \$1,068,584.53 | | | |

South Dakota Gaming Statistics Monthly Summary April 2023

Slot Machines

| | Number of Units Reporting | | | |
|--------------|---------------------------|------------------|-----------------|---------------|
| Denomination | Revenue | Handle | Statistical Win | Avg. Payout % |
| 25 Dollars | 6 | \$277,050.00 | \$59,850.00 | 78.40% |
| 5 Dollars | 55 | \$2,667,732.00 | \$117,330.47 | 95.60% |
| 1 Dollar | 227 | \$7,910,510.70 | \$627,515.17 | 92.07% |
| 50 Cents | 4 | \$201,845.50 | \$18,851.00 | 90.66% |
| 25 Cents | 121 | \$2,859,805.12 | \$271,108.97 | 90.52% |
| 10 Cents | 2 | \$110,039.50 | \$10,292.40 | 90.65% |
| City Slot | 50 | \$4,655,422.28 | \$423,070.94 | 90.91% |
| 5 Cents | 30 | \$874,024.49 | \$47,641.96 | 94.55% |
| 1 Cents | 2001 | \$82,675,792.09 | \$7,392,286.36 | 91.06% |
| Totals | 2496 | \$102,232,221.68 | \$8,967,947.27 | 91.23% |

| Table Games | | | | |
|---------------------|-------|----------------|-----------------|---------------|
| Games | Units | Handle | Statistical Win | Avg. Payout % |
| Black Jack | 39 | \$2,640,907.00 | \$458,164.29 | 82.65% |
| House Banked Poker | 27 | \$2,310,655.50 | \$438,033.37 | 81.04% |
| Player Banked Poker | 13 | \$896,412.50 | \$89,641.25 | N/A |
| Craps | 3 | \$521,330.00 | \$52,790.00 | 89.87% |
| Roulette | 7 | \$223,958.00 | \$52,732.50 | 76.45% |
| Totals | 89 | \$6,593,263.00 | \$1,091,361.41 | 82.42% |

Sports Wagering

| | Number of Casinos Reporting Revenue | Handle | Statistical Win | Avg. Payout % |
|--------|--|--------------|-----------------|---------------|
| Totals | 8 | \$493,044.90 | \$22,503.27 | 95.44% |

| | | % Change from | Same Month, | | CYTD% Change from |
|-------------------------------|-----------------------------|------------------|-----------------------------------|------------------|-------------------|
| | Current | Last | Year | Calendar YTD | Previous Year |
| Slot Machines | \$102,232,221.68 | 7.8 | 8% | \$435,238,585.28 | 3.28% |
| Table Games | \$6,593,263.00 | 5.2 | 6% | \$27,908,203.05 | 2.02% |
| Sports Wagering | \$493,044.90 | 33.7 | 79% | \$3,044,397.29 | 6.27% |
| Total Handle | \$109,318,529.58 | 7.8 | 1% | \$466,191,185.62 | 3.22% |
| | Tax Calculation | | | Tax Distribution | <u>on</u> |
| Total Statistical Win | | \$10,081,811.95 | Total 9% Tax Collected | | \$858,961.84 |
| Less: Non Cashable Pro | mo Play | (\$1,396,619.90) | 1% to State General Fund | per 42-7B-28.1 | \$95,440.20 |
| Plus: Non Cashable Pro | us: Non Cashable Promo Wins | | 8% to Be Distributed per 42-7B-48 | | \$763,521.63 |
| Less: Wide Area Progres | ssive Deduction | (\$3,877.51) | 40% Allocated to Tou | rism | \$305,408.65 |
| Less: City Slots (Net of I | Promo) | (\$415,694.27) | 10% Allocated to Law | rence County | \$76,352.16 |
| Plus: Expired Vouchers | | \$19,155.52 | 50% Commission Fun | _ d | \$381,760.82 |
| Less: Federal Excise Tax | | (\$1,232.61) | | | |
| Amended Returns | | \$3,519.33 | | | |
| Taxable Adjusted Gross | Revenue | \$9,544,020.42 | | | |
| | | 9% | | | |
| | Tax Due | \$858,961.84 | | | |

South Dakota Gaming Statistics Monthly Summary May 2023

Slot Machines

| | Number of Units Reporting | | | |
|--------------|---------------------------|------------------|-----------------|---------------|
| Denomination | Revenue | Handle | Statistical Win | Avg. Payout % |
| 25 Dollars | 6 | \$295,025.00 | \$21,080.06 | 92.85% |
| 5 Dollars | 69 | \$3,969,404.00 | \$272,890.66 | 93.13% |
| 1 Dollar | 227 | \$10,290,050.32 | \$780,194.50 | 92.42% |
| 50 Cents | 4 | \$249,786.50 | \$28,379.50 | 88.64% |
| 25 Cents | 130 | \$3,742,165.02 | \$378,464.86 | 89.89% |
| 10 Cents | 2 | \$119,720.40 | \$7,295.00 | 93.91% |
| City Slot | 62 | \$6,136,408.70 | \$548,000.21 | 91.07% |
| 5 Cents | 29 | \$1,299,079.50 | \$115,068.91 | 91.14% |
| 1 Cents | 2296 | \$104,445,366.35 | \$9,553,034.25 | 90.85% |
| Totals | 2825 | \$130,547,005.79 | \$11,704,407.95 | 91.03% |

Table Games

| Games | Units | Handle | Statistical Win | Avg. Payout % |
|---------------------|-------|----------------|-----------------|---------------|
| Black Jack | 42 | \$2,868,665.50 | \$544,167.58 | 81.03% |
| House Banked Poker | 31 | \$2,161,764.00 | \$479,979.68 | 77.80% |
| Player Banked Poker | 18 | \$1,371,330.00 | \$137,133.00 | N/A |
| Craps | 3 | \$443,148.00 | \$125,848.50 | 71.60% |
| Roulette | 7 | \$245,349.00 | \$37,486.50 | 84.72% |
| Totals | 101 | \$7,090,256.50 | \$1,324,615.26 | 79.24% |

Sports Wagering

| Number of C | asinos | Reporting | |
|-------------|--------|-----------|--|
| | | | |

| | Revenue | Handle | Statistical Win | Avg. Payout % |
|--------|---------|--------------|-----------------|---------------|
| Totals | 8 | \$528.562.48 | \$22.535.58 | 95.74% |

| | | % Change from | Same Month, | | CYTD% Change from |
|--------------------------|----------------------------------|-----------------|---|------------------|-------------------|
| | Current | Last | Year | Calendar YTD | Previous Year |
| Slot Machines | \$130,547,005.79 | 6.0 | 2% | \$565,785,591.07 | 3.90% |
| Table Games | \$7,090,256.50 | -8.8 | 30% | \$34,998,459.55 | -0.37% |
| Sports Wagering | \$528,562.48 | 71.6 | 51% | \$3,572,959.77 | 12.61% |
| Total Handle | \$138,165,824.77 | 5.2 | 9% | \$604,357,010.39 | 3.69% |
| | Tax Calculation | | | Tax Distribution | <u>on</u> |
| Total Statistical Win | | \$13,051,558.79 | Total 9% Tax Collected | | \$1,132,842.06 |
| Less: Non Cashable Pro | ss: Non Cashable Promo Play (\$1 | | 1% to State General Fund per 42-7B-28.1 | | \$125,871.34 |
| Plus: Non Cashable Pro | mo Wins | \$1,392,391.11 | 8% to Be Distributed per | 42-7B-48 | \$1,006,970.72 |
| Less: Wide Area Progre | ssive Deduction | (\$83,508.34) | 40% Allocated to Tou | rism | \$402,788.29 |
| Less: City Slots (Net of | Promo) | (\$539,181.48) | 10% Allocated to Law | rence County | \$100,697.07 |
| Plus: Expired Vouchers | | \$16,042.21 | 50% Commission Fun | d _ | \$503,485.36 |
| Less: Federal Excise Tax | (| (\$1,321.41) | | | |
| Amended Returns | | \$298,254.33 | | | |
| Taxable Adjusted Gross | Revenue | \$12,587,133.98 | | | |
| | | 9% | | | |
| | Tax Due | \$1,132,842.06 | | | |

South Dakota Gaming Statistics Monthly Summary June 2023

Slot Machines

| | Number of Units Reporting | | | |
|--------------|---------------------------|------------------|-----------------|---------------|
| Denomination | Revenue | Handle | Statistical Win | Avg. Payout % |
| 25 Dollars | 6 | \$396,400.00 | \$62,730.94 | 84.17% |
| 5 Dollars | 57 | \$3,803,914.00 | \$220,012.33 | 94.22% |
| 1 Dollar | 224 | \$9,868,234.28 | \$763,952.25 | 92.26% |
| 50 Cents | 4 | \$243,659.00 | \$33,185.00 | 86.38% |
| 25 Cents | 116 | \$3,934,993.62 | \$386,000.03 | 90.19% |
| 10 Cents | 2 | \$124,422.10 | \$12,864.40 | 89.66% |
| City Slot | 50 | \$5,574,200.40 | \$512,683.05 | 90.80% |
| 5 Cents | 28 | \$1,347,048.43 | \$83,370.71 | 93.81% |
| 1 Cents | 2034 | \$99,609,399.14 | \$9,381,465.81 | 90.58% |
| Totals | 2521 | \$124,902,270.97 | \$11,456,264.52 | 90.83% |

Table Games

| Games | Units | Handle | Statistical Win | Avg. Payout % |
|---------------------|-------|----------------|-----------------|---------------|
| Black Jack | 37 | \$3,232,271.00 | \$494,993.42 | 84.69% |
| House Banked Poker | 27 | \$2,432,183.00 | \$552,246.14 | 77.29% |
| Player Banked Poker | 13 | \$800,820.00 | \$80,082.00 | N/A |
| Craps | 3 | \$565,225.50 | \$80,757.00 | 85.71% |
| Roulette | 7 | \$290,743.00 | \$54,710.00 | 81.18% |
| Totals | 87 | \$7,321,242.50 | \$1,262,788.56 | 81.86% |

Sports Wagering

Number of Casinos Reporting

Tax Due

| | Revenue | Handle | Statistical Win | Avg. Payout % |
|--------|---------|--------------|-----------------|---------------|
| Totals | 8 | \$417.024.67 | (\$9,254,26) | 102.22% |

Handle Comparison

| | | % Change from | n Same Month, | | CYTD% Change from |
|-------------------------------|------------------|------------------|-------------------------------|-------------------|-------------------|
| | Current | Last | Year | Calendar YTD | Previous Year |
| Slot Machines | \$124,902,270.97 | -1.7 | '4% | \$690,687,862.04 | 2.83% |
| Table Games | \$7,321,242.50 | 12.0 |)1% | \$42,319,702.05 | 1.57% |
| Sports Wagering | \$417,024.67 | 38.4 | 15% | \$3,989,984.44 | 14.85% |
| Total Handle | \$132,640,538.14 | -0.9 | 18% | \$736,997,548.53 | 2.82% |
| | Tax Calculation | | | Tax Distribution | |
| Total Statistical Win | | \$12,709,798.82 | Total 9% Tax Collected | | \$1,056,132.05 |
| Less: Non Cashable Pror | no Play | (\$1,485,807.34) | 1% to State General Fur | nd per 42-7B-28.1 | \$117,348.01 |
| Plus: Non Cashable Pror | no Wins | \$1,337,226.61 | 8% to Be Distributed pe | er 42-7B-48 | \$938,784.04 |
| Less: Wide Area Progres | ssive Deduction | (\$4,078.03) | 40% Allocated to To | ourism | \$375,513.62 |
| Less: City Slots (Net of F | Promo) | (\$505,383.84) | 10% Allocated to La | awrence County | \$93,878.40 |
| Plus: Expired Vouchers | | \$23,538.19 | 50% Commission Fu | und | \$469,392.02 |
| Less: Federal Excise Tax | | (\$1,042.56) | | | |
| Amended Returns | | (\$339,451.33) | | | |
| Taxable Adjusted Gross | Revenue | \$11,734,800.52 | | | |

\$1,056,132.05

South Dakota Gaming Statistics Monthly Summary July 2023

Slot Machines

| | Number of Units Reporting | | | |
|--------------|---------------------------|------------------|-----------------|---------------|
| Denomination | Revenue | Handle | Statistical Win | Avg. Payout % |
| 25 Dollars | 6 | \$365,900.00 | \$38,825.00 | 89.39% |
| 5 Dollars | 57 | \$4,786,173.00 | \$388,069.56 | 91.89% |
| 1 Dollar | 222 | \$11,469,639.00 | \$902,912.67 | 92.13% |
| 50 Cents | 4 | \$293,274.50 | \$19,154.00 | 93.47% |
| 25 Cents | 128 | \$4,372,616.34 | \$439,687.52 | 89.94% |
| 10 Cents | 2 | \$139,887.00 | \$9,775.50 | 93.01% |
| City Slot | 55 | \$6,227,576.19 | \$539,234.80 | 91.34% |
| 5 Cents | 28 | \$1,487,730.16 | \$108,247.32 | 92.72% |
| 1 Cents | 2041 | \$107,232,568.91 | \$10,110,720.02 | 90.57% |
| Totals | 2543 | \$136,375,365.10 | \$12,556,626.39 | 90.79% |

Table Games Games Units Statistical Win Avg. Payout % Handle Black Jack \$3,785,574.50 \$650,331.79 82.82% 36 House Banked Poker 26 \$2,701,365.50 \$624,083.35 76.90% 12 Player Banked Poker \$1,001,785.00 \$100,178.50 N/A Craps 3 \$661,550.00 \$124,352.00 81.20% Roulette \$89,287.50 74.61% \$351,728.00 Totals 84 \$8,502,003.00 \$1,588,233.14 80.16%

Number of Casinos Reporting Revenue Handle Statistical Win Avg. Payout % Totals 7 \$413,368.45 \$20,086.81 95.14%

Handle Comparison

Sports Wagering

% Change from Same Month, CYTD% Change from Current **Last Year** Calendar YTD **Previous Year Slot Machines** \$136,375,365.10 12.58% \$827,063,227.14 4.32% \$8,502,003.00 1.91% \$50,821,705.05 1.63% **Table Games** \$413,368.45 59.49% \$4,403,352.89 **Sports Wagering** 17.95% \$145,290,736.55 11.99% **Total Handle** \$882,288,285.08 4.22%

| rotal Hallale | ψ | | \$70 \$00E,E | 200,203.00 | 7.2270 |
|------------------------------|-----------------|------------------|--------------------------------------|----------------|----------------|
| | Tax Calculation | | <u>Ta</u> | x Distribution | |
| Total Statistical Win | | \$14,164,946.34 | Total 9% Tax Collected | | \$1,214,227.40 |
| Less: Non Cashable Pro | omo Play | (\$1,486,228.05) | 1% to State General Fund per 42-7B-2 | 28.1 | \$134,914.16 |
| Plus: Non Cashable Pro | omo Wins | \$1,337,605.25 | 8% to Be Distributed per 42-7B-48 | | \$1,079,313.24 |
| Less: Wide Area Progre | ssive Deduction | (\$8,618.31) | 40% Allocated to Tourism | | \$431,725.30 |
| Less: City Slots (Net of | Promo) | (\$531,059.32) | 10% Allocated to Lawrence Count | ty | \$107,931.32 |
| Plus: Expired Vouchers | | \$15,742.37 | 50% Commission Fund | · | \$539,656.62 |
| Less: Federal Excise Tax | (| (\$1,033.42) | | | |
| Amended Returns | | \$60.67 | | | |
| Taxable Adjusted Gross | s Revenue | \$13,491,415.53 | | | |
| | | 9% | | | |

\$1,214,227.40

Tax Due

South Dakota Gaming Statistics Monthly Summary August 2023

Slot Machines

| Denomination | Number of Units Reporting Revenue | Handle | Statistical Win | Avg. Payout % |
|--------------|-----------------------------------|------------------|-----------------|---------------|
| 25 Dollars | 6 | \$699,775.00 | \$54,420.44 | 92.22% |
| 5 Dollars | 58 | \$5,381,551.00 | \$311,493.72 | 94.21% |
| 1 Dollar | 228 | \$14,498,963.08 | \$1,045,272.53 | 92.79% |
| 50 Cents | 4 | \$371,230.00 | \$42,245.00 | 88.62% |
| 25 Cents | 127 | \$5,859,366.17 | \$531,597.94 | 90.93% |
| 10 Cents | 2 | \$207,950.60 | \$15,412.20 | 92.59% |
| City Slot | 50 | \$6,868,037.07 | \$655,275.83 | 90.46% |
| 5 Cents | 29 | \$1,448,205.87 | \$107,065,20 | 92.61% |
| 1 Cents | 2146 | \$122,872,374.21 | \$11,502,452.80 | 90.64% |
| Totals | 2650 | \$158,207,453.00 | \$14,265,235.66 | 90,98% |

| | 7 | able Games | | |
|---------------------|-------|----------------|-----------------|---------------|
| Games | Units | Handle | Statistical Win | Avg. Payout % |
| Black Jack | 38 | \$4,151,904.00 | \$401,843.72 | 90.32% |
| House Banked Poker | 26 | \$2,781,428.00 | \$654,961.36 | 76.45% |
| Player Banked Poker | 12 | \$1,100,785.00 | \$110,078.50 | N/A |
| Craps | 3 | \$629,454.00 | \$123,141.00 | 80.44% |
| Roulette | 7 | \$351,457.00 | \$66,940.50 | 80.95% |
| Totals | 86 | \$9.015.028.00 | \$1 356 965 08 | 0.00% |

Sports Wagering

| | Number of Casinos Reporting | | | |
|--------|-----------------------------|--------------|-----------------|---------------|
| | Revenue | Handle | Statistical Win | Avg. Payout % |
| Totals | - 6 | \$518,051.95 | \$37,452.52 | 92.77% |

| | | % Change from Same Month, | | CYTD% Change from |
|-----------------|------------------|---------------------------|--------------------|-------------------|
| | Current | Last Year | Calendar YTD | Previous Year |
| Slot Machines | \$158,207,453.00 | 0.80% | \$985,270,680.14 | 3.74% |
| Table Games | \$9,015,028.00 | 1.14% | \$59,836,733.05 | 1.55% |
| Sports Wagering | \$518,051.95 | 94.26% | \$4,921,404.84 | 23.04% |
| Total Handle | \$167,740,532.95 | 0.97% | \$1,050,028,818.03 | 3,69% |
| | Tax Calculation | | Tax Distribution | |

| Tax Calculation | | Tax Distribution | | |
|---------------------------------------|------------------|---|----------------|--|
| Total Statistical Win | \$15,659,653.26 | Total 9% Tax Collected | \$1,337,441.50 | |
| Less: Non Cashable Promo Play | (\$1,696,681.71) | 1% to State General Fund per 42-7B-28.1 | \$148,604.61 | |
| Plus: Non Cashable Promo Wins | \$1,527,013.54 | 8% to Be Distributed per 42-7B-48 | \$1,188,836.89 | |
| Less: Wide Area Progressive Deduction | (\$7,822.42) | 40% Allocated to Tourism | \$475,534.76 | |
| Less: City Slots (Net of Promo) | (\$645,208.80) | 10% Allocated to Lawrence County | \$118,883.69 | |
| Plus: Expired Vouchers | \$25,017.03 | 50% Commission Fund | \$594,418.44 | |
| Less: Federal Excise Tax | (\$1,295.13) | | | |
| Amended Returns | (\$214.66) | | | |
| Taxable Adjusted Gross Revenue | \$14,860,461,11 | | | |
| | 9% | | | |
| Tax Due | \$1,337,441.50 | | | |

South Dakota Gaming Statistics Monthly Summary September 2023

Slot Machines

| | Number of Units Reporting | | | |
|--------------|---------------------------|------------------|-----------------|---------------|
| Denomination | Revenue | Handle | Statistical Win | Avg. Payout % |
| 25 Dollars | 6 | \$447,150.00 | \$8,925.00 | 98.00% |
| 5 Dollars | 60 | \$4,172,012.00 | \$401,904.24 | 90.37% |
| 1 Dollar | 226 | \$10,810,398.14 | \$917,989.81 | 91.51% |
| 50 Cents | 4 | \$258,900.50 | \$35,279.50 | 86.37% |
| 25 Cents | 122 | \$4,322,229.34 | \$406,809.91 | 90.59% |
| 10 Cents | 2 | \$167,113.20 | \$16,540.30 | 90.10% |
| City Slot | 50 | \$5,456,256.68 | \$554,115.86 | 89.84% |
| 5 Cents | 29 | \$1,279,367.67 | \$75,656.74 | 94.09% |
| 1 Cents | 2144 | \$104,592,229.66 | \$9,652,354.29 | 90.77% |
| Totals | 2643 | \$131,505,657.19 | \$12,069,575.65 | 90.82% |

| Table Games | | | | |
|---------------------|-------|----------------|-----------------|---------------|
| Games | Units | Handle | Statistical Win | Avg. Payout % |
| Black Jack | 38 | \$3,359,066.50 | \$495,775.66 | 85.24% |
| House Banked Poker | 29 | \$2,554,006.50 | \$594,061.28 | 76.74% |
| Player Banked Poker | 12 | \$887,051.00 | \$88,705.10 | N/A |
| Craps | 3 | \$560,337.00 | \$118,619.00 | 78.83% |
| Roulette | 7 | \$274,452.43 | \$84,761.43 | 69.12% |
| Totals | 89 | \$7,634,913.43 | \$1,381,922.47 | 80.84% |

Number of Casinos Reporting Revenue Handle Statistical Win Avg. Payout % Totals 7 \$979,693.67 \$170,128.51 82.63%

Handle Comparison

Sports Wagering

% Change from Same Month, CYTD% Change from Current **Last Year Calendar YTD Previous Year Slot Machines** \$131,505,657.19 -5.18% \$1,116,766,337.33 2.60% **Table Games** \$7,634,913.43 1.40% \$67,471,646.48 1.54% **Sports Wagering** \$979,693.67 37.68% \$5,901,098.51 25.25% **Total Handle** \$140,120,264.29 -4.64% \$1.190.139.082.32 2.63%

| Total Handle | \$140,120,204.29 | -4.0 | \$1,190, | , 139,002.32 | 2.05% |
|------------------------------|------------------|------------------|-------------------------------------|-----------------|----------------|
| | Tax Calculation | | <u>Ta</u> | ax Distribution | |
| Total Statistical Win | | \$13,621,626.63 | Total 9% Tax Collected | | \$1,163,437.51 |
| Less: Non Cashable Pro | omo Play | (\$1,542,759.40) | 1% to State General Fund per 42-7B- | 28.1 | \$129,270.83 |
| Plus: Non Cashable Pro | omo Wins | \$1,388,483.46 | 8% to Be Distributed per 42-7B-48 | | \$1,034,166.68 |
| Less: Wide Area Progre | essive Deduction | (\$14,329.90) | 40% Allocated to Tourism | | \$413,666.67 |
| Less: City Slots (Net of | Promo) | (\$545,611.56) | 10% Allocated to Lawrence Coun | ıty | \$103,416.67 |
| Plus: Expired Vouchers | 5 | \$22,123.14 | 50% Commission Fund | | \$517,083.34 |
| Less: Federal Excise Ta | х | (\$2,449.23) | | | |
| Amended Returns | | \$0.33 | | | |
| Taxable Adjusted Gros | s Revenue | \$12,927,083.47 | | | |
| | | 9% | | | |
| | Tax Due | \$1,163,437.51 | | | |

South Dakota Gaming Statistics Monthly Summary October 2023

Slot Machines

| | Number of Units Reporting | | | |
|--------------|---------------------------|------------------|-----------------|---------------|
| Denomination | Revenue | Handle | Statistical Win | Avg. Payout % |
| 25 Dollars | 7 | \$295,329.00 | \$35,975.50 | 87.82% |
| 5 Dollars | 56 | \$4,014,185.00 | \$310,046.28 | 92.28% |
| 1 Dollar | 222 | \$9,844,052.60 | \$746,427.41 | 92.42% |
| 50 Cents | 3 | \$153,399.00 | \$20,313.00 | 86.76% |
| 25 Cents | 123 | \$3,722,731.20 | \$410,347.54 | 88.98% |
| 10 Cents | 2 | \$78,611.10 | (\$184.40) | 100.23% |
| City Slot | 52 | \$5,175,931.58 | \$469,152.76 | 90.94% |
| 5 Cents | 29 | \$1,282,183.29 | \$94,397.02 | 92.64% |
| 1 Cents | 2173 | \$99,158,355.49 | \$9,248,486.10 | 90.67% |
| Totals | 2667 | \$123,724,778.26 | \$11,334,961.21 | 90.84% |

| Table Games | | | | |
|---------------------|-------|----------------|-----------------|---------------|
| Games | Units | Handle | Statistical Win | Avg. Payout % |
| Black Jack | 38 | \$3,145,585.00 | \$548,525.13 | 82.56% |
| House Banked Poker | 26 | \$2,290,218.50 | \$541,936.19 | 76.34% |
| Player Banked Poker | 12 | \$1,370,335.00 | \$137,033.50 | N/A |
| Craps | 3 | \$543,336.00 | \$128,506.00 | 76.35% |
| Roulette | 7 | \$284,104.00 | \$39,446.50 | 86.12% |
| Totals | 86 | \$7,633,578.50 | \$1,395,447.32 | 79.91% |

Number of Casinos Reporting Revenue Handle Statistical Win Avg. Payout % Totals 7 \$1,021,660.02 \$174,906.32 82.88%

Sports Wagering

% Change from Same Month, **CYTD% Change from** Last Year **Previous Year** Current Calendar YTD Slot Machines \$123,724,778.26 -1.46% \$1,240,501,115.59 2.18% **Table Games** \$7,633,578.50 -1.94% \$75,105,224.98 1.17% **Sports Wagering** \$1,021,660.02 18.50% \$6,922,758.53 24.21%

-1.36%

\$1,322,529,099.10

Total Handle

\$132,380,016.78

Handle Comparison

| Tax Calculation | | Tax Distribution | | |
|---------------------------------------|------------------|---|----------------|--|
| Total Statistical Win | \$12,905,314.85 | Total 9% Tax Collected | \$1,108,261.53 | |
| Less: Non Cashable Promo Play | (\$1,577,375.71) | 1% to State General Fund per 42-7B-28.1 | \$123,140.17 | |
| Plus: Non Cashable Promo Wins | \$1,419,638.14 | 8% to Be Distributed per 42-7B-48 | \$985,121.36 | |
| Less: Wide Area Progressive Deduction | (\$11,164.93) | 40% Allocated to Tourism | \$394,048.54 | |
| Less: City Slots (Net of Promo) | (\$460,991.35) | 10% Allocated to Lawrence County | \$98,512.14 | |
| Plus: Expired Vouchers | \$23,518.56 | 50% Commission Fund | \$492,560.68 | |
| Less: Federal Excise Tax | (\$2,554.15) | | | |
| Amended Returns | \$17,631.56 | | | |
| Taxable Adjusted Gross Revenue | \$12,314,016.97 | | | |
| | 9% | | | |
| Tax Due | \$1,108,261.53 | | | |

2.22%

South Dakota Gaming Statistics Monthly Summary November 2023

Slot Machines

| | Number of Units Reporting | | | |
|--------------|---------------------------|------------------|-----------------|---------------|
| Denomination | Revenue | Handle | Statistical Win | Avg. Payout % |
| 25 Dollars | 6 | \$300,550.00 | \$72,200.00 | 75.98% |
| 5 Dollars | 56 | \$3,121,771.00 | \$93,924.03 | 96.99% |
| 1 Dollar | 231 | \$8,448,614.09 | \$712,768.86 | 91.56% |
| 50 Cents | 4 | \$210,922.00 | \$32,281.50 | 84.70% |
| 25 Cents | 130 | \$2,822,784.89 | \$259,347.12 | 90.81% |
| 10 Cents | 2 | \$219,769.20 | \$13,231.90 | 93.98% |
| City Slot | 50 | \$4,929,551.81 | \$505,869.54 | 89.74% |
| 5 Cents | 29 | \$1,529,282.78 | \$73,461.20 | 95.20% |
| 1 Cents | 2235 | \$92,024,425.63 | \$8,391,961.39 | 90.88% |
| Totals | 2743 | \$113,607,671.40 | \$10,155,045.54 | 91.06% |

| Table Games | | | | |
|---------------------|-------|----------------|-----------------|---------------|
| Games | Units | Handle | Statistical Win | Avg. Payout % |
| Black Jack | 38 | \$2,838,764.50 | \$320,638.25 | 88.71% |
| House Banked Poker | 26 | \$2,219,642.00 | \$468,206.38 | 78.91% |
| Player Banked Poker | 12 | \$739,000.00 | \$73,900.00 | N/A |
| Craps | 3 | \$410,268.50 | \$113,685.00 | 72.29% |
| Roulette | 7 | \$233,658.00 | \$66,024.00 | 71.74% |
| Totals | 86 | \$6,441,333.00 | \$1,042,453.63 | 83.01% |

Sports Wagering

| | Number of Casinos Reporting | | | |
|--------|-----------------------------|--------------|-----------------|---------------|
| | Revenue | Handle | Statistical Win | Avg. Payout % |
| Totals | 8 | \$967,993.68 | \$49,887.44 | 94.85% |

| | | % Change from | n Same Month, | | CYTD% Change from |
|------------------------------|------------------|------------------|-------------------------------|--------------------|-------------------|
| | Current | Last | Year | Calendar YTD | Previous Year |
| Slot Machines | \$113,607,671.40 | 10.0 | 00% | \$1,354,108,786.99 | 2.80% |
| Table Games | \$6,441,333.00 | 12.8 | 39% | \$81,546,557.98 | 2.01% |
| Sports Wagering | \$967,993.68 | 12.3 | 34% | \$7,890,752.21 | 22.62% |
| Total Handle | \$121,016,998.08 | 10.1 | 17% | \$1,443,546,097.18 | 2.84% |
| | Tax Calculation | | | Tax Distribution | <u>on</u> |
| Total Statistical Win | | \$11,247,386.61 | Total 9% Tax Collected | | \$955,345.89 |
| Less: Non Cashable Pron | no Play | (\$1,740,172.88) | 1% to State General Fund | per 42-7B-28.1 | \$106,149.54 |
| Plus: Non Cashable Pron | no Wins | \$1,566,155.59 | 8% to Be Distributed per | 42-7B-48 | \$849,196.35 |
| Less: Wide Area Progress | sive Deduction | (\$2,289.51) | 40% Allocated to Tou | rism | \$339,678.54 |
| Less: City Slots (Net of P | romo) | (\$496,828.52) | 10% Allocated to Law | rence County | \$84,919.63 |
| Plus: Expired Vouchers | | \$31,924.84 | 50% Commission Fun | d _ | \$424,598.17 |
| Less: Federal Excise Tax | | (\$2,419.98) | | | |
| Amended Returns | | \$11,198.22 | | | |
| Taxable Adjusted Gross | Revenue | \$10,614,954.37 | | | |
| | | 9% | | | |
| | Tax Due | \$955,345.89 | | | |

South Dakota Gaming Statistics Monthly Summary December 2023

Slot Machines

| | Number of Units Reporting | | | |
|--------------|---------------------------|-----------------|-----------------|---------------|
| Denomination | Revenue | Handle | Statistical Win | Avg. Payout % |
| 25 Dollars | 6 | \$172,625.00 | \$26,925.00 | 84.40% |
| 5 Dollars | 56 | \$2,481,102.00 | \$211,973.28 | 91.46% |
| 1 Dollar | 225 | \$7,330,864.38 | \$615,584.52 | 91.60% |
| 50 Cents | 4 | \$167,822.50 | \$22,345.50 | 86.69% |
| 25 Cents | 133 | \$2,421,291.56 | \$220,088.19 | 90.91% |
| 10 Cents | 2 | \$100,846.80 | \$4,417.40 | 95.62% |
| City Slot | 53 | \$4,554,789.49 | \$470,823.51 | 89.66% |
| 5 Cents | 29 | \$659,840.07 | \$45,608.19 | 93.09% |
| 1 Cents | 2249 | \$80,290,568.76 | \$6,984,220.39 | 91.30% |
| Totals | 2757 | \$98,179,750.56 | \$8,601,985.98 | 91.24% |

| Table Games | | | | | |
|---------------------|-------|----------------|-----------------|---------------|--|
| Games | Units | Handle | Statistical Win | Avg. Payout % | |
| Black Jack | 38 | \$3,658,653.50 | \$559,132.51 | 84.72% | |
| House Banked Poker | 25 | \$2,558,314.00 | \$614,529.97 | 75.98% | |
| Player Banked Poker | 12 | \$1,020,105.00 | \$102,010.50 | N/A | |
| Craps | 3 | \$611,835.50 | \$133,511.50 | 78.18% | |
| Roulette | 7 | \$296,445.00 | \$65,240.00 | 77.99% | |
| Totals | 85 | \$8,145,353.00 | \$1,474,424.48 | 80.74% | |

Sports Wagering

| | Number of Casinos Reporting | | | |
|--------|-----------------------------|----------------|-----------------|---------------|
| | Revenue | Handle | Statistical Win | Avg. Payout % |
| Totals | 8 | \$1,143,938.37 | \$154,098.09 | 86.53% |

| | | % Change from | Same Month, | | CYTD% Change from |
|----------------------------|-------------------------------|--|-----------------------------------|---------------------|-------------------|
| | Current | Last | Year | Calendar YTD | Previous Year |
| Slot Machines | \$98,179,750.56 | 16.9 | 6% | \$1,452,288,537.55 | 3.64% |
| Table Games | \$8,145,353.00 | 32.3 | 1% | \$89,691,910.98 | 4.18% |
| Sports Wagering | \$1,143,938.37 | 50.9 | 9% | \$9,034,690.58 | 25.61% |
| Total Handle | \$107,469,041.93 | 18.2 | 9% | \$1,551,015,139.11 | 3.78% |
| | Tax Calculation | | | Tax Distribution | <u>.</u> |
| Total Statistical Win | | \$10,230,508.55 | Total 9% Tax Collected | | \$864,452.02 |
| Less: Non Cashable Pror | no Play | (\$1,888,609.32) 1% to State General Fund per 42-7B-2 | | Fund per 42-7B-28.1 | \$96,050.22 |
| Plus: Non Cashable Pror | Plus: Non Cashable Promo Wins | | 8% to Be Distributed per 42-7B-48 | | \$768,401.79 |
| Less: Wide Area Progres | sive Deduction | (\$3,321.86) | 40% Allocated to | o Tourism | \$307,360.72 |
| Less: City Slots (Net of P | romo) | (\$461,665.32) | 10% Allocated to | o Lawrence County | \$76,840.18 |
| Plus: Expired Vouchers | | \$27,442.83 | 50% Commissio | n Fund | \$384,200.90 |
| Less: Federal Excise Tax | | (\$2,859.85) | | | |
| Amended Returns | | \$3,779.00 | | | |
| Taxable Adjusted Gross | Revenue | \$9,605,022.42 | | | |
| | | 9% | | | |
| | Tax Due | \$864,452.02 | | | |

South Dakota Gaming Statistics Monthly Summary January 2024

Slot Machines

| | Number of Units Reporting | Number of Units Reporting | | | | |
|--------------|---------------------------|---------------------------|-----------------|---------------|--|--|
| Denomination | Revenue | Handle | Statistical Win | Avg. Payout % | | |
| 25 Dollars | 7 | \$351,862.00 | \$48,401.00 | 86.24% | | |
| 5 Dollars | 56 | \$3,515,614.00 | \$395,508.32 | 88.75% | | |
| 1 Dollar | 223 | \$8,542,674.28 | \$616,705.36 | 92.78% | | |
| 50 Cents | 3 | \$131,327.50 | \$18,151.00 | 86.18% | | |
| 25 Cents | 129 | \$3,117,491.60 | \$296,530.33 | 90.49% | | |
| 10 Cents | 2 | \$257,637.30 | (\$137.60) | 100.05% | | |
| City Slot | 53 | \$4,228,745.71 | \$416,751.87 | 90.14% | | |
| 5 Cents | 29 | \$852,417.71 | \$52,872.46 | 93.80% | | |
| 1 Cents | 2263 | \$84,609,998.16 | \$7,482,418.32 | 91.16% | | |
| Totals | 2765 | \$105,607,768.26 | \$9,327,201.06 | 91.17% | | |

Table Games Units Statistical Win Avg. Payout % Games Handle Black Jack 38 \$2,539,939.50 \$509,144.19 79.95% House Banked Poker 72.91% 26 \$2,134,159.00 \$578,162.18 Player Banked Poker 12 \$733,505.50 \$73,350.55 N/A Craps 3 \$147,652.00 67.66% \$456,508.00 \$193,875.50 \$20,730.00 89.31% Totals 86 \$6,057,987.50 \$1,329,038.92 76.42%

Sports Wagering

| | Revenue | Handle | Statistical Win | Avg. Payout % |
|--------|---------|--------------|-----------------|---------------|
| Totals | 7 | \$868,815.03 | \$94,755.61 | 89.09% |

| | | % Change from | Same Month, | | CYTD% Change from |
|--------------------------------|-------------------------------|-----------------|---|------------------|-------------------|
| | Current | Last ' | Year | Calendar YTD | Previous Year |
| Slot Machines | \$105,607,768.26 | 0.0 | 1% | \$105,607,768.26 | 0.01% |
| Table Games | \$6,057,987.50 | -6.7 | 1% | \$6,057,987.50 | -6.71% |
| Sports Wagering | \$868,815.03 | -4.5 | 6% | \$868,815.03 | -4.56% |
| Total Handle | \$112,534,570.79 | -0.4 | 1% | \$112,534,570.79 | -0.41% |
| | Tax Calculation | | | Tax Distribution | <u>on</u> |
| Total Statistical Win | | \$10,750,995.59 | Total 9% Tax Collected | | \$916,019.88 |
| Less: Non Cashable Prom | ess: Non Cashable Promo Play | | 1% to State General Fund per 42-7B-28.1 | | \$101,779.99 |
| Plus: Non Cashable Prom | Plus: Non Cashable Promo Wins | | 8% to Be Distributed per 42-7B-48 | | \$814,239.89 |
| Less: Wide Area Progress | ive Deduction | (\$707.85) | 40% Allocated to To | urism | \$325,695.96 |
| Less: City Slots (Net of Pr | romo) | (\$409,006.27) | 10% Allocated to La | wrence County | \$81,423.99 |
| Plus: Expired Vouchers | | \$19,403.21 | 50% Commission Fu | nd | \$407,119.95 |
| Less: Federal Excise Tax | | (\$2,172.04) | | | |
| Amended Returns | | \$0.56 | | | |
| Taxable Adjusted Gross Revenue | | \$10,177,998.61 | | | |
| | | 9% | | | |
| | Tax Due | \$916,019.88 | | | |

South Dakota Gaming Statistics Monthly Summary February 2024

Slot Machines

| | Number of Units Reporting | | | |
|--------------|---------------------------|------------------|-----------------|---------------|
| Denomination | Revenue | Handle | Statistical Win | Avg. Payout % |
| 25 Dollars | 6 | \$150,075.00 | \$12,684.41 | 91.55% |
| 5 Dollars | 56 | \$3,896,607.00 | \$227,317.63 | 94.17% |
| 1 Dollar | 226 | \$9,193,844.73 | \$701,891.94 | 92.37% |
| 50 Cents | 4 | \$311,440.50 | \$53,416.50 | 82.85% |
| 25 Cents | 127 | \$2,880,586.82 | \$274,417.57 | 90.47% |
| 10 Cents | 2 | \$147,280.80 | \$11,219.80 | 92.38% |
| City Slot | 52 | \$4,378,878.04 | \$393,875.91 | 91.01% |
| 5 Cents | 28 | \$784,009.69 | \$59,457.34 | 92.42% |
| 1 Cents | 2260 | \$89,071,590.14 | \$8,131,061.20 | 90.87% |
| Totals | 2761 | \$110,814,312.72 | \$9,865,342.30 | 91.10% |

| Table Games | | | | |
|---------------------|-------|----------------|-----------------|---------------|
| Games | Units | Handle | Statistical Win | Avg. Payout % |
| Black Jack | 38 | \$3,097,199.00 | \$526,280.25 | 83.01% |
| House Banked Poker | 26 | \$2,345,004.50 | \$644,455.94 | 72.52% |
| Player Banked Poker | 12 | \$966,202.50 | \$96,620.25 | N/A |
| Craps | 3 | \$467,787.00 | \$121,679.00 | 73.99% |
| Roulette | 6 | \$256,900.00 | \$52,009.00 | 79.76% |
| Totals | 85 | \$7,133,093.00 | \$1,441,044.44 | 78.20% |

Sports Wagering

| | Number of Casinos Reporting | | | |
|--------|-----------------------------|--------------|-----------------|---------------|
| | Revenue | Handle | Statistical Win | Avg. Payout % |
| Totals | 7 | \$696,016.94 | (\$38,405.75) | 105.52% |

| | | % Change from | n Same Month, | | CYTD% Change from |
|--------------------------------|-------------------|------------------|---|------------------|-------------------|
| | Current | Last ' | Year | Calendar YTD | Previous Year |
| Slot Machines | \$110,814,312.72 | 8.58% | | \$216,422,080.98 | 4.22% |
| Table Games | \$7,133,093.00 | 3.5 | 7% | \$13,191,080.50 | -1.42% |
| Sports Wagering | \$696,016.94 | -2.9 | 95% | \$1,564,831.97 | -3.85% |
| Total Handle | \$118,643,422.66 | 8.19% | | \$231,177,993.45 | 3.82% |
| | Tax Calculation | | | Tax Distribution | |
| Total Statistical Win | | \$11,267,980.99 | Total 9% Tax Collected | | \$964,369.16 |
| Less: Non Cashable P | romo Play | (\$1,734,775.31) | 1% to State General Fund per 42-7B-28.1 | | \$107,152.13 |
| Plus: Non Cashable P | romo Wins | \$1,561,297.78 | 8% to Be Distributed per 42-7B-48 | | \$857,217.03 |
| Less: Wide Area Prog | ressive Deduction | (\$4,581.29) | 9) 40% Allocated to Tourism | | \$342,886.81 |
| Less: City Slots (Net o | of Promo) | (\$384,997.20) | 10% Allocated to La | wrence County | \$85,721.70 |
| Plus: Expired Vouche | ers | \$22,107.42 | 50% Commission Fu | ınd | \$428,608.52 |
| Less: Federal Excise T | ax | (\$1,740.04) | | | |
| Amended Returns | | (\$10,079.44) | | | |
| Taxable Adjusted Gross Revenue | | \$10,715,212.91 | | | |
| | | 9% | | | |
| | Tax Due | \$964,369.16 | | | |

South Dakota Gaming Statistics Monthly Summary March 2024

Slot Machines

| | Number of Units Reporting | | | |
|--------------|---------------------------|------------------|-----------------|---------------|
| Denomination | Revenue | Handle | Statistical Win | Avg. Payout % |
| 25 Dollars | 6 | \$336,925.00 | \$83,300.00 | 75.28% |
| 5 Dollars | 56 | \$3,350,484.00 | \$316,893.47 | 90.54% |
| 1 Dollar | 232 | \$10,561,853.20 | \$752,873.29 | 92.87% |
| 50 Cents | 4 | \$352,083.00 | \$21,504.50 | 93.89% |
| 25 Cents | 123 | \$3,358,073.44 | \$292,920.20 | 91.28% |
| 10 Cents | 2 | \$163,811.20 | \$15,294.70 | 90.66% |
| City Slot | 50 | \$4,543,656.15 | \$490,509.75 | 89.20% |
| 5 Cents | 26 | \$745,875.14 | \$81,879.23 | 89.02% |
| 1 Cents | 2281 | \$93,747,895.40 | \$8,521,148.34 | 90.91% |
| Totals | 2780 | \$117,160,656.53 | \$10,576,323.48 | 90.97% |

| Table Games | | | | | |
|---------------------|-------|----------------|-----------------|---------------|--|
| Games | Units | Handle | Statistical Win | Avg. Payout % | |
| Black Jack | 38 | \$3,773,643.00 | \$523,569.19 | 86.13% | |
| House Banked Poker | 28 | \$3,042,460.00 | \$725,526.20 | 76.15% | |
| Player Banked Poker | 12 | \$929,222.50 | \$92,922.25 | N/A | |
| Craps | 4 | \$715,754.00 | \$69,777.50 | 90.25% | |
| Roulette | 6 | \$306,891.00 | \$61,666.00 | 79.91% | |
| Totals | 88 | \$8,767,970.50 | \$1,473,461.14 | 82.39% | |

Sports Wagering

| | Number of Casinos Reporting | | | |
|--------|-----------------------------|----------------|-----------------|---------------|
| | Revenue | Handle | Statistical Win | Avg. Payout % |
| Totals | 7 | \$1,242,270.27 | \$91,215.38 | 92.66% |

Handle Comparison

CYTD% Change from

% Change from Same Month,

| | Current | Last | Year | Calendar YTD | Previous Year | | |
|---------------------------------------|---------------------------------|------------------|---|------------------|---|--|--|
| Slot Machines | \$117,160,656.53 | -6.5 | 54% | \$333,582,737.51 | 0.17% | | |
| Table Games | \$8,767,970.50 | 10.5 | 52% | \$21,959,051.00 | 3.02% | | |
| Sports Wagering | \$1,242,270.27 | 34.4 | 16% | \$2,807,102.24 | 10.02% | | |
| Total Handle | \$127,170,897.30 | -5.25% | | \$358,348,890.75 | 0.41% | | |
| | Tax Calculation | | | Tax Distribution | Tax Distribution \$1,034,843.82 12-7B-28.1 \$114,982.65 3-48 \$919,861.18 | | |
| Total Statistical Win | | \$12,141,000.00 | Total 9% Tax Collected | | \$1,034,843.82 | | |
| Less: Non Cashable Promo Play | | (\$1,742,563.89) | 1% to State General Fund per 42-7B-28.1 | | \$114,982.65 | | |
| Plus: Non Cashable Promo Wins | | \$1,568,307.50 | 8% to Be Distributed per 42-7B-48 | | \$919,861.18 | | |
| Less: Wide Area Progressive Deduction | | (\$2,190.79) | 40% Allocated to Tourism | | \$367,944.47 | | |
| Less: City Slots (Net o | Less: City Slots (Net of Promo) | | 10% Allocated to Lawrence County | | \$91,986.12 | | |
| Plus: Expired Vouche | rs | \$17,961.62 | 50% Commission Fund | | \$459,930.59 | | |
| Less: Federal Excise T | ax | (\$3,105.68) | | | | | |
| Adjustments for Ame Audit Findings | ended Returns and | \$1.78 | | | | | |
| Taxable Adjusted Gro | oss Revenue | \$11,498,264.69 | | | | | |
| | | 9% | | | | | |
| | Tax Due | \$1,034,843.82 | | | | | |
| | | | | | | | |

