



**Green Country, Inc.**  
(dba GREEN COUNTRY TOURISM)

**ANNUAL REPORT**

**FOR THE YEARS ENDED JUNE 30, 2022 and 2021**



## INDEPENDENT AUDITOR'S REPORT

To the Board of Directors  
Green Country Marketing Association, Inc.  
Tulsa, Oklahoma

### **Opinion**

We have audited the accompanying financial statements of Green Country, Inc. (dba Green Country Tourism) (a nonprofit organization, which comprise the statement of financial position – modified cash basis as of June 30, 2022, and the related statement of activities – modified cash basis, and statement of cash flows – modified cash basis for the year then ended, and the related notes to the financial statements.

In our opinion, the financial statements present fairly, in all material respects, the financial position of Green Country, Inc. as of June 30, 2022, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

### **Basis for Opinion**

We conducted our audits in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of Green Country, Inc. and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audits. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### **Prior Period Financial Statements**

The financial statements of Green Country, Inc. as of June 30, 2021 were audited by other auditors whose report dated December 14, 2021 expressed an unmodified opinion on those statements.

### **Responsibilities of Management for the Financial Statements**

Management is responsible for the preparation and fair presentation of the consolidated financial statements in accordance with accounting principles generally accepted in the United States of America, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about Green Country, Inc.'s ability to continue as a going concern within one year after the date that the consolidated financial statements are available to be issued.

## **Auditor's Responsibilities for the Audit of the Financial Statements**

Our objectives are to obtain reasonable assurance about whether the consolidated financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with generally accepted auditing standards will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the consolidated financial statements.

In performing an audit in accordance with generally accepted auditing standards, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the consolidated financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of Green Country, Inc.'s internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the consolidated financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about Green Country, Inc.'s ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control related matters that we identified during the audit.

## **Report on Required Supplementary Information**

Accounting principles generally accepted in the United States of America require that budgetary comparison information on page 10 be presented to supplement the basic financial statements. Such information, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board, who consider it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic or historical context. We have applied certain limited procedures to the required supplementary information in accordance with auditing standards generally accepted in the United States of America, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audit of the basic financial statements. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.

### **Report on Supplementary Information**

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The supplementary schedules on pages 13-16 are presented for purposes of additional analysis and is not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in related to the financial statements as a whole.

### **Other Reporting Required by Government Auditing Standards**

In accordance with *Government Auditing Standards*, we have also issued our report dated November 16, 2022, on our consideration of Green Country, Inc.'s internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is solely to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the effectiveness of Green Country, Inc.'s internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering Green Country Marketing, Inc.'s internal control over financial reporting and compliance.

*Hood & Associates CPAs P.C.*

Hood & Associates, CPAs PC  
Tulsa, Oklahoma  
November 16, 2022

**Green Country, Inc.**  
**(dba Green Country Tourism)**  
**Statements of Financial Position - Modified Cash Basis**  
**June 30, 2022 and 2021**

**ASSETS**

	<u>2022</u>	<u>2021</u>
<b>Current Assets:</b>		
Cash and cash equivalents	\$ 247	\$ 432
Money-market cash	67,315	125,667
Total Current Assets	<u>67,562</u>	<u>126,099</u>
<b>Noncurrent Assets:</b>		
Certificates of deposit	<u>120,915</u>	<u>133,164</u>
<b>Fixed Assets:</b>		
Fixed assets	106,055	63,935
Accumulated depreciation	(57,442)	(57,442)
Net Fixed Assets	<u>48,613</u>	<u>6,493</u>
Total Assets	<u><u>\$237,090</u></u>	<u><u>\$265,756</u></u>

**LIABILITIES AND NET ASSETS**

<b>Current Liabilities:</b>		
Accounts payable	1,683	1,324
Payroll tax liabilities	\$ 4,217	\$ 1,341
Current portion - lease payable	1,203	1,203
Total Current Liabilities	<u>7,103</u>	<u>3,868</u>
<b>Long-Term Liabilities:</b>		
Long-term portion - lease payable	2,603	3,509
Total Long-Term Liabilities	<u>2,603</u>	<u>3,509</u>
Total Liabilities	<u>9,706</u>	<u>7,377</u>
<b>Net Assets:</b>		
Net assets with donor restrictions	-	-
Net assets without donor restrictions	227,384	258,379
Total Net Assets	<u>227,384</u>	<u>258,379</u>
Total Liabilities and Net Assets	<u><u>\$237,090</u></u>	<u><u>\$265,756</u></u>

See accompanying independent auditor's report and notes

**Green Country, Inc.**  
**(dba Green Country Tourism)**  
**Statements of Activities - Modified Cash Basis**  
**June 30, 2022 and 2021**

**Net Assets Without Donor Restrictions**

	<u>2022</u>	<u>2021</u>
<b>Revenues and Gains:</b>		
Membership dues	18,948	18,587
Matching funds	163,285	157,855
Advertising	109,242	99,813
Co-op advertising	156,297	92,060
Miscellaneous	417	22,996
Fundraising	2,164	2,025
Website income	20,296	20,223
Productive and creative	43,469	29,440
Interest	20	-
Total Revenue and Gains	<u>514,138</u>	<u>442,999</u>
<b>Expenses:</b>		
Program	378,058	271,061
Administrative	165,726	159,703
Total expenses	<u>543,784</u>	<u>430,764</u>
Increase (decrease) in net assets without donor restrictions	<u>(29,646)</u>	<u>12,235</u>

**Net Assets With Donor Restrictions**

<b>Revenues and Gains</b>	-	-
<b>Expenses</b>	-	-
Increase (decrease) in net assets with donor restrictions	<u>-</u>	<u>-</u>
Increase (decrease) in net assets	<u><u>\$(29,646)</u></u>	<u><u>\$ 12,235</u></u>

**Green Country, Inc.**  
**(dba Green Country Tourism)**  
**Statements of Functional Expenses - Modified Cash Basis**  
**For the Years Ended June 30, 2022 and 2021**

	<b>2022</b>			<b>2021</b>
	<b>Program</b>	<b>Administrative</b>	<b>Total</b>	<b>Total</b>
Salaries and payroll taxes	\$ 52,558	\$ 90,886	\$ 143,444	\$137,308
Employee benefits	-	18,481	18,481	18,882
Insurance	-	3,106	3,106	2,991
Travel	-	4,830	4,830	4,555
Office and postage	-	2,797	2,797	2,924
Equipment and repairs	-	1,946	1,946	2,709
Rent and parking	-	10,524	10,524	15,219
Telephone	-	2,901	2,901	1,589
Accounting and auditing	-	10,160	10,160	9,479
Dues and subscriptions	-	6,246	6,246	5,638
Miscellaneous	74	2,417	2,491	3,895
Education and sponsorship	-	90	90	-
Depreciation	-	-	-	2,247
Distribution and publications	15,093	-	15,093	17,266
Guides and coupon books	43,658	-	43,658	25,339
Production and creative	115,888	-	115,888	63,687
Public relations	4,255	-	4,255	2,065
Co-op advertising	59,941	-	59,941	56,912
Travel for shows, conferences and events	-	-	-	400
Newspaper and magazines	10,693	-	10,693	7,620
Special events	-	-	-	1,129
Oklahoma Today	37,047	-	37,047	20,992
Website and social media	38,849	-	38,849	27,918
Interest	-	11,343	11,343	-
<b>Totals</b>	<b>\$ 378,058</b>	<b>\$ 165,726</b>	<b>\$ 543,784</b>	<b>\$430,764</b>

See accompanying independent auditor's report and notes

**Green Country, Inc.**  
**(dba Green Country Tourism)**  
**Statements of Cash Flows - Modified Cash Basis**  
**For the Years Ended June 30, 2022 and 2021**

	<u>2022</u>	<u>2021</u>
<b>Cash Flows from Operating Activities:</b>		
Change in net assets	\$ (29,646)	\$ 12,234
Adjustments to reconcile change in net assets to net cash provided by operating activities:		
Depreciation expense	-	2,247
PPP loan forgiven	-	(19,000)
Change in market value of certificate of deposit		-
(Increase) decrease in other assets	-	1,007
Increase (decrease) in accrued expenses	2,876	530
Increase (decrease) in accounts payable	359	1,324
Net cash provided (used) by operating activities	<u>(26,411)</u>	<u>(1,658)</u>
<b>Cash Flows from Investing Activities:</b>		
Cash paid for fixed assets	(42,120)	(448)
Proceeds from the disposal of fixed assets	-	530
Proceeds from certificate deposit	10,900	-
Net cash provided (used) by investing activities	<u>(31,220)</u>	<u>82</u>
<b>Cash Flows from Financing Activities:</b>		
Proceeds from long-term debt	-	19,000
Lease payments	(906)	(1,454)
Net cash provided (used) by financing activities	<u>(906)</u>	<u>17,546</u>
Increase (decrease) in cash	(58,537)	15,970
Cash and cash equivalents, beginning of year	126,099	244,642
Adjustment for noncash equivalent	-	(134,513)
Cash and cash equivalents, end of year	<u>\$ 67,562</u>	<u>\$ 126,099</u>

See independent auditor's report and notes



**GREEN COUNTRY, INC.**  
**(dba Green Country Tourism)**  
**Notes to the Financial Statements**  
June 30, 2022 and 2021

**1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICY**

Basis of Accounting

The financial statements of Green Country, Inc. (dba Green Country Tourism) (the “Association”) have been prepared on the modified cash basis of accounting, which is a comprehensive basis of accounting other than generally accepted accounting principles. Modifications to the cash basis of accounting include recording depreciation on property and equipment and accruing for payroll taxes.

Basis of Presentation

The Association is required to report information regarding its financial position and activities according to two classes of net assets: unrestricted net assets and restricted net assets.

Cash and cash equivalents

For purposes of the statement of cash flows, cash and cash equivalents are considered to be highly liquid depository accounts with a maturity of less than three months.

Estimates

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

Expense Allocation

The cost of providing various programs and other activities has been summarized on a functional basis in the Statement of Activities and in the Reconciliation of Cash Expenditures. Accordingly, certain costs have been allocated among the programs and supporting services benefited. Directly identifiable expenses are charged to programs and supporting services. Management and general expenses include those expenses that are not directly identifiable with any other specific function but provide for the overall support and direction of the Association.

**GREEN COUNTRY, INC.**  
**(dba Green Country Tourism)**  
**Notes to the Financial Statements**  
June 30, 2022 and 2021

General Statement

Green Country, Inc., (dba Green Country Tourism), is a multi-county organization established under the laws of the State of Oklahoma. The purpose of the Association is to promote and encourage the development of tourism and commerce through various forms of advertising and promotion.

The Association derives a significant portion of its income from advertising sales and managed cooperative advertising, as well as contributions and the sale of memberships. These revenues come mainly from business enterprises in the eighteen-county area of Oklahoma known as Green Country. The remainder of the revenues is derived from the State of Oklahoma and fundraising events. The Association presents periodic reports to the State showing expenses paid, and the state reimburses the organization for one hundred percent of the allowable expenses limited to the amount allocated to Green Country, Inc. Administrative expenses cannot be more than 20% of the amount allocated. Reimbursements from the state are recorded as income in the fiscal year in which they are received.

Fixed Assets

Equipment is recorded at historical cost. Depreciation is computed on the straight-line basis over its estimated useful life. Green Country, Inc.'s capitalization policy is to capitalize any equipment over \$500. Any purchases of equipment under \$500 is expensed in the period purchased.

Income Tax

The Internal Revenue Service has determined that the Organization meets the requirements of the Internal Revenue Code and is exempt from federal income tax under Section 501(c)(6) of the Code.

The Organization's Forms 990, *Return of Organization Exempt from Income Tax*, for the years ending 2019, 2020 and 2021 are subject to examination by the IRS, generally for three years after they were filed.

Restricted and Unrestricted Revenue

Contributions received are recorded as increases in unrestricted or restricted net assets, depending on the existences and/or nature of any donor restrictions.

**2. CASH AND INVESTMENTS**

The Green Country, Inc. maintains its cash accounts in Arvest Bank and Edward Jones. Accounts are guaranteed by the Federal Deposit Insurance Corporation up to \$250,000. As of June 30, 2022 and 2021 the Association had no uninsured receipts.

**GREEN COUNTRY, INC.**  
**(dba Green Country Tourism)**  
**Notes to the Financial Statements**  
June 30, 2022 and 2021

**3. REIMBURSEMENT FROM THE STATE OF OKLAHOMA**

As described in Note 1, the Association receives funding from the State of Oklahoma in the form of the reimbursement of 100% of allowable expenditures, limited to the amount allocated by the state for matching funds. State reimbursements are identified according to the fiscal year program from which the State makes the payments. The contract for 2021/2022 was for \$160,570. Payments received during the year for the 2021/2022 contract totaled \$163,285. Which included the remaining \$2,715 from the 2020/2021 fiscal year. This is 31.76% of total revenue for this organization and may be considered a concentration of revenue.

The contract for 2020/2021 was for \$160,570. Payments received during the year for the 2020/2021 contract totaled \$157,855. The remaining \$2,715 was received after the end of the fiscal year. This is 36.65% of total revenue for this organization and may be considered a concentration of revenue.

Total expenditures for the organization were \$545,548. The state reimbursed 29.99% of the total expenditures for a total of \$163,285, the amount paid by the state as matching funds for Green Country Marketing Association, Inc. during the 2022 fiscal year.

**4. ANNUAL PUBLICATIONS**

Green Country, Inc. published three publications this year. The publications include Guide to Green Country, Shop, Dine, and Fun, Attractions Map.

Guide to Green Country is a color publication that the Green Country Tourism publishes annually as its principal fulfillment piece. Each year 75,000 copies are produced and distributed. Green Country Shop, Dine and Fun Guide a four-color publication with 50,000 copies produced and distributed each year. Attractions Map is a color publication that Green Country published and distributed 60,000 copies.

The publications are distributed in state tourism information centers, in chambers of commerce, by advertisers in the publications, lodging facilities in the Green Country region, and as direct fulfillment of inquiries received in the Green Country office. The Attractions Map is distributed in Kansas, Missouri, Arkansas, and Oklahoma through the distribution companies of CTM and Certified Folder. The Guide to Green Country is also distributed thru the OTRD Fulfillment program for 3 months

**5. ADVERTISING COSTS**

Because Green Country, Inc. is in the business of promoting the development of tourism and commerce through various forms of advertising, all advertising costs are expensed in the period paid and none of the costs are capitalized.

**GREEN COUNTRY, INC.**  
**(dba Green Country Tourism)**  
**Notes to the Financial Statements**  
June 30, 2022 and 2021

**6. LEASE PAYABLE**

On June 6, 2020, the Association entered into a 60-month lease agreement with Avaya Financial Services for Yealink Telephone system in the amount of \$6,016. Monthly lease payments in the amount of \$100.26 plus applicable taxes are due 30 days after entering into the lease agreement. At the end of the lease term, the Association has the option to purchase the equipment for \$1. As of June 30, 2021 the total balance of the lease payable was \$3,909 and on June 30, 2022 it was \$4,712.

The following is a schedule of the future payments on the outstanding balance:

	Current Maturities	Taxes and Fees	Debt Service
2023	\$ 1,203	\$ 137	\$ 1,340
2024	1,203	137	1,340
2025	1,103	126	1,229
Totals	\$ 3,509	\$ 400	\$ 3,909

**7. PAYCHECK PROTECTION PROGRAM**

The Association entered into a note agreement with Arvest Bank on January 29, 2021 to borrow \$19,000 from the Paycheck Protection Program (PPP) as part of the CARES Act. The Association received a Notice of Paycheck Protection Program Forgiveness payment where the amount forgiven was \$19,000. This included in the Statement of Activities as part of miscellaneous income and is presented separately on the Statement of Cash Flows.

**8. SUBSEQUENT EVENTS**

Management will be notified by the Oklahoma Tourism and Recreation Department if any undisbursed matching funds for the fiscal year are available in July of 2022. This date was changed this year from around the first week of September 2021 to July 2022. The amount will be determined by the expenditures that Green Country provides OTRD. No other events have occurred that need disclosed in the financial statements as of November 16, 2022, the date the financial statements were available to be issued.

**GREEN COUNTRY, INC.**  
**(dba Green Country Tourism)**  
 Budget to Actual Comparison  
 June 30, 2022

	<u>Original</u>	<u>Final</u>	<u>Actual</u>	<u>Variance</u>
<b>REVENUES:</b>				
Advertising	\$134,500	\$134,500	\$109,242	\$(25,258)
Co-op Advertising	76,550	76,550	156,297	79,747
Interest	1,200	1,200	20	(1,180)
Matching Funds/Tourism	160,569	160,569	163,285	2,716
Memberships	22,000	22,000	18,948	(3,052)
Fundraisers	-		2,164	2,164
Miscellaneous	2,000	2,000	417	(1,583)
Productive and Creative	42,600	42,600	43,469	869
Website	60,000	60,000	20,296	(39,704)
Total Revenue	<u>499,419</u>	<u>499,419</u>	<u>514,138</u>	<u>14,719</u>
<b>EXPENSES:</b>				
Administrative	141,324	141,324	165,726	24,402
Promotion	354,314	354,314	378,058	23,744
Total Expenses	<u>495,638</u>	<u>495,638</u>	<u>543,784</u>	<u>48,146</u>
Revenue Over/ (Under) Expenses	<u>\$ 3,781</u>	<u>\$ 3,781</u>	<u>\$ (29,646)</u>	<u>\$(33,427)</u>

See independent auditor's report and the the accompanying notes to the financial statement

**Green Country, Inc.**  
**(dba Green Country Tourism)**  
**OTRD Required Schedules**  
**June 30, 2022**

**Sources of Revenue Schedule**

Membership dues	\$ 18,948
Matching funds	163,285
Advertising income	109,242
Co-op advertising	156,297
Miscellaneous income	417
Fundraisers	2,164
Website income	20,296
Interest earned	20
Productive & creative	43,469
	<hr/>
	<u>\$ 514,138</u>

**Schedule of Reconciliation of Cash Expenditures**

	Allowable Expenditures Claimed	Discretionary Expenditures	Total Expenditures
	<hr/>		
<b>EXPENDITURES:</b>			
Administrative Expenses	\$ 11,247	\$ 63,594	\$ 74,841
Administrative Wages	-	90,886	90,886
Program Wages	-	52,558	52,558
Advertising & Promotional:			
Print Production	101,588	95,006	196,594
Media Advertising	10,401	60,233	70,634
Postage/Literature Distribution	8,398	6,695	15,093
Travel Shows	-	-	-
Other Allowable Promotion	28,936	14,168	43,104
Other & Misc	-	74	74
	<hr/>		
	<u>\$ 160,570</u>	<u>\$ 383,214</u>	<u>\$ 543,784</u>

See accompanying notes and independent auditor's report

**Green Country, Inc.**  
**(dbaGreen Country Tourism)**  
**Performance Measures and Advertisers**  
**July 2021 through June 2022**

Service	Date	Num	Name	Memo	Amount
<b>GREEN COUNTRY Publications</b>					
<b>ATTRACTIONS MAP</b>					
<b>BK Panel (Back Panel Ad: Attractions Map)</b>					
	07/26/2021	12440	Ponca City Tc	Back Panel Ad: Attractions Map 2022	-1,700.00
Total BK Panel (Back Panel Ad: Attractions Map)					-1,700.00
<b>Inside Panel (Inside Panel Ad: Attractions Map)</b>					
	07/07/2021	12395	Tour Tahlequ	Inside Panel Ad: Attractions Map	-1,000.00
	07/26/2021	12436	Muskogee Pa	Inside Panel Ad: Attractions Map 2022	-1,325.00
	07/27/2021	12450	Tulsa Zoo Fri	Inside Panel Ad: Attractions Map x 2 panels 2022	-1,700.00
	07/27/2021	12453	Will Rogers M	Inside Panel Ad: Attractions Map Co-op with Visit Claremore and JM Davis 1/ 3 each	-344.00
	09/14/2021	12516	Visit Claremor	Inside Panel Ad: Attractions Map 2022 Split 3 way (JMD & WRM) Claremore co-op	-344.00
Total Inside Panel (Inside Panel Ad: Attractions Map)					-4,713.00
<b>Listing + Pic (Listing + Pic: Attractions Map)</b>					
	07/23/2021	12419	Five Civilized	Listing + Pic: Attractions Map 2022	-400.00
	07/23/2021	12421	Fort Gibson L	Listing + Pic: Attractions Map	-400.00
	07/23/2021	12422	Grove Chamb	Listing + Pic: Attractions Map 2022	-400.00
	07/23/2021	12423	Har-Ber Villag	Listing + Pic: Attractions Map 2022	-400.00
	07/23/2021	12424	Heart of Rt 66	Listing in Attractions Map 2022	-400.00
	07/23/2021	12425	In House Adv	Listing + Pic: Attractions Map 2022	-400.00
	07/26/2021	12431	Lake Eufaula	Listing + Pic: Attractions Map 2022	-400.00
	07/26/2021	12432	Lendonwood	Listing + Pic: Attractions Map 2022	-400.00
	07/26/2021	12434	Visit Miami	Listing + Pic: Attractions Map	-400.00
	07/26/2021	12435	Muskogee Pa	Listing + Pic: Attractions Map 2022	-400.00
	07/26/2021	12437	OKM Music	Listing + Pic: Attractions Map	-400.00
	07/26/2021	12438	Oasis Animal	Listing + Pic: Attractions Map 2022	-400.00
	07/26/2021	12441	Sand Springs	Listing + Pic: Attractions Map	-400.00
	07/26/2021	12444	Sapulpa Char	Listing + Pic: Attractions Map	-400.00
	07/26/2021	12445	Sapulpa Histo	Listing + Pic: Attractions Map 2022	-400.00
	07/26/2021	12446	Sequoyah Loc	Listing + Pic: Attractions Map 2022	-400.00
	07/26/2021	12447	Shepherd's C	Listing + Pic: Attractions Map 2022	-400.00
	07/27/2021	12448	The Museum	Listing + Pic: Attractions Map 2022	-400.00
	07/27/2021	12449	The Papillion	Listing + Pic: Attractions Map 2022	-400.00
	07/27/2021	12451	Visit Wagoner	Listing + Pic: Attractions Map 2022	-400.00
	07/27/2021	12452	Washington C	Listing + Pic: Attractions Map 2022	-400.00
	09/14/2021	12512	Okmulgee Co	Listing + Pic: Attractions Map 2022	-400.00
	09/14/2021	12514	Grand River	Listing + Pic: Attractions Map 2022	-400.00
	09/14/2021	12515	Marland Esta	2 Listings + Pic: Attractions Map 2022	-800.00
	06/13/2022	12789	Visit Wagoner	Listing + Pic: Attractions Map 2023	-480.00
	06/13/2022	12790	The Papillion	Listing + Pic: Attractions Map 2023	-480.00
Total Listing + Pic (Listing + Pic: Attractions Map)					-10,960.00
<b>Panel (Panel: Attractions Map)</b>					
	07/23/2021	12420	Fort Gibson C	Panel: Attractions Map 2022	-1,000.00
	07/26/2021	12433	Mannford Che	Panel: Attractions Map 2022	-1,000.00
	07/27/2021	12454	Woolaroc Wil	Panel: Attractions Map	-1,000.00
	09/14/2021	12509	Stoddard Cre	Panel: Attractions Map CNCT 2022	-1,000.00
	09/14/2021	12510	Stoddard Cre	Panel: Attractions Map Cherokee Gift Shop	-1,000.00
	09/14/2021	12511	City of Dewey	Panel: Attractions Map 2022	-1,000.00
	09/14/2021	12513	Vinita City of	Panel: Attractions Map 2022	-1,000.00
	12/20/2021	12585	City of Dewey	Panel: Attractions Map 2022	0.00
Total Panel (Panel: Attractions Map)					-7,000.00
<b>ATTRACTIONS MAP - Other</b>					
	07/26/2021	12430	J M Davis Arn	Panel - split 1/3 with Claremore 2022	-344.00
Total ATTRACTIONS MAP - Other					-344.00
Total ATTRACTIONS MAP					-24,717.00
<b>DESTINATION OK</b>					
<b>BC (Back Cover: Destination Oklahoma)</b>					

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Date	Num	Name	Memo	Amount
12/21/2021	12599	Red Carpet C Back Cover: Destination Oklahoma		-5,075.00
Total BC (Back Cover: Destination Oklahoma)				-5,075.00
Total DESTINATION OK				-5,075.00
<b>GUIDE TO GREEN CTRY</b>				
<b>1/2 Page (1/2 Page Ad: Guide to Green Country)</b>				
10/05/2021	12529	City of Dewey 1/2 Page Ad: Guide to Green Country 2022		-2,211.00
10/05/2021	12530	Vinita City of 1/2 Page Ad: Guide to Green Country 2022		-2,211.00
10/05/2021	12532	Fort Gibson C 1/2 Page Ad: Guide to Green Country 2022		-2,211.00
10/05/2021	12536	Okmulgee Co 1/2 Page Ad: Guide to Green Country 2022		-2,211.00
10/05/2021	12538	Pryor Chambe 1/2 Page Ad: Guide to Green Country 2022		-2,211.00
10/05/2021	12539	Shangri La 1/2 Page Ad: Guide to Green Country 2022		-2,211.00
10/05/2021	12541	Visit Bartlesvil 1/2 Page Ad: Guide to Green Country 2022		-2,211.00
12/20/2021	12586	Stoddard Cre: 1/2 Page Ad: Guide to Green Country CNCT 2022		-2,211.00
12/20/2021	12591	Marland Esta 1/2 Page Ad: Guide to Green Country		-2,211.00
12/20/2021	12596	Muskogee Toi 1/2 Page Ad: Guide to Green Country		-2,211.00
12/20/2021	12597	Washington C 1/2 Page Ad: Guide to Green Country		-2,211.00
Total 1/2 Page (1/2 Page Ad: Guide to Green Country)				-24,321.00
<b>1/4 Page (1/4 Page Ad: Guide To Green Country)</b>				
09/24/2021	12518	Visit Stillwater 1/4 Page Ad Guide To Green Country 2022		-1,193.00
10/05/2021	12533	Freddie's Bar 1/4 Page Ad: Guide To Green Country 2022		-1,193.00
10/05/2021	12535	Oasis Animal 1/4 Page Ad: Guide To Green Country 2022		-1,193.00
12/20/2021	12587	Grand River C 1/4 Page Ad: Guide To Green Country 2022		-1,193.00
12/20/2021	12588	Grove Chamb 1/4 Page Ad: Guide To Green Country 2022		-1,193.00
12/20/2021	12589	Har-Ber Villag 1/4 Page Ad: Guide To Green Country 2022		-1,193.00
12/20/2021	12590	J M Davis Arn 1/4 Page Ad: Guide To Green Country		-1,193.00
Total 1/4 Page (1/4 Page Ad: Guide To Green Country)				-8,351.00
<b>1/6 Page (1/6 Page Ad: Guide to Green Country)</b>				
10/05/2021	12528	Broken Arrow 1/6 Page Ad: Guide to Green Country 2022		-848.00
12/21/2021	12600	The Papillion 1/6 Page Ad: Guide to Green Country 2022		-848.00
12/21/2021	12601	Five Civilized 1/6 Page Ad: Guide to Green Country 2022		-848.00
Total 1/6 Page (1/6 Page Ad: Guide to Green Country)				-2,544.00
<b>Full Pg (Full Page Ad: Guide to Green Country)</b>				
07/07/2021	12396	Tour Tahlequ: Full Page Ad: Guide to Green Country		-8,070.00
10/05/2021	12531	Grand Lake A Full Page Ad: Guide to Green Country 2022		-4,035.00
10/05/2021	12534	Visit Miami Full Page Ad: Guide to Green Country Page 3 Premium Position		-4,576.00
12/20/2021	12598	Jordan Advert Full Page Ad: Guide to Green Country 2022		-4,035.00
06/08/2022	12540	Tour Tahlequ: Full Page Ad: Guide to Green Country 2022		-4,035.00
Total Full Pg (Full Page Ad: Guide to Green Country)				-24,751.00
<b>IFC,IBC (Inside Cover Ad: Guide to Guide Country)</b>				
12/20/2021	12595	Visit Claremor Inside Cover Ad: Guide to Guide Country 2022		-4,576.00
Total IFC,IBC (Inside Cover Ad: Guide to Guide Country)				-4,576.00
<b>GUIDE TO GREEN CTRY - Other</b>				
07/07/2021	12396	Tour Tahlequ: BOGO		4,035.00
10/22/2021	12550	Lake Eufaula . 1/2 page ad 2022		-2,211.00
12/20/2021	12590	J M Davis Arn Won 1/4 page ad Annual Meeting 2021		1,193.00
12/20/2021	12593	Pawnee Bill R 1/4 page ad in Guide to Green Country 2022		-1,193.00
12/20/2021	12593	Pawnee Bill R GGC 2022		0.00
12/20/2021	12593	Pawnee Bill R Less ad discount		93.00
12/20/2021	12594	Tom Mix Mus: 1/4 page ad Guide to Green Country 2022		-1,105.00
12/20/2021	12597	Washington C Share 1/4 with Tom Mix Museum		1,105.00
12/21/2021	12600	The Papillion Less Discount - Muskogee Co-Op		298.00
12/21/2021	12601	Five Civilized Less Discount Muskogee Co-Op		298.00
Total GUIDE TO GREEN CTRY - Other				2,513.00
Total GUIDE TO GREEN CTRY				-62,030.00
<b>SHOP DINE FUN</b>				
<b>1/2 Pg (1/2 Page Ad: Shop Dine Fun)</b>				
07/30/2021	12455	Spears Furnit 1/2 Page Ad: Shop Dine Fun 2022		-780.00



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Date	Num	Name	Memo	Amount
08/04/2021	12459	Hi-Way Cafe	1/2 Page Ad: Shop Dine Fun 2022	-790.00
08/04/2021	12459	Hi-Way Cafe	Less Vinita Co-Op discount	83.00
08/12/2021	12478	Pawnee Bill R	1/2 Page Ad: Shop Dine Fun 2022	-780.00
08/12/2021	12478	Pawnee Bill R	Less Space discount	180.00
08/21/2021	12483	Broken Arrow	1/2 Page Ad: Shop Dine Fun 2022	-780.00
08/21/2021	12497	Skiatook Char	1/2 Page Ad: Shop Dine Fun 2022	-780.00
10/04/2021	12521	City of Dewey	1/2 Page Ad: Shop Dine Fun 2022	-790.00
10/04/2021	12527	Vinita City of	1/2 Page Ad: Shop Dine Fun 2022	-780.00
Total 1/2 Pg (1/2 Page Ad: Shop Dine Fun)				-5,217.00
<b>1/4 Pg (1/4 Page Ad: Shop Dine Fun)</b>				
08/04/2021	12456	Clanton's Caf	1/4 Page Ad: Shop Dine Fun	-395.00
08/04/2021	12456	Clanton's Caf	Less Ad Discount for placement in Vinita Co-Op	42.00
08/04/2021	12460	Hurricane Dixi	1/4 Page Ad: Shop Dine Fun	-395.00
08/04/2021	12460	Hurricane Dixi	Less Ad Discount for Pawnee Co-Op	42.00
08/04/2021	12462	Peyton's Plac	1/4 Page Ad: Shop Dine Fun 2022	-395.00
08/04/2021	12462	Peyton's Plac	Less ad discount for partnership with Tahlequah	42.00
08/04/2021	12463	Piguet's Prim	1/4 Page Ad: Shop Dine Fun 2022	-395.00
08/04/2021	12463	Piguet's Prim	Less Ad Discount for partnering with Vinita	42.00
08/04/2021	12464	Ponca City Tc	1/4 Page Ad: Shop Dine Fun 2022	-395.00
08/04/2021	12464	Ponca City Tc	Less Discount as part of PC Co-Op	42.00
08/04/2021	12465	The Gift Shop	1/4 Page Ad: Shop Dine Fun 2022	-395.00
08/04/2021	12465	The Gift Shop	Less Ad Discount for Ponca City Co-Op	42.00
08/12/2021	12470	Grove Chamb	1/4 Page Ad: Shop Dine Fun 2022	-395.00
08/12/2021	12470	Grove Chamb	Less Co-op discount	42.00
08/12/2021	12471	Grove's Royal	1/4 Page Ad: Shop Dine Fun 2022	-395.00
08/12/2021	12471	Grove's Royal	Less Co-Op discount	42.00
08/12/2021	12472	Har-Ber Villag	1/4 Page Ad: Shop Dine Fun 2022	-395.00
08/12/2021	12474	Scissortail Br	1/4 Page Ad: Shop Dine Fun 2022	-395.00
08/12/2021	12474	Scissortail Br	Less Dewey Co-Op Discount	42.00
08/12/2021	12476	Tom Mix Mus	1/4 Page Ad: Shop Dine Fun 2022	-395.00
08/12/2021	12476	Tom Mix Mus	Less Dewey Co-Op Discount	42.00
08/12/2021	12477	Washington C	1/4 Page Ad: Shop Dine Fun 2022	-395.00
08/12/2021	12477	Washington C	Less Dewey Co-Op discount	42.00
08/21/2021	12488	Dewey Antiqu	1/4 Page Ad: Shop Dine Fun 2022	-395.00
08/21/2021	12489	Two Tall Okie	1/4 Page Ad: Shop Dine Fun 2022	-395.00
10/04/2021	12523	Grand River C	1/4 Page Ad: Shop Dine Fun 2022 Illinois River Page	-395.00
10/04/2021	12524	Marland Esta	1/4 Page Ad: Shop Dine Fun 2022	-395.00
10/04/2021	12524	Marland Esta	Less Ad discount with Ponca City Co-Op	42.00
10/04/2021	12525	Oasis Animal	1/4 Page Ad: Shop Dine Fun	-395.00
Total 1/4 Pg (1/4 Page Ad: Shop Dine Fun)				-6,211.00
<b>1/5 Pg (1/5 page Ad: Shop Dine Fun)</b>				
08/21/2021	12490	Robin's Nest	1/5 page Ad: Shop Dine Fun Pryor Co Op 2022	-175.00
08/21/2021	12491	The Book Exc	1/5 page Ad: Shop Dine Fun 2022	-175.00
08/21/2021	12492	The Village Sl	1/5 page Ad: Shop Dine Fun Pryor Co-Op 2022	-175.00
08/21/2021	12493	Vintage Cotta	1/5 page Ad: Shop Dine Fun Pryor Co-Op 2022	-175.00
08/21/2021	12494	Wonder City	1/5 page Ad: Shop Dine Fun Pryor Co-Op 2022	-175.00
08/24/2021	12498	The Wild Goa	1/5 page Ad: Shop Dine Fun 2022	-175.00
Total 1/5 Pg (1/5 page Ad: Shop Dine Fun)				-1,050.00
<b>1/8 Pg (1/8 Page Ad: Shop Dine Fun)</b>				
08/04/2021	12457	Danny's Bar-E	1/8 Page Ad: Shop Dine Fun 2022	-197.00
08/04/2021	12461	Park Hills Mot	1/8 Page Ad: Shop Dine Fun 2022	-197.00
08/04/2021	12466	The VRXP Ro	1/8 Page Ad: Shop Dine Fun 2022	-197.00
08/04/2021	12467	Where the Bu	1/8 Page Ad: Shop Dine Fun 2022	-197.00
08/12/2021	12473	Mimi's Antiqu	1/8 Page Ad: Shop Dine Fun 2022	-197.00
08/12/2021	12475	The Vintage L	1/8 Page Ad: Shop Dine Fun 2022	-197.00
08/21/2021	12495	Vinita Friends	1/8 Page Ad: Shop Dine Fun Vinita Co-Op 2022	-197.00
10/04/2021	12520	Bear Claw	1/8 Page Ad: Shop Dine Fun 2022	-197.00
Total 1/8 Pg (1/8 Page Ad: Shop Dine Fun)				-1,576.00

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Date	Num	Name	Memo	Amount
<b>Back Cover (Back Cover: Shop Dine Fun)</b>				
08/21/2021	12496	Salina Highba	Back Cover: Shop Dine Fun 2022	-1,530.00
Total Back Cover (Back Cover: Shop Dine Fun)				-1,530.00
<b>Full Pg (Full Page Ad: Shop Dine Fun)</b>				
08/04/2021	12458	Falcon Floats	Full Page Ad: Shop Dine Fun 2022	-1,415.00
10/04/2021	12526	Pryor Chambe	Two full pages with 6 advertisers in Co-Op	-2,830.00
Total Full Pg (Full Page Ad: Shop Dine Fun)				-4,245.00
<b>IFC,IBC (Inside Cover Ad: Shop Dine Fun)</b>				
10/04/2021	12522	Stoddard Cre:	Full Page Ad: Shop Dine Fun (CNCT) 2022	-1,490.00
Total IFC,IBC (Inside Cover Ad: Shop Dine Fun)				-1,490.00
<b>SHOP DINE FUN - Other</b>				
07/30/2021	12455	Spears Furniti	Less Ad discount - co-op with Pawnee	73.00
08/21/2021	12483	Broken Arrow	Less Ad Discount	280.00
08/21/2021	12488	Dewey Antiqu	Less Ad Discount - Dewey Co-Op	42.00
08/21/2021	12489	Two Tall Okie	Less ad discount Dewey Co-Op	42.00
08/21/2021	12496	Salina Highba	Less Remnant Space Discount	530.00
08/21/2021	12497	Skiatook Char	Less Co-Op discount	73.00
10/04/2021	12521	City of Dewey	Less ad discount	83.00
10/04/2021	12523	Grand River C	Less Co-Op discount	42.00
10/04/2021	12527	Vinita City of	Less Co-Op discount	73.00
Total SHOP DINE FUN - Other				1,238.00
Total SHOP DINE FUN				-20,081.00
<b>GREEN COUNTRY Publications - Other</b>				
10/04/2021	12525	Oasis Animal	Less Grove Co-Op discount	42.00
10/04/2021	12526	Pryor Chambe	Less Advertisers costs	1,050.00
Total GREEN COUNTRY Publications - Other				1,092.00
Total GREEN COUNTRY Publications				-110,811.00
Total Service				-110,811.00
<b>TOTAL</b>				<b>-110,811.00</b>