



FINANCIAL STATEMENTS

AND

AUDITORS' REPORT

FOR THE YEAR ENDED JUNE 30, 2017



Clothier & Company CPA's P.C.

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Frontier Country Marketing Association, Inc.
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June 30, 2017

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INDEPENDENT AUDITORS' REPORT

To the Board of Directors
Frontier Country Marketing
Association, Inc.

We have audited the accompanying financial statements of Frontier Country Marketing Association, Inc. (a nonprofit organization), which comprise the statement of financial position- modified cash basis as of June 30, 2017, and the related statement of activities, functional expense, and cash flows- modified cash basis for the year then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with the modified cash basis of accounting as described in Note 1, this includes determining that the modified cash basis of accounting is an acceptable basis for the preparation of the financial statements in the circumstances. Management is also responsible 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.

Auditors' Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit 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. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements 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 the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant

accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Frontier Country Marketing Association, Inc. as of June 30, 2017, and the changes in its net assets and its cash flows for the year then ended in accordance with the modified cash basis of accounting as described in Note 1.

Basis of Accounting

We draw attention to Note 1 of the financial statements, which describes the basis of accounting. The financial statements are prepared on the modified cash basis of accounting, which is a basis of accounting other than accounting principles generally accepted in the United States of America. Our opinion is not modified with respect to that matter.

Other Matters

Supplementary Information

The schedule of reconciliation of cash expenditures to amounts claimed, the sources of revenue schedule and the schedule of advertisers are presented for purposes of additional analysis, as required by Oklahoma Tourism and Recreation Department, and are not a required part of the financial statements.

The schedules are the responsibility of management and were 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 basic 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 basic financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the schedules are fairly stated, in all material respects, in relation to the basic financial statements as a whole.

Other Information

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The budgetary comparison information is presented for purposes of additional analysis and is not a required part of the basic 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 not been subjected to the auditing procedures applied in the audit of the basic financial statements, and accordingly, we do not express an opinion or provide any assurance on it.

Other Reporting Required by *Government Auditing Standards*

In Accordance with *Government Auditing Standards*, we have also issued our report dated January 3, 2018, on our consideration of Frontier Country Marketing Association, 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 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 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 Frontier Country Marketing Association, Inc.'s internal control over financial reporting and compliance.

Clothier + Company CPA's

Clothier & Company, CPA's, P.C.
January 3, 2018

Frontier Country Marketing Association, Inc.
Statement of Financial Position-Modified Cash Basis
June 30, 2017

ASSETS

Current Assets

Cash and cash equivalents \$ 3,007

Total Current Assets

3,007

Fixed Assets

Fixed assets 52,854

Accumulated depreciation (48,551)

Total Fixed Assets

4,303

Total Assets

\$ 7,310

LIABILITIES AND NET ASSETS

Current Liabilities

Accounts payable \$ 0

Payroll tax liabilities 4,880

Loans payable-current 18,617

Total Current Liabilities

23,497

Long Term Liabilities

Loans payable 37,111

Total Long Term Liabilities

37,111

Net Assets

Unrestricted (7,112)

Increase (Decrease) in Net Assets (46,186)

Total Net Assets

(53,298)

Total Liabilities & Net Assets

\$ 7,310

See accompanying notes and independent auditors' report.

Frontier Country Marketing Association, Inc.
Statement of Activities-Modified Cash Basis
June 30, 2017

UNRESTRICTED NET ASSETS

Revenue and Gains

Membership dues	\$	23,667
Matching funds		49,275
Advertising income		131,269
Brochure distribution		2,576
Coop advertising		74,621
Fundraisers		27,280
Other income		8,681
Discounts given		(7,709)
		(7,709)

Total Revenue and Gains 309,660

Expenses

Advertising/promotional		126,129
Administrative expenses		229,717
		229,717

Total Expenses 355,846

Increase (Decrease) in Unrestricted Net Assets (46,186)

TEMPORARILY RESTRICTED NET ASSETS

Revenues and Gains 0

PERMANENTLY RESTRICTED NET ASSETS

Revenues and Gains 0

Increase (Decrease) in Net Assets \$ (46,186)

See accompanying notes and independent auditors' report.

Frontier Country Marketing Association, Inc.
Statement of Functional Expenses
June 30, 2017

	Program	Administrative	Total
Salaries and payroll taxes	\$ 0	\$ 139,333	\$ 139,333
Employee benefits	0	0	0
Insurance	0	4,515	4,515
Travel expense	0	8,610	8,610
Interest/finance charges	0	7,627	7,627
Office/postage expenses	0	9,895	9,895
Professional fees	0	0	0
Repairs and maintenance	0	347	347
Rent/parking	0	19,125	19,125
Utilities/telephone/internet	0	13,606	13,606
Dues and subscriptions	0	1,852	1,852
Miscellaneous	0	11,966	11,966
Education/sponsorship	0	275	275
Printing	0	2,467	2,467
Depreciation	0	1,938	1,938
Distribution/publications	0	0	0
Co-op advertising	65,582	0	65,582
Travel shows/conventions	6,070	0	6,070
Newspaper/magazine/media.	38,875	0	38,875
Special events	14,838	7,401	22,239
Guides/coupon book	214	0	214
Website expansion/maintenance	550	760	1,310
	<u> </u>	<u> </u>	<u> </u>
Totals	\$ <u>126,129</u>	\$ <u>229,717</u>	\$ <u>355,846</u>

See accompanying notes and independent auditors' report.

Frontier Marketing Association, Inc.
Statement of Cash Flows
June 30, 2017

Cash Flows From Operating Activities:	
Net income (loss)	(\$46,186)
Adjustments to reconcile net income to net cash provided by operating activities:	
Depreciation Expense	1,938
(Increase) decrease in other assets	0
Increase (decrease) in notes payable	(4,069)
Increase (decrease) in accrued expenses	1,592
	(46,725)
Net cash provided (used) by operating activities	(46,725)
Cash Flows From Investing Activities	
Purchase of Equipment	(1,518)
	(1,518)
Net cash used by investing activities	(1,518)
Cash Flows From Financing Activities	
Payments of long term debt, net proceeds	0
	0
Net cash provided by financing activities	0
Increase (Decrease) in cash	(48,243)
Cash and Cash Equivalents, July 1, 2016	51,250
Cash and Cash Equivalents, June 30, 2017	\$ 3,007
	\$ 3,007
 Supplemental disclosure of Cash Flow Information:	
Cash paid for interest expense	\$ 2,520
	\$ 2,520

See accompanying notes and independent auditors' report.

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICY

General Statement

The Frontier Country Marketing Association, Inc. 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.

Reporting Entity

Frontier Country Marketing Association, Inc. prepares its financial statements on the modified cash basis, a basis other than generally accepted accounting principles. Accordingly, revenues are reported in the year received rather than when earned, and expenditures are recognized when paid rather than when the obligation is incurred.

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.

Revenue Sources

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 twelve county area of central Oklahoma known as Frontier Country. The remainder of revenues is derived from the State of Oklahoma and fund raising events. The Organization 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 Frontier Country Marketing Association, Inc. 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. Frontier Country Marketing Association's capitalization policy is to capitalize any equipment over \$500. Any purchases of equipment under \$500 is expensed in the period purchased.

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.

Income Tax

The Internal Revenue Service has determined that the Association meets the requirements of the Internal Revenue Code making it 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 2014, 2015, and 2016 are subject to examination by the IRS, generally for three years after they were filed.

Frontier Country Marketing Association, Inc.

2. CASH AND INVESTMENTS

The Frontier Country Marketing Association, Inc. maintains its cash accounts in one bank at BancFirst. Accounts are guaranteed by the Federal Deposit Insurance Corporation up to \$250,000. As of June 30, 2017 all receipts were insured.

3. REIMBURSEMENT FROM THE STATE OF OKLAHOMA

As described in Note 1, the Organization 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. Frontier Country Marketing Association, Inc. was allocated \$113,005 for 2017 and received \$49,275 during the fiscal year in matching funds. The Association received \$63,730 from the remaining balance after June 30, 2017. The reimbursements are approximately 16.05% of the total revenue for this Association during their fiscal year.

Total expenditures for the organization were \$355,846. The state reimbursed 13.85% of the total expenditures for a total of \$49,275, which was the amount paid by the state as matching funds for Frontier Country Marketing Association, Inc. for fiscal year end 6/30/2017.

4. PROPERTY AND EQUIPMENT

The following is an analysis of property and equipment, at cost, and related depreciation at June 30, 2016: The property and equipment have been depreciated on the straight-line method according to their respective lives.

	Balance 6/30/2016	Additions	Accumulated Depreciation	Balance 6/30/2017
Fixed assets	51,336	1,518	48,551	4,303
TOTALS	<u>51,336</u>	<u>1,518</u>	<u>48,551</u>	<u>4,303</u>

5. LEASE AGREEMENT

Office facilities are leased on a month-to-month basis. Equipment is leased under a long-term operating lease. Rental expense on office facilities and equipment approximated \$19,125. In November 2012 the Association relocated to Norman, Oklahoma to a larger office with a three year lease at \$1,500 per month. In October of 2015, the Board renewed the building lease for 3 years with monthly rent of \$1,550 in Year 1, for monthly rent of \$1625 in Year 2, and for monthly rent of \$1,700 in Year 3. The increase to \$1,550 occurred in December 2015 of the last fiscal year; however, they are moving to a new office space which will save them \$1,500 a month.

6. ADVERTISING COSTS

Because Frontier Country Marketing Association, 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.

7. DEBT

Frontier Country Marketing Association, Inc. purchased new computer equipment using Dell Business Credit in March and May of 2012 for a total of \$4,589 at 22.99% interest. The balance as of June 30, 2016 is \$3,797. In July of 2016, the Association purchased new equipment in the amount of \$1,518 using the same method. As of June 30, 2017 the balance is approximately \$4,997.

In April 2016, a 9 month note was financed by BancFirst in the amount of \$56,000 and closing costs of \$145, with an interest rate of 6%. On June 28, 2017, Frontier Country Marketing Association, Inc., refinanced the note with the intent to extend their amount of time allowed to pay. They will now be making 8 quarterly payments in the amount of \$6,817.15 beginning October 28, 2017. Refinancing brought their principal balance to \$50,731.29 due to accrued interest on their unpaid balance of the original loan.

A summary of long-term debt transactions for the year ended June 30, 2017 follows:

Due To	Balance 6/30/2016	Payments on Principal	Additions to Principal	Balance 6/30/2017
Dell Credit	3,797.00	318.00	1,518.00	4,997.00
BancFirst	56,000.00	5,665.00	396.00	50,731.00
Totals	<u>\$59,797.00</u>	<u>\$5,983.00</u>	<u>\$1,914.00</u>	<u>\$55,728.00</u>

Future maturities and debt service on debt as of June 30, 2017:

Year End	<u>Dell Financial</u>		Year End	<u>BancFirst</u>	
	Future Maturity	Debt Service		Future Maturity	Debt Service
6/30/2018	687	1,800	2018	17,970	20,451
6/30/2019	870	1,800	2019	25,746	27,269
6/30/2020	1,100	1,800	2020	7,015	7,134
6/30/2021	1,392	1,800	Total	<u>\$50,731</u>	<u>\$54,855</u>
6/30/2022	939	1,013			
Total	<u>\$4,988</u>	<u>\$8,213</u>			

8. LEAVE

Frontier Country Marketing Association provides 20 days per year to its full time employees for the purposes of leave. Since they are on a cash basis of accounting Frontier does not accrue leave.

9. SUBSEQUENT EVENTS

The matching funds for Frontier Country Marketing Association, Inc. is expected to be cut by 5% next year.



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INDEPENDENT AUDITORS' REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS BASED ON AN AUDIT OF FINANCIAL STATEMENTS PERFORMED IN ACCORDANCE WITH GOVERNMENT AUDITING STANDARDS

To the Board of Directors
Frontier Country Marketing Association, Inc.

We have audited, in accordance with the 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, the financial statements of Frontier Country Marketing Association, Inc. (a nonprofit organization), which comprise the statement of financial position-modified cash basis as of June 30, 2017, and the related statements of activities, functional expense-modified cash basis, and cash flows for the year then ended, and the related notes to the financial statements, and have issued our report thereon dated January 3, 2018.

Internal Control over Financial Reporting

In planning and performing our audit, we considered the Association's internal control over financial reporting (internal control) to determine the audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Association's internal control. Accordingly, we do not express an opinion on the effectiveness of the Association's internal control.

A *deficiency in internal control* exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent or detect and correct misstatements on a timely basis. A *material weakness* is a deficiency, or combination of deficiencies, in internal control such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented or detected and corrected on a timely basis. A *significant deficiency* is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that we consider to be material weaknesses or significant deficiencies. Given these limitations, during our audit we did not

identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

Compliance and Other Matters

As part of obtaining reasonable assurance about whether the Association's financial statements are free of material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts and grant agreements, noncompliance with which could have a direct and material effect on the determination of financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

Purpose of this Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the Association's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the organization's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.



Clothier & Company, CPA's, P.C.

January 3, 2018

OTHER INFORMATION

FRONTIER COUNTRY MARKETING ASSOC. INC.
BUDGET TO ACTUAL COMPARISON
June 30, 2017

	<u>ORIGINAL</u>	<u>FINAL</u>	<u>ACTUAL</u>	<u>VARIANCE</u>
REVENUES				
Memberships	35,000	35,000	23,667	(11,333)
Media Co-Op Ads	83,550	83,550	74,621	(8,929)
Ad Sales	114,450	114,450	133,845	19,395
Annual Meeting	3,000	3,000	2,409	(591)
Graphic Design Service	4,000	4,000	2,438	(1,562)
Matching Funds	129,207	129,207	49,275	(79,932)
Fundraisers	25,000	25,000	27,280	2,280
Other Income/Interest	17,060	17,060	3,834	(13,226)
GPOK Consulting/Service	0	0	0	0
Discounts Given	0	0	(7,709)	(7,709)
	<hr/>			
Total Revenue	411,267	411,267	309,660	(101,607)
EXPENSES				
Promotion Expenses	185,350	185,350	126,129	(59,221)
Administrative Expenses	215,298	215,298	229,717	14,419
Other Expenses	21,500	21,500	0	(21,500)
	<hr/>			
Total Expenses	422,148	422,148	355,846	(66,302)
Revenu Over/(Under) Expenses	(10,881)	(10,881)	(46,186)	(35,305)

See accompanying footnotes and independent auditors' report.

SUPPLEMENTAL INFORMATION

Frontier Country Marketing Association, Inc.
OTARD Required Schedules
June 30, 2017

Schedule of Reconciliation of Cash Expenditures to Amounts Claimed

	<u>Allowable Expenditures Claimed</u>	<u>Discretionary Expenditures</u>	<u>Total Expenditures</u>
EXPENDITURES:			
Administrative Expenses	\$0	\$90,384	\$90,384
Administrative Wages	\$19,499	\$119,834	139,333
Other Expenses	\$0	\$0	0
ADVERTISING & PROMOTIONAL			
Print /Production	0	214	214
Media Advertising	25,373	40,759	66,132
Literature Distribution	2,603	36,272	38,875
Travel Shows	1,800	4,270	6,070
Other "Promotion"	0	14,838	14,838
	<u>\$ 49,275</u>	<u>\$ 306,571</u>	<u>\$ 355,846</u>

Sources of Revenue Schedule

Membership/Annual Meeting	\$23,667
Matching Funds	49,275
Advertising Income	133,845
Co-op Media Advertising	74,621
Fundraisers/Events/Other Income	35,961
Discounts Given	(7,709)
Interest Income	0
	<u>\$309,660</u>

Frontier Country Marketing Association, Inc.

Date	Name	Advertisers	Memo	Paid Amount
07/01/2016	Oklahoma Historical Society	2017 FC Travel Guide - 1/4 page Ad Placement		114.82
07/01/2016	Oklahoma Historical Society	2017 FC Travel Guide - 1/4 page Ad Placement		172.22
07/01/2016	Oklahoma Historical Society	2017 FC Travel Guide - 1/4 page Ad Placement		129.17
07/01/2016	Oklahoma Historical Society	2017 Trips on a Tank Full: Coupon		66.67
07/01/2016	Oklahoma Historical Society	2017 Trips on a Tank Full: Coupon		50.00
07/01/2016	Oklahoma Historical Society	2017 Trips on a Tank Full: Coupon		44.45
07/01/2016	Oklahoma Historical Society	home page tile ads placed on oktourism.com:		133.33
07/01/2016	Oklahoma Historical Society	home page tile ads placed on oktourism.com:		150.00
07/01/2016	Oklahoma Historical Society	home page tile ads placed on oktourism.com:		200.00
07/01/2016	Oklahoma Historical Society	2017-18 Things to do for Military Families: Ad placement		50.00
07/01/2016	Oklahoma Historical Society	2017-18 Things to do for Military Families: Ad placement		33.33
07/01/2016	Oklahoma Historical Society	2017-18 Things to do for Military Families: Ad placement		37.50
07/01/2016	Oklahoma Historical Society	Complimentary: Member appreciation		-150.00
07/01/2016	Oklahoma Historical Society	Complimentary: Member appreciation		-50.00
07/01/2016	Oklahoma Historical Society	Complimentary: Member appreciation		-33.33
07/01/2016	Oklahoma Historical Society	Complimentary: Member appreciation		-50.00
07/01/2016	Oklahoma Historical Society	Complimentary: Member appreciation		-129.17
07/01/2016	Oklahoma Historical Society	Complimentary: Member appreciation		-37.50
07/01/2016	Oklahoma Historical Society	2017 Trips on a Tank Full: Coupon		66.67
07/01/2016	Oklahoma Historical Society	2017 Trips on a Tank Full: Coupon		44.44
07/01/2016	Oklahoma Historical Society	2017 Trips on a Tank Full: Coupon		50.00
07/01/2016	Oklahoma Historical Society	Complimentary: Member appreciation		-50.00
07/01/2016	Oklahoma Historical Society	Complimentary: Member appreciation		-66.67
07/01/2016	Oklahoma Historical Society	Complimentary: Member appreciation		-200.00
07/01/2016	Oklahoma Historical Society	Complimentary: Member appreciation		-66.67
07/01/2016	Oklahoma Historical Society	Complimentary: Member appreciation		-172.22
07/01/2016	Oklahoma Historical Society	Complimentary: Member appreciation		-44.44
07/01/2016	Oklahoma Historical Society	advertised in FC E-Newsletter: Takeover		29.63
07/01/2016	Oklahoma Historical Society	advertised in FC E-Newsletter: Takeover		44.44
07/01/2016	Oklahoma Historical Society	advertised in FC E-Newsletter: Takeover		33.33
07/01/2016	Oklahoma Historical Society	Complimentary: Member appreciation		-114.82
07/01/2016	Oklahoma Historical Society	Complimentary: Member appreciation		-44.45

Frontier Country Marketing Association, Inc.

Date	Name	Advertisers	Memo	Paid Amount
07/01/2016	Oklahoma Historical Society	Complimentary: Member appreciation		-133.33
07/01/2016	Oklahoma Historical Society	Complimentary: Member appreciation		-33.33
07/01/2016	Oklahoma Historical Society	Complimentary: Member appreciation		-44.44
07/01/2016	Oklahoma Historical Society	Complimentary: Member appreciation		-29.63
07/11/2016	City of Yukon	2017 FC Travel Guide - Ad Placement: Inside Front Cover		2,300.00
07/11/2016	City of Yukon	tile ad placed on oktourism.com: Home Page (12 months - 1 free from FCMA camp)		825.00
07/11/2016	City of Yukon	advertised in FC E-Newsletter:2 showcase, 2 takeovers		400.00
07/11/2016	City of Yukon	Tyler Media Radio Thursday's Travel Tidbit spot(s): 2 Package 1 and 2 Package 3		780.00
07/11/2016	Visit Stillwater	2017 FC Travel Guide - Advertorial		300.00
07/11/2016	City of Yukon	2017 FC Travel Guide - Advertorial		300.00
07/11/2016	Visit Norman	2017 FC Travel Guide - 1/2 Ad Placement		2,450.00
07/11/2016	Visit Norman	advertised in FC E-Newsletter:		400.00
07/14/2016	Visit Stillwater	2017 FC Travel Guide - Ad Placement - Back Cover		4,900.00
07/14/2016	Visit Stillwater	advertised in FC E-Newsletter: Takeover / August 2016		400.00
07/14/2016	Oklahoma Railway Museum	Home Page tile ad placed on oktourism.com:		150.00
07/14/2016	Jasmine Moran Children's Museum	2017 FC Travel Guide - Full Page and Advertorial Page		2,325.00
07/14/2016	Jasmine Moran Children's Museum	2017 Trips on a Tank Full: Coupon		300.00
07/14/2016	Jasmine Moran Children's Museum	2017-18 Things to do for Military Families: Ad placement		225.00
07/14/2016	Jasmine Moran Children's Museum	Home Page tile ads placed on oktourism.com:		825.00
07/14/2016	Jasmine Moran Children's Museum	advertised in FC E-Newsletter:Takeover		400.00
08/05/2016	Visit Shawnee, Inc.	2017 FC Travel Guide - IBC Ad Placement		2,300.00
08/05/2016	Visit Shawnee, Inc.	2017-18 Things to do for Military Families: Ad placement		225.00
08/05/2016	Visit Shawnee, Inc.	RV'ers Want to Know: Ad Placement		225.00
08/05/2016	Visit Shawnee, Inc.	Tyler Media Radio Thursday's Travel Tidbit spot(s):Pck 4		2,140.00
08/05/2016	Andy Alligators Fun Park	2017 Trips on a Tank Full: Coupon		300.00
08/05/2016	Andy Alligators Fun Park	2017 Trips on a Tank Full: Coupon		10.03
09/07/2016	Sam Noble Museum	2017 FC Travel Guide - Ad Placement - 1/4 page (cost split with Fred Jones Museum of Art		476.53
09/07/2016	Sam Noble Museum	Package 1 Griffin Communications: TV Promotions		1,082.19
09/07/2016	Sam Noble Museum	2017 FC Travel Guide - Full Page Advertorial Southern Header		368.93
09/22/2016	Edmond CVB	2017 FC Travel Guide - 1/2 Ad Placement		2,450.00
09/22/2016	Edmond CVB	RV'ers Want to Know: Ad Placement		450.00
09/22/2016	Edmond CVB	Digital Billboards by 9 Outdoor/OKC METRO:2 weeks		1,720.00
09/22/2016	Edmond CVB	Digital Billboards by 6 Outdoor/TULSA:2 weeks		1,720.00

Frontier Country Marketing Association, Inc.

Date	Name	Memo	Paid Amount
09/22/2016	Edmond CVB	Tyler Outdoor: 5 Benches for 1 month	1,125.00
09/22/2016	Visit Norman	Full Page Ad in July Issue of Travel Host Magazine	750.00
09/23/2016	City of Yukon	2017 FC Travel Guide - Ad Placement: Inside Front Cover	2,300.00
09/23/2016	City of Yukon	tile ad placed on oktourism.com: Home Page (12 months - 1 free from FCMA camp)	825.00
09/23/2016	City of Yukon	advertised in FC E-Newsletter: 2 showcase, 2 takeovers	400.00
09/23/2016	City of Yukon	Tyler Media Radio Thursday's Travel Tidbit spot(s): 2 Package 1 and 2 Package 3	780.00
09/29/2016	American Banjo Museum	1/4 Page Ad - 2017 FC Travel Guide Ad	1,550.00
10/01/2016	Sam Noble Museum	2017 FC Travel Guide - Ad Placement - 1/4 page (cost split with Fred Jones Museum of Art	298.47
10/01/2016	Sam Noble Museum	Package 1 Griffin Communications: TV Promotions	677.81
10/01/2016	Fred Jones Jr. Museum of Art	2017 FC Travel Guide - Ad Placement 1/4 page share with Sam Noble Museum at \$1550	775.00
10/01/2016	Sam Noble Museum	2017 FC Travel Guide - Full Page Advertorial Southern Header	231.07
11/30/2016	Skeletons A Museum of Osteology	2017 FC Travel Guide - Ad Placement (Header Page)	300.00
11/30/2016	Skeletons A Museum of Osteology	2017 FC Travel Guide - Ad Placement (Full Page Ad)	2,025.00
11/30/2016	Skeletons A Museum of Osteology	2017 Trips on a Tank Full: Coupon	300.00
11/30/2016	Skeletons A Museum of Osteology	2017-18 Things to do for Military Families: Ad placement	225.00
11/30/2016	Skeletons A Museum of Osteology	tile ad placed on oktourism.com: Home Page	300.00
12/05/2016	Midwest City CVB/City of Midwest City	2017 FC Travel Guide - Ad Placement 1/2 page vertical ad	2,450.00
12/05/2016	Gaylord-Pickens Museum, Home of the OHOF	Inner Ad Productions for Hotel DVDS May 2016	355.00
12/05/2016	Gaylord-Pickens Museum, Home of the OHOF	June 2016	355.00
12/05/2016	Seminole Comm Development	Package 1: air 11/27	1,760.00
12/05/2016	Seminole Comm Development	Package 4: air 11/20	990.00
12/05/2016	Seminole Comm Development	Tyler Media Radio Thursday's Travel Tidbit: Bonus Pckg 4: air 11/28	1,070.00
12/05/2016	Seminole Comm Development	Tyler Media Radio: Traffic/Weather & JakeFM: Bonus Pckg 8: air 11/21	1,210.00
12/05/2016	Seminole Comm Development	Digital Bulletin OKC Metro: 1 week 12/4	860.00
12/05/2016	Seminole Comm Development	Digital Bulletin: Tulsa: 1 week 12/11	860.00
12/05/2016	Seminole Comm Development	KOCO TV Commercial: Charlie Brown Thanksgiving 11/23	1,300.00
12/05/2016	Seminole Comm Development	KOCO TV Commercial: Charlie Brown Christmas 11/28	1,000.00
12/05/2016	Seminole Comm Development	Griffin TV: Package 5 News on 6 NOW: air 12/12	110.00
12/06/2016	Visit Shawnee, Inc.	2017 FC Travel Guide - IBC Ad Placement	345.57
12/06/2016	Visit Shawnee, Inc.	2017-18 Things to do for Military Families: Ad placement	33.80
12/06/2016	Visit Shawnee, Inc.	RVers Want to Know: Ad Placement	33.81
12/06/2016	Visit Shawnee, Inc.	Tyler Media Radio Thursday's Travel Tidbit spot(s): Pck 4	321.54
12/12/2016	Midwest City Parks & Rec Dept	advertised in FC E-Newsletter: October - Takeover	400.00

Frontier Country Marketing Association, Inc.

Date	Name	Advertisers	Memo	Paid Amount
12/12/2016	Midwest City Parks & Rec Dept	Home Page tile ad placed on oktourism.com:		150.00
12/12/2016	Midwest City Parks & Rec Dept	Tyler Media Radio Traffic/Weather & Jake FM Bonus Package 8 October 10-14, 2016		1,210.00
12/12/2016	Midwest City Parks & Rec Dept	tile ad placed on oktourism.com:		150.00
12/12/2016	Midwest City Parks & Rec Dept	tile ad placed on oktourism.com:		-11.78
12/12/2016	Midwest City Parks & Rec Dept	tile ad placed on oktourism.com:		-138.22
12/12/2016	Midwest City Parks & Rec Dept	advertised in FC E-Newsletter: combined with INV 7862 09/20/2016		-31.41
12/12/2016	Midwest City Parks & Rec Dept	advertised in FC E-Newsletter: combined with INV 7862 09/20/2016		-368.59
12/12/2016	Midwest City Parks & Rec Dept	tile ad placed on oktourism.com: combined with INV 7862 09/20/2016		-138.22
12/12/2016	Midwest City Parks & Rec Dept	tile ad placed on oktourism.com: combined with INV 7862 09/20/2016		-11.78
12/12/2016	Midwest City Parks & Rec Dept	Tyler Media Radio Thursday's Travel Tidbit spot(s)		-1,114.97
12/12/2016	Midwest City Parks & Rec Dept	Tyler Media Radio Thursday's Travel Tidbit spot(s)		-95.03
12/19/2016	Jasmine Moran Children's Museum	2017 FC Travel Guide - Full Page and Advertorial Page		2,325.00
12/19/2016	Jasmine Moran Children's Museum	2017 Trips on a Tank Full: Coupon		300.00
12/19/2016	Jasmine Moran Children's Museum	2017-18 Things to do for Military Families: Ad placement		225.00
12/19/2016	Jasmine Moran Children's Museum	Home Page tile ads placed on oktourism.com:		825.00
12/19/2016	Jasmine Moran Children's Museum	advertised in FC E-Newsletter: Takeover		400.00
12/19/2016	Oklahoma Historical Society	2017 FC Travel Guide - 1/4 page Ad Placement		1,133.79
12/19/2016	Oklahoma Historical Society	2017 Trips on a Tank Full: Coupon		438.88
12/19/2016	Oklahoma Historical Society	home page tile ads placed on oktourism.com:		1,316.67
12/19/2016	Oklahoma Historical Society	2017-18 Things to do for Military Families: Ad placement		329.17
12/19/2016	Oklahoma Historical Society	2017 Trips on a Tank Full: Coupon		438.89
12/19/2016	Oklahoma Historical Society	advertised in FC E-Newsletter: Takeover		292.60
12/19/2016	Midwest City Parks & Rec Dept	tile ad placed on oktourism.com:		150.00
12/19/2016	Midwest City Parks & Rec Dept	advertise in FC E-Newsletter: December takeover		400.00
12/19/2016	Midwest City Parks & Rec Dept	advertised in FC E-Newsletter: October Takeover		31.41
12/19/2016	Midwest City Parks & Rec Dept	Home Page tile ad placed on oktourism.com:		11.78
12/19/2016	Midwest City Parks & Rec Dept	Tyler Media Radio Traffic/Weather & Jake FM Bonus Pkg 8 Oct. 10-14, 2016 NOTE: Midwest City CV...		95.03
12/19/2016	Midwest City Parks & Rec Dept	tile ad placed on oktourism.com:		11.78
01/04/2017	Oklahoma Railway Museum	Home Page tile ad placed on oktourism.com:		150.00
01/09/2017	Visit Shawnee, Inc.	2017 FC Travel Guide - IBC Ad Placement		1,954.43
01/09/2017	Visit Shawnee, Inc.	2017-18 Things to do for Military Families: Ad placement		191.20
01/09/2017	Visit Shawnee, Inc.	RVers Want to Know: Ad Placement		191.19
01/09/2017	Visit Shawnee, Inc.	Tyler Media Radio Thursday's Travel Tidbit spot(s):Pck 4		1,818.46

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Date	Name	Advertisers	Memo	Paid Amount
01/18/2017	Gaylord-Pickens Museum, Home of the OHOF	2017 FC Travel Guide - 1/4 Ad Placement		806.71
01/18/2017	Gaylord-Pickens Museum, Home of the OHOF	2017 Trips on a Tank Full: Coupon		312.27
01/18/2017	Gaylord-Pickens Museum, Home of the OHOF	2017-18 Things to do for Military Families: Ad placement		234.21
01/18/2017	Gaylord-Pickens Museum, Home of the OHOF	tourism.com:		390.34
01/18/2017	Gaylord-Pickens Museum, Home of the OHOF	advertised in FC E-Newsletter: Showcase story		312.27
01/18/2017	Gaylord-Pickens Museum, Home of the OHOF	advertised in FC E-Newsletter: Takeover		416.37
01/18/2017	Gaylord-Pickens Museum, Home of the OHOF	Tyler Media Radio Combined Travel Tidbit & Social Media		1,884.05
02/10/2017	City of Yukon	FIRE SALE for 2017 Travel Guide, west region header page		300.00
02/17/2017	Visit Stillwater	2017 FC Travel Guide - Fire Sale North Page		300.00
02/22/2017	Andy Alligators Fun Park	2017 Trips on a Tank Full: Coupon		14.33
03/17/2017	Midwest City CVB/City of Midwest City	2017 FC Map: MWC City Map		1,197.00
03/17/2017	Midwest City CVB/City of Midwest City	2017 FC Map: Map Listing		1,348.00
03/17/2017	City of El Reno - Tourism	2017 FC Map: El Reno City Map		1,197.00
03/17/2017	Oklahoma WONDERtorium	2017 FC Map: Map Listing (discount rate applied)		250.00
03/20/2017	Heart of OK Expo Center	2017 FC Map: Map Listing		337.00
03/20/2017	Mabee-Gerrer Museum	2017 FC Map: Map Listing		337.00
03/20/2017	Oklahoma Railway Museum	2017 FC Map: Map Listing		337.00
03/20/2017	Armstrong Int. Cultural Foundation	2017 FC Map: Map Listing		337.00
03/22/2017	(405) Brewing Co.	Listing in 2017 FCMA Map		337.00
03/23/2017	Seminole Chamber of Commerce	Map Listings		2,359.00
03/23/2017	Seminole Chamber of Commerce	Back Panel		1,556.00
03/23/2017	Seminole Chamber of Commerce	Map		1,197.00
03/24/2017	City of Yukon	City of Yukon Map		1,197.00
03/28/2017	American Banjo Museum	2017 FC Map Listing		337.00
03/28/2017	Put a Cork In It	2017 FC Map Listing		337.00
03/30/2017	Skeletons A Museum of Osteology	2017 FC Map: Map Listing		337.00
04/03/2017	Grand Casino Hotel Resort	2017 FC Map: Map Listing		337.00
04/03/2017	Mickey Mantle Steakhouse	2017 FC Map: Map Listing		337.00
04/05/2017	Grand Casino Hotel Resort	advertised in FC E-Newsletter:		100.00
04/05/2017	National Cowboy & Western Heritage	Story in FC E-Newsletter: March edition		100.00
04/05/2017	Frontier City / White Water Bay	Frontier City - Map Listing		337.00
04/05/2017	Frontier City / White Water Bay	White Water Bay - Map Listing		337.00
04/05/2017	Rick's Fine Chocolates & Coffees	2017 FC Map: Map Listing		337.00

Frontier Country Marketing Association, Inc.

Date	Name	Advertisers	Memo	Paid Amount
04/05/2017	Downtown Edmond Business Assoc.	2017 Map Listing		337.00
04/05/2017	Grand Casino Hotel Resort	advertised in FC E-Newsletter:		-100.00
04/10/2017	Edmond CVB	2017 FC Map: Edmond City Map		1,197.00
04/20/2017	Midwest City Parks & Rec Dept	advertised in FC E-Newsletter: October Takeover		368.59
04/20/2017	Midwest City Parks & Rec Dept	Home Page tile ad placed on oktourism.com:		138.22
04/20/2017	Midwest City Parks & Rec Dept	Tyler Media Radio Traffic/Weather & Jake FM Bonus Pkg 8 Oct. 10-14, 2016 NOTE: Midwest City CV...		1,114.97
04/27/2017	Oklahoma City Adventure District	tile ad placed on oktourism.com:		138.22
05/01/2017	College of Fine Arts at UCO	MAP FOR OKC ADVENTURE DISTRICT		1,197.00
05/04/2017	College of Fine Arts at UCO	Frontier Country 2017 Map Listing		325.06
05/10/2017	Andy Alligators Fun Park	Frontier Country 2017 Map Listing		11.94
05/10/2017	Red Earth, Inc.	2017 Trips on a Tank Full: Coupon		275.64
05/16/2017	Skeletons A Museum of Osteology	2017 FC Map: Map Listing		337.00
05/16/2017	Skeletons A Museum of Osteology	2018 FC travel guide - 1/2 pg ad		1,237.50
05/16/2017	Skeletons A Museum of Osteology	2018-19 FC Military Guide		250.00
05/16/2017	Skeletons A Museum of Osteology	2018 Listing on FC Travel Ma9		168.50
05/16/2017	Skeletons A Museum of Osteology	405 Magazine - 1/3 pg MUSEUM Issue		392.50
05/16/2017	Skeletons A Museum of Osteology	Consumer Show Distribution - 3 shows		225.00
05/16/2017	Skeletons A Museum of Osteology	BONUS: 1 color logo on 2500 Canvas Bags w/ bundle purchase		150.00
05/18/2017	City of Yukon	Inside Front Cover		34.48
05/18/2017	City of Yukon	Full Page in 2018 FC Insiders Guide		9.23
05/18/2017	City of Yukon	home page tile ad placed on oktourism.com:		13.28
05/18/2017	City of Yukon	August Showcase Story, September Showcase Story, May Showcase Story		4.32
05/18/2017	City of Yukon	E-Newsletter Takeover November		2.99
05/18/2017	City of Yukon	Tyler Media Radio Thursday's Travel Tidbit spot(s) - Package 1 on Magic 104.1 for 10/5/17 & 11/1...		5.58
05/18/2017	City of Yukon	Tyler Media Radio Thursday's Travel Tidbit spot(s) Pkg. 3 on KJKE for 11/16/17 & 5/31/18		6.20
05/18/2017	City of Yukon	Digital Bulletin OKC Metro: 8/25-8/31; 10/1-10/7; 4/29-5/5; 5/27-6/2		26.35
05/18/2017	City of Yukon	Digital 48w x 14h Board for 4 weeks - Nov. 15-Dec. 12		23.24
05/18/2017	City of Yukon	Digital 48w x 14h Board for 1 week - June 28-July 4		11.62
05/18/2017	City of Yukon	3% Discount of \$5926 X 3%=\$177.78		-34.48
05/18/2017	City of Yukon	3% Discount of \$5926 X 3%=\$177.78		-9.23
05/18/2017	City of Yukon	3% Discount of \$5926 X 3%=\$177.78		-13.28
05/18/2017	City of Yukon	3% Discount of \$5926 X 3%=\$177.78		-4.32
05/18/2017	City of Yukon	3% Discount of \$5926 X 3%=\$177.78		-2.99

Frontier Country Marketing Association, Inc.

Date	Name	Advertisers	Memo	Paid Amount
05/18/2017	City of Yukon	3% Discount of \$5926 X 3%=\$177.78		-7.75
05/18/2017	City of Yukon	3% Discount of \$5926 X 3%=\$177.78		-7.38
05/18/2017	City of Yukon	3% Discount of \$5926 X 3%=\$177.78		-11.80
05/18/2017	City of Yukon	3% Discount of \$5926 X 3%=\$177.78		-5.58
05/18/2017	City of Yukon	3% Discount of \$5926 X 3%=\$177.78		-6.20
05/18/2017	City of Yukon	3% Discount of \$5926 X 3%=\$177.78		-11.58
05/18/2017	City of Yukon	3% Discount of \$5926 X 3%=\$177.78		-26.35
05/18/2017	City of Yukon	3% Discount of \$5926 X 3%=\$177.78		-23.24
05/18/2017	City of Yukon	3% Discount of \$5926 X 3%=\$177.78		-11.62
05/18/2017	City of Yukon	3% Discount of \$5926 X 3%=\$177.78		-1.98
05/18/2017	Rick's Fine Chocolates & Coffees	2017 FC Map: Guthrie City Map		598.50
05/31/2017	Metro Transit	2017 FC Map: Map Listing		336.74
05/31/2017	Metro Transit	2017 FC Map: Map Listing		0.26
05/31/2017	City of Guthrie / Guthrie CVB	2017 FC Map: Guthrie City Map		1,197.00
05/31/2017	City of Guthrie / Guthrie CVB	Invoiced in error		-1,197.00
05/31/2017	Metro Transit	2017 FC Map: Map Listing		-0.26
06/06/2017	Jasmine Moran Children's Museum	2018 FC Travel Guide full page ad & Region Header Page		66.73
06/06/2017	Jasmine Moran Children's Museum	2018-2019 Military Guide		6.97
06/06/2017	Jasmine Moran Children's Museum	2018 Trips on a Tank Full		9.06
06/06/2017	Jasmine Moran Children's Museum	City Map and Listing on FC Map		21.37
06/06/2017	Jasmine Moran Children's Museum	2018 FC Insiders Guide Full Page Ad		17.43
06/06/2017	Jasmine Moran Children's Museum	Home Page tile ad placed on oktourism.com:		18.81
06/06/2017	Jasmine Moran Children's Museum	E-Newsletter: 3 Showcase; 5 e-newsletter ads; 1 Takeover		20.76
06/06/2017	Jasmine Moran Children's Museum	Package with a total gross discount amount of \$5000-\$9999		-4.90
06/06/2017	Jasmine Moran Children's Museum	Package with a total gross discount amount of \$5000-\$9999		-17.55
06/06/2017	Jasmine Moran Children's Museum	Package with a total gross discount amount of \$5000-\$9999		-41.80
06/06/2017	Jasmine Moran Children's Museum	Package with a total gross discount amount of \$5000-\$9999		-9.20
06/06/2017	Jasmine Moran Children's Museum	Package with a total gross discount amount of \$5000-\$9999		-20.76
06/06/2017	Jasmine Moran Children's Museum	Package with a total gross discount amount of \$5000-\$9999		-66.73
06/06/2017	Jasmine Moran Children's Museum	Package with a total gross discount amount of \$5000-\$9999		-18.81
06/06/2017	Jasmine Moran Children's Museum	Package with a total gross discount amount of \$5000-\$9999		-6.97
06/06/2017	Jasmine Moran Children's Museum	Package with a total gross discount amount of \$5000-\$9999		-9.06
06/06/2017	Jasmine Moran Children's Museum	Package with a total gross discount amount of \$5000-\$9999		-21.37

Frontier Country Marketing Association, Inc.

Date	Name	Advertisers	Memo	Paid Amount
06/06/2017	Jasmine Moran Children's Museum		Package with a total gross discount amount of \$5000-\$9999	-17.43
06/06/2017	Jasmine Moran Children's Museum		Package with a total gross discount amount of \$5000-\$9999	-8.36
06/06/2017	Jasmine Moran Children's Museum		Package with a total gross discount amount of \$5000-\$9999	-18.81
06/09/2017	Skeletons A Museum of Osteology		2018 FC travel guide - 1/2 pg ad	17.87
06/09/2017	Skeletons A Museum of Osteology		2018-19 FC Military Guide	3.61
06/09/2017	Skeletons A Museum of Osteology		2018 Listing on FC Travel Ma9	2.43
06/09/2017	Skeletons A Museum of Osteology		405 Magazine - 1/3 pg MUSEUM Issue	5.67
06/09/2017	Skeletons A Museum of Osteology		Consumer Show Distribution - 3 shows	3.25
06/09/2017	Skeletons A Museum of Osteology		BONUS: 1 color logo on 2500 Canvas Bags w/ bundle purchase	2.17
06/14/2017	Frontier City / White Water Bay		2018 FC Travel Guide - 1/2 page ad	2,475.00
06/14/2017	Frontier City / White Water Bay		2018 Trips on a Tank Full Coupon Brochure	650.00
06/14/2017	Frontier City / White Water Bay		2018-19 Things to do for Military Families Brochure	500.00
06/14/2017	Frontier City / White Water Bay		2018 FC Travel Map Listing on FC Map X 2	674.00
06/14/2017	Gaylord-Pickens Museum, Home of the OHOF		May FC E-Newsletter:	300.00
06/15/2017	Visit Norman		Listing on 2017 FCMA Map	337.00
06/15/2017	Gaylord-Pickens Museum, Home of the OHOF		2018 FC Travel Guide - Region Header Page	476.36
06/15/2017	Gaylord-Pickens Museum, Home of the OHOF		2018 FC Travel Guide Full Page Ad	3,007.23
06/15/2017	Gaylord-Pickens Museum, Home of the OHOF		Home Page Tile Ad for 12 months	1,309.07
06/15/2017	Gaylord-Pickens Museum, Home of the OHOF		Full Page May Issue of 405 Magazine	1,658.89
06/15/2017	Gaylord-Pickens Museum, Home of the OHOF		Digital Billboards by 9 Outdoor/OKC METRO: September, October & November	5,727.20
06/15/2017	Gaylord-Pickens Museum, Home of the OHOF		Digital Billboards by 6 Outdoor/TULSA: November	1,909.07
06/15/2017	Gaylord-Pickens Museum, Home of the OHOF		48' W X 14'H Digital Board Dimensions: September 3-30; October 1-28; October 29-November 25	6,872.64
06/15/2017	Rick's Fine Chocolates & Coffees		2017 FC Map: Guthrie City Map	598.50
06/26/2017	Jasmine Moran Children's Museum		2018 FC Travel Guide full page ad & Region Header Page	2,361.63
06/26/2017	Jasmine Moran Children's Museum		2018-2019 Military Guide	246.51
06/26/2017	Jasmine Moran Children's Museum		2018 Trips on a Tank Full	320.47
06/26/2017	Jasmine Moran Children's Museum		City Map and Listing on FC Map	756.32
06/26/2017	Jasmine Moran Children's Museum		2018 FC Insiders Guide Full Page Ad	616.79
06/26/2017	Jasmine Moran Children's Museum		Home Page tile ad placed on oktourism.com:	665.60
06/26/2017	Jasmine Moran Children's Museum		E-Newsletter: 3 Showcase; 5 e-newsletter ads; 1 Takeover	734.62
06/27/2017	Oklahoma Railway Museum		1/6 page ad in 2018 Travel Guide	612.50
06/27/2017	Oklahoma Railway Museum		Listing on FC Map	168.50

Frontier Country Marketing Association, Inc.

Date	Name	Memo	Paid Amount
06/27/2017	Oklahoma Railway Museum	tile ad placed on Event Page oktourism.com: Sept.; Oct., Dec.; Mar	150.00
Total Ad Sales			131,268.75
Co-op Advertising			
07/27/2016	Sooner Legends Inn and Suites	Wedding Ideas: Ad placement (July-August Issue) full page	552.00
01/18/2017	Sooner Legends Inn and Suites	Wedding Ideas: Ad placement / 5 times Full Page at \$562 each (NOTE: Already paid for first of si...	2,810.00
01/18/2017	Sooner Legends Inn and Suites	Wedding Ideas: Website Ad placement for full year	200.00
04/03/2017	Edmond CVB	Madden Media Spring Insert: 2017	237.17
04/03/2017	Edmond CVB	Madden Media Spring Insert: 2017	4,004.34
04/03/2017	Mickey Mantle Steakhouse	1/4 page ad for 2017 FCMA Insiders guide	365.00
04/03/2017	The Outlet Shoppes at Oklahoma City	Full Page ad in 2017 FCMA Insiders Guide	1,207.06
04/03/2017	Armstrong Int. Cultural Foundation	1/4 page ad in 2017 Insiders Guide	365.00
04/03/2017	Edmond CVB	Madden Media Spring Insert: 2017	-237.17
04/05/2017	Downtown Edmond Business Assoc.	1/2 page ad in Insiders Guide	677.00
04/05/2017	American Banjo Museum	1/4 PAGE AD IN FCMA Insiders Guide	365.00
04/10/2017	Edmond CVB	Madden Media Spring Insert: 2017	93.49
04/10/2017	Edmond CVB	1/2 page advertorial	677.00
04/18/2017	Oklahoma WONDERTorium	1/4 page ad in FCMA's 2017 Insiders Guide	250.00
04/18/2017	Mabee-Gerrer Museum	1/4 page ad in FCMA's 2017 Insiders Guide	365.00
04/18/2017	Grand Casino Hotel Resort	1/2 Page Ad in 2017 FCMA Insiders Guide	677.00
04/20/2017	Midwest City Parks & Rec Dept	Full Page Ad in 2017 FCMA Insiders Guide	1,251.00
04/27/2017	Heart of OK Expo Center	1/2 page ad in FCMA Insiders Guide	337.00
04/27/2017	Heart of OK Expo Center	1/2 page ad in FCMA Insiders Guide	340.00
05/31/2017	The Outlet Shoppes at Oklahoma City	Full Page ad in 2017 FCMA Insiders Guide	43.94
05/31/2017	The Outlet Shoppes at Oklahoma City	Full Page ad in 2017 FCMA Insiders Guide	-43.94
Total Ad Sales			14,535.89
Media CO-OP Ad			
07/11/2016	Red Earth, Inc.	Commercial Package 1	310.00
07/11/2016	Red Earth, Inc.	OKC TV Package	1,210.00
07/11/2016	City of Yukon	Griffin Communications Digital Ad placement: Footer for 3 weeks, Targeted Ad for 1 month	1,570.00
07/11/2016	City of Yukon	Total Traffic and Weather	705.00
07/11/2016	City of Yukon	405 Magazine Ad placement: 1/3 and Full Page	1,459.50
07/11/2016	City of Yukon	Red River Ad placement: 1/2 page	475.00
07/11/2016	City of Yukon	Digital Billboards News 9	3,835.00

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Date	Name	Advertisers	Memo	Paid Amount
07/14/2016	Visit Stillwater	Attend Media Blitz		250.00
07/14/2016	Oklahoma Railway Museum	Total Traffic and Weather: Package 2: 4 weeks		1,805.00
07/14/2016	Jasmine Moran Children's Museum	Griffin Communications TV Promo: Pkg 2		650.00
07/14/2016	Jasmine Moran Children's Museum	Griffin Communications Digital Ad placement: Expand Footer		510.00
07/14/2016	Jasmine Moran Children's Museum	405 Magazine Ad placement: 1/3		1,120.50
07/14/2016	Jasmine Moran Children's Museum	Red Rivere Magazine Ad placement: 1/2		1,425.00
08/05/2016	Dale Rogers Training center	405 Magazine Ad placement: 2/3 page ad November 2015 issue (not reserved via FY2016 Marketing Pa...		1,444.00
08/05/2016	Visit Shawnee, Inc.	Total Traffic and Weather: Pck 1		2,115.00
08/05/2016	Visit Shawnee, Inc.	405 Magazine Ad placement: 1/3 ads		1,494.00
08/05/2016	Visit Shawnee, Inc.	FCMA attended Travel Show: Distribute all 3		225.00
08/05/2016	Andy Alligators Fun Park	405 Magazine Ad placement: 1/3		747.00
08/05/2016	Andy Alligators Fun Park	405 Magazine Ad placement: 1/3		24.97
08/23/2016	The Outlet Shoppes at Oklahoma City	FCMA attended Travel Show: Going On Faith Conference Brochure Distribution		192.90
08/28/2016	Edmond CVB	Spring Insert via partnership with OTIA and Madden Media: 1/4 page ad		4,118.25
08/28/2016	Oklahoma Philharmonic	FCMA attended Travel Show: GOING ON FAITH Conference Brochure Distribution Opportunity		200.00
09/07/2016	Sam Noble Museum	405 Magazine Ad placement: 1/3 page ad size for March & April		918.63
09/07/2016	Sam Noble Museum	Media Blitz 1 (Sept 7-8) & 2 (April 25-26)		153.72
09/22/2016	Edmond CVB	Ad placement 1/2 page		2,850.00
09/22/2016	Edmond CVB	Digital ad placement : Med Rectangle		330.00
09/22/2016	Edmond CVB	FCMA attended Travel Show: Distribute all 3		450.00
09/22/2016	Edmond CVB	Media Blitz #2		125.00
09/23/2016	City of Yukon	Griffin Communications Digital Ad placement: Footer for 3 weeks, Targeted Ad for 1 month		1,570.00
09/23/2016	City of Yukon	Total Traffic and Weather		705.00
09/23/2016	City of Yukon	405 Magazine Ad placement: 1/3 and Full Page		1,459.50
09/23/2016	City of Yukon	Red River Ad placement: 1/2 page		475.00
09/23/2016	City of Yukon	Digital Billboards News 9		3,835.00
10/01/2016	Sam Noble Museum	405 Magazine Ad placement: 1/3 page ad size for March & April		575.37
10/01/2016	Sam Noble Museum	Media Blitz 1 (Sept 7-8) & 2 (April 25-26)		96.28
10/01/2016	POPS	1/4 pg + 3/4 Text Page Ad: 2017 Destination Oklahoma		500.00
10/20/2016	The Outlet Shoppes at Oklahoma City	FCMA attended Travel Show: Going On Faith Conference Brochure Distribution		7.10
11/30/2016	Skeletons A Museum of Osteology	FCMA Travel Show: Distribute all 3		225.00
12/06/2016	Visit Shawnee, Inc.	Total Traffic and Weather: Pck 1		317.78
12/06/2016	Visit Shawnee, Inc.	405 Magazine Ad placement: 1/3 ads		224.48

Frontier Country Marketing Association, Inc.

Date	Name	Advertisers	Memo	Paid Amount
12/06/2016	Visit Shawnee, Inc.	FCMA attended Travel Show: Distribute all 3		33.81
12/19/2016	Jasmine Moran Children's Museum	Griffin Communications TV Promo: Pkg 2		650.00
12/19/2016	Jasmine Moran Children's Museum	Griffin Communications Digital Ad placement: Expand Footer		510.00
12/19/2016	Jasmine Moran Children's Museum	405 Magazine Ad placement: 1/3		1,120.50
12/19/2016	Jasmine Moran Children's Museum	Red Rivere Magazine Ad placement: 1/2		1,425.00
12/19/2016	Midwest City Parks & Rec Dept	OKC TV Package		1,210.00
01/04/2017	Oklahoma Railway Museum	Total Traffic and Weather: Package 2: 4 weeks		1,805.00
01/09/2017	Visit Shawnee, Inc.	Total Traffic and Weather: Pck 1		1,797.22
01/09/2017	Visit Shawnee, Inc.	405 Magazine Ad placement: 1/3 ads		1,269.52
01/09/2017	Visit Shawnee, Inc.	FCMA attended Travel Show: Distribute all 3		191.19
01/18/2017	Gaylord-Pickens Museum, Home of the OHOF	Total Traffic and Weather: Pkg 2		1,878.85
01/18/2017	Gaylord-Pickens Museum, Home of the OHOF	405 Magazine Ad placement: 1/3		777.56
01/18/2017	Gaylord-Pickens Museum, Home of the OHOF	405 Magazine Ad placement: Digital Leaderboard		320.60
01/18/2017	Gaylord-Pickens Museum, Home of the OHOF	FCMA attended Travel Show: Distribute all 3		234.21
01/18/2017	Gaylord-Pickens Museum, Home of the OHOF	Media Blitz #1		65.06
02/22/2017	Andy Alligators Fun Park	405 Magazine Ad placement: 1/3		35.67
03/17/2017	Oklahoma WONDERtorium	405 Magazine Ad placement: 1/3 page ad March Issue		747.00
04/20/2017	Skeletons A Museum of Osteology	405 Magazine Ad placement: May 2017 - 1/3 page ad		750.00
04/20/2017	Sam Noble Museum	405 Magazine Ad placement: May 2017 - 1/3 page ad		747.00
05/10/2017	Andy Alligators Fun Park	405 Magazine Ad placement: 1/3		686.36
05/18/2017	City of Yukon	Griffin Communications: Expandable Footer Ad for Aug. 25-31 & Apr. 29-May 5		7.38
05/18/2017	City of Yukon	Griffin Communications Digital Ad placement: Digital Presence - Targeted Advertising - Dec.		11.80
05/18/2017	City of Yukon	405 Magazine Ad placement: 1/3 pg for Sept. & 1/3 pg for Dec.		11.58
06/06/2017	Jasmine Moran Children's Museum	OKC Kids Directory: 1/2 page ad placement (July, October, December, February, April and June		17.55
06/06/2017	Jasmine Moran Children's Museum	OKC Kids Directory: Premium Banner for all months except September		4.90
06/07/2017	City of Guthrie / Guthrie CVB	Media Blitz, April 25-26, 2017, "Summer Happenings" to Northeast Oklahoma and Southwest Missouri...		125.00
06/09/2017	Midwest City Parks & Rec Dept	Tyler Media: Radio Spots run on 6-1-17		1,113.00
06/26/2017	Jasmine Moran Children's Museum	OKC Kids Directory: 1/2 page ad placement (July, October, December, February, April and June		621.23
06/26/2017	Jasmine Moran Children's Museum	OKC Kids Directory: Premium Banner for all months except September		173.55
06/27/2017	Oklahoma Railway Museum	Total Traffic and Weather: 9/11/17 and 9/18/17		1,040.00
				60,084.52
				74,620.41

Total CO-OP Advertising