



## Tourism North Annual General Meeting Minutes April 30th, 2014, 1:30 pm Flin Flon City Hall

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**Present:** Charlene Kissick, CF North Central Development (TN Board)  
Bunny Burke, CF Greenstone (TN Board)  
Shawn McKinney, Town of The Pas (TN Board – via call)  
Douglas Genaille, CF Cedar Lake (TN Board)  
Darryl Villeneuve, MB Tourism Secretariat  
Lillian Tankard, Travel MB (via call)

**1. CALL TO ORDER**

Meeting called to order at 1:40 pm by Bunny Burke.

**2. ROLL CALL**

Roundtable introductions.

**3. APPROVAL OF AGENDA**

**MOTION:** Moved by Charlene Kissick to approve agenda. Second by Shawn McKinney.

**CARRIED**

**4. APPROVAL OF PREVIOUS MINUTES (May 2013)**

**MOTION:** Moved by Shawn McKinney to approve May 2013 meeting minutes. Second by Charlene Kissick.

**CARRIED**

**5. REPORTS**

**5.1 Chairperson's Report**

Shawn McKinney provided verbal report, written report included as attachment to meeting minutes.

**5.2 Coordinator Report**

Charlene Kissick provided a written report in meeting package and reviewed verbally. The report is included as an attachment to the meeting minutes.

**ACTION: Charlene will provide comparison report at next business meeting re: 2013/2014 web stats to 2012/2013 web stats.**

### **5.3 Treasurer's Report**

Bunny Burke provided an Interim Balance Sheet (as at 03/31/2014), an Income Statement (04/01/2013 – 03/31/2014) and General Ledger Report (04/01/2013 to 03/31/2014). Financials are provided to minutes as attachments. As in previous years, the Province of MB, Rural Regional Tourism Initiative provided an annual operating grant in the amount of \$35,000 and this year a further \$5,000 to carry out a strategic planning session. It was noted that Tourism North, following regional guide payment would show a surplus of \$7,583.81 for the year. Partners have shown in-kind contributions totaling \$44,191.40 this fiscal year.

### **5.4 Nominating Committee Report**

Charlene Kissick explained the challenge currently experienced with limited board representation. The executive positions are:

- Chair: Betty Landego was Tourism North Chairperson until November 2013, then Shawn acted in the interim but is not able to let name stand as Chair due to working remotely because of injury. Bunny would act as Chair if needed.
- Vice Chair: this position has been vacant in recent years due to limited membership.
- Treasurer: Bunny has indicated she would continue to complete treasurer duties if she were to move into the Chair position.
- Secretary: Held by Charlene in past fiscal year and she would let her name stand for this position.

**MOTION: Moved by Shawn McKinney to accept all reports (Chairperson, Coordinator, Treasurer and Nominating Committee). Second by Douglas Genaille.  
CARRIED**

## **6. TOURISM NORTH MEMBERSHIP**

The board currently consists of representatives from:  
Community Futures Greenstone (Bunny Burke)  
Community Futures North Central Development (Charlene Kissick)  
Thompson Unlimited (Gord Wakeling)  
Community Futures Cedar Lake (Douglas Genaille)  
Town of The Pas (Shawn McKinney)

Tourism North has identified restructuring the board as a priority during the strategic planning session with the purpose of increased involvement from communities and sectors.

## **7. ELECTION OF OFFICERS**

### **7.1 Chairperson**

**MOTION: Moved by Shawn McKinney to nominate Bunny Burke for the position of Chairperson. Second by Douglas Genaille.**

**CARRIED**

**7.2 Vice Chair**

The position of Vice Chair is vacant.

**7.3 Treasurer**

The position of Treasurer is vacant, however Bunny Burke will continue to fulfill treasurer duties.

**7.4 Secretary**

**MOTION: Moved by Bunny Burke to nominate Charlene Kissick for the position of Secretary. Second by Shawn McKinney.**

**CARRIED**

**8. 2014 / 2015 OPERATING PLAN**

Charlene will prepare 2014/2015 Operating Plan, using the 5-year strategic plan that was created in May 2013.

**ACTION: Charlene to circulate updated SP table with progress and 2014/2015 fiscal year actions.**

**9. OPEN AGENDA**

Travel MB (Lillian):

Lillian Tankard noted there was some shuffling at Travel MB re: the Industry & Development Relations Department. Mark is no longer team captain for Tourism North. The Partnership Team, in particular Lillian would now act as team captain and will continue to communicate regularly with Charlene. Posed question re: regional marketing campaign, at this time Tourism North decision was not to buy into the campaign.

Community Futures North Central Development (Charlene):

Provided three quotes re: printing 2014 regional tourism guide for review by group. Raised question re: 2014/2105 Coordinator contract.

**ACTION: Charlene to negotiate printing cost with Winnipeg Free Press (will they match the lowest quoted price of \$1.27 per book).**

**ACTION: 2014 coordinator agreement to be negotiated at next regular business meeting.**

**MOTION: Moved by Shawn McKinney to select the Winnipeg Free Press as printer for the 2014 regional tourism guide, considering they would match the \$1.27 rate per guide. Tourism North to print 10,000 copies. Second by Douglas Genaille.**

**CARRIED.**

**MOTION: Moved by Shawn McKinney to extend the current fee-for-service agreement between Community Futures North Central**

**Development and Tourism North for coordinator for 3 months.  
Second by Douglas Genaille.  
CARRIED**

**10. NEXT MEETING**

The next Tourism North meeting was tentatively scheduled for June 4<sup>th</sup>, 2014 in The Pas. The next AGM to happen in May 2015.

**11. ADJOURN**

Meeting adjourned at 2:15 pm.

**ATTACHMENT A:**  
**Chairperson Report – Provided by Shawn McKinney**

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Greetings,

Over this past year, Tourism North has had some major changes and has had to make some important decisions guiding the future of the organization. Last year we held our first five year strategic planning session that plotted the course of the organization. While developing that plan, we also **adjusted** to new changes within the Manitoba tourism sector. Travel Manitoba developed a new branding campaign and the Tourism Secretariat changed some aspects of how regional tourism associations like Tourism North are able to operate.

This year also saw unexpected changes with the resignation of Betty Landego from Thompson Unlimited and subsequently from her role as Chair of this organization. Her resignation brought to light the challenges of having a closed membership. The Board of Directors saw this as a wake-up call in which the internal workings and regulations of Tourism North needed to be addressed. A review of the corporate by-laws is currently being undertaken in order to allow the organization to be more flexible in times of unexpected situations.

During this past year, Tourism North saw the need to restructure the way that the North was promoted. A new approach has been undertaken for developing the regional tourism guidebook. It is being produced in a more cost effective and revenue generating way. This new approach will provide greater control over the content and direction of the guidebook for years to come.

This year also saw the approval of a grant from the Department of Tourism, Culture, Heritage, Sport and Consumer Protection towards the work on building the North's natural tourism potential. This grant provides important funds to allow for market research as well as to provide support for local winter organizations such as the Kelsey Sno-Rider Club and the Thompson Trailbreakers.

In closing, I would like to thank Charlene for her hard work during this past year. She has kept Tourism North on track in the midst of unforeseen changes.

Sincerely,  
Shawn McKinney  
Interim Chair  
Tourism North

**ATTACHMENT B:**  
**Coordinator Report – Provided by Charlene Kissick**

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*This report provided by Charlene Kissick (for Community Futures North Central Development) to the Tourism North board of directors at the April 2014 AGM. The report outlines CFNCD's tasks completed in relation to Tourism North projects and initiatives for the 2014/2015 fiscal year.*

*CFNCD was pleased to work with Betty Landego and Shawn McKinney as the Chair representatives and the full Tourism North board during the 2013/2014 fiscal year and would entertain a renewed contract in the 2014/2015 fiscal year should the board so wish.*

**COORDINATOR POSITION:**

Tourism North, requiring a partner to provide project coordination, contracted Community Futures North Central Development in the 2013/2014 fiscal year. The coordinator was responsible for visitor information services and product development project coordination as directed by the Tourism North Board of Directors identified in the May 2013 Strategic Planning Session. Tourism North designated the Chairperson as the main contact between Tourism North and the coordinator.

A Letter of Understanding was signed in July 2013 that outlined the agreement made between the two organizations. A total of 445.25 hrs were billed this year, totalling \$15,583.75. It should also be noted that a number of hours are provided by CFNCD as inkind when project work results in dual outcomes (ie: Thompson Tourism Committee initiatives, meetings with CF clients whose business has a tourism focus, etc.).

**2013/2014 PROJECTS & INITIATIVES:**

Below is a list of projects & initiatives coordinator time was spent working on:

**GENERAL:**

- Drafting a Letter of Understanding between CFNCD and Tourism North
- Coordination of Strategic Planning Session including proposal development and reporting
- Preparing the 2013/2014 Operational Plan and interim reporting to the Tourism Secretariat
- General office organization, receiving general inquiries, promotion of the organization
- Maintaining events listing for northern Manitoba
- Partnership between Tourism North and other industry players (ie many RTAs, recreational clubs, tourism operators, Travel MB, Tourism Secretariat, Manitoba Lodges and Outfitters, etc.)
- Promotional product research (Reusable Shopping bags)
- Tourism North meeting coordination
- Attending industry events and training
- Participation in Thompson Tourism Committee meetings
- Participation in Travel MB, RTA & DMO facilitated session in November 2012

**REGIONAL TOURISM GUIDE:**

- Keeping list of ideas throughout the year for 4<sup>th</sup> edition of the regional tourism guide, restructuring the guide as per categories, inclusion of TMB Brand
- Drafting RFP, receiving submissions, scoring

- Drafting contract between Tourism North and service provider associated with the 2014 regional tourism guide
- Ad sales for regional guide
- Gathering printing quotes

#### VISITOR INFORMATION:

##### Information packages:

- Receiving general requests for information
- Putting together packages and mail outs for individuals and events
- Answering direct questions from the website (ie when does fishing season open, is there a zoo in northern Manitoba, are there campsites at Kwastitchewan Falls, are there canoe rentals, etc.)

##### Online Presence:

- Regular maintenance and updating of the Tourism North website [www.visitnorthernmanitoba.ca](http://www.visitnorthernmanitoba.ca).
- Monitoring Tourism North's membership with Google Analytics to track traffic to the site. During the 2013/2014 year, the website had 14,435 visitors (an increase of 4,000 visitors from last year!!)
- Compiling monthly and annual website stats reports
- Coordination of updates to the site (Photos & Videos section, Art Galleries, notices on homepage featuring events).
- Responding to requests for information, this year 43 requests for information came from the website and tourism packages were mailed out
- Visitors to the website came from 99 different countries
- Traffic was the greatest in the month of March and lowest in December
- Tourism North Instagram account created, to date generating 526 likes and 46 comments on 64 images.
- Instagram information sheet created for board members

#### MANITOBA TOURISM AWARDS:

- Preparing nominations for outstanding examples of tourism industry players
- Drafting and circulating a press release featuring the nominees
- Participating in judging panel
- Attending awards luncheon
- Promotion of awards

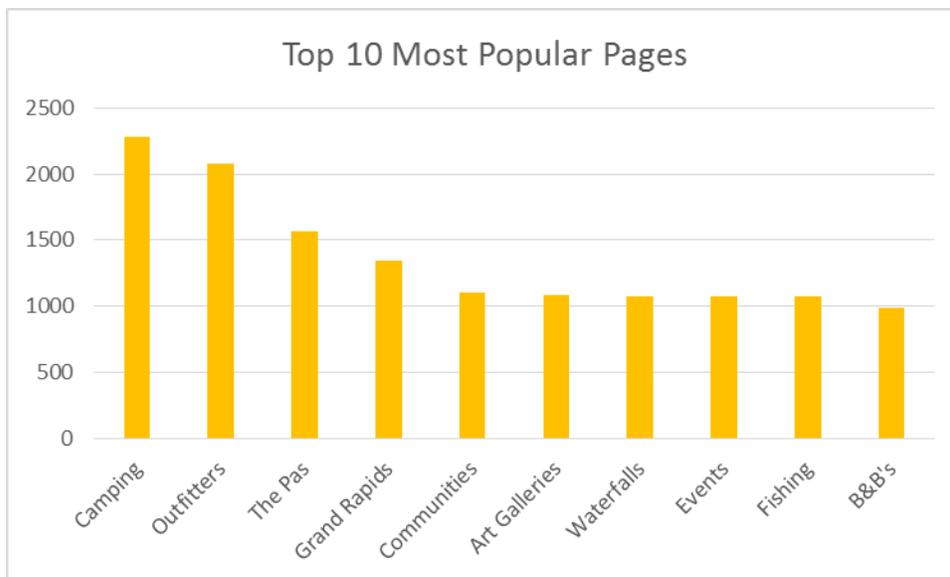
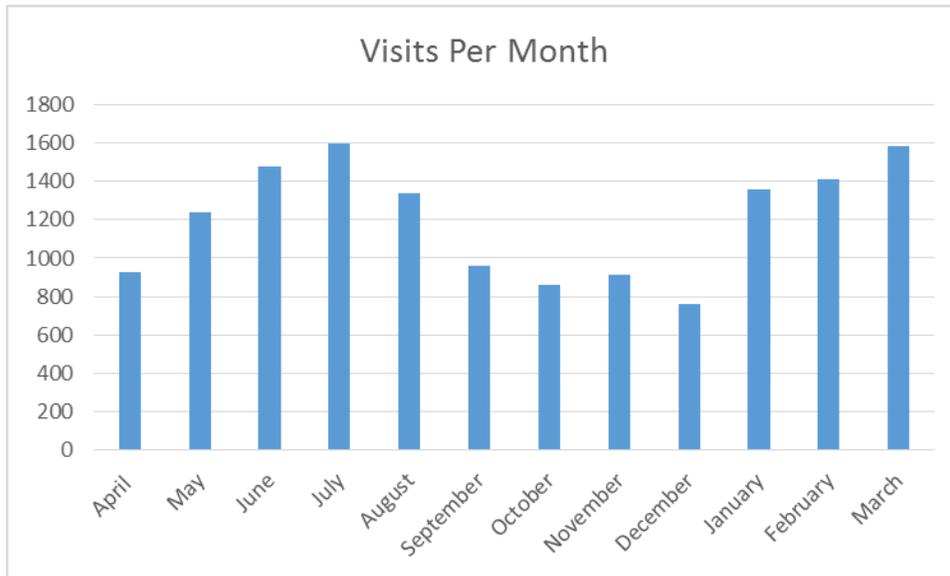
#### WINTER TOURISM DEVELOPMENT:

- Drafting concept
- Seeking interest from stakeholders for advisory committee
- Meetings and communication with snowmobile clubs
- Proposal development

#### BCROBYN:

- Assisted Travel MB in coordinating two days in northern MB for blogger
- Drafted itinerary with ad-hoc committee
- Coordinated volunteers
- Requested in-kind contributions
- Investment of approximately \$3,000

**Tourism North website stats:  
2013/2014**



**Top 10 Countries Visitors are coming from:**

1. Canada (13,360)
2. USA (2133)
3. United Kingdom (137)
4. Australia (107)
5. Brazil (82)
6. Germany (7)
7. India (59)
8. Italy (42)
9. Netherlands (36)
10. New Zealand (34)

Top 10 Countries visitors are coming from:

1. Winnipeg (5041)
2. Thompson (1068)
3. Toronto (671)
4. Vancouver (512)
5. Brandon (482)
6. Flin Flon (402)
7. Calgary (351)
8. Saskatoon (293)
9. The Pas (270)
10. Regina (249)

**ATTACHMENT C:**  
**Treasurer's Report – Provided by Bunny Burke**

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**Tourism North Manitoba Inc.**

Balance Sheet As at 03/31/2014

ASSET

Current Assets

Cash	0.00	
Chequing Bank Account	19,457.34	
Total Cash		19,457.34
Accounts Receivable	0.00	
Accounts Receivable	0.00	
Allowance for Doubtful Accounts	0.00	
Total Receivable		0.00
Prepaid Expense & Deposits		0.00
Total Current Assets		19,457.34

TOTAL ASSET 19,457.34

LIABILITY

Current Liabilities

Accounts Payable	0.00	
Accounts Payable	10,000.00	
Total Current liabilities		10,000.00

TOTAL LIABILITY 10,000.00

EQUITY

RETAINED EARNINGS

Retained Earnings - Previous Year	1,873.53	
Current Earnings	7,583.81	
Total Owners Equity		9,457.34

TOTAL EQUITY 9,457.34

LIABILITIES AND EQUITY 19,457.34

# Tourism North Manitoba Inc.

Income Statement 04/01/2013 to 03/31/2014

## REVENUE

Revenue	
Province of Manitoba	41,500.00
Sales Discounts	0.00
Net Revenue	<u>41,500.00</u>
In Kind - Partners	
Freight Revenue	0.00
Interest Revenue	0.00
Memberships/Dues	0.00
In Kind Contributions	39,055.16
Miscellaneous Revenue	5,136.24
Total Other Revenue	<u>44,191.40</u>
TOTAL REVENUE	<u>85,691.40</u>

## EXPENSE

COST OF GOODS SOLD	
Purchases	0.00
Purchase Discounts	0.00
Freight Expense	0.00
Total Cost of Goods Sold	<u>0.00</u>
General & Administrative Expenses...	
Accounting & Legal	0.00
Advertising & Promotions	761.25
Courier & Postage	0.00
Insurance	1,849.00
Interest & Bank Charges	69.00
Legal	0.00
Highway Signs	1,100.00
Office Supplies	0.00
Meeting Expenses (Lunch)	89.94
Memberships/Dues	150.00
Miscellaneous	32,466.43
Next Stop Publication	10,000.00
Rent	500.00
Repair & Maintenance	0.00
Strategic Planning	4,470.96
Telephone	0.00
Travel	0.00
Trade Shows	6,588.73
Co-ordinator Contract - North Ce...	19,993.75
Web Site	68.53
Total General & Admin. Expenses	<u>78,107.59</u>
TOTAL EXPENSE	<u>78,107.59</u>
NET INCOME	<u>7,583.81</u>

## Tourism North Manitoba Inc.

General Ledger Report 04/01/2013 to 03/31/2014

Sorted by: Transaction Number

Date	Comment	Source #	JE#	Debits	Credits	Balance	
1030	Cash						- Dr
01/31/2014		bank statement	J25	-	2,940.00	2,940.00	Cr
01/31/2014		bank statement	J26	2,940.00	-		Dr
				2,940.00	2,940.00		
1060	Chequing Bank Account					2,598.53	Dr
04/30/2013	Standard Insurance	369	J1	-	920.00	1,678.53	Dr
04/30/2013	Innovative Marketing	370	J2	-	44.80	1,633.73	Dr
04/30/2013	Kendall & Pandya	371	J3	-	725.00	908.73	Dr
04/30/2013	CF North Central	372	J4	-	4,856.25	3,947.52	Cr
04/30/2013	CF North Central	373	J5	-	282.62	4,230.14	Cr
04/30/2013	City of Thompson	374	J6	-	363.00	4,593.14	Cr
04/30/2013	CF North Central	375	J7	-	282.62	4,875.76	Cr
04/30/2013	Reminder	376	J8	-	51.45	4,927.21	Cr
04/30/2013	Thompson Citizen	377	J9	-	61.74	4,988.95	Cr
04/30/2013	Opasquia Times	378	J10	-	59.68	5,048.63	Cr
04/30/2013	Royalgate Training	379	J11	-	2,923.33	7,971.96	Cr
04/30/2013	CF Greenstone	380	J12	-	400.00	8,371.96	Cr
04/30/2013	Town of The Pas	381	J13	-	102.01	8,473.97	Cr
04/30/2013	Clem Jones	378	J14	-	200.00	8,673.97	Cr
04/30/2013	CF Cedar Lake	379	J15	-	200.00	8,873.97	Cr
04/30/2013		bank Statement	J16	2,500.00	-	6,373.97	Dr
04/30/2013		bank Statement	J16	8,750.00	-	2,376.03	Cr
04/30/2013		bank Statement	J16	-	5.75	2,370.28	Dr
04/30/2013		bank Statement	J16	-	5.75	2,364.53	Dr
04/30/2013		bank Statement	J16	5,000.00	-	7,364.53	Dr
04/30/2013		bank Statement	J16	-	5.75	7,358.78	Dr
04/30/2013		bank Statement	J16	-	5.75	7,353.03	Dr
04/30/2013		Adj. Entry	J17	282.62	-	7,635.65	Dr
04/30/2013		bank State	J18	136.24	-	7,771.89	Dr
04/30/2013		bank Statement	J19	-	0.20	7,771.69	Dr
08/31/2013	CF North Central	382	J20	-	4,410.00	3,361.69	Dr
10/07/2013		Bank Statement	J21	-	5.75	3,355.94	Dr
01/31/2014	Norval Lee	383	J22	-	500.00	2,855.94	Dr
01/31/2014	CF North Central Development	384	J23	-	2,975.00	119.06	Cr
01/31/2014		bank Statement	J24	26,250.00	-	26,130.94	Dr
01/31/2014		bank Statement	J24	-	17.25	26,113.69	Dr
01/31/2014		bank Statement	J24	-	5.75	26,107.94	Dr
01/31/2014		bank statement	J25	4,410.00	-	30,517.94	Dr
01/31/2014		bank statement	J26	-	2,940.00	27,577.94	Dr
01/31/2014		bank statement	J27	-	4,410.00	23,167.94	Dr
03/31/2014		bank Statement	J28	-	5.75	23,162.19	Dr
03/31/2014	Diamond Willow	385	J29	-	89.94	23,072.25	Dr
03/31/2014	Norval Lee	386	J30	-	500.00	22,572.25	Dr
03/31/2014	Anne Fillian	387	J31	-	600.00	21,972.25	Dr
03/31/2014	Manitoba Lodge Owners Assn	388	J32	-	150.00	21,822.25	Dr
03/31/2014	Innovative Media	389	J33	-	23.73	21,798.52	Dr
03/31/2014	Opasquia Times	390	J34	-	43.02	21,755.50	Dr
03/31/2014	Thompson Citizen	391	J35	-	72.45	21,683.05	Dr
03/31/2014	Reminder	392	J36	-	80.85	21,602.20	Dr
03/31/2014	Standard Insurance	393	J37	-	928.80	20,673.40	Dr
03/31/2014	North Central Development	394	J38	-	5,204.36	15,469.04	Dr
03/31/2014		bank Statement	J39	-	11.50	15,457.54	Dr
03/31/2014		bank Statement	J39	4,000.00	-	19,457.54	Dr
03/31/2014		Bank Statement	J40	-	0.20	19,457.34	Dr
				51,328.86	34,470.05		
1201	Accounts Receivable						- Dr
1202	Accounts Receivable						- Dr
1205	Allowance for Doubtful Accounts						- Dr
1300	Prepaid Expense & Deposits						- Dr
2105	Accounts Payable						- Cr

Printed On: 04/28/2014

## Tourism North Manitoba Inc.

General Ledger Report 04/01/2013 to 03/31/2014

Sorted by: Transaction Number

Date	Comment	Source #	JE#	Debits	Credits	Balance
2110	Accounts Payable					725.00 Cr
04/30/2013	Kendall & Pandya	371	J3	725.00	-	- Cr
03/31/2014		In Kind	J41	-	10,000.00	10,000.00 Cr
				725.00	10,000.00	
3561	Retained Earnings - Previous Year					1,873.53 Cr
4200	Province of Manitoba					- Cr
04/30/2013		bank Statement	J16	-	11,250.00	11,250.00 Cr
01/31/2014		bank Statement	J24	-	26,250.00	37,500.00 Cr
03/31/2014		bank Statement	J39	-	4,000.00	41,500.00 Cr
				-	41,500.00	
4240	Sales Discounts					- Cr
4420	Freight Revenue					- Cr
4440	Interest Revenue					- Cr
4445	Memberships/Dues					- Cr
4450	In Kind Contributions					- Cr
03/31/2014		In Kind	J41	-	39,055.16	39,055.16 Cr
4460	Miscellaneous Revenue					- Cr
04/30/2013		bank Statement	J16	-	5,000.00	5,000.00 Cr
04/30/2013		bank Slate	J18	-	136.24	5,136.24 Cr
				-	5,136.24	
5205	Purchases					- Dr
5240	Purchase Discounts					- Dr
5300	Freight Expense					- Dr
5610	Accounting & Legal					- Dr
5615	Advertising & Promotions					- Dr
04/30/2013	Reminder	375	J8	51.45	-	51.45 Dr
04/30/2013	Thompson Citizen	377	J9	61.74	-	113.19 Dr
04/30/2013	Opasquia Times	378	J10	59.68	-	172.87 Dr
03/31/2014	Opasquia Times	390	J34	43.02	-	215.89 Dr
03/31/2014	Thompson Citizen	391	J35	72.45	-	288.34 Dr
03/31/2014	Reminder	392	J36	60.85	-	349.19 Dr
03/31/2014	North Central Development	394	J38	391.86	-	741.05 Dr
03/31/2014		Bank Statement	J40	0.20	-	741.25 Dr
				761.25	-	
5640	Courier & Postage					- Dr
5685	Insurance					- Dr
04/30/2013	Standard Insurance	369	J1	920.00	-	920.00 Cr
04/30/2013		bank Statement	J19	0.20	-	920.20 Cr
03/31/2014	Standard Insurance	393	J37	928.80	-	1,849.00 Dr
				1,849.00	-	
5690	Interest & Bank Charges					- Dr
04/30/2013		bank Statement	J16	5.75	-	5.75 Dr
04/30/2013		bank Statement	J16	5.75	-	11.50 Dr
04/30/2013		bank Statement	J16	5.75	-	17.25 Dr
04/30/2013		bank Statement	J16	5.75	-	23.00 Dr
10/07/2013		Bank Statement	J21	5.75	-	28.75 Dr
01/31/2014		bank Statement	J24	5.75	-	34.50 Dr
01/31/2014		bank Statement	J24	5.75	-	40.25 Dr

Printed On: 04/28/2014

## Tourism North Manitoba Inc.

General Ledger Report 04/01/2013 to 03/31/2014

Sorted by: Transaction Number

Date	Comment	Source #	JE#	Debits	Credits	Balance
01/31/2014		bank Statement	J24	5.75	-	46.00 Dr
01/31/2014		bank Statement	J24	5.75	-	51.75 Dr
03/31/2014		bank Statement	J28	5.75	-	57.50 Dr
03/31/2014		bank Statement	J39	5.75	-	63.25 Dr
03/31/2014		bank Statement	J39	5.75	-	69.00 Dr
				69.00	-	
5695	Legal					- Dr
5696	Highway Signs					- Dr
03/31/2014	Norval Lee	386	J30	500.00	-	500.00 Dr
03/31/2014	Anne Fillian	387	J31	600.00	-	1,100.00 Dr
				1,100.00	-	
5700	Office Supplies					- Dr
5705	Meeting Expenses (Lunch)					- Dr
03/31/2014	Diamond Willow	385	J29	89.94	-	89.94 Dr
5710	Memberships/Dues					- Dr
03/31/2014	Manitoba Lodge Owners Assn	388	J32	150.00	-	150.00 Dr
5740	Miscellaneous					- Dr
03/31/2014		In Kind	J41	9,531.55	-	9,531.55 Dr
03/31/2014		In Kind	J41	6,613.33	-	16,144.88 Dr
03/31/2014		In Kind	J41	9,918.60	-	26,063.48 Dr
03/31/2014		In Kind	J41	6,402.95	-	32,466.43 Dr
				32,466.43	-	
5745	Next Stop Publication					- Dr
03/31/2014		In Kind	J41	10,000.00	-	10,000.00 Dr
5760	Rent					- Dr
01/31/2014	Norval Lee	383	J22	500.00	-	500.00 Dr
5765	Repair & Maintenance					- Dr
5780	Telephone					- Dr
5785	Travel					- Dr
5788	Trade Shows					- Dr
03/31/2014		In Kind	J41	6,588.73	-	6,588.73 Dr
5790	Co-ordinator Contract - North Centr					- Dr
04/30/2013	CF North Central	372	J4	4,856.25	-	4,856.25 Dr
08/31/2013	CF North Central	382	J20	4,410.00	-	9,266.25 Dr
01/31/2014	CF North Central Development	384	J23	2,975.00	-	12,241.25 Dr
01/31/2014		bank statement	J25	-	4,410.00	7,831.25 Dr
01/31/2014		bank statement	J25	2,940.00	-	10,771.25 Dr
01/31/2014		bank statemnet	J27	4,410.00	-	15,181.25 Dr
03/31/2014	North Central Development	394	J38	4,812.50	-	19,993.75 Dr
				24,403.75	4,410.00	
5795	Web Site					- Dr
04/30/2013	Innovative Marketing	370	J2	44.80	-	44.80 Dr
03/31/2014	Innovative Media	389	J33	23.73	-	68.53 Dr
				68.53	-	