

STILLWATER AND OAK PARK HEIGHTS CVB

01/07/20

Balance Sheet

Accrual Basis

As of December 31, 2019

	<u>Dec 31, 19</u>
ASSETS	
Current Assets	
Checking/Savings	
Debit Card Account	2,700.77
MIDWEST ONE	70,839.13
Total Checking/Savings	<u>73,539.90</u>
Total Current Assets	<u>73,539.90</u>
TOTAL ASSETS	<u>73,539.90</u>
LIABILITIES & EQUITY	
Equity	
32000 · Unrestricted Net Assets	37,630.73
Net Income	35,909.17
Total Equity	<u>73,539.90</u>
TOTAL LIABILITIES & EQUITY	<u>73,539.90</u>

STILLWATER AND OAK PARK HEIGHTS CVB
Profit & Loss Budget vs. Actual YTD \$ & %
January through December 2019

	<u>Jan - Dec 19</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Ordinary Income/Expense				
Income				
LODGING TAX INCOME				
Lodging Tax OPH	30,472.88			
Lodging Tax Stillwater	290,418.31			
LODGING TAX INCOME - Other	0.00	289,000.00	-289,000.00	0.0%
Total LODGING TAX INCOME	<u>320,891.19</u>	<u>289,000.00</u>	<u>31,891.19</u>	<u>111.04%</u>
VISITOR GUIDE PROFITS	9,961.79	5,000.00	4,961.79	199.24%
EMT GRANT MONEY	14,000.00	7,000.00	7,000.00	200.0%
Total Income	<u>344,852.98</u>	<u>301,000.00</u>	<u>43,852.98</u>	<u>114.57%</u>
Expense				
1000 · Reserve - Misc	0.00	4,000.00	-4,000.00	0.0%
1001 · Discretionary Funds	0.00	4,000.00	-4,000.00	0.0%
1200 · ADMINISTRATION				
1100 · Operations /General Office				
1105 · Meeting Expense	606.13	800.00	-193.87	75.77%
1106 · Misc.	173.75	1,000.00	-826.25	17.38%
1109 · MN Tourism Growth Coalition	500.00	500.00	0.00	100.0%
1101 · Postage, Mailing Service	273.23	1,000.00	-726.77	27.32%
1102 · Printing and supplies	928.01	1,000.00	-71.99	92.8%
1108 · Storage Rental	1,380.00	1,380.00	0.00	100.0%
1104 · Telephone/Email/Internet	2,485.36	3,000.00	-514.64	82.85%
1110 · Travel	36.75	500.00	-463.25	7.35%
1111 · Tourism Mixer	3,089.00	3,000.00	89.00	102.97%
Total 1100 · Operations /General Office	<u>9,472.23</u>	<u>12,180.00</u>	<u>-2,707.77</u>	<u>77.77%</u>
Contract Services				
1205 · Training / Development / Member	1,049.38	1,500.00	-450.62	69.96%
1201 · Marketing Contractors	77,475.42	77,000.00	475.42	100.62%
1203 · Legal Fees	0.00	1,000.00	-1,000.00	0.0%
1204 · Accounting Fees	1,247.96	2,000.00	-752.04	62.4%
Total Contract Services	<u>79,772.76</u>	<u>81,500.00</u>	<u>-1,727.24</u>	<u>97.88%</u>
Total 1200 · ADMINISTRATION	<u>89,244.99</u>	<u>93,680.00</u>	<u>-4,435.01</u>	<u>95.27%</u>
MARKETING				
Internet and Website				
1402 · Enewsletter	3,057.00	3,000.00	57.00	101.9%
1310 · Website				
1311 · Content Maintenance / Design	2,871.50	10,000.00	-7,128.50	28.72%
1314 · Events Calendar Fee	1,540.00	1,540.00	0.00	100.0%
Total 1310 · Website	<u>4,411.50</u>	<u>11,540.00</u>	<u>-7,128.50</u>	<u>38.23%</u>
Total Internet and Website	<u>7,468.50</u>	<u>14,540.00</u>	<u>-7,071.50</u>	<u>51.37%</u>
1320 · Stillwater Visitor's Guide				
1321 · Postage Fullfillment				
1324 · Envelopes for GB	831.42			
1321 · Postage Fullfillment - Other	7,697.11	9,000.00	-1,302.89	85.52%

STILLWATER AND OAK PARK HEIGHTS CVB
Profit & Loss Budget vs. Actual YTD \$ & %
January through December 2019

	<u>Jan - Dec 19</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Total 1321 · Postage Fulfillment	8,528.53	9,000.00	-471.47	94.76%
1322 · MOA / Airport Distribution	550.00	1,100.00	-550.00	50.0%
1323 · Main Street Racks	0.00	500.00	-500.00	0.0%
1325 · EMT Brochure Mailing programs	0.00	400.00	-400.00	0.0%
Total 1320 · Stillwater Visitor's Guide	9,078.53	11,000.00	-1,921.47	82.53%
1335 · Signage				
1336 · Downtown Signage/Kiosks	0.00	1,000.00	-1,000.00	0.0%
Total 1335 · Signage	0.00	1,000.00	-1,000.00	0.0%
1340 · Printed / Promotional Materials	2,561.59	500.00	2,061.59	512.32%
1346 · Photography / Videography	9,557.87	10,000.00	-442.13	95.58%
1350 · CO-OP's / GRANTS				
1367 · Bonspiel	7,500.00	7,500.00	0.00	100.0%
1360 · Carriage Rides	3,500.00	3,500.00	0.00	100.0%
1352 · Cruisin on Croix	1,500.00	1,500.00	0.00	100.0%
1358 · Harvest Fest	7,500.00	7,500.00	0.00	100.0%
1359 · Hometown for the Holidays	7,500.00	7,500.00	0.00	100.0%
1351 · Ice Cream Social	500.00	500.00	0.00	100.0%
1362 · Lumberjack Days	7,500.00	7,500.00	0.00	100.0%
1364 · Rivertown Art Festival	7,500.00	7,500.00	0.00	100.0%
1353 · Run Stillwater	500.00	500.00	0.00	100.0%
1363 · Sticks of Stillwater	1,000.00	1,000.00	0.00	100.0%
1357 · Summer Tuesdays	500.00	500.00	0.00	100.0%
Total 1350 · CO-OP's / GRANTS	45,000.00	45,000.00	0.00	100.0%
1380 · Meetings / Coporate Events Mark				
1386 · Assoc. North	854.00	1,500.00	-646.00	56.93%
1389 · Meeting Video / 360 Tours	1,290.00	2,500.00	-1,210.00	51.6%
1381 · Meeting Fam Trip	3,077.42	3,000.00	77.42	102.58%
1382 · Meetings Linkedin	64.26			
Total 1380 · Meetings / Coporate Events Mark	5,285.68	7,000.00	-1,714.32	75.51%
1390 · Weddings				
1397 · Google Ads - Wedding	1,000.00	1,000.00	0.00	100.0%
1391 · The Knot Online & Magazine	6,600.10	6,600.00	0.10	100.0%
1393 · Wedding Fair	85.74	1,740.00	-1,654.26	4.93%
1398 · MN Bride.com	3,000.00	3,000.00	0.00	100.0%
1396 · Social Media	2,031.50	2,000.00	31.50	101.58%
Total 1390 · Weddings	12,717.34	14,340.00	-1,622.66	88.68%
1400 · Vacation Traveler Marketing				
1404 · Explore MN Metro CVB Group Memb	8,750.00	8,750.00	0.00	100.0%
1410 · Digital Media				
1401 · Photo Contest	1,173.19	1,000.00	173.19	117.32%
1421A · Youtube.com	2,500.00	2,500.00	0.00	100.0%
1411 · Google / Bing Ad Words Display	16,624.11	16,650.00	-25.89	99.85%
1425 · Influencers/Media	710.53	2,000.00	-1,289.47	35.53%
1423 · Native Content Articles	13,770.46	13,600.00	170.46	101.25%

STILLWATER AND OAK PARK HEIGHTS CVB
Profit & Loss Budget vs. Actual YTD \$ & %
January through December 2019

	<u>Jan - Dec 19</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
1419 · Retargeting Advertising	4,210.40	5,000.00	-789.60	84.21%
1424 · Facebook Sweepstakes EMT & TC	25.00			
1417 · Explore Minnesota .com	470.00	2,010.00	-1,540.00	23.38%
1426 · Search Engine Optimization	1,600.00	2,000.00	-400.00	80.0%
1413 · SocialMedia / Digital Misc	15,380.89	9,750.00	5,630.89	157.75%
1403 · Sweepstakes	1,538.32	1,500.00	38.32	102.56%
Total 1410 · Digital Media	58,002.90	56,010.00	1,992.90	103.56%
1430 · Tourism Guidebooks/Dir (Pt & On				
1432 · EMT Guidebook	4,780.00	4,780.00	0.00	100.0%
1434 · MN Biking Guide	3,150.00	3,150.00	0.00	100.0%
1435 · Mpls/St. Paul Guide	4,500.00	4,500.00	0.00	100.0%
1431 · SCRTA Guide	1,725.00	1,725.00	0.00	100.0%
1436 · MN HIKE / BIKE GUIDE MAP	950.00			
Total 1430 · Tourism Guidebooks/Dir (Pt & On	15,105.00	14,155.00	950.00	106.71%
1440 · Print				
1454 · MSP Magazine	10,000.00	10,000.00	0.00	100.0%
1449 · AAA #onlyinmn Map	1,494.00	1,494.00	0.00	100.0%
1441 · Midwest Living	2,995.00	2,995.00	0.00	100.0%
1457 · MN Monthly	3,575.00	3,575.00	0.00	100.0%
1458 · Where Magazine	3,200.00	3,200.00	0.00	100.0%
Total 1440 · Print	21,264.00	21,264.00	0.00	100.0%
1450 · TV				
1453 · OTT - Digital TV	5,000.00	2,000.00	3,000.00	250.0%
1451 · Comcast Spotlight	5,000.00	5,000.00	0.00	100.0%
1450 · TV - Other	2,000.00			
Total 1450 · TV	12,000.00	7,000.00	5,000.00	171.43%
Total 1400 · Vacation Traveler Marketing	115,121.90	107,179.00	7,942.90	107.41%
1470 · Direct Marketing M				
1472 · Lavender	12,907.41	8,332.00	4,575.41	154.91%
Total 1470 · Direct Marketing M	12,907.41	8,332.00	4,575.41	154.91%
1490 · Out of Home				
1408 · Billboard	0.00	2,250.00	-2,250.00	0.0%
Total 1490 · Out of Home	0.00	2,250.00	-2,250.00	0.0%
Total MARKETING	219,698.82	221,141.00	-1,442.18	99.35%
Total Expense	308,943.81	322,821.00	-13,877.19	95.7%
Net Ordinary Income	35,909.17	-21,821.00	57,730.17	-164.56%
Net Income	35,909.17	-21,821.00	57,730.17	-164.56%

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01/07/20

Accrual Basis

STILLWATER AND OAK PARK HEIGHTS CVB

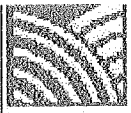
Checks Written

December 4, 2019 through January 7, 2020

Type	Date	Num	Name	Memo	Split	Debit	Credit	Balance
Debit Card Account								
Check	12/06/2019		WISHPOND TECHNOLOGIES		1403 · Sweepstakes		69.00	-69.00
Check	12/12/2019		TIN BINS		1105 · Meeting Expense		7.33	-76.33
Check	12/13/2019		OFFICE MAX		1102 · Printing and supplies		36.95	-113.28
Check	12/16/2019		MON PETIT		1105 · Meeting Expense		14.19	-127.47
Check	12/16/2019		MAILCHIMP		1402 · Enewsletter		269.00	-396.47
Check	12/16/2019		DROPBOX		1104 · Telephone/Email/Internet		119.88	-516.35
Check	12/19/2019		UPS STORE		1321 · Postage Fulfillment		81.01	-597.36
Check	12/19/2019		STORY BOARD FILMS		1346 · Photography / Videography		297.50	-894.86
Check	12/19/2019		CULINARY PORTFOLIO		1346 · Photography / Videography		458.00	-1,352.86
Check	12/20/2019		LUMBERJACK		1105 · Meeting Expense		49.57	-1,402.43
Check	12/26/2019		STAMPS.COM		1321 · Postage Fulfillment		17.99	-1,420.42
Check	12/31/2019		GOOGLE		1104 · Telephone/Email/Internet		18.00	-1,438.42
Check	12/31/2019		FACEBOOK		1413 · SocialMedia / Digital Misc		30.00	-1,468.42
Check	12/31/2019		SMUGMUG		1346 · Photography / Videography		64.95	-1,533.37
Check	01/03/2020		KARE		1450 · TV		2,000.00	-3,533.37
Check	01/04/2020		ACTION RENTAL		1108 · Storage Rental		115.00	-3,648.37
Check	01/04/2020		TIN BINS		1105 · Meeting Expense		13.28	-3,661.65
Check	01/04/2020		WISHPOND TECHNOLOGIES		1403 · Sweepstakes		69.00	-3,730.65
Check	01/06/2020		TRANSFER		MIDWEST ONE	5,000.00		1,269.35
Total Debit Card Account						5,000.00	3,730.65	1,269.35
MIDWEST ONE								
Deposit	12/31/2019		DEPOSIT	Deposit	VISITOR GUIDE PROFITS	4,011.40		4,011.40
Deposit	12/31/2019		DEPOSIT	Deposit	VISITOR GUIDE PROFITS	1,051.85		5,063.25
Check	12/31/2019	2855	MAINSTREET STILLWATER IBA	2019 SPONSORSHIP FINAL ...	1359 · Hometown for the Holidays		4,250.00	813.25
Check	12/31/2019	2856	MAINSTREET STILLWATER IBA	2019 SPONSORSHIP AMOU...	1360 · Carriage Rides		3,500.00	-2,686.75
Check	12/31/2019	2857	MADDEN MEDIA	see invoices below	-SPLIT-		3,333.31	-6,020.06
Check	12/31/2019	2858	LIZ WESTERHAUS PHOTOGRAPHY	12/20 INVOICE	1346 · Photography / Videography		500.00	-6,520.06
Check	12/31/2019	2859	MINNESOTA TOURISM GROWTH C...		1109 · MN Tourism Growth Coalition		500.00	-7,020.06
Check	12/31/2019	2860	JAMES MULVEY CARRIAGE HOUS...		1403 · Sweepstakes		100.00	-7,120.06
Check	12/31/2019	2861	DAVID A PARKER		1346 · Photography / Videography		500.00	-7,620.06
Check	12/31/2019	2862	ALLEY CAT - SCOTT TUSKA	INVOICE #418	1389 · Meeting Video / 360 Tours		420.00	-8,040.06
Check	12/31/2019	2870	VITAL SYSTEMS INC	Invoice #54336	1204 · Accounting Fees		93.50	-8,133.56
Check	12/31/2019	2871	CENTURY LINK	651-351-1717	1104 · Telephone/Email/Internet		79.78	-8,213.34
Check	01/06/2020		TRANSFER		Debit Card Account		5,000.00	-13,213.34
Check	01/07/2020	2863	LA CROSSE GRAPHICS INC	INVOICE #: SEE BELOW	-SPLIT-		1,859.84	-15,073.18
Check	01/07/2020	2864	ZEPHYR THEATRE	1/2 GRANT FOR 2020	1369 · Zephyr Theatre		2,500.00	-17,573.18
Check	01/07/2020	2865	MEREDITH CORP.	INVOICE #:20117243	1441 · Midwest Living		3,120.00	-20,693.18
Check	01/07/2020	2869	FRESH AVENUE	INVOICE JANUARY 2020	1201 · Marketing Contractors		6,416.66	-27,109.84
Check	01/07/2020	2867	Event Potential	Invoice #: 12020 (1/2 of Grant)	1367 · Bonspiel		440.00	-27,549.84
Check	01/07/2020	2868	MSPVacations - Explore MN - Meet M...	INV: METRO	1404 · Explore MN Metro CVB Grou...		4,500.00	-32,049.84
Total MIDWEST ONE						5,063.25	37,113.09	-32,049.84
TOTAL						10,063.25	40,843.74	-30,780.49

STILLWATER AND OAK PARK HEIGHTS CVB
Reconciliation Detail
MIDWEST ONE, Period Ending 12/31/2019

Type	Date	Num	Name	Clr	Amount	Balance
Beginning Balance						105,101.51
Cleared Transactions						
Checks and Payments - 11 items						
Check	11/05/2019	2839	KELLEY BRENNER	X	-325.00	-325.00
Check	12/03/2019	2846	FRESH AVENUE	X	-6,416.66	-6,741.66
Check	12/03/2019	2854	MADDEN MEDIA	X	-3,333.31	-10,074.97
Check	12/03/2019	2851	MAINSTREET STIL...	X	-3,250.00	-13,324.97
Check	12/03/2019	2850	TIGER OAKS PUBL...	X	-3,000.00	-16,324.97
Check	12/03/2019	2853	KARE	X	-3,000.00	-19,324.97
Check	12/03/2019	2844	KARE	X	-2,000.00	-21,324.97
Check	12/03/2019	2847	VITAL SYSTEMS INC	X	-103.00	-21,427.97
Check	12/03/2019	2852	CENTURY LINK	X	-79.78	-21,507.75
Check	12/03/2019	2848	RISE	X	-20.32	-21,528.07
Check	12/03/2019	2849	LA CROSSE GRAP...	X	-17.73	-21,545.80
Total Checks and Payments					-21,545.80	-21,545.80
Deposits and Credits - 1 item						
Deposit	12/31/2019		DEPOSIT	X	4,011.40	4,011.40
Total Deposits and Credits					4,011.40	4,011.40
Total Cleared Transactions					-17,534.40	-17,534.40
Cleared Balance					-17,534.40	87,567.11
Uncleared Transactions						
Checks and Payments - 4 items						
Check	12/12/2016	2398	STEVE ROLL		-33.04	-33.04
Check	02/12/2018	2563	ERIC PARSONS		-35.00	-68.04
Check	11/05/2019	2840	RICK SCHMOLKE		-200.00	-268.04
Check	12/03/2019	2845	LAVENDER MEDIA ...		-4,235.20	-4,503.24
Total Checks and Payments					-4,503.24	-4,503.24
Total Uncleared Transactions					-4,503.24	-4,503.24
Register Balance as of 12/31/2019					-22,037.64	83,063.87
Ending Balance					-22,037.64	83,063.87



MIDWESTONE BANK
 PO BOX 1700
 IOWA CITY IA 52244-1700

071 00021 02 PAGE: 1
 ACCOUNT: XXXXXXXXXXXX4504 12/31/2019

TELEPHONE: 800-247-4418

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STILLWATER & OAK PARK HEIGHTS
 CONVENTION & VISITOR BUREAU
 101 WATER ST S
 STILLWATER MN 55082-5150

Stillwater
 2270 Frontage Rd W
 Stillwater, MN 55082

TELEPHONE: 651-439-3050

BUSINESS CKING ACCOUNT XXXXXXXXXXXX4504

MINIMUM BALANCE	83,555.71	LAST STATEMENT 11/29/19	105,101.51
AVG AVAILABLE BALANCE	89,064.46	1 CREDITS	4,011.40
AVERAGE BALANCE	89,189.82	11 DEBITS	21,545.80
		THIS STATEMENT 12/31/19	87,567.11

DEPOSITS

REF #	DATE	AMOUNT	REF #	DATE	AMOUNT	REF #	DATE	AMOUNT
	12/31	4,011.40						

CHECKS

CHECK #	DATE	AMOUNT	CHECK #	DATE	AMOUNT	CHECK #	DATE	AMOUNT
2839*	12/10	325.00	2848	12/06	20.32	2852	12/13	79.78
2844*	12/13	2,000.00	2849	12/06	17.73	2853	12/13	3,000.00
2846	12/05	6,416.66	2850	12/06	3,000.00	2854	12/11	3,333.31
2847	12/05	103.00	2851	12/06	3,250.00			

(*) INDICATES A GAP IN CHECK NUMBER SEQUENCE

DAILY BALANCE

DATE	BALANCE	DATE	BALANCE	DATE	BALANCE
12/05	98,581.85	12/10	91,968.80	12/13	83,555.71
12/06	92,293.80	12/11	88,635.49	12/31	87,567.11



DEPOSITED WITH MidWestOne Bank

DATE: 12/31/19

NAME: Stillwater & Oak Park

40454504

CHECKING DEPOSIT

DESCRIPTION: DOLLARS: 4011.40

TOTAL DEPOSIT \$ 4011.40

\$4,011.40 - 12/31/2019 - 0

0073001233< MidwestOne Bank #021

2019-12-31

0021741177

Batch 209198575

0021761177

ChkDep \$4,011.40

12/31/2019 12:44:02 PM

6032 451 0001 431

IB - Name: stillwater and oak park heig

hts

\$4,011.40 - 12/31/2019 - 0

STILLWATER & OAK PARK HEIGHTS CONVENTION & VISITOR'S BUREAU

101 WATER STREET SOUTH STILLWATER, MN 55082

651-351-1717

MIDWEST ONE WWW.MIDWESTONE.COM

2839 12/10/2019

PAY TO THE ORDER OF: KELLEY BRENNER \$ **325.00

Three Hundred Twenty-Five and 00/100 DOLLARS

KELLEY BRENNER 451 BERKEY STREET MARINE ON ST CROIX MN 55047

MEMO: PHOTO CONTEST WINNER

2839 - \$325.00 - 12/10/2019

STILLWATER & OAK PARK HEIGHTS CONVENTION & VISITOR'S BUREAU

101 WATER STREET SOUTH STILLWATER, MN 55082

651-351-1717

MIDWEST ONE WWW.MIDWESTONE.COM

2844 12/13/2019

PAY TO THE ORDER OF: KARE \$ **2,000.00

Two Thousand and 00/100 DOLLARS

KARE 8811 OLSON MEMORIAL HIGHWAY MPLS, MN 55427

MEMO: ORDER #: 1884049

2844 - \$2,000.00 - 12/13/2019

STILLWATER & OAK PARK HEIGHTS CONVENTION & VISITOR'S BUREAU

101 WATER STREET SOUTH STILLWATER, MN 55082

651-351-1717

MIDWEST ONE WWW.MIDWESTONE.COM

2846 12/3/2019

PAY TO THE ORDER OF: FRESH AVENUE \$ **6,416.66

Six Thousand Four Hundred Sixteen and 66/100 DOLLARS

FRESH AVENUE 705 HARRIET DRIVE STILLWATER MN 55082

MEMO: INVOICE DECEMBER 2019

2846 - \$6,416.66 - 12/05/2019

STILLWATER & OAK PARK HEIGHTS CONVENTION & VISITOR'S BUREAU

101 WATER STREET SOUTH STILLWATER, MN 55082

651-351-1717

MIDWEST ONE WWW.MIDWESTONE.COM

2847 12/3/2019

PAY TO THE ORDER OF: VITAL SYSTEMS INC \$ **103.00

One Hundred Three and 00/100 DOLLARS

VITAL SYSTEMS INC 115 MAIN STREET STILLWATER MN 55082

MEMO: Invoice #54156

2847 - \$103.00 - 12/05/2019

STILLWATER & OAK PARK HEIGHTS CONVENTION & VISITOR'S BUREAU

101 WATER STREET SOUTH STILLWATER, MN 55082

651-351-1717

MIDWEST ONE WWW.MIDWESTONE.COM

2848 12/3/2019

PAY TO THE ORDER OF: RISE \$ **20.32

Twenty and 32/100 DOLLARS

RISE 806 SUNSET ROAD HE SPRING LAKE PARK MN 55432

MEMO: INVOICE # INT25247

2848 - \$20.32 - 12/06/2019

STILLWATER & OAK PARK HEIGHTS CONVENTION & VISITOR'S BUREAU

101 WATER STREET SOUTH STILLWATER, MN 55082

651-351-1717

MIDWEST ONE WWW.MIDWESTONE.COM

2849 12/3/2019

PAY TO THE ORDER OF: LA CROSSE GRAPHICS INC \$ **17.73

Seventeen and 73/100 DOLLARS

LA CROSSE GRAPHICS INC PO BOX 249 LA CROSSE WI 54602-0249

MEMO: INVOICE # SEE BELOW

2849 - \$17.73 - 12/06/2019

STILLWATER & OAK PARK HEIGHTS CONVENTION & VISITOR'S BUREAU

101 WATER STREET SOUTH STILLWATER, MN 55082

651-351-1717

MIDWEST ONE WWW.MIDWESTONE.COM

2850 12/3/2019

PAY TO THE ORDER OF: TIGER OAKS PUBLICATIONS \$ **3,000.00

Three Thousand and 00/100 DOLLARS

TIGER OAKS PUBLICATIONS 800 SOUTH 3RD STREET MPLS, MN 55415

MEMO: INVOICE # 2019-213811

2850 - \$3,000.00 - 12/06/2019

STILLWATER & OAK PARK HEIGHTS CONVENTION & VISITOR'S BUREAU

101 WATER STREET SOUTH STILLWATER, MN 55082

651-351-1717

MIDWEST ONE WWW.MIDWESTONE.COM

2851 12/3/2019

PAY TO THE ORDER OF: MAINSTREET STILLWATER IBA \$ **3,250.00

Three Thousand Two Hundred Fifty and 00/100 DOLLARS

MAINSTREET STILLWATER IBA c/o DARN KNIT ANYWAY 423 SOUTH MAIN STREET STILLWATER MN 55082

MEMO: 2019 SPONSORSHIP 1/2

2851 - \$3,250.00 - 12/06/2019

STILLWATER & OAK PARK HEIGHTS CONVENTION & VISITOR'S BUREAU

101 WATER STREET SOUTH STILLWATER, MN 55082

651-351-1717

MIDWEST ONE WWW.MIDWESTONE.COM

2852 12/3/2019

PAY TO THE ORDER OF: CENTURY LINK \$ **79.78

Seventy-Nine and 78/100 DOLLARS

CENTURY LINK C/WEST PO BOX 2956 PHOENIX, AZ 85062-2956

MEMO: 651-351-1717

2852 - \$79.78 - 12/13/2019

STILLWATER & OAK PARK HEIGHTS CONVENTION & VISITOR'S BUREAU

101 WATER STREET SOUTH STILLWATER, MN 55082

651-351-1717

MIDWEST ONE WWW.MIDWESTONE.COM

2853 12/3/2019

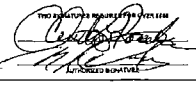
PAY TO THE ORDER OF: KARE \$ **3,000.00

Three Thousand and 00/100 DOLLARS

KARE 8811 OLSON MEMORIAL HIGHWAY MPLS, MN 55427

MEMO: ORDER #: 1885223

2853 - \$3,000.00 - 12/13/2019

STILLWATER & OAK PARK HEIGHTS CONVENTION & VISITOR'S BUREAU		2854
101 WATER STREET SOUTH STILLWATER, LIN 86002 661-361-1717		7973279
MOWEST ONE WWW.MOWESTONE.COM		12/30/19
PAY TO THE ORDER OF	MADDEN MEDIA	\$ 3,333.31
Three Thousand Three Hundred Thirty-Three and 31/100 DOLLARS		
MADDEN MEDIA 345 E TOOLE AVE TUCSON AZ 85701		
MEMO	SEE INVOICES BELOW	UNPAID BALANCE
002854 10739012331 40454504*		

2854 - \$3,333.31 - 12/11/2019

STILLWATER AND OAK PARK HEIGHTS CVB

Reconciliation Detail

Debit Card Account, Period Ending 12/31/2019

Type	Date	Num	Name	Clr	Amount	Balance
Beginning Balance						4,918.94
Cleared Transactions						
Checks and Payments - 15 items						
Check	11/28/2019		FACEBOOK	X	-50.00	-50.00
Check	11/28/2019		GOOGLE	X	-18.00	-68.00
Check	12/03/2019		US POSTAL SERVI...	X	-501.80	-569.80
Check	12/03/2019		ACTION RENTAL	X	-115.00	-684.80
Check	12/06/2019		WISHPOND TECH...	X	-69.00	-753.80
Check	12/12/2019		TIN BINS	X	-7.33	-761.13
Check	12/13/2019		OFFICE MAX	X	-36.95	-798.08
Check	12/16/2019		MAILCHIMP	X	-269.00	-1,067.08
Check	12/16/2019		DROPBOX	X	-119.88	-1,186.96
Check	12/16/2019		MON PETIT	X	-14.19	-1,201.15
Check	12/19/2019		CULINARY PORTF...	X	-458.00	-1,659.15
Check	12/19/2019		STORY BOARD FIL...	X	-297.50	-1,956.65
Check	12/19/2019		UPS STORE	X	-81.01	-2,037.66
Check	12/20/2019		LUMBERJACK	X	-49.57	-2,087.23
Check	12/26/2019		STAMPS.COM	X	-17.99	-2,105.22
Total Checks and Payments					-2,105.22	-2,105.22
Total Cleared Transactions					-2,105.22	-2,105.22
Cleared Balance					-2,105.22	2,813.72
Uncleared Transactions						
Checks and Payments - 3 items						
Check	12/31/2019		SMUGMUG		-64.95	-64.95
Check	12/31/2019		FACEBOOK		-30.00	-94.95
Check	12/31/2019		GOOGLE		-18.00	-112.95
Total Checks and Payments					-112.95	-112.95
Total Uncleared Transactions					-112.95	-112.95
Register Balance as of 12/31/2019					-2,218.17	2,700.77
New Transactions						
Checks and Payments - 4 items						
Check	01/03/2020		KARE		-2,000.00	-2,000.00
Check	01/04/2020		ACTION RENTAL		-115.00	-2,115.00
Check	01/04/2020		WISHPOND TECH...		-69.00	-2,184.00
Check	01/04/2020		TIN BINS		-13.28	-2,197.28
Total Checks and Payments					-2,197.28	-2,197.28
Deposits and Credits - 1 item						
Check	01/06/2020		TRANSFER		5,000.00	5,000.00
Total Deposits and Credits					5,000.00	5,000.00
Total New Transactions					2,802.72	2,802.72
Ending Balance					584.55	5,503.49



MIDWESTONE BANK
 PO BOX 1700
 IOWA CITY IA 52244-1700

071 00021 02
 ACCOUNT: XXXXXXXXXXXX8900

PAGE: 1
 12/31/2019

TELEPHONE: 800-247-4418

B

STILLWATER & OAK PARK HEIGHTS
 CONVENTION & VISITOR BUREAU
 101 WATER ST S
 STILLWATER MN 55082-5150

Stillwater
 2270 Frontage Rd W
 Stillwater, MN 55082

TELEPHONE: 651-439-3050

BUSINESS CKING ACCOUNT XXXXXXXXXXXX8900

		LAST STATEMENT 11/29/19	4,918.94
MINIMUM BALANCE	2,813.72	CREDITS	.00
AVG AVAILABLE BALANCE	3,650.30	15 DEBITS	2,105.22
AVERAGE BALANCE	3,650.30	THIS STATEMENT 12/31/19	2,813.72

- - - - - OTHER DEBITS - - - - -

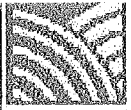
DESCRIPTION	DATE	AMOUNT
XX9499 DDA PURCHASE GOOGLE *GSUITE discove cc@qooqle.com CA 490002 933	12/02	18.00
XX9499 RECUR PURCHASE FACEBK NWB6BQ6VS2 Menlo Park CA 490002 933600313	12/02	50.00
XX9499 DDA PURCHASE ACTION RENTAL STILLWATER MN 490002 933700137	12/03	115.00
XX9499 DDA PURCHASE USPS.COM POSTAL STORE 800-275-8777 MO 490002 93370	12/03	501.80
XX9499 RECUR PURCHASE WISHPOND.COM 8009210167 CA 490002 934000015	12/06	69.00
XX9499 DDA PURCHASE TIN BINS STILLWATER MN 490002 934600082	12/12	7.33
XX9499 DDA PURCHASE OFFICEMAX/DEPOT 6479 STILLWATER MN 490002 93470015	12/13	36.95
XX9499 DDA PURCHASE SQU*SQ *MON PETIT CHER Stillwater MN 490002 934800	12/16	14.19
XX9499 RECUR PURCHASE DROPBOX*91P7S8GSTZK8 DB.TT/CCHELP CA 490002 934800	12/16	119.88
XX9499 DDA PURCHASE MAILCHIMP *MONTHLY MAILCHIMP.COM GA 490002 9350002	12/16	269.00
XX9499 DDA PURCHASE THE UPS STORE 4049 STILLWATER MN 490002 935300033	12/19	81.01
XX9499 DDA PURCHASE INT*IN *STORYBOARD FIL 651-2789511 MN 490002 93530	12/19	297.50

* * * C O N T I N U E D * * *



www.midwestone.com Member FDIC





MIDWESTONE BANK
 PO BOX 1700
 IOWA CITY IA 52244-1700

071 00021 02 PAGE: 2
 ACCOUNT: XXXXXXXXXXXX8900 12/31/2019

TELEPHONE: 800-247-4418

STILLWATER & OAK PARK HEIGHTS
 CONVENTION & VISITOR BUREAU

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BUSINESS CHECKING ACCOUNT XXXXXXXXXXXX8900

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- - - - - OTHER DEBITS - - - - -

DESCRIPTION	DATE	AMOUNT
XX9499 DDA PURCHASE SQ *SQ *THE CULINARY P qosq.com MN 490002 93530008	12/19	458.00
XX9499 DDA PURCHASE THE LUMBERJACK STILLWATER MN 490002 935400061	12/20	49.57
XX9499 RECUR PURCHASE STAMPS.COM 855-608-2677 CA 490002 936000011	12/26	17.99

- - - - - DAILY BALANCE - - - - -

DATE.....	BALANCE	DATE.....	BALANCE	DATE.....	BALANCE
12/02	4,850.94	12/12	4,157.81	12/19	2,881.28
12/03	4,234.14	12/13	4,120.86	12/20	2,831.71
12/06	4,165.14	12/16	3,717.79	12/26	2,813.72



Checking 41889001- XXX8900 v

Account information

Balance

Previous day transactions (-\$0.00 / +\$0.00)	\$0.00
Current balance	\$2,765.72
Total float	\$0.00
Holds	\$0.00
Pending transactions (-\$2,262.23 / +\$5,000.00)	\$2,737.77
Other transfers	\$0.00
Today's float	\$0.00
Available balance	\$5,503.49
Line of credit	\$0.00
Total funds available	\$5,503.49

Activity

Last deposit (Nov 22, 2019)	\$3,500.00
Last check (Jan 02, 2020)	\$30.00
Last overdrawn	Jun 21, 2019

Interest

Last interest payment	\$0.00
-----------------------	--------

Search transactions

Activity: All transactions Type: All

Transactions

Ⓜ Pending Ⓜ Posted Total debits: -217,661.57 (1247) Total credits: +220,023.79 (60)

Date v	Description d	Debit d	Credit d	Balance
Ⓜ Jan 06, 2020	117048710 WEB TRANSFER FROM 4504 1/06/20 8:35		5,000.00	5,503.49
Ⓜ Jan 06, 2020	783270 PREAUTH DDA SMUGMUG*ONLINE PHOTOS 650-6413119 CA 493917 000614	64.95	1346	503.49
Ⓜ Jan 05, 2020	694803 RECUR PURCHASE WISHPOND.COM 8009210167 CA 490002 000600011	69.00	1403	568.44
Ⓜ Jan 04, 2020	683893 DDA PURCHASE TIN BINS STILLWATER MN 490002 000400091	13.28	1105	637.44
Ⓜ Jan 04, 2020	235463 DDA PURCHASE ACTION RENTAL STILLWATER MN 490002 000400095	115.00	1108	650.72
Ⓜ Jan 03, 2020	454208 DDA PURCHASE TEGNA MEDIA ADVERTISE 877-269-2227 TX 490002 00040	2,000.00	1450	765.72
Ⓜ Jan 02, 2020	XX9499 RECUR PURCHASE FACEBK YNQXNQEV52 Menlo Park CA 490002 900100120	30.00	1413	2,765.72
Ⓜ Jan 02, 2020	XX9499 DDA PURCHASE GOOGLE *GSUITE_discove cc@google.com CA 490002 000	18.00	1104	2,795.72
Ⓜ Dec 26, 2019	XX9499 RECUR PURCHASE STAMPS.COM 855-608-2677 CA 490002 936000011	17.99	1321	2,813.72
Ⓜ Dec 20, 2019	XX9499 DDA PURCHASE THE LUMBERJACK STILLWATER MN 490002 935400061	49.57	1105	2,831.71
Ⓜ Dec 19, 2019	XX9499 DDA PURCHASE SQ *SQ *THE CULINARY P gosq.com MN 490002 93530008	458.00	1346	2,881.28
Ⓜ Dec 19, 2019	XX9499 DDA PURCHASE INT*IN *STORYBOARD FIL 651-2789511 MN 490002 93530	297.50	1346	3,339.28
Ⓜ Dec 19, 2019	XX9499 DDA PURCHASE THE UPS STORE 4049 STILLWATER MN 490002 935300033	81.01	1321	3,636.78
Ⓜ Dec 16, 2019	XX9499 RECUR PURCHASE DROPBOX*91P7S8GSTZK8 DB.TT/CHELP CA 490002 934800	119.88	1104	3,717.79
Ⓜ Dec 16, 2019	XX9499 DDA PURCHASE MAILCHIMP *MONTHLY MAILCHIMP.COM GA 490002 9350002	269.00	1402	3,837.67

Date ▼	Description ◇	Debit ◇	Credit ◇	Balance
Dec 16, 2019	XX9499 DDA PURCHASE SQU*SQ *MON PETIT CHER Stillwater MN 490002 934800	14.19	1106	4,106.67
Dec 13, 2019	XX9499 DDA PURCHASE OFFICEMAX/DEPOT 6479 STILLWATER MN 490002 93470015	36.95	1102	4,120.86
Dec 12, 2019	XX9499 DDA PURCHASE TIN BINS STILLWATER MN 490002 934600082	7.33	1105	4,157.81
Dec 06, 2019	XX9499 RECUR PURCHASE WISHPOND.COM 8009210167 CA 490002 934000015	69.00	1403	4,165.14
Dec 03, 2019	XX9499 DDA PURCHASE USPS.COM POSTAL STORE 800-275-8777 MO 490002 93370	501.80	1321	4,234.14
Dec 03, 2019	XX9499 DDA PURCHASE ACTION RENTAL STILLWATER MN 490002 933700137	115.00	1108	4,735.94
Dec 02, 2019	XX9499 RECUR PURCHASE FACEBK NWB6BQ6VS2 Menlo Park CA 490002 933600313	50.00	1413	4,850.94
Dec 02, 2019	XX9499 DDA PURCHASE GOOGLE *GSUITE_discove cc@google.com CA 490002 933	18.00	1104	4,900.94

Stillwater/Oak Park Heights Convention & Visitor Bureau. Lodging Tax Revenue Summary.
 Updated:8/20/2019 highest qtr on record

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	% Change from Year Prior	AVERAGE
Stillwater	\$ 23,670	\$ 25,052	\$ 20,852	\$ 24,920	\$ 27,039	\$ 25,091	\$ 29,421	\$ 29,616	\$ 30,879	\$ 33,441	\$ 38,469	\$ 41,716		
Oak Park H	\$ 4,316	\$ 4,893	\$ 3,910	\$ 5,520	\$ 4,548	\$ 5,071	\$ 4,853	\$ 5,077	\$ 4,667	\$ 5,201	\$ 5,112	\$ 4,701		
	\$ 27,986	\$ 29,945	\$ 24,762	\$ 30,440	\$ 31,587	\$ 30,162	\$ 34,274	\$ 34,693	\$ 35,546	\$ 38,642	\$ 43,580	\$ 46,416	7%	1st Qtr: Jan/Feb/Mar Program to Date Change
		7%	-17%	23%	4%	-5%	14%	1%	2%	9%	13%	7%	66%	\$34,003 5%
Stillwater	\$ 41,572	\$ 33,054	\$ 36,407	\$ 36,131	\$ 38,442	\$ 42,815	\$ 45,518	\$ 51,227	\$ 54,682	\$ 55,662	\$ 57,196	\$ 81,181		
Oak Park H	\$ 7,199	\$ 7,371	\$ 6,307	\$ 7,855	\$ 7,574	\$ 8,860	\$ 8,987	\$ 9,313	\$ 7,849	\$ 8,958	\$ 9,297	\$ 8,256		
	\$ 48,771	\$ 40,425	\$ 42,714	\$ 43,986	\$ 46,016	\$ 51,675	\$ 54,505	\$ 60,540	\$ 62,531	\$ 64,620	\$ 66,494	\$ 89,437	35%	2nd qtr:Apr/May/June Program to Date Change
		-17%	6%	3%	5%	12%	5%	11%	3%	3%	3%	35%	83%	\$55,976 6%
												\$ 22,943		
Stillwater	\$ 55,764	\$ 41,929	\$ 48,220	\$ 53,376	\$ 52,554	\$ 59,423	\$ 61,787	\$ 69,321	\$ 73,549	\$ 73,649	\$ 89,184	\$ 115,321		
Oak Park H	\$ 3,273	\$ 8,787	\$ 9,757	\$ 11,021	\$ 10,191	\$ 11,228	\$ 11,675	\$ 10,805	\$ 10,948	\$ 12,306	\$ 11,126	\$ 11,243		
	\$ 59,037	\$ 50,716	\$ 57,977	\$ 64,397	\$ 62,745	\$ 70,651	\$ 73,462	\$ 80,126	\$ 84,497	\$ 85,954	\$ 100,310	\$ 126,564	26%	3rdQtr:July/Aug/Sept Program to Date Change
		-14%	14%	11%	-3%	13%	4%	9%	5%	2%	17%	26%	114%	\$76,370 8%
												\$ 26,253		
Stillwater	\$ 31,427	\$ 24,282	\$ 20,164	\$ 28,778	\$ 32,024	\$ 33,410	\$ 37,967	\$ 42,025	\$ 46,943	\$ 39,188	\$ 52,200			
Oak Prk H	\$ 6,499	\$ 4,919	\$ 6,045	\$ 6,560	\$ 6,383	\$ 6,629	\$ 7,424	\$ 6,480	\$ 7,079	\$ 6,321	\$ 6,273			
	\$ 37,926	\$ 29,201	\$ 26,209	\$ 35,338	\$ 38,407	\$ 40,039	\$ 45,391	\$ 48,505	\$ 54,022	\$ 45,509	\$ 58,473			4th Qtr:Oct/Nov/Dec Program to Date Change
		-23%	-10%	35%	9%	4%	13%	7%	11%	-16%	28%		54%	\$41,729 6%
	\$ 173,720	\$ 150,287	\$ 151,662	\$ 174,161	\$ 178,755	\$ 192,527	\$ 207,632	\$ 223,864	\$ 236,596	\$ 234,725	\$ 268,858	\$ 262,417	55%	YTD \$199,344
Stillwater: Total Collections	\$ 152,433	\$ 124,317	\$ 125,643	\$ 143,205	\$ 150,059	\$ 160,739	\$ 174,693	\$ 192,189	\$ 206,053	\$ 201,940	\$ 237,049			\$ 169,847
OPH: Total Collections	\$ 21,287	\$ 25,970	\$ 26,019	\$ 30,956	\$ 28,696	\$ 31,788	\$ 32,940	\$ 31,675	\$ 30,543	\$ 32,786	\$ 31,808			\$ 29,497
\$ Change From Yr Prior	\$ (23,433)	\$ 1,375	\$ 22,499	\$ 4,594	\$ 13,772	\$ 15,105	\$ 16,232	\$ 12,732	\$ (1,871)	\$ 34,133				\$ 9,514
% Change from Yr Prior	-13%	1%	15%	3%	8%	8%	8%	6%	-1%	15%				5%
													Total %Increase Since Inception	55%
														\$ 95,138

Notes:

Website data starts 2011

*4th Quarter 2016: 4 new VRBOs from OPH now reporting and OPH is now taking their 5%.

*3rd Qtr 2018 Lora Hotel (40 rooms) now reporting as well as VRBOs

*1st Qtr 2019 now includes hotel crosby (55 rooms), Polar Vortex, Snowiest Fed on Record, Ice Castles last minute cancel.

*2nd qtr 2019 includes previous months payment for Comfort Inn

29%