



- **Newest ADMCs Announced**
- **Texas Task Force Succeeds with New Legislation**
- **July DMC Contract FREE Webinar**

#### **Congratulations to the newest ADMCs!**

The newest class of ADMCs include the first accredited destination management companies from Canada and Mexico:

**Agenda: Kansas City, Inc.** – Kansas City, KS  
**BBC Destination Management** – New Orleans, LA  
**Cappa & Graham Inc.** – San Francisco, CA  
**Congress Canada** – Toronto, ON, Canada  
**Destination PROS, Inc.** – Newport Beach, CA  
**IVI Destination Management** – Cancun, Mexico  
**Mana, Allison & Associates, Inc.** – San Francisco, CA  
**PRA Destination Management Las Vegas** – Las Vegas, NV

There are now a total of 49 Accredited Destination Management Companies!

#### **Texas Task Force Scores Legislative Success**

Laurie Sprouse, chair of the Texas Task Force, is pleased to announce the successful passage of two different tax issues for Texas DMCs. Governor Perry signed both into law last weekend. The legislation provides a very narrow definition of a qualifying DMC which then affords them the right to: 1) be defined as the “consumer: of all taxable goods and services sold on qualifying contracts – rather than being considered a reseller that must collect sales tax on their marked-up prices; and 2) deduct their COGS (or flow-through funds) from their gross revenue before calculating the tax due for the state’s controversial new “Margins” tax. The result is that DMCs are now only one of only two service industries allowed to do this. This deduction amounts to an annual tax savings equal to 1% of the DMC’s COGS (\$2 million in COGS = \$20,000 savings).

The success that the Texas Task Force had is even more amazing given the fact that out of 105 bills filed on the Margins tax, the one supported by the TTF was one of only two that was passed. Kudos to Laurie Sprouse and all the contributing Texas DMCs for their victories!

#### **July 14 – FREE Webinar on new DMC Standard Agreement for ADME members ONLY**

Mark your calendar for a FREE webinar for ADME members ONLY to review the new standard DMC Agreement for Services. This agreement is now posted on the members only section of the ADME website <http://www.adme.org/MemberLogin.asp> in Word format, for easy placement on your company letterhead. Led by Susan Henderson, DMCP, CMP and Deborah Martin, DMCP, CMP, part of the ADME Task Force who worked hard to develop the final form for this agreement, this webinar will help you better understand each section of this agreement. **YOU need to register in advance** to receive the log-in information for this webinar to be held on Tuesday, July 14 at 2 pm ET / 1 pm CT / 12 noon MT / 11 am PT. Please send an email to [info@adme.org](mailto:info@adme.org) with your name and company to sign up for this webinar.

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