

Virginia Tourism Authority (320)
d/b/a
Virginia Tourism Corporation



Expenditure Report

For the Fiscal Year Ended June 30, 2004



Virginia Tourism Authority (320)
d/b/a Virginia Tourism Corporation
Summary Expenditure Report
For the Fiscal Year Ended June 30, 2004

	<u>Actual</u>	<u>Amended Operating Plan</u>	<u>Variance</u>
Revenues			
General Fund Appropriation	\$ 10,442,591	\$ 10,442,591	\$ -
Carryforward Funds	887,500	887,500	-
VDOT Transfers	1,000,000	1,000,000	-
Participation Fees	223,872	119,500	104,372
Interest Income	34,621	-	34,621
Other Revenue	449,337	327,000	122,337
Total Revenues	<u>\$ 13,037,921</u>	<u>\$ 12,776,591</u>	<u>\$ 261,330</u>
Expenditures			
Personal Services Costs			
Salaries	\$ 3,601,775	\$ 3,712,064	\$ 110,289
Wages and Taxes	300,786	339,272	38,486
Total Personal Services Costs	3,902,561	4,051,336	148,775
Advertising and Promotion	5,019,435	5,073,773	54,338
Delivery Services	569,393	633,780	64,387
Travel	207,362	230,975	23,613
Printing	47,605	51,891	4,286
Telecommunications	145,999	158,532	12,533
Personnel Development	83,162	125,363	42,201
Professional Services	1,114,258	1,144,934	30,676
Repairs and Maintenance	26,055	30,112	4,057
Information Systems Services	-	-	-
Other Contract Services	113,617	119,739	6,122
Supplies and Materials	82,464	112,603	30,139
Pass Through Payments	618,815	618,546	(269)
Insurance	48,342	63,430	15,088
Lease and Installment Payments	73,718	82,571	8,853
Fixed Asset Purchases	103,919	279,006	175,087
Total Expenditures	<u>12,156,705</u>	<u>12,776,591</u>	<u>619,886</u>
Net Surplus (Deficit)	<u>\$ 881,216</u>	<u>\$ -</u>	<u>\$ 881,216</u>



Virginia Tourism Authority (320)
Administration & Support Services
Expenditure Report
For the Fiscal Year Ended June 30, 2004

	<u>Actual</u>	<u>Amended Operating Plan</u>	<u>Variance</u>
Revenues			
General Fund Appropriation	\$ 777,942	\$ 777,942	\$ -
Carryforward Funds	857,500	857,500	-
VDOT Transfers	-	-	-
Participation Fees	-	-	-
Interest Income	34,621	-	34,621
Other Revenue	63,691	30,000	33,691
	<u>63,691</u>	<u>30,000</u>	<u>33,691</u>
Total Revenues	<u>\$ 1,733,754</u>	<u>\$ 1,665,442</u>	<u>\$ 68,312</u>
Expenditures			
Personal Services Costs			
Salaries	\$ 423,345	\$ 466,487	\$ 43,142
Wages and Taxes	28,696	28,735	39
Total Personal Services Costs	<u>452,041</u>	<u>495,222</u>	<u>43,181</u>
Advertising and Promotion	549,861	586,603	36,742
Delivery Services	1,310	2,190	880
Travel	47,416	54,386	6,970
Printing	2,654	2,655	1
Telecommunications	15,619	17,180	1,561
Personnel Development	33,135	67,697	34,562
Professional Services	68,478	85,420	16,942
Repairs and Maintenance	21,306	24,200	2,894
Information Systems Services	-	-	-
Other Contract Services	22,138	26,613	4,475
Supplies and Materials	10,911	13,150	2,239
Pass Through Payments	8,656	8,716	60
Insurance	48,342	63,430	15,088
Lease and Installment Payments	23,201	26,710	3,509
Fixed Asset Purchases	73,871	191,270	117,399
	<u>73,871</u>	<u>191,270</u>	<u>117,399</u>
Total Expenditures	<u>1,378,939</u>	<u>1,665,442</u>	<u>286,503</u>
Net Surplus (Deficit)	<u>\$ 354,815</u>	<u>\$ -</u>	<u>\$ 354,815</u>



Virginia Tourism Authority (320)
Customer Service & Industry Relations
Expenditure Report
For the Fiscal Year Ended June 30, 2004

	<u>Actual</u>	<u>Amended Operating Plan</u>	<u>Variance</u>
Revenues			
General Fund Appropriation	\$ 1,408,592	\$ 1,408,592	\$ -
Carryforward Funds	-	-	-
VDOT Transfers	1,000,000	1,000,000	-
Participation Fees	14,008	-	14,008
Interest Income	-	-	-
Other Revenue	383,291	297,000	86,291
Total Revenues	<u>\$ 2,805,891</u>	<u>\$ 2,705,592</u>	<u>\$ 100,299</u>
Expenditures			
Personal Services Costs			
Salaries	\$ 1,309,664	\$ 1,310,148	\$ 484
Wages and Taxes	254,149	292,590	38,441
Total Personal Services Costs	<u>1,563,813</u>	<u>1,602,738</u>	<u>38,925</u>
Advertising and Promotion	5,601	7,135	1,534
Delivery Services	541,768	603,455	61,687
Travel	18,676	26,723	8,047
Printing	897	2,345	1,448
Telecommunications	87,648	97,462	9,814
Personnel Development	5,034	5,931	897
Professional Services	177,597	187,623	10,026
Repairs and Maintenance	3,613	4,412	799
Information Systems Services	-	-	-
Other Contract Services	9,610	10,586	976
Supplies and Materials	34,498	43,000	8,502
Pass Through Payments	7,001	6,530	(471)
Insurance	-	-	-
Lease and Installment Payments	42,506	47,761	5,255
Fixed Asset Purchases	3,035	59,891	56,856
Total Expenditures	<u>2,501,297</u>	<u>2,705,592</u>	<u>204,295</u>
Net Surplus (Deficit)	<u>\$ 304,594</u>	<u>\$ -</u>	<u>\$ 304,594</u>



Virginia Tourism Authority (320)
Marketing and Promotions

Expenditure Report
For the Fiscal Year Ended June 30, 2004

	<u>Actual</u>	<u>Amended Operating Plan</u>	<u>Variance</u>
Revenues			
General Fund Appropriation	\$ 6,965,492	\$ 6,965,492	\$ -
Carryforward Funds	-	-	-
VDOT Transfers	-	-	-
Participation Fees	209,864	119,500	90,364
Interest Income	-	-	-
Other Revenue	2,355	-	2,355
	<u> </u>	<u> </u>	<u> </u>
Total Revenues	<u>\$ 7,177,711</u>	<u>\$ 7,084,992</u>	<u>\$ 92,719</u>
Expenditures			
Personal Services Costs			
Salaries	\$ 1,484,510	\$ 1,551,100	\$ 66,590
Wages and Taxes	-	-	-
Total Personal Services Costs	<u>1,484,510</u>	<u>1,551,100</u>	<u>66,590</u>
Advertising and Promotion	4,350,362	4,365,215	14,853
Delivery Services	14,068	15,830	1,762
Travel	96,377	104,916	8,539
Printing	18,978	21,750	2,772
Telecommunications	34,126	35,250	1,124
Personnel Development	41,358	48,085	6,727
Professional Services	786,145	785,288	(857)
Repairs and Maintenance	190	200	10
Information Systems Services	-	-	-
Other Contract Services	68,827	69,440	613
Supplies and Materials	28,608	45,373	16,765
Pass Through Payments	9,658	9,800	142
Insurance	-	-	-
Lease and Installment Payments	4,820	4,900	80
Fixed Asset Purchases	27,013	27,845	832
	<u> </u>	<u> </u>	<u> </u>
Total Expenditures	<u>6,965,040</u>	<u>7,084,992</u>	<u>119,952</u>
Net Surplus (Deficit)	<u>\$ 212,671</u>	<u>\$ -</u>	<u>\$ 212,671</u>



Virginia Tourism Authority (320)
Pass-Through Payments
Expenditure Report
For the Fiscal Year Ended June 30, 2004

	<u>Actual</u>	<u>Amended Operating Plan</u>	<u>Variance</u>
Revenues			
General Fund Appropriation	\$ 593,500	\$ 593,500	\$ -
Carryforward Funds	-	-	-
VDOT Transfers	-	-	-
Participation Fees	-	-	-
Interest Income	-	-	-
Other Revenue	-	-	-
	<hr/>	<hr/>	<hr/>
Total Revenues	<u>\$ 593,500</u>	<u>\$ 593,500</u>	<u>\$ -</u>
Expenditures			
Personal Services Costs			
Salaries	\$ -	\$ -	\$ -
Wages and Taxes	-	-	-
Total Personal Services Costs	<hr/>	<hr/>	<hr/>
Advertising and Promotion	-	-	-
Delivery Services	-	-	-
Travel	-	-	-
Printing	-	-	-
Telecommunications	-	-	-
Personnel Development	-	-	-
Professional Services	-	-	-
Repairs and Maintenance	-	-	-
Information Systems Services	-	-	-
Other Contract Services	-	-	-
Supplies and Materials	-	-	-
Pass Through Payments	593,500	593,500	-
Insurance	-	-	-
Lease and Installment Payments	-	-	-
Fixed Asset Purchases	<hr/>	<hr/>	<hr/>
Total Expenditures	<u>593,500</u>	<u>593,500</u>	<u>-</u>
Net Surplus (Deficit)	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>



Virginia Tourism Authority (320)
Virginia Film Office
Expenditure Report
For the Fiscal Year Ended June 30, 2004

	<u>Actual</u>	<u>Amended Operating Plan</u>	<u>Variance</u>
Revenues			
General Fund Appropriation	\$ 697,065	\$ 697,065	\$ -
Carryforward Funds	30,000	30,000	-
VDOT Transfers	-	-	-
Participation Fees	-	-	-
Interest Income	-	-	-
Other Revenue	-	-	-
Total Revenues	<u>\$ 727,065</u>	<u>\$ 727,065</u>	<u>\$ -</u>
Expenditures			
Personal Services Costs			
Salaries	\$ 384,256	\$ 384,329	\$ 73
Wages and Taxes	17,941	17,947	6
Total Personal Services Costs	402,197	402,276	79
Advertising and Promotion	113,611	114,820	1,209
Delivery Services	12,247	12,305	58
Travel	44,893	44,950	57
Printing	25,076	25,141	65
Telecommunications	8,606	8,640	34
Personnel Development	3,635	3,650	15
Professional Services	82,038	86,603	4,565
Repairs and Maintenance	946	1,300	354
Information Systems Services	-	-	-
Other Contract Services	13,042	13,100	58
Supplies and Materials	8,447	11,080	2,633
Pass Through Payments	-	-	-
Insurance	-	-	-
Lease and Installment Payments	3,191	3,200	9
Fixed Asset Purchases	-	-	-
Total Expenditures	<u>717,929</u>	<u>727,065</u>	<u>9,136</u>
Net Surplus (Deficit)	<u>\$ 9,136</u>	<u>\$ -</u>	<u>\$ 9,136</u>

All Salaried and Wage Personnel

As of June 30, 2004

Name	Home Dept	Salaries Paid	Partial Year	FY 2004 Spot Bonus	FY 2004 Total Paid
Adkisson, Nancy L	550002	5,315.34			5,315.34
Albert, Rebecca A	610001	62,210.70			62,210.70
Allen, Ester A	559002	3,659.43			3,659.43
Allison, Joyce W	551001	11,916.79			11,916.79
Altman, Jean P	556001	29,467.62			29,467.62
Amro, Patricia A	556001	7,452.24	**		7,452.24
Anderson, Ellen	554002	8,066.80			8,066.80
Andrews, Susan C	556002	4,720.66	*		4,720.66
Bailey, Alisa L	110001	150,000.00		10,000.00	160,000.00
Bartlett, Shirley L	555002	8,916.40			8,916.40
Bass, Bobbie C	410001	62,137.68			62,137.68
Bechamps, Diane M	310001	87,109.74			87,109.74
Bishop, Mary F	350001	47,810.64			47,810.64
Bland, Sue Brinkerhoff	320001	4,711.91	**		4,711.91
Bostain, Lynn W	320001	64,487.40		1,800.00	66,287.40
Bourne, Aneadra W	340001	28,429.39			28,429.39
Bozorth, Mary H	410001	37,504.92			37,504.92
Bulls, Judy H	540001	37,986.28			37,986.28
Burdette, Deirdre K	554001	28,333.44			28,333.44
Canfield, Christopher A	330001	72,746.23			72,746.23
Carpenter, Roger	555001	39,213.18			39,213.18
Caudill, Jesse J	556002	2,344.96			2,344.96
Chichester, Mildred A	556002	3,481.13	*		3,481.13
Cline, Donald S	552002	8,415.23			8,415.23
Coats, Carol B	410001	4,903.10	*		4,903.10
Confroy, Wirt	350001	65,344.32			65,344.32
Culver, Glenn A	330001	5,713.46	**		5,713.46
Davis, Beatrice M	550002	1,253.67			1,253.67
Davis, Cherron F	557001	31,431.24			31,431.24
Dharia, Chhaya	556002	1,392.32			1,392.32
Durham, Dema F	551001	32,812.50			32,812.50
Earnhardt Jr., Ralph H	410001	69,119.76			69,119.76
Edmondson, Susan E	551002	2,763.77			2,763.77
Edmunds, Andrew G	610001	56,960.22			56,960.22
Elkins, Teresa L	558002	10,071.33			10,071.33
Elliott, Frances W	331001	32,323.20			32,323.20
Elliott, Hazel	559002	14,514.36			14,514.36
Estep, Charlotte	552002	8,177.09			8,177.09
Evans, Winston B	110001	46,215.54			46,215.54
Exley, Cheryl B	331001	59,154.12			59,154.12
Ferguson, Stephanie M	559002	7,210.88			7,210.88
Gardner, Joyce	552001	32,812.50			32,812.50
Hall, Peggy J	554002	3,247.92	*		3,247.92
Hensley, Ollivean	551002	12,506.42			12,506.42
Hicks, Sandra F	410001	34,370.80			34,370.80
Hines, Mary E	550002	8,289.80			8,289.80
Holland, Deborah	557002	3,969.42			3,969.42
Hollomon, John A	332001	45,623.54	*		45,623.54
Horvath, Georg	340001	34,964.40			34,964.40
Jamieson, Dorothyjean	554002	1,710.91			1,710.91
Johannesen, Heidi D	365001	47,257.22		1,400.00	48,657.22
Kegley, Dianne D	550001	22,851.87	**		22,851.87
Kimble, Janet G	554001	34,520.94			34,520.94
Kirby, Judith D	552001	39,213.18			39,213.18
Know, Roy A	210001	85,112.22			85,112.22
Koger, Tonja	555001	25,757.82			25,757.82
Lafferty, Mary E	557002	6,330.92			6,330.92
Lear, Audrey R	553002	21,610.01	**		21,610.01

All Salaried and Wage Personnel

Name	Home Dept			Salaries Paid	Partial Year	FY 2004 Spot Bonus	FY 2004 Total Paid
Lee, Rita	553001			30,515.46			30,515.46
Legge, Barbara G	552002			8,123.12			8,123.12
Leibforth, Iris	550002			999.60			999.60
Lewis, Richard B	340001			3,966.65			3,966.65
Livingston, Sheri L	556001			33,567.18			33,567.18
Lockard, Cecilia	556002			3,642.40	*		3,642.40
Looney, Gladys	558002			9,455.73			9,455.73
Macurik, Brenda	540001			34,960.14			34,960.14
Maddox, Faith H	557002			6,375.76			6,375.76
Maguire, Nanette P	610001			31,727.73			31,727.73
Mamunes, Robin S	310001			39,577.86		1,000.00	40,577.86
Maroon, Jordan J	110002			1,262.50	*		1,262.50
McClenny, Rita	610001			98,335.32		5,000.00	103,335.32
McGuire, Kimberly A	210002			25,420.04			25,420.04
McMullen A. Ellen	554002			7,208.00			7,208.00
Mikeal, Patsy B	551001			39,213.18			39,213.18
Minor, Terry S	210001			43,134.42			43,134.42
Myers, Phyllis B	553002			4,930.74			4,930.74
Neudeck, David C	350001			23,360.24			23,360.24
Neville, Darryl L	430001			27,739.38			27,739.38
Niemann, Kirsten K	370001			43,908.38	*		43,908.38
Petersen, Kimberly G	310001			39,479.28		1,000.00	40,479.28
Powers, Donna M	559001			28,707.42			28,707.42
Prevatt, Elizabeth S	540002			10,632.86			10,632.86
Quick, Hazel V	558001			25,252.80			25,252.80
Ramos, Barbara H	320001			59,756.82			59,756.82
Rew, Barrie Jo	557001			29,664.54			29,664.54
Rhodes, Gloria M	550001			5,428.30	*		5,428.30
Roberts, Geneva H	550002			12,684.44			12,684.44
Rosales, Jacquelyn M	556002			975.54	*		975.54
Sanders, Tremayne	430001			21,327.96			21,327.96
Schoen, Mary N	610001			44,914.74			44,914.74
Scott, Julia O	340001			42,384.72			42,384.72
Simmons, William A	370001			48,194.05			48,194.05
Smith, Elaine M	331001			37,070.52			37,070.52
Snyder, Bara H	553002			7,803.57			7,803.57
Steger, Martha W	340001			63,612.66			63,612.66
Stephens, Kathryn	610002			16,691.21			16,691.21
Stephens, Margaret	557002			6,205.37			6,205.37
Tanner, Sandra F	550001			34,190.40			34,190.40
Taylor, Marie G	559001			35,748.48			35,748.48
Thompson, Gwendolyn A	558001			35,080.44			35,080.44
Toricelli, Carol N	320001			48,858.90			48,858.90
Tyree, Kelly D	553001			12,297.14			12,297.14
Watkins, Judith L	340001			52,901.70			52,901.70
Webb, Lockie B	555002			1,072.64			1,072.64
Weddle, Janet G	558002			3,020.57			3,020.57
Westmoreland, Sandra E	350001			33,569.10			33,569.10
Wiggins, Angela L	350001			31,143.66			31,143.66
Willard, Katherine W	550002			7,393.43			7,393.43
Wine, Jeanne B	410001			38,515.89	**		38,515.89
* Partial Year indicates employees who were employed for less than 12 full months in the fiscal year.							
** Includes Leave Payments							

Virginia Tourism Authority
Salary and Bonus Information
As of June 30, 2004

All Salaried and Wage Personnel

Name	Home Dept	Salaries Paid	Partial Year	FY 2004 Spot Bonus	FY 2004 Total Paid
FY 2004 Totals			3,077,951.86	20,200.00	3,098,151.86