

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



Expenditure and Salary Report

For the Fiscal Year Ended June 30, 2005



**Virginia Tourism Authority (320)**  
**d/b/a Virginia Tourism Corporation**  
**Summary Expenditure Report**  
**For the Fiscal Year Ended June 30, 2005**

	<u>Actual</u>	<u>Amended Operating Plan</u>	<u>Variance</u>
<b>Revenues</b>			
General Fund Appropriation	\$ 11,565,904	\$ 11,565,904	\$ -
Carryforward Funds	992,300	992,300	-
VDOT Transfers	1,000,000	1,000,000	-
Participation Fees	129,438	182,500	(53,062)
Interest Income	69,020	30,000	39,020
Other Revenue	1,574,986	447,232	1,127,754
<b>Total Revenues</b>	<b><u>\$ 15,331,648</u></b>	<b><u>\$ 14,217,936</u></b>	<b><u>\$ 1,113,712</u></b>
<b>Expenditures</b>			
Personal Services Costs			
Salaries, Taxes and Benefits	\$ 3,908,293	\$ 3,957,757	\$ 49,464
Wages and Taxes	390,619	406,250	15,631
Total Personal Services Costs	<u>4,298,912</u>	<u>4,364,007</u>	<u>65,095</u>
Advertising and Promotion	5,174,781	5,171,240	(3,541)
Delivery Services	566,262	599,031	32,769
Travel	270,643	274,928	4,285
Printing	132,551	128,522	(4,029)
Telecommunications	129,742	139,089	9,347
Personnel Development	206,080	211,686	5,606
Professional Services	2,061,666	2,098,181	36,515
Repairs and Maintenance	37,076	37,971	895
Information Systems Services	96	-	(96)
Other Contract Services	88,900	99,542	10,642
Supplies and Materials	148,071	164,737	16,666
Pass Through Payments	535,162	535,216	54
Insurance	41,943	42,005	62
Lease and Installment Payments	76,591	95,841	19,250
Fixed Asset Purchases	139,898	255,940	116,042
<b>Total Expenditures</b>	<b><u>13,908,374</u></b>	<b><u>14,217,936</u></b>	<b><u>309,562</u></b>
<b>Net Surplus (Deficit)</b>	<b><u>\$ 1,423,274</u></b>	<b><u>\$ -</u></b>	<b><u>\$ 1,423,274</u></b>



**Virginia Tourism Authority (320)**  
**Administration & Support Services**  
**Expenditure Report**  
**For the Fiscal Year Ended June 30, 2005**

	<u>Actual</u>	<u>Amended Operating Plan</u>	<u>Variance</u>
<b>Revenues</b>			
General Fund Appropriation	\$ 758,657	\$ 758,657	\$ -
Carryforward Funds	555,300	555,300	-
VDOT Transfers	-	-	-
Participation Fees	-	-	-
Interest Income	69,020	30,000	39,020
Other Revenue	1,039,155	30,104	1,009,051
	<u>1,039,155</u>	<u>30,104</u>	<u>1,009,051</u>
<b>Total Revenues</b>	<b><u>\$ 2,422,132</u></b>	<b><u>\$ 1,374,061</u></b>	<b><u>\$ 1,048,071</u></b>
<b>Expenditures</b>			
Personal Services Costs			
Salaries, Taxes and Benefits	\$ 445,265	\$ 475,605	\$ 30,340
Wages and Taxes	43,276	53,014	9,738
Total Personal Services Costs	<u>488,541</u>	<u>528,619</u>	<u>40,078</u>
Advertising and Promotion	342,737	338,526	(4,211)
Delivery Services	1,060	1,950	890
Travel	58,949	62,605	3,656
Printing	21,356	21,500	144
Telecommunications	10,169	18,550	8,381
Personnel Development	110,382	111,600	1,218
Professional Services	38,485	42,131	3,646
Repairs and Maintenance	13,625	18,000	4,375
Information Systems Services	-	-	-
Other Contract Services	10,400	12,100	1,700
Supplies and Materials	7,297	14,700	7,403
Pass Through Payments	1,946	2,000	54
Insurance	41,943	42,005	62
Lease and Installment Payments	18,725	26,700	7,975
Fixed Asset Purchases	90,859	133,075	42,216
	<u>1,256,474</u>	<u>1,374,061</u>	<u>117,587</u>
<b>Total Expenditures</b>	<b><u>1,256,474</u></b>	<b><u>1,374,061</u></b>	<b><u>117,587</u></b>
<b>Net Surplus (Deficit)</b>	<b><u>\$ 1,165,658</u></b>	<b><u>\$ -</u></b>	<b><u>\$ 1,165,658</u></b>



**Virginia Tourism Authority (320)**  
**Marketing and Promotions**  
**Expenditure Report**  
**For the Fiscal Year Ended June 30, 2005**

	<u>Actual</u>	<u>Amended Operating Plan</u>	<u>Variance</u>
<b>Revenues</b>			
General Fund Appropriation	\$ 8,169,894	\$ 8,168,894	\$ 1,000
Carryforward Funds	300,700	300,700	-
VDOT Transfers	-	-	-
Participation Fees	121,503	167,500	(45,997)
Interest Income	-	-	-
Other Revenue	77,572	52,950	24,622
	<u>8,669,669</u>	<u>8,690,044</u>	<u>(20,375)</u>
<b>Total Revenues</b>	<b>\$ 8,669,669</b>	<b>\$ 8,690,044</b>	<b>\$ (20,375)</b>
<b>Expenditures</b>			
Personal Services Costs			
Salaries, Taxes and Benefits	\$ 1,697,457	\$ 1,702,078	\$ 4,621
Wages and Taxes	-	-	-
Total Personal Services Costs	<u>1,697,457</u>	<u>1,702,078</u>	<u>4,621</u>
Advertising and Promotion	4,625,424	4,626,163	739
Delivery Services	14,270	11,601	(2,669)
Travel	139,533	139,829	296
Printing	80,762	75,872	(4,890)
Telecommunications	36,249	36,996	747
Personnel Development	76,213	76,996	783
Professional Services	1,801,036	1,813,611	12,575
Repairs and Maintenance	1,288	-	(1,288)
Information Systems Services	-	-	-
Other Contract Services	64,075	67,468	3,393
Supplies and Materials	76,115	81,249	5,134
Pass Through Payments	8,216	8,216	-
Insurance	-	-	-
Lease and Installment Payments	4,080	15,230	11,150
Fixed Asset Purchases	36,797	34,735	(2,062)
	<u>8,661,515</u>	<u>8,690,044</u>	<u>28,529</u>
<b>Total Expenditures</b>	<b>8,661,515</b>	<b>8,690,044</b>	<b>28,529</b>
<b>Net Surplus (Deficit)</b>	<b>\$ 8,154</b>	<b>\$ -</b>	<b>\$ 8,154</b>



**Virginia Tourism Authority (320)**  
**Customer Service & Industry Relations**  
**Expenditure Report**  
**For the Fiscal Year Ended June 30, 2005**

	<u>Actual</u>	<u>Amended Operating Plan</u>	<u>Variance</u>
<b>Revenues</b>			
General Fund Appropriation	\$ 1,417,831	\$ 1,417,831	\$ -
Carryforward Funds	61,300	61,300	-
VDOT Transfers	1,000,000	1,000,000	-
Participation Fees	7,935	15,000	(7,065)
Interest Income	-	-	-
Other Revenue	457,259	364,178	93,081
<b>Total Revenues</b>	<b><u>\$ 2,944,325</u></b>	<b><u>\$ 2,858,309</u></b>	<b><u>\$ 86,016</u></b>
<b>Expenditures</b>			
Personal Services Costs			
Salaries, Taxes and Benefits	\$ 1,364,390	\$ 1,378,901	\$ 14,511
Wages and Taxes	318,746	327,559	8,813
Total Personal Services Costs	<u>1,683,136</u>	<u>1,706,460</u>	<u>23,324</u>
Advertising and Promotion	28,187	28,046	(141)
Delivery Services	540,218	574,480	34,262
Travel	32,552	32,861	309
Printing	1,073	1,650	577
Telecommunications	75,582	77,043	1,461
Personnel Development	4,927	8,490	3,563
Professional Services	199,923	219,585	19,662
Repairs and Maintenance	5,481	3,525	(1,956)
Information Systems Services	96	-	(96)
Other Contract Services	5,766	10,940	5,174
Supplies and Materials	56,460	57,288	828
Pass Through Payments	-	-	-
Insurance	-	-	-
Lease and Installment Payments	49,718	49,811	93
Fixed Asset Purchases	12,242	88,130	75,888
<b>Total Expenditures</b>	<b><u>2,695,361</u></b>	<b><u>2,858,309</u></b>	<b><u>162,948</u></b>
<b>Net Surplus (Deficit)</b>	<b><u>\$ 248,964</u></b>	<b><u>\$ -</u></b>	<b><u>\$ 248,964</u></b>



Virginia Tourism Authority (320)  
Virginia Film Office  
Expenditure Report  
For the Fiscal Year Ended June 30, 2005

	Actual	Amended Operating Plan	Variance
<b>Revenues</b>			
General Fund Appropriation	\$ 769,522	\$ 770,522	\$ (1,000)
Carryforward Funds	75,000	75,000	-
VDOT Transfers	-	-	-
Participation Fees	-	-	-
Interest Income	-	-	-
Other Revenue	1,000	-	1,000
<b>Total Revenues</b>	<b>\$ 845,522</b>	<b>\$ 845,522</b>	<b>\$ -</b>
<b>Expenditures</b>			
Personal Services Costs			
Salaries, Taxes and Benefits	\$ 401,181	\$ 401,173	\$ (8)
Wages and Taxes	28,597	25,677	(2,920)
Total Personal Services Costs	429,778	426,850	(2,928)
Advertising and Promotion	178,433	178,505	72
Delivery Services	10,714	11,000	286
Travel	39,609	39,633	24
Printing	29,360	29,500	140
Telecommunications	7,742	6,500	(1,242)
Personnel Development	14,558	14,600	42
Professional Services	22,222	22,854	632
Repairs and Maintenance	16,682	16,446	(236)
Information Systems Services	-	-	-
Other Contract Services	8,659	9,034	375
Supplies and Materials	8,199	11,500	3,301
Pass Through Payments	75,000	75,000	-
Insurance	-	-	-
Lease and Installment Payments	4,068	4,100	32
Fixed Asset Purchases	-	-	-
<b>Total Expenditures</b>	<b>845,024</b>	<b>845,522</b>	<b>498</b>
<b>Net Surplus (Deficit)</b>	<b>\$ 498</b>	<b>\$ -</b>	<b>\$ 498</b>



**Virginia Tourism Authority (320)**  
**Pass-Through Payments**  
**Expenditure Report**  
**For the Fiscal Year Ended June 30, 2005**

	<u>Actual</u>	<u>Amended Operating Plan</u>	<u>Variance</u>
<b>Revenues</b>			
General Fund Appropriation	\$ 450,000	\$ 450,000	\$ -
Carryforward Funds	-	-	-
VDOT Transfers	-	-	-
Participation Fees	-	-	-
Interest Income	-	-	-
Other Revenue	-	-	-
	<hr/>	<hr/>	<hr/>
<b>Total Revenues</b>	<b><u>\$ 450,000</u></b>	<b><u>\$ 450,000</u></b>	<b><u>\$ -</u></b>
<b>Expenditures</b>			
Personal Services Costs			
Salaries, Taxes and Benefits	\$ -	\$ -	\$ -
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	450,000	450,000	-
Insurance	-	-	-
Lease and Installment Payments	-	-	-
Fixed Asset Purchases	-	-	-
	<hr/>	<hr/>	<hr/>
<b>Total Expenditures</b>	<b><u>450,000</u></b>	<b><u>450,000</u></b>	<b><u>-</u></b>
<b>Net Surplus (Deficit)</b>	<b><u>\$ -</u></b>	<b><u>\$ -</u></b>	<b><u>\$ -</u></b>

Virginia Tourism Corporation  
Salary and Bonus Information  
As of June 30, 2005  
Paid During The Fiscal Year July 1, 2004 - June 30, 2005

Position #	Salaries & Wages Paid	Partial Year	FY 2005 Spot Bonus	FY 2005 Total Paid
WC26	448.80			448.80
0109	23,095.91			23,095.91
0119	30,297.36		750.00	31,047.36
WC12	8,825.34			8,825.34
WC11	8,686.64	*		8,686.64
0000	150,000.00			150,000.00
1305	5,916.68	*		5,916.68
0108	38,044.51	*		38,044.51
WC16	8,906.24			8,906.24
1128	89,562.42		2,500.00	92,062.42
0303	63,962.22			63,962.22
WC32	1,444.00	*		1,444.00
1130	49,156.74		5,000.00	54,156.74
1114	67,911.00			67,911.00
1171	52,455.18			52,455.18
1307	39,289.29			39,289.29
WC34	4,176.00	*		4,176.00
0127	61,082.47			61,082.47
0115	29,131.14			29,131.14
1118	84,254.16		10,000.00	94,254.16
0116	40,317.30			40,317.30
WC18	7,851.46			7,851.46
WC06	10,995.43			10,995.43
1112	70,140.72			70,140.72
1139	43,128.39	*		43,128.39
1163	24,932.28	*		24,932.28
WC01	733.04	*		733.04
0120	32,316.30			32,316.30
WC19	7,597.48			7,597.48
0015	13,456.37	*		13,456.37
WC35	8,929.65			8,929.65
1303	71,065.92			71,065.92
WC31	7,843.31			7,843.31
0305	61,513.58			61,513.58
WC25	11,641.02			11,641.02
1161	33,233.34			33,233.34
WC27	15,269.69			15,269.69
WC07	10,395.52			10,395.52
0006	49,710.66			49,710.66
1160	60,819.66			60,819.66
WC28	9,273.92			9,273.92
0111	33,736.32			33,736.32
WC33	4,086.00	*		4,086.00
1005	16,704.80	*		16,704.80
WC30	7,212.64			7,212.64

\* Partial Year indicates staff who were employed for less than the full fiscal year.

Virginia Tourism Corporation  
Salary and Bonus Information  
As of June 30, 2005  
Paid During The Fiscal Year July 1, 2004 - June 30, 2005

Position #	Salaries & Wages Paid	Partial Year	FY 2005 Spot Bonus	FY 2005 Total Paid
0126	19,800.00	*		19,800.00
WC05	11,182.33			11,182.33
1304	42,945.00			42,945.00
WC02	897.60	*		897.60
WC22	5,424.60			5,424.60
1109	36,144.79			36,144.79
1122	58,363.50			58,363.50
0114	35,492.94			35,492.94
0110	40,317.30			40,317.30
1162	22,916.74	*		22,916.74
1004	87,508.68		1,000.00	88,508.68
0117	26,483.16			26,483.16
WC20	7,510.40			7,510.40
WC09	5,499.60	*		5,499.60
0112	31,374.72			31,374.72
WC08	9,856.71			9,856.71
WC03	11,032.61			11,032.61
1183	46,296.24			46,296.24
0118	30,186.58			30,186.58
WC24	11,129.21			11,129.21
0126	12,928.47	*		12,928.47
WC23	7,074.06			7,074.06
0301	33,691.05			33,691.05
1105	31,805.56			31,805.56
WC13	4,351.00	*		4,351.00
EX01	1,612.50	*		1,612.50
0302	101,104.08		1,000.00	102,104.08
1019	15,471.17	*		15,471.17
WC13	2,433.40	*		2,433.40
WC04	14,612.01			14,612.01
1017	44,349.00			44,349.00
WC33	66.64	*		66.64
WC11	1,188.00	*		1,188.00
WC36	1,273.50	*		1,273.50
WC10	7,376.76			7,376.76
1181	69,641.68		7,000.00	76,641.68
1302	30,136.59			30,136.59
WC02	13,329.05	*		13,329.05
WC14	1,584.00	*		1,584.00
1153	40,979.06			40,979.06
WC26	11,371.59	*		11,371.59
0125	29,515.68			29,515.68
BT01	11,279.55			11,279.55
0123	25,963.80			25,963.80
1106	61,439.34			61,439.34

\* Partial Year indicates staff who were employed for less than the full fiscal year.

Virginia Tourism Corporation  
Salary and Bonus Information  
As of June 30, 2005  
Paid During The Fiscal Year July 1, 2004 - June 30, 2005

Position #	Salaries & Wages Paid	Partial Year	FY 2005 Spot Bonus	FY 2005 Total Paid
0121	30,499.86			30,499.86
0107	23,564.36			23,564.36
WC15	13,688.79			13,688.79
WC17	7,983.92			7,983.92
0122	18,333.26	*		18,333.26
WC32	2,921.25	*		2,921.25
1305	12,420.14	*		12,420.14
0307	46,179.30			46,179.30
1111	43,578.06			43,578.06
1124	56,237.34			56,237.34
1163	10,129.98	*		10,129.98
WC01	8,290.90	*		8,290.90
WC11	856.24	*		856.24
1108	65,403.84			65,403.84
VF01	26,590.54			26,590.54
WC21	6,930.40			6,930.40
MP01	23,131.51	*		23,131.51
0106	35,152.98			35,152.98
0124	36,754.98			36,754.98
0122	20,697.53	*		20,697.53
1120	60,897.05			60,897.05
0113	23,593.20			23,593.20
1300	63,887.16			63,887.16
WC09	684.50	*		684.50
1113	54,391.14			54,391.14
WC14	607.04	*		607.04
WC29	4,412.74			4,412.74
1115	34,514.22			34,514.22
1169	33,009.66			33,009.66
	<b>3,349,833.04</b>		<b>27,250.00</b>	<b>3,377,083.04</b>

\* Partial Year indicates staff who were employed for less than the full fiscal year.