

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



Budget to Expenditure and Salary Report

For the Fiscal Year Ended June 30, 2006



Virginia Tourism Authority (320)
d/b/a Virginia Tourism Corporation
Summary Budget & Expenditure Report
For the Fiscal Year Ended June 30, 2006

	<u>Actual</u>	<u>Amended Operating Plan</u>	<u>Variance</u>
Revenues			
General Fund Appropriation	\$ 14,857,528	\$ 14,857,528	\$ -
Carryforward Funds	571,000	571,000	-
V400 Jamestown 2007 Funds	1,000,000	1,000,000	-
VDOT Transfers	1,000,000	1,000,000	-
Participation Fees	541,198	479,850	61,348
Interest Income	135,808	55,000	80,808
Other Revenue	549,830	500,150	49,680
Total Revenues	<u>\$ 18,655,364</u>	<u>\$ 18,463,528</u>	<u>\$ 191,836</u>
Expenditures			
Personal Services Costs			
Salaries, Taxes and Benefits	\$ 4,497,711	\$ 4,541,002	\$ 43,291
Wages and Taxes	443,703	577,069	133,366
Total Personal Services Costs	<u>4,941,414</u>	<u>5,118,071</u>	<u>176,657</u>
Advertising and Promotion	5,645,047	6,081,539	436,492
Electronic Marketing	265,389	265,594	205
Delivery Services	1,042,251	1,118,370	76,119
Travel	311,499	330,390	18,891
Printing	330,614	333,820	3,206
Telecommunications	127,055	128,940	1,885
Personnel Development	162,208	175,256	13,048
Professional Services	2,135,422	2,185,465	50,043
Repairs and Maintenance	23,709	27,940	4,231
Other Contract Services	109,537	114,456	4,919
Supplies and Materials	191,333	348,562	157,229
Pass Through Payments	1,498,272	1,864,118	365,846
Insurance	37,486	53,005	15,519
Lease and Installment Payments	79,830	83,730	3,900
Fixed Asset Purchases	182,093	234,272	52,179
Total Expenditures	<u>17,083,159</u>	<u>18,463,528</u>	<u>1,380,369</u>
Net Surplus (Deficit)	<u>\$ 1,572,205</u>	<u>\$ -</u>	<u>\$ 1,572,205</u>



Virginia Tourism Authority (320)
Administration & Support Services
Budget & Expenditure Report
For the Fiscal Year Ended June 30, 2006

	<u>Actual</u>	<u>Amended Operating Plan</u>	<u>Variance</u>
Revenues			
General Fund Appropriation	\$ 1,950,222	\$ 1,950,222	\$ -
Carryforward Funds	182,000	182,000	-
V400 Jamestown 2007 Funds	-	-	-
VDOT Transfers	-	-	-
Participation Fees	2,500	-	2,500
Interest Income	135,808	55,000	80,808
Other Revenue	16,326	-	16,326
	<u>\$ 2,286,856</u>	<u>\$ 2,187,222</u>	<u>\$ 99,634</u>
Expenditures			
Personal Services Costs			
Salaries, Taxes and Benefits	\$ 616,974	\$ 631,152	\$ 14,178
Wages and Taxes	8,899	8,913	14
Total Personal Services Costs	<u>625,873</u>	<u>640,065</u>	<u>14,192</u>
Advertising and Promotion	531,090	534,180	3,090
Electronic Marketing	-	-	-
Delivery Services	893	990	97
Travel	70,021	71,730	1,709
Printing	190,991	192,000	1,009
Telecommunications	13,597	11,490	(2,107)
Personnel Development	115,224	124,260	9,036
Professional Services	25,680	40,550	14,870
Repairs and Maintenance	19,507	19,800	293
Other Contract Services	3,213	3,395	182
Supplies and Materials	16,920	92,220	75,300
Pass Through Payments	150,774	230,550	79,776
Insurance	37,486	53,005	15,519
Lease and Installment Payments	16,387	19,750	3,363
Fixed Asset Purchases	107,187	153,237	46,050
	<u>1,924,843</u>	<u>2,187,222</u>	<u>262,379</u>
Total Expenditures	<u>1,924,843</u>	<u>2,187,222</u>	<u>262,379</u>
Net Surplus (Deficit)	<u>\$ 362,013</u>	<u>\$ -</u>	<u>\$ 362,013</u>



Virginia Tourism Authority (320)
Marketing and Promotions
Budget & Expenditure Report
For the Fiscal Year Ended June 30, 2006

	<u>Actual</u>	<u>Amended Operating Plan</u>	<u>Variance</u>
Revenues			
General Fund Appropriation	\$ 3,521,432	\$ 3,521,432	\$ -
Carryforward Funds	80,000	80,000	-
V400 Jamestown 2007 Funds	1,000,000	1,000,000	-
VDOT Transfers	-	-	-
Participation Fees	268,343	206,250	62,093
Interest Income	-	-	-
Other Revenue	148,599	136,150	12,449
	<u> </u>	<u> </u>	<u> </u>
Total Revenues	<u>\$ 5,018,374</u>	<u>\$ 4,943,832</u>	<u>\$ 74,542</u>
Expenditures			
Personal Services Costs			
Salaries, Taxes and Benefits	\$ 1,383,295	\$ 1,389,107	\$ 5,812
Wages and Taxes	-	-	-
Total Personal Services Costs	<u>1,383,295</u>	<u>1,389,107</u>	<u>5,812</u>
Advertising and Promotion	719,294	916,630	197,336
Electronic Marketing	265,389	265,594	205
Delivery Services	15,327	15,527	200
Travel	135,040	136,860	1,820
Printing	97,436	97,640	204
Telecommunications	31,122	31,625	503
Personnel Development	20,704	21,005	301
Professional Services	1,697,018	1,700,068	3,050
Repairs and Maintenance	347	350	3
Other Contract Services	83,400	84,165	765
Supplies and Materials	70,631	125,278	54,647
Pass Through Payments	57,498	99,418	41,920
Insurance	-	-	-
Lease and Installment Payments	1,792	1,830	38
Fixed Asset Purchases	58,269	58,735	466
	<u> </u>	<u> </u>	<u> </u>
Total Expenditures	<u>4,636,562</u>	<u>4,943,832</u>	<u>307,270</u>
Net Surplus (Deficit)	<u>\$ 381,812</u>	<u>\$ -</u>	<u>\$ 381,812</u>



Virginia Tourism Authority (320)
Corporate Communications
Budget & Expenditure Report
For the Fiscal Year Ended June 30, 2006

	<u>Actual</u>	<u>Amended Operating Plan</u>	<u>Variance</u>
Revenues			
General Fund Appropriation	\$ 5,245,730	\$ 5,245,730	\$ -
Carryforward Funds	-	-	-
V400 Jamestown 2007 Funds	-	-	-
VDOT Transfers	-	-	-
Participation Fees	95,000	95,000	-
Interest Income	-	-	-
Other Revenue	-	-	-
	<hr/>	<hr/>	<hr/>
Total Revenues	<u>\$ 5,340,730</u>	<u>\$ 5,340,730</u>	<u>\$ -</u>
Expenditures			
Personal Services Costs			
Salaries, Taxes and Benefits	\$ 750,201	\$ 750,508	\$ 307
Wages and Taxes	-	-	-
Total Personal Services Costs	<hr/> 750,201	<hr/> 750,508	<hr/> 307
Advertising and Promotion	4,051,629	4,264,654	213,025
Electronic Marketing	-	-	-
Delivery Services	2,627	3,141	514
Travel	38,277	39,140	863
Printing	2,912	3,120	208
Telecommunications	5,585	5,611	26
Personnel Development	14,400	14,395	(5)
Professional Services	212,142	230,347	18,205
Repairs and Maintenance	-	-	-
Other Contract Services	4,455	4,880	425
Supplies and Materials	8,065	10,394	2,329
Pass Through Payments	-	-	-
Insurance	-	-	-
Lease and Installment Payments	4,514	4,600	86
Fixed Asset Purchases	<hr/> 9,809	<hr/> 9,940	<hr/> 131
	<hr/>	<hr/>	<hr/>
Total Expenditures	<u>5,104,616</u>	<u>5,340,730</u>	<u>236,114</u>
Net Surplus (Deficit)	<u>\$ 236,114</u>	<u>\$ -</u>	<u>\$ 236,114</u>



Virginia Tourism Authority (320)
Customer Service & Industry Relations
Budget & Expenditure Report
For the Fiscal Year Ended June 30, 2006

	<u>Actual</u>	<u>Amended Operating Plan</u>	<u>Variance</u>
Revenues			
General Fund Appropriation	\$ 1,701,678	\$ 1,701,678	\$ -
Carryforward Funds	229,000	229,000	-
V400 Jamestown 2007 Funds	-	-	-
VDOT Transfers	1,000,000	1,000,000	-
Participation Fees	175,355	178,600	(3,245)
Interest Income	-	-	-
Other Revenue	383,905	364,000	19,905
Total Revenues	<u>\$ 3,489,938</u>	<u>\$ 3,473,278</u>	<u>\$ 16,660</u>
Expenditures			
Personal Services Costs			
Salaries, Taxes and Benefits	\$ 1,286,460	\$ 1,305,968	\$ 19,508
Wages and Taxes	427,784	557,721	129,937
Total Personal Services Costs	<u>1,714,244</u>	<u>1,863,689</u>	<u>149,445</u>
Advertising and Promotion	41,301	42,275	974
Electronic Marketing	-	-	-
Delivery Services	1,014,618	1,084,712	70,094
Travel	31,810	43,796	11,986
Printing	2,085	3,250	1,165
Telecommunications	69,503	72,914	3,411
Personnel Development	7,264	9,596	2,332
Professional Services	168,633	169,000	367
Repairs and Maintenance	1,403	1,790	387
Other Contract Services	4,267	7,176	2,909
Supplies and Materials	87,228	110,670	23,442
Pass Through Payments	-	-	-
Insurance	-	-	-
Lease and Installment Payments	56,947	57,050	103
Fixed Asset Purchases	6,825	7,360	535
Total Expenditures	<u>3,206,128</u>	<u>3,473,278</u>	<u>267,150</u>
Net Surplus (Deficit)	<u>\$ 283,810</u>	<u>\$ -</u>	<u>\$ 283,810</u>



Virginia Tourism Authority (320)
Virginia Film Office
Budget & Expenditure Report
For the Fiscal Year Ended June 30, 2006

	Actual	Amended Operating Plan	Variance
Revenues			
General Fund Appropriation	\$ 1,628,466	\$ 1,628,466	\$ -
Carryforward Funds	80,000	80,000	-
V400 Jamestown 2007 Funds	-	-	-
VDOT Transfers	-	-	-
Participation Fees	-	-	-
Interest Income	-	-	-
Other Revenue	1,000	-	1,000
	<u>1,000</u>	<u>-</u>	<u>1,000</u>
Total Revenues	<u>\$ 1,709,466</u>	<u>\$ 1,708,466</u>	<u>\$ 1,000</u>
Expenditures			
Personal Services Costs			
Salaries, Taxes and Benefits	\$ 460,781	\$ 464,267	\$ 3,486
Wages and Taxes	7,020	10,435	3,415
Total Personal Services Costs	<u>467,801</u>	<u>474,702</u>	<u>6,901</u>
Advertising and Promotion	301,733	323,800	22,067
Electronic Marketing	-	-	-
Delivery Services	8,786	14,000	5,214
Travel	36,351	38,864	2,513
Printing	37,190	37,810	620
Telecommunications	7,248	7,300	52
Personnel Development	4,616	6,000	1,384
Professional Services	31,949	45,500	13,551
Repairs and Maintenance	2,452	6,000	3,548
Other Contract Services	14,202	14,840	638
Supplies and Materials	8,489	10,000	1,511
Pass Through Payments	480,000	724,150	244,150
Insurance	-	-	-
Lease and Installment Payments	190	500	310
Fixed Asset Purchases	3	5,000	4,997
	<u>3</u>	<u>5,000</u>	<u>4,997</u>
Total Expenditures	<u>1,401,010</u>	<u>1,708,466</u>	<u>307,456</u>
Net Surplus (Deficit)	<u>\$ 308,456</u>	<u>\$ -</u>	<u>\$ 308,456</u>



Virginia Tourism Authority (320)
Pass-Through Payments
Budget & Expenditure Report
For the Fiscal Year Ended June 30, 2006

	<u>Actual</u>	<u>Amended Operating Plan</u>	<u>Variance</u>
Revenues			
General Fund Appropriation	\$ 810,000	\$ 810,000	\$ -
Carryforward Funds	-	-	-
V400 Jamestown 2007 Funds	-	-	-
VDOT Transfers	-	-	-
Participation Fees	-	-	-
Interest Income	-	-	-
Other Revenue	-	-	-
	<hr/>	<hr/>	<hr/>
Total Revenues	<u>\$ 810,000</u>	<u>\$ 810,000</u>	<u>\$ -</u>
Expenditures			
Personal Services Costs			
Salaries, Taxes and Benefits	\$ -	\$ -	\$ -
Wages and Taxes	-	-	-
Total Personal Services Costs	<hr/>	<hr/>	<hr/>
Advertising and Promotion	-	-	-
Electronic Marketing	-	-	-
Delivery Services	-	-	-
Travel	-	-	-
Printing	-	-	-
Telecommunications	-	-	-
Personnel Development	-	-	-
Professional Services	-	-	-
Repairs and Maintenance	-	-	-
Other Contract Services	-	-	-
Supplies and Materials	-	-	-
Pass Through Payments	810,000	810,000	-
Insurance	-	-	-
Lease and Installment Payments	-	-	-
Fixed Asset Purchases	-	-	-
	<hr/>	<hr/>	<hr/>
Total Expenditures	<u>810,000</u>	<u>810,000</u>	<u>-</u>
Net Surplus (Deficit)	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>

Virginia Tourism Corporation
Salary and Bonus Information
As of June 30, 2006

All Salaried and Wage Personnel

July 2005 - June 2006

Position#	Salaries & Wages Paid	FY 2006 Spot Bonus	FY 2006 Total Paid
0000	150,000.00	10,000.00	160,000.00
0006	54,033.96		54,033.96
0015 *	8,160.00	900.00	9,060.00
0023	74,449.45		74,449.45
0106	43,096.84		43,096.84
0107	27,791.68		27,791.68
0108	47,589.63		47,589.63
0109	28,123.75		28,123.75
0110	41,526.90		41,526.90
0111	35,414.82		35,414.82
0112	34,349.12		34,349.12
0113	25,928.08		25,928.08
0114	37,533.24		37,533.24
0115	30,758.44		30,758.44
0116	41,526.90		41,526.90
0117	27,962.54		27,962.54
0118	35,924.64		35,924.64
0119	31,989.62		31,989.62
0120	35,323.92		35,323.92
0121	32,322.30		32,322.30
0122 *	41,533.25		41,533.25
0123	27,414.10		27,414.10
0124	37,857.60		37,857.60
0125	31,279.24		31,279.24
0126	41,705.82		41,705.82
0127	39,797.52		39,797.52
0301 *	18,549.90		18,549.90
0301 *	20,000.04		20,000.04
0302	104,519.04		104,519.04
0303	65,881.08		65,881.08
0305	69,877.74		69,877.74
0307	47,739.12	2,000.00	49,739.12
0309	32,726.17		32,726.17
0313	15,166.69		15,166.69
1004	90,464.46		90,464.46
1005 *	23,625.00		23,625.00
1017	45,847.02		45,847.02
1105	35,943.28		35,943.28
1106	63,514.68		63,514.68
1112	76,306.91		76,306.91
1114	69,948.30		69,948.30
1117	38,499.35		38,499.35
1120	71,837.28		71,837.28
1122	50,806.56		50,806.56
1124	60,824.23		60,824.23
1128	92,587.62	2,500.00	95,087.62
1130	57,330.28		57,330.28
1140 *	43,441.77		43,441.77

Virginia Tourism Corporation
Salary and Bonus Information

All Salaried and Wage Personnel

As of June 30, 2006

July 2005 - June 2006

Position#	Salaries & Wages Paid	FY 2006 Spot Bonus	FY 2006 Total Paid
1153	46,521.29		46,521.29
1162	51,916.98		51,916.98
1175	33,960.05		33,960.05
1181	71,966.10		71,966.10
1183	48,088.31		48,088.31
1185 *	26,490.45		26,490.45
1187	36,562.21		36,562.21
1300	71,574.43	2,500.00	74,074.43
1302	33,906.60		33,906.60
1305	26,000.16		26,000.16
1306 *	28,314.05		28,314.05
1307	41,703.72		41,703.72
1308	47,933.95		47,933.95
1400	96,217.92	15,000.00	111,217.92
1402	62,874.06	2,500.00	65,374.06
1403	37,234.74		37,234.74
1404	67,365.90		67,365.90
1405	38,282.40		38,282.40
1407	56,228.28		56,228.28
1409	52,852.20	2,500.00	55,352.20
1411	47,919.48		47,919.48
1413 *	11,166.64		11,166.64
1413 *	35,851.48		35,851.48
1415	39,817.94		39,817.94
BT01	11,956.77		11,956.77
WC01	3,192.63		3,192.63
WC02	17,448.23		17,448.23
WC03 *	8,590.76		8,590.76
WC03 *	16,279.01		16,279.01
WC04	11,589.80		11,589.80
WC05	16,326.15		16,326.15
WC06	13,795.20		13,795.20
WC07	13,085.89		13,085.89
WC08	11,073.89		11,073.89
WC09	7,239.33		7,239.33
WC10	6,020.25		6,020.25
WC11	11,060.08		11,060.08
WC12 *	624.00		624.00
WC12 *	1,042.08		1,042.08
WC13	10,870.41		10,870.41
WC14	9,218.48		9,218.48
WC15	7,449.58		7,449.58
WC16	11,931.16		11,931.16
WC17	6,865.57		6,865.57
WC18	10,149.93		10,149.93
WC19 *	1,142.27		1,142.27
WC19 *	5,585.81		5,585.81
WC20	10,869.75		10,869.75

Virginia Tourism Corporation
 Salary and Bonus Information
 As of June 30, 2006

All Salaried and Wage Personnel

July 2005 - June 2006

Position#	Salaries & Wages Paid	FY 2006 Spot Bonus	FY 2006 Total Paid
WC21	9,376.65		9,376.65
WC22	7,498.64		7,498.64
WC23	9,917.55		9,917.55
WC24	14,868.91		14,868.91
WC25	14,612.40		14,612.40
WC26 *	11,687.70		11,687.70
WC26 *	499.00		499.00
WC27	18,487.74		18,487.74
WC28	7,332.98		7,332.98
WC29	5,250.86		5,250.86
WC31	11,657.13		11,657.13
WC32	11,586.99		11,586.99
WC33	12,610.72		12,610.72
WC34	14,708.12		14,708.12
WC35	6,867.52		6,867.52
WC36	5,272.26		5,272.26
WC37	2,849.52		2,849.52
WC38	8,890.56		8,890.56

FY 2006 Totals	3,766,961.50	37,900.00	3,804,861.50
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* Indicates employees who were employed for less than 12 full months in the fiscal year.
 Note: Position numbers preceded by letters are part-time wage positions.