



VIRGINIA TOURISM AUTHORITY  
D/B/A Virginia Tourism Corporation

# **EXPENDITURE AND SALARY REPORT**

**FOR THE FISCAL YEAR ENDING JUNE 30, 2018**

**VIRGINIA IS FOR LO♥ERS**



**Virginia Tourism Authority (320)**  
**d/b/a Virginia Tourism Corporation**  
**Summary Revenue and Expenditure Report**  
**For the Fiscal Year Ended June 30, 2018**

	<u>Actual</u>
<b>Revenues</b>	
COV General Fund Revenue	\$ 20,044,733
Carryforward Funds	3,326,960 (1) (2)
VDOT Transfers	1,322,416
Federal Grants	-
Interest Revenue	98,300
Other Revenue	<u>2,084,710 (3)</u>
<b>Total Revenues</b>	<b><u>\$ 26,877,119</u></b>
<b>Expenditures</b>	
Personal Services Costs	
Salaries, Taxes and Benefits	\$ 7,040,864
Wages and Taxes	<u>672,221</u>
Total Personal Services Costs	\$ 7,713,085
Operating Costs	
Advertising and Promotion	\$ 5,902,160
Missions, Shows & Events	303,540
Digital Marketing	1,316,524
Travel	516,913
Services	1,961,681
Supplies and Materials	564,054
Grants & Pass-Through Payments	3,568,882
Fixed Asset Payments	273,781
Other Expenditures	<u>788,444</u>
Total Operating Costs	\$ 15,195,978
<b>Total Expenditures</b>	<b><u>\$ 22,909,063</u></b>
<b>Net Surplus (Deficit)</b>	<b><u>\$ 3,968,057 (4) (5)</u></b>

(1) This includes \$2,266,985 in marketing grant funds appropriated prior to FY 2018 but not expended as of June 30, 2017. Of this amount, \$1,656,916 was for the Marketing Leverage Program, \$5,000 was for the Sesquicentennial Tourism Marketing Program, \$200,000 was for the Virginia World War I and World War II Tourism Marketing Program, and \$405,069 was from recovered grant funds.

(2) This includes Film Sponsorship Fund grant funds totaling \$97,789 appropriated prior to FY 2018 but not expended as of June 30, 2017.

(3) This includes a total of \$124,556 in FY 2018 for the WW I & WW II Profiles of Honor Tour. These funds were provided on a reimbursement basis by the Virginia World War I and World War II Commemoration Commission.

(4) This includes cumulative marketing grant funds totaling \$2,052,173 that remained unexpended as of June 30, 2018 pending reimbursement requests from grantees. Such funds are paid to grantees on a reimbursement basis after completion of their marketing activities. Many of these marketing efforts cross fiscal years. Of this amount, \$1,859,716 was for the Marketing Leverage Program, \$175,006 was for the Virginia World War I and World War II Tourism Marketing Program, and \$17,450 was from recovered grant funds.

(5) This includes cumulative Film Sponsorship Fund grant funds totaling \$154,177 that remained unexpended as of June 30, 2018.



Virginia Tourism Authority (320)  
Executive and Board of Directors  
Revenue and Expenditure Report  
For the Fiscal Year Ended June 30, 2018

	<u>Actual</u>
<b>Revenues</b>	
COV General Fund Revenue	\$ 562,885
Carryforward Funds	-
VDOT Transfers	-
Federal Grants	-
Interest Revenue	-
Other Revenue	-
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<b>Total Revenues</b>	<b>\$ 562,885</b>
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<b>Expenditures</b>	
Personal Services Costs	
Salaries, Taxes and Benefits	\$ 314,118
Wages and Taxes	2,188
Total Personal Services Costs	<hr/> \$ 316,306
Operating Costs	
Advertising and Promotion	\$ 880
Missions, Shows & Events	8,917
Digital Marketing	-
Travel	39,751
Services	16,091
Supplies and Materials	9,710
Grants & Pass-Through Payments	-
Fixed Asset Payments	1,642
Other Expenditures	164,561
Total Operating Costs	<hr/> \$ 241,552
	<hr/>
<b>Total Expenditures</b>	<b>\$ 557,858</b>
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<b>Net Surplus (Deficit)</b>	<b>\$ 5,027</b>
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**Virginia Tourism Authority (320)**  
**Operations and Finance**  
**Revenue and Expenditure Report**  
**For the Fiscal Year Ended June 30, 2018**

	<u>Actual</u>
<b>Revenues</b>	
COV General Fund Revenue	\$ 877,858
Carryforward Funds	50,000
VDOT Transfers	-
Federal Grants	-
Interest Revenue	98,300
Other Revenue	<u>18,173</u>
<b>Total Revenues</b>	<b><u>\$ 1,044,331</u></b>
<b>Expenditures</b>	
Personal Services Costs	
Salaries, Taxes and Benefits	\$ 515,543
Wages and Taxes	-
Total Personal Services Costs	<u>\$ 515,543</u>
Operating Costs	
Advertising and Promotion	\$ -
Missions, Shows & Events	-
Digital Marketing	-
Travel	64,550
Services	225,369
Supplies and Materials	19,717
Grants & Pass-Through Payments	-
Fixed Asset Payments	129,293
Other Expenditures	<u>62,617</u>
Total Operating Costs	<u>\$ 501,546</u>
<b>Total Expenditures</b>	<b><u>\$ 1,017,090</u></b>
<b>Net Surplus (Deficit)</b>	<b><u>\$ 27,241</u></b>



**Virginia Tourism Authority (320)**  
**Marketing**  
**Revenue and Expenditure Report**  
**For the Fiscal Year Ended June 30, 2018**

	<u>Actual</u>
<b>Revenues</b>	
COV General Fund Revenue	\$ 11,500,986
Carryforward Funds	318,439
VDOT Transfers	-
Federal Grants	-
Interest Revenue	-
Other Revenue	662,461 (1)
	<hr/>
<b>Total Revenues</b>	<b><u><u>\$ 12,481,886</u></u></b>
<b>Expenditures</b>	
Personal Services Costs	
Salaries, Taxes and Benefits	\$ 2,368,764
Wages and Taxes	62,088
Total Personal Services Costs	<hr/> \$ 2,430,852
Operating Costs	
Advertising and Promotion	\$ 5,056,340
Missions, Shows & Events	269,071
Digital Marketing	1,314,775
Travel	244,288
Services	822,274
Supplies and Materials	181,567
Grants & Pass-Through Payments	663,692
Fixed Asset Payments	74,976
Other Expenditures	496,632
Total Operating Costs	<hr/> \$ 9,123,616
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<b>Total Expenditures</b>	<b><u><u>\$ 11,554,468</u></u></b>
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<b>Net Surplus (Deficit)</b>	<b><u><u>\$ 927,418</u></u></b>

(1) This includes a total of \$124,556 in FY 2018 for the WW I & WW II Profiles of Honor Tour. These funds were provided on a reimbursement basis by the Virginia World War I and World War II Commemoration Commission.



**Virginia Tourism Authority (320)**  
**Visitor Services**  
**Revenue and Expenditure Report**  
**For the Fiscal Year Ended June 30, 2018**

	<u>Actual</u>
<b>Revenues</b>	
COV General Fund Revenue	\$ 1,596,576
Carryforward Funds	97,925
VDOT Transfers	1,322,416
Federal Grants	-
Interest Revenue	-
Other Revenue	<u>966,781</u>
<b>Total Revenues</b>	<b><u>\$ 3,983,698</u></b>
<b>Expenditures</b>	
Personal Services Costs	
Salaries, Taxes and Benefits	\$ 2,049,400
Wages and Taxes	<u>568,272</u>
Total Personal Services Costs	\$ 2,617,672
Operating Costs	
Advertising and Promotion	\$ 605
Missions, Shows & Events	2,398
Digital Marketing	-
Travel	60,981
Services	538,748
Supplies and Materials	230,563
Grants & Pass-Through Payments	100,000
Fixed Asset Payments	43,325
Other Expenditures	<u>17,567</u>
Total Operating Costs	\$ 994,188
<b>Total Expenditures</b>	<b><u>\$ 3,611,859</u></b>
<b>Net Surplus (Deficit)</b>	<b><u>\$ 371,839</u></b>



Virginia Tourism Authority (320)  
*Film*

Revenue and Expenditure Report  
For the Fiscal Year Ended June 30, 2018

	<u>Actual</u>
<b>Revenues</b>	
COV General Fund Revenue	\$ 1,149,445
Carryforward Funds	180,238 (1)
VDOT Transfers	-
Federal Grants	-
Interest Revenue	-
Other Revenue	<u>365,030</u>
<b>Total Revenues</b>	<b><u>\$ 1,694,713</u></b>
<b>Expenditures</b>	
Personal Services Costs	
Salaries, Taxes and Benefits	\$ 449,745
Wages and Taxes	<u>38,656</u>
Total Personal Services Costs	\$ 488,401
Operating Costs	
Advertising and Promotion	\$ 388,585
Missions, Shows & Events	9,689
Digital Marketing	42
Travel	29,018
Services	253,053
Supplies and Materials	69,512
Grants & Pass-Through Payments	143,613
Fixed Asset Payments	7,160
Other Expenditures	<u>14,064</u>
Total Operating Costs	\$ 914,738
<b>Total Expenditures</b>	<b><u>\$ 1,403,139</u></b>
<b>Net Surplus (Deficit)</b>	<b><u>\$ 291,574</u></b> (2)

(1) This includes Film Sponsorship Fund grant funds totaling \$97,789 appropriated prior to FY 2018 but not expended as of June 30, 2017.

(2) This includes cumulative Film Sponsorship Fund grant funds totaling \$154,177 that remained unexpended as of June 30, 2018.



**Virginia Tourism Authority (320)**  
**Partnership Marketing**  
**Revenue and Expenditure Report**  
**For the Fiscal Year Ended June 30, 2018**

	<u>Actual</u>
<b>Revenues</b>	
COV General Fund Revenue	\$ 3,881,983
Carryforward Funds	2,680,358 (1)
VDOT Transfers	-
Federal Grants	-
Interest Revenue	-
Other Revenue	<u>72,265</u>
<b>Total Revenues</b>	<b><u>\$ 6,634,606</u></b>
<b>Expenditures</b>	
Personal Services Costs	
Salaries, Taxes and Benefits	\$ 1,343,293
Wages and Taxes	<u>1,017</u>
Total Personal Services Costs	\$ 1,344,311
Operating Costs	
Advertising and Promotion	\$ 455,750
Missions, Shows & Events	13,464
Digital Marketing	1,708
Travel	78,324
Services	106,145
Supplies and Materials	52,984
Grants & Pass-Through Payments	2,186,577
Fixed Asset Payments	17,384
Other Expenditures	<u>33,002</u>
Total Operating Costs	\$ 2,945,338
<b>Total Expenditures</b>	<b><u>\$ 4,289,648</u></b>
<b>Net Surplus (Deficit)</b>	<b><u>\$ 2,344,958</u></b> (2)

(1) This includes \$2,266,985 in marketing grant funds appropriated prior to FY 2018 but not expended as of June 30, 2017. Of this amount, \$1,656,916 was for the Marketing Leverage Program, \$5,000 was for the Sesquicentennial Tourism Marketing Program, \$200,000 was for the Virginia World War I and World War II Tourism Marketing Program, and \$405,069 was from recovered grant funds.

(2) This includes cumulative marketing grant funds totaling \$2,052,173 that remained unexpended as of June 30, 2018 pending reimbursement requests from grantees. Such funds are paid to grantees on a reimbursement basis after completion of their marketing activities. Many of these marketing efforts cross fiscal years. Of this amount, \$1,859,716 was for the Marketing Leverage Program, \$175,006 was for the Virginia World War I and World War II Tourism Marketing Program, and \$17,450 was from recovered grant funds.





**Virginia Tourism Authority (320)**  
**Legislative Pass-Throughs**  
**Revenue and Expenditure Report**  
**For the Fiscal Year Ended June 30, 2018**

	<u>Actual</u>
<b>Revenues</b>	
COV General Fund Revenue	\$ 475,000
Carryforward Funds	-
VDOT Transfers	-
Federal Grants	-
Interest Revenue	-
Other Revenue	-
	<hr/>
<b>Total Revenues</b>	<b><u><u>\$ 475,000</u></u></b>
<b>Expenditures</b>	
Personal Services Costs	
Salaries, Taxes and Benefits	\$ -
Wages and Taxes	-
Total Personal Services Costs	<hr/> \$ -
Operating Costs	
Advertising and Promotion	\$ -
Missions, Shows & Events	-
Digital Marketing	-
Travel	-
Services	-
Supplies and Materials	-
Grants & Pass-Through Payments	475,000
Fixed Asset Payments	-
Other Expenditures	-
Total Operating Costs	<hr/> \$ 475,000
<b>Total Expenditures</b>	<b><u><u>\$ 475,000</u></u></b>
<b>Net Surplus (Deficit)</b>	<b><u><u>\$ -</u></u></b>

## All Salaried and Wage Personnel

Position Title	Salaries & Wages Paid	Partial Year	FY 2018 Bonus	FY 2018 Total Paid
Budget & Finance Analyst	\$49,380.00		\$0.00	\$49,380.00
Assistant Manager	\$37,593.04		\$0.00	\$37,593.04
Tourism Counselor	\$1,972.26	*	\$0.00	\$1,972.26
Tourism Relations Manager	\$51,253.08		\$0.00	\$51,253.08
Tourism Counselor	\$32,798.87		\$0.00	\$32,798.87
Tourism Counselor	\$14,773.74		\$0.00	\$14,773.74
VP of Marketing	\$131,252.47		\$0.00	\$131,252.47
Research Analyst	\$51,437.66		\$0.00	\$51,437.66
Digital Marketing Manager	\$71,803.79		\$0.00	\$71,803.79
Tourism Counselor	\$8,665.13		\$0.00	\$8,665.13
Tourism Development Coordinator	\$34,285.98	*	\$0.00	\$34,285.98
International Media Relations Manager	\$17,435.79	*	\$0.00	\$17,435.79
Tourism Counselor	\$2,237.61	*	\$0.00	\$2,237.61
Distribution Center Assistant	\$34,514.70		\$0.00	\$34,514.70
Assistant Manager	\$44,457.34		\$0.00	\$44,457.34
Assistant Manager	\$31,351.51		\$0.00	\$31,351.51
Honor Tour Counselor	\$10,824.00		\$0.00	\$10,824.00
Tourism Counselor	\$8,947.23		\$0.00	\$8,947.23
Tourism Counselor	\$11,277.18		\$0.00	\$11,277.18
Director of Research	\$99,649.70		\$0.00	\$99,649.70
Senior Distribution Center Associate	\$39,204.60		\$0.00	\$39,204.60
VP of Partnership Marketing	\$131,339.20		\$0.00	\$131,339.20
Business Development Specialist	\$57,609.92		\$0.00	\$57,609.92
Film Workforce Development Liaison	\$6,986.31		\$0.00	\$6,986.31
Tourism Counselor	\$5,433.73		\$0.00	\$5,433.73
Tourism Counselor	\$2,163.10	*	\$0.00	\$2,163.10
Tourism Counselor	\$12,177.11		\$0.00	\$12,177.11
Assistant Manager	\$31,940.27	*	\$0.00	\$31,940.27
Director of Business Development	\$101,954.12		\$0.00	\$101,954.12
Tourism Development Specialist	\$57,610.16		\$0.00	\$57,610.16
Tourism Counselor	\$10,624.32		\$0.00	\$10,624.32
Communications Specialist	\$50,376.67		\$0.00	\$50,376.67
Tourism Relations Manager	\$49,988.38		\$0.00	\$49,988.38
Tourism Relations Manager	\$45,488.57		\$0.00	\$45,488.57
Communications Coordinator	\$45,265.16		\$0.00	\$45,265.16
VP of Film	\$128,071.78		\$0.00	\$128,071.78
Tourism Relations Manager	\$45,265.16		\$0.00	\$45,265.16
Honor Tour Counselor	\$1,972.75	*	\$0.00	\$1,972.75
Tourism Counselor	\$16,295.45		\$0.00	\$16,295.45
Communications Manager	\$65,239.37		\$0.00	\$65,239.37
Tourism Counselor	\$14,234.88		\$0.00	\$14,234.88
Tourism Counselor	\$19,846.86		\$0.00	\$19,846.86
Tourism Counselor	\$8,449.41		\$0.00	\$8,449.41
Communications Manager	\$52,616.86		\$0.00	\$52,616.86
Director of Planning & Partnerships	\$92,793.41		\$0.00	\$92,793.41
Assistant Manager	\$44,832.25		\$0.00	\$44,832.25
Tourism Counselor	\$2,114.65	*	\$0.00	\$2,114.65
Tourism Counselor	\$7,764.00	*	\$0.00	\$7,764.00
Contracts Specialist	\$62,959.50		\$0.00	\$62,959.50
Director of Consumer & Partner Services	\$89,737.60		\$0.00	\$89,737.60
Tourism Counselor	\$13,591.06		\$0.00	\$13,591.06
Brand Manager	\$44,108.75		\$0.00	\$44,108.75
Tourism Counselor	\$10,984.64		\$0.00	\$10,984.64
Tourism Counselor	\$15,307.12		\$0.00	\$15,307.12
Tourism Counselor	\$10,887.98		\$0.00	\$10,887.98
Photographer & Creative Specialist	\$48,841.13		\$0.00	\$48,841.13
Consumer & Partner Services Manager	\$65,212.80		\$0.00	\$65,212.80
Tourism Relations Manager	\$44,591.58		\$0.00	\$44,591.58

\* = Partial Year

All Salaried and Wage Personnel

Position Title	Salaries & Wages Paid	Partial Year	FY 2018 Bonus	FY 2018 Total Paid
Tourism Counselor	\$5,580.58	*	\$0.00	\$5,580.58
Tourism Counselor	\$6,913.28		\$0.00	\$6,913.28
Administrative Assistant	\$34,041.06	*	\$0.00	\$34,041.06
Tourism Counselor	\$8,055.89		\$0.00	\$8,055.89
Tourism Counselor	\$12,768.90		\$0.00	\$12,768.90
Executive Intern	\$2,032.50	*	\$0.00	\$2,032.50
Regional Tourism Manager	\$64,688.91		\$0.00	\$64,688.91
Director of Global Marketing	\$96,476.98		\$0.00	\$96,476.98
Special Projects Manager	\$56,915.72		\$0.00	\$56,915.72
Director of Sales	\$73,428.46		\$0.00	\$73,428.46
Brand Director	\$4,458.34	*	\$0.00	\$4,458.34
Tourism Counselor	\$6,636.13		\$0.00	\$6,636.13
Tourism Counselor	\$10,867.50		\$0.00	\$10,867.50
Tourism Counselor	\$13,743.89		\$0.00	\$13,743.89
Tourism Counselor	\$10,516.12		\$0.00	\$10,516.12
Tourism Counselor	\$3,746.40	*	\$0.00	\$3,746.40
Sales Marketing Coordinator	\$49,357.02		\$0.00	\$49,357.02
Digital Marketing Content Specialist	\$41,566.74		\$0.00	\$41,566.74
Regional Tourism Manager	\$63,071.20		\$0.00	\$63,071.20
Tourism Counselor	\$6,801.00		\$0.00	\$6,801.00
Digital Marketing Technology Manager	\$71,610.35		\$0.00	\$71,610.35
Tourism Counselor	\$626.58	*	\$0.00	\$626.58
Tourism Counselor	\$13,259.77		\$0.00	\$13,259.77
Director of Marketing Operations	\$69,223.49		\$0.00	\$69,223.49
Tourism Counselor	\$9,951.44		\$0.00	\$9,951.44
Tourism Counselor	\$11,763.34		\$0.00	\$11,763.34
Tourism Development Specialist	\$48,127.32	*	\$0.00	\$48,127.32
Tourism Counselor	\$7,693.52	*	\$0.00	\$7,693.52
Director of Communications	\$78,985.88		\$0.00	\$78,985.88
Tourism Counselor	\$10,424.19		\$0.00	\$10,424.19
Honor Tour Counselor	\$10,022.30		\$0.00	\$10,022.30
Digital Marketing Content Coordinator	\$48,841.13		\$0.00	\$48,841.13
Procurement Specialist	\$48,674.87		\$0.00	\$48,674.87
Tourism Counselor	\$14,446.12		\$0.00	\$14,446.12
Tourism Development Specialist	\$59,430.99		\$0.00	\$59,430.99
Tourism Counselor	\$321.44	*	\$0.00	\$321.44
President and CEO	\$178,186.95		\$0.00	\$178,186.95
Tourism Counselor	\$258.75	*	\$0.00	\$258.75
Honor Tour Counselor	\$2,800.99	*	\$0.00	\$2,800.99
Honor Tour Counselor	\$2,814.37	*	\$0.00	\$2,814.37
Tourism Counselor	\$9,300.80		\$0.00	\$9,300.80
Tourism Counselor	\$5,889.24		\$0.00	\$5,889.24
Contracts & Procurement Officer	\$72,658.83		\$0.00	\$72,658.83
Marketing Coordinator	\$30,804.44		\$0.00	\$30,804.44
Tourism Development Specialist	\$61,725.00		\$0.00	\$61,725.00
Director of Digital Marketing	\$95,959.48		\$3,000.00	\$98,959.48
Distribution Center Manager	\$62,128.67		\$0.00	\$62,128.67
Honor Tour Manager	\$48,841.13		\$0.00	\$48,841.13
Assistant Brand Director	\$63,563.79		\$0.00	\$63,563.79
Honor Tour Counselor	\$8,648.23		\$0.00	\$8,648.23
Administrative Assistant	\$1,939.44	*	\$0.00	\$1,939.44
Tourism Counselor	\$9,804.84		\$0.00	\$9,804.84
Tourism Counselor	\$9,092.72		\$0.00	\$9,092.72
Digital Marketing Social Media Specialist	\$41,020.08		\$0.00	\$41,020.08
Tourism Counselor	\$5,522.88	*	\$0.00	\$5,522.88
Tourism Relations Manager	\$48,865.82		\$0.00	\$48,865.82
Tourism Counselor	\$6,078.18		\$0.00	\$6,078.18
Assistant Manager	\$28,331.89		\$0.00	\$28,331.89

\* = Partial Year

All Salaried and Wage Personnel

Position Title	Salaries & Wages Paid	Partial Year	FY 2018 Bonus	FY 2018 Total Paid
Tourism Relations Manager	\$50,065.81		\$0.00	\$50,065.81
Tourism Counselor	\$8,243.73		\$0.00	\$8,243.73
Tourism Relations Manager	\$55,143.80		\$0.00	\$55,143.80
Assistant Manager	\$42,242.91		\$0.00	\$42,242.91
Tourism Counselor	\$1,984.71	*	\$0.00	\$1,984.71
Tourism Counselor	\$10,424.99		\$0.00	\$10,424.99
Tourism Counselor	\$9,225.53		\$0.00	\$9,225.53
Tourism Counselor	\$11,183.45		\$0.00	\$11,183.45
VP of Operations & Finance	\$130,998.21		\$0.00	\$130,998.21
Locations Manager	\$39,805.89	*	\$0.00	\$39,805.89
Assistant Director	\$64,811.25		\$0.00	\$64,811.25
Outreach Coordinator	\$16,365.90		\$0.00	\$16,365.90
Assistant Manager	\$40,511.51		\$0.00	\$40,511.51
Assistant Manager	\$37,664.24		\$0.00	\$37,664.24
Tourism Counselor	\$10,902.00	*	\$0.00	\$10,902.00
Tourism Counselor	\$13,238.93		\$0.00	\$13,238.93
Brand Director	\$75,297.98	*	\$0.00	\$75,297.98
Assistant Manager	\$30,862.50		\$0.00	\$30,862.50
Tourism Relations Manager	\$44,324.54		\$0.00	\$44,324.54
Tourism Counselor	\$10,257.12		\$0.00	\$10,257.12
Assistant Manager	\$10,902.00	*	\$0.00	\$10,902.00
Tourism Development Specialist	\$70,412.52		\$0.00	\$70,412.52
Tourism Counselor	\$4,624.72	*	\$0.00	\$4,624.72
Tourism Counselor	\$8,837.42		\$0.00	\$8,837.42
Director of Sales	\$91,460.63		\$0.00	\$91,460.63
Art Director & Photographer	\$51,437.66		\$0.00	\$51,437.66
Honor Tour Counselor	\$5,582.01		\$0.00	\$5,582.01
Tourism Counselor	\$2,018.16	*	\$0.00	\$2,018.16
Assistant Manager	\$34,139.80		\$0.00	\$34,139.80
Tourism Development Intern	\$945.00	*	\$0.00	\$945.00
International Marketing Manager	\$7,179.44	*	\$0.00	\$7,179.44
Tourism Counselor	\$7,280.95	*	\$0.00	\$7,280.95
Tourism Relations Manager	\$43,127.44		\$0.00	\$43,127.44
Tourism Counselor	\$960.18	*	\$0.00	\$960.18
Tourism Counselor	\$11,278.54		\$0.00	\$11,278.54
Tourism Counselor	\$808.38	*	\$0.00	\$808.38
Government & Industry Liaison	\$76,362.57		\$0.00	\$76,362.57
Tourism Counselor	\$178.76	*	\$0.00	\$178.76
Partnership Marketing Development Specialist	\$62,830.20		\$0.00	\$62,830.20
Tourism Counselor	\$10,025.11		\$0.00	\$10,025.11
Assistant Manager	\$40,029.68		\$0.00	\$40,029.68
Tourism Development Specialist	\$54,400.08		\$0.00	\$54,400.08
Senior Executive Assistant	\$65,236.10		\$0.00	\$65,236.10
Locations Manager	\$10,886.16	*	\$0.00	\$10,886.16
Art Director & Photographer	\$52,804.00		\$0.00	\$52,804.00
<b>FY 2018 Totals</b>	<b>\$5,596,400.07</b>		<b>\$3,000.00</b>	<b>\$5,599,400.07</b>

\* Partial Year indicates employees who were employed for less than 12 full months in the fiscal year.