

# Williamsburg Tourism Council

2020 Annual Report

*Visit*  
**WILLIAMSBURG**  
JAMESTOWN ▼ YORKTOWN

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NEW: Economic Dashboard

Administration

## § 58.1-603.2

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Additional state sales and use tax in certain counties and cities of historic significance; Historic Triangle Marketing Fund.

“... Moneys in the Fund shall be used solely for the purposes of marketing, advertising, and promoting the Historic Triangle area as an overnight tourism destination, with the intent to attract visitors from a sufficient distance so as to require an overnight stay of at least one night, as set forth in this subsection...”

# Board of Directors

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## Voting

Busch Gardens Williamsburg  
City of Williamsburg  
Colonial Williamsburg Foundation  
Williamsburg Hotel and Motel Association  
James City County  
Historic Jamestowne  
Jamestown-Yorktown Foundation  
Williamsburg Area Restaurant Association  
York County

Kevin Lembke  
Doug Pons  
Cliff Fleet  
Neal Chalkley  
Ruth Larson  
James Horn  
Christy Coleman  
Mickey Chohany  
Jeff Wassmer (through October 13, 2020)  
Chad Green (November 17 – December 31, 2020)

## Ex Officio

Greater Williamsburg Chamber and Tourism Alliance  
Virginia Tourism Corporation

Cheri Green  
Rita McClenny

# 2020 Board Meetings

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Click on hyperlink to view attachment.

January 21, 2020	<a href="#"><u>AGENDA</u></a>	<a href="#"><u>MINUTES</u></a>
March 17, 2020	<a href="#"><u>AGENDA</u></a>	<a href="#"><u>MINUTES</u></a>
May 19, 2020	<a href="#"><u>AGENDA</u></a>	<a href="#"><u>MINUTES</u></a>
July 21, 2020	<a href="#"><u>AGENDA</u></a>	<a href="#"><u>MINUTES</u></a>
September 15, 2020	<a href="#"><u>AGENDA</u></a>	<a href="#"><u>MINUTES</u></a>
November 17, 2020	<a href="#"><u>AGENDA</u></a>	MINUTES*

\*Document not finalized at date of report publication.

# Strategic Goals

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The organization's primary objective is to increase overnight visitation to the Historic Triangle, a travel region comprised of three municipalities - City of Williamsburg, York County, and James City County.

Strategic goals include:

- Increase overnight visitation
- Increase tax revenue
- Unify the region under the Destination Marketing Organization's (DMO) tourism brand and strategy
- Improve reporting, analytics, and data driven optimization

# 2020 Advertising Campaigns

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Target Markets & Audience

Media Channel Approach

Creative Execution

# Target Markets

## PROVEN

*Short Drive + Established Success/  
Heaviest Volume*

- Washington, DC (Hagerstown) MD
- Charlotte, NC
- Philadelphia, PA
  
- Baltimore, MD
- Raleigh-Durham, NC
- Charlottesville, VA
- Harrisonburg, VA
- Roanoke-Lynchburg, VA
- Salisbury, MD
- Greenville-New Bern-Washington NC

## HERITAGE

*Short Drive + Established Success/  
Lighter Volume*

- Harrisburg-Lancaster-  
Lebanon-York, PA
- Greensboro-High Point-Winston  
Salem, NC
- Florence-Myrtle Beach, SC

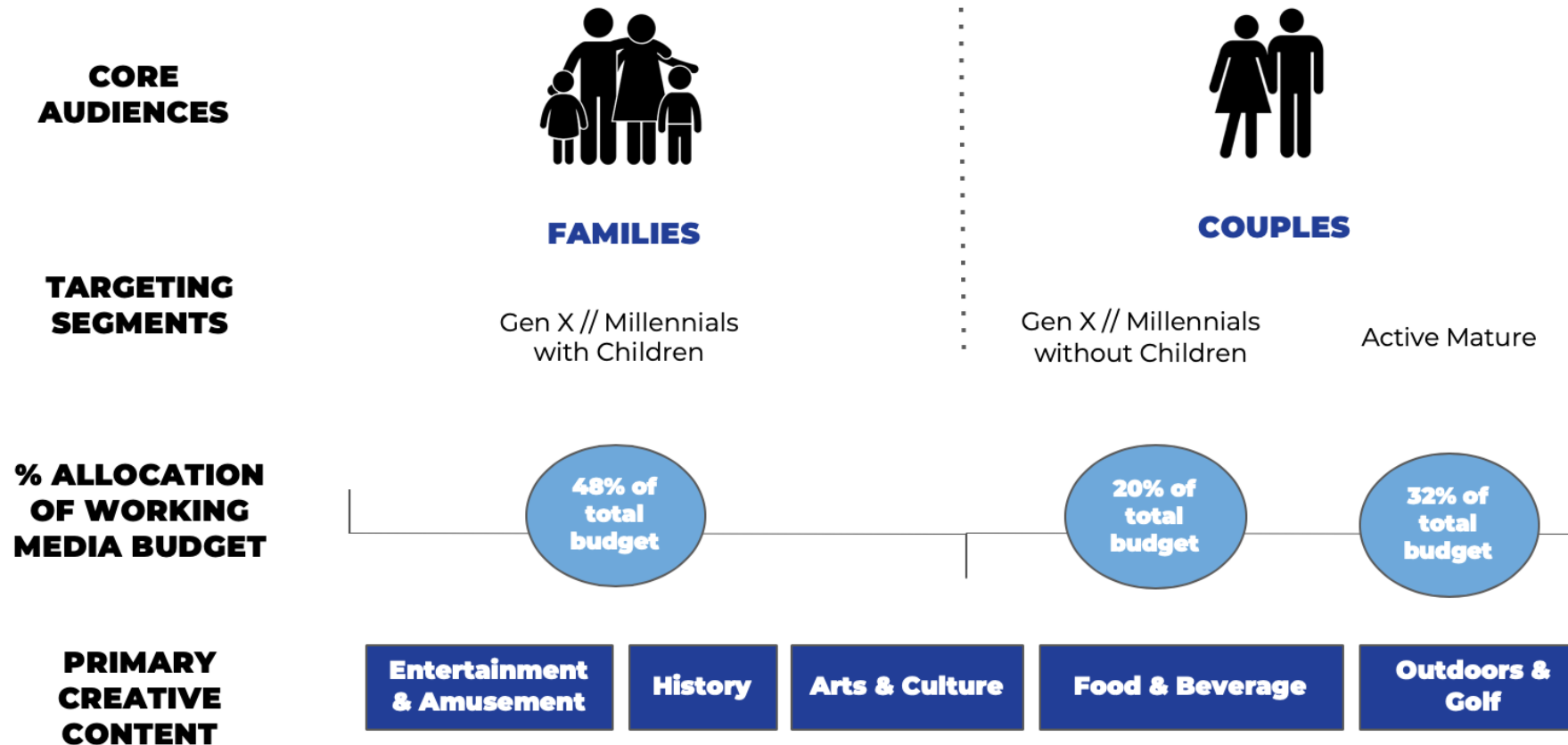
## EXPANSION

*Expanded or New*

- Johnstown-Altoona-State  
College, PA
- Pittsburgh, PA
- Wilkes Barre-Scranton, PA
- Knoxville, TN
  
- Cleveland, OH
- Columbus, OH
- New York, NY (later phase  
pending market conditions)



# Target Audience





# Simple Strivers

## MEET SYDNEY

*"From planning to experiencing, I require simplicity and ease in my travels. The purpose of my vacation is to recharge and reconnect."*

**Age: 25-54 years old (53%), 55+ (35%)**  
**Gender: Skews slightly female**  
**Employment: Full-time**  
**Education: High school degree and up**  
**HHI: \$75K+**  
**Ethnicity: 70% White, but over-index as Black/African American, Asian and other (which includes Hispanic)**



## General Travel Attitudes

***I get overwhelmed by excessive choice. I'd rather opt for ease and assurance with a familiar U.S. destination or a package deal that handles the details.***

- When I find a vacation spot I like, I got back whenever I can. (82%/119)
- I prefer guided tours to traveling independently. (54%/140)

***I try to minimize research and trip planning, so I rely on others for inspiration and recommendations.***

- I often ask the advice of others when it comes to vacation travel (69%/120) and when I learn about a great vacation, I typically recommend it to the people I know. (79%/115)

***Vacations are supposed to be a reprieve from my daily chaos. So why would I want to jam pack the travel itinerary?***

- Juggling family and work demands is very stressful for me (59%/114) so I'm happy to do very little, if any, sightseeing on my vacations. (57%/139)

## Motivation FOR TRAVEL

*"We love our repeat trips because we have a good routine down. A big part of it is there's no planning to it. We know what we want to do."*

## Barriers FOR TRAVEL

*"I'm less inclined to research heavily or participate in an abundance of activities while on vacation."*

*"I try to stay away from highly congested areas. I'm not a big city kind of person."*

### PREFERRED TRAVEL ACTIVITIES/TYPES OF TRAVEL



BEACH



CRUISE



THEME PARK



MUSIC/ ENTERTAINMENT



OUTDOOR ACTIVITIES/ SERENE LANDSCAPE

## EMPATHIC INSIGHT

They're passive travelers who tend to be repeat visitors of familiar destinations, where they don't have to plan out the details. "Go with the flow" is their mantra.

## EMPATHIC OPPORTUNITY

Simplicity is key. From providing a in the planning process to showcasing a relaxing experience, you can help them in their effort to escape and recharge.

# Simple Strivers



## TRAVEL TYPE: Couple

### Rational Needs

- The safety and security to comfortably "turn off"
- To enjoy the simple pleasures rather than exotic adventures
- To disconnect from technology

### Emotional Needs

- To escape, relax and rejuvenate
- Self-reflection and self-care
- Meaningful connection with each other, oneself and the place



## TRAVEL TYPE: Multi-gen Families

### Rational Needs

- Activities that can accommodate every family member
- Packages or bundles that simplify choices
- Avoidance of layovers, connections and other journey complications
- Potential mobility equipment necessary for elderly family members on the trip

### Emotional Needs

- Quality time together as a family
- Some individual time apart from the whole group

## Technology Attitudes

- I like to be connected by phone or Internet at all times. **(60%/110)**
- Checking my phone is the first thing I do every morning. **(62%/105)**
- If I am to be able to use a new tech product, someone has to show me how to use it. **(56%/114)**

## Online & Social Networking Activities

- App categories used in the past month: *navigation, music, calendar, travel and food/cooking.*
- Over-index for using the Internet to *play games* and to *look for employment.*
- Over-index for *shopping at Bath and Body Works, Kmart, Payless, and Sephora.*

## MEDIA & TECHNOGRAPHICS

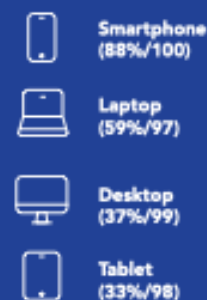
### Media



### Social



### Devices



## Travel Inspiration and Planning Resources

I tend to travel to familiar places with minimal planning involved; however, some inspiration and planning resources include:

FRIENDS & FAMILY      GENERAL WEBSITE SEARCHES





# Culture Questers



## MEET CECE

*"I use travel as an opportunity to break from my home life and learn something new."*

**Age: 25-54 years old (53%), 55+ (34%)**  
**Gender: Skews slightly female**  
**Employment: Full-time**  
**Education: High school degree and up**  
**HHI: \$75K+**  
**Ethnicity: 75% White, but over-index as Asian, American Indian and other (which includes Hispanic)**

## General Travel Attitudes

### *I enjoy charting the course of my trip just as much as experiencing it.*

- I love doing research on a location before I go on vacation. (83%/112)
- I like to learn about foreign cultures. (79%/116)

### *Travel is food for the soul and the brain. What better way to learn about the subjects I'm passionate about than to experience it first hand?*

- I frequently choose active vacations with lots to do. (65%/113)
- In the last year, I've participated in the following leisure activities (more than the general population): art gallery shows, music performances, board games, book clubs and museums.

### *I'm willing to do the research to find the best value.*

- Travel and hotel discounts have a strong influence on where I choose to travel and where I choose to stay. (73%/197)
- I like to shop around before making a purchase. (78%/105)

## Motivation FOR TRAVEL

*"Learning about local history and culture combined with the simple excitement of discovering a new place is why I love to travel."*

## Barriers FOR TRAVEL

*"If the price for the flight was really high, that would deter me. I also tend to like to go places I haven't been before, rather than visiting the same places."*

### PREFERRED TRAVEL ACTIVITIES/TYPES OF TRAVEL



NATIONAL PARKS



HISTORICAL SITES



DINING OUT



OUTDOOR ACTIVITIES



CONCERTS /EVENTS



SIGHTSEEING



MUSEUMS

## EMPATHIC INSIGHT

They're inclined to find deeper experiences in new and unexplored destinations or relive the adventures that enrich their soul each time.

## EMPATHIC OPPORTUNITY

Williamsburg is viewed favorably as a snapshot of history; however, history may not be the sole driver of their trip. A variety of things to do as well as opportunities to learn, will entice them to book.



## TRAVEL TYPE: Couple

### Rational Needs

- To follow my reading and passions on my favorite literary or historical figures
- Interactive, hands on experiences

### Emotional Needs

- To learn or experience something new for personal fulfillment reasons
- Rich and unique experiences to share with each other



## TRAVEL TYPE: Families

### Rational Needs

- To incorporate educational elements into the trip for my children's' sake
- Lodging that offers products or services tailored to families, offering up something for everyone to do and enjoy

### Emotional Needs

- To create new family traditions and memories
- To spend quality time together
- To expose children to new cultures and destinations

## Technology Attitudes

- I like to be connected by phone or Internet at all times. **(58%/106)**
- Before buying electronics, I do as much research as possible. **(71%/110)**
- Technology helps make my life more organized. **(72%/112%)**

## Online & Social Networking Activities

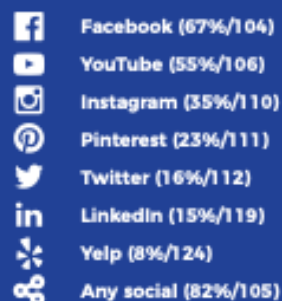
- App categories used in the past month: *navigation, rideshare, travel, banking/finance, calendar, fitness, food/cooking, games and music.*
- Over-index for using the Internet to *shop, obtain financial information/track investments, pay bills, obtain news, look for recipes and watch TV.*
- Over-index for shopping on *Amazon, Barnes & Noble, Costco, eBay, Etsy, Home Depot, Old Navy, Sephora, Ticketmaster and Wayfair.*

## MEDIA & TECHNOGRAPHICS

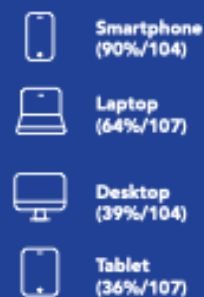
### Media



### Social



### Devices



## Other Media Planning Implications

- They're 21% more likely than the general population to have taken adult education classes within the past year (consistent with the overall VA traveler).
- More likely than other personas to travel farther (mileage) from home.
- Over-index for more frequent domestic trips (1-5 per year).



## See-ers & Do-ers

### MEET ISSAC

*"I lust for travel because I like to be entertained by the sights and believe that those adventures shape who I am as a person."*

**Age: 18-44 years old (61%), 45+ (39%)**  
**Gender: Skews slightly male**  
**Employment: Full-time**  
**Education: High school degree and up**  
**HHI: \$75K+**  
**Ethnicity: 64% White, but over-index as Black/African American, Asian, American Indian and other (which includes Hispanic)**



## General Travel Attitudes

***I map out all the activities and experiences for my ideal trip, but follow my gut instincts in the moment.***

- Last minute travel specials are a great way to get a bargain. (76%/123)
- I tend to make impulse purchases. (53%/130)

***I live my life now so I have stories to tell later.***

- My philosophy is life should be as much fun as possible. (78%/123)
- You are better off having what you want now as you never know what tomorrow brings. (59%/125)

***I care about what other people think of me and see travel experiences as a way to curate my personal brand.***

- I enjoy being the center of attention. (56%/221)
- I strive to achieve a high social status. (63%/206)
- I like to give the impression that my life is under control. (86%/121)

## Motivation

### FOR TRAVEL

*"I view being an experienced traveler as part of my identity. I'll basically go anywhere as long as it's something new and there's exciting activities for everyone."*

## Barriers

### FOR TRAVEL

*"I never consider [history] as a top criteria. It's more of just an upside. There has to be a variety of things to do."*

### PREFERRED TRAVEL ACTIVITIES/TYPES OF TRAVEL



HIKE/SKI



NATIONAL PARKS



MUSIC/ EVENTS/ SPORTS



NIGHTLIFE



FESTIVALS



SIGHTSEEING

## EMPATHIC INSIGHT

You only get so many vacation days a year, so these travelers want to maximize their trips with fun things to do and bucket list sights to see.

## EMPATHIC OPPORTUNITY

Aesthetic imagery and an energetic portrayal of the destination will be appealing. Also they'll want to show off their travel experiences, so empower them to do so.

# See-ers & Do-ers



TRAVEL TYPE:  
**Couple**

### Rational Needs

- Recommendations from "real" people
- A variety of fun things to do
- To stay connected digitally

### Emotional Needs

- To escape from day to day routine
- To experience things from a fun and new perspective



TRAVEL TYPE:  
**Friend Groups**

### Rational Needs

- To celebrate a milestone or explore a new place together
- A variety of fun things to do
- Safety (especially for females)
- A convenient location for the whole group to get to

### Emotional Needs

- To gain social capital through posting interesting or exciting travel adventures online
- To escape from day to day routine and engage in exciting adventures

## Technology Attitudes

- I'm fascinated by new technology (71%/123) and I like to have a lot of gadgets. (51%/159)
- I like to be connected by phone or Internet at all times. (69%/109)
- The Internet is a main source of entertainment for me. (73%/125)

## Online & Social Networking Activities

- App categories used in the past month: *navigation, rideshare, banking/finance, sports, fitness, food/cooking, games and music.*
- Over-index for using the Internet to *play games, obtain childcare information, look for employment and watch tv/download a movie.*
- Over-index for shopping on *Groupon, Best Buy, CVS, Nike, Old Navy, Sephora and Ticketmaster.*

## MEDIA & TECHNOGRAPHICS

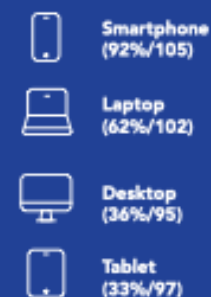
### Media



### Social



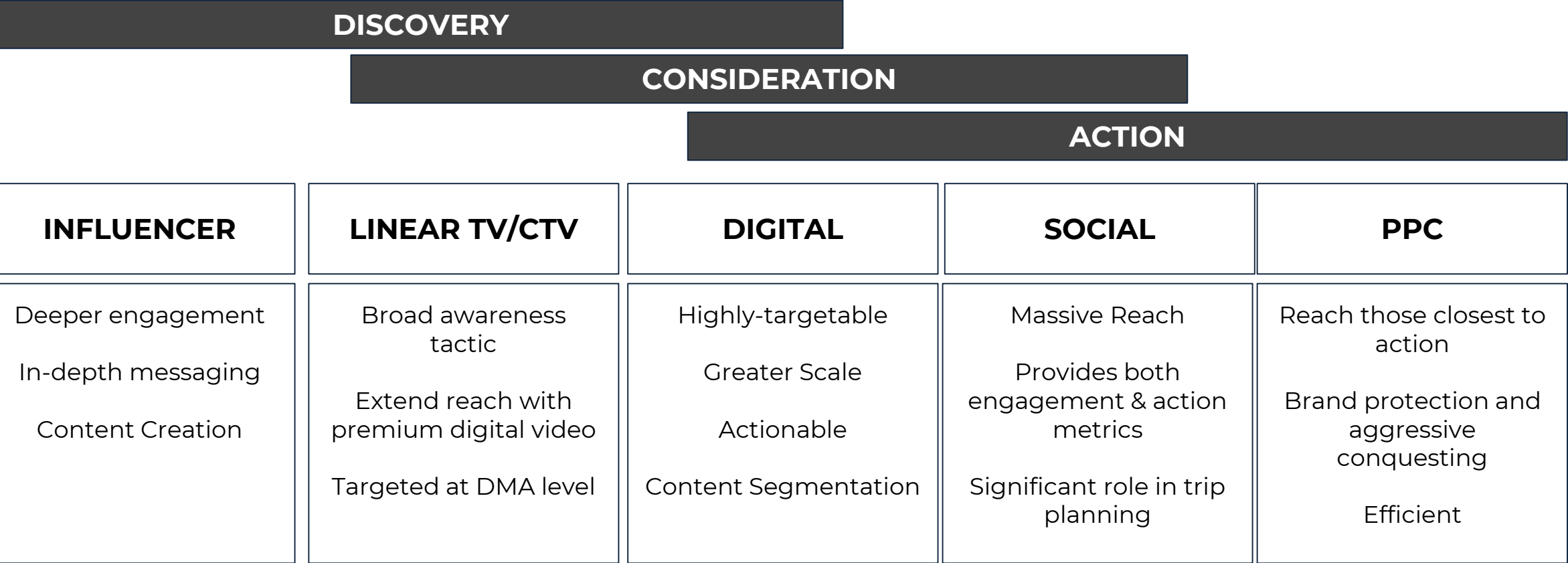
### Devices



## Other Media Planning Implications

- Of all 3 personas, they are the most environmentally conscious. They will likely be looking for ways to manage and reduce their impact on the environment when traveling.
- They over-index for bleisure trips as well as a preference for taking several shorter trips than one week long trip.

# Media Channel Approach





# Creative Execution

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Phase 1: February – March, 2020

*\*Paused in mid-March due to COVID-19*

# Campaign Creative: Phase One

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## **It checks *every* box.**

It's no small feat getting a young family out the door and on the road. To parents, a vacation is rarely a time to relax. It's the actualization of a carefully-crafted itinerary. One that fills the most amount of kid-friendly activities into the least amount of time, and satiates the largest square footage of youthful attention spans.

Sounds like a time-tested winning recipe...for kids. But what about the young parents? They didn't work hard for a vacation just to work harder on vacation, did they? In Williamsburg, we say show us the rule that states when you start raising kids you stop doing you? Who's to say the perfect place for you, and the perfect place for your kids can't be the same exact place?

So Parents, draw up an itinerary if you want, just don't be surprised if you go off-script. You might even elect to steal from ours – we've got the inside scoop after all. What we know is that whatever you're looking for, look no further than Williamsburg. It checks every box. And counting.

Williamsburg. It checks *every* box.

## Campaign Creative: Phase 1

- 4 customized landing pages
- 67 unique digital banner files
- 12 Facebook and Instagram ad units
- 3 email blasts
- 30 second Pandora ad w/ 2 companion banners
- 2 animated rich media ad units



Golf



History



Entertainment



Food

# Creative Execution

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Phase 2: May – June

“Bridge” Advertising:

--*“We’ll Be Together Again Soon”*

--*Tourism Industry Support*

# Phase 2: Bridge Campaign – We’ll Be Together Again Soon

“We’ll be together again soon” embraced the promise of tomorrow. It reminded people that we miss that connection as much as they do, and assured everyone that while the spring was the time to be safe, “tomorrow” will be the time to be together again. The effort ensured that Greater Williamsburg would be ready and waiting when tomorrow arrives.

## Goals:

- Maintain a marketing presence
- Support industry partners and local businesses
- Facilitate consumer engagement

Launched Week of May 3 -- TV and Social Media Channels in:

- Washington, DC
- Charlottesville, VA
- Harrisonburg, VA
- Roanoke-Lynchburg, VA

# Phase 2: Tourism Industry Support Campaign

*Visit*  
**WILLIAMSBURG**  
JAMESTOWN ▼ YORKTOWN

You are on our minds.

Tourism is the lifeblood of our community. This year more than ever, we're honoring the spirit of travel as we observe National Travel and Tourism Week, May 3-9, 2020.

You are our priority. Your businesses and livelihood are our mission.

When the world is ready to leave their homes again, we'll be ready to invite them here.

Stay as safe as possible today. We'll stay focused on economic recovery for tomorrow.

For the latest updates and resources for the local community, visit  
[visitwilliamsburg.com/industryresources](http://visitwilliamsburg.com/industryresources)

*Visit*  
**WILLIAMSBURG**  
JAMESTOWN ▼ YORKTOWN

When the world is ready to leave their homes again, we'll be ready to invite them here.

**#spiritoftravel**

[Learn more](#)

*Visit*  
**WILLIAMSBURG**  
JAMESTOWN ▼ YORKTOWN

When the world is ready to leave their homes, we'll be ready to invite them here.

**#spiritoftravel**

[Learn more](#)

Local Campaign Launched in Conjunction with  
National Travel and Tourism Week (May 3)  
Combination Print/Digital – VA Gazette, WY Daily  
Call to Action: COVID-Related Industry Resources Microsite

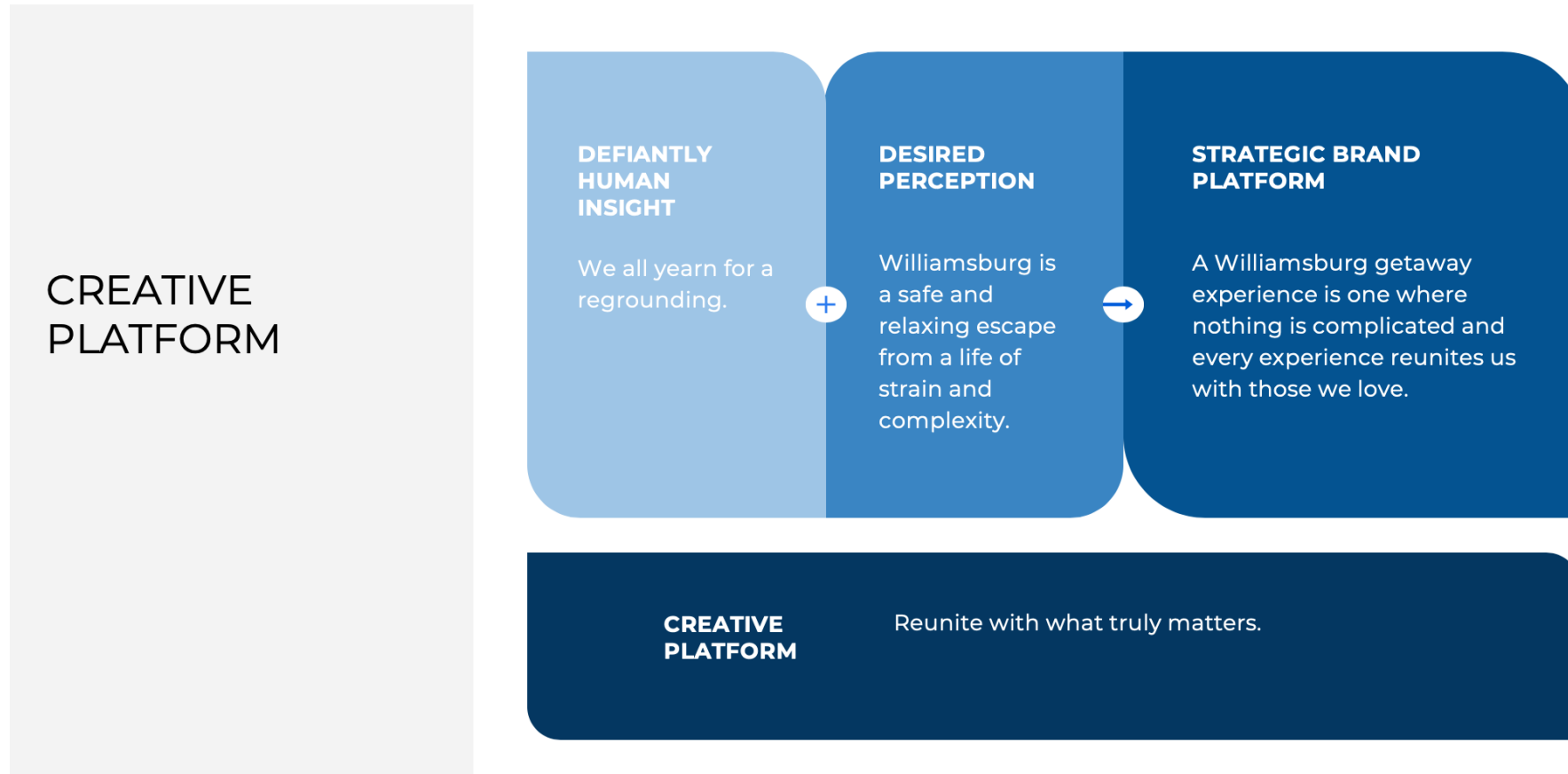
# Creative Execution

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Phase 3: June – December

# Campaign Creative: Phase Three

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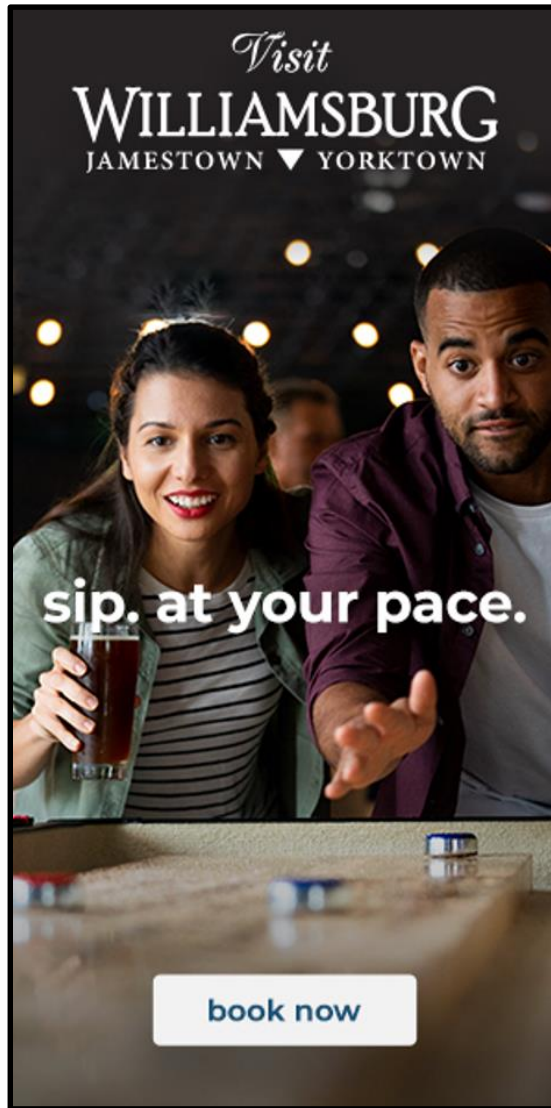


# LIFE. AT YOUR PACE.

The world forces us to move at a pace that doesn't always make us comfortable. We yearn to get back to our pace of life, as fast – or as slow – as we wish. We want to get control of our lives back. Williamsburg is the place to do just that. Because your vacation is your vacation.

You want to sleep in and have breakfast for lunch? Go for it. You want to play golf all day, everyday, for an entire week? It's your vacation. You want to hop in a canoe and see where the James River takes you (without a paddle)? Then head to Williamsburg and experience **Life. At your pace.**

Summer Campaign Creative: Phase 3



Summer Campaign Creative: Phase 3

Visit  
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JAMESTOWN ▼ YORKTOWN

book now

paddle. at your pace.

A man in a purple kayak paddles on a lake, with another person in a red kayak in the background. The scene is set against a backdrop of green trees and a clear sky.

book now

cheers. at your pace.

Visit  
**WILLIAMSBURG**  
JAMESTOWN ▼ YORKTOWN

A man and a woman are clinking beer bottles in a toast. They are outdoors at night, with string lights visible in the background.

Visit  
**WILLIAMSBURG**  
JAMESTOWN ▼ YORKTOWN

book now

experience. at your pace.

A man is taking a selfie with a woman. They are standing next to a large stone statue of a historical figure. The background is bright and sunny.

# Fall Campaign Creative: Phase 3

*Visit*  
**WILLIAMSBURG**  
JAMESTOWN ▼ YORKTOWN

**stroll. at your pace.**

[book now](#)

*Visit*  
**WILLIAMSBURG**  
JAMESTOWN ▼ YORKTOWN

**cheers. at your pace.**

[book now](#)

**uncover. at your pace.**

**Step back in time.**

Life. At your pace.

[Book Now](#)

**soar. at your pace.**

**Take a spin.**

Life. At your pace.

[Book Now](#)

# Holiday Campaign Creative: Phase 3

**Visit Williamsburg**  
Sponsored

Like Page

Cheers to a holiday filled with plenty of things to do and see, and more than a few ways to sit and unwind.



**Raise your glass**  
life. at your pace.

VISITWILLIAMSBURG.COM

Book Now

20 562 Comments 311 Shares

Like Comment Share



**Making memories**

life. at your pace.

Learn More



**Family fun awaits**

life. at your pace.

Learn More



**Quality time**

life. at your pace.

Learn More

### Objective

Drive awareness and affinity for Greater Williamsburg by promoting in-person and virtual learning experiences during the pandemic, a time when many students are learning remotely.

### Timing

November 2020 – February 2021

### Target Audience

- Parents/Families
- Teachers

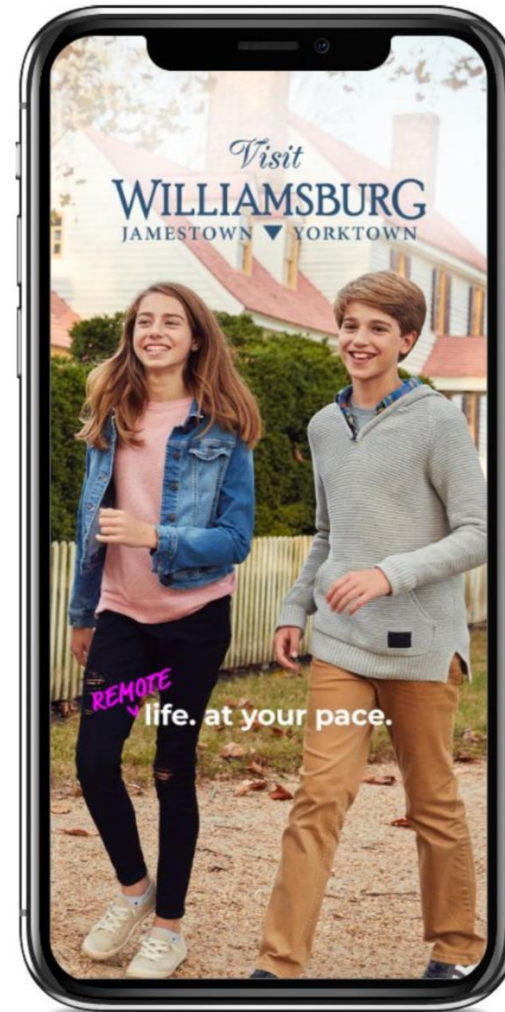
REMOTE  
↓  
life. at your pace.

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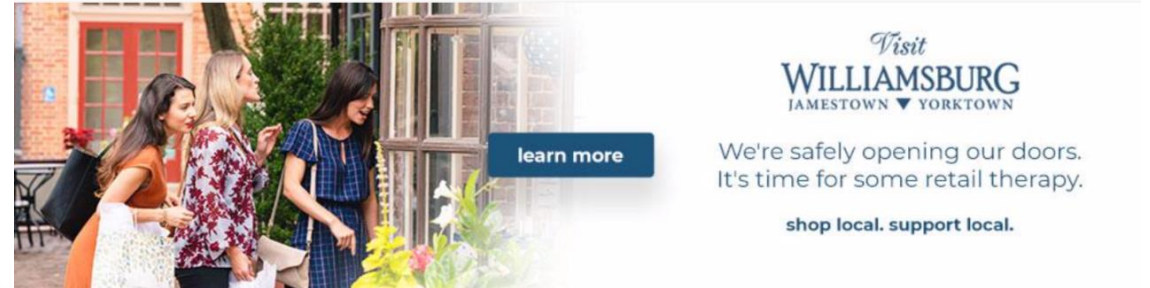
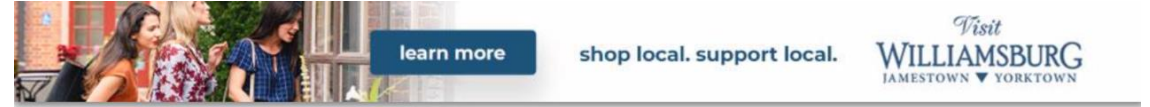
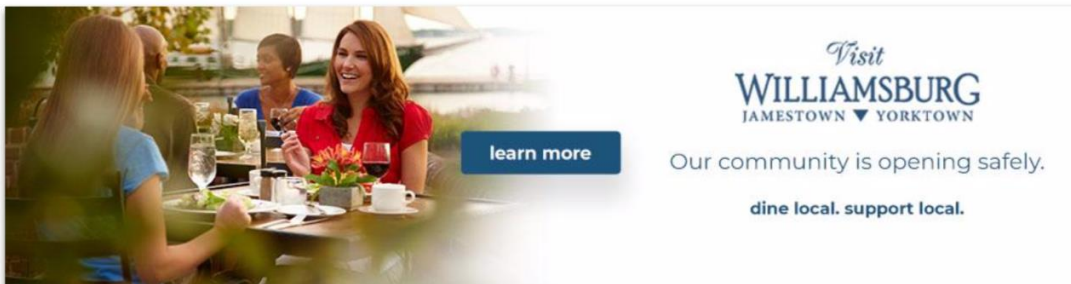
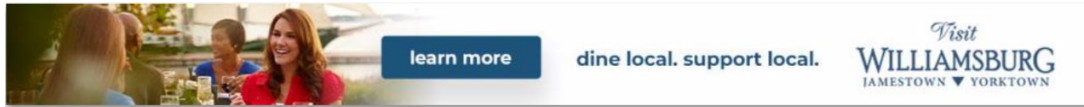
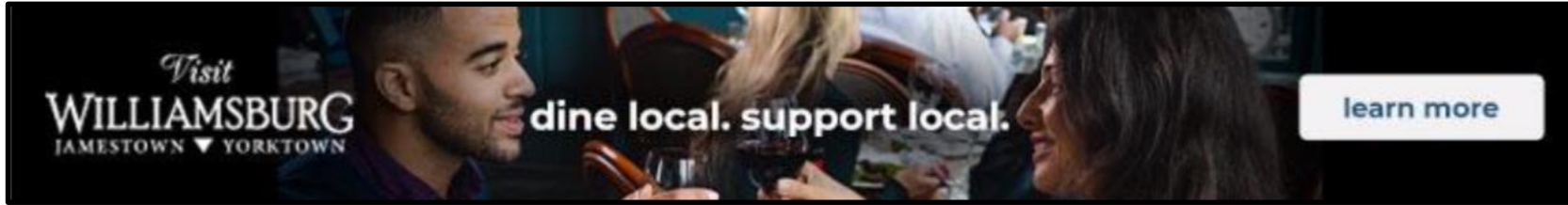


“Think Williamsburg” Creative: Phase 3





# Shop/Dine Local Creative: Phase 3





# Williamsburg welcomes you.

[LATEST UPDATES](#)

[MORE](#) ▼

## We're opening safely

Forgive our stating the obvious, but these are unusual times. We want to make it easy to find the goodness that's happening right here — in Greater Williamsburg. So take the family and visit one of our local restaurants. Buy that fancy hat you've always wanted. Splurge on some dinner wine. Or dessert wine. Or just a "mowing the lawn" beer. Take a breath, and find comfort in all of the small pleasures that reveal themselves.

As businesses begin to reopen to the public, please visit responsibly, practice social distancing, and safely enjoy all that Greater Williamsburg has to offer. [View Phase 3 guidelines](#) and [Frequently Asked Questions](#).

### SAFETY PROCEDURES

Reinforced Hand Sanitation

Social Distancing Enforcement

Temperature Screening for Entry

Online/Mobile/Curbside Tickets

Touchless Entry Points

Installed Physical Barriers

Modified Capacity

Facial Coverings Required

SEARCH:

BUSINESS NAME	LISTING AMENITIES	DINING OPTIONS (RESTAURANT ONLY)	HOURS
<a href="#">1607 Grill at Williamsburg National Golf Club</a>		Outdoor Dining, Gift Cards Available	Standard
<a href="#">501 Bar &amp; Grill at Stonehouse</a>		Takeout Available, Outdoor Dining, Gift Cards Available	Standard

# Cooperative Marketing Program

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Objectives/Participation Criteria

Media Outlets

Participation

## Objectives:

- Amplify advertising impact for the region with a consistent brand presence
- Extend partner advertising budgets to maximize share of voice
- Increase destination visitation and overnight stays

### Visit Williamsburg Provides:

1:1 match on  
media investment

Creative template  
for digital ad units

### Local Partner Provides:

2020 media investment  
of \$2,500-\$25,000\*

Final creative files per  
media vendor's specifications

### Media Vendor Provides:

Custom advertising packages based  
on multiple investment levels

Performance reporting

Invoice management (automatically  
split between partner and VW)



## To Participate:

- Businesses or organizations located within the City of Williamsburg, James City County, and York County
- Participants must offer tourism services, including: attractions, activities, tours, dining, brick-and-mortar retail shops, accommodations
- Ad creative must utilize supplied digital advertising templates
- Funds are available on a first-come, first-served basis

## Cooperative Marketing Program: Media Outlets



Value Proposition	Targeting	Packages/Platforms
TripAdvisor is a leading travel site network, reaching consumers at multiple points during their trip planning journey, both on and off TripAdvisor.com	Travelers researching Virginia on Tripadvisor.com properties	\$2,500-\$25,000 for 1-6 months, pending investment level  Matching bonus inventory on each buy level
	Regional travelers from key drive markets within Tripadvisor.com	
	At highest investment level, targeting key travelers after they leave tripadvisor.com	
Adara has the ability to target airline, hotel and travel rewards databases across a wide variety of sites online - both travel and non-travel.	Local drive market travelers currently researching weekend getaways and extended vacations	\$2,500-\$10,000 for 1-4 months, pending investment level  Matching bonus inventory on each buy level
	Travelers currently searching for Williamsburg & Virginia travel, yet haven't booked	



6

PARTICIPANTS

\$72,500

MATCHING FUNDS



# Sales

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Action Plan

Activities

New Business Leads

# Action Plan

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## Goal:

Increase overnight visitation through direct sales efforts in six key segments – Sports, SMERF, Association, International, Corporate, and Group.

## Actions:

- Build and develop sales team
- Audit
- Implement new Customer Relationship Management software
- Issue business leads to tourism industry

## Tactics:

- Attend tradeshow
- Host familiarization (FAM) tours
- Facilitate sales missions and client events
- Join and participate in professional organizations, ie: MPI, ASAE, RCMA

## Outcome:

Execute sales tactics to aggressively contribute to overall occupancy goals, with an expected occupancy increase of 3-5% year over year.

*\*\*NOTE: Tactics severely impacted by COVID-19.*



# Action Plan

## SPORTS & SMERF

## ASSOCIATION

## INTERNATIONAL & CORPORATE

## GROUP TOUR

### WHY?

Youth Sports is a \$15.8 billion industry projected to double over the next four years. Sporting events occur throughout the year, and can be solicited based on sport, season, and attendance performance. Specialty markets encompass the broader range of special interest groups committed to meeting in support of their collective interests and communities creating positive economic impact.

Associations are an integral part of the U.S. Economy. They collectively represent industries, professions, and causes, educational, and professional development. Associations employ more than 1.8 million Americans, and represent a major piece of the meetings and conventions industry.

International travelers book longer stays, spend more, and focus on shopping, sightseeing, fine dining, national parks and monuments, and amusement/theme parks. Corporate (or Meetings, Incentive, Conferences and Exhibitions) pairs well with International travelers and corporate business.

Group tour is a strong performer in Greater Williamsburg. Group tour consists of both adult and student groups. Success in this segment is essential and growth is mandatory.

### MEMBERSHIPS

SGMP, Sports ETA, RCMA

VSAE, ASAE, PCMA, VADMO, AENC

MPI, FICP, HCEA, SITE

ABA, SYTA, PBA, MMA, OMCA, VMA, NTA, NCMA, MCASC

### DESTINATION AWARENESS

- Identify opportunities to “sell” the destination, articles in trade journals, monthly highlights to database and destination updates and information.
- Webinars
- Annual FAM

- Quarterly webinars to engage and inform clients, potential clients, and area suppliers
- Destination training sessions
- Membership participation, industry newsletters, and annual FAM

- Host qualified product/planner FAMs
- Destination training sessions
- Quarterly webinars to inform clients/potential clients

- Trade journal advertising, monthly highlights/destination updates to database
- Webinars
- Annual FAM

# Action Plan

## SPORTS & SMERF

## ASSOCIATION

## INTERNATIONAL & CORPORATE

## GROUP TOUR

### SALES ACTIVITIES

#### 7 Key Tradeshows

Virginia Sports Summit (Postponed in 2020, Date TBD)  
 Sports ETA Symposium (4/19-4/23, 2020, Kansas City, MO)  
 Connect Sports (8/17-19, 2020, New Orleans, LA)  
 S.P.O.R.T.S. The Relationship Conference (9/28-10/1, 2020 Colorado Springs, CO)  
 TEAMS Conference (10/19-10/22, 2020, Houston, TX)  
 Connect Diversity (2/19-21, 2021, Kissimmee, FL)  
 RCMA (1/5-7, 2021, Charlotte, NC)  
 SGMP (5/19-21, 2021 St. Louis, MO)

#### 2 Sales Blitzes

AAU Junior Olympics  
 Megachurches Hampton Roads

#### Sales Missions

Washington, DC/NOVA  
 Virginia/VTC to solicit regional youth sports and specialty market business

#### 4 Key Tradeshows

PCMA Annual (6/28-7/1, 2020, Montreal, Canada)  
 ASAE (8/8-8/11, 2020, Las Vegas, NV )  
 VSAE Annual Conference (5/3-5, 2020, Williamsburg, VA)  
 VSAE Fall Conference (10/1, 2020, Richmond, VA)

#### 3 Client Events and Sales Missions

Washington, DC  
 Richmond, VA  
 Raleigh, NC

#### 8 Key Tradeshows

FICP Annual Conference (11/15-18, 2020, Washington, DC)  
 HCEA Connect (8/16-18, 2020, Washington, DC)  
 SITE Global Conference (2/3-7, 2021, Dublin, Ireland )  
 MPI WEC (6/6-6/9 Grapevine, TX)  
 IPW 2020 (5/30-6/3 Las Vegas, NV)  
 GBTA 2020 (7/25-7/29 Denver, CO)  
 Connect 2020 (8/17-8/19 New Orleans, LA)  
 Small Meetings Market Conference (10/4-10/6, French Lick, IN)

#### Sales Blitzes: 3

**Virginia Fortune 1000 Blitz**  
 VTC and CRUSA blitzes

#### 5 Sales Missions

North Carolina, Richmond, Virginia, Washington, DC, Baltimore, Maryland , join CRUSA on International sales mission and participate in partner advertising and awareness

#### 7 Key Tradeshows

ABA (1/29/21-2/2/21 Baltimore, MD)  
 SYTA (8/14-18/2020Winnipe, MB, Canada)  
 PBA Marketplace (3/23-24/20 York, PA)  
 MMA Leader Showcase (3/24-3/25 York, PA)  
 OMCA Marketplace (11/8-11/11 Niagara Falls, ON, Canada )  
 VMA – MCASC - NCMA Regional Meeting (8/25-8/29 Harrisonburg, VA)  
 NTA Travel Exchange (11/15-11/19 Reno/Tahoe, NV)

#### Sales Blitzes: 4

Sales Blitzes sandwiching Motor coach shows and events.  
 Baltimore, Pennsylvania, Virginia

#### 3 Sales Missions

Washington, DC/NOVA  
 South Carolina  
 North Carolina

### DRIVE SALES

- Identify niche sport event creators and key decision makers, ask for business, and relay product information and destination developments
- Weekly sales calls, solicitations, lead and target account goals

- Weekly sales calls, solicitations, lead and target account goals
- Host Annual Association Meeting Planner FAM
- Identify, develop, maintain, and grow accounts and client relationships

- Identify, Develop, Maintain and grow accounts and client relationships
- Meet weekly sales call, solicitation, lead and target account goals

- Identify Itinerary creators and key decision makers, ask for business, and relay product information and destination developments.
- Identify new opportunities in niche markets within tour segment including, diversity, senior, culinary, adventure, military, historical, service, eco, special interest and fraternal.
- Meet weekly sales and solicitation goals, lead goals and target account goals.

## Activities

### CONFERENCES/SHOWS

10/4 – 10/6	Small Market Meetings Conference	French Lick, Indiana
10/13 – 10/14	Virginia Society of Association Executives Fall	Virtual
10/17 – 10/19	National Tour Association Virtual Travel Exchange	Virtual
10/19 – 10/22	Travel, Events and Management in Sports (TEAMS)	Virtual
10/27 – 10/28	Student and Youth Travel Association	Virtual

### VIRTUAL SALES CALLS

10/4 – 10/6	American Bar Association Planning Committee	Virtual
11/4	American Folklore Society	Virtual
11/10	Mid Atlantic Tours and Receptive Services	Virtual
11/12	Firecracker Sports	Virtual
11/9 – 11/13	VADMO Sales Blitz	Virtual

### FUTURE EVENTS

12/15 – 12/16	Holiday Showcase	Virtual
March 2021	Going on Faith	TBA
May 2021	Rendezvous South	Lake Charles, Louisiana

## New Business Leads

<b>Posted</b>	<b>Event/Business</b>	<b>Total Room Nights</b>	<b>Year</b>
9/18	Major League Quidditch	175	2021 & 2022
9/23	Southeast Tourism Society Connections Conference	175	2022
9/28	Urban Superintendents Summer Academy – Transportation Lead	-	2021
10/16	American Pickleball Tour	262 & 254	2021 & 2022
10/22	USS Sea Devil Reunion – Service Lead	60	2021
10/28	World’s Our Little Miss Scholarship Competition	1005	2021
10/28	World’s Universal Beauty Scholarship Competition	685	2022
10/28	National Baptist Deacons Convention of America	910 & 960	2023 & 2024
10/29	Southern Economic Development Council	672	2023
11/4	Virginia Recycling Association Conference	125	2021
11/9	United States Coast Guard	1,107	2021
11/14	Annual Client Meeting	22	2021
11/16	Reasons Summer Camp 2021	160	2021

# Research

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## Ad Awareness Study

Conducted by:

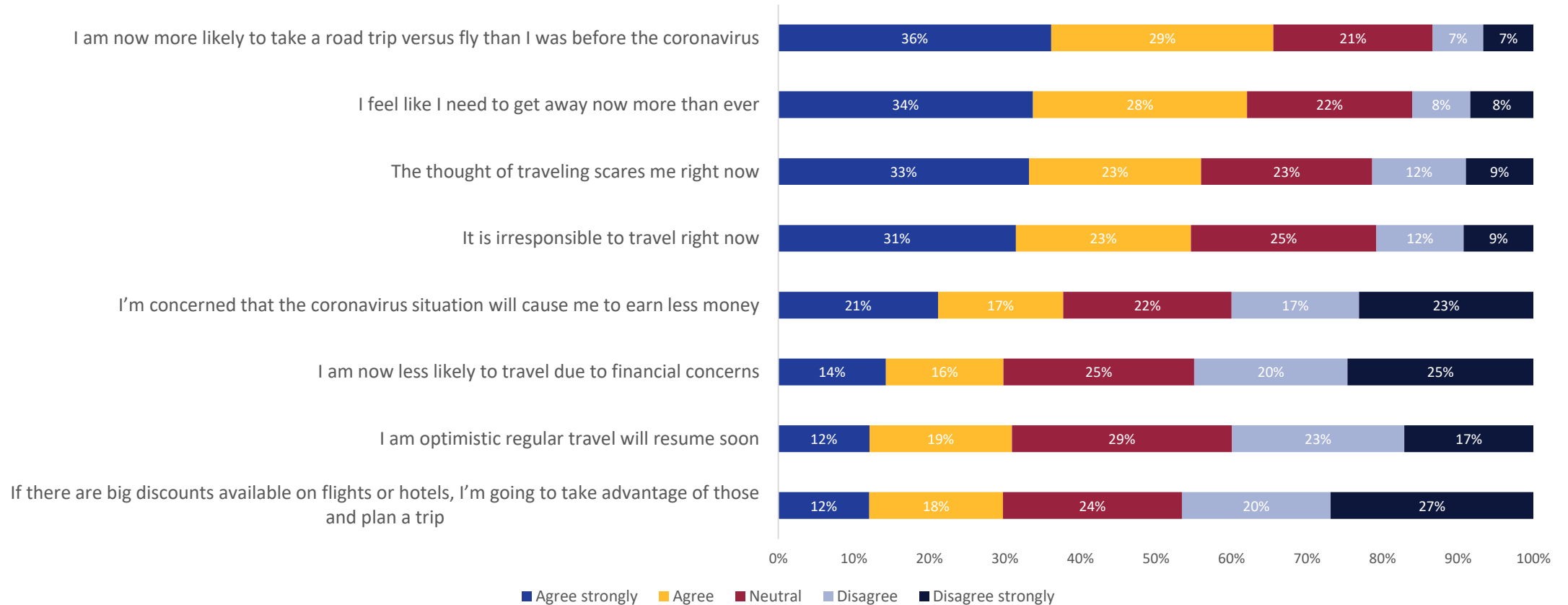


# Research Objectives

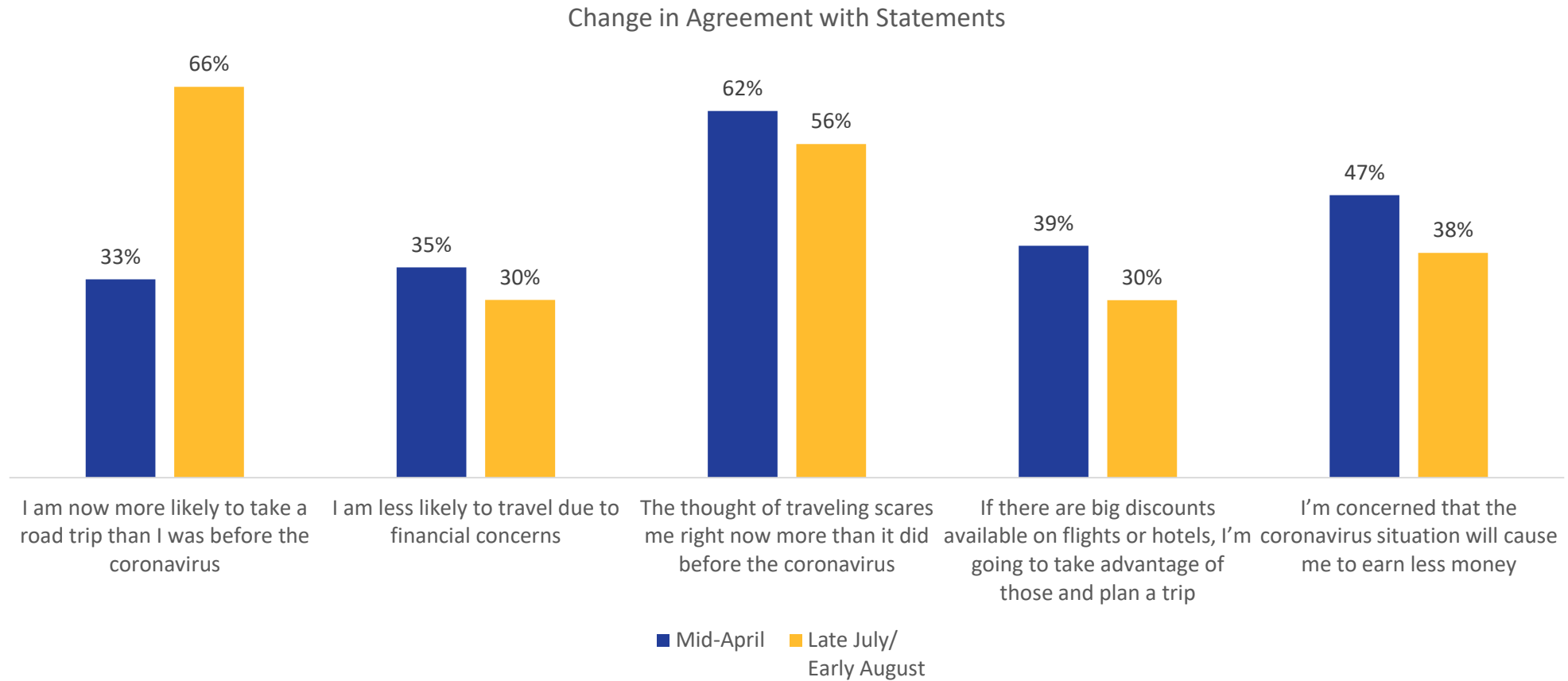
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- An interim wave of advertising effectiveness testing was conducted in August to help assess the performance of the marketing effort in maintaining image and awareness metrics and potential gain share of mind to help be poised for post pandemic success
- Among the key metrics
  - Ad awareness
  - Familiarity
  - Destination Rating
  - Likelihood to visit
- Trending comparisons are made to last year's end of year effectiveness results

# COVID-19 Context

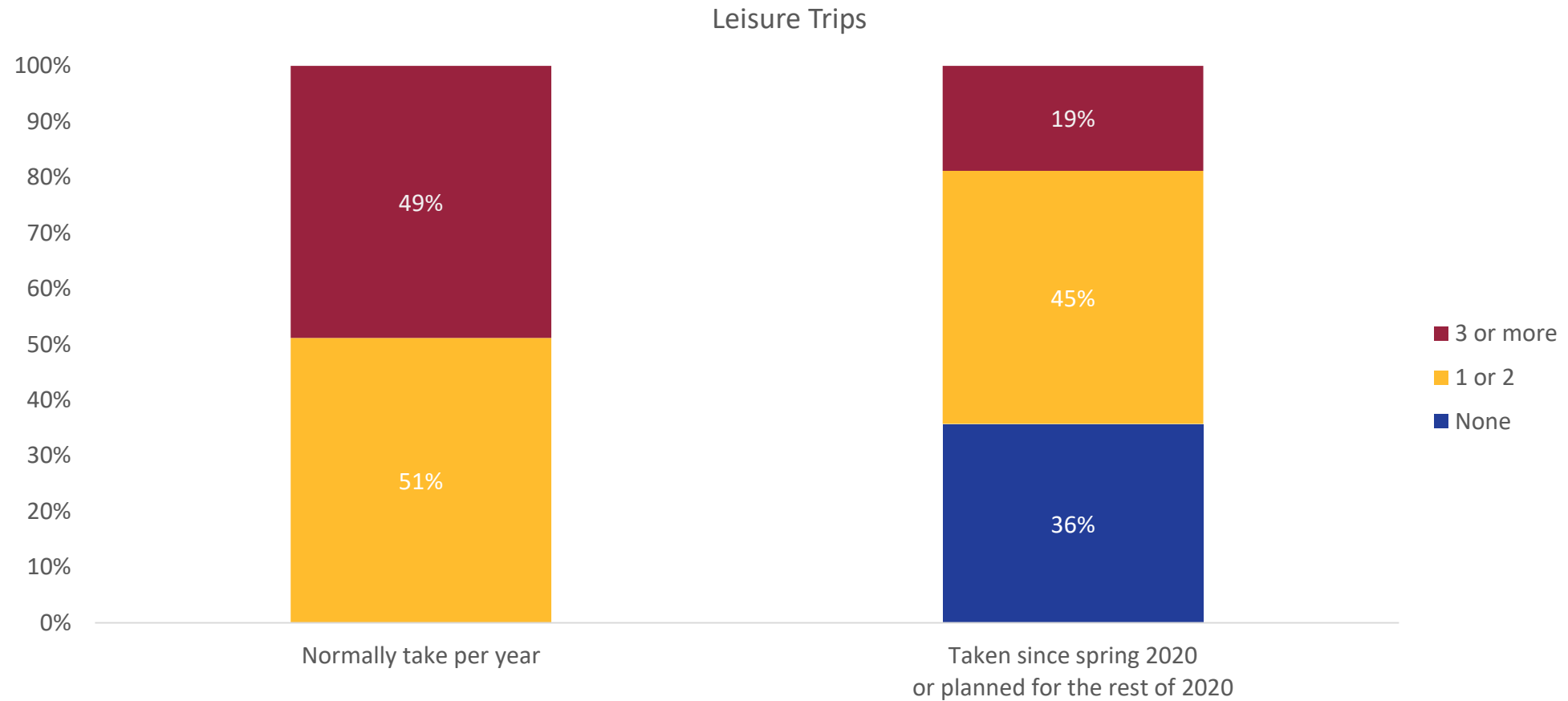


# Consumer Perception Changes





# COVID-19 Impact on Leisure Travel



# Campaign Overview: Life. At Your Pace.

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- The “Life. At your pace.” campaign was selected through qualitative and quantitative testing
- The campaign includes digital banner, native, Facebook, and video (linear TV/CTV) advertising
- WTC invested \$2 million in this summer 2020 advertising in June and July, which was significantly less than planned



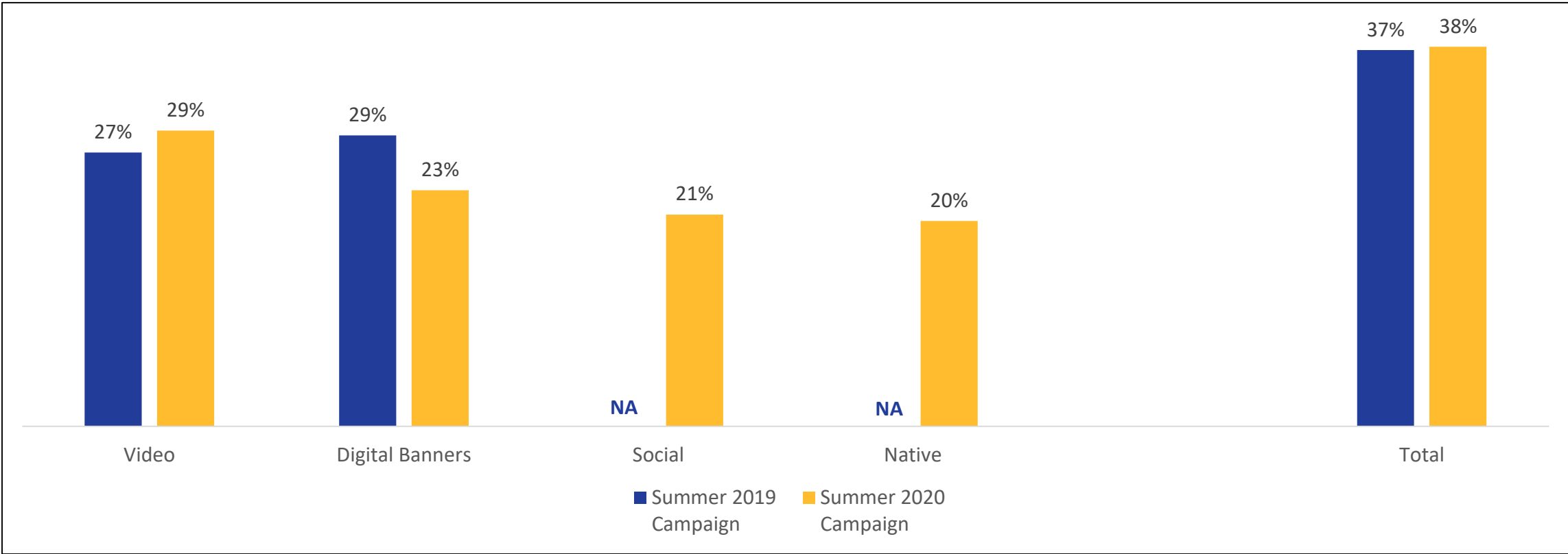
# Cost per Aware Household

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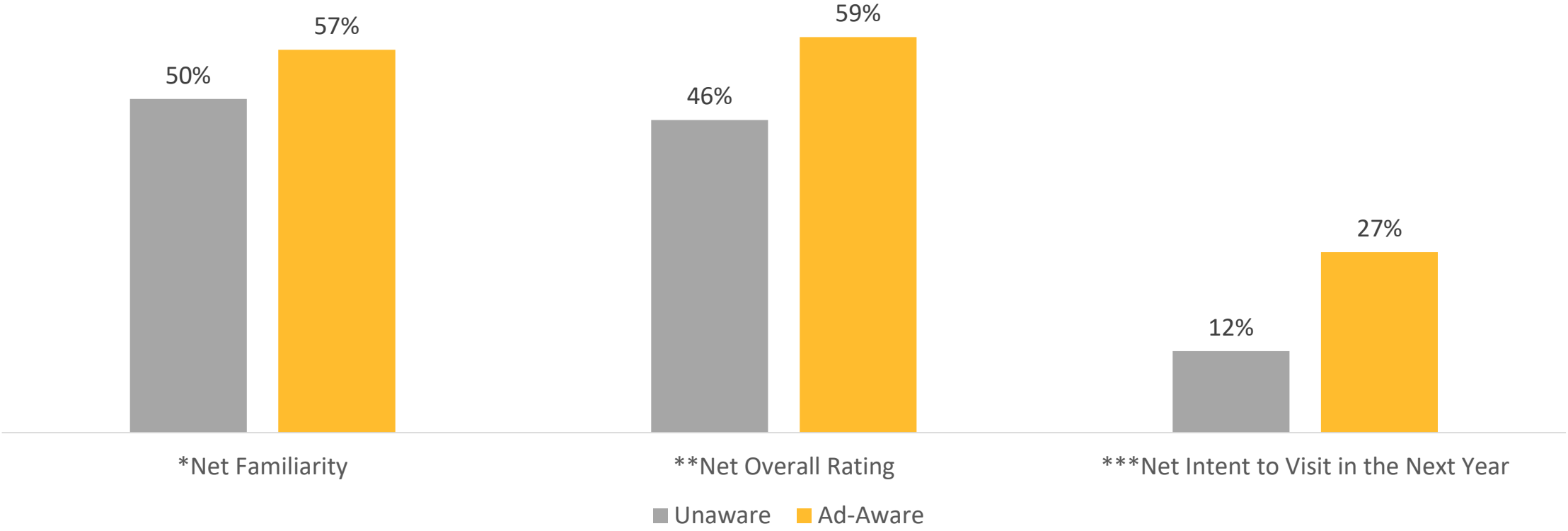
	June/July 2020
Target HHs	15,578,160
Awareness	31%
Aware HHs	4,791,069
Media Spend	\$1,968,613
Cost per Aware HH	\$0.41



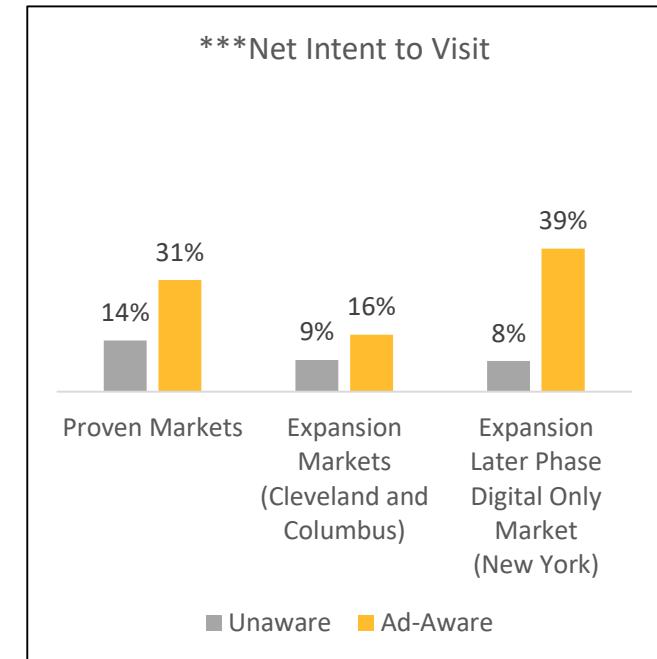
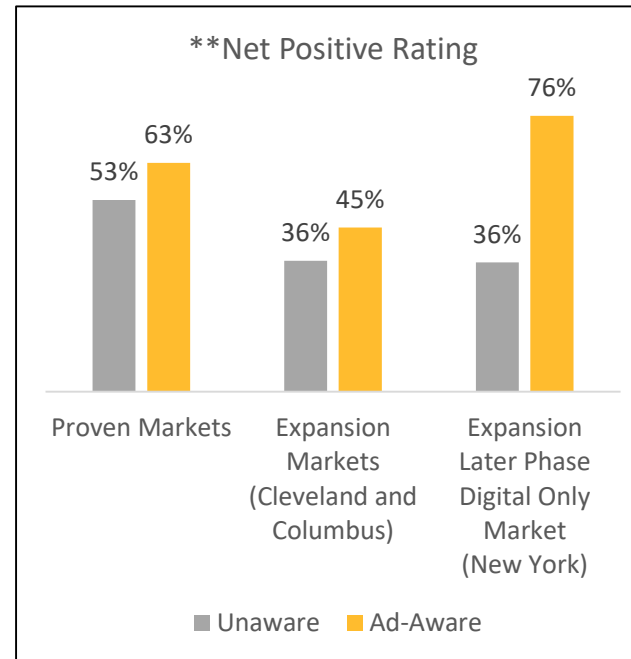
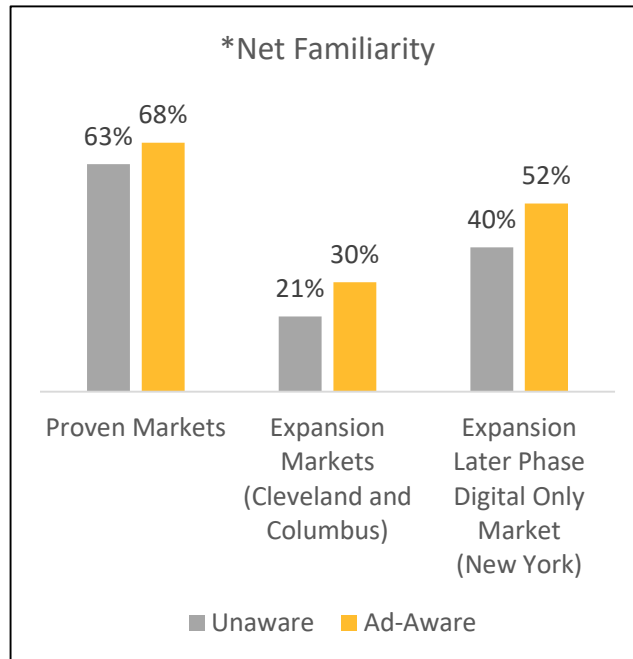
# Awareness Change (Comparable Markets)



# Ad Impact on Familiarity, Rating, and Intent



# Ad Impact on Familiarity, Rating, and Intent (By Market)



# Conclusions

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By keeping a marketing presence through the pandemic summer with a campaign strategically designed to appeal to the target Visit Williamsburg succeeded in....

- Maintaining the level of campaign awareness with a new campaign
- Dramatically reducing the cost per aware household and performing better than average
- Building familiarity, destination appeal, and likelihood to visit with ad exposure

# NEW: Economic Dashboard

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Developed by:

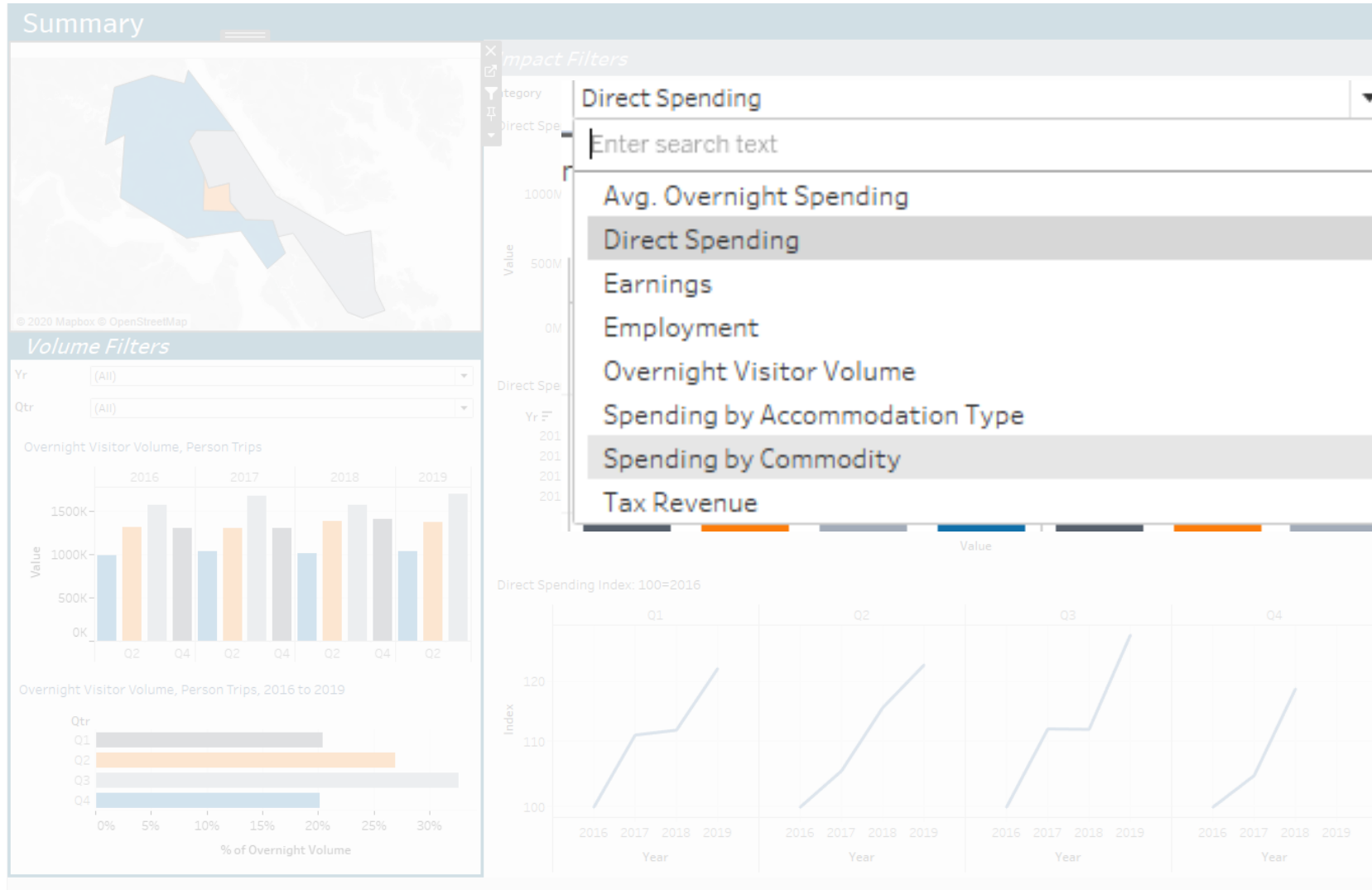
**Dean Runyan** Associates



# Summary View

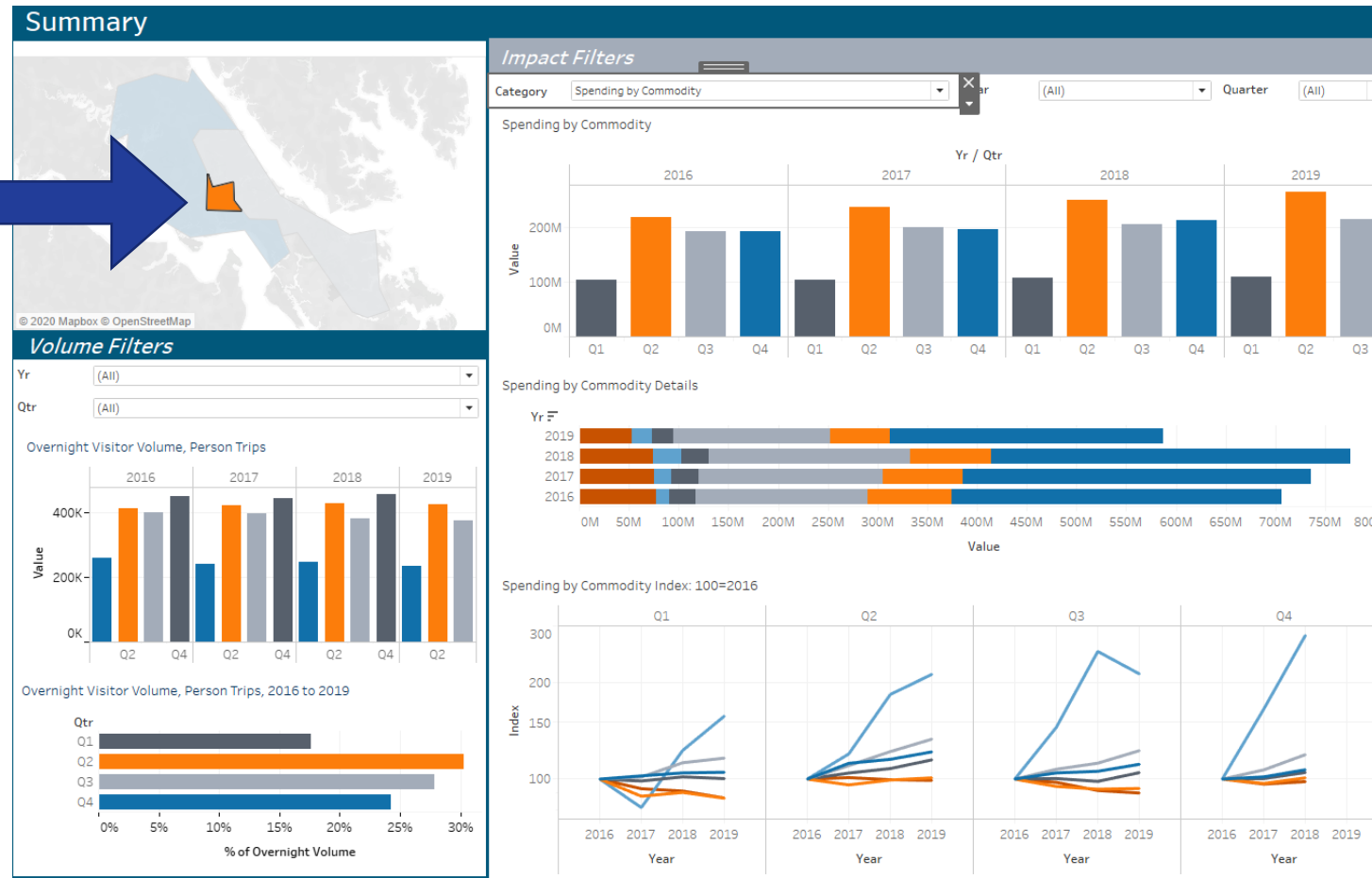


# Summary View



# Interactive filters – change category and choose geography

Ability to drill down into geographic detail.



# Access to economic impact details and additional information

**Direct Economic Impacts -- Use county filter to change geography**

County: (All)

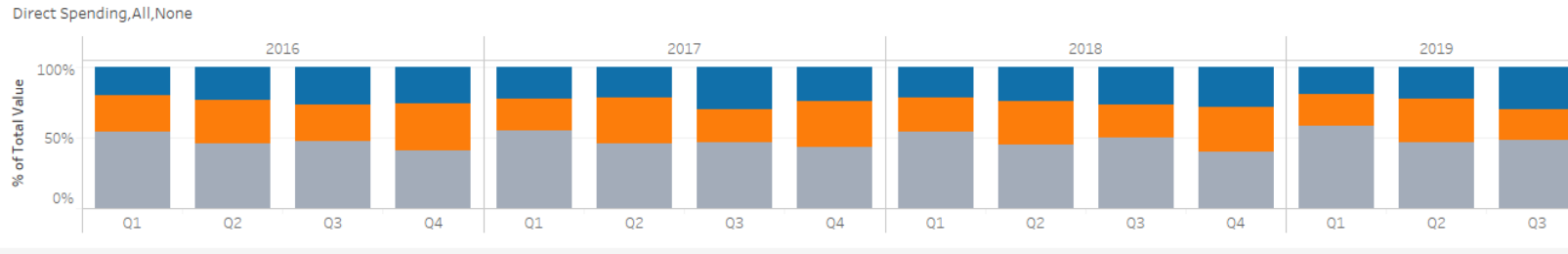
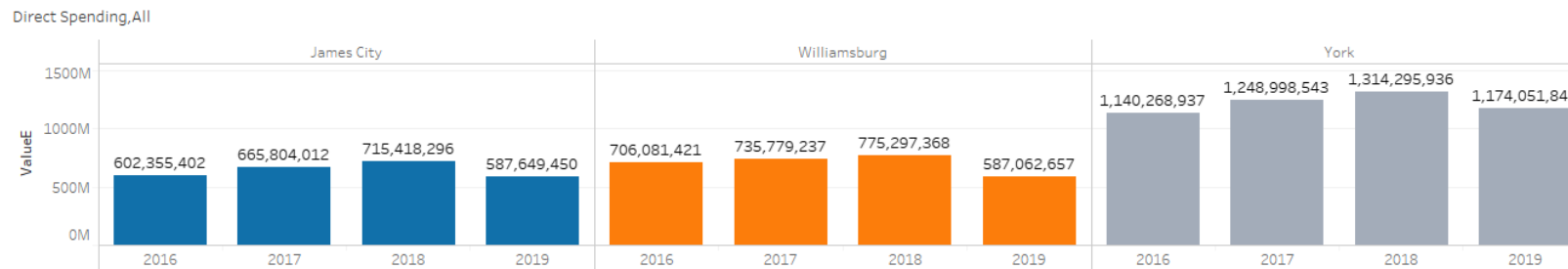
		2016			2017			2018	
		James City	Williamsburg	York	James City	Williamsburg	York	James City	Williamsburg
Direct Spen..	Destination Spending	602,355,402	706,081,421	1,140,268,937	665,804,012	735,779,237	1,248,998,543	715,418,296	775,297,368
Earnings	Accom. & Food Serv.	177,415,454	654,444,132	650,634,773	201,086,370	699,909,941	737,378,091	215,579,049	736,311,111
	Arts, Ent. & Rec.	29,758,655	102,293,935	164,969,991	29,934,037	97,499,198	166,830,255	30,891,384	99,049,111
	Retail	13,798,178	45,775,696	62,821,222	14,571,669	46,061,511	70,161,294	15,319,653	46,821,111
Employment	Accom. & Food Serv.	13,237	15,122	19,093	15,167	15,373	21,052	16,233	16,233
	Arts, Ent. & Rec.	3,586	4,114	4,866	3,476	3,714	4,493	3,730	3,730
	Retail	1,321	1,305	2,320	1,431	1,325	2,456	1,565	1,565
Tax Revenue	Local Tax Receipts	23,523,127	27,823,774	36,180,495	25,325,366	28,057,742	38,253,660	28,400,202	30,821,111
	State Tax Receipts	14,364,235	16,756,258	23,238,915	15,139,881	16,576,949	24,115,164	16,114,509	17,311,111

Local Tax Share of Direct Spend

	County		
	James City	William..	York
2019	4.1%	4.1%	3.2%
2018	4.0%	4.0%	3.2%
2017	3.8%	3.8%	3.1%
2016	3.9%	3.9%	3.2%

Category: Direct Spending

Label: (All)



# Expand all tables and charts to view quarterly details

**Direct Economic Impacts -- Use county filter to change geography**
County: James City

		2016				2017				2018	
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2
		James City	James City	James City	James City	James City	James City	James City	James City	James City	James City
<b>Direct Spen..</b>	Destination Spending	82,616,053	164,674,838	207,352,056	147,712,455	100,445,398	164,406,681	257,178,325	143,773,608	98,932,747	196,8
<b>Earnings</b>	Accom. & Food Serv.	23,731,882	48,430,798	61,254,861	43,997,913	30,249,587	49,899,872	77,817,724	43,119,187	29,805,374	59,8
	Arts, Ent. & Rec.	4,256,915	8,309,397	10,159,217	7,033,127	4,629,318	7,368,998	11,480,029	6,455,692	4,455,256	8,6
	Retail	2,006,513	3,781,751	4,636,688	3,373,227	2,284,154	3,598,735	5,473,650	3,215,131	2,201,882	4,1
<b>Employment</b>	Accom. & Food Serv.	7,629	14,710	16,659	13,950	9,132	15,226	22,465	13,844	9,327	
	Arts, Ent. & Rec.	1,587	4,583	5,215	2,960	1,569	3,695	6,106	2,534	1,678	
	Retail	842	1,471	1,694	1,275	868	1,463	2,073	1,321	908	
<b>Tax Revenue</b>	Local Tax Receipts	3,034,585	6,113,381	8,714,871	5,660,291	3,496,878	5,960,057	10,501,946	5,366,486	3,508,178	7,0
	State Tax Receipts	1,960,855	3,796,564	5,220,289	3,386,526	2,101,665	3,608,327	6,203,100	3,226,788	2,105,762	4,2

Category: Tax Revenue

Label: (All)

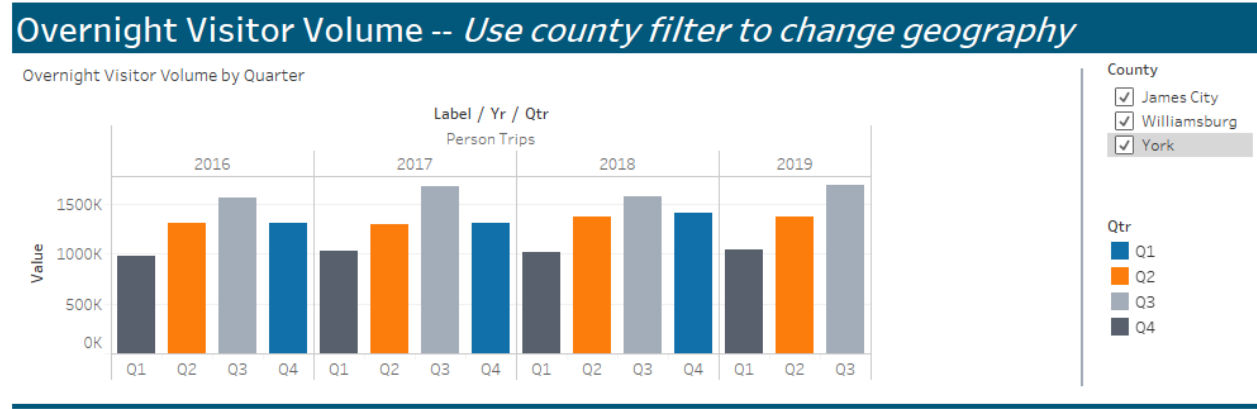
**Local Tax Share of Direct Spend**

		County
		James C..
2019	Q1	3.8%
	Q2	3.9%
	Q3	4.3%
2018	Q1	3.5%
	Q2	3.6%
	Q3	4.4%
2017	Q1	3.5%
	Q2	3.6%
	Q3	4.1%

Tax Revenue, All

Tax Revenue, All, None

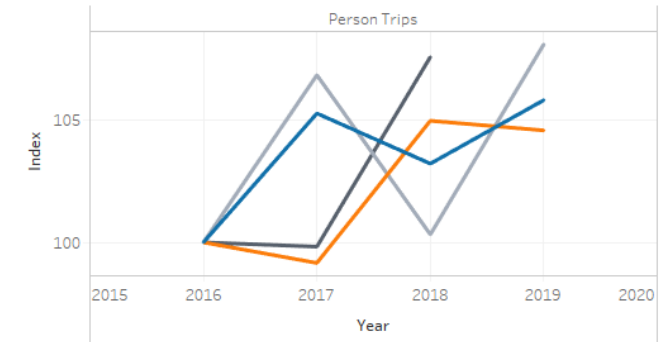
# Overnight Visitor Volume - Expanded Detail



Avg. Overnight Spending

		Qtr			
		Q1	Q2	Q3	Q4
per Person Night	2019	\$229	\$252	\$217	
	2018	\$215	\$236	\$203	\$216
	2017	\$210	\$229	\$191	\$206
	2016	\$198	\$215	\$183	\$198
per Person Trip	2019	\$426	\$571	\$525	
	2018	\$400	\$534	\$492	\$427
	2017	\$390	\$517	\$463	\$407
	2016	\$370	\$486	\$443	\$391

Overnight Visitor Volume Index by Quarter: 100 = 2011



Length of Stay

Q1	Q2	Q3	Q4
1.9	2.3	2.4	2.0

Party Size

Q1	Q2	Q3	Q4
2.2	2.1	2.6	2.3

# Administration

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Procurement

New Hires

Public Body Status

# Procurement

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INTERNAL STRATEGIC PLANNING

MAILHOUSE/DISTRIBUTION

AUDIT

LEGAL SERVICES

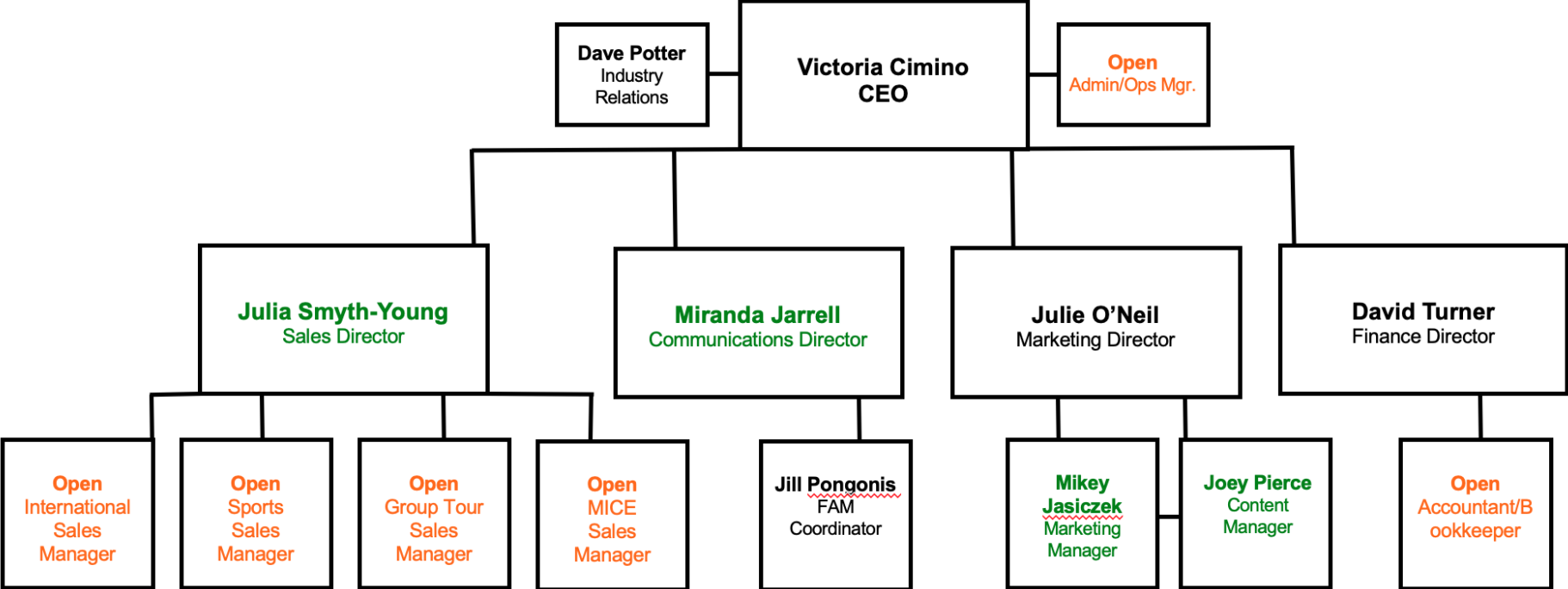
PUBLIC RELATIONS

*Conducted in coordination with:*






# New Hires



 New Hires

 Open Positions (due to COVID-19)

# Public Body Status

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The Williamsburg Tourism Council officially acknowledged its' status as a public body on September 15, 2020, and pledged to continue to operate as one.

- Staff was directed to perform the necessary tasks to ensure compliance with the actions of a public body
- Establish a separate Employee Identification Number
- Clarify financial auditing and oversight relationship with state government
- Suspend current bylaws; revise and adopt new bylaws
- Ensure that current memorandums of understanding with external organizations are in compliance of that of a public body

# Thank You

*Questions?*

*Contact*

*[victoria.cimino@visitwilliamsburg.com](mailto:victoria.cimino@visitwilliamsburg.com)*

*Visit*  
**WILLIAMSBURG**  
JAMESTOWN ▼ YORKTOWN

**Williamsburg Tourism Council  
Expense Transaction Details**

Vendor	Type	Date	Num	Memo	Chk Date	Check	Segment	Group	Account - Description	Amount
Adrienne Berard	Bill	01/31/2020	001	WRITING SEMINAR	02/25/2020	556353	Administration	Office Administration	1860200 · TC - Training	450.00
American Chamber of Commerce Executives	Bill	01/31/2020	90281	LIFE INSURANCE - JAN20	01/15/2020		EFT Labor & Benefits	Shared Staff Wages	0853000 · Insurance Benefit - Admin	77.78
American Chamber of Commerce Executives	Bill	01/31/2020	90281	LIFE INSURANCE - JAN20	01/15/2020		EFT Labor & Benefits	Employee Wages &	1853000 · TC - Insurance Benefits	353.03
American Chamber of Commerce Executives	Bill	02/15/2020	90682	LIFE INSURANCE - FEB20	02/17/2020		EFT Labor & Benefits	Shared Staff Wages	0853000 · Insurance Benefit - Admin	77.78
American Chamber of Commerce Executives	Bill	02/15/2020	90682	LIFE INSURANCE - FEB20	02/17/2020		EFT Labor & Benefits	Employee Wages &	1853000 · TC - Insurance Benefits	466.51
American Chamber of Commerce Executives	Bill	03/31/2020	102049	LIFE INSURANCE - MAR20	03/15/2020		EFT Labor & Benefits	Shared Staff Wages	0853000 · Insurance Benefit - Admin	77.78
American Chamber of Commerce Executives	Bill	03/31/2020	102049	LIFE INSURANCE -MAR20	03/15/2020		EFT Labor & Benefits	Employee Wages &	1853000 · TC - Insurance Benefits	568.81
American Chamber of Commerce Executives	Bill	04/15/2020	1669939	401K ADMIN FEE - 1ST QUARTER	04/15/2020		EFT Administration	Shared Office	0864000 · Business Expense	475.00
American Chamber of Commerce Executives	Bill	04/30/2020	103431	LIFE INSURANCE - APR20	04/15/2020		EFT Labor & Benefits	Shared Staff Wages	0853000 · Insurance Benefit - Admin	77.78
American Chamber of Commerce Executives	Bill	05/22/2020	104429	LIFE INSURANCE - MAY20	05/15/2020		EFT Labor & Benefits	Shared Staff Wages	0853000 · Insurance Benefit - Admin	77.78
American Chamber of Commerce Executives	Bill	06/19/2020		LIFE INSURANCE - June20	06/15/2020		EFT Labor & Benefits	Shared Staff Wages	0853000 · Insurance Benefit - Admin	24.14
Anthem Blue Cross Blue Shield	General Journal	01/01/2020		Emp Benefit			Labor & Benefits	Employee Wages &	1853000 · TC - Insurance Benefits	2,526.84
Anthem Blue Cross Blue Shield	General Journal	01/01/2020		Emp Benefit			Labor & Benefits	Employee Wages &	1853000 · TC - Insurance Benefits	209.76
Anthem Blue Cross Blue Shield	General Journal	01/01/2020		Emp Benefit			Labor & Benefits	Employee Wages &	1853000 · TC - Insurance Benefits	141.00
Anthem Blue Cross Blue Shield	Bill	02/01/2020	0202001010498	FEB20 - M JASICZEK HEALTH INSUF	02/11/2020	37896	Labor & Benefits	Employee Wages &	1853000 · TC - Insurance Benefits	450.25
Anthem Blue Cross Blue Shield	Bill	02/01/2020	0202001010498	FEB20 - M JASICZEK DENTAL INSUF	02/11/2020	37896	Labor & Benefits	Employee Wages &	1853000 · TC - Insurance Benefits	34.96
Anthem Blue Cross Blue Shield	General Journal	02/01/2020		Emp Benefit			Labor & Benefits	Employee Wages &	1853000 · TC - Insurance Benefits	2,526.84
Anthem Blue Cross Blue Shield	General Journal	02/01/2020		Emp Benefit			Labor & Benefits	Employee Wages &	1853000 · TC - Insurance Benefits	209.76
Anthem Blue Cross Blue Shield	General Journal	02/01/2020		Emp Benefit			Labor & Benefits	Employee Wages &	1853000 · TC - Insurance Benefits	141.00
Anthem Blue Cross Blue Shield	General Journal	02/01/2020		Emp Benefit			Labor & Benefits	Employee Wages &	1853000 · TC - Insurance Benefits	49.40
Anthem Blue Cross Blue Shield	General Journal	03/01/2020		Emp Benefit			Labor & Benefits	Employee Wages &	1853000 · TC - Insurance Benefits	2,909.55
Anthem Blue Cross Blue Shield	General Journal	03/01/2020		Emp Benefit			Labor & Benefits	Employee Wages &	1853000 · TC - Insurance Benefits	244.72
Anthem Blue Cross Blue Shield	General Journal	03/01/2020		Emp Benefit			Labor & Benefits	Employee Wages &	1853000 · TC - Insurance Benefits	141.00
Anthem Blue Cross Blue Shield	General Journal	03/01/2020		Emp Benefit			Labor & Benefits	Employee Wages &	1853000 · TC - Insurance Benefits	24.70
Anthem Blue Cross Blue Shield	General Journal	04/01/2020		Emp Benefit			Labor & Benefits	Employee Wages &	1853000 · TC - Insurance Benefits	2,909.55
Anthem Blue Cross Blue Shield	General Journal	04/01/2020		Emp Benefit			Labor & Benefits	Employee Wages &	1853000 · TC - Insurance Benefits	244.72
Anthem Blue Cross Blue Shield	General Journal	04/01/2020		Emp Benefit			Labor & Benefits	Employee Wages &	1853000 · TC - Insurance Benefits	141.00
Anthem Blue Cross Blue Shield	General Journal	04/01/2020		Emp Benefit			Labor & Benefits	Employee Wages &	1853000 · TC - Insurance Benefits	24.70
Anthem Blue Cross Blue Shield	General Journal	05/01/2020		EMP_BEN-TC			Labor & Benefits	Employee Wages &	1853000 · TC - Insurance Benefits	2,855.48
Anthem Blue Cross Blue Shield	General Journal	05/01/2020		EMP_BEN-TC			Labor & Benefits	Employee Wages &	1853000 · TC - Insurance Benefits	52.71
Anthem Blue Cross Blue Shield	General Journal	05/01/2020		EMP_BEN-TC			Labor & Benefits	Employee Wages &	1853000 · TC - Insurance Benefits	244.72
Anthem Blue Cross Blue Shield	General Journal	05/01/2020		EMP_BEN-TC			Labor & Benefits	Employee Wages &	1853000 · TC - Insurance Benefits	112.37
Anthem Blue Cross Blue Shield	General Journal	05/01/2020		EMP_BEN-TC			Labor & Benefits	Employee Wages &	1853000 · TC - Insurance Benefits	24.70
Anthem Blue Cross Blue Shield	General Journal	06/01/2020		EMP_BEN-TC			Labor & Benefits	Employee Wages &	1853000 · TC - Insurance Benefits	2,855.48
Anthem Blue Cross Blue Shield	General Journal	06/01/2020		EMP_BEN-TC			Labor & Benefits	Employee Wages &	1853000 · TC - Insurance Benefits	52.71
Anthem Blue Cross Blue Shield	General Journal	06/01/2020		EMP_BEN-TC			Labor & Benefits	Employee Wages &	1853000 · TC - Insurance Benefits	244.72
Anthem Blue Cross Blue Shield	General Journal	06/01/2020		EMP_BEN-TC			Labor & Benefits	Employee Wages &	1853000 · TC - Insurance Benefits	112.37
Anthem Blue Cross Blue Shield	General Journal	06/01/2020		EMP_BEN-TC			Labor & Benefits	Employee Wages &	1853000 · TC - Insurance Benefits	24.70
Bluegrass Integrated Communications	Bill	06/16/2020	180711	Data File Load	06/16/2020	556448	Destination Marketing	Destination Marketir	1766030 · IF - Postage	17.50
Bluegrass Integrated Communications	Bill	06/16/2020	180711	Fulfillment - 16 bulk order requests	06/16/2020	556448	Destination Marketing	Destination Marketir	1766030 · IF - Postage	56.00
Bluegrass Integrated Communications	Bill	06/16/2020	180711	Freight charges - 10 cartons shipped t	06/16/2020	556448	Destination Marketing	Destination Marketir	1766030 · IF - Postage	195.00
Bluegrass Integrated Communications	Bill	06/16/2020	180711	Client Storage - 3/12/2020 to 5/31/202	06/16/2020	556448	Destination Marketing	Destination Marketir	1766030 · IF - Postage	333.00
Bluegrass Integrated Communications	Bill	06/16/2020	P181929	Prepaid Postage - Visitor Guides Ship	06/16/2020	556455	Destination Marketing	Destination Marketir	1766030 · IF - Postage	400.00
Bluegrass Integrated Communications	Bill	06/30/2020	181929	Data File Management			Destination Marketing	Destination Marketir	1766030 · IF - Postage	17.50
Bluegrass Integrated Communications	Bill	06/30/2020	181929	Brochure Storage			Destination Marketing	Destination Marketir	1766030 · IF - Postage	129.50
Bluegrass Integrated Communications	Bill	06/30/2020	181929	Bulk Shipments Fulfillment			Destination Marketing	Destination Marketir	1766030 · IF - Postage	49.00
Chesapeake Bank	Bill	01/01/2020	VB-DELTA	ABA - FLIGHT	02/19/2020		EFT Other Sales & Marketing	Group Tour Sales &	0565010 · Trade Shows - GT	583.00
Chesapeake Bank	Bill	01/10/2020	VB-DELTA	ABA - LUGGAGE	02/19/2020		EFT Other Sales & Marketing	Group Tour Sales &	0565010 · Trade Shows - GT	30.00

Vendor	Type	Date	Num	Memo	Chk Date	Check	Segment	Group	Account Description	Amount
Chesapeake Bank	Bill	01/10/2020	VB-CHICK FIL A	ABA - MEAL	02/19/2020	EFT	Other Sales & Marketing	Group Tour Sales & 0565010	Trade Shows - GT	10.11
Chesapeake Bank	Bill	01/10/2020	VB-HUDSON ORF	ABA - MEAL	02/19/2020	EFT	Other Sales & Marketing	Group Tour Sales & 0565010	Trade Shows - GT	10.16
Chesapeake Bank	Bill	01/11/2020	VB-NICOLAS	ABA - MEAL	02/19/2020	EFT	Other Sales & Marketing	Group Tour Sales & 0565010	Trade Shows - GT	26.85
Chesapeake Bank	Bill	01/12/2020	DP-WY DAILY	WY DAILY SUBSCRIPTION	02/19/2020	EFT	Administration	Office Administrator 1864000	TC - Business Expense	8.95
Chesapeake Bank	Bill	01/13/2020	VB-UPSTREAM	ABA - MEAL	02/19/2020	EFT	Other Sales & Marketing	Group Tour Sales & 0565010	Trade Shows - GT	28.50
Chesapeake Bank	Bill	01/14/2020	VB-EMBASSY	ABA - LODGING	02/19/2020	EFT	Other Sales & Marketing	Group Tour Sales & 0565010	Trade Shows - GT	939.40
Chesapeake Bank	Bill	01/15/2020	VB-DELTA	ABA - LUGGAGE	02/19/2020	EFT	Other Sales & Marketing	Group Tour Sales & 0565010	Trade Shows - GT	30.00
Chesapeake Bank	Bill	01/15/2020	VB-NORFOLK AIRPORT	ABA - AIRPORT PARKING	02/19/2020	EFT	Other Sales & Marketing	Group Tour Sales & 0565010	Trade Shows - GT	59.00
Chesapeake Bank	Bill	02/01/2020	JL-AMAZON	CALENDARS	02/19/2020	EFT	Administration	Office Administrator 1864100	TC - Office Supplies	51.30
Chesapeake Bank	Bill	02/01/2020	JL-GRAMMARLY	ANNUAL 3 SEAT SUBSCRIPTION GF	02/19/2020	EFT	Administration	Office Administrator 1864600	TC - Online Service	450.00
Chesapeake Bank	Bill	02/01/2020	JL-APPLE	MACBOOK - M JASCIZEK	02/19/2020	EFT	Administration	Office Administrator 1864000	TC - Business Expense	1,389.93
Chesapeake Bank	Bill	02/01/2020	JL-APPLE	APPLE MOUSE / KEYBOARD / CABL	02/19/2020	EFT	Administration	Office Administrator 1864000	TC - Business Expense	231.12
Chesapeake Bank	Bill	02/01/2020	JL-RICH AIR HUDSON	BOSTON - MEAL	02/19/2020	EFT	Administration	Office Administrator 1860500	TC - Travel	9.77
Chesapeake Bank	Bill	02/01/2020	JL-TOP CAB	BOSTON - TRANSPORTATION	02/19/2020	EFT	Administration	Office Administrator 1860500	TC - Travel	36.78
Chesapeake Bank	Bill	02/01/2020	JL-RICH AIR	BOSTON - AIRPORT PARKING	02/19/2020	EFT	Administration	Office Administrator 1860500	TC - Travel	24.00
Chesapeake Bank	Bill	02/01/2020	JL-FAIMONT	BOSTON - LODGING	02/19/2020	EFT	Administration	Office Administrator 1860500	TC - Travel	938.46
Chesapeake Bank	Bill	02/01/2020	JL-AMAZON	CALENDARS	02/19/2020	EFT	Administration	Office Administrator 1864100	TC - Office Supplies	15.55
Chesapeake Bank	Bill	02/01/2020	JL-USPS	POSTAGE	02/19/2020	EFT	Administration	Office Administrator 1864400	TC - Postage	23.85
Chesapeake Bank	Bill	02/01/2020	JL-AMAZON	MOBILE WHITEBOARD ON WHEELS	02/19/2020	EFT	Administration	Office Administrator 1864000	TC - Business Expense	157.26
Chesapeake Bank	Bill	02/01/2020	JL-AMAZON	UTILITY HOOKS	02/19/2020	EFT	Administration	Office Administrator 1864100	TC - Office Supplies	14.08
Chesapeake Bank	Bill	02/01/2020	JL-AMAZON	UTILITY HOOKS	02/19/2020	EFT	Administration	Office Administrator 1864100	TC - Office Supplies	16.23
Chesapeake Bank	Bill	02/01/2020	JL-AMAZON	WIRELESS KEYBOARD & MOUSE	02/19/2020	EFT	Administration	Office Administrator 1864000	TC - Business Expense	146.47
Chesapeake Bank	Bill	02/01/2020	JL-VRLTA	VRLTA - RECEPTION LEGISLATIVE I	02/19/2020	EFT	Other Sales & Marketing	Consumer Sales & 0462200	Meetings - Consumer	35.00
Chesapeake Bank	Bill	02/01/2020	JL-APPLE	APPLE LIGHTING CABLE	02/19/2020	EFT	Administration	Office Administrator 1864000	TC - Business Expense	60.43
Chesapeake Bank	Bill	02/01/2020	JL-FEDEX	BUSINESS CARDS - JULIA SMYTH /	02/19/2020	EFT	Administration	Office Administrator 1864100	TC - Office Supplies	180.01
Chesapeake Bank	Bill	02/01/2020	JL-AMAZON	BINDER COVERS	02/19/2020	EFT	Administration	Office Administrator 1864100	TC - Office Supplies	22.80
Chesapeake Bank	Bill	02/01/2020	JL-AMAZON	APPLE USB ADAPTER	02/19/2020	EFT	Administration	Office Administrator 1864000	TC - Business Expense	73.83
Chesapeake Bank	Bill	02/01/2020	JL-STAPLES	ENVELOPES	02/19/2020	EFT	Administration	Office Administrator 1864100	TC - Office Supplies	87.70
Chesapeake Bank	Credit	02/01/2020	JP-RICHMOND TIMES	RICHMOND TIMES DISPATCH - CAN	02/19/2020	EFT	Administration	Office Administrator 1864000	TC - Business Expense	-0.64
Chesapeake Bank	Bill	02/01/2020	JL-VIRGINIA PILOT	VIRGINIA PILOT SUBSCRIPTION	02/19/2020	EFT	Administration	Office Administrator 1864000	TC - Business Expense	7.96
Chesapeake Bank	Bill	02/01/2020	JP-MICHAELS	7 BASKETS FOR FAM TOUR GIFTS	02/19/2020	EFT	Destination Marketing	Destination Marketir 1769400	PR - Fam Tours	21.11
Chesapeake Bank	Bill	02/01/2020	VC-AMERICAN AIR	BOSTON - FLIGHT	02/19/2020	EFT	Administration	Office Administrator 1860500	TC - Travel	228.00
Chesapeake Bank	Bill	02/01/2020	VC-UBER	BOSTON - UBER	02/19/2020	EFT	Administration	Office Administrator 1860500	TC - Travel	5.25
Chesapeake Bank	Bill	02/01/2020	VC-UBER	BOSTON - UBER	02/19/2020	EFT	Administration	Office Administrator 1860500	TC - Travel	12.63
Chesapeake Bank	Bill	02/01/2020	VC-UBER	BOSTON - UBER	02/19/2020	EFT	Administration	Office Administrator 1860500	TC - Travel	12.89
Chesapeake Bank	Bill	02/01/2020	VC-UBER	BOSTON - UBER	02/19/2020	EFT	Administration	Office Administrator 1860500	TC - Travel	15.12
Chesapeake Bank	Bill	02/01/2020	VC-UBER	BOSTON - UBER	02/19/2020	EFT	Administration	Office Administrator 1860500	TC - Travel	16.19
Chesapeake Bank	Bill	02/01/2020	VC-UBER	BOSTON - UBER	02/19/2020	EFT	Administration	Office Administrator 1860500	TC - Travel	23.05
Chesapeake Bank	Bill	02/01/2020	VC-JET BLUE	BOSTON - FLIGHT	02/19/2020	EFT	Administration	Office Administrator 1860500	TC - Travel	173.30
Chesapeake Bank	Bill	02/01/2020	VC-FAIRMONT	BOSTON - LODGING	02/19/2020	EFT	Administration	Office Administrator 1860500	TC - Travel	961.32
Chesapeake Bank	Bill	02/01/2020	VC-FAIRMONT	BOSTON - MEAL	02/19/2020	EFT	Administration	Office Administrator 1860500	TC - Travel	49.08
Chesapeake Bank	Bill	02/01/2020	VC-AL DENTE	BOSTON - MEAL	02/19/2020	EFT	Administration	Office Administrator 1860500	TC - Travel	121.40
Chesapeake Bank	Bill	02/01/2020	VC-UBER	BOSTON - UBER	02/19/2020	EFT	Administration	Office Administrator 1860500	TC - Travel	16.63
Chesapeake Bank	Bill	02/01/2020	VC-UBER	BOSTON - UBER	02/19/2020	EFT	Administration	Office Administrator 1860500	TC - Travel	18.87
Chesapeake Bank	Bill	02/01/2020	VC-UBER	BOSTON - UBER	02/19/2020	EFT	Administration	Office Administrator 1860500	TC - Travel	5.25
Chesapeake Bank	Bill	02/01/2020	VC-UBER	BOSTON - UBER	02/19/2020	EFT	Administration	Office Administrator 1860500	TC - Travel	14.43
Chesapeake Bank	Bill	02/01/2020	VC-TOP CAB	BOSTON - CAB	02/19/2020	EFT	Administration	Office Administrator 1860500	TC - Travel	7.80
Chesapeake Bank	Bill	02/01/2020	VC-LOGAN INT HUDSON	BOSTON - MEAL	02/19/2020	EFT	Administration	Office Administrator 1860500	TC - Travel	7.98
Chesapeake Bank	Bill	02/01/2020	VC-RICH AIR	BOSTON - AIRPORT PARKING	02/19/2020	EFT	Administration	Office Administrator 1860500	TC - Travel	60.00
Chesapeake Bank	Bill	02/01/2020	VC-GOURMET DUMPLING	BOSTON - MEAL	02/19/2020	EFT	Administration	Office Administrator 1860500	TC - Travel	108.20
Chesapeake Bank	Bill	02/01/2020	VC-JET BLUE	BOSTON - LUGGAGE	02/19/2020	EFT	Administration	Office Administrator 1860500	TC - Travel	30.00

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Chesapeake Bank	Bill	02/01/2020	VC-STARBUCKS	STARBUCKS 1/14/20 - MEAL	02/19/2020	EFT	Administration	Office Administrator	1860550 · TC - Meals & Entertainment	9.21
Chesapeake Bank	Bill	02/01/2020	VB-DOG ST PUB	MEAL - VACRAO VIST AT GWL	03/19/2020	EFT	Other Sales & Marketing	Conference Sales & 1066040	· Client Site Visit - Conference	77.77
Chesapeake Bank	Bill	02/01/2020	VC-SALS	STAFF HOLIDAY PARTY	03/19/2020	EFT	Administration	Office Administrator	1864000 · TC - Business Expense	124.12
Chesapeake Bank	Bill	02/01/2020	VC-RAPPAHANNOCK	VRFTA - MEAL	03/19/2020	EFT	Other Sales & Marketing	Consumer Sales & 10462200	· Meetings - Consumer	30.95
Chesapeake Bank	Bill	02/01/2020	VC-5TH ST PARKING	VRFTA - PARKING	03/19/2020	EFT	Other Sales & Marketing	Consumer Sales & 10462200	· Meetings - Consumer	15.00
Chesapeake Bank	Bill	02/01/2020	JL-TARGET	SHELVING UNIT - MIKEY'S OFFICE	03/19/2020	EFT	Administration	Office Administrator	1864000 · TC - Business Expense	64.19
Chesapeake Bank	Bill	02/01/2020	JL-AMAZON.COM	VOICE RECORDER - RETURNED	03/19/2020	EFT	Administration	Office Administrator	1864000 · TC - Business Expense	38.92
Chesapeake Bank	Credit	02/01/2020	JL-AMAZON.COM	RETURN OF VOICE RECORDER	03/19/2020	EFT	Administration	Office Administrator	1864000 · TC - Business Expense	-38.92
Chesapeake Bank	Bill	02/01/2020	JL-AMAZON	BOOK ON CREATING A TO-DO LIST	03/19/2020	EFT	Administration	Office Administrator	1864000 · TC - Business Expense	25.61
Chesapeake Bank	Bill	02/01/2020	JL-APSTYLE	STYLE CHECKING TOOLS SUBSCRI	03/19/2020	EFT	Administration	Office Administrator	1864000 · TC - Business Expense	69.99
Chesapeake Bank	Bill	02/01/2020	DP-PANERA	MEAL - EMPLOYEE TRAINING WRIT	03/19/2020	EFT	Administration	Office Administrator	1860200 · TC - Training	266.96
Chesapeake Bank	Bill	02/03/2020	VC-OPUS 9	MEAL - B RAMSEY CITY OF WMBG	03/19/2020	EFT	Administration	Office Administrator	1860550 · TC - Meals & Entertainment	52.07
Chesapeake Bank	Bill	02/03/2020	JL-ADOBE	ADOBE PROGRAM - JULIE O'NEIL	03/19/2020	EFT	Administration	Office Administrator	1864000 · TC - Business Expense	52.99
Chesapeake Bank	Bill	02/03/2020	JL-ADOBE	ADOBE PRO DC - JULIA SMYTH YO	03/19/2020	EFT	Administration	Office Administrator	1864000 · TC - Business Expense	14.99
Chesapeake Bank	Bill	02/05/2020	JL-FOOD LION	BATHROOM SOAP	03/19/2020	EFT	Administration	Office Administrator	1864100 · TC - Office Supplies	8.54
Chesapeake Bank	Bill	02/10/2020	VC-TRELLIS	MEAL - N STRADER VA ADVENTURI	03/19/2020	EFT	Administration	Office Administrator	1860550 · TC - Meals & Entertainment	63.76
Chesapeake Bank	Bill	02/12/2020	DP-WYDAILY	WY DAILY SUBSCRIPTION	03/19/2020	EFT	Administration	Office Administrator	1864000 · TC - Business Expense	8.95
Chesapeake Bank	Bill	02/18/2020	JL-WALGREENS	BIRTHDAY CARD - J PONGONIS	03/19/2020	EFT	Administration	Office Administrator	1864100 · TC - Office Supplies	4.27
Chesapeake Bank	Bill	02/18/2020	JL-SALS BY VICTOR	MEAL - STAFF BIRTHDAY JILL PONC	03/19/2020	EFT	Administration	Office Administrator	1864000 · TC - Business Expense	32.61
Chesapeake Bank	Bill	02/21/2020	JL-STAPLES	PENCILS / CREAMER / NOTE PADS	03/19/2020	EFT	Administration	Office Administrator	1864100 · TC - Office Supplies	224.55
Chesapeake Bank	Bill	02/21/2020	JL-STAPLES	WATER - 4 @ \$16.99/EA	03/19/2020	EFT	Administration	Office Administrator	1864100 · TC - Office Supplies	72.72
Chesapeake Bank	Bill	02/21/2020	JL-AMAZON	PAPER CLIPS / BATTERIES / PENS /	03/19/2020	EFT	Administration	Office Administrator	1864100 · TC - Office Supplies	65.07
Chesapeake Bank	Bill	02/21/2020	JL-AMAZON	BATHROOM SOAP	03/19/2020	EFT	Administration	Office Administrator	1864100 · TC - Office Supplies	19.13
Chesapeake Bank	Bill	02/22/2020	JL-AMAZON	BATHROOM SPRAY	03/19/2020	EFT	Administration	Office Administrator	1864100 · TC - Office Supplies	14.11
Chesapeake Bank	Bill	02/24/2020	JL-KEURIG GREEN MT	COFFEE	03/19/2020	EFT	Administration	Office Administrator	1864100 · TC - Office Supplies	46.09
Chesapeake Bank	Bill	03/01/2020	VB-AAA	AAA MEMBERSHIP - V BUNTING	03/19/2020	EFT	Other Sales & Marketing	Consumer Sales & 10460400	· Memberships - Consumer	79.00
Chesapeake Bank	Bill	03/01/2020	JP-WATER ST GRILL	MEAL - CONELLY PARTNERS FAM T	03/19/2020	EFT	Administration	Office Administrator	1860550 · TC - Meals & Entertainment	67.76
Chesapeake Bank	Bill	03/01/2020	JP-STAPLES	SNACKS / SANITATION ITEMS / AIR	03/19/2020	EFT	Administration	Office Administrator	1864100 · TC - Office Supplies	76.29
Chesapeake Bank	Bill	03/01/2020	JP-MICHAELS	SUPPLIES FOR FAMS - WHITE BAG:	03/19/2020	EFT	Destination Marketing	Destination Marketir	1769400 · PR - Fam Tours	39.94
Chesapeake Bank	Bill	03/01/2020	JP-JYF	ISRAELI ADVISORY BOARD - JYF TH	03/19/2020	EFT	Destination Marketing	Destination Marketir	1769400 · PR - Fam Tours	165.00
Chesapeake Bank	Credit	03/01/2020	JP-JYF	ISRAELI ADVISORY BOARD - JYF TOL	03/19/2020	EFT	Destination Marketing	Destination Marketir	1769400 · PR - Fam Tours	-67.50
Chesapeake Bank	Bill	03/01/2020	JP-MARROW TRANS	TRANSPORTATION TO NORFOLK FI	03/19/2020	EFT	Destination Marketing	Destination Marketir	1769400 · PR - Fam Tours	171.48
Chesapeake Bank	Bill	03/01/2020	JP-CVS	OFFICE SNACKS	03/19/2020	EFT	Administration	Office Administrator	1864100 · TC - Office Supplies	26.21
Chesapeake Bank	Bill	03/01/2020	JP-MORRISONS	GET WELL FLOWERS - GLORIA POT	03/19/2020	EFT	Administration	Office Administrator	1864000 · TC - Business Expense	74.15
Chesapeake Bank	Bill	03/25/2020	VC-LINKEDIN	RECRUITING - Linked IN Job Posting	05/20/2020	EFT	Administration	Office Administrator	1868000 · TC - Recruiting	334.50
Chesapeake Bank	Bill	04/01/2020	VC-ALLIANZ	Employee Recruiting (Indeed)	04/21/2020	EFT	Administration	Office Administrator	1868000 · TC - Recruiting	201.10
Chesapeake Bank	Bill	04/01/2020	VC-ALLIANZ	Travel Insurance	04/21/2020	EFT	Destination Marketing	Destination Marketir	1769200 · AA - Travel (Staff & Agency)	25.10
Chesapeake Bank	Bill	04/01/2020	VC-ALLIANZ	Travel Insurance	04/21/2020	EFT	Destination Marketing	Destination Marketir	1769200 · AA - Travel (Staff & Agency)	23.63
Chesapeake Bank	Bill	04/01/2020	VC-JET BLUE	CONNELLY PARTNERS MEETING	04/21/2020	EFT	Destination Marketing	Destination Marketir	1769200 · AA - Travel (Staff & Agency)	321.80
Chesapeake Bank	Bill	04/01/2020	VC-JET BLUE	CONNELLY PARTNERS MEETING	04/21/2020	EFT	Destination Marketing	Destination Marketir	1769200 · AA - Travel (Staff & Agency)	371.80
Chesapeake Bank	Bill	04/01/2020	VC-UNITED	CONNELLY PARTNERS MEETING (V	04/21/2020	EFT	Administration	Office Administrator	1860500 · TC - Travel	334.10
Chesapeake Bank	Bill	04/01/2020	VC-UNITED	CONNELLY PARTNERS MEETING (V	04/21/2020	EFT	Administration	Office Administrator	1860500 · TC - Travel	23.00
Chesapeake Bank	Bill	04/01/2020	VC-LINKED IN	EMPLOYEE RECRUITING (LINKED II	04/21/2020	EFT	Administration	Office Administrator	1868000 · TC - Recruiting	530.40
Chesapeake Bank	Bill	04/01/2020	VC-INDEED	EMPLOYEE RECRUITING (INDEED)	04/21/2020	EFT	Administration	Office Administrator	1868000 · TC - Recruiting	501.14
Chesapeake Bank	Bill	04/01/2020	VC-LIBERTY HOTEL	LODGING - CONNELLY PARTNERS I	04/21/2020	EFT	Destination Marketing	Destination Marketir	1769200 · AA - Travel (Staff & Agency)	251.74
Chesapeake Bank	Bill	04/01/2020	VC-LINKED IN	EMPLOYEE RECRUITING (LINKED II	04/21/2020	EFT	Administration	Office Administrator	1868000 · TC - Recruiting	530.40
Chesapeake Bank	Bill	04/01/2020	VC-INDEED	EMPLOYEE RECRUITING (INDEED)	04/21/2020	EFT	Administration	Office Administrator	1868000 · TC - Recruiting	500.88
Chesapeake Bank	Bill	04/01/2020	VC-LINKED IN	EMPLOYEE RECRUITING (LINKED II	04/21/2020	EFT	Administration	Office Administrator	1868000 · TC - Recruiting	516.23
Chesapeake Bank	Bill	04/01/2020	DP-WY DAILY	SUBSCRIPTION - WILLIAMSBURG Y	04/21/2020	EFT	Administration	Office Administrator	1864000 · TC - Business Expense	8.95
Chesapeake Bank	Bill	04/01/2020	DP-VA PILOT	SUBSCRIPTION - VA PILOT	04/21/2020	EFT	Administration	Office Administrator	1864000 · TC - Business Expense	1.83
Chesapeake Bank	Bill	04/01/2020	JL-AMAZON	OFFICE SUPPLIES	04/21/2020	EFT	Administration	Office Administrator	1864100 · TC - Office Supplies	75.21

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Chesapeake Bank	Bill	04/01/2020	JL-AMAZON	OFFICE SUPPLIES	04/21/2020	EFT	Administration	Office Administrator 1864100	TC - Office Supplies	23.45
Chesapeake Bank	Bill	04/01/2020	JL-AMAZON	OFFICE SUPPLIES	04/21/2020	EFT	Administration	Office Administrator 1864100	TC - Office Supplies	21.62
Chesapeake Bank	Bill	04/01/2020	JL-AMAZON	OFFICE SUPPLIES	04/21/2020	EFT	Administration	Office Administrator 1864100	TC - Office Supplies	12.29
Chesapeake Bank	Bill	04/01/2020	JL-AMAZON	OFFICE SUPPLIES	04/21/2020	EFT	Administration	Office Administrator 1864100	TC - Office Supplies	28.88
Chesapeake Bank	Bill	04/01/2020	JL-AMAZON	OFFICE SUPPLIES	04/21/2020	EFT	Administration	Office Administrator 1864100	TC - Office Supplies	17.58
Chesapeake Bank	Bill	04/01/2020	JL-AMAZON	OFFICE SUPPLIES	04/21/2020	EFT	Administration	Office Administrator 1864100	TC - Office Supplies	47.02
Chesapeake Bank	Bill	04/01/2020	JL-STAPLES	OFFICE SUPPLIES	04/21/2020	EFT	Administration	Office Administrator 1864100	TC - Office Supplies	580.40
Chesapeake Bank	Bill	04/01/2020	JL-ADOBE	ADOBE SOFTWARE	04/21/2020	EFT	Administration	Office Administrator 1864000	TC - Business Expense	52.99
Chesapeake Bank	Bill	04/01/2020	JL-ADOBE	ADOBE SOFTWARE	04/21/2020	EFT	Administration	Office Administrator 1864000	TC - Business Expense	14.99
Chesapeake Bank	Bill	04/01/2020	JL-FLAMINGO	CONFERENCE LODGING	04/21/2020	EFT	Administration	Office Administrator 1860500	TC - Travel	126.28
Chesapeake Bank	Bill	04/01/2020	JL-PR SOCIETY	MEMBERSHIP FEE (PR SOCIETY)	04/21/2020	EFT	Administration	Shared Office 086400T	Business Expenses - Tourism	125.00
Chesapeake Bank	Bill	04/01/2020	JL-PR SOCIETY	MEMBERSHIP FEE (PR SOCIETY)	04/21/2020	EFT	Administration	Shared Office 086404T	Membership - Tourism	125.00
Chesapeake Bank	Bill	04/01/2020	JP-PERFECTLY NATURAL	FAM TOUR GIFTS	04/21/2020	EFT	Destination Marketing	Destination Marketir 1769400	PR - Fam Tours	420.00
Chesapeake Bank	Bill	04/01/2020	JP-MICHAELS	FAM TOUR GIFTS	04/21/2020	EFT	Destination Marketing	Destination Marketir 1769400	PR - Fam Tours	19.20
Chesapeake Bank	Bill	04/01/2020	JP-FEDEX	BUSINESS CARDS	04/21/2020	EFT	Administration	Office Administrator 1864100	TC - Office Supplies	32.09
Chesapeake Bank	Bill	04/01/2020	JL-ZOOM	ZOOM LICENSE - STAFF MEETINGS	04/21/2020	EFT	Administration	Office Administrator 1864000	TC - Business Expense	149.90
Chesapeake Bank	Bill	04/01/2020	JL-SKIFT	SKIFT, Inc - Subscription	05/20/2020	EFT	Administration	Office Administrator 1864000	TC - Business Expense	25.00
Chesapeake Bank	Bill	04/02/2020	VC-INDEED	RECRUITING - INDEED	05/20/2020	EFT	Administration	Office Administrator 1868000	TC - Recruiting	351.65
Chesapeake Bank	Bill	04/06/2020	JL-ADOBE	ADOBE Software - Julia Smith-Young	05/20/2020	EFT	Administration	Office Administrator 1864000	TC - Business Expense	52.99
Chesapeake Bank	Bill	04/06/2020	JL-ADOBE	ADOBE Software - Julia Smith-Young	05/20/2020	EFT	Administration	Office Administrator 1864000	TC - Business Expense	14.99
Chesapeake Bank	Bill	04/12/2020	DP-WYDAILY	Subscription - Williamsburg Yorktown	05/20/2020	EFT	Administration	Office Administrator 1864000	TC - Business Expense	8.95
Chesapeake Bank	Credit	04/12/2020	JL-FLAMINGO	Conference Hotel Refund - Cancelled	05/20/2020	EFT	Administration	Office Administrator 1860500	TC - Travel	-126.28
Chesapeake Bank	Bill	04/20/2020	JL-CONDE-NAST	Conde Nast Travel Subscription	05/20/2020	EFT	Administration	Office Administrator 1864000	TC - Business Expense	10.00
Chesapeake Bank	Bill	04/21/2020	JL-SKIFT	SKIFT Inc Subscription	05/20/2020	EFT	Administration	Office Administrator 1864000	TC - Business Expense	25.00
Chesapeake Bank	Bill	04/21/2020	JP-Sweethaven	FAM Tour Supplies - Sweethaven Lav	05/20/2020	EFT	Destination Marketing	Destination Marketir 1769400	PR - Fam Tours	179.85
Chesapeake Bank	Bill	04/22/2020	JP_NATURAL	FAM Tour Supplies - Perfectly Natural	05/20/2020	EFT	Destination Marketing	Destination Marketir 1769400	PR - Fam Tours	224.70
Chesapeake Bank	Bill	05/01/2020	JL-SKIFT	SKIFT payment for webinar participat	06/17/2020	EFT	Administration	Office Administrator 1864000	TC - Business Expense	20.00
Chesapeake Bank	Bill	05/06/2020	JL-ADOBE	ADOBE software subscription - Julia S	06/17/2020	EFT	Administration	Office Administrator 1864000	TC - Business Expense	14.99
Chesapeake Bank	Bill	05/14/2020	DP-WYDAILY	Subscription - Williamsburg Yorktown	06/17/2020	EFT	Administration	Office Administrator 1864000	TC - Business Expense	8.95
Chesapeake Bank	Bill	05/15/2020	DP-DAILYPRESS	Subscription - Daily Press	06/17/2020	EFT	Administration	Office Administrator 1864000	TC - Business Expense	0.99
Chesapeake Bank	Bill	06/01/2020	DP-NYTIMES	Subscription - NYT		Administration	Office Administrator 1864000	TC - Business Expense	4.00	
Chesapeake Bank	Bill	06/03/2020	JL-ADOBE	ADOBE software subscription - Julie C	06/17/2020	EFT	Administration	Office Administrator 1864000	TC - Business Expense	52.99
Chesapeake Bank	Bill	06/04/2020	JL-ADOBE	Software - ADOBE Julie O'Neil		Administration	Office Administrator 1864000	TC - Business Expense	52.99	
Chesapeake Bank	Bill	06/07/2020	JL-ADOBE	Software - ADOBE - Julia Smyth-Young		Administration	Office Administrator 1864000	TC - Business Expense	14.99	
Chesapeake Bank	Bill	06/07/2020	JL-WALGREENS	Softsoap		Administration	Office Administrator 1864100	TC - Office Supplies	20.30	
Chesapeake Bank	Bill	06/08/2020	JL-AMAZON	Soap/Foam Dispensers		Administration	Office Administrator 1864100	TC - Office Supplies	125.13	
Chesapeake Bank	Bill	06/08/2020	JL-AMAZON	Vinyl Disposable Gloves		Administration	Office Administrator 1864100	TC - Office Supplies	47.50	
Chesapeake Bank	Bill	06/12/2020	DP-WYDAILY	Subscription - Williamsburg Yorktown Daily		Administration	Office Administrator 1864000	TC - Business Expense	8.95	
Chesapeake Bank	Bill	06/12/2020	JL-AMAZON	Germ-X Hand Sanitizer		Administration	Office Administrator 1864100	TC - Office Supplies	31.73	
Chesapeake Bank	Bill	06/23/2020	DP-NYTIMES	Subscription - NYT		Administration	Office Administrator 1864000	TC - Business Expense	4.00	
Chesapeake Bank	Bill	06/27/2020	JL-AMAZON	Soap & Foam Soap Dispensers		Administration	Office Administrator 1864100	TC - Office Supplies	68.25	
Chesapeake Bank	Bill	06/28/2020	DP-WALLSTJOURNAL	Subscription - Wall Street Journal		Administration	Office Administrator 1864000	TC - Business Expense	19.49	
Chesapeake Bank	Bill	06/30/2020	JL-AMAZON	Hand Sanitizer Gel		Administration	Office Administrator 1864100	TC - Office Supplies	58.83	
Clean Pix	Bill	01/01/2020	10701	CLEAN PIX MONTHLY FEE 12/1/19 -	01/14/2020	556322	Destination Marketing	Destination Marketir 1764600	Online - Support Technologies	245.00
Clean Pix	Bill	02/01/2020	10745	CLEAN PIX MONTHLY 1/1/20 - 1/31	02/25/2020	556354	Destination Marketing	Destination Marketir 1764600	Online - Support Technologies	245.00
Clean Pix	Bill	03/01/2020	10784	Feb 2020 - Monthly service fee	03/17/2020	556378	Destination Marketing	Destination Marketir 1764600	Online - Support Technologies	245.00
Clean Pix	Bill	03/31/2020	10826	March 2020 Monthly Service Fee	04/17/2020	556403	Destination Marketing	Destination Marketir 1764600	Online - Support Technologies	245.00
Clean Pix	Bill	05/15/2020	10869	April 2020 - Monthly Service Fee	05/15/2020	556428	Destination Marketing	Destination Marketir 1764600	Online - Support Technologies	245.00
Clean Pix	Bill	06/16/2020	10913	May 2020 - Monthly Service Fee	06/16/2020	556449	Destination Marketing	Destination Marketir 1764600	Online - Support Technologies	245.00
Clean Pix	Bill	06/30/2020	11058	June 2020 - Monthly Service Fee			Destination Marketing	Destination Marketir 1764600	Online - Support Technologies	245.00
Coastal Virginia Tourism Alliance	Bill	06/16/2020	3015	2020 - 2021 Membership	06/16/2020	556450	Administration	Shared Office 086040T	Membership - Tourism	500.00

Vendor	Type	Date	Num	Memo	Chk Date	Check	Segment	Group	Account	Description	Amount
Cobbcare TLS	Bill	01/16/2020	26296508	COPIES	01/28/2020	37879	Administration	Shared Office	0864000	Business Expense	690.15
Cobbcare TLS	Bill	02/14/2020	26485810	COPIES	02/25/2020	37897	Administration	Shared Office	0864000	Business Expense	690.15
Cobbcare TLS	Bill	02/14/2020	26485810	EXCESS B/W COPIES	02/25/2020	37897	Administration	Shared Office	0864000	Business Expense	40.42
Cobbcare TLS	Bill	02/14/2020	26485810	EXCESS COLOR COPIES	02/25/2020	37897	Administration	Shared Office	0864000	Business Expense	1,441.30
Cobbcare TLS	Bill	03/16/2020	26667392	COPIES	03/24/2020	37923	Administration	Shared Office	0864000	Business Expense	690.15
Cobbcare TLS	Bill	04/15/2020	26865707	COPIES	04/16/2020	37943	Administration	Shared Office	0864000	Business Expense	690.15
Cobbcare TLS	Bill	05/04/2020	1153893	TC - COPIER ANNUAL SUPPORT RE	05/08/2020	556420	Administration	Office Administration	1864000	TC - Business Expense	300.00
Cobbcare TLS	Bill	05/18/2020	27054626	COPIES	05/28/2020	37961	Administration	Shared Office	0864000	Business Expense	690.15
Cobbcare TLS	Bill	05/18/2020	27054626	EXCESS COLOR COPIES	05/28/2020	37961	Administration	Shared Office	0864000	Business Expense	586.17
Cobbcare TLS	Bill	05/18/2020	27054626		05/28/2020	37961	Administration	Shared Office	0864000	Business Expense	162.90
Cobbcare TLS	Bill	06/15/2020	27233445	COPIERS	06/24/2020	37984	Administration	Shared Office	0864000	Business Expense	246.10
Cobbcare TLS	Bill	06/15/2020	27233445	COPIES	06/24/2020	37984	Administration	Shared Office	0864000	Business Expense	690.15
Connelly Partners	General Journal	01/01/2020	CPA - PBMR	To Adjust for unrecorded liability - bill dated 02/2020 but related to Dec 2	02/2020		Destination Marketing	Destination Marketir	1769400	Public Relations	-82,105.00
Connelly Partners	Bill	02/04/2020	32408	19MONTH AGEENCY FEE - FEBRUAR	02/04/2020	32407	Destination Marketing	Destination Marketir	1769200	Ad Agency - Account Mgt	180,631.52
Connelly Partners	Bill	02/04/2020	32407	19 MONTH AGENCY FEE - JANUARY	02/04/2020	32406	Destination Marketing	Destination Marketir	1769200	Ad Agency - Account Mgt	180,631.52
Connelly Partners	Bill	02/04/2020	32406	19 MONTH AGENCY FEE - DECEMBER	02/25/2020	556355	Destination Marketing	Destination Marketir	1769200	Ad Agency - Account Mgt	82,105.24
Connelly Partners	Bill	03/10/2020	32809	March 2020 Agency Fee	04/10/2020	33015	Destination Marketing	Destination Marketir	1769200	Ad Agency - Account Mgt	180,631.52
Connelly Partners	Bill	03/10/2020	32815	Organic Social Content Development	04/17/2020	556404	Destination Marketing	Destination Marketir	1760105	SM - Asset Development	1,266.00
Connelly Partners	Bill	03/10/2020	32817	FEB20 - Paid Social Media (Facebook	03/10/2020	32815	Destination Marketing	Destination Marketir	1769100	PM - Digital (Display & Video)	6,513.68
Connelly Partners	Bill	03/31/2020	33008	Online Services (Web)	03/31/2020	33008	Destination Marketing	Destination Marketir	1764600	Online - Development & Design	6.56
Connelly Partners	Bill	03/31/2020	33008	Creative: Freight expenses	03/31/2020	33008	Destination Marketing	Destination Marketir	1769200	Ad Agency - Creative	95.32
Connelly Partners	Bill	03/31/2020	33008	Creative: Supplies expense	03/31/2020	33008	Destination Marketing	Destination Marketir	1769200	Ad Agency - Creative	254.98
Connelly Partners	Bill	04/07/2020	32995	April 2020 Agency Fee	03/10/2020	32809	Destination Marketing	Destination Marketir	1769200	Ad Agency - Account Mgt	180,631.53
Connelly Partners	Bill	04/09/2020	33004	Paid Search Media	03/31/2020	33008	Destination Marketing	Destination Marketir	1769100	PM - SEM (Monthly Hard Cost)	3,431.74
Connelly Partners	Bill	04/09/2020	33005	Paid Social Media (Facebook)	04/09/2020	33004	Destination Marketing	Destination Marketir	1769100	PM - SEM ( SEO & Content)	9,967.30
Connelly Partners	Bill	04/09/2020	33006	FY20 Spring Break Display & Native M	04/09/2020	33005	Destination Marketing	Destination Marketir	1769100	PM - Digital (Display & Video)	75,677.96
Connelly Partners	Bill	04/10/2020	33012	FY20 Spring Break Display & Native M	04/09/2020	33006	Destination Marketing	Destination Marketir	1769100	PM - Digital (Display & Video)	23,536.24
Connelly Partners	Bill	04/10/2020	33014	FY20 Spring Break Influencer	04/10/2020	33012	Destination Marketing	Destination Marketir	1760105	SM - Influencer Partnerships	5,937.86
Connelly Partners	Bill	04/10/2020	33015	Website Transition (move from Miles)	04/10/2020	33014	Destination Marketing	Destination Marketir	1764600	Online - Hosting	8,000.00
Connelly Partners	Bill	05/29/2020	33152	20-WTC-0285 FY20 Social Distancing	05/29/2020	556437	Destination Marketing	Destination Marketir	1769300	Prod - Broadcast/Video/Photo	2,257.93
Connelly Partners	Bill	05/29/2020	33147	20-WTC-0164 FY20 Website Migrator	05/29/2020	33152	Destination Marketing	Destination Marketir	1764600	Online - Hosting	6,250.00
Connelly Partners	Bill	05/29/2020	33150	Domain renewal expenses	05/29/2020	33147	Destination Marketing	Destination Marketir	1764600	Online - Hosting	54.51
Connelly Partners	Bill	05/29/2020	33150	Licenses, subscriptions and influencer	05/29/2020	33147	Destination Marketing	Destination Marketir	1760105	SM - Strategy & Content	1,574.39
Connelly Partners	Bill	05/29/2020	33150	CRM Implementation	05/29/2020	33147	Destination Marketing	Destination Marketir	1764600	Online - Support Technologies	5,308.81
Connelly Partners	Bill	05/29/2020	33150	Prod Mkr Studio	05/29/2020	33147	Destination Marketing	Destination Marketir	1764600	Online - Support Technologies	322.48
Connelly Partners	Bill	05/29/2020	33141	January Redesign & Development	05/29/2020	33150	Destination Marketing	Destination Marketir	1764600	Online - Development & Design	25,000.00
Connelly Partners	Bill	05/29/2020	33143	February Redesign & Development	05/29/2020	33141	Destination Marketing	Destination Marketir	1764600	Online - Development & Design	25,000.00
Connelly Partners	Bill	05/29/2020	33144	March Redesign & Development	05/29/2020	33143	Destination Marketing	Destination Marketir	1764600	Online - Development & Design	25,000.00
Connelly Partners	Bill	05/29/2020	33145	April Redesign & Development	05/29/2020	33144	Destination Marketing	Destination Marketir	1764600	Online - Development & Design	25,000.00
Connelly Partners	Bill	05/29/2020	33146	May Redesign & Development	05/29/2020	33145	Destination Marketing	Destination Marketir	1764600	Online - Development & Design	25,000.00
Connelly Partners	Bill	05/29/2020	33138	Agency Fee - Redesign & Developmer	05/29/2020	33146	Destination Marketing	Destination Marketir	1764600	Online - Development & Design	2,000.00
Connelly Partners	Bill	05/29/2020	33156	Spring Break Display & Native Media	05/29/2020	33138	Destination Marketing	Destination Marketir	1769100	PM - Digital (Display & Video)	4,728.65
Connelly Partners	Bill	05/29/2020	33151	20-WTC-0228 May Media (Vista Grap	05/29/2020	33156	Destination Marketing	Destination Marketir	1769100	PM - Print	7,500.00
Connelly Partners	Bill	05/29/2020	33149	20-WTC-0174 Spring Break Media	05/29/2020	33151	Destination Marketing	Destination Marketir	1769100	PM - Digital (Display & Video)	5,419.14
Connelly Partners	Bill	05/29/2020	33019	20-WTC-0228 March Media Print (Vist	05/29/2020	33149	Destination Marketing	Destination Marketir	1769100	PM - Print	7,200.00
Connelly Partners	Bill	05/29/2020	33140	May 2020 Agency Fee	05/29/2020	33019	Destination Marketing	Destination Marketir	1769200	Ad Agency - Account Mgt	180,631.53
Connelly Partners	Bill	06/16/2020	33322	FY20 Bridge Campaign Paid Social M	06/16/2020	556451	Destination Marketing	Destination Marketir	1769100	PM - Digital (Display & Video)	25,000.00
Connelly Partners	Bill	06/16/2020	33324	FY20 Bridge Campaign CTV Media	06/16/2020	33322	Destination Marketing	Destination Marketir	1769100	PM - Digital (Display & Video)	749.56
Connelly Partners	Bill	06/16/2020	33314	Monthly Agency Fee - June	06/16/2020	33324	Destination Marketing	Destination Marketir	1769200	Ad Agency - Account Mgt	180,631.53
Connelly Partners	Bill	06/16/2020	33316	FY20 Website - June Agency Fee - Re	06/16/2020	33314	Destination Marketing	Destination Marketir	1764600	Online - Development & Design	25,000.00
Connelly Partners	Bill	06/16/2020	33317	Domain Renewal (williamsburgtourism	06/16/2020	33317	Destination Marketing	Destination Marketir	1769100	PM - SEM ( SEO & Content)	18.17



Vendor	Type	Date	Num	Memo	Chk Date	Check	Segment	Group	Account Description	Amount
Connelly Partners	Bill	06/16/2020	33317	Domain Renewal (williamsburgfarmtot	06/16/2020	33317	Destination Marketing	Destination Marketir	1769100 · PM - SEM ( SEO & Content)	18.17
Connelly Partners	Bill	06/16/2020	33317	Domain Renewal (visitwilliamsburguse	06/16/2020	33317	Destination Marketing	Destination Marketir	1769100 · PM - SEM ( SEO & Content)	18.17
Connelly Partners	Bill	06/16/2020	33317	Monthly license - SnapWidget	06/16/2020	33317	Destination Marketing	Destination Marketir	1764600 · Online - Support Technologies	6.56
Connelly Partners	Bill	06/16/2020	33317	WTC Hosting - 5/23 to 6/23	06/16/2020	33317	Destination Marketing	Destination Marketir	1764600 · Online - Hosting	478.13
Connelly Partners	Bill	06/16/2020	33315	WTC Site Hosting - April 23 to May 23	06/16/2020	33317	Destination Marketing	Destination Marketir	1764600 · Online - Hosting	478.13
Connelly Partners	Bill	06/16/2020	33319	Music Use License (Social Distancing	06/16/2020	33315	Destination Marketing	Destination Marketir	1769300 · Prod - Services	11,250.00
Connelly Partners	Bill	06/16/2020	33325	WTC-0302 - Creative File Library Dev	06/16/2020	33319	Destination Marketing	Destination Marketir	1769300 · Prod - Services	6,970.00
Connelly Partners	Bill	06/16/2020	33321	WTC-0302 - Creative File Library Dev	06/16/2020	33325	Destination Marketing	Destination Marketir	1769300 · Prod - Services	863.52
Connelly Partners	Bill	06/16/2020	33318	WTC-0196 - Summer Campaign Musi	06/16/2020	33321	Destination Marketing	Destination Marketir	1769300 · Prod - Services	398.00
Connelly Partners	General Journal	06/30/2020	ACCR_EXP-CP	CP Invoice 33578 (May Media)			Destination Marketing	Destination Marketir	1769100 · PM - Television	308,542.62
Connelly Partners	General Journal	06/30/2020	ACCR_EXP-CP	CP Invoice 33577 (June Activity)			Destination Marketing	Destination Marketir	1769100 · PM - Digital (Display & Video)	9,514.60
Connelly Partners	General Journal	06/30/2020	ACCR_EXP-CP	CP Invoice 33577 (June Activity)			Destination Marketing	Destination Marketir	1769100 · PM - Ad Servicing	1,679.04
Connelly Partners	General Journal	06/30/2020	ACCR_EXP-CP	CP Invoice 33576 (June Media)			Destination Marketing	Destination Marketir	1769100 · PM - Social Ads	14,333.12
Connelly Partners	General Journal	06/30/2020	ACCR_EXP-CP	CP Invoice 33575 (May Media)			Destination Marketing	Destination Marketir	1769100 · PM - Television	50,107.29
Connelly Partners	General Journal	06/30/2020	ACCR_EXP-CP	CP Invoice 33573 (May Media)			Destination Marketing	Destination Marketir	1769100 · PM - Print	9,297.00
Connelly Partners	General Journal	06/30/2020	ACCR_EXP-CP	CP Invoice 33572 (June Activity)			Destination Marketing	Destination Marketir	1769300 · Prod - Services	199.00
Connelly Partners	General Journal	06/30/2020	ACCR_EXP-CP	CP Invoice 33572 (June Activity)			Destination Marketing	Destination Marketir	1769200 · Ad Agency - Creative	9,225.00
Connelly Partners	General Journal	06/30/2020	ACCR_EXP-CP	CP Invoice 33571 (March Activity)			Destination Marketing	Destination Marketir	1769100 · PM - Ad Servicing	15,000.00
Connelly Partners	General Journal	06/30/2020	ACCR_EXP-CP	CP Invoice 33570 (June Activity)			Destination Marketing	Destination Marketir	1764600 · Online - Hosting	919.29
Connelly Partners	General Journal	06/30/2020	ACC_EXP-CP2	CP Invoice 33796 (June Activity) - Paid August			Destination Marketing	Destination Marketir	1769100 · PM - Ad Servicing	1,005.41
Connelly Partners	General Journal	06/30/2020	ACC_EXP-CP2	CP Invoice 33800 (June Activity) - Paid August			Destination Marketing	Destination Marketir	1769100 · PM - Ad Servicing	60.75
Connelly Partners	General Journal	06/30/2020	ACC_EXP-CP2	CP Invoice 33798 (June Media) - Paid August			Destination Marketing	Destination Marketir	1769100 · PM - Television	443,264.31
Coraggio Group	Bill	04/01/2020	14597	Strategic Planning - Project Planning	04/01/2020	556392	Administration	Office Administration	1860200 · TC - Training	1,936.56
Coraggio Group	Bill	05/04/2020	14634	Planning & Survey	05/08/2020	556421	Administration	Office Administration	1860200 · TC - Training	899.16
Coraggio Group	Bill	05/27/2020	14652	Strategic Planning - Staff Engagement	05/27/2020	556433	Administration	Office Administration	1860200 · TC - Training	1,719.11
County Waste & Disposal	Bill	01/03/2020	3089629	JAN20 - RECYCLE	01/16/2020	37870	Administration	Shared Office	0864000 · Business Expense	15.32
County Waste & Disposal	Bill	02/02/2020	3129364	FEB20 - RECYCLE	02/11/2020	37891	Administration	Shared Office	0864000 · Business Expense	15.32
County Waste & Disposal	Bill	03/02/2020	3166316	MAR20 - RECYCLE	03/17/2020	37912	Administration	Shared Office	0864000 · Business Expense	15.32
County Waste & Disposal	Bill	04/02/2020	3207425	APR20 - RECYCLE	04/10/2020	37936	Administration	Shared Office	0864000 · Business Expense	15.32
County Waste & Disposal	Bill	05/02/2020	3248653	MAY20 - RECYCLE			Administration	Shared Office	0864000 · Business Expense	15.32
County Waste & Disposal	Bill	06/02/2020	3290397	JUN20 - RECYCLE			Administration	Shared Office	0864000 · Business Expense	15.32
Cox Communications	Bill	01/26/2020	0015414121255601	JAN20 - COX PHONE SERVICE	01/31/2020	37883	Administration	Shared Office	0864500 · Phone - Admin	44.69
Cox Communications	Bill	01/26/2020	0015414121255601	JAN20 - COX - INTERNET SERVICE	01/31/2020	37883	Administration	Shared Office	0864600 · Online Services - Admin	401.53
Cox Communications	Bill	02/26/2020	0015414121255601	FEB20 - PHONE	03/17/2020	37913	Administration	Shared Office	0864500 · Phone - Admin	44.71
Cox Communications	Bill	02/26/2020	0015414121255601	FEB20 - INTERNET SERVICE	03/17/2020	37913	Administration	Shared Office	0864600 · Online Services - Admin	401.53
Cox Communications	Bill	03/27/2020	0015414121255601	PHONE	03/31/2020	37934	Administration	Shared Office	0864500 · Phone - Admin	44.71
Cox Communications	Bill	03/27/2020	0015414121255601	INTERNET SERVICE	03/31/2020	37934	Administration	Shared Office	0864600 · Online Services - Admin	401.53
Cox Communications	Bill	04/27/2020	0015414121255601	Apr	05/11/2020	37952	Administration	Shared Office	0864500 · Phone - Admin	43.76
Cox Communications	Bill	04/27/2020	0015414121255601	Apr	05/11/2020	37952	Administration	Shared Office	0864600 · Online Services - Admin	401.53
Cox Communications	Bill	05/26/2020	0015414121255601	May	06/08/2020	37968	Administration	Shared Office	0864500 · Phone - Admin	43.76
Cox Communications	Bill	05/26/2020	0015414121255601	May	06/08/2020	37968	Administration	Shared Office	0864600 · Online Services - Admin	401.53
Cox Communications	Bill	06/27/2020	0015414121255601	June			Administration	Shared Office	0864500 · Phone - Admin	43.76
Cox Communications	Bill	06/27/2020	0015414121255601	June			Administration	Shared Office	0864600 · Online Services - Admin	401.53
David Turner	Bill	01/29/2020	KENTUCKY TRIP	KY TRIP - NORFOLK - AIRPORT PAI	02/25/2020	556356	Administration	Office Administration	1860500 · TC - Travel	24.00
David Turner	Bill	01/29/2020	KENTUCKY TRIP	KY TRIP - BP - GASOLINE FOR REN	02/25/2020	556356	Administration	Office Administration	1860500 · TC - Travel	6.30
David Turner	Bill	01/29/2020	KENTUCKY TRIP	KY TRIP - WENDYS - MEAL	02/25/2020	556356	Administration	Office Administration	1860500 · TC - Travel	11.63
David Turner	Bill	01/29/2020	KENTUCKY TRIP	KY TRIP - MCDONALDS - MEAL	02/25/2020	556356	Administration	Office Administration	1860500 · TC - Travel	6.72
David Turner	Bill	01/29/2020	KENTUCKY TRIP	KY TRIP - DELTA - FLIGHT	02/25/2020	556356	Administration	Office Administration	1860500 · TC - Travel	516.40
David Turner	Bill	01/29/2020	KENTUCKY TRIP	KY TRIP - DOLLAR RENTAL - CAR R	02/25/2020	556356	Administration	Office Administration	1860500 · TC - Travel	120.59
David Turner	Bill	01/29/2020	KENTUCKY TRIP	KY TRIP - 90 MILES RT NORFOLK AI	02/25/2020	556356	Administration	Office Administration	1860500 · TC - Travel	51.75
David Turner	Bill	06/30/2020	06192020	EXP RPT			Administration	Office Administration	1864400 · TC - Postage	19.80

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Diamond Springs	Bill	01/03/2020	3304118	WATER COOLER RENTAL	01/14/2020	556323	Administration	Office Administrator 1864700	TC - Equipment Rental	31.33
Diamond Springs	Bill	02/07/2020	3312940	WATER FILTRATION SYSTEM	02/25/2020	556357	Administration	Office Administrator 1864700	TC - Equipment Rental	31.33
Diamond Springs	Bill	03/06/2020	3321745	WATER COOLER RENTAL	03/24/2020	556386	Administration	Office Administrator 1864700	TC - Equipment Rental	31.33
Diamond Springs	Bill	04/03/2020	3330641	Water Filtration System	04/17/2020	556405	Administration	Office Administrator 1864700	TC - Equipment Rental	31.33
Diamond Springs	Bill	05/29/2020	3339511-TC	Water Filtration Equipment Rental	05/29/2020	556439	Administration	Office Administrator 1864700	TC - Equipment Rental	31.33
Diamond Springs	Bill	06/05/2020	86674-TC	Water Filtration Equipment Rental			Administration	Office Administrator 1864700	TC - Equipment Rental	31.32
Connelly Partners	General Journal	06/30/2020	ACCR_EXP-CP	CP Invoice 33579 (June Activity)			Destination Marketing	Destination Marketir 1769100	PM - Digital (Display & Video)	108,712.79
Greater Williamsburg Chamber & Tourism A	General Journal	01/01/2020	Emp Benefit	HMO - JAN20			Labor & Benefits	Shared Staff Wages 0853000	Insurance Benefit - Admin	626.37
Greater Williamsburg Chamber & Tourism A	General Journal	01/01/2020	Emp Benefit	MEDICARE - FLYTHE RX - JAN20			Labor & Benefits	Shared Staff Wages 0853000	Insurance Benefit - Admin	46.00
Greater Williamsburg Chamber & Tourism A	General Journal	01/01/2020	Emp Benefit	MEDICARE - FLYTHE - JAN20			Labor & Benefits	Shared Staff Wages 0853000	Insurance Benefit - Admin	164.00
Greater Williamsburg Chamber & Tourism A	General Journal	01/01/2020	Emp Benefit	DENTAL - JAN20			Labor & Benefits	Shared Staff Wages 0853000	Insurance Benefit - Admin	69.92
Greater Williamsburg Chamber & Tourism A	General Journal	01/03/2020	Payroll	ADMIN GROSS			Labor & Benefits	Shared Staff Wages 0850000	Salaries - Admin	3,670.81
Greater Williamsburg Chamber & Tourism A	General Journal	01/03/2020	Payroll	TOURISM GROSS			Labor & Benefits	Employee Wages & 1850000	TC - Salaries	26,975.10
Greater Williamsburg Chamber & Tourism A	General Journal	01/03/2020	Payroll	ADMIN FICA / FUTA / SUTA			Labor & Benefits	Shared Staff Wages 0852000	Payroll Taxes - Admin	300.15
Greater Williamsburg Chamber & Tourism A	General Journal	01/03/2020	Payroll	TOURISM MKT FICA / FUTA / SUTA			Labor & Benefits	Employee Wages & 1852000	TC - Payroll Taxes	2,186.57
Greater Williamsburg Chamber & Tourism A	General Journal	01/03/2020	Paychex Fee	PAYCHEX FEE			Administration	Shared Office 0864000	Business Expense	135.85
Greater Williamsburg Chamber & Tourism A	General Journal	01/17/2020	Payroll	ADMIN GROSS			Labor & Benefits	Shared Staff Wages 0850000	Salaries - Admin	3,670.81
Greater Williamsburg Chamber & Tourism A	General Journal	01/17/2020	Payroll	TOURISM GROSS			Labor & Benefits	Employee Wages & 1850000	TC - Salaries	26,975.10
Greater Williamsburg Chamber & Tourism A	General Journal	01/17/2020	Payroll	ADMIN FICA / FUTA / SUTA			Labor & Benefits	Shared Staff Wages 0852000	Payroll Taxes - Admin	308.41
Greater Williamsburg Chamber & Tourism A	General Journal	01/17/2020	Payroll	TOURISM MKT FICA / FUTA / SUTA			Labor & Benefits	Employee Wages & 1852000	TC - Payroll Taxes	2,150.31
Greater Williamsburg Chamber & Tourism A	General Journal	01/17/2020	Paychex Fee	PAYCHEX FEE - 1/17/20 + W2 PROCESSING			Administration	Shared Office 0864000	Business Expense	398.10
Greater Williamsburg Chamber & Tourism A	General Journal	01/31/2020	Payroll	ADMIN GROSS			Labor & Benefits	Shared Staff Wages 0850000	Salaries - Admin	3,670.82
Greater Williamsburg Chamber & Tourism A	General Journal	01/31/2020	Payroll	TOURISM GROSS			Labor & Benefits	Employee Wages & 1850000	TC - Salaries	33,907.79
Greater Williamsburg Chamber & Tourism A	General Journal	01/31/2020	Payroll	ADMIN FICA / FUTA / SUTA			Labor & Benefits	Shared Staff Wages 0852000	Payroll Taxes - Admin	315.32
Greater Williamsburg Chamber & Tourism A	General Journal	01/31/2020	Payroll	TOURISM MKT FICA / FUTA / SUTA			Labor & Benefits	Employee Wages & 1852000	TC - Payroll Taxes	2,723.74
Greater Williamsburg Chamber & Tourism A	General Journal	01/31/2020	Paychex Fee	PAYCHEX FEE - 1/31/20			Administration	Shared Office 0864000	Business Expense	141.85
Greater Williamsburg Chamber & Tourism A	General Journal	01/31/2020	Accrued Sal	ACCRUED SALARIES - JAN20			Labor & Benefits	Employee Wages & 1850000	TC - Salaries	-22,059.18
Greater Williamsburg Chamber & Tourism A	General Journal	01/31/2020	Accrued Sal	ACCRUED SALARIES - JAN20			Labor & Benefits	Shared Staff Wages 0852000	Payroll Taxes - Admin	-205.14
Greater Williamsburg Chamber & Tourism A	General Journal	01/31/2020	Accrued Sal	ACCRUED SALARIES - JAN20			Labor & Benefits	Employee Wages & 1852000	TC - Payroll Taxes	-1,771.97
Greater Williamsburg Chamber & Tourism A	General Journal	01/31/2020	ACC VAC	ACCRUED VACATION - JAN20			Labor & Benefits	Shared Staff Wages 0850000	Salaries - Admin	-86.93
Greater Williamsburg Chamber & Tourism A	General Journal	01/31/2020	ACC VAC	ACCRUED VACATION - JAN20			Labor & Benefits	Employee Wages & 1850000	TC - Salaries	-4,775.51
Greater Williamsburg Chamber & Tourism A	General Journal	01/31/2020	PREPAID EXP	MAILROOM EQUIPMENT - 1/22/20 - 4/22/20			Administration	Office Administrator 1864700	TC - Equipment Rental	784.18
Greater Williamsburg Chamber & Tourism A	General Journal	01/31/2020	PREPAID EXP	ABA MARKETPLACE - REGISTRATION			Other Sales & Marketing	Group Tour Sales & 0565010	Trade Shows - GT	1,595.00
Greater Williamsburg Chamber & Tourism A	General Journal	02/01/2020	Emp Benefit	HMO- FEB20			Labor & Benefits	Shared Staff Wages 0853000	Insurance Benefit - Admin	626.37
Greater Williamsburg Chamber & Tourism A	General Journal	02/01/2020	Emp Benefit	MEDICARE - FLYTHE RX- FEB20			Labor & Benefits	Shared Staff Wages 0853000	Insurance Benefit - Admin	46.00
Greater Williamsburg Chamber & Tourism A	General Journal	02/01/2020	Emp Benefit	MEDICARE - FLYTHE- FEB20			Labor & Benefits	Shared Staff Wages 0853000	Insurance Benefit - Admin	164.00
Greater Williamsburg Chamber & Tourism A	General Journal	02/01/2020	Emp Benefit	DENTAL- FEB20			Labor & Benefits	Shared Staff Wages 0853000	Insurance Benefit - Admin	69.92
Greater Williamsburg Chamber & Tourism A	General Journal	02/01/2020	FIX AC VAC	ACCRUED VACATION - CORRECT JANUARY 2020 - MISSED D TUR			Labor & Benefits	Employee Wages & 1850000	TC - Salaries	5,288.46
Greater Williamsburg Chamber & Tourism A	General Journal	02/14/2020	Payroll	ADMIN GROSS			Labor & Benefits	Shared Staff Wages 0850000	Salaries - Admin	3,670.82
Greater Williamsburg Chamber & Tourism A	General Journal	02/14/2020	Payroll	TOURISM GROSS			Labor & Benefits	Employee Wages & 1850000	TC - Salaries	34,041.90
Greater Williamsburg Chamber & Tourism A	General Journal	02/14/2020	Payroll	ADMIN FICA / FUTA / SUTA			Labor & Benefits	Shared Staff Wages 0852000	Payroll Taxes - Admin	293.89
Greater Williamsburg Chamber & Tourism A	General Journal	02/14/2020	Payroll	TOURISM MKT FICA / FUTA / SUTA			Labor & Benefits	Employee Wages & 1852000	TC - Payroll Taxes	2,615.48
Greater Williamsburg Chamber & Tourism A	General Journal	02/14/2020	Paychex Fee	PAYCHEX FEE			Administration	Shared Office 0864000	Business Expense	141.85
Greater Williamsburg Chamber & Tourism A	General Journal	02/28/2020	Payroll	ADMIN GROSS			Labor & Benefits	Shared Staff Wages 0850000	Salaries - Admin	3,910.82
Greater Williamsburg Chamber & Tourism A	General Journal	02/28/2020	Payroll	TOURISM GROSS			Labor & Benefits	Employee Wages & 1850000	TC - Salaries	33,644.21
Greater Williamsburg Chamber & Tourism A	General Journal	02/28/2020	Payroll	ADMIN FICA / FUTA / SUTA			Labor & Benefits	Shared Staff Wages 0852000	Payroll Taxes - Admin	308.24
Greater Williamsburg Chamber & Tourism A	General Journal	02/28/2020	Payroll	TOURISM MKT FICA / FUTA / SUTA			Labor & Benefits	Employee Wages & 1852000	TC - Payroll Taxes	2,532.16
Greater Williamsburg Chamber & Tourism A	General Journal	02/28/2020	Paychex Fee	PAYCHEX FEE - 2/28/20			Administration	Shared Office 0864000	Business Expense	144.85
Greater Williamsburg Chamber & Tourism A	General Journal	02/28/2020	ACC VAC	ACCRUED VACATION - FEB20			Labor & Benefits	Shared Staff Wages 0850000	Salaries - Admin	488.22
Greater Williamsburg Chamber & Tourism A	General Journal	02/28/2020	ACC VAC	ACCRUED VACATION - FEB20			Labor & Benefits	Employee Wages & 1850000	TC - Salaries	-2,526.36
Greater Williamsburg Chamber & Tourism A	General Journal	02/29/2020	Accrued Sal	ACCRUED SALARIES - FEB20			Labor & Benefits	Employee Wages & 1850000	TC - Salaries	-95.59

Vendor	Type	Date	Num	Memo	Chk Date	Check	Segment	Group	Account Description	Amount
Greater Williamsburg Chamber & Tourism A	General Journal	02/29/2020	Accrued Sal	ACCRUED SALARIES - FEB20			Labor & Benefits	Shared Staff Wages 0852000	Payroll Taxes - Admin	-0.88
Greater Williamsburg Chamber & Tourism A	General Journal	02/29/2020	Accrued Sal	ACCRUED SALARIES - FEB20			Labor & Benefits	Employee Wages & 1852000	TC - Payroll Taxes	-7.19
Greater Williamsburg Chamber & Tourism A	General Journal	03/01/2020	Emp Benefit	HMO - MAR20			Labor & Benefits	Shared Staff Wages 0853000	Insurance Benefit - Admin	626.37
Greater Williamsburg Chamber & Tourism A	General Journal	03/01/2020	Emp Benefit	MEDICARE - FLYTHE RX - MAR20			Labor & Benefits	Shared Staff Wages 0853000	Insurance Benefit - Admin	46.00
Greater Williamsburg Chamber & Tourism A	General Journal	03/01/2020	Emp Benefit	MEDICARE - FLYTHE - MAR20			Labor & Benefits	Shared Staff Wages 0853000	Insurance Benefit - Admin	164.00
Greater Williamsburg Chamber & Tourism A	General Journal	03/01/2020	Emp Benefit	DENTAL - MAR20			Labor & Benefits	Shared Staff Wages 0853000	Insurance Benefit - Admin	69.92
Greater Williamsburg Chamber & Tourism A	General Journal	03/13/2020	Payroll	ADMIN GROSS			Labor & Benefits	Shared Staff Wages 0850000	Salaries - Admin	4,293.31
Greater Williamsburg Chamber & Tourism A	General Journal	03/13/2020	Payroll	TOURISM GROSS			Labor & Benefits	Employee Wages & 1850000	TC - Salaries	33,644.21
Greater Williamsburg Chamber & Tourism A	General Journal	03/13/2020	Payroll	ADMIN FICA / FUTA / SUTA			Labor & Benefits	Shared Staff Wages 0852000	Payroll Taxes - Admin	332.36
Greater Williamsburg Chamber & Tourism A	General Journal	03/13/2020	Payroll	TOURISM MKT FICA / FUTA / SUTA			Labor & Benefits	Employee Wages & 1852000	TC - Payroll Taxes	2,513.14
Greater Williamsburg Chamber & Tourism A	General Journal	03/13/2020	Paychex Fee	PAYCHEX FEE			Administration	Shared Office 0864000	Business Expense	144.85
Greater Williamsburg Chamber & Tourism A	General Journal	03/27/2020	Payroll	ADMIN GROSS			Labor & Benefits	Shared Staff Wages 0850000	Salaries - Admin	3,670.82
Greater Williamsburg Chamber & Tourism A	General Journal	03/27/2020	Payroll	50/50 ADMIN SPLIT GROSS			Labor & Benefits	Shared Staff Wages 0850000	Salaries - Admin	630.00
Greater Williamsburg Chamber & Tourism A	General Journal	03/27/2020	Payroll	TOURISM GROSS			Labor & Benefits	Employee Wages & 1850000	TC - Salaries	33,644.21
Greater Williamsburg Chamber & Tourism A	General Journal	03/27/2020	Payroll	ADMIN FICA / FUTA / SUTA			Labor & Benefits	Shared Staff Wages 0852000	Payroll Taxes - Admin	274.66
Greater Williamsburg Chamber & Tourism A	General Journal	03/27/2020	Payroll	50/50 ADMIN SPLIT FICA / FUTA / SUTA			Labor & Benefits	Shared Staff Wages 0852000	Payroll Taxes - Admin	54.12
Greater Williamsburg Chamber & Tourism A	General Journal	03/27/2020	Payroll	TOURISM MKT FICA / FUTA / SUTA			Labor & Benefits	Employee Wages & 1852000	TC - Payroll Taxes	2,510.98
Greater Williamsburg Chamber & Tourism A	General Journal	03/27/2020	Paychex Fee	PAYCHEX FEE - 3/27/20			Administration	Shared Office 0864000	Business Expense	147.85
Greater Williamsburg Chamber & Tourism A	General Journal	03/31/2020	Accrued Sal	ACCRUED SALARIES - MAR20			Labor & Benefits	Employee Wages & 1850000	TC - Salaries	7,354.17
Greater Williamsburg Chamber & Tourism A	General Journal	03/31/2020	Accrued Sal	ACCRUED SALARIES - MAR20			Labor & Benefits	Shared Staff Wages 0852000	Payroll Taxes - Admin	71.87
Greater Williamsburg Chamber & Tourism A	General Journal	03/31/2020	Accrued Sal	ACCRUED SALARIES - MAR20			Labor & Benefits	Employee Wages & 1852000	TC - Payroll Taxes	548.87
Greater Williamsburg Chamber & Tourism A	General Journal	03/31/2020	ACC VAC	ACCRUED VACATION - MAR20			Labor & Benefits	Shared Staff Wages 0850000	Salaries - Admin	510.93
Greater Williamsburg Chamber & Tourism A	General Journal	03/31/2020	ACC VAC	ACCRUED VACATION - MAR20			Labor & Benefits	Employee Wages & 1850000	TC - Salaries	-362.88
Greater Williamsburg Chamber & Tourism A	General Journal	03/31/2020	PREPAID EXP	PBA - REGISTRATION			Other Sales & Marketing	Group Tour Sales & 0565010	Trade Shows - GT	490.00
Greater Williamsburg Chamber & Tourism A	General Journal	03/31/2020	PREPAID EXP	MMCA - REGISTRATION - 2020 GROUP LEADER TREAVEL SHOWC/			Other Sales & Marketing	Group Tour Sales & 0565010	Trade Shows - GT	392.50
Greater Williamsburg Chamber & Tourism A	Bill	03/31/2020	82745	MAR20 REIMB: County Waste & Dispr	03/31/2020	556411	Administration	Office Administrator 1864000	TC - Business Expense	9.96
Greater Williamsburg Chamber & Tourism A	Bill	03/31/2020	82745	MAR20 REIMB: Paychex Process Fee	03/31/2020	556411	Administration	Office Administrator 1864000	TC - Business Expense	94.15
Greater Williamsburg Chamber & Tourism A	Bill	03/31/2020	82745	MAR 20 REIMB: Paychex Process Fee	03/31/2020	556411	Administration	Office Administrator 1864000	TC - Business Expense	96.10
Greater Williamsburg Chamber & Tourism A	Bill	03/31/2020	82745	MAR20 REIMB: Copies (Cobbcare)	03/31/2020	556411	Administration	Office Administrator 1864000	TC - Business Expense	448.60
Greater Williamsburg Chamber & Tourism A	Bill	03/31/2020	82745	MAR20 REIMB: Cox Comm Phone	03/31/2020	556411	Administration	Office Administrator 1864500	TC - Phone	29.06
Greater Williamsburg Chamber & Tourism A	Bill	03/31/2020	82745	MAR20 REIMB: Cox Comm Internet	03/31/2020	556411	Administration	Office Administrator 1864600	TC - Online Service	261.00
Greater Williamsburg Chamber & Tourism A	Bill	03/31/2020	82745	MAR20 REIMB: Metered Mail	03/31/2020	556411	Other Sales & Marketing	Consumer Sales & I 0466030	Inquiry Fulfillment - Consumer	62.65
Greater Williamsburg Chamber & Tourism A	General Journal	04/01/2020	Emp Benefit	HMO - MAR20			Labor & Benefits	Shared Staff Wages 0853000	Insurance Benefit - Admin	626.37
Greater Williamsburg Chamber & Tourism A	General Journal	04/01/2020	Emp Benefit	MEDICARE - FLYTHE RX - MAR20			Labor & Benefits	Shared Staff Wages 0853000	Insurance Benefit - Admin	46.00
Greater Williamsburg Chamber & Tourism A	General Journal	04/01/2020	Emp Benefit	MEDICARE - FLYTHE - MAR20			Labor & Benefits	Shared Staff Wages 0853000	Insurance Benefit - Admin	164.00
Greater Williamsburg Chamber & Tourism A	General Journal	04/01/2020	Emp Benefit	DENTAL - MAR20			Labor & Benefits	Shared Staff Wages 0853000	Insurance Benefit - Admin	69.92
Greater Williamsburg Chamber & Tourism A	General Journal	04/01/2020	65/35 RECLA	TC - MAR20 PAYCHEX / RECYCLE / COPIES			Administration	Shared Office 0864000	Business Expense	-648.81
Greater Williamsburg Chamber & Tourism A	General Journal	04/01/2020	65/35 RECLA	TC - MAR20 COX INTERNET			Administration	Shared Office 0864600	Online Services - Admin	-261.00
Greater Williamsburg Chamber & Tourism A	General Journal	04/01/2020	65/35 RECLA	TC - MAR20 METERED MAIL			Other Sales & Marketing	Consumer Sales & I 0466030	Inquiry Fulfillment - Consumer	(62.65)
Greater Williamsburg Chamber & Tourism A	General Journal	04/01/2020	ACC VACR	ACCRUED VACATION - MAR20			Labor & Benefits	Shared Staff Wages 0850000	Salaries - Admin	-4,118.45
Greater Williamsburg Chamber & Tourism A	General Journal	04/01/2020	TC_PAY_ACC	April 5 payroll salary accrual			Labor & Benefits	Employee Wages & 1850000	TC - Salaries	-23,388.46
Greater Williamsburg Chamber & Tourism A	General Journal	04/01/2020	TC_PAY_ACC	April 5 payroll salary accrual			Labor & Benefits	Employee Wages & 1852000	TC - Payroll Taxes	-1,757.69
Greater Williamsburg Chamber & Tourism A	General Journal	04/01/2020	Accrued Sal	ACCRUED SALARIES			Labor & Benefits	Shared Staff Wages 0852000	Payroll Taxes - Admin	-196.57
Greater Williamsburg Chamber & Tourism A	General Journal	04/05/2020	Payroll-TC	Tourism Gross Salary			Labor & Benefits	Employee Wages & 1850000	TC - Salaries	33,269.21
Greater Williamsburg Chamber & Tourism A	General Journal	04/05/2020	Payroll-TC	Tourism Auto Allowance			Labor & Benefits	Employee Wages & 1856000	TC - Auto Expense	375.00
Greater Williamsburg Chamber & Tourism A	General Journal	04/05/2020	Payroll-TC	Tourism FICA / FUTA / SUTA			Labor & Benefits	Employee Wages & 1852000	TC - Payroll Taxes	2,510.98
Greater Williamsburg Chamber & Tourism A	General Journal	04/10/2020	Payroll	ADMIN GROSS - 4/10/20 BC			Labor & Benefits	Shared Staff Wages 0850000	Salaries - Admin	3,670.82
Greater Williamsburg Chamber & Tourism A	General Journal	04/10/2020	Payroll	ADMIN 50/50 GROSS - 4/10/20 BC			Labor & Benefits	Shared Staff Wages 0850000	Salaries - Admin	690.00
Greater Williamsburg Chamber & Tourism A	General Journal	04/10/2020	Payroll	ADMIN FICA / FUTA / SUTA - 4/10/20 BC			Labor & Benefits	Shared Staff Wages 0852000	Payroll Taxes - Admin	274.66
Greater Williamsburg Chamber & Tourism A	General Journal	04/10/2020	Payroll	ADMIN FICA / FUTA / SUTA - 4/10/20 BC 50/50			Labor & Benefits	Shared Staff Wages 0852000	Payroll Taxes - Admin	59.28
Greater Williamsburg Chamber & Tourism A	General Journal	04/20/2020	TAX_ADJUST	VA SUI Tax Adjustment - Q1			Labor & Benefits	Employee Wages & 1852000	TC - Payroll Taxes	107.50

Vendor	Type	Date	Num	Memo	Chk Date	Check	Segment	Group	Account Description	Amount
Greater Williamsburg Chamber & Tourism A	General Journal	04/24/2020	Payroll BC	ADMIN GROSS - 4/24/20			Labor & Benefits	Shared Staff Wages 0850000	Salaries - Admin	3,670.82
Greater Williamsburg Chamber & Tourism A	General Journal	04/24/2020	Payroll BC	ADMIN GROSS - 50/50 - 4/24/20			Labor & Benefits	Shared Staff Wages 0850000	Salaries - Admin	600.00
Greater Williamsburg Chamber & Tourism A	General Journal	04/24/2020	Payroll BC	ADMIN FICA / FUTA / SUTA - 4/24/20			Labor & Benefits	Shared Staff Wages 0852000	Payroll Taxes - Admin	274.66
Greater Williamsburg Chamber & Tourism A	General Journal	04/24/2020	Payroll BC	ADMIN FICA / FUTA / SUTA - 50/50 - 4/24/20			Labor & Benefits	Shared Staff Wages 0852000	Payroll Taxes - Admin	51.54
Greater Williamsburg Chamber & Tourism A	General Journal	04/24/2020	Payroll-TC	Tourism Gross Salary			Labor & Benefits	Employee Wages & 1850000	TC - Salaries	33,269.21
Greater Williamsburg Chamber & Tourism A	General Journal	04/24/2020	Payroll-TC	Tourism Auto Allowance			Labor & Benefits	Employee Wages & 1856000	TC - Auto Expense	375.00
Greater Williamsburg Chamber & Tourism A	General Journal	04/24/2020	Payroll-TC	Tourism FICA / FUTA / SUTA			Labor & Benefits	Employee Wages & 1852000	TC - Payroll Taxes	2,510.98
Greater Williamsburg Chamber & Tourism A	General Journal	04/30/2020	Accrued Sal	ACCRUED SALARIES - APR20			Labor & Benefits	Employee Wages & 1850000	TC - Salaries	-10,834.08
Greater Williamsburg Chamber & Tourism A	General Journal	04/30/2020	Prepaid Exp	Refunded - PBA Registration for March Event			Other Sales & Marketing	Group Tour Sales & 0565010	Trade Shows - GT	-490.00
Greater Williamsburg Chamber & Tourism A	General Journal	05/01/2020	EMP BEN BC	MAY MEDICARE RX FLYTHE			Labor & Benefits	Shared Staff Wages 0853000	Insurance Benefit - Admin	46.00
Greater Williamsburg Chamber & Tourism A	General Journal	05/01/2020	EMP BEN BC	MAY MEDICARE FLYTHE			Labor & Benefits	Shared Staff Wages 0853000	Insurance Benefit - Admin	164.00
Greater Williamsburg Chamber & Tourism A	General Journal	05/08/2020	Payroll-TC	Tourism Gross Salary			Labor & Benefits	Employee Wages & 1850000	TC - Salaries	33,269.21
Greater Williamsburg Chamber & Tourism A	General Journal	05/08/2020	Payroll-TC	Tourism Auto Allowance			Labor & Benefits	Employee Wages & 1856000	TC - Auto Expense	375.00
Greater Williamsburg Chamber & Tourism A	General Journal	05/08/2020	Payroll-TC	Tourism FICA / FUTA / SUTA			Labor & Benefits	Employee Wages & 1852000	TC - Payroll Taxes	2,510.98
Greater Williamsburg Chamber & Tourism A	General Journal	05/08/2020	Payroll	ADMIN GROSS -DR			Labor & Benefits	Shared Staff Wages 0850000	Salaries - Admin	3,670.82
Greater Williamsburg Chamber & Tourism A	General Journal	05/08/2020	Payroll	ADMIN GROSS - 50/50 -DR			Labor & Benefits	Shared Staff Wages 0850000	Salaries - Admin	600.00
Greater Williamsburg Chamber & Tourism A	General Journal	05/08/2020	Payroll	ADMIN FICA / FUTA / SUTA -DR			Labor & Benefits	Shared Staff Wages 0852000	Payroll Taxes - Admin	280.82
Greater Williamsburg Chamber & Tourism A	General Journal	05/08/2020	Payroll	ADMIN FICA / FUTA / SUTA - 50/50 -DR			Labor & Benefits	Shared Staff Wages 0852000	Payroll Taxes - Admin	59.46
Greater Williamsburg Chamber & Tourism A	Bill	05/15/2020	1195	Life Insurance Reimbursement - May 2	06/17/2020	556460	Labor & Benefits	Employee Wages & 1853000	TC - Insurance Benefits	741.37
Greater Williamsburg Chamber & Tourism A	General Journal	05/22/2020	Payroll-TC	Tourism Gross Salary			Labor & Benefits	Employee Wages & 1850000	TC - Salaries	33,269.21
Greater Williamsburg Chamber & Tourism A	General Journal	05/22/2020	Payroll-TC	Tourism Auto Allowance			Labor & Benefits	Employee Wages & 1856000	TC - Auto Expense	375.00
Greater Williamsburg Chamber & Tourism A	General Journal	05/22/2020	Payroll-TC	Tourism FICA / FUTA / SUTA			Labor & Benefits	Employee Wages & 1852000	TC - Payroll Taxes	2,510.98
Greater Williamsburg Chamber & Tourism A	General Journal	05/22/2020	Payroll	ADMIN GROSS -DR			Labor & Benefits	Shared Staff Wages 0850000	Salaries - Admin	1,400.51
Greater Williamsburg Chamber & Tourism A	General Journal	05/22/2020	Payroll	ADMIN GROSS - 50/50 -DR			Labor & Benefits	Shared Staff Wages 0850000	Salaries - Admin	600.00
Greater Williamsburg Chamber & Tourism A	General Journal	05/22/2020	Payroll	ADMIN FICA / FUTA / SUTA -DR			Labor & Benefits	Shared Staff Wages 0852000	Payroll Taxes - Admin	107.14
Greater Williamsburg Chamber & Tourism A	General Journal	05/22/2020	Payroll	ADMIN FICA / FUTA / SUTA - 50/50 -DR			Labor & Benefits	Shared Staff Wages 0852000	Payroll Taxes - Admin	45.90
Greater Williamsburg Chamber & Tourism A	General Journal	06/01/2020	EMP BEN BC	MAY MEDICARE RX FLYTHE			Labor & Benefits	Shared Staff Wages 0853000	Insurance Benefit - Admin	46.00
Greater Williamsburg Chamber & Tourism A	General Journal	06/01/2020	EMP BEN BC	MAY MEDICARE FLYTHE			Labor & Benefits	Shared Staff Wages 0853000	Insurance Benefit - Admin	164.00
Greater Williamsburg Chamber & Tourism A	General Journal	06/05/2020	Payroll-TC	Tourism Gross Salary			Labor & Benefits	Employee Wages & 1850000	TC - Salaries	33,269.21
Greater Williamsburg Chamber & Tourism A	General Journal	06/05/2020	Payroll-TC	Tourism Auto Allowance			Labor & Benefits	Employee Wages & 1856000	TC - Auto Expense	375.00
Greater Williamsburg Chamber & Tourism A	General Journal	06/05/2020	Payroll-TC	Tourism FICA / FUTA / SUTA			Labor & Benefits	Employee Wages & 1852000	TC - Payroll Taxes	2,510.98
Greater Williamsburg Chamber & Tourism A	General Journal	06/05/2020	Payroll	ADMIN GROSS -DR			Labor & Benefits	Shared Staff Wages 0850000	Salaries - Admin	1,400.51
Greater Williamsburg Chamber & Tourism A	General Journal	06/05/2020	Payroll	ADMIN GROSS - 50/50 -DR			Labor & Benefits	Shared Staff Wages 0850000	Salaries - Admin	660.00
Greater Williamsburg Chamber & Tourism A	General Journal	06/05/2020	Payroll	ADMIN FICA / FUTA / SUTA -DR			Labor & Benefits	Shared Staff Wages 0852000	Payroll Taxes - Admin	107.14
Greater Williamsburg Chamber & Tourism A	General Journal	06/05/2020	Payroll	ADMIN FICA / FUTA / SUTA - 50/50 -DR			Labor & Benefits	Shared Staff Wages 0852000	Payroll Taxes - Admin	52.59
Greater Williamsburg Chamber & Tourism A	General Journal	06/19/2020	Payroll-TC	Tourism Gross Salary			Labor & Benefits	Employee Wages & 1850000	TC - Salaries	33,269.21
Greater Williamsburg Chamber & Tourism A	General Journal	06/19/2020	Payroll-TC	Tourism Auto Allowance			Labor & Benefits	Employee Wages & 1856000	TC - Auto Expense	375.00
Greater Williamsburg Chamber & Tourism A	General Journal	06/19/2020	Payroll-TC	Tourism FICA / FUTA / SUTA			Labor & Benefits	Employee Wages & 1852000	TC - Payroll Taxes	2,510.98
Greater Williamsburg Chamber & Tourism A	General Journal	06/19/2020	Payroll	ADMIN GROSS -DR			Labor & Benefits	Shared Staff Wages 0850000	Salaries - Admin	1,400.51
Greater Williamsburg Chamber & Tourism A	General Journal	06/19/2020	Payroll	ADMIN GROSS - 50/50 -DR			Labor & Benefits	Shared Staff Wages 0850000	Salaries - Admin	600.00
Greater Williamsburg Chamber & Tourism A	General Journal	06/19/2020	Payroll	ADMIN FICA / FUTA / SUTA -DR			Labor & Benefits	Shared Staff Wages 0852000	Payroll Taxes - Admin	107.14
Greater Williamsburg Chamber & Tourism A	General Journal	06/19/2020	Payroll	ADMIN FICA / FUTA / SUTA - 50/50 -DR			Labor & Benefits	Shared Staff Wages 0852000	Payroll Taxes - Admin	45.90
Greater Williamsburg Chamber & Tourism A	General Journal	06/30/2020	TC_PAY_ACC	Tourism Gross Salaries			Labor & Benefits	Employee Wages & 1850000	TC - Salaries	39,923.00
Greater Williamsburg Chamber & Tourism A	General Journal	06/30/2020	TC_PAY_ACC	Car Allowance			Labor & Benefits	Employee Wages & 1856000	TC - Auto Expense	450.00
Greater Williamsburg Chamber & Tourism A	General Journal	06/30/2020	TC_PAY_ACC	Tourism FICA / FUTA / SUTA			Labor & Benefits	Employee Wages & 1852000	TC - Payroll Taxes	3,013.00
Greater Williamsburg Chamber & Tourism A	General Journal	06/30/2020	TC_PAY_ACC	Payroll Processing Fee			Administration	Office Administrator 1864000	TC - Business Expense	184.30
Greater Williamsburg Chamber & Tourism A	General Journal	06/30/2020	ACC VAC	ACCRUED VACATION - June 20			Labor & Benefits	Shared Staff Wages 0850000	Salaries - Admin	1,920.29
Greater Williamsburg Chamber & Tourism A	General Journal	06/30/2020	Accrued Sal	ACCRUED SALARIES - JUNE20			Labor & Benefits	Shared Staff Wages 0852000	Payroll Taxes - Admin	107.14
Greater Williamsburg Chamber & Tourism A	Bill	06/30/2020	APR2020	APR20 REIMB: County Waste & Disposal			Administration	Office Administrator 1864000	TC - Business Expense	9.96
Greater Williamsburg Chamber & Tourism A	Bill	06/30/2020	APR2020	APR20 REIMB: ACCE 401K Admin			Labor & Benefits	Shared Staff Wages 085310T	Retirement - Tourism	308.75
Greater Williamsburg Chamber & Tourism A	Bill	06/30/2020	APR2020	APR20 REIMB: Copies (Cobbcare)			Administration	Office Administrator 1864000	TC - Business Expense	448.60

Vendor	Type	Date	Num	Memo	Chk Date	Check	Segment	Group	Account Description	Amount
Greater Williamsburg Chamber & Tourism A	Bill	06/30/2020	APR2020	APR20 REIMB: Phone (Cox)			Administration	Office Administrator 1864500	TC - Phone	28.44
Greater Williamsburg Chamber & Tourism A	Bill	06/30/2020	APR2020	APR20 REIMB: Internet (Cox)			Administration	Office Administrator 1864600	TC - Online Service	260.99
Greater Williamsburg Chamber & Tourism A	Bill	06/30/2020	APR2020	APR20 REIMB: Life Insurance			Labor & Benefits	Employee Wages & 1853000	TC - Insurance Benefits	568.81
Greater Williamsburg Chamber & Tourism A	Bill	06/30/2020	APR2020	APR20 REIMB: Shared Staff Salaries			Labor & Benefits	Shared Staff Wages 085000T	Salaries - Tourism	1,820.66
Greater Williamsburg Chamber & Tourism A	Bill	06/30/2020	APR2020	APR20 REIMB: Shared Staff Taxes			Labor & Benefits	Shared Staff Wages 085200T	Payroll Taxes - Tourism	139.28
Greater Williamsburg Chamber & Tourism A	Bill	06/30/2020	APR2020	APR20 REIMB: Shared Staff Benefits			Labor & Benefits	Shared Staff Wages 085300T	Insurance Benefits - Tourism	226.29
Greater Williamsburg Chamber & Tourism A	Bill	06/30/2020	APR2020	APR20 REIMB: Shared Staff Retirement			Labor & Benefits	Shared Staff Wages 085310T	Retirement - Tourism	145.67
Greater Williamsburg Chamber & Tourism A	Bill	06/30/2020	MAY2020	MAY20 REIMB: Copies (Cobbcare)			Administration	Office Administrator 1864000	TC - Business Expense	935.49
Greater Williamsburg Chamber & Tourism A	Bill	06/30/2020	MAY2020	MAY20 REIMB: Phone (Cox)			Administration	Office Administrator 1864500	TC - Phone	28.44
Greater Williamsburg Chamber & Tourism A	Bill	06/30/2020	MAY2020	MAY20 REIMB: Internet (Cox)			Administration	Office Administrator 1864600	TC - Online Service	261.00
Greater Williamsburg Chamber & Tourism A	Bill	06/30/2020	MAY2020	MAY20 REIMB: Shared Staff (Salaries)			Labor & Benefits	Shared Staff Wages 085000T	Salaries - Tourism	1,820.66
Greater Williamsburg Chamber & Tourism A	Bill	06/30/2020	MAY2020	MAY20 REIMB: Shared Staff (Taxes)			Labor & Benefits	Shared Staff Wages 085200T	Payroll Taxes - Tourism	139.28
Greater Williamsburg Chamber & Tourism A	Bill	06/30/2020	MAY2020	MAY20 REIMB: Shared Staff (Benefits)			Labor & Benefits	Shared Staff Wages 085300T	Insurance Benefits - Tourism	226.29
Greater Williamsburg Chamber & Tourism A	Bill	06/30/2020	MAY2020	MAY20 REIMB: Shared Staff (Retirement)			Labor & Benefits	Shared Staff Wages 085310T	Retirement - Tourism	145.67
Greater Williamsburg Chamber & Tourism A	Bill	06/30/2020	JUN2020	JUN20 REIMB: Copies (Cobbcare)			Administration	Office Administrator 1864000	TC - Business Expense	608.56
Greater Williamsburg Chamber & Tourism A	Bill	06/30/2020	JUN2020	JUN20 REIMB: Phone (Cox)			Administration	Office Administrator 1864500	TC - Phone	28.44
Greater Williamsburg Chamber & Tourism A	Bill	06/30/2020	JUN2020	JUN20 REIMB: Internet (Cox)			Administration	Office Administrator 1864600	TC - Online Service	261.00
Greater Williamsburg Chamber & Tourism A	Bill	06/30/2020	JUN2020	JUN20 REIMB: Life Insurance			Labor & Benefits	Employee Wages & 1853000	TC - Insurance Benefits	741.37
Greater Williamsburg Chamber & Tourism A	Bill	06/30/2020	JUN2020	JUN20 REIMB: Shared Staff (Salaries)			Labor & Benefits	Shared Staff Wages 085000T	Salaries - Tourism	1,820.66
Greater Williamsburg Chamber & Tourism A	Bill	06/30/2020	JUN2020	JUN20 REIMB: Shared Staff (Taxes)			Labor & Benefits	Shared Staff Wages 085200T	Payroll Taxes - Tourism	139.28
Greater Williamsburg Chamber & Tourism A	Bill	06/30/2020	JUN2020	JUN20 REIMB: Shared Staff (Benefits)			Labor & Benefits	Shared Staff Wages 085300T	Insurance Benefits - Tourism	226.29
Greater Williamsburg Chamber & Tourism A	Bill	06/30/2020	JUN2020	JUN20 REIMB: Shared Staff (Retirement)			Labor & Benefits	Shared Staff Wages 085310T	Retirement - Tourism	145.67
Greater Williamsburg Chamber & Tourism A	General Journal	06/30/2020	TC_DEPR_EXP	Shared Assets - FEB			Administration	Office Administrator 1872000	TC - Depreciation Expense	218.18
Greater Williamsburg Chamber & Tourism A	General Journal	06/30/2020	TC_DEPR_EXP	Shared Assets - MAR			Administration	Office Administrator 1872000	TC - Depreciation Expense	218.18
Greater Williamsburg Chamber & Tourism A	General Journal	06/30/2020	TC_DEPR_EXP	Shared Assets - APR			Administration	Office Administrator 1872000	TC - Depreciation Expense	218.18
Greater Williamsburg Chamber & Tourism A	General Journal	06/30/2020	TC_DEPR_EXP	Shared Assets - MAY			Administration	Office Administrator 1872000	TC - Depreciation Expense	218.18
Greater Williamsburg Chamber & Tourism A	General Journal	06/30/2020	TC_DEPR_EXP	Shared Assets - JUN			Administration	Office Administrator 1872000	TC - Depreciation Expense	218.18
Greater Williamsburg Chamber & Tourism A	General Journal	06/30/2020	TC_DEPR_EXP	TC Assets - APR			Administration	Office Administrator 1872000	TC - Depreciation Expense	120.86
Greater Williamsburg Chamber & Tourism A	General Journal	06/30/2020	TC_DEPR_EXP	TC Assets - MAY			Administration	Office Administrator 1872000	TC - Depreciation Expense	120.86
Greater Williamsburg Chamber & Tourism A	General Journal	06/30/2020	TC_DEPR_EXP	TC Assets - JUN			Administration	Office Administrator 1872000	TC - Depreciation Expense	120.86
Greater Williamsburg Chamber & Tourism A	General Journal	06/30/2020	TC_DEPR_EXP	Shared Assets - Depreciation Exp True-up			Administration	Office Administrator 1872000	TC - Depreciation Expense	0.73
Greater Williamsburg Chamber & Tourism A	General Journal	06/30/2020	AC SPT GRNT	VA LEGACY SOCCER - President's Day Grant (2020 1st Half)			Other Sales & Marketing	Sports Sales & Mark 0760120	Sports Grants - Grants	2,900.00
Greater Williamsburg Chamber & Tourism A	General Journal	06/30/2020	AC SPT GRNT	VA LEGACY SOCCER - ODP Friendlies Grant (2020 1st Half)			Other Sales & Marketing	Sports Sales & Mark 0760120	Sports Grants - Grants	7,000.00
Greater Williamsburg Chamber & Tourism A	General Journal	06/30/2020	AC SPT GRNT	VA LEGACY SOCCER - Jefferson Cup Grant (2020 1st Half)			Other Sales & Marketing	Sports Sales & Mark 0760120	Sports Grants - Grants	5,000.00
Greater Williamsburg Chamber & Tourism A	General Journal	06/30/2020	AC SPT GRNT	ACCUE SPORTS GRANTS (2019 True-up)			Other Sales & Marketing	Sports Sales & Mark 0760120	Sports Grants - Grants	2,000.00
Greater Williamsburg Chamber & Tourism A	General Journal	06/30/2020	WTC_EXP_A	Shared admin positions @ 65% (March 2020)			Labor & Benefits	Shared Staff Wages 0850000	Salaries - Admin	-4,772.05
Greater Williamsburg Chamber & Tourism A	General Journal	06/30/2020	WTC_EXP_A	Shared admin positions @ 50% (March 2020)			Labor & Benefits	Shared Staff Wages 085000T	Salaries - Tourism	615.00
Greater Williamsburg Chamber & Tourism A	General Journal	06/30/2020	WTC_EXP_A	Shared admin positions @ 50% (March 2020)			Labor & Benefits	Shared Staff Wages 0850000	Salaries - Admin	-615.00
Greater Williamsburg Chamber & Tourism A	General Journal	06/30/2020	WTC_EXP_A	Taxes on shared admin positions (March 2020)			Labor & Benefits	Shared Staff Wages 085200T	Payroll Taxes - Tourism	412.54
Greater Williamsburg Chamber & Tourism A	General Journal	06/30/2020	WTC_EXP_A	Taxes on shared admin positions (March 2020)			Labor & Benefits	Shared Staff Wages 0852000	Payroll Taxes - Admin	-412.54
Greater Williamsburg Chamber & Tourism A	General Journal	06/30/2020	WTC_EXP_A	Insurance on shared admin positions (March 2020)			Labor & Benefits	Shared Staff Wages 085300T	Insurance Benefits - Tourism	639.65
Greater Williamsburg Chamber & Tourism A	General Journal	06/30/2020	WTC_EXP_A	Insurance on shared admin positions (March 2020)			Labor & Benefits	Shared Staff Wages 0853000	Insurance Benefit - Admin	-639.65
Greater Williamsburg Chamber & Tourism A	General Journal	06/30/2020	WTC_EXP_A	Retirement on shared admin positions (March 2020)			Labor & Benefits	Shared Staff Wages 085310T	Retirement - Tourism	381.78
Greater Williamsburg Chamber & Tourism A	General Journal	06/30/2020	WTC_EXP_A	Retirement on shared admin positions (March 2020)			Labor & Benefits	Shared Staff Wages 0853100	Retirement - Admin	-381.78
Greater Williamsburg Chamber & Tourism A	General Journal	06/30/2020	WTC_EXP_A	Shared admin positions @ 65% (February 2020)			Labor & Benefits	Shared Staff Wages 085000T	Salaries - Tourism	4,772.06
Greater Williamsburg Chamber & Tourism A	General Journal	06/30/2020	WTC_EXP_A	Shared admin positions @ 65% (February 2020)			Labor & Benefits	Shared Staff Wages 0850000	Salaries - Admin	-4,772.06
Greater Williamsburg Chamber & Tourism A	General Journal	06/30/2020	WTC_EXP_A	Shared admin positions @ 50% (February 2020)			Labor & Benefits	Shared Staff Wages 085000T	Salaries - Tourism	120.00
Greater Williamsburg Chamber & Tourism A	General Journal	06/30/2020	WTC_EXP_A	Shared admin positions @ 50% (February 2020)			Labor & Benefits	Shared Staff Wages 0850000	Salaries - Admin	-120.00
Greater Williamsburg Chamber & Tourism A	General Journal	06/30/2020	WTC_EXP_A	Taxes on shared positions (February 2020)			Labor & Benefits	Shared Staff Wages 085200T	Payroll Taxes - Tourism	389.24
Greater Williamsburg Chamber & Tourism A	General Journal	06/30/2020	WTC_EXP_A	Taxes on shared positions (February 2020)			Labor & Benefits	Shared Staff Wages 0852000	Payroll Taxes - Admin	-389.24
Greater Williamsburg Chamber & Tourism A	General Journal	06/30/2020	WTC_EXP_A	Insurance on shared positions (February 2020)			Labor & Benefits	Shared Staff Wages 085300T	Insurance Benefits - Tourism	713.75

Vendor	Type	Date	Num	Memo	Chk Date	Check	Segment	Group	Account Description	Amount
Greater Williamsburg Chamber & Tourism A	General Journal	06/30/2020	WTC_EXP_A	Insurance on shared positions (February 2020)			Labor & Benefits	Shared Staff Wages 0853000	Insurance Benefit - Admin	-713.75
Greater Williamsburg Chamber & Tourism A	General Journal	06/30/2020	WTC_EXP_A	Retirement on shared positions (February 2020)			Labor & Benefits	Shared Staff Wages 085310T	Retirement - Tourism	381.78
Greater Williamsburg Chamber & Tourism A	General Journal	06/30/2020	WTC_EXP_A	Retirement on shared positions (February 2020)			Labor & Benefits	Shared Staff Wages 0853100	Retirement - Admin	-381.78
Greater Williamsburg Chamber & Tourism A	General Journal	06/30/2020	WTC_EXP_A	Auto Insurance			Administration	Shared Office 085600T	Auto Expense - Tourism	134.66
Greater Williamsburg Chamber & Tourism A	General Journal	06/30/2020	WTC_EXP_A	Auto Insurance			Administration	Shared Office 0864000	Business Expense	-134.66
Greater Williamsburg Chamber & Tourism A	General Journal	06/30/2020	WTC_EXP_A	Shared Office Expenses			Administration	Shared Office 086400T	Business Expenses - Tourism	1,608.03
Greater Williamsburg Chamber & Tourism A	General Journal	06/30/2020	WTC_EXP_A	Shared Office Expenses (County Waste & Disposal)			Administration	Shared Office 0864000	Business Expense	-9.96
Greater Williamsburg Chamber & Tourism A	General Journal	06/30/2020	WTC_EXP_A	Shared Office Expenses (Paychex Process Fee)			Administration	Shared Office 0864000	Business Expense	-92.20
Greater Williamsburg Chamber & Tourism A	General Journal	06/30/2020	WTC_EXP_A	Shared Office Expenses (Paychex Process Fee)			Administration	Shared Office 0864000	Business Expense	-94.15
Greater Williamsburg Chamber & Tourism A	General Journal	06/30/2020	WTC_EXP_A	Shared Office Expenses (Cobbcare - Copies)			Administration	Shared Office 0864000	Business Expense	-1,411.72
Greater Williamsburg Chamber & Tourism A	General Journal	06/30/2020	WTC_EXP_A	Cox Comm Phone (February 2020)			Administration	Shared Office 086450T	Telephone - Tourism	479.40
Greater Williamsburg Chamber & Tourism A	General Journal	06/30/2020	WTC_EXP_A	Cox Comm Phone (February 2020)			Administration	Shared Office 0864500	Phone - Admin	-479.40
Greater Williamsburg Chamber & Tourism A	General Journal	06/30/2020	WTC_EXP_A	Cox Comm Internet (February 2020)			Administration	Shared Office 086460T	Online Services - Tourism	260.99
Greater Williamsburg Chamber & Tourism A	General Journal	06/30/2020	WTC_EXP_A	Cox Comm Internet (February 2020)			Administration	Shared Office 0864600	Online Services - Admin	-260.99
Greater Williamsburg Chamber & Tourism A	General Journal	06/30/2020	WTC_EXP_A	Shared admin positions @ 65% (January 2020)			Labor & Benefits	Shared Staff Wages 085000T	Salaries - Tourism	7,158.08
Greater Williamsburg Chamber & Tourism A	General Journal	06/30/2020	WTC_EXP_A	Shared admin positions @ 65% (January 2020)			Labor & Benefits	Shared Staff Wages 0850000	Salaries - Admin	-7,158.08
Greater Williamsburg Chamber & Tourism A	General Journal	06/30/2020	WTC_EXP_A	Taxes on shared admin positions (January 2020)			Labor & Benefits	Shared Staff Wages 085200T	Payroll Taxes - Tourism	395.56
Greater Williamsburg Chamber & Tourism A	General Journal	06/30/2020	WTC_EXP_A	Taxes on shared admin positions (January 2020)			Labor & Benefits	Shared Staff Wages 0852000	Payroll Taxes - Admin	-395.56
Greater Williamsburg Chamber & Tourism A	General Journal	06/30/2020	WTC_EXP_A	Insurance on shared admin positions (January 2020)			Labor & Benefits	Shared Staff Wages 085300T	Insurance Benefits - Tourism	713.75
Greater Williamsburg Chamber & Tourism A	General Journal	06/30/2020	WTC_EXP_A	Insurance on shared admin positions (January 2020)			Labor & Benefits	Shared Staff Wages 0853000	Insurance Benefit - Admin	-713.75
Greater Williamsburg Chamber & Tourism A	General Journal	06/30/2020	WTC_EXP_A	Retirement on shared admin positions (January 2020)			Labor & Benefits	Shared Staff Wages 085310T	Retirement - Tourism	572.68
Greater Williamsburg Chamber & Tourism A	General Journal	06/30/2020	WTC_EXP_A	Retirement on shared admin positions (January 2020)			Labor & Benefits	Shared Staff Wages 0853100	Retirement - Admin	-572.68
Greater Williamsburg Chamber & Tourism A	General Journal	06/30/2020	WTC_EXP_A	Shared Office Expenses			Administration	Shared Office 086400T	Business Expenses - Tourism	897.83
Greater Williamsburg Chamber & Tourism A	General Journal	06/30/2020	WTC_EXP_A	Shared Office Expenses (County Waste & Disposal)			Administration	Shared Office 0864000	Business Expense	-9.96
Greater Williamsburg Chamber & Tourism A	General Journal	06/30/2020	WTC_EXP_A	Shared Office Expenses (Paychex Process Fee)			Administration	Shared Office 0864000	Business Expense	-88.30
Greater Williamsburg Chamber & Tourism A	General Journal	06/30/2020	WTC_EXP_A	Shared Office Expenses (Paychex Process Fee)			Administration	Shared Office 0864000	Business Expense	-92.20
Greater Williamsburg Chamber & Tourism A	General Journal	06/30/2020	WTC_EXP_A	Shared Office Expenses (Paychex Process Fee)			Administration	Shared Office 0864000	Business Expense	-258.77
Greater Williamsburg Chamber & Tourism A	General Journal	06/30/2020	WTC_EXP_A	Shared Office Expenses (Cobbcare - Copies)			Administration	Shared Office 0864000	Business Expense	-448.60
Greater Williamsburg Chamber & Tourism A	General Journal	06/30/2020	WTC_EXP_A	Cox Comm Phone (January 2020)			Administration	Shared Office 086450T	Telephone - Tourism	479.39
Greater Williamsburg Chamber & Tourism A	General Journal	06/30/2020	WTC_EXP_A	Cox Comm Phone (January 2020)			Administration	Shared Office 0864500	Phone - Admin	-479.39
Greater Williamsburg Chamber & Tourism A	General Journal	06/30/2020	WTC_EXP_A	Cox Comm Internet (January 2020)			Administration	Shared Office 086460T	Online Services - Tourism	975.99
Greater Williamsburg Chamber & Tourism A	General Journal	06/30/2020	WTC_EXP_A	Cox Comm Internet (January 2020)			Administration	Shared Office 0864600	Online Services - Admin	-975.99
Greater Williamsburg Chamber & Tourism Al	Invoice	04/30/2020	1253	Reimbursement - Payroll Taxes A			Labor & Benefits	Shared Staff Wages 0852000	Payroll Taxes - Admin	-139.28
Greater Williamsburg Chamber & Tourism Al	Invoice	04/30/2020	1253	Reimbursement - Insurance Benef			Labor & Benefits	Shared Staff Wages 0853000	Insurance Benefit - Admin	-226.29
Greater Williamsburg Chamber & Tourism Al	Invoice	04/30/2020	1253	Reimbursement - Retirement Admi			Labor & Benefits	Shared Staff Wages 0853100	Retirement - Admin	-145.66
Greater Williamsburg Chamber & Tourism Al	Invoice	04/30/2020	1253	Reimbursement - Business Expenses			Administration	Shared Office 0864000	Business Expense	-767.31
Greater Williamsburg Chamber & Tourism Al	Invoice	04/30/2020	1253	Reimbursement - Phone Admin			Administration	Shared Office 0864500	Phone - Admin	-28.44
Greater Williamsburg Chamber & Tourism Al	Invoice	04/30/2020	1253	Reimbursement - Online Services			Administration	Shared Office 0864600	Online Services - Admin	-261.00
Greater Williamsburg Chamber & Tourism Al	Invoice	05/31/2020	1254	Reimbursement - Payroll Taxes A			Labor & Benefits	Shared Staff Wages 0852000	Payroll Taxes - Admin	-139.28
Greater Williamsburg Chamber & Tourism Al	Invoice	05/31/2020	1254	Reimbursement - Insurance Benef			Labor & Benefits	Shared Staff Wages 0853000	Insurance Benefit - Admin	-226.29
Greater Williamsburg Chamber & Tourism Al	Invoice	05/31/2020	1254	Reimbursement - Retirement Admi			Labor & Benefits	Shared Staff Wages 0853100	Retirement - Admin	-145.66
Greater Williamsburg Chamber & Tourism Al	Invoice	05/31/2020	1254	Reimbursement - Business Expenses			Administration	Shared Office 0864000	Business Expense	-935.49
Greater Williamsburg Chamber & Tourism Al	Invoice	05/31/2020	1254	Reimbursement - Phone Admin			Administration	Shared Office 0864500	Phone - Admin	-28.44
Greater Williamsburg Chamber & Tourism Al	Invoice	05/31/2020	1254	Reimbursement - Online Services			Administration	Shared Office 0864600	Online Services - Admin	-261.01
Greater Williamsburg Chamber & Tourism Al	Invoice	06/30/2020	1255	Reimbursement - Payroll Taxes A			Labor & Benefits	Shared Staff Wages 0852000	Payroll Taxes - Admin	-139.28
Greater Williamsburg Chamber & Tourism Al	Invoice	06/30/2020	1255	Reimbursement - Insurance Benef			Labor & Benefits	Shared Staff Wages 0853000	Insurance Benefit - Admin	-226.29
Greater Williamsburg Chamber & Tourism Al	Invoice	06/30/2020	1255	Reimbursement - Retirement Admi			Labor & Benefits	Shared Staff Wages 0853100	Retirement - Admin	-145.66
Greater Williamsburg Chamber & Tourism Al	Invoice	06/30/2020	1255	Reimbursement - Business Expenses			Administration	Shared Office 0864000	Business Expense	-608.56
Greater Williamsburg Chamber & Tourism Al	Invoice	06/30/2020	1255	Reimbursement - Phone Admin			Administration	Shared Office 0864500	Phone - Admin	-28.44
Greater Williamsburg Chamber & Tourism Al	Invoice	06/30/2020	1255	Reimbursement - Online Services			Administration	Shared Office 0864600	Online Services - Admin	-261.01
Greater Williamsburg Partnership	General Journal	03/18/2020	GWP - UPS	REIMBURSEMENT FROM GWP FOR USE OF UPS FOR PEGASUS M Other Sales & Marketing			Consumer Sales & Marketing	Consumer Sales & Marketing 0466030	Inquiry Fulfillment - Consumer	(46.62)

Vendor	Type	Date	Num	Memo	Chk Date	Check	Segment	Group	Account Description	Amount
Genie Jar Digital	Bill	05/11/2020	1016		05/11/2020	37953	Destination Marketing	Destination Marketir	1761000 · Research - Brand Tracking	9,950.00
Harrison's Moving & Storage	Bill	03/17/2020	20286	Moved file cabinet into David's office	03/17/2020	556379	Administration	Office Administrator	1864000 · TC - Business Expense	250.00
IDSS Global	Bill	01/01/2020	523599	IDSS - CRM SYSTEM	01/14/2020	556325	Other Sales & Marketing	Consumer Sales & I	0464600 · Online Services - Consumer	250.00
IDSS Global	Bill	01/01/2020	523599	IDSS - CRM SYSTEM	01/14/2020	556325	Other Sales & Marketing	Group Tour Sales & I	0564600 · Online Services - GT	250.00
IDSS Global	Bill	01/01/2020	523599	IDSS - CRM SYSTEM	01/14/2020	556325	Other Sales & Marketing	Sports Sales & Mark	0764600 · Online Services - Sports	250.00
IDSS Global	Bill	01/01/2020	523599	IDSS - CRM SYSTEM	01/14/2020	556325	Other Sales & Marketing	Conference Sales & I	0664600 · Online Services - Conference	250.00
IDSS Global	Bill	02/04/2020	523669	IDSS - CRM SYSTEM	02/11/2020	556346	Other Sales & Marketing	Consumer Sales & I	0464600 · Online Services - Consumer	250.00
IDSS Global	Bill	02/04/2020	523669	IDSS - CRM SYSTEM	02/11/2020	556346	Other Sales & Marketing	Group Tour Sales & I	0564600 · Online Services - GT	250.00
IDSS Global	Bill	02/04/2020	523669	IDSS - CRM SYSTEM	02/11/2020	556346	Other Sales & Marketing	Sports Sales & Mark	0764600 · Online Services - Sports	250.00
IDSS Global	Bill	02/04/2020	523669	IDSS - CRM SYSTEM	02/11/2020	556346	Other Sales & Marketing	Conference Sales & I	0664600 · Online Services - Conference	250.00
IDSS Global	Bill	03/03/2020	523758	IDSS - CRM SYSTEM	03/12/2020	556370	Other Sales & Marketing	Consumer Sales & I	0464600 · Online Services - Consumer	250.00
IDSS Global	Bill	03/03/2020	523758	IDSS - CRM SYSTEM	03/12/2020	556370	Other Sales & Marketing	Group Tour Sales & I	0564600 · Online Services - GT	250.00
IDSS Global	Bill	03/03/2020	523758	IDSS - CRM SYSTEM	03/12/2020	556370	Other Sales & Marketing	Sports Sales & Mark	0764600 · Online Services - Sports	250.00
IDSS Global	Bill	03/03/2020	523758	IDSS - CRM SYSTEM	03/12/2020	556370	Other Sales & Marketing	Conference Sales & I	0664600 · Online Services - Conference	250.00
IDSS Global	Bill	04/01/2020	523817	IDSS 3 mth extension	04/03/2020	556398	Other Sales & Marketing	Consumer Sales & I	0464600 · Online Services - Consumer	750.00
IDSS Global	Bill	04/01/2020	523817	IDSS 3 mth extension	04/03/2020	556398	Other Sales & Marketing	Group Tour Sales & I	0564600 · Online Services - GT	750.00
IDSS Global	Bill	04/01/2020	523817	IDSS 3 mth extension	04/03/2020	556398	Other Sales & Marketing	Sports Sales & Mark	0764600 · Online Services - Sports	750.00
IDSS Global	Bill	04/01/2020	523817	IDSS 3 mth extension	04/03/2020	556398	Other Sales & Marketing	Conference Sales & I	0664600 · Online Services - Conference	750.00
IDSS Global	Bill	06/01/2020	523869	Reporting database setup - backup	06/01/2020	556459	Other Sales & Marketing	Consumer Sales & I	0464600 · Online Services - Consumer	250.00
Intellor Group, Inc	Bill	04/17/2020	INTO5086	Board Meeting Conference Call	04/17/2020	556406	Administration	Office Administrator	1862210 · TC - Board of Directors	1,997.08
International Inbound Travel Association	Bill	01/01/2020	107894-107894	IITA - DUES 2020	02/25/2020	556358	Other Sales & Marketing	Consumer Sales & I	0460400 · Memberships - Consumer	695.00
Jill Pongonis	Bill	01/07/2020	1/7/20 MIL	236.5 MILES - FREDERICKSBURG VA	01/14/2020	556327	Labor & Benefits	Employee Wages & I	1856000 · TC - Auto Expense	135.99
Jill Pongonis	Bill	01/24/2020	1/24/20 MIL	90 MILES - MICHAELS FAM TOUR SI	02/25/2020	556359	Labor & Benefits	Employee Wages & I	1856000 · TC - Auto Expense	51.75
Jill Pongonis	Bill	02/06/2020	2/6/20 MIL	35 MILES - MICHAELS FAM TOUR SI	02/25/2020	556359	Labor & Benefits	Employee Wages & I	1856000 · TC - Auto Expense	20.13
John Heck	Bill	01/20/2020	111	JOHN HECK - DECEMBER 24 HOUR	01/31/2020	556338	Administration	Office Administrator	1862100 · TC - Legal & Accounting	1,440.00
John Heck	Bill	02/19/2020	112	20.5 HOURS JANUARY 2020 SERVIC	03/17/2020	556373	Administration	Office Administrator	1862100 · TC - Legal & Accounting	1,230.00
John Heck	Bill	03/31/2020	113	9 Hours February 2020	04/17/2020	556407	Administration	Office Administrator	1862100 · TC - Legal & Accounting	540.00
John Heck	Bill	03/31/2020	114	11 Hours March 2020	04/17/2020	556407	Administration	Office Administrator	1862100 · TC - Legal & Accounting	660.00
John Heck	Bill	05/15/2020	115	8 Hours April 2020	05/15/2020	556425	Administration	Office Administrator	1862100 · TC - Legal & Accounting	480.00
Julia Smyth-Young	Bill	03/01/2020	VTC	VTC TRAINING - REGISTRATION	03/24/2020	556387	Administration	Office Administrator	1860200 · TC - Training	45.00
Julia Smyth-Young	Bill	03/12/2020	RICHMOND PARKING	VTC TRAINING - PARKING	03/24/2020	556387	Administration	Office Administrator	1860200 · TC - Training	25.00
Julia Smyth-Young	Bill	03/12/2020	HILTON	VTC TRAINING - PARKING	03/24/2020	556387	Administration	Office Administrator	1860200 · TC - Training	12.00
Julie O'Neil	Bill	01/02/2020	HUDSON NEWS	MEAL - ONBOARD NEW AD AGENC'	02/11/2020	556347	Administration	Office Administrator	1860500 · TC - Travel	5.26
Julie O'Neil	Bill	01/04/2020	HUDSON NEW	MEAL - ONBOARD NEW AD AGENC'	02/11/2020	556347	Administration	Office Administrator	1860500 · TC - Travel	3.99
Julie O'Neil	Bill	01/28/2020	VTC MKT ORIENTATION	VTC MARKETING ORIENTATION RE	02/25/2020	556360	Administration	Office Administrator	1860200 · TC - Training	90.00
Julie O'Neil	Bill	02/20/2020	2/20/20 MIL	196 MILES - RICHMOND AIRPORT / I	03/17/2020	556374	Labor & Benefits	Employee Wages & I	1856000 · TC - Auto Expense	112.70
Julie O'Neil	Bill	04/17/2020	4/17/20EXPRPT	Parking for VTC Orientation	04/17/2020	556408	Administration	Office Administrator	1860200 · TC - Training	20.00
Julie O'Neil	Bill	04/17/2020	4/17/20EXPRPT	Employee mileage - VTC Orientation	04/17/2020	556408	Administration	Office Administrator	1860200 · TC - Training	59.16
Kaufman & Canoles	Bill	02/07/2020	1169239	REVIEW & REVISE AGENCY CONTR	02/25/2020	556361	Administration	Office Administrator	1862100 · TC - Legal & Accounting	917.60
Kaufman & Canoles	Bill	06/17/2020	1177165	HR Consult	06/17/2020	556456	Administration	Office Administrator	1862100 · TC - Legal & Accounting	798.00
LiveWire Business Solutions LLC	Bill	01/01/2020	3405	JAN20 - IT SUPPORT	01/16/2020	37872	Administration	Shared Office	0864600 · Online Services - Admin	1,100.00
LiveWire Business Solutions LLC	Bill	01/01/2020	3404	JAN20 - PHONE SUPPORT	01/16/2020	37872	Administration	Shared Office	0864500 · Phone - Admin	692.83
LiveWire Business Solutions LLC	Bill	01/24/2020	3450	LAPTOP - J PONGONIS - LATITUDE	02/25/2020	556362	Administration	Office Administrator	1864000 · TC - Business Expense	1,759.76
LiveWire Business Solutions LLC	Bill	02/01/2020	3434	FEB20 - BUILDING PHONE SUPPOR	02/11/2020	37893	Administration	Shared Office	0864500 · Phone - Admin	692.83
LiveWire Business Solutions LLC	Bill	02/01/2020	3445	FEB20 - IT SUPPORT	02/11/2020	556348	Administration	Office Administrator	1864600 · TC - Online Service	800.34
LiveWire Business Solutions LLC	Bill	03/01/2020	3486	MAR20 - IT SUPPORT	03/12/2020	556371	Administration	Office Administrator	1864600 · TC - Online Service	845.13
LiveWire Business Solutions LLC	Bill	03/01/2020	3489	MAR20 - PHONE SUPPORT LIVE WII	03/24/2020	556388	Administration	Office Administrator	1864500 · TC - Phone	345.08
LiveWire Business Solutions LLC	Bill	04/01/2020	3520	Apr20 - IT Support	04/01/2020	556393	Administration	Office Administrator	1864600 · TC - Online Service	789.84
LiveWire Business Solutions LLC	Bill	05/01/2020	3553	MAY20 - IT Support	05/01/2020	556412	Administration	Office Administrator	1864600 · TC - Online Service	789.84
Greater Williamsburg Partnership	Invoice	06/01/2020	1194	Website Reimbursement			Destination Marketing	Destination Marketir	1761000 · Research - Brand Tracking	-2,500.00
Luckie & Company	Bill	02/01/2020	046201 - 1/31/20	JOB 011654 WATAUGA TRANSITION	02/26/2020	556368	Destination Marketing	Destination Marketir	1769200 · Ad Agency - Account Mgt	299.25

Vendor	Type	Date	Num	Memo	Chk Date	Check	Segment	Group	Account Description	Amount
Luckie & Company	Bill	02/01/2020	046200 - 1/31/20	JOB011329 HOLIDAY PHOTOSHOOT	02/26/2020	556368	Destination Marketing	Destination Marketir 1769200	Ad Agency - Account Mgt	3,591.00
Luckie & Company	Bill	02/01/2020	046200 - 1/31/20	JOB011329 HOLIDAY PHOTOSHOOT	02/26/2020	556368	Destination Marketing	Destination Marketir 1769200	Ad Agency - Account Mgt	798.00
Luckie & Company	Bill	02/01/2020	046200 - 1/31/20	JOB011329 HOLIDAY PHOTOSHOOT	02/26/2020	556368	Destination Marketing	Destination Marketir 1769200	Ad Agency - Account Mgt	10,241.00
Luckie & Company	Bill	02/01/2020	046200 - 1/31/20	JOB011329 HOLIDAY PHOTOSHOOT	02/26/2020	556368	Destination Marketing	Destination Marketir 1769200	Ad Agency - Account Mgt	399.00
Luckie & Company	Bill	02/01/2020	046198 1/31/20	JOB 011653 TRANSITION - PROJEC	02/26/2020	556368	Destination Marketing	Destination Marketir 1769200	Ad Agency - Account Mgt	532.00
Luckie & Company	Bill	02/01/2020	046198 1/31/20	JOB 011653 TRANSITION - PRINT PF	02/26/2020	556368	Destination Marketing	Destination Marketir 1769200	Ad Agency - Account Mgt	631.75
Luckie & Company	Bill	02/01/2020	046198 1/31/20	JOB 011653 TRANSITION - BROADC	02/26/2020	556368	Destination Marketing	Destination Marketir 1769200	Ad Agency - Account Mgt	332.50
Luckie & Company	Bill	02/01/2020	046198 1/31/20	JOB 011653 TRANSITION - VP STRA	02/26/2020	556368	Destination Marketing	Destination Marketir 1769200	Ad Agency - Account Mgt	1,130.50
Luckie & Company	Bill	02/01/2020	046203 1/31/20	JOB 11654 WATAUGA TRANSITION-	02/26/2020	556368	Destination Marketing	Destination Marketir 1769200	Ad Agency - Account Mgt	76.63
Luckie & Company	Bill	02/01/2020	046202 1/31/20	JOB 011329 HOLIDAY PHOTOSHOO	02/26/2020	556368	Destination Marketing	Destination Marketir 1769300	Production - Destination Mkt	36,997.50
Luckie & Company	Bill	02/01/2020	046202 1/31/20	JOB 011329 HOLIDAY PHOTOSHOO	02/26/2020	556368	Destination Marketing	Destination Marketir 1769300	Production - Destination Mkt	9.67
Luckie & Company	Bill	02/01/2020	046202 1/31/20	JOB 011329 HOLIDAY PHOTOSHOO	02/26/2020	556368	Destination Marketing	Destination Marketir 1769300	Production - Destination Mkt	50.02
Luckie & Company	Bill	02/01/2020	046202 1/31/20	JOB 011329 HOLIDAY PHOTOSHOO	02/26/2020	556368	Destination Marketing	Destination Marketir 1769300	Production - Destination Mkt	727.76
Luckie & Company	Bill	02/01/2020	046129 1/31/20	JOB 011043 DEC19 - MERIDITH - DIC	02/26/2020	556368	Destination Marketing	Destination Marketir 1769100	Paid Media	4,200.00
Luckie & Company	Bill	02/01/2020	046129 1/31/20	JOB 011043 DEC19 - ADARA - DIGIT	02/26/2020	556368	Destination Marketing	Destination Marketir 1769100	Paid Media	-224.96
Luckie & Company	Bill	02/01/2020	046129 1/31/20	JOB 011043 DEC19 - CYBEAR DIGIT	02/26/2020	556368	Destination Marketing	Destination Marketir 1769100	Paid Media	-38,067.65
Luckie & Company	Bill	02/01/2020	046129 1/31/20	JOB 011043 DEC19 - TRIP ADVISOR	02/26/2020	556368	Destination Marketing	Destination Marketir 1769100	Paid Media	12,582.85
Luckie & Company	Bill	02/01/2020	046129 1/31/20	JOB 011043 DEC19 - CYBEAR STRE	02/26/2020	556368	Destination Marketing	Destination Marketir 1769100	Paid Media	108,271.52
Luckie & Company	Credit	02/01/2020	046126 1/31/20	JOB 010191 JUNE 2019 - ROANOKE	02/26/2020	556368	Destination Marketing	Destination Marketir 1769100	Paid Media	-85.00
Luckie & Company	Bill	02/01/2020	046127 1/31/20	JOB 010919 OCTOBER 2019 -TRIP #	02/26/2020	556368	Destination Marketing	Destination Marketir 1769100	Paid Media	8,945.46
Luckie & Company	Credit	02/01/2020	046128 1/31/20	JOB 011042 NOVEMBER 2019 - MER	02/26/2020	556368	Destination Marketing	Destination Marketir 1769100	Paid Media	-4,194.40
Luckie & Company	Credit	02/01/2020	046128 1/31/20	JOB 011042 NOVEMBER 2019 - TRIF	02/26/2020	556368	Destination Marketing	Destination Marketir 1769100	Paid Media	-45,146.50
Luckie & Company	Credit	02/01/2020	046132 1/31/20	JOB 010565 WTC INCR MEDIA MAY	02/26/2020	556368	Destination Marketing	Destination Marketir 1769100	Paid Media	-531.25
Luckie & Company	Credit	02/01/2020	046132 1/31/20	JOB 010565 WTC INCR MEDIA MAY	02/26/2020	556368	Destination Marketing	Destination Marketir 1769100	Paid Media	-73,041.61
Luckie & Company	Credit	02/01/2020	046132 1/31/20	JOB 010565 WTC INCR MEDIA MAY	02/26/2020	556368	Destination Marketing	Destination Marketir 1769100	Paid Media	54,792.30
Luckie & Company	Credit	02/01/2020	046132 1/31/20	JOB 010565 WTC INCR MEDIA MAY	02/26/2020	556368	Destination Marketing	Destination Marketir 1769100	Paid Media	14,491.18
Luckie & Company	Credit	02/01/2020	046132 1/31/20	JOB 010565 WTC INCR MEDIA MAY	02/26/2020	556368	Destination Marketing	Destination Marketir 1769100	Paid Media	2,196.76
Luckie & Company	Credit	02/01/2020	046132 1/31/20	JOB 010565 WTC INCR MEDIA MAY	02/26/2020	556368	Destination Marketing	Destination Marketir 1769100	Paid Media	0.01
Luckie & Company	Credit	02/01/2020	046132 1/31/20	JOB 010565 WTC INCR MEDIA MAY	02/26/2020	556368	Destination Marketing	Destination Marketir 1769100	Paid Media	-37,500.00
Luckie & Company	Credit	02/01/2020	046132 1/31/20	JOB 010565 WTC INCR MEDIA MAY	02/26/2020	556368	Destination Marketing	Destination Marketir 1769100	Paid Media	37,499.98
Luckie & Company	Credit	02/01/2020	046132 1/31/20	JOB 010565 WTC INCR MEDIA MAY	02/26/2020	556368	Destination Marketing	Destination Marketir 1769100	Paid Media	-4,243.48
Luckie & Company	Credit	02/01/2020	046132 1/31/20	JOB 010565 WTC INCR MEDIA MAY	02/26/2020	556368	Destination Marketing	Destination Marketir 1769100	Paid Media	3,750.00
Luckie & Company	Credit	02/01/2020	046132 1/31/20	JOB 010565 WTC INCR MEDIA MAY	02/26/2020	556368	Destination Marketing	Destination Marketir 1769100	Paid Media	3,860.29
Luckie & Company	Credit	02/01/2020	046132 1/31/20	JOB 010565 WTC INCR MEDIA MAY	02/26/2020	556368	Destination Marketing	Destination Marketir 1769100	Paid Media	-3,040.38
Luckie & Company	Credit	02/01/2020	046132 1/31/20	JOB 010565 WTC INCR MEDIA MAY	02/26/2020	556368	Destination Marketing	Destination Marketir 1769100	Paid Media	-3,750.00
Luckie & Company	Credit	02/01/2020	046132 1/31/20	JOB 010565 WTC INCR MEDIA MAY	02/26/2020	556368	Destination Marketing	Destination Marketir 1769100	Paid Media	-1,530.00
Luckie & Company	Credit	02/01/2020	046132 1/31/20	JOB 010565 WTC INCR MEDIA MAY	02/26/2020	556368	Destination Marketing	Destination Marketir 1769100	Paid Media	-10,559.62
Miles Marketing Destinations	Bill	01/14/2020	34063	MILES - TRANSITION SCOPE - HO	01/14/2020	34063	Destination Marketing	Destination Marketir 1764600	Online - Hosting	1,041.63
Miles Marketing Destinations	Bill	01/14/2020	34063	MILES - TRANSITION SCOPE - MAI	01/14/2020	34063	Destination Marketing	Destination Marketir 1764600	Online - Annual Maintenance	2,560.00
Miles Marketing Destinations	Bill	01/14/2020	34063	MILES - TRANSITION SCOPE - WEI	01/14/2020	34063	Destination Marketing	Destination Marketir 1764600	Online - Development & Design	6,075.00
Miles Marketing Destinations	Bill	01/14/2020	34063	MILES - TRANSITION SCOPE - DAT	01/14/2020	34063	Destination Marketing	Destination Marketir 1764600	Online - Development & Design	3,375.00
Miles Marketing Destinations	Bill	01/14/2020	34063	MILES - TRANSITION SCOPE - PRC	01/14/2020	34063	Destination Marketing	Destination Marketir 1764600	Online - Hosting	2,700.00
Miles Marketing Destinations	Bill	01/14/2020	34063	MILES - TRANSITION SCOPE - SUF	01/14/2020	34063	Destination Marketing	Destination Marketir 1764600	Online - Support Technologies	1,080.00
Miles Marketing Destinations	Bill	02/11/2020	35520	Web Hosting	02/11/2020	35520	Destination Marketing	Destination Marketir 1764600	Online - Hosting	1,041.63
Miles Marketing Destinations	Bill	02/11/2020	35520	Web Maintenance	02/11/2020	35520	Destination Marketing	Destination Marketir 1764600	Online - Annual Maintenance	2,560.00
Miles Marketing Destinations	Bill	02/11/2020	35520	Support	02/11/2020	35520	Destination Marketing	Destination Marketir 1764600	Online - Support Technologies	1,080.00
Miles Marketing Destinations	Bill	03/05/2020	36393	Web Hosting	03/05/2020	36393	Destination Marketing	Destination Marketir 1764600	Online - Hosting	1,041.63
Miles Marketing Destinations	Bill	03/05/2020	36393	Web Annual Maintenance	03/05/2020	36393	Destination Marketing	Destination Marketir 1764600	Online - Annual Maintenance	2,560.00
Miles Marketing Destinations	Bill	03/05/2020	36393	Web Design - Spring Landing Page	03/05/2020	36393	Destination Marketing	Destination Marketir 1764600	Online - Development & Design	1,080.00
Miles Marketing Destinations	Bill	04/01/2020	36957	Web Hosting	04/01/2020	36957	Destination Marketing	Destination Marketir 1764600	Online - Hosting	1,041.63
Miles Marketing Destinations	Bill	04/01/2020	36957	Web Maintenance	04/01/2020	36957	Destination Marketing	Destination Marketir 1764600	Online - Annual Maintenance	2,560.00



Vendor	Type	Date	Num	Memo	Chk Date	Check	Segment	Group	Account Description	Amount
Miles Marketing Destinations	Bill	04/01/2020	36957	Support	04/01/2020	36957	Destination Marketing	Destination Marketir	1764600 · Online - Support Technologies	1,080.00
Miles Marketing Destinations	Bill	05/04/2020	38046	DE Hosting May	05/04/2020	38046	Destination Marketing	Destination Marketir	1764600 · Online - Hosting	450.00
Miles Marketing Destinations	Bill	05/04/2020	38046	DE Maintenance May	05/04/2020	38046	Destination Marketing	Destination Marketir	1764600 · Online - Annual Maintenance	810.00
Miles Marketing Destinations	Bill	06/02/2020	39051	DE Hosting June	06/02/2020	39051	Destination Marketing	Destination Marketir	1764600 · Online - Hosting	450.00
Miles Marketing Destinations	Bill	06/02/2020	39051	DE Maintenance June	06/02/2020	39051	Destination Marketing	Destination Marketir	1764600 · Online - Annual Maintenance	810.00
Miles Marketing Destinations	Bill	06/30/2020	40173	Web Hosting			Destination Marketing	Destination Marketir	1764600 · Online - Hosting	450.00
Miles Marketing Destinations	Bill	06/30/2020	40173	Web Maintenance			Destination Marketing	Destination Marketir	1764600 · Online - Annual Maintenance	810.00
MPI	Bill	01/01/2020	1312564-20190104	MPI MEMBERSHIP 2020	01/31/2020	556340	Other Sales & Marketing	Conference Sales & 0660400	· Membership - Conference	489.00
Naomi Flythe	Bill	01/31/2020	JAN20-MEDICARE	JAN20 - MEDICARE STIPEND - FLYT	01/31/2020	37884	Labor & Benefits	Shared Staff Wages 0853000	· Insurance Benefit - Admin	114.00
Naomi Flythe	Bill	02/28/2020	FEB20 - MEDICARE	FEB20 - MEDICARE STIPEND - FLYT	02/25/2020	37902	Labor & Benefits	Shared Staff Wages 0853000	· Insurance Benefit - Admin	114.00
Naomi Flythe	Bill	03/31/2020	MAR20-MEDICARE	MEDICARE STIPEND - FLYTHE	03/31/2020	37930	Labor & Benefits	Shared Staff Wages 0853000	· Insurance Benefit - Admin	114.00
Naomi Flythe	Bill	04/28/2020	APR20 - MEDICARE	APR20 - MEDICARE STIPEND - FLYT	04/30/2020	37947	Labor & Benefits	Shared Staff Wages 0853000	· Insurance Benefit - Admin	114.00
Naomi Flythe	Bill	05/31/2020	May20-MEDICARE	MEDICARE STIPEND - FLYTHE	06/16/2020	37979	Labor & Benefits	Shared Staff Wages 0853000	· Insurance Benefit - Admin	114.00
Naomi Flythe	Bill	06/30/2020	June20-MEDICARE	MEDICARE STIPEND - FLYTHE	06/24/2020	37987	Labor & Benefits	Shared Staff Wages 0853000	· Insurance Benefit - Admin	114.00
Paychex	General Journal	04/05/2020	Payroll-TC	Paychex Payroll Processing Fee			Administration	Office Administrator 1864000	· TC - Business Expense	184.30
Paychex	General Journal	04/24/2020	Payroll-TC	Paychex Payroll Processing Fee			Administration	Office Administrator 1864000	· TC - Business Expense	184.30
Paychex	General Journal	05/08/2020	Payroll-TC	Paychex Payroll Processing Fee			Administration	Office Administrator 1864000	· TC - Business Expense	184.30
Paychex	General Journal	05/22/2020	Payroll-TC	Paychex Payroll Processing Fee			Administration	Office Administrator 1864000	· TC - Business Expense	189.80
Paychex	General Journal	06/05/2020	Payroll-TC	Paychex Payroll Processing Fee			Administration	Office Administrator 1864000	· TC - Business Expense	184.30
Paychex	General Journal	06/19/2020	Payroll-TC	Paychex Payroll Processing Fee			Administration	Office Administrator 1864000	· TC - Business Expense	189.80
Miles Marketing Destinations	Bill	06/30/2020	40173	New Field - Data Engine			Destination Marketing	Destination Marketir	1764600 · Online - Development & Design	1,755.00
Percepture	Bill	01/01/2020	11540	PERCEPTURE - JAN20	01/01/2020	11540	Destination Marketing	Destination Marketir	1769400 · PR - Agency Fee	15,000.00
Percepture	Bill	01/01/2020	11540	PERCEPTURE - JAN20	01/01/2020	11540	Destination Marketing	Destination Marketir	1760105 · SM - Content Syndication	8,297.00
Percepture	Bill	01/01/2020	11540	PERCEPTURE - JAN20	01/01/2020	11540	Destination Marketing	Destination Marketir	1769400 · PR - Editorial Content Creation	4,166.00
Percepture	Bill	01/01/2020	11540	PERCEPTURE - JAN20	01/01/2020	11540	Destination Marketing	Destination Marketir	1769100 · PM - SEM ( SEO & Content)	9,000.00
Percepture	Bill	01/31/2020	11627	NADINE MATTHEWS - TRANSPORT	02/25/2020	556363	Destination Marketing	Destination Marketir	1769400 · PR - Travel (Agency & Staff)	326.83
Percepture	Bill	02/01/2020	11612	PERCEPTURE - FEB20	02/01/2020	11612	Destination Marketing	Destination Marketir	1760105 · SM - Strategy & Content	8,297.00
Percepture	Bill	02/01/2020	11612	PERCEPTURE - FEB20	02/01/2020	11612	Destination Marketing	Destination Marketir	1769400 · PR - Agency Fee	15,000.00
Percepture	Bill	02/01/2020	11612	PERCEPTURE - FEB20	02/01/2020	11612	Destination Marketing	Destination Marketir	1769400 · PR - Editorial Content Creation	4,166.00
Percepture	Bill	03/01/2020	11706	Public Relations Services: Agency Fee	03/17/2020	556382	Destination Marketing	Destination Marketir	1769400 · PR - Agency Fee	15,000.00
Percepture	Bill	03/01/2020	11706	Editorial Content Creation	03/17/2020	556382	Destination Marketing	Destination Marketir	1769400 · PR - Editorial Content Creation	4,166.00
Percepture	Bill	04/01/2020	11780	Agency Fee	04/01/2020	556395	Destination Marketing	Destination Marketir	1769400 · PR - Agency Fee	15,000.00
Percepture	Bill	04/01/2020	11780	Content Development	04/01/2020	556395	Destination Marketing	Destination Marketir	1769400 · PR - Editorial Content Creation	4,166.00
Percepture	Bill	04/01/2020	11781	Fam Tour - Reimbursable Expenses	04/01/2020	11780	Destination Marketing	Destination Marketir	1769400 · PR - Fam Tours	266.18
Percepture	Bill	05/15/2020	11861	Agency Fee	05/15/2020	556426	Destination Marketing	Destination Marketir	1769400 · PR - Agency Fee	15,000.00
Percepture	Bill	05/15/2020	11861	Content Development	05/15/2020	556426	Destination Marketing	Destination Marketir	1769400 · PR - Editorial Content Creation	4,166.00
Percepture	Bill	06/16/2020	11978	Fam Tour - Reimbursable Expenses	06/16/2020	556452	Destination Marketing	Destination Marketir	1769400 · PR - Fam Tours	345.80
Premier Travel Media	Bill	06/16/2020	44621	Bounce Back Tour	06/16/2020	556453	Other Sales & Marketing	Consumer Sales & 0465010	· Trade Show - Consumer	795.00
Small Market Meetings Conference, LLC	Bill	05/29/2020	51437	"2020" SMMC Non Member Registrati	05/29/2020	556435	Other Sales & Marketing	Conference Sales & 0665010	· Trade Show - Conference	2,195.00
Society of Government Meeting Professiona	Bill	05/27/2020	Annual_Membership	Annual Membership Dues	05/27/2020	556434	Other Sales & Marketing	Conference Sales & 0660400	· Membership - Conference	400.00
Percepture	Bill	06/30/2020	11989	Agency Fee: June 2020			Destination Marketing	Destination Marketir	1769400 · PR - Agency Fee	15,000.00
Strategic Marketing & Research	Bill	01/07/2020	0011080IN	JAN20 - PROFESSIONAL FEES	01/14/2020	556326	Destination Marketing	Destination Marketir	1761000 · Research - Market Mix Study	16,500.00
Strategic Marketing & Research	Bill	02/11/2020	0011104-IN	Professional Fees - February	04/03/2020	556399	Destination Marketing	Destination Marketir	1761000 · Research - Market Mix Study	16,500.00
Strategic Marketing & Research	Bill	03/05/2020	0011118-IN	Professional Fees - March	03/17/2020	556385	Destination Marketing	Destination Marketir	1761000 · Research - Market Mix Study	16,500.00
Strategic Marketing & Research	Bill	03/16/2020	0011130-IN	JOB SMAR019 - CORONAVIRUS RE	03/24/2020	556389	Destination Marketing	Destination Marketir	1761000 · Research - Visitor	3,500.00
Strategic Marketing & Research	Bill	04/01/2020	0011141-IN	Coronavirus Research	04/03/2020	556399	Destination Marketing	Destination Marketir	1761000 · Research - Visitor	1,000.00
Strategic Marketing & Research	Bill	04/07/2020	0011144-IN	Professional Fees - April	04/17/2020	556409	Destination Marketing	Destination Marketir	1761000 · Research - Market Mix Study	16,500.00
Strategic Marketing & Research	Bill	04/15/2020	0011154-IN	Creative Testing	04/17/2020	556409	Destination Marketing	Destination Marketir	1761000 · Research - Market Mix Study	20,000.00
Strategic Marketing & Research	Bill	04/23/2020	0011161-IN	Coronavirus Research	04/23/2020	556413	Destination Marketing	Destination Marketir	1761000 · Research - Visitor	1,000.00
Strategic Marketing & Research	Bill	05/15/2020	0011171-IN	Creative Testing - Focus Group Resea	05/18/2020	556429	Destination Marketing	Destination Marketir	1761000 · Research - Market Mix Study	20,000.00
Strategic Marketing & Research	Bill	05/15/2020	0011170-IN	Professional Fees - May	05/18/2020	556429	Destination Marketing	Destination Marketir	1761000 · Research - Market Mix Study	16,500.00

Vendor	Type	Date	Num	Memo	Chk Date	Check	Segment	Group	Account Description	Amount
Strategic Marketing & Research	Bill	05/29/2020	0011180-IN	Coronavirus Research - Wave 4	05/29/2020	556436	Destination Marketing	Destination Marketir	1761000 · Research - Visitor	1,000.00
SunTrust Bank - Credit Card	Bill	02/21/2020	TB - VACCE	TB - VACCE	02/21/2020		EFT Administration	Shared Office	0860400 · Memberships - Admin	350.00
The Principal	Bill	01/03/2020	1/3/20 401K	401k	01/03/2020		Wire Labor & Benefits	Shared Staff Wages	0853100 · Retirement - Admin	293.68
The Principal	Bill	01/03/2020	1/3/20 401K	401K	01/03/2020		Wire Labor & Benefits	Employee Wages &	1853100 · TC - Retirement	1,388.78
The Principal	Bill	01/17/2020	1/17/20 401K	401k	01/17/2020		Wire Labor & Benefits	Shared Staff Wages	0853100 · Retirement - Admin	293.68
The Principal	Bill	01/17/2020	1/17/20 401K	401K	01/17/2020		Wire Labor & Benefits	Employee Wages &	1853100 · TC - Retirement	1,388.78
The Principal	Bill	01/17/2020	1/17/20 401K	401K - ROBYN SCOTT	01/17/2020		Wire Labor & Benefits	Employee Wages &	1853100 · TC - Retirement	-1,733.04
The Principal	Bill	01/31/2020	1/31/20 401K	401k	01/31/2020		Wire Labor & Benefits	Shared Staff Wages	0853100 · Retirement - Admin	293.68
The Principal	Bill	01/31/2020	1/31/20 401K	401K	01/31/2020		Wire Labor & Benefits	Employee Wages &	1853100 · TC - Retirement	1,216.47
The Principal	Bill	01/31/2020	1/31/20 401K	401K FORFEITURE - R GENTRY	01/31/2020		Wire Labor & Benefits	Employee Wages &	1853100 · TC - Retirement	-87.07
The Principal	Bill	02/14/2020	2/14/20 401K	401k - 2/14/20	02/14/2020		Wire Labor & Benefits	Shared Staff Wages	0853100 · Retirement - Admin	293.68
The Principal	Bill	02/14/2020	2/14/20 401K	401K - 2/14/20	02/14/2020		Wire Labor & Benefits	Employee Wages &	1853100 · TC - Retirement	1,604.30
The Principal	Bill	02/28/2020	2/28/20 401K	401k - 2/28/20	02/28/2020		Wire Labor & Benefits	Shared Staff Wages	0853100 · Retirement - Admin	293.68
The Principal	Bill	02/28/2020	2/28/20 401K	401K - 2/28/20	02/28/2020		Wire Labor & Benefits	Employee Wages &	1853100 · TC - Retirement	1,572.49
The Principal	Bill	02/28/2020	2/28/20 401K	401K - 2/28/20 FORFEITURE (R GEN	02/28/2020		Wire Labor & Benefits	Employee Wages &	1853100 · TC - Retirement	-4.33
The Principal	Bill	03/13/2020	3/13/20 401K	401k - 3/13/20	03/13/2020		Wire Labor & Benefits	Shared Staff Wages	0853100 · Retirement - Admin	293.68
The Principal	Bill	03/13/2020	3/13/20 401K	401K - 3/13/20	03/13/2020		Wire Labor & Benefits	Employee Wages &	1853100 · TC - Retirement	1,957.10
The Principal	Bill	03/27/2020	3/27/20 401k	401k - 3/27/20	03/27/2020		Wire Labor & Benefits	Shared Staff Wages	0853100 · Retirement - Admin	293.68
The Principal	Bill	03/27/2020	3/27/20 401k	401K - 3/27/20	03/27/2020		Wire Labor & Benefits	Employee Wages &	1853100 · TC - Retirement	1,957.10
The Principal	Bill	04/10/2020	4/10/20 401K	401K - 4/10/20	04/10/2020		Wire Labor & Benefits	Shared Staff Wages	0853100 · Retirement - Admin	293.68
The Principal	Bill	04/10/2020	4/10/20 401K	401K - 4/10/20	04/10/2020		Wire Labor & Benefits	Employee Wages &	1853100 · TC - Retirement	1,957.10
The Principal	Bill	04/24/2020	4/24/20 401K	401k - 4/24/20	04/24/2020		Wire Labor & Benefits	Shared Staff Wages	0853100 · Retirement - Admin	293.81
The Principal	Bill	04/24/2020	4/24/20 401K	401K - 4/24/20	04/24/2020		Wire Labor & Benefits	Employee Wages &	1853100 · TC - Retirement	1,957.12
The Principal	Bill	05/08/2020	05/08/20 401K	401k - 05/08/20	05/08/2020		Wire Labor & Benefits	Shared Staff Wages	0853100 · Retirement - Admin	293.68
The Principal	Bill	05/08/2020	05/08/20 401K	401k - 05/08/20	05/08/2020		Wire Labor & Benefits	Employee Wages &	1853100 · TC - Retirement	2,541.71
The Principal	Bill	05/22/2020	05/22/20 401K	401k - 05/22/20	05/22/2020		Wire Labor & Benefits	Shared Staff Wages	0853100 · Retirement - Admin	112.05
The Principal	Bill	05/22/2020	05/22/20 401K	401k - 05/22/20	05/22/2020		Wire Labor & Benefits	Employee Wages &	1853100 · TC - Retirement	2,541.71
The Principal	Bill	06/05/2020	06/05/20 401K	401k - 06/05/20	06/05/2020		Wire Labor & Benefits	Shared Staff Wages	0853100 · Retirement - Admin	112.05
The Principal	Bill	06/05/2020	06/05/20 401K	401k - 06/05/20	06/05/2020		Wire Labor & Benefits	Employee Wages &	1853100 · TC - Retirement	2,541.71
The Principal	Bill	06/19/2020	06/19/20 401K	401k - 06/19/20	06/19/2020		Wire Labor & Benefits	Shared Staff Wages	0853100 · Retirement - Admin	112.05
The Principal	Bill	06/19/2020	06/19/20 401K	401k - 06/19/20	06/19/2020		Wire Labor & Benefits	Employee Wages &	1853100 · TC - Retirement	2,541.71
The Principal	Bill	06/30/2020	Fox 401K	401k Match	06/30/2020		Wire Labor & Benefits	Shared Staff Wages	0853100 · Retirement - Admin	39.60
U.S. Travel Association	Bill	01/08/2020	0007724A	US TRAVEL ASSOCIATION MEMBEF	01/31/2020	556341	Other Sales & Marketing	Consumer Sales & I	0460400 · Memberships - Consumer	16,220.00
U.S. Travel Association	Bill	01/08/2020	0007724A	US TRAVEL ASSOC - DESTINATION:	01/31/2020	556341	Other Sales & Marketing	Consumer Sales & I	0460400 · Memberships - Consumer	75.00
U.S. Travel Association	Bill	01/08/2020	0007724A	US TRAVEL ASSOC - ADVOCACY FL	01/31/2020	556341	Other Sales & Marketing	Consumer Sales & I	0460400 · Memberships - Consumer	50.00
United Parcel Service	General Journal	01/31/2020	UPS	UPS - JAN20			Other Sales & Marketing	Consumer Sales & I	0466030 · Inquiry Fulfillment - Consumer	146.58
United Parcel Service	General Journal	02/29/2020	UPS	UPS - FEB20			Other Sales & Marketing	Consumer Sales & I	0466030 · Inquiry Fulfillment - Consumer	231.13
United Parcel Service	General Journal	03/31/2020	UPS	UPS - MAR20			Other Sales & Marketing	Consumer Sales & I	0466030 · Inquiry Fulfillment - Consumer	104.57
United Parcel Service	General Journal	04/30/2020	UPS	UPS-APR20			Other Sales & Marketing	Consumer Sales & I	0466030 · Inquiry Fulfillment - Consumer	57.80
Strategic Marketing & Research	Bill	06/16/2020	0011187-IN	Professional Fees - June	06/16/2020	556454	Destination Marketing	Destination Marketir	1761000 · Research - Market Mix Study	16,500.00
United Parcel Service	Bill	05/18/2020	0000200641200	AAA Brochure Distribution	05/18/2020	556430	Destination Marketing	Destination Marketir	1766030 · IF - Postage	187.12
United States Postal Service - Neopost	General Journal	01/31/2020	POSTAGE	METERED MAIL - JAN20			Other Sales & Marketing	Consumer Sales & I	0466030 · Inquiry Fulfillment - Consumer	785.50
United States Postal Service - Neopost	General Journal	02/29/2020	POSTAGE	METERED MAIL - FEB20			Other Sales & Marketing	Consumer Sales & I	0466030 · Inquiry Fulfillment - Consumer	72.55
United States Postal Service - Neopost	General Journal	03/31/2020	POSTAGE	METERED MAIL - MAR20			Other Sales & Marketing	Consumer Sales & I	0466030 · Inquiry Fulfillment - Consumer	62.65
United States Postal Service - Neopost	General Journal	04/30/2020	POSTAGE	METERED MAIL			Other Sales & Marketing	Consumer Sales & I	0466030 · Inquiry Fulfillment - Consumer	-
United States Postal Service - Neopost	General Journal	05/31/2020	POSTAGE	METERED MAIL			Other Sales & Marketing	Consumer Sales & I	0466030 · Inquiry Fulfillment - Consumer	71.65
United States Postal Service - Neopost	General Journal	06/30/2020	POSTAGE	METERED MAIL			Other Sales & Marketing	Consumer Sales & I	0466030 · Inquiry Fulfillment - Consumer	23.20
Verizon Wireless	Bill	01/04/2020	9845642289	CELL PHONES	01/14/2020	556332	Administration	Office Administrator	1864500 · TC - Phone	518.68
Verizon Wireless	Bill	01/04/2020	9845642290	CELL PHONES	01/14/2020	556332	Administration	Office Administrator	1864500 · TC - Phone	217.27
Verizon Wireless	Bill	02/04/2020	9847711902	CELL PHONES - 1/5/20 - 2/4/20	02/25/2020	556365	Administration	Office Administrator	1864500 · TC - Phone	513.25
Verizon Wireless	Bill	02/04/2020	9847711903	CELL PHONES 1/5/20 - 2/4/20	02/25/2020	556365	Administration	Office Administrator	1864500 · TC - Phone	215.05

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Verizon Wireless	Bill	03/04/2020	9849792412	FEB20 - CELL PHONE	03/24/2020	556390	Administration	Office Administrator 1864500	· TC - Phone	515.21
Verizon Wireless	Bill	03/04/2020	9849792413	FEB20 - CELL PHONE	03/24/2020	556390	Administration	Office Administrator 1864500	· TC - Phone	217.26
Verizon Wireless	Bill	04/04/2020	9851888090	MAR20 - TC Cell Phones	04/17/2020	556410	Administration	Office Administrator 1864500	· TC - Phone	217.28
Verizon Wireless	Bill	04/04/2020	9851888089	MAR20 - TC Cell Phones	04/17/2020	556410	Administration	Office Administrator 1864500	· TC - Phone	515.90
Verizon Wireless	Bill	05/18/2020	9853947171 - TC	APR20-TC Cell Phones	05/18/2020	556432	Administration	Office Administrator 1864500	· TC - Phone	214.89
Verizon Wireless	Bill	05/18/2020	9853947170 - TC	APR20-TC Cell Phones	05/18/2020	556431	Administration	Office Administrator 1864500	· TC - Phone	472.88
Verizon Wireless	Bill	06/04/2020	9855993328 - TC	MAY20-TC Cell Phones	06/17/2020	556457	Administration	Office Administrator 1864500	· TC - Phone	219.89
Verizon Wireless	Bill	06/04/2020	9855993327 - TC	MAY20-TC Cell Phones	06/17/2020	556458	Administration	Office Administrator 1864500	· TC - Phone	517.67
Verizon Wireless	Bill	06/04/2020	9855993327 - TC	APR20-TC Cell Phones - (Shortage)	06/17/2020	556458	Administration	Office Administrator 1864500	· TC - Phone	40.05
Vickie Noel	Bill	05/28/2020	Reimbursement	Overnight Mail for BOD Meeting	05/28/2020	37966	Other Sales & Marketing	Conference Sales & 0662200	· Meetings - Conference	26.35
Vickie Noel	Bill	05/28/2020	Reimbursement	Certified Mail	05/28/2020	37966	Administration	Shared Office 0864400	· Postage - Admin	7.50
Vickie Noel	Bill	05/28/2020	Reimbursement	Certified Mail	05/28/2020	37966	Administration	Shared Office 0864400	· Postage - Admin	5.15
Vickie Noel	Bill	06/22/2020					Administration	Shared Office 0864400	· Postage - Admin	73.35
Virginia Restaurant Lodging Travel Assoc	Bill	03/17/2020	2020-41249	2020 VRLTA Annual Membership Due	03/17/2020	556384	Other Sales & Marketing	Group Tour Sales & 0560400	· Memberships - GT	695.00
Virginia Society of Association Executive	Bill	01/21/2020	10995	VSAE MEMBERSHIP DUES	01/31/2020	556342	Other Sales & Marketing	Conference Sales & 0660400	· Membership - Conference	550.00
Virginia Society of Association Executive	Bill	03/02/2020	2020AnnualConf	VSAE Annual Conference Registration	03/17/2020	556377	Other Sales & Marketing	Conference Sales & 0665010	· Trade Show - Conference	220.00
Virginia Tourism Corp	Bill	02/04/2020	6523	IPW - PARTICIPATION FEE WITH VT	02/25/2020	556366	Other Sales & Marketing	Consumer Sales & 0465010	· Trade Show - Consumer	3,000.00
Virginia Tourism Corp	Deposit	05/04/2020	053793	Return of IPW Participation Fee			Other Sales & Marketing	Consumer Sales & 0465010	· Trade Show - Consumer	(3,000.00)
Vivian Bunting	Bill	01/01/2020	2019 NTA EXP	NTA - 94 MILES & DRIVER TIPS (201	01/31/2020	556343	Other Sales & Marketing	Group Tour Sales & 0565010	· Trade Shows - GT	58.52
Vivian Bunting	Bill	01/31/2020	JAN20 MEDICARE	JAN20 - MEDICARE STIPEND - BUN	01/31/2020	556343	Labor & Benefits	Employee Wages & 1853000	· TC - Insurance Benefits	64.00
Vivian Bunting	Bill	02/01/2020	ABA EXP	ABA - MILEAGE / MEALS / TIPS	02/25/2020	556367	Other Sales & Marketing	Group Tour Sales & 0565010	· Trade Shows - GT	74.44
Vivian Bunting	Bill	02/29/2020	FEB20 - MEDICARE	FEB20 - MEDICARE STIPEND - BUNTIN	02/25/2020	556367	Labor & Benefits	Employee Wages & 1853000	· TC - Insurance Benefits	64.00
Vivian Bunting	Bill	03/01/2020	2/18/20 MIL	17 MILES TO JYF GUIDE TRAINING	04/03/2020	556400	Labor & Benefits	Employee Wages & 1856000	· TC - Auto Expense	9.78
Vivian Bunting	Bill	03/31/2020	MAR20-MEDICARE		04/03/2020	556400	Labor & Benefits	Employee Wages & 1853000	· TC - Insurance Benefits	64.00
Worth Higgins & Associates, Inc	Bill	02/28/2020	120444	4000 ENVELOPES 6X9	03/17/2020	556376	Other Sales & Marketing	Consumer Sales & 0460800	· Media - Consumer	644.48
Worth Higgins & Associates, Inc	Bill	02/28/2020	120441	12,500 VACATION GUIDE	03/17/2020	556376	Other Sales & Marketing	Consumer Sales & 0460800	· Media - Consumer	24,482.56
U.S. Travel Association	General Journal	06/30/2020		US TRAVEL ASSOCIATION MEMBERSHIP	2020 1/1/20 - 12/31/20		Other Sales & Marketing	Consumer Sales & 0460400	· Memberships - Consumer	16,220.00
United Parcel Service	Bill	05/29/2020	0000200641210	AAA Brochure Distribution	05/29/2020	556440	Destination Marketing	Destination Marketir 1766030	· IF - Postage	122.01

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**Williamsburg Tourism Council  
Treasurer's Report  
2020 Annual Financial Results**

<b>REVENUE</b>	
Sales Tax (58.1-603.2)	5,067,153
\$1 Transient Tax	449,271
Maintenance of Effort Funds	0
Other	61,524
<b>Total Revenue</b>	<b>\$ 5,577,948</b>
<b>EXPENSES</b>	
Destination Marketing	\$ 2,845,807
Destination Marketing	2,845,807
Other Sales & Marketing	\$ 92,492
Consumer Market	62,601
Group Tour Market	6,032
Conference Market	5,458
Sports Market	18,400
Labor & Benefits	\$ 550,665
Employee Wages & Benefits	492,916
Shared Staff Wages & Benefits	57,750
Admin	\$ 55,493
Office Administration	44,797
Shared Office Expenses	10,697
<b>Total Expenses</b>	<b>\$ 3,544,458</b>
<b>2019 Rev over Expenditures</b>	<b>\$ 2,033,490</b>