

Williamsburg Tourism Council

2021 Annual Report

Visit
WILLIAMSBURG
JAMESTOWN ▼ YORKTOWN

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§ 58.1-603.2

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...”

Strategic Goals

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

Board of Directors

Voting

James City County

Colonial Williamsburg

City of Williamsburg

Busch Gardens

Hotel/Motel Association

Jamestown Rediscovery

Jamestown/Yorktown Found.

Restaurant Association

York County

Ruth Larson, Chair

Cliff Fleet, Vice Chair

Mayor Doug Pons, Treasurer

Kevin Lembke

Neal Chalkley

James Horn

Christy Coleman

Mickey Chohany

Chad Green

Ex Officio

GWCTA – Business Council

Virginia Tourism Corporation

Chris Smith

Rita McClenny

2021 Board Meetings

Click on hyperlink to view attachment.

January 19, 2021	<u>AGENDA</u>	<u>MINUTES</u>
March 16, 2021	<u>AGENDA</u>	<u>MINUTES</u>
May 18, 2021	<u>AGENDA</u>	<u>MINUTES</u>
July 20, 2021	<u>AGENDA</u>	<u>MINUTES</u>
September 21, 2021	<u>AGENDA</u>	<u>MINUTES</u>
November 16, 2021	<u>AGENDA</u>	MINUTES*

*Document not finalized at date of report publication.

2021 Media/Creative Strategy

Target Audience



- Maintain focus on GenX/Millennials/Active Mature age segments
- Saturate “shopping” traveler audience first as they are closest to conversion
- Broaden targeting to prospecting audiences to capture and intercept consumers while they’re in the travel planning mindset

Target Audience: Personas – Simple Strivers



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.

All information is pulled from primary research, secondary research sources and GfK MRI Doublebase 2019. Numbers in parentheses indicate percent/index (e.g. 63%/131). Percent indicates the percentage of the segment that exhibits the behavior or trait. *Compared to the average U.S. population of 100, an over index of 131 would indicate that the segment is 31% more likely to exhibit the behavior or trait. MRI Parameters: "Packaged deals are great, because I don't have to plan out the details too much" AND "The best vacation is restful without too much physical exercise".

Target Audience: Personas – Simple Strivers

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



Target Audience: Personas – Culture Questers



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



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.

Target Audience: Personas – Culture Questers

Culture Questers



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



Google Flights CONDE' NAST Expedia HomeAway travelocity tripadvisor Vrbo WORD OF MOUTH (HIDDEN GEMS)

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).

Target Audience: Personas – See-ers & Do-ers



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.

All information is pulled from primary research, secondary research sources and C/MR Doublebase 2019. Numbers in parentheses indicate percent/index (e.g. 63%/131). Percent indicates the percentage of the segment that exhibits the behavior or trait. *Compared to the average U.S. population of 100, an over index of 131 would indicate that the segment is 31% more likely to exhibit the behavior or trait. MRI Parameters: *frequently choose active vacations with lots to do" AND "I like to live a lifestyle that impresses others."

Target Audience: Personas – See-ers & Do-ers

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 *Coupon, 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.

Geographic Targeting

Proven markets showed improved performance over 2020; emphasis continued in 2021 in traditional media. Digital provides greater opportunity for coverage in all markets:

Short Drive + Established Success/ Heaviest Volume

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

Short Drive + Established Success/ Lighter Volume

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

Longer Drive + Past Success

- Johnstown-Altoona-State
College, PA
- Pittsburgh, PA
- Wilkes Barre-Scranton, PA
- Knoxville, TN

EXPANSION

- Cleveland, OH
- Columbus, OH
- New York, NY*

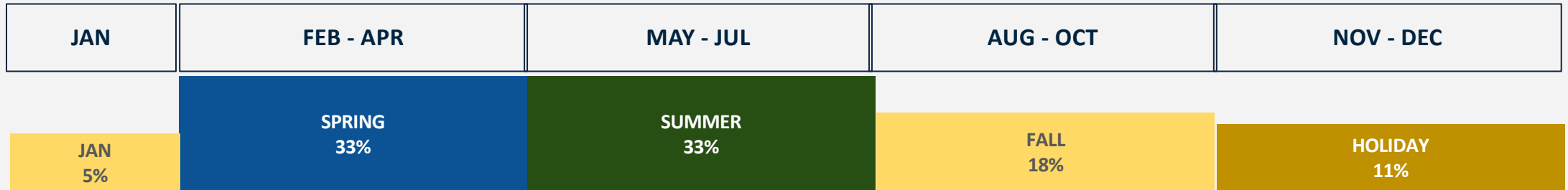
Campaign Overview

2021 Strategy

Always-on Approach

Increased Spend to Capture Peak Demand Periods

Constantly Monitor and Adjust as Needed



- Linear TV
- Connected TV
- Display
- Paid Social
- Paid Search
- Influencer
- Golf, Nat Geo Partnerships

Creative Platform

CREATIVE PLATFORM

DEFIANTLY HUMAN INSIGHT

We all yearn for a
regrounding.



DESIRED PERCEPTION

Williamsburg is
a safe and
relaxing escape
from a life of
strain and
complexity.



STRATEGIC BRAND PLATFORM

A Williamsburg getaway
experience is one where
nothing is complicated and
every experience reunites us
with those we love.

CREATIVE PLATFORM

Reunite with what truly matters.

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.


Sample Spring/Summer Creative




Sample Spring/Summer Creative

Visit Williamsburg
Sponsored


What if life moved precisely at your pace? In Williamsburg, it does. No matter what vacation looks like to you, come live it to the fullest.




Golf
life. at your pace. [Learn More](#)



Dine
life. at your pace. [Learn More](#)



Explore
life. at your pace. [Learn More](#)




Fly
life. at your pace. [Learn More](#)

20 562 Comments 311 Shares

[Like](#) [Comment](#) [Share](#)

Visit Williamsburg
Sponsored

From southern comfort food, to craft breweries and everything in between. Williamsburg satisfies any appetite.

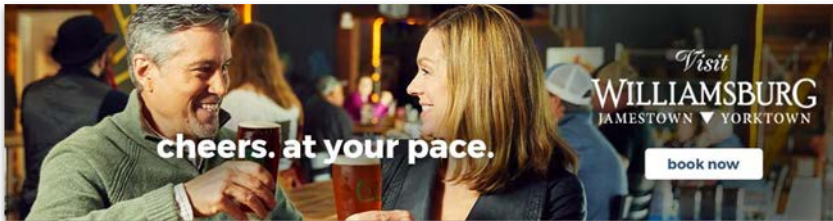
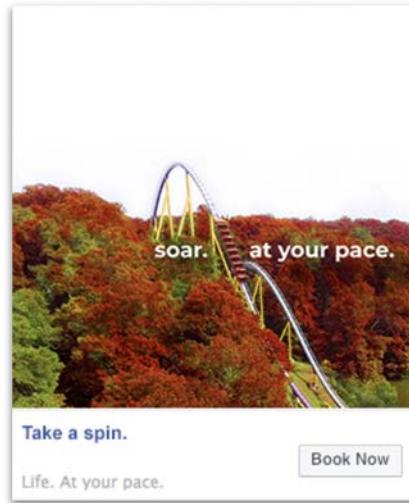
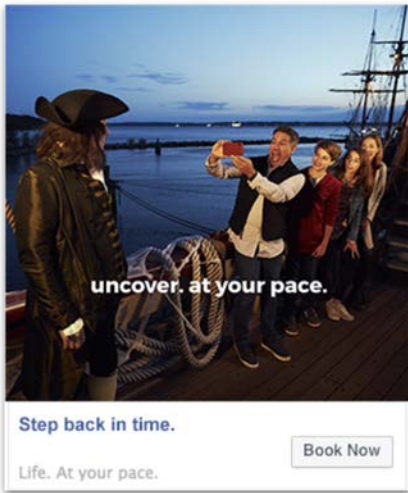


VISITWILLIAMSBURG.COM
Dine
Life. At your pace. [Book now](#)

150 28 Comments

[Like](#) [Comment](#) [Share](#)

Sample Fall/Holiday Creative



Visit Williamsburg
Sponsored

The perfect holiday getaway is waiting in Williamsburg. Come eat, shop, play, and be merry – all at your pace.

<p>Making memories</p> <p>life. at your pace.</p> <p>Learn More</p>	<p>Family fun awaits</p> <p>life. at your pace.</p> <p>Learn More</p>	<p>Quality time</p> <p>life. at your pace.</p> <p>Learn More</p>
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20 562 Comments 311 Shares

Like Comment Share

The WilliamsBLOG

[Click here](#) for a one-stop summary of COVID-19 safety precautions, business hours, and FAQs.



MENU

MEETINGS, GROUPS & SPORTS | MEDIA CENTER

SEARCH



THINGS TO DO ★ PLAN YOUR STAY ★ EXPLORE THE AREA ★ THE WILLIAMS BLOG

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JAMESTOWN ▼ YORKTOWN

SHARE
THIS



★ THE WILLIAMS BLOG ★



Instagrammable Places in Williamsburg

READ MORE



Outdoor Winter Experiences in Williamsburg – No Snow Required!

READ MORE



Travel Safely in Williamsburg

READ MORE

Visit
WILLIAMSBURG
JAMESTOWN ▼ YORKTOWN

Influencer/Media Familiarization Tours



The WilliamsBLOG Contributor
Anna Hartman



The WilliamsBLOG Contributor
Leah Bandoni



The WilliamsBLOG Contributor
Ashley Washington



The WilliamsBLOG Contributor
Tabitha Sewer



Macro Influencer
Julia Dzafic ~ Lemon Stripes



Mega Influencer
Christine Andrew

Influencer/Media Familiarization Tours



The WilliamsBLOG Contributor
Evan Woodward



The WilliamsBLOG Contributor
Lanna Nguyen



Journalist – *The Healthy Voyager*
Carolyn Scott-Hamilton



Journalist – *Business Traveler*
Ramsey Qubein



The WilliamsBLOG Contributor
Ciara Johnson ~ Hey Ciara



The WilliamsBLOG Contributor
Samantha Brooke

Influencer/Media Familiarization Tours



**Mega Influencer
Shawn Johnson**



***The WilliamsBLOG* Contributor
Oneika Raymond**



**Journalist – *My Golf Spy*
Harry Nodwell**



**Journalist – Freelancer
Megan duBois**



***The WilliamsBLOG* Contributor
Navy Corgi**



***The WilliamsBLOG* Contributor
Jackie Greaney**



**Mega Influencer
Kristy Wicks**

Influencer/PR Familiarization Tours



LPGA Player
Lauren Stephenson



LPGA Player
Nichole Broch Larsen



LPGA Player
Ana Belac



LPGA Player
Lauren Coughlin



LPGA Player
Brianna Do

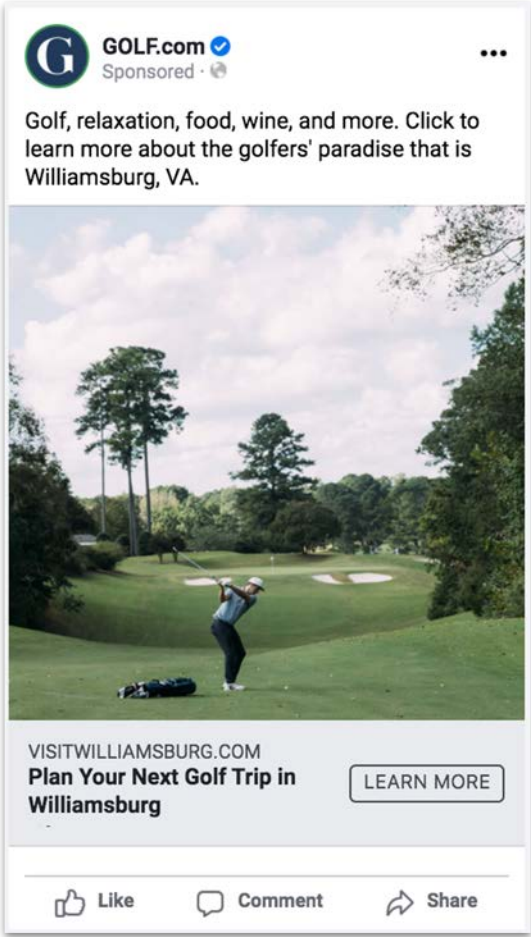
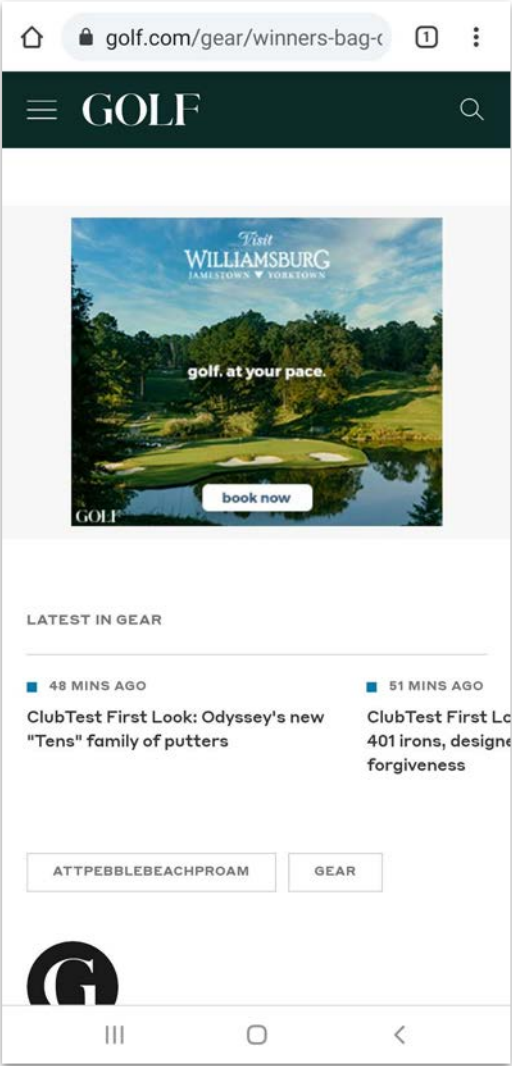


LPGA Player
Anne Van Dam



Journalist – PGA Tour Radio
Chantel McCabe

Golf.com Content Partnership



National Geographic Content Partnership

ADVERTISEMENT

discover at your pace. **Visit WILLIAMSBURG** JAMESTOWN ▼ YORKTOWN [plan now](#)

NATIONAL GEOGRAPHIC

PAID CONTENT FOR VISIT WILLIAMSBURG

EXPLORING WILLIAMSBURG

Unearth hidden gems and unexpected experiences in Williamsburg, Jamestown, and Yorktown, where ongoing discoveries inform the present.

PHOTOGRAPH BY JOSHUA COGAN

01 EXPERIENCING AN EVOLVING STORY

"Williamsburg is a special place where the modern-day informs the understanding of the past, and ongoing discoveries inform the present," says National Geographic photographer Josh Cogan. For a behind-the-scenes look at how research is revealing a fuller picture of this region sandwiched between Virginia's York and James Rivers, Cogan captured images of some of the unexpected experiences and hidden gems in Williamsburg, Jamestown, and Yorktown.

"This area where north meets south, saltwater meets fresh, and history meets modern life creates a singular ecosystem that provides for incredibly rich material to witness as both traveler and storyteller," adds Cogan, whose travels took him to places like the Colonial Williamsburg Archaeology Lab. The lab, which houses more than 60 million individual artifacts, continually processes and catalogs new archeological finds—each one an important puzzle piece in the evolving story of history-rich Williamsburg.

PHOTOGRAPH BY JOSHUA COGAN

ADVERTISEMENT

WILLIAMSBURG

Nat Geo Travel Instagram Takeover Posts



natgeotravel • Following
Paid partnership with visitwilliamsburg

natgeotravel Photo by @JoshuaCogan // Sponsored by @visitwilliamsburg // Winemaker Matthew Meyer stirs the fermenting grapes grown and harvested on the grounds of the 300-acre Williamsburg Winery. The land neighbors the first permanent English settlement of the Americas, which was settled precisely for its rich soils and accessibility to the port. Today visitors can enjoy a drink



Liked by bradycshall and 31,825 others

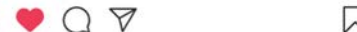
MARCH 24

Add a comment... Post



natgeotravel • Following
Paid partnership with visitwilliamsburg

natgeotravel Photo by @JoshuaCogan // Sponsored by @visitwilliamsburg // Off the coast of Yorktown, Virginia, Rhiannon Harvey, a crew member on the schooner Alliance, tends to the boat's rigging during a sunset sail. The Alliance is named after the agreement forged between America and France that helped win the Revolutionary War. This waterway was strategically valuable as a



Liked by bradycshall and 37,450 others

MARCH 24

Add a comment... Post



natgeotravel • Following
Paid partnership with visitwilliamsburg

natgeotravel Photo by @JoshuaCogan // Sponsored by @visitwilliamsburg // Archaeologist DeShondra Dandridge excavates one of the foundations of the First Baptist Church in Colonial Williamsburg. This church, thought to be one of the oldest Black churches in the country, still has an active congregation nearby that has supported and guided researchers with the oral histories of its congregants.



Liked by bradycshall and 33,240 others

MARCH 24

Add a comment... Post



natgeotravel • Following
Paid partnership with visitwilliamsburg

natgeotravel Photo by @JoshuaCogan // Sponsored by @visitwilliamsburg // This is the view aboard one of the three replicas of the flotilla that brought the first permanent English settlers to Virginia in 1607. The vessels, Susan Constant, Discovery, and Godspeed, are docked at Jamestown Settlement on the James River and are among the many experiences at the living museum.



Liked by bradycshall and 38,991 others

MARCH 24

Add a comment... Post

Conde Nast's Bon Appétit Content Partnership

Highlighting the diverse food and beverage scene across the area through interviews and signature dish demonstrations.

Photo/video shoot was held October 18-19.

Launch scheduled for Q1 2022:

- Custom video and digital article on BonAppetit.com
- Social amplification across Conde Nast's network and Visit Williamsburg's channels



Cooperative Marketing Program

Co-op Program

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)



tripadvisor



To Participate:

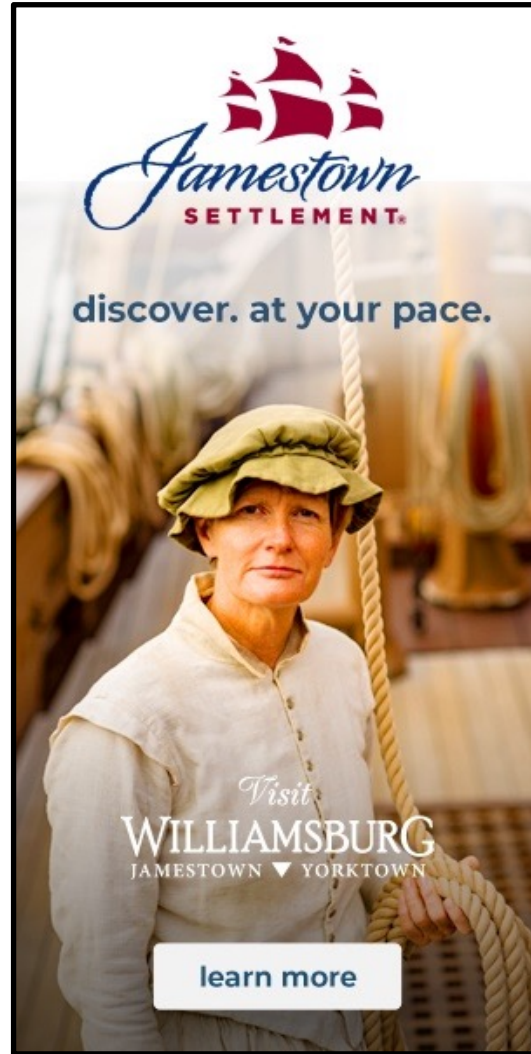
- Businesses or organizations located within the City of Williamsburg, James City County, and York County
- Participants must offer tourism services, including: attractions, activities, tours, dining, brick-and-mortar retail shops, accommodations
- Ad creative must utilize supplied digital advertising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

3

PARTICIPANTS

\$20,000

MATCHING FUNDS




Sales

 **sports**

 **s.m.e.r.f.**

 **group tour**

 **international**

what

- Youth and amateur sports tournaments and events
- Niche, e-sport and non-traditional sporting venues

- **Social** (weddings, civic/professional, charity, holiday, small interest events/meetings)
- **Military** (meetings, reunions, training, education, overflow/transfer housing)
- **Education** (local/state/national knowledge sharing, problem solving, training, etc.)
- **Religious** (rate-conscious gatherings requiring ample meeting space)
- **Fraternal** (Rotary, Lions, Kiwanis, Greek Letter organizations)

- Broad category including both student and adult segments
- Group Tour selections typically lean towards moderate-to-midscale properties
- Tour groups often center around common interests (e.g. heritage & history, performance, education, culinary, adventure/recreation, etc.)

- International Groups made up of several market segments
 - FIT (Foreign/Free Independent Traveler)
 - Group Tour

why

- \$15.8 billion industry, projected to double in next 4 years
- Year-round events and booking opportunities for local, state, regional and national organizations
- Room blocks vary from 10 to 1000
- Potential for significant investment/upgrade to Williamsburg sporting facilities

- Location and historical significance/symbolism makes Williamsburg an attractive selection
- Typically book far in advance (i.e. 1-2 years)
- Aggregately covers all seasons (off & shoulder seasons, summer, weekends, etc.)

- 15 million+ annual room nights globally
- \$19 billion+ annual economic impact
- High turnover

- Book farther in advance, with longer stays and higher spending
- Quickly-growing segment
 - +10% in last decade (pre-COVID)
- Opportunity to fulfill pent-up demand once COVID travel restrictions are relaxed
 - "Pivotability" key to fulfill evolving needs (shorter turnaround times, hybrid models, etc.)

sales activities

- Client events, Marketing Programs, Sponsorships
- Tradeshows
 - Sports ETA
 - Connect Sports
 - Sports Congress
 - TEAMS

- Tradeshows, Client Events, Fairshare/Co-op Opportunities, Sales Calls, Sponsorships
- SGMP (Society of Government Meeting Professionals), Connect Faith/Special Track, Going on Faith

- Tradeshows
 - American Bus Marketplace
 - SYTA (Student & Youth Travel Association)
 - NTA (National Tour Association)
 - VA/NC Motorcoach
 - Destination Showcase
- Client Events, Sales Calls, Fairshare/Co-op Opportunities, Sponsorships Educational Seminars and Networking Events

- Tradeshows, Client Events, Sales Calls and Blitzes, Sponsorships
- IPW, IITA




memberships

- Sports ETA
- VTC Sports Virginia
- PlayEasy

- SGMP (Society of Government Meeting Professionals)

- SYTA (Student and Youth Travel Association)
- NTA (National Tour Assoc)
- ABA (American Bus Assoc)
- Regional memberships - VA, NC Motorcoach Operators Association (Deliberating on renewing PA & Ohio Memberships)

- CRUSA (Capital Region USA)
- IITA (International Inbound Travel Association)

	 m.i.c.e.	 diversity and inclusivity	 association	 corporate
what	<ul style="list-style-type: none"> • Meetings (connect business travelers in one place for a specific purpose) • Incentives (travel awarded to employees as both past reward and future motivation) • Conferences (information exchange within similar industries/fields) • Exhibitions (centered around displays of specific products and services) 	<ul style="list-style-type: none"> • Diversity acknowledges human differences • Inclusivity recognizes inherent worth and dignity of all people • D&I adds value to communities, often incorporating service projects and events when meeting 	<ul style="list-style-type: none"> • Associations represent a significant portion of meetings and conventions industry • Comprised of professions, industries, causes, education and professional development 	<ul style="list-style-type: none"> • Companies tasked with a multitude of reasons to convene • Employees of one organization (or field) meet for a common goal/purpose
why	<ul style="list-style-type: none"> • Planned far in advance (12+ months) • Planners routinely source events through DMOs and CVBs • Can repeat same destination in successive years 	<ul style="list-style-type: none"> • D&I destination events have grown in importance, ubiquity and size • Williamsburg is an attractive option due to D&I meeting selection emphasis on accessibility, safety and affordability 	<ul style="list-style-type: none"> • U.S. associations employ over 1.8 million people <ul style="list-style-type: none"> • Accounting for more than \$250 billion in annual meeting attendee revenue • High association presence in nearby Washington, D.C. 	<ul style="list-style-type: none"> • Amazon to invest \$2.5B to build their east coast headquarters in Virginia • Proximity to Virginia and Washington, D.C. – the center for Federal contracting and procurement for all military branches. 7 of the top 10 Federal contracting companies are headquartered in Virginia • Defense contracting, shipping, metals, mills and mining have strong presence in VA <ul style="list-style-type: none"> • Require training and education seminars, HR conferences, regular Board meetings, etc. • 2nd largest East Coast Port – largest rail distribution to get to the Midwest • Largest navy base in the world • Emerging unmanned systems industry • The third highest concentration of tech workers in the U.S. • Low-cost manufacturing with skilled labor • Eleven Fortune 1000 companies located within 60 minutes of Williamsburg
sales activities	<ul style="list-style-type: none"> • Trade Shows, Client Events, Sales Calls, Fairshare/Co-op Opportunities • MPI (Regional Tradeshow), Small Market Meetings Conference & Summit attendance 	<ul style="list-style-type: none"> • Same as above segments and involvement with Lemon Project • Connect Diversity, African American Travel Conference 	<ul style="list-style-type: none"> • Tradeshow, Client Events for Regional Association Management firms, Sales Calls, Fairshare/Co-ops for Virginia and smaller Washington, D.C.- based associations • VSAE Annual and Fall Conference, AENC (Association Executives of North Carolina)- Small Market Summit and Connect Association, Smart Meetings 	<ul style="list-style-type: none"> • Trade Shows, Client Events, Sales Calls, Fairshare/Co-op Opportunities • MPI (Regional Tradeshow), Small Market Meetings Conference & Summit attendance
memberships	<ul style="list-style-type: none"> • Meeting Professionals International • Helms Briscoe • ConventionPlanit 	<ul style="list-style-type: none"> • LGBT Meeting Professionals Association • *Potential to join additional memberships to increase our awareness and exposure* 	<ul style="list-style-type: none"> • VSAE (Virginia Society of Association Executives) • AENC (Association Executives of North Carolina) 	<ul style="list-style-type: none"> • Meeting Professionals International • Helms Briscoe • ConventionPlanit

Trade Shows, Events, Sites

DATE	VRTUAL SALES CALLS	TYPE
01/21/21	Dominion Conference Services	Virtual
01/21/21	IPMI International Parking and Mobility Institute	Virtual
01/21/21	Conference Direct	Virtual
01/25/21	Hotel Lobbyists	Virtual
01/29/21	Legends Lacrosse	Virtual
02/05/21	Firecracker Sports	Virtual
02/10/21	Grand Fondo Cycling	Virtual
02/11/21	Society of Architectural Historians	Virtual
02/17/21	Site Solutions	Virtual
DATE	VIRTUAL SHOWS / CONFERENCES	TYPE
1/21/21	Smart Meetings	Virtual
2/25/21	Smart Meetings	Virtual
3/2-3/4/21	Connect Cyber	Virtual

Trade Shows, Events, Sites

DATE	CONFERENCES, SHOWS, AND FAMS	LOCATION
3/11/21	VTC FAM	Virtual
3/16/21	*ABA Marketplace Appointments	Virtual
3/29-4/1/21	*African American Travel Conference	Louisville, KY
3/29-4/1/21	Boomers in Groups	Louisville, KY
4/19-4/20/21	Travel Alliance Partners	Virtual
5/5/21	SGMP Old Dominion Board Meeting	Virtual
DATE	SITE VISITS	EVENT TYPE
3/17/21	SCTEM	Site and Board Dinner
4/21/21	SEDC	Site and Board Dinner

Trade Shows, Events, Sites

DATE	VIRTUAL SALES CALLS	LOCATION
3/12/21	USA Shooting	Virtual
3/12/21	Hotel Lobbyists	Virtual
3/26/21	VSAE	Virtual
4/7/21	Firecracker Sports	Virtual
4/29/21	MARS	Virtual
5/3/21	Helms Briscoe	Virtual
5/4/21	Guardian Music and Group Travel	Virtual
5/7/21	Dragonfli Group	Virtual
DATE	UPCOMING SHOWS & CONFERENCES	LOCATION
5/12-5/13/21	Small Market Meetings Summit	Panama Beach, Florida
6/27-6/29/21	VSAE Annual Conference	Virginia Beach, Virginia

Trade Shows, Events, Sites

DATE	CONFERENCES, SITE VISITS, MEETINGS	LOCATION
July 14, 2021	Department of US Army	The Lodge
July 16, 2021	Legion of Valor	Visit Williamsburg
July 22, 2021	Gulf Games	The Lodge
July 23, 2021	James City County Parks and Recreation	Visit Williamsburg
July 27, 2021	Williamsburg Winery	Williamsburg Winery
July 28, 2021	Society Government Meeting Professionals	The Lodge
August 4, 2021	National Tour Association	Virtual
August 6, 2021	Transbridge Tours	Colonial Williamsburg
August 8 – 11, 2021	Virginia Motorcoach/North Carolina Motorcoach Regional Meeting	Harrisonburg, Virginia
August 16 – 19, 2021	Student & Youth Travel Association	Virtual Marketplace
August 29 – September 1, 2021	Connect Corporate and Connect Sports Conference	Tampa, Florida
September 2, 2021	Virginia Society of Association Executives Symposium	Richmond, Virginia

Trade Shows, Events, Sites

DATE	CONFERENCES, SITE VISITS, MEETINGS	LOCATION
September 18 – 23, 2021	IPW	Las Vegas, Nevada
September 25 – 29, 2021	Small Market Meetings Conference	Cheyenne, Wyoming
October 1, 2021	Virginia Youth Soccer Association	Virtual Call
October 4, 2021	VTC – STS Domestic Showcase FAM Meeting	Zoom Meeting
October 5, 2021	American Bus Association (ABA)	Zoom Meeting
October 6-7, 2021	VSAE Fall Conference	Richmond, Virginia
October 8, 2021	Legion of Valor	Williamsburg, Virginia
October 8, 2021	National Softball Association	Williamsburg, Virginia
October 12, 2021	Society of Government Meeting Professionals	Williamsburg, Virginia
October 14, 2021	National Tour Association	Zoom Meeting
October 28, 2021	War Memorial	Hampton, Virginia
November 2 – 3, 2021	Site Visit with Eastern Diocese Holiness Convention	Williamsburg, Virginia

Sales Leads

ISSUE DATE	LEAD	ROOM NIGHTS
01/23/21	ACA Fall Partner Meeting	106
01/28/21	Legends Lacrosse	2,700
02/02/21	Immerse Artists Experience	18
02/05/21	American Message Therapy Association	2,585
02/10/21	International Lyme & Associated Diseases Society	270
02/12/21	Sweet Family Reunion	12
02/12/21	Marino Thanksgiving Reunion	25
02/18/21	Virginia Association of Orthodontists	110
02/19/21	Antique Automobile Club of America	220
02/25/21	R & DA 2021 Spring Meeting & Exhibition	682
03/03/21	Society of Gov't Meeting Professionals – Old Dominion Chapter	25

Sales Leads

ISSUE DATE	LEADS	ROOM NIGHTS
3/12/21	Drexel University – Men’s Tennis	40
3/12/21	Drexel University – Women’s Tennis	32
3/18/21	Lutheran Women’s Missionary League	80
3/24/21	Legends Lacrosse	1200
3/26/21	Navy Marriage Enrichment Retreat	46
3/31/21	Virginia Orthotic & Prosthetic Association Conference	155
4/6/21	2026 ABOS Annual Conference	445
4/6/21	Baptist News Global Meeting	108
4/24/21	Mosley High School	108
4/29/21	Quidel Fall Meeting	323
5/6/21	Firecracker Sports	2250
5/6/21	Virginia Education Association	50

Sales Leads

ISSUE DATE	LEADS	ROOM NIGHTS
July 9, 2021	Virginia Tourism Corporation - Visitor Centers Seminar	120
July 13, 2021	Glenn Family Reunion	48
July 13, 2021	MARS Overnight	30
July 22, 2021	Tales of the South	36
July 23, 2021	Conference Direct - Wedding	215
July 29, 2021	Flynn Family Reunion	48
July 29, 2021	American Heritage Girls	518
July 30, 2021	Hotel Room Blocks	15
August 4, 2021	Harrison Wedding	60
August 5, 2021	Box 5 Events	120
August 5, 2021	Virginia Association of Criminal Defense Lawyers	30
August 26, 2021	Strong Bonds	92

Sales Leads

ISSUE DATE	LEADS	ROOM NIGHTS
September 16, 2021	Eastern Diocese Church of Christ Holiness U.S.A	137
September 16,2021	Eastern Diocese Church of Christ Holiness U.S.A	183
September 18, 2021	Legends Lacrosse	3,000
October 1, 2021	Strong Bonds	44
October 7, 2021	Turner Tank Association	80
October 13, 2021	Spann Family Reunion	70
October 14, 2021	Virginia Assisted Living Association	190
October 14, 2021	Virginia Trucking Association	160
October 14, 2021	Virginia Trucking Association	34
October 15, 2021	The Williamsburg Symphony Orchestra	48
October 15, 2021	The Williamsburg Symphony Orchestra	64
October 15, 2021	The Williamsburg Symphony Orchestra	80
October 15, 2021	The Williamsburg Symphony Orchestra	32

Sales Leads

	LEADS	ROOM NIGHTS
October 21, 2021	Notable Student Tours	100
October 28, 2021	American Institute of Building Design	127
October 28, 2021	Washtenaw County Veterans Association Reunion	150
November 2, 2021	FamilyLife	50
November 2, 2021	Informatica	40

Service Leads

	SERVICES LEADS	
October 7, 2021	A Hometown Bank	Interactive Experience with costumed interpreters and lunch
October 25, 2021	Supreme Court of North Carolina	Dinner
October 25, 2021	Supreme Court of North Carolina	Dinner
October 25, 2021	Immanuel Baptist Church	Day Trip Options

Recently Confirmed Bookings: 954 Room Nights

Arrival Date	Definite Booking	Property
October 6 - 8, 2021	CE Tours	Embassy Suites
April 22 - 24, 2022	Notable Student Tours	Embassy Suites
April 25 - 27, 2022	Lake Lundgren Bible Camp	Hampton Inn
August 13 - 16, 2023	2023 SEDC Annual Conference	The Lodge



NATIONAL SOFTBALL ASSOCIATION

Williamsburg Named Host City for 2022 National Softball Association World Series (Class B and C)



Performance and Measurement

Accolades and Awards

Return on Investment

Ad Effectiveness Study

Campaign Performance/Dashboard

Economic Dashboard

Smith Travel Research

Accolades

TRAVEL+
LEISURE

World's Best Awards 2021 Readers' Survey
"Top 15 Cities in the United States" category (#9)

Awards

TRAVEL WEEKLY
MAGELLAN AWARDS

Destination Marketing - Campaign - Advertising/Marketing

GOLD—“Life. At Your Pace.”

Destinations - Overall - Blog

SILVER—*The WilliamsBLOG*

Awards



Best Content Marketing Program – Large Budget



Commonwealth Award

Reputation and Brand Marketing – “Life. At Your Pace.”

Capital Awards

Blogs – *The WilliamsBLOG*

Sponsored Content – *National Geographic Partnership*

Influencer Marketing

2021 Return on Investment Calculations

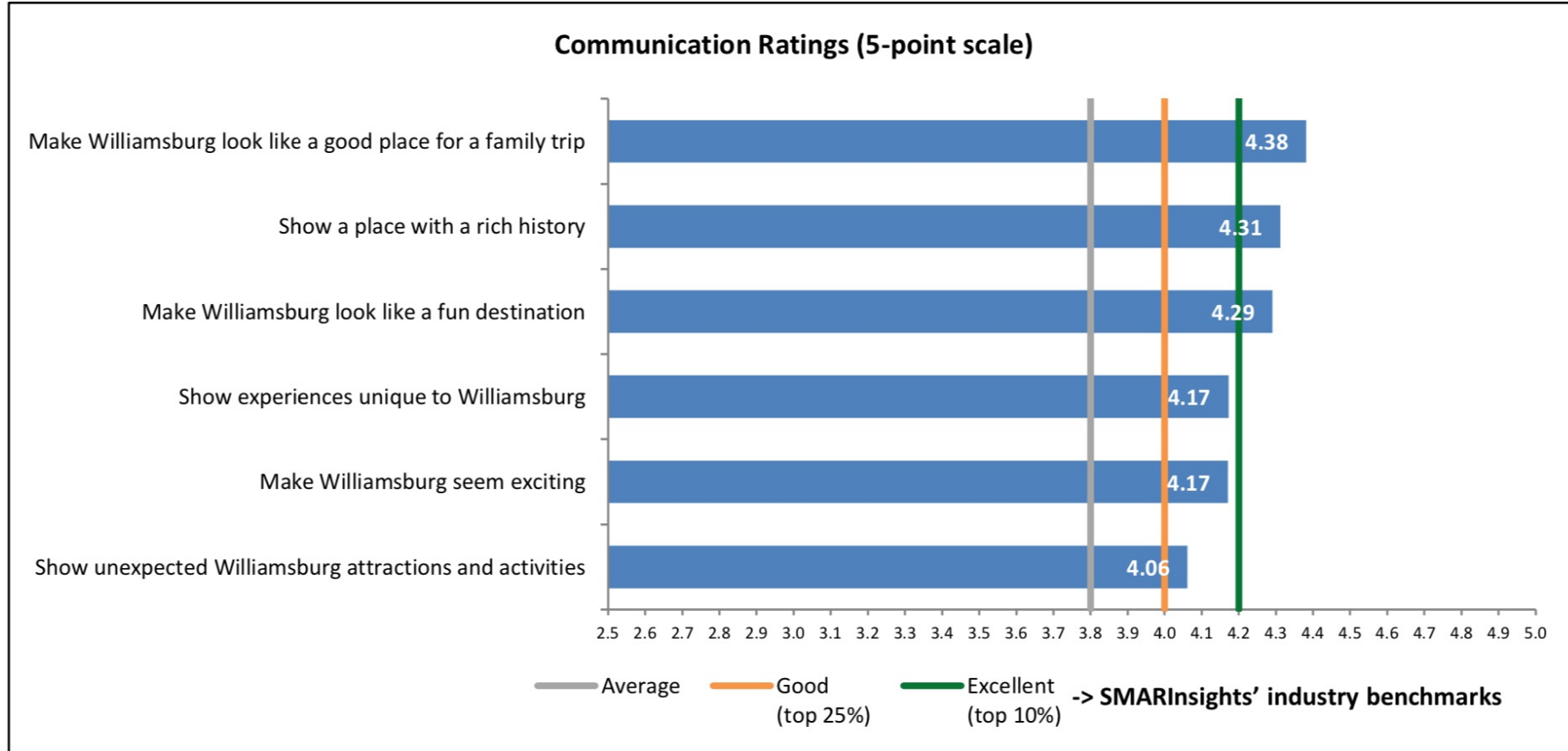
	Proven Markets	Expansion Markets	Total
Target HHs	7,755,563	1,883,453	9,639,015
Ad Awareness	47%	43%	46%
Ad-Aware HHs	3,628,319	807,283	4,435,601
Incremental Travel %	6.6%	8.9%	7.0%
Incremental Trips	238,820	71,898	310,718
Avg. Trip Spending	\$1,270	\$1,430	\$1,307
Ad-Influenced Trip Spending	\$303,378,148	\$102,821,724	\$406,199,872
Media Investment			\$7,051,431
ROI			\$58

Conducted by:

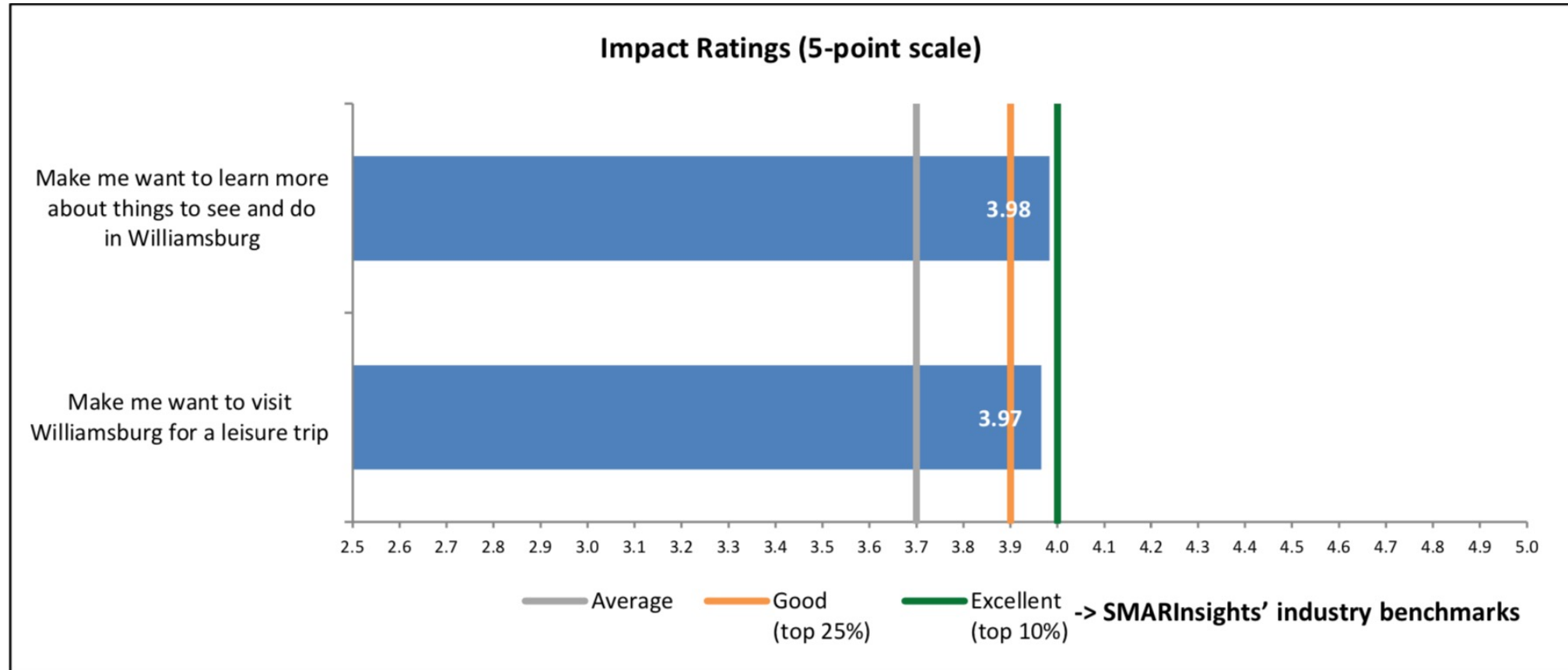


*Full report is available upon request.

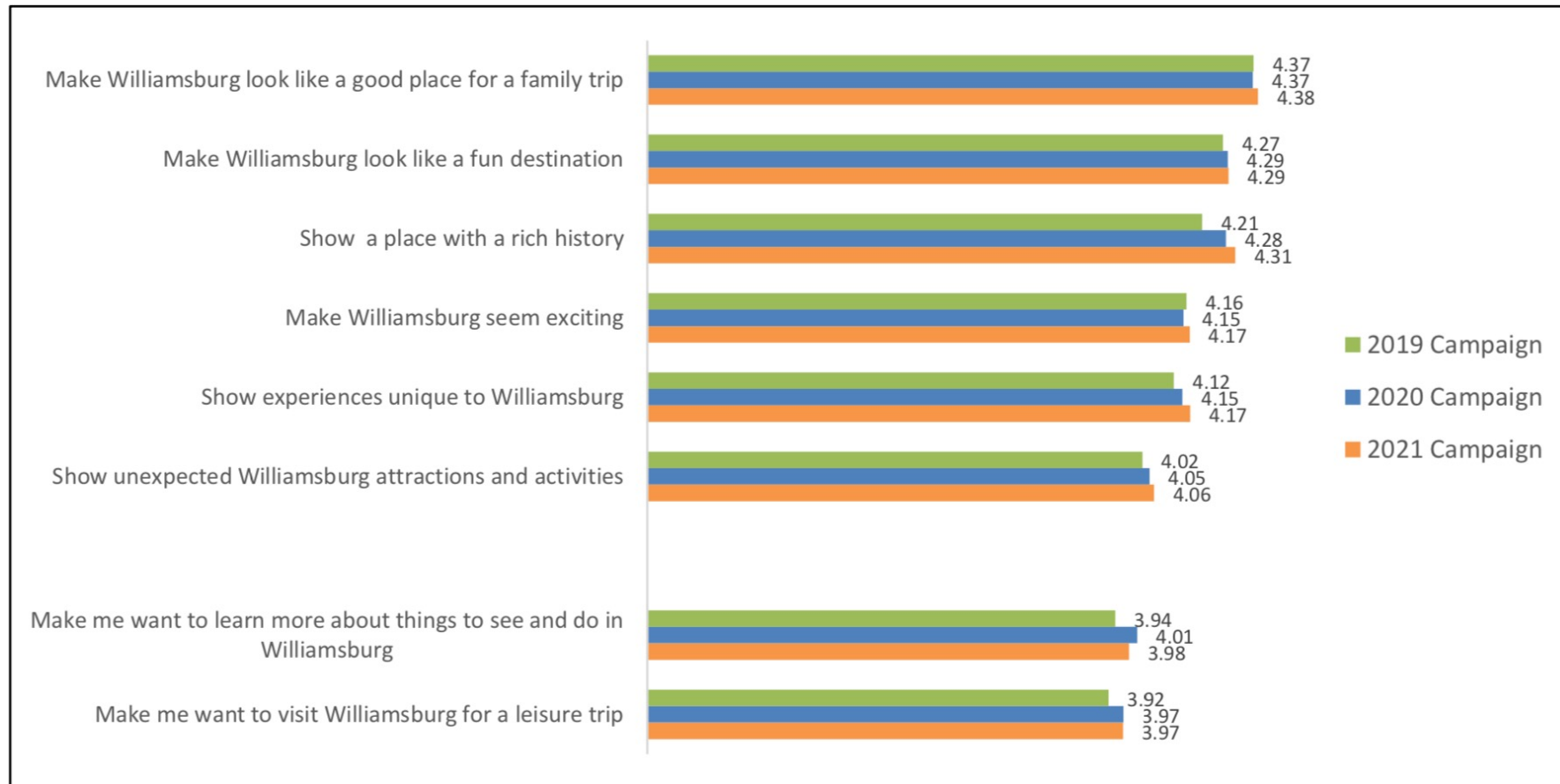
2021 Ad Effectiveness Metrics: Comms Ratings



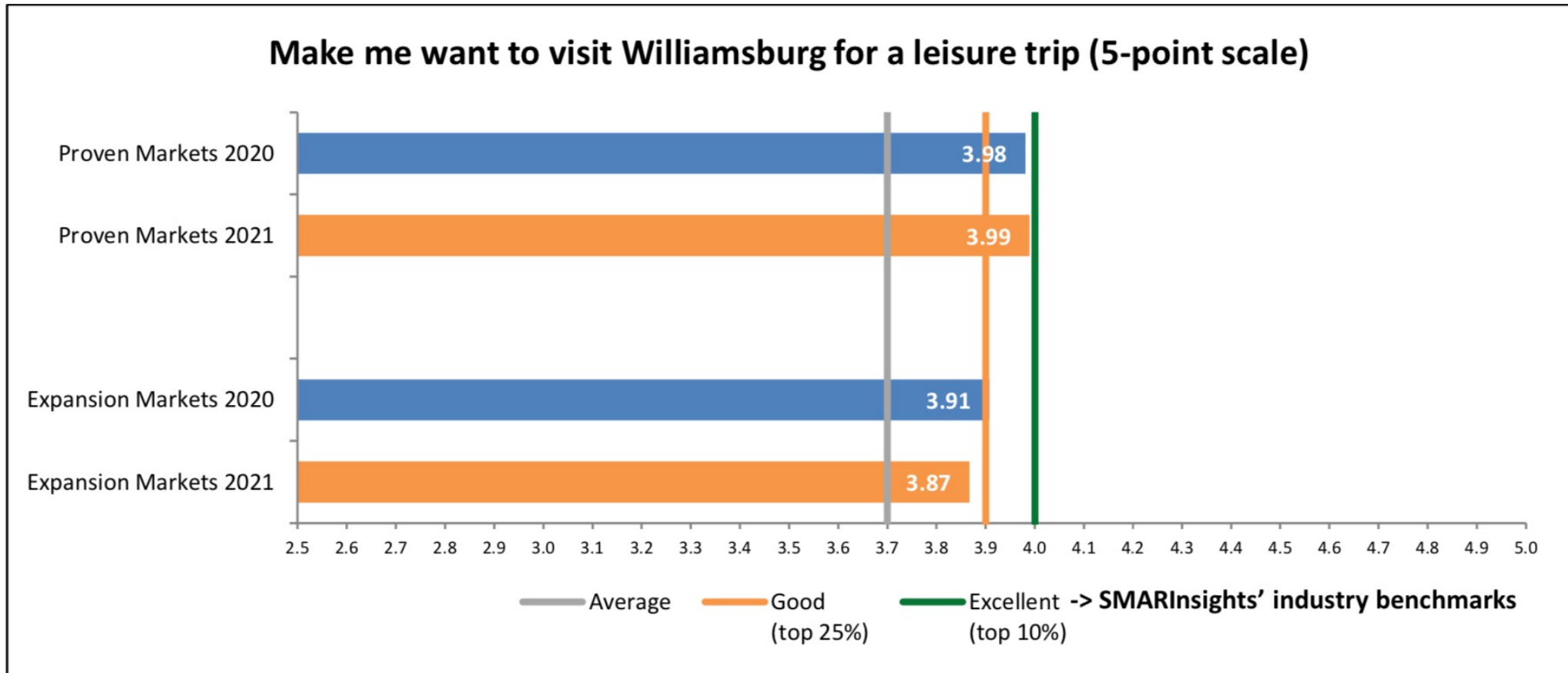
2021 Ad Effectiveness Metrics: Impact



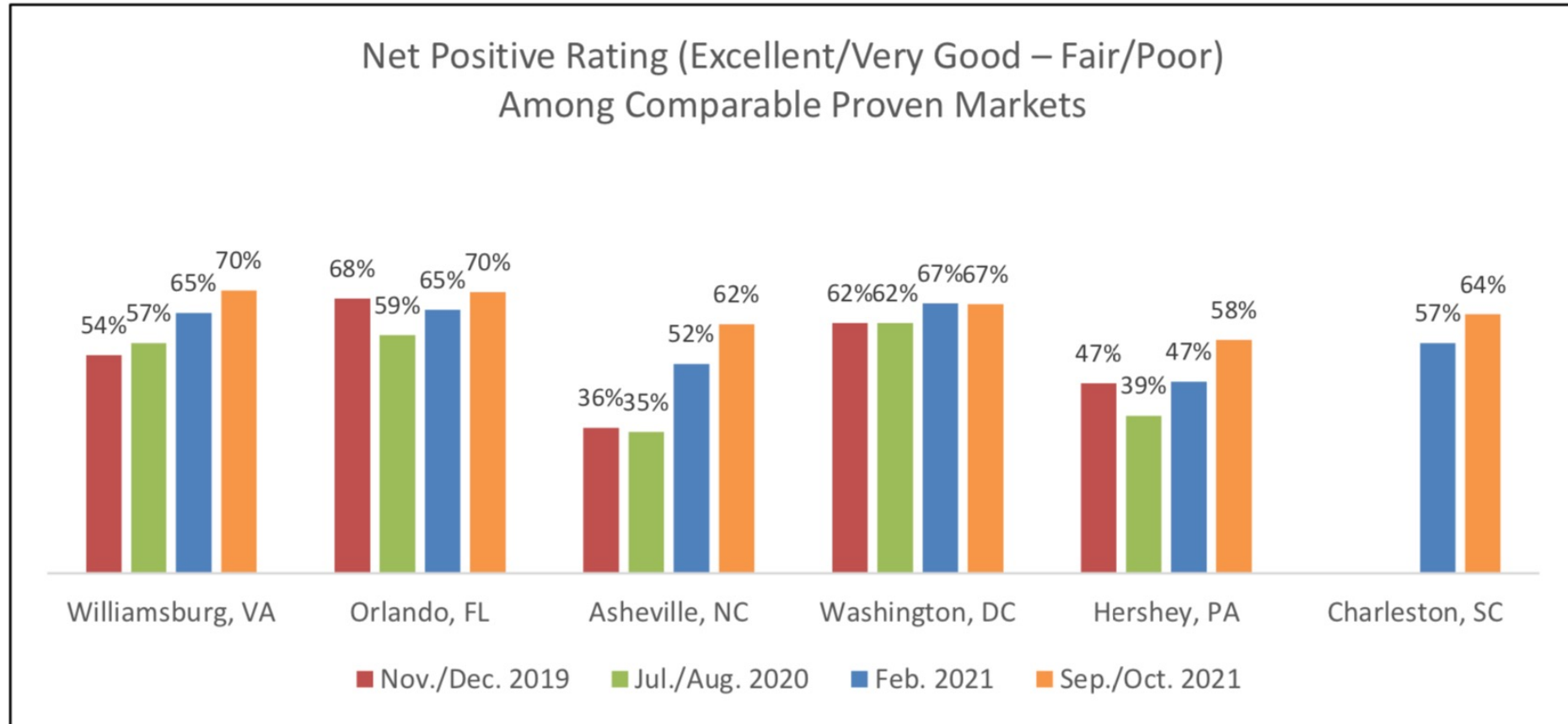
2021 Ad Effectiveness Metrics: Ad Ratings



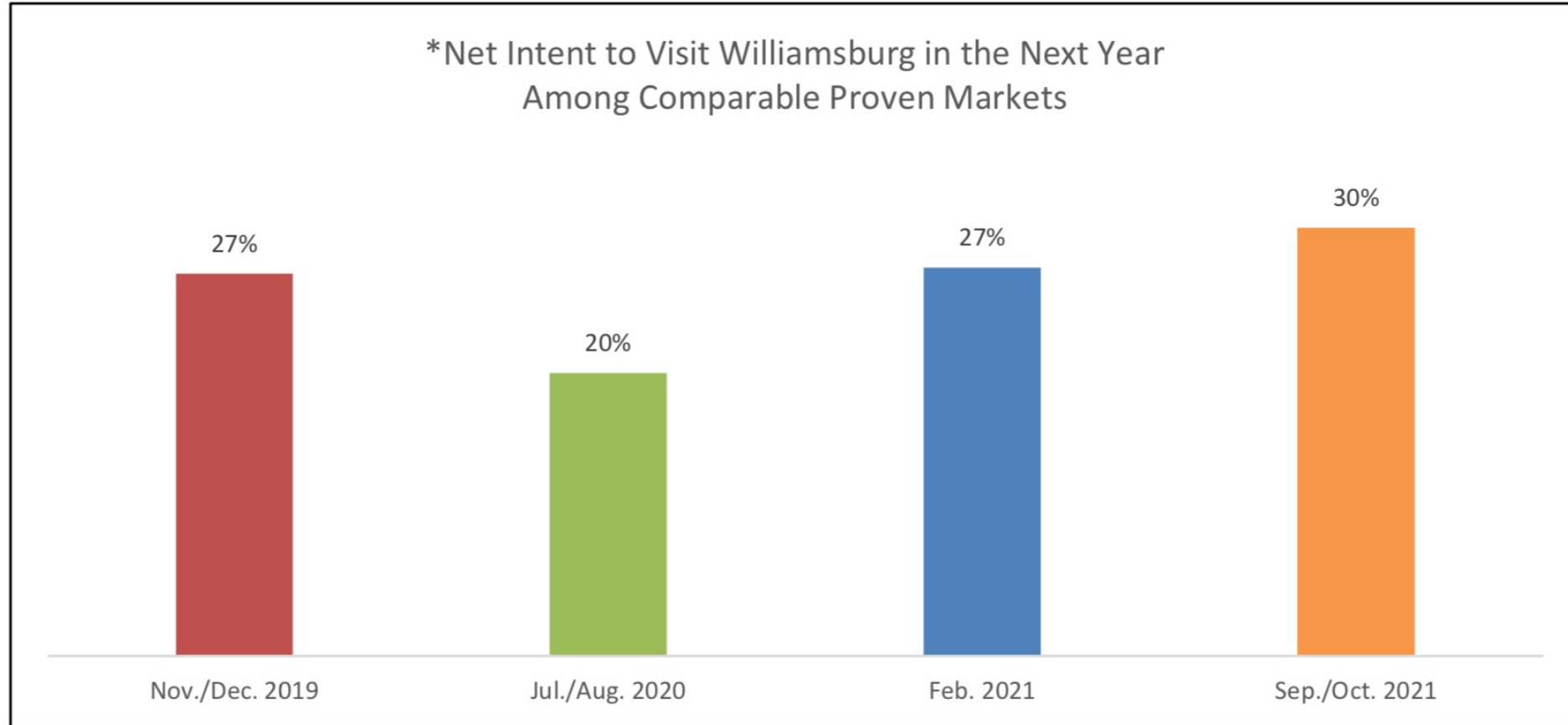
2021 Ad Effectiveness Metrics: Visit?



2021 Ad Effectiveness Metrics: Comp Rating



2021 Ad Effectiveness Metrics: Intent to Visit



Performance Dashboard

Visit Williamsburg

Jan 1, 2021 - May 6, 2021

EXECUTIVE SUMMARY - ADARA IMPACT (YEAR TO-DATE, UPDATED TUES. WEEKLY) - LAYP + EDUCATION CAMPAIGN

Impressions / Clicks*	Unique Reach*	Frequency*	Site Visits*	Hotel Searches*	Hotel Bookings*	Flight Searches*	Flight Bookings*
115.5M	9.6M	12.0	162.8K	92,596	2,975	40,103	2,414

Date Observations & Insights

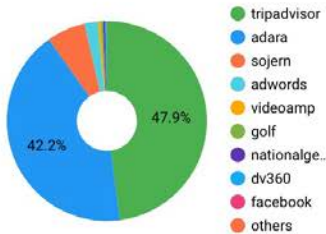
May 6, 2021

- Overall, for the LAYP and Education campaign, 2,975 hotel bookings have been attributed valued at \$1,079,217 in hotel revenue. Additionally, we've seen just over 2,400 flight bookings since campaign launch.
- Since the last reporting period, April has surpassed 1K hotel bookings, with a little over 3-weeks left in the attribution window.
- In terms of top origin markets for hotel bookers, Washington DC is still our top market (accounting for 31.2%), but New York is now our second highest market, accounting for 8.3%, followed by Philadelphia at 7.1%
- Currently, the average length of stay is 4.7 nights, consistent with the previous reporting period.

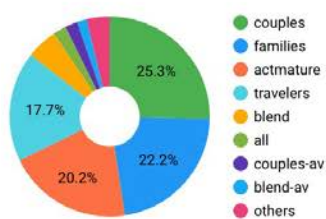
Apr 22, 2021

Overall media attributed bookings have increased by ~400 hotel bookings, bringing our overall total to 2,205 with \$822,075 in revenue. Additionally, the campaign contributed ~200 additional flight

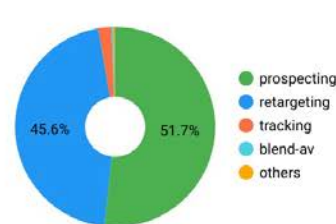
Hotel Bookings by Platform



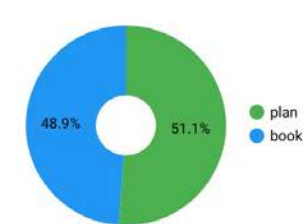
Hotel Bookings by Audience



Hotel Bookings by Target



Hotel Bookings by CTA



Historical Hotel Bookings and Flight Bookings

Jan 1, 2020 - Apr 30, 2021

Hotel Bookings Flight Bookings

Top Hotel Origin Markets

Markets	% of Booking
1. Washington, DC, US	31.4%
2. New York, NY, US	8.3%



Smith Travel Research Report: YTD

Year to Date - September 2021 vs September 2020												
	Occ %		ADR		RevPAR		Percent Change from YTD 2020					
	2021	2020	2021	2020	2021	2020	Occ	ADR	RevPAR	Room Rev	Room Avail	Room Sold
James City County+	35.7	18.4	143.99	96.85	51.43	17.80	94.4	48.7	189.0	207.6	6.4	106.9
York Co+	48.1	28.7	142.36	93.60	68.49	26.87	67.6	52.1	154.9	176.3	8.4	81.7
City of Williamsburg+	47.9	25.9	130.55	88.27	62.54	22.82	85.3	47.9	174.0	167.8	-2.3	81.1
Historic Triangle+	44.7	25.0	138.57	92.31	61.95	23.07	78.9	50.1	168.5	179.8	4.2	86.4
Southern York County+	70.5	50.9	96.36	76.50	67.97	38.90	38.7	26.0	74.7	74.7	0.0	38.7
Total+	45.8	26.1	135.86	90.98	62.20	23.75	75.3	49.3	161.8	172.3	4.0	82.3

Strong leisure travel rebound in April.

Business, Group, and International travel categories have yet to rebound.

2021 YTD: Occupancy 6.5% below 2019; rate is \$13.35 higher than 2019.

*Most recent data available at time of publication.

Year to Date - September 2020 vs September 2019												
	Occ %		ADR		RevPAR		Percent Change from YTD 2019					
	2020	2019	2020	2019	2020	2019	Occ	ADR	RevPAR	Room Rev	Room Avail	Room Sold
James City County+	17.8	43.4	96.33	123.46	17.11	53.54	-59.0	-22.0	-68.0	-71.1	-9.4	-62.9
York Co+	28.8	54.5	93.68	129.23	26.95	70.37	-47.2	-27.5	-61.7	-64.7	-7.8	-51.3
City of Williamsburg+	25.8	53.8	88.37	121.94	22.82	65.61	-52.0	-27.5	-65.2	-68.8	-10.2	-56.9
Historic Triangle+	24.8	51.2	92.29	125.22	22.85	64.11	-51.6	-26.3	-64.4	-67.6	-9.1	-56.0
Southern York County+	50.9	73.0	76.50	88.29	38.90	64.43	-30.3	-13.4	-39.6	-39.6	0.0	-30.3
Total+	25.9	52.0	90.96	123.20	23.53	64.12	-50.3	-26.2	-63.3	-66.5	-8.7	-54.6

James City County+
York Co+
City of Williamsburg+
Historic Triangle+
Southern York County+
Total+

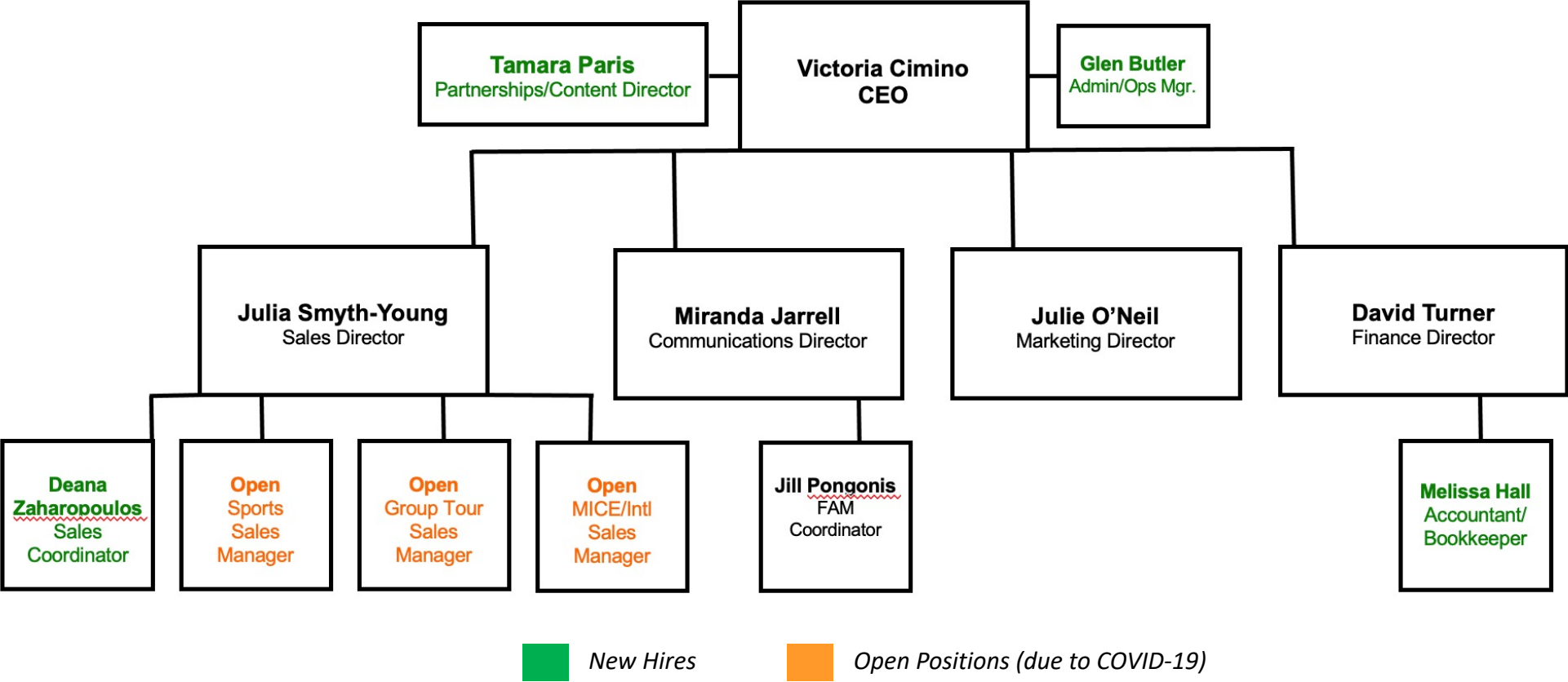
James City County+
York Co+
City of Williamsburg+
Historic Triangle+
Southern York County+
Total+

Administration

New Hires

Public Body Compliance

New Hires



Public Body Compliance

The Williamsburg Tourism Council officially acknowledged its' status as a public body on September 15, 2020; staff was directed to perform the necessary tasks to ensure compliance, including – but not limited to:

- Established separate financial entity/tax ID number
- Obtained directors and officers insurance
- Revised and adopted new by-laws
- Clarified financial auditing and oversight relationship with state government
- Opened new bank accounts
- Obtained separate payroll
- Procured health/dental/vision benefits
- Procured retirement plan
- QuickBooks
- Obtained risk management insurance
- Secured office space lease
- Updated MOU's with external organizations
- Sought AG Opinion, re: Powers and Duties
- Staff compliance training

Questions?

Please contact Victoria Cimino at
victoria.cimino@visitwilliamsburg.com

**Williamsburg Tourism Council
Treasurer's Report
2021 Annual Financial Results**

REVENUE	
Sales Tax (58.1-603.2)	11,117,267
\$1 Transient Tax	787,278
Maintenance of Effort Funds	1,450,000
Other	49,937
Total Revenue	\$ 13,404,482
EXPENSES	
Destination Marketing	\$ 14,152,205
Destination Marketing	14,152,205
Other Sales & Marketing	\$ 267,411
Consumer Sales & Marketing	129,765
Group Tour Sales & Marketing	19,276
Conference Sales & Marketing	110,014
Sports Sales & Marketing	8,357
Labor & Benefits	\$ 1,059,563
Employee Wages & Benefits	1,020,090
Shared Staff Wages & Benefits	39,473
Admin	\$ 125,876
Office Administration	125,876
Shared Office Expenses	0
Total Expenses	\$ 15,605,054
2019 Rev over Expenditures	\$ (2,200,572)

WTC FY2021 Expense Ledger

Vendor/Name	Type	Date	Num	Memo	Segment	Group	Account - Description	Class	Amount
Amanda Terrell	Check	02/01/2021	38149		Other Sales & Marketing	Consumer Sales & Marketing	0460105 - Social Media	Consumer Mkt	12.19
The Local Accent	Bill	07/01/2020	1190	AD LOCAL SCOOP Fall Issue	Other Sales & Marketing	Consumer Sales & Marketing	0460100 - Advertising - Consumer	Business Council	500.00
Capital Region USA	Bill	08/21/2020	2445	Allied Membership - 9/1/20 - 8/31/21	Other Sales & Marketing	Consumer Sales & Marketing	0460400 - Memberships - Consumer	Consumer Mkt	17,025.00
U.S. Travel Association	Bill	09/01/2020	0004210-A	Chairman Circle Membership (2nd/3rd Installment)	Other Sales & Marketing	Consumer Sales & Marketing	0460400 - Memberships - Consumer	Consumer Mkt	32,440.00
Connelly Partners	General Journal	09/01/2020	ACC_EX-CP3R	Reverse of GJE ACC_EXP-CP3 - US Travel Invoice 4210-A (Q	Other Sales & Marketing	Consumer Sales & Marketing	0460400 - Memberships - Consumer	Consumer Mkt	-16,220.00
Chesapeake Bank	Bill	09/02/2020	JS-DESTINATION	Destinations International Membership	Other Sales & Marketing	Consumer Sales & Marketing	0460400 - Memberships - Consumer	Consumer Mkt	3,904.00
Chesapeake Bank	Credit	09/11/2020	JS_DESTINATION	Destinations International Membership	Other Sales & Marketing	Consumer Sales & Marketing	0460400 - Memberships - Consumer	Consumer Mkt	-801.00
Southeast Tourism Society	Bill	10/02/2020	AM_STS	Annual membership for STS	Other Sales & Marketing	Consumer Sales & Marketing	0460400 - Memberships - Consumer	Consumer Mkt	860.00
U.S. Travel Association	Bill	10/05/2020	0004210-B	Chairman Circle Membership (4th Installment)	Other Sales & Marketing	Consumer Sales & Marketing	0460400 - Memberships - Consumer	Consumer Mkt	16,220.00
Destination International	Bill	11/04/2020	72890	Annual Membership (Payment 1 of 2)	Other Sales & Marketing	Consumer Sales & Marketing	0460400 - Memberships - Consumer	Consumer Mkt	4,590.00
U.S. Travel Association	Bill	02/15/2021	0010694-A	Chairman Circle Membership (1st Installment)	Other Sales & Marketing	Consumer Sales & Marketing	0460400 - Memberships - Consumer	Consumer Mkt	32,490.00
Destination International	Bill	05/04/2021	77621	Annual Membership (Payment 2 of 2)	Other Sales & Marketing	Consumer Sales & Marketing	0460400 - Memberships - Consumer	Consumer Mkt	4,590.00
International Inbound Travel Association	Bill	06/01/2021	FY2022-Membership	IITA - Membership 2022	Other Sales & Marketing	Consumer Sales & Marketing	0460400 - Memberships - Consumer	Consumer Mkt	695.00
U.S. Travel Association	Bill	06/04/2021	0010694-B	Chairman Circle Membership (2nd Installment)	Other Sales & Marketing	Consumer Sales & Marketing	0460400 - Memberships - Consumer	Consumer Mkt	32,440.00
IDSS Global	Bill	07/31/2020	524005	Final Backup from IDSS for Simpleview Data Migration	Other Sales & Marketing	Consumer Sales & Marketing	0464600 - Online Services - Consumer	Consumer Mkt	250.00
National Assoc of Motorcoach Operators	Bill	08/07/2020	NAMO 2020	NAMO Virtual Conference 8/20/2020	Other Sales & Marketing	Consumer Sales & Marketing	0465010 - Trade Show - Consumer	Consumer Mkt	50.00
Chesapeake Bank	Bill	09/09/2020	JS-VADMO	VADMO Sales Blitz Registration	Other Sales & Marketing	Consumer Sales & Marketing	0465010 - Trade Show - Consumer	Consumer Mkt	125.00
Chesapeake Bank	Bill	09/17/2020	JS-NTAVTREX	NTA vTREX virtual tradeshow	Other Sales & Marketing	Consumer Sales & Marketing	0465010 - Trade Show - Consumer	Consumer Mkt	495.00
USPS	General Journal	07/31/2020	POSTAGE	METERED MAIL	Other Sales & Marketing	Consumer Sales & Marketing	0466030 - Inquiry Fulfillment - Consumer	Consumer Mkt	26.05
USPS	General Journal	08/31/2020	POSTAGE	METERED MAIL	Other Sales & Marketing	Consumer Sales & Marketing	0466030 - Inquiry Fulfillment - Consumer	Consumer Mkt	23.25
USPS	General Journal	09/30/2020	POSTAGE	METERED MAIL	Other Sales & Marketing	Consumer Sales & Marketing	0466030 - Inquiry Fulfillment - Consumer	Consumer Mkt	12.55
Chesapeake Bank	Bill	10/14/2020	DP-USPS	Brochures for AAA Travel Office	Other Sales & Marketing	Consumer Sales & Marketing	0466030 - Inquiry Fulfillment - Consumer	Consumer Mkt	30.90
USPS	General Journal	10/31/2020	POSTAGE	METERED MAIL	Other Sales & Marketing	Consumer Sales & Marketing	0466030 - Inquiry Fulfillment - Consumer	Consumer Mkt	7.20
Premier Travel Media	Bill	04/23/2021	44828	April Leisure Group Travel Display Ad	Other Sales & Marketing	Group Tour Sales & Marketing	0560100 - Advertising - GT	Group Tour Mkt	1,995.00
SYTA	Bill	08/20/2020	60732419	SYTA - ANNUAL DUES	Other Sales & Marketing	Group Tour Sales & Marketing	0560400 - Memberships - GT	Group Tour Mkt	995.00
HelmsBriscoe Performance Group	Bill	09/01/2020	HBP7575	Annual Partner Fee - Sept 1, 2020 to Sept 1, 2021	Other Sales & Marketing	Group Tour Sales & Marketing	0560400 - Memberships - GT	Group Tour Mkt	7,000.00
Maryland Motorcoach Association	Bill	12/07/2020	1032	2021 Membership - MMCA	Other Sales & Marketing	Group Tour Sales & Marketing	0560400 - Memberships - GT	Group Tour Mkt	325.00
American Bus Association	Bill	12/07/2020	146650	2021 Membership - ABA ANNUAL DUES	Other Sales & Marketing	Group Tour Sales & Marketing	0560400 - Memberships - GT	Group Tour Mkt	435.00
North Carolina Motorcoach Assoc.	Bill	12/07/2020	14060	2021 Membership - NCMA annual membership fee	Other Sales & Marketing	Group Tour Sales & Marketing	0560400 - Memberships - GT	Group Tour Mkt	225.00
National Tour Association	Bill	12/07/2020	243576	2021 Membership - NTA annual dues	Other Sales & Marketing	Group Tour Sales & Marketing	0560400 - Memberships - GT	Group Tour Mkt	600.00
SYTA	Bill	03/01/2021	300001324	SYTA - ANNUAL DUES	Other Sales & Marketing	Group Tour Sales & Marketing	0560400 - Memberships - GT	Group Tour Mkt	525.00
Virginia Motorcoach Association	Bill	03/24/2021	9618	VMA - Annual Membership Dues	Other Sales & Marketing	Group Tour Sales & Marketing	0560400 - Memberships - GT	Group Tour Mkt	225.00
North Carolina Motorcoach Assoc.	Bill	06/01/2021	14220	2022 Membership - NCMA annual membership fee	Other Sales & Marketing	Group Tour Sales & Marketing	0560400 - Memberships - GT	Group Tour Mkt	225.00
Virginia Restaurant Lodging Travel Assoc	Bill	06/01/2021	233042	2021 VRLTA Annual Membership Dues	Other Sales & Marketing	Group Tour Sales & Marketing	0560400 - Memberships - GT	Conference Mkt	895.00
Suter Printing - Wmbg	Bill	10/20/2020	166595	Group Tour Planner program booklet	Other Sales & Marketing	Group Tour Sales & Marketing	0562200 - Meetings - GT	Group Tour Mkt	216.68
Chesapeake Bank	Bill	11/01/2020	JS-Staples	Binders for VADMO Blitz	Other Sales & Marketing	Group Tour Sales & Marketing	0562200 - Meetings - GT	Group Tour Mkt	19.23
Chesapeake Bank	Bill	11/02/2020	JS-USPS	Postage to ship amenities for Peterbilt conference	Other Sales & Marketing	Group Tour Sales & Marketing	0562200 - Meetings - GT	Group Tour Mkt	43.49
Chesapeake Bank	Bill	11/23/2020	JS-WALGREENS	Supplies for VRA site visit	Other Sales & Marketing	Group Tour Sales & Marketing	0562200 - Meetings - GT	Group Tour Mkt	12.53
Chesapeake Bank	Bill	11/24/2020	JS-MAURIZIO	VRA Client Dinner	Other Sales & Marketing	Group Tour Sales & Marketing	0562200 - Meetings - GT	Group Tour Mkt	110.14
Chesapeake Bank	Bill	12/01/2020	JS-LODGE	Meeting with VA Recycling Assoc	Other Sales & Marketing	Group Tour Sales & Marketing	0562200 - Meetings - GT	Group Tour Mkt	10.06
Chesapeake Bank	Bill	12/08/2020	JS-BIGMARKER	Supplies for advisory meeting	Other Sales & Marketing	Group Tour Sales & Marketing	0562200 - Meetings - GT	Group Tour Mkt	75.00
Chesapeake Bank	Bill	12/11/2020	JS-USPS	Postage for information packets	Other Sales & Marketing	Group Tour Sales & Marketing	0562200 - Meetings - GT	Group Tour Mkt	19.30
Chesapeake Bank	Bill	01/20/2021	JS-PMPI	Potomic MPI Virtual Meeting	Other Sales & Marketing	Group Tour Sales & Marketing	0562200 - Meetings - GT	Group Tour Mkt	20.00
Chesapeake Bank	Bill	02/19/2021	JS-USPS	Postage - NTA raffle winner	Other Sales & Marketing	Group Tour Sales & Marketing	0562200 - Meetings - GT	Group Tour Mkt	24.25
American Bus Association	Bill	03/01/2021	MKPL-192493	Annual (virtual) conference	Other Sales & Marketing	Group Tour Sales & Marketing	0565010 - Trade Shows - GT	Group Tour Mkt	795.00
American Bus Association	Bill	03/01/2021	BFS-2021	Business Floor Sponsor	Other Sales & Marketing	Group Tour Sales & Marketing	0565010 - Trade Shows - GT	Group Tour Mkt	3,500.00
Chesapeake Bank	Bill	03/15/2021	JS-PMPI	MPI Potomac Event	Other Sales & Marketing	Group Tour Sales & Marketing	0565010 - Trade Shows - GT	Group Tour Mkt	359.00
SYTA	Bill	06/01/2021	2021SYTA_CONF	SYTA - Virtual Conference	Other Sales & Marketing	Group Tour Sales & Marketing	0565010 - Trade Shows - GT	Group Tour Mkt	225.00
Virginia Tourism Corp	Bill	06/08/2021	7757	Leisure Group Co-op	Other Sales & Marketing	Group Tour Sales & Marketing	0565900 - Special Events - GT	Group Tour Mkt	250.00
Chesapeake Bank	Bill	03/04/2021	JS-DOUBLETREE	Site visit by potential group tour	Other Sales & Marketing	Group Tour Sales & Marketing	0566040 - Client Site Visits - GT	Group Tour Mkt	19.26
Chesapeake Bank	Bill	03/08/2021	JS-TSTSECONDDST	Site visit by potential group tour	Other Sales & Marketing	Group Tour Sales & Marketing	0566040 - Client Site Visits - GT	Group Tour Mkt	131.84
Kenilworth Media	Bill	07/07/2020	75-A13085	Convention South Directory & Website Listing	Other Sales & Marketing	Conference Sales & Marketing	0660100 - Advertising - Conference	Conference Mkt	95.00
Cvent	Bill	08/17/2020	4110006624	Cvent Annual Membership Fee	Other Sales & Marketing	Conference Sales & Marketing	0660400 - Membership - Conference	Conference Mkt	9,048.00
Convention Planit	Bill	09/16/2020	9102020-03	Annual Membership	Other Sales & Marketing	Conference Sales & Marketing	0660400 - Membership - Conference	Conference Mkt	5,500.00
Virginia Society of Association Executive	Bill	11/10/2020	12017	VSAE MEMBERSHIP DUES	Other Sales & Marketing	Conference Sales & Marketing	0660400 - Membership - Conference	Conference Mkt	550.00

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Cvent	Bill	04/16/2021	2022FEE	Cvent Annual Membership Fee and Listing (5/1/2021 to 04/30/20	Other Sales & Marketing	Conference Sales & Marketing	0660400 · Membership - Conference	Conference Mkt	12,585.00
Society of Government Meeting Professiona	Bill	05/05/2021	13203	Annual Membership Dues	Other Sales & Marketing	Conference Sales & Marketing	0660400 · Membership - Conference	Conference Mkt	350.00
Coastal Virginia Tourism Alliance	Bill	06/08/2021	4015	2020 - 2021 Membership	Other Sales & Marketing	Conference Sales & Marketing	0660400 · Membership - Conference	Conference Mkt	500.00
Chesapeake Bank	Bill	09/21/2020	JS-DELTA	Tradeshow travel (Flights)	Other Sales & Marketing	Conference Sales & Marketing	0660500 · Travel - Conference	Conference Mkt	346.20
Chesapeake Bank	Bill	10/03/2020	JS-DeltaBag1	Trade Show - Travel (Bag Fees)	Other Sales & Marketing	Conference Sales & Marketing	0660500 · Travel - Conference	Conference Mkt	70.00
Chesapeake Bank	Bill	10/05/2020	JS-DeltaBag2	Trade Show - Delta Bag Fee	Other Sales & Marketing	Conference Sales & Marketing	0660500 · Travel - Conference	Conference Mkt	30.00
Chesapeake Bank	Bill	10/06/2020	JS-DeltaBag3	Trade Show - Delta Bag Fee	Other Sales & Marketing	Conference Sales & Marketing	0660500 · Travel - Conference	Conference Mkt	40.00
Chesapeake Bank	Bill	10/06/2020	JS-FrenchLickGift	Conference Food	Other Sales & Marketing	Conference Sales & Marketing	0660500 · Travel - Conference	Conference Mkt	3.71
Chesapeake Bank	Bill	10/06/2020	JS-FrenchLickFD	Conference Lodging	Other Sales & Marketing	Conference Sales & Marketing	0660500 · Travel - Conference	Conference Mkt	548.93
Chesapeake Bank	Bill	03/19/2021	JS-DELTA	Travel of Louisville Conference	Other Sales & Marketing	Conference Sales & Marketing	0660500 · Travel - Conference	Conference Mkt	472.40
Chesapeake Bank	Bill	04/01/2021	JS-SOUTHERNLIVING	Employee Meal at conference	Other Sales & Marketing	Conference Sales & Marketing	0660500 · Travel - Conference	Conference Mkt	7.05
Chesapeake Bank	Bill	04/01/2021	JS-DELTAIR	Luggage Fee	Other Sales & Marketing	Conference Sales & Marketing	0660500 · Travel - Conference	Conference Mkt	30.00
Chesapeake Bank	Bill	04/01/2021	JS-ZTRIPKY	Local transportation - taxi	Other Sales & Marketing	Conference Sales & Marketing	0660500 · Travel - Conference	Conference Mkt	29.50
Chesapeake Bank	Bill	04/01/2021	JS-UBER1	UBER at conference	Other Sales & Marketing	Conference Sales & Marketing	0660500 · Travel - Conference	Conference Mkt	14.93
Chesapeake Bank	Bill	04/01/2021	JS-UBER2	UBER at conference	Other Sales & Marketing	Conference Sales & Marketing	0660500 · Travel - Conference	Conference Mkt	14.25
Chesapeake Bank	Bill	04/01/2021	JS-UBER3	UBER at conference	Other Sales & Marketing	Conference Sales & Marketing	0660500 · Travel - Conference	Conference Mkt	6.91
Chesapeake Bank	Bill	04/01/2021	JS-PAULSFRUIT	Employee meal	Other Sales & Marketing	Conference Sales & Marketing	0660500 · Travel - Conference	Conference Mkt	8.48
Chesapeake Bank	Bill	04/02/2021	JS-DELTAIR	Luggage Fee	Other Sales & Marketing	Conference Sales & Marketing	0660500 · Travel - Conference	Conference Mkt	30.00
Chesapeake Bank	Bill	04/02/2021	JS-UBER	Local transportation at conference	Other Sales & Marketing	Conference Sales & Marketing	0660500 · Travel - Conference	Conference Mkt	14.95
Chesapeake Bank	Bill	04/05/2021	JS-RICPARK	RIC Parking	Other Sales & Marketing	Conference Sales & Marketing	0660500 · Travel - Conference	Conference Mkt	48.00
Chesapeake Bank	Bill	04/05/2021	JS-SDF	Employee meal - SDF the Finish Line	Other Sales & Marketing	Conference Sales & Marketing	0660500 · Travel - Conference	Conference Mkt	4.49
Chesapeake Bank	Bill	04/05/2021	JS-THELMAS	Employee meal - Thelma's Deli	Other Sales & Marketing	Conference Sales & Marketing	0660500 · Travel - Conference	Conference Mkt	3.18
Chesapeake Bank	Bill	04/05/2021	JS-GALTHOUSE	Employee lodging - Galt House Hotel	Other Sales & Marketing	Conference Sales & Marketing	0660500 · Travel - Conference	Conference Mkt	693.65
Chesapeake Bank	Bill	04/20/2021	JS-DELTA	Travel to conference (SMMS)	Other Sales & Marketing	Conference Sales & Marketing	0660500 · Travel - Conference	Conference Mkt	385.40
Chesapeake Bank	Bill	05/11/2021	JS-VSAE	VSAE Conference Registration	Other Sales & Marketing	Conference Sales & Marketing	0660500 · Travel - Conference	Conference Mkt	225.00
Chesapeake Bank	Bill	05/12/2021	JS-GOVETTED	Local transportation - GoVetted taxi service	Other Sales & Marketing	Conference Sales & Marketing	0660500 · Travel - Conference	Conference Mkt	85.71
Chesapeake Bank	Bill	05/12/2021	JS-DELTA	Delta baggage fee	Other Sales & Marketing	Conference Sales & Marketing	0660500 · Travel - Conference	Conference Mkt	30.00
Chesapeake Bank	Bill	05/17/2021	JS-GOVETTED	Local transportation - GoVetted taxi service	Other Sales & Marketing	Conference Sales & Marketing	0660500 · Travel - Conference	Conference Mkt	85.01
Chesapeake Bank	Bill	05/17/2021	JS-DELTA	Delta baggage fee	Other Sales & Marketing	Conference Sales & Marketing	0660500 · Travel - Conference	Conference Mkt	30.00
Chesapeake Bank	Bill	05/17/2021	JS-RICPARK	RIC Parking	Other Sales & Marketing	Conference Sales & Marketing	0660500 · Travel - Conference	Conference Mkt	36.00
Chesapeake Bank	Bill	05/17/2021	JS-SHERATON	Employee lodging - Sheraton Panama City	Other Sales & Marketing	Conference Sales & Marketing	0660500 · Travel - Conference	Conference Mkt	684.15
Bright Business Media, LLC	Bill	01/19/2021	31911	Smart Meetings Experience - Virtual Meeting Jan 21, 2021	Other Sales & Marketing	Conference Sales & Marketing	0662200 · Meetings - Conference	Conference Mkt	1,500.00
Bright Business Media, LLC	Bill	01/19/2021	31911	Smart Meetings Experience - Virtual Meeting Feb 25, 2021	Other Sales & Marketing	Conference Sales & Marketing	0662200 · Meetings - Conference	Conference Mkt	1,500.00
Sweethaven Lavender of Williamsburg	Bill	08/19/2020	000033	Promotional Items	Other Sales & Marketing	Conference Sales & Marketing	0664200 · Materials - Conference	Conference Mkt	150.00
Chesapeake Bank	Bill	09/18/2020	JP-USPS	Brochures mailed for conference sales clients	Other Sales & Marketing	Conference Sales & Marketing	0664200 · Materials - Conference	Conference Mkt	9.20
Suter Printing - Wmbg	Bill	04/20/2021	167560	WTC / AATC 4/4 #100 Dull Cover	Other Sales & Marketing	Conference Sales & Marketing	0664200 · Materials - Conference	Conference Mkt	125.01
Proforma Think Ink	Bill	06/30/2021	B198008306A	Promotional Items for VSAE Fall Conference	Other Sales & Marketing	Conference Sales & Marketing	0664200 · Materials - Conference	Conference Mkt	440.02
Convention Planit	Bill	09/16/2020	9102020-03	Virtual Sales Missions	Other Sales & Marketing	Conference Sales & Marketing	0664510 · Sales Calls - Conference	Conference Mkt	18,407.00
Mobjack Bay Coffee Roasters	Bill	08/07/2020	1462	Trade Show Gifts	Other Sales & Marketing	Conference Sales & Marketing	0665010 · Trade Show - Conference	Conference Mkt	240.75
Chesapeake Bank	Bill	08/13/2020	JS-MOMMA	Conference Supplies	Other Sales & Marketing	Conference Sales & Marketing	0665010 · Trade Show - Conference	Conference Mkt	865.89
Small Market Meetings Conference, LLC	Bill	09/04/2020	51458	Conference: October 4-6, 2020	Other Sales & Marketing	Conference Sales & Marketing	0665010 · Trade Show - Conference	Conference Mkt	7,500.00
Virginia Society of Association Executive	Deposit	09/10/2020	3039	VSAE Annual Conference Registration (Meeting moved to virtual	Other Sales & Marketing	Conference Sales & Marketing	0665010 · Trade Show - Conference	Conference Mkt	-121.00
Virginia Society of Association Executive	Bill	09/10/2020	11724	Fall virtual conference exhibitor registration	Other Sales & Marketing	Conference Sales & Marketing	0665010 · Trade Show - Conference	Conference Mkt	855.00
Chesapeake Bank	Bill	10/03/2020	JS-AENC	Annual Membership	Other Sales & Marketing	Conference Sales & Marketing	0665010 · Trade Show - Conference	Conference Mkt	295.00
Connect	Bill	12/01/2020	43562	Cyber Event - meeting based appointments for DC market	Other Sales & Marketing	Conference Sales & Marketing	0665010 · Trade Show - Conference	Conference Mkt	1,500.00
Small Market Meetings Conference, LLC	Bill	01/14/2021	60030	2021 Seller Registration	Other Sales & Marketing	Conference Sales & Marketing	0665010 · Trade Show - Conference	Conference Mkt	4,500.00
Small Market Meetings Conference, LLC	Bill	01/14/2021	51482	Conference Registration	Other Sales & Marketing	Conference Sales & Marketing	0665010 · Trade Show - Conference	Conference Mkt	1,995.00
Group Travel Family	Bill	01/14/2021	13721	2021 AATC Conference Registration	Other Sales & Marketing	Conference Sales & Marketing	0665010 · Trade Show - Conference	Conference Mkt	1,395.00
Group Travel Family	Bill	01/14/2021	44859	2021 AATC Stepping Stone Sponsor	Other Sales & Marketing	Conference Sales & Marketing	0665010 · Trade Show - Conference	Conference Mkt	4,500.00
Connect	Bill	02/02/2021	6738	Connect DC Conference	Other Sales & Marketing	Conference Sales & Marketing	0665010 · Trade Show - Conference	Conference Mkt	3,450.00
Connect	Bill	02/02/2021	6738	MEGA Event	Other Sales & Marketing	Conference Sales & Marketing	0665010 · Trade Show - Conference	Conference Mkt	3,450.00
Connect	Bill	02/02/2021	6738	Virtual Q1 Event	Other Sales & Marketing	Conference Sales & Marketing	0665010 · Trade Show - Conference	Conference Mkt	1,500.00
Connect	Bill	02/02/2021	6738	MEGA Event (Specialty)	Other Sales & Marketing	Conference Sales & Marketing	0665010 · Trade Show - Conference	Conference Mkt	3,450.00
Travel Alliance Partners, LLC	Bill	03/12/2021	TAPD-1088		Other Sales & Marketing	Conference Sales & Marketing	0665010 · Trade Show - Conference	Conference Mkt	800.00
Travel Alliance Partners, LLC	Bill	03/24/2021	TAPD-11105	Virtual Conference - Full Pass	Other Sales & Marketing	Conference Sales & Marketing	0665010 · Trade Show - Conference	Conference Mkt	300.00
Small Market Meetings Conference, LLC	Bill	04/20/2021	60037	"2021" Breakfast Sponsorship	Other Sales & Marketing	Conference Sales & Marketing	0665010 · Trade Show - Conference	Conference Mkt	1,000.00

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Virginia Society of Association Executive	Bill	05/10/2021	12522	2021 Fall conference & exhibitor booth	Other Sales & Marketing	Conference Sales & Marketing	0665010 · Trade Show - Conference	Conference Mkt	5,490.00
Virginia Tourism Corp	Bill	05/12/2021	7681	IPW - 2021 - Participation Fee	Other Sales & Marketing	Conference Sales & Marketing	0665010 · Trade Show - Conference	Conference Mkt	2,700.00
Virginia Society of Association Executive	Bill	05/26/2021	12523	2021 conference sponsor	Other Sales & Marketing	Conference Sales & Marketing	0665010 · Trade Show - Conference	Conference Mkt	500.00
Mid Atlantic Receptive Services	Bill	06/01/2021	REG_ACCENT_EAST	Supplier registration for Accent East	Other Sales & Marketing	Conference Sales & Marketing	0665010 · Trade Show - Conference	Conference Mkt	549.00
Small Market Meetings Conference, LLC	Bill	06/04/2021	51489	2021 Breakfast Sponsorship	Other Sales & Marketing	Conference Sales & Marketing	0665010 · Trade Show - Conference	Conference Mkt	7,500.00
Chesapeake Bank	Bill	04/20/2021	JS-OPUS9	Dinner with 2023 SEDC Site Committee	Other Sales & Marketing	Conference Sales & Marketing	0666040 · Client Site Visit - Conference	Conference Mkt	872.82
Chesapeake Bank	Bill	05/01/2021	JS-RIVERWALK	Dinner with site visit committee	Other Sales & Marketing	Conference Sales & Marketing	0666040 · Client Site Visit - Conference	Conference Mkt	139.05
Chesapeake Bank	Bill	06/08/2021	JS-BUSCH	Parking at Busch Gardens for a site visit	Other Sales & Marketing	Conference Sales & Marketing	0666040 · Client Site Visit - Conference	Conference Mkt	50.00
Kenilworth Media	Bill	04/13/2021	75-A15218	1/2 page advertisement with Enhanced Listing	Other Sales & Marketing	Sports Sales & Marketing	0760100 · Advertising - Sports	Sports Mkt	1,775.50
Premier Travel Media	Bill	09/15/2020	44681	2021 SPORTS PLANNING GUIDE	Other Sales & Marketing	Sports Sales & Marketing	0760110 · Promotions - Sports	Sports Mkt	2,995.00
Sports Events & Tourism Assoc	Bill	03/10/2021	ONLINE104910		Other Sales & Marketing	Sports Sales & Marketing	0760400 · Memberships - Sports	Sports Mkt	596.25
Northstar Travel Media	Bill	09/09/2020	2825	TEAMS '20 Virtual Event October 19-22, 2020	Other Sales & Marketing	Sports Sales & Marketing	0765010 · Trade Shows - Sports	Sports Mkt	2,595.00
Sports Events & Tourism Assoc	Bill	04/21/2021	ONLINE105108	2021 SportsBIZ XChange	Other Sales & Marketing	Sports Sales & Marketing	0765010 · Trade Shows - Sports	Sports Mkt	395.00
Greater Williamsburg Chamber & Tourism A	Bill	09/01/2020	JUL2020	JUL 20 REIMB: Shared Staff (Salaries)	Labor & Benefits	Shared Staff Wages & Benefits	085000T · Salaries - Tourism	Tourism Organizational Support	3,743.49
Greater Williamsburg Chamber & Tourism A	Bill	09/01/2020	AUG2020	JUL 20 REIMB: Shared Staff (Salaries)	Labor & Benefits	Shared Staff Wages & Benefits	085000T · Salaries - Tourism	Tourism Organizational Support	2,473.17
Greater Williamsburg Chamber & Tourism A	Bill	09/30/2020	SEP2020	Shared Staff (Salaries)	Labor & Benefits	Shared Staff Wages & Benefits	085000T · Salaries - Tourism	Tourism Organizational Support	2,416.91
Greater Williamsburg Chamber & Tourism A	Bill	10/31/2020	OCT2020	Shared Staff (Salaries)	Labor & Benefits	Shared Staff Wages & Benefits	085000T · Salaries - Tourism	Tourism Organizational Support	2,330.66
Greater Williamsburg Chamber & Tourism A	Bill	11/30/2020	NOV2020	Shared Staff (Salaries)	Labor & Benefits	Shared Staff Wages & Benefits	085000T · Salaries - Tourism	Tourism Organizational Support	2,536.91
Greater Williamsburg Chamber & Tourism A	Bill	02/28/2021	1453	Shared Staff (Salaries)	Labor & Benefits	Shared Staff Wages & Benefits	085000T · Salaries - Tourism	Tourism Organizational Support	2,420.66
Greater Williamsburg Chamber & Tourism A	Bill	03/05/2021	1373	Shared Staff (Salaries)	Labor & Benefits	Shared Staff Wages & Benefits	085000T · Salaries - Tourism	Tourism Organizational Support	3,754.74
Greater Williamsburg Chamber & Tourism A	Bill	03/05/2021	1423	Shared Staff (Salaries)	Labor & Benefits	Shared Staff Wages & Benefits	085000T · Salaries - Tourism	Tourism Organizational Support	2,499.41
Greater Williamsburg Chamber & Tourism A	Bill	06/07/2021	1509	Shared Staff (Salaries)	Labor & Benefits	Shared Staff Wages & Benefits	085000T · Salaries - Tourism	Tourism Organizational Support	2,068.15
Greater Williamsburg Chamber & Tourism A	Bill	06/07/2021	1511	Shared Staff (Salaries)	Labor & Benefits	Shared Staff Wages & Benefits	085000T · Salaries - Tourism	Tourism Organizational Support	2,394.40
Greater Williamsburg Chamber & Tourism A	Bill	06/30/2021	1514	Shared Staff (Salaries)	Labor & Benefits	Shared Staff Wages & Benefits	085000T · Salaries - Tourism	Tourism Organizational Support	2,561.28
Paychex	General Journal	06/30/2021	AP_EXP_AC3	WCC 4595	Labor & Benefits	Shared Staff Wages & Benefits	085000T · Salaries - Tourism	Tourism Organizational Support	2,438.49
Greater Williamsburg Chamber & Tourism A	Bill	09/01/2020	JUL2020	JUL 20 REIMB: Shared Staff (Payroll Taxes)	Labor & Benefits	Shared Staff Wages & Benefits	085200T · Payroll Taxes - Tourism	Tourism Organizational Support	286.95
Greater Williamsburg Chamber & Tourism A	Bill	09/01/2020	AUG2020	JUL 20 REIMB: Shared Staff (Payroll Taxes)	Labor & Benefits	Shared Staff Wages & Benefits	085200T · Payroll Taxes - Tourism	Tourism Organizational Support	188.39
Greater Williamsburg Chamber & Tourism A	Bill	09/30/2020	SEP2020	Shared Staff (Payroll Taxes)	Labor & Benefits	Shared Staff Wages & Benefits	085200T · Payroll Taxes - Tourism	Tourism Organizational Support	190.41
Greater Williamsburg Chamber & Tourism A	Bill	10/31/2020	OCT2020	Shared Staff (Payroll Taxes)	Labor & Benefits	Shared Staff Wages & Benefits	085200T · Payroll Taxes - Tourism	Tourism Organizational Support	178.30
Greater Williamsburg Chamber & Tourism A	Bill	11/30/2020	NOV2020	Shared Staff (Payroll Taxes)	Labor & Benefits	Shared Staff Wages & Benefits	085200T · Payroll Taxes - Tourism	Tourism Organizational Support	194.08
Greater Williamsburg Chamber & Tourism A	Bill	02/28/2021	1453	Shared Staff (Payroll Taxes)	Labor & Benefits	Shared Staff Wages & Benefits	085200T · Payroll Taxes - Tourism	Tourism Organizational Support	190.75
Greater Williamsburg Chamber & Tourism A	Bill	03/05/2021	1373	Shared Staff (Payroll Taxes)	Labor & Benefits	Shared Staff Wages & Benefits	085200T · Payroll Taxes - Tourism	Tourism Organizational Support	287.24
Greater Williamsburg Chamber & Tourism A	Bill	03/05/2021	1423	Shared Staff (Payroll Taxes)	Labor & Benefits	Shared Staff Wages & Benefits	085200T · Payroll Taxes - Tourism	Tourism Organizational Support	194.17
Greater Williamsburg Chamber & Tourism A	Bill	06/07/2021	1509	Shared Staff (Payroll Taxes)	Labor & Benefits	Shared Staff Wages & Benefits	085200T · Payroll Taxes - Tourism	Tourism Organizational Support	158.22
Greater Williamsburg Chamber & Tourism A	Bill	06/07/2021	1511	Shared Staff (Payroll Taxes)	Labor & Benefits	Shared Staff Wages & Benefits	085200T · Payroll Taxes - Tourism	Tourism Organizational Support	177.15
Greater Williamsburg Chamber & Tourism A	Bill	06/30/2021	1514	Shared Staff (Payroll Taxes)	Labor & Benefits	Shared Staff Wages & Benefits	085200T · Payroll Taxes - Tourism	Tourism Organizational Support	189.06
Paychex	General Journal	06/30/2021	AP_EXP_AC3	WCC 4595	Labor & Benefits	Shared Staff Wages & Benefits	085200T · Payroll Taxes - Tourism	Tourism Organizational Support	186.55
Greater Williamsburg Chamber & Tourism A	Bill	09/01/2020	JUL2020	JUL 20 REIMB: Shared Staff (Emp Insurance)	Labor & Benefits	Shared Staff Wages & Benefits	085300T · Insurance Benefits - Tourism	Tourism Organizational Support	239.94
Greater Williamsburg Chamber & Tourism A	Bill	09/01/2020	AUG2020	JUL 20 REIMB: Shared Staff (Emp Insurance)	Labor & Benefits	Shared Staff Wages & Benefits	085300T · Insurance Benefits - Tourism	Tourism Organizational Support	239.94
Greater Williamsburg Chamber & Tourism A	Bill	09/30/2020	SEP2020	Shared Staff (Emp Insurance)	Labor & Benefits	Shared Staff Wages & Benefits	085300T · Insurance Benefits - Tourism	Tourism Organizational Support	239.94
Greater Williamsburg Chamber & Tourism A	Bill	10/31/2020	OCT2020	Shared Staff (Emp Insurance)	Labor & Benefits	Shared Staff Wages & Benefits	085300T · Insurance Benefits - Tourism	Tourism Organizational Support	239.94
Greater Williamsburg Chamber & Tourism A	Bill	11/30/2020	NOV2020	Shared Staff (Emp Insurance)	Labor & Benefits	Shared Staff Wages & Benefits	085300T · Insurance Benefits - Tourism	Tourism Organizational Support	239.94
Greater Williamsburg Chamber & Tourism A	Bill	02/28/2021	1453	Shared Staff (Emp Insurance)	Labor & Benefits	Shared Staff Wages & Benefits	085300T · Insurance Benefits - Tourism	Tourism Organizational Support	246.31
Greater Williamsburg Chamber & Tourism A	Bill	03/05/2021	1373	Shared Staff (Emp Insurance)	Labor & Benefits	Shared Staff Wages & Benefits	085300T · Insurance Benefits - Tourism	Tourism Organizational Support	239.94
Greater Williamsburg Chamber & Tourism A	Bill	03/05/2021	1423	Shared Staff (Emp Insurance)	Labor & Benefits	Shared Staff Wages & Benefits	085300T · Insurance Benefits - Tourism	Tourism Organizational Support	239.94
Greater Williamsburg Chamber & Tourism A	Bill	06/07/2021	1509	Shared Staff (Emp Insurance)	Labor & Benefits	Shared Staff Wages & Benefits	085300T · Insurance Benefits - Tourism	Tourism Organizational Support	282.58
Greater Williamsburg Chamber & Tourism A	Bill	06/07/2021	1511	Shared Staff (Emp Insurance)	Labor & Benefits	Shared Staff Wages & Benefits	085300T · Insurance Benefits - Tourism	Tourism Organizational Support	282.58
Greater Williamsburg Chamber & Tourism A	Bill	06/30/2021	1514	Shared Staff (Emp Insurance)	Labor & Benefits	Shared Staff Wages & Benefits	085300T · Insurance Benefits - Tourism	Tourism Organizational Support	210.04
Alliance	General Journal	06/30/2021	AP_EXP_AC3	WCC 4595	Labor & Benefits	Shared Staff Wages & Benefits	085300T · Insurance Benefits - Tourism	Tourism Organizational Support	210.05
Greater Williamsburg Chamber & Tourism A	Bill	09/01/2020	JUL2020	JUL 20 REIMB: Shared Staff (Retirement)	Labor & Benefits	Shared Staff Wages & Benefits	085310T · Retirement - Tourism	Tourism Organizational Support	323.80
Greater Williamsburg Chamber & Tourism A	Bill	09/01/2020	AUG2020	JUL 20 REIMB: Shared Staff (Retirement)	Labor & Benefits	Shared Staff Wages & Benefits	085310T · Retirement - Tourism	Tourism Organizational Support	213.53
Greater Williamsburg Chamber & Tourism A	Bill	09/30/2020	SEP2020	Shared Staff (Retirement)	Labor & Benefits	Shared Staff Wages & Benefits	085310T · Retirement - Tourism	Tourism Organizational Support	207.68
Greater Williamsburg Chamber & Tourism A	Bill	10/31/2020	OCT2020	Shared Staff (Retirement)	Labor & Benefits	Shared Staff Wages & Benefits	085310T · Retirement - Tourism	Tourism Organizational Support	198.71
Greater Williamsburg Chamber & Tourism A	Bill	11/30/2020	NOV2020	Shared Staff (Retirement)	Labor & Benefits	Shared Staff Wages & Benefits	085310T · Retirement - Tourism	Tourism Organizational Support	220.15
Greater Williamsburg Chamber & Tourism A	Bill	02/28/2021	1453	Shared Staff (Retirement)	Labor & Benefits	Shared Staff Wages & Benefits	085310T · Retirement - Tourism	Tourism Organizational Support	208.05
Greater Williamsburg Chamber & Tourism A	Bill	03/05/2021	1373	Shared Staff (Retirement)	Labor & Benefits	Shared Staff Wages & Benefits	085310T · Retirement - Tourism	Tourism Organizational Support	324.96

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Jill Pongonis	Bill	09/16/2020	09142020 ExpRpt	Employee mileage for office supplies	Administration	Office Administration	1860500 · TC - Travel	Tourism Organizational Support	2.30
Victoria Cimino	Deposit	09/22/2020	10020	Reimbursed CC: VC-UBER (UBER charged the wrong CC acct)	Administration	Office Administration	1860500 · TC - Travel	Tourism Organizational Support	-96.40
Joey Pierce	Deposit	10/15/2020	1025	Companion fare reimbursement	Administration	Office Administration	1860500 · TC - Travel	Tourism Organizational Support	-38.02
Chesapeake Bank	Bill	10/21/2020	VC-UNITED	CONNELLY PARTNERS MEETING	Administration	Office Administration	1860500 · TC - Travel	Tourism Organizational Support	236.60
Chesapeake Bank	Bill	11/05/2020	VC-Fairmont	Connely Partner Site Visit	Administration	Office Administration	1860500 · TC - Travel	Tourism Organizational Support	532.87
Jill Pongonis	Bill	11/10/2020	11102020 ExpRpt	Employee mileage for office supplies	Administration	Office Administration	1860500 · TC - Travel	Tourism Organizational Support	1.15
Chesapeake Bank	Credit	11/30/2020	DP-VA1TOUVA	VA1 Conference Registration (Event Cancelled)	Administration	Office Administration	1860500 · TC - Travel	Tourism Organizational Support	-780.00
Chesapeake Bank	Bill	04/06/2021	VC-DESTINT	CEO Summit - Destination International	Administration	Office Administration	1860500 · TC - Travel	Tourism Organizational Support	1,045.00
Chesapeake Bank	Bill	05/17/2021	VC-AMERICAN	Travel to conference - Florida	Administration	Office Administration	1860500 · TC - Travel	Tourism Organizational Support	451.20
Chesapeake Bank	Bill	05/17/2021	VC-UNITED	Travel to conference - Florida	Administration	Office Administration	1860500 · TC - Travel	Tourism Organizational Support	344.70
Chesapeake Bank	Bill	05/17/2021	VC-UNITEDAIR	United baggage fee	Administration	Office Administration	1860500 · TC - Travel	Tourism Organizational Support	19.00
Victoria Cimino	Bill	05/28/2021	DI_CEO_FORUM	DI CEO Forum (Tampa)	Administration	Office Administration	1860500 · TC - Travel	Tourism Organizational Support	115.11
Chesapeake Bank	Bill	06/01/2021	VC-HUBERTBLAISE	Conference travel - Tampa (Ground Transportation)	Administration	Office Administration	1860500 · TC - Travel	Tourism Organizational Support	43.15
Chesapeake Bank	Bill	06/01/2021	VC-MARRIOTT	Conference travel - Employee Hotel	Administration	Office Administration	1860500 · TC - Travel	Tourism Organizational Support	989.91
Chesapeake Bank	Bill	06/03/2021	VC-BROADMOOR	Conference travel - Conference Hotel	Administration	Office Administration	1860500 · TC - Travel	Tourism Organizational Support	339.22
Chesapeake Bank	Bill	06/22/2021	VC-JETBLUE	Conference travel - Airfare	Administration	Office Administration	1860500 · TC - Travel	Tourism Organizational Support	440.40
Chesapeake Bank	Bill	11/01/2020	VC-BlueTalon	Lunch with Chad Green	Administration	Office Administration	1860550 · TC - Meals & Entertainment	Tourism Organizational Support	78.63
Chesapeake Bank	Bill	06/01/2021	VC-BAYNEWS	Conference travel - employee meals	Administration	Office Administration	1860550 · TC - Meals & Entertainment	Tourism Organizational Support	4.49
Chesapeake Bank	Bill	06/01/2021	VC-CHICKIES	Conference travel - Employee Meals	Administration	Office Administration	1860550 · TC - Meals & Entertainment	Tourism Organizational Support	30.44
Richard Weinstein	Bill	05/31/2021	WTC0521	Marketing Consulting - May 2021 Monthly Fee	Administration	Office Administration	1862000 · TC - Consulting Services	Tourism Organizational Support	4,875.00
James Byers	Bill	06/30/2021	June2021	June Consulting - Edit work	Administration	Office Administration	1862000 · TC - Consulting Services	Tourism Organizational Support	1,500.00
Richard Weinstein	Bill	05/31/2021	WTC0521A	May 2021 Monthly Expenses	Administration	Office Administration	1862050 · TC - Consultant Expenses	Tourism Organizational Support	1,470.28
Sands Anderson	Bill	08/07/2020	434163	Counsel on Governance & Administrative Matters	Administration	Office Administration	1862100 · TC - Legal & Accounting	Tourism Organizational Support	1,994.00
Sands Anderson	Bill	09/14/2020	438876	Counsel on Governance & Administrative Matters	Administration	Office Administration	1862100 · TC - Legal & Accounting	Tourism Organizational Support	10,853.00
Sands Anderson	Bill	10/07/2020	444118	Counsel on Governance & Administrative Matters	Administration	Office Administration	1862100 · TC - Legal & Accounting	Tourism Organizational Support	2,409.50
Sands Anderson	Bill	12/01/2020	449034	Counsel on Governance & Administrative Matters	Administration	Office Administration	1862100 · TC - Legal & Accounting	Tourism Organizational Support	4,428.00
Sands Anderson	Bill	12/08/2020	453913	Counsel on Governance & Administrative Matters	Administration	Office Administration	1862100 · TC - Legal & Accounting	Tourism Organizational Support	576.00
Sands Anderson	Bill	01/11/2021	458613	Counsel on Governance & Administrative Matters	Administration	Office Administration	1862100 · TC - Legal & Accounting	Tourism Organizational Support	792.00
Sands Anderson	Bill	02/08/2021	463384	January professional services	Administration	Office Administration	1862100 · TC - Legal & Accounting	Tourism Organizational Support	5,704.00
UHY LLP	Bill	02/08/2021	550400229B	Audit Fees: June 30 2020	Administration	Office Administration	1862100 · TC - Legal & Accounting	Tourism Organizational Support	4,000.00
UHY LLP	Bill	02/22/2021	550403522	Audit Fees: June 30, 2020	Administration	Office Administration	1862100 · TC - Legal & Accounting	Tourism Organizational Support	9,000.00
Sands Anderson	Bill	03/15/2021	468279	February professional services	Administration	Office Administration	1862100 · TC - Legal & Accounting	Tourism Organizational Support	3,471.50
Sands Anderson	Bill	04/27/2021	473151	Counsel on Governance & Administrative Matters	Administration	Office Administration	1862100 · TC - Legal & Accounting	Tourism Organizational Support	756.00
Sands Anderson	Bill	05/10/2021	477925	Counsel on Governance & Administrative Matters	Administration	Office Administration	1862100 · TC - Legal & Accounting	Tourism Organizational Support	1,656.00
Chubb	Bill	10/07/2020	000082611571	Directors & Officers Insurance	Administration	Office Administration	1862400 · TC - Insurance (Events)	Tourism Organizational Support	4,367.00
Towne Insurance Agency Inc.	Bill	01/22/2021	GREAWIL-02	Business Owners Policy	Administration	Office Administration	1862400 · TC - Insurance (Events)	Tourism Organizational Support	911.00
Towne Insurance Agency Inc.	Bill	01/22/2021	GREAWIL-02	Workers' Compensation	Administration	Office Administration	1862400 · TC - Insurance (Events)	Tourism Organizational Support	1,436.00
Paychex	General Journal	07/01/2020	TC_PAY_ACCR	Payroll Processing Fee	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	-184.30
Paychex	General Journal	07/03/2020	Payroll-TC	Paychex Payroll Processing Fee	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	184.30
Chesapeake Bank	Bill	07/04/2020	JL-ADOBE	Software - Julie O'Neil	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	52.99
Chesapeake Bank	Bill	07/07/2020	JL-ADOBE	Software - Julia Smith-Young	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	14.99
Chesapeake Bank	Bill	07/09/2020	DP-DAILYPRESS	Subscription - Daily Press	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	3.93
Chesapeake Bank	Bill	07/12/2020	DP-WYDAILY	Subscription - Williamsburg Yorktown Daily	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	8.95
Paychex	General Journal	07/17/2020	TC_PAYROLL	Correct Payroll Processing Fee	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	184.30
Chesapeake Bank	Bill	07/20/2020	DP-NYTIMES	Subscription - NY Times	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	4.00
Chesapeake Bank	Bill	07/29/2020	DP-WALLSTJOURNAL	Subscription - Wall Street Journal	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	19.49
Paychex	General Journal	07/31/2020	Payroll-TC	Paychex Payroll Processing Fee	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	189.80
Chesapeake Bank	Bill	08/04/2020	JL-ADOBE	Software - Julie O'Neil	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	52.99
Chesapeake Bank	Bill	08/04/2020	JL-AMAZON	AA Batteries	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	14.92
Chesapeake Bank	Bill	08/07/2020	DP-DAILYPRESS	Subscription - Daily Press	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	3.96
Chesapeake Bank	Bill	08/07/2020	JL-ADOBE	Software - Julia Smith-Young	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	14.99
Chesapeake Bank	Bill	08/11/2020	JO-ADWEEK	Subscription - Adweek	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	299.00
Paychex	General Journal	08/14/2020	Payroll-TC	Paychex Payroll Processing Fee	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	184.30
Chesapeake Bank	Bill	08/14/2020	DP-WYDAILY	Subscription - Williamsburg Yorktown Daily	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	8.95
Cobbcare TLS	Bill	08/17/2020	27615872-TC	Photocopier	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	692.82
Chesapeake Bank	Bill	08/18/2020	DP-NYTIMES	Subscription - NY Times	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	4.00

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LiveWire Business Solutions LLC	Bill	08/19/2020	3668	Computer: Latitude 15 5000 Series (Joey Pierce Laptop)	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	1,609.76
LiveWire Business Solutions LLC	Bill	08/19/2020	3668	Keyboard Mouse Combo (Joey Pierce Laptop)	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	42.99
LiveWire Business Solutions LLC	Bill	08/19/2020	3668	Service - IT Consulting (Joey Pierce Laptop)	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	150.00
Chesapeake Bank	Bill	08/20/2020	JP-ADOBE	Software - Jill Pongonis	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	14.99
Paychex	General Journal	08/28/2020	Payroll-TC	Paychex Payroll Processing Fee	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	189.80
Greater Williamsburg Chamber & Tourism A	Bill	09/01/2020	JUL2020	JUL 20 REIMB: Copies (Cobbcare)	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	608.56
Greater Williamsburg Chamber & Tourism A	Bill	09/01/2020	JUL2020	JUL 20 REIMB: County Waste Recycling	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	9.96
Greater Williamsburg Chamber & Tourism A	Bill	09/01/2020	AUG2020	AUG 20 REIMB: Copies (Cobbcare)	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	608.56
Greater Williamsburg Chamber & Tourism A	Bill	09/01/2020	AUG2020	AUG 20 REIMB: County Waste Recycling	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	9.96
Chesapeake Bank	Bill	09/01/2020	DP-WALLSTJOURNAL	Subscription - Wall Street Journal	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	19.49
Chesapeake Bank	Bill	09/03/2020	DP-DAILYPRESS	Subscription - Daily Press	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	3.96
Chesapeake Bank	Bill	09/04/2020	JL-ADOBE	Software - Julie O'Neil	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	52.99
Chesapeake Bank	Bill	09/08/2020	JL-ADOBE	Software - Julia Smith-Young	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	14.99
Chesapeake Bank	Bill	09/09/2020	VC-APPLE	Software (Microsoft 365) for Victoria Cimino	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	69.99
Paychex	General Journal	09/11/2020	Payroll-TC	Paychex Payroll Processing Fee	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	199.50
Chesapeake Bank	Bill	09/12/2020	DP-WYDAILY	Subscription - Williamsburg Yorktown Daily	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	8.95
Chesapeake Bank	Bill	09/14/2020	DP-NYTIMES	Subscription - NY Times	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	4.00
Chesapeake Bank	Bill	09/15/2020	DP-VA PILOT	SUBSCRIPTION - VA PILOT	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	7.95
Cobbcare TLS	Bill	09/16/2020	27809497-TC	TC Photocopier	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	692.82
Chesapeake Bank	Bill	09/21/2020	JP-ADOBE	Software - Jill Pongonis	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	14.99
Paychex	General Journal	09/25/2020	Payroll-TC	Paychex Payroll Processing Fee	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	206.00
Chesapeake Bank	Bill	09/28/2020	DP-WALLSTJOURNAL	Subscription - Wall Street Journal	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	19.49
Chesapeake Bank	Bill	10/01/2020	DP-DAILYPRESS	Subscription - Daily Press	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	3.96
Chesapeake Bank	Bill	10/04/2020	JL-ADOBE	Software - Julie O'Neil	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	52.99
Chesapeake Bank	Bill	10/07/2020	JL-ADOBE	Software - Julia Smith-Young	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	14.99
Paychex	General Journal	10/09/2020	Payroll-TC	Paychex Payroll Processing Fee	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	199.50
Chesapeake Bank	Bill	10/12/2020	DP-WYDAILY	Subscription - Williamsburg Yorktown Daily	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	8.95
Chesapeake Bank	Bill	10/12/2020	DP-NYTIMES	Subscription - NY Times	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	4.00
Chesapeake Bank	Bill	10/13/2020	DP-VA PILOT	SUBSCRIPTION - VA PILOT	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	7.96
Cobbcare TLS	Bill	10/16/2020	27999767-TC	TC Photocopier	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	1,004.82
Chesapeake Bank	Bill	10/19/2020	JP-ADOBE	Software - Jill Pongonis	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	14.99
Paychex	General Journal	10/23/2020	Payroll-TC	Paychex Payroll Processing Fee	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	206.00
Greater Williamsburg Chamber & Tourism A	Bill	10/31/2020	OCT2020	401K Admin Fee	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	308.75
Jodie Lumley	Bill	11/01/2020	11012020TS	Consulting: Contact Database Input & Clean-up	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	300.00
Chesapeake Bank	Bill	11/01/2020	DP-WALLSTJOURNAL	Subscription - Wall Street Journal	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	19.49
Chesapeake Bank	Bill	11/01/2020	DP-DAILYPRESS	Subscription - Daily Press	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	3.96
Chesapeake Bank	Bill	11/04/2020	JL-ADOBE	Software - Julie O'Neil	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	52.99
Chesapeake Bank	Bill	11/05/2020	JL-ADOBE	Software - Julia Smith-Young	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	14.99
Paychex	General Journal	11/06/2020	Payroll-TC	Paychex Payroll Processing Fee	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	199.50
Chesapeake Bank	Bill	11/09/2020	DP-NYTIMES	Subscription - NY Times	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	4.00
Chesapeake Bank	Bill	11/10/2020	DP-VA PILOT	SUBSCRIPTION - VA PILOT	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	7.96
Chesapeake Bank	Bill	11/12/2020	DP-WYDAILY	Subscription - Williamsburg Yorktown Daily	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	8.95
Chesapeake Bank	Bill	11/12/2020	JO-AMAZON	SK Card Reader for Camera	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	36.31
Jodie Lumley	Bill	11/15/2020	11152020TS	Consulting: Contact Database Input & Clean-up	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	300.00
Cobbcare TLS	Bill	11/16/2020	28186184-TC	TC Photocopier	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	979.98
Paychex	General Journal	11/20/2020	Payroll-TC	Paychex Payroll Processing Fee	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	206.00
LiveWire Business Solutions LLC	Bill	11/20/2020	3766	Computer Equipment - Docking Station (Miranda)	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	197.95
Chesapeake Bank	Bill	11/20/2020	JP-ADOBE	Software - Jill Pongonis	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	14.99
Paychex	General Journal	11/29/2020	Payroll-TC	Paychex Payroll Processing Fee	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	189.60
Jodie Lumley	Bill	11/29/2020	11292020TS	Consulting: Contact Database Input & Clean-up	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	240.00
Chesapeake Bank	Bill	12/01/2020	DP-WALLSTJOURNAL	Subscription - Wall Street Journal	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	19.49
Chesapeake Bank	Bill	12/01/2020	DP-DAILYPRESS	Subscription - Daily Press	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	3.96
Chesapeake Bank	Bill	12/02/2020	JL-ADOBE	Software - Julie O'Neil	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	52.99
Chesapeake Bank	Bill	12/04/2020	JL-ADOBE	Software - Julia Smith-Young	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	14.99
Chesapeake Bank	Bill	12/07/2020	DP-NYTIMES	Subscription - NY Times	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	4.00
Chesapeake Bank	Bill	12/08/2020	DP-VA PILOT	SUBSCRIPTION - VA PILOT	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	7.96

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Chesapeake Bank	Bill	12/11/2020	VC-NoVaMag	Subscription - Northern Virginia Magazine	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	12.00
Chesapeake Bank	Bill	12/12/2020	DP-WVDAILY	Subscription - Williamsburg Yorktown Daily	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	8.95
Paychex	General Journal	12/13/2020	Payroll-TC	Paychex Payroll Processing Fee	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	189.60
Cobbcare TLS	Bill	12/16/2020	28380359-TC	TC Photocopier	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	849.97
Chesapeake Bank	Bill	12/19/2020	JP-ADOBE	ADOBE Acrobat Software License	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	14.99
Paychex	General Journal	12/27/2020	Payroll-TC	Paychex Payroll Processing Fee	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	196.10
Chesapeake Bank	Bill	01/01/2021	DP-WALLSTJOURNAL	Subscription - Wall Street Journal	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	19.49
Chesapeake Bank	Bill	01/01/2021	DP-DAILYPRESS	Subscription - Daily Press	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	3.96
Chesapeake Bank	Bill	01/04/2021	DP-NYTIMES	Subscription - NY Times	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	4.00
Chesapeake Bank	Bill	01/05/2021	DP-VA PILOT	SUBSCRIPTION - VA PILOT	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	7.96
Chesapeake Bank	Bill	01/05/2021	JL-ADOBE	Software - Julie O'Neil	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	52.99
Chesapeake Bank	Bill	01/08/2021	JL-ADOBE	Software - Julia Smith-Young	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	14.99
Chesapeake Bank	Bill	01/12/2021	DP-WVDAILY	Subscription - Williamsburg Yorktown Daily	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	8.95
Association of Chamber of Commerce Exec	Bill	01/14/2021	1725804	VOID: Affiliate Membership Dues (157801)	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	0.00
Paychex	General Journal	01/15/2021	Payroll-TC	Paychex Payroll Processing Fee	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	189.60
Chesapeake Bank	General Journal	01/15/2021	Payroll_Fee	2020 YE W-2 Adjustment Processing	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	288.00
Cobbcare TLS	Bill	01/18/2021	28572334-TC	TC Photocopier	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	692.82
Chesapeake Bank	Bill	01/20/2021	JP-ADOBE	ADOBE Acrobat Software License	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	14.99
Chesapeake Bank	Bill	01/21/2021	DP-DAILYPRESS	Subscription - Daily Press	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	7.96
Paychex	General Journal	01/29/2021	Payroll-TC	Paychex Payroll Processing Fee	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	189.60
Chesapeake Bank	General Journal	01/31/2021	TC-Interest	Bank Fee	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	25.00
Chesapeake Bank	Bill	02/01/2021	DP-WALLSTJOURNAL	Subscription - Wall Street Journal	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	19.49
Chesapeake Bank	Bill	02/01/2021	JP-ACCE	ACCE Membership	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	550.00
Chesapeake Bank	Bill	02/02/2021	DP-NYTIMES	Subscription - NY Times	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	4.00
Chesapeake Bank	Bill	02/03/2021	DP-VA PILOT	SUBSCRIPTION - VA PILOT	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	7.96
Chesapeake Bank	Bill	02/04/2021	JL-ADOBE	Software - Julie O'Neil	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	52.99
Chesapeake Bank	Bill	02/07/2021	JL-ADOBE	Software - Julia Smith-Young	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	14.99
Chesapeake Bank	General Journal	02/10/2021	Payroll_Fee	WTC Account Maintenance Fee	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	150.00
Paychex	General Journal	02/12/2021	Payroll-TC	Paychex Payroll Processing Fee	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	189.60
Cobbcare TLS	Bill	02/15/2021	28761986-TC	TC Photocopier	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	692.82
Cobbcare TLS	Bill	02/15/2021	28761986-TC	Additional copies	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	475.20
Chesapeake Bank	Bill	02/15/2021	DP-WVDAILY	Subscription - Williamsburg Yorktown Daily	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	8.95
Chesapeake Bank	Bill	02/19/2021	DP-DAILYPRESS	Subscription - Daily Press	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	7.96
Chesapeake Bank	Bill	02/22/2021	JP-ADOBE	ADOBE Acrobat Software License	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	14.99
Paychex	General Journal	02/26/2021	Payroll-TC	Paychex Payroll Processing Fee	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	189.60
Greater Williamsburg Chamber & Tourism A	Bill	02/28/2021	1453	County Waste	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	61.33
Chesapeake Bank	Bill	03/01/2021	DP-WALLSTJOURNAL	Subscription - Wall Street Journal	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	19.49
Chesapeake Bank	Bill	03/01/2021	JL-ADOBE	Software - Julie O'Neil	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	52.99
Chesapeake Bank	Bill	03/02/2021	DP-NYTIMES	Subscription - NY Times	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	4.00
Chesapeake Bank	Bill	03/02/2021	JL-ADOBE	Software - Julia Smith-Young	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	14.99
Chesapeake Bank	Bill	03/03/2021	DP-VA PILOT	SUBSCRIPTION - VA PILOT	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	7.96
Chesapeake Bank	Bill	03/03/2021	JL-ZOOM	ZOOM LICENSE - STAFF MEETINGS	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	157.40
Paychex	General Journal	03/12/2021	Payroll-TC	Paychex Payroll Processing Fee	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	189.60
Chesapeake Bank	Bill	03/15/2021	DP-WVDAILY	Subscription - Williamsburg Yorktown Daily	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	8.95
Cobbcare TLS	Bill	03/16/2021	28951938-TC	TC Photocopier	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	747.68
Chesapeake Bank	Bill	03/19/2021	DP-DAILYPRESS	Subscription - Daily Press	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	7.96
Chesapeake Bank	Bill	03/19/2021	JP-ADOBE	ADOBE Acrobat Software License	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	14.99
Paychex	General Journal	03/26/2021	Payroll-TC	Paychex Payroll Processing Fee	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	189.60
Chesapeake Bank	General Journal	03/31/2021	TC-Interest	Reversed Jan bank fees	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	-25.00
Chesapeake Bank	Bill	04/01/2021	DP-WALLSTJOURNAL	Subscription - Wall Street Journal	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	19.49
Chesapeake Bank	Bill	04/01/2021	DP-NYTIMES	Subscription - NY Times	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	4.00
Chesapeake Bank	Bill	04/01/2021	DP-VA PILOT	SUBSCRIPTION - VA PILOT	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	15.96
Chesapeake Bank	Bill	04/01/2021	JP-TALBOTS	Personal exp - reimbursed by employee	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	53.49
Chesapeake Bank	Bill	04/04/2021	JL-ADOBE	Software - Julie O'Neil	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	52.99
Chesapeake Bank	Bill	04/07/2021	JL-ADOBE	Software - Julia Smith-Young	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	14.99
Paychex	General Journal	04/09/2021	Payroll-TC	Paychex Payroll Processing Fee	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	189.60

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Chesapeake Bank	Bill	04/14/2021	DP-WYDAILY	Subscription - Williamsburg Yorktown Daily	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	8.95
Cobbcare TLS	Bill	04/15/2021	29141596-TC	TC Photocopier	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	692.82
Great America Financial Services	Bill	04/15/2021	29152194	Photocopier Lease (Canon)	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	223.80
Chesapeake Bank	Bill	04/16/2021	DP-DAILYPRESS	Subscription - Daily Press	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	7.96
Chesapeake Bank	Bill	04/20/2021	JP-ADOBE	ADOBE Acrobat Software License	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	14.99
Paychex	General Journal	04/23/2021	Payroll-TC	Paychex Payroll Processing Fee	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	189.60
Chesapeake Bank	Bill	05/01/2021	DP-VA PILOT	SUBSCRIPTION - VA PILOT	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	15.96
Chesapeake Bank	Bill	05/01/2021	DP-NYTIMES	Subscription - NY Times	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	4.00
Chesapeake Bank	Bill	05/01/2021	DP-WALLSTJOURNAL	Subscription - Wall Street Journal	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	19.49
Chesapeake Bank	Bill	05/05/2021	JL-ADOBE	Software - Julie O'Neil	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	52.99
Paychex	General Journal	05/07/2021	Payroll-TC	Paychex Payroll Processing Fee	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	189.60
Diamond Springs	Bill	05/07/2021	1288528	Kitchen Water Filtration	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	31.54
Chesapeake Bank	Bill	05/10/2021	JL-ADOBE	Software - Julia Smith-Young	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	14.99
Chesapeake Bank	Bill	05/14/2021	DP-WYDAILY	Subscription - Williamsburg Yorktown Daily	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	8.95
Chesapeake Bank	Bill	05/14/2021	DP-DAILYPRESS	Subscription - Daily Press	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	7.96
Cobbcare TLS	Bill	05/17/2021	29327946-TC	TC Photocopier (Canon)	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	191.57
Great America Financial Services	Bill	05/17/2021	29347312	Photocopier Lease	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	21.01
Chesapeake Bank	Bill	05/20/2021	JP-ADOBE	ADOBE Acrobat Software License	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	14.99
Paychex	General Journal	05/21/2021	Payroll-TC	Paychex Payroll Processing Fee	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	189.60
Chesapeake Bank	Bill	06/01/2021	DP-NYTIMES	Subscription - NY Times	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	17.00
Chesapeake Bank	Bill	06/01/2021	DP-VA PILOT	SUBSCRIPTION - VA PILOT	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	15.96
Chesapeake Bank	Bill	06/01/2021	DP-WALLSTJOURNAL	Subscription - Wall Street Journal	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	19.49
Chesapeake Bank	Bill	06/02/2021	VC-ESTO2021	ESTO 2021 Conference registration	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	895.00
Chesapeake Bank	Bill	06/03/2021	VC-DESTINATIONMRKT	Conference travel - Destination International Conference Registr	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	795.00
Paychex	General Journal	06/04/2021	Payroll-TC	Paychex Payroll Processing Fee	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	184.65
Diamond Springs	Bill	06/04/2021	1387089	Kitchen Water Filtration	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	31.54
Chesapeake Bank	Bill	06/07/2021	JL-ADOBE	Software - Julie O'Neil	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	52.99
Chesapeake Bank	Bill	06/08/2021	JL-ADOBE	Software - Julia Smith-Young	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	14.99
Chesapeake Bank	Bill	06/11/2021	DP-DAILYPRESS	Subscription - Daily Press	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	7.96
Chesapeake Bank	Bill	06/14/2021	DP-WYDAILY	Subscription - Williamsburg Yorktown Daily	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	8.95
Great America Financial Services	Bill	06/15/2021	29533088	Photocopier Lease	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	55.37
Paychex	General Journal	06/18/2021	Payroll-TC	Paychex Payroll Processing Fee	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	184.65
Chesapeake Bank	Bill	06/21/2021	JP-ADOBE	ADOBE Acrobat Software License	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	14.99
Chesapeake Bank	Bill	06/22/2021	DP-NYTIMES	Subscription - NY Times	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	17.00
Chesapeake Bank	Bill	06/23/2021	DP-VA PILOT	SUBSCRIPTION - VA PILOT	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	15.96
Paychex	General Journal	06/30/2021	TC_PAY_ACC	Payroll Processing Fees	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	234.00
Jill Pongonis	Deposit	06/30/2021	6736	Reimbursed personal exp (Talbots)	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	-53.49
Anthem Blue Cross Blue Shield	General Journal	06/30/2021	BS_ADJ	Sales Tax Payable BS Adjustment	Administration	Office Administration	1864000 · TC - Business Expense	Tourism Organizational Support	-0.56
Chesapeake Bank	Bill	07/02/2020	JL-AMAZON	Hand Sanitizer Dispenser	Administration	Office Administration	1864100 · TC - Office Supplies	Tourism Organizational Support	58.83
Chesapeake Bank	Bill	07/03/2020	JL-STAPLES	Batteries for Dispensers	Administration	Office Administration	1864100 · TC - Office Supplies	Tourism Organizational Support	17.11
Chesapeake Bank	Bill	07/07/2020	JL-KFC	Employee Lunch - reimbursed	Administration	Office Administration	1864100 · TC - Office Supplies	Tourism Organizational Support	5.03
Chesapeake Bank	Bill	07/15/2020	JL-AMAZON	Office Supplies - Paperclips	Administration	Office Administration	1864100 · TC - Office Supplies	Tourism Organizational Support	5.87
Chesapeake Bank	Bill	07/15/2020	JL-STAPLES	Compressed Air	Administration	Office Administration	1864100 · TC - Office Supplies	Tourism Organizational Support	21.38
Chesapeake Bank	Bill	07/17/2020	JL-AMAZON	Germ-x Hand Sanitizer	Administration	Office Administration	1864100 · TC - Office Supplies	Tourism Organizational Support	19.25
Chesapeake Bank	Bill	07/31/2020	JL-STAPLES	Printer toner and Copy paper	Administration	Office Administration	1864100 · TC - Office Supplies	Tourism Organizational Support	148.71
Chesapeake Bank	Bill	08/10/2020	JL-AMAZON	Dry erase markers	Administration	Office Administration	1864100 · TC - Office Supplies	Tourism Organizational Support	26.73
Chesapeake Bank	Bill	08/13/2020	JL-AMAZON	Business commercial envelopes	Administration	Office Administration	1864100 · TC - Office Supplies	Tourism Organizational Support	8.55
Jodie Lumley	Deposit	08/19/2020	2046	Reimburse: JL-KFC expense	Administration	Office Administration	1864100 · TC - Office Supplies	Tourism Organizational Support	-5.03
Chesapeake Bank	Bill	08/21/2020	JP-FEDEX	Business Cards - Joey Pierce	Administration	Office Administration	1864100 · TC - Office Supplies	Tourism Organizational Support	26.75
Chesapeake Bank	Bill	08/26/2020	JP-STAPLES	Office supplies	Administration	Office Administration	1864100 · TC - Office Supplies	Tourism Organizational Support	16.04
Chesapeake Bank	Bill	09/23/2020	JP-AMAZON	Office supplies	Administration	Office Administration	1864100 · TC - Office Supplies	Tourism Organizational Support	16.86
Chesapeake Bank	Bill	09/25/2020	JP-Staples	Office Supplies	Administration	Office Administration	1864100 · TC - Office Supplies	Tourism Organizational Support	64.14
Chesapeake Bank	Bill	10/02/2020	JP-AMAZON	Office supplies	Administration	Office Administration	1864100 · TC - Office Supplies	Tourism Organizational Support	18.18
Chesapeake Bank	Bill	11/16/2020	JP-AMAZON	Office Supplies	Administration	Office Administration	1864100 · TC - Office Supplies	Tourism Organizational Support	38.23
Chesapeake Bank	Bill	11/18/2020	JP-AMAZON	Office Supplies	Administration	Office Administration	1864100 · TC - Office Supplies	Tourism Organizational Support	38.08
Chesapeake Bank	Bill	12/11/2020	JP-AMAZON	Office Supplies	Administration	Office Administration	1864100 · TC - Office Supplies	Tourism Organizational Support	20.88

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Chesapeake Bank	Bill	12/12/2020	JP-AMZN	Supplies	Administration	Office Administration	1864100 · TC - Office Supplies	Tourism Organizational Support	20.36
Chesapeake Bank	Bill	12/15/2020	JP-AMAZON	Office Supplies	Administration	Office Administration	1864100 · TC - Office Supplies	Tourism Organizational Support	17.10
David Turner	Bill	12/18/2020	12182020 EXP RPT	AP check envelopes and binders	Administration	Office Administration	1864100 · TC - Office Supplies	Tourism Organizational Support	112.30
Chesapeake Bank	Bill	12/21/2020	JP-STAPLES	Office Supplies	Administration	Office Administration	1864100 · TC - Office Supplies	Tourism Organizational Support	31.51
Chesapeake Bank	Bill	12/23/2020	JP-FEDEX	Business Cards	Administration	Office Administration	1864100 · TC - Office Supplies	Tourism Organizational Support	26.75
Chesapeake Bank	Bill	01/01/2021	JP-AMZN	Supplies	Administration	Office Administration	1864100 · TC - Office Supplies	Tourism Organizational Support	13.26
Chesapeake Bank	Bill	01/01/2021	JP-AMZN-2	Supplies	Administration	Office Administration	1864100 · TC - Office Supplies	Tourism Organizational Support	22.44
Chesapeake Bank	Bill	01/01/2021	JP-STAPLES	Office Supplies - Accounting Software (QuickBooks)	Administration	Office Administration	1864100 · TC - Office Supplies	Tourism Organizational Support	695.49
Chesapeake Bank	Bill	01/14/2021	JP-STAPLES	Office Supplies - Copier Paper	Administration	Office Administration	1864100 · TC - Office Supplies	Tourism Organizational Support	35.30
Chesapeake Bank	Bill	02/10/2021	JP-AMZN	Printer cartridge - Miranda	Administration	Office Administration	1864100 · TC - Office Supplies	Tourism Organizational Support	49.21
Chesapeake Bank	Bill	02/10/2021	JP-AMZN2	Printer cartridge - Vicki	Administration	Office Administration	1864100 · TC - Office Supplies	Tourism Organizational Support	89.87
Chesapeake Bank	Bill	03/03/2021	JP-FEDEX	Business Cards	Administration	Office Administration	1864100 · TC - Office Supplies	Tourism Organizational Support	48.14
Chesapeake Bank	Bill	03/04/2021	JP-AMZN	Coffee creamer, etc.	Administration	Office Administration	1864100 · TC - Office Supplies	Tourism Organizational Support	25.09
Chesapeake Bank	Bill	03/04/2021	JP-AMAZON	Disinfecting wipes for the office	Administration	Office Administration	1864100 · TC - Office Supplies	Tourism Organizational Support	18.08
Chesapeake Bank	Bill	03/10/2021	JP-AMZN	Paper clips and Windex	Administration	Office Administration	1864100 · TC - Office Supplies	Tourism Organizational Support	17.82
Chesapeake Bank	Bill	04/01/2021	JP-AMZN	Coffee, etc.	Administration	Office Administration	1864100 · TC - Office Supplies	Tourism Organizational Support	30.99
Chesapeake Bank	Bill	04/21/2021	JP-FOODLION	Office supplies	Administration	Office Administration	1864100 · TC - Office Supplies	Tourism Organizational Support	26.04
Chesapeake Bank	Bill	05/06/2021	JP-STAPLES	Office supplies - printer ink	Administration	Office Administration	1864100 · TC - Office Supplies	Tourism Organizational Support	443.57
Chesapeake Bank	Bill	05/10/2021	JP-AMZN	Office supplies - misc	Administration	Office Administration	1864100 · TC - Office Supplies	Tourism Organizational Support	54.00
Chesapeake Bank	Bill	06/03/2021	JP-STAPLES	Copier paper, folders, calendar	Administration	Office Administration	1864100 · TC - Office Supplies	Tourism Organizational Support	90.92
Chesapeake Bank	Bill	06/24/2021	JP-STAPLES	Binder clips and rubber bands	Administration	Office Administration	1864100 · TC - Office Supplies	Tourism Organizational Support	12.07
Chesapeake Bank	Bill	06/24/2021	JP-FOODLION	Office supplies - paper towels	Administration	Office Administration	1864100 · TC - Office Supplies	Tourism Organizational Support	29.92
David Turner	Bill	12/18/2020	12182020 EXP RPT	Mail Vivian Bunting HR Docs	Administration	Office Administration	1864400 · TC - Postage	Tourism Organizational Support	1.60
Chesapeake Bank	Bill	01/13/2021	DP-USPS	Postage for Industry Relations	Administration	Office Administration	1864400 · TC - Postage	Tourism Organizational Support	15.50
Chesapeake Bank	Bill	01/14/2021	DP-USPS	Postage for Industry Relations	Administration	Office Administration	1864400 · TC - Postage	Tourism Organizational Support	26.30
Chesapeake Bank	Bill	01/21/2021	DP-USPS	Postage for Industry Relations	Administration	Office Administration	1864400 · TC - Postage	Tourism Organizational Support	9.24
Greater Williamsburg Chamber & Tourism A	Bill	03/05/2021	1373	Ink for mail machine	Administration	Office Administration	1864400 · TC - Postage	Tourism Organizational Support	106.80
Greater Williamsburg Chamber & Tourism A	Bill	06/07/2021	1511	Metered Mail	Administration	Office Administration	1864400 · TC - Postage	Tourism Organizational Support	2.04
Chesapeake Bank	Bill	06/09/2021	JP-USPS	Marketing materials for client	Administration	Office Administration	1864400 · TC - Postage	Tourism Organizational Support	28.50
Greater Williamsburg Chamber & Tourism A	Bill	06/30/2021	1514	Office postage	Administration	Office Administration	1864400 · TC - Postage	Tourism Organizational Support	14.79
Greater Williamsburg Chamber & Tourism A	General Journal	06/30/2021	AP_EXP_AC3	WCC 4595	Administration	Office Administration	1864400 · TC - Postage	Tourism Organizational Support	8.16
Greater Williamsburg Chamber & Tourism A	General Journal	06/30/2021	AP_EXP_AC3	WCC 4604	Administration	Office Administration	1864400 · TC - Postage	Tourism Organizational Support	11.22
Verizon Wireless	Bill	07/04/2020	9858036193 - TC	June20-TC Cell Phones	Administration	Office Administration	1864500 · TC - Phone	Tourism Organizational Support	216.01
Verizon Wireless	Bill	07/04/2020	9858036192 - TC	June 20-TC Cell Phones	Administration	Office Administration	1864500 · TC - Phone	Tourism Organizational Support	515.17
Verizon Wireless	Bill	08/04/2020	9860095362 - TC	July20-TC Cell Phones	Administration	Office Administration	1864500 · TC - Phone	Tourism Organizational Support	519.88
Verizon Wireless	Bill	08/04/2020	9860095363 - TC	July20-TC Cell Phones	Administration	Office Administration	1864500 · TC - Phone	Tourism Organizational Support	216.06
Greater Williamsburg Chamber & Tourism A	Bill	09/01/2020	JUL2020	JUL 20 REIMB: Phone (COX)	Administration	Office Administration	1864500 · TC - Phone	Tourism Organizational Support	28.44
Greater Williamsburg Chamber & Tourism A	Bill	09/01/2020	AUG2020	AUG 20 REIMB: Phone (COX)	Administration	Office Administration	1864500 · TC - Phone	Tourism Organizational Support	28.44
Verizon Wireless	Bill	09/17/2020	9862163735 - TC	Aug20-TC Cell Phones	Administration	Office Administration	1864500 · TC - Phone	Tourism Organizational Support	212.89
Verizon Wireless	Bill	09/17/2020	9862163734 - TC	AUG20-TC Cell Phones	Administration	Office Administration	1864500 · TC - Phone	Tourism Organizational Support	510.05
Greater Williamsburg Chamber & Tourism A	Bill	09/30/2020	SEP2020	Phone (COX)	Administration	Office Administration	1864500 · TC - Phone	Tourism Organizational Support	28.44
Champion Communications Inc	Bill	10/01/2020	200911658	Conference Call - September 9 Meeting (207 Minutes)	Administration	Office Administration	1864500 · TC - Phone	Tourism Organizational Support	26.39
Verizon Wireless	Bill	10/04/2020	9864249443 - TC	September 20 - CELL PHONES	Administration	Office Administration	1864500 · TC - Phone	Tourism Organizational Support	216.93
Verizon Wireless	Bill	10/04/2020	9864249442 - TC	Sept 20 - CELL PHONE	Administration	Office Administration	1864500 · TC - Phone	Business Council	510.21
Greater Williamsburg Chamber & Tourism A	Bill	10/31/2020	OCT2020	Phone (COX)	Administration	Office Administration	1864500 · TC - Phone	Tourism Organizational Support	28.44
Verizon Wireless	Bill	11/04/2020	9866348040- TC	Oct 20 - CELL PHONE	Administration	Office Administration	1864500 · TC - Phone	Tourism Organizational Support	514.86
Verizon Wireless	Bill	11/04/2020	9866348041- TC	October 20 - CELL PHONES	Administration	Office Administration	1864500 · TC - Phone	Tourism Organizational Support	218.99
Greater Williamsburg Chamber & Tourism A	Bill	11/30/2020	NOV2020	Phone (COX)	Administration	Office Administration	1864500 · TC - Phone	Tourism Organizational Support	28.44
Verizon Wireless	Bill	12/04/2020	9868457023- TC	Nov 20 - CELL PHONE	Administration	Office Administration	1864500 · TC - Phone	Tourism Organizational Support	601.25
Verizon Wireless	Bill	01/04/2021	9870575579- TC	Dec 20 - CELL PHONE	Administration	Office Administration	1864500 · TC - Phone	Tourism Organizational Support	818.70
Verizon Wireless	Bill	02/04/2021	9872688202	JAN 21 - CELL PHONE	Administration	Office Administration	1864500 · TC - Phone	Tourism Organizational Support	821.88
Greater Williamsburg Chamber & Tourism A	Bill	02/28/2021	1453	Phone (COX)	Administration	Office Administration	1864500 · TC - Phone	Tourism Organizational Support	30.26
Verizon Wireless	Bill	03/04/2021	9874807898	FEB 2021 - CELL PHONE	Administration	Office Administration	1864500 · TC - Phone	Tourism Organizational Support	813.02
Greater Williamsburg Chamber & Tourism A	Bill	03/05/2021	1373	Phone (COX)	Administration	Office Administration	1864500 · TC - Phone	Tourism Organizational Support	28.44
Greater Williamsburg Chamber & Tourism A	Bill	03/05/2021	1423	Phone (COX)	Administration	Office Administration	1864500 · TC - Phone	Tourism Organizational Support	30.26
Verizon Wireless	Bill	04/26/2021	9876958837	MAR 2021 - CELL PHONE	Administration	Office Administration	1864500 · TC - Phone	Tourism Organizational Support	813.34

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Verizon Wireless	Bill	05/04/2021	9879095939	APR 2021 - CELL PHONE	Administration	Office Administration	1864500 · TC - Phone	Tourism Organizational Support	822.45
Verizon Wireless	Bill	05/31/2021	9881244512	MAY 2021 - CELL PHONE	Administration	Office Administration	1864500 · TC - Phone	Tourism Organizational Support	813.58
Greater Williamsburg Chamber & Tourism A	Bill	06/07/2021	1509	Phone (COX)	Administration	Office Administration	1864500 · TC - Phone	Tourism Organizational Support	30.26
Greater Williamsburg Chamber & Tourism A	Bill	06/07/2021	1511	Phone (COX)	Administration	Office Administration	1864500 · TC - Phone	Tourism Organizational Support	30.88
Greater Williamsburg Chamber & Tourism A	Bill	06/30/2021	1514	Phone (COX)	Administration	Office Administration	1864500 · TC - Phone	Tourism Organizational Support	30.88
Greater Williamsburg Chamber & Tourism A	General Journal	06/30/2021	AP_EXP_AC3	WCC 4595	Administration	Office Administration	1864500 · TC - Phone	Tourism Organizational Support	30.88
LiveWire Business Solutions LLC	Bill	08/01/2020	3642	IT System Maintenance & Support	Administration	Office Administration	1864600 · TC - Online Service	Tourism Organizational Support	789.84
LiveWire Business Solutions LLC	Bill	08/01/2020	3584	IT Support / Maintenance	Administration	Office Administration	1864600 · TC - Online Service	Tourism Organizational Support	789.84
LiveWire Business Solutions LLC	Bill	08/01/2020	3613	IT Support / Maintenance	Administration	Office Administration	1864600 · TC - Online Service	Tourism Organizational Support	789.84
LiveWire Business Solutions LLC	Bill	08/01/2020	3526	IP Phone Services / Mgmt	Administration	Office Administration	1864600 · TC - Online Service	Tourism Organizational Support	322.50
LiveWire Business Solutions LLC	Bill	08/01/2020	3562	IP Phone Services / Mgmt	Administration	Office Administration	1864600 · TC - Online Service	Tourism Organizational Support	322.50
LiveWire Business Solutions LLC	Bill	08/01/2020	3591	IP Phone Services / Mgmt	Administration	Office Administration	1864600 · TC - Online Service	Tourism Organizational Support	322.50
LiveWire Business Solutions LLC	Bill	08/01/2020	3620	IP Phone Services / Mgmt	Administration	Office Administration	1864600 · TC - Online Service	Tourism Organizational Support	322.50
LiveWire Business Solutions LLC	Bill	08/01/2020	3651	IP Phone Services / Mgmt	Administration	Office Administration	1864600 · TC - Online Service	Tourism Organizational Support	322.50
LiveWire Business Solutions LLC	Bill	09/01/2020	3676	SEP - IT System Maintenance & Support	Administration	Office Administration	1864600 · TC - Online Service	Tourism Organizational Support	789.84
Greater Williamsburg Chamber & Tourism A	Bill	09/01/2020	JUL2020	JUL 20 REIMB: Internet (COX)	Administration	Office Administration	1864600 · TC - Online Service	Tourism Organizational Support	261.00
Greater Williamsburg Chamber & Tourism A	Bill	09/01/2020	AUG2020	AUG 20 REIMB: Internet (COX)	Administration	Office Administration	1864600 · TC - Online Service	Tourism Organizational Support	261.00
LiveWire Business Solutions LLC	Bill	09/01/2020	3682	IP Phone Services / Mgmt	Administration	Office Administration	1864600 · TC - Online Service	Tourism Organizational Support	322.50
Greater Williamsburg Chamber & Tourism A	Bill	09/30/2020	SEP2020	Internet (COX)	Administration	Office Administration	1864600 · TC - Online Service	Tourism Organizational Support	260.99
LiveWire Business Solutions LLC	Bill	10/01/2020	3708	OCT - IT System Maintenance & Support	Administration	Office Administration	1864600 · TC - Online Service	Tourism Organizational Support	789.84
LiveWire Business Solutions LLC	Bill	10/01/2020	3716	IP Phone Services / Mgmt	Administration	Office Administration	1864600 · TC - Online Service	Tourism Organizational Support	322.50
Greater Williamsburg Chamber & Tourism A	Bill	10/31/2020	OCT2020	Internet (COX)	Administration	Office Administration	1864600 · TC - Online Service	Tourism Organizational Support	260.99
LiveWire Business Solutions LLC	Bill	11/01/2020	3745	IT Support Services	Administration	Office Administration	1864600 · TC - Online Service	Tourism Organizational Support	789.84
LiveWire Business Solutions LLC	Bill	11/01/2020	3750	IP Phone Services / Mgmt	Administration	Office Administration	1864600 · TC - Online Service	Tourism Organizational Support	322.50
LiveWire Business Solutions LLC	Bill	11/20/2020	3766	IT Consulting - Miranda system setup	Administration	Office Administration	1864600 · TC - Online Service	Tourism Organizational Support	150.00
Greater Williamsburg Chamber & Tourism A	Bill	11/30/2020	NOV2020	Internet (COX)	Administration	Office Administration	1864600 · TC - Online Service	Tourism Organizational Support	260.99
LiveWire Business Solutions LLC	Bill	12/01/2020	3781	IP Phone Services / Mgmt	Administration	Office Administration	1864600 · TC - Online Service	Tourism Organizational Support	322.50
LiveWire Business Solutions LLC	Bill	12/01/2020	3773	IT System Maintenance & Support	Administration	Office Administration	1864600 · TC - Online Service	Tourism Organizational Support	789.84
LiveWire Business Solutions LLC	Bill	01/01/2021	3812	IT System Maintenance & Support	Administration	Office Administration	1864600 · TC - Online Service	Tourism Organizational Support	824.83
LiveWire Business Solutions LLC	Bill	01/01/2021	3825	IP Phone Services / Mgmt	Administration	Office Administration	1864600 · TC - Online Service	Tourism Organizational Support	322.50
Chesapeake Bank	Bill	01/01/2021	JL-GRAMMARLY	ANNUAL 3 SEAT SUBSCRIPTION GRAMMARLY - J O'NEIL / D	Administration	Office Administration	1864600 · TC - Online Service	Tourism Organizational Support	450.00
LiveWire Business Solutions LLC	Bill	02/01/2021	3850	IT System Maintenance & Support	Administration	Office Administration	1864600 · TC - Online Service	Tourism Organizational Support	824.83
LiveWire Business Solutions LLC	Bill	02/01/2021	3861	IP Phone Services / Mgmt	Administration	Office Administration	1864600 · TC - Online Service	Tourism Organizational Support	322.50
Chesapeake Bank	Bill	02/01/2021	JL-APSTYLEBOOK	ONLINE SUBSCRIPTION - J O'NEIL / JOEY / MIRANDA	Administration	Office Administration	1864600 · TC - Online Service	Tourism Organizational Support	44.79
Greater Williamsburg Chamber & Tourism A	Bill	02/28/2021	1453	Internet (COX)	Administration	Office Administration	1864600 · TC - Online Service	Tourism Organizational Support	260.99
LiveWire Business Solutions LLC	Bill	03/01/2021	3883	IT System Maintenance & Support	Administration	Office Administration	1864600 · TC - Online Service	Tourism Organizational Support	824.83
LiveWire Business Solutions LLC	Bill	03/01/2021	3891	IP Phone Services / Mgmt	Administration	Office Administration	1864600 · TC - Online Service	Tourism Organizational Support	322.50
Greater Williamsburg Chamber & Tourism A	Bill	03/05/2021	1373	Internet (COX)	Administration	Office Administration	1864600 · TC - Online Service	Tourism Organizational Support	260.99
Greater Williamsburg Chamber & Tourism A	Bill	03/05/2021	1423	Internet (COX)	Administration	Office Administration	1864600 · TC - Online Service	Tourism Organizational Support	260.99
Chesapeake Bank	Credit	03/19/2021	JL-GRAMMARLY	Grammarly Refund Annual Subscription	Administration	Office Administration	1864600 · TC - Online Service	Tourism Organizational Support	-450.00
LiveWire Business Solutions LLC	Bill	04/01/2021	3924	IP Phone Services / Mgmt	Administration	Office Administration	1864600 · TC - Online Service	Tourism Organizational Support	322.50
LiveWire Business Solutions LLC	Bill	05/01/2021	3948	IT System Maintenance & Support	Administration	Office Administration	1864600 · TC - Online Service	Tourism Organizational Support	824.83
LiveWire Business Solutions LLC	Bill	06/01/2021	3982	IT System Maintenance & Support	Administration	Office Administration	1864600 · TC - Online Service	Tourism Organizational Support	824.83
LiveWire Business Solutions LLC	Bill	06/01/2021	3987	IP Phone Services / Mgmt	Administration	Office Administration	1864600 · TC - Online Service	Tourism Organizational Support	322.50
Greater Williamsburg Chamber & Tourism A	Bill	06/07/2021	1509	Internet (COX)	Administration	Office Administration	1864600 · TC - Online Service	Tourism Organizational Support	260.99
Greater Williamsburg Chamber & Tourism A	Bill	06/07/2021	1511	Internet (COX)	Administration	Office Administration	1864600 · TC - Online Service	Tourism Organizational Support	260.99
Greater Williamsburg Chamber & Tourism A	Bill	06/30/2021	1514	Internet (COX)	Administration	Office Administration	1864600 · TC - Online Service	Tourism Organizational Support	260.99
LiveWire Business Solutions LLC	General Journal	06/30/2021	AP_EXP_AC3	LiveWire 3959	Administration	Office Administration	1864600 · TC - Online Service	Tourism Organizational Support	322.50
Greater Williamsburg Chamber & Tourism A	General Journal	06/30/2021	AP_EXP_AC3	WCC 4595	Administration	Office Administration	1864600 · TC - Online Service	Tourism Organizational Support	260.99
Diamond Springs	Bill	08/02/2020	206505 - TC	July 20 - KITCHEN WATER FILTRATION	Administration	Office Administration	1864700 · TC - Equipment Rental	Tourism Organizational Support	31.32
Diamond Springs	Bill	08/07/2020	323280 - TC	August 20 - KITCHEN WATER FILTRATION	Administration	Office Administration	1864700 · TC - Equipment Rental	Tourism Organizational Support	31.32
Greater Williamsburg Chamber & Tourism A	Bill	09/01/2020	JUL2020	JUL 20 REIMB: Photocopier Lease (Quadient)	Administration	Office Administration	1864700 · TC - Equipment Rental	Tourism Organizational Support	784.18
Diamond Springs	Bill	09/04/2020	438574 - TC	KITCHEN WATER FILTRATION	Administration	Office Administration	1864700 · TC - Equipment Rental	Tourism Organizational Support	31.32
Greater Williamsburg Chamber & Tourism A	Bill	09/30/2020	SEP2020	Photocopier Lease	Administration	Office Administration	1864700 · TC - Equipment Rental	Tourism Organizational Support	784.18
Diamond Springs	Bill	10/09/2020	564632 - TC	KITCHEN WATER FILTRATION	Administration	Office Administration	1864700 · TC - Equipment Rental	Tourism Organizational Support	31.53
Diamond Springs	Bill	11/06/2020	665964 - TC	KITCHEN WATER FILTRATION	Administration	Office Administration	1864700 · TC - Equipment Rental	Tourism Organizational Support	31.53

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Diamond Springs	Bill	12/04/2020	750704 - TC	KITCHEN WATER FILTRATION	Administration	Office Administration	1864700 - TC - Equipment Rental	Tourism Organizational Support	31.53
Diamond Springs	Bill	01/15/2021	863149 - TC	KITCHEN WATER FILTRATION	Administration	Office Administration	1864700 - TC - Equipment Rental	Tourism Organizational Support	31.53
Greater Williamsburg Chamber & Tourism A	Bill	03/05/2021	1373	Cobb Late Fee - Copier	Administration	Office Administration	1864700 - TC - Equipment Rental	Tourism Organizational Support	55.22
Greater Williamsburg Chamber & Tourism A	Bill	03/05/2021	1373	Quadiant Leasing (Postage Machine)	Administration	Office Administration	1864700 - TC - Equipment Rental	Tourism Organizational Support	784.18
Greater Williamsburg Chamber & Tourism A	Bill	03/05/2021	1423	Postage Machine (Property Tax)	Administration	Office Administration	1864700 - TC - Equipment Rental	Tourism Organizational Support	96.71
Greater Williamsburg Chamber & Tourism A	Bill	06/07/2021	1509	Quadiant Leasing (Postage Machine)	Administration	Office Administration	1864700 - TC - Equipment Rental	Tourism Organizational Support	784.18
Cobb	General Journal	04/01/2021	LEASE_EXP	Canon photocopier Lease	Administration	Office Administration	1864900 - Interest Expense	Tourism Organizational Support	41.75
Cobb	General Journal	05/01/2021	LEASE_EXP	Canon photocopier Lease	Administration	Office Administration	1864900 - Interest Expense	Tourism Organizational Support	41.15
Cobb	General Journal	06/01/2021	LEASE_EXP	Canon photocopier Lease	Administration	Office Administration	1864900 - Interest Expense	Tourism Organizational Support	40.45
Chesapeake Bank	Bill	01/22/2021	VC-INDEED	EMPLOYEE RECRUITING (INDEED)	Administration	Office Administration	1868000 - TC - Recruiting	Tourism Organizational Support	500.25
Chesapeake Bank	Bill	02/01/2021	VC-INDEED	EMPLOYEE RECRUITING (INDEED)	Administration	Office Administration	1868000 - TC - Recruiting	Tourism Organizational Support	219.75
Chesapeake Bank	Bill	04/01/2021	VC-INDEED	EMPLOYEE RECRUITING (INDEED)	Administration	Office Administration	1868000 - TC - Recruiting	Tourism Organizational Support	508.96
Chesapeake Bank	Bill	04/02/2021	VC-INDEED	EMPLOYEE RECRUITING (INDEED)	Administration	Office Administration	1868000 - TC - Recruiting	Tourism Organizational Support	54.63
Chesapeake Bank	Bill	05/03/2021	VC-INDEED	EMPLOYEE RECRUITING (INDEED)	Administration	Office Administration	1868000 - TC - Recruiting	Tourism Organizational Support	306.41
Chesapeake Bank	Bill	05/24/2021	VC-INDEED	EMPLOYEE RECRUITING (INDEED)	Administration	Office Administration	1868000 - TC - Recruiting	Tourism Organizational Support	500.99
Chesapeake Bank	Bill	06/03/2021	VC-INDEED	EMPLOYEE RECRUITING (INDEED)	Administration	Office Administration	1868000 - TC - Recruiting	Tourism Organizational Support	302.92
	General Journal	07/31/2020	TC_DEPR_EXP	TC Assets - JUL	Administration	Office Administration	1872000 - TC - Depreciation Expense	Tourism Organizational Support	120.86
	General Journal	08/31/2020	TC_DEPR_EXP	TC Assets - AUG	Administration	Office Administration	1872000 - TC - Depreciation Expense	Tourism Organizational Support	120.86
	General Journal	09/30/2020	TC_DEPR_EXP	TC Assets - AUG	Administration	Office Administration	1872000 - TC - Depreciation Expense	Tourism Organizational Support	120.86
	General Journal	10/31/2020	TC_DEPR_EXP	TC Assets	Administration	Office Administration	1872000 - TC - Depreciation Expense	Tourism Organizational Support	120.86
	General Journal	11/30/2020	TC_DEPR_EXP	TC Assets	Administration	Office Administration	1872000 - TC - Depreciation Expense	Tourism Organizational Support	120.86
	General Journal	02/28/2021	TC-DEPR	TC Assets - Depr Exp - Dec 2020	Administration	Office Administration	1872000 - TC - Depreciation Expense	Tourism Organizational Support	120.86
	General Journal	02/28/2021	TC-DEPR	TC Assets - Depr Exp - Jan 2021	Administration	Office Administration	1872000 - TC - Depreciation Expense	Tourism Organizational Support	120.86
	General Journal	02/28/2021	TC-DEPR	TC Assets - Depr Exp - Feb 2021	Administration	Office Administration	1872000 - TC - Depreciation Expense	Tourism Organizational Support	120.86
	General Journal	03/31/2021	TC-DEPR	TC Assets Depreciation Exp - March 2021	Administration	Office Administration	1872000 - TC - Depreciation Expense	Tourism Organizational Support	120.86
	General Journal	06/30/2021	TC-DEPR	TC Assets Depreciation Exp - June 2021	Administration	Office Administration	1872000 - TC - Depreciation Expense	Tourism Organizational Support	120.86
	General Journal	06/30/2021	TC-DEPR	TC Assets Depreciation Exp - 2021 True-up	Administration	Office Administration	1872000 - TC - Depreciation Expense	Tourism Organizational Support	22.75
Cobb	General Journal	04/01/2021	LEASE_EXP	Canon photocopier	Administration	Office Administration	1872010 - TC-Depreciation Exp (Leased)	Tourism Organizational Support	278.31
Cobb	General Journal	05/01/2021	LEASE_EXP	Canon photocopier	Administration	Office Administration	1872010 - TC-Depreciation Exp (Leased)	Tourism Organizational Support	278.31
Cobb	General Journal	06/01/2021	LEASE_EXP	Canon photocopier	Administration	Office Administration	1872010 - TC-Depreciation Exp (Leased)	Tourism Organizational Support	278.31
Connelly Partners	Bill	07/10/2020	33567	Monthly Agency Fee - July	Destination Marketing	Destination Marketing	1769200 - AA - Account Mgt	Destination Mkt	180,631.53
Connelly Partners	Bill	08/10/2020	33789	August - Monthly Agency Fee	Destination Marketing	Destination Marketing	1769200 - AA - Account Mgt	Destination Mkt	180,631.53
Connelly Partners	Bill	09/10/2020	33921	Agency Fee - September	Destination Marketing	Destination Marketing	1769200 - AA - Account Mgt	Destination Mkt	180,631.53
Connelly Partners	Bill	10/31/2020	34226	Agency Fee - October	Destination Marketing	Destination Marketing	1769200 - AA - Account Mgt	Destination Mkt	180,631.53
Connelly Partners	Bill	12/10/2020	34411	Agency Fee - November	Destination Marketing	Destination Marketing	1769200 - AA - Account Mgt	Destination Mkt	180,631.53
Connelly Partners	Bill	12/31/2020	34411-A	Agency Fee - December	Destination Marketing	Destination Marketing	1769200 - AA - Account Mgt	Destination Mkt	180,631.53
Connelly Partners	Bill	01/08/2021	34598	Agency Fee - January	Destination Marketing	Destination Marketing	1769200 - AA - Account Mgt	Destination Mkt	145,052.83
Connelly Partners	Bill	02/10/2021	34830	Agency Fee - February	Destination Marketing	Destination Marketing	1769200 - AA - Account Mgt	Destination Mkt	145,052.83
Connelly Partners	Bill	03/09/2021	35012	Agency Fee - March	Destination Marketing	Destination Marketing	1769200 - AA - Account Mgt	Destination Mkt	145,052.83
Connelly Partners	Bill	04/08/2021	35180	Agency Fee - April	Destination Marketing	Destination Marketing	1769200 - AA - Account Mgt	Destination Mkt	145,052.83
Connelly Partners	Bill	05/07/2021	35376	Agency Fee - May	Destination Marketing	Destination Marketing	1769200 - AA - Account Mgt	Destination Mkt	145,052.83
Connelly Partners	Bill	06/09/2021	35515	Agency Fee - May	Destination Marketing	Destination Marketing	1769200 - AA - Account Mgt	Destination Mkt	145,052.83
Connelly Partners	General Journal	07/01/2020	ACCR_EXP-CR	CP Invoice 33572 (June Activity)	Destination Marketing	Destination Marketing	1769200 - AA - Creative	Destination Mkt	-9,225.00
Connelly Partners	Bill	07/10/2020	33572	Summer Campaign Editorial Services	Destination Marketing	Destination Marketing	1769200 - AA - Creative	Destination Mkt	9,225.00
Connelly Partners	Bill	12/31/2020	34602	FY20 Misc Marketing Requests	Destination Marketing	Destination Marketing	1769200 - AA - Creative	Destination Mkt	733.13
Connelly Partners	Bill	06/09/2021	35519	Spring Break Creative	Destination Marketing	Destination Marketing	1769200 - AA - Creative	Destination Mkt	637.50
Connelly Partners	Bill	03/09/2021	35036	Entrada - Analytics	Destination Marketing	Destination Marketing	1769200 - AA - Strategy/Planning/Analytic	Destination Mkt	31,250.00
Connelly Partners	Bill	06/09/2021	35532	Measurement Contracts Media Campaign Monitoring	Destination Marketing	Destination Marketing	1769200 - AA - Strategy/Planning/Analytic	Destination Mkt	46,250.00
Connelly Partners	Bill	06/09/2021	35528	J Norwood Lodging Charges - Feb 1 to May 25	Destination Marketing	Destination Marketing	1769200 - AA - Travel (Staff & Agency)	Destination Mkt	8,702.02
Bluegrass Integrated Communications	Bill	08/04/2020	182199	Brochure Storage	Destination Marketing	Destination Marketing	1766030 - IF - Collateral	Destination Mkt	129.50
Bluegrass Integrated Communications	Bill	08/26/2020	182603	July Visitor Guide fulfillment	Destination Marketing	Destination Marketing	1766030 - IF - Collateral	Destination Mkt	714.70
Bluegrass Integrated Communications	Bill	09/01/2020	182858	Brochure Storage	Destination Marketing	Destination Marketing	1766030 - IF - Collateral	Destination Mkt	129.50
Bluegrass Integrated Communications	Bill	12/01/2020	184647	Brochure Storage	Destination Marketing	Destination Marketing	1766030 - IF - Collateral	Destination Mkt	129.50
Bluegrass Integrated Communications	Bill	04/08/2021	186627	Booklet Envelopes	Destination Marketing	Destination Marketing	1766030 - IF - Envelopes	Destination Mkt	343.45
Bluegrass Integrated Communications	Bill	08/04/2020	182199	Data File Management	Destination Marketing	Destination Marketing	1766030 - IF - Postage	Destination Mkt	35.00
Bluegrass Integrated Communications	Bill	08/04/2020	182199	Bulk Shipments Fulfillment	Destination Marketing	Destination Marketing	1766030 - IF - Postage	Destination Mkt	31.50

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Bluegrass Integrated Communications	Bill	04/08/2021	186282	Postage	Destination Marketing	Destination Marketing	1766030 - IF - Postage	Destination Mkt	465.00
United Parcel Service	Bill	04/10/2021	200641151	Brochure Distribution	Destination Marketing	Destination Marketing	1766030 - IF - Postage	Destination Mkt	19.14
United Parcel Service	Bill	04/17/2021	200641161	Brochure Distribution	Destination Marketing	Destination Marketing	1766030 - IF - Postage	Destination Mkt	19.03
United Parcel Service	Bill	04/24/2021	200641171	Brochure Distribution	Destination Marketing	Destination Marketing	1766030 - IF - Postage	Destination Mkt	301.44
United Parcel Service	Bill	05/01/2021	200641181	Brochure Distribution	Destination Marketing	Destination Marketing	1766030 - IF - Postage	Destination Mkt	17.63
United Parcel Service	Bill	05/08/2021	200641191	Brochure Distribution	Destination Marketing	Destination Marketing	1766030 - IF - Postage	Destination Mkt	79.06
Bluegrass Integrated Communications	Bill	05/13/2021	187014	Data File Management	Destination Marketing	Destination Marketing	1766030 - IF - Postage	Destination Mkt	35.00
Bluegrass Integrated Communications	Bill	05/13/2021	187014	Prep USPS Addresses	Destination Marketing	Destination Marketing	1766030 - IF - Postage	Destination Mkt	84.10
Bluegrass Integrated Communications	Bill	05/13/2021	187014	Hand Assembly	Destination Marketing	Destination Marketing	1766030 - IF - Postage	Destination Mkt	504.60
Bluegrass Integrated Communications	Bill	05/13/2021	187014	Postage	Destination Marketing	Destination Marketing	1766030 - IF - Postage	Destination Mkt	834.11
Bluegrass Integrated Communications	Bill	05/14/2021	186962	Data File Management	Destination Marketing	Destination Marketing	1766030 - IF - Postage	Destination Mkt	17.50
Bluegrass Integrated Communications	Bill	05/14/2021	186962	Client Storage	Destination Marketing	Destination Marketing	1766030 - IF - Postage	Destination Mkt	129.50
Bluegrass Integrated Communications	Bill	05/14/2021	186962	Fulfillment	Destination Marketing	Destination Marketing	1766030 - IF - Postage	Destination Mkt	35.00
United Parcel Service	Bill	05/15/2021	200641201	Brochure Distribution	Destination Marketing	Destination Marketing	1766030 - IF - Postage	Destination Mkt	46.70
United Parcel Service	Bill	05/22/2021	200641211	Brochure Distribution	Destination Marketing	Destination Marketing	1766030 - IF - Postage	Destination Mkt	33.54
United Parcel Service	Bill	05/29/2021	200641221	Brochure Distribution	Destination Marketing	Destination Marketing	1766030 - IF - Postage	Destination Mkt	16.51
Bluegrass Integrated Communications	Bill	06/05/2021	187571	Data File Management	Destination Marketing	Destination Marketing	1766030 - IF - Postage	Destination Mkt	17.50
Bluegrass Integrated Communications	Bill	06/05/2021	187571	Client Storage	Destination Marketing	Destination Marketing	1766030 - IF - Postage	Destination Mkt	129.50
Bluegrass Integrated Communications	Bill	06/05/2021	187571	Fulfillment	Destination Marketing	Destination Marketing	1766030 - IF - Postage	Destination Mkt	10.50
United Parcel Service	Bill	06/05/2021	200641231	Brochure Distribution	Destination Marketing	Destination Marketing	1766030 - IF - Postage	Destination Mkt	4.74
Bluegrass Integrated Communications	Bill	06/08/2021	187544	Data File Management	Destination Marketing	Destination Marketing	1766030 - IF - Postage	Destination Mkt	35.00
Bluegrass Integrated Communications	Bill	06/08/2021	187544	Prep USPS Addresses	Destination Marketing	Destination Marketing	1766030 - IF - Postage	Destination Mkt	63.10
Bluegrass Integrated Communications	Bill	06/08/2021	187544	Hand Assembly	Destination Marketing	Destination Marketing	1766030 - IF - Postage	Destination Mkt	378.60
Bluegrass Integrated Communications	Bill	06/08/2021	187544	Postage	Destination Marketing	Destination Marketing	1766030 - IF - Postage	Destination Mkt	625.83
United Parcel Service	Bill	06/12/2021	200641241	Brochure Distribution	Destination Marketing	Destination Marketing	1766030 - IF - Postage	Destination Mkt	2.80
United Parcel Service	Bill	06/19/2021	200641251	Brochure Distribution	Destination Marketing	Destination Marketing	1766030 - IF - Postage	Destination Mkt	2.01
Bluegrass Integrated Communications	Bill	06/30/2021	188115	Data File Management	Destination Marketing	Destination Marketing	1766030 - IF - Postage	Destination Mkt	17.50
Bluegrass Integrated Communications	Bill	06/30/2021	188115	Client Storage	Destination Marketing	Destination Marketing	1766030 - IF - Postage	Destination Mkt	129.50
Bluegrass Integrated Communications	Bill	06/30/2021	188115	Fulfillment	Destination Marketing	Destination Marketing	1766030 - IF - Postage	Destination Mkt	24.50
Bluegrass Integrated Communications	Bill	06/30/2021	188115	Postage	Destination Marketing	Destination Marketing	1766030 - IF - Postage	Destination Mkt	360.29
Miles Marketing Destinations	Bill	07/31/2020	41061	DE Maintenance July	Destination Marketing	Destination Marketing	1764600 - Online - Annual Maintenance	Destination Mkt	810.00
Miles Marketing Destinations	Bill	08/31/2020	41710	DE Maintenance August	Destination Marketing	Destination Marketing	1764600 - Online - Annual Maintenance	Destination Mkt	810.00
Miles Marketing Destinations	Bill	09/30/2020	42608	DE Maintenance September	Destination Marketing	Destination Marketing	1764600 - Online - Annual Maintenance	Destination Mkt	810.00
Miles Marketing Destinations	Bill	10/31/2020	43561	DE Maintenance October	Destination Marketing	Destination Marketing	1764600 - Online - Annual Maintenance	Destination Mkt	810.00
Miles Marketing Destinations	Bill	11/30/2020	44460	DE Maintenance October	Destination Marketing	Destination Marketing	1764600 - Online - Annual Maintenance	Destination Mkt	810.00
Miles Marketing Destinations	Bill	12/31/2020	45831	DE Maintenance	Destination Marketing	Destination Marketing	1764600 - Online - Annual Maintenance	Destination Mkt	810.00
Connelly Partners	Bill	07/09/2020	33526	Blog Development - Planned live July 2020	Destination Marketing	Destination Marketing	1764600 - Online - Development & Design	Destination Mkt	5,000.00
Connelly Partners	Bill	07/10/2020	33568	Organic Social Content Development	Destination Marketing	Destination Marketing	1764600 - Online - Development & Design	Destination Mkt	2,000.00
Connelly Partners	Bill	07/10/2020	33569	FY20 Website - July Agency Fee - Redevelopment	Destination Marketing	Destination Marketing	1764600 - Online - Development & Design	Destination Mkt	25,000.00
Connelly Partners	Bill	07/10/2020	33574	Website Development - COVID-19 Portal	Destination Marketing	Destination Marketing	1764600 - Online - Development & Design	Destination Mkt	7,331.25
Connelly Partners	Bill	08/10/2020	33790	FY20 Website - August Agency Fee - Redesign & Redevelopment	Destination Marketing	Destination Marketing	1764600 - Online - Development & Design	Destination Mkt	25,000.00
Connelly Partners	Bill	09/10/2020	33923	Website Redesign and Development - Sept Agency Fee	Destination Marketing	Destination Marketing	1764600 - Online - Development & Design	Destination Mkt	25,000.00
Connelly Partners	Bill	09/10/2020	33922	Website Development	Destination Marketing	Destination Marketing	1764600 - Online - Development & Design	Destination Mkt	20,000.00
Connelly Partners	Bill	09/10/2020	33936	Web Development	Destination Marketing	Destination Marketing	1764600 - Online - Development & Design	Destination Mkt	1,200.00
Connelly Partners	Bill	09/10/2020	33925	Web Development	Destination Marketing	Destination Marketing	1764600 - Online - Development & Design	Destination Mkt	562.00
Connelly Partners	Bill	10/31/2020	34227	Web Development - October	Destination Marketing	Destination Marketing	1764600 - Online - Development & Design	Destination Mkt	2,400.00
Connelly Partners	Bill	11/09/2020	34228	Web Development - November	Destination Marketing	Destination Marketing	1764600 - Online - Development & Design	Destination Mkt	2,400.00
Connelly Partners	General Journal	11/30/2020	TC_EXP_ACC	November Expense paid in December	Destination Marketing	Destination Marketing	1764600 - Online - Development & Design	Destination Mkt	2,400.00
Connelly Partners	General Journal	12/01/2020	TC_EXP_ACCR	November Expense paid in December	Destination Marketing	Destination Marketing	1764600 - Online - Development & Design	Destination Mkt	-2,400.00
Connelly Partners	Bill	12/10/2020	34412	Web Development - November	Destination Marketing	Destination Marketing	1764600 - Online - Development & Design	Destination Mkt	2,400.00
Connelly Partners	Bill	12/31/2020	34600	Web Development	Destination Marketing	Destination Marketing	1764600 - Online - Development & Design	Destination Mkt	2,400.00
Connelly Partners	Bill	12/31/2020	34604	FY20 Fall Campaign Creative	Destination Marketing	Destination Marketing	1764600 - Online - Development & Design	Destination Mkt	285.00
Connelly Partners	Bill	01/03/2021	34088	FY 20 Website Agency Fee - Redesign and Development	Destination Marketing	Destination Marketing	1764600 - Online - Development & Design	Destination Mkt	25,000.00
Connelly Partners	Bill	02/10/2021	34831	Web Development	Destination Marketing	Destination Marketing	1764600 - Online - Development & Design	Destination Mkt	2,400.00
Connelly Partners	Bill	03/09/2021	35016	Web Development	Destination Marketing	Destination Marketing	1764600 - Online - Development & Design	Destination Mkt	2,400.00
Connelly Partners	Bill	04/08/2021	35188	Web Development	Destination Marketing	Destination Marketing	1764600 - Online - Development & Design	Destination Mkt	2,400.00

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Connelly Partners	Bill	05/07/2021	35381	Website Agency Fee - Redesign (May)	Destination Marketing	Destination Marketing	1764600 - Online - Development & Design	Destination Mkt	2,400.00
Connelly Partners	Bill	05/07/2021	5392	Email template development for spring break creative	Destination Marketing	Destination Marketing	1764600 - Online - Development & Design	Destination Mkt	387.00
Connelly Partners	Bill	05/07/2021	35394	CRM Implementation	Destination Marketing	Destination Marketing	1764600 - Online - Development & Design	Destination Mkt	5,000.00
Connelly Partners	Bill	06/09/2021	35529	Web Development	Destination Marketing	Destination Marketing	1764600 - Online - Development & Design	Destination Mkt	2,400.00
Connelly Partners	General Journal	06/30/2021	AP_EXP_ACC	Connelly Inv 35642	Destination Marketing	Destination Marketing	1764600 - Online - Development & Design	Destination Mkt	6,000.00
Connelly Partners	General Journal	07/01/2020	ACCR_EXP-CR	CP Invoice 33570 (June Activity)	Destination Marketing	Destination Marketing	1764600 - Online -Hosting	Destination Mkt	-919.29
Connelly Partners	Bill	07/10/2020	33570	FY20 Website - June Migration, Hosting, Licensing	Destination Marketing	Destination Marketing	1764600 - Online -Hosting	Destination Mkt	919.29
Miles Marketing Destinations	Bill	07/31/2020	41061	DE Hosting July	Destination Marketing	Destination Marketing	1764600 - Online -Hosting	Destination Mkt	450.00
Connelly Partners	Bill	08/10/2020	33804	FY20 Website - Hosting & OOP Costs	Destination Marketing	Destination Marketing	1764600 - Online -Hosting	Destination Mkt	484.69
Miles Marketing Destinations	Bill	08/31/2020	41710	DE Hosting August	Destination Marketing	Destination Marketing	1764600 - Online -Hosting	Destination Mkt	450.00
Connelly Partners	Bill	09/10/2020	33924	Website Migration, Hosting, Licensing	Destination Marketing	Destination Marketing	1764600 - Online -Hosting	Destination Mkt	1,631.14
Miles Marketing Destinations	Bill	09/30/2020	42608	DE Hosting September	Destination Marketing	Destination Marketing	1764600 - Online -Hosting	Destination Mkt	450.00
Miles Marketing Destinations	Bill	10/31/2020	43561	DE Hosting October	Destination Marketing	Destination Marketing	1764600 - Online -Hosting	Destination Mkt	450.00
Connelly Partners	Bill	10/31/2020	34229	Website Migration, Hosting, Licensing	Destination Marketing	Destination Marketing	1764600 - Online -Hosting	Destination Mkt	2,361.67
Miles Marketing Destinations	Bill	11/30/2020	44460	DE Hosting October	Destination Marketing	Destination Marketing	1764600 - Online -Hosting	Destination Mkt	450.00
Connelly Partners	General Journal	11/30/2020	TC_EXP_ACC	November Expense paid in December	Destination Marketing	Destination Marketing	1764600 - Online -Hosting	Destination Mkt	7,425.31
Connelly Partners	General Journal	12/01/2020	TC_EXP_ACCR	November Expense paid in December	Destination Marketing	Destination Marketing	1764600 - Online -Hosting	Destination Mkt	-7,425.31
Connelly Partners	Bill	12/10/2020	34413	Website Migration, Hosting, Licensing	Destination Marketing	Destination Marketing	1764600 - Online -Hosting	Destination Mkt	7,425.31
Miles Marketing Destinations	Bill	12/31/2020	45831	DE Hosting	Destination Marketing	Destination Marketing	1764600 - Online -Hosting	Destination Mkt	450.00
Connelly Partners	Bill	12/31/2020	34601	FY20 Website - OOP Costs - Migration, Hosting, Licensing	Destination Marketing	Destination Marketing	1764600 - Online -Hosting	Destination Mkt	1,175.31
Connelly Partners	Bill	02/10/2021	34832	FY20 Website - OOP Costs - Migration, Hosting, Licensing	Destination Marketing	Destination Marketing	1764600 - Online -Hosting	Destination Mkt	1,175.31
Connelly Partners	Bill	02/10/2021	34835	Image Relay Contract - Digital Asset Management (DAM) platfor	Destination Marketing	Destination Marketing	1764600 - Online -Hosting	Destination Mkt	6,000.00
Connelly Partners	Bill	03/09/2021	35017	FY20 Website - OOP Costs - Migration, Hosting, Licensing	Destination Marketing	Destination Marketing	1764600 - Online -Hosting	Destination Mkt	1,175.31
Connelly Partners	Bill	04/08/2021	35189	FY20 Website - OOP Costs - Migration, Hosting, Licensing	Destination Marketing	Destination Marketing	1764600 - Online -Hosting	Destination Mkt	1,175.31
Connelly Partners	Bill	05/07/2021	35382	Snap widget and hosting	Destination Marketing	Destination Marketing	1764600 - Online -Hosting	Destination Mkt	1,175.31
Connelly Partners	Bill	06/09/2021	35516	Snap widget and hosting	Destination Marketing	Destination Marketing	1764600 - Online -Hosting	Destination Mkt	1,175.31
Connelly Partners	General Journal	06/30/2021	AP_EXP_ACC	Connelly Inv 35642	Destination Marketing	Destination Marketing	1764600 - Online -Hosting	Destination Mkt	1,175.31
Clean Pix	Bill	08/01/2020	11176	July 2020 - Monthly Service Fee	Destination Marketing	Destination Marketing	1764600 - Online - Support Technologies	Destination Mkt	245.00
Clean Pix	Bill	09/01/2020	11222	August 2020 - Monthly Service Fee	Destination Marketing	Destination Marketing	1764600 - Online - Support Technologies	Destination Mkt	245.00
Clean Pix	Bill	10/01/2020	11266	September 2020 - Monthly Service Fee	Destination Marketing	Destination Marketing	1764600 - Online - Support Technologies	Destination Mkt	245.00
Clean Pix	Bill	11/01/2020	11308	October 2020 - Monthly Service Fee	Destination Marketing	Destination Marketing	1764600 - Online - Support Technologies	Destination Mkt	245.00
Clean Pix	Bill	12/01/2020	11344	November 2020 - Monthly Service Fee	Destination Marketing	Destination Marketing	1764600 - Online - Support Technologies	Destination Mkt	245.00
Clean Pix	Bill	01/02/2021	11412	Monthly service fee - January	Destination Marketing	Destination Marketing	1764600 - Online - Support Technologies	Destination Mkt	245.00
Clean Pix	Bill	03/01/2021	11450	Monthly service fee - February	Destination Marketing	Destination Marketing	1764600 - Online - Support Technologies	Destination Mkt	245.00
Connelly Partners	Bill	03/09/2021	35037	Pro Plus renewal from Travify membership	Destination Marketing	Destination Marketing	1764600 - Online - Support Technologies	Destination Mkt	581.45
Clean Pix	Bill	04/01/2021	11486	Monthly service fee - March	Destination Marketing	Destination Marketing	1764600 - Online - Support Technologies	Destination Mkt	245.00
Clean Pix	Bill	05/01/2021	11520	Monthly service fee - April	Destination Marketing	Destination Marketing	1764600 - Online - Support Technologies	Destination Mkt	245.00
Clean Pix	Bill	06/30/2021	11557	Monthly service fee - May	Destination Marketing	Destination Marketing	1764600 - Online - Support Technologies	Destination Mkt	245.00
Clean Pix	Bill	06/30/2021	11557	Monthly service fee - June	Destination Marketing	Destination Marketing	1764600 - Online - Support Technologies	Destination Mkt	245.00
Connelly Partners	General Journal	07/01/2020	ACCR_EXP-CR	CP Invoice 33577 (June Activity)	Destination Marketing	Destination Marketing	1769100 - PM - Ad Servicing	Destination Mkt	-1,679.04
Connelly Partners	General Journal	07/01/2020	ACCR_EXP-CR	CP Invoice 33571 (March Activity)	Destination Marketing	Destination Marketing	1769100 - PM - Ad Servicing	Destination Mkt	-15,000.00
Connelly Partners	Bill	07/10/2020	33571	Ad Effectiveness Measurement - Arrivalist Co.	Destination Marketing	Destination Marketing	1769100 - PM - Ad Servicing	Destination Mkt	15,000.00
Connelly Partners	Bill	07/10/2020	33577	FY20 Relaunch Campaign - Programmatic Management Fee	Destination Marketing	Destination Marketing	1769100 - PM - Ad Servicing	Destination Mkt	1,679.04
Connelly Partners	General Journal	08/01/2020	ACC_EXP-CPR	CP Invoice 33796 (June Activity) - Paid August	Destination Marketing	Destination Marketing	1769100 - PM - Ad Servicing	Destination Mkt	-1,005.41
Connelly Partners	General Journal	08/01/2020	ACC_EXP-CPR	CP Invoice 33800 (June Activity) - Paid August	Destination Marketing	Destination Marketing	1769100 - PM - Ad Servicing	Destination Mkt	-60.75
Connelly Partners	Bill	08/10/2020	33800	FY20 Relaunch Campaign Programmatic Media - June Media	Destination Marketing	Destination Marketing	1769100 - PM - Ad Servicing	Destination Mkt	60.75
Connelly Partners	Bill	08/10/2020	33796	FY20 Relaunch Campaign Digital Media - June Media	Destination Marketing	Destination Marketing	1769100 - PM - Ad Servicing	Destination Mkt	1,005.41
Connelly Partners	Bill	12/31/2020	34605	FY20 Measurement Contract - Adara	Destination Marketing	Destination Marketing	1769100 - PM - Ad Servicing	Destination Mkt	30,000.00
Connelly Partners	Bill	02/10/2021	34842	FY21 Q1/Q2 Ad-Serving Media (AdSwerve)	Destination Marketing	Destination Marketing	1769100 - PM - Ad Servicing	Destination Mkt	3,592.15
Connelly Partners	Bill	02/10/2021	34846	FY21 Education Campaign Programmatic Media (AdSwerve)	Destination Marketing	Destination Marketing	1769100 - PM - Ad Servicing	Destination Mkt	19,227.15
Connelly Partners	Bill	03/09/2021	35033	FY21 Ad-servings media	Destination Marketing	Destination Marketing	1769100 - PM - Ad Servicing	Destination Mkt	1,322.13
Connelly Partners	Bill	04/08/2021	35192	FY21 Q1/Q2 Ad Serving Media	Destination Marketing	Destination Marketing	1769100 - PM - Ad Servicing	Destination Mkt	976.61
Connelly Partners	Bill	05/07/2021	35379	April Media - AdSwerve	Destination Marketing	Destination Marketing	1769100 - PM - Ad Servicing	Destination Mkt	5,723.34
Connelly Partners	Bill	06/09/2021	35533	Integral Ad Science - April Media	Destination Marketing	Destination Marketing	1769100 - PM - Ad Servicing	Destination Mkt	1,529.95
Connelly Partners	Bill	06/09/2021	35534	May Media - AdSwerve	Destination Marketing	Destination Marketing	1769100 - PM - Ad Servicing	Destination Mkt	5,218.95
Connelly Partners	General Journal	06/30/2021	AP_EXP_AC2	Connelly Inv 35808	Destination Marketing	Destination Marketing	1769100 - PM - Ad Servicing	Destination Mkt	1,654.81

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Connelly Partners	General Journal	06/30/2021	AP_EXP_AC3	Connelly Inv 36006	Destination Marketing	Destination Marketing	1769100 · PM - Ad Servicing	Destination Mkt	1,822.43
Connelly Partners	General Journal	06/30/2021	AP_EXP_AC3	Connelly Inv 36007	Destination Marketing	Destination Marketing	1769100 · PM - Ad Servicing	Destination Mkt	4,310.48
Connelly Partners	Bill	12/31/2020	34616	December Content Partnership - EB Golf Media	Destination Marketing	Destination Marketing	1769100 · PM - Content Partnership	Destination Mkt	4,424.62
Connelly Partners	Bill	12/31/2020	34615	November Content Partnership - EB Golf Media	Destination Marketing	Destination Marketing	1769100 · PM - Content Partnership	Destination Mkt	29,503.95
Connelly Partners	Bill	12/31/2020	34614	October Content Partnership - EB Golf Media	Destination Marketing	Destination Marketing	1769100 · PM - Content Partnership	Destination Mkt	16,071.43
Connelly Partners	Bill	12/31/2020	34486	FY21 Content Partnership - EB Golf Media (Jan 21 Insertion)	Destination Marketing	Destination Marketing	1769100 · PM - Content Partnership	Destination Mkt	252,000.00
Connelly Partners	Bill	01/01/2021	34685	FY21 Content Partnership Media (National Geographic)	Destination Marketing	Destination Marketing	1769100 · PM - Content Partnership	Destination Mkt	300,000.00
Connelly Partners	Bill	04/08/2021	34427	Content partnership OOP costs	Destination Marketing	Destination Marketing	1769100 · PM - Content Partnership	Destination Mkt	1,583.30
Connelly Partners	Bill	12/31/2020	34613	Co-Op Digital Media - September - ADARA	Destination Marketing	Destination Marketing	1769100 · PM - Co-Op Program	Destination Mkt	2,104.81
Connelly Partners	Bill	12/31/2020	34612	Co-Op Digital Media - August - Adara	Destination Marketing	Destination Marketing	1769100 · PM - Co-Op Program	Destination Mkt	2,880.63
Connelly Partners	Bill	05/07/2021	35377	Co-op Digital Media (Adara)	Destination Marketing	Destination Marketing	1769100 · PM - Co-Op Program	Destination Mkt	5,000.00
Connelly Partners	Bill	06/09/2021	35526	Co-op Digital Media (Adara)	Destination Marketing	Destination Marketing	1769100 · PM - Co-Op Program	Destination Mkt	5,000.00
Connelly Partners	Bill	06/10/2021	35535	Co-op Digital Media (Adara)	Destination Marketing	Destination Marketing	1769100 · PM - Co-Op Program	Destination Mkt	5,000.00
Virginia Tourism Corp	Bill	05/03/2021	7641	East Coast Gateway Welcome Center	Destination Marketing	Destination Marketing	1769100 · PM - Cross Platform	Consumer Mkt	20,573.00
Connelly Partners	General Journal	07/01/2020	ACCR_EXP-CR	CP Invoice 33577 (June Activity)	Destination Marketing	Destination Marketing	1769100 · PM - Digital (Display & Video)	Destination Mkt	-9,514.60
Connelly Partners	Bill	07/10/2020	33577	FY20 Relaunch Campaign Programmatic Media	Destination Marketing	Destination Marketing	1769100 · PM - Digital (Display & Video)	Destination Mkt	9,514.60
Connelly Partners	General Journal	07/31/2020	ACC_EXP-CP	CP Invoice 33797 (July Activity) - Paid August	Destination Marketing	Destination Marketing	1769100 · PM - Digital (Display & Video)	Destination Mkt	323,713.92
Connelly Partners	General Journal	08/01/2020	ACC_EXP-CPR	CP Invoice 33797 (July Activity) - Paid August	Destination Marketing	Destination Marketing	1769100 · PM - Digital (Display & Video)	Destination Mkt	-323,713.92
Connelly Partners	Bill	08/10/2020	33797	FY20 Relaunch Campaign Digital Media - July Media	Destination Marketing	Destination Marketing	1769100 · PM - Digital (Display & Video)	Destination Mkt	323,713.92
Connelly Partners	Bill	09/10/2020	33928	July Media - FY20 Relaunch Campaign	Destination Marketing	Destination Marketing	1769100 · PM - Digital (Display & Video)	Destination Mkt	2,865.60
Connelly Partners	Bill	09/10/2020	33930	FY20 Relaunch Campaign Digital Media	Destination Marketing	Destination Marketing	1769100 · PM - Digital (Display & Video)	Destination Mkt	528,070.58
Connelly Partners	Bill	09/10/2020	33932	FY20 Relaunch Campaign Social Media	Destination Marketing	Destination Marketing	1769100 · PM - Digital (Display & Video)	Destination Mkt	21,659.96
Connelly Partners	Bill	09/10/2020	33933	FY20 Relaunch Campaign Programmatic Media	Destination Marketing	Destination Marketing	1769100 · PM - Digital (Display & Video)	Destination Mkt	31,451.25
Connelly Partners	Bill	09/10/2020	33929	FY20 Relaunch Campaign Digital Media (July Media)	Destination Marketing	Destination Marketing	1769100 · PM - Digital (Display & Video)	Destination Mkt	34,443.00
Connelly Partners	Bill	09/10/2020	33931	FY20 Relaunch Campaign Digital Media (September Media)	Destination Marketing	Destination Marketing	1769100 · PM - Digital (Display & Video)	Destination Mkt	34,443.00
Chesapeake Bank	Bill	10/02/2020	JL-iContact	Subscription email management	Destination Marketing	Destination Marketing	1769100 · PM - Digital (Display & Video)	Destination Mkt	3,865.80
Connelly Partners	Bill	10/31/2020	34230	August Media - FY20 Relaunch Campaign	Destination Marketing	Destination Marketing	1769100 · PM - Digital (Display & Video)	Destination Mkt	10,500.03
Connelly Partners	Bill	10/31/2020	34232	August Media - FY20 Relaunch Campaign	Destination Marketing	Destination Marketing	1769100 · PM - Digital (Display & Video)	Destination Mkt	34,226.02
Connelly Partners	Bill	10/31/2020	34233	September Media - FY20 Relaunch Campaign	Destination Marketing	Destination Marketing	1769100 · PM - Digital (Display & Video)	Destination Mkt	2,399.94
Connelly Partners	Bill	10/31/2020	34242	October Media - FY20 Relaunch Campaign	Destination Marketing	Destination Marketing	1769100 · PM - Digital (Display & Video)	Destination Mkt	497,386.98
Connelly Partners	Bill	10/31/2020	34235	September Media - FY20 Relaunch Campaign	Destination Marketing	Destination Marketing	1769100 · PM - Digital (Display & Video)	Destination Mkt	201.72
Connelly Partners	General Journal	11/30/2020	TC_EXP_ACC	November Expense paid in December	Destination Marketing	Destination Marketing	1769100 · PM - Digital (Display & Video)	Destination Mkt	214,395.67
Connelly Partners	General Journal	12/01/2020	TC_EXP_ACCR	November Expense paid in December	Destination Marketing	Destination Marketing	1769100 · PM - Digital (Display & Video)	Destination Mkt	-214,395.67
Connelly Partners	Bill	12/10/2020	34419	FY20 Co-op Digital Media	Destination Marketing	Destination Marketing	1769100 · PM - Digital (Display & Video)	Destination Mkt	50,926.80
Connelly Partners	Bill	12/10/2020	34420	FY20 Relaunch Campaign Digital Media	Destination Marketing	Destination Marketing	1769100 · PM - Digital (Display & Video)	Destination Mkt	163,468.87
Connelly Partners	Bill	12/31/2020	34608	Digital Media Campaign - November Media	Destination Marketing	Destination Marketing	1769100 · PM - Digital (Display & Video)	Destination Mkt	72,353.02
Connelly Partners	Bill	01/03/2021	34099	FY20 Relaunch Campaign Programmatic Media - AdSwerve	Destination Marketing	Destination Marketing	1769100 · PM - Digital (Display & Video)	Destination Mkt	29,993.65
Connelly Partners	Bill	01/03/2021	34100	FY20 Relaunch Campaign Digital Media	Destination Marketing	Destination Marketing	1769100 · PM - Digital (Display & Video)	Destination Mkt	556,512.94
Connelly Partners	Bill	01/25/2021	34670	FY20 Relaunch - Digital Media (December)	Destination Marketing	Destination Marketing	1769100 · PM - Digital (Display & Video)	Destination Mkt	265,015.47
Connelly Partners	Bill	01/25/2021	34673	FY20 Blog Media	Destination Marketing	Destination Marketing	1769100 · PM - Digital (Display & Video)	Destination Mkt	58,261.70
Connelly Partners	Bill	01/25/2021	34674	FY20 Local Campaign Digital Media	Destination Marketing	Destination Marketing	1769100 · PM - Digital (Display & Video)	Destination Mkt	18,350.00
Connelly Partners	Credit	01/25/2021	34682	FY20 Relaunch Campaign Digital Media Credit from Vendors (V	Destination Marketing	Destination Marketing	1769100 · PM - Digital (Display & Video)	Destination Mkt	-1,653.94
Connelly Partners	Bill	02/10/2021	34836	FY21 Blog Media	Destination Marketing	Destination Marketing	1769100 · PM - Digital (Display & Video)	Destination Mkt	78,481.31
Connelly Partners	Bill	02/10/2021	34838	FY21 Education Campaign Digital Media	Destination Marketing	Destination Marketing	1769100 · PM - Digital (Display & Video)	Destination Mkt	8,139.72
Connelly Partners	Bill	02/10/2021	34839	FY21 Q1/Q2 Digital Media (TripAdvisor / Adara)	Destination Marketing	Destination Marketing	1769100 · PM - Digital (Display & Video)	Destination Mkt	150,000.00
Connelly Partners	Bill	03/09/2021	35025	FY 21 Ad-Serving Media	Destination Marketing	Destination Marketing	1769100 · PM - Digital (Display & Video)	Destination Mkt	2,728.97
Connelly Partners	Bill	03/09/2021	35027	FY21 Blog Media	Destination Marketing	Destination Marketing	1769100 · PM - Digital (Display & Video)	Destination Mkt	62,840.99
Connelly Partners	Bill	03/09/2021	35029	FY21 Educational Campaign - School Family Media	Destination Marketing	Destination Marketing	1769100 · PM - Digital (Display & Video)	Destination Mkt	7,964.43
Connelly Partners	Bill	03/09/2021	35030	FY21 Digital - TripAdvisor / Adara	Destination Marketing	Destination Marketing	1769100 · PM - Digital (Display & Video)	Destination Mkt	48,479.43
Connelly Partners	Bill	03/09/2021	35040	FY21 Education Campaign - AdSwerve	Destination Marketing	Destination Marketing	1769100 · PM - Digital (Display & Video)	Destination Mkt	15,231.79
Connelly Partners	Bill	03/09/2021	35042	FY21 Q1 Local Campaigns - Digital Media	Destination Marketing	Destination Marketing	1769100 · PM - Digital (Display & Video)	Destination Mkt	20,650.00
Connelly Partners	Bill	04/08/2021	35195	FY21 Education Campaign Programmatic Media (AdSwerve)	Destination Marketing	Destination Marketing	1769100 · PM - Digital (Display & Video)	Destination Mkt	239.28
Connelly Partners	Bill	04/08/2021	35197	FY 21 Ad-Serving Media	Destination Marketing	Destination Marketing	1769100 · PM - Digital (Display & Video)	Destination Mkt	8,051.40
Connelly Partners	Bill	04/08/2021	35199	FY21 Education Campaign: School Family Media	Destination Marketing	Destination Marketing	1769100 · PM - Digital (Display & Video)	Destination Mkt	8,808.14
Connelly Partners	Bill	04/08/2021	35202	FY21 Digital Media	Destination Marketing	Destination Marketing	1769100 · PM - Digital (Display & Video)	Destination Mkt	343,651.99
Connelly Partners	Bill	04/08/2021	34607	October Media (Late Invoice)	Destination Marketing	Destination Marketing	1769100 · PM - Digital (Display & Video)	Destination Mkt	2,130.81

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Connelly Partners	Bill	04/08/2021	35191	FY21 Q1 Digital Media	Destination Marketing	Destination Marketing	1769100 · PM - Digital (Display & Video)	Destination Mkt	1,705.30
Connelly Partners	Bill	05/07/2021	35378	April Digital Media	Destination Marketing	Destination Marketing	1769100 · PM - Digital (Display & Video)	Destination Mkt	137,753.85
Connelly Partners	Bill	05/07/2021	35385	March Digital Media	Destination Marketing	Destination Marketing	1769100 · PM - Digital (Display & Video)	Destination Mkt	44,180.21
Connelly Partners	Bill	06/09/2021	35520	April Digital Media	Destination Marketing	Destination Marketing	1769100 · PM - Digital (Display & Video)	Destination Mkt	170,341.52
Connelly Partners	Bill	06/09/2021	35521	May Digital Media	Destination Marketing	Destination Marketing	1769100 · PM - Digital (Display & Video)	Destination Mkt	312,814.83
Connelly Partners	General Journal	06/30/2021	AP_EXP_ACC	Connelly Inv 35651	Destination Marketing	Destination Marketing	1769100 · PM - Digital (Display & Video)	Destination Mkt	224,247.50
Connelly Partners	General Journal	06/30/2021	AP_EXP_AC2	Connelly Inv 35807	Destination Marketing	Destination Marketing	1769100 · PM - Digital (Display & Video)	Destination Mkt	34,351.35
Connelly Partners	Bill	12/10/2020	34426	FY20 Blog Influencer Costs	Destination Marketing	Destination Marketing	1769100 · PM - Influencers	Destination Mkt	1,729.98
Connelly Partners	Bill	01/01/2021	34423	FY20 Influencers	Destination Marketing	Destination Marketing	1769100 · PM - Influencers	Destination Mkt	82,488.64
Connelly Partners	Bill	02/10/2021	34834	FY20 Blog Influencer Costs	Destination Marketing	Destination Marketing	1769100 · PM - Influencers	Destination Mkt	13,625.05
Connelly Partners	Bill	03/09/2021	35043	FY21 Q1 Influencer	Destination Marketing	Destination Marketing	1769100 · PM - Influencers	Destination Mkt	25,000.00
Connelly Partners	Bill	03/09/2021	35045	FY20 Summer Influencers	Destination Marketing	Destination Marketing	1769100 · PM - Influencers	Destination Mkt	9,982.46
Connelly Partners	Bill	03/09/2021	35046	Blog Influencer Costs - OOP Exp	Destination Marketing	Destination Marketing	1769100 · PM - Influencers	Destination Mkt	2,990.66
Connelly Partners	Bill	04/08/2021	34103-1	CY20 Summer Influencers (Aug / Sep)	Destination Marketing	Destination Marketing	1769100 · PM - Influencers	Destination Mkt	108,347.60
Connelly Partners	Bill	04/08/2021	34833	CY20 Influencers (December)	Destination Marketing	Destination Marketing	1769100 · PM - Influencers	Destination Mkt	50,196.55
Connelly Partners	Bill	05/07/2021	35384	April Blog Media	Destination Marketing	Destination Marketing	1769100 · PM - Influencers	Destination Mkt	22,621.31
Connelly Partners	Bill	05/07/2021	35390	Influencer Payments	Destination Marketing	Destination Marketing	1769100 · PM - Influencers	Destination Mkt	30,000.00
Connelly Partners	Bill	06/09/2021	35518	May Blog Media	Destination Marketing	Destination Marketing	1769100 · PM - Influencers	Destination Mkt	23,175.62
Connelly Partners	Bill	06/09/2021	35527	Influencer Expenses	Destination Marketing	Destination Marketing	1769100 · PM - Influencers	Destination Mkt	25.02
Connelly Partners	Bill	06/12/2021	34103	Summer Influencer Payments - Expenses of August 2020	Destination Marketing	Destination Marketing	1769100 · PM - Influencers	Destination Mkt	519.02
Connelly Partners	General Journal	06/30/2021	AP_EXP_ACC	Connelly Inv 35644	Destination Marketing	Destination Marketing	1769100 · PM - Influencers	Destination Mkt	21,903.75
Connelly Partners	General Journal	06/30/2021	AP_EXP_AC2	Connelly Inv 35805	Destination Marketing	Destination Marketing	1769100 · PM - Influencers	Destination Mkt	8,400.64
Connelly Partners	General Journal	06/30/2021	AP_EXP_AC2	Connelly Inv 35806	Destination Marketing	Destination Marketing	1769100 · PM - Influencers	Destination Mkt	13,292.14
Connelly Partners	General Journal	06/30/2021	AP_EXP_AC2	Connelly Inv 35820	Destination Marketing	Destination Marketing	1769100 · PM - Influencers	Destination Mkt	74,250.00
Connelly Partners	General Journal	06/30/2021	AP_EXP_AC3	Connelly Inv 36020	Destination Marketing	Destination Marketing	1769100 · PM - Influencers	Destination Mkt	46,377.26
Connelly Partners	General Journal	07/01/2020	ACCR_EXP-CR	CP Invoice 33573 (May Media)	Destination Marketing	Destination Marketing	1769100 · PM - Print	Destination Mkt	-9,297.00
Connelly Partners	Bill	07/10/2020	33573	Print Insertions - Virginia Media	Destination Marketing	Destination Marketing	1769100 · PM - Print	Destination Mkt	9,297.00
Connelly Partners	Bill	12/31/2020	34606	November Print Insertion Media	Destination Marketing	Destination Marketing	1769100 · PM - Print	Destination Mkt	4,430.00
Connelly Partners	Bill	03/09/2021	35024	FY21 CRUSA Media - Miles	Destination Marketing	Destination Marketing	1769100 · PM - Print	Destination Mkt	9,570.00
Connelly Partners	Bill	03/09/2021	35026	FY21 Media - Leisure Media 360	Destination Marketing	Destination Marketing	1769100 · PM - Print	Destination Mkt	14,122.75
Connelly Partners	Bill	04/08/2021	35193	FY21 Media - Print Media	Destination Marketing	Destination Marketing	1769100 · PM - Print	Destination Mkt	14,471.00
Connelly Partners	Bill	05/07/2021	35383	Print Insertions	Destination Marketing	Destination Marketing	1769100 · PM - Print	Destination Mkt	7,200.00
Connelly Partners	Bill	09/10/2020	33934	FY20 Relaunch Campaign Paid Search Media (Google)	Destination Marketing	Destination Marketing	1769100 · PM - SEM (SEO & Content)	Destination Mkt	7,377.97
Connelly Partners	Bill	10/31/2020	34238	FY20 Relaunch Campaign - Paid Search (Oct)	Destination Marketing	Destination Marketing	1769100 · PM - SEM (SEO & Content)	Destination Mkt	38,460.11
Connelly Partners	Bill	12/31/2020	34611	Paid Search Media - Google - November Media	Destination Marketing	Destination Marketing	1769100 · PM - SEM (SEO & Content)	Destination Mkt	38,725.46
Connelly Partners	Bill	01/03/2021	34097	FY20 Relaunch Campaign Paid Search Media (Google)	Destination Marketing	Destination Marketing	1769100 · PM - SEM (SEO & Content)	Destination Mkt	38,271.87
Connelly Partners	Bill	01/25/2021	34672	FY20 Relaunch Campaign Paid Social Media (Google)	Destination Marketing	Destination Marketing	1769100 · PM - SEM (SEO & Content)	Destination Mkt	37,731.99
Connelly Partners	Bill	02/10/2021	34840	FY21 Q1/Q2 Paid Search Media (Google)	Destination Marketing	Destination Marketing	1769100 · PM - SEM (SEO & Content)	Destination Mkt	29,952.70
Connelly Partners	Bill	03/09/2021	35031	FY21 Paid Search Media - Google	Destination Marketing	Destination Marketing	1769100 · PM - SEM (SEO & Content)	Destination Mkt	37,521.21
Connelly Partners	Bill	04/08/2021	35196	FY21 Paid Search Media - Google	Destination Marketing	Destination Marketing	1769100 · PM - SEM (SEO & Content)	Destination Mkt	32,356.00
Connelly Partners	Bill	05/07/2021	35386	Paid Search - Google	Destination Marketing	Destination Marketing	1769100 · PM - SEM (SEO & Content)	Destination Mkt	37,017.90
Connelly Partners	Bill	06/09/2021	35522	Paid Search - Google	Destination Marketing	Destination Marketing	1769100 · PM - SEM (SEO & Content)	Destination Mkt	37,097.72
Connelly Partners	Bill	06/09/2021	35523	Paid Search - Facebook	Destination Marketing	Destination Marketing	1769100 · PM - SEM (SEO & Content)	Destination Mkt	25,579.21
Connelly Partners	General Journal	06/30/2021	AP_EXP_ACC	Connelly Inv 35646	Destination Marketing	Destination Marketing	1769100 · PM - SEM (SEO & Content)	Destination Mkt	35,876.19
Connelly Partners	General Journal	07/01/2020	ACCR_EXP-CR	CP Invoice 33576 (June Media)	Destination Marketing	Destination Marketing	1769100 · PM - Social Ads	Destination Mkt	-14,333.12
Connelly Partners	Bill	07/10/2020	33576	FY20 Relaunch Campaign Social Media (Facebook)	Destination Marketing	Destination Marketing	1769100 · PM - Social Ads	Destination Mkt	14,333.12
Connelly Partners	General Journal	07/31/2020	ACC_EXP-CP	CP Invoice 33799 (July Activity) - Paid August	Destination Marketing	Destination Marketing	1769100 · PM - Social Ads	Destination Mkt	33,428.96
Connelly Partners	General Journal	08/01/2020	ACC_EXP-CPR	CP Invoice 33799 (July Activity) - Paid August	Destination Marketing	Destination Marketing	1769100 · PM - Social Ads	Destination Mkt	-33,428.96
Connelly Partners	Bill	08/10/2020	33799	Facebook - FY20 Relaunch Campaign (July)	Destination Marketing	Destination Marketing	1769100 · PM - Social Ads	Destination Mkt	33,428.96
Connelly Partners	Bill	10/31/2020	34239	FY20 Relaunch Campaign - Social Media (Oct)	Destination Marketing	Destination Marketing	1769100 · PM - Social Ads	Destination Mkt	19,469.83
Connelly Partners	Bill	10/31/2020	34236	FY20 Relaunch Campaign - Social Media (Oct)	Destination Marketing	Destination Marketing	1769100 · PM - Social Ads	Destination Mkt	35,329.92
Connelly Partners	General Journal	11/30/2020	TC_EXP_ACC	November Expense paid in December	Destination Marketing	Destination Marketing	1769100 · PM - Social Ads	Destination Mkt	28,479.79
Connelly Partners	General Journal	12/01/2020	TC_EXP_ACCR	November Expense paid in December	Destination Marketing	Destination Marketing	1769100 · PM - Social Ads	Destination Mkt	-28,479.79
Connelly Partners	Bill	12/10/2020	34421	FY20 Relaunch Campaign Social Media	Destination Marketing	Destination Marketing	1769100 · PM - Social Ads	Destination Mkt	28,479.79
Connelly Partners	Bill	01/03/2021	34096	FY20 Relaunch Campaign Social Media (Facebook)	Destination Marketing	Destination Marketing	1769100 · PM - Social Ads	Destination Mkt	29,509.97
Connelly Partners	Bill	01/03/2021	34098	FY20 Relaunch Campaign Social Media (Pixability)	Destination Marketing	Destination Marketing	1769100 · PM - Social Ads	Destination Mkt	39,670.08

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Connelly Partners	Bill	01/25/2021	34671	FY20 Relaunch Campaign Social Media (Facebook)	Destination Marketing	Destination Marketing	1769100 · PM - Social Ads	Destination Mkt	22,048.82
Connelly Partners	Bill	01/25/2021	34675	FY20 Local Campaign Paid Social Media (Facebook)	Destination Marketing	Destination Marketing	1769100 · PM - Social Ads	Destination Mkt	10,124.69
Connelly Partners	Bill	02/10/2021	34837	FY21 Education Campaign Social Media (Facebook)	Destination Marketing	Destination Marketing	1769100 · PM - Social Ads	Destination Mkt	32,030.55
Connelly Partners	Bill	02/10/2021	34841	FY21 Q1/Q2 Paid Social Media (Facebook)	Destination Marketing	Destination Marketing	1769100 · PM - Social Ads	Destination Mkt	21,186.40
Connelly Partners	Bill	02/10/2021	34843	FY21 Q1/Q2 Local Campaign Paid Social Media (Facebook)	Destination Marketing	Destination Marketing	1769100 · PM - Social Ads	Destination Mkt	20,144.79
Connelly Partners	Bill	03/09/2021	35028	FY21 Education Campaign - Facebook	Destination Marketing	Destination Marketing	1769100 · PM - Social Ads	Destination Mkt	31,919.33
Connelly Partners	Bill	03/09/2021	35032	FY21 Paid Social Media - Facebook	Destination Marketing	Destination Marketing	1769100 · PM - Social Ads	Destination Mkt	30,364.65
Connelly Partners	Bill	04/08/2021	35194	FY21 Blog Media	Destination Marketing	Destination Marketing	1769100 · PM - Social Ads	Destination Mkt	22,777.34
Connelly Partners	Bill	04/08/2021	35198	FY21 Education Campaign - Facebook	Destination Marketing	Destination Marketing	1769100 · PM - Social Ads	Destination Mkt	1,046.55
Connelly Partners	Bill	04/08/2021	35200	FY21 Paid Social Media - Facebook	Destination Marketing	Destination Marketing	1769100 · PM - Social Ads	Destination Mkt	30,123.61
Connelly Partners	Bill	05/07/2021	35387	Paid Social Media (Facebook)	Destination Marketing	Destination Marketing	1769100 · PM - Social Ads	Destination Mkt	28,313.46
Connelly Partners	General Journal	06/30/2021	AP_EXP_ACC	Connelly Inv 35652	Destination Marketing	Destination Marketing	1769100 · PM - Social Ads	Destination Mkt	24,496.71
Connelly Partners	General Journal	06/30/2021	AP_EXP_ACC	Connelly Inv 35653	Destination Marketing	Destination Marketing	1769100 · PM - Social Ads	Destination Mkt	806.94
Connelly Partners	General Journal	07/31/2020	ACC_EXP-CP	CP Invoice 33802 (July Activity) - Paid August	Destination Marketing	Destination Marketing	1769100 · PM - Special Themed Programs	Destination Mkt	18,600.00
Connelly Partners	Bill	03/09/2021	35034	Pure Silk Sponsorship Media	Destination Marketing	Destination Marketing	1769100 · PM - Special Themed Programs	Destination Mkt	75,000.00
Connelly Partners	Bill	03/09/2021	35035	Pure Silk Sponsorship Media	Destination Marketing	Destination Marketing	1769100 · PM - Special Themed Programs	Destination Mkt	75,000.00
Connelly Partners	Bill	05/07/2021	35389	Pure Silk LPGA Sponsorship Online Delivery	Destination Marketing	Destination Marketing	1769100 · PM - Special Themed Programs	Destination Mkt	35.00
Connelly Partners	General Journal	07/01/2020	ACCR_EXP-CR	CP Invoice 33578 (May Media)	Destination Marketing	Destination Marketing	1769100 · PM - Television	Destination Mkt	-308,542.62
Connelly Partners	General Journal	07/01/2020	ACCR_EXP-CR	CP Invoice 33575 (May Media)	Destination Marketing	Destination Marketing	1769100 · PM - Television	Destination Mkt	-50,107.29
Connelly Partners	Bill	07/10/2020	33575	CTV Media: Bridge Campaign	Destination Marketing	Destination Marketing	1769100 · PM - Television	Destination Mkt	50,107.29
Connelly Partners	Bill	07/13/2020	33578	FY20 TV Media (4928 Spots) - MAY2020	Destination Marketing	Destination Marketing	1769100 · PM - Television	Destination Mkt	308,542.62
Connelly Partners	General Journal	07/31/2020	ACC_EXP-CP	CP Invoice 33795 (July Media) - Paid August	Destination Marketing	Destination Marketing	1769100 · PM - Television	Destination Mkt	415,865.89
Connelly Partners	General Journal	08/01/2020	ACC_EXP-CPR	CP Invoice 33798 (June Media) - Paid August	Destination Marketing	Destination Marketing	1769100 · PM - Television	Destination Mkt	-443,264.31
Connelly Partners	General Journal	08/01/2020	ACC_EXP-CPR	CP Invoice 33795 (July Media) - Paid August	Destination Marketing	Destination Marketing	1769100 · PM - Television	Destination Mkt	-415,865.89
Connelly Partners	Bill	08/10/2020	33795	FY20 Q2/3 TV Media - July Media	Destination Marketing	Destination Marketing	1769100 · PM - Television	Destination Mkt	415,865.89
Connelly Partners	Bill	08/10/2020	33798	FY20 Q2/3 TV Media - June Media	Destination Marketing	Destination Marketing	1769100 · PM - Television	Destination Mkt	443,264.31
Connelly Partners	Bill	09/10/2020	33938	FY20 Q3 TV Media	Destination Marketing	Destination Marketing	1769100 · PM - Television	Destination Mkt	568,191.35
Connelly Partners	Bill	09/18/2020	33971	FY20 Q3 TV Media	Destination Marketing	Destination Marketing	1769100 · PM - Television	Destination Mkt	73,929.60
Connelly Partners	Bill	10/31/2020	34234	FY20 Relaunch Campaign - Media (Sept)	Destination Marketing	Destination Marketing	1769100 · PM - Television	Destination Mkt	469.77
Connelly Partners	Bill	10/31/2020	34237	FY20 Relaunch Campaign - Media (Oct)	Destination Marketing	Destination Marketing	1769100 · PM - Television	Destination Mkt	593.79
Connelly Partners	Bill	10/31/2020	34231	FY20 Relaunch Campaign - Media (Aug)	Destination Marketing	Destination Marketing	1769100 · PM - Television	Destination Mkt	444.33
Connelly Partners	Bill	10/31/2020	34243	FY20 Relaunch Campaign - Media (October)	Destination Marketing	Destination Marketing	1769100 · PM - Television	Destination Mkt	503,342.80
Connelly Partners	General Journal	11/30/2020	TC_EXP_ACC	November Expense paid in December	Destination Marketing	Destination Marketing	1769100 · PM - Television	Destination Mkt	540,172.34
Connelly Partners	General Journal	12/01/2020	TC_EXP_ACCR	November Expense paid in December	Destination Marketing	Destination Marketing	1769100 · PM - Television	Destination Mkt	-540,172.34
Connelly Partners	Bill	12/01/2020	34104	September Media - FY20 Q2/Q3 TV Media	Destination Marketing	Destination Marketing	1769100 · PM - Television	Destination Mkt	193,827.20
Connelly Partners	Bill	12/10/2020	34418	October Media - FY20 Relaunch Campaign	Destination Marketing	Destination Marketing	1769100 · PM - Television	Destination Mkt	36,858.44
Connelly Partners	Bill	12/10/2020	34422	November Media - FY20 Relaunch Campaign	Destination Marketing	Destination Marketing	1769100 · PM - Television	Destination Mkt	430.95
Connelly Partners	Bill	12/10/2020	34432	November Media - FY20 Q4 TV Media	Destination Marketing	Destination Marketing	1769100 · PM - Television	Destination Mkt	358,295.40
Connelly Partners	Bill	12/10/2020	34435	July Media - FY20 Q2/Q3 TV Media	Destination Marketing	Destination Marketing	1769100 · PM - Television	Destination Mkt	54,581.90
Connelly Partners	Bill	12/10/2020	34434	June Media - FY20 Q2/Q3 TV Media	Destination Marketing	Destination Marketing	1769100 · PM - Television	Destination Mkt	90,005.65
Connelly Partners	Bill	12/31/2020	34609	CTV Media - October Media	Destination Marketing	Destination Marketing	1769100 · PM - Television	Destination Mkt	205.12
Connelly Partners	Bill	12/31/2020	34610	CTV Media Campaign - November Media	Destination Marketing	Destination Marketing	1769100 · PM - Television	Destination Mkt	25,584.50
Connelly Partners	Bill	03/09/2021	35041	FY21 Q1/Q2 TV	Destination Marketing	Destination Marketing	1769100 · PM - Television	Destination Mkt	612,206.55
Connelly Partners	Bill	04/08/2021	35201	FY21 TV Media	Destination Marketing	Destination Marketing	1769100 · PM - Television	Destination Mkt	294,334.60
Connelly Partners	Bill	05/07/2021	5392	Spring Break Creative - Delivery of 1 spot to 8 stations / 2 spots to	Destination Marketing	Destination Marketing	1769100 · PM - Television	Destination Mkt	772.45
Connelly Partners	Bill	05/07/2021	35388	April Cable Media	Destination Marketing	Destination Marketing	1769100 · PM - Television	Destination Mkt	305,787.50
Connelly Partners	Bill	06/11/2021	35536	FY21 Television Media	Destination Marketing	Destination Marketing	1769100 · PM - Television	Destination Mkt	454,640.35
Connelly Partners	General Journal	06/30/2021	AP_EXP_ACC	Connelly Inv 35650	Destination Marketing	Destination Marketing	1769100 · PM - Television	Destination Mkt	295,469.35
Connelly Partners	General Journal	06/30/2021	AP_EXP_AC3	Connelly Inv 36026	Destination Marketing	Destination Marketing	1769100 · PM - Television	Destination Mkt	2,317.35
Connelly Partners	Bill	09/10/2020	33935	FY20 Relaunch Campaign CTV Media (August Media)	Destination Marketing	Destination Marketing	1769100 · PM - Video (Streaming)	Destination Mkt	56,511.17
Connelly Partners	Bill	09/10/2020	33925	FY20 Summer Campaign (Trafficking)	Destination Marketing	Destination Marketing	1769100 · PM - Video (Streaming)	Destination Mkt	6,104.70
Connelly Partners	Bill	01/03/2021	34101	FY20 Relaunch Campaign CTV Media	Destination Marketing	Destination Marketing	1769100 · PM - Video (Streaming)	Destination Mkt	82,381.03
Percepture	Bill	08/01/2020	12114	Agency Fee: July 2020	Destination Marketing	Destination Marketing	1769400 · PR - Agency Fee	Destination Mkt	15,000.00
Percepture	Bill	09/01/2020	12177	August 2020: PR Services	Destination Marketing	Destination Marketing	1769400 · PR - Agency Fee	Destination Mkt	15,000.00
Percepture	Bill	10/01/2020	12248	September 2020: PR Services	Destination Marketing	Destination Marketing	1769400 · PR - Agency Fee	Destination Mkt	15,000.00
Percepture	Bill	11/01/2020	12317	October 2020: PR Services	Destination Marketing	Destination Marketing	1769400 · PR - Agency Fee	Destination Mkt	15,000.00

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Percepture	Bill	11/30/2020	12548	November 2020: PR Services	Destination Marketing	Destination Marketing	1769400 - PR - Agency Fee	Destination Mkt	15,000.00
Percepture	Bill	12/31/2020	12621	December 2020: PR Services	Destination Marketing	Destination Marketing	1769400 - PR - Agency Fee	Destination Mkt	15,000.00
Percepture	Bill	02/01/2021	12746	January 2021: PR Services	Destination Marketing	Destination Marketing	1769400 - PR - Agency Fee	Destination Mkt	15,000.00
Percepture	Bill	02/28/2021	12852	February 2021: PR Services	Destination Marketing	Destination Marketing	1769400 - PR - Agency Fee	Destination Mkt	15,000.00
Percepture	Bill	03/31/2021	12961	March 2021: PR Services	Destination Marketing	Destination Marketing	1769400 - PR - Agency Fee	Destination Mkt	15,000.00
Percepture	Bill	04/30/2021	13842	April 2021: PR Services	Destination Marketing	Destination Marketing	1769400 - PR - Agency Fee	Destination Mkt	15,000.00
Percepture	Bill	05/31/2021	13942	May 2021: PR Services	Destination Marketing	Destination Marketing	1769400 - PR - Agency Fee	Destination Mkt	15,000.00
Percepture	Bill	06/30/2021	13994	June 2021: PR Services	Destination Marketing	Destination Marketing	1769400 - PR - Agency Fee	Destination Mkt	15,000.00
Chesapeake Bank	Bill	07/14/2020	JP-MICHAELS	FAM Tour Supplies - Welcome Gifts	Destination Marketing	Destination Marketing	1769400 - PR - Fam Tours	Destination Mkt	33.51
Sweethaven Lavender of Williamsburg	Bill	08/19/2020	000033	Promotional Items	Destination Marketing	Destination Marketing	1769400 - PR - Fam Tours	Destination Mkt	480.00
Chesapeake Bank	Bill	08/26/2020	JP_STICKER	FAM Tour supplies	Destination Marketing	Destination Marketing	1769400 - PR - Fam Tours	Destination Mkt	55.64
Chesapeake Bank	Bill	09/24/2020	JP-AMAZON	FAM Tour supplies	Destination Marketing	Destination Marketing	1769400 - PR - Fam Tours	Destination Mkt	31.92
Chesapeake Bank	Bill	09/24/2020	JP-STAPLES	FAM Tour supplies	Destination Marketing	Destination Marketing	1769400 - PR - Fam Tours	Destination Mkt	13.91
Chesapeake Bank	Bill	09/26/2020	JP-Michaels	FAM Tour supplies	Destination Marketing	Destination Marketing	1769400 - PR - Fam Tours	Destination Mkt	33.16
Proforma Think Ink	Bill	10/01/2020	B198004070A	Promotional Items for FAM Tour	Destination Marketing	Destination Marketing	1769400 - PR - Fam Tours	Destination Mkt	362.72
Chesapeake Bank	Bill	10/02/2020	JP-AMAZON	FAM Tour supplies	Destination Marketing	Destination Marketing	1769400 - PR - Fam Tours	Destination Mkt	30.74
Mobjack Bay Coffee Roasters	Bill	11/01/2020	1538	Promotional items for Fam Tours	Destination Marketing	Destination Marketing	1769400 - PR - Fam Tours	Destination Mkt	77.04
Chesapeake Bank	Bill	11/01/2020	JP-AMAZON	FAM Tour supplies	Destination Marketing	Destination Marketing	1769400 - PR - Fam Tours	Destination Mkt	28.24
Chesapeake Bank	Bill	11/02/2020	JP-Michaels	FAM Tour supplies	Destination Marketing	Destination Marketing	1769400 - PR - Fam Tours	Destination Mkt	56.08
Proforma Think Ink	Bill	11/11/2020	B198004069A	Promotional Items for FAM Tour	Destination Marketing	Destination Marketing	1769400 - PR - Fam Tours	Destination Mkt	333.00
Chesapeake Bank	Bill	12/12/2020	JP-LA_PIAZZA	Fam Tour Supplies	Destination Marketing	Destination Marketing	1769400 - PR - Fam Tours	Destination Mkt	63.60
Chesapeake Bank	Bill	12/13/2020	JP-AMZN	Fam Tour Supplies	Destination Marketing	Destination Marketing	1769400 - PR - Fam Tours	Destination Mkt	40.31
Chesapeake Bank	Bill	12/16/2020	JP-USPS	Postage for Fam Tours	Destination Marketing	Destination Marketing	1769400 - PR - Fam Tours	Destination Mkt	9.98
Chesapeake Bank	Bill	01/01/2021	JP-AMZN-3	Supplies for FAM Tours	Destination Marketing	Destination Marketing	1769400 - PR - Fam Tours	Destination Mkt	16.04
Chesapeake Bank	Bill	01/01/2021	JP-AMZN-4	Supplies for FAM Tours (Gift Baskets)	Destination Marketing	Destination Marketing	1769400 - PR - Fam Tours	Destination Mkt	10.69
Chesapeake Bank	Bill	01/01/2021	JP-AMZN-5	Supplies for FAM Tours (Gift Baskets)	Destination Marketing	Destination Marketing	1769400 - PR - Fam Tours	Destination Mkt	10.69
Chesapeake Bank	Bill	03/09/2021	JP-AMZN	Gift baskets and supplies	Destination Marketing	Destination Marketing	1769400 - PR - Fam Tours	Destination Mkt	94.09
Chesapeake Bank	Bill	04/16/2021	JP-AMZN	FAM Tour Supplies	Destination Marketing	Destination Marketing	1769400 - PR - Fam Tours	Destination Mkt	116.70
Chesapeake Bank	Bill	04/16/2021	JP-CELLIS	Celli's Chocolate - FAM Tour Supplies	Destination Marketing	Destination Marketing	1769400 - PR - Fam Tours	Destination Mkt	56.61
Chesapeake Bank	Bill	04/21/2021	JP-MOJBACK	Mobjack Bay Coffee - FAM Tour Supplies	Destination Marketing	Destination Marketing	1769400 - PR - Fam Tours	Destination Mkt	77.04
Chesapeake Bank	Bill	05/13/2021	JP-AMZN	FAM Tour Supplies	Destination Marketing	Destination Marketing	1769400 - PR - Fam Tours	Destination Mkt	86.65
Chesapeake Bank	Bill	05/24/2021	JP-TARGET	FAM Tour Supplies	Destination Marketing	Destination Marketing	1769400 - PR - Fam Tours	Destination Mkt	9.62
Chesapeake Bank	Bill	06/07/2021	JP-AMZN	Fam Tour supplies	Destination Marketing	Destination Marketing	1769400 - PR - Fam Tours	Destination Mkt	20.32
Chesapeake Bank	Bill	06/07/2021	JP-AMAZON	Fam Tour Supplies - Basket Filler	Destination Marketing	Destination Marketing	1769400 - PR - Fam Tours	Destination Mkt	75.96
Chesapeake Bank	Bill	06/17/2021	JP-VISTAPRINT	Fam Tour Supplies - Note Cards / Envelopes	Destination Marketing	Destination Marketing	1769400 - PR - Fam Tours	Destination Mkt	106.64
Jill Pongonis	Bill	08/11/2020	8/11/20 MIL	Employee mileage to support FAM Tours and Influencer visits	Destination Marketing	Destination Marketing	1769400 - PR - Travel (Agency & Staff)	Destination Mkt	90.16
Jill Pongonis	Bill	09/16/2020	09142020 ExpRpt	Employee mileage to support FAM Tours and Influencer visits	Destination Marketing	Destination Marketing	1769400 - PR - Travel (Agency & Staff)	Destination Mkt	38.81
Percepture	Bill	09/23/2020	12266	Media visit to explore area	Destination Marketing	Destination Marketing	1769400 - PR - Travel (Agency & Staff)	Destination Mkt	275.34
Joey Pierce	Bill	10/15/2020	ExpRpt_8-26-2020	Employee meals during FAM Tour	Destination Marketing	Destination Marketing	1769400 - PR - Travel (Agency & Staff)	Destination Mkt	138.02
Joey Pierce	Bill	10/15/2020	ExpRpt_8-26-2020	Lodging during FAM Tour	Destination Marketing	Destination Marketing	1769400 - PR - Travel (Agency & Staff)	Destination Mkt	180.08
Jill Pongonis	Bill	11/10/2020	11102020 ExpRpt	Employee mileage to support FAM Tours and Influencer visits	Destination Marketing	Destination Marketing	1769400 - PR - Travel (Agency & Staff)	Destination Mkt	109.94
Jill Pongonis	Bill	12/17/2020	12172020 ExpRpt	Employee mileage to support FAM Tours and Influencer visits	Destination Marketing	Destination Marketing	1769400 - PR - Travel (Agency & Staff)	Destination Mkt	39.10
Jill Pongonis	Bill	01/27/2021	01272021 ExpRpt	Employee mileage to support FAM Tours and Influencer visits	Destination Marketing	Destination Marketing	1769400 - PR - Travel (Agency & Staff)	Destination Mkt	12.77
Chesapeake Bank	Bill	02/01/2021	JS-PRSA	Annual membership fee - Miranda	Destination Marketing	Destination Marketing	1769400 - PR - Travel (Agency & Staff)	Destination Mkt	325.00
Chesapeake Bank	Bill	05/03/2021	JS-PRSA	PR Conference Registration	Destination Marketing	Destination Marketing	1769400 - PR - Travel (Agency & Staff)	Destination Mkt	179.00
Jill Pongonis	Bill	05/31/2021	05312021 ExpRpt	Employee mileage to support FAM Tours and Influencer visits	Destination Marketing	Destination Marketing	1769400 - PR - Travel (Agency & Staff)	Destination Mkt	136.56
Jill Pongonis	Bill	06/30/2021	06302021 ExpRpt	Employee mileage to support FAM Tours and Influencer visits	Destination Marketing	Destination Marketing	1769400 - PR - Travel (Agency & Staff)	Destination Mkt	124.60
Connelly Partners	Bill	09/10/2020	33922	Photography	Destination Marketing	Destination Marketing	1769300 - Prod - Broadcast/Video/Photo	Destination Mkt	68.24
Connelly Partners	Bill	09/10/2020	33926	Creative File Library Development	Destination Marketing	Destination Marketing	1769300 - Prod - Broadcast/Video/Photo	Destination Mkt	1,473.19
Connelly Partners	Bill	09/10/2020	33936	Stock Photography	Destination Marketing	Destination Marketing	1769300 - Prod - Broadcast/Video/Photo	Destination Mkt	60.00
Connelly Partners	Bill	09/22/2020	33972	FY20 Photo Shoot - Production House	Destination Marketing	Destination Marketing	1769300 - Prod - Broadcast/Video/Photo	Destination Mkt	112,564.50
Suter Printing - Wrbmg	Bill	10/20/2020	166575	Foam boards for photo shoot	Destination Marketing	Destination Marketing	1769300 - Prod - Broadcast/Video/Photo	Destination Mkt	67.31
Connelly Partners	Bill	10/31/2020	34240	FY20 Photo Shoot - Misc OOP Costs	Destination Marketing	Destination Marketing	1769300 - Prod - Broadcast/Video/Photo	Destination Mkt	24.42
Connelly Partners	Bill	10/31/2020	34247	FY20 Photo Shoot - Misc OOP Costs	Destination Marketing	Destination Marketing	1769300 - Prod - Broadcast/Video/Photo	Destination Mkt	141.45
Connelly Partners	Bill	01/03/2021	34090	FY20 Summer Campaign - Music Track Premium License	Destination Marketing	Destination Marketing	1769300 - Prod - Broadcast/Video/Photo	Destination Mkt	627.30
Connelly Partners	Bill	01/25/2021	34669	FY20 Misc Marketing Requests	Destination Marketing	Destination Marketing	1769300 - Prod - Broadcast/Video/Photo	Destination Mkt	940.31

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Connelly Partners	Bill	01/25/2021	34676	FY20 - Video/Photo Shoot	Destination Marketing	Destination Marketing	1769300 - Prod - Broadcast/Video/Photo	Destination Mkt	1,039.70
Connelly Partners	Bill	02/10/2021	34844	FY20 OOP Costs - photo shoot	Destination Marketing	Destination Marketing	1769300 - Prod - Broadcast/Video/Photo	Destination Mkt	1,049.85
Connelly Partners	Bill	03/09/2021	35044	FY20 Photo Shoot	Destination Marketing	Destination Marketing	1769300 - Prod - Broadcast/Video/Photo	Destination Mkt	2,427.12
Connelly Partners	Bill	04/08/2021	35190	Photo shoot expenses	Destination Marketing	Destination Marketing	1769300 - Prod - Broadcast/Video/Photo	Destination Mkt	107.29
Connelly Partners	Bill	06/09/2021	35531	Photoshoot	Destination Marketing	Destination Marketing	1769300 - Prod - Broadcast/Video/Photo	Destination Mkt	1,600.00
Connelly Partners	Bill	06/30/2021	34437-1	October 2020 Photo shoot	Destination Marketing	Destination Marketing	1769300 - Prod - Broadcast/Video/Photo	Destination Mkt	93,271.40
Connelly Partners	General Journal	07/01/2020	ACCR_EXP-CR	CP Invoice 33572 (June Activity)	Destination Marketing	Destination Marketing	1769300 - Prod - Services	Destination Mkt	-199.00
Connelly Partners	Bill	07/10/2020	33572	Music Use License	Destination Marketing	Destination Marketing	1769300 - Prod - Services	Destination Mkt	199.00
Connelly Partners	Bill	08/10/2020	33793	20-WTC-0302 - Creative File Library Development (Editing)	Destination Marketing	Destination Marketing	1769300 - Prod - Services	Destination Mkt	4,000.00
Connelly Partners	Bill	01/03/2021	34102	FY20 Photo Shoot OOP Costs - Frechette Air Travel	Destination Marketing	Destination Marketing	1769300 - Prod - Services	Destination Mkt	350.70
Connelly Partners	Bill	05/07/2021	35393	Sales collateral retouching	Destination Marketing	Destination Marketing	1769300 - Prod - Services	Destination Mkt	2,034.69
Connelly Partners	Bill	05/10/2021	35391	Editorial services	Destination Marketing	Destination Marketing	1769300 - Prod - Services	Destination Mkt	4,350.00
Strategic Marketing & Research	Bill	07/16/2020	0011203-IN	Professional Fees - July	Destination Marketing	Destination Marketing	1761000 - Research - Market Mix Study	Destination Mkt	16,500.00
Strategic Marketing & Research	Bill	08/17/2020	0011213-IN	Professional Fees - August	Destination Marketing	Destination Marketing	1761000 - Research - Market Mix Study	Destination Mkt	16,500.00
Strategic Marketing & Research	Bill	09/15/2020	0011223-IN	Professional Fees - September	Destination Marketing	Destination Marketing	1761000 - Research - Market Mix Study	Destination Mkt	16,500.00
Strategic Marketing & Research	Bill	10/15/2020	0011234-IN	Professional Fees - October	Destination Marketing	Destination Marketing	1761000 - Research - Market Mix Study	Destination Mkt	16,500.00
Strategic Marketing & Research	Bill	11/16/2020	0011246-IN	Professional Fees - November	Destination Marketing	Destination Marketing	1761000 - Research - Market Mix Study	Destination Mkt	16,500.00
Strategic Marketing & Research	Bill	12/18/2020	0011266-IN	Professional Fees - December	Destination Marketing	Destination Marketing	1761000 - Research - Market Mix Study	Destination Mkt	16,500.00
Strategic Marketing & Research	Bill	01/15/2021	00276-IN	Professional Fees - January	Destination Marketing	Destination Marketing	1761000 - Research - Market Mix Study	Destination Mkt	16,500.00
Strategic Marketing & Research	Bill	02/15/2021	0011288-IN	Professional Fees - January	Destination Marketing	Destination Marketing	1761000 - Research - Market Mix Study	Destination Mkt	16,500.00
Strategic Marketing & Research	Bill	03/15/2021	0011305-IN	Professional Fees - March	Destination Marketing	Destination Marketing	1761000 - Research - Market Mix Study	Destination Mkt	16,500.00
Strategic Marketing & Research	Bill	04/15/2021	0011319-IN	Professional Fees - April	Destination Marketing	Destination Marketing	1761000 - Research - Market Mix Study	Destination Mkt	16,500.00
Strategic Marketing & Research	Bill	05/17/2021	0011336-IN	Professional Fees - May	Destination Marketing	Destination Marketing	1761000 - Research - Market Mix Study	Destination Mkt	16,500.00
Strategic Marketing & Research	Bill	06/17/2021	0011352-IN	Professional Fees - June	Destination Marketing	Destination Marketing	1761000 - Research - Market Mix Study	Destination Mkt	16,500.00
Connelly Partners	Bill	12/31/2020	34599	FY20 Organic Social Content Development	Destination Marketing	Destination Marketing	1760105 - SM - Asset Development	Destination Mkt	1,600.00
Connelly Partners	Bill	01/03/2021	34089	FY20 Website OOP Costs - Snapchat Social Integration	Destination Marketing	Destination Marketing	1760105 - SM - Asset Development	Destination Mkt	6.56
Connelly Partners	Bill	08/10/2020	33805	Summer Influencer - Content Development	Destination Marketing	Destination Marketing	1760105 - SM - Influencer Partnerships	Destination Mkt	50,750.00
Connelly Partners	Bill	09/10/2020	33937	FY20 Summer Influencers	Destination Marketing	Destination Marketing	1760105 - SM - Influencer Partnerships	Destination Mkt	31,250.00
Connelly Partners	Bill	10/31/2020	34241	FY20 Summer Influencer - August	Destination Marketing	Destination Marketing	1760105 - SM - Influencer Partnerships	Destination Mkt	4,500.00
Connelly Partners	Bill	08/10/2020	33805	Summer Influencer - OOP Travel	Destination Marketing	Destination Marketing	1760105 - SM - Influencer Travel	Destination Mkt	2,226.60
									<u>15,605,054.31</u>