

# Agency Budget Request

FISCAL YEAR 2021–2022



Culture Recreation and Tourism

267 — Office of Tourism



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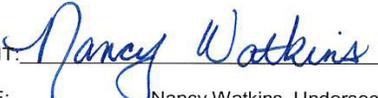
# Signature Page

BUDGET REQUEST

Fiscal Year Ending June 30, 2022

NAME OF DEPARTMENT: CULTURE, RECREATION AND TOURISM ADDRESS: P.O. BOX 94291  
Baton Rouge, Louisiana  
BUDGET UNIT: OFFICE OF TOURISM  
SCHEDULE NUMBER: 06-267 ZIP CODE: 70804-9291  
FAX NUMBER: (225) 342-1051 TELEPHONE NUMBER: (225) 342-8125  
AGENCY WEB ADDRESS: <http://www.crt.state.la.us/>

WE HEREBY CERTIFY THAT THE STATEMENTS AND FIGURES ON THE ACCOMPANYING FORMS ARE TRUE AND CORRECT TO THE BEST OF OUR KNOWLEDGE.

HEAD OF DEPARTMENT:  PRINTED NAME / TITLE: Nancy Watkins, Undersecretary DATE: October 23, 2020 EMAIL ADDRESS: <a href="mailto:nwatkins@crt.la.gov">nwatkins@crt.la.gov</a>	HEAD OF BUDGET UNIT:  PRINTED NAME / TITLE: Doug Bourgeois, Assistant Secretary DATE: October 23, 2020 EMAIL ADDRESS: <a href="mailto:dbourgeois@crt.la.gov">dbourgeois@crt.la.gov</a>
PROGRAM CONTACT PERSON: Doug Bourgeois TITLE: ASSISTANT SECRETARY TELEPHONE NUMBER: (225) 342-8125 EMAIL ADDRESS: <a href="mailto:dbourgeois@crt.la.gov">dbourgeois@crt.la.gov</a>	FINANCIAL CONTACT PERSON: Nancy Watkins TITLE: UNDERSECRETARY TELEPHONE NUMBER: (225) 342-8201 EMAIL ADDRESS: <a href="mailto:nwatkins@crt.la.gov">nwatkins@crt.la.gov</a>

# Operational Plan

DEPARTMENT ID: 06 DEPARTMENT OF CULTURE, RECREATION AND TOURISM  
AGENCY ID: 06-267 OFFICE OF TOURISM

**OPERATIONAL PLAN  
FY 2021-2022**

**OPERATIONAL PLAN FORM  
DEPARTMENT DESCRIPTION**

DEPARTMENT NUMBER AND NAME: 06 - DEPARTMENT OF CULTURE, RECREATION AND TOURISM

**DEPARTMENT MISSION:**

The Department of Culture, Recreation and Tourism mission is to preserve and enhance Louisiana's unique heritage and natural landscape; provide cultural, informational, and recreational resources; and promote the use of these resources by our diverse citizens and visitors.

**DEPARTMENT GOAL(S):**

- I. The Department of Culture, Recreation and Tourism will create a greater awareness of Louisiana's culture, history and natural resources so that citizens and visitors will be more aware of the rich cultural, historical and natural assets of the state.
- II. The Department of Culture, Recreation and Tourism will promote the tourism and arts industries in Louisiana so that these industries will have a greater economic impact in the state.
- III. The Department of Culture, Recreation and Tourism will improve the state's management and conservation of significant historical, natural, informational and cultural sites and resources so that they will be better protected for future generations.
- IV. The Department of Culture, Recreation and Tourism will provide opportunities for outdoor recreation in Louisiana so that there will be an increased number of citizens and visitors who are aware of, have access to, and who avail themselves of these opportunities.

**OPERATIONAL PLAN FORM  
AGENCY (BUDGET UNIT) DESCRIPTION**

AGENCY NUMBER AND NAME: 267 - OFFICE OF TOURISM

**AGENCY MISSION:**

The Louisiana Office of Tourism will have a tremendous economic impact on local economies. To economic benefits like new businesses, jobs and higher property values, tourism adds less tangible—but equally important—payoffs. A well-managed tourism program improves the quality of life as residents take advantage of the services and attractions tourism adds. The office will promote community pride, which grows as people work together to develop a thriving tourist industry.

The agency performs these functions for the benefit of all Louisiana citizens and visitors.

**AGENCY GOAL(S):**

Ensure that there is a balance between tourism and regional community lifestyle, through promotion of the community's values of sustainability, lifestyle and connectivity:

1. Increase length of stay, visitor expenditure (yield), dispersal (geographical and seasonal) and market share;
2. Leverage economic benefits from Louisiana natural attractions, major events while also improving and developing innovative and sustainable man made attractions;
3. Continue to strengthen partnerships and working relationships with stakeholders in the region;
4. Develop tourism programs that meets the needs and expectations of visitors and local communities in order to improve visitor experience;
5. Maintain research program which measures the economic, cultural, and social benefits and impacts of tourism as well as measurement of visitor profile and trends. The research program will continue on an ongoing basis;
6. To conduct an ongoing promotional campaign of information, advertising and publicity to create and sustain a positive image and understanding of Louisiana (R.S. 15:1255); and
7. Develop the professionalism of the tourism industry in the region in terms of customer service, internationally ready product, and accreditation.

**STATEMENT OF AGENCY STRATEGIES FOR DEVELOPMENT AND IMPLEMENTATION OF HUMAN RESOURCE POLICIES THAT ARE HELPFUL AND BENEFICIAL TO WOMEN AND FAMILIES:**

These strategies can be found in the Office of Management and Finance within the Office of the Secretary.

**OPERATIONAL PLAN FORM  
PROGRAM DESCRIPTION**

PROGRAM NAME: ADMINISTRATION

**PROGRAM AUTHORIZATION:**

LEGAL CITATIONS: RS 36:201, 208, 912: 36: 4 AND 209; 51:1252-1276; Act 396 of 1990; Act 1038 of 1990; Act 1089 of 1990; Act 624 of 1993.

**PROGRAM MISSION:**

The mission of the Administration Program of the Office of Tourism is to coordinate the efforts and initiatives of the other programs in the Office of Tourism with the advertising agency, the other agencies within the department, and other public and private travel industry partners in order to achieve the greatest impact on the tourism industry in Louisiana.

**PROGRAM GOAL(S):**

The Administration Program will derive the maximum return on investment from the dollars invested in tourism advertising and promotion by the Office of Tourism.

**PROGRAM ACTIVITIES DESCRIPTION(S):**

This activity provides for the administrative support, operational support and business services support functions necessary to direct the efforts of the agency to accomplish an economic impact of growing the state's economy with jobs and revenue through tourism efforts. This leadership includes directing and supporting the efforts of the programs services section, the research and product development section. These efforts are inclusive of collaborative strategic partnerships with other state departments, sister agencies and other tourism professionals and industry stakeholders.

These activities instill confidence in stakeholders. The administration section continually serves as a model for best practices.

The Assistant Secretary of Tourism serves as the official liaison between the Offices of the Lt. Governor, the Dept. of Culture, Recreation & Tourism Secretary and other CRT agencies.

The Assistant Secretary, Deputy Assistant Secretary, along with remaining staff of the administrative activity are fully engaged in every aspect of agency activities including support functions of policy development, purchasing, fleet and telecommunications management, property management and accounts payables and receivables.

DEPARTMENT ID: 06 DEPARTMENT OF CULTURE, RECREATION AND TOURISM  
 AGENCY ID: 267 OFFICE OF TOURISM  
 PROGRAM ID: A -ADMINISTRATION  
 Activity: Administration

1.  Increase the amount of spending by visitors by 18% from \$18.8 billion in 2019 to \$22.1 billion in 2025.

*Louisiana: Vision 2020* Link: N/A  
 Children's Budget Link: N/A  
 Human Resource Policies Beneficial to Women and Families Link: See strategy 1.4 in the Office of Management and Finance within the Office of the Secretary  
 Other Links (TANF, Tobacco Settlement, Workforce Development Commission, or Other): N/A

**State outcome goal: Economic Development**

Explanatory Note:

LaPAS PI CODE	L E V E L	PERFORMANCE INDICATOR NAME	PERFORMANCE INDICATOR VALUES						
			YEAREND PERFORMANCE STANDARD FY 2019-2020	ACTUAL YEAREND PERFORMANCE FY 2019-2020	PERFORMANCE STANDARD AS INITIALLY APPROPRIATED FY 2020-2021	EXISTING PERFORMANCE STANDARD FY 2020-2021	PERFORMANCE AT CONTINUATION BUDGET LEVEL <sup>3</sup> FY 2021-2022	PERFORMANCE AT EXECUTIVE BUDGET LEVEL FY 2021-2022	PERFORMANCE STANDARD AS INITIALLY APPROPRIATED FY 2021-2022
1322	K	Direct visitor spending by visitors to Louisiana (billions) <sup>1</sup>	17.7	18.9	19.0	19.0	12.8		
1323	K	Total number of visitors to Louisiana (millions) <sup>2</sup>	49.0	53.2	53.0	53.0	36.2		

<sup>1</sup> Calendar year tax generated visitor spending is now being calculated annually by DK Shifflet(DKSA)in April for the Office of Tourism. A quarterly estimation of this indicator is not provided by DKSA. Therefore, the fiscal year actual is the best guess available based on the most recent of visitor spending reports. While University of New Orleans (UNO) Hospitality Research Center (HRC) uses a mix of different & external data sources and survey methods, D.K. Shifflet (DKSA) data are collected using KnowledgePanel®, an online, address based sample panel offered by Knowledge Networks, that draws a national probability sample and returns are balanced to ensure representation of the U.S. population.

<sup>2</sup> Calendar year visitation is now being calculated annually by DK Shifflet(DKSA)in April for the Office of Tourism. A quarterly estimation of this indicator is not provided by DKSA. Therefore, the end of year actual is the best guess available based on the most recent of visitor spending reports. DKSA uses person-stays which counts every stay on a trip through a comprehensive study measuring the travel behavior of US residents; whereas, UNO-HRC calculates visitation by estimating data from visitor survey files from a survey data panel, travel statistics, and historical data.

<sup>3</sup> Continuation budget level is taking into account COVID-19 estimated losses of travel spending and visitation.

**OPERATIONAL PLAN FORM  
PROGRAM DESCRIPTION**

PROGRAM NAME: MARKETING

**PROGRAM AUTHORIZATION:**

LEGAL CITATIONS: RS 36:201, 208, 912: 36: 4 AND 209; 51:1252-1276; Act 396 of 1990; Act 1038 of 1990; Act 1089 of 1990; Act 624 of 1993.  
The Centralized Product Development/Rural Tourism function integrates the Atchafalaya Trace Commission, authorized in R.S. 25:1222-1225; the Mississippi River Road Commission, authorized by R.S. 25:1252-1255 and transferred to DCRT by R.S. 36:802.17; and the LA Byways Commission, authorized in R.S. 56:1948.11-1948.13.

**PROGRAM MISSION:**

It is the mission of the marketing program of the Office of Tourism to provide advertising and publicity for the assets of the state of Louisiana; to design, produce, and distribute advertising materials in all media; and to reach as many potential tourists as possible with an invitation to visit Louisiana.

**PROGRAM GOAL(S):**

1. The Marketing Program will increase the number of visitors to Louisiana by 2025.
2. The Marketing Program will increase the number of jobs in the tourism industry by 2025.

**PROGRAM ACTIVITY DESCRIPTION(S):**

This program encompass five activities: Communications, Research, Advertising/Marketing, Sales, and the Audubon Golf Trail.

Research tactics and tools include data collection, analysis and database management and dissemination; visitor surveys and profiling; trend identification and forecasting; and public input and focus group assessment. Develop tourism promotion ideas based on the information from visitor and industry research.

Communications tasks include plan, organize, and conduct familiarization tours of the state to members of the media. Handle all inquiries from the media and route such as per the communication policy. Coordinate and facilitate media missions in conjunction with sales missions. Direct the promotion of the development of cultural, heritage tourism products and programs and coordinates these efforts with tourism stakeholders.

Audubon Golf Trail courses make an impact to the state's economy in urban and rural areas, providing not only direct and indirect jobs and spinoff private sector development in their regions but also recreation, education and natural/scenic preservation endeavors for locals. Member courses also consistently receive favorable reviews in national golf magazines, touting them for both great golf plus an abundance of nearby fun and educational tourism attractions and great restaurants and overnight providers. AGT reinforces outdoor sportsman's paradise.

Advertising & Marketing directs, manages and monitors public relations and advertising agencies through contracts with private sector companies specializing in different aspects of destination marketing practices. Oversees the development, maintenance, and marketing within LouisianaTravel.com website. Designs, activates, and monitors special promotional initiatives. Guides and supervises marketing efforts including brand management, creative product, and media and campaign strategies for LOT.

Sales plans, organizes, and manages domestic and international sales missions, trade shows, familiarization tours, and meetings. Works with CVBs, industry partners, and stakeholders to build and sustain top-of-mind awareness. Supervises international, advertising and promoting Louisiana travel in markets including Canada, Mexico, Latin America, the U.K., France and Germany.

DEPARTMENT ID: 06 DEPARTMENT OF CULTURE, RECREATION AND TOURISM  
 AGENCY ID: 267 OFFICE OF TOURISM  
 PROGRAM ID: B - MARKETING

**Activity: Programs and Services**

1. **K** Increase the number of visitors to Louisiana by 20% from 51.3 million in 2019 to 61.6 million in 2025.

Louisiana: Vision 2020 Link: N/A

Children's Budget Link: N/A

Human Resource Policies Beneficial to Women and Families Link: See strategy 1.4 in the Office of Management and Finance within the Office of the Secretary

Other Links (TANF, Tobacco Settlement, Workforce Development Commission, or Other): N/A

**State outcome goal: Economic Development**

Explanatory Note:

LaPAS PI CODE	L E V E L	PERFORMANCE INDICATOR NAME	PERFORMANCE INDICATOR VALUES					PERFORMANCE AT EXECUTIVE BUDGET LEVEL FY 2021-2022	PERFORMANCE STANDARD AS INITIALLY APPROPRIATED FY 2021-2022
			YEAREND PERFORMANCE STANDARD FY 2019-2020	ACTUAL YEAREND PERFORMANCE FY 2019-2020	PERFORMANCE STANDARD AS INITIALLY APPROPRIATED FY 2020-2021	EXISTING PERFORMANCE STANDARD FY 2020-2021	PERFORMANCE AT CONTINUATION BUDGET LEVEL FY 2021-2022		
1325	K	State taxes collected from visitor spending (millions) <sup>1</sup>	865.0	990.4	992.0	992.0	790.4		
15675	K	Total mail, telephone, internet inquiries and walk ins <sup>2</sup>	865,000	579,036	850,000	850,000	765,000		

<sup>1</sup> Calendar year state sales tax generated from visitor spending is calculated annually in April by Tourism Economics for foreign and domestic visitors to Louisiana. Tourism Economics does not provide quarterly estimations of this indicator. Therefore, the end of year actual is the best guess available based on the most recent tax collections.

<sup>2</sup> The Office of Tourism has traditionally relied on the number of inquiries as a performance indicator. The Office no longer relies solely on inquiry counts or research conducted of inquiries as a performance indicator. The discontinued use of inquiries as a primary indicator is due to the greater use and unpredictability of the Office of Tourism's website to produce inquiries. The website contains all of the same information that is in the Louisiana Tour Guide. Since the creation of the website in 1997, the number of online inquiries have grown and the number of mail and telephone inquiries has experienced significant declines. Almost all inquiries are generated from advertising. However, not all inquiries generate a mailed packet since the large majority of internet inquiries do not request a mailed packet of information on Louisiana. Louisiana's internet address is still contained in practically every ad.

DEPARTMENT ID: 06 DEPARTMENT OF CULTURE, RECREATION AND TOURISM  
 AGENCY ID: 267 OFFICE OF TOURISM  
 PROGRAM ID: B - MARKETING

**Activity: Communications and Research**

2. **K** Increase the number of jobs within the Louisiana tourism industry by 10 percent from 238,000 in 2019 to 262,680 in 2025.

*Louisiana: Vision 2020* Link: N/A

Children's Budget Link: N/A

Human Resource Policies Beneficial to Women and Families Link: See strategy 1.4 in the Office of Management and Finance within the Office of the Secretary

Other Links (TANF, Tobacco Settlement, Workforce Development Commission, or Other): N/A

**State Outcome: Economic Development**

Explanatory Note:

LaPAS PI CODE	L E V E L	PERFORMANCE INDICATOR NAME	PERFORMANCE INDICATOR VALUES						
			YEAREND PERFORMANCE STANDARD FY 2019-2020	ACTUAL YEAREND PERFORMANCE FY 2019-2020	PERFORMANCE STANDARD AS INITIALLY APPROPRIATED FY 2020-2021	EXISTING PERFORMANCE STANDARD FY 2020-2021	PERFORMANCE AT CONTINUATION BUDGET LEVEL FY 2021-2022	PERFORMANCE AT EXECUTIVE BUDGET LEVEL FY 2021-2022	PERFORMANCE STANDARD AS INITIALLY APPROPRIATED FY 2021-2022
15677	K	Number of people employed directly in travel and tourism industry in Louisiana <sup>1</sup>	236,000	217,300	239,000	239,000	225,600		
15678	S	Hotel/Motel Room Nights Sold <sup>2</sup>	21,600,000	22,500,000	23,000,000	23,000,000	17,500,000		

<sup>1</sup> Calendar year tourism direct employment is now being calculated by the Bureau of Labor Statistics, which provides leisure hospitality employment calculations on a monthly and quarterly basis. Therefore, the end of year actual is the estimate based on industry performance indicators.

<sup>2</sup> Employment within hotels and motels make a major part of tourism employment. The number of hotel/motel room nights sold is a direct indicator of hotel/motel business and therefore an ideal supporting indicator for employment. Source: STR, Inc.

DEPARTMENT ID: 06 DEPARTMENT OF CULTURE, RECREATION AND TOURISM  
 AGENCY ID: 267 OFFICE OF TOURISM  
 PROGRAM ID: B - MARKETING

**Activity: Audubon Golf Trail**

3.  K Increase the number of rounds of golf played at Audubon Golf Trail (AGT) courses to 325,000 annually by 2025.

Louisiana: Vision 2020 Link: N/A

Children's Budget Link: N/A

Human Resource Policies Beneficial to Women and Families Link: See strategy 1.4 in the Office of Management and Finance within the Office of the Secretary

Other Links (TANF, Tobacco Settlement, Workforce Development Commission, or Other): N/A

**State Outcome: Economic Development**

Explanatory Note:

LaPAS PI CODE	L E V E L	PERFORMANCE INDICATOR NAME	PERFORMANCE INDICATOR VALUES						PERFORMANCE STANDARD AS INITIALLY APPROPRIATED FY 2021-2022
			YEAREND PERFORMANCE STANDARD FY 2019-2020	ACTUAL YEAREND PERFORMANCE FY 2019-2020	PERFORMANCE STANDARD AS INITIALLY APPROPRIATED FY 2020-2021	EXISTING PERFORMANCE STANDARD FY 2020-2021	PERFORMANCE AT CONTINUATION BUDGET LEVEL FY 2021-2022	PERFORMANCE AT EXECUTIVE BUDGET LEVEL FY 2021-2022	
20693	K	Annual numbers of rounds of golf played on AGT courses <sup>1</sup>	325,000	325,000	325,000	325,000	325,000		
23518	K	Percent increase in rounds of golf played. <sup>2</sup>	3%	3%	3%	1%	1%		

DEPARTMENT ID: 06 DEPARTMENT OF CULTURE, RECREATION AND TOURISM  
 AGENCY ID: 267 OFFICE OF TOURISM  
 PROGRAM ID: B - MARKETING

Table 1. Advertising Indicators recorded by the Office of Tourism

GENERAL PERFORMANCE INFORMATION:							
LaPAS PI CODE	PERFORMANCE INDICATOR NAME	PERFORMANCE INDICATOR VALUES					
		PRIOR YEAR ACTUAL FY 2014-2015	PRIOR YEAR ACTUAL FY 2015-2016	PRIOR YEAR ACTUAL FY 2016-2017	PRIOR YEAR ACTUAL FY 2017-2018	PRIOR YEAR ACTUAL FY 2018-2019	PRIOR YEAR ACTUAL FY 2019-2020
21269	Positive Visitation Intentions	46%	46%	46%	46%	46%	46%

DEPARTMENT ID: 06 DEPARTMENT OF CULTURE, RECREATION AND TOURISM  
 AGENCY ID: 267 OFFICE OF TOURISM  
 PROGRAM ID: B - MARKETING

Table 2. Number of Visitors to Louisiana

GENERAL PERFORMANCE INFORMATION:							
LaPAS PI CODE	PERFORMANCE INDICATOR NAME	PERFORMANCE INDICATOR VALUES					
		PRIOR YEAR ACTUAL FY 2014-2015	PRIOR YEAR ACTUAL FY 2015-2016	PRIOR YEAR ACTUAL FY 2016-2017	PRIOR YEAR ACTUAL FY 2017-2018	PRIOR YEAR ACTUAL FY 2018-2019	PRIOR YEAR ACTUAL FY 2019-2020
21270	U.S. Resident Visitors (millions)	27.9	28.5	46.3	46.7	50.8	52.5
21271	Canadian Resident Visitors	160,589	191,100	212,400	188,300	194,600	188,100
21272	Overseas Resident Visitors	281,425	382,736	410,000	487,495	503,954	789,800

**OPERATIONAL PLAN FORM  
PROGRAM DESCRIPTION**

PROGRAM NAME: WELCOME CENTERS

**PROGRAM AUTHORIZATION:**

LEGAL CITATIONS: RS 36:201, 208, 912: 36: 4 AND 209;51:1252-1276; Act 396 OF 1990; Act 1038 OF 1990; Act 1089 OF 1990; Act 624 OF 1993.

**PROGRAM MISSION:**

The mission of Louisiana's Welcome Centers, located along major highways entering the state and in two of Louisiana's largest cities, is to provide a safe, friendly environment in which to welcome visitors and provide them information about area attractions, and to encourage them to spend more time in the state.

**PROGRAM GOAL(S):**

1. The Welcome Center Program will provide a safer, friendlier environment in which an increasing number of travelers can learn more about Louisiana's food, culture and attractions.
2. The Welcome Center Program will provide the highest quality customer service at each center

**PROGRAM ACTIVITY DESCRIPTION(S):**

Each center represents a particular opportunity for visitors and stakeholders to communicate with each other. We will facilitate the most favorable environment possible to make this communication successful for all involved. This is accomplished with optimum and strategic staffing, a program of maintenance and repairs, working closely with our partners at the Department of Transportation and Development on clean, neat and visitor friendly sites with amenities for 21st Century travelers. Our Welcome Centers are where we display the portfolio of opportunities for visitors who come to learn more about Louisiana, her people, food, music and culture. Welcome Centers are where our local citizens and stakeholders feel a special pride of place, and come to learn more about where they live. Our Centers improve the quality of life for visitors and Louisianans by educating them about the variety and diversity of people and cultures and tourism assets in the state.

DEPARTMENT ID: 06 DEPARTMENT OF CULTURE, RECREATION AND TOURISM  
 AGENCY ID: 267 OFFICE OF TOURISM  
 PROGRAM ID: C - WELCOME CENTERS

**Activity: Welcome Center**

1. **K** Increase the number of welcome center visitors by 20% from 750,000 in 2019 to 825,000 million in 2025.

*Louisiana: Vision 2020 Link: N/A*

Children's Budget Link: N/A

Human Resource Policies Beneficial to Women and Families Link: See strategy 1.4 in the Office of Management and Finance within the Office of the Secretary

Other Links (TANF, Tobacco Settlement, Workforce Development Commission, or Other): N/A

**State Outcome Goal: Economic**

Explanatory Note:

LaPAS PI CODE	L E V E L	PERFORMANCE INDICATOR NAME	PERFORMANCE INDICATOR VALUES					PERFORMANCE AT EXECUTIVE BUDGET LEVEL FY 2021-2022	PERFORMANCE STANDARD AS INITIALLY APPROPRIATED FY 2021-2022
			YEAREND PERFORMANCE STANDARD FY 2019-2020	ACTUAL YEAREND PERFORMANCE FY 2019-2020	PERFORMANCE STANDARD AS INITIALLY APPROPRIATED FY 2020-2021	EXISTING PERFORMANCE STANDARD FY 2020-2021	PERFORMANCE AT CONTINUATION BUDGET LEVEL FY 2021-2022		
1328	K	Total Visitors to Welcome Centers	800,000	513,315	260,000	260,000	300,000		

Welcome center visitation fluctuates based on how visitors are obtaining travel information. Visitation can be attributed to general travel, weather, school schedules, natural disasters, sporting events, and the holiday season. The Capital Park Welcome Center is used as an event center only; the Alexandria (I-49) and Vidalia Welcome Centers were closed permanently during FY 17-18; Vinton Welcome Center reopened in May 2019; and the New Orleans Welcome Center closed in June 2020.

DEPARTMENT ID: 06 DEPARTMENT OF CULTURE, RECREATION AND TOURISM  
 AGENCY ID: 267 OFFICE OF TOURISM  
 PROGRAM ID: C - WELCOME CENTERS  
 Activity: Welcome Center

2.  K Maintain the average length of stay by welcome center visitors at 2.0 nights from 2019 to 2025.

Louisiana: Vision 2020 Link: N/A  
 Children's Budget Link: N/A  
 Human Resource Policies Beneficial to Women and Families Link: See strategy 1.4 in the Office of Management and Finance within the Office of the Secretary  
 Other Links (TANF, Tobacco Settlement, Workforce Development Commission, or Other): N/A

**State Goal Outcome: Economic Development**

Explanatory Note:

LaPAS PI CODE	L E V E L	PERFORMANCE INDICATOR NAME	PERFORMANCE INDICATOR VALUES						
			YEAREND PERFORMANCE STANDARD FY 2019-2020	ACTUAL YEAREND PERFORMANCE FY 2019-2020	PERFORMANCE STANDARD AS INITIALLY APPROPRIATED FY 2020-2021	EXISTING PERFORMANCE STANDARD FY 2020-2021	PERFORMANCE AT CONTINUATION BUDGET LEVEL FY 2021-2022	PERFORMANCE AT EXECUTIVE BUDGET LEVEL FY 2021-2022	PERFORMANCE STANDARD AS INITIALLY APPROPRIATED FY 2021-2022
1327	K	Average Length of Stay <sup>1</sup>	2.0	2.0	2.0	2.0	2.0		
1329	S	Cost per Visitor	\$ 1.50	\$ 1.50	\$ 1.50	\$ 1.50	\$ 1.50		

<sup>1</sup> Note: The average length of stay has now been incorporated into the registration sheet that a visitor is requested to sign when he/she enters the center. This provides more timely and accurate information.

**OPERATIONAL PLAN FORM  
OPERATIONAL PLAN ADDENDA**

ORGANIZATION AND PROGRAM STRUCTURE CHARTS CHECKLIST:

Organization Chart Attached:

Program Structure Chart Attached:

OTHER: List any other attachments to operational plan.

2

3

CONTACT PERSON(S):

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# Budget Request Overview

## AGENCY SUMMARY STATEMENT

### Total Agency

#### Means of Financing

Description	FY2019-2020 Actuals	Existing Operating Budget as of 10/01/2020	FY2021-2022 Total Request	Over/Under EOB	Percent Change
STATE GENERAL FUND (Direct)	—	100,000	100,000	—	—
STATE GENERAL FUND BY:	—	—	—	—	—
INTERAGENCY TRANSFERS	—	43,216	43,216	—	—
FEES & SELF-GENERATED	24,140,364	27,167,646	26,500,000	(667,646)	(2.46)%
STATUTORY DEDICATIONS	—	—	—	—	—
FEDERAL FUNDS	345,448	—	—	—	—
<b>TOTAL MEANS OF FINANCING</b>	<b>\$24,485,812</b>	<b>\$27,310,862</b>	<b>\$26,643,216</b>	<b>\$(667,646)</b>	<b>(2.44)%</b>

**Fees and Self-Generated**

Description	FY2019-2020 Actuals	Existing Operating Budget as of 10/01/2020	FY2021-2022 Total Request	Over/Under EOB	Percent Change
Fees & Self-Generated	24,140,364	27,167,646	26,500,000	(667,646)	(2.46)%
<b>Total:</b>	<b>\$24,140,364</b>	<b>\$27,167,646</b>	<b>\$26,500,000</b>	<b>\$(667,646)</b>	<b>(2.46)%</b>

**Statutory Dedications**

Description	FY2019-2020 Actuals	Existing Operating Budget as of 10/01/2020	FY2021-2022 Total Request	Over/Under EOB	Percent Change
<b>Total:</b>	—	—	—	—	—

**Agency Expenditures**

Description	FY2019-2020 Actuals	Existing Operating Budget as of 10/01/2020	FY2021-2022 Total Request	Over/Under EOB	Percent Change
Salaries	2,680,569	2,835,104	3,095,514	260,410	9.19%
Other Compensation	374,142	305,505	419,629	114,124	37.36%
Related Benefits	1,624,407	1,769,140	1,833,261	64,121	3.62%
<b>TOTAL PERSONAL SERVICES</b>	<b>\$4,679,117</b>	<b>\$4,909,749</b>	<b>\$5,348,404</b>	<b>\$438,655</b>	<b>8.93%</b>
Travel	311,223	215,500	215,500	—	—
Operating Services	3,789,580	4,897,244	5,041,852	144,608	2.95%
Supplies	134,097	111,195	111,195	—	—
<b>TOTAL OPERATING EXPENSES</b>	<b>\$4,234,901</b>	<b>\$5,223,939</b>	<b>\$5,368,547</b>	<b>\$144,608</b>	<b>2.77%</b>
<b>PROFESSIONAL SERVICES</b>	<b>\$8,974,871</b>	<b>\$9,804,654</b>	<b>\$13,775,025</b>	<b>\$3,970,371</b>	<b>40.49%</b>
Other Charges	1,371,123	1,198,299	1,188,258	(10,041)	(0.84)%
Debt Service	—	—	—	—	—
Interagency Transfers	5,164,084	6,000,027	862,982	(5,137,045)	(85.62)%
<b>TOTAL OTHER CHARGES</b>	<b>\$6,535,206</b>	<b>\$7,198,326</b>	<b>\$2,051,240</b>	<b>\$(5,147,086)</b>	<b>(71.50)%</b>
Acquisitions	14,641	74,194	—	(74,194)	(100.00)%
Major Repairs	47,075	100,000	100,000	—	—
<b>TOTAL ACQ. &amp; MAJOR REPAIRS</b>	<b>\$61,716</b>	<b>\$174,194</b>	<b>\$100,000</b>	<b>\$(74,194)</b>	<b>(42.59)%</b>
<b>TOTAL EXPENDITURES</b>	<b>\$24,485,812</b>	<b>\$27,310,862</b>	<b>\$26,643,216</b>	<b>\$(667,646)</b>	<b>(2.44)%</b>

**Agency Positions**

Classified	72	72	72	—	—
Unclassified	1	1	1	—	—
<b>TOTAL AUTHORIZED T.O. POSITIONS</b>	<b>73</b>	<b>73</b>	<b>73</b>	<b>—</b>	<b>—</b>
<b>TOTAL AUTHORIZED OTHER CHARGES POSITIONS</b>	<b>3</b>	<b>1</b>	<b>1</b>	<b>—</b>	<b>—</b>
<b>TOTAL NON-T.O. FTE POSITIONS</b>	<b>78</b>	<b>78</b>	<b>78</b>	<b>—</b>	<b>—</b>
<b>TOTAL POSITIONS</b>	<b>154</b>	<b>152</b>	<b>152</b>	<b>—</b>	<b>—</b>

**Cost Detail**

**Means of Financing**

Description	FY2019-2020 Actuals	Existing Operating Budget as of 10/01/2020	FY2021-2022 Total Request	Over/Under EOB
State General Fund	—	100,000	100,000	—
Interagency Transfers	—	43,216	43,216	—
Fees & Self-Generated	24,140,364	27,167,646	26,500,000	(667,646)
Federal Funds	345,448	—	—	—
<b>Total:</b>	<b>\$24,485,812</b>	<b>\$27,310,862</b>	<b>\$26,643,216</b>	<b>\$(667,646)</b>

**Salaries**

Commitment Item	Name	FY2019-2020 Actuals	Existing Operating Budget as of 10/01/2020	FY2021-2022 Total Request	Over/Under EOB
5110010	SAL-CLASS-TO-REG	2,549,512	2,708,420	2,965,222	256,802
5110015	SAL-CLASS-TO-OT	426	—	—	—
5110020	SAL-CLASS-TO-TERM	9,000	—	—	—
5110025	SAL-UNCLASS-TO-REG	121,631	126,684	130,292	3,608
<b>Total Salaries:</b>		<b>\$2,680,569</b>	<b>\$2,835,104</b>	<b>\$3,095,514</b>	<b>\$260,410</b>

**Other Compensation**

Commitment Item	Name	FY2019-2020 Actuals	Existing Operating Budget as of 10/01/2020	FY2021-2022 Total Request	Over/Under EOB
5120010	COMPENSATION/WAGES	365,690	305,505	419,629	114,124
5120035	STUDENT LABOR	7,572	—	—	—
5120105	COMP-CL-NON TO-OT	880	—	—	—
<b>Total Other Compensation:</b>		<b>\$374,142</b>	<b>\$305,505</b>	<b>\$419,629</b>	<b>\$114,124</b>

**Related Benefits**

Commitment Item	Name	FY2019-2020 Actuals	Existing Operating Budget as of 10/01/2020	FY2021-2022 Total Request	Over/Under EOB
5130010	RET CONTR-STATE EMP	924,293	1,041,460	1,068,239	26,779
5130020	RET CONTR-TEACHERS	8,315	—	—	—
5130050	POSTRET BENEFITS	213,219	207,600	210,000	2,400

Related Benefits (continued)

Commitment Item	Name	FY2019-2020 Actuals	Existing Operating Budget as of 10/01/2020	FY2021-2022 Total Request	Over/Under EOB
5130055	FICA TAX (OASDI)	35,465	38,808	43,170	4,362
5130060	MEDICARE TAX	41,299	49,960	50,973	1,013
5130065	UNEMPLOYMENT BENEFIT	1,307	5,000	5,000	—
5130070	GRP INS CONTRIBUTION	386,651	412,572	442,739	30,167
5130090	TAXABLE FRINGE BEN	13,857	11,940	11,940	—
5130095	NON-TAX FRINGE BEN	—	1,800	1,200	(600)
<b>Total Related Benefits:</b>		<b>\$1,624,407</b>	<b>\$1,769,140</b>	<b>\$1,833,261</b>	<b>\$64,121</b>

Travel

Commitment Item	Name	FY2019-2020 Actuals	Existing Operating Budget as of 10/01/2020	FY2021-2022 Total Request	Over/Under EOB
5210010	IN-STATE TRAVEL-ADM	4,719	7,000	7,000	—
5210015	IN-STATE TRAVEL-CONF	1,487	25,000	25,000	—
5210020	IN-STATE TRAV-FIELD	34,753	11,500	11,500	—
5210026	IN-STTRV-MEAL REIMB	24	—	—	—
5210030	IN-STATE TRV-IT/TRN	57	—	—	—
5210050	OUT-OF-STATE TRV-ADM	47,843	32,500	32,500	—
5210055	OUT-OF-STTRV-CONF	29,795	119,500	119,500	—
5210060	OUT-OF-STTRV-FIELD	192,460	20,000	20,000	—
5210085	TRAVEL-MILEAGE ALLOW	28	—	—	—
5210090	TRAVEL EXP REIMBURSE	58	—	—	—
<b>Total Travel:</b>		<b>\$311,223</b>	<b>\$215,500</b>	<b>\$215,500</b>	<b>—</b>

Operating Services

Commitment Item	Name	FY2019-2020 Actuals	Existing Operating Budget as of 10/01/2020	FY2021-2022 Total Request	Over/Under EOB
5310001	SERV-ADVERTISING	—	750	750	—
5310004	SERV-BANK FEES	37	—	—	—
5310005	SERV-PRINTING	985	31,500	31,500	—

Operating Services (continued)

Commitment Item	Name	FY2019-2020 Actuals	Existing Operating Budget as of 10/01/2020	FY2021-2022 Total Request	Over/Under EOB
5310006	SERV-TRAVEL & MEETNG	9,968	75,000	75,000	—
5310007	SERV-TRANSPORTATION	5,880	76,000	76,000	—
5310010	SERV-DUES & OTHER	272,896	278,976	379,609	100,633
5310011	SERV-SUBSCRIPTIONS	4,134	—	—	—
5310013	SERV-LAB FEES	576	—	—	—
5310014	SERV-DRUG TESTING	113	950	950	—
5310015	SERV-SECURITY	4,682	420	420	—
5310019	SERV-FREIGHT	—	50,000	50,000	—
5310027	SERV-SPONSORSHIPS	1,300,555	3,773,143	3,773,143	—
5310030	SERV-ADMIN FEES	1,500	200	200	—
5310036	SERV - TRADE SHOW	53,117	—	—	—
5310040	SERV-BANK (NON-DEBT)	3,046	—	—	—
5310400	SERV-MISC	1,747,618	271,935	226,185	(45,750)
5330001	MAINT-BUILDINGS	35,313	22,895	22,895	—
5330003	MAINT-PESTCONTROL	4,074	11,050	11,050	—
5330007	MAINT-PROPERTY	955	5,250	5,250	—
5330008	MAINT-EQUIPMENT	5,699	10,500	10,500	—
5330012	MAINT-JANITORIAL	61,122	—	89,725	89,725
5330014	MAINT-GROUNDS	7,358	5,800	5,800	—
5330016	MAINT-DATA PROC EQP	—	18,700	18,700	—
5330017	MAINT-DATA SOFTWARE	17,902	21,224	21,224	—
5330018	MAINT-AUTO REPAIRS	2,279	5,250	5,250	—
5330025	MAINT-HOSTING SVCS	761	—	—	—
5330026	MAINT-SOFTWRE MTCE	1,299	—	—	—
5330028	MAINT-TERMITE CNTRL	—	150	150	—
5340020	RENT-EQUIPMENT	15,376	36,671	36,671	—
5340030	RENT-DATA PROC EQUIP	15,050	—	—	—

Operating Services (continued)

Commitment Item	Name	FY2019-2020 Actuals	Existing Operating Budget as of 10/01/2020	FY2021-2022 Total Request	Over/Under EOB
5340070	RENT-OTHER	11,235	8,430	8,430	—
5340078	RENT-DATA-LIC SOFT	2,400	7,000	7,000	—
5350001	UTIL-INTERNET PROVID	6,968	5,000	5,000	—
5350002	UTIL-DATA LINE/CIRCT	139	2,000	2,000	—
5350004	UTIL-TELEPHONE SERV	299	—	—	—
5350006	UTIL-MAIL/DEL/POST	95,587	78,350	78,350	—
5350007	UTIL-POSTAGE DUE	15,628	—	—	—
5350010	UTIL-ELECTRICITY	76,013	84,500	84,500	—
5350011	UTIL-WATER	800	—	—	—
5350017	UTIL-OPR SER-LAUNDRY	8,208	15,600	15,600	—
5350400	UTIL-OTHER	11	—	—	—
<b>Total Operating Services:</b>		<b>\$3,789,580</b>	<b>\$4,897,244</b>	<b>\$5,041,852</b>	<b>\$144,608</b>

Supplies

Commitment Item	Name	FY2019-2020 Actuals	Existing Operating Budget as of 10/01/2020	FY2021-2022 Total Request	Over/Under EOB
5410001	SUP-OFFICE SUPPLIES	26,145	29,195	29,195	—
5410002	SUP-TELEPH & ACCESS	91	1,000	1,000	—
5410006	SUP-COMPUTER	688	6,500	6,500	—
5410007	SUP-CLOTHING/UNIFORM	12,686	14,200	14,200	—
5410008	SUP-MEDICAL	1,435	1,000	1,000	—
5410009	SUP-EDUCATION & REC	101	—	—	—
5410013	SUP-FOOD & BEVERAGE	550	—	—	—
5410016	SUP-BLD	28,103	900	900	—
5410017	SUP-JANITORIAL	39,878	44,000	44,000	—
5410022	SUP-FUELS/LUBRICANTS	18	10,900	10,900	—
5410028	SUP-STORAGE/PACKAGNG	30	—	—	—

Supplies (continued)

Commitment Item	Name	FY2019-2020 Actuals	Existing Operating Budget as of 10/01/2020	FY2021-2022 Total Request	Over/Under EOB
5410030	SUP-TOOLS	—	1,000	1,000	—
5410032	SUP-REP/MNT SUP-OTHR	545	—	—	—
5410035	SUP-SOFTWARE	703	2,500	2,500	—
5410036	SUP-FUELTRAC	5,886	—	—	—
5410400	SUP-OTHER	17,238	—	—	—
<b>Total Supplies:</b>		<b>\$134,097</b>	<b>\$111,195</b>	<b>\$111,195</b>	<b>—</b>

Professional Services

Commitment Item	Name	FY2019-2020 Actuals	Existing Operating Budget as of 10/01/2020	FY2021-2022 Total Request	Over/Under EOB
5510028	PROF SERV-ADV/PRINT	4,244,939	9,804,654	13,775,025	3,970,371
5510400	PROF SERV-OTHER	4,729,932	—	—	—
<b>Total Professional Services:</b>		<b>\$8,974,871</b>	<b>\$9,804,654</b>	<b>\$13,775,025</b>	<b>\$3,970,371</b>

Other Charges

Commitment Item	Name	FY2019-2020 Actuals	Existing Operating Budget as of 10/01/2020	FY2021-2022 Total Request	Over/Under EOB
5620018	MISC-PROJECT ACTVTV	245,282	—	—	—
5620063	MISC-OPERATNG SVCS	34,205	59,718	47,339	(12,379)
5620064	MISC-PROF SVCS	759,611	626,531	626,531	—
5620065	MISC-SUPPLIES OTHER	58,052	92,000	92,000	—
5620066	MISC-TRVL IN STATE	2,217	2,000	2,000	—
5620067	MISC-TR OUT OF STATE	21,579	7,000	7,000	—
5620069	MISC-INTERAGENCY OTH	16,871	242,332	242,332	—
5620072	MISC-OC SAL CLASS&UN	154,082	96,237	97,501	1,264
5620073	MISC-OC-SAL CLASS OT	475	—	—	—
5620074	MISC-OC-SAL CLSS TRM	1,537	—	—	—
5620076	MISC-OC-WAGES	—	26,520	26,520	—
5620078	MISC-OC-RETIRE-STEM	63,155	38,591	38,617	26

Other Charges (continued)

Commitment Item	Name	FY2019-2020 Actuals	Existing Operating Budget as of 10/01/2020	FY2021-2022 Total Request	Over/Under EOB
5620082	MISC-OC-MEDICARE TAX	913	385	1,781	1,396
5620083	MISC-OC-GRP INS CONT	13,143	6,985	6,637	(348)
<b>Total Other Charges:</b>		<b>\$1,371,123</b>	<b>\$1,198,299</b>	<b>\$1,188,258</b>	<b>\$(10,041)</b>

Interagency Transfers

Commitment Item	Name	FY2019-2020 Actuals	Existing Operating Budget as of 10/01/2020	FY2021-2022 Total Request	Over/Under EOB
5950001	IAT-COMMODITY/SERV	61,101	—	—	—
5950007	IAT-PRINTING	27,306	66,966	66,966	—
5950008	IAT-POSTAGE	—	1,020	1,020	—
5950013	IAT-TEL-LANET DATA	(284)	36,730	36,730	—
5950014	IAT-TELEPHONE	34,076	—	—	—
5950023	IAT-OTHER MAINTENANC	66,841	67,076	67,076	—
5950026	IAT-RENTALS	194,053	148,000	58,275	(89,725)
5950033	IAT-INTER AGY TRANS	4,699,484	5,467,443	420,123	(5,047,320)
5950038	IAT-OTHER OPER SERV	53,561	36,388	36,388	—
5950048	IAT-CPTP	—	2,576	2,576	—
5950049	IAT-CIVIL SERVICE	—	14,956	14,956	—
5950050	IAT-ORM INSURANCE	—	109,741	109,741	—
5950051	IAT-OSUP	—	6,300	6,300	—
5950052	IAT-LEG. AUDITOR	—	18,400	18,400	—
5950058	IAT-TECH SVCS	27,946	24,431	24,431	—
<b>Total Interagency Transfers:</b>		<b>\$5,164,084</b>	<b>\$6,000,027</b>	<b>\$862,982</b>	<b>\$(5,137,045)</b>

**Acquisitions**

Commitment Item	Name	FY2019-2020 Actuals	Existing Operating Budget as of 10/01/2020	FY2021-2022 Total Request	Over/Under EOB
5710221	ACQ-COMP HARDWARE	8,164	9,900	—	(9,900)
5710223	ACQ-COMM EQUIP	1,115	—	—	—
5710250	ACQ-AUTOMOBILES	—	64,294	—	(64,294)
5710599	CAPITAL OUTLAY-MISC	5,362	—	—	—
<b>Total Acquisitions:</b>		<b>\$14,641</b>	<b>\$74,194</b>	<b>—</b>	<b>\$(74,194)</b>

**Major Repairs**

Commitment Item	Name	FY2019-2020 Actuals	Existing Operating Budget as of 10/01/2020	FY2021-2022 Total Request	Over/Under EOB
5810002	MAJ REP-BUILDINGS	13,460	100,000	100,000	—
5810003	MAJ REP-BLDG	33,586	—	—	—
5810013	MAJ REP-ED	30	—	—	—
<b>Total Major Repairs:</b>		<b>\$47,075</b>	<b>\$100,000</b>	<b>\$100,000</b>	<b>—</b>
<b>Total Agency Expenditures:</b>		<b>\$24,485,812</b>	<b>\$27,310,862</b>	<b>\$26,643,216</b>	<b>\$(667,646)</b>

**PROGRAM SUMMARY STATEMENT**

**2671 - Administrative**

**Means of Financing**

Description	FY2019-2020 Actuals	Existing Operating Budget as of 10/01/2020	FY2021-2022 Total Request	Over/Under EOB	Percent Change
STATE GENERAL FUND (Direct)	—	—	—	—	—
STATE GENERAL FUND BY:	—	—	—	—	—
INTERAGENCY TRANSFERS	—	—	—	—	—
FEES & SELF-GENERATED	1,802,126	1,787,301	1,908,353	121,052	6.77%
STATUTORY DEDICATIONS	—	—	—	—	—
FEDERAL FUNDS	—	—	—	—	—
<b>TOTAL MEANS OF FINANCING</b>	<b>\$1,802,126</b>	<b>\$1,787,301</b>	<b>\$1,908,353</b>	<b>\$121,052</b>	<b>6.77%</b>

Fees and Self-Generated

Description	FY2019-2020 Actuals	Existing Operating Budget as of 10/01/2020	FY2021-2022 Total Request	Over/Under EOB	Percent Change
Fees & Self-Generated	1,802,126	1,787,301	1,908,353	121,052	6.77%
<b>Total:</b>	<b>\$1,802,126</b>	<b>\$1,787,301</b>	<b>\$1,908,353</b>	<b>\$121,052</b>	<b>6.77%</b>

**Program Expenditures**

Description	FY2019-2020 Actuals	Existing Operating Budget as of 10/01/2020	FY2021-2022 Total Request	Over/Under EOB	Percent Change
Salaries	425,279	441,630	487,972	46,342	10.49%
Other Compensation	—	—	—	—	—
Related Benefits	450,708	406,912	484,622	77,710	19.10%
<b>TOTAL PERSONAL SERVICES</b>	<b>\$875,987</b>	<b>\$848,542</b>	<b>\$972,594</b>	<b>\$124,052</b>	<b>14.62%</b>
Travel	49,770	31,000	31,000	—	—
Operating Services	50,527	83,024	183,657	100,633	121.21%
Supplies	20,470	14,695	14,695	—	—
<b>TOTAL OPERATING EXPENSES</b>	<b>\$120,767</b>	<b>\$128,719</b>	<b>\$229,352</b>	<b>\$100,633</b>	<b>78.18%</b>
<b>PROFESSIONAL SERVICES</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>
Other Charges	—	—	—	—	—
Debt Service	—	—	—	—	—
Interagency Transfers	805,372	807,040	706,407	(100,633)	(12.47)%
<b>TOTAL OTHER CHARGES</b>	<b>\$805,372</b>	<b>\$807,040</b>	<b>\$706,407</b>	<b>\$(100,633)</b>	<b>(12.47)%</b>
Acquisitions	—	3,000	—	(3,000)	(100.00)%
Major Repairs	—	—	—	—	—
<b>TOTAL ACQ. &amp; MAJOR REPAIRS</b>	<b>—</b>	<b>\$3,000</b>	<b>—</b>	<b>\$(3,000)</b>	<b>(100.00)%</b>
<b>TOTAL EXPENDITURES</b>	<b>\$1,802,126</b>	<b>\$1,787,301</b>	<b>\$1,908,353</b>	<b>\$121,052</b>	<b>6.77%</b>

**Program Positions**

Classified	6	6	6	—	—
Unclassified	1	1	1	—	—
<b>TOTAL AUTHORIZED T.O. POSITIONS</b>	<b>7</b>	<b>7</b>	<b>7</b>	<b>—</b>	<b>—</b>
<b>TOTAL AUTHORIZED OTHER CHARGES POSITIONS</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>
<b>TOTAL NON-T.O. FTE POSITIONS</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>
<b>TOTAL POSITIONS</b>	<b>7</b>	<b>7</b>	<b>7</b>	<b>—</b>	<b>—</b>

**Cost Detail**

**Means of Financing**

Description	FY2019-2020 Actuals	Existing Operating Budget as of 10/01/2020	FY2021-2022 Total Request	Over/Under EOB
Fees & Self-Generated	1,802,126	1,787,301	1,908,353	121,052
<b>Total:</b>	<b>\$1,802,126</b>	<b>\$1,787,301</b>	<b>\$1,908,353</b>	<b>\$121,052</b>

**Salaries**

Commitment Item	Name	FY2019-2020 Actuals	Existing Operating Budget as of 10/01/2020	FY2021-2022 Total Request	Over/Under EOB
5110010	SAL-CLASS-TO-REG	303,205	314,946	357,680	42,734
5110020	SAL-CLASS-TO-TERM	443	—	—	—
5110025	SAL-UNCLASS-TO-REG	121,631	126,684	130,292	3,608
<b>Total Salaries:</b>		<b>\$425,279</b>	<b>\$441,630</b>	<b>\$487,972</b>	<b>\$46,342</b>

**Related Benefits**

Commitment Item	Name	FY2019-2020 Actuals	Existing Operating Budget as of 10/01/2020	FY2021-2022 Total Request	Over/Under EOB
5130010	RET CONTR-STATE EMP	173,679	194,272	195,677	1,405
5130050	POSTRET BENEFITS	213,219	136,971	210,000	73,029
5130060	MEDICARE TAX	5,739	7,025	7,076	51
5130065	UNEMPLOYMENT BENEFIT	1,307	5,000	5,000	—
5130070	GRP INS CONTRIBUTION	54,964	61,844	65,069	3,225
5130090	TAXABLE FRINGE BEN	1,800	—	—	—
5130095	NON-TAX FRINGE BEN	—	1,800	1,800	—
<b>Total Related Benefits:</b>		<b>\$450,708</b>	<b>\$406,912</b>	<b>\$484,622</b>	<b>\$77,710</b>

**Travel**

Commitment Item	Name	FY2019-2020 Actuals	Existing Operating Budget as of 10/01/2020	FY2021-2022 Total Request	Over/Under EOB
5210010	IN-STATE TRAVEL-ADM	2,287	2,000	2,000	—
5210015	IN-STATE TRAVEL-CONF	57	2,000	2,000	—
5210020	IN-STATE TRAV-FIELD	1,372	—	—	—

Travel (continued)

Commitment Item	Name	FY2019-2020 Actuals	Existing Operating Budget as of 10/01/2020	FY2021-2022 Total Request	Over/Under EOB
5210050	OUT-OF-STATE TRV-ADM	36,761	27,000	27,000	—
5210055	OUT-OF-STTRV-CONF	7,500	—	—	—
5210060	OUT-OF-STTRV-FIELD	1,793	—	—	—
<b>Total Travel:</b>		<b>\$49,770</b>	<b>\$31,000</b>	<b>\$31,000</b>	<b>—</b>

Operating Services

Commitment Item	Name	FY2019-2020 Actuals	Existing Operating Budget as of 10/01/2020	FY2021-2022 Total Request	Over/Under EOB
5310004	SERV-BANK FEES	37	—	—	—
5310005	SERV-PRINTING	212	—	—	—
5310010	SERV-DUES & OTHER	798	500	101,133	100,633
5310011	SERV-SUBSCRIPTIONS	364	—	—	—
5310014	SERV-DRUG TESTING	30	200	200	—
5310027	SERV-SPONSORSHIPS	12,400	25,000	25,000	—
5310030	SERV-ADMIN FEES	—	200	200	—
5310400	SERV-MISC	10,769	300	300	—
5330016	MAINT-DATA PROC EQP	—	18,700	18,700	—
5330017	MAINT-DATA SOFTWARE	17,902	21,224	21,224	—
5330018	MAINT-AUTO REPAIRS	2,117	2,500	2,500	—
5330026	MAINT-SOFTWRE MTCE	1,299	—	—	—
5340020	RENT-EQUIPMENT	4,121	6,100	6,100	—
5340078	RENT-DATA-LIC SOFT	—	7,000	7,000	—
5350001	UTIL-INTERNET PROVID	480	—	—	—
5350006	UTIL-MAIL/DEL/POST	—	1,300	1,300	—
<b>Total Operating Services:</b>		<b>\$50,527</b>	<b>\$83,024</b>	<b>\$183,657</b>	<b>\$100,633</b>

Supplies

Commitment Item	Name	FY2019-2020 Actuals	Existing Operating Budget as of 10/01/2020	FY2021-2022 Total Request	Over/Under EOB
5410001	SUP-OFFICE SUPPLIES	16,311	7,695	7,695	—
5410007	SUP-CLOTHING/UNIFORM	160	—	—	—
5410008	SUP-MEDICAL	257	—	—	—
5410013	SUP-FOOD & BEVERAGE	105	—	—	—
5410022	SUP-FUELS/LUBRICANTS	18	7,000	7,000	—
5410036	SUP-FUELTRAC	2,943	—	—	—
5410400	SUP-OTHER	675	—	—	—
<b>Total Supplies:</b>		<b>\$20,470</b>	<b>\$14,695</b>	<b>\$14,695</b>	<b>—</b>

Interagency Transfers

Commitment Item	Name	FY2019-2020 Actuals	Existing Operating Budget as of 10/01/2020	FY2021-2022 Total Request	Over/Under EOB
5950001	IAT-COMMODITY/SERV	61,101	—	—	—
5950007	IAT-PRINTING	7,983	44,236	44,236	—
5950008	IAT-POSTAGE	—	900	900	—
5950013	IAT-TEL-LANET DATA	(131)	9,780	9,780	—
5950014	IAT-TELEPHONE	4,050	—	—	—
5950023	IAT-OTHER MAINTENANC	66,841	67,076	67,076	—
5950033	IAT-INTER AGY TRANS	584,152	472,256	371,623	(100,633)
5950038	IAT-OTHER OPER SERV	53,430	36,388	36,388	—
5950048	IAT-CPTP	—	2,576	2,576	—
5950049	IAT-CIVIL SERVICE	—	14,956	14,956	—
5950050	IAT-ORM INSURANCE	—	109,741	109,741	—
5950051	IAT-OSUP	—	6,300	6,300	—
5950052	IAT-LEG. AUDITOR	—	18,400	18,400	—
5950058	IAT-TECH SVCS	27,946	24,431	24,431	—
<b>Total Interagency Transfers:</b>		<b>\$805,372</b>	<b>\$807,040</b>	<b>\$706,407</b>	<b>\$(100,633)</b>

**Acquisitions**

Commitment Item	Name	FY2019-2020 Actuals	Existing Operating Budget as of 10/01/2020	FY2021-2022 Total Request	Over/Under EOB
5710221	ACQ-COMP HARDWARE	—	3,000	—	(3,000)
<b>Total Acquisitions:</b>		—	<b>\$3,000</b>	—	<b>\$(3,000)</b>
<b>Total Expenditures for Program 2671</b>		<b>\$1,802,126</b>	<b>\$1,787,301</b>	<b>\$1,908,353</b>	<b>\$121,052</b>

2672 - Marketing

Means of Financing

Description	FY2019-2020 Actuals	Existing Operating Budget as of 10/01/2020	FY2021-2022 Total Request	Over/Under EOB	Percent Change
STATE GENERAL FUND (Direct)	—	100,000	100,000	—	—
STATE GENERAL FUND BY:	—	—	—	—	—
INTERAGENCY TRANSFERS	—	43,216	43,216	—	—
FEES & SELF-GENERATED	18,774,543	21,729,470	20,778,264	(951,206)	(4.38)%
STATUTORY DEDICATIONS	—	—	—	—	—
FEDERAL FUNDS	345,448	—	—	—	—
<b>TOTAL MEANS OF FINANCING</b>	<b>\$19,119,990</b>	<b>\$21,872,686</b>	<b>\$20,921,480</b>	<b>\$(951,206)</b>	<b>(4.35)%</b>

Fees and Self-Generated

Description	FY2019-2020 Actuals	Existing Operating Budget as of 10/01/2020	FY2021-2022 Total Request	Over/Under EOB	Percent Change
Fees & Self-Generated	18,774,543	21,729,470	20,778,264	(951,206)	(4.38)%
<b>Total:</b>	<b>\$18,774,543</b>	<b>\$21,729,470</b>	<b>\$20,778,264</b>	<b>\$(951,206)</b>	<b>(4.38)%</b>

**Program Expenditures**

Description	FY2019-2020 Actuals	Existing Operating Budget as of 10/01/2020	FY2021-2022 Total Request	Over/Under EOB	Percent Change
Salaries	782,170	848,567	954,304	105,737	12.46%
Other Compensation	33,863	3,865	—	(3,865)	(100.00)%
Related Benefits	400,315	445,730	479,174	33,444	7.50%
<b>TOTAL PERSONAL SERVICES</b>	<b>\$1,216,348</b>	<b>\$1,298,162</b>	<b>\$1,433,478</b>	<b>\$135,316</b>	<b>10.42%</b>
Travel	252,993	169,000	169,000	—	—
Operating Services	3,484,501	4,558,669	4,512,919	(45,750)	(1.00)%
Supplies	20,177	16,000	16,000	—	—
<b>TOTAL OPERATING EXPENSES</b>	<b>\$3,757,670</b>	<b>\$4,743,669</b>	<b>\$4,697,919</b>	<b>\$(45,750)</b>	<b>(0.96)%</b>
<b>PROFESSIONAL SERVICES</b>	<b>\$8,974,871</b>	<b>\$9,804,654</b>	<b>\$13,775,025</b>	<b>\$3,970,371</b>	<b>40.49%</b>
Other Charges	1,022,833	985,920	988,258	2,338	0.24%
Debt Service	—	—	—	—	—
Interagency Transfers	4,141,960	4,973,487	26,800	(4,946,687)	(99.46)%
<b>TOTAL OTHER CHARGES</b>	<b>\$5,164,793</b>	<b>\$5,959,407</b>	<b>\$1,015,058</b>	<b>\$(4,944,349)</b>	<b>(82.97)%</b>
Acquisitions	6,308	66,794	—	(66,794)	(100.00)%
Major Repairs	—	—	—	—	—
<b>TOTAL ACQ. &amp; MAJOR REPAIRS</b>	<b>\$6,308</b>	<b>\$66,794</b>	<b>—</b>	<b>\$(66,794)</b>	<b>(100.00)%</b>
<b>TOTAL EXPENDITURES</b>	<b>\$19,119,990</b>	<b>\$21,872,686</b>	<b>\$20,921,480</b>	<b>\$(951,206)</b>	<b>(4.35)%</b>

**Program Positions**

Classified	15	15	15	—	—
Unclassified	—	—	—	—	—
<b>TOTAL AUTHORIZED T.O. POSITIONS</b>	<b>15</b>	<b>15</b>	<b>15</b>	<b>—</b>	<b>—</b>
<b>TOTAL AUTHORIZED OTHER CHARGES POSITIONS</b>	<b>3</b>	<b>1</b>	<b>1</b>	<b>—</b>	<b>—</b>
<b>TOTAL NON-T.O. FTE POSITIONS</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>
<b>TOTAL POSITIONS</b>	<b>18</b>	<b>16</b>	<b>16</b>	<b>—</b>	<b>—</b>

**Cost Detail**

**Means of Financing**

Description	FY2019-2020 Actuals	Existing Operating Budget as of 10/01/2020	FY2021-2022 Total Request	Over/Under EOB
State General Fund	—	100,000	100,000	—
Interagency Transfers	—	43,216	43,216	—
Fees & Self-Generated	18,774,543	21,729,470	20,778,264	(951,206)
Federal Funds	345,448	—	—	—
<b>Total:</b>	<b>\$19,119,990</b>	<b>\$21,872,686</b>	<b>\$20,921,480</b>	<b>\$(951,206)</b>

**Salaries**

Commitment Item	Name	FY2019-2020 Actuals	Existing Operating Budget as of 10/01/2020	FY2021-2022 Total Request	Over/Under EOB
5110010	SAL-CLASS-TO-REG	776,408	848,567	954,304	105,737
5110015	SAL-CLASS-TO-OT	370	—	—	—
5110020	SAL-CLASS-TO-TERM	5,392	—	—	—
<b>Total Salaries:</b>		<b>\$782,170</b>	<b>\$848,567</b>	<b>\$954,304</b>	<b>\$105,737</b>

**Other Compensation**

Commitment Item	Name	FY2019-2020 Actuals	Existing Operating Budget as of 10/01/2020	FY2021-2022 Total Request	Over/Under EOB
5120010	COMPENSATION/WAGES	25,411	3,865	—	(3,865)
5120035	STUDENT LABOR	7,572	—	—	—
5120105	COMP-CL-NON TO-OT	880	—	—	—
<b>Total Other Compensation:</b>		<b>\$33,863</b>	<b>\$3,865</b>	<b>—</b>	<b>\$(3,865)</b>

**Related Benefits**

Commitment Item	Name	FY2019-2020 Actuals	Existing Operating Budget as of 10/01/2020	FY2021-2022 Total Request	Over/Under EOB
5130010	RET CONTR-STATE EMP	284,232	318,427	346,846	28,419
5130055	FICA TAX (OASDI)	5,596	5,586	5,540	(46)
5130060	MEDICARE TAX	11,133	14,005	13,837	(168)
5130070	GRP INS CONTRIBUTION	90,598	99,072	104,911	5,839

Related Benefits *(continued)*

Commitment Item	Name	FY2019-2020 Actuals	Existing Operating Budget as of 10/01/2020	FY2021-2022 Total Request	Over/Under EOB
5130090	TAXABLE FRINGE BEN	8,757	8,640	8,640	—
5130095	NON-TAX FRINGE BEN	—	—	(600)	(600)
<b>Total Related Benefits:</b>		<b>\$400,315</b>	<b>\$445,730</b>	<b>\$479,174</b>	<b>\$33,444</b>

Travel

Commitment Item	Name	FY2019-2020 Actuals	Existing Operating Budget as of 10/01/2020	FY2021-2022 Total Request	Over/Under EOB
5210010	IN-STATE TRAVEL-ADM	2,333	—	—	—
5210015	IN-STATE TRAVEL-CONF	984	23,000	23,000	—
5210020	IN-STATE TRAV-FIELD	25,609	7,000	7,000	—
5210026	IN-STTRV-MEAL REIMB	24	—	—	—
5210050	OUT-OF-STATE TRV-ADM	11,082	—	—	—
5210055	OUT-OF-STTRV-CONF	22,295	119,000	119,000	—
5210060	OUT-OF-STTRV-FIELD	190,666	20,000	20,000	—
<b>Total Travel:</b>		<b>\$252,993</b>	<b>\$169,000</b>	<b>\$169,000</b>	<b>—</b>

Operating Services

Commitment Item	Name	FY2019-2020 Actuals	Existing Operating Budget as of 10/01/2020	FY2021-2022 Total Request	Over/Under EOB
5310005	SERV-PRINTING	623	—	—	—
5310006	SERV-TRAVEL & MEETNG	9,968	75,000	75,000	—
5310007	SERV-TRANSPORTATION	5,880	76,000	76,000	—
5310010	SERV-DUES & OTHER	272,042	278,476	278,476	—
5310011	SERV-SUBSCRIPTIONS	3,770	—	—	—
5310019	SERV-FREIGHT	—	50,000	50,000	—
5310027	SERV-SPONSORSHIPS	1,288,155	3,748,143	3,748,143	—
5310030	SERV-ADMIN FEES	1,500	—	—	—
5310036	SERV - TRADE SHOW	53,117	—	—	—
5310040	SERV-BANK (NON-DEBT)	3,046	—	—	—

Operating Services *(continued)*

Commitment Item	Name	FY2019-2020 Actuals	Existing Operating Budget as of 10/01/2020	FY2021-2022 Total Request	Over/Under EOB
5310400	SERV-MISC	1,732,551	250,250	204,500	(45,750)
5340020	RENT-EQUIPMENT	1,336	5,800	5,800	—
5340030	RENT-DATA PROC EQUIP	15,050	—	—	—
5340070	RENT-OTHER	1,000	—	—	—
5340078	RENT-DATA-LIC SOFT	2,400	—	—	—
5350006	UTIL-MAIL/DEL/POST	94,064	75,000	75,000	—
<b>Total Operating Services:</b>		<b>\$3,484,501</b>	<b>\$4,558,669</b>	<b>\$4,512,919</b>	<b>\$(45,750)</b>

Supplies

Commitment Item	Name	FY2019-2020 Actuals	Existing Operating Budget as of 10/01/2020	FY2021-2022 Total Request	Over/Under EOB
5410001	SUP-OFFICE SUPPLIES	4,116	7,500	7,500	—
5410002	SUP-TELEPH & ACCESS	—	1,000	1,000	—
5410006	SUP-COMPUTER	410	5,000	5,000	—
5410007	SUP-CLOTHING/UNIFORM	147	—	—	—
5410013	SUP-FOOD & BEVERAGE	427	—	—	—
5410016	SUP-BLD	4,715	—	—	—
5410028	SUP-STORAGE/PACKAGNG	30	—	—	—
5410035	SUP-SOFTWARE	703	2,500	2,500	—
5410036	SUP-FUELTRAC	91	—	—	—
5410400	SUP-OTHER	9,538	—	—	—
<b>Total Supplies:</b>		<b>\$20,177</b>	<b>\$16,000</b>	<b>\$16,000</b>	<b>—</b>

**Professional Services**

Commitment Item	Name	FY2019-2020 Actuals	Existing Operating Budget as of 10/01/2020	FY2021-2022 Total Request	Over/Under EOB
5510028	PROF SERV-ADV/PRINT	4,244,939	9,804,654	13,775,025	3,970,371
5510400	PROF SERV-OTHER	4,729,932	—	—	—
<b>Total Professional Services:</b>		<b>\$8,974,871</b>	<b>\$9,804,654</b>	<b>\$13,775,025</b>	<b>\$3,970,371</b>

**Other Charges**

Commitment Item	Name	FY2019-2020 Actuals	Existing Operating Budget as of 10/01/2020	FY2021-2022 Total Request	Over/Under EOB
5620018	MISC-PROJECT ACTVTY	245,282	—	—	—
5620063	MISC-OPERATNG SVCS	20,917	10,839	10,839	—
5620064	MISC-PROF SVCS	472,179	586,531	586,531	—
5620065	MISC-SUPPLIES OTHER	10,483	—	—	—
5620066	MISC-TRVL IN STATE	2,217	2,000	2,000	—
5620067	MISC-TR OUT OF STATE	21,579	7,000	7,000	—
5620069	MISC-INTERAGENCY OTH	16,871	210,832	210,832	—
5620072	MISC-OC SAL CLASS&UN	154,082	96,237	97,501	1,264
5620073	MISC-OC-SAL CLASS OT	475	—	—	—
5620074	MISC-OC-SAL CLSS TRM	1,537	—	—	—
5620076	MISC-OC-WAGES	—	26,520	26,520	—
5620078	MISC-OC-RETIRE-STEM	63,155	38,591	38,617	26
5620082	MISC-OC-MEDICARE TAX	913	385	1,781	1,396
5620083	MISC-OC-GRP INS CONT	13,143	6,985	6,637	(348)
<b>Total Other Charges:</b>		<b>\$1,022,833</b>	<b>\$985,920</b>	<b>\$988,258</b>	<b>\$2,338</b>

**Interagency Transfers**

Commitment Item	Name	FY2019-2020 Actuals	Existing Operating Budget as of 10/01/2020	FY2021-2022 Total Request	Over/Under EOB
5950007	IAT-PRINTING	19,324	18,000	18,000	—
5950013	IAT-TEL-LANET DATA	(153)	8,800	8,800	—

**Interagency Transfers** *(continued)*

Commitment Item	Name	FY2019-2020 Actuals	Existing Operating Budget as of 10/01/2020	FY2021-2022 Total Request	Over/Under EOB
5950014	IAT-TELEPHONE	7,458	—	—	—
5950033	IAT-INTER AGY TRANS	4,115,332	4,946,687	—	(4,946,687)
<b>Total Interagency Transfers:</b>		<b>\$4,141,960</b>	<b>\$4,973,487</b>	<b>\$26,800</b>	<b>\$(4,946,687)</b>

**Acquisitions**

Commitment Item	Name	FY2019-2020 Actuals	Existing Operating Budget as of 10/01/2020	FY2021-2022 Total Request	Over/Under EOB
5710221	ACQ-COMP HARDWARE	6,308	2,500	—	(2,500)
5710250	ACQ-AUTOMOBILES	—	64,294	—	(64,294)
<b>Total Acquisitions:</b>		<b>\$6,308</b>	<b>\$66,794</b>	<b>—</b>	<b>\$(66,794)</b>
<b>Total Expenditures for Program 2672</b>		<b>\$19,119,990</b>	<b>\$21,872,686</b>	<b>\$20,921,480</b>	<b>\$(951,206)</b>

2673 - Welcome Centers

Means of Financing

Description	FY2019-2020 Actuals	Existing Operating Budget as of 10/01/2020	FY2021-2022 Total Request	Over/Under EOB	Percent Change
STATE GENERAL FUND (Direct)	—	—	—	—	—
STATE GENERAL FUND BY:	—	—	—	—	—
INTERAGENCY TRANSFERS	—	—	—	—	—
FEEES & SELF-GENERATED	3,563,696	3,650,875	3,813,383	162,508	4.45%
STATUTORY DEDICATIONS	—	—	—	—	—
FEDERAL FUNDS	—	—	—	—	—
<b>TOTAL MEANS OF FINANCING</b>	<b>\$3,563,696</b>	<b>\$3,650,875</b>	<b>\$3,813,383</b>	<b>\$162,508</b>	<b>4.45%</b>

**Fees and Self-Generated**

Description	FY2019-2020 Actuals	Existing Operating Budget as of 10/01/2020	FY2021-2022 Total Request	Over/Under EOB	Percent Change
Fees & Self-Generated	3,563,696	3,650,875	3,813,383	162,508	4.45%
<b>Total:</b>	<b>\$3,563,696</b>	<b>\$3,650,875</b>	<b>\$3,813,383</b>	<b>\$162,508</b>	<b>4.45%</b>

**Program Expenditures**

Description	FY2019-2020 Actuals	Existing Operating Budget as of 10/01/2020	FY2021-2022 Total Request	Over/Under EOB	Percent Change
Salaries	1,473,120	1,544,907	1,653,238	108,331	7.01%
Other Compensation	340,279	301,640	419,629	117,989	39.12%
Related Benefits	773,383	916,498	869,465	(47,033)	(5.13)%
<b>TOTAL PERSONAL SERVICES</b>	<b>\$2,586,782</b>	<b>\$2,763,045</b>	<b>\$2,942,332</b>	<b>\$179,287</b>	<b>6.49%</b>
Travel	8,461	15,500	15,500	—	—
Operating Services	254,553	255,551	345,276	89,725	35.11%
Supplies	93,450	80,500	80,500	—	—
<b>TOTAL OPERATING EXPENSES</b>	<b>\$356,464</b>	<b>\$351,551</b>	<b>\$441,276</b>	<b>\$89,725</b>	<b>25.52%</b>
<b>PROFESSIONAL SERVICES</b>	—	—	—	—	—
Other Charges	348,290	212,379	200,000	(12,379)	(5.83)%
Debt Service	—	—	—	—	—
Interagency Transfers	216,752	219,500	129,775	(89,725)	(40.88)%
<b>TOTAL OTHER CHARGES</b>	<b>\$565,042</b>	<b>\$431,879</b>	<b>\$329,775</b>	<b>\$(102,104)</b>	<b>(23.64)%</b>
Acquisitions	8,333	4,400	—	(4,400)	(100.00)%
Major Repairs	47,075	100,000	100,000	—	—
<b>TOTAL ACQ. &amp; MAJOR REPAIRS</b>	<b>\$55,408</b>	<b>\$104,400</b>	<b>\$100,000</b>	<b>\$(4,400)</b>	<b>(4.21)%</b>
<b>TOTAL EXPENDITURES</b>	<b>\$3,563,696</b>	<b>\$3,650,875</b>	<b>\$3,813,383</b>	<b>\$162,508</b>	<b>4.45%</b>

**Program Positions**

Classified	51	51	51	—	—
Unclassified	—	—	—	—	—
<b>TOTAL AUTHORIZED T.O. POSITIONS</b>	<b>51</b>	<b>51</b>	<b>51</b>	<b>—</b>	<b>—</b>
<b>TOTAL AUTHORIZED OTHER CHARGES POSITIONS</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>
<b>TOTAL NON-T.O. FTE POSITIONS</b>	<b>78</b>	<b>78</b>	<b>78</b>	<b>—</b>	<b>—</b>
<b>TOTAL POSITIONS</b>	<b>129</b>	<b>129</b>	<b>129</b>	<b>—</b>	<b>—</b>

**Cost Detail**

**Means of Financing**

Description	FY2019-2020 Actuals	Existing Operating Budget as of 10/01/2020	FY2021-2022 Total Request	Over/Under EOB
Fees & Self-Generated	3,563,696	3,650,875	3,813,383	162,508
<b>Total:</b>	<b>\$3,563,696</b>	<b>\$3,650,875</b>	<b>\$3,813,383</b>	<b>\$162,508</b>

**Salaries**

Commitment Item	Name	FY2019-2020 Actuals	Existing Operating Budget as of 10/01/2020	FY2021-2022 Total Request	Over/Under EOB
5110010	SAL-CLASS-TO-REG	1,469,898	1,544,907	1,653,238	108,331
5110015	SAL-CLASS-TO-OT	56	—	—	—
5110020	SAL-CLASS-TO-TERM	3,166	—	—	—
<b>Total Salaries:</b>		<b>\$1,473,120</b>	<b>\$1,544,907</b>	<b>\$1,653,238</b>	<b>\$108,331</b>

**Other Compensation**

Commitment Item	Name	FY2019-2020 Actuals	Existing Operating Budget as of 10/01/2020	FY2021-2022 Total Request	Over/Under EOB
5120010	COMPENSATION/WAGES	340,279	301,640	419,629	117,989
<b>Total Other Compensation:</b>		<b>\$340,279</b>	<b>\$301,640</b>	<b>\$419,629</b>	<b>\$117,989</b>

**Related Benefits**

Commitment Item	Name	FY2019-2020 Actuals	Existing Operating Budget as of 10/01/2020	FY2021-2022 Total Request	Over/Under EOB
5130010	RET CONTR-STATE EMP	466,382	528,761	525,716	(3,045)
5130020	RET CONTR-TEACHERS	8,315	—	—	—
5130050	POSTRET BENEFITS	—	70,629	—	(70,629)
5130055	FICA TAX (OASDI)	29,869	33,222	37,630	4,408
5130060	MEDICARE TAX	24,427	28,930	30,060	1,130
5130070	GRP INS CONTRIBUTION	241,090	251,656	272,759	21,103
5130090	TAXABLE FRINGE BEN	3,300	3,300	3,300	—
<b>Total Related Benefits:</b>		<b>\$773,383</b>	<b>\$916,498</b>	<b>\$869,465</b>	<b>\$(47,033)</b>

Travel

Commitment Item	Name	FY2019-2020 Actuals	Existing Operating Budget as of 10/01/2020	FY2021-2022 Total Request	Over/Under EOB
5210010	IN-STATE TRAVEL-ADM	99	5,000	5,000	—
5210015	IN-STATE TRAVEL-CONF	446	—	—	—
5210020	IN-STATE TRAV-FIELD	7,773	4,500	4,500	—
5210030	IN-STATE TRV-IT/TRN	57	—	—	—
5210050	OUT-OF-STATE TRV-ADM	—	5,500	5,500	—
5210055	OUT-OF-STTRV-CONF	—	500	500	—
5210085	TRAVEL-MILEAGE ALLOW	28	—	—	—
5210090	TRAVEL EXP REIMBURSE	58	—	—	—
<b>Total Travel:</b>		<b>\$8,461</b>	<b>\$15,500</b>	<b>\$15,500</b>	<b>—</b>

Operating Services

Commitment Item	Name	FY2019-2020 Actuals	Existing Operating Budget as of 10/01/2020	FY2021-2022 Total Request	Over/Under EOB
5310001	SERV-ADVERTISING	—	750	750	—
5310005	SERV-PRINTING	151	31,500	31,500	—
5310010	SERV-DUES & OTHER	55	—	—	—
5310013	SERV-LAB FEES	576	—	—	—
5310014	SERV-DRUG TESTING	83	750	750	—
5310015	SERV-SECURITY	4,682	420	420	—
5310400	SERV-MISC	4,299	21,385	21,385	—
5330001	MAINT-BUILDINGS	35,313	22,895	22,895	—
5330003	MAINT-PESTCONTROL	4,074	11,050	11,050	—
5330007	MAINT-PROPERTY	955	5,250	5,250	—
5330008	MAINT-EQUIPMENT	5,699	10,500	10,500	—
5330012	MAINT-JANITORIAL	61,122	—	89,725	89,725
5330014	MAINT-GROUNDS	7,358	5,800	5,800	—
5330018	MAINT-AUTO REPAIRS	163	2,750	2,750	—
5330025	MAINT-HOSTING SVCS	761	—	—	—

Operating Services *(continued)*

Commitment Item	Name	FY2019-2020 Actuals	Existing Operating Budget as of 10/01/2020	FY2021-2022 Total Request	Over/Under EOB
5330028	MAINT-TERMITE CNTRL	—	150	150	—
5340020	RENT-EQUIPMENT	9,919	24,771	24,771	—
5340070	RENT-OTHER	10,235	8,430	8,430	—
5350001	UTIL-INTERNET PROVID	6,488	5,000	5,000	—
5350002	UTIL-DATA LINE/CIRCT	139	2,000	2,000	—
5350004	UTIL-TELEPHONE SERV	299	—	—	—
5350006	UTIL-MAIL/DEL/POST	1,524	2,050	2,050	—
5350007	UTIL-POSTAGE DUE	15,628	—	—	—
5350010	UTIL-ELECTRICITY	76,013	84,500	84,500	—
5350011	UTIL-WATER	800	—	—	—
5350017	UTIL-OPR SER-LAUNDRY	8,208	15,600	15,600	—
5350400	UTIL-OTHER	11	—	—	—
<b>Total Operating Services:</b>		<b>\$254,553</b>	<b>\$255,551</b>	<b>\$345,276</b>	<b>\$89,725</b>

Supplies

Commitment Item	Name	FY2019-2020 Actuals	Existing Operating Budget as of 10/01/2020	FY2021-2022 Total Request	Over/Under EOB
5410001	SUP-OFFICE SUPPLIES	5,719	14,000	14,000	—
5410002	SUP-TELEPH & ACCESS	91	—	—	—
5410006	SUP-COMPUTER	278	1,500	1,500	—
5410007	SUP-CLOTHING/UNIFORM	12,378	14,200	14,200	—
5410008	SUP-MEDICAL	1,178	1,000	1,000	—
5410009	SUP-EDUCATION & REC	101	—	—	—
5410013	SUP-FOOD & BEVERAGE	18	—	—	—
5410016	SUP-BLD	23,389	900	900	—
5410017	SUP-JANITORIAL	39,878	44,000	44,000	—
5410022	SUP-FUELS/LUBRICANTS	—	3,900	3,900	—

**Supplies** *(continued)*

Commitment Item	Name	FY2019-2020 Actuals	Existing Operating Budget as of 10/01/2020	FY2021-2022 Total Request	Over/Under EOB
5410030	SUP-TOOLS	—	1,000	1,000	—
5410032	SUP-REP/MNT SUP-OTHR	545	—	—	—
5410036	SUP-FUELTRAC	2,851	—	—	—
5410400	SUP-OTHER	7,024	—	—	—
<b>Total Supplies:</b>		<b>\$93,450</b>	<b>\$80,500</b>	<b>\$80,500</b>	<b>—</b>

**Other Charges**

Commitment Item	Name	FY2019-2020 Actuals	Existing Operating Budget as of 10/01/2020	FY2021-2022 Total Request	Over/Under EOB
5620063	MISC-OPERATNG SVCS	13,288	48,879	36,500	(12,379)
5620064	MISC-PROF SVCS	287,433	40,000	40,000	—
5620065	MISC-SUPPLIES OTHER	47,569	92,000	92,000	—
5620069	MISC-INTERAGENCY OTH	—	31,500	31,500	—
<b>Total Other Charges:</b>		<b>\$348,290</b>	<b>\$212,379</b>	<b>\$200,000</b>	<b>\$(12,379)</b>

**Interagency Transfers**

Commitment Item	Name	FY2019-2020 Actuals	Existing Operating Budget as of 10/01/2020	FY2021-2022 Total Request	Over/Under EOB
5950007	IAT-PRINTING	—	4,730	4,730	—
5950008	IAT-POSTAGE	—	120	120	—
5950013	IAT-TEL-LANET DATA	—	18,150	18,150	—
5950014	IAT-TELEPHONE	22,568	—	—	—
5950026	IAT-RENTALS	194,053	148,000	58,275	(89,725)
5950033	IAT-INTER AGY TRANS	—	48,500	48,500	—
5950038	IAT-OTHER OPER SERV	131	—	—	—
<b>Total Interagency Transfers:</b>		<b>\$216,752</b>	<b>\$219,500</b>	<b>\$129,775</b>	<b>\$(89,725)</b>

**Acquisitions**

Commitment Item	Name	FY2019-2020 Actuals	Existing Operating Budget as of 10/01/2020	FY2021-2022 Total Request	Over/Under EOB
5710221	ACQ-COMP HARDWARE	1,856	4,400	—	(4,400)
5710223	ACQ-COMM EQUIP	1,115	—	—	—
5710599	CAPITAL OUTLAY-MISC	5,362	—	—	—
<b>Total Acquisitions:</b>		<b>\$8,333</b>	<b>\$4,400</b>	<b>—</b>	<b>\$(4,400)</b>

**Major Repairs**

Commitment Item	Name	FY2019-2020 Actuals	Existing Operating Budget as of 10/01/2020	FY2021-2022 Total Request	Over/Under EOB
5810002	MAJ REP-BUILDINGS	13,460	100,000	100,000	—
5810003	MAJ REP-BLDG	33,586	—	—	—
5810013	MAJ REP-ED	30	—	—	—
<b>Total Major Repairs:</b>		<b>\$47,075</b>	<b>\$100,000</b>	<b>\$100,000</b>	<b>—</b>
<b>Total Expenditures for Program 2673</b>		<b>\$3,563,696</b>	<b>\$3,650,875</b>	<b>\$3,813,383</b>	<b>\$162,508</b>
<b>Total Agency Expenditures:</b>		<b>\$24,485,812</b>	<b>\$27,310,862</b>	<b>\$26,643,216</b>	<b>\$(667,646)</b>

## SOURCE OF FUNDING SUMMARY

## Agency Overview

## Interagency Transfers

Description	FY2019-2020 Actuals	Existing Operating Budget as of 10/01/2020	FY2021-2022 Total Request	Over/Under EOB	Form ID
INTERAGENCY TRANSFERS	—	43,216	43,216	—	3193
<b>Total Interagency Transfers</b>	<b>—</b>	<b>\$43,216</b>	<b>\$43,216</b>	<b>—</b>	

## Fees &amp; Self-Generated

Description	FY2019-2020 Actuals	Existing Operating Budget as of 10/01/2020	FY2021-2022 Total Request	Over/Under EOB	Form ID
FEES & SELF GENERATED	24,140,364	27,167,646	26,500,000	(667,646)	3165
<b>Total Fees &amp; Self-Generated</b>	<b>\$24,140,364</b>	<b>\$27,167,646</b>	<b>\$26,500,000</b>	<b>\$(667,646)</b>	

## Federal Funds

Description	FY2019-2020 Actuals	Existing Operating Budget as of 10/01/2020	FY2021-2022 Total Request	Over/Under EOB	Form ID
FEDERAL	345,448	—	—	—	3226
<b>Total Federal Funds</b>	<b>\$345,448</b>	<b>—</b>	<b>—</b>	<b>—</b>	
<b>Total Sources of Funding:</b>	<b>\$24,485,812</b>	<b>\$27,210,862</b>	<b>\$26,543,216</b>	<b>\$(667,646)</b>	

**SOURCE OF FUNDING DETAIL**

**Interagency Transfers**

**Form 3193 — 267 - Source of Funding (003)**

Expenditures	Existing Operating Budget as of 10/01/2020			FY2021-2022 Total Request			FY2022-2023 Projected		
	Means of Financing	In-Kind Match	Cash Match	Means of Financing	In-Kind Match	Cash Match	Means of Financing	In-Kind Match	Cash Match
Salaries	—	—	—	—	—	—	—	—	—
Other Compensation	—	—	—	—	—	—	—	—	—
Related Benefits	—	—	—	—	—	—	—	—	—
<b>TOTAL PERSONAL SERVICES</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>
Travel	—	—	—	—	—	—	—	—	—
Operating Services	—	—	—	—	—	—	—	—	—
Supplies	—	—	—	—	—	—	—	—	—
<b>TOTAL OPERATING EXPENSES</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>
<b>PROFESSIONAL SERVICES</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>
Other Charges	43,216	—	—	43,216	—	—	—	—	—
Debt Service	—	—	—	—	—	—	—	—	—
Interagency Transfers	—	—	—	—	—	—	—	—	—
<b>TOTAL OTHER CHARGES</b>	<b>\$43,216</b>	<b>—</b>	<b>—</b>	<b>\$43,216</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>
Acquisitions	—	—	—	—	—	—	—	—	—
Major Repairs	—	—	—	—	—	—	—	—	—
<b>TOTAL ACQ. &amp; MAJOR REPAIRS</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>
<b>TOTAL EXPENDITURES</b>	<b>\$43,216</b>	<b>—</b>	<b>—</b>	<b>\$43,216</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>

**Form 3193 — 267 - Source of Funding (003)**

Question	Narrative Response
<b>State the purpose, source and legal citation.</b>	Federal Highway Administration funding through the La. Dept of Transportation and Development. The purpose of the funding is for the development and implementation of a Statewide Comprehensive Scenic Byway Management Plan.
<b>Agency discretion or Federal requirement?</b>	This request reflects agency discretion.
<b>Describe any budgetary peculiarities.</b>	N/A
<b>Is the Total Request amount for multiple years?</b>	No
<b>Additional information or comments.</b>	
<b>Provide the amount of any indirect costs.</b>	N/A
<b>Any indirect costs funded with other MOF?</b>	N/A
<b>Objectives and indicators in the Operational Plan.</b>	N/A
<b>Additional information or comments.</b>	

## Fees &amp; Self-Generated

## Form 3165 — 267 - Source of Funding (002)

Expenditures	Existing Operating Budget as of 10/01/2020			FY2021-2022 Total Request			FY2022-2023 Projected		
	Means of Financing	In-Kind Match	Cash Match	Means of Financing	In-Kind Match	Cash Match	Means of Financing	In-Kind Match	Cash Match
Salaries	2,835,104	—	—	3,095,514	—	—	—	—	—
Other Compensation	305,505	—	—	419,629	—	—	—	—	—
Related Benefits	1,769,140	—	—	1,833,261	—	—	—	—	—
<b>TOTAL PERSONAL SERVICES</b>	<b>\$4,909,749</b>	<b>—</b>	<b>—</b>	<b>\$5,348,404</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>
Travel	215,500	—	—	215,500	—	—	—	—	—
Operating Services	4,897,244	—	—	5,041,852	—	—	—	—	—
Supplies	111,195	—	—	111,195	—	—	—	—	—
<b>TOTAL OPERATING EXPENSES</b>	<b>\$5,223,939</b>	<b>—</b>	<b>—</b>	<b>\$5,368,547</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>
<b>PROFESSIONAL SERVICES</b>	<b>\$9,804,654</b>	<b>—</b>	<b>—</b>	<b>\$13,775,025</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>
Other Charges	1,055,083	—	—	1,045,042	—	—	—	—	—
Debt Service	—	—	—	—	—	—	—	—	—
Interagency Transfers	6,000,027	—	—	862,982	—	—	—	—	—
<b>TOTAL OTHER CHARGES</b>	<b>\$7,055,110</b>	<b>—</b>	<b>—</b>	<b>\$1,908,024</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>
Acquisitions	74,194	—	—	—	—	—	—	—	—
Major Repairs	100,000	—	—	100,000	—	—	—	—	—
<b>TOTAL ACQ. &amp; MAJOR REPAIRS</b>	<b>\$174,194</b>	<b>—</b>	<b>—</b>	<b>\$100,000</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>
<b>TOTAL EXPENDITURES</b>	<b>\$27,167,646</b>	<b>—</b>	<b>—</b>	<b>\$26,500,000</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>

Form 3165 — 267 - Source of Funding (002)

Question	Narrative Response
<b>State the purpose, source and legal citation.</b>	Self-generated Revenues Act 1038, 1990 Regular Session Act 624, 1993 Regular Session Act 61, 1996 First Extraordinary Session Act 1291, 1997 Regular Session Act 1025, 1999 Regular Session Act 154, 2002 First Extraordinary Session Act 30, 2007 Regular Session
<b>Agency discretion or Federal requirement?</b>	This request reflects agency discretion with approval by the Louisiana Tourism Promotion District. Act 1038 of 1990 authorized the Louisiana Tourism Promotion District to levy and collect a sales and use tax not to exceed three one hundredths of one percent. The proceeds of this tax, not to exceed seventeen million five hundred thousand dollars annually, plus any additional proceeds appropriated by the legislature from this tax or any other fund, have been dedicated for the purpose of assisting the state in the promotion of the state's tourism industry and for costs associated with the levy. Act No. 464, Regular Session 2005 provides for a \$400,000 increase each year in the funding level for FY 2005-2006 through 2009-2010. Act 30 of 2007 repeals the limitation on the amount of proceeds of the sales and use tax levied by the district effective July 1, 2007.
<b>Describe any budgetary peculiarities.</b>	Funds are limited to the total collections from the tax levy described above
<b>Is the Total Request amount for multiple years?</b>	No
<b>Additional information or comments.</b>	
<b>Provide the amount of any indirect costs.</b>	N/A
<b>Any indirect costs funded with other MOF?</b>	N/A
<b>Objectives and indicators in the Operational Plan.</b>	N/A
<b>Additional information or comments.</b>	

Federal Funds

Form 3226 — 267 - Source of Funding (006)

Expenditures	Existing Operating Budget as of 10/01/2020			FY2021-2022 Total Request			FY2022-2023 Projected		
	Means of Financing	In-Kind Match	Cash Match	Means of Financing	In-Kind Match	Cash Match	Means of Financing	In-Kind Match	Cash Match
Salaries	—	—	—	—	—	—	—	—	—
Other Compensation	—	—	—	—	—	—	—	—	—
Related Benefits	—	—	—	—	—	—	—	—	—
<b>TOTAL PERSONAL SERVICES</b>	—	—	—	—	—	—	—	—	—
Travel	—	—	—	—	—	—	—	—	—
Operating Services	—	—	—	—	—	—	—	—	—
Supplies	—	—	—	—	—	—	—	—	—
<b>TOTAL OPERATING EXPENSES</b>	—	—	—	—	—	—	—	—	—
<b>PROFESSIONAL SERVICES</b>	—	—	—	—	—	—	—	—	—
Other Charges	—	—	—	—	—	—	—	—	—
Debt Service	—	—	—	—	—	—	—	—	—
Interagency Transfers	—	—	—	—	—	—	—	—	—
<b>TOTAL OTHER CHARGES</b>	—	—	—	—	—	—	—	—	—
Acquisitions	—	—	—	—	—	—	—	—	—
Major Repairs	—	—	—	—	—	—	—	—	—
<b>TOTAL ACQ. &amp; MAJOR REPAIRS</b>	—	—	—	—	—	—	—	—	—
<b>TOTAL EXPENDITURES</b>	—	—	—	—	—	—	—	—	—

Form 3226 — 267 - Source of Funding (006)

Question	Narrative Response
<b>State the purpose, source and legal citation.</b>	Atchafalaya National Heritage Area Act Public Law No: 109-338 (Section B) The Atchafalaya Trace National Heritage Area was designated by Congress in FY 2006. Congress allocated \$1,500,000 for a 10 year period with a 1.56 % rescission. The US Department of the Interior - National Park Service will administer the funding to the Office of Tourism. The Office of Tourism will receive \$447,660 annually as reimbursement over the next five years. With this federal funding the Office of Tourism will be able to develop and implement a management plan for the Atchafalaya Trace National Heritage Area. The management plan will include establishing and maintaining interpretive sites, increasing public awareness, and encouraging sustainable economic development within the area.
<b>Agency discretion or Federal requirement?</b>	This request reflects agency discretion.
<b>Describe any budgetary peculiarities.</b>	NA
<b>Is the Total Request amount for multiple years?</b>	NA
<b>Additional information or comments.</b>	
<b>Provide the amount of any indirect costs.</b>	NA
<b>Any indirect costs funded with other MOF?</b>	NA
<b>Objectives and indicators in the Operational Plan.</b>	NA
<b>Additional information or comments.</b>	

## EXPENDITURES BY MEANS OF FINANCING

## Existing Operating Budget

Expenditures	Used as a Cash Match	Total Means of Financing By Expenditure	Total State General Fund	Interagency Transfers Form ID 3193 INTERAGENCY TRANSFERS	Fees & Self-Generated Form ID 3165 FEES & SELF GENERATED
Salaries	—	2,835,104	—	—	2,835,104
Other Compensation	—	305,505	—	—	305,505
Related Benefits	—	1,769,140	—	—	1,769,140
<b>TOTAL PERSONAL SERVICES</b>	<b>—</b>	<b>\$4,909,749</b>	<b>—</b>	<b>—</b>	<b>\$4,909,749</b>
Travel	—	215,500	—	—	215,500
Operating Services	—	4,897,244	—	—	4,897,244
Supplies	—	111,195	—	—	111,195
<b>TOTAL OPERATING EXPENSES</b>	<b>—</b>	<b>\$5,223,939</b>	<b>—</b>	<b>—</b>	<b>\$5,223,939</b>
<b>PROFESSIONAL SERVICES</b>	<b>—</b>	<b>\$9,804,654</b>	<b>—</b>	<b>—</b>	<b>\$9,804,654</b>
Other Charges	—	1,198,299	100,000	43,216	1,055,083
Debt Service	—	—	—	—	—
Interagency Transfers	—	6,000,027	—	—	6,000,027
<b>TOTAL OTHER CHARGES</b>	<b>—</b>	<b>\$7,198,326</b>	<b>\$100,000</b>	<b>\$43,216</b>	<b>\$7,055,110</b>
Acquisitions	—	74,194	—	—	74,194
Major Repairs	—	100,000	—	—	100,000
<b>TOTAL ACQ. &amp; MAJOR REPAIRS</b>	<b>—</b>	<b>\$174,194</b>	<b>—</b>	<b>—</b>	<b>\$174,194</b>
<b>TOTAL EXPENDITURES</b>	<b>—</b>	<b>\$27,310,862</b>	<b>\$100,000</b>	<b>\$43,216</b>	<b>\$27,167,646</b>

## Total Request

Expenditures	Used as a Cash Match	Total Means of Financing By Expenditure	Total State General Fund	Interagency Transfers Form ID 3193 INTERAGENCY TRANSFERS	Fees & Self-Generated Form ID 3165 FEES & SELF GENERATED
Salaries	—	3,095,514	—	—	3,095,514
Other Compensation	—	419,629	—	—	419,629
Related Benefits	—	1,833,261	—	—	1,833,261
<b>TOTAL PERSONAL SERVICES</b>	<b>—</b>	<b>\$5,348,404</b>	<b>—</b>	<b>—</b>	<b>\$5,348,404</b>
Travel	—	215,500	—	—	215,500
Operating Services	—	5,041,852	—	—	5,041,852
Supplies	—	111,195	—	—	111,195
<b>TOTAL OPERATING EXPENSES</b>	<b>—</b>	<b>\$5,368,547</b>	<b>—</b>	<b>—</b>	<b>\$5,368,547</b>
<b>PROFESSIONAL SERVICES</b>	<b>—</b>	<b>\$13,775,025</b>	<b>—</b>	<b>—</b>	<b>\$13,775,025</b>
Other Charges	—	1,188,258	100,000	43,216	1,045,042
Debt Service	—	—	—	—	—
Interagency Transfers	—	862,982	—	—	862,982
<b>TOTAL OTHER CHARGES</b>	<b>—</b>	<b>\$2,051,240</b>	<b>\$100,000</b>	<b>\$43,216</b>	<b>\$1,908,024</b>
Acquisitions	—	—	—	—	—
Major Repairs	—	100,000	—	—	100,000
<b>TOTAL ACQ. &amp; MAJOR REPAIRS</b>	<b>—</b>	<b>\$100,000</b>	<b>—</b>	<b>—</b>	<b>\$100,000</b>
<b>TOTAL EXPENDITURES</b>	<b>—</b>	<b>\$26,643,216</b>	<b>\$100,000</b>	<b>\$43,216</b>	<b>\$26,500,000</b>

**REVENUE COLLECTIONS/INCOME**

**Interagency Transfers**

**003 - Interagency Transfers**

Source	Commitment Item	Commitment Item Name	FY2019-2020 Actuals	FY-2021 Estimate	FY2021-2022 Projected	Over/Under Current Year Estimate
<b>SOURCE</b>						
<b>Total Collections/Income</b>			—	<b>\$43,216</b>	<b>\$43,216</b>	—
<b>TYPE</b>						
Expenditures Source of Funding Form (BR-6)			—	43,216	43,216	—
<b>Total Expenditures, Transfers and Carry Forwards to Next FY</b>			—	<b>\$43,216</b>	<b>\$43,216</b>	—
<b>Difference in Total Collections/Income and Total Expenditures, Transfers and Carry Forwards to Next FY</b>			—	—	—	—

Fees & Self-Generated

002 - Fees & Self-Generated

Source	Commitment Item	Commitment Item Name	FY2019-2020 Actuals	FY-2021 Estimate	FY2021-2022 Projected	Over/Under Current Year Estimate
<b>SOURCE</b>						
MISC COLLECTIONS	4090016	NFR-REIMBURSABLE	121	—	—	—
MISC COLLECTIONS	4090024	NFR-STGRNT/CNTRCT	144,410	—	—	—
MISC COLLECTIONS	4650009	SALE NON ST-MER/COMM	165	—	—	—
MISC COLLECTIONS	4710027	MR-CONV OF PROP	1	—	—	—
RENTALS & LEASES	4420011	RENT REV-REAL ESTATE	37,588	—	—	—
SALES AND USE TAX	4830011	INT FUND CY TRANS IN	29,781,371	27,167,646	26,500,000	(667,646)
TRANSFER-OUT UNUSED	4830013	INT FUND PY TRAN OUT	(5,823,292)	—	—	—
<b>Total Collections/Income</b>			<b>\$24,140,364</b>	<b>\$27,167,646</b>	<b>\$26,500,000</b>	<b>\$(667,646)</b>
<b>TYPE</b>						
Expenditures Source of Funding Form (BR-6)			24,140,364	27,167,646	26,500,000	(667,646)
<b>Total Expenditures, Transfers and Carry Forwards to Next FY</b>			<b>\$24,140,364</b>	<b>\$27,167,646</b>	<b>\$26,500,000</b>	<b>\$(667,646)</b>
<b>Difference in Total Collections/Income and Total Expenditures, Transfers and Carry Forwards to Next FY</b>			<b>\$0</b>	<b>—</b>	<b>—</b>	<b>—</b>

Federal Funds

006 - Federal Funds

Source	Commitment Item	Commitment Item Name	FY2019-2020 Actuals	FY-2021 Estimate	FY2021-2022 Projected	Over/Under Current Year Estimate
<b>SOURCE</b>						
<b>Total Collections/Income</b>			<b>\$368,724</b>	—	—	—
<b>TYPE</b>						
Expenditures Source of Funding Form (BR-6)			345,448	—	—	—
Carryover			23,277	—	—	—
<b>Total Expenditures, Transfers and Carry Forwards to Next FY</b>			<b>\$368,725</b>	—	—	—
<b>Difference in Total Collections/Income and Total Expenditures, Transfers and Carry Forwards to Next FY</b>			<b>\$(1)</b>	—	—	—

**Justification of Differences**

**Form 3215 — 267 - Revenue Collection**

Question	Narrative Response
Explain any transfers to other appropriations.	NA
Break out INA by Source of Funding.	
Additional information or comments.	

**SCHEDULE OF REQUESTED EXPENDITURES****2671 - Administrative****Travel**

<b>FY2021-2022 Request</b>	<b>Description</b>
2,000	Administrative attendance at conferences and conventions representing the Louisiana Office of Tourism.
29,000	Administrative travel related to the orderly operation of the agency, visits to tourism partners, convention & visitors bureaus, as well as representation at various trade events.
<b>\$31,000</b>	<b>Total Travel</b>

**Operating Services**

<b>FY2021-2022 Request</b>	<b>Description</b>
6,100	Copier rental
200	Drug testing for new employees
46,924	Licensing software and maintenance of data processing equipment and software.
1,300	Mail, delivery and postage
25,500	Miscellaneous administrative costs
101,133	Professional tourism organization dues and memberships. Examples are US Travel, Destination Marketing, Southeast Tourism Association, American Bus Association, etc.
2,500	Vehicle repairs such as tune-ups, front-end alignments, oil changes, etc.
<b>\$183,657</b>	<b>Total Operating Services</b>

**Supplies**

<b>FY2021-2022 Request</b>	<b>Description</b>
7,695	Covers regular office supplies -- pens, pencils, paper (including duplicating), typewriter supplies, supplies for postage meter machine, film, etc.
7,000	Fuel, oil, batteries, etc. used on vehicles driven by the administrative staff
<b>\$14,695</b>	<b>Total Supplies</b>

**Interagency Transfers**

<b>FY2021-2022 Request</b>	<b>Means of Financing</b>	<b>Receiving Agency</b>	<b>Description</b>
25,874	Fees & Self-Generated		
<b>\$25,874</b>		<b>LEGISLATIVE AUDITOR</b>	<b>Annual fee for services provided by the Louisiana Legislative Auditor's office</b>
106,529	Fees & Self-Generated		
<b>\$106,529</b>		<b>DOA-OFFICE OF TECHNOLOGY SVCS</b>	<b>For printing, telephone/data lines, and LaGov systems (SRM/HCM)</b>
300,000	Fees & Self-Generated		
<b>\$300,000</b>		<b>CUL REC TOURISM - OFF OF SEC</b>	<b>Funding support for accounting, human resources, and information technology functions housed within the DCRT - Office of the Secretary (06-261)</b>
128,140	Fees & Self-Generated		
<b>\$128,140</b>		<b>OFFICE OF RISK MANAGEMENT</b>	<b>Provides for insurance coverage for all workers comp, general liability, and state equipment/property damage.</b>
19,378	Fees & Self-Generated		
<b>\$19,378</b>		<b>STATE CIVIL SERVICE</b>	<b>Provides for personnel advertisements for employment and training post-hire services provided by State Civil Service.</b>
12,791	Fees & Self-Generated		
<b>\$12,791</b>		<b>OFFICE OF STATE POLICE</b>	<b>Provides for security services provided by the Department of Public Safety</b>
113,695	Fees & Self-Generated		
<b>\$113,695</b>		<b>DIVISION OF ADMINISTRATION</b>	<b>Uniform payroll system, Capitol Annex planned improvements/repairs, Capitol Annex Lease/Maintenance, and mail service.</b>
<b>\$706,407</b>	<b>Total Interagency Transfers</b>		

**2672 - Marketing**

**Travel**

FY2021-2022 Request	Description
142,000	Attendance at trade shows representing the office and garnering appointments and lead generation.
27,000	Sales team field travel to visit with trade and travel partners.
<b>\$169,000</b>	<b>Total Travel</b>

**Operating Services**

FY2021-2022 Request	Description
5,800	Copier rentals for marketing offices
125,000	Mail, delivery and postage
4,103,643	Our domestic and foreign sales and marketing efforts are focused in this category. These include: trade missions, foreign offices, marketplaces, cooperative efforts with Louisiana convention & visitor bureaus in marketing Louisiana, the cooperative endeavor for the printing of the annual Louisiana Tour Guide, assistance to local tourism entities in their sales and marketing efforts, hosting travel writers and tour operators in familiarization tours to enhance Louisiana's position in attracting tourism business.
278,476	Tourism organization dues and memberships. Examples are US Travel, Destination Marketing, Southeast Tourism Association, American Bus Association, etc.
<b>\$4,512,919</b>	<b>Total Operating Services</b>

**Supplies**

FY2021-2022 Request	Description
8,500	Cost covers regular office supplies -- pens, pencils, paper (including duplicating), typewriter supplies, supplies for postage meter machine, film, etc.
5,000	Covers the supplies to operate the computers and printer equipment. Toner for printers, paper for printers, etc.
2,500	Miscellaneous supplies for the marketing program.
<b>\$16,000</b>	<b>Total Supplies</b>

**Professional Services**

FY2021-2022 Request	Means of Financing	Description
13,775,025	Fees & Self-Generated	
<b>\$13,775,025</b>		<b>Advertising, Public Relations, and Social Media services provided by contracted agents.</b>
		<b>Due to COVID 19 complications the request for proposals were unable to be reviewed timely which resulted in emergency contracts being issued to existing agents effectively extending the contract terms by six months, from July 1, 2020 through December 31, 2020.</b>
<b>\$13,775,025</b>	<b>Total Professional Services</b>	

**Other Charges**

FY2021-2022 Request	Means of Financing	Description
43,216	Interagency Transfers	
<b>\$43,216</b>		<b>Funding for Byways projects, a Federal Highways initiative. Louisiana supports in excess of 15 Byways.</b>
100,000	State General Fund	
<b>\$100,000</b>		<b>Funding for Political Hall of Fame</b>
443,315	Fees & Self-Generated	
<b>\$443,315</b>		<b>Funding for various contracts issued for research, Byways, Audubon Golf Trail, and Retire Louisiana.</b>
210,832	Fees & Self-Generated	
<b>\$210,832</b>		<b>Provides for miscellaneous projects related to rural tourism, civil rights trail, and other tourism initiatives.</b>
10,839	Fees & Self-Generated	
<b>\$10,839</b>		<b>Research membership dues</b>
171,056	Fees & Self-Generated	
<b>\$171,056</b>		<b>Salary, wage, and related benefits for the Byways and Audubon Golf Trail Directors.</b>
9,000	Fees & Self-Generated	
<b>\$9,000</b>		<b>Travel expenses associated with the Byways, Audubon Golf Trail, and Retire Louisiana Programs.</b>
<b>\$988,258</b>	<b>Total Other Charges</b>	

**Interagency Transfers**

FY2021-2022 Request	Means of Financing	Receiving Agency	Description
26,800	Fees & Self-Generated		
<b>\$26,800</b>		<b>DOA-OFFICE OF TECHNOLOGY SVCS</b>	<b>Funding for printing and telephone/data lines provided by the Office of Technology Services.</b>
<b>\$26,800</b>	<b>Total Interagency Transfers</b>		

**2673 - Welcome Centers**

**Travel**

FY2021-2022 Request	Description
500	Attendance at hospitality conferences and other related events.
10,500	Travel about the state administering welcome centers.
4,500	Travel by welcome center personnel on familiarization tours within their respective regions.
<b>\$15,500</b>	<b>Total Travel</b>

**Operating Services**

FY2021-2022 Request	Description
750	Advertising for part time positions
2,750	Covers miscellaneous repairs, such as: tune-ups, front-end alignments, oil changes, air conditioner repairs, replacing water pumps, etc.
750	Drug testing for new employees
107,100	Internet provider, data lines and circuits, electricity, and laundry (rug cleaning) costs.
2,050	Mail, delivery and postage
123,670	Maintenance on buildings, grounds, and property and equipment at welcome centers throughout the state of Louisiana.
10,500	Maintenance on copiers and facsimiles
21,385	Miscellaneous cost at the welcome centers throughout the state of Louisiana.
11,200	Pest control services
8,430	Pitney Bowes copier rental
31,500	Printing of Louisiana Highway maps
24,771	Rental of copiers
420	Security costs
<b>\$345,276</b>	<b>Total Operating Services</b>

**Supplies**

<b>FY2021-2022 Request</b>	<b>Description</b>
44,000	Cleaning/janitorial supplies for welcome centers
14,000	Covers regular office supplies -- pens, pencils, paper (including duplicating), typewriter supplies, supplies for postage meter machine, film, etc.
1,000	Covers the supplies for minor medical emergencies and first aid kits.
1,500	Covers the supplies to operate the computers and printer equipment. Toner for printers, paper for printers, etc.
14,200	Covers uniforms for counselors at the welcome centers.
3,900	Fuel, oil, batteries, etc. used on vehicles assigned to the Welcome Centers program
1,000	Miscellaneous supplies used in operation of the welcome centers.
900	Tools, paints, parts, landscaping plants and supplies, etc. for welcome centers
<b>\$80,500</b>	<b>Total Supplies</b>

**Other Charges**

<b>FY2021-2022 Request</b>	<b>Means of Financing</b>	<b>Description</b>
40,000	Fees & Self-Generated	
<b>\$40,000</b>		<b>Digital kiosks deployments, enhancements, and maintenance.</b>
31,500	Fees & Self-Generated	
<b>\$31,500</b>		<b>Funding for technology upgrades</b>
36,500	Fees & Self-Generated	
<b>\$36,500</b>		<b>Printing of state maps and COVID 19 disinfecting at Welcome Centers</b>
92,000	Fees & Self-Generated	
<b>\$92,000</b>		<b>Provides for coffee service at Welcome Centers around the state</b>
<b>\$200,000</b>		<b>Total Other Charges</b>

**Interagency Transfers**

<b>FY2021-2022 Request</b>	<b>Means of Financing</b>	<b>Receiving Agency</b>	<b>Description</b>
48,000	Fees & Self-Generated		
<b>\$48,000</b>		<b>FEDERAL PROPERTY ASSISTANCE</b>	<b>Funding for annual rental of warehouse space provided by Federal Property Assistance.</b>
58,895	Fees & Self-Generated		
<b>\$58,895</b>		<b>DIVISION OF ADMINISTRATION</b>	<b>Funding for planned renovations/repairs in the Capitol Annex.</b>
22,880	Fees & Self-Generated		
<b>\$22,880</b>		<b>DOA-OFFICE OF TECHNOLOGY SVCS</b>	<b>Funding for printing and telephone/data services provided by the Office of Technology Services.</b>
<b>\$129,775</b>	<b>Total Interagency Transfers</b>		

**Major Repairs**

<b>FY2021-2022 Request</b>	<b>Means of Financing</b>	<b>Major Repair Item</b>	<b>Description</b>
100,000	Fees & Self-Generated		
<b>\$100,000</b>		<b>BUILDING IMPROVE</b>	
<b>\$100,000</b>	<b>Total Major Repairs</b>		



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# Continuation Budget Adjustments

## AGENCY SUMMARY STATEMENT

### Total Agency

#### Means of Financing

Description	Existing Operating Budget as of 10/01/2020	Non-Recurring	Inflation	Compulsory	Workload	Other	FY2021-2022 Requested Continuation Level
STATE GENERAL FUND (Direct)	100,000	—	—	—	—	—	100,000
STATE GENERAL FUND BY:	—	—	—	—	—	—	—
INTERAGENCY TRANSFERS	43,216	—	—	—	—	—	43,216
FEES & SELF-GENERATED	27,167,646	(857,323)	—	440,993	—	(251,316)	26,500,000
STATUTORY DEDICATIONS	—	—	—	—	—	—	—
FEDERAL FUNDS	—	—	—	—	—	—	—
<b>TOTAL MEANS OF FINANCING</b>	<b>\$27,310,862</b>	<b>\$(857,323)</b>	<b>—</b>	<b>\$440,993</b>	<b>—</b>	<b>\$(251,316)</b>	<b>\$26,643,216</b>

**Fees and Self-Generated**

Description	Existing Operating Budget as of 10/01/2020	Non-Recurring	Inflation	Compulsory	Workload	Other	FY2021-2022 Requested Continuation Level
Fees & Self-Generated	27,167,646	(857,323)	—	440,993	—	(251,316)	26,500,000
<b>Total:</b>	<b>\$27,167,646</b>	<b>\$(857,323)</b>	<b>—</b>	<b>\$440,993</b>	<b>—</b>	<b>\$(251,316)</b>	<b>\$26,500,000</b>

**Statutory Dedications**

Description	Existing Operating Budget as of 10/01/2020	Non-Recurring	Inflation	Compulsory	Workload	Other	FY2021-2022 Requested Continuation Level
<b>Total:</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>

Expenditures and Positions

Description	Existing Operating Budget as of 10/01/2020	Non-Recurring	Inflation	Compulsory	Workload	Other	FY2021-2022 Requested Continuation Level
Salaries	2,835,104	—	—	260,410	—	—	3,095,514
Other Compensation	305,505	—	—	114,124	—	—	419,629
Related Benefits	1,769,140	—	—	64,121	—	—	1,833,261
<b>TOTAL PERSONAL SERVICES</b>	<b>\$4,909,749</b>	<b>—</b>	<b>—</b>	<b>\$438,655</b>	<b>—</b>	<b>—</b>	<b>\$5,348,404</b>
Travel	215,500	—	—	—	—	—	215,500
Operating Services	4,897,244	(45,750)	—	—	—	190,358	5,041,852
Supplies	111,195	—	—	—	—	—	111,195
<b>TOTAL OPERATING EXPENSES</b>	<b>\$5,223,939</b>	<b>\$(45,750)</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>\$190,358</b>	<b>\$5,368,547</b>
<b>PROFESSIONAL SERVICES</b>	<b>\$9,804,654</b>	<b>\$(625,000)</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>\$4,595,371</b>	<b>\$13,775,025</b>
Other Charges	1,198,299	(12,379)	—	2,338	—	—	1,188,258
Debt Service	—	—	—	—	—	—	—
Interagency Transfers	6,000,027	—	—	—	—	(5,137,045)	862,982
<b>TOTAL OTHER CHARGES</b>	<b>\$7,198,326</b>	<b>\$(12,379)</b>	<b>—</b>	<b>\$2,338</b>	<b>—</b>	<b>\$(5,137,045)</b>	<b>\$2,051,240</b>
Acquisitions	74,194	(74,194)	—	—	—	—	—
Major Repairs	100,000	(100,000)	—	—	—	100,000	100,000
<b>TOTAL ACQ. &amp; MAJOR REPAIRS</b>	<b>\$174,194</b>	<b>\$(174,194)</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>\$100,000</b>	<b>\$100,000</b>
<b>TOTAL EXPENDITURES</b>	<b>\$27,310,862</b>	<b>\$(857,323)</b>	<b>—</b>	<b>\$440,993</b>	<b>—</b>	<b>\$(251,316)</b>	<b>\$26,643,216</b>
Classified	72	—	—	—	—	—	72
Unclassified	1	—	—	—	—	—	1
<b>TOTAL AUTHORIZED T.O. POSITIONS</b>	<b>73</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>73</b>
<b>TOTAL AUTHORIZED OTHER CHARGES POSITIONS</b>	<b>1</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>1</b>
<b>TOTAL NON-T.O. FTE POSITIONS</b>	<b>78</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>78</b>

## CONTINUATION BUDGET ADJUSTMENTS - SUMMARIZED

### Form 1986 — FY22 Non-Recurring Carryforwards

#### Means of Financing

	Amount
STATE GENERAL FUND (Direct)	—
STATE GENERAL FUND BY:	—
INTERAGENCY TRANSFERS	—
FEES & SELF-GENERATED	(747,423)
STATUTORY DEDICATIONS	—
FEDERAL FUNDS	—
<b>TOTAL MEANS OF FINANCING</b>	<b>\$(747,423)</b>

#### Expenditures

	Amount
Salaries	—
Other Compensation	—
Related Benefits	—
<b>TOTAL PERSONAL SERVICES</b>	<b>—</b>
Travel	—
Operating Services	(45,750)
Supplies	—
<b>TOTAL OPERATING EXPENSES</b>	<b>\$(45,750)</b>
<b>PROFESSIONAL SERVICES</b>	<b>\$(625,000)</b>
Other Charges	(12,379)
Debt Service	—
Interagency Transfers	—
<b>TOTAL OTHER CHARGES</b>	<b>\$(12,379)</b>
Acquisitions	(64,294)
Major Repairs	—
<b>TOTAL ACQ. &amp; MAJOR REPAIRS</b>	<b>\$(64,294)</b>
<b>TOTAL EXPENDITURES</b>	<b>\$(747,423)</b>

#### Positions

	FTE
Classified	—
Unclassified	—
<b>TOTAL AUTHORIZED T.O. POSITIONS</b>	<b>—</b>
<b>TOTAL AUTHORIZED OTHER CHARGES POSITIONS</b>	<b>—</b>
<b>TOTAL NON-T.O. FTE POSITIONS</b>	<b>—</b>

Continuation Budget Adjustments - Summarized

Total Agency  
Request Type: NON-RECUR

**Form 1987 — FY22 Non-Recurring Acquisitions and Major Repairs**  
**Means of Financing**

	Amount
STATE GENERAL FUND (Direct)	—
STATE GENERAL FUND BY:	—
INTERAGENCY TRANSFERS	—
FEES & SELF-GENERATED	(109,900)
STATUTORY DEDICATIONS	—
FEDERAL FUNDS	—
<b>TOTAL MEANS OF FINANCING</b>	<b>\$(109,900)</b>

**Expenditures**

	Amount
Salaries	—
Other Compensation	—
Related Benefits	—
<b>TOTAL PERSONAL SERVICES</b>	<b>—</b>
Travel	—
Operating Services	—
Supplies	—
<b>TOTAL OPERATING EXPENSES</b>	<b>—</b>
<b>PROFESSIONAL SERVICES</b>	<b>—</b>
Other Charges	—
Debt Service	—
Interagency Transfers	—
<b>TOTAL OTHER CHARGES</b>	<b>—</b>
Acquisitions	(9,900)
Major Repairs	(100,000)
<b>TOTAL ACQ. &amp; MAJOR REPAIRS</b>	<b>\$(109,900)</b>
<b>TOTAL EXPENDITURES</b>	<b>\$(109,900)</b>

**Positions**

	FTE
Classified	—
Unclassified	—
<b>TOTAL AUTHORIZED T.O. POSITIONS</b>	<b>—</b>
<b>TOTAL AUTHORIZED OTHER CHARGES POSITIONS</b>	<b>—</b>
<b>TOTAL NON-T.O. FTE POSITIONS</b>	<b>—</b>

**Form 1988 — FY22 Standard Inflation**  
**Means of Financing**

	Amount
STATE GENERAL FUND (Direct)	—
STATE GENERAL FUND BY:	—
INTERAGENCY TRANSFERS	—
FEES & SELF-GENERATED	323,060
STATUTORY DEDICATIONS	—
FEDERAL FUNDS	—
<b>TOTAL MEANS OF FINANCING</b>	<b>\$323,060</b>

**Expenditures**

	Amount
Salaries	—
Other Compensation	—
Related Benefits	—
<b>TOTAL PERSONAL SERVICES</b>	<b>—</b>
Travel	4,850
Operating Services	109,165
Supplies	2,503
<b>TOTAL OPERATING EXPENSES</b>	<b>\$116,518</b>
<b>PROFESSIONAL SERVICES</b>	<b>\$206,542</b>
Other Charges	—
Debt Service	—
Interagency Transfers	—
<b>TOTAL OTHER CHARGES</b>	<b>—</b>
Acquisitions	—
Major Repairs	—
<b>TOTAL ACQ. &amp; MAJOR REPAIRS</b>	<b>—</b>
<b>TOTAL EXPENDITURES</b>	<b>\$323,060</b>

**Positions**

	FTE
Classified	—
Unclassified	—
<b>TOTAL AUTHORIZED T.O. POSITIONS</b>	<b>—</b>
<b>TOTAL AUTHORIZED OTHER CHARGES POSITIONS</b>	<b>—</b>
<b>TOTAL NON-T.O. FTE POSITIONS</b>	<b>—</b>

Continuation Budget Adjustments - Summarized

Total Agency  
Request Type: INFLATION

Form 2397 — 267 - Inflation Reversal

Means of Financing

	Amount
STATE GENERAL FUND (Direct)	—
STATE GENERAL FUND BY:	—
INTERAGENCY TRANSFERS	—
FEES & SELF-GENERATED	(323,060)
STATUTORY DEDICATIONS	—
FEDERAL FUNDS	—
<b>TOTAL MEANS OF FINANCING</b>	<b>\$(323,060)</b>

Expenditures

	Amount
Salaries	—
Other Compensation	—
Related Benefits	—
<b>TOTAL PERSONAL SERVICES</b>	<b>—</b>
Travel	(4,850)
Operating Services	(109,165)
Supplies	(2,503)
<b>TOTAL OPERATING EXPENSES</b>	<b>\$(116,518)</b>
<b>PROFESSIONAL SERVICES</b>	<b>\$(206,542)</b>
Other Charges	—
Debt Service	—
Interagency Transfers	—
<b>TOTAL OTHER CHARGES</b>	<b>—</b>
Acquisitions	—
Major Repairs	—
<b>TOTAL ACQ. &amp; MAJOR REPAIRS</b>	<b>—</b>
<b>TOTAL EXPENDITURES</b>	<b>\$(323,060)</b>

Positions

	FTE
Classified	—
Unclassified	—
<b>TOTAL AUTHORIZED T.O. POSITIONS</b>	<b>—</b>
<b>TOTAL AUTHORIZED OTHER CHARGES POSITIONS</b>	<b>—</b>
<b>TOTAL NON-T.O. FTE POSITIONS</b>	<b>—</b>

**Form 3008 — 267 - Compulsory Personnel Adjustments**

**Means of Financing**

	Amount
STATE GENERAL FUND (Direct)	—
STATE GENERAL FUND BY:	—
INTERAGENCY TRANSFERS	—
FEES & SELF-GENERATED	440,993
STATUTORY DEDICATIONS	—
FEDERAL FUNDS	—
<b>TOTAL MEANS OF FINANCING</b>	<b>\$440,993</b>

**Expenditures**

	Amount
Salaries	260,410
Other Compensation	114,124
Related Benefits	64,121
<b>TOTAL PERSONAL SERVICES</b>	<b>\$438,655</b>
Travel	—
Operating Services	—
Supplies	—
<b>TOTAL OPERATING EXPENSES</b>	<b>—</b>
<b>PROFESSIONAL SERVICES</b>	<b>—</b>
Other Charges	2,338
Debt Service	—
Interagency Transfers	—
<b>TOTAL OTHER CHARGES</b>	<b>\$2,338</b>
Acquisitions	—
Major Repairs	—
<b>TOTAL ACQ. &amp; MAJOR REPAIRS</b>	<b>—</b>
<b>TOTAL EXPENDITURES</b>	<b>\$440,993</b>

**Positions**

	FTE
Classified	—
Unclassified	—
<b>TOTAL AUTHORIZED T.O. POSITIONS</b>	<b>—</b>
<b>TOTAL AUTHORIZED OTHER CHARGES POSITIONS</b>	<b>—</b>
<b>TOTAL NON-T.O. FTE POSITIONS</b>	<b>—</b>

**Form 2953 — 267 - Major Repairs**

**Means of Financing**

	Amount
STATE GENERAL FUND (Direct)	—
STATE GENERAL FUND BY:	—
INTERAGENCY TRANSFERS	—
FEES & SELF-GENERATED	100,000
STATUTORY DEDICATIONS	—
FEDERAL FUNDS	—
<b>TOTAL MEANS OF FINANCING</b>	<b>\$100,000</b>

**Expenditures**

	Amount
Salaries	—
Other Compensation	—
Related Benefits	—
<b>TOTAL PERSONAL SERVICES</b>	<b>—</b>
Travel	—
Operating Services	—
Supplies	—
<b>TOTAL OPERATING EXPENSES</b>	<b>—</b>
<b>PROFESSIONAL SERVICES</b>	<b>—</b>
Other Charges	—
Debt Service	—
Interagency Transfers	—
<b>TOTAL OTHER CHARGES</b>	<b>—</b>
Acquisitions	—
Major Repairs	100,000
<b>TOTAL ACQ. &amp; MAJOR REPAIRS</b>	<b>\$100,000</b>
<b>TOTAL EXPENDITURES</b>	<b>\$100,000</b>

**Positions**

	FTE
Classified	—
Unclassified	—
<b>TOTAL AUTHORIZED T.O. POSITIONS</b>	<b>—</b>
<b>TOTAL AUTHORIZED OTHER CHARGES POSITIONS</b>	<b>—</b>
<b>TOTAL NON-T.O. FTE POSITIONS</b>	<b>—</b>

**Form 2997 — 267 - Self-Generated Funding Redirect to Tourism Efforts**

**Means of Financing**

	Amount
STATE GENERAL FUND (Direct)	—
STATE GENERAL FUND BY:	—
INTERAGENCY TRANSFERS	—
FEES & SELF-GENERATED	—
STATUTORY DEDICATIONS	—
FEDERAL FUNDS	—
<b>TOTAL MEANS OF FINANCING</b>	<b>—</b>

**Expenditures**

	Amount
Salaries	—
Other Compensation	—
Related Benefits	—
<b>TOTAL PERSONAL SERVICES</b>	<b>—</b>
Travel	—
Operating Services	190,358
Supplies	—
<b>TOTAL OPERATING EXPENSES</b>	<b>\$190,358</b>
<b>PROFESSIONAL SERVICES</b>	<b>\$4,946,687</b>
Other Charges	—
Debt Service	—
Interagency Transfers	(5,137,045)
<b>TOTAL OTHER CHARGES</b>	<b>\$(5,137,045)</b>
Acquisitions	—
Major Repairs	—
<b>TOTAL ACQ. &amp; MAJOR REPAIRS</b>	<b>—</b>
<b>TOTAL EXPENDITURES</b>	<b>—</b>

**Positions**

	FTE
Classified	—
Unclassified	—
<b>TOTAL AUTHORIZED T.O. POSITIONS</b>	<b>—</b>
<b>TOTAL AUTHORIZED OTHER CHARGES POSITIONS</b>	<b>—</b>
<b>TOTAL NON-T.O. FTE POSITIONS</b>	<b>—</b>

**Form 3025 — 267 - Balance SG MOF to REC Forecast**  
**Means of Financing**

	Amount
STATE GENERAL FUND (Direct)	—
STATE GENERAL FUND BY:	—
INTERAGENCY TRANSFERS	—
FEES & SELF-GENERATED	(1,894,532)
STATUTORY DEDICATIONS	—
FEDERAL FUNDS	—
<b>TOTAL MEANS OF FINANCING</b>	<b>\$(1,894,532)</b>

**Expenditures**

	Amount
Salaries	—
Other Compensation	—
Related Benefits	—
<b>TOTAL PERSONAL SERVICES</b>	<b>—</b>
Travel	—
Operating Services	—
Supplies	—
<b>TOTAL OPERATING EXPENSES</b>	<b>—</b>
<b>PROFESSIONAL SERVICES</b>	<b>\$(1,894,532)</b>
Other Charges	—
Debt Service	—
Interagency Transfers	—
<b>TOTAL OTHER CHARGES</b>	<b>—</b>
Acquisitions	—
Major Repairs	—
<b>TOTAL ACQ. &amp; MAJOR REPAIRS</b>	<b>—</b>
<b>TOTAL EXPENDITURES</b>	<b>\$(1,894,532)</b>

**Positions**

	FTE
Classified	—
Unclassified	—
<b>TOTAL AUTHORIZED T.O. POSITIONS</b>	<b>—</b>
<b>TOTAL AUTHORIZED OTHER CHARGES POSITIONS</b>	<b>—</b>
<b>TOTAL NON-T.O. FTE POSITIONS</b>	<b>—</b>

**Form 3026 — 267 - Additional Funds from Tourism District  
Means of Financing**

	Amount
STATE GENERAL FUND (Direct)	—
STATE GENERAL FUND BY:	—
INTERAGENCY TRANSFERS	—
FEES & SELF-GENERATED	1,543,216
STATUTORY DEDICATIONS	—
FEDERAL FUNDS	—
<b>TOTAL MEANS OF FINANCING</b>	<b>\$1,543,216</b>

**Expenditures**

	Amount
Salaries	—
Other Compensation	—
Related Benefits	—
<b>TOTAL PERSONAL SERVICES</b>	<b>—</b>
Travel	—
Operating Services	—
Supplies	—
<b>TOTAL OPERATING EXPENSES</b>	<b>—</b>
<b>PROFESSIONAL SERVICES</b>	<b>\$1,543,216</b>
Other Charges	—
Debt Service	—
Interagency Transfers	—
<b>TOTAL OTHER CHARGES</b>	<b>—</b>
Acquisitions	—
Major Repairs	—
<b>TOTAL ACQ. &amp; MAJOR REPAIRS</b>	<b>—</b>
<b>TOTAL EXPENDITURES</b>	<b>\$1,543,216</b>

**Positions**

	FTE
Classified	—
Unclassified	—
<b>TOTAL AUTHORIZED T.O. POSITIONS</b>	<b>—</b>
<b>TOTAL AUTHORIZED OTHER CHARGES POSITIONS</b>	<b>—</b>
<b>TOTAL NON-T.O. FTE POSITIONS</b>	<b>—</b>

**PROGRAM SUMMARY STATEMENT**

**2671 - Administrative**

**Means of Financing**

Description	Existing Operating Budget as of 10/01/2020	Non-Recurring	Inflation	Compulsory	Workload	Other	FY2021-2022 Requested Continuation Level
STATE GENERAL FUND (Direct)	—	—	—	—	—	—	—
STATE GENERAL FUND BY:	—	—	—	—	—	—	—
INTERAGENCY TRANSFERS	—	—	—	—	—	—	—
FEEES & SELF-GENERATED	1,787,301	(3,000)	—	124,052	—	—	1,908,353
STATUTORY DEDICATIONS	—	—	—	—	—	—	—
FEDERAL FUNDS	—	—	—	—	—	—	—
<b>TOTAL MEANS OF FINANCING</b>	<b>\$1,787,301</b>	<b>\$(3,000)</b>	<b>—</b>	<b>\$124,052</b>	<b>—</b>	<b>—</b>	<b>\$1,908,353</b>

Fees and Self-Generated

Description	Existing Operating Budget as of 10/01/2020	Non-Recurring	Inflation	Compulsory	Workload	Other	FY2021-2022 Requested Continuation Level
Fees & Self-Generated	1,787,301	(3,000)	—	124,052	—	—	1,908,353
<b>Total:</b>	<b>\$1,787,301</b>	<b>\$(3,000)</b>	<b>—</b>	<b>\$124,052</b>	<b>—</b>	<b>—</b>	<b>\$1,908,353</b>

Expenditures and Positions

Description	Existing Operating Budget as of 10/01/2020	Non-Recurring	Inflation	Compulsory	Workload	Other	FY2021-2022 Requested Continuation Level
Salaries	441,630	—	—	46,342	—	—	487,972
Other Compensation	—	—	—	—	—	—	—
Related Benefits	406,912	—	—	77,710	—	—	484,622
<b>TOTAL PERSONAL SERVICES</b>	<b>\$848,542</b>	—	—	<b>\$124,052</b>	—	—	<b>\$972,594</b>
Travel	31,000	—	—	—	—	—	31,000
Operating Services	83,024	—	—	—	—	100,633	183,657
Supplies	14,695	—	—	—	—	—	14,695
<b>TOTAL OPERATING EXPENSES</b>	<b>\$128,719</b>	—	—	—	—	<b>\$100,633</b>	<b>\$229,352</b>
<b>PROFESSIONAL SERVICES</b>	—	—	—	—	—	—	—
Other Charges	—	—	—	—	—	—	—
Debt Service	—	—	—	—	—	—	—
Interagency Transfers	807,040	—	—	—	—	(100,633)	706,407
<b>TOTAL OTHER CHARGES</b>	<b>\$807,040</b>	—	—	—	—	<b>\$(100,633)</b>	<b>\$706,407</b>
Acquisitions	3,000	(3,000)	—	—	—	—	—
Major Repairs	—	—	—	—	—	—	—
<b>TOTAL ACQ. &amp; MAJOR REPAIRS</b>	<b>\$3,000</b>	<b>\$(3,000)</b>	—	—	—	—	—
<b>TOTAL EXPENDITURES</b>	<b>\$1,787,301</b>	<b>\$(3,000)</b>	—	<b>\$124,052</b>	—	—	<b>\$1,908,353</b>
Classified	6	—	—	—	—	—	6
Unclassified	1	—	—	—	—	—	1
<b>TOTAL AUTHORIZED T.O. POSITIONS</b>	<b>7</b>	—	—	—	—	—	<b>7</b>
<b>TOTAL AUTHORIZED OTHER CHARGES POSITIONS</b>	—	—	—	—	—	—	—
<b>TOTAL NON-T.O. FTE POSITIONS</b>	—	—	—	—	—	—	—

2672 - Marketing

Means of Financing

Description	Existing Operating Budget as of 10/01/2020	Non-Recurring	Inflation	Compulsory	Workload	Other	FY2021-2022 Requested Continuation Level
STATE GENERAL FUND (Direct)	100,000	—	—	—	—	—	100,000
STATE GENERAL FUND BY:	—	—	—	—	—	—	—
INTERAGENCY TRANSFERS	43,216	—	—	—	—	—	43,216
FEES & SELF-GENERATED	21,729,470	(737,544)	—	137,654	—	(351,316)	20,778,264
STATUTORY DEDICATIONS	—	—	—	—	—	—	—
FEDERAL FUNDS	—	—	—	—	—	—	—
<b>TOTAL MEANS OF FINANCING</b>	<b>\$21,872,686</b>	<b>\$(737,544)</b>	<b>—</b>	<b>\$137,654</b>	<b>—</b>	<b>\$(351,316)</b>	<b>\$20,921,480</b>

**Fees and Self-Generated**

Description	Existing Operating Budget as of 10/01/2020	Non-Recurring	Inflation	Compulsory	Workload	Other	FY2021-2022 Requested Continuation Level
Fees & Self-Generated	21,729,470	(737,544)	—	137,654	—	(351,316)	20,778,264
<b>Total:</b>	<b>\$21,729,470</b>	<b>\$(737,544)</b>	<b>—</b>	<b>\$137,654</b>	<b>—</b>	<b>\$(351,316)</b>	<b>\$20,778,264</b>

Expenditures and Positions

Description	Existing Operating Budget as of 10/01/2020	Non-Recurring	Inflation	Compulsory	Workload	Other	FY2021-2022 Requested Continuation Level
Salaries	848,567	—	—	105,737	—	—	954,304
Other Compensation	3,865	—	—	(3,865)	—	—	—
Related Benefits	445,730	—	—	33,444	—	—	479,174
<b>TOTAL PERSONAL SERVICES</b>	<b>\$1,298,162</b>	<b>—</b>	<b>—</b>	<b>\$135,316</b>	<b>—</b>	<b>—</b>	<b>\$1,433,478</b>
Travel	169,000	—	—	—	—	—	169,000
Operating Services	4,558,669	(45,750)	—	—	—	—	4,512,919
Supplies	16,000	—	—	—	—	—	16,000
<b>TOTAL OPERATING EXPENSES</b>	<b>\$4,743,669</b>	<b>\$(45,750)</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>\$4,697,919</b>
<b>PROFESSIONAL SERVICES</b>	<b>\$9,804,654</b>	<b>\$(625,000)</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>\$4,595,371</b>	<b>\$13,775,025</b>
Other Charges	985,920	—	—	2,338	—	—	988,258
Debt Service	—	—	—	—	—	—	—
Interagency Transfers	4,973,487	—	—	—	—	(4,946,687)	26,800
<b>TOTAL OTHER CHARGES</b>	<b>\$5,959,407</b>	<b>—</b>	<b>—</b>	<b>\$2,338</b>	<b>—</b>	<b>\$(4,946,687)</b>	<b>\$1,015,058</b>
Acquisitions	66,794	(66,794)	—	—	—	—	—
Major Repairs	—	—	—	—	—	—	—
<b>TOTAL ACQ. &amp; MAJOR REPAIRS</b>	<b>\$66,794</b>	<b>\$(66,794)</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>
<b>TOTAL EXPENDITURES</b>	<b>\$21,872,686</b>	<b>\$(737,544)</b>	<b>—</b>	<b>\$137,654</b>	<b>—</b>	<b>\$(351,316)</b>	<b>\$20,921,480</b>
Classified	15	—	—	—	—	—	15
Unclassified	—	—	—	—	—	—	—
<b>TOTAL AUTHORIZED T.O. POSITIONS</b>	<b>15</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>15</b>
<b>TOTAL AUTHORIZED OTHER CHARGES POSITIONS</b>	<b>1</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>1</b>
<b>TOTAL NON-T.O. FTE POSITIONS</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>

2673 - Welcome Centers

Means of Financing

Description	Existing Operating Budget as of 10/01/2020	Non-Recurring	Inflation	Compulsory	Workload	Other	FY2021-2022 Requested Continuation Level
STATE GENERAL FUND (Direct)	—	—	—	—	—	—	—
STATE GENERAL FUND BY:	—	—	—	—	—	—	—
INTERAGENCY TRANSFERS	—	—	—	—	—	—	—
FEEES & SELF-GENERATED	3,650,875	(116,779)	—	179,287	—	100,000	3,813,383
STATUTORY DEDICATIONS	—	—	—	—	—	—	—
FEDERAL FUNDS	—	—	—	—	—	—	—
<b>TOTAL MEANS OF FINANCING</b>	<b>\$3,650,875</b>	<b>\$(116,779)</b>	<b>—</b>	<b>\$179,287</b>	<b>—</b>	<b>\$100,000</b>	<b>\$3,813,383</b>

**Fees and Self-Generated**

Description	Existing Operating Budget as of 10/01/2020	Non-Recurring	Inflation	Compulsory	Workload	Other	FY2021-2022 Requested Continuation Level
Fees & Self-Generated	3,650,875	(116,779)	—	179,287	—	100,000	3,813,383
<b>Total:</b>	<b>\$3,650,875</b>	<b>\$(116,779)</b>	<b>—</b>	<b>\$179,287</b>	<b>—</b>	<b>\$100,000</b>	<b>\$3,813,383</b>

Expenditures and Positions

Description	Existing Operating Budget as of 10/01/2020	Non-Recurring	Inflation	Compulsory	Workload	Other	FY2021-2022 Requested Continuation Level
Salaries	1,544,907	—	—	108,331	—	—	1,653,238
Other Compensation	301,640	—	—	117,989	—	—	419,629
Related Benefits	916,498	—	—	(47,033)	—	—	869,465
<b>TOTAL PERSONAL SERVICES</b>	<b>\$2,763,045</b>	<b>—</b>	<b>—</b>	<b>\$179,287</b>	<b>—</b>	<b>—</b>	<b>\$2,942,332</b>
Travel	15,500	—	—	—	—	—	15,500
Operating Services	255,551	—	—	—	—	89,725	345,276
Supplies	80,500	—	—	—	—	—	80,500
<b>TOTAL OPERATING EXPENSES</b>	<b>\$351,551</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>\$89,725</b>	<b>\$441,276</b>
<b>PROFESSIONAL SERVICES</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>
Other Charges	212,379	(12,379)	—	—	—	—	200,000
Debt Service	—	—	—	—	—	—	—
Interagency Transfers	219,500	—	—	—	—	(89,725)	129,775
<b>TOTAL OTHER CHARGES</b>	<b>\$431,879</b>	<b>\$(12,379)</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>\$(89,725)</b>	<b>\$329,775</b>
Acquisitions	4,400	(4,400)	—	—	—	—	—
Major Repairs	100,000	(100,000)	—	—	—	100,000	100,000
<b>TOTAL ACQ. &amp; MAJOR REPAIRS</b>	<b>\$104,400</b>	<b>\$(104,400)</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>\$100,000</b>	<b>\$100,000</b>
<b>TOTAL EXPENDITURES</b>	<b>\$3,650,875</b>	<b>\$(116,779)</b>	<b>—</b>	<b>\$179,287</b>	<b>—</b>	<b>\$100,000</b>	<b>\$3,813,383</b>
Classified	51	—	—	—	—	—	51
Unclassified	—	—	—	—	—	—	—
<b>TOTAL AUTHORIZED T.O. POSITIONS</b>	<b>51</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>51</b>
<b>TOTAL AUTHORIZED OTHER CHARGES POSITIONS</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>
<b>TOTAL NON-T.O. FTE POSITIONS</b>	<b>78</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>78</b>

**CONTINUATION BUDGET ADJUSTMENTS - BY PROGRAM**

**Form 1986 — FY22 Non-Recurring Carryforwards**

**2672 - Marketing**

**Means of Financing**

	Amount
STATE GENERAL FUND (Direct)	—
STATE GENERAL FUND BY:	—
INTERAGENCY TRANSFERS	—
FEES & SELF-GENERATED	(735,044)
STATUTORY DEDICATIONS	—
FEDERAL FUNDS	—
<b>TOTAL MEANS OF FINANCING</b>	<b>\$(735,044)</b>

**Expenditures**

	Amount
Salaries	—
Other Compensation	—
Related Benefits	—
<b>TOTAL PERSONAL SERVICES</b>	—
Travel	—
Operating Services	(45,750)
Supplies	—
<b>TOTAL OPERATING EXPENSES</b>	<b>\$(45,750)</b>
<b>PROFESSIONAL SERVICES</b>	<b>\$(625,000)</b>
Other Charges	—
Debt Service	—
Interagency Transfers	—
<b>TOTAL OTHER CHARGES</b>	—
Acquisitions	(64,294)
Major Repairs	—
<b>TOTAL ACQ. &amp; MAJOR REPAIRS</b>	<b>\$(64,294)</b>
<b>TOTAL EXPENDITURES</b>	<b>\$(735,044)</b>

**Positions**

	FTE
Classified	—
Unclassified	—
TOTAL AUTHORIZED T.O. POSITIONS	—
TOTAL AUTHORIZED OTHER CHARGES POSITIONS	—
TOTAL NON-T.O. FTE POSITIONS	—

**Fees and Self-Generated**

	Amount
Fees & Self-Generated	(735,044)
<b>Total:</b>	<b>\$(735,044)</b>

**Statutory Dedications**

	Amount
<b>Total:</b>	—

**Supporting Detail**

**Means of Financing**

Description	Amount
Fees & Self-Generated	(735,044)
<b>Total:</b>	<b>\$(735,044)</b>

**Operating Services**

Commitment item	Name	Amount
5310400	SERV-MISC	(45,750)
<b>Total:</b>		<b>\$(45,750)</b>

**Professional Services**

Commitment item	Name	Amount
5510028	PROF SERV-ADV/PRINT	(625,000)
<b>Total:</b>		<b>\$(625,000)</b>

**Acquisitions**

Commitment item	Name	Amount
5710250	ACQ-AUTOMOBILES	(64,294)
<b>Total:</b>		<b>\$(64,294)</b>

**2673 - Welcome Centers**

**Means of Financing**

	Amount
STATE GENERAL FUND (Direct)	—
STATE GENERAL FUND BY:	—
INTERAGENCY TRANSFERS	—
FEES & SELF-GENERATED	(12,379)
STATUTORY DEDICATIONS	—
FEDERAL FUNDS	—
<b>TOTAL MEANS OF FINANCING</b>	<b>\$(12,379)</b>

**Expenditures**

	Amount
Salaries	—
Other Compensation	—
Related Benefits	—
<b>TOTAL PERSONAL SERVICES</b>	<b>—</b>
Travel	—
Operating Services	—
Supplies	—
<b>TOTAL OPERATING EXPENSES</b>	<b>—</b>
<b>PROFESSIONAL SERVICES</b>	<b>—</b>
Other Charges	(12,379)
Debt Service	—
Interagency Transfers	—
<b>TOTAL OTHER CHARGES</b>	<b>\$(12,379)</b>
Acquisitions	—
Major Repairs	—
<b>TOTAL ACQ. &amp; MAJOR REPAIRS</b>	<b>—</b>
<b>TOTAL EXPENDITURES</b>	<b>\$(12,379)</b>

**Positions**

	FTE
Classified	—
Unclassified	—
TOTAL AUTHORIZED T.O. POSITIONS	—
TOTAL AUTHORIZED OTHER CHARGES POSITIONS	—
TOTAL NON-T.O. FTE POSITIONS	—

**Fees and Self-Generated**

	Amount
Fees & Self-Generated	(12,379)
<b>Total:</b>	<b>\$(12,379)</b>

**Statutory Dedications**

	Amount
<b>Total:</b>	<b>—</b>

**Supporting Detail**

**Means of Financing**

Description	Amount
Fees & Self-Generated	(12,379)
<b>Total:</b>	<b>\$(12,379)</b>

**Other Charges**

Commitment item	Name	Amount
5620063	MISC-OPERATNG SVCS	(12,379)
<b>Total:</b>		<b>\$(12,379)</b>

**Form 1987 — FY22 Non-Recurring Acquisitions and Major Repairs**

**2671 - Administrative**

**Means of Financing**

	Amount
STATE GENERAL FUND (Direct)	—
STATE GENERAL FUND BY:	—
INTERAGENCY TRANSFERS	—
FEES & SELF-GENERATED	(3,000)
STATUTORY DEDICATIONS	—
FEDERAL FUNDS	—
<b>TOTAL MEANS OF FINANCING</b>	<b>\$(3,000)</b>

**Expenditures**

	Amount
Salaries	—
Other Compensation	—
Related Benefits	—
<b>TOTAL PERSONAL SERVICES</b>	<b>—</b>
Travel	—
Operating Services	—
Supplies	—
<b>TOTAL OPERATING EXPENSES</b>	<b>—</b>
<b>PROFESSIONAL SERVICES</b>	<b>—</b>
Other Charges	—
Debt Service	—
Interagency Transfers	—
<b>TOTAL OTHER CHARGES</b>	<b>—</b>
Acquisitions	(3,000)
Major Repairs	—
<b>TOTAL ACQ. &amp; MAJOR REPAIRS</b>	<b>\$(3,000)</b>
<b>TOTAL EXPENDITURES</b>	<b>\$(3,000)</b>

**Positions**

	FTE
Classified	—
Unclassified	—
<b>TOTAL AUTHORIZED T.O. POSITIONS</b>	<b>—</b>
<b>TOTAL AUTHORIZED OTHER CHARGES POSITIONS</b>	<b>—</b>
<b>TOTAL NON-T.O. FTE POSITIONS</b>	<b>—</b>

**Fees and Self-Generated**

	Amount
Fees & Self-Generated	(3,000)
<b>Total:</b>	<b>\$(3,000)</b>

**Statutory Dedications**

	Amount
<b>Total:</b>	<b>—</b>

**Supporting Detail**  
**Means of Financing**

Description	Amount
Fees & Self-Generated	(3,000)
<b>Total:</b>	<b>\$(3,000)</b>

**Acquisitions**

Commitment item	Name	Amount
5710221	ACQ-COMP HARDWARE	(3,000)
<b>Total:</b>		<b>\$(3,000)</b>

**2672 - Marketing**

**Means of Financing**

	Amount
STATE GENERAL FUND (Direct)	—
STATE GENERAL FUND BY:	—
INTERAGENCY TRANSFERS	—
FEES & SELF-GENERATED	(2,500)
STATUTORY DEDICATIONS	—
FEDERAL FUNDS	—
<b>TOTAL MEANS OF FINANCING</b>	<b>\$(2,500)</b>

**Expenditures**

	Amount
Salaries	—
Other Compensation	—
Related Benefits	—
<b>TOTAL PERSONAL SERVICES</b>	<b>—</b>
Travel	—
Operating Services	—
Supplies	—
<b>TOTAL OPERATING EXPENSES</b>	<b>—</b>
<b>PROFESSIONAL SERVICES</b>	<b>—</b>
Other Charges	—
Debt Service	—
Interagency Transfers	—
<b>TOTAL OTHER CHARGES</b>	<b>—</b>
Acquisitions	(2,500)
Major Repairs	—
<b>TOTAL ACQ. &amp; MAJOR REPAIRS</b>	<b>\$(2,500)</b>
<b>TOTAL EXPENDITURES</b>	<b>\$(2,500)</b>

**Positions**

	FTE
Classified	—
Unclassified	—
TOTAL AUTHORIZED T.O. POSITIONS	—
TOTAL AUTHORIZED OTHER CHARGES POSITIONS	—
TOTAL NON-T.O. FTE POSITIONS	—

**Fees and Self-Generated**

	Amount
Fees & Self-Generated	(2,500)
<b>Total:</b>	<b>\$(2,500)</b>

**Statutory Dedications**

	Amount
<b>Total:</b>	<b>—</b>

**Supporting Detail**

**Means of Financing**

Description	Amount
Fees & Self-Generated	(2,500)
<b>Total:</b>	<b>\$(2,500)</b>

**Acquisitions**

Commitment item	Name	Amount
5710221	ACQ-COMP HARDWARE	(2,500)
<b>Total:</b>		<b>\$(2,500)</b>

**2673 - Welcome Centers**

**Means of Financing**

	Amount
STATE GENERAL FUND (Direct)	—
STATE GENERAL FUND BY:	—
INTERAGENCY TRANSFERS	—
FEES & SELF-GENERATED	(104,400)
STATUTORY DEDICATIONS	—
FEDERAL FUNDS	—
<b>TOTAL MEANS OF FINANCING</b>	<b>\$(104,400)</b>

**Expenditures**

	Amount
Salaries	—
Other Compensation	—
Related Benefits	—
<b>TOTAL PERSONAL SERVICES</b>	<b>—</b>
Travel	—
Operating Services	—
Supplies	—
<b>TOTAL OPERATING EXPENSES</b>	<b>—</b>
<b>PROFESSIONAL SERVICES</b>	<b>—</b>
Other Charges	—
Debt Service	—
Interagency Transfers	—
<b>TOTAL OTHER CHARGES</b>	<b>—</b>
Acquisitions	(4,400)
Major Repairs	(100,000)
<b>TOTAL ACQ. &amp; MAJOR REPAIRS</b>	<b>\$(104,400)</b>
<b>TOTAL EXPENDITURES</b>	<b>\$(104,400)</b>

**Positions**

	FTE
Classified	—
Unclassified	—
TOTAL AUTHORIZED T.O. POSITIONS	—
TOTAL AUTHORIZED OTHER CHARGES POSITIONS	—
TOTAL NON-T.O. FTE POSITIONS	—

**Fees and Self-Generated**

	Amount
Fees & Self-Generated	(104,400)
<b>Total:</b>	<b>\$(104,400)</b>

**Statutory Dedications**

	Amount
<b>Total:</b>	<b>—</b>

**Supporting Detail**  
**Means of Financing**

Description	Amount
Fees & Self-Generated	(104,400)
<b>Total:</b>	<b>\$(104,400)</b>

**Acquisitions**

Commitment item	Name	Amount
5710221	ACQ-COMP HARDWARE	(4,400)
<b>Total:</b>		<b>\$(4,400)</b>

**Major Repairs**

Commitment item	Name	Amount
5810002	MAJ REP-BUILDINGS	(100,000)
<b>Total:</b>		<b>\$(100,000)</b>

**Form 1988 — FY22 Standard Inflation**

**2671 - Administrative**

**Means of Financing**

	Amount
STATE GENERAL FUND (Direct)	—
STATE GENERAL FUND BY:	—
INTERAGENCY TRANSFERS	—
FEES & SELF-GENERATED	2,899
STATUTORY DEDICATIONS	—
FEDERAL FUNDS	—
<b>TOTAL MEANS OF FINANCING</b>	<b>\$2,899</b>

**Expenditures**

	Amount
Salaries	—
Other Compensation	—
Related Benefits	—
<b>TOTAL PERSONAL SERVICES</b>	<b>—</b>
Travel	698
Operating Services	1,870
Supplies	331
<b>TOTAL OPERATING EXPENSES</b>	<b>\$2,899</b>
<b>PROFESSIONAL SERVICES</b>	<b>—</b>
Other Charges	—
Debt Service	—
Interagency Transfers	—
<b>TOTAL OTHER CHARGES</b>	<b>—</b>
Acquisitions	—
Major Repairs	—
<b>TOTAL ACQ. &amp; MAJOR REPAIRS</b>	<b>—</b>
<b>TOTAL EXPENDITURES</b>	<b>\$2,899</b>

**Positions**

	FTE
Classified	—
Unclassified	—
<b>TOTAL AUTHORIZED T.O. POSITIONS</b>	<b>—</b>
<b>TOTAL AUTHORIZED OTHER CHARGES POSITIONS</b>	<b>—</b>
<b>TOTAL NON-T.O. FTE POSITIONS</b>	<b>—</b>

**Fees and Self-Generated**

	Amount
Fees & Self-Generated	2,899
<b>Total:</b>	<b>\$2,899</b>

**Statutory Dedications**

	Amount
<b>Total:</b>	<b>—</b>

**Supporting Detail**

**Means of Financing**

Description	Amount
Fees & Self-Generated	2,899
<b>Total:</b>	<b>\$2,899</b>

**Travel**

Commitment item	Name	Amount
5210010	IN-STATE TRAVEL-ADM	45
5210015	IN-STATE TRAVEL-CONF	45
5210050	OUT-OF-STATE TRV-ADM	608
<b>Total:</b>		<b>\$698</b>

**Operating Services**

Commitment item	Name	Amount
5310010	SERV-DUES & OTHER	11
5310014	SERV-DRUG TESTING	5
5310027	SERV-SPONSORSHIPS	563
5310030	SERV-ADMIN FEES	5
5310400	SERV-MISC	7
5330016	MAINT-DATA PROC EQP	421
5330017	MAINT-DATA SOFTWARE	478
5330018	MAINT-AUTO REPAIRS	56
5340020	RENT-EQUIPMENT	137
5340078	RENT-DATA-LIC SOFT	158
5350006	UTIL-MAIL/DEL/POST	29
<b>Total:</b>		<b>\$1,870</b>

**Supplies**

Commitment item	Name	Amount
5410001	SUP-OFFICE SUPPLIES	173
5410022	SUP-FUELS/LUBRICANTS	158
<b>Total:</b>		<b>\$331</b>

**2672 - Marketing**

**Means of Financing**

	Amount
STATE GENERAL FUND (Direct)	—
STATE GENERAL FUND BY:	—
INTERAGENCY TRANSFERS	—
FEES & SELF-GENERATED	312,253
STATUTORY DEDICATIONS	—
FEDERAL FUNDS	—
<b>TOTAL MEANS OF FINANCING</b>	<b>\$312,253</b>

**Expenditures**

	Amount
Salaries	—
Other Compensation	—
Related Benefits	—
<b>TOTAL PERSONAL SERVICES</b>	<b>—</b>
Travel	3,805
Operating Services	101,542
Supplies	364
<b>TOTAL OPERATING EXPENSES</b>	<b>\$105,711</b>
<b>PROFESSIONAL SERVICES</b>	<b>\$206,542</b>
Other Charges	—
Debt Service	—
Interagency Transfers	—
<b>TOTAL OTHER CHARGES</b>	<b>—</b>
Acquisitions	—
Major Repairs	—
<b>TOTAL ACQ. &amp; MAJOR REPAIRS</b>	<b>—</b>
<b>TOTAL EXPENDITURES</b>	<b>\$312,253</b>

**Positions**

	FTE
Classified	—
Unclassified	—
TOTAL AUTHORIZED T.O. POSITIONS	—
TOTAL AUTHORIZED OTHER CHARGES POSITIONS	—
TOTAL NON-T.O. FTE POSITIONS	—

**Fees and Self-Generated**

	Amount
Fees & Self-Generated	312,253
<b>Total:</b>	<b>\$312,253</b>

**Statutory Dedications**

	Amount
<b>Total:</b>	<b>—</b>

**Supporting Detail**

**Means of Financing**

Description	Amount
Fees & Self-Generated	312,253
<b>Total:</b>	<b>\$312,253</b>

**Professional Services**

Commitment item	Name	Amount
5510028	PROF SERV-ADV/PRINT	206,542
<b>Total:</b>		<b>\$206,542</b>

**Travel**

Commitment item	Name	Amount
5210015	IN-STATE TRAVEL-CONF	519
5210020	IN-STATE TRAV-FIELD	158
5210055	OUT-OF-STTRV-CONF	2,678
5210060	OUT-OF-STTRV-FIELD	450
<b>Total:</b>		<b>\$3,805</b>

**Operating Services**

Commitment item	Name	Amount
5310006	SERV-TRAVEL & MEETNG	1,688
5310007	SERV-TRANSPORTATION	1,710
5310010	SERV-DUES & OTHER	6,266
5310019	SERV-FREIGHT	1,125
5310027	SERV-SPONSORSHIPS	84,333
5310400	SERV-MISC	4,601
5340020	RENT-EQUIPMENT	131
5350006	UTIL-MAIL/DEL/POST	1,688
<b>Total:</b>		<b>\$101,542</b>

**Supplies**

Commitment item	Name	Amount
5410001	SUP-OFFICE SUPPLIES	170
5410002	SUP-TELEPH & ACCESS	23
5410006	SUP-COMPUTER	115
5410035	SUP-SOFTWARE	56
<b>Total:</b>		<b>\$364</b>

**2673 - Welcome Centers**

**Means of Financing**

	Amount
STATE GENERAL FUND (Direct)	—
STATE GENERAL FUND BY:	—
INTERAGENCY TRANSFERS	—
FEES & SELF-GENERATED	7,908
STATUTORY DEDICATIONS	—
FEDERAL FUNDS	—
<b>TOTAL MEANS OF FINANCING</b>	<b>\$7,908</b>

**Expenditures**

	Amount
Salaries	—
Other Compensation	—
Related Benefits	—
<b>TOTAL PERSONAL SERVICES</b>	<b>—</b>
Travel	347
Operating Services	5,753
Supplies	1,808
<b>TOTAL OPERATING EXPENSES</b>	<b>\$7,908</b>
<b>PROFESSIONAL SERVICES</b>	<b>—</b>
Other Charges	—
Debt Service	—
Interagency Transfers	—
<b>TOTAL OTHER CHARGES</b>	<b>—</b>
Acquisitions	—
Major Repairs	—
<b>TOTAL ACQ. &amp; MAJOR REPAIRS</b>	<b>—</b>
<b>TOTAL EXPENDITURES</b>	<b>\$7,908</b>

**Positions**

	FTE
Classified	—
Unclassified	—
TOTAL AUTHORIZED T.O. POSITIONS	—
TOTAL AUTHORIZED OTHER CHARGES POSITIONS	—
TOTAL NON-T.O. FTE POSITIONS	—

**Fees and Self-Generated**

	Amount
Fees & Self-Generated	7,908
<b>Total:</b>	<b>\$7,908</b>

**Statutory Dedications**

	Amount
<b>Total:</b>	<b>—</b>

**Supporting Detail**

**Means of Financing**

Description	Amount
Fees & Self-Generated	7,908
<b>Total:</b>	<b>\$7,908</b>

**Travel**

Commitment item	Name	Amount
5210010	IN-STATE TRAVEL-ADM	113
5210020	IN-STATE TRAV-FIELD	99
5210050	OUT-OF-STATE TRV-ADM	124
5210055	OUT-OF-STTRV-CONF	11
<b>Total:</b>		<b>\$347</b>

**Operating Services**

Commitment item	Name	Amount
5310001	SERV-ADVERTISING	18
5310005	SERV-PRINTING	708
5310014	SERV-DRUG TESTING	17
5310015	SERV-SECURITY	9
5310400	SERV-MISC	481
5330001	MAINT-BUILDINGS	517
5330003	MAINT-PESTCONTROL	249
5330007	MAINT-PROPERTY	118
5330008	MAINT-EQUIPMENT	236
5330014	MAINT-GROUNDS	131
5330018	MAINT-AUTO REPAIRS	62
5330028	MAINT-TERMITE CNTRL	3
5340020	RENT-EQUIPMENT	555
5340070	RENT-OTHER	191
5350001	UTIL-INTERNET PROVID	113
5350002	UTIL-DATA LINE/CIRCT	46
5350006	UTIL-MAIL/DEL/POST	46

**Operating Services (continued)**

Commitment item	Name	Amount
5350010	UTIL-ELECTRICITY	1,902
5350017	UTIL-OPR SER-LAUNDRY	351
<b>Total:</b>		<b>\$5,753</b>

**Supplies**

Commitment item	Name	Amount
5410001	SUP-OFFICE SUPPLIES	317
5410006	SUP-COMPUTER	34
5410007	SUP-CLOTHING/UNIFORM	319
5410008	SUP-MEDICAL	20
5410016	SUP-BLD	18
5410017	SUP-JANITORIAL	991
5410022	SUP-FUELS/LUBRICANTS	87
5410030	SUP-TOOLS	22
<b>Total:</b>		<b>\$1,808</b>

**Form 2397 — 267 - Inflation Reversal**

**2671 - Administrative**

**Means of Financing**

	Amount
STATE GENERAL FUND (Direct)	—
STATE GENERAL FUND BY:	—
INTERAGENCY TRANSFERS	—
FEES & SELF-GENERATED	(2,899)
STATUTORY DEDICATIONS	—
FEDERAL FUNDS	—
<b>TOTAL MEANS OF FINANCING</b>	<b>\$(2,899)</b>

**Expenditures**

	Amount
Salaries	—
Other Compensation	—
Related Benefits	—
<b>TOTAL PERSONAL SERVICES</b>	<b>—</b>
Travel	(698)
Operating Services	(1,870)
Supplies	(331)
<b>TOTAL OPERATING EXPENSES</b>	<b>\$(2,899)</b>
<b>PROFESSIONAL SERVICES</b>	<b>—</b>
Other Charges	—
Debt Service	—
Interagency Transfers	—
<b>TOTAL OTHER CHARGES</b>	<b>—</b>
Acquisitions	—
Major Repairs	—
<b>TOTAL ACQ. &amp; MAJOR REPAIRS</b>	<b>—</b>
<b>TOTAL EXPENDITURES</b>	<b>\$(2,899)</b>

**Positions**

	FTE
Classified	—
Unclassified	—
<b>TOTAL AUTHORIZED T.O. POSITIONS</b>	<b>—</b>
<b>TOTAL AUTHORIZED OTHER CHARGES POSITIONS</b>	<b>—</b>
<b>TOTAL NON-T.O. FTE POSITIONS</b>	<b>—</b>

**Fees and Self-Generated**

	Amount
Fees & Self-Generated	(2,899)
<b>Total:</b>	<b>\$(2,899)</b>

**Statutory Dedications**

	Amount
<b>Total:</b>	<b>—</b>

**Supporting Detail**

**Means of Financing**

Description	Amount
Fees & Self-Generated	(2,899)
<b>Total:</b>	<b>\$(2,899)</b>

**Travel**

Commitment item	Name	Amount
5210010	IN-STATE TRAVEL-ADM	(45)
5210015	IN-STATE TRAVEL-CONF	(45)
5210050	OUT-OF-STATE TRV-ADM	(608)
<b>Total:</b>		<b>\$(698)</b>

**Operating Services**

Commitment item	Name	Amount
5310010	SERV-DUES & OTHER	(11)
5310014	SERV-DRUG TESTING	(5)
5310027	SERV-SPONSORSHIPS	(563)
5310030	SERV-ADMIN FEES	(5)
5310400	SERV-MISC	(7)
5330016	MAINT-DATA PROC EQP	(421)
5330017	MAINT-DATA SOFTWARE	(478)
5330018	MAINT-AUTO REPAIRS	(56)
5340020	RENT-EQUIPMENT	(137)
5340078	RENT-DATA-LIC SOFT	(158)
5350006	UTIL-MAIL/DEL/POST	(29)
<b>Total:</b>		<b>\$(1,870)</b>

**Supplies**

Commitment item	Name	Amount
5410001	SUP-OFFICE SUPPLIES	(173)
5410022	SUP-FUELS/LUBRICANTS	(158)
<b>Total:</b>		<b>\$(331)</b>

**2672 - Marketing**

**Means of Financing**

	Amount
STATE GENERAL FUND (Direct)	—
STATE GENERAL FUND BY:	—
INTERAGENCY TRANSFERS	—
FEES & SELF-GENERATED	(312,253)
STATUTORY DEDICATIONS	—
FEDERAL FUNDS	—
<b>TOTAL MEANS OF FINANCING</b>	<b>\$(312,253)</b>

**Expenditures**

	Amount
Salaries	—
Other Compensation	—
Related Benefits	—
<b>TOTAL PERSONAL SERVICES</b>	<b>—</b>
Travel	(3,805)
Operating Services	(101,542)
Supplies	(364)
<b>TOTAL OPERATING EXPENSES</b>	<b>\$(105,711)</b>
<b>PROFESSIONAL SERVICES</b>	<b>\$(206,542)</b>
Other Charges	—
Debt Service	—
Interagency Transfers	—
<b>TOTAL OTHER CHARGES</b>	<b>—</b>
Acquisitions	—
Major Repairs	—
<b>TOTAL ACQ. &amp; MAJOR REPAIRS</b>	<b>—</b>
<b>TOTAL EXPENDITURES</b>	<b>\$(312,253)</b>

**Positions**

	FTE
Classified	—
Unclassified	—
TOTAL AUTHORIZED T.O. POSITIONS	—
TOTAL AUTHORIZED OTHER CHARGES POSITIONS	—
TOTAL NON-T.O. FTE POSITIONS	—

**Fees and Self-Generated**

	Amount
Fees & Self-Generated	(312,253)
<b>Total:</b>	<b>\$(312,253)</b>

**Statutory Dedications**

	Amount
<b>Total:</b>	<b>—</b>

**Supporting Detail**

**Means of Financing**

Description	Amount
Fees & Self-Generated	(312,253)
<b>Total:</b>	<b>\$(312,253)</b>

**Travel**

Commitment item	Name	Amount
5210015	IN-STATE TRAVEL-CONF	(519)
5210020	IN-STATE TRAV-FIELD	(158)
5210055	OUT-OF-STTRV-CONF	(2,678)
5210060	OUT-OF-STTRV-FIELD	(450)
<b>Total:</b>		<b>\$(3,805)</b>

**Operating Services**

Commitment item	Name	Amount
5310006	SERV-TRAVEL & MEETNG	(1,688)
5310007	SERV-TRANSPORTATION	(1,710)
5310010	SERV-DUES & OTHER	(6,266)
5310019	SERV-FREIGHT	(1,125)
5310027	SERV-SPONSORSHIPS	(84,333)
5310400	SERV-MISC	(4,601)
5340020	RENT-EQUIPMENT	(131)
5350006	UTIL-MAIL/DEL/POST	(1,688)
<b>Total:</b>		<b>\$(101,542)</b>

**Supplies**

Commitment item	Name	Amount
5410001	SUP-OFFICE SUPPLIES	(170)
5410002	SUP-TELEPH & ACCESS	(23)
5410006	SUP-COMPUTER	(115)
5410035	SUP-SOFTWARE	(56)
<b>Total:</b>		<b>\$(364)</b>

**Professional Services**

Commitment item	Name	Amount
5510028	PROF SERV-ADV/PRINT	(206,542)
<b>Total:</b>		<b>\$(206,542)</b>

**2673 - Welcome Centers**

**Means of Financing**

	Amount
STATE GENERAL FUND (Direct)	—
STATE GENERAL FUND BY:	—
INTERAGENCY TRANSFERS	—
FEES & SELF-GENERATED	(7,908)
STATUTORY DEDICATIONS	—
FEDERAL FUNDS	—
<b>TOTAL MEANS OF FINANCING</b>	<b>\$(7,908)</b>

**Expenditures**

	Amount
Salaries	—
Other Compensation	—
Related Benefits	—
<b>TOTAL PERSONAL SERVICES</b>	<b>—</b>
Travel	(347)
Operating Services	(5,753)
Supplies	(1,808)
<b>TOTAL OPERATING EXPENSES</b>	<b>\$(7,908)</b>
<b>PROFESSIONAL SERVICES</b>	<b>—</b>
Other Charges	—
Debt Service	—
Interagency Transfers	—
<b>TOTAL OTHER CHARGES</b>	<b>—</b>
Acquisitions	—
Major Repairs	—
<b>TOTAL ACQ. &amp; MAJOR REPAIRS</b>	<b>—</b>
<b>TOTAL EXPENDITURES</b>	<b>\$(7,908)</b>

**Positions**

	FTE
Classified	—
Unclassified	—
TOTAL AUTHORIZED T.O. POSITIONS	—
TOTAL AUTHORIZED OTHER CHARGES POSITIONS	—
TOTAL NON-T.O. FTE POSITIONS	—

**Fees and Self-Generated**

	Amount
Fees & Self-Generated	(7,908)
<b>Total:</b>	<b>\$(7,908)</b>

**Statutory Dedications**

	Amount
<b>Total:</b>	<b>—</b>

**Supporting Detail**

**Means of Financing**

Description	Amount
Fees & Self-Generated	(7,908)
<b>Total:</b>	<b>\$(7,908)</b>

**Travel**

Commitment item	Name	Amount
5210010	IN-STATE TRAVEL-ADM	(113)
5210020	IN-STATE TRAV-FIELD	(99)
5210050	OUT-OF-STATE TRV-ADM	(124)
5210055	OUT-OF-STTRV-CONF	(11)
<b>Total:</b>		<b>\$(347)</b>

**Operating Services**

Commitment item	Name	Amount
5310001	SERV-ADVERTISING	(18)
5310005	SERV-PRINTING	(708)
5310014	SERV-DRUG TESTING	(17)
5310015	SERV-SECURITY	(9)
5310400	SERV-MISC	(481)
5330001	MAINT-BUILDINGS	(517)
5330003	MAINT-PESTCONTROL	(249)
5330007	MAINT-PROPERTY	(118)
5330008	MAINT-EQUIPMENT	(236)
5330014	MAINT-GROUNDS	(131)
5330018	MAINT-AUTO REPAIRS	(62)
5330028	MAINT-TERMITE CNTRL	(3)
5340020	RENT-EQUIPMENT	(555)
5340070	RENT-OTHER	(191)
5350001	UTIL-INTERNET PROVID	(113)
5350002	UTIL-DATA LINE/CIRCT	(46)
5350006	UTIL-MAIL/DEL/POST	(46)

**Operating Services (continued)**

Commitment item	Name	Amount
5350010	UTIL-ELECTRICITY	(1,902)
5350017	UTIL-OPR SER-LAUNDRY	(351)
<b>Total:</b>		<b>\$(5,753)</b>

**Supplies**

Commitment item	Name	Amount
5410001	SUP-OFFICE SUPPLIES	(317)
5410006	SUP-COMPUTER	(34)
5410007	SUP-CLOTHING/UNIFORM	(319)
5410008	SUP-MEDICAL	(20)
5410016	SUP-BLD	(18)
5410017	SUP-JANITORIAL	(991)
5410022	SUP-FUELS/LUBRICANTS	(87)
5410030	SUP-TOOLS	(22)
<b>Total:</b>		<b>\$(1,808)</b>

**Form 3008 — 267 - Compulsory Personnel Adjustments**

**2671 - Administrative**

**MEANS OF FINANCING**

	Amount
STATE GENERAL FUND (Direct)	—
STATE GENERAL FUND BY:	—
INTERAGENCY TRANSFERS	—
FEES & SELF-GENERATED	124,052
STATUTORY DEDICATIONS	—
FEDERAL FUNDS	—
<b>TOTAL MEANS OF FINANCING</b>	<b>\$124,052</b>

**EXPENDITURES**

	Amount
Salaries	46,342
Other Compensation	—
Related Benefits	77,710
<b>TOTAL PERSONAL SERVICES</b>	<b>\$124,052</b>
Travel	—
Operating Services	—
Supplies	—
<b>TOTAL OPERATING EXPENSES</b>	<b>—</b>
<b>PROFESSIONAL SERVICES</b>	<b>—</b>
Other Charges	—
Debt Service	—
Interagency Transfers	—
<b>TOTAL OTHER CHARGES</b>	<b>—</b>
Acquisitions	—
Major Repairs	—
<b>TOTAL ACQ. &amp; MAJOR REPAIRS</b>	<b>—</b>
<b>TOTAL EXPENDITURES</b>	<b>\$124,052</b>

**AUTHORIZED POSITIONS**

	FTE
Classified	—
Unclassified	—
<b>TOTAL AUTHORIZED T.O. POSITIONS</b>	<b>—</b>
<b>TOTAL AUTHORIZED OTHER CHARGES POSITIONS</b>	<b>—</b>
<b>TOTAL NON-T.O. FTE POSITIONS</b>	<b>—</b>

**Fees and Self-Generated**

	Amount
Fees & Self-Generated	124,052
<b>Total:</b>	<b>\$124,052</b>

**Statutory Dedications**

	Amount
<b>Total:</b>	<b>—</b>

**2672 - Marketing**

**MEANS OF FINANCING**

	Amount
STATE GENERAL FUND (Direct)	—
STATE GENERAL FUND BY:	—
INTERAGENCY TRANSFERS	—
FEES & SELF-GENERATED	137,654
STATUTORY DEDICATIONS	—
FEDERAL FUNDS	—
<b>TOTAL MEANS OF FINANCING</b>	<b>\$137,654</b>

**EXPENDITURES**

	Amount
Salaries	105,737
Other Compensation	(3,865)
Related Benefits	33,444
<b>TOTAL PERSONAL SERVICES</b>	<b>\$135,316</b>
Travel	—
Operating Services	—
Supplies	—
<b>TOTAL OPERATING EXPENSES</b>	<b>—</b>
<b>PROFESSIONAL SERVICES</b>	<b>—</b>
Other Charges	2,338
Debt Service	—
Interagency Transfers	—
<b>TOTAL OTHER CHARGES</b>	<b>\$2,338</b>
Acquisitions	—
Major Repairs	—
<b>TOTAL ACQ. &amp; MAJOR REPAIRS</b>	<b>—</b>
<b>TOTAL EXPENDITURES</b>	<b>\$137,654</b>

**AUTHORIZED POSITIONS**

	FTE
Classified	—
Unclassified	—
TOTAL AUTHORIZED T.O. POSITIONS	—
TOTAL AUTHORIZED OTHER CHARGES POSITIONS	—
TOTAL NON-T.O. FTE POSITIONS	—

**Fees and Self-Generated**

	Amount
Fees & Self-Generated	137,654
<b>Total:</b>	<b>\$137,654</b>

**Statutory Dedications**

	Amount
<b>Total:</b>	<b>—</b>

**2673 - Welcome Centers**

**MEANS OF FINANCING**

	Amount
STATE GENERAL FUND (Direct)	—
STATE GENERAL FUND BY:	—
INTERAGENCY TRANSFERS	—
FEES & SELF-GENERATED	179,287
STATUTORY DEDICATIONS	—
FEDERAL FUNDS	—
<b>TOTAL MEANS OF FINANCING</b>	<b>\$179,287</b>

**EXPENDITURES**

	Amount
Salaries	108,331
Other Compensation	117,989
Related Benefits	(47,033)
<b>TOTAL PERSONAL SERVICES</b>	<b>\$179,287</b>
Travel	—
Operating Services	—
Supplies	—
<b>TOTAL OPERATING EXPENSES</b>	<b>—</b>
<b>PROFESSIONAL SERVICES</b>	<b>—</b>
Other Charges	—
Debt Service	—
Interagency Transfers	—
<b>TOTAL OTHER CHARGES</b>	<b>—</b>
Acquisitions	—
Major Repairs	—
<b>TOTAL ACQ. &amp; MAJOR REPAIRS</b>	<b>—</b>
<b>TOTAL EXPENDITURES</b>	<b>\$179,287</b>

**AUTHORIZED POSITIONS**

	FTE
Classified	—
Unclassified	—
<b>TOTAL AUTHORIZED T.O. POSITIONS</b>	<b>—</b>
<b>TOTAL AUTHORIZED OTHER CHARGES POSITIONS</b>	<b>—</b>
<b>TOTAL NON-T.O. FTE POSITIONS</b>	<b>—</b>

**Fees and Self-Generated**

	Amount
Fees & Self-Generated	179,287
<b>Total:</b>	<b>\$179,287</b>

**Statutory Dedications**

	Amount
<b>Total:</b>	<b>—</b>

Question	Narrative Response
<b>Explain the need for this request.</b>	Funding to accounting for personnel services funding shortfalls as well as market adjustments.
<b>Cite performance indicators for the adjustment.</b>	NA
<b>What would the impact be if this is not funded?</b>	Funding shortfalls would exist in the requested year and preclude the agency from personnel actions and/or filling positions.
<b>Is revenue a fixed amount or can it be adjusted?</b>	This funding can be adjusted.
<b>Is the expenditure of these revenues restricted?</b>	NA
<b>Additional information or comments.</b>	

DEPARTMENT OF CULTURE, RECREATION AND TOURISM  
 AGENCY NAME: OFFICE OF TOURISM  
 PROGRAM : MARKETING-OTHER CHARGES  
 FISCAL YEAR: 2020-2021

CB-6-2  
 COMPULSORY CONTINUATION  
 (9/93)  
 AFS AGY: 267

	Budgeted FY 2019-2020	Salary Shortfall 2020-2021	Unclassified Merit Increase 2020-2021	TOTAL COMPULSORY ADJUSTMENT	TOTAL NEED FOR FY 2020-2021
<b>SALARIES:</b>					
3670 Other Charges - Salaries	\$96,237	(\$3,365)	\$3,429	\$64	\$96,301
3670 Other Charges - Salaries Fringe	\$0	\$1,200	\$0	\$1,200	\$1,200
3671 Other Charges - Overtime	\$0	\$0	\$0	\$0	\$0
<b>TOTAL SALARIES</b>	<b>\$96,237</b>	<b>(\$2,165)</b>	<b>\$3,429</b>	<b>\$1,264</b>	<b>\$97,501</b>
<b>OTHER COMPENSATION:</b>					
3680 Wages	\$0	\$0	\$0	\$0	\$0
3681 Wages	\$26,520	\$0	\$0	\$0	\$26,520
<b>TOTAL OTHER COMPENSATION</b>	<b>\$26,520</b>		<b>\$0</b>	<b>\$0</b>	<b>\$26,520</b>
<b>RELATED BENEFITS:</b>					
3691 O/C - Retirement - St. Employees	\$38,591	(\$1,349)	\$1,375	\$26	\$38,617
3692 O/C - Retirement - Teachers	\$0	\$0	\$0	\$0	\$0
3694 O/C - F.I.C.A.	\$0	\$0	\$0	\$0	\$0
3695 Medicare Tax	\$385	\$1,346	\$50	\$1,396	\$1,781
3696 Group Insurance	\$6,985	(\$348)	\$0	(\$348)	\$6,637
<b>TOTAL RELATED BENEFITS</b>	<b>\$45,961</b>	<b>(\$351)</b>	<b>\$1,425</b>	<b>\$1,074</b>	<b>\$47,035</b>
<b>TOTAL SALARIES/RELATED BENEFITS</b>	<b>\$168,718</b>	<b>(\$2,516)</b>	<b>\$4,854</b>	<b>\$2,338</b>	<b>\$171,056</b>

DEPARTMENT OF CULTURE, RECREATION AND TOURISM  
 AGENCY NAME: OFFICE OF TOURISM  
 PROGRAM : ADMINISTRATION  
 FISCAL YEAR: 2020-2021

CB-6-2  
 COMPULSORY CONTINUATION  
 (9/93)  
 AFS AGY: 267

	Budgeted FY 2019-2020	Budget Surplus 2020-2021	Classified Market Adjustment 2020-2021	Unclassified Market Adjustment 2020-2021	TOTAL COMPULSORY ADJUSTMENT	TOTAL NEED FOR FY 2020-2021
<b>SALARIES:</b>						
2100 Regular Salaries	\$314,946	\$32,705	\$10,029	\$0	\$42,734	\$357,680
2130 Unclass. Salaries	\$126,684	(\$1,031)		\$4,639	\$3,608	\$130,292
<b>TOTAL SALARIES</b>	<b>\$441,630</b>	<b>\$31,674</b>	<b>\$10,029</b>	<b>\$4,639</b>	<b>\$46,342</b>	<b>\$487,972</b>
<b>OTHER COMPENSATION</b>						
2200 Wages	\$0	\$0	\$0	\$0	\$0	\$0
2210 Student Wages	\$0	\$0	\$0	\$0	\$0	\$0
<b>TOTAL COMPENSATION</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>
<b>RELATED BENEFITS:</b>						
2300 State Retirement	\$194,272	(\$4,477)	\$4,022	\$1,860	\$1,405	\$195,677
2320 Teacher's Retirement	\$0	\$0	\$0	\$0	\$0	\$0
2345 Retiree's Grp Insurance	\$136,971	\$73,029	\$0	\$0	\$73,029	\$210,000
2350 F.I.C.A. Tax	\$0	\$0	\$0	\$0	\$0	\$0
2360 Medicare Tax	\$7,025	(\$162)	\$145	\$67	\$51	\$7,076
2370 Unemployment Benefit	\$5,000	\$0	\$0	\$0	\$0	\$5,000
2380 Group Insurance	\$61,844	\$3,225	\$0	\$0	\$3,225	\$65,069
2410 Taxable Fringe Benefits	\$1,800	\$0	\$0	\$0	\$0	\$1,800
<b>TOTAL RELATED BENEFITS</b>	<b>\$406,912</b>	<b>\$71,615</b>	<b>\$4,167</b>	<b>\$1,928</b>	<b>\$77,710</b>	<b>\$484,622</b>
<b>TOTAL SALARIES/RELATED BENEFITS</b>	<b>\$848,542</b>	<b>\$103,289</b>	<b>\$14,196</b>	<b>\$6,567</b>	<b>\$124,052</b>	<b>\$972,594</b>

DEPARTMENT OF CULTURE, RECREATION AND TOURISM  
 AGENCY NAME: OFFICE OF TOURISM  
 PROGRAM : MARKETING  
 FISCAL YEAR: 2020-2021

CB-6-2  
 COMPULSORY CONTINUATION  
 (9/93)  
 AFS AGY: 267

	Budgeted FY 2019-2020	Salary Shortfall 2020-2021	Classified Market Adjustment 2020-2021	TOTAL COMPULSORY ADJUSTMENT	TOTAL NEED FOR FY 2020-2021
SALARIES:					
2100 Regular Salaries	\$848,567	\$81,536	\$24,201	\$105,737	\$954,304
2130 Unclass. Salaries	\$0	\$0	\$0	\$0	\$0
<b>TOTAL SALARIES</b>	<b>\$848,567</b>	<b>\$81,536</b>	<b>\$24,201</b>	<b>\$105,737</b>	<b>\$954,304</b>
OTHER COMPENSATION:					
2200 Wages	\$3,865	(\$3,865)		(\$3,865)	\$0
2210 Student Wages	\$0		\$0	\$0	\$0
<b>TOTAL OTHER COMPENSATION</b>	<b>\$3,865</b>	<b>(\$3,865)</b>	<b>\$0</b>	<b>(\$3,865)</b>	<b>\$0</b>
RELATED BENEFITS:					
2300 State Retirement	\$318,427	\$19,671	\$8,748	\$28,419	\$346,846
2320 Teacher's Retirement	\$0	\$0	\$0	\$0	\$0
2345 Retiree's Grp Insurance	\$0	\$0	\$0	\$0	\$0
2350 F.I.C.A. Tax	\$5,586	(\$194)	\$148	(\$46)	\$5,540
2360 Medicare Tax	\$14,005	(\$519)	\$351	(\$168)	\$13,837
2370 Unemployment Benefit	\$0	\$0	\$0	\$0	\$0
2380 Group Insurance	\$99,072	\$5,839	\$0	\$5,839	\$104,911
2410 Taxable Fringe Benefits	\$8,640	(\$600)	\$0	(\$600)	\$8,040
<b>TOTAL RELATED BENEFITS</b>	<b>\$445,730</b>	<b>\$24,197</b>	<b>\$9,247</b>	<b>\$33,444</b>	<b>\$479,174</b>
<b>TOTAL SALARIES/RELATED BENEFITS</b>	<b>\$1,298,162</b>	<b>\$101,868</b>	<b>\$33,448</b>	<b>\$135,316</b>	<b>\$1,433,478</b>

DEPARTMENT OF CULTURE, RECREATION AND TOURISM  
 AGENCY NAME: OFFICE OF TOURISM  
 PROGRAM : WELCOME CENTERS  
 FISCAL YEAR: 2020-2021

CB-6-2  
 COMPULSORY CONTINUATION  
 (9/93)  
 AFS AGY: 267

	Budgeted FY 2019-2020	Salary Shortfall 2020-2021	Classified Market Adjustment 2020-2021	TOTAL COMPULSORY ADJUSTMENT	TOTAL NEED FOR FY 2020-2021
SALARIES:					
2100 Regular Salaries	\$1,544,907	\$70,944	\$37,387	\$108,331	\$1,653,238
2130 Unclass. Salaries	\$0	\$0	\$0	\$0	\$0
<b>TOTAL SALARIES</b>	<b>\$1,544,907</b>	<b>\$70,944</b>	<b>\$37,387</b>	<b>\$108,331</b>	<b>\$1,653,238</b>
OTHER COMPENSATION:					
2200 Wages	\$301,640	\$117,989	\$0	\$117,989	\$419,629
2210 Student Wages	\$0	\$0	\$0	\$0	\$0
<b>TOTAL OTHER COMPENSATION</b>	<b>\$301,640</b>	<b>\$117,989</b>	<b>\$0</b>	<b>\$117,989</b>	<b>\$419,629</b>
RELATED BENEFITS:					
2300 State Retirement	\$528,761	(\$14,971)	\$11,926	(\$3,045)	\$525,716
2320 Teacher's Retirement	\$0	\$0	\$0	\$0	\$0
2345 Retiree's Grp Insurance	\$70,629	(\$70,629)	\$0	(\$70,629)	\$0
2350 F.I.C.A. Tax	\$33,222	\$4,058	\$350	\$4,408	\$37,630
2360 Medicare Tax	\$28,930	\$588	\$542	\$1,130	\$30,060
2370 Unemployment Benefits	\$0	\$0	\$0	\$0	\$0
2380 Group Insurance	\$251,656	\$21,103	\$0	\$21,103	\$272,759
2410 Taxable Fringe Benefits	\$3,300	\$0	\$0	\$0	\$3,300
<b>TOTAL RELATED BENEFITS</b>	<b>\$916,498</b>	<b>(\$59,851)</b>	<b>\$12,818</b>	<b>(\$47,033)</b>	<b>\$869,465</b>
<b>TOTAL SALARIES/RELATED BENEFITS</b>	<b>\$2,763,045</b>	<b>\$129,082</b>	<b>\$50,205</b>	<b>\$179,287</b>	<b>\$2,942,332</b>

**Form 2953 — 267 - Major Repairs**

**2673 - Welcome Centers**

**MEANS OF FINANCING**

	Amount
STATE GENERAL FUND (Direct)	—
STATE GENERAL FUND BY:	—
INTERAGENCY TRANSFERS	—
FEES & SELF-GENERATED	100,000
STATUTORY DEDICATIONS	—
FEDERAL FUNDS	—
<b>TOTAL MEANS OF FINANCING</b>	<b>\$100,000</b>

**EXPENDITURES**

	Amount
Salaries	—
Other Compensation	—
Related Benefits	—
<b>TOTAL PERSONAL SERVICES</b>	<b>—</b>
Travel	—
Operating Services	—
Supplies	—
<b>TOTAL OPERATING EXPENSES</b>	<b>—</b>
<b>PROFESSIONAL SERVICES</b>	<b>—</b>
Other Charges	—
Debt Service	—
Interagency Transfers	—
<b>TOTAL OTHER CHARGES</b>	<b>—</b>
Acquisitions	—
Major Repairs	100,000
<b>TOTAL ACQ. &amp; MAJOR REPAIRS</b>	<b>\$100,000</b>
<b>TOTAL EXPENDITURES</b>	<b>\$100,000</b>

**AUTHORIZED POSITIONS**

	FTE
Classified	—
Unclassified	—
<b>TOTAL AUTHORIZED T.O. POSITIONS</b>	<b>—</b>
<b>TOTAL AUTHORIZED OTHER CHARGES POSITIONS</b>	<b>—</b>
<b>TOTAL NON-T.O. FTE POSITIONS</b>	<b>—</b>

**Fees and Self-Generated**

	Amount
Fees & Self-Generated	100,000
<b>Total:</b>	<b>\$100,000</b>

**Statutory Dedications**

	Amount
<b>Total:</b>	<b>—</b>

Question	Narrative Response
<b>Explain the need for this request.</b>	To restore and make major repairs to the Welcome Centers as needed in an effort to maintain pleasant, safe and quality receptive centers for the traveling public. Many of the Centers have not had any major repair projects since their construction so these funds are to extend the logenvity of the building while maintaining a welcoming appearance.
<b>Cite performance indicators for the adjustment.</b>	To maintain and increase the number of visitors to the Welcome Centers
<b>What would the impact be if this is not funded?</b>	Annually we strive to make all repairs needed at our centers so that they remain efficient and effective places for the traveling public to utilize. Making repairs as needed helps to prolong the buildings, equipment and grounds until the centers are slated for renovation at some future point. If we are not allowed to make these necessary repairs, operations of centers and visitations will start to degrade.
<b>Is revenue a fixed amount or can it be adjusted?</b>	The requested revenue funds are discretionary. Repairs, minor and major, are made as needed to avoid massive requirements in any given year. Our ability to make major and limited minor repairs will depend on dollars allocated.
<b>Is the expenditure of these revenues restricted?</b>	N/A
<b>Additional information or comments.</b>	

**Form 2997 — 267 - Self-Generated Funding Redirect to Tourism Efforts**

**2671 - Administrative**

**MEANS OF FINANCING**

	Amount
STATE GENERAL FUND (Direct)	—
STATE GENERAL FUND BY:	—
INTERAGENCY TRANSFERS	—
FEES & SELF-GENERATED	—
STATUTORY DEDICATIONS	—
FEDERAL FUNDS	—
<b>TOTAL MEANS OF FINANCING</b>	<b>—</b>

**EXPENDITURES**

	Amount
Salaries	—
Other Compensation	—
Related Benefits	—
<b>TOTAL PERSONAL SERVICES</b>	<b>—</b>
Travel	—
Operating Services	100,633
Supplies	—
<b>TOTAL OPERATING EXPENSES</b>	<b>\$100,633</b>
<b>PROFESSIONAL SERVICES</b>	<b>—</b>
Other Charges	—
Debt Service	—
Interagency Transfers	(100,633)
<b>TOTAL OTHER CHARGES</b>	<b>\$(100,633)</b>
Acquisitions	—
Major Repairs	—
<b>TOTAL ACQ. &amp; MAJOR REPAIRS</b>	<b>—</b>
<b>TOTAL EXPENDITURES</b>	<b>—</b>

**AUTHORIZED POSITIONS**

	FTE
Classified	—
Unclassified	—
<b>TOTAL AUTHORIZED T.O. POSITIONS</b>	<b>—</b>
<b>TOTAL AUTHORIZED OTHER CHARGES POSITIONS</b>	<b>—</b>
<b>TOTAL NON-T.O. FTE POSITIONS</b>	<b>—</b>

**Statutory Dedications**

	Amount
<b>Total:</b>	<b>—</b>

**2672 - Marketing**

**MEANS OF FINANCING**

	Amount
STATE GENERAL FUND (Direct)	—
STATE GENERAL FUND BY:	—
INTERAGENCY TRANSFERS	—
FEES & SELF-GENERATED	—
STATUTORY DEDICATIONS	—
FEDERAL FUNDS	—
<b>TOTAL MEANS OF FINANCING</b>	<b>—</b>

**EXPENDITURES**

	Amount
Salaries	—
Other Compensation	—
Related Benefits	—
<b>TOTAL PERSONAL SERVICES</b>	<b>—</b>
Travel	—
Operating Services	—
Supplies	—
<b>TOTAL OPERATING EXPENSES</b>	<b>—</b>
<b>PROFESSIONAL SERVICES</b>	<b>\$4,946,687</b>
Other Charges	—
Debt Service	—
Interagency Transfers	(4,946,687)
<b>TOTAL OTHER CHARGES</b>	<b>\$(4,946,687)</b>
Acquisitions	—
Major Repairs	—
<b>TOTAL ACQ. &amp; MAJOR REPAIRS</b>	<b>—</b>
<b>TOTAL EXPENDITURES</b>	<b>—</b>

**AUTHORIZED POSITIONS**

	FTE
Classified	—
Unclassified	—
<b>TOTAL AUTHORIZED T.O. POSITIONS</b>	<b>—</b>
<b>TOTAL AUTHORIZED OTHER CHARGES POSITIONS</b>	<b>—</b>
<b>TOTAL NON-T.O. FTE POSITIONS</b>	<b>—</b>

**Statutory Dedications**

	Amount
<b>Total:</b>	<b>—</b>

**2673 - Welcome Centers**

**MEANS OF FINANCING**

	Amount
STATE GENERAL FUND (Direct)	—
STATE GENERAL FUND BY:	—
INTERAGENCY TRANSFERS	—
FEES & SELF-GENERATED	—
STATUTORY DEDICATIONS	—
FEDERAL FUNDS	—
<b>TOTAL MEANS OF FINANCING</b>	<b>—</b>

**EXPENDITURES**

	Amount
Salaries	—
Other Compensation	—
Related Benefits	—
<b>TOTAL PERSONAL SERVICES</b>	<b>—</b>
Travel	—
Operating Services	89,725
Supplies	—
<b>TOTAL OPERATING EXPENSES</b>	<b>\$89,725</b>
<b>PROFESSIONAL SERVICES</b>	<b>—</b>
Other Charges	—
Debt Service	—
Interagency Transfers	(89,725)
<b>TOTAL OTHER CHARGES</b>	<b>\$(89,725)</b>
Acquisitions	—
Major Repairs	—
<b>TOTAL ACQ. &amp; MAJOR REPAIRS</b>	<b>—</b>
<b>TOTAL EXPENDITURES</b>	<b>—</b>

**AUTHORIZED POSITIONS**

	FTE
Classified	—
Unclassified	—
<b>TOTAL AUTHORIZED T.O. POSITIONS</b>	<b>—</b>
<b>TOTAL AUTHORIZED OTHER CHARGES POSITIONS</b>	<b>—</b>
<b>TOTAL NON-T.O. FTE POSITIONS</b>	<b>—</b>

**Statutory Dedications**

	Amount
<b>Total:</b>	<b>—</b>

Question	Narrative Response
Explain the need for this request.	
Cite performance indicators for the adjustment.	
What would the impact be if this is not funded?	
Is revenue a fixed amount or can it be adjusted?	
Is the expenditure of these revenues restricted?	
Additional information or comments.	

**Form 3025 — 267 - Balance SG MOF to REC Forecast**

**2672 - Marketing**

**MEANS OF FINANCING**

	Amount
STATE GENERAL FUND (Direct)	—
STATE GENERAL FUND BY:	—
INTERAGENCY TRANSFERS	—
FEES & SELF-GENERATED	(1,894,532)
STATUTORY DEDICATIONS	—
FEDERAL FUNDS	—
<b>TOTAL MEANS OF FINANCING</b>	<b>\$(1,894,532)</b>

**EXPENDITURES**

	Amount
Salaries	—
Other Compensation	—
Related Benefits	—
<b>TOTAL PERSONAL SERVICES</b>	<b>—</b>
Travel	—
Operating Services	—
Supplies	—
<b>TOTAL OPERATING EXPENSES</b>	<b>—</b>
<b>PROFESSIONAL SERVICES</b>	<b>\$(1,894,532)</b>
Other Charges	—
Debt Service	—
Interagency Transfers	—
<b>TOTAL OTHER CHARGES</b>	<b>—</b>
Acquisitions	—
Major Repairs	—
<b>TOTAL ACQ. &amp; MAJOR REPAIRS</b>	<b>—</b>
<b>TOTAL EXPENDITURES</b>	<b>\$(1,894,532)</b>

**AUTHORIZED POSITIONS**

	FTE
Classified	—
Unclassified	—
<b>TOTAL AUTHORIZED T.O. POSITIONS</b>	<b>—</b>
<b>TOTAL AUTHORIZED OTHER CHARGES POSITIONS</b>	<b>—</b>
<b>TOTAL NON-T.O. FTE POSITIONS</b>	<b>—</b>

**Fees and Self-Generated**

	Amount
Fees & Self-Generated	(1,894,532)
<b>Total:</b>	<b>\$(1,894,532)</b>

**Statutory Dedications**

	Amount
<b>Total:</b>	<b>—</b>

Question	Narrative Response
<b>Explain the need for this request.</b>	We are adjusting the total self-generated revenue from the Tourism Promotion District to the July 30, 2020 adopted REC forecast for FY '22 to \$25.0 million.
<b>Cite performance indicators for the adjustment.</b>	N/A
<b>What would the impact be if this is not funded?</b>	N/A
<b>Is revenue a fixed amount or can it be adjusted?</b>	N/A
<b>Is the expenditure of these revenues restricted?</b>	N/A
<b>Additional information or comments.</b>	

Schedule D

REVENUE ESTIMATING CONFERENCE  
FISCAL YEAR 22-24 FORECAST  
(In Million \$)

REVENUE SOURCE / DEDICATIONS	Official Forecast FY22 6/25/2020	Official Forecast FY23 6/25/2020	Official Forecast FY24 6/25/2020	Session Actions FY22 6/25/2020	Session Actions FY23 6/25/2020	Session Actions FY24 6/25/2020
Transportation Trust Fund	495.3	502.7	510.3			
Motor Vehicles Lic. - TTF	53.7	54.5	55.3			
Aviation Tax - TTF	29.8	29.8	29.8			
TTF/Interest and Fees	34.8	34.8	34.8			
Motor Fuels - TIME Program	123.8	125.7	127.6			
Motor Veh. Lic - Hwy Fund #2	13.3	13.5	13.7			
State Highway Improvement Fund	59.5	60.4	61.3			
OMV Drivers' License Escrow Fund	1.4	1.4	1.4			
Sports Facility Assistance Fund	4.2	4.6	4.9			
Severance Tax -Parishes	36.8	44.0	46.8			
Severance Tax - Forest Prod. Fund	2.5	2.5	2.5			
Royalties - Parishes	12.1	14.5	15.4			
Royalties-DNR/AG Support Fund	1.6	1.6	1.6			
Wetlands Fund	14.0	15.8	16.5			
Quality Ed. Support Fund	43.9	46.4	48.9			
Sales Tax Econ. Development	13.7	14.1	14.4			
Tourist Promotion District	25.0	25.8	26.4			
Sales Tax/Telecomm Fd for the Deaf	3.4	3.4	3.4			
Excise Lic. - 2% Fire Ins.	25.8	25.1	25.7			
Excise Lic. -Fire Mars. Fd.	19.2	18.7	19.1			
Excise Lic. - LSU Fire Tr.	3.8	3.7	3.8			
Insurance Fees	76.3	76.7	77.0			
ELT MATF Medicaid Managed Care	509.7	548.6	560.5			
State Police Salary Fund	15.6	15.6	15.6			
Video Draw Poker	53.5	59.0	58.5			
Racetrack Slots	30.4	34.1	34.5	(1.4)	(1.6)	(1.6)
Lottery Proceeds Fund	153.6	153.6	153.6	7.4	9.4	12.8
SELF Fund	138.9	153.7	155.1	(3.1)	(3.5)	(3.5)
Casino Support Fund	0.0	0.0	0.0			
LA Early Childhood Fund, LBC / Fantasy Sports	0.0	0.0	0.0	0.4	0.4	0.4
Comm. Water Fd (70%), NOLA (30%), LBC	0.0	0.0	0.0			
Riverboat 'Gaming' Enforce.	57.4	64.8	65.8	(5.0)	(5.7)	(5.8)
Compulsive Gaming Fund	2.5	3.0	3.0			
Budget Stabilization Fund	25.0	25.0	25.0			
Revenue Stabilization Fund	0.0	0.0	197.9			
Hazardous Waste Funds	2.9	2.9	2.9			
Supervision/Inspection Fee	8.7	8.7	8.7			
Insp. Fee/Gasoline, Ag. Petr. Fund	4.4	4.4	4.4			
Tobacco Settlement/4 cent Tob Tax dedication	110.8	110.8	110.8			
Tob Tax Health Care Fd / Reg Enf Fd	27.4	27.4	27.4			
Tob Tax Medicaid Match Fund	0.0	0.0	0.0			
Tobacco Settlement Enforcement Fd	0.4	0.4	0.4			
Rapid Response Fund/Econ Dev	10.0	10.0	10.0			
Rapid Response Fund/Workforce	10.0	10.0	10.0			
Unclaimed Property / I-49	15.0	15.0	15.0			
Capitol Tech	10.0	10.0	10.0			
DHH Provider Fees	169.6	172.5	175.4			
<b>Total Dedications</b>	<b>2,449.7</b>	<b>2,549.0</b>	<b>2,785.1</b>	<b>(1.7)</b>	<b>(1.0)</b>	<b>2.3</b>

Some columns and lines do not add precisely due to rounding.

OFFICIAL FORECAST  
ADOPTED 7.30.20 *L.H.*

**Form 3026 — 267 - Additional Funds from Tourism District**

**2672 - Marketing**

**MEANS OF FINANCING**

	Amount
STATE GENERAL FUND (Direct)	—
STATE GENERAL FUND BY:	—
INTERAGENCY TRANSFERS	—
FEES & SELF-GENERATED	1,543,216
STATUTORY DEDICATIONS	—
FEDERAL FUNDS	—
<b>TOTAL MEANS OF FINANCING</b>	<b>\$1,543,216</b>

**EXPENDITURES**

	Amount
Salaries	—
Other Compensation	—
Related Benefits	—
<b>TOTAL PERSONAL SERVICES</b>	<b>—</b>
Travel	—
Operating Services	—
Supplies	—
<b>TOTAL OPERATING EXPENSES</b>	<b>—</b>
<b>PROFESSIONAL SERVICES</b>	<b>\$1,543,216</b>
Other Charges	—
Debt Service	—
Interagency Transfers	—
<b>TOTAL OTHER CHARGES</b>	<b>—</b>
Acquisitions	—
Major Repairs	—
<b>TOTAL ACQ. &amp; MAJOR REPAIRS</b>	<b>—</b>
<b>TOTAL EXPENDITURES</b>	<b>\$1,543,216</b>

**AUTHORIZED POSITIONS**

	FTE
Classified	—
Unclassified	—
<b>TOTAL AUTHORIZED T.O. POSITIONS</b>	<b>—</b>
<b>TOTAL AUTHORIZED OTHER CHARGES POSITIONS</b>	<b>—</b>
<b>TOTAL NON-T.O. FTE POSITIONS</b>	<b>—</b>

**Fees and Self-Generated**

	Amount
Fees & Self-Generated	1,543,216
<b>Total:</b>	<b>\$1,543,216</b>

**Statutory Dedications**

	Amount
<b>Total:</b>	<b>—</b>

Question	Narrative Response
<b>Explain the need for this request.</b>	This adjustment is intended to 1) offset a reduction in estimated revenue collections while 2) reducing the CT3 fund cash balance. These funds are not 'anticipated collections', but rather a collected balance which was unexpended in previous years. These additional funds will be used for additional marketing efforts in response to COVID concerns.
<b>Cite performance indicators for the adjustment.</b>	N/A
<b>What would the impact be if this is not funded?</b>	If this request is not funded and our interagency funds to other DCRT agencies is not approved, the Office of Tourism would experience a 20%+ reduction in professional services. Our professional services contracts are used for content creation, publication, social media, and several other means of advertising the state globally which are desperately needed to keep Louisiana at the forefront of travelers agendas.
<b>Is revenue a fixed amount or can it be adjusted?</b>	This figure can be adjusted
<b>Is the expenditure of these revenues restricted?</b>	N/A
<b>Additional information or comments.</b>	

ACTION: R SCREEN: RSUM USERID: Z264A81 10/23/20 10:58:20 AM

R E V E N U E B U D G E T S U M M A R Y I N Q U I R Y

BFY= 21 FUND= CT4 AGENCY= 148 ORGANIZATION= 7721 ACTIVITY=  
TOTALS IND: Y

REV SRCE	DESCRIPTION	CURRENT AMT	RECOGNIZED AMT	AVAILABLE AMT
TOTALS:		0.00	6,574,521.78	-6,574,521.78
01- T180	INTRAFUND TR	0.00	-4,000,000.00	4,000,000.00
02- T190	PR YR CASH C	0.00	10,574,521.78	-10,574,521.78
03-				
04-				
05-				
06-				
07-				
08-				
09-				
10-				
11-				

*fund balance at year end 8/14/2020 from prior year*

03- \*L009 HEADER CHANGE

# Technical and Other Adjustments

## AGENCY SUMMARY STATEMENT

### Total Agency

Means of Financing	Existing Operating Budget as of 10/01/2020	FY2021-2022 Requested Continuation Adjustment	FY2021-2022 Requested in this Adjustment Package	FY2021-2022 Requested Realignment
STATE GENERAL FUND (Direct)	100,000	—	—	100,000
STATE GENERAL FUND BY:	—	—	—	—
INTERAGENCY TRANSFERS	43,216	—	—	43,216
FEES & SELF-GENERATED	27,167,646	(667,646)	—	26,500,000
STATUTORY DEDICATIONS	—	—	—	—
FEDERAL FUNDS	—	—	—	—
<b>TOTAL MEANS OF FINANCING</b>	<b>\$27,310,862</b>	<b>\$(667,646)</b>	<b>—</b>	<b>\$26,643,216</b>
Salaries	2,835,104	260,410	—	3,095,514
Other Compensation	305,505	114,124	—	419,629
Related Benefits	1,769,140	64,121	—	1,833,261
<b>TOTAL PERSONAL SERVICES</b>	<b>\$4,909,749</b>	<b>\$438,655</b>	<b>—</b>	<b>\$5,348,404</b>
Travel	215,500	—	—	215,500
Operating Services	4,897,244	144,608	—	5,041,852
Supplies	111,195	—	—	111,195
<b>TOTAL OPERATING EXPENSES</b>	<b>\$5,223,939</b>	<b>\$144,608</b>	<b>—</b>	<b>\$5,368,547</b>
<b>PROFESSIONAL SERVICES</b>	<b>\$9,804,654</b>	<b>\$3,970,371</b>	<b>—</b>	<b>\$13,775,025</b>
Other Charges	1,198,299	(10,041)	—	1,188,258
Debt Service	—	—	—	—
Interagency Transfers	6,000,027	(5,137,045)	—	862,982
<b>TOTAL OTHER CHARGES</b>	<b>\$7,198,326</b>	<b>\$(5,147,086)</b>	<b>—</b>	<b>\$2,051,240</b>
Acquisitions	74,194	(74,194)	—	—
Major Repairs	100,000	—	—	100,000
<b>TOTAL ACQ. &amp; MAJOR REPAIRS</b>	<b>\$174,194</b>	<b>\$(74,194)</b>	<b>—</b>	<b>\$100,000</b>
<b>TOTAL EXPENDITURES</b>	<b>\$27,310,862</b>	<b>\$(667,646)</b>	<b>—</b>	<b>\$26,643,216</b>
Classified	72	—	—	72
Unclassified	1	—	—	1
<b>TOTAL AUTHORIZED T.O. POSITIONS</b>	<b>73</b>	<b>—</b>	<b>—</b>	<b>73</b>
<b>TOTAL AUTHORIZED OTHER CHARGES POSITIONS</b>	<b>1</b>	<b>—</b>	<b>—</b>	<b>1</b>
<b>TOTAL NON-T.O. FTE POSITIONS</b>	<b>78</b>	<b>—</b>	<b>—</b>	<b>78</b>

**PROGRAM BREAKOUT**

<b>Means of Financing</b>	<b>Requested in this Adjustment Package</b>	<b>2671 Administrative</b>	<b>2672 Marketing</b>	<b>2673 Welcome Centers</b>
STATE GENERAL FUND (Direct)	—	—	—	—
STATE GENERAL FUND BY:	—	—	—	—
INTERAGENCY TRANSFERS	—	—	—	—
FEES & SELF-GENERATED	—	—	—	—
STATUTORY DEDICATIONS	—	—	—	—
FEDERAL FUNDS	—	—	—	—
<b>TOTAL MEANS OF FINANCING</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>
Salaries	—	—	—	—
Other Compensation	—	—	—	—
Related Benefits	—	—	—	—
<b>TOTAL SALARIES</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>
Travel	—	—	—	—
Operating Services	—	—	—	—
Supplies	—	—	—	—
<b>TOTAL OPERATING EXPENSES</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>
<b>PROFESSIONAL SERVICES</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>
Other Charges	—	—	—	—
Debt Service	—	—	—	—
Interagency Transfers	—	—	—	—
<b>TOTAL OTHER CHARGES</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>
Acquisitions	—	—	—	—
Major Repairs	—	—	—	—
<b>TOTAL ACQ. &amp; MAJOR REPAIRS</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>
<b>TOTAL EXPENDITURES &amp; REQUEST</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>
<b>Classified</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>
<b>Unclassified</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>
<b>TOTAL AUTHORIZED T.O. POSITIONS</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>
<b>TOTAL AUTHORIZED OTHER CHARGES POSITIONS</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>
<b>TOTAL NON-T.O. FTE POSITIONS</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>

**PROGRAM SUMMARY STATEMENT**

**2671 - Administrative**

Means of Financing	Existing Operating Budget as of 10/01/2020	FY2021-2022 Requested Continuation Adjustment	FY2021-2022 Requested in this Adjustment Package	FY2021-2022 Requested Realignment
STATE GENERAL FUND (Direct)	—	—	—	—
STATE GENERAL FUND BY:	—	—	—	—
INTERAGENCY TRANSFERS	—	—	—	—
FEES & SELF-GENERATED	1,787,301	121,052	—	1,908,353
STATUTORY DEDICATIONS	—	—	—	—
FEDERAL FUNDS	—	—	—	—
<b>TOTAL MEANS OF FINANCING</b>	<b>\$1,787,301</b>	<b>\$121,052</b>	<b>—</b>	<b>\$1,908,353</b>
Salaries	441,630	46,342	—	487,972
Other Compensation	—	—	—	—
Related Benefits	406,912	77,710	—	484,622
<b>TOTAL PERSONAL SERVICES</b>	<b>\$848,542</b>	<b>\$124,052</b>	<b>—</b>	<b>\$972,594</b>
Travel	31,000	—	—	31,000
Operating Services	83,024	100,633	—	183,657
Supplies	14,695	—	—	14,695
<b>TOTAL OPERATING EXPENSES</b>	<b>\$128,719</b>	<b>\$100,633</b>	<b>—</b>	<b>\$229,352</b>
<b>PROFESSIONAL SERVICES</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>
Other Charges	—	—	—	—
Debt Service	—	—	—	—
Interagency Transfers	807,040	(100,633)	—	706,407
<b>TOTAL OTHER CHARGES</b>	<b>\$807,040</b>	<b>\$(100,633)</b>	<b>—</b>	<b>\$706,407</b>
Acquisitions	3,000	(3,000)	—	—
Major Repairs	—	—	—	—
<b>TOTAL ACQ. &amp; MAJOR REPAIRS</b>	<b>\$3,000</b>	<b>\$(3,000)</b>	<b>—</b>	<b>—</b>
<b>TOTAL EXPENDITURES</b>	<b>\$1,787,301</b>	<b>\$121,052</b>	<b>—</b>	<b>\$1,908,353</b>
<b>Classified</b>	<b>6</b>	<b>—</b>	<b>—</b>	<b>6</b>
<b>Unclassified</b>	<b>1</b>	<b>—</b>	<b>—</b>	<b>1</b>
<b>TOTAL AUTHORIZED T.O. POSITIONS</b>	<b>7</b>	<b>—</b>	<b>—</b>	<b>7</b>
<b>TOTAL AUTHORIZED OTHER CHARGES POSITIONS</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>
<b>TOTAL NON-T.O. FTE POSITIONS</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>

2672 - Marketing

Means of Financing	Existing Operating Budget as of 10/01/2020	FY2021-2022 Requested Continuation Adjustment	FY2021-2022 Requested in this Adjustment Package	FY2021-2022 Requested Realignment
STATE GENERAL FUND (Direct)	100,000	—	—	100,000
STATE GENERAL FUND BY:	—	—	—	—
INTERAGENCY TRANSFERS	43,216	—	—	43,216
FEES & SELF-GENERATED	21,729,470	(951,206)	—	20,778,264
STATUTORY DEDICATIONS	—	—	—	—
FEDERAL FUNDS	—	—	—	—
<b>TOTAL MEANS OF FINANCING</b>	<b>\$21,872,686</b>	<b>\$(951,206)</b>	<b>—</b>	<b>\$20,921,480</b>
Salaries	848,567	105,737	—	954,304
Other Compensation	3,865	(3,865)	—	—
Related Benefits	445,730	33,444	—	479,174
<b>TOTAL PERSONAL SERVICES</b>	<b>\$1,298,162</b>	<b>\$135,316</b>	<b>—</b>	<b>\$1,433,478</b>
Travel	169,000	—	—	169,000
Operating Services	4,558,669	(45,750)	—	4,512,919
Supplies	16,000	—	—	16,000
<b>TOTAL OPERATING EXPENSES</b>	<b>\$4,743,669</b>	<b>\$(45,750)</b>	<b>—</b>	<b>\$4,697,919</b>
<b>PROFESSIONAL SERVICES</b>	<b>\$9,804,654</b>	<b>\$3,970,371</b>	<b>—</b>	<b>\$13,775,025</b>
Other Charges	985,920	2,338	—	988,258
Debt Service	—	—	—	—
Interagency Transfers	4,973,487	(4,946,687)	—	26,800
<b>TOTAL OTHER CHARGES</b>	<b>\$5,959,407</b>	<b>\$(4,944,349)</b>	<b>—</b>	<b>\$1,015,058</b>
Acquisitions	66,794	(66,794)	—	—
Major Repairs	—	—	—	—
<b>TOTAL ACQ. &amp; MAJOR REPAIRS</b>	<b>\$66,794</b>	<b>\$(66,794)</b>	<b>—</b>	<b>—</b>
<b>TOTAL EXPENDITURES</b>	<b>\$21,872,686</b>	<b>\$(951,206)</b>	<b>—</b>	<b>\$20,921,480</b>
Classified	15	—	—	15
Unclassified	—	—	—	—
<b>TOTAL AUTHORIZED T.O. POSITIONS</b>	<b>15</b>	<b>—</b>	<b>—</b>	<b>15</b>
<b>TOTAL AUTHORIZED OTHER CHARGES POSITIONS</b>	<b>1</b>	<b>—</b>	<b>—</b>	<b>1</b>
<b>TOTAL NON-T.O. FTE POSITIONS</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>

2673 - Welcome Centers

Means of Financing	Existing Operating Budget as of 10/01/2020	FY2021-2022 Requested Continuation Adjustment	FY2021-2022 Requested in this Adjustment Package	FY2021-2022 Requested Realignment
STATE GENERAL FUND (Direct)	—	—	—	—
STATE GENERAL FUND BY:	—	—	—	—
INTERAGENCY TRANSFERS	—	—	—	—
FEEs & SELF-GENERATED	3,650,875	162,508	—	3,813,383
STATUTORY DEDICATIONS	—	—	—	—
FEDERAL FUNDS	—	—	—	—
<b>TOTAL MEANS OF FINANCING</b>	<b>\$3,650,875</b>	<b>\$162,508</b>	<b>—</b>	<b>\$3,813,383</b>
Salaries	1,544,907	108,331	—	1,653,238
Other Compensation	301,640	117,989	—	419,629
Related Benefits	916,498	(47,033)	—	869,465
<b>TOTAL PERSONAL SERVICES</b>	<b>\$2,763,045</b>	<b>\$179,287</b>	<b>—</b>	<b>\$2,942,332</b>
Travel	15,500	—	—	15,500
Operating Services	255,551	89,725	—	345,276
Supplies	80,500	—	—	80,500
<b>TOTAL OPERATING EXPENSES</b>	<b>\$351,551</b>	<b>\$89,725</b>	<b>—</b>	<b>\$441,276</b>
<b>PROFESSIONAL SERVICES</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>
Other Charges	212,379	(12,379)	—	200,000
Debt Service	—	—	—	—
Interagency Transfers	219,500	(89,725)	—	129,775
<b>TOTAL OTHER CHARGES</b>	<b>\$431,879</b>	<b>\$(102,104)</b>	<b>—</b>	<b>\$329,775</b>
Acquisitions	4,400	(4,400)	—	—
Major Repairs	100,000	—	—	100,000
<b>TOTAL ACQ. &amp; MAJOR REPAIRS</b>	<b>\$104,400</b>	<b>\$(4,400)</b>	<b>—</b>	<b>\$100,000</b>
<b>TOTAL EXPENDITURES</b>	<b>\$3,650,875</b>	<b>\$162,508</b>	<b>—</b>	<b>\$3,813,383</b>
Classified	51	—	—	51
Unclassified	—	—	—	—
<b>TOTAL AUTHORIZED T.O. POSITIONS</b>	<b>51</b>	<b>—</b>	<b>—</b>	<b>51</b>
<b>TOTAL AUTHORIZED OTHER CHARGES POSITIONS</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>
<b>TOTAL NON-T.O. FTE POSITIONS</b>	<b>78</b>	<b>—</b>	<b>—</b>	<b>78</b>

# New or Expanded Requests

## AGENCY SUMMARY STATEMENT

### Total Agency

Means of Financing and Expenditures	Existing Operating Budget as of 10/01/2020	FY2021-2022 Requested Continuation Adjustment	FY2021-2022 Requested in Technical/Other Package	FY2021-2022 Requested New/Expanded	FY2021-2022 Requested Realignment
STATE GENERAL FUND (Direct)	100,000	—	—	—	100,000
STATE GENERAL FUND BY:	—	—	—	—	—
INTERAGENCY TRANSFERS	43,216	—	—	—	43,216
FEES & SELF-GENERATED	27,167,646	(667,646)	—	—	26,500,000
STATUTORY DEDICATIONS	—	—	—	—	—
FEDERAL FUNDS	—	—	—	—	—
<b>TOTAL MEANS OF FINANCING</b>	<b>\$27,310,862</b>	<b>\$(667,646)</b>	<b>—</b>	<b>—</b>	<b>\$26,643,216</b>
Salaries	2,835,104	260,410	—	—	3,095,514
Other Compensation	305,505	114,124	—	—	419,629
Related Benefits	1,769,140	64,121	—	—	1,833,261
<b>TOTAL PERSONAL SERVICES</b>	<b>\$4,909,749</b>	<b>\$438,655</b>	<b>—</b>	<b>—</b>	<b>\$5,348,404</b>
Travel	215,500	—	—	—	215,500
Operating Services	4,897,244	144,608	—	—	5,041,852
Supplies	111,195	—	—	—	111,195
<b>TOTAL OPERATING EXPENSES</b>	<b>\$5,223,939</b>	<b>\$144,608</b>	<b>—</b>	<b>—</b>	<b>\$5,368,547</b>
<b>PROFESSIONAL SERVICES</b>	<b>\$9,804,654</b>	<b>\$3,970,371</b>	<b>—</b>	<b>—</b>	<b>\$13,775,025</b>
Other Charges	1,198,299	(10,041)	—	—	1,188,258
Debt Service	—	—	—	—	—
Interagency Transfers	6,000,027	(5,137,045)	—	—	862,982
<b>TOTAL OTHER CHARGES</b>	<b>\$7,198,326</b>	<b>\$(5,147,086)</b>	<b>—</b>	<b>—</b>	<b>\$2,051,240</b>
Acquisitions	74,194	(74,194)	—	—	—
Major Repairs	100,000	—	—	—	100,000
<b>TOTAL ACQ. &amp; MAJOR REPAIRS</b>	<b>\$174,194</b>	<b>\$(74,194)</b>	<b>—</b>	<b>—</b>	<b>\$100,000</b>
<b>TOTAL EXPENDITURES</b>	<b>\$27,310,862</b>	<b>\$(667,646)</b>	<b>—</b>	<b>—</b>	<b>\$26,643,216</b>
Classified	72	—	—	—	72
Unclassified	1	—	—	—	1
TOTAL AUTHORIZED T.O. POSITIONS	73	—	—	—	73
TOTAL AUTHORIZED OTHER CHARGES POSITIONS	1	—	—	—	1
TOTAL NON-T.O. FTE POSITIONS	78	—	—	—	78

**Fees and Self-Generated**

Description	Existing Operating Budget as of 10/01/2020	FY2021-2022 Requested Continuation Adjustment	FY2021-2022 Requested in Technical/Other Package	FY2021-2022 Requested New/Expanded	FY2021-2022 Requested Realignment
Fees & Self-Generated	27,167,646	(667,646)	—	—	26,500,000
<b>Total:</b>	<b>\$27,167,646</b>	<b>\$(667,646)</b>	<b>—</b>	<b>—</b>	<b>\$26,500,000</b>

**Statutory Dedications**

Description	Existing Operating Budget as of 10/01/2020	FY2021-2022 Requested Continuation Adjustment	FY2021-2022 Requested in Technical/Other Package	FY2021-2022 Requested New/Expanded	FY2021-2022 Requested Realignment
<b>Total:</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>

**PROGRAM SUMMARY STATEMENT**

**2671 - Administrative**

Means of Financing and Expenditures	Existing Operating Budget as of 10/01/2020	FY2021-2022 Requested Continuation Adjustment	FY2021-2022 Requested in Technical/Other Package	FY2021-2022 Requested New/Expanded	FY2021-2022 Requested Realignment
STATE GENERAL FUND (Direct)	—	—	—	—	—
STATE GENERAL FUND BY:	—	—	—	—	—
INTERAGENCY TRANSFERS	—	—	—	—	—
FEES & SELF-GENERATED	1,787,301	121,052	—	—	1,908,353
STATUTORY DEDICATIONS	—	—	—	—	—
FEDERAL FUNDS	—	—	—	—	—
<b>TOTAL MEANS OF FINANCING</b>	<b>\$1,787,301</b>	<b>\$121,052</b>	<b>—</b>	<b>—</b>	<b>\$1,908,353</b>
Salaries	441,630	46,342	—	—	487,972
Other Compensation	—	—	—	—	—
Related Benefits	406,912	77,710	—	—	484,622
<b>TOTAL PERSONAL SERVICES</b>	<b>\$848,542</b>	<b>\$124,052</b>	<b>—</b>	<b>—</b>	<b>\$972,594</b>
Travel	31,000	—	—	—	31,000
Operating Services	83,024	100,633	—	—	183,657
Supplies	14,695	—	—	—	14,695
<b>TOTAL OPERATING EXPENSES</b>	<b>\$128,719</b>	<b>\$100,633</b>	<b>—</b>	<b>—</b>	<b>\$229,352</b>
<b>PROFESSIONAL SERVICES</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>
Other Charges	—	—	—	—	—
Debt Service	—	—	—	—	—
Interagency Transfers	807,040	(100,633)	—	—	706,407
<b>TOTAL OTHER CHARGES</b>	<b>\$807,040</b>	<b>\$(100,633)</b>	<b>—</b>	<b>—</b>	<b>\$706,407</b>
Acquisitions	3,000	(3,000)	—	—	—
Major Repairs	—	—	—	—	—
<b>TOTAL ACQ. &amp; MAJOR REPAIRS</b>	<b>\$3,000</b>	<b>\$(3,000)</b>	<b>—</b>	<b>—</b>	<b>—</b>
<b>TOTAL EXPENDITURES</b>	<b>\$1,787,301</b>	<b>\$121,052</b>	<b>—</b>	<b>—</b>	<b>\$1,908,353</b>
Classified	6	—	—	—	6
Unclassified	1	—	—	—	1
TOTAL AUTHORIZED T.O. POSITIONS	7	—	—	—	7
TOTAL AUTHORIZED OTHER CHARGES POSITIONS	—	—	—	—	—
TOTAL NON-T.O. FTE POSITIONS	—	—	—	—	—

**Fees and Self-Generated**

Description	Existing Operating Budget as of 10/01/2020	FY2021-2022 Requested Continuation Adjustment	FY2021-2022 Requested in Technical/Other Package	FY2021-2022 Requested New/Expanded	FY2021-2022 Requested Realignment
Fees & Self-Generated	1,787,301	121,052	—	—	1,908,353
<b>Total:</b>	<b>\$1,787,301</b>	<b>\$121,052</b>	<b>—</b>	<b>—</b>	<b>\$1,908,353</b>

**Statutory Dedications**

Description	Existing Operating Budget as of 10/01/2020	FY2021-2022 Requested Continuation Adjustment	FY2021-2022 Requested in Technical/Other Package	FY2021-2022 Requested New/Expanded	FY2021-2022 Requested Realignment
<b>Total:</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>

2672 - Marketing

Means of Financing and Expenditures	Existing Operating Budget as of 10/01/2020	FY2021-2022 Requested Continuation Adjustment	FY2021-2022 Requested in Technical/Other Package	FY2021-2022 Requested New/Expanded	FY2021-2022 Requested Realignment
STATE GENERAL FUND (Direct)	100,000	—	—	—	100,000
STATE GENERAL FUND BY:	—	—	—	—	—
INTERAGENCY TRANSFERS	43,216	—	—	—	43,216
FEES & SELF-GENERATED	21,729,470	(951,206)	—	—	20,778,264
STATUTORY DEDICATIONS	—	—	—	—	—
FEDERAL FUNDS	—	—	—	—	—
<b>TOTAL MEANS OF FINANCING</b>	<b>\$21,872,686</b>	<b>\$(951,206)</b>	<b>—</b>	<b>—</b>	<b>\$20,921,480</b>
Salaries	848,567	105,737	—	—	954,304
Other Compensation	3,865	(3,865)	—	—	—
Related Benefits	445,730	33,444	—	—	479,174
<b>TOTAL PERSONAL SERVICES</b>	<b>\$1,298,162</b>	<b>\$135,316</b>	<b>—</b>	<b>—</b>	<b>\$1,433,478</b>
Travel	169,000	—	—	—	169,000
Operating Services	4,558,669	(45,750)	—	—	4,512,919
Supplies	16,000	—	—	—	16,000
<b>TOTAL OPERATING EXPENSES</b>	<b>\$4,743,669</b>	<b>\$(45,750)</b>	<b>—</b>	<b>—</b>	<b>\$4,697,919</b>
<b>PROFESSIONAL SERVICES</b>	<b>\$9,804,654</b>	<b>\$3,970,371</b>	<b>—</b>	<b>—</b>	<b>\$13,775,025</b>
Other Charges	985,920	2,338	—	—	988,258
Debt Service	—	—	—	—	—
Interagency Transfers	4,973,487	(4,946,687)	—	—	26,800
<b>TOTAL OTHER CHARGES</b>	<b>\$5,959,407</b>	<b>\$(4,944,349)</b>	<b>—</b>	<b>—</b>	<b>\$1,015,058</b>
Acquisitions	66,794	(66,794)	—	—	—
Major Repairs	—	—	—	—	—
<b>TOTAL ACQ. &amp; MAJOR REPAIRS</b>	<b>\$66,794</b>	<b>\$(66,794)</b>	<b>—</b>	<b>—</b>	<b>—</b>
<b>TOTAL EXPENDITURES</b>	<b>\$21,872,686</b>	<b>\$(951,206)</b>	<b>—</b>	<b>—</b>	<b>\$20,921,480</b>
Classified	15	—	—	—	15
Unclassified	—	—	—	—	—
TOTAL AUTHORIZED T.O. POSITIONS	15	—	—	—	15
TOTAL AUTHORIZED OTHER CHARGES POSITIONS	1	—	—	—	1
TOTAL NON-T.O. FTE POSITIONS	—	—	—	—	—

**Fees and Self-Generated**

Description	Existing Operating Budget as of 10/01/2020	FY2021-2022 Requested Continuation Adjustment	FY2021-2022 Requested in Technical/Other Package	FY2021-2022 Requested New/Expanded	FY2021-2022 Requested Realignment
Fees & Self-Generated	21,729,470	(951,206)	—	—	20,778,264
<b>Total:</b>	<b>\$21,729,470</b>	<b>\$(951,206)</b>	<b>—</b>	<b>—</b>	<b>\$20,778,264</b>

**Statutory Dedications**

Description	Existing Operating Budget as of 10/01/2020	FY2021-2022 Requested Continuation Adjustment	FY2021-2022 Requested in Technical/Other Package	FY2021-2022 Requested New/Expanded	FY2021-2022 Requested Realignment
<b>Total:</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>

2673 - Welcome Centers

Means of Financing and Expenditures	Existing Operating Budget as of 10/01/2020	FY2021-2022 Requested Continuation Adjustment	FY2021-2022 Requested in Technical/Other Package	FY2021-2022 Requested New/Expanded	FY2021-2022 Requested Realignment
STATE GENERAL FUND (Direct)	—	—	—	—	—
STATE GENERAL FUND BY:	—	—	—	—	—
INTERAGENCY TRANSFERS	—	—	—	—	—
FEES & SELF-GENERATED	3,650,875	162,508	—	—	3,813,383
STATUTORY DEDICATIONS	—	—	—	—	—
FEDERAL FUNDS	—	—	—	—	—
<b>TOTAL MEANS OF FINANCING</b>	<b>\$3,650,875</b>	<b>\$162,508</b>	<b>—</b>	<b>—</b>	<b>\$3,813,383</b>
Salaries	1,544,907	108,331	—	—	1,653,238
Other Compensation	301,640	117,989	—	—	419,629
Related Benefits	916,498	(47,033)	—	—	869,465
<b>TOTAL PERSONAL SERVICES</b>	<b>\$2,763,045</b>	<b>\$179,287</b>	<b>—</b>	<b>—</b>	<b>\$2,942,332</b>
Travel	15,500	—	—	—	15,500
Operating Services	255,551	89,725	—	—	345,276
Supplies	80,500	—	—	—	80,500
<b>TOTAL OPERATING EXPENSES</b>	<b>\$351,551</b>	<b>\$89,725</b>	<b>—</b>	<b>—</b>	<b>\$441,276</b>
<b>PROFESSIONAL SERVICES</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>
Other Charges	212,379	(12,379)	—	—	200,000
Debt Service	—	—	—	—	—
Interagency Transfers	219,500	(89,725)	—	—	129,775
<b>TOTAL OTHER CHARGES</b>	<b>\$431,879</b>	<b>\$(102,104)</b>	<b>—</b>	<b>—</b>	<b>\$329,775</b>
Acquisitions	4,400	(4,400)	—	—	—
Major Repairs	100,000	—	—	—	100,000
<b>TOTAL ACQ. &amp; MAJOR REPAIRS</b>	<b>\$104,400</b>	<b>\$(4,400)</b>	<b>—</b>	<b>—</b>	<b>\$100,000</b>
<b>TOTAL EXPENDITURES</b>	<b>\$3,650,875</b>	<b>\$162,508</b>	<b>—</b>	<b>—</b>	<b>\$3,813,383</b>
Classified	51	—	—	—	51
Unclassified	—	—	—	—	—
TOTAL AUTHORIZED T.O. POSITIONS	51	—	—	—	51
TOTAL AUTHORIZED OTHER CHARGES POSITIONS	—	—	—	—	—
TOTAL NON-T.O. FTE POSITIONS	78	—	—	—	78

**Fees and Self-Generated**

Description	Existing Operating Budget as of 10/01/2020	FY2021-2022 Requested Continuation Adjustment	FY2021-2022 Requested in Technical/Other Package	FY2021-2022 Requested New/Expanded	FY2021-2022 Requested Realignment
Fees & Self-Generated	3,650,875	162,508	—	—	3,813,383
<b>Total:</b>	<b>\$3,650,875</b>	<b>\$162,508</b>	<b>—</b>	<b>—</b>	<b>\$3,813,383</b>

**Statutory Dedications**

Description	Existing Operating Budget as of 10/01/2020	FY2021-2022 Requested Continuation Adjustment	FY2021-2022 Requested in Technical/Other Package	FY2021-2022 Requested New/Expanded	FY2021-2022 Requested Realignment
<b>Total:</b>	—	—	—	—	—



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# Total Request Summary

## AGENCY SUMMARY STATEMENT

### Total Agency

#### Means of Financing

Description	FY2019-2020 Actuals	Existing Operating Budget as of 10/01/2020	FY2021-2022 Requested Continuation Adjustments	FY2021-2022 Requested in Technical/Other Adjustments	FY2021-2022 Requested New or Expanded Adjustments	FY2021-2022 Total Request	Over/Under EOB
STATE GENERAL FUND (Direct)	—	100,000	—	—	—	100,000	—
STATE GENERAL FUND BY:	—	—	—	—	—	—	—
INTERAGENCY TRANSFERS	—	43,216	—	—	—	43,216	—
FEES & SELF-GENERATED	24,140,364	27,167,646	(667,646)	—	—	26,500,000	(667,646)
STATUTORY DEDICATIONS	—	—	—	—	—	—	—
FEDERAL FUNDS	345,448	—	—	—	—	—	—
<b>TOTAL MEANS OF FINANCING</b>	<b>\$24,485,812</b>	<b>\$27,310,862</b>	<b>\$(667,646)</b>	<b>—</b>	<b>—</b>	<b>\$26,643,216</b>	<b>\$(667,646)</b>

**Fees and Self-Generated**

Description	FY2019-2020 Actuals	Existing Operating Budget as of 10/01/2020	FY2021-2022 Requested Continuation Adjustments	FY2021-2022 Requested in Technical/Other Adjustments	FY2021-2022 Requested New or Expanded Adjustments	FY2021-2022 Total Request	Over/Under EOB
Fees & Self-Generated	24,140,364	27,167,646	(667,646)	—	—	26,500,000	(667,646)
<b>Total:</b>	<b>\$24,140,364</b>	<b>\$27,167,646</b>	<b>\$(667,646)</b>	<b>—</b>	<b>—</b>	<b>\$26,500,000</b>	<b>\$(667,646)</b>

**Statutory Dedications**

Description	FY2019-2020 Actuals	Existing Operating Budget as of 10/01/2020	FY2021-2022 Requested Continuation Adjustments	FY2021-2022 Requested in Technical/Other Adjustments	FY2021-2022 Requested New or Expanded Adjustments	FY2021-2022 Total Request	Over/Under EOB
<b>Total:</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>

Expenditures and Positions

Description	FY2019-2020 Actuals	Existing Operating Budget as of 10/01/2020	FY2021-2022 Requested Continuation Adjustments	FY2021-2022 Requested in Technical/Other Adjustments	FY2021-2022 Requested New or Expanded Adjustments	FY2021-2022 Total Request	Over/Under EOB
Salaries	2,680,569	2,835,104	260,410	—	—	3,095,514	260,410
Other Compensation	374,142	305,505	114,124	—	—	419,629	114,124
Related Benefits	1,624,407	1,769,140	64,121	—	—	1,833,261	64,121
<b>TOTAL PERSONAL SERVICES</b>	<b>\$4,679,117</b>	<b>\$4,909,749</b>	<b>\$438,655</b>	<b>—</b>	<b>—</b>	<b>\$5,348,404</b>	<b>\$438,655</b>
Travel	311,223	215,500	—	—	—	215,500	—
Operating Services	3,789,580	4,897,244	144,608	—	—	5,041,852	144,608
Supplies	134,097	111,195	—	—	—	111,195	—
<b>TOTAL OPERATING EXPENSES</b>	<b>\$4,234,901</b>	<b>\$5,223,939</b>	<b>\$144,608</b>	<b>—</b>	<b>—</b>	<b>\$5,368,547</b>	<b>\$144,608</b>
<b>PROFESSIONAL SERVICES</b>	<b>\$8,974,871</b>	<b>\$9,804,654</b>	<b>\$3,970,371</b>	<b>—</b>	<b>—</b>	<b>\$13,775,025</b>	<b>\$3,970,371</b>
Other Charges	1,371,123	1,198,299	(10,041)	—	—	1,188,258	(10,041)
Debt Service	—	—	—	—	—	—	—
Interagency Transfers	5,164,084	6,000,027	(5,137,045)	—	—	862,982	(5,137,045)
<b>TOTAL OTHER CHARGES</b>	<b>\$6,535,206</b>	<b>\$7,198,326</b>	<b>\$(5,147,086)</b>	<b>—</b>	<b>—</b>	<b>\$2,051,240</b>	<b>\$(5,147,086)</b>
Acquisitions	14,641	74,194	(74,194)	—	—	—	(74,194)
Major Repairs	47,075	100,000	—	—	—	100,000	—
<b>TOTAL ACQ. &amp; MAJOR REPAIRS</b>	<b>\$61,716</b>	<b>\$174,194</b>	<b>\$(74,194)</b>	<b>—</b>	<b>—</b>	<b>\$100,000</b>	<b>\$(74,194)</b>
<b>TOTAL EXPENDITURES</b>	<b>\$24,485,812</b>	<b>\$27,310,862</b>	<b>\$(667,646)</b>	<b>—</b>	<b>—</b>	<b>\$26,643,216</b>	<b>\$(667,646)</b>
Classified	72	72	—	—	—	72	—
Unclassified	1	1	—	—	—	1	—
<b>TOTAL AUTHORIZED T.O. POSITIONS</b>	<b>73</b>	<b>73</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>73</b>	<b>—</b>
<b>TOTAL AUTHORIZED OTHER CHARGES POSITIONS</b>	<b>3</b>	<b>1</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>1</b>	<b>—</b>
<b>TOTAL NON-T.O. FTE POSITIONS</b>	<b>78</b>	<b>78</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>78</b>	<b>—</b>

**PROGRAM SUMMARY STATEMENT**

**2671 - Administrative**

**Means of Financing**

Description	FY2019-2020 Actuals	Existing Operating Budget as of 10/01/2020	FY2021-2022 Requested Continuation Adjustments	FY2021-2022 Requested in Technical/Other Adjustments	FY2021-2022 Requested New or Expanded Adjustments	FY2021-2022 Total Request	Over/Under EOB
STATE GENERAL FUND (Direct)	—	—	—	—	—	—	—
STATE GENERAL FUND BY:	—	—	—	—	—	—	—
INTERAGENCY TRANSFERS	—	—	—	—	—	—	—
FEES & SELF-GENERATED	1,802,126	1,787,301	121,052	—	—	1,908,353	121,052
STATUTORY DEDICATIONS	—	—	—	—	—	—	—
FEDERAL FUNDS	—	—	—	—	—	—	—
<b>TOTAL MEANS OF FINANCING</b>	<b>\$1,802,126</b>	<b>\$1,787,301</b>	<b>\$121,052</b>	<b>—</b>	<b>—</b>	<b>\$1,908,353</b>	<b>\$121,052</b>

**Fees and Self-Generated**

Description	FY2019-2020 Actuals	Existing Operating Budget as of 10/01/2020	FY2021-2022 Requested Continuation Adjustments	FY2021-2022 Requested in Technical/Other Adjustments	FY2021-2022 Requested New or Expanded Adjustments	FY2021-2022 Total Request	Over/Under EOB
Fees & Self-Generated	1,802,126	1,787,301	121,052	—	—	1,908,353	121,052
<b>Total:</b>	<b>\$1,802,126</b>	<b>\$1,787,301</b>	<b>\$121,052</b>	<b>—</b>	<b>—</b>	<b>\$1,908,353</b>	<b>\$121,052</b>

Expenditures and Positions

Description	FY2019-2020 Actuals	Existing Operating Budget as of 10/01/2020	FY2021-2022 Requested Continuation Adjustments	FY2021-2022 Requested in Technical/Other Adjustments	FY2021-2022 Requested New or Expanded Adjustments	FY2021-2022 Total Request	Over/Under EOB
Salaries	425,279	441,630	46,342	—	—	487,972	46,342
Other Compensation	—	—	—	—	—	—	—
Related Benefits	450,708	406,912	77,710	—	—	484,622	77,710
<b>TOTAL PERSONAL SERVICES</b>	<b>\$875,987</b>	<b>\$848,542</b>	<b>\$124,052</b>	<b>—</b>	<b>—</b>	<b>\$972,594</b>	<b>\$124,052</b>
Travel	49,770	31,000	—	—	—	31,000	—
Operating Services	50,527	83,024	100,633	—	—	183,657	100,633
Supplies	20,470	14,695	—	—	—	14,695	—
<b>TOTAL OPERATING EXPENSES</b>	<b>\$120,767</b>	<b>\$128,719</b>	<b>\$100,633</b>	<b>—</b>	<b>—</b>	<b>\$229,352</b>	<b>\$100,633</b>
<b>PROFESSIONAL SERVICES</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>
Other Charges	—	—	—	—	—	—	—
Debt Service	—	—	—	—	—	—	—
Interagency Transfers	805,372	807,040	(100,633)	—	—	706,407	(100,633)
<b>TOTAL OTHER CHARGES</b>	<b>\$805,372</b>	<b>\$807,040</b>	<b>\$(100,633)</b>	<b>—</b>	<b>—</b>	<b>\$706,407</b>	<b>\$(100,633)</b>
Acquisitions	—	3,000	(3,000)	—	—	—	(3,000)
Major Repairs	—	—	—	—	—	—	—
<b>TOTAL ACQ. &amp; MAJOR REPAIRS</b>	<b>—</b>	<b>\$3,000</b>	<b>\$(3,000)</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>\$(3,000)</b>
<b>TOTAL EXPENDITURES</b>	<b>\$1,802,126</b>	<b>\$1,787,301</b>	<b>\$121,052</b>	<b>—</b>	<b>—</b>	<b>\$1,908,353</b>	<b>\$121,052</b>
Classified	6	6	—	—	—	6	—
Unclassified	1	1	—	—	—	1	—
<b>TOTAL AUTHORIZED T.O. POSITIONS</b>	<b>7</b>	<b>7</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>7</b>	<b>—</b>
<b>TOTAL AUTHORIZED OTHER CHARGES POSITIONS</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>
<b>TOTAL NON-T.O. FTE POSITIONS</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>

2672 - Marketing

Means of Financing

Description	FY2019-2020 Actuals	Existing Operating Budget as of 10/01/2020	FY2021-2022 Requested Continuation Adjustments	FY2021-2022 Requested in Technical/Other Adjustments	FY2021-2022 Requested New or Expanded Adjustments	FY2021-2022 Total Request	Over/Under EOB
STATE GENERAL FUND (Direct)	—	100,000	—	—	—	100,000	—
STATE GENERAL FUND BY:	—	—	—	—	—	—	—
INTERAGENCY TRANSFERS	—	43,216	—	—	—	43,216	—
FEES & SELF-GENERATED	18,774,543	21,729,470	(951,206)	—	—	20,778,264	(951,206)
STATUTORY DEDICATIONS	—	—	—	—	—	—	—
FEDERAL FUNDS	345,448	—	—	—	—	—	—
<b>TOTAL MEANS OF FINANCING</b>	<b>\$19,119,990</b>	<b>\$21,872,686</b>	<b>\$(951,206)</b>	—	—	<b>\$20,921,480</b>	<b>\$(951,206)</b>

**Fees and Self-Generated**

Description	FY2019-2020 Actuals	Existing Operating Budget as of 10/01/2020	FY2021-2022 Requested Continuation Adjustments	FY2021-2022 Requested in Technical/Other Adjustments	FY2021-2022 Requested New or Expanded Adjustments	FY2021-2022 Total Request	Over/Under EOB
Fees & Self-Generated	18,774,543	21,729,470	(951,206)	—	—	20,778,264	(951,206)
<b>Total:</b>	<b>\$18,774,543</b>	<b>\$21,729,470</b>	<b>\$(951,206)</b>	<b>—</b>	<b>—</b>	<b>\$20,778,264</b>	<b>\$(951,206)</b>

Expenditures and Positions

Description	FY2019-2020 Actuals	Existing Operating Budget as of 10/01/2020	FY2021-2022 Requested Continuation Adjustments	FY2021-2022 Requested in Technical/Other Adjustments	FY2021-2022 Requested New or Expanded Adjustments	FY2021-2022 Total Request	Over/Under EOB
Salaries	782,170	848,567	105,737	—	—	954,304	105,737
Other Compensation	33,863	3,865	(3,865)	—	—	—	(3,865)
Related Benefits	400,315	445,730	33,444	—	—	479,174	33,444
<b>TOTAL PERSONAL SERVICES</b>	<b>\$1,216,348</b>	<b>\$1,298,162</b>	<b>\$135,316</b>	<b>—</b>	<b>—</b>	<b>\$1,433,478</b>	<b>\$135,316</b>
Travel	252,993	169,000	—	—	—	169,000	—
Operating Services	3,484,501	4,558,669	(45,750)	—	—	4,512,919	(45,750)
Supplies	20,177	16,000	—	—	—	16,000	—
<b>TOTAL OPERATING EXPENSES</b>	<b>\$3,757,670</b>	<b>\$4,743,669</b>	<b>\$(45,750)</b>	<b>—</b>	<b>—</b>	<b>\$4,697,919</b>	<b>\$(45,750)</b>
<b>PROFESSIONAL SERVICES</b>	<b>\$8,974,871</b>	<b>\$9,804,654</b>	<b>\$3,970,371</b>	<b>—</b>	<b>—</b>	<b>\$13,775,025</b>	<b>\$3,970,371</b>
Other Charges	1,022,833	985,920	2,338	—	—	988,258	2,338
Debt Service	—	—	—	—	—	—	—
Interagency Transfers	4,141,960	4,973,487	(4,946,687)	—	—	26,800	(4,946,687)
<b>TOTAL OTHER CHARGES</b>	<b>\$5,164,793</b>	<b>\$5,959,407</b>	<b>\$(4,944,349)</b>	<b>—</b>	<b>—</b>	<b>\$1,015,058</b>	<b>\$(4,944,349)</b>
Acquisitions	6,308	66,794	(66,794)	—	—	—	(66,794)
Major Repairs	—	—	—	—	—	—	—
<b>TOTAL ACQ. &amp; MAJOR REPAIRS</b>	<b>\$6,308</b>	<b>\$66,794</b>	<b>\$(66,794)</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>\$(66,794)</b>
<b>TOTAL EXPENDITURES</b>	<b>\$19,119,990</b>	<b>\$21,872,686</b>	<b>\$(951,206)</b>	<b>—</b>	<b>—</b>	<b>\$20,921,480</b>	<b>\$(951,206)</b>
Classified	15	15	—	—	—	15	—
Unclassified	—	—	—	—	—	—	—
<b>TOTAL AUTHORIZED T.O. POSITIONS</b>	<b>15</b>	<b>15</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>15</b>	<b>—</b>
<b>TOTAL AUTHORIZED OTHER CHARGES POSITIONS</b>	<b>3</b>	<b>1</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>1</b>	<b>—</b>
<b>TOTAL NON-T.O. FTE POSITIONS</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>

2673 - Welcome Centers

Means of Financing

Description	FY2019-2020 Actuals	Existing Operating Budget as of 10/01/2020	FY2021-2022 Requested Continuation Adjustments	FY2021-2022 Requested in Technical/Other Adjustments	FY2021-2022 Requested New or Expanded Adjustments	FY2021-2022 Total Request	Over/Under EOB
STATE GENERAL FUND (Direct)	—	—	—	—	—	—	—
STATE GENERAL FUND BY:	—	—	—	—	—	—	—
INTERAGENCY TRANSFERS	—	—	—	—	—	—	—
FEEES & SELF-GENERATED	3,563,696	3,650,875	162,508	—	—	3,813,383	162,508
STATUTORY DEDICATIONS	—	—	—	—	—	—	—
FEDERAL FUNDS	—	—	—	—	—	—	—
<b>TOTAL MEANS OF FINANCING</b>	<b>\$3,563,696</b>	<b>\$3,650,875</b>	<b>\$162,508</b>	<b>—</b>	<b>—</b>	<b>\$3,813,383</b>	<b>\$162,508</b>

**Fees and Self-Generated**

Description	FY2019-2020 Actuals	Existing Operating Budget as of 10/01/2020	FY2021-2022 Requested Continuation Adjustments	FY2021-2022 Requested in Technical/Other Adjustments	FY2021-2022 Requested New or Expanded Adjustments	FY2021-2022 Total Request	Over/Under EOB
Fees & Self-Generated	3,563,696	3,650,875	162,508	—	—	3,813,383	162,508
<b>Total:</b>	<b>\$3,563,696</b>	<b>\$3,650,875</b>	<b>\$162,508</b>	<b>—</b>	<b>—</b>	<b>\$3,813,383</b>	<b>\$162,508</b>

Expenditures and Positions

Description	FY2019-2020 Actuals	Existing Operating Budget as of 10/01/2020	FY2021-2022 Requested Continuation Adjustments	FY2021-2022 Requested in Technical/Other Adjustments	FY2021-2022 Requested New or Expanded Adjustments	FY2021-2022 Total Request	Over/Under EOB
Salaries	1,473,120	1,544,907	108,331	—	—	1,653,238	108,331
Other Compensation	340,279	301,640	117,989	—	—	419,629	117,989
Related Benefits	773,383	916,498	(47,033)	—	—	869,465	(47,033)
<b>TOTAL PERSONAL SERVICES</b>	<b>\$2,586,782</b>	<b>\$2,763,045</b>	<b>\$179,287</b>	<b>—</b>	<b>—</b>	<b>\$2,942,332</b>	<b>\$179,287</b>
Travel	8,461	15,500	—	—	—	15,500	—
Operating Services	254,553	255,551	89,725	—	—	345,276	89,725
Supplies	93,450	80,500	—	—	—	80,500	—
<b>TOTAL OPERATING EXPENSES</b>	<b>\$356,464</b>	<b>\$351,551</b>	<b>\$89,725</b>	<b>—</b>	<b>—</b>	<b>\$441,276</b>	<b>\$89,725</b>
<b>PROFESSIONAL SERVICES</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>
Other Charges	348,290	212,379	(12,379)	—	—	200,000	(12,379)
Debt Service	—	—	—	—	—	—	—
Interagency Transfers	216,752	219,500	(89,725)	—	—	129,775	(89,725)
<b>TOTAL OTHER CHARGES</b>	<b>\$565,042</b>	<b>\$431,879</b>	<b>\$(102,104)</b>	<b>—</b>	<b>—</b>	<b>\$329,775</b>	<b>\$(102,104)</b>
Acquisitions	8,333	4,400	(4,400)	—	—	—	(4,400)
Major Repairs	47,075	100,000	—	—	—	100,000	—
<b>TOTAL ACQ. &amp; MAJOR REPAIRS</b>	<b>\$55,408</b>	<b>\$104,400</b>	<b>\$(4,400)</b>	<b>—</b>	<b>—</b>	<b>\$100,000</b>	<b>\$(4,400)</b>
<b>TOTAL EXPENDITURES</b>	<b>\$3,563,696</b>	<b>\$3,650,875</b>	<b>\$162,508</b>	<b>—</b>	<b>—</b>	<b>\$3,813,383</b>	<b>\$162,508</b>
Classified	51	51	—	—	—	51	—
Unclassified	—	—	—	—	—	—	—
<b>TOTAL AUTHORIZED T.O. POSITIONS</b>	<b>51</b>	<b>51</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>51</b>	<b>—</b>
<b>TOTAL AUTHORIZED OTHER CHARGES POSITIONS</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>
<b>TOTAL NON-T.O. FTE POSITIONS</b>	<b>78</b>	<b>78</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>78</b>	<b>—</b>



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# Addenda

# INTERAGENCY TRANSFERS

INTERAGENCY AGREEMENT

BR-19B  
(9/96)

Interagency Agreement between DCRT - OFFICE OF THE SECRETARY - 261 and DCRT - OFFICE OF TOURISM - 267  
(Recipient Agency and #) (Sending Agency and #)

For Fiscal Year 2021-2022. The Department of Culture, Recreation & Tourism - OFFICE OF THE SECRETARY - 261 is budgeted to receive the following revenue  
(Agency Name and #)

from Department of Culture, Recreation and Tourism - OFFICE OF TOURISM - 267 by Interagency Transfer for the following reason(s):  
(Agency Name and #)

\$300,000 Administrative cost for the Office of the Secretary - Management and Finance for accounting, budgeting and personnel services.

Nancy Watkins 10/22/2020  
Recipient Agency Date

[Signature] October 14, 2020  
Sending Agency Date

NOTE:  
It is the Receiving Agency's responsibility to ensure the execution of this Agreement.  
Both Agencies must submit copies of this Agreement with their Budget Request (and any subsequent BA-7s as documentation for I.A.T. revenues and I.A.T expense).

Fully Explain and Justify each item by Number, from the BR-19, by Program including Legal Citation if applicable. Use Continuation Sheets if Necessary. BR-19A

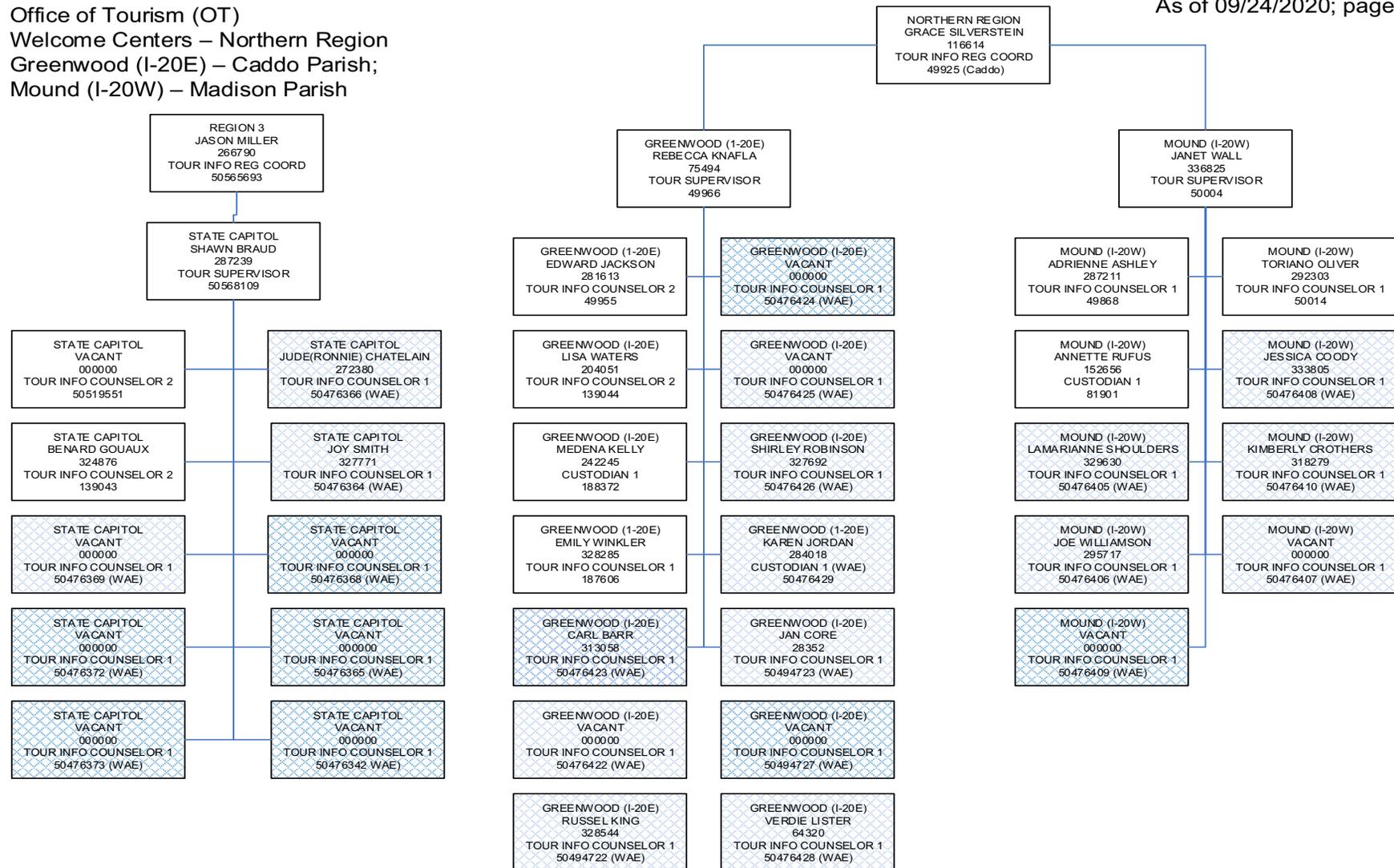
	<b>Existing</b>	<b>Total Request</b>
<b>Department of Civil Service</b>		
Administrative cost for providing personnel related services and the Comprehensive Public Training Program.	\$19,378	\$19,378
<b>Division of Administration - Uniform Payroll System</b>		
Administrative cost reimbursement for Uniform Payroll System is assessed annually and adjustments to the budget are made by DOA - Office of Planning and Budget.	\$5,496	\$5,496
<b>Legislative Auditor</b>	\$25,874	\$25,874
<b>Department of Culture, Recreation and Tourism</b>		
Office of Lt. Governor	\$923,775	\$0
Office of the Secretary	\$400,633	\$300,000
Office of State Library	\$821,436	\$0
Office of State Museum	\$1,440,474	\$0
Office of State Parks	\$0	\$0
Office of Cultural Development	\$1,860,000	\$0
<b>Office of State Printing</b>	\$66,966	\$66,966
Interagency transfer of funds for printing		
<b>Division of Administration - Office of Risk Management</b>	\$128,140	\$128,140
Interagency transfer of funds for insurance cost		
<b>OSB</b>		
Contingency for Planned Annex Improvements/Repairs		\$98,998
<b>Division of Administration - Building &amp; Grounds</b>		
Maintenance in State Owned Buildings - Capitol Annex	\$67,076	\$67,076
Maintenance in State Owned Buildings (Security) - Capitol Annex	\$12,791	\$12,791
Maintenance in State Owned Buildings (Security) - Capital Park Welcome Center	\$89,725	\$0
<b>Division of Administration - Forms Management</b>		
Interagency transfer of funds for warehouse rental	\$48,000	\$48,000
<b>Division of Administration - Mail Service</b>	\$1,020	\$1,020
Messenger services fee for delivery between departments and agencies.		
<b>Office of Telecommunications</b>	\$36,730	\$36,730
Interagency transfer of funds for telephone services		
<b>Division of Administration - Office of Technology Services</b>	\$20,261	\$20,261
<b>Division of Administration - Office of State Procurement</b>	\$32,252	\$32,252
<b>TOTAL IAT</b>	<b>\$6,000,027</b>	<b>\$862,982</b>

# GENERAL ADDENDA



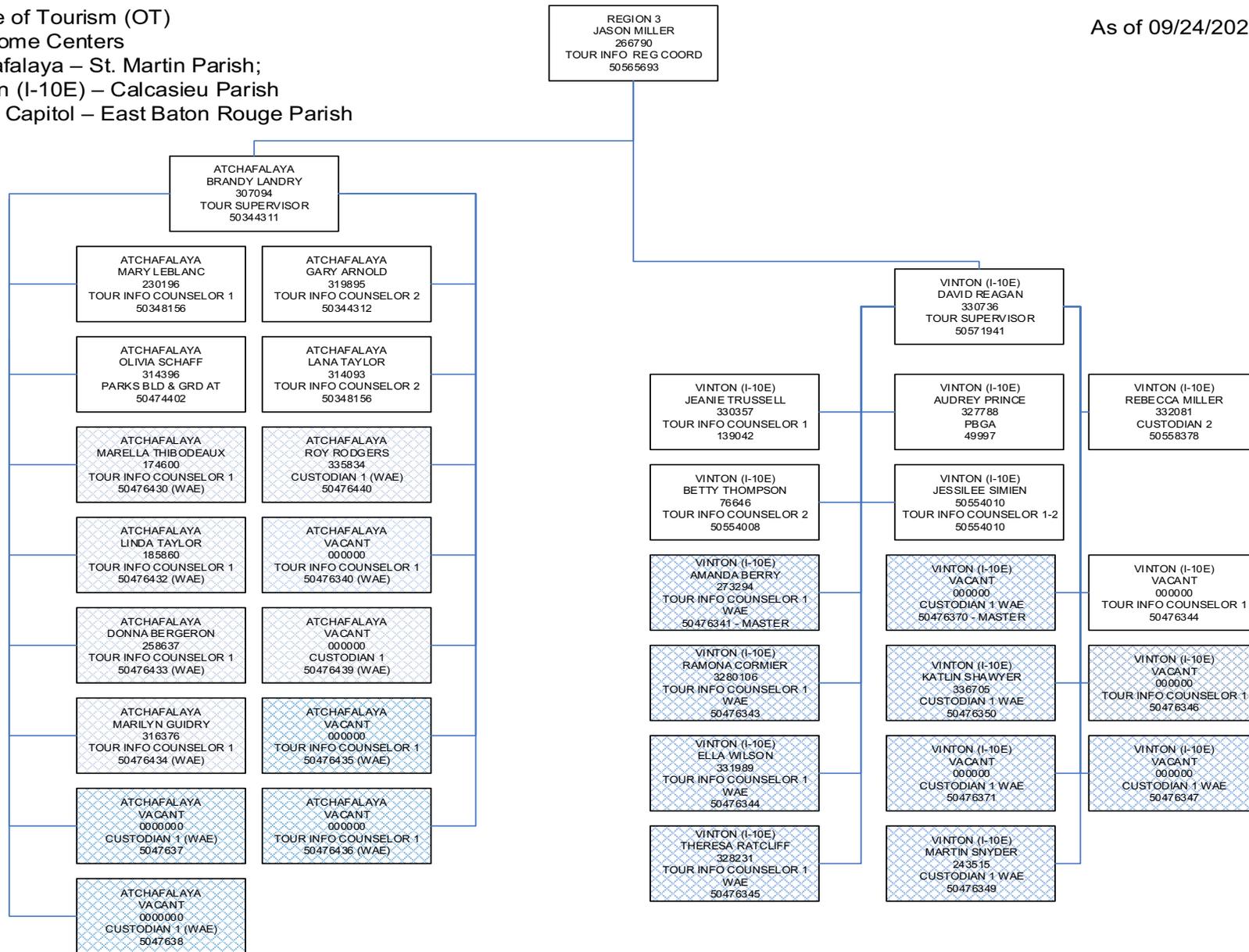
Office of Tourism (OT)  
 Welcome Centers – Northern Region  
 Greenwood (I-20E) – Caddo Parish;  
 Mound (I-20W) – Madison Parish

As of 09/24/2020; page 2

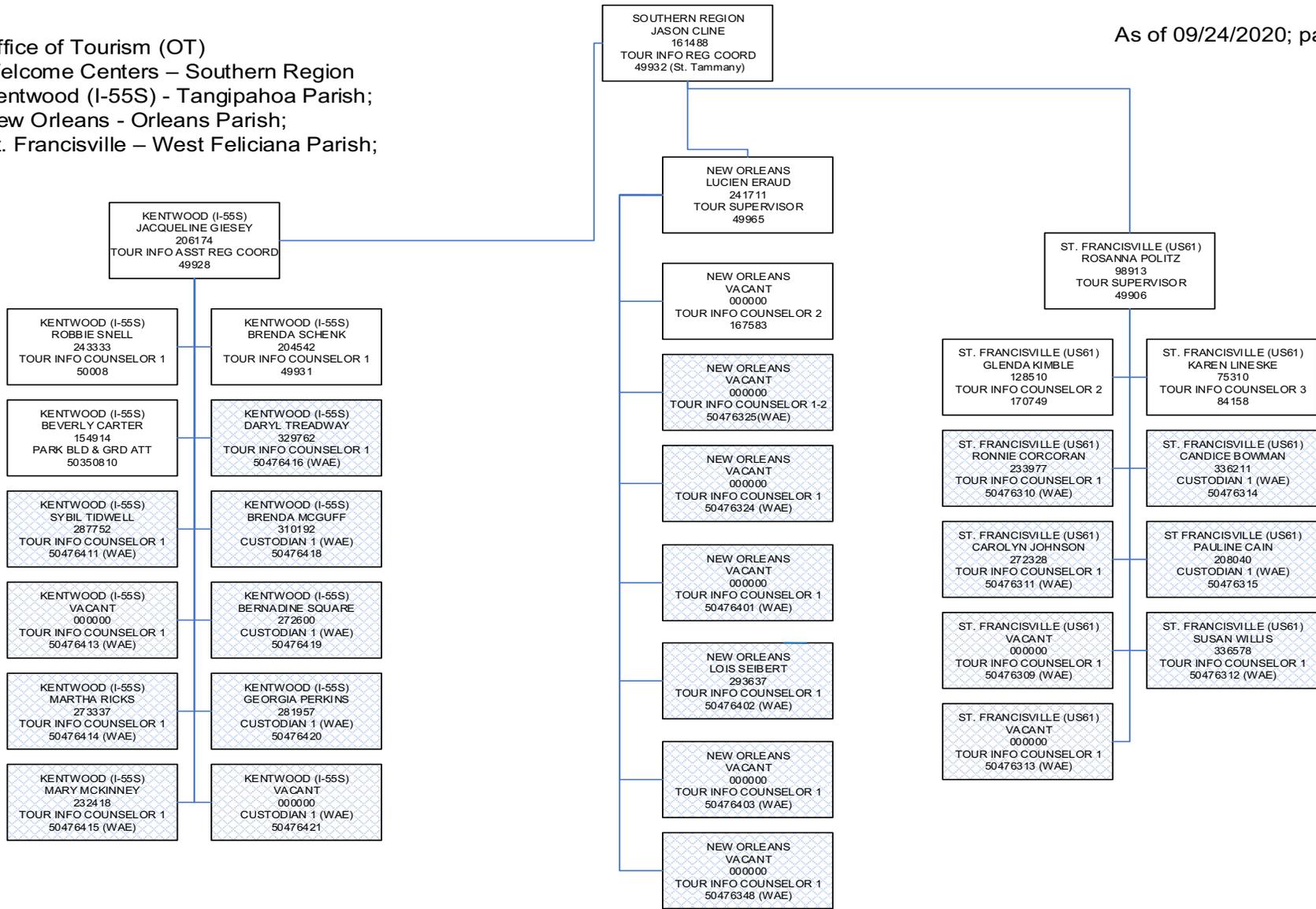


Office of Tourism (OT)  
 Welcome Centers  
 Atchafalaya – St. Martin Parish;  
 Vinton (I-10E) – Calcasieu Parish  
 State Capitol – East Baton Rouge Parish

As of 09/24/2020; page 3

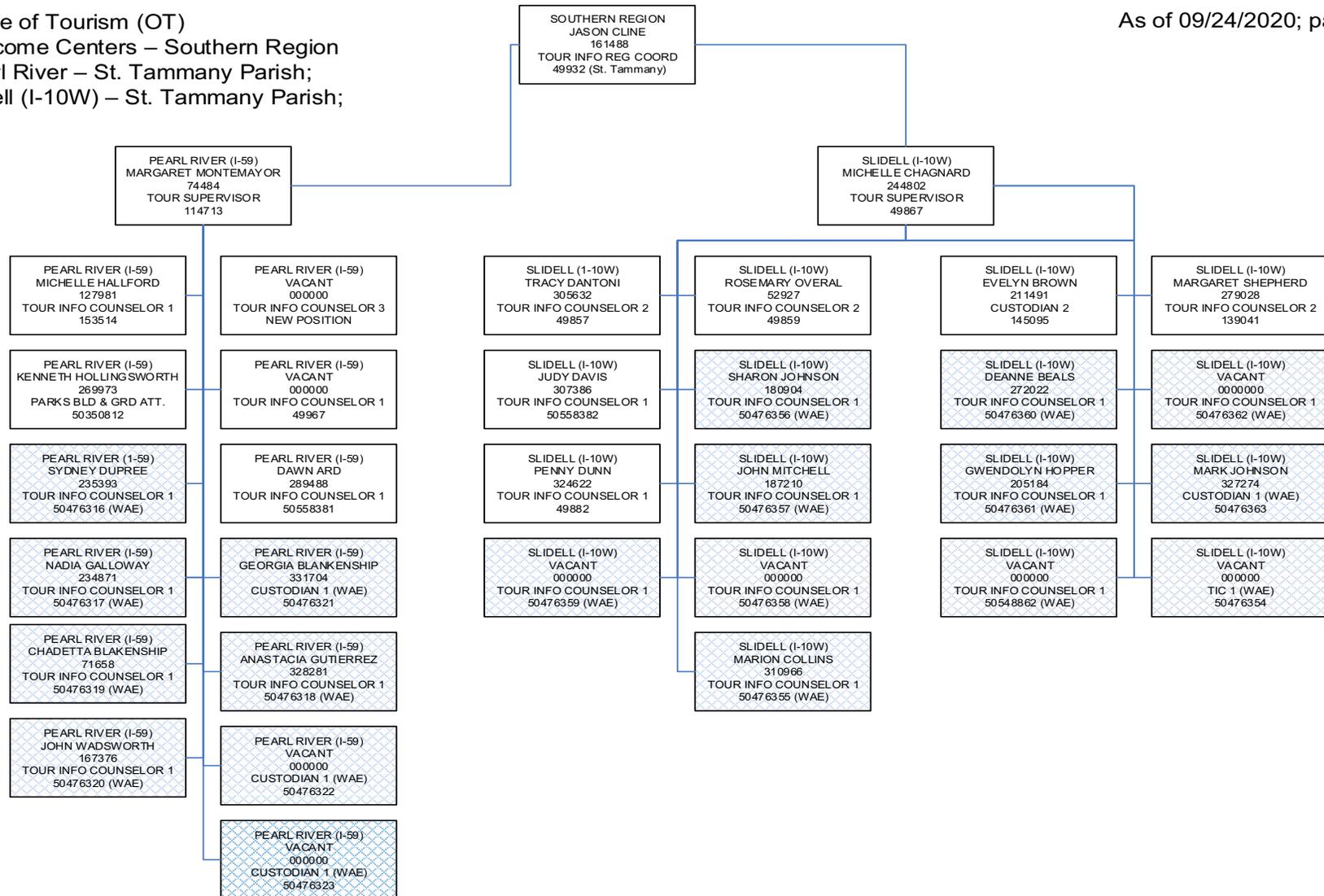


Office of Tourism (OT)  
 Welcome Centers – Southern Region  
 Kentwood (I-55S) - Tangipahoa Parish;  
 New Orleans - Orleans Parish;  
 St. Francisville – West Feliciana Parish;



Office of Tourism (OT)  
 Welcome Centers – Southern Region  
 Pearl River – St. Tammany Parish;  
 Slidell (I-10W) – St. Tammany Parish;

As of 09/24/2020; page 5





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