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STATE OF NEW HAMPSHIRE
DEPARTMENT of RESOURCES and ECONOMIC DEVELOPMENT
DIVISION of TRAVEL and TOURISM DEVELOPMENT
172 Pembroke Road, Concord, New Hampshire 03301

Jeffrey J. Rose
Commissioner

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Director

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March 9, 2017

The Honorable Neal M. Kurk, Chairman
Fiscal Committee of the General Court
State House
Concord, New Hampshire 03301


Approved by Fiscal Committee _____ Date _____

His Excellency, Governor Christopher T. Sununu
and the Honorable Executive Council
State House
Concord, New Hampshire 03301

Requested Action

Pursuant to RSA 9:16-a, authorize the Department of Resources and Economic Development, Division of Travel and Tourism to transfer funds within the Division of Travel and Tourism, as outlined below, in the amount of \$1,600 to reallocate funds to cover Organizational Dues in FY2017. Effective upon Fiscal Committee and Governor and Executive Council through June 30, 2017. 100% General Funds

Division of Travel and Tourism					
03-035-035-352010-3620000					
Fiscal Year 2017					
Class	Description	Account	Current Budget	Requested Action	Adjusted Budget
010	Personal Services – Perm.	500100	\$421,503.00	\$0	\$421,503.00
011	Personal Services – Unclass.	500126	\$99,227.00	\$0	\$99,227.00
018	Overtime	500106	\$3,600.00	\$0	\$3,600.00
020	Current Expenses	500200	\$36,806.45	\$0	\$36,806.45
022	Rents-Leases Other than State	500255	\$4,043.00	\$0	\$4,043.00
026	Organizational Dues	500251	\$14,500.00	\$1,600	\$16,100.00
029	Intra-Agency Transfers	500290	\$10,000.00	\$0	\$10,000.00
030	Equipment New Replacement	500301	\$1,000.00	\$0	\$1,000.00



039	Telecommunications	500188	\$13,700.00	\$0	\$13,700.00
049	Transfer to Other State Agencies	500246	\$200.00	\$0	\$200.00
060	Benefits	500601	\$291,975.00	\$0	\$291,975.00
069	Promotional-Marketing Exp.	500567	\$1,882,219.54	\$0	\$1,882,219.54
070	In State Travel Reimbursement	500704	\$8,650.00	(\$1,600)	\$7,050.00
075	Grants Subsidies and Relief	500590	\$1,513,701.85	\$0	\$1,513,701.85
080	Out of State Travel Reimb.	500710	\$24,600.00	\$0	\$24,600.00
			\$4,325,725.84	\$0.00	\$4,325,725.84

Explanation

The mission of the Division of Travel and Tourism Development (DTTD) is to promote New Hampshire as a preferred travel destination in order to increase visitor expenditures, business activity and employment throughout the state. DTTD's promotional activities are focused within eight key markets, both domestic and international. Efforts include integrated advertising campaigns, media/travel trade relations, digital/social media programming, publication development, and research/data collection.

The transfer will increase the FY2017 Class 026 appropriation for Organizational Dues and decrease the Class 070 appropriation for In-State Travel Reimbursement. This transfer is in response to another organization paid for FY16 dues and FY17 dues in the same fiscal year. A transfer is required to allow DTTD to pay in full 2017 membership fees to the U.S. Travel Association (USTA). New Hampshire has been a member of the USTA since at least 1982 and this is the only organization that DTTD belongs to that provides national data and trending reports. Membership benefits include: inclusion in the online membership directory, breaking travel industry-related news, exclusive access to USTA publications, discounted registration fees to events and international trade shows, and discounted research subscription packages.

Membership provides a forum for New Hampshire to strengthen its position as a preferred travel destination, allowing for participation in a USTA National Council and access to ENGAGE, an online community of tourism office members. Online access to the executive summary of USTA publications, travel forecasts, Travel Price Index and the Travel Sentiment Index are included in the membership. Additional research materials and packages are available at a discounted cost.

The following information is provided in accordance with the Budget Officer's instructional memorandum dated April 17, 1985 to support the above requested actions.

Does transfer involve continuing programs or one-time projects? The transfer involves the continuation of the Division of Travel and Tourism Development's membership to the U.S. Travel Association.

Is this transfer required to maintain existing program level or will it increase the program level? This transfer will maintain existing program level.

Cite any requirements which make this program mandatory. There are no requirements that make this program mandatory, however thirty-five states belong to the USTA, including all six of the New England states. The Division of Travel and Tourism Development is the only New Hampshire state agency that is a member of the organization.

Identify the source of funds on all accounts listed on this transfer. The source of funds for all accounts listed on this transfer is 100% general funds.

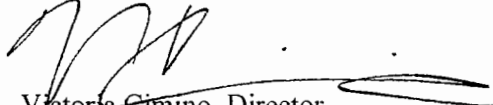
Will there be any effect on revenue if this transfer is approved or disapproved? There will be no effect on revenue if this transfer is approved or disapproved. However, if disapproved, New Hampshire would lose access to national research data and information regarding national travel trends. The state would also lose its 30 percent registration fee discount to events and international trade shows. The state would lose the ability to serve on the USTA National Council and access to ENGAGE, an online community of tourism office members

Are funds expected to lapse if this transfer is not approved? No, funds are not expected to lapse if the transfer is not approved.

Are personnel services involved? No personnel services are involved.


(14)

Respectfully submitted,



Victoria Cimino, Director
Division of Travel and Tourism Development

Concurred,



Jeffrey J. Rose, Commissioner
Department of Resources and Economic Development

Company 0010 General Fund
 Agency 015 RESOURCES ECON DEVEL DEPT OF
 Organization 3620 DIVISION OF TRAVEL - TOURISM
 BUR/DIV 3520 TRAVEL AND TOURISM
 Sub-Org 001
 Acct Unit 36200000

Class	Appropriation	Est Revenue	Expenditures	Revenue	Encumbrances	Transfers	Lapsed	Bal. Fwd	Available Rate
010	PERSONAL SERVICES PERM CLAS 421,309.00	0.00	291,286.47-	0.00	0.00	0.00	0.00	0.00	130,216.53 .69
011	PERSONAL SERVICES UNCLASSIF 99,227.00	0.00	65,820.64-	0.00	0.00	0.00	0.00	0.00	31,406.36 .66
018	OVERTIME 3,600.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3,600.00 0.00
020	CURRENT EXPENSES 35,475.00	0.00	19,935.12-	0.00	0.00	0.00	0.00	1,331.45	16,881.33 .54
022	RENTS-LEASES OTHER THAN STA 3,300.00	0.00	1,480.88-	0.00	1,283.44-	0.00	0.00	543.00	1,278.68 .68
026	ORGANIZATIONAL DUES 14,500.00	0.00	3,975.00-	0.00	0.00	0.00	0.00	0.00	10,525.00 .27
029	INTRA-AGENCY TRANSFERS 10,000.00	0.00	4,379.71-	0.00	0.00	0.00	0.00	0.00	5,620.29 .43
030	EQUIPMENT NEW REPLACEMENT 1,000.00	0.00	629.99-	0.00	0.00	0.00	0.00	0.00	370.01 .62
039	TELECOMMUNICATIONS 13,700.00	0.00	7,223.64-	0.00	0.00	0.00	0.00	0.00	6,476.36 .52
049	TRANSFER TO OTHER STATE AGE 200.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	200.00 0.00
060	BENEFITS 291,975.00	0.00	193,706.43-	0.00	0.00	0.00	0.00	0.00	98,268.57 .66
069	PROMOTIONAL MARKETING EXP 1,480,000.00	0.00	1,599,142.12-	0.00	65,525.98-	150,000.00	0.00	252,219.54	217,551.44 .80
070	IN STATE TRAVEL REIMBURSEME 8,650.00	0.00	1,896.64-	0.00	0.00	0.00	0.00	0.00	6,753.36 .21
075	GRANTS SUBSIDIES AND RELIEF 1,000,000.00	0.00	624,489.44-	0.00	680,307.67-	150,000.00-	0.00	663,701.85	208,904.74 .86
080	OUT OF STATE TRAVEL REIMB 24,600.00	0.00	17,325.97-	0.00	0.00	0.00	0.00	0.00	7,274.03 .70
Sub-Org	3,407,930.00	0.00	2,831,282.05-	0.00	747,117.09-	0.00	0.00	917,795.84	747,326.70

Company 0010 General Fund
 Agency 035 ECON DEVEL DEPT OF
 Organization 3620 DIVISION OF TRAVEL - TOURISM

BUR/DIV 3620 TRAVEL AND TOURISM
 SUB-01 001 DIVISION OF TRAVEL - TOURISM
 Acct Unit 36200000

Class	Appropriation	Est Revenue	Expenditures	Revenue	Encumbrances	Transfers	Lapsed	Bal Fwd	Available Rate
Organization	3,407,930.00	0.00	2,831,282.05-	0.00	747,117.09-	0.00	0.00	917,795.84	747,326.70