

OFFICE OF THE SECRETARY OF STATE
STATE OF WEST VIRGINIA



Betty Ireland
Secretary of State

FILED

2005 JUN 29 P 4: 38

OFFICE WEST VIRGINIA
SECRETARY OF STATE

June 29, 2005

NOTICE OF EMERGENCY RULE DECISION BY THE SECRETARY OF STATE

AGENCY: DIVISION OF TOURISM

RULE: 144CSR1, AMENDMENTS, DIRECT ADVERTISING GRANTS PROGRAM

DATE FILED AS AN EMERGENCY RULE: MAY 24, 2005

DECISION NO. 2-05

Following review under W. Va. Code §29A-3-15a, it is the decision of the Secretary of State that the above emergency rule is **approved**. A copy of the complete decision with required findings is available from this office.

A handwritten signature in black ink, appearing to read "Betty Ireland", written over a horizontal line.

BETTY IRELAND
Secretary of State

Building 1, Suite 157-K
1900 Kanawha Blvd., East
Charleston, West Virginia 25305

EMERGENCY RULE DECISION
(ERD 2-05)

AGENCY: DIVISION OF TOURISM
RULE: 144CSR1, AMENDMENTS, DIRECT ADVERTISING GRANT PROGRAM
FILED AS AN EMERGENCY RULE: MAY 24, 2005

- par. 1 The Division of Tourism (Division) has filed the above amendments to an existing rule as an emergency rule.
- par. 2 W. Va. Code 29A-3-15a requires the Secretary of State to review all emergency rules filed after March 8, 1986. This review requires the Secretary of State to determine if the agency filing such emergency rule: 1) has complied with the procedures for adopting an emergency rule; 2) exceeded the scope of its statutory authority in promulgating the emergency rule; or 3) can show that an emergency exists justifying the promulgation of an emergency rule.
- par. 3 Following review, the Secretary of State shall issue a decision as to whether or not such an emergency rule should be disapproved [§29A-3-15a].
- par. 4 (A) Procedural Compliance: W. Va. Code §29A-3-15 permits an agency to adopt, amend or repeal, without hearing, any legislative rule by filing such rule, along with a statement of the circumstances constituting the emergency, with the Secretary of State and forthwith with the Legislative Rule-Making Review Committee (LRMRC).
- par. 5 If an agency has accomplished the above two required filings with the appropriate supporting documents by the time the emergency rule decision is issued or the expiration of the forty-two day review period, whichever is sooner, the Secretary of State shall rule in favor of procedural compliance.
- par. 6 The Division filed this emergency rule with supporting documents with the Secretary of State May 24, 2005 and with the LRMRC May 24, 2005.
- par. 7 It is the determination of the Secretary of State that the Division has complied with the procedural requirements of W. Va. Code §29A-3-15 for adoption of an emergency rule.
- par. 8 (B) Statutory Authority -- W. Va. Code §5B-2-9(f) reads:

The commission shall promulgate legislative rules pursuant to the provisions of §§29A-1-1 et seq. of this code to carry out its purposes & programs, to include generally the programs available, the procedure and eligibility of applications relating to assistance under such programs and the staff structure necessary to support such programs, which structure shall include the qualifications for a professional staff person qualified by reason of exceptional training and experience in the field of advertising to supervise the advertising and promotion functions of the commission, and shall further include provisions for the

The commission is further authorized to promulgate procedural rules pursuant to said chapter to include instructions and forms for applications relating to assistance. (1996)

par. 9 It is the determination of the Secretary of State that the Division has not exceeded its statutory authority in promulgating this emergency rule.

par. 10 (C) Emergency -- W. Va. Code §29A-3-15(f) defines "emergency" as follows:

(f) For the purposes of this section, an emergency exists when the promulgation of a rule is necessary for the immediate preservation of the public peace, health, safety or welfare or is necessary to comply with a time limitation established by this code or by a federal statute or regulation or to prevent substantial harm to the public interest.

par. 11 There are essentially three classes of emergency broadly presented with the above provision: 1) immediate preservation; 2) time limitation; and 3) substantial harm. An agency need only document to the satisfaction of the Secretary of State that there exists a nexus between the proposal and the circumstances creating at least one of the above three emergency categories.

par. 12 The facts and circumstances as presented by the Division are as follows:

This is necessary to comply with the mandate from the legislative Auditor, and to meet the deadline imposed by the statute. Moreover, the Legislative Auditor will be evaluating the Division of Tourism again next year and without immediate implementation, the Auditor will not be able to determine whether or not the rules are operating as suggested. Additionally, the Division of Tourism believes that the promulgation of these rules will prevent harm to the public, specifically, the tourism industry. The Commission desires to administer the funds to continue to sustain and even expand the growth of tourism of the State and the economic impact that the tourism industry provides to the State. The tourism industry needs to know with certainty what rules apply so that plans for advertising may be made.

Larger Convention and Visitors Bureaus, representing the cities of Morgantown and Parkersburg each reported losses of \$2.3 million dollars, for a total of \$4.6 million for only 2 cities in the state. Fair and Festival Committees - the grass roots of our industry reported losses of \$985. While that may not sound like much, when you consider that the festival's entire budget is \$5,000, you're looking at a 20% loss in budget and that can be devastating. Oglebay Park in Wheeling reports a potential combined loss of \$120,000 - just for August, October and December bookings - not good news for a property that is in the middle of building an addition.

Many of the businesses in the industry are small "mom and pop" businesses, who need the help of this program with the proposed changes desperately. This makes a "life and death" situation for small businesses.

These changes will also help some of the secondary businesses dependent on our industry. Central Printing let us know that 35% of their business is tourism and stated "When a third of your business makes a shift (good or bad), your business feels it." Printing companies are among some of the foremost secondary



MEMORANDUM

TO: Judy Cooper
Secretary of State's Office

FROM: Anna Plantz *Anna Plantz*
Division of Tourism

DATE: June 24, 2005

RE: Emergency Rule Status on Title 144

Thank you for the opportunity to provide you with additional information that will allow you to consider our request for Emergency Rule status. The input from our industry has been overwhelming.

As you can see by the attached, larger Convention and Visitors Bureaus, representing the cities of Morgantown and Parkersburg each reported losses of \$2.3 million dollars, for a total of \$4.6 million for only two cities in the state. Fair and Festival Committees – the grass roots of our industry reported losses of \$985. While that may not sound like much, when you consider that the festival's entire budget is \$5,000, you're looking at a 20% loss in budget and that can be devastating. Oglebay Park in Wheeling reports a potential combined loss of \$120,000 – just for August, October and December bookings – not good news for a property that is in the middle of building an addition!

Many of the businesses in the tourism industry are small "mom and pop" businesses, who need the help of this program with the proposed changes desperately. You will see that a number of the comments state that this is a "life and death" situation for our small businesses.

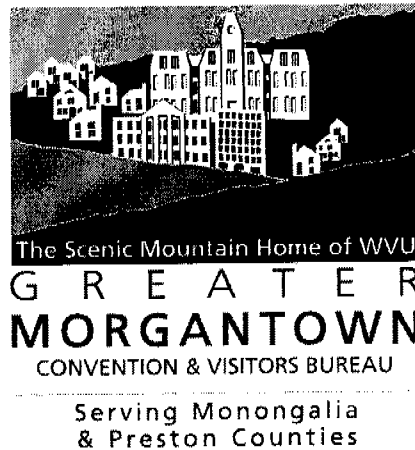
These changes will also help some of the secondary businesses dependent on our industry. As you will see, we even received an email from Central Printing, letting us know that 35% of their business is tourism related and stated, "So when a third of your business makes a shift (good or bad), your business feels it." Printing companies are among the some of the foremost secondary businesses to feel the pressure from the rules we are currently operating under.

It is critical that we are able to put these rules in effect now, so grant recipients for this fall, winter and next spring will be able to take advantage of these changes. No one in our industry, or in the state can afford to wait. Many of these businesses are seeing severe declines as a result of having to redirect dollars from advertising to cover expenses that are not allowed under the current rules. This spiral will continue and cause much greater damage if we do not stop it now.

Please consider our request.

AP/jg

Attachments



2004 LOST ECONOMIC IMPACT

Based on the decreases in our advertising and marketing program as a result of the grant rule changes of 2004, our Convention and Visitors Bureau lost the following inquiries, which translates into the following lost economic impact:

6,794 lost inquiries at a
60% conversion rate
yields
4,076 lost travel parties
who stay an average of 2.42 nights
yields
9,865 lost room nights at
an average daily expense of \$234.21
yields

\$2,310,455 in lost economic impact**

**** Based on a formula created by Randall Travel Marketing and statistics identified from research from the 2002 Travel Research Study.**

Anna Plantz

From: Steve Nicely [snicely@parkersburgcvb.org]
Sent: Friday, June 24, 2005 8:50 AM
To: Anna Plantz
Subject: Room Revenue Decrease

Anna,

I did a quick calculation to determine the financial impact resulting from the decrease in room nights sold our area has experienced in the past year. Our hotels have experienced a combined direct revenue loss of \$2,348,380. This does not include any secondary losses to other businesses who either supply these hotels with goods or services or serve the hotel guests as customers. That loss is significant as well.

Steven Nicely
President & CEO
Greater Parkersburg Convention & Visitors Bureau
"The Official Destination Marketing Organization for Greater Parkersburg"
350 7th Street
Parkersburg, WV 26101
304.428.1130 or 800.752.4982
304.428.8117 (Fax)
www.greaterparkersburg.com

Anna Plantz

From: Steve Nicely [snicely@parkersburgcvb.org]
Sent: Friday, June 24, 2005 8:22 AM
To: Anna Plantz
Subject: Grant Changes

It is extremely important that the new grant rules be implemented as quickly as possible so we can attempt to reverse the downward trend we are seeing in several key indicators. Our reports show that the number of room nights sold this year to date is down 9.6%, and this is in addition to a decline of almost 4% last year. This translates into a loss of thousands of room nights and thousands of dollars for our hotels. Our largest hotel has already terminated or laid off four management people and several other hourly workers in an attempt to reduce their expenses to meet the decline in revenues. I know other hotels are doing the same thing. We have also seen decreases in attendance at our state park and at several major attractions, and many of our restaurants and shops report decreases as well.

The number of inquiries we receive in response to our advertising campaign is down 42% this year. In other words, while we are seeing a decrease in visitors, we are also seeing a decrease in potential visitors.

We attribute much of this decline to the changes that were made last year to the grant program. The loss of almost \$500,000 in grant revenue forced us to severely reduce our advertising (hence fewer inquiries) and to divert still more advertising dollars to replace the funds previously received for the printing of our primary fulfillment pieces and for fulfillment postage. At the time we predicted that this would result in a decrease in inquiries, a decrease in visitation and the eventual loss of jobs in the tourism industry. Unfortunately, all these predictions have come true.

As I stated earlier, we need the new grant rules implemented as quickly as possible. We have already prepared a major advertising campaign for this fall to generate additional visitation later this year and early in 2006. That campaign includes the placement of advertising as well as the printing of a new fulfillment piece. Without these rule changes, this campaign will not take place, and we anticipate seeing further job losses.

Thank you for your efforts to implement these rules as quickly as possible

Steven Nicely
President & CEO
Greater Parkersburg Convention & Visitors Bureau
"The Official Destination Marketing Organization for Greater Parkersburg"
350 7th Street
Parkersburg, WV 26101
304.428.1130 or 800.752.4982
304.428.8117 (Fax)
www.greaterparkersburg.com

Anna Plantz

From: Knoyer, Caren [CAKnoyer@oglebay-resort.com]
Sent: Thursday, June 23, 2005 3:11 PM
To: Anna Plantz
Subject: RE:

Anna,

Here's what our lodge manager tells me about the potential dollars:

Aug \$39,000

Oct \$66,000

Dec \$15,000

Let me know if there's anything else I can do.

Caren

-----Original Message-----

From: Anna Plantz [mailto:aplantz@tourism.state.wv.us]
Sent: Thursday, June 23, 2005 12:56 PM
To: Knoyer, Caren
Subject: RE:

Caryn,

Any idea what the percentages in bookings behind would translate into potential dollars spent?

Anna

-----Original Message-----

From: Knoyer, Caren [mailto:CAKnoyer@oglebay-resort.com]
Sent: Thursday, June 23, 2005 10:44 AM
To: Anna Plantz (E-mail)
Subject:

Anna,

I don't know if any of these figures will help but feel free to use whatever you want.

Money budgeted for fulfillment printing this year that are not currently grant eligible:
Rate brochures for lodge and cottages - \$10,000
Festival of Lights brochures & cards - \$5000
Calendar of events cards - \$3,000

Money budgeted for TV production this year not currently grant eligible - \$20,000
Postage budgeted for mailing fulfillment pieces not currently grant eligible - \$12,000

Total - \$50,000 budgeted which would have have reimbursed at 50% or \$25,000. We could not increase our budget this year so we had to cut our advertising by \$25,000. Most of the cuts were made in TV advertising in the Cleveland

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and Columbus area. We are currently running 7.2% behind in August lodge bookings, 10.5% behind in October lodge bookings, and 2.2% behind in December lodge bookings.

I'll be out until about 3 pm this afternoon if you have any questions.

Thanks, and good luck!

Caren Knoyer
304-243-4066; Fax: 304-243-4137
caknoyer@oglebay-resort.com

Anna Plantz

To: Anna Plantz
Subject: FW: Urgent request -- Tourism Promotion Fun Emergency Rules
Importance: High

-----Original Message-----

From: Kim Cooper [mailto:kcooper@greenbrierwv.com]
Sent: Thursday, June 23, 2005 11:55 AM
To: Anna Plantz
Subject: FW: Urgent request -- Tourism Promotion Fun Emergency Rules
Importance: High

Anna:

The need for this emergency status is great. To our area alone, this will allow us to be eligible for \$60,500 more dollars in grant funding!

Our budget has already been based on these new rules and by not allowing these items - postage, printing of travel literature, production increases and show fees - we will have to cut other programs and brochures completely in order to cover these important costs.

For example, with the new funding, we will be able to fund 50% of the costs of our visitors guide, which will free up approximately \$13,500 to spend on other much needed brochures and more advertising for our area!

Another example is in that of our postage budget. We currently spend \$21,000 yearly in postage - both sending our Greenbrier County info to those that request it and to those who have previously visited us. If our CVB weren't sending out info on the 300+ attractions, shops, and restaurants in our area - they certainly would face an extreme hardship in loss of revenue. These are all small businesses.

Hope this helps!
Kim

Kimberly Cooper, MPA
Executive Director
Greenbrier County Convention & Visitors Bureau
The Official Destination Marketing Organization of Greenbrier County

540 N Jefferson Street - Suite N Box 17
Lewisburg - WV - 24901
800.833.2068
www.greenbrierwv.com

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Anna Plantz

From: JVHBlake@aol.com
Sent: Thursday, June 23, 2005 1:16 PM
To: West Virginia Division of Tourism
Subject: Re: URGENT request: Tourism Promotion Fund emergency rules

Anna Plants,

Definition of Emergency Status :

To the Tourism Industry around the state it is an emergency when Grant money is cut to satisfy other purposes.
When production costs that increase each year are disallowed, and mailing costs are dropped .

Last year when Grant money was put on hold and reinstated at a later date our festival suffered a loss of \$600 because it was reinstated beyond the beginning date of our advertising.
This year, 2005 we are losing \$985. in production costs for 5 billboards and TV.

This may seem to be a small amount to some ,but to our organization when this amount is disallowed from a matching \$5000. Fairs and Festival Grant it eliminates extra advertising

Good Luck Anna
We need this decision reversed

Moundsville Economic DEvelopment Council
Elizabethtown Festival

Hilda Blake

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Anna Plantz

From: Central [central@centralprintingwv.com]
Sent: Thursday, June 23, 2005 1:13 PM
To: Anna Plantz
Subject: Re: New Grant Rules

Anna

I would say about 35% of our business is tourism related. So when a third of your business makes a shift (good or bad) - your business feels it.

thanks
Cindy

> Scott and Cindy,
>
> Thanks for your wonderful comments. Do you have any figures that show how
> much of your business is tourism related so we can share with the Secretary
> of State's Office.
>
> Thanks,
>
> Anna Plantz
>
> -----Original Message-----
> From: Central [mailto:central@centralprintingwv.com]
> Sent: Thursday, June 23, 2005 12:06 PM
> To: Anna Plantz
> Subject: New Grant Rules
>
>
> We understand there is alot on controversy over the Grant Matching System
> the State has established for the tourism industry.
>
> Maybe we are only seeing one side of the issue. Our company - Central
> Printing - is not in the tourism business - we are a family owned printing
> company that employs 17 West Virginia residents.
>
> The business that tourism brings to the State of West Virginia is what keeps
> our company in business.
>
> So I do support the Grant Program and the business which it is bringing the
> State of West Virginia.
>
> I hope the Secretary of State's office can find time to review the new grant
> rules and help keep the jobs of our employees.
>
> thank you
> Scott and Cindy Fazio
> Central Printing Co.
> Beckley, West Virginia
> 304.252.5303
>
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Anna Plantz

To: Anna Plantz
Subject: FW: Urgent request -- Tourism Promotion Fun Emergency Rules

-----Original Message-----

From: Sharon Cruikshank [mailto:fayette@citynet.net]
Sent: Thursday, June 23, 2005 1:47 PM
To: Anna Plantz
Subject: Re: Urgent request -- Tourism Promotion Fun Emergency Rules

Small amount compared to the world at large
Ansted cut \$800 putting both festivals together on postage.....printing cuts \$1000
OH \$500 cut in postage.....printing cuts \$1000
Bridge Day cut \$1000 in postageprinting cuts 7000

Advertising Cuts were not includes Ansted 500
Oak Hill 1500
Bridge Day 6000
ok
thanks
me

In Fayette County

Sharon Cruikshank
304-465-5617

EXPERIENCE THE DIFFERENCE!

Fayette County Chamber of Commerce www.fayettecounty.com
New River Convention & Visitors Bureau www.newrivercvb.com
Bridge Day Commission www.officialbridgeday.com

----- Original Message -----

From: Anna Plantz
To: 'Sharon Cruikshank'
Sent: Thursday, June 23, 2005 2:27 PM
Subject: RE: Urgent request -- Tourism Promotion Fun Emergency Rules

Sharon,

Thanks for your help. Any idea how much the festivals that have been cut in half generated in revenue before the cuts?

Anna

-----Original Message-----

From: Sharon Cruikshank [mailto:fayette@citynet.net]
Sent: Thursday, June 23, 2005 1:13 PM
To: WV Tourism
Subject: Re: Urgent request -- Tourism Promotion Fun Emergency Rules

Anna

6/24/2005

The New River CVB was not able to produce a visitors guide last year due to the Grant changes that went into affect. Our festivals, Ansted's Hometown Mountain Heritage and Country Roads Festivals had to cut their festival piece in half-due to NO assistance on postage
Oak Hill's Oak Leaf Festival had to cut their festival piece in half-due to NO assistance on postage
Fayette County's Bridge Day Festival had to cut their festival piece in half-due to NO assistance on postage.

Cutting these promotional pieces in halfmeans only attracting 1/2 the people to the State of WV

The **Small businesses** in my area that could not produce a brochure or rack card due to the cuts. Or those small business that we use to do printing--lost out on revenue.

New River CVB, Canyon Rim Ranch, Earlier Times, Chicos, Mountain Laurel Restaurant, New River Jetboats, Central Printing, Plateau Printing, Country River Inn, White Horse Bed & Breakfast, IQ Media, Beckley Newspapers, Fayette Tribune, WJLS Radio, WQBE Radio, Wisteria Gifts and Canyon Rim Gifts just to name a few

I will be thinking about you all....and keeping you in prayer for strength.

In Fayette County

Sharon Cruikshank
304-465-5617

EXPERIENCE THE DIFFERENCE!

Fayette County Chamber of Commerce www.fayettecounty.com
New River Convention & Visitors Bureau www.newrivercvb.com
Bridge Day Commission www.officialbridgeday.com

Anna Plantz

From: Matt Turner
Sent: Friday, June 24, 2005 8:31 AM
To: Anna Plantz
Subject: FW: URGENT request: Tourism Promotion Fund emergency rules

-----Original Message-----

From: NCWVRC@aol.com [mailto:NCWVRC@aol.com]
Sent: Friday, 24 June, 2005 07:05
To: West Virginia Division of Tourism
Subject: Re: URGENT request: Tourism Promotion Fund emergency rules

The grant program is a "boost" to all tourism programs across West Virginia. Especially, I believe, the little fairs and festivals that depend upon the money to promote their programs. We need to have the "emergency rules" to assure that the program continues to benefit all of us.

Sandy McClure
Taylor County Fair

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Anna Plantz

From: Lesley Campbell [LCampbell@dncinc.com]
Sent: Friday, June 24, 2005 10:26 AM
To: aplantz@tourism.state.wv.us
Cc: Dean Lawrence
Subject: Grant Rules Comments

Anna,

The gaming market in the Northern Panhandle is softening in 2005. Combined with the growth of Limited Video Lottery in area bars, restaurants and fraternal organizations, the reduction in grant dollars available to Wheeling Island has been impactful in a negative way.

We see a dramatic change in our revenues in 2005. Our growth in video lottery revenue in 2004 was 26% over previous year. This year, our growth is less than 2%. In the first quarter of 2005, we saw 13,000 fewer visits, a reduction of 6% over last year's attendance numbers.

These changes, in part, can be related to a reduction in marketing dollars available. Since broadcast production reimbursement was removed, Wheeling Island is reusing television and radio creative created in 2004. These older messages are in some cases, out of date. For example, it states we have 2,200 slot machines where we now have 2,400. Production is expensive, and our budget could not support 100% of the expense to produce new television, radio and newspaper creative. Under the new rules, we would be eligible for up to \$22,500 (or a total of \$135,000) in submittable creative and design expenses.

As we look forward to 2006, we had hoped to see a reversal of the market trends and to be able to plan for a return to the grant rules eligibility for direct mail fulfillment and production costs.

Lesley Campbell
Marketing Director
Wheeling Island Racetrack & Gaming Center
lcampbell@dncinc.com
Direct: 304-231-1830
Fax: 304-231-1828

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Anna Plantz

From: Beverly Wellman [bwellman@mccvb.com]
Sent: Thursday, June 23, 2005 2:21 PM
To: Anna Plantz
Subject: Tourism Grant Guidelines

Mercer County Convention & Visitors Bureau's advertising budget decreased almost 70 percent when the new guidelines went into effect. In 2003 our direct advertising grant was \$118,000, in 2004 the grant was \$36,000. We are not able to participate in state cooperative programs with the guideline restrictions because we are spending our funds on printing brochures and postage for fulfillment. I feel we have lost market share because of the limited amount of advertising placed this past year. We need to get the new guidelines in place as early as possible to prevent West Virginia's tourism industry from suffering further. Thank you.

Beverly Wellman
Executive Director
Mercer County CVB
PO Box 4088, 500 Bland St.
Bluefield, WV 24701
304-325-8438, 1-800-221-3206
Fax: 304-324-8483
www.mccvb.com
Mercer County
WV's Southern Gateway

6/24/2005

Anna Plantz

From: A.T.V., Inc [atv@wildwonderfultrails.com]
Sent: Thursday, June 23, 2005 12:47 PM
To: Anna Plantz
Subject: grants

Our company is a new company. We do outfitting for the H/M trail system. Our company needs this advertising or we will, seriously, cease to exist. Our company is the leader in our industry and if we don't make it I don't see the other, only 5 left, making it. This is critical for Southern West Virginia.

Thanks,
Kim Kocak, President The Appalachian Inn and Appalachian Trail Ventures, Inc.

A.T.V., Inc. and The Appalachian Inn

Anna Plantz

From: Brenda Pritt [bpritt@randolphcountywv.com]
Sent: Thursday, June 23, 2005 3:52 PM
To: Anna Plantz
Subject: Grant

Hi Anna,

The Randolph County Convention & Visitors Bureau located in Elkins, WV, is a rural but professional organization that markets the area as well as West Virginia. However, in the past year the new tourism advertising grant guidelines have made it impossible for us to continue the promotional efforts that have economically impacted our county in recent years. Our lodging tax have been reduced by our county government due to less tourist visiting the area and paying the tax. Our visitor count is down meaning less money being spent in lodging facilities, shops and restaurants. We have not been able to put the dollars in advertising to get the visitors here. We have a great area attractive to the outdoor enthusiast but as I said...how would they know we are here if we don't have advertising dollars to let them know.

Another issue is publishing a brochure for direct mail only. I feel that smaller entities need too have printed material available to mail as requests are made. Purchasing labels for direct mailings is sometimes a waste of money if you are not a "Destination" area. So direct mailings from us would be much smaller and not very effective as a larger entity.

Postage is also very expensive and I think it should be included in the grant for each piece of mail you send on a particular marketing campaign. We have very little funding to match grants as it stands. Only these larger entities can seemingly justify getting the matching grant. I understand accountability but I can assure you our organization and many others have used this grant funding successfully and respectfully. Past funding from the grants (before all the changes) have only served to better West Virginia's tourism market. Now is certainly not the time to make it more difficult to attain tourism marketing assistance. Politicians need to look at waste in the Economic Development Divisionnot the Tourism Division. Changes in the grant funding rules will only further hurt the industry (partaicularly in our area) and may even put some smaller Tourism Marketing organizations OUT OF BUSINESS! I appreciate all you do for tourism and your constant concern and assistance to us.

Best Wishes,
Brenda Pritt
Randolph County CVB
Executive Director

6/24/2005

Anna Plantz

From: Joe Stevens (SN) [jstevens@snowshoemtn.com]
Sent: Thursday, June 23, 2005 3:50 PM
To: Anna Plantz
Subject: WV Ski Areas Assoication

Due to the cut back in matching our production costs last year we were not able to do a print ad campaign in four of our larger markets, Norfolk, Virginia, Washington, DC, Raleigh, NC and Richmond, Virginia. All of the resorts in West Virginia, Canaan Valley, Snowshoe Mountain, Timberline and Winterplace saw their market share numbers drop in those vital markets.

Joe Stevens
Director of Communications
304-572-5636

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Anna Plantz

From: lynne [linalou@countryroadswv.com]
Sent: Thursday, June 23, 2005 9:40 PM
To: Anna Plantz
Subject: Emergency Status.

Dear Ms. Plantz,

Kindly forward my comments to the proper persons in order to urge approval of emergency status for the grant rules.

Please be advised that the approval of the new grant requirements and rules are essential to the acquisition of the brochures for our planned event. Without the funding to secure these items, we will not be able to distribute the needed advertising to potential attendees. In order to secure revenue, via traffic to this event, we have to be able to notify the public or we will fall short of our desired contributions and collections. We do not reach an audience without brochures and are in dire need of assistance in funding for these items.

Thank you for your attention to this urgent matter. Tourism is at stake and any means you may put into action to promote the notification of our event, as well as others, is deeply appreciated and genuinely beneficial to the Wild and Wonderful State of West Virginia.

Sincerely,



Lynne Snyder, Belington CVB treasurer
Battle of Laurel Hill Reenactment Committee

In the beginning...God made the world round...so we could have a ball.
Lynne Llewellyn Snyder

Anna Plantz

From: Arietta A. DuPre [cvbceo@yahoo.com]
Sent: Friday, June 24, 2005 1:32 AM
To: Anna Plantz
Subject: Grants

Anna, While I can not give you exact monetary figures at this time, I can tell you this - without the grant reimbursement program Summers County (a low income County as far as the CVB and Tourism monies are concerned) could not have placed advertisements, mailed as many response letters, or been in the position of "making ourselves known". The grant program, in its entirety, is essential to the survival of our County as well as other lower income counties located within the state. Removing even 1 reimbursement category from the Grant program could literally "kill" our Counties chances of upcoming advertising. If the Secretary of State's office would like to see WV lose jobs, visitors, residents (due to migration because of a lack of jobs) ,and much needed monies, they will refuse us emergency status. Only emergency status of our Grant Reimbursement Program can, at this time, uphold a level of security for the Tourism Industry in West Virginia.

Thank

you
DuPre

Arietta
Executive Director Summers County CVB

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6/24/2005

Anna Plantz

From: bonnieb@meer.net
Sent: Friday, June 24, 2005 7:52 AM
To: aplantz@callwva.com
Subject: Grant Meeting Today

Anna
I will be faxing this as well with my member list.

Anna Plantz
Division of Tourism

RE: Grant Changes

The Potomac Highland Travel Council, Inc., dba, West Virginia Mountain Highlands is a member-based, non-profit organization promoting tourism in the eight county region of the Potomac Highlands. We currently have nearly 115 members. These businesses are mostly tourism oriented and approximately 85 percent of them are what we would refer to as "Mom and Pop" businesses, that is, they are small businesses usually owned and operated by family members.

It is a well-known statistic that a majority of the work force in West Virginia is employed by small business. The success of small business is directly related to employment and it is directly related to state taxes, that is, how our state makes a living. The Secretary of State's office should be very concerned about our state's economic security.

The success of small business is also directly related to effective marketing. With many of our small businesses being service oriented, most rely upon tourism to keep the money flowing. Most of our member businesses rely on the PHTC to market for them since many of them do not have very large marketing budgets or the know-how to market effectively. Keep in mind here, that the PHTC works with some counties that do not have Convention & Visitor's Bureaus and that the economic security of the organization is not dependent upon hotel/motel tax. The Potomac Highland Travel Council, Inc. is the oldest travel promotion group in the state (41 years) and has weathered many changes in funding. Our longevity, I believe, comes from our members' sincere belief in the importance of the organization to the region.

The Potomac Highland Travel Council, Inc. survives on a membership dues base of approximately \$22,000.00. This money mostly goes to operations and payroll. Our marketing efforts are directly connected to the Tourism Promotion Fund. Our matching funds come from member support in the purchase of advertising and partnerships. We are a true regional partnership.

With the grant funds (before the change of 2004), we were able to print 100,000 travel guides and 100,000 maps, which we used for fulfillment, direct mail, travel shows, and visitor pick-up. We were able to cover our shipping and distribution costs, postage, and production, therefore, giving us the much needed funds to market, that is, to buy advertising that would give our region a presence in the national marketplace thereby giving us a chance to capture the competitive tourist dollar. We spent approximately \$200,000 a year in the marketplace and this expenditure showed a direct impact on our businesses.

The legislative changes in 2004 directly impacted us. Instead of producing 200,000 promotional pieces for the marketplace; we are lucky to print 20,000 all of which must be direct mailed. Unlike the large companies that spend millions on direct mail, the PHTC does not - we do not have the

funds. Since most marketing expenditures are now out-of-pocket (production, shipping, agency commissions, and most importantly, the printing and fulfillment mailing of our brochures), we have had to direct our matching advertising funds to these expenditures, thus cutting back almost 60 percent in our direct advertising and media buys.

Most drastic has been the result. Our businesses are experiencing a direct impact. Numbers are down. Beds are empty. Money is tight. These economic facts directly effect the organization. Members have less money to spend on partnership co-ops, which means the PHTC has less money to use to create marketing programs. It is a vicious circle.

The changes proposed by the Division of Tourism are essential to the security of our organization and our members. It is an economic "life-and-death" situation to an organization that has promoted tourism in West Virginia for over 40 years. Each of our members rely on us. We, as an organization, rely on our elected officials to make the right choices for us. We beseech you to please approve the Tourism Promotion Fund changes.

Sincerely,

Bonnie Branciaroli
Executive Director
Potomac Highland Travel Council Inc.

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WV Mountain Highlands 2005 Membership List

Date

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	Margaret D. Rexrode	304-249-5506	HC 69, Box 74 Brandywine WV 26802				
	Babe Evick		7509 Scarlet Ibis Ln. Jacksonville FL 32256-2876				
336-05	Adaland Mansion Ann Serafin, Exec. Director	304-457-1587 304-457-2703	PO Box 74 Philippi WV 26416	Barbour County	\$110.00		\$110.00
346-05	Adams Blackwater Realty Beth Adams	304-866-4866 304-866-2774	Rt. 1, Box 250 Davis WV 26260	Tucker	\$136.00		\$136.00
363-05	Appalachian Cabins Leonard Landis/Jacquie	304-567-7070 same	PO Box 88 Seneca Rocks WV 26884	Pendleton	\$215.00		\$215.00
345-05	Appalachian Piecework Laurie Gundersen	304-637-6702	120 Second St Elkins WV 26241	Randolph	\$55.00		\$55.00
345-05-2	Appalachian Piecework Laurie Gundersen	304-637-6702	120 Second St Elkins WV 26241	Randolph	\$55.00		\$55.00
347-05	Aroma Station Dick Adams	304-866-4866 304-866-4866	Rt. 32 Blackwater Center Davis WV 26260	Tucker	\$110.00		\$110.00
310-05	Art Company, The Lori A. Haldemon	304-259-4218	PO Box 452 Davis WV 26260	Tucker	\$110.00		\$110.00
182-05	Augusta Heritage Center Gordon Blackley	304-637-1350 304-637-1317	100 Campus Drive Elkins WV 26241	Randolph	\$110.00		\$110.00
382-05	Big John's Family Flxin's Jon Bush	304-866-4418	Rt. 32, Canaan Valley Davis WV 26260	Tucker	\$85.00		\$85.00
382-05	Big John's Family Flxin's Jon Bush	304-866-4418	Rt. 32, Canaan Valley Davis WV 26260	Tucker	\$80.00		\$80.00
317-05	Big Ridge Campground Sherla Wilkins	304-897-6404	6446 Dove Hollow Road Mathias WV 26812	Hardy	\$110.00		\$110.00
378-05	Bittersweet Books & Antiques Sandy Marshall	304-636-6338	117 Third Street Elkins WV 26241	Randolph	\$55.00		\$55.00
378-05-2	Bittersweet Books & Antiques Sandy Marshall	304-636-6338	117 Third Street Elkins WV 26241	Randolph	\$55.00		\$55.00
198-05	Black Bear Resort Murray Dearborn	304-866-4391 304-866-4868	Rt. 1, Box 55 Davis WV 26260	Tucker	\$324.50		\$324.50
337-05	Blackwater Brewing Rose Benson	304-259-4221 304-259-4271	PO Box 356 Davis WV 26260	Tucker	\$165.00		\$165.00

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318-05	Blackwater Falls Park Melissa Brown	304-259-5216	PO Drawer 490 Davis WV 26260	Tucker	\$275.00		\$275.00
335-05	Blackwater Outdoor Center Patrick McCann	304-478-3775 304-478-3775	RR. 1, Box 239 Parsons WV 26287		\$110.00		\$110.00
200-05	Blue Ridge Country Liz Houhoulis	540-989-6138 540-989-7603	3424 Brambleton Ave., SW Roanoke VA 24018	Other	\$165.00		\$165.00
073-05	Bourque Properties Contact: Bob Bourque	941-737-2262 941-737-3897	435 10th Ave. W. Ste. C Palmetto FL 34221	North Fork Mountain Inn Billing	\$121.00		\$121.00
251-05	Brazen Head Inn Will Fanning	304-339-6917 304-339-4034	HC 69, Box 28-A Mingo WV 26294	Pocahontas	\$121.00		\$121.00
020-05	Buckhorn Trout Farm Eston Teter	304-249-5253	HC 69 Box 202 Ft. Seybert WV 26802	Pendleton	\$110.00		\$110.00
296-05	Canaan Realty Laura Reed	304-866-4400 304-866-4200	HC 70, Box 171 Davis WV 26260	Tucker	\$409.00		\$409.00
348-05	Canaan Trading Co. Virginia Merson / Marn	304-866-4489 304-866-4538	HC 70, Box 191 Davis WV 26260	Tucker	\$110.00		\$110.00
116-05	Canaan Valley Resort Tom D'Agostino	304-866-4121 304-866-4822	HC 70, Box 330 Davis WV 26260	Tucker	\$495.00		\$495.00
116-05	Canaan Valley Resort, Guest Services Julia Brown	703-849-9320 703-641-4690	3055 Prosperity Ave. Fairfax VA 22031	Tucker			
191-05	Cass Scenic Railroad Stephanie L. Bailey	304-456-4300 304-456-4641	PO Box 107 Cass WV 24927	Pocahontas	\$82.50		\$82.50
191-05-2	Cass Scenic Railroad Stephanie L. Bailey	304-456-4300 304-456-4641	PO Box 107 Cass WV 24927	Pocahontas	\$82.50		\$82.50
063	Cheat River Lodge Roxye Marshall	910-842-1126 910-842-1313	401 Ironwood Drive Bolivia NC 28422				
063-05	Cheat River Lodge & Inn Roxye Marshall	304-636-2301 304-636-4495	Rt. 1, Box 115 Elkins WV 26241	Randolph	\$352.00		\$352.00
249-05	Cheat River Outfitters Paul & Wendy Hart	304-329-2024 304-329-2519	PO Box 134, Rt. 26 Albright WV 26519	Tucker	\$110.00		\$110.00
387-05	Cline Realty Sue Cline	304-358-3234 304-358-7000	P.O. Box 14 Franklin WV 26807	Pendleton	\$138.00		\$138.00
334-05	Colabrese General Store Robert Anderson	304-463-4240	PO Box 132 / Front St. Thomas WV 26292	Tucker	\$110.00		\$110.00

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053-05	Coldwell Banker Archer/Hometown Terry Stephens / Amy White	304-788-3322 304-788-7951	PO Box 777 Keyser WV 26726	Randolph	\$137.50		\$137.50
083-05	Coyote's Tiffany Raymond	304-866-3800	HC 70, Box 252 Davis WV 26260	Tucker	\$165.00		\$165.00
065-05	Cross Roads Econo Lodge Jim & Pat Fisher	304-636-5311	40 Cherry St. Elkins WV 26241	Randolph	\$324.50		\$324.50
081-05	Days Inn Julia Elbon	304-637-4667 304-637-2130	1200 Harrison Ave Elkins WV 26241	Randolph	\$407.00		\$407.00
197-05	Durbin & Greenbrier Rail. John & Kathy Smith	304-456-4935 304-456-5246	PO Box 44 Durbin WV 26264	Pocahontas	\$412.50		\$412.50
070-05	Eagle's Nest Outfitters Arvela & John Zimmerer	304-257-2393 304-257-2570	PO Box 731 Petersburg WV 26847	Grant	\$165.00		\$165.00
101-05	Elkins Motor Lodge Susan Channell	304-636-1400 304-636-6318	PO Box 46 Elkins WV 26241	Randolph	\$407.00		\$407.00
109-05	Elkins Sewing Center Susan Pifer	304-636-9480 304-636-9486	300 Davis Ave. Elkins WV 26241	Randolph	\$110.00		\$110.00
095-05	First Mortgage Co., Inc Nicola Nieves	304-636-0900 304-636-6009	316 Second Street Elkins WV 26241	Randolph	\$110.00		\$110.00
041-05	Fort Hill Motel Sarah J. Moomau	304-257-4717 304-257-5178	HC 59, Box 99 Petersburg WV 26847	Grant	\$269.50		\$269.50
193-05	Franklin Inn / Fox's Pizza Pamela K. Wilson	304-358-2118	654 North Main St. / PO Box 352 Franklin WV 26807	Pendleton	\$297.00		\$297.00
184-05	George R. Scott, CPA George Scott	304-636-7420 304-636-7538	44 S. Randolph St Elkins WV 26241	Randolph	\$110.00		\$110.00
124-05	Golden Anchor Ron Cvetican	304-866-2722	RT. 1, Box 15-B Dry Fork WV 26263	Tucker	\$148.50		\$148.50
309-05	Good Energy Foods Alex	304-636-5169 304-636-8808	214 Third Street Elkins WV 26241	Randolph	\$110.00		\$110.00
154-05	Graceland Inn Frank DeMarco	304-637-1600 304-637-1809	100 Campus Drive Elkins WV 26241	Randolph	\$352.00		\$352.00
325-05	Greenbrier River Cabins Tom Cline	304-653-4646 304-653-4556	HC 64, Box 544 Seebert WV 24944	Pocahontas	\$224.25		\$224.25
294-05	Hampshire House Jane & Scott Simmons	888-806-1131 304-822-7582	165 N. Grafton St. Romney WV 26757	Hampshire	\$121.00		\$121.00

1365-05	Hardman's Hardware Tom Hardman	304-927-4701 304-927-4702	102 Court Street Spencer WV 25276	Hardy		\$110.00		\$110.00
1365-05	Hardman's Hardware Will Runyon, Mgr.	304-530-2341	131 Main Street Moorefield WV 26836					
1232-05	Hardy Co. Commission Janet S. Ferrell, Clerk	304-538-2929 304-538-6832	204 Washington Street, Rm. 111 Moorefield WV 26836	Hardy				
1139-05	Hardy Co. Tourism Mallie Combs	304-530-3047 304-538-6995	204 Washington Street Moorefield WV 26836	Hardy				
1071-05	Harman's N. Fork Cottages Todd Harman	800-436-6254 304-257-2220	HC 59, Box 1412 Cabins WV 26855	Grant		\$270.00		\$270.00
1029-05	Harper's Country Store Joe Harper	304-567-2586 304-567-2907	PO Box 9 Seneca Rocks WV 26884	Pendleton		\$110.00		\$110.00
1146-05	Harper's Front Porch Joe Harper	304-567-2586 304-567-2907	PO Box 9 Seneca Rocks WV 26884	Pendleton		\$165.00		\$165.00
1163-05	Hermitage Motor Inn Jim & Diane Roby	304-257-1711 304-257-4330	PO Box 1077 Petersburg WV 26847	Grant		\$324.50		\$324.50
1103-05	Hiawatha's Bob & Cay Wood	304-636-4836	100 Executive Office Plaza Elkins WV 26241	Randolph		\$110.00		\$110.00
1322-05	Hill House B&B JoAnn Hill	304-259-5883 304-259-5338	PO Box 359 Davis WV 26260	Tucker		\$121.00		\$121.00
1079-05	Homestead Inn Motel Larry & Helen Hedrick	304-257-1049 304-257-9564	HC 59, Box 148 Petersburg WV 26847	Grant		\$269.50		\$269.50
1343-05	Jerico B & B / Cabins Tom Moore, Jr/Linda Moore	304-799-6241 304-799-2219	Rt. 1, Box 371-T / Jerico Rd. Marlinton WV 24954	Pocahontas		\$121.00		\$121.00
1097-05	Koolwink Motel Wallace Mauk	304-822-3595	HC 63, Box 410 Romney WV 26757	Hampshire		\$269.50		\$269.50
1121-05	Land of Canaan Cindy Cook	304-866-4788 304-866-6214	HC 70, Box 290 Davis WV 26260	Tucker		\$324.50		\$324.50
1185-05	Landis Realty Kimberly S. Landis	304-866-2110 304-866-2717	HC 70, Box 468 Davis WV 26260	Tucker		\$138.00		\$138.00
1188-05	Lemuel Chenoweth House/Antiques/Mus. Randy Allan	304-636-2650 636-1953 (H)	PO Box 239 Bevly WV 26253	Randolph		\$110.00		\$110.00
1118-05	Lost River Campgrounds Joyce Teets	304-897-5415 304-897-5415	HC 83, Box 2 Lost River WV 26810	Hardy		\$110.00		\$110.00

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104-05	Lower Cheat Land Company, LLC Cat Cole	304-636-9220 304-636-8475	PO Box 1482 Elkins WV 26241	Randolph	\$214.50		\$214.50
109-05	Marlinton Motor Inn Teresa Hammons	304-799-4711 304-799-7402	HC 69, Box 47 Marlinton WV 24954	Pocahontas	\$407.00		\$407.00
109-05	McDonald's Mike Delaney	304-538-6545	Rt. 28 Petersburg WV 26836	Grant	\$0.00		\$0.00
109-05	McDonald's Mike Delaney	304-822-7348	370 Main Street Romney WV 26757	Hampshire	\$0.00		\$0.00
109-05	McDonald's/Carmir Mike Delaney	304-257-9350 Off: 538-3399	751 N. Main Street/PO Box 699 Moorefield WV 26836	Hardy	\$220.00		\$220.00
117-05	Mill Creek Saw Shop Dick Jones	800-488-0465 304-289-6083	P.O. Box 247 / Rt. 50 Burlington WV 26710	Mineral	\$100.00		\$100.00
1127-05	Morning Glory Inn Rod Moldor & Karen	304-572-5000 304-572-5001	PO Box 116 Slatyfork WV 26291	Pocahontas	\$121.00		\$121.00
121-05	Mount Airy B&B Omar Quillen	304-572-5208 N/A	HC 69, Box 61 Slatyfork WV 26291	Pocahontas	\$121.00		\$121.00
1247-05	Mountain Air Balloons Wayne Woodall	304-472-0792 304-473-0792	100 Woodall Lane Buckhannon WV 26201	Other	\$110.00		\$110.00
1300-05	Mountain Institute Mathew Tate	304-567-2632 304-567-2666	HC 75, Box 24 Circleville WV 26804	Pendleton	\$110.00		\$110.00
1303-05	Mountain Meadow Farms Jody Ours	304-749-8049 304-749-8049	HC 72, Box 7188 Scherr WV 26726	Grant	\$110.00		\$110.00
131-05	Mountain Top Realty Matt Havery	304-866-4300 304-866-3333	HC 70, Box 196 Davis WV 26260	Tucker	\$324.50		\$324.50
1300-05	Mountain Trail Rides Kim Barnett	304-866-4652 304-227-4520	HC 70 Box 311 Davis WV 26260	Tucker	\$138.00		\$138.00
114-05	Mountain Valley Bank Nancy Parsons	304-637-2265 304-637-2270	317 Davis Avenue Elkins WV 26241	Randolph	\$275.00		\$275.00
135-05	Mountainmade.com Susan O'Dell	1-877-686-6233 304-463-4111	PO Box 660, B&L Building, Thomas WV 26292	Tucker			
1300-05	Mountainmade.com Karen Carper	1-877-686-6233 304-463-4111	PO Box 660, B&L Building, Thomas WV 26292	Tucker	\$110.00		\$110.00
159-05	Mtn Valley Properties Debbie Goodwin	304-572-2210 304-572-5539	HC 69-Box 22A Slatyfork WV 26291	Pocahontas	\$325.00		\$325.00

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1073-05	North Fork Mountain Inn Linda Jones	304-257-1108 304-257-2008	PO Box 114 Cabins WV 26855	Grant			
1157-05	North Mountain Rentals John Sneberger	304-257-5411 304-257-5412	PO Box 155 Cabins WV 26855	Grant	\$214.50		\$214.50
1390-05	Old Clark Inn Nelson Hernandez	304-799-6377	702 Thrd Ave. Marlinton WV 24954	Pocahontas	\$121.00		\$121.00
1416-05	Old-Fashioned Apple Harvest Festival Vicki Ginn	304-788-1953 304-788-1992	145 Southern Drive Keyser WV 26726	Mineral	\$165.00		\$165.00
1381-05	Pendleton Co. Chamber Carolyn Simmons	304-358-3884 304-358-3884	PO Box 737 Franklin WV 26815	Pendleton	\$275.00		\$275.00
1030-05	Pendleton County Bank W. A. "Bill" Loving	304-358-2311 304-358-7997	PO Box 487 Franklin WV 26807	Pendleton	\$275.00		\$275.00
1185-05	Pendleton County Comm. Nancy Gohsur, Clerk	304-358-2505	PO Box 1167 Franklin WV 26807				
1050-05	Pocahontas County CVB Gail Lowry	304-799-4636 304-799-4649	PO Box 275 Marlinton WV 24954	Pocahontas	\$275.00		\$275.00
1002-05	Potomac Eagle David Corbitt	304-422-6069 304-485-5901	2306 35th Street Parkersburg WV 26104	Hampshire	\$413.00		\$413.00
1187-05	Private Condominlums John Dearing	800-898-0004 704-286-0726	366 Gay Place Jackson OH 45840	Pocahontas	\$214.50		\$214.50
1330-05	Purple Fiddle John & Kate Bright	304-463-4040	21 East Ave. / PO Box 87 Thomas WV 26292	Tucker	\$165.00		\$165.00
1257-05	Randolph County Arts Ctn Victor Thacker	304-637-2355	PO Box 3111 Elkins WV 26241	Randolph	\$55.00		\$55.00
1357-05-0	Randolph County Arts Ctn Victor Thacker	304-637-2355	PO Box 3111 Elkins WV 26241	Randolph	\$55.00		\$55.00
1014-05	Randolph County CVB Brenda Pritt	304-636-2717 304-636-8046	315 Railroad Ave., Ste. 1 Elkins WV 26241	Randolph	\$275.00		\$275.00
1112-05	Red Oak Realty Oak Hall	304-799-4440 815-550-2328	909 Seneca Trail Marlinton WV 24954	Pocahontas	\$138.00		\$138.00
1389-05	REMAX/Old Spruce Realty Michael Hughes	304-572-2100 304-572-3282	HC 69, Box 24 Slatyfork WV 26291	Pocahontas	\$138.00		\$138.00
1114-05	Revelle's River Resort James Bazzle	304-636-0023 304-636-0316	Box 96 Bowden WV 26254	Randolph	\$247.50		\$247.50

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003-05	River Car Restaurant Whistle Stop Tavern Steven Keith	304-636-4001	PO Box 3 Bowden WV 26254	Randolph	\$82.50		\$82.50
003-05-2	River Car Restaurant Whistle Stop Tavern Steven Keith	304-636-4001	PO Box 3 Bowden WV 26254	Randolph	\$82.50		\$82.50
006-05	Riverside Cabins / (Scott's Cabins) Joyce & Steve Schetrom	304-538-6467	PO Box 61 Fisher WV 26818	Hardy	\$214.50		\$214.50
001-05	Schaefer Antiques John & Anne Schaefer	304-249-5229 304-249-5867	HC 69, Box 53 Brandywine WV 26802	Pendleton	\$110.00		\$110.00
004-05	Seneca Caverns Steve Bland	304-567-2891 304-567-2075	Box 61 Riverton WV 26814	Pendleton	\$495.00		\$495.00
002-05	Seneca Rocks Climbing John Markwell	304-567-2600	Box 53 Seneca Rocks WV 26884	Pendleton	\$55.00		\$55.00
002-05	Seneca Rocks Cnt. Julie Fosbender	567-2827, x 12 304-567-2758	PO Box 13 Seneca Rocks WV 26884	Pendleton			
004-05	Shallmar Farm Mickey Deike	304-456-4852	P.O. Box 108 Cass WV 24927	Pocahontas	\$215.00		\$215.00
003-05	Smoke Hole Caverns Janet & Jerry Hedrick	304-257-4442 304-257-2745	HC 59, Box 99 Seneca Rocks WV 26884	Grant	\$495.00		\$495.00
004-05	Snowshoe Mountain Brian Rowe	304-572-5636 304-572-5664	PO Box 10 Snowshoe WV 26209	Pocahontas	\$495.00		\$495.00
006-05	Snowshoe Properties Management Liz Painter	304-572-2100 304-572-3282	HC 89, Box 24 Slatyfork WV 26291	Pocahontas	\$324.50		\$324.50
017-05	South Branch Inn Kelly Williams	304-538-2033 304-538-2036	PO Box 664 Moorefield WV 26836	Hardy	\$324.50		\$324.50
004-05	South Side Depot Virginia Hedrick	304-257-9264 304-257-9264	126 S. Main Street Petersburg WV 26847	Grant	\$110.00		\$110.00
004-05	Summit Community Bank Teresa Sherman	304-538-7233 x 126 304-530-6861	PO Box 680 Moorefield WV 26836	Hardy	\$275.00		\$275.00
028-05	Sunken Gardens Restaurant Julia Elbon	304-637-4667 304-636-2130	1200 Harrison Ave. Elkins WV 26241	Randolph			
050-05	The Agency Mark Branciaroli	304-637-2202	340 Beverly Pike Elkins WV 26241	Randolph	\$165.00		\$165.00
075-05	The Highland Cafe Renata Poe	304-636-4197 304-636-6595	1404 N. Randolph Ave. Elkins WV 26241	Randolph	\$110.00		\$110.00

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Date

<u>Inv.#</u>	<u>Advertiser/Contact</u>	<u>Phone/Fax</u>	<u>Address</u>		<u>Gross</u>	<u>D/C</u>	<u>Net</u>
2392-05	The Inn at Mountain Quest Ginny Ramos	304-799-7267 304-799-0861	RR 2, Box 109 Marlinton WV 24954	Pocahontas	\$270.00		\$270.00
2061-05	The Ski Barn Mike Owens	304-572-1234 304/572-2345	Rt. 219 at Snowshoe Road Slatyfork WV 26291	Pocahontas	\$165.00		\$165.00
2384-05	Three Seeds Dan & Sandy Owen	304-259-5599	P.O. Box 791 Thomas WV 26260	Tucker	\$110.00		\$110.00
2132-05	Timberline Four Seasons Resort Tom Blanz, Manager	304-866-4801 304-866-4600	HC 70, Box 488 Davis WV 26260	Tucker	\$330.00		\$330.00
2179-05	Timberline Resort Realty Pat Herlan	304-866-7414 304-866-4841	HC 70, Box 573 Davis WV 26260	Tucker	\$407.00		\$407.00
2183-05	Top Kick's Military Museum Gerald Bland	304-257-1392	PO Box 152 Petersburg WV 26847	Grant	\$110.00		\$110.00
2018-03	Town of Moorefield Phyllis Sherman	304-538-6142 304-538-6933	206 Winchester Ave. Moorefield WV 26826	Hardy			
2219-03	Town of Wardensville John H. Sayers, Recorder	304-874-3950 304-874-4044	PO Box 7 / 25 Warrior Way Wardensville WV 26851-0007	Hardy			
2088-05	Tucker County CVB Bill Smith, Director	304-259-5315 304-259-4210	PO Box 565 Davis WV 26260	Tucker	\$275.00		\$275.00
2377-05	Tunnel Mountain B&B/Riverside Retreat Anne & Paul Beardslee	304-636-1684	Rt. 1, Box 59-1 Elkins WV 26241	Randolph	\$121.00		\$121.00
2391-05	Valley View Motel Mike DeFibaugh	304-335-6226 304-335-2985	P. O. Box 27 Mill Creek WV 26280	Randolph	\$270.00		\$270.00
2190-05	Village Inn Motel Toni Brooke	304-866-4166 304-866-4888	HC 70, Box 190 Davis WV 26260	Tucker	\$270.00		\$270.00
2358-05	Why Not Shop-Rt. 66 Deli Beryl Minghini	304-572-2200 304-572-1200	HC 69, Box 24E Slatyfork WV 26291	Pocahontas	\$55.00		\$55.00
2358-05-2	Why Not Shop-Rt. 66 Deli Beryl Minghini	304-572-2200 304-572-1200	HC 69, Box 24E Slatyfork WV 26291	Pocahontas	\$55.00		\$55.00
2372-05	Windwood Resort	888-359-4667 304-866-4108	HC 70, Box 105 Davis WV 26260	Tucker	\$270.00		\$270.00
2320-05	Yokum's Stables Virgil E. and Dana S. Yokum	304-358-7361	HC 62, Box 17A Upper Tract WV 26866	Pendleton	\$137.50		\$137.50
2148-05	Yokum's Vacationland Shirley Yokum	304-567-2351 304-567-2352	HC 59, Box 3 Seneca Rocks WV 26884	Pendleton	\$654.50		\$654.50

\$23,756.25

\$23,756.25

GROSS D/C

NET

Anna Plantz

From: Jeanne Mozier [star@starwv.com]
Sent: Friday, June 24, 2005 8:53 AM
To: Anna Plantz
Cc: Berkeley Springs TBS
Subject: Re: Urgent request -- Tourism Promotion Fun Emergency Rules

Dear Anna,

Travel Berkeley Springs, the convention and visitors bureau of Morgan County, has in the last fiscal year spent \$24,000 towards fulfillment pieces -- approximately 27% of our annual budget.

Our job is twofold -- to bring people to Berkeley Springs and Morgan County to visit AND to spread their business around the county. These pieces are essential to both parts of our job. Without the brochures that provide information on where people can eat, shop and spa while they are lodging here, literally scores of businesses would not be able to survive. And it is these ancillary businesses that are the attractions for visitors to choose Berkeley Springs over many other options. We use our Website widely but tourists want something to hold in their hands when they are here and constantly request a map.

More than anything else we do, providing quality information once visitors are here -- the brochures and fulfillment pieces -- is what fuels economic development. Since we began developing these pieces with the previous help of the ad grant funding, the number of shops and restaurants have DOUBLED! Berkeley Springs is the most vibrant downtown in the state and tourists who know what is there for them are the main reason why.

Every dollar of help we NO LONGER receive from the ad grants for printing this information that spreads business throughout the county is a dollar we DO NOT HAVE to spend on advertising to get them here in the first place.

There is no doubt in our mind that the continued deprivation of grant funds for fulfillment pieces is an economic development crisis. Helping tourists spend their dollars in our towns and countryside is the MOST successful, cost effective economic development action the state of West Virginia can take. Killing downtowns and closing businesses is surely not a strategy that the Manchin Administration wants to pursue.

As tourists say during focus groups: "When we are on vacation, we're all rich." Do not deprive us of the help we need to have visitors spend their wealth in our communities BECAUSE THEY KNOW WHERE TO GO TO SPEND IT.

Jeanne Mozier

Travel Berkeley Springs
127 Fairfax St
Berkeley Springs, WV 25411
800-447-8797

[This e-mail was scanned for viruses by F-Prot/Declude Antivirus]

[This e-mail was scanned for viruses by F-Prot/Declude Antivirus]

Anna Plantz

To: Anna Plantz
Subject: FW: grant comments

-----Original Message-----

From: Kay Bess [mailto:kay@visitwv.com]
Sent: Friday, June 24, 2005 8:58 AM
To: Anna Plantz
Subject: grant comments

Anna,

Here are our comments regarding the emergency rules.

The SWVCVB grant for 2005 was for \$392,479.04, approximately 50% less than the grant we wrote in 2004 for \$771,840. Changes to the grant rules which included not being able to grant our fulfillment piece unless we direct mailed it forced us to decrease our media buys to compensate for the printing of the guide and the postage to mail it.

In 2005, we also did not participate as a vendor at any travel shows since those also became non-grantable items. In 2004, we spent \$19,200 in shows which is a vital part of our marketing plan.

Our media buys took a huge hit since we had less funds to work with. In 2004, we spend \$176,940 on media buys including participation in many state co-ops. In 2005, that number dropped to \$54,255.00, about 75% less.

As a regional CVB with 350+ members, we endeavor to do as much national advertising as we can and provide our members with these leads to entice visitors to our destination. The grant program has always afforded us the opportunity to enhance our marketing efforts and we would like to see these things re-instated to assist us in our efforts.

Thanks

Kay Bess
Director of Sales & Marketing
SWVCVB
221 George Street Ste 2
Beckley, WV 25801
304-252-2244 - 800-VISITWV
Fax: 304-252-2252
www.visitwv.com or www.visitwv.org
kay@visitwv.com

"The task at hand is never greater than the power within you!"

6/24/2005

Anna Plantz**To:** Anna Plantz**Subject:** FW: emergency response to rules

-----Original Message-----

From: Traci West-McCombs [mailto:twmccombs@theclaycenter.org]**Sent:** Friday, June 24, 2005 9:10 AM**To:** Anna Plantz**Subject:** emergency response to rules

Anna:

As Charleston continues to see a shrinking population base, it has become crucial to find ways to influence tourists to visit West Virginia and benefit the state and local economies.

Those in the West Virginia tourism industry work tirelessly to create programs and incentives to attract more visitors each year. From exhilarating whitewater rafting to heritage and historical sites, groups are pulling together to make every part of the state a wonderful place to visit. Everyone benefits when tourism efforts are successful. The communities are a better place in which to live and work and there are more enriching opportunities for children. These efforts, however, take not only a great idea and hard work, but it takes funding.

The Clay Center, for example, because of its cultural and entertainment opportunities, is a natural magnet for tourism. School children from every county in West Virginia have visited the Avampato Discovery Museum and/or attended a Clay Center performance, and there is a strong, committed base of support from the local community and surrounding areas. We have had, so far, more than 42,000 visitors nationally since July 2003. It is, however, difficult to attract visitors on a regional and national effort. The Clay Center, however, is still in its infancy. Without being able to tap into additional funding to draw a larger audience for events, the future can be the difference of a great project that is a good place to visit to a regional and national centerpiece for the city, reaching tens of thousands more visitors and revenue each year.

Let's say we were to, eligible under the new proposed rules, to apply for a grant in the amount of \$35,000. Just by matching those dollars, we can become a stronger competitor in the group tour market. By effectively advertising the Clay Center to that market, the potential revenue for bringing in tour groups from other areas to visit our facility, shop in area stores, eat in area restaurants would be a potential of up to \$200,000 in revenue for the entire facility in just 2005-2006 alone. If, the Clay Center could continue applying for grants in the coming years, our group tour efforts could grow by 20 percent each year. In the coming years, the toll that decreased funding opportunities that are available through grants will become much more evident. By then, many tourist attractions that visitors enjoy will no longer be an option and West Virginia as a whole will lose its hard-fought place in ever growing fight to keep a steady stream of visitors.

The spiraling effect of relaxing the grant rules could very well mean the difference not only to a larger facility like the Clay Center but also to all the grassroots projects that make West Virginia the wild and wonderful resource that it is.

Thank you

Sue Sergi,
President/CEO
Clay Center for the Arts &
Sciences of WV

6/24/2005

Traci West-McCombs
Interim Marketing Manager
Clay Center
One Clay Square
Charleston, WV 25301
(304) 561-3557
www.theclaycenter.org

Anna Plantz

From: Kathy Johnson [kjohnson@tourism.state.wv.us]
Sent: Friday, June 24, 2005 7:55 AM
To: Anna Plantz (E-mail)
Subject: FW: FW: URGENT request: Tourism Promotion Fund emergency rules

-----Original Message-----

From: CleetaM@aol.com [mailto:CleetaM@aol.com]
Sent: Friday, June 24, 2005 7:51 AM
To: kjohnson@tourism.state.wv.us
Subject: Re: FW: URGENT request: Tourism Promotion Fund emergency rules

Anna, I would like to personally add my request that we be given emergency rule status for the Tourism Promotion Fund. I, and all the small CVBs such as the Coalfield CVB are in dire need to print brochures and to do other marketing materials, that we cannot possibly do as the Grants program now allows. Please help us. Thank you, Cleeta Mullins, Executive Director, Coalfield Convention & Visitors Bureau.

6/24/2005

Anna Plantz

From: King, Sharon [sharon.king@cityofcharleston.org]
Sent: Friday, June 24, 2005 8:06 AM
To: Anna Plantz; Anna Plantz
Subject: Respond to Sec. of State

The City of Charleston and the Charleston CVB has a focus on all aspects of tourism and fought long and hard for the increase in the hotel/motel tax which will take place later this year. This financial increase must be spread out in many areas to entice conventions, meetings and tourists to come to West Virginia; therefore the WV Division of Tourism support dollars are vital. We must be able to compete with the larger cities, not to mention peer destinations.

Two years ago large cuts were made in the Tourism budget which affected us all. Due to that lack of dollars a dip in city-wide meetings are being seen in 2006 and 2007. With a bitter taste we handled the short falls of the moment and created larger ones down the road.

As the hospitality community must work years in advance the importance of our collaterals and professional production are of first priority.

In the summer of 2004 the city-wide events brought \$10 million dollars into the local economy. There are none scheduled for the summer of 2006. The Charleston CVB has suffered a cut of \$250,000.00 in direct advertising and collaterals. Hotel/Motels have lost their entire budgets and the Charleston Civic Center lost over \$125,000 in matching support.

The Charleston Area Visitors and Convention Bureau, the Charleston Civic Center and members of the greater Kanawha Valley hospitality community attend trade shows to cultivate leads for the larger city-wide events. Where we once attended seven trade shows per year, the city is now represented by only two. Without marketing or professional collaterals we cease to exist to the outside world.

The City of Charleston has benefited greatly thanks to the support of the WV Division of Tourism. The increase of our convention numbers as well as off season events were all due to our marketing efforts and Tourism's support. Now we must start that process all over again as most of our agencies have had to greatly downsize over the last two years.

We must have that support again to level the playing field for our market.

Eddie Canaday, President of the Charleston CVB
Sharon King, Marketing Director of the Charleston Civic Center

M. Sharon King
Charleston Civic Center
200 Civic Center Drive
Charleston, WV 25301
304.345.1500 ext. 220
304.545.0244 Cell
304.345.3492 Fax

Anna Plantz

From: Marianne Moran [cvb@marioncvb.com]
Sent: Thursday, June 23, 2005 12:49 PM
To: Anna Plantz
Subject: emergency rule changes-comments

The Convention & Visitors Bureau of Marion County is a membership-based destination marketing organization representing over 100 businesses in Marion County.

We are in desperate need of a new travel guide. We normally print one every year, but due to budget restraints were unable to do so in 2004. All of our 100+ members are listed free of charge in this brochure, and all these businesses rely heavily on the publicity this brochure brings them to attract tourists (and residents alike) to their business.

If the rules are not changed immediately, we are going to completely run out of brochures and will not be able to respond to the hundreds of visitor inquiries we receive each month. We simply will not have a travel guide to send them. During this past fiscal year, we received over 6,000 individual visitor requests and distributed over 40,000 brochures.

In addition, we will not be able to supply travel guides to any of the 8 Welcome Centers located throughout West Virginia.

I cannot stress enough the importance of these rule changes being put into effect immediately. Small business is the backbone of our State, and our small businesses and attractions in Marion County will suffer greatly if we are not able to produce a guide and advertise their business to our visitors and residents.

In addition, with rising postage costs, the rule change to allow postage for fulfillment is also imperative, as is production fees so that we may continue to produce high-quality brochures, television commercials, radio spots, billboards, and all the marketing tools we use to increase tourism in our State.

Thank you for your consideration of this urgent request.

Marianne Moran, Director
The Convention & Visitors Bureau of Marion County, Inc.
110 Adams Street
Fairmont, WV 26554
(304) 368-1123
fax (304) 363-0480
THE OFFICIAL DESTINATION MARKETING ORGANIZATION FOR MARION COUNTY

Anna Plantz

From: Jonathan Rider [jonathan@riderpharmacy.com]
Sent: Thursday, June 23, 2005 1:06 PM
To: Anna Plantz
Cc: 'Marianne Moran'
Subject: ADV Grants Program: Marion County CVB

Anna,

Our local CVB (Marion County) relies heavily on the new rule changes to the advertising grants program so that we may produce a new travel guide promoting all tourism attractions and businesses in Marion County.

Regards,

Jonathan Rider
President/Owner
Rider Pharmacy

6/24/2005

Anna Plantz

From: Sharon Shaffer [sjshaffer@marioncountywv.com]
Sent: Thursday, June 23, 2005 1:47 PM
To: Anna Plantz
Subject: Rule change

Dear Ms. Plantz;

I am a 7 1/2 year board member of the Marion County Convention & Visitor's Bureau. I have seen the changes made to the Advertising Grant Program. I understand the need to revise them when the source funding for the program was altered. Clearly the agency could not continue to fund at the previous level when not as much monies are available.

I am excited to hear that new rule changes are again in the works. I hope these will be considered favorably. **Our CVB is heavily relying on the new rule changes to the Advertising Grant Program so that we may produce a new travel guide promoting all tourism attractions and businesses in Marion County.** Many businesses were adversely affected by the previous rules. Not every attraction is a destination with a large marketing budget. The cottage industries were left behind. The travel guide is an essential element to our county's marketing plan.

Sharon Jones Shaffer
Marion County CVB Treasurer
Marion County Administrator
Marion County Commission
200 Jackson Street, Room 403
Fairmont, WV 26554
304 367-5400
sjshaffer@marioncountywv.com

6/24/2005

Anna Plantz

From: Hollinger, Marian [mhollinger@fairmontstate.edu]
Sent: Thursday, June 23, 2005 2:01 PM
To: Anna Plantz
Subject: Emergency Status for Tourism, New Grant Rules

Dear Ms Plantz:

My local CVB--Marion County--is relying very heavily upon the new rule changes to the advertising grants program, in order that we might produce a new travel guide, promoting all tourism attractions and businesses in Marion County. As a member of Fairmont State University, I see that this will impact our ability to send out, state-wide, arts events notices to a broad readership and potential audience. Please give the new rule changes emergency status.

Sincerely,

Marian J Hollinger
Fine Arts Advocate

6/24/2005

Anna Plantz

From: SewChic@adelphia.net
Sent: Thursday, June 23, 2005 9:59 PM
To: Anna Plantz

Dear Ms. Plantz,

The Marion County Citizens and Visitors Bureau is depending on the new rule changes to the advertising grants program. This is needed so that we may produce a new travel guild to promote the tourist attractions and businesses in Marion County.

A very large percentage of my business comes from I-79. Between June 8 through 11, four hundred and twenty five quilters visited my shop as part of the annual Mountain Quilt Quest shop hop. Many of these ladies stayed in local hotels and ate in the local restaurants due to the distribution of the current Marion County Travel Guide. As a new member, my shop is not listed in the current travel guide and I would appreciate a new guide being produced so that my business will be among those listed.

Any help you can give to this matter will be greatly appreciated.

Thank you,
Sue Henderson, owner
Sew Chic LLC

Anna Plantz

From: Taylor, Shawn (F) [Shawn.Taylor@marriott.com]
Sent: Friday, June 24, 2005 8:18 AM
To: Anna Plantz
Subject: Tourism Commission...

Our local CVB is heavily relying on the new rule changes to the advertising grants program so that we may produce a new travel guide promoting all tourism attractions and business in the Marion County Area.

Thank You,

Shawn Taylor, AGM
Fairfield Inn & Suites
7 Southland Dr.
Fairmont, WV 26554
(304) 367-9150 Phone
(304) 367-9151 Fax

6/24/2005

Anna Plantz

From: McCracken, Lisa [LisaMcCracken@forestcity.net]
Sent: Thursday, June 23, 2005 2:20 PM
To: Anna Plantz
Cc: Larry Groce; Blackstone, Rod
Subject: FestivALL Charleston Grant

Anna,

Please know that if it weren't for the matching funds provided through the WV Tourism Advertising grant fund, **FestivALL Charleston** would be unable to effectively promote and advertise the new arts festival statewide and into Columbus, Ohio. Our marketing budget for this new festival is small, and the grant program offers us the opportunity to maximize our investment for the biggest impact. Such a program is critical to the festival's overall success in marketing the City of Charleston to the mid-Atlantic region, ultimately affecting our city's economic forecast.

Lisa McCracken
Chair, FestivALL Marketing Committee
City of Charleston

Lisa McCracken
Marketing Director
Charleston Town Center
304-345-9526
304-345-1754 FAX
3000 Charleston Town Center
Charleston, WV 25389
LisaMcCracken@forestcity.net

Anna Plantz

From: Sam Linkous [sam@augustaheritage.com]

Sent: Thursday, June 23, 2005 3:04 PM

To: Anna Plantz

Subject: Augusta's Fulfillment \$\$

Hello Anna; In response to the email about fulfillment money. To date this year, Augusta has spent approximately \$1500 in fulfillment money in sending out requested catalogs and literature. Thanks for taking up this cause. Sam L. Linkous

6/24/2005



Cooper Land Development, Inc.
A Cooper Community

June 23, 2005

The Honorable Betty Ireland
Secretary of State
Building 1, Suite 157-K
1900 Kanawha Boulevard, East
Charleston, West Virginia 25305-0770

Dear Madam Secretary:

I am writing to you today to request your support and authorization for emergency rule status for the matching cooperative tourism grant program. This program is administered by the Tourism Commission and the Division of Tourism.

The request for these emergency rules is not something we take lightly and is the result of an tourism industry open forum and public meeting. The tourism industry continues battle difficulties with high gasoline prices, questionable consumer confidence and a bad economy. Glade Springs Village is not immune to these difficulties as we have seen a steady decline in marketing response rates during 2005. To counter-act this decline, we have found it necessary to increase our marketing expenditures this year and anticipate this increased marketing expense to continue through 2006.

I respectfully request your authorization for emergency rule status for the matching cooperative tourism grant program.

Sincerely,

A handwritten signature in dark ink that reads "Bob Richards". The signature is written in a cursive, slightly slanted style.

Bob Richards
Project Manager

BR/cer

216 Lake Drive • Daniels, WV 25832 • (304) 763-2500 • (800) 769-8684

Obtain the Property Report required by Federal law and read it before signing anything. No Federal agency has judged the merits or value, if any, of the property. An offering statement has been filed with the Department of State of the State of New York. A copy of the offering statement is available, upon request, from the subdivider. The filing of the verified statement and offering statement with the Department of State of the State of New York does not constitute approval of the sale or lease or offer for sale or lease by the Department of State or any officer thereof, or that the Department of State has in any way passed upon the merits of such offering. Joe Shaffer, Broker in Charge. N.J. Reg. No. 01/19-123.



Post Office Box 1
Flat Top, West Virginia 25841

June 23, 2005

The Honorable Betty Ireland
Secretary of State
Building 1, Suite 157-K
1900 Kanawha Boulevard, East
Charleston, West Virginia 25305-0770

Dear Madam Secretary:

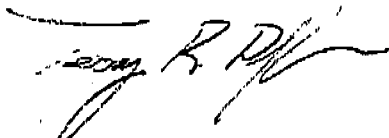
I am writing you in support of your authorization for emergency rule status for the matching cooperative tourism grant program administered by the Tourism Commission and the Division of Tourism. The emergency status is something of great importance to the continued growth of tourism in West Virginia. Previous reductions in the grant program made it increasingly difficult for the tourism industry. These emergency rules are what the entire industry has determined to be a critical factor to ensure that the grant funds are used in the best way to market West Virginia.

West Virginia's tourism industry appears to have lost momentum. We have seen a decline in the snow sports industry during this past season. While some of this can be attributed to poor weather there is considerable risk from high gas prices, an uncertain economy and the potential lack of marketing and promotional funds.

Continued unfavorable results in our industry would have a corresponding result to numerous businesses and employment.

Respectfully, please consider giving these rule changes emergency status.

Sincerely,

A handwritten signature in black ink, appearing to read "Terry R. Pfeiffer", with a stylized flourish at the end.

Terry R. Pfeiffer
President

WVPRO

West Virginia Professional River Outfitters

Representing America's Best Whitewater



P.O. Box 32, Fayetteville, West Virginia 25840

304.574.2343 www.americasbestwhitewater.com

The Honorable Betty Ireland
Secretary of State
Building 1, Suite 157-K
1900 Kanawha Boulevard, East
Charleston, WV 25305-0770

Dear Madam Secretary,

I am writing with encouragement for your authorization for emergency rule status for the matching cooperative tourism grant program administered by the Tourism Commission and the Division of Tourism.

The West Virginia Professional River Outfitters Association serves as the voice of the outfitters on the New and Gauley Rivers. Recently the association developed a "state of the industry" report. That report presents an 18% decline in rafting guests since 1995 with an estimated lost economic impact of over \$46 million to our local communities. This is a national trend with rafting industries in other parts of the country experiencing a much more drastic decline.

The West Virginia whitewater industry has been spared a more disastrous decline due to the benefits of our matching cooperative tourism grant program, a program that is equally leveraged by all size outfitters. Authorization for emergency rule status will provide our industry the opportunity to further leverage promotion dollars for the benefit of West Virginia. As this season already appears to continue the industries downward trend, updates to the grant program serve as an immediate proactive solution our industry can use for success.

Please consider giving these rule changes emergency status.

Sincerely,

Eric Pories
Executive Director

class VI

ames heights road

p.o. box 78

lansing, wv

25862-0078

June 23, 2005

The Honorable Betty Ireland
Secretary of State
Building I, Suite 157-K
1900 Kanawha Boulevard, East
Charleston, West Virginia 25305-0770

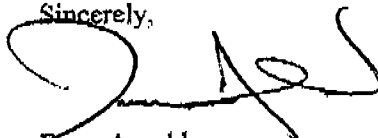
Dear Madam Secretary:

I am writing you in support of your authorization for emergency rule status for the matching cooperative tourism grant program administered by the Tourism Commission and the Division of Tourism. I realize that emergency status is something that you take very seriously, so I want to emphasize that this passage by emergency rules is absolutely necessary to the continued growth of tourism here in West Virginia. In 2004, the amount of money that funds this grant program was cut in half and thus the tourism commission had to limit outgoing funds. These changes created hardship for the industry in 2004. The emergency rules we are asking for came about as a result of an open forum to the entire industry asking them what were the most important things that could be done to have continued growth. This was via a state wide e-mail and via a public meeting at Stonewall Jackson Lodge. The results of this meeting and e-mail are reflected in the emergency rule request.

The tourism industry appears to be having another very difficult year in 2005. Specifically, the whitewater rafting industry has declined substantially since the late 1990's and this year shows a down turn that is unprecedented. Whether this is a result of high gas prices, a bad economy or the lack of available grant money, the results are that our industry appears to be headed towards a double digit decline compared to a bad year in 2004. This obviously results in the amount of money spent at all of our side and support businesses, and also is related to employment.

Again, please consider giving these rule changes emergency status.

Sincerely,



Dave Arnold
Managing Director/President

DA/rkj

**GLADE SPRINGS**
HOTEL AND CONFERENCE RESORT

June 23, 2005

The Honorable Betty Ireland
Secretary of State
Building 1, Suite 157-K
1900 Kanawha Boulevard, East
Charleston, WV 25305-0770

Dear Madam Secretary:

In 2004, the money that funds the tourism matching grant program was cut in half. As a result, new rules were put in place to limit items that would be eligible.

This hurts West Virginia and the tourism industry.

The current high gas prices and uncertain economy are also factors that have negative impact on our industry. To counter this, we need to advertise more, and without the matching grants this would not be possible.

As a result of input from the tourism industry, new rules were proposed that are similar to the rules that existed prior to 2004. These new rules will help to promote growth in tourism for West Virginia.

We urge you to the passage of these rules through emergency status.

Sincerely,

Laura Shriver
Chief Financial Officer

LS:am

WWW.GLADESPRINGS.COM

200 LAKE DRIVE
DANIELS
WEST VIRGINIA 25832

TEL 304 763 2000
FAX 304 763 3398
TOLL FREE 800 634 5233

Anna Plantz

From: Bill Smith [bill@canaanvalley.org]
Sent: Friday, June 24, 2005 11:02 AM
To: Anna Plantz
Subject: Ad program guideline, etc

From the standpoint of the Tucker County CVB, the lack of fulfillment pieces has just recently impacted our marketing dollars. Due to the Direct Mail component guideline, we were not financially able to print as many Tucker County Visitors guides as in the past and we are forced to reprint 7,500 of them at an out-of-pocket expense of \$8,400.

William "Bill" Smith
Executive Director
Tucker County CVB
Phone: 304-259-5315
Fax: 304-259-4210
Email: bill@canaanvalley.org
Web Site: www.canaanvalley.org

businesses to feel the pressure from the rules we are currently operating under.

It is critical that we are able to put these rules in effect now, so grant recipients for this fall, winter and next spring will be able to take advantage of these changes. No one in our industry, or in the state can afford to wait. Many of these businesses are seeing severe declines as a result of having to redirect dollars from advertising to cover expenses that are not allowed under the current rules. This spiral will continue and cause much greater damage if we do not stop it now.

- par. 13 It is the determination of the Secretary of State that this proposal qualifies under the definition of an emergency as defined in §29A-3-15(f). . . "prevent substantial harm to the public interest"
- par. 14 This emergency rule is being approved based on the perceived loss of revenue to local and regional entities as represented to the Secretary of State by the Division of Tourism. The Secretary of State agrees with the Legislative Auditor in finding that this matter should have been addressed in 1996 as cited in §5B-2-9(f) and urges future compliance with statutory mandates.
- par. 15 This decision shall be cited as Emergency Rule Decision 2-05 or ERD 2-05 and may be cited as precedent. This decision is available from the Secretary of State and has been filed with the Division of Tourism, the Attorney General and the Legislative Rule Making Review Committee.


BETTY IRELAND
Secretary of State

Entered _____

FILED
2005 JUN 29 P 4: 38
OFFICE WEST VIRGINIA
SECRETARY OF STATE