# **Communications Committee**

October 26, 2023



# AGENDA COMMUNICATIONS

The National Museum of the Pacific War Admiral Nimitz Historic Ballroom 340 E. Main Street Fredericksburg, TX 78624 October 26, 2023 1:00 p.m.

This meeting of the THC Communications Committee has been properly posted with the Secretary of State's Office according to the provisions of the Texas Open Meetings Act, Chapter 551, Texas Government Code. The members may discuss and/or take action on any of the items listed in the agenda.

- 1. Call to Order Committee Chairman McKnight
  - A. Committee member introductions
  - B. Establish quorum
  - C. Recognize and/or excuse absences
- 2. Consider approval of the July 20, 2023, Communications Committee meeting minutes Chairman McKnight
- 3. Communications Division update and committee discussion Chris Florance
  - A. Updates
  - B. Major Projects Status
  - C. Future Planning
- 4. Adjournment

# MINUTES COMMUNICATIONS COMMITTEE

Saint George Hall 113 E. El Paso Marfa, TX 79843 July 20, 2023 10:24 a.m.

Note: For the full text of action items, please contact the Texas Historical Commission at P.O. Box 12276, Austin, TX 78711 or call 512.463.6255.

**Commissioners in attendance:** Garrett Donnelly, Donna Bahorich, Catherine McKnight and Jim Bruseth.

#### 1. Call to Order

The meeting was called to order by Chairman Catherine McKnight at 10:24 a.m. She announced the meeting had been posted to the *Texas Register*, was being held in conformance with the Texas Open Meetings Act, Texas Government Code, Chapter 551 and that notice had been properly posted with the Secretary of State's Office as required.

#### A. Committee member introductions

Chairman McKnight called on commissioners to individually state their name and the city in which they reside.

#### B. Establish quorum

Chairman McKnight reported a quorum was present.

#### C. Recognize and/or excuse absences

Commissioner Jim Bruseth moved to excuse the absence of Commissioner Renee Dutia, the motion which passed unanimously.

#### 2. Minutes

Commissioner Bruseth moved to approve the April committee minutes. The motion passed unanimously.

#### 3. Communications Division update and committee discussion-Chris Florance

Florance provided an update on projects coordinated by the Communications Division over the previous quarter. He outlined events during Texas Living History Week, May 7-13, 2023, a collaboration between Historic Sites, Heritage Trails Program and Communications Division. He reported a 64% increase in visitors to the sites over the equivalent period in 2022.

Florance also reported on the event at the Bush Family Home SHS which received strong media coverage.

Florance mentioned the Google Arts and Culture event in San Antonio highlighting a Google website promoting information about museums and cultural attractions across the country, including state historic sites.

Florance discussed progress for the website redesign. Mighty Citizen, the vendor, has extended the expiration date of the Drupal content management system to early 2025, but the redesign project will still launch by the end of 2023 calendar year.

Florance demonstrated the new mobile app, The Texas History Navigator. The app can find historic sites, courthouses, and markers from anywhere in the state of Texas.

Commissioner Bruseth and Commissioner Bahorich expressed their excitement for the new app. Florance mentioned that Phase II of the app should be released in August. Florance thanked the Information Technology staff and commissioners for making this possible.

Florance reported on the end of summer sales promotion for the historic sites gift shops and the upcoming event that will take place at Presidio de la Bahia.

Florance announced he will present the 2024 Communications Plan at the October 2023 meeting.

#### Adjournment

At 10:43 a.m., on the motion of Commissioner McKnight and without objection, the Communications Committee meeting was adjourned.

# **Quarterly Report**

Communications Division July–September 2023

#### **SOCIAL MEDIA**

In mid-August, Digital Engagement Coordinator Isabel Ray left the agency due to a move out of state. This is a tremendous loss for the division, as she had covered all social media and many email outreach and webinar initiatives, as well as some editing duties. The vacant position has been posted, candidates are being interviewed, and we look forward to filling the position soon.

This quarter, social media topics included the historic sites museum store promotion, THC Preservation Awards nomination period, Tejano/Hispanic Heritage Month, the Imagine the Possibilities tours, and the new Tom Lea Trail mobile tour.

Tejano/Hispanic heritage month topics included features on Quinta Mazatlan in McAllen, Reverend Guillermo Ibarra, Barrio Azteca Historic District in Laredo, the sculptures of Dionicio Rodríguez, María "Chata" Sada, Magoffin Home State Historic Site in El Paso, and Lydia Mendoza.

#### **WEBSITES**

Traffic to the agency website, thc.texas.gov, increased by 19.75 percent compared to this quarter last year (517,660 vs. 432,273). Among the most-visited sections of the site are the home page, the job opportunities page, and state historic site pages.

The website redesign project is on schedule for a mid-December launch. This quarter, the website vendor worked with the THC to finalize the designs and functionality for the home page and all sub-pages. Front-end development work by the vendor is ongoing, and back-end development is set to begin in the coming weeks. After development is completed, Communications Division staff will begin testing the new website and then migrating all current website content over to the new website.

#### VIDEO/WEBINARS

Communications staff supported the development of numerous training videos this quarter, including adding branding to Teams recordings and shooting two short testimonial videos.

Staff also provided video and photography support at the welcome event for Presidio la Bahía State Historic Site in Goliad.

Additionally, Communications staff provided Zoom support for the all-agency staff meeting and the annual meeting of the Texas Preservation Trust Fund Advisory Board, which conducted its meeting in September as a hybrid in-person and virtual meeting.

#### **HISTORIC SITES**

The Communications Division continues to prioritize the promotion of in-person travel, site amenities, and upcoming living history, historic foodways, and seasonal events at the THC's state historic sites. General promotion of the sites as well as upcoming in-person and digital events continue to be highlighted on the agency website, social media, email marketing, public relations, and paid advertising efforts.

Print advertising continues to promote visitation to historic sites with ads placed in *Texas Highways*, *AAA Texas Explorer*, *Texas Highways Events Calendar*, *Texas State Travel Guide*, *Authentic Texas*, and *USA Today*. Digital ads are running through search, native, YouTube, and social media to promote historic sites and convert clicks to our state historic sites webpages.

Through lead generation campaigns with Travel Texas, TxDOT, and TourTexas.com—as well as past webinar attendees, new subscribers on the agency's GovDelivery email network, and collection of emails at the historic sites point of sale system—there are now over 320,000 email addresses to promote initiatives and events at our state historic sites each

month. This quarter, over 30,000 new subscribers were added to state historic sites promotional email lists.

Communications staff developed talking points, marketing, and media support for the Presidio La Bahía welcome event. The division promoted the Texas Archeology Fair at the French Legation in October. Promotions continue for living history events, Texas Archeology Month events, and other fall events at state historic sites.

#### **MEDIA RELATIONS**

Austin May joined the Communications Division on September 1 as the new media relations coordinator. He comes to us from the U.S. Air Force, where he served more than 22 years, covering many aspects of public communications, including speechwriting, spokesperson duties, writing, editing, and digital media.

Significant media coverage over the last quarter included the introduction of Presidio la Bahía as a state historic site and the discovery of a World War I-era shipwreck in the Neches River.

We continued participating in our weekly Texas Time Travel Stories segment on Dallas' Radio Caravan, highlighting a new dinosaur exhibit at the Heard National Wildlife Center and Sanctuary in McKinney, MUMENTOUS, a new exhibit on the Texas tradition of homecoming mums now on display at the Arlington Museum of Art, and the new Tom Lea Trail mobile tour.

Talking points and speeches were prepared for the Presidio la Bahía welcome event, and press releases were distributed for the Fanthorp Inn renovation closure, Texas Archeology Month, the Round 13 grant cycle for the Texas Historic Courthouse Preservation Program, and the Tom Lea Trail mobile tour.

#### **EMAIL OUTREACH**

The September edition of the monthly agency enewsletter went to 142,944 subscribers, while a special issue of the quarterly Heritage Traveler newsletter focused on the new Tom Lea Trail mobile tour went to 40,262 recipients in late September. Some of the most-clicked links included the Imagine the Possibilities tours webpage, the Texas Archeology

Month calendar, and the Hispanic Heritage webpage on Texas Time Travel.com.

Other key email outreach efforts focused on numerous webinar and event promotions offered by the THC and our historic sites, as well as the Museum Services Program, THC press releases, the Real Places call for workshop and session proposals, and the Friends of the THC. We also set up the Texas Holocaust, Genocide, and Antisemitism Advisory Commission staff with access to GovDelivery, our email distribution platform, so that their staff can create and distribute emails to their own segmented lists.

#### PRINT/EDITING PROJECTS

Print projects have included the summer 2023 edition of *The Medallion*, with the fall edition in the works. We have continued to distribute the monthly employee newsletter.

We also designed a new cover for the *Texas Heritage Travel Guide* and coordinated a short-run reprint (4,000 copies) for distribution at the State Fair of Texas. Other than the cover change, this was a straight reprint, with a more substantial redesign planned by the Community Heritage Development Division for fiscal year 2024. Additionally, we coordinated the reprint of the travel guide, *The Chisholm Trail: Exploring the Folklore and Legacy*.

In August, we updated all the agency fact sheets, which cover agency divisions and major programs. Three were added for Administration, Disaster Assistance, and the Historic Sites Division, bringing the total number of fact sheets to 28.

# Texas Historical Commission Digital Engagement Quarterly Report – Q3 2023

#### **Executive Summary**

• Total Social Media Followers: 428,269 (3% decrease)

• Total e-Newsletter Subscribers: 353,890 (1.07% decrease)

• Total Impressions on Social Media: 14,753,742

Total Engagements (likes, comments, shares, etc.): 340,521 (26% decrease)

#### Social Media Followers, Agency Accounts

• **Facebook:** 114,474 (2.9% decrease)

Instagram: 59,170 (0.5% increase)
 LinkedIn: 6,162 (5.3% increase)

• **YouTube:** 25,593 (2.2% increase)

#### **Total Social Media Followers, Including Historic Sites**

• **Facebook:** 279,594 (3.4% decrease)

• **Instagram:** 86,744 (1.1% increase)

• **LinkedIn:** 7,017 (4.5% increase)

• YouTube: 30,112 (4.2% increase)

#### **Engagement Rate by Platform, Agency Accounts**

• Facebook: 1.7%; Instagram: 7.7%; LinkedIn: 1.3%; YouTube: 5.3%

#### Online Video

• Total Video Views in Q3

YouTube: 298,109Facebook: 4,638

• Top Videos (by number of views in Q3)

Speaking Texas German: 195,410 (7,902,310total views)

o San Jacinto: A Lone Star Shines: 14,389 (61,671total views)

Vaqueros of South Texas: 8,900 (715,098 total views)

#### e-Newsletters

• Total Subscribers: 353,890 (1.07% decrease)

• Top Email Topic Subscriptions

THC State Historic Sites Updates and Promotions: 316,799

o THC e-Newsletter: 137,571

Heritage Traveler e-Newsletter: 40,266

History Museum Outreach and Education: 33,756

Marker Program Updates: 19,387

• Total Unique Email Opens: 837,175 (24.9%)

Overall Engagement Rate: 48.2%

• Unique Link Clicks: 87,521 (2.6%)

#### **Agency Blog**

Total Blog Views in Q3: 34,541 (43.4% decrease from Q2)

• Top Blog Posts:

<u>Visit Eight State Historic Sites to Experience the Republic of Texas Era</u>: 1,585 views

Flags of the Texas Revolution: 1,468 views

Plantations' Past: 1,070 views

<sup>\*</sup>Twitter no longer shares its API with Agorapulse, which we use to pull analytics

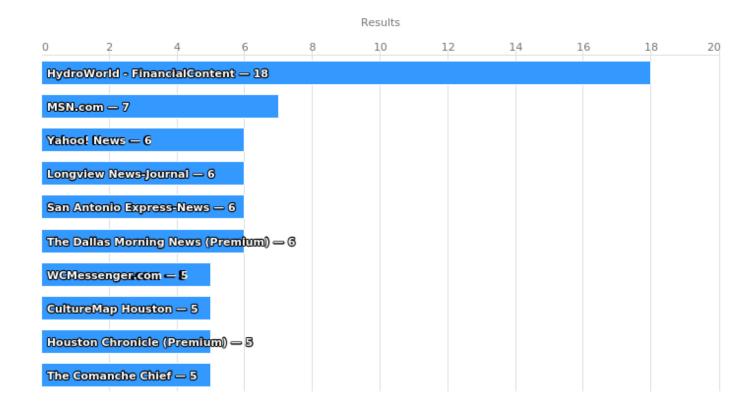
### Media – July 1–September 30, 2023

#### **Print**

Month	Publications	Inches		Advertising Value	Readership
July	148	371	23,832	\$593,654.01	3,663,534
August	126	278	18,095	\$1,046,130.57	4,142,089
September	197	406	26,344	\$1,578,733.08	6,086,736

### **Digital**

Month	Media Mentions	Potential Reach	Advertising equivalent
July	815	800,790,000	\$8.1 million
August	913	2,490,000,000	\$16.8 million
September	590	957,700,000	\$8.9 million

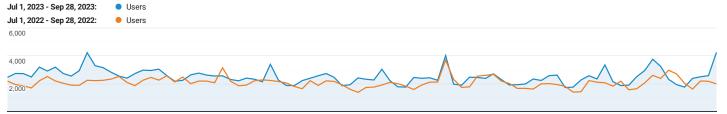


#### **Audience Overview**



Jul 1, 2023 - Sep 28, 2023 Compare to: Jul 1, 2022 - Sep 28, 2022

Overview



August 2023 September 2023

Users
17.60%
189,016 vs 160,723
Pageviews

15.35%

482,944 vs 418,664

7 en-ca

Amanaca

New Users 18.70% 182,314 vs 153,590

Pages / Session

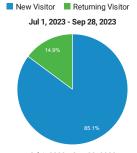
-3.71%

1.89 vs 1.96

Sessions
19.80%
255,775 vs 213,495

Number of Sessions per User 1.87% 1.35 vs 1.33

Avg. Session Duration
-2.11%
00:01:50 vs 00:01:52
61.63% vs 58.60%



Jul 1, 2022 - Sep 28, 2022

	Language	Users % Users
1.	en-us	
	Jul 1, 2023 - Sep 28, 2023	180,762 95.43%
	Jul 1, 2022 - Sep 28, 2022	153,228 95.55%
	% Change	17.97% -0.13%
2.	en-gb	
	Jul 1, 2023 - Sep 28, 2023	1,847   0.98%
	Jul 1, 2022 - Sep 28, 2022	1,220   0.76%
	% Change	51.39% 28.17%
3.	en	
	Jul 1, 2023 - Sep 28, 2023	1,109   0.59%
	Jul 1, 2022 - Sep 28, 2022	1,013   0.63%
	% Change	9.48% -7.32%
4.	zh-en	
	Jul 1, 2023 - Sep 28, 2023	801   0.42%
	Jul 1, 2022 - Sep 28, 2022	155   0.10%
	% Change	416.77% 337.51%
5.	en-au	
	Jul 1, 2023 - Sep 28, 2023	545   0.29%
	Jul 1, 2022 - Sep 28, 2022	488   0.30%
	% Change	11.68% <b>-5.45</b> %
6.	es-us	
	Jul 1, 2023 - Sep 28, 2023	462   0.24%
	Jul 1, 2022 - Sep 28, 2022	871   0.54%
	% Change	-46.96% -55.09%

	Jul 1, 2023 - Sep 28, 2023	457	0.24%
	Jul 1, 2022 - Sep 28, 2022	345	0.22%
	% Change	32.46%	12.15%
8	. en-us@posix		
	Jul 1, 2023 - Sep 28, 2023	403	0.21%
	Jul 1, 2022 - Sep 28, 2022	168	0.10%
	% Change	139.88%	103.09%
9	. с		
	Jul 1, 2023 - Sep 28, 2023	392	0.21%
	Jul 1, 2022 - Sep 28, 2022	20	0.01%
	% Change	1,860.00%	1,559.37%
1	0. es-419		
	Jul 1, 2023 - Sep 28, 2023	298	0.16%
	Jul 1, 2022 - Sep 28, 2022	266	0.17%
	% Change	12.03%	-5.15%

# Bankhead Highway FY2023 Brochure Distribution

			,	1120		Te Distribe	201011		,			
	September	October	November	December	January	February	March	April	May	June	July	August
	2022	2022	2022	2022	2023	2023	2023	2023	2023	2023	2023	2023
Calls & Written Requests	147	264	13	3	5	127	16	24	128	1	1	81_
Direct Mail												:
Legislative Requests												
Public Relations									<u>'</u>			
Southern Living												
Texas Highways												
Texas Monthly												
TourTexas												
TTIA Insert												
TX State Trav. Guide												
Web Site	194	137	128	125	232	210	507	686	60	229	13	215
Subtotal	341	401	141	128	237	337	523	710	188	230	14	296
								Plea	se Note: Ou	ıt of stock	Septembe	er 2023
Box Requests (500 per box)	5	0	0	2	3	4	2	1	0	0	0	0
Total	2,841	401	141	1,128	1,737	2,337	1,523	1,210	188	230	14	296

start date for distribution 7.1.14 12.3.15 to State School



# Texas Forts Trail Region

### **FY2023 Brochure Distribution**

	September	October	November	December	January	February	March	April	May	June	July	August				
	2022	2022	2022	2022	2023	2023	2023	2023	2023	2023	2023	2023				
Calls & Written					,											
Requests	51	117	13	3	24	101	5	60	150	1	1	42				
Certified Folder																
Legislative Requests																
Public Relations																
Southern Living							:									
Texas Highways																
Texas Monthly																
Tour Texas																
TTIA Insert																
TX State Trav.Guide		·														
Web Site	54	32	26	66	100	49	41	58	75	237	171	217				
Subtotal:	105	149	39	69	124	150	46	118	225	238	172	259				
								Please Note: Out of stock September 2023								
Box Requests (200 per box)	4	0	0	4	5	3	5	6	1	0	0	0				
Total:	905	149	39	869	1,124	750	1,046	1,318	425	238	172	259				



# Texas Hill Country Trail Region **FY2023 Brochure Distribution**

	September	October	November	December	January	February	March	April	May	June	July	August
	2022	2022	2022	2022	2023	2023	2023	2023	2023	2023	2023	2023
Calls & Written Requests	1	167	13	0	23	101	58	110	125	1	0	0
Certified Mail												
Legislative Requests						T ac						
Public Relations											-	
Texas Approach												
Southern Living												
Texas Highways												
Texas Monthly										.2		
Tour Texas												
TTIA Insert												
TX State Trav. Guide												
Web Site	59	31	59	36	76	73	55	302	79	105	0	0
Subtotal:	60	198	72	36	99	174	113	412	204	106	0	0
								Ple	ase Note:	Out of sto	ock July 20	)23
Box Requests (200 per box)	7	0	4	4	6	3	6	2	0	0	0	0
Total:	1,460	198	872	836	1,299	774	1,313	812	204	106	0	0

<sup>\*</sup>Brochure launched April 2010



## Hispanic Texans: Journey From Empire to Democracy

### **FY2024 Brochure Distribution**

	September	October	November	December	January	February	March	April	May	June	July	August
	2023	2023	2023	2023	2024	2024	2024	2024	2024	2024	2024	2024
Calls & Written Requests	0											
Newspaper												
Monitor Mailroom												
Public Relations												
Southern Living												
Texas Highways												
Texas Monthly												
Tour Texas							<u>\$</u>					
TTIA Insert												
TX State Trav. Guide												
Web Site	51											
Subtotal	51_	0	0	0	0	0	0	0	0	0	0	0
Box Requests (90 per box)	2											
Total	231	0	0	0	0	0	0	0	0	0	0	0

TEXAS
HISTORICAL
COMMISSION

REAL PLACES VELLING REAL STORIES

### Hispanic Texans: Journey From Empire to Democracy

### **FY2023 Brochure Distribution**

	September	October	November	December	January	February	March	April	May	June	July	August
	2022	2022	2022	2022	2023	2023	2023	2023	2023	2023	2023	2023
Calls & Written Requests	18	52	31	0	24	77	71	49	39	2	104	122
Newspaper												
Monitor Mailroom						,						_
Public Relations												
Southern Living					1							
Texas Highways												
Texas Monthly												
Tour Texas	96_	99	87	69	119	127	168	89	112	55	78	77
TTIA Insert												
TX State Trav. Guide					·							
Web Site	45	20	17	10	37	79	27	27	31	105	15	91
Subtotal	159	171	135	79	180	283	266	165	182	162	197	290
Box Requests (90 per box)	7	4	5	8	9	8	4	7	2	2	6	14
Total	789	531	585	799	990	1,003	626	795	362	342	737	1,550

Brochure launched on April 29, 2015

public 5.4.15

TEXAS
HISTORICAL
COMMISSION
REAL PLACES TELLING REAL STORIES

## Texas Hispano-Viaje Desde El Imperio Hasta La Democracia

### **FY2024 Brochure Distribution**

	September	October	November	December	January	February	March	April	May	June	July	August
	2023	2023	2023	2023	2024	2024	2024	2024	2024	2024	2024	2024
Calls & Written Requests	0											
Newspaper												
Legislative Requests												
Public Relations												
Southern Living												
Texas Highways												
Texas Monthly				90								
Tour Texas												
TTIA Insert												
TX State Trav. Guide												
Web Site	14											
Subtotal	14	0	0	0	0	0	0	0	0	0	0	0
<del>, , , , , , , , , , , , , , , , , , , </del>												
Box Requests (90 per box)	0											
Total	14	0	0	0	0	0	0	0	0	0	0	0



# Texas Hispano-Viaje Desde El Imperio Hasta La Democracia FY2023 Brochure Distribution

	September	October	November	December	January	February	March	April	May	June	July	August
	2022	2022	2022	2022	2023	2023	2023	2023	2023	2023	2023	2023
Calls & Written	2	<i>~</i> 1	2.1			10	1.4	1.4	20	_	100	72
Requests	3	51	31	0	5	10	14	14	30	0	100	12
Newspaper												
Legislative Requests												
Public Relations												
Southern Living											<u></u>	
Texas Highways												
Texas Monthly												
Tour Texas							<u> </u>					
TTIA Insert												
TX State Trav. Guide												
Web Site	16	10	5	6	13	9	11	11	12	58	_8	14
Subtotal	19	61	36	6	18	19	25	25	42	58	108	86
Box Requests (90 per box)	5	3	3	8	6	5	3	3	1	2	6	9
Total	469	331	306	726	558	469	295	295	132	238	648	896



# Texas State Historic Sites Guide FY2024 Brochure Distribution

	September	October	November	December	January	February	March	April	May	June	July	August
	2023	2023	2023	2023	2024	2024	2024	2024	2024	2024	2024	2024
Calls & Written												
Requests	0											
Certified Folder												
Legislative Requests												
Public Relations												
Southern Living												
Texas Highways												
Texas Monthly												
TourTexas												
TTIA Insert												
TX State Travel Guide							<u> </u>					
Web Site	212											
Subtotal		0	0	0	0	0	0	0	0	0	0	0
Box Requests (400 per box)	0					0	0	0	0	0	0	0
(400 pci 00x)	U		<u> </u>	<u> </u>		<sup>0</sup>	U	U		0	.0	0

TEXAS
HISTORICAL
COMMISSION

Arrived 12 16.22 @ warehouse-108 boxes @400/ 1 @300=43,500 copies Start distribution 12.19.22

Total

212

# Texas State Historic Sites Guide FY2023 Brochure Distribution

	September	October	November	December	January	February	March	April	May	June	July	August
	2022	2022	2022	2022	2023	2023	2023	2023	2023	2023	2023	2023
Calls & Written Requests	0	0	0	0	794	105	96	645	350	252	358	499
Certified Folder												
Legislative Requests												
Public Relations												
Southern Living												
Texas Highways												
Texas Monthly		-										
TourTexas				60	119	140	168	89	7	55	78	77
TTIA Insert		-										
TX State Travel Guide				_								
Web Site				59	1015	790	536	1076	190	764	282	1476
Subtotal	0	0	0	119	1928	1035	800	1810	547	1071	718	2052
Box Requests (400 per box)					7	0	0	0	0	0	0	0

12,880

2,052



718

Arrived 12 16.22 @ warehouse-108 boxes @400/ 1 @300=43,500 copies Start distribution 12.19.22

0

119

4,728

1,035

800

1,810

547

1,071

Total

# Texas Heritage Trails Program: Regional and Thematic Brochures

TRAIL REGION	INITIAL PRINTING		REPRINT (1)		REPRINT (2)		REPRINT (3)		REPRINT (4)		YTD	INITIAL PRINTING	REPRINT	REPRINT	REPRINT	REPRINT	TO DATE	NUMBER
BROCHURE	QUANTITY	DATE	QUANTITY	DATE	QUANTITY	DATE	QUANTITY	DATE	QUANTITY	DATE	QUANTITY	COST	(1) COSTS	(2) COSTS	(3) COSTS	(4) COSTS	COST	LEFT
Texas Heritage Travel Guide	500,000	(12/9/14)	50,000	(8/10/15)	35,000	(9/24/21)	N/A	N/A	N/A	N/A	585,000	300,751.44	63,605.25	73,510.92	N/A	N/A	\$437,868	Out of Stock
Texas Forts Trail Region	250,000	(9/30/98)	250,000	(10/01)	100,000	(07/06)	500,000	(4/10)	N/A	N/A	1,100,000	\$69,889	\$55,280	\$24,491	\$75,984	N/A	\$225,644	Out of Stock
Texas Independence Trai! Region	300,000	(9/00)	350,000	(1/31/02)	450,000	(1/31/05)	N/A	N/A	N/A	N/A	1,100,000	\$69,768	\$57,395	N/A	N/A	N/A	\$127,163	Out of Stock
Texas Forest Trail Region	400,000	(4/02)	250,000	(6/2005)	250,000	(05/11)	N/A	N/A	N/A	N/A	900,000	\$68,000	\$49,565	\$88,372	N/A	N/A	\$205,937	Out of Stock
Texas Lakes Trail Region	450,000	(10/03)	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	450,000	\$85,966	N/A	N/A	N/A	N/A	\$85,966	Out of Stock
Texas Brazos Trail Region	450,000	(8/04)	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	450,000	\$82,481	N/A	N/A	N/A	N/A	\$82,481	Out of Stock
Texas Plains Trail Region	450,000	(3/06)	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	450,000	\$84,647	N/A	N/A	N/A	N/A	\$84,647	Out of Stock
Texas Mountain Trail Region	550,000	(2/07)	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	550,000	\$92,431		2 - 2	TE OUT			Out of
Texas Tropical Trail Region	500,000	(1/08)	N/A	N/A	N/A		13,000		- 1				N/A	N/A	N/A	N/A	\$92,431	Stock Out of
Texas Pecos Trail						N/A	N/A	N/A	N/A	N/A	500,000	\$90,000	N/A	N/A	N/A	N/A	\$90,000	Stock Out of
Region Texas Hill Country	550,000	(5/09)	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	550,000	\$91,375	N/A	N/A	N/A	N/A	£ \$90,000	Stock Out of
Trail Region Total	550,000 4,950,000	(4/10)	N/A 900,000	N/A	N/A 835,000	N/A	N/A 500,000	N/A	N/A	N/A	550,000	\$83,480	N/A	N/A	N/A	N/A	\$83,480	Stock
Totat	4,730,000		700,000		833,000		500,000		0		7,185,000	\$1,118,788	\$225,845	\$186,374	\$75,984	\$0	\$1,605,617	0
THEMATIC BROCHURE	INITIAL PRINTING QUANTITY	DATE	REPRINT (1) QUANTITY	DATE	REPRINT (2) QUANTITY	DATE	REPRINT (3) QUANTITY	DATE	REPRINT (4) QUANTITY	DATE	YTD QUANTITY	INITIAL PRINTING COST	REPRINT	REPRINT (2) COSTS	REPRINT (3) COSTS	REPRINT (4) COSTS	TO DATE	NUMBER LEFT
African Americans in Texas	150,000	3.1.99	125,000	8.1.99	200,000	11.10.10	200,000	5.11-11	200,000	10.12.16	875,000	\$59,757	\$53,526	\$83,541	\$83,256	\$128,057	\$408,137	Out of Stock
Hispanic Texans: Journey From Empire to Democracy-English	350,000	4.1.15	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	350,000	\$267,767	N/A	N/A	N/A	N/A	\$267,767	32,040
Texas Hispano: Spanish	109,310	8.1.15	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	109,310	\$110,574	N/A	N/A	N/A	N/A	\$110,574	8,190
Texas in the Civil War	200,000	5.1.99	125,000	12.1.10	450,000	1.3.10	N/A	N/A	N/A	N/A	775,000	\$35,471	\$122,955	N/A	N/A	N/A	\$158,426	Out of Stock
The Great War WWI	125,000	10.24.17	60.				0				125,000	\$41,186					\$41,186	Out of Stock
Chisholm Trail	550,000	7.2.02	250,000	6.1.17	N/A		N/A	N/A	N/A	N/A	800,000	\$88,574	\$58,420	N/A	N/A	N/A	\$146,994	Out of Stock
Texas In WWII	200,000	8.5.05	N/A		N/A		N/A	N/A	N/A	N/A	200,000	\$42,970	N/A	N/A	N/A	N/A	\$42,970	Out of Stock
Total	1,684,310		500,000		650,000		200,000		200,000		3,234,310	\$646,299	\$234,901	\$83,541	\$83,256	\$128,057	2 1-31-4	40,230