

**VIRGINIA ECONOMIC
DEVELOPMENT PARTNERSHIP**

EXPENDITURE REPORT

**FOR THE FISCAL YEAR ENDED
JUNE 30, 2006**

VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP
Expenditure Report
For the Fiscal Year Ended 2006

TOTAL VEDP

Expenditures

Salaries, Benefits, and Taxes	\$ 9,374,902
Wages & International Compensation	906,446
Marketing and Promotion	1,457,298
Delivery Services	66,447
Travel	588,900
Printing	39,608
Telecommunications	224,331
Personnel Development	158,151
Professional Services	947,618
Repairs and Maintenance	77,586
Information Systems Services	145,598
Other Contract Services	22,323
Supplies and Materials	187,490
Grants and Pass Through Payments	638,340
Insurance	60,737
Lease & Installment Payments	1,342,934
Fixed Asset Payments	387,189
Debt Service Payments	<u>21,949</u>
Total Expenditures	<u><u>\$ 16,647,847</u></u>

VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP
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BUSINESS DEVELOPMENT

Expenditures

Salaries, Benefits, and Taxes	\$ 3,037,228
Wages & International Compensation	458,306
Marketing and Promotion	397,566
Delivery Services	19,358
Travel	287,158
Printing	2,850
Telecommunications	62,336
Personnel Development	50,767
Professional Services	144,355
Repairs and Maintenance	23,054
Information Systems Services	16,791
Other Contract Services	8,303
Supplies and Materials	51,519
Grants and Pass Through Payments	378,814
Insurance	7,381
Lease & Installment Payments	273,092
Fixed Asset Payments	<u>7,973</u>
Total Expenditures	<u><u>\$ 5,226,850</u></u>

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INTERNATIONAL TRADE

Expenditures

Salaries, Benefits, and Taxes	\$ 1,468,599
Wages & International Compensation	389,813
Marketing and Promotion	290,558
Delivery Services	10,302
Travel	207,798
Printing	8,409
Telecommunications	50,688
Personnel Development	47,383
Professional Services	472,386
Repairs and Maintenance	2,979
Other Contract Services	4,361
Supplies and Materials	24,471
Lease and Installment Payments	54,239
Fixed Asset Payments	<u>3,941</u>
Total Expenditures	<u><u>\$ 3,035,927</u></u>

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RESEARCH

Expenditures

Salaries, Benefits, and Taxes	\$ 1,505,288
Wages & International Compensation	7,476
Marketing and Promotion	13,544
Delivery Services	617
Travel	17,438
Printing	2,671
Telecommunications	10,162
Personnel Development	12,297
Professional Services	31,545
Repairs and Maintenance	23,110
Other Contract Services	852
Supplies and Materials	29,671
Grants and Pass Through Payments	59,375
Equipment/Vehicle Rentals	23
Fixed Asset Payments	10,224
Debt Service Payments	21,949
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Total Expenditures	<u><u>\$ 1,746,242</u></u>

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COMMUNICATIONS AND PROMOTIONS

Expenditures

Salaries, Benefits, and Taxes	\$ 548,479
Wages & International Compensation	44,716
Marketing and Promotion	729,257
Delivery Services	29,322
Travel	43,692
Printing	4,025
Telecommunications	21,120
Personnel Development	10,410
Professional Services	183,284
Repairs and Maintenance	15,425
Other Contract Services	183
Supplies and Materials	20,064
Grants and Pass Through Payments	151
Fixed Asset Payments	<u>3,194</u>
Total Expenditures	<u><u>\$ 1,653,321</u></u>

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INFORMATION TECHNOLOGY

Expenditures

Salaries, Benefits, and Taxes	\$ 1,222,556
Wages & International Compensation	6,136
Marketing and Promotion	1,556
Delivery Services	81
Travel	11,920
Telecommunications	63,673
Personnel Development	18,734
Repairs and Maintenance	2,588
Information Systems Services	128,807
Other Contract Services	2,268
Supplies and Materials	37,881
Lease and Installment Payments	120
Fixed Asset Payments	<u>340,266</u>
Total Expenditures	<u><u>\$ 1,836,586</u></u>

VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP
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ADMINISTRATION

Expenditures

Salaries, Benefits, and Taxes	\$ 1,592,751
Marketing and Promotion	24,817
Delivery Services	6,769
Travel	20,893
Printing	21,653
Telecommunications	16,351
Personnel Development	18,560
Professional Services	116,047
Repairs and Maintenance	10,431
Other Contract Services	6,357
Supplies and Materials	23,885
Insurance	53,357
Lease & Installment Payments	1,015,460
Fixed Asset Payments	<u>21,592</u>
Total Expenditures	<u><u>\$ 2,948,921</u></u>

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PASS THROUGH PAYMENTS

Expenditures

Grants and Pass Through Payments	<u>\$ 200,000</u>
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Total Expenditures	<u><u>\$ 200,000</u></u>
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**Virginia Economic Development Partnership
Salary, Wage, and Bonus Schedule**

Position	Salaries & Wages Paid	Partial Year	FY 2006 Spot Bonus	FY 2006 Total Paid
Receptionist	32,859.06			32,859.06
International Trade Manager	85,842.12			85,842.12
Economic Research Assistant	32,560.14			32,560.14
Purchasing Manager	48,106.30		1,200.00	49,306.30
Executive Director	145,512.61	*		145,512.61
Project Research Specialist	40,132.80			40,132.80
Communications Manager	150.00	*		150.00
Sr. Programmer Analyst	73,550.22			73,550.22
Marketing Manager	56,477.82		1,950.00	58,427.82
Sr. Economist	83,431.70		1,200.00	84,631.70
Intern	587.16	*		587.16
Network Manager	81,989.34		1,200.00	83,189.34
GIS Manager	70,389.54		1,200.00	71,589.54
Sr. Teleservices Representative	12,867.33	*		12,867.33
Sr. Project Manager	95,544.90			95,544.90
Office Manager	46,090.73			46,090.73
Assistant to the Director	50,361.12			50,361.12
Project Manager	58,487.16			58,487.16
Deputy Business Development Director	106,685.36			106,685.36
International Marketing Specialist	48,608.46			48,608.46
Sr. Human Resources Manager	64,345.92			64,345.92
Marketing Manager	61,725.00			61,725.00
Sr. Computer Network Technician	62,737.26			62,737.26
Office Manager	38,251.36			38,251.36
Intern	2,930.00	*		2,930.00
Marketing Associate	52,335.78			52,335.78
Economist	51,131.58			51,131.58
Administrative Assistant	38,351.52			38,351.52
International Marketing Specialist	20,008.26			20,008.26
Chief Cartographer	40,466.81	*		40,466.81
Facilities Manager	47,256.30			47,256.30
Project Manager	95,854.00			95,854.00
Sr. Teleservices Representative	20,194.10			20,194.10
Project Manager	68,099.22			68,099.22
Economist	51,574.02			51,574.02
Project Manager	102,320.42			102,320.42
Sr. Executive Assistant	55,384.20			55,384.20
Marketing Manager	61,725.01			61,725.01
International Trade Manager	73,378.86			73,378.86
International Marketing Specialist	46,002.72			46,002.72
Business Development Finance Manager	80,731.26		1,200.00	81,931.26
Community Marketing Specialist	64,993.86			64,993.86
Associate Project Research Manager	61,180.44		1,500.00	62,680.44
Accountant	36,021.20			36,021.20
International Trade Director	123,236.88			123,236.88
Project Manager	65,574.12			65,574.12
Sr. Policy Analyst	32,588.10	*		32,588.10
Programmer Analyst	47,699.70	*	1,200.00	48,899.70

**Virginia Economic Development Partnership
Salary, Wage, and Bonus Schedule**

Position	Salaries & Wages Paid	Partial Year	FY 2006 Spot Bonus	FY 2006 Total Paid
Intern	1,821.96	*		1,821.96
Presentation Technician	55,975.17	*		55,975.17
Sr. Teleservices Representative	3,444.12			3,444.12
International Trade Manager	77,096.82	*		77,096.82
Communications Manager	29,658.72			29,658.72
Administrative Assistant	43,867.39			43,867.39
Trade Events Manager	42,867.54			42,867.54
Executive Director	112,945.03	*		112,945.03
Project Manager	71,053.80			71,053.80
Intern	5,113.08	*		5,113.08
Economist	63,400.02	*		63,400.02
Administrative Assistant	10,601.98	*		10,601.98
Office Manager	45,074.94	*		45,074.94
Sr. Project Support Manager	112,633.24			112,633.24
Sr. Project Manager	96,479.16			96,479.16
Project Manager	73,378.86			73,378.86
Research Assistant	4,016.88			4,016.88
International Marketing Specialist	50,383.98	*		50,383.98
Sites and Buildings Representative	59,117.70		1,500.00	60,617.70
Call Center Supervisor	20,204.84			20,204.84
Project Manager	67,443.36	*		67,443.36
Intern	3,011.14	*		3,011.14
Administrative Assistant	37,219.08	*	1,200.00	38,419.08
Research Director	122,797.08			122,797.08
Deputy Director	190,338.24			190,338.24
Information Technology Director	98,013.30		1,200.00	99,213.30
Community Resources Assistant	46,326.36			46,326.36
Associate Project Manager	54,944.16			54,944.16
Communications Manager	54,165.94			54,165.94
Sr. Marketing Associate	44,166.96		750.00	44,916.96
AIM Manager	51,911.40		2,500.00	54,411.40
Sr GIS Specialist	69,094.62		1,200.00	70,294.62
Controller	110,835.00			110,835.00
Human Resources Analyst	57,002.88			57,002.88
Sr. Computer Network Technician	62,576.88			62,576.88
Project Manager	78,287.70			78,287.70
Associate Project Manager	41,593.68			41,593.68
GIS Specialist	42,516.00			42,516.00
Project Manager	18,912.56	*	1,200.00	20,112.56
Administrative Assistant	32,640.32			32,640.32
Administrative Assistant	22,680.00	*		22,680.00
Business Development Director	138,543.42			138,543.42
Project Manager	69,056.10			69,056.10
Research Assistant	32,796.35			32,796.35
Sr. Marketing Analyst	44,307.43			44,307.43
Communications & Promotions Director	122,000.82			122,000.82
International Trade Manager	76,188.36			76,188.36
Marketing Manager	47,497.74			47,497.74

**Virginia Economic Development Partnership
Salary, Wage, and Bonus Schedule**

Position	Salaries & Wages Paid	Partial Year	FY 2006 Spot Bonus	FY 2006 Total Paid
GIS Technician	36,551.54			36,551.54
Project Research Manager	77,659.44			77,659.44
GMR Manager	58,450.92			58,450.92
Project Manager	63,190.50		1,500.00	64,690.50
Sr. Project Manager	181,641.11			181,641.11
Project Manager	62,737.26			62,737.26
Programmer Analyst	63,336.96			63,336.96
Project Manager	78,287.70		1,200.00	79,487.70
Sr. Project Manager	89,167.14			89,167.14
Sr. Accounting Manager	80,196.42			80,196.42
Sr. Programmer Analyst	72,315.12			72,315.12
Project Manager	68,425.26			68,425.26
General Counsel & Legislation Director	130,819.22			130,819.22
Community Data Specialist	56,414.58			56,414.58
Project Manager	58,405.44			58,405.44
Sr. Teleservices Representative	5,032.31	*		5,032.31
Community Resources Manager	99,670.98		1,200.00	100,870.98
International Trade Manager	65,959.14		2,500.00	68,459.14
International Trade Manager	63,949.85	*		63,949.85
International Trade Manager	70,568.22			70,568.22
Executive Assistant	46,109.04			46,109.04
Assistant Director, International Trade	82,305.03		5,000.00	87,305.03
Communications Specialist	39,456.74			39,456.74
Associate Economist	43,698.96			43,698.96
Project Manager	61,610.88			61,610.88
Associate Project Manager	48,221.76			48,221.76
Sr. Project Manager	41,961.51	*		41,961.51
Sr. Accountant	61,336.92			61,336.92
FY 2006 Totals	7,459,813.83		31,600.00	7,491,413.83

* Partial Year indicates employees who were employed for less than 12 full months.