

**VIRGINIA ECONOMIC  
DEVELOPMENT PARTNERSHIP**

**EXPENDITURE REPORT**

**FOR THE FISCAL YEAR ENDED  
June 30, 2007**

**VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP**  
**Expenditure Report**  
**For the Fiscal Year Ended 2007**

**TOTAL VEDP**

**Expenditures**

Compensation	\$ 10,605,023
Marketing and Promotion	1,300,756
Missions, Shows, and Events	816,656
Travel	940,413
Services	1,743,768
Supplies and Materials	148,051
Pass Through Payments	434,661
Fixed Asset Payments	1,840,773
Other Expenditures	<u>256,154</u>
<b>Total Expenditures</b>	<b><u><u>\$ 18,086,254</u></u></b>

**VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP**  
**Expenditure Report**  
**For the Fiscal Year Ended 2007**

**BUSINESS DEVELOPMENT**

**Expenditures**

Compensation	\$ 2,649,944
Marketing and Promotion	21,389
Missions, Shows, and Events	62,961
Travel	304,144
Services	140,879
Supplies and Materials	12,958
Pass Through Payments	(3,813)
Fixed Asset Payments	229,493
Other Expenditures	<u>36,823</u>
<b>Total Expenditures</b>	<b><u><u>\$ 3,454,778</u></u></b>

**VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP**  
**Expenditure Report**  
**For the Fiscal Year Ended 2007**

**INTERNATIONAL INVESTMENT**

**Expenditures**

Compensation	\$ 751,653
Marketing and Promotion	45,850
Missions, Shows, and Events	137,209
Travel	222,201
Services	376,169
Supplies and Materials	15,491
Pass Through Payments	0
Fixed Asset Payments	266,808
Other Expenditures	<u>40,945</u>
<b>Total Expenditures</b>	<b><u><u>\$ 1,856,326</u></u></b>

**VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP**  
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**INTERNATIONAL TRADE**

**Expenditures**

Compensation	\$ 1,926,758
Marketing and Promotion	124,887
Missions, Shows, and Events	122,042
Travel	208,833
Services	650,783
Supplies and Materials	29,781
Pass Through Payments	0
Fixed Asset Payments	265,842
Other Expenditures	<u>43,905</u>
<b>Total Expenditures</b>	<b><u><u>\$ 3,372,831</u></u></b>

**VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP**  
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**RESEARCH**

**Expenditures**

Compensation	\$ 1,639,222
Marketing and Promotion	674
Missions, Shows, and Events	3,337
Travel	23,948
Services	183,388
Supplies and Materials	23,428
Pass Through Payments	38,474
Fixed Asset Payments	152,130
Other Expenditures	<u>23,152</u>
<b>Total Expenditures</b>	<b><u><u>\$ 2,087,754</u></u></b>

**VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP**  
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**COMMUNICATIONS AND PROMOTIONS**

**Expenditures**

Compensation	\$ 725,476
Marketing and Promotion	1,100,350
Missions, Shows, and Events	465,426
Travel	121,450
Services	114,565
Supplies and Materials	11,006
Pass Through Payments	0
Fixed Asset Payments	71,465
Other Expenditures	<u>9,935</u>
<b>Total Expenditures</b>	<b><u><u>\$ 2,619,673</u></u></b>

**VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP**  
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**For the Fiscal Year Ended 2007**

**INFORMATION TECHNOLOGY**

**Expenditures**

Compensation	\$ 1,245,080
Marketing and Promotion	0
Missions, Shows, and Events	0
Travel	18,333
Services	182,998
Supplies and Materials	25,556
Pass Through Payments	0
Fixed Asset Payments	343,569
Other Expenditures	<u>21,605</u>
<b>Total Expenditures</b>	<b><u><u>\$ 1,837,141</u></u></b>



**VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP**  
**Expenditure Report**  
**For the Fiscal Year Ended 2007**

**ADMINISTRATION**

**Expenditures**

Compensation	\$ 1,666,890
Marketing and Promotion	7,605
Missions, Shows, and Events	25,681
Travel	41,504
Services	94,985
Supplies and Materials	29,830
Pass Through Payments	0
Fixed Asset Payments	511,466
Other Expenditures	<u>79,788</u>
<b>Total Expenditures</b>	<b><u><u>\$ 2,457,751</u></u></b>

**VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP**  
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**For the Fiscal Year Ended 2007**

**PASS THROUGH PAYMENTS**

**Expenditures**

Compensation	\$	-
Marketing and Promotion		0
Missions, Shows, and Events		0
Travel		0
Services		0
Supplies and Materials		0
Pass Through Payments		400,000
Fixed Asset Payments		0
Other Expenditures		0
		<hr/>
<b>Total Expenditures</b>	<b>\$</b>	<b><u><u>400,000</u></u></b>

**Virginia Economic Development Partnership**  
**Salaries, Wages and Bonus Information**  
**As of June 30, 2007**

Position Title	Salaries & Wages Paid	Partial Year	FY 2007 Spot Bonus	FY 2007 Total Paid
Receptionist	12,566.25	*		12,566.25
International Trade Manager	91,876.08			91,876.08
Economic Research Assistant	34,000.68			34,000.68
Purchasing Manager	47,757.89			47,757.89
Executive Director	225,599.38		20,000.00	245,599.38
International Trade Manager	76,187.50	*		76,187.50
Project Research Specialist	43,459.36		2,000.00	45,459.36
Sr. Programmer/Analyst	53,491.38	*		53,491.38
Administrative Assistant	16,057.09	*		16,057.09
Marketing Manager	67,400.29		750.00	68,150.29
Administrative Assistant	11,083.38	*		11,083.38
Intern	7,620.48	*		7,620.48
Marketing Assistant	13,333.36	*		13,333.36
Network Manager	86,409.36			86,409.36
GIS Manager	39,234.59	*		39,234.59
Sr. Teleservices Representative	20,456.07			20,456.07
Administrative Assistant	27,970.04	*	500.00	28,470.04
Team Leader	100,695.72		2,000.00	102,695.72
Office Manager	49,893.99			49,893.99
Assistant to the Director	53,076.12			53,076.12
Marketing Manager	60,683.58			60,683.58
Business Development Deputy Director	16,966.69	*		16,966.69
Receptionist	6,379.75	*		6,379.75
International Marketing Specialist	50,882.10			50,882.10
Business Development Manager	77,916.61	*		77,916.61
Sr. Human Resources Manager	72,819.84			72,819.84
Marketing Manager	63,654.00			63,654.00
Sr. Network Technician	66,119.40			66,119.40
Office Manager	39,668.70			39,668.70
Marketing Associate	54,365.46			54,365.46
Economist	53,051.76			53,051.76
International Investment Manager	74,070.73	*	2,500.00	76,570.73
Global Research Manager	46,136.90			46,136.90
Chief Cartographer	41,408.40			41,408.40
Associate International Investment Manager	16,001.79	*	500.00	16,501.79
Facilities Manager	49,803.90		500.00	50,303.90
International Trade Manager	21,925.54	*		21,925.54
Sr. Teleservices Representative	22,262.49			22,262.49
Project Manager	37,189.72	*	3,000.00	40,189.72
Economist	53,510.94			53,510.94
GIS Technician	8,363.04	*		8,363.04
International Investment Manager	112,727.48			112,727.48
Director, Europe	100,124.04	*		100,124.04
Sr. Executive Assistant	58,438.32		500.00	58,938.32
Marketing Manager	64,581.00			64,581.00
Accountant	18,147.37	*		18,147.37
International Trade Manager	29,579.01	*		29,579.01
International Marketing Specialist	47,730.30			47,730.30
Team Leader	87,331.24			87,331.24
Community Marketing Specialist	67,434.72			67,434.72
Associate Project Research Manager	64,478.76			64,478.76
Accountant	16,722.68	*		16,722.68
International Trade & Investment Director	142,328.27			142,328.27
Intern	6,000.00	*		6,000.00
Project Manager	68,117.16			68,117.16

**Virginia Economic Development Partnership**  
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**As of June 30, 2007**

Position Title	Salaries & Wages Paid	Partial Year	FY 2007 Spot Bonus	FY 2007 Total Paid
Intern	3,820.32	*		3,820.32
Presentation Technician	51,646.60			51,646.60
International Trade Manager	79,992.24			79,992.24
Communications Manager	4,951.45	*		4,951.45
Administrative Assistant	45,276.67			45,276.67
Trade Events Manager	44,477.46			44,477.46
Project Manager	12,525.13	*		12,525.13
Intern	488.88	*		488.88
Economist	66,817.86		1,500.00	68,317.86
Receptionist	4,014.50	*		4,014.50
Office Manager	49,310.07		1,000.00	50,310.07
Project Support Manager	118,461.12			118,461.12
Team Leader	100,220.82			100,220.82
Project Manager	76,134.72			76,134.72
Intern	5,659.92	*		5,659.92
International Marketing Specialist	22,640.26	*		22,640.26
Intern	1,438.92	*		1,438.92
Sites and Buildings Representative	61,410.42			61,410.42
Call Center Supervisor	32,143.62			32,143.62
Sr. Economist	87,929.50			87,929.50
Project Manager	71,079.30			71,079.30
Intern	1,849.68	*		1,849.68
Research Assistant	40,977.09		500.00	41,477.09
Research Director	127,559.46			127,559.46
Deputy Director	197,720.04			197,720.04
Information Technology Director	106,619.28			106,619.28
Community Resources Assistant	49,013.40			49,013.40
Associate Project Manager	57,906.18		500.00	58,406.18
Communications Manager	61,537.13		1,500.00	63,037.13
Sr. Marketing Associate	45,879.84			45,879.84
AIM Program Manager	55,287.74			55,287.74
GIS Systems Administrator	52,878.16	*		52,878.16
International Trade Manager	29,437.47	*		29,437.47
Controller	115,133.40			115,133.40
Human Resources Analyst	60,075.84			60,075.84
Client Services Manager	56,038.42	*		56,038.42
Sr. Network Technician	65,003.64			65,003.64
Sr. Project Manager	82,508.22			82,508.22
Associate Project Manager	26,046.01			26,046.01
GIS Manager	48,497.97		1,500.00	49,997.97
VALET Program Manager	67,379.76	*		67,379.76
Administrative Assistant	25,359.65	*		25,359.65
Administrative Assistant	35,207.95	*		35,207.95
Business Development Director	143,916.30			143,916.30
Project Manager	71,734.14			71,734.14
Research Assistant	23,295.97	*		23,295.97
Sr. Marketing Analyst	54,982.30			54,982.30
Communications and Promotions Director	126,732.30			126,732.30
International Trade Manager	79,049.58			79,049.58
Marketing Manager	49,281.48			49,281.48
GIS Specialist	38,813.06			38,813.06
Project Research Manager	81,846.00			81,846.00
GMR Manager	2,763.14	*		2,763.14
Project Manager	66,518.52			66,518.52
Project Manager	66,119.40			66,119.40

Virginia Economic Development Partnership  
Salaries, Wages and Bonus Information  
As of June 30, 2007

Position Title	Salaries & Wages Paid	Partial Year	FY 2007 Spot Bonus	FY 2007 Total Paid
Lead Developer	68,135.08			68,135.08
Sr. Project Manager	85,429.50		2,000.00	87,429.50
Team Leader	92,515.80			92,515.80
Programmer/Analyst	58,875.07	*		58,875.07
Sr. Accounting Manager	83,404.32			83,404.32
Sr. Programmer/Analyst	75,030.90			75,030.90
Project Manager	72,114.00			72,114.00
General Counsel and Legislation Director	137,793.46		1,500.00	139,293.46
Community Data Specialist	58,602.54			58,602.54
Project Manager	60,598.92			60,598.92
Sr. Teleservices Representative	1,515.95	*		1,515.95
Community Resources Manager	103,414.20			103,414.20
International Trade Manager	69,514.92			69,514.92
International Trade Manager	73,218.48			73,218.48
Executive Assistant	50,001.48			50,001.48
International Investment Manager	89,718.72		2,500.00	92,218.72
Communications Specialist	40,705.74			40,705.74
Associate Economist	45,619.08			45,619.08
Project Manager	63,924.72			63,924.72
Associate Project Manager	50,091.78			50,091.78
Sr. Accountant	62,899.03			62,899.03
	<b>7,491,622.69</b>		<b>44,750.00</b>	<b>7,536,372.69</b>