

**VIRGINIA ECONOMIC
DEVELOPMENT PARTNERSHIP**

EXPENDITURE REPORT

FOR THE FISCAL YEAR ENDED

June 30, 2008

VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP
Expenditure Report
For the Fiscal Year Ended June 30, 2008

TOTAL VEDP

Expenditures

Compensation	\$ 10,959,526
Marketing and Promotion	1,759,444
Missions, Shows, and Events	456,495
Travel	847,215
Services	1,618,241
Supplies and Materials	118,376
Pass Through Payments	1,395,000
Fixed Asset Payments	1,983,909
Other Expenditures	<u>250,823</u>
Total Expenditures	<u><u>\$ 19,389,029</u></u>

VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP
Expenditure Report
For the Fiscal Year Ended June 30, 2008

BUSINESS DEVELOPMENT

Expenditures

Compensation	\$ 2,750,157
Marketing and Promotion	14,162
Missions, Shows, and Events	49,617
Travel	239,826
Services	120,076
Supplies and Materials	10,267
Pass Through Payments	-
Fixed Asset Payments	239,490
Other Expenditures	<u>37,569</u>
Total Expenditures	<u><u>\$ 3,461,164</u></u>

VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP
Expenditure Report
For the Fiscal Year Ended June 30, 2008

INTERNATIONAL INVESTMENT

Expenditures

Compensation	\$ 715,087
Marketing and Promotion	113,747
Missions, Shows, and Events	108,107
Travel	222,385
Services	343,274
Supplies and Materials	7,122
Pass Through Payments	-
Fixed Asset Payments	255,056
Other Expenditures	<u>36,338</u>
Total Expenditures	<u><u>\$ 1,801,116</u></u>

VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP
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INTERNATIONAL TRADE

Expenditures

Compensation	\$ 1,982,834
Marketing and Promotion	94,684
Missions, Shows, and Events	72,515
Travel	195,645
Services	599,234
Supplies and Materials	12,620
Pass Through Payments	-
Fixed Asset Payments	291,486
Other Expenditures	<u>62,800</u>
Total Expenditures	<u><u>\$ 3,311,818</u></u>

VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP
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For the Fiscal Year Ended June 30, 2008

RESEARCH

Expenditures

Compensation	\$ 1,821,046
Marketing and Promotion	620
Missions, Shows, and Events	3,753
Travel	34,090
Services	173,785
Supplies and Materials	24,303
Pass Through Payments	-
Fixed Asset Payments	152,407
Other Expenditures	<u>15,329</u>
Total Expenditures	<u><u>\$ 2,225,333</u></u>

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COMMUNICATIONS AND PROMOTIONS

Expenditures

Compensation	\$ 778,989
Marketing and Promotion	1,531,690
Missions, Shows, and Events	200,063
Travel	132,084
Services	86,348
Supplies and Materials	4,854
Pass Through Payments	-
Fixed Asset Payments	90,116
Other Expenditures	<u>11,494</u>
Total Expenditures	<u><u>\$ 2,835,638</u></u>

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INFORMATION TECHNOLOGY

Expenditures

Compensation	\$ 1,210,233
Marketing and Promotion	-
Missions, Shows, and Events	(100)
Travel	4,634
Services	220,047
Supplies and Materials	30,228
Pass Through Payments	-
Fixed Asset Payments	425,439
Other Expenditures	<u>22,851</u>
Total Expenditures	<u><u>\$ 1,913,332</u></u>

VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP
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ADMINISTRATION

Expenditures

Compensation	\$ 1,701,180
Marketing and Promotion	4,541
Missions, Shows, and Events	22,540
Travel	18,551
Services	75,477
Supplies and Materials	28,982
Pass Through Payments	-
Fixed Asset Payments	529,915
Other Expenditures	<u>64,442</u>
Total Expenditures	<u><u>\$ 2,445,628</u></u>

VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP
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PASS THROUGH PAYMENTS

Expenditures

Compensation	\$	-
Marketing and Promotion		-
Missions, Shows, and Events		-
Travel		-
Services		-
Supplies and Materials		-
Pass Through Payments		1,395,000
Fixed Asset Payments		-
Other Expenditures		-
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Total Expenditures	\$	<u>1,395,000</u>

**Virginia Economic Development Partnership
Salary and Bonus Information
As of June 30, 2008**

Position Title	Salaries & Wages Paid	Partial Year	FY 2008 Spot Bonus	FY 2008 Total Paid
International Trade Manager	98,502.90			98,502.90
Economic Research Assistant	35,618.16			35,618.16
Purchasing Manager	44,154.78			44,154.78
Executive Director	234,250.08			234,250.08
International Trade Manager	81,586.92			81,586.92
Project Research Specialist	49,145.46			49,145.46
Administrative Staff Assistant	30,526.35	*		30,526.35
Assistant Director	72,309.60		500.00	72,809.60
Administrative Staff Assistant	3,897.40	*		3,897.40
Accountant	3,506.25	*		3,506.25
Administrative Assistant	38,997.72		500.00	39,497.72
Marketing Associate	41,050.02			41,050.02
Network Manager	89,950.44			89,950.44
Outreach Specialist	20,201.56			20,201.56
Senior Project Manager	104,822.40			104,822.40
Office Manager	50,365.73		500.00	50,865.73
Assistant to the Director	56,664.54			56,664.54
Marketing Manager	62,881.20			62,881.20
Receptionist	18,519.40			18,519.40
International Marketing Specialist	52,724.64			52,724.64
Business Development Manager	112,887.48			112,887.48
Senior Human Resources Manager	75,527.94		2,000.00	77,527.94
Marketing Manager	65,959.14			65,959.14
PC Support Technician	31,695.98	*		31,695.98
Office Manager	41,105.22			41,105.22
Marketing Associate	56,334.18			56,334.18
Economist	54,972.96			54,972.96
International Investment Manager	1,749.93	*		1,749.93
Programmer Analyst	24,083.65	*		24,083.65
International Investment Manager	81,442.68			81,442.68
Global Research Manager	21,419.09	*		21,419.09
Chief Cartographer	43,989.78			43,989.78
Facilities Manager	51,844.86			51,844.86
International Investment Manager	23,586.69	*		23,586.69
Outreach Specialist	21,206.18			21,206.18
Economist	55,448.70			55,448.70
Senior GIS Technician	40,236.11			40,236.11
Project Manager	134,898.39			134,898.39
Senior Executive Assistant	61,499.94			61,499.94
International Investment Manager	69,628.96			69,628.96
Accountant	38,997.48			38,997.48
International Marketing Specialist	49,458.72			49,458.72
Senior Project Manager	108,861.72			108,861.72
Community Marketing Specialist	69,876.84			69,876.84
Associate Project Research Manager	67,857.00		1,500.00	69,357.00
Senior Accountant	17,076.06	*		17,076.06
International Trade Director	149,874.54			149,874.54
Junior Network Administrator	20,692.28	*		20,692.28
Accountant	975.00	*		975.00
PC Support Technician	2,514.00	*		2,514.00
Project Manager	71,357.70			71,357.70
Presentation Technician	57,474.77	*		57,474.77

**Virginia Economic Development Partnership
Salary and Bonus Information
As of June 30, 2008**

Position Title	Salaries & Wages Paid	Partial Year	FY 2008 Spot Bonus	FY 2008 Total Paid
International Trade Manager	81,771.85			81,771.85
Senior International Trade Manager	29,999.97	*		29,999.97
Marketing Manager	25,476.80	*		25,476.80
Administrative Assistant	46,850.76			46,850.76
Legislative Research Analyst	44,260.09	*	1,000.00	45,260.09
Trade Events Manager	46,088.10			46,088.10
GIS Systems Administrator/Developer	49,070.39			49,070.39
Economist	70,318.56			70,318.56
Receptionist	11,796.14			11,796.14
Office Manager	48,483.48			48,483.48
Senior Project Support Manager	123,315.84		2,500.00	125,815.84
Senior Project Manager	103,850.10		2,000.00	105,850.10
Project Manager	65,635.72	*		65,635.72
Sites & Buildings Representative	64,331.88		1,000.00	65,331.88
Call Center Supervisor	33,307.62			33,307.62
Senior Economist	91,532.94			91,532.94
Project Manager	73,992.30		2,500.00	76,492.30
GIS Intern	693.00	*		693.00
Research Assistant	44,863.26			44,863.26
Research Director	132,178.86			132,178.86
Deputy Director	207,126.24			207,126.24
General Counsel	75,000.00	*	5,000.00	80,000.00
Outreach Specialist	7,213.33	*		7,213.33
Information Technology Director	110,480.40			110,480.40
Community Resources Assistant	51,021.96			51,021.96
Associate Project Manager	60,279.24		500.00	60,779.24
Communications Manager	63,825.72			63,825.72
Senior Marketing Associate	47,541.36			47,541.36
AIM Program Manager	58,457.83			58,457.83
International Trade Manager	80,560.56			80,560.56
Controller	119,302.74			119,302.74
Human Resources Analyst	62,537.82		1,000.00	63,537.82
Client Services Manager	61,575.00			61,575.00
Senior Computer Network Technician	67,357.68			67,357.68
Project Manager	86,830.86			86,830.86
Community Assistance Specialist	24,501.85			24,501.85
GIS Manager	57,932.64		1,000.00	58,932.64
VALET Program Manager	80,742.36			80,742.36
Associate Project Manager	41,087.10		500.00	41,587.10
Business Development Director	155,528.08			155,528.08
Project Manager	26,249.94	*		26,249.94
Project Manager	74,331.90		2,000.00	76,331.90
Senior Marketing Analyst	50,508.82		500.00	51,008.82
Communications & Promotions Director	131,321.70			131,321.70
International Trade Manager	44,229.59	*		44,229.59
Marketing Manager	51,625.98			51,625.98
GIS Specialist	44,042.54		500.00	44,542.54
Project Research Manager	85,200.06		1,500.00	86,700.06
Project Manager	70,003.62		1,500.00	71,503.62
Project Manager	68,829.06			68,829.06
Lead Developer	78,508.08			78,508.08
Project Manager	96,909.18			96,909.18

Virginia Economic Development Partnership
Salary and Bonus Information
As of June 30, 2008

Position Title	Salaries & Wages Paid	Partial Year	FY 2008 Spot Bonus	FY 2008 Total Paid
Senior Project Manager	99,905.38			99,905.38
.NET Developer	68,388.28			68,388.28
Senior Accounting Manager	86,424.66		2,000.00	88,424.66
.NET Developer	40,848.06	*		40,848.06
Project Manager	75,069.36		1,500.00	76,569.36
General Counsel & Legislation Director	55,570.61	*		55,570.61
Community Data Specialist	60,259.55			60,259.55
Project Manager	63,481.74			63,481.74
.NET Developer	12,096.07	*		12,096.07
Community Resources Manager	129,357.56			129,357.56
International Trade Manager	72,363.66			72,363.66
Global Research Manager	1,426.86	*		1,426.86
International Trade Manager	30,947.02	*		30,947.02
International Trade Manager	27,486.45	*		27,486.45
Executive Assistant	52,684.62			52,684.62
International Investment Manager	96,409.90	*		96,409.90
Communications Specialist	42,016.27			42,016.27
Associate Economist	35,199.67	*		35,199.67
Project Manager	66,239.70			66,239.70
Associate Project Manager	44,879.53	*		44,879.53
Senior Accountant	31,519.65	*		31,519.65
	7,635,265.02		31,500.00	7,666,765.02