

**VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP**  
**Expenditure Report**  
**For the Fiscal Year Ended June 30, 2010**

**VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP**  
**Expenditure Report**  
**For the Fiscal Year Ended June 30, 2010**

**TOTAL VEDP**

**Expenditures**

Compensation	\$ 9,753,367
Marketing and Promotion	1,099,975
Missions, Shows, and Events	401,066
Travel	535,786
Services	680,665
Supplies and Materials	91,023
Pass Through Payments	258,520
Fixed Asset Payments	1,960,126
Other Expenditures	<u>185,478</u>
<b>Total Expenditures</b>	<b><u><u>\$ 14,966,005</u></u></b>

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**BUSINESS DEVELOPMENT**

**Expenditures**

Compensation	\$ 2,339,503
Marketing and Promotion	1,000
Missions, Shows, and Events	34,688
Travel	152,287
Services	35,487
Supplies and Materials	5,971
Pass Through Payments	-
Fixed Asset Payments	236,251
Other Expenditures	<u>17,116</u>
<b>Total Expenditures</b>	<b><u><u>\$ 2,822,302</u></u></b>

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**INTERNATIONAL TRADE**

**Expenditures**

Compensation	\$ 1,581,229
Marketing and Promotion	593,721
Missions, Shows, and Events	39,982
Travel	77,416
Services	63,452
Supplies and Materials	7,056
Pass Through Payments	-
Fixed Asset Payments	199,072
Other Expenditures	<u>42,827</u>
<b>Total Expenditures</b>	<b><u><u>\$ 2,604,754</u></u></b>

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**RESEARCH**

**Expenditures**

Compensation	\$ 1,311,786
Marketing and Promotion	245
Missions, Shows, and Events	1,331
Travel	21,620
Services	156,084
Supplies and Materials	28,465
Pass Through Payments	-
Fixed Asset Payments	149,041
Other Expenditures	<u>8,991</u>
<b>Total Expenditures</b>	<b><u><u>\$ 1,677,563</u></u></b>

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**COMMUNICATIONS AND PROMOTIONS**

**Expenditures**

Compensation	\$ 710,354
Marketing and Promotion	245,569
Missions, Shows, and Events	171,188
Travel	33,839
Services	54,235
Supplies and Materials	6,089
Pass Through Payments	-
Fixed Asset Payments	77,518
Other Expenditures	<u>4,409</u>
<b>Total Expenditures</b>	<b><u><u>\$ 1,303,202</u></u></b>

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**INFORMATION TECHNOLOGY**

**Expenditures**

Compensation	\$ 1,310,015
Marketing and Promotion	-
Missions, Shows, and Events	-
Travel	8,747
Services	189,943
Supplies and Materials	14,663
Pass Through Payments	-
Fixed Asset Payments	369,673
Other Expenditures	<u>9,676</u>
<b>Total Expenditures</b>	<b><u><u>\$ 1,902,716</u></u></b>

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**ADMINISTRATION**

**Expenditures**

Compensation	\$ 1,597,859
Marketing and Promotion	145
Missions, Shows, and Events	6,132
Travel	14,989
Services	106,733
Supplies and Materials	14,653
Pass Through Payments	-
Fixed Asset Payments	720,272
Other Expenditures	<u>82,623</u>
<b>Total Expenditures</b>	<b><u><u>\$ 2,543,407</u></u></b>



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**PASS THROUGH PAYMENTS**

**Expenditures**

Compensation	\$ -
Marketing and Promotion	46,666
Missions, Shows, and Events	75,083
Travel	-
Services	21,357
Supplies and Materials	2,872
Pass Through Payments	258,520
Fixed Asset Payments	-
Other Expenditures	<u>1,308</u>
<b>Total Expenditures</b>	<b><u><u>\$ 405,806</u></u></b>

## All Salaried and Wage Personnel

As of June 30, 2010

Position Title	Salaries & Wages Paid	Partial Year	FY 2010 Spot Bonus	FY 2010 Total Paid
International Trade Manager	26,444.95	*		26,444.95
Economic Research Assistant	35,922.16			35,922.16
Purchasing Manager	44,376.62		1,500.00	45,876.62
Executive Director	231,701.65			231,701.65
International Trade Manager	81,996.96		1,500.00	83,496.96
Project Research Specialist	4,128.52	*		4,128.52
Assistant Director	76,779.61			76,779.61
Administrative Staff Assistant	37,868.02			37,868.02
Administrative Assistant	39,193.72			39,193.72
Marketing Associate	41,256.30			41,256.30
Network Manager	90,402.48			90,402.48
Outreach Specialist	15,606.01			15,606.01
Senior Project Manager	105,349.22			105,349.22
Office Manager	49,766.03			49,766.03
Facilities/Fleet Coordinator	12,227.25	*		12,227.25
Assistant to the Director	58,403.37			58,403.37
Project Manager	63,197.24			63,197.24
International Marketing Specialist	52,989.59			52,989.59
Business Development Manager	113,454.82			113,454.82
Marketing Manager	66,290.62			66,290.62
Office Manager	41,311.79			41,311.79
Marketing Associate	56,617.28			56,617.28
Receptionist	3,513.60	*		3,513.60
International Investment Manager	64,774.30			64,774.30
Senior Human Resources Manager	70,507.23			70,507.23
GIS Intern	922.51	*		922.51
International Investment Manager	82,137.82		1,500.00	83,637.82
Chief Cartographer	45,279.71			45,279.71
Facilities Manager	36,958.64	*		36,958.64
Outreach Specialist	16,939.60			16,939.60
Economist	55,727.34			55,727.34
Senior GIS Technician	46,984.59			46,984.59
Project Manager	129,242.23			129,242.23
Senior Executive Assistant	62,024.84			62,024.84
International Investment Manager	70,943.85			70,943.85
Research Intern	1,963.50	*		1,963.50
Project Executive	159,444.72			159,444.72
PC Support Technician	42,352.40			42,352.40
Accountant	39,193.48			39,193.48
International Marketing Specialist	49,707.26			49,707.26
Senior Project Manager	109,766.63			109,766.63
Community Marketing Specialist	70,228.03			70,228.03
Associate Project Research Manager	68,436.19			68,436.19
Senior Accountant	54,734.55			54,734.55
International Trade Director	151,153.75			151,153.75
Junior Network Administrator	59,791.74			59,791.74
Project Manager	71,966.77			71,966.77
GIS Intern	1,920.00	*		1,920.00
International Trade Manager	82,252.73			82,252.73
Senior International Trade Manager	79,722.24			79,722.24

9 Positions

\* = Partial Year

## All Salaried and Wage Personnel

As of June 30, 2010

Position Title	Salaries & Wages Paid	Partial Year	FY 2010 Spot Bonus	FY 2010 Total Paid
Marketing Manager	63,777.70			63,777.70
Administrative Assistant	47,529.18			47,529.18
Legislative Research Analyst	49,826.61			49,826.61
Trade Events Manager	46,319.70			46,319.70
Economist	64,774.30			64,774.30
GIS Systems Administrator/Developer	54,183.94		1,500.00	55,683.94
Senior Economist	75,736.04			75,736.04
Office Manager	48,727.16			48,727.16
Senior Project Support Manager	123,935.60			123,935.60
Senior Project Manager	104,371.98			104,371.98
Network Services Intern	1,137.76	*		1,137.76
Sites & Buildings Representative	64,880.97			64,880.97
Receptionist	33,907.20		500.00	34,407.20
Project Manager	84,158.11			84,158.11
Research Assistant	45,088.71			45,088.71
Research Director	132,843.13			132,843.13
General Counsel	127,057.45			127,057.45
Information Technology Director	111,035.65			111,035.65
Community Resources Assistant	51,278.35			51,278.35
Communications Manager	64,146.49			64,146.49
Senior Marketing Associate	50,647.19			50,647.19
AIM Program Manager	60,219.13			60,219.13
International Trade Manager	80,965.43			80,965.43
Controller	119,902.29			119,902.29
Human Resources Analyst	63,027.38		500.00	63,527.38
Client Services Manager	61,884.45			61,884.45
Senior Computer Network Technician	67,696.21			67,696.21
Project Manager	87,571.94			87,571.94
Community Assistance Specialist	8,896.64			8,896.64
GIS Manager	59,037.88			59,037.88
VALET Program Manager	74,915.81			74,915.81
Associate Project Manager	60,582.19			60,582.19
Associate Project Manager	44,345.62			44,345.62
Business Development Director	150,117.16			150,117.16
Project Manager	69,756.87			69,756.87
Project Manager	74,705.47			74,705.47
Senior Marketing Analyst	51,191.29			51,191.29
Communications & Promotions Director	134,308.21	*		134,308.21
Marketing Manager	52,066.65			52,066.65
GIS Specialist	46,153.00		750.00	46,903.00
Project Research Manager	85,628.23			85,628.23
Project Manager	70,601.13			70,601.13
Project Manager	69,174.98			69,174.98
Lead Developer	78,902.61			78,902.61
Senior Project Manager	101,317.82			101,317.82
.NET Developer	71,064.16		1,500.00	72,564.16
Senior Accounting Manager	86,858.98			86,858.98
Project Manager	52,753.63	*		52,753.63
Community Data Specialist	61,029.91			61,029.91
Project Manager	63,430.54			63,430.54
.NET Developer	73,743.30		1,500.00	75,243.30

9 Positions

\* = Partial Year

