

**VIRGINIA ECONOMIC
DEVELOPMENT PARTNERSHIP**

EXPENDITURE REPORT

FOR THE FISCAL YEAR ENDED

June 30, 2011

VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP
Expenditure Report
For the Fiscal Year Ended June 30, 2011

TOTAL VEDP

Expenditures

Compensation	\$ 9,895,130
Marketing and Promotion	2,212,977
Missions, Shows, and Events	885,785
Travel	739,550
Services	1,107,646
Supplies and Materials	90,492
Pass Through Payments	1,379,095
Fixed Asset Payments	1,837,742
Other Expenditures	<u>235,742</u>
Total Expenditures	<u><u>\$ 18,384,159</u></u>

VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP
Expenditure Report
For the Fiscal Year Ended June 30, 2011

BUSINESS DEVELOPMENT

Expenditures

Compensation	\$ 2,272,150
Marketing and Promotion	10,801
Missions, Shows, and Events	39,642
Travel	163,957
Services	167,358
Supplies and Materials	7,477
Pass Through Payments	-
Fixed Asset Payments	224,849
Other Expenditures	<u>38,434</u>
Total Expenditures	<u><u>\$ 2,924,667</u></u>

VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP
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For the Fiscal Year Ended June 30, 2011

INTERNATIONAL INVESTMENT

Expenditures

Compensation	\$ 1,024,042
Marketing and Promotion	127,109
Missions, Shows, and Events	53,218
Travel	293,934
Services	117,035
Supplies and Materials	8,813
Pass Through Payments	-
Fixed Asset Payments	259,772
Other Expenditures	<u>30,759</u>
Total Expenditures	<u><u>\$ 1,914,682</u></u>

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INTERNATIONAL TRADE

Expenditures

Compensation	\$ 1,592,273
Marketing and Promotion	696,044
Missions, Shows, and Events	107,136
Travel	134,245
Services	119,504
Supplies and Materials	12,138
Pass Through Payments	-
Fixed Asset Payments	213,433
Other Expenditures	<u>66,649</u>
Total Expenditures	<u><u>\$ 2,941,422</u></u>

VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP
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RESEARCH

Expenditures

Compensation	\$ 1,383,269
Marketing and Promotion	215
Missions, Shows, and Events	3,599
Travel	17,814
Services	150,041
Supplies and Materials	17,478
Pass Through Payments	-
Fixed Asset Payments	143,090
Other Expenditures	<u>10,866</u>
Total Expenditures	<u><u>\$ 1,726,372</u></u>

VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP
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COMMUNICATIONS AND PROMOTIONS

Expenditures

Compensation	\$ 629,473
Marketing and Promotion	1,373,773
Missions, Shows, and Events	674,791
Travel	103,390
Services	117,476
Supplies and Materials	5,511
Pass Through Payments	-
Fixed Asset Payments	68,996
Other Expenditures	<u>3,510</u>
Total Expenditures	<u><u>\$ 2,976,921</u></u>

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INFORMATION TECHNOLOGY

Expenditures

Compensation	\$ 1,320,334
Marketing and Promotion	-
Missions, Shows, and Events	-
Travel	6,993
Services	305,151
Supplies and Materials	15,189
Pass Through Payments	-
Fixed Asset Payments	326,131
Other Expenditures	<u>10,500</u>
Total Expenditures	<u><u>\$ 1,984,298</u></u>

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ADMINISTRATION

Expenditures

Compensation	\$ 1,673,589
Marketing and Promotion	5,036
Missions, Shows, and Events	7,399
Travel	19,216
Services	131,081
Supplies and Materials	23,885
Pass Through Payments	-
Fixed Asset Payments	601,470
Other Expenditures	<u>75,025</u>
Total Expenditures	<u><u>\$ 2,536,701</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		1,379,095
Fixed Asset Payments		-
Other Expenditures		-
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Total Expenditures	\$	<u>1,379,095</u>

All Salaried and Wage Personnel

As of June 30, 2011

Position Title	Salaries & Wages Paid	Partial Year	FY 2011 Bonus	FY 2011 Total Paid
Purchasing Manager	44,967.84		1,336.00	46,303.84
President & CEO	229,999.92		6,900.00	236,899.92
International Trade Manager	82,282.56		3,468.00	85,750.56
Communications & Promotions Director	97,083.34		7,880.00	104,963.34
Administrative Staff Assistant	37,999.92		2,140.00	40,139.92
Administrative Assistant	39,330.24		1,180.00	40,510.24
Global Research Manager	43,908.38		1,242.00	45,150.38
Network Manager	90,717.36		2,722.00	93,439.36
Outreach Specialist	14,213.09		-	14,213.09
Project Research Specialist	23,114.64	*	-	23,114.64
Senior Project Manager	105,716.16		7,171.00	112,887.16
Office Manager	51,327.89		1,494.00	52,821.89
Facilities/Fleet Coordinator	23,971.50		-	23,971.50
Marketing Coordinator	33,964.35	*	-	33,964.35
Associate International Investment Manager	58,606.80		1,758.00	60,364.80
Project Manager	63,417.36		1,903.00	65,320.36
International Marketing Specialist	3,422.57	*	-	3,422.57
Project Manager	54,130.80		1,595.00	55,725.80
GIS Intern	934.38	*	-	934.38
Business Development Manager	27,585.68	*	-	27,585.68
Marketing Manager	58,440.75	*	1,996.00	60,436.75
Office Manager	41,455.68		1,244.00	42,699.68
Marketing Associate	56,814.48		1,704.00	58,518.48
International Investment Manager	25,541.49	*	-	25,541.49
Senior Human Resources Manager	77,441.52		4,035.00	81,476.52
GIS Intern	2,091.02	*	-	2,091.02
International Investment Manager	82,423.92		2,473.00	84,896.92
Chief Cartographer	45,437.52		1,363.00	46,800.52
Outreach Specialist	15,546.01		-	15,546.01
Economist	55,921.44		1,678.00	57,599.44
Senior GIS Technician	47,692.08		3,431.00	51,123.08
Project Manager	125,334.14		3,691.00	129,025.14
International Marketing Manager	19,945.43	*	-	19,945.43
Senior Executive Assistant	62,240.88		1,867.00	64,107.88
Assistant to the Director	32,221.31	*	-	32,221.31
International Investment Manager	71,190.96		2,136.00	73,326.96
Economic Research Assistant	40,225.58		1,081.00	41,306.58
Project Executive	160,000.08		4,800.00	164,800.08
PC Support Technician	42,499.92		1,275.00	43,774.92
Accountant	41,443.44		1,275.00	42,718.44
International Marketing Specialist	49,880.40		1,496.00	51,376.40
Senior Project Manager	117,720.70		8,552.00	126,272.70
Community Marketing Specialist	70,472.64		2,114.00	72,586.64
Associate Project Research Manager	74,734.32		2,268.00	77,002.32
Senior Accountant	59,154.20		1,800.00	60,954.20
International Trade Director	151,680.24		4,550.00	156,230.24
Junior Network Administrator	60,000.00		1,800.00	61,800.00
Project Manager	72,217.44		2,167.00	74,384.44
International Trade Manager	83,595.84		2,508.00	86,103.84
Senior International Trade Manager	75,473.94	*	2,400.00	77,873.94

All Salaried and Wage Personnel

As of June 30, 2011

Position Title	Salaries & Wages Paid	Partial Year	FY 2011 Bonus	FY 2011 Total Paid
Marketing Manager	63,999.84		1,920.00	65,919.84
Administrative Assistant	47,608.01		1,418.00	49,026.01
Legislative Research Analyst	53,500.02		5,620.00	59,120.02
Business Development Intern	1,700.00	*	-	1,700.00
Trade Events Manager	46,481.04		1,394.00	47,875.04
Economist	64,999.92		1,950.00	66,949.92
GIS Systems Administrator/Developer	59,166.64		1,650.00	60,816.64
Senior Economist	75,999.84		2,280.00	78,279.84
Office Manager	49,446.36		1,467.00	50,913.36
Senior Project Support Manager	124,367.28		5,731.00	130,098.28
Senior Project Manager	104,735.52		3,142.00	107,877.52
Network Services Intern	2,906.51	*	-	2,906.51
Sites & Buildings Representative	65,106.96		1,953.00	67,059.96
Receptionist	35,059.73		2,769.00	37,828.73
International Investment Manager	34,862.17	*	-	34,862.17
Research Assistant	49,405.86		1,500.00	50,905.86
Research Director	133,305.84		3,999.00	137,304.84
General Counsel	127,500.00		7,825.00	135,325.00
Information Technology Director	111,422.40		3,343.00	114,765.40
Community Resources Assistant	51,456.96		1,544.00	53,000.96
Communications Manager	51,918.84	*	1,931.00	53,849.84
Marketing Manager	53,955.96		1,650.00	55,605.96
Information Technology Intern	1,475.00	*	-	1,475.00
AIM Program Manager	5,558.66	*	-	5,558.66
International Trade Manager	55,532.05	*	2,437.00	57,969.05
Controller	120,319.92		3,610.00	123,929.92
Human Resources Analyst	63,071.04		1,892.00	64,963.04
Senior Computer Network Technician	67,932.00		2,038.00	69,970.00
Project Manager	87,876.96		2,636.00	90,512.96
Community Assistance Specialist	8,378.27		-	8,378.27
GIS Manager	64,180.52		1,955.00	66,135.52
VALET Program Manager	81,274.21		2,443.00	83,717.21
Associate Project Manager	60,793.20		1,824.00	62,617.20
Marketing Manager	52,442.96		3,595.00	56,037.96
Business Development Director	147,461.04		4,136.00	151,597.04
Project Manager	69,999.84		2,100.00	72,099.84
Project Manager	74,965.68		2,249.00	77,214.68
Senior Marketing Analyst	51,369.60		1,541.00	52,910.60
International Trade Manager	61,520.86		1,590.00	63,110.86
Marketing Manager	52,248.00		1,567.00	53,815.00
Research Intern	880.00	*	-	880.00
VALET Program Manager	60,240.35	*	-	60,240.35
GIS Specialist	46,313.76		1,389.00	47,702.76
Project Research Manager	56,843.13	*	4,578.00	61,421.13
Project Manager	70,847.04		2,125.00	72,972.04
Project Manager	69,415.92		2,082.00	71,497.92
Lead Developer	79,177.44		4,875.00	84,052.44
Senior Project Manager	106,330.54		3,203.00	109,533.54
.NET Developer	71,311.68		3,139.00	74,450.68
Senior Accounting Manager	87,161.52		2,615.00	89,776.52
Research Intern	5,456.00	*	-	5,456.00

