

**VIRGINIA ECONOMIC
DEVELOPMENT PARTNERSHIP**

EXPENDITURE REPORT

FOR THE FISCAL YEAR ENDED

June 30, 2012

VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP
Expenditure Report
For the Fiscal Year Ended June 30, 2012

TOTAL VEDP

Expenditures

Compensation	\$ 10,301,340
Marketing and Promotion	2,537,816
Missions, Shows, and Events	1,008,943
Travel	997,865
Services	1,251,476
Supplies and Materials	138,809
Pass Through Payments	500,000
Fixed Asset Payments	2,071,930
Other Expenditures	<u>215,606</u>
Total Expenditures	<u><u>\$ 19,023,786</u></u>

VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP
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BUSINESS DEVELOPMENT

Expenditures

Compensation	\$ 2,351,807
Marketing and Promotion	19,204
Missions, Shows, and Events	63,967
Travel	199,406
Services	92,730
Supplies and Materials	9,144
Pass Through Payments	-
Fixed Asset Payments	235,739
Other Expenditures	<u>26,573</u>
Total Expenditures	<u><u>\$ 2,998,568</u></u>

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INTERNATIONAL INVESTMENT

Expenditures

Compensation	\$ 1,125,055
Marketing and Promotion	403,654
Missions, Shows, and Events	103,764
Travel	329,187
Services	98,629
Supplies and Materials	13,556
Pass Through Payments	-
Fixed Asset Payments	274,835
Other Expenditures	<u>33,947</u>
Total Expenditures	<u><u>\$ 2,382,626</u></u>

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INTERNATIONAL TRADE

Expenditures

Compensation	\$ 1,621,622
Marketing and Promotion	846,482
Missions, Shows, and Events	129,828
Travel	272,529
Services	156,885
Supplies and Materials	42,320
Pass Through Payments	-
Fixed Asset Payments	225,977
Other Expenditures	<u>45,381</u>
Total Expenditures	<u><u>\$ 3,341,024</u></u>

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RESEARCH

Expenditures

Compensation	\$ 1,385,475
Marketing and Promotion	103
Missions, Shows, and Events	1,901
Travel	25,421
Services	214,680
Supplies and Materials	20,626
Pass Through Payments	-
Fixed Asset Payments	139,888
Other Expenditures	<u>11,911</u>
Total Expenditures	<u><u>\$ 1,800,006</u></u>

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COMMUNICATIONS AND PROMOTIONS

Expenditures

Compensation	\$ 678,454
Marketing and Promotion	1,266,573
Missions, Shows, and Events	692,706
Travel	116,174
Services	93,193
Supplies and Materials	6,069
Pass Through Payments	-
Fixed Asset Payments	74,910
Other Expenditures	<u>5,785</u>
Total Expenditures	<u><u>\$ 2,933,862</u></u>

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INFORMATION TECHNOLOGY

Expenditures

Compensation	\$ 1,334,168
Marketing and Promotion	-
Missions, Shows, and Events	-
Travel	8,969
Services	226,751
Supplies and Materials	16,682
Pass Through Payments	-
Fixed Asset Payments	509,971
Other Expenditures	<u>10,330</u>
Total Expenditures	<u><u>\$ 2,106,871</u></u>

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ADMINISTRATION

Expenditures

Compensation	\$ 1,804,759
Marketing and Promotion	1,800
Missions, Shows, and Events	16,776
Travel	46,180
Services	368,608
Supplies and Materials	30,414
Pass Through Payments	-
Fixed Asset Payments	610,611
Other Expenditures	<u>81,679</u>
Total Expenditures	<u><u>\$ 2,960,828</u></u>

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PASS THROUGH PAYMENTS

Expenditures

Compensation	\$	-
Marketing and Promotion		-
Missions, Shows, and Events		-
Travel		-
Services		-
Supplies and Materials		-
Pass Through Payments		500,000
Fixed Asset Payments		-
Other Expenditures		-
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Total Expenditures	\$	<u>500,000</u>

All Salaried and Wage Personnel

Position Title	Salaries & Wages Paid	Partial Year	FY 2012 Bonus	FY 2012 Total Paid
Purchasing Manager	52,258.56		1,600.00	53,858.56
President & CEO (current)	128,993.19	*	-	128,993.19
International Trade Manager	86,396.64		5,000.00	91,396.64
Communications & Promotions Director	111,300.00		4,500.00	115,800.00
Administrative Staff Assistant	39,900.00		1,500.00	41,400.00
Administrative Assistant	41,296.80		1,000.00	42,296.80
Global Research Manager	58,916.98		500.00	59,416.98
Network Manager	95,253.12		2,750.00	98,003.12
Outreach Specialist	20,466.97		-	20,466.97
Project Research Specialist	53,499.84		-	53,499.84
Senior Project Manager	111,001.92		3,500.00	114,501.92
Office Manager	53,190.30		1,500.00	54,690.30
Facilities/Fleet Coordinator	24,328.50		1,000.00	25,328.50
Marketing Coordinator	11,655.37	*	750.00	12,405.37
Associate International Investment Manager	61,537.20		4,000.00	65,537.20
Project Manager	73,921.72		2,000.00	75,921.72
President & CEO (prior)	203,498.61	*	-	203,498.61
International Marketing Specialist	49,899.84		-	49,899.84
Project Manager	63,000.00		2,000.00	65,000.00
GIS Intern	1,806.26	*	-	1,806.26
Office Manager	43,528.56		950.00	44,478.56
Programmer/Analyst	31,826.85	*	-	31,826.85
Marketing Associate	59,655.12		2,000.00	61,655.12
International Marketing Research Manager	44,336.49	*	-	44,336.49
Senior Human Resources Manager	83,979.84		3,000.00	86,979.84
International Investment Manager	86,545.20		5,000.00	91,545.20
Project Manager	66,830.73	*	-	66,830.73
Receptionist	19,480.51	*	-	19,480.51
Chief Cartographer	47,709.36		1,600.00	49,309.36
GIS Intern	480.00	*	-	480.00
Outreach Specialist	8,476.55	*	250.00	8,726.55
Economist	58,717.44		1,000.00	59,717.44
Senior GIS Technician	40,465.41		1,700.00	42,165.41
Project Manager	130,733.96		3,000.00	133,733.96
International Trade Manager	64,759.09	*	-	64,759.09
International Marketing Manager	72,999.84		-	72,999.84
Senior Executive Assistant	65,352.96		2,500.00	67,852.96
Assistant to the Director	56,713.62		2,500.00	59,213.62
International Investment Manager	6,035.14	*	-	6,035.14
Project Manager	26,025.57	*	-	26,025.57
Economic Research Assistant	47,505.88		2,000.00	49,505.88
Project Executive	168,000.00		3,500.00	171,500.00
Computer Support Technician	44,624.88		1,750.00	46,374.88
Accountant	44,625.12		1,300.00	45,925.12
International Marketing Specialist	11,267.89	*	-	11,267.89
Senior Project Manager	124,329.60		4,000.00	128,329.60
Community Marketing Specialist	73,996.32		1,000.00	74,996.32
Associate Project Research Manager	81,781.74		6,500.00	88,281.74
Senior Accountant	63,000.00		2,100.00	65,100.00
International Trade Director	159,264.24		5,000.00	164,264.24
Junior Network Administrator	63,000.00		1,750.00	64,750.00
Project Manager	75,828.24		2,500.00	78,328.24
Communications & Marketing Manager	46,607.17	*	-	46,607.17
Manager of Legislation & Policy	52,174.26	*	-	52,174.26
International Trade Manager	87,775.68		1,000.00	88,775.68
Marketing Manager	69,949.76		1,000.00	70,949.76
Administrative Assistant	50,077.89		2,000.00	52,077.89

All Salaried and Wage Personnel

Position Title	Salaries & Wages Paid	Partial Year	FY 2012 Bonus	FY 2012 Total Paid
Legislative Research Analyst	10,858.19	*	-	10,858.19
Business Development Intern	2,846.88	*	-	2,846.88
Trade Events Manager	51,555.20		1,000.00	52,555.20
Economist	71,687.50		2,500.00	74,187.50
GIS Systems Administrator/Developer	71,062.64		1,800.00	72,862.64
Senior Economist	85,483.46		3,500.00	88,983.46
Office Manager	51,607.10		3,000.00	54,607.10
Senior Project Support Manager	130,585.68		3,000.00	133,585.68
Senior Project Manager	109,972.32		3,500.00	113,472.32
Network Services Intern	4,602.00	*	-	4,602.00
Sites & Buildings Representative	68,362.32		2,500.00	70,862.32
Human Resources Assistant	38,850.00		2,000.00	40,850.00
International Marketing Specialist	29,294.72	*	-	29,294.72
International Investment Manager	73,000.08		-	73,000.08
Research Assistant	52,500.24		1,500.00	54,000.24
Computer Support Technician	9,938.44	*	-	9,938.44
Research Director	139,971.12		4,500.00	144,471.12
General Counsel	141,093.76		4,500.00	145,593.76
Information Technology Director	116,993.52		3,750.00	120,743.52
Community Resources Assistant	54,029.76		1,500.00	55,529.76
Marketing Manager	63,043.86		1,750.00	64,793.86
Information Technology Intern	9,637.50	*	-	9,637.50
Controller	126,336.00		4,250.00	130,586.00
Human Resources Analyst	66,224.64		1,500.00	67,724.64
VALET Program Manager	71,066.78	*	-	71,066.78
Senior Computer Network Technician	71,328.72		1,750.00	73,078.72
Project Manager	27,725.45	*	-	27,725.45
Community Assistance Specialist	11,476.40		-	11,476.40
GIS Manager	68,426.40		2,750.00	71,176.40
VALET Program Manager	6,714.15	*	-	6,714.15
Associate Project Manager	63,832.80		1,500.00	65,332.80
Marketing Manager	61,323.28		2,500.00	63,823.28
International Trade Manager	63,076.90	*	-	63,076.90
Business Development Director	167,519.52		5,000.00	172,519.52
Project Manager	73,499.76		3,000.00	76,499.76
Project Manager	78,714.00		2,500.00	81,214.00
Research Intern	5,758.50	*	-	5,758.50
Senior Marketing Analyst	53,938.08		2,000.00	55,938.08
International Trade Manager	76,300.38		1,000.00	77,300.38
Marketing Manager	60,396.70		1,500.00	61,896.70
Outreach Specialist	15,600.00	*	-	15,600.00
Research Intern	2,051.50	*	-	2,051.50
VALET Program Manager	75,000.00		2,500.00	77,500.00
GIS Specialist	52,875.08		1,700.00	54,575.08
Project Manager	74,389.44		5,000.00	79,389.44
Project Manager	74,720.28		3,000.00	77,720.28
Lead Developer	90,394.26		3,500.00	93,894.26
Senior Project Manager	112,091.76		3,500.00	115,591.76
.NET Developer	79,453.36		3,000.00	82,453.36
Senior Accounting Manager	91,519.68		3,000.00	94,519.68
Marketing Coordinator	13,760.77	*	-	13,760.77
Research Intern	1,523.50	*	-	1,523.50
Marketing Missions Manager	13,935.00		-	13,935.00
Community Data Specialist	67,233.72		2,000.00	69,233.72
Project Manager	75,000.00		-	75,000.00
.NET Developer	77,700.24		2,000.00	79,700.24
International Trade Manager	78,463.08		3,000.00	81,463.08
International Trade Manager	21,979.65	*	-	21,979.65

