

**VIRGINIA ECONOMIC
DEVELOPMENT PARTNERSHIP**

EXPENDITURE REPORT

FOR THE FISCAL YEAR ENDED

June 30, 2013

VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP
Expenditure Report
For the Fiscal Year Ended June 30, 2013

TOTAL VEDP

Expenditures

Compensation	\$ 10,633,989
Marketing and Promotion	2,840,623
Missions, Shows, and Events	968,407
Travel	995,650
Services	1,266,512
Supplies and Materials	121,835
Pass Through Payments	655,013
Fixed Asset Payments	2,065,187
Other Expenditures	<u>198,110</u>
Total Expenditures	<u><u>\$ 19,745,326</u></u>

VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP
Expenditure Report
For the Fiscal Year Ended June 30, 2013

BUSINESS EXPANSION

Expenditures

Compensation	\$ 1,878,086
Marketing and Promotion	19,908
Missions, Shows, and Events	21,616
Travel	123,562
Services	65,863
Supplies and Materials	6,898
Pass Through Payments	-
Fixed Asset Payments	167,252
Other Expenditures	<u>23,447</u>
Total Expenditures	<u><u>\$ 2,306,632</u></u>

VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP
Expenditure Report
For the Fiscal Year Ended June 30, 2013

BUSINESS ATTRACTION

Expenditures

Compensation	\$ 1,710,643
Marketing and Promotion	308,103
Missions, Shows, and Events	122,969
Travel	404,249
Services	147,747
Supplies and Materials	10,759
Pass Through Payments	-
Fixed Asset Payments	292,383
Other Expenditures	<u>34,330</u>
Total Expenditures	<u><u>\$ 3,031,183</u></u>

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INTERNATIONAL TRADE

Expenditures

Compensation	\$ 1,971,192
Marketing and Promotion	1,222,951
Missions, Shows, and Events	218,414
Travel	334,629
Services	347,148
Supplies and Materials	41,900
Pass Through Payments	-
Fixed Asset Payments	241,045
Other Expenditures	<u>33,642</u>
Total Expenditures	<u><u>\$ 4,410,921</u></u>

VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP
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RESEARCH

Expenditures

Compensation	\$ 1,705,488
Marketing and Promotion	0
Missions, Shows, and Events	10
Travel	23,246
Services	185,839
Supplies and Materials	17,045
Pass Through Payments	-
Fixed Asset Payments	236,875
Other Expenditures	<u>10,132</u>
Total Expenditures	<u><u>\$ 2,178,635</u></u>

VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP
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COMMUNICATIONS AND PROMOTIONS

Expenditures

Compensation	\$ 722,061
Marketing and Promotion	1,289,328
Missions, Shows, and Events	590,889
Travel	76,927
Services	86,122
Supplies and Materials	5,644
Pass Through Payments	-
Fixed Asset Payments	72,779
Other Expenditures	<u>5,091</u>
Total Expenditures	<u><u>\$ 2,848,841</u></u>

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INFORMATION TECHNOLOGY

Expenditures

Compensation	\$ 972,283
Marketing and Promotion	-
Missions, Shows, and Events	-
Travel	7,446
Services	205,678
Supplies and Materials	15,963
Pass Through Payments	-
Fixed Asset Payments	223,030
Other Expenditures	<u>6,339</u>
Total Expenditures	<u><u>\$ 1,430,739</u></u>

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ADMINISTRATION

Expenditures

Compensation	\$ 1,674,236
Marketing and Promotion	333
Missions, Shows, and Events	14,509
Travel	25,591
Services	228,115
Supplies and Materials	23,626
Pass Through Payments	-
Fixed Asset Payments	831,823
Other Expenditures	<u>85,129</u>
Total Expenditures	<u><u>\$ 2,883,362</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		655,013
Fixed Asset Payments		-
Other Expenditures		-
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Total Expenditures	\$	<u>655,013</u>

All Salaried and Wage Personnel

Position Title	Salaries & Wages Paid	Partial Year	FY 2013 Bonus	FY 2013 Total Paid
Purchasing Manager	52,258.56		1,568.00	53,826.56
International Trade Manager	86,396.64		2,592.00	88,988.64
VP Communications & Promotions	118,385.23		3,600.00	121,985.23
Sr. Marketing Assistant	43,321.52		1,197.00	44,518.52
Administrative Assistant	41,296.80		1,239.00	42,535.80
Global Research Manager	60,739.91		1,785.00	62,524.91
Network Manager	95,253.12		2,858.00	98,111.12
Outreach Specialist	15,871.32		-	15,871.32
Project Research Specialist	53,499.84		1,605.00	55,104.84
Senior Project Manager	111,001.92		3,330.00	114,331.92
Office Manager	52,303.92		1,569.00	53,872.92
Facilities/Fleet Coordinator	25,231.50		-	25,231.50
Associate International Investment Manager	61,537.20		1,846.00	63,383.20
Project Manager	74,588.40		2,238.00	76,826.40
President & CEO	304,653.53		35,167.50	339,821.03
International Marketing Specialist	48,692.22	*	1,497.00	50,189.22
Project Manager	64,125.09		1,890.00	66,015.09
Business Expansion Intern	600.00	*	-	600.00
Office Manager	43,528.56		1,306.00	44,834.56
Programmer/Analyst	49,999.92		1,500.00	51,499.92
Marketing Associate	59,655.12		1,790.00	61,445.12
International Marketing Research Specialist	45,000.00		1,350.00	46,350.00
Senior Human Resources Manager	83,979.84		2,519.00	86,498.84
International Investment Manager	86,545.20		2,596.00	89,141.20
Project Manager	72,000.00		2,160.00	74,160.00
Receptionist	30,023.16		-	30,023.16
Chief Cartographer	47,709.36		1,431.00	49,140.36
GIS Intern	1,944.00	*	-	1,944.00
Economist	58,717.44		1,762.00	60,479.44
Senior GIS Technician	48,639.02	*	1,502.00	50,141.02
Project Manager	135,098.74		3,709.68	138,808.42
International Trade Manager	77,000.16		2,310.00	79,310.16
International Investment Manager	78,931.36		2,409.00	81,340.36
Senior Executive Assistant	65,352.96		1,961.00	67,313.96
Assistant to the Director	55,194.36		1,590.00	56,784.36
Project Manager	70,000.08		2,100.00	72,100.08
Economic Research Analyst	49,556.25		1,431.00	50,987.25
Project Executive	168,000.00		5,040.00	173,040.00
Computer Support Technician	44,624.88		1,339.00	45,963.88
Accountant	48,231.04	*	1,339.00	49,570.04
International Marketing Specialist	957.66	*	-	957.66
Economist	2,887.50	*	-	2,887.50
Senior Project Manager	124,329.60		3,730.00	128,059.60
Community Marketing Specialist	73,996.32		2,220.00	76,216.32
Sr. Project Research Manager	82,000.08		3,460.00	85,460.08
Senior Accounting Manager	65,625.03		3,390.00	69,015.03
International Trade VP	159,264.24		4,778.00	164,042.24
Junior Network Administrator	40,905.42	*	1,890.00	42,795.42
Internal Communications Coordinator	4,755.00	*	-	4,755.00
Project Manager	81,989.47		4,502.00	86,491.47
Communications & Marketing Manager	57,750.00		1,733.00	59,483.00
Manager of Legislation & Policy	64,062.64		2,950.00	67,012.64
International Trade Manager	87,775.68		2,633.00	90,408.68
Project Manager	70,199.76		2,106.00	72,305.76
PC Support Technician	11,233.33	*	-	11,233.33
Administrative Assistant	50,393.93		1,488.00	51,881.93

All Salaried and Wage Personnel

Position Title	Salaries & Wages Paid	Partial Year	FY 2013 Bonus	FY 2013 Total Paid
Senior Accountant	17,333.36	*	-	17,333.36
Legislative Assistant	920.00	*	-	920.00
Marketing Manager	53,171.00		1,554.00	54,725.00
Economist	54,276.91	*	2,160.00	56,436.91
GIS Systems Administrator/Developer	75,000.00		2,250.00	77,250.00
Senior Economist	86,000.16		2,580.00	88,580.16
Office Manager	51,341.76		1,540.00	52,881.76
Senior Project Support Manager	130,585.68		3,918.00	134,503.68
Business Expansion Manager	130,731.07		3,900.00	134,631.07
Sites & Buildings Representative	70,689.86		2,051.00	72,740.86
Human Resources Assistant	39,228.21		1,166.00	40,394.21
Trade Events Manager	40,666.56		1,200.00	41,866.56
International Investment Manager	73,000.08		2,190.00	75,190.08
Associate Project Research Manager	55,593.91		1,575.00	57,168.91
Computer Support Technician	59,333.36		-	59,333.36
Research VP	139,971.12		4,199.00	144,170.12
Outreach Specialist	6,734.41	*	-	6,734.41
General Counsel	141,750.00		5,253.00	147,003.00
Information Technology VP	116,993.52		3,510.00	120,503.52
Community Resources Assistant	54,029.76		1,621.00	55,650.76
Research Intern	7,779.75	*	-	7,779.75
Marketing Manager	63,525.12		1,906.00	65,431.12
Controller	126,336.00		3,790.00	130,126.00
Human Resources Analyst	66,224.64		1,987.00	68,211.64
International Trade Manager	84,500.16		2,535.00	87,035.16
Senior Computer Network Technician	43,774.26	*	2,140.00	45,914.26
Community Assistance Specialist	31,282.79		-	31,282.79
GIS Manager	77,545.38	*	2,280.00	79,825.38
Associate Project Manager	63,832.80		1,915.00	65,747.80
Marketing Manager	63,610.28		1,855.00	65,465.28
International Trade Manager	75,000.00		2,250.00	77,250.00
Business Expansion VP	167,519.52		4,738.00	172,257.52
Project Manager	73,499.76		2,205.00	75,704.76
Project Manager	79,697.89		2,361.00	82,058.89
Research Intern	1,386.00	*	-	1,386.00
Senior Marketing Assistant	53,938.08		1,618.00	55,556.08
Outreach Specialist	6,870.00	*	-	6,870.00
VALET Program Manager	76,550.40		2,297.00	78,847.40
Marketing Manager	60,900.00		1,827.00	62,727.00
Outreach Specialist	17,987.00		-	17,987.00
VALET Program Manager	75,000.00		2,250.00	77,250.00
GIS Specialist	53,261.04		1,598.00	54,859.04
Project Manager	78,620.37		2,388.00	81,008.37
Project Manager	62,783.82	*	2,247.00	65,030.82
Lead Developer	62,059.72	*	2,732.00	64,791.72
Senior Project Manager	112,091.76		3,363.00	115,454.76
.NET Developer	82,531.68		2,396.00	84,927.68
Senior Accounting Manager	72,831.46	*	4,246.00	77,077.46
Marketing Coordinator	41,801.62	*	1,247.00	43,048.62
Community Data Specialist	67,500.00		2,025.00	69,525.00
Project Manager	75,000.00		2,250.00	77,250.00
.NET Developer	77,700.24		2,331.00	80,031.24
International Trade Manager	78,629.76		2,359.00	80,988.76
Project Manager	73,500.00		2,205.00	75,705.00
Executive Assistant	55,985.28		1,680.00	57,665.28
Marketing Manager	41,468.47	*	1,800.00	43,268.47

All Salaried and Wage Personnel

Position Title	Salaries & Wages Paid	Partial Year	FY 2013 Bonus	FY 2013 Total Paid
Step Grant Manager	82,348.55		2,250.00	84,598.55
International Trade Manager	84,000.00		2,520.00	86,520.00
Communications Manager	54,600.00		1,638.00	56,238.00
FY 2013 Totals	7,678,438.16		259,902.18	7,938,340.34