

**VIRGINIA ECONOMIC  
DEVELOPMENT PARTNERSHIP**

**EXPENDITURE REPORT**

**FOR THE FISCAL YEAR ENDED**

**June 30, 2014**

**VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP**  
**Expenditure Report**  
**For the Fiscal Year Ended June 30, 2014**

**TOTAL VEDP**

**Expenditures**

Compensation	\$ 9,850,900
Marketing and Promotion	5,489,261
Missions, Shows, and Events	1,029,484
Travel	971,260
Services	1,355,459
Supplies and Materials	118,410
Pass Through Payments	44,987
Fixed Asset Payments	2,460,498
Other Expenditures	<u>208,609</u>
<b>Total Expenditures</b>	<b><u><u>\$ 21,528,868</u></u></b>

**VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP**  
**Expenditure Report**  
**For the Fiscal Year Ended June 30, 2014**

**BUSINESS EXPANSION**

**Expenditures**

Compensation	\$ 1,536,504
Marketing and Promotion	82,866
Missions, Shows, and Events	57,115
Travel	103,753
Services	70,318
Supplies and Materials	8,653
Pass Through Payments	-
Fixed Asset Payments	166,946
Other Expenditures	<u>24,720</u>
<b>Total Expenditures</b>	<b><u><u>\$ 2,050,874</u></u></b>

**VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP**  
**Expenditure Report**  
**For the Fiscal Year Ended June 30, 2014**

**BUSINESS ATTRACTION**

**Expenditures**

Compensation	\$ 1,432,762
Marketing and Promotion	789,886
Missions, Shows, and Events	117,836
Travel	386,446
Services	132,534
Supplies and Materials	10,648
Pass Through Payments	-
Fixed Asset Payments	267,332
Other Expenditures	<u>23,761</u>
<b>Total Expenditures</b>	<b><u><u>\$ 3,161,206</u></u></b>

**VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP**  
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**For the Fiscal Year Ended June 30, 2014**

**INTERNATIONAL TRADE**

**Expenditures**

Compensation	\$ 2,023,740
Marketing and Promotion	2,620,220
Missions, Shows, and Events	432,980
Travel	372,480
Services	393,436
Supplies and Materials	24,880
Pass Through Payments	-
Fixed Asset Payments	244,567
Other Expenditures	<u>38,226</u>
<b>Total Expenditures</b>	<b><u><u>\$ 6,150,528</u></u></b>

**VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP**  
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**For the Fiscal Year Ended June 30, 2014**

**RESEARCH**

**Expenditures**

Compensation	\$ 1,628,643
Marketing and Promotion	611
Missions, Shows, and Events	-
Travel	21,449
Services	195,548
Supplies and Materials	19,230
Pass Through Payments	-
Fixed Asset Payments	236,634
Other Expenditures	<u>19,131</u>
<b>Total Expenditures</b>	<b><u><u>\$ 2,121,246</u></u></b>

**VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP**  
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**COMMUNICATIONS AND PROMOTIONS**

**Expenditures**

Compensation	\$ 607,809
Marketing and Promotion	1,992,362
Missions, Shows, and Events	400,361
Travel	42,068
Services	140,426
Supplies and Materials	7,371
Pass Through Payments	-
Fixed Asset Payments	98,143
Other Expenditures	<u>3,998</u>
<b>Total Expenditures</b>	<b><u><u>\$ 3,292,538</u></u></b>

**VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP**  
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**INFORMATION TECHNOLOGY**

**Expenditures**

Compensation	\$ 958,952
Marketing and Promotion	441
Missions, Shows, and Events	-
Travel	7,195
Services	213,112
Supplies and Materials	13,226
Pass Through Payments	-
Fixed Asset Payments	185,667
Other Expenditures	<u>3,549</u>
<b>Total Expenditures</b>	<b><u><u>\$ 1,382,142</u></u></b>



**VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP**  
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**For the Fiscal Year Ended June 30, 2014**

**ADMINISTRATION**

**Expenditures**

Compensation	\$ 1,662,490
Marketing and Promotion	2,873
Missions, Shows, and Events	21,193
Travel	37,869
Services	210,085
Supplies and Materials	34,403
Pass Through Payments	-
Fixed Asset Payments	1,261,210
Other Expenditures	<u>95,223</u>
<b>Total Expenditures</b>	<b><u><u>\$ 3,325,347</u></u></b>

**VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP**  
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**For the Fiscal Year Ended June 30, 2014**

**PASS THROUGH PAYMENTS**

**Expenditures**

Compensation	\$	-
Marketing and Promotion		-
Missions, Shows, and Events		-
Travel		-
Services		-
Supplies and Materials		-
Pass Through Payments		44,987
Fixed Asset Payments		-
Other Expenditures		-
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<b>Total Expenditures</b>	<b>\$</b>	<b><u>44,987</u></b>

## All Salaried and Wage Personnel

Position Title	Salaries & Wages Paid	Partial Year	FY 2014 Pay For Performance (A)	FY2014 Total Paid
Purchasing Manager	56,529.86			56,529.86
Defense Manager	88,338.14			88,338.14
VP Communications & Promotions	122,915.00			122,915.00
Associate Project Manager	50,972.32			50,972.32
Administrative Assistant	42,411.32			42,411.32
Research Specialist	44,276.07	*		44,276.07
Global Research Manager	67,007.78			67,007.78
Network Manager	97,833.72			97,833.72
Outreach Specialist	17,462.51			17,462.51
Project Research Specialist	5,907.13	*		5,907.13
Senior Project Manager	113,692.30			113,692.30
Office Manager	54,037.52			54,037.52
Facilities/Fleet Coordinator	24,192.00			24,192.00
Associate Project Manager	63,618.62			63,618.62
Project Manager	31,681.39	*		31,681.39
President & CEO	297,067.76		15,000.00	312,067.76
Project Manager	66,668.64			66,668.64
Business Expansion Intern	2,469.00	*		2,469.00
Assistant to the Vice President	45,816.12			45,816.12
Programmer/Analyst	49,249.42			49,249.42
Manager of Legislation & Policy	54,801.77	*		54,801.77
Marketing Associate	62,417.00			62,417.00
International Trade Manager	57,117.18			57,117.18
Communications Manager	55,610.59			55,610.59
Senior Human Resources Manager	86,413.26			86,413.26
Project Manager	88,548.96			88,548.96
Project Manager	73,320.00			73,320.00
Receptionist	30,026.46			30,026.46
Chief Cartographer	49,203.82			49,203.82
GIS Technician	38,054.72	*		38,054.72
Economist	61,581.40			61,581.40
Project Manager	88,122.15	*		88,122.15
International Trade Manager	13,079.90	*		13,079.90
Trade Manager	92,174.99			92,174.99
Senior Executive Assistant	68,278.96			68,278.96
Assistant to the Vice President	56,439.72			56,439.72
Outreach Specialist	1,347.00	*		1,347.00
Project Manager	71,283.34			71,283.34
Project Research Specialist	54,772.96			54,772.96
Project Executive	19,601.94	*		19,601.94
PC Support Technician	45,443.06			45,443.06
Marketing Associate	41,313.43	*		41,313.43
International Marketing Specialist	41,500.08			41,500.08
Economist	69,233.37			69,233.37
Senior Project Manager	127,264.40			127,264.40
Project Manager	76,067.84			76,067.84
Sr. Project Research Manager	84,397.20			84,397.20
Senior Accounting Manager	71,581.22			71,581.22
VP International Trade	163,018.32			163,018.32
Chief Operating Officer	13,443.48	*		13,443.48
Internal Communications Coordinator	450.00	*		450.00
Project Manager	85,595.88			85,595.88
Application Development Intern	1,495.00	*		1,495.00
Assistant General Counsel	34,920.00	*		34,920.00
Communications & Marketing Manager	58,546.36			58,546.36
International Trade Manager	89,861.72			89,861.72

## All Salaried and Wage Personnel

Position Title	Salaries & Wages Paid	Partial Year	FY 2014 Pay For Performance (A)	FY2014 Total Paid
Project Manager	72,261.38			72,261.38
PC Support Technician	52,953.34			52,953.34
Administrative Assistant	52,878.26			52,878.26
Senior Accountant	52,953.34			52,953.34
Legislative Assistant	1,810.00	*		1,810.00
PC Support Intern	968.50	*		968.50
Marketing Manager	61,934.24			61,934.24
GIS Systems Administrator/Developer	80,491.74			80,491.74
Senior Economist	88,470.76			88,470.76
Assistant to the Vice President	53,176.78			53,176.78
Sr. Coordinating Director	133,456.46			133,456.46
VP Business Attraction	156,061.71			156,061.71
Sites & Buildings Representative	75,199.78			75,199.78
Trade Events Manager	44,806.90			44,806.90
Project Manager	10,528.44	*		10,528.44
Project Research Manager	59,599.70			59,599.70
Network Administrator	64,671.21			64,671.21
VP Research	143,371.44			143,371.44
Project Manager	51,523.18	*		51,523.18
Outreach Specialist	9,368.78	*		9,368.78
General Counsel	144,646.74			144,646.74
Economic Research Analyst	29,974.66	*		29,974.66
VP Information Technology	120,032.16			120,032.16
Project Research Assistant	56,390.58			56,390.58
Research Intern	3,218.00	*		3,218.00
Marketing Manager	65,226.16			65,226.16
Business Expansion/Communications Intern	975.00	*		975.00
Controller	130,380.04			130,380.04
Human Resources Analyst	69,226.32			69,226.32
International Trade Manager	86,049.40			86,049.40
GIS Cartographic Technician	30,688.36	*		30,688.36
Project Manager	55,747.41			55,747.41
International Marketing Specialist	66,492.60			66,492.60
Outreach Specialist	1,221.00	*		1,221.00
Project Manager	66,549.40			66,549.40
International Trade Manager	78,760.32			78,760.32
Project Manager	54,500.00	*		54,500.00
VP Business Expansion	171,487.22			171,487.22
Project Manager	75,145.14			75,145.14
Senior Marketing Assistant	55,403.72			55,403.72
Outreach Specialist	10,350.00	*		10,350.00
Accounting Assistant	36,750.00	*		36,750.00
VALET Program Manager	78,251.66			78,251.66
Marketing Manager	62,791.12			62,791.12
Outreach Specialist	18,945.50			18,945.50
VALET Program Manager	76,375.00			76,375.00
Programmer/Analyst	77,282.18	*		77,282.18
GIS Specialist	54,714.14			54,714.14
Project Manager	81,592.34			81,592.34
Senior Project Manager	115,219.28			115,219.28
.NET Developer	89,824.44			89,824.44
GIS Intern	720.00	*		720.00
International Marketing Research Specialist	40,650.64	*		40,650.64
Sr. Economic Research Analyst	69,988.86			69,988.86
Assistant to the Vice President	18,948.73	*		18,948.73
Project Manager	76,375.00			76,375.00
Project Manager	47,294.19	*		47,294.19

All Salaried and Wage Personnel

Position Title	Salaries & Wages Paid	Partial Year	FY 2014 Pay For Performance (A)	FY2014 Total Paid
.NET Developer	79,422.62			79,422.62
International Trade Manager	80,666.96			80,666.96
Project Manager	74,847.50			74,847.50
Executive Assistant	58,024.46			58,024.46
Defense Manager	86,915.84			86,915.84
International Trade Manager	85,540.00			85,540.00
Human Resources Assistant	40,338.13			40,338.13
<b>* Partial Year indicates employees who were employed for less than 12 full months in the fiscal year.</b>				
<b>FY 2014 Totals</b>	<b>7,558,902.86</b>		<b>15,000.00</b>	<b>7,573,902.86</b>
(A) Per Chapter 2, Appropriations Act, Item 120, Paragraph C:				
C. In developing the criteria for any pay for performance plan, the board shall include, but not be limited to, these variables:				
1) the number of economic development prospects committed to move to or expand operations in Virginia;				
2) dollar investment made in Virginia for land acquisition, construction, buildings, and equipment;				
3) number of full-time jobs directly related to an economic development project; and				
4) location of the project.				
To that end, the pay for performance plan shall be weighted to recognize and reward employees who successfully recruit new economic development prospects or cause existing prospects to expand operations to localities with fiscal stress greater than the statewide average. Fiscal Stress shall be based on the Index published by the Commission on Local Government. If a prospect is physically located in more than one contiguous locality, the highest Fiscal Stress Index of the participating localities will be used.				