

**VIRGINIA ECONOMIC
DEVELOPMENT PARTNERSHIP**

EXPENDITURE REPORT

FOR THE FISCAL YEAR ENDED

June 30, 2016

VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP
Expenditure Report
For the Fiscal Year Ended June 30, 2016

TOTAL VEDP

Expenditures

Compensation	\$ 11,463,400
Marketing and Promotion	3,591,284
Missions, Shows, and Events	1,298,442
Travel	780,371
Services	1,659,440
Supplies and Materials	164,046
Pass Through Payments	1,100,000
Fixed Asset Payments	3,236,783
Other Expenditures	<u>239,628</u>
Total Expenditures	<u><u>\$ 23,533,394</u></u>

VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP
Expenditure Report
For the Fiscal Year Ended June 30, 2016

BUSINESS EXPANSION

Expenditures

Compensation	\$ 2,042,363
Marketing and Promotion	77,450
Missions, Shows, and Events	43,318
Travel	136,102
Services	140,372
Supplies and Materials	9,184
Pass Through Payments	-
Fixed Asset Payments	158,979
Other Expenditures	<u>23,209</u>
Total Expenditures	<u><u>\$ 2,630,977</u></u>

VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP
Expenditure Report
For the Fiscal Year Ended June 30, 2016

BUSINESS ATTRACTION

Expenditures

Compensation	\$ 1,504,721
Marketing and Promotion	675,568
Missions, Shows, and Events	62,877
Travel	297,999
Services	131,392
Supplies and Materials	7,548
Pass Through Payments	-
Fixed Asset Payments	246,293
Other Expenditures	<u>32,255</u>
Total Expenditures	<u><u>\$ 2,958,654</u></u>

VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP
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For the Fiscal Year Ended June 30, 2016

INTERNATIONAL TRADE

Expenditures

Compensation	\$ 1,825,370
Marketing and Promotion	2,550,488
Missions, Shows, and Events	612,299
Travel	202,313
Services	300,411
Supplies and Materials	42,261
Pass Through Payments	-
Fixed Asset Payments	184,018
Other Expenditures	<u>50,910</u>
Total Expenditures	<u><u>\$ 5,768,070</u></u>

VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP
Expenditure Report
For the Fiscal Year Ended June 30, 2016

RESEARCH

Expenditures

Compensation	\$ 1,765,935
Marketing and Promotion	-
Missions, Shows, and Events	171
Travel	20,835
Services	222,296
Supplies and Materials	13,366
Pass Through Payments	-
Fixed Asset Payments	246,357
Other Expenditures	<u>20,340</u>
Total Expenditures	<u><u>\$ 2,289,299</u></u>

VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP
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COMMUNICATIONS AND PROMOTIONS

Expenditures

Compensation	\$ 780,316
Marketing and Promotion	287,544
Missions, Shows, and Events	567,470
Travel	89,408
Services	116,555
Supplies and Materials	7,962
Pass Through Payments	-
Fixed Asset Payments	82,597
Other Expenditures	<u>7,953</u>
Total Expenditures	<u><u>\$ 1,939,805</u></u>

VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP
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INFORMATION TECHNOLOGY

Expenditures

Compensation	\$ 1,090,116
Marketing and Promotion	-
Missions, Shows, and Events	-
Travel	3,058
Services	218,479
Supplies and Materials	9,742
Pass Through Payments	-
Fixed Asset Payments	167,042
Other Expenditures	<u>4,096</u>
Total Expenditures	<u><u>\$ 1,492,534</u></u>

VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP
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For the Fiscal Year Ended June 30, 2016

ADMINISTRATION

Expenditures

Compensation	\$ 2,454,580
Marketing and Promotion	233
Missions, Shows, and Events	12,307
Travel	30,656
Services	529,934
Supplies and Materials	73,983
Pass Through Payments	-
Fixed Asset Payments	2,151,497
Other Expenditures	<u>100,865</u>
Total Expenditures	<u><u>\$ 5,354,055</u></u>

VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP
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For the Fiscal Year Ended June 30, 2016

PASS THROUGH PAYMENTS

Expenditures

Compensation	\$	-
Marketing and Promotion		-
Missions, Shows, and Events		-
Travel		-
Services		-
Supplies and Materials		-
Pass Through Payments		1,100,000
Fixed Asset Payments		-
Other Expenditures		-
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Total Expenditures	\$	<u>1,100,000</u>

All Salaried and Wage Personnel

Position Title	Salaries & Wages Paid	Partial Year	FY 2016	FY2016
			Pay For Performance (A)	Total Paid
VJIP Project Manager	71,733.93		1,000.00	72,733.93
Purchasing Manager	58,767.42		1,000.00	59,767.42
Defense Manager	11,574.55	*	-	11,574.55
VP Communications & Promotions	148,840.65		1,000.00	149,840.65
Associate Project Manager	53,574.95		1,000.00	54,574.95
Administrative Assistant	43,711.53		1,000.00	44,711.53
Global Research Manager	76,719.72		1,000.00	77,719.72
Network Manager	100,751.49		1,000.00	101,751.49
Outreach Specialist	2,193.13	*	-	2,193.13
Senior Project Manager	116,670.24		1,000.00	117,670.24
International Marketing Research Specialist	41,408.91		-	41,408.91
Office Manager	55,996.71		1,000.00	56,996.71
Facilities/Fleet Coordinator	25,483.50		1,515.00	26,998.50
Project Manager	67,974.70		1,000.00	68,974.70
President & CEO	629,889.23	*	-	629,889.23 (B)
GIS Data Technician	39,637.84	*	-	39,637.84
Project Manager	72,137.90		1,000.00	73,137.90
Assistant to the Vice President	48,886.09		1,000.00	49,886.09
Programmer/Analyst	65,120.01		1,000.00	66,120.01
Assistant to the Vice President	62,668.08		4,203.28	66,871.36
Communications Manager	64,234.53		1,000.00	65,234.53
Senior Human Resources Manager	89,117.52		4,500.00	93,617.52
Project Manager	38,754.34	*	1,000.00	39,754.34
Project Manager	29,467.63	*	1,000.00	30,467.63
Receptionist	30,601.86		1,000.00	31,601.86
Chief Cartographer	63,607.14		1,000.00	64,607.14
Economist	64,630.14		1,000.00	65,630.14
Application Developer	48,820.53	*	-	48,820.53
Economic Research Analyst	44,000.16		-	44,000.16
Trade Manager	91,673.64		1,000.00	92,673.64
Senior Executive Assistant	71,450.73		1,000.00	72,450.73
Assistant to the Vice President	56,510.46		1,000.00	57,510.46
Outreach Specialist	17,365.06	*	1,000.00	18,365.06
Project Manager	73,261.50		1,000.00	74,261.50
Project Research Specialist	17,556.34	*	1,000.00	18,556.34
Economic Research Assistant	2,214.00	*	-	2,214.00
PC Support Technician	47,439.01		1,000.00	48,439.01
VALET Program Manager	83,943.75		-	83,943.75
Associate Marketing Manager	50,602.77		1,000.00	51,602.77
Business Systems Analyst	75,295.23		-	75,295.23
VALET Research Specialist	48,840.00		1,000.00	49,840.00
Economist	43,756.06	*	1,000.00	44,756.06
Senior Project Manager	49,385.59	*	1,000.00	50,385.59
Project Manager	78,443.73		1,000.00	79,443.73
Sr. Project Research Manager	88,103.13		1,000.00	89,103.13
Senior Accounting Manager	76,662.54		1,000.00	77,662.54
VP International Trade	167,128.47		1,000.00	168,128.47
Outreach Specialist	19,350.46		-	19,350.46
Interim President & CEO	222,522.07		36,000.00	258,522.07 (C)
Project Manager	88,035.18		1,000.00	89,035.18
Assistant General Counsel	61,640.38		1,000.00	62,640.38
Communications & Marketing Manager	31,656.36	*	1,000.00	32,656.36
Social Media & Publications Manager	92,196.09		1,000.00	93,196.09
Project Manager	74,569.80		1,000.00	75,569.80
PC Support Technician	53,760.13		1,000.00	54,760.13
Managing Director - Asia	36,724.34	*	-	36,724.34
Human Resources Assistant	54,869.37		1,356.16	56,225.53
Marketing Manager	64,106.97		1,000.00	65,106.97
GIS Systems Administrator/Developer	25,270.99	*	-	25,270.99
Senior Economist	91,214.31		1,000.00	92,214.31
Assistant to the Vice President	55,243.89		1,000.00	56,243.89
Sr. Coordinating Director	134,286.12		1,000.00	135,286.12
VP Business Attraction	166,952.46		6,000.00	172,952.46

All Salaried and Wage Personnel

Position Title	Salaries & Wages Paid	Partial Year	FY 2016	FY2016
			Pay For Performance (A)	Total Paid
Sites & Buildings Representative	82,793.43		1,000.00	83,793.43
VJIP Project Manager	66,706.41		1,000.00	67,706.41
Trade Events Manager	47,822.73		1,000.00	48,822.73
Human Resources Assistant	2,969.83	*	-	2,969.83
Project Research Manager	61,807.14		1,000.00	62,807.14
Network Administrator	32,126.69	*	1,000.00	33,126.69
VP Research	153,210.03		1,000.00	154,210.03
Project Manager	70,380.19		1,000.00	71,380.19
General Counsel	147,844.20		6,000.00	153,844.20
VP Information Technology	129,501.51		1,000.00	130,501.51
International Trade Manager	86,487.51		-	86,487.51
VJIP Project Manager	85,476.48		1,000.00	86,476.48
Project Research Assistant	59,017.68		1,000.00	60,017.68
Marketing Manager	67,150.68		1,000.00	68,150.68
International Trade Intern	1,487.50	*	-	1,487.50
Controller	134,742.09		1,000.00	135,742.09
Human Resources Assistant	6,550.00	*	-	6,550.00
International Trade Manager	32,632.28	*	1,000.00	33,632.28
Project Research Specialist	45,787.50		1,000.00	46,787.50
VJIP Project Manager	77,330.01		-	77,330.01
International Trade Manager	27,019.15	*	-	27,019.15
VALET Intern	1,480.00	*	-	1,480.00
International Marketing Specialist	66,734.40		4,089.76	70,824.16
Project Manager	50,514.40	*	1,000.00	51,514.40
International Trade Manager	77,838.75		1,000.00	78,838.75
Project Manager	73,953.67		1,000.00	74,953.67
VP Business Expansion	175,824.69		1,000.00	176,824.69
Project Manager	42,978.82	*	1,000.00	43,978.82
Senior Marketing Assistant	57,077.52		1,000.00	58,077.52
Accounting Assistant	43,360.59		1,000.00	44,360.59
Marketing Manager	64,974.84		1,000.00	65,974.84
Outreach Specialist	22,932.81		1,000.00	23,932.81
Project Research Specialist	22,743.59	*	-	22,743.59
GIS Team Leader	61,610.64		1,000.00	62,610.64
Corporate Accounts Manager	4,278.80	*	-	4,278.80
Accountant	43,051.32	*	-	43,051.32
Project Manager	83,579.01		1,000.00	84,579.01
Senior Project Manager	118,662.42		1,000.00	119,662.42
Project Manager	76,312.50		-	76,312.50
Lead Developer	92,090.34		1,000.00	93,090.34
GIS Cartographic Technician	33,487.24	*	-	33,487.24
VITAL Manager	1,346.10	*	-	1,346.10
Sr. Economic Research Analyst	72,751.92		1,000.00	73,751.92
International Trade Manager	68,512.89	*	-	68,512.89
VJIP Project Manager	94,404.87		1,000.00	95,404.87
Assistant to the Vice President	42,735.00		1,000.00	43,735.00
Senior Project Manager	91,575.00		1,000.00	92,575.00
Project Manager	76,895.86		1,000.00	77,895.86
.NET Developer	81,369.87		1,000.00	82,369.87
International Trade Manager	82,949.64		1,000.00	83,949.64
Manager of Legislation & Policy	64,916.73		1,000.00	65,916.73
Project Manager	76,566.42		1,000.00	77,566.42
Executive Assistant	63,224.90		1,000.00	64,224.90
Defense Manager	89,125.95		1,000.00	90,125.95
International Trade Manager	87,520.65		1,000.00	88,520.65
Communications Specialist	12,128.21	*	-	12,128.21
VJIP Project Manager	44,320.92	*	-	44,320.92
Human Resources Generalist	48,126.60		1,000.00	49,126.60
* Partial Year indicates employees who were employed for less than 12 full months in the fiscal year.				
FY 2016 Totals	8,409,806.28		147,664.20	8,557,470.48

All Salaried and Wage Personnel

Position Title	Salaries & Wages Paid	Partial Year	FY 2016 Pay For Performance (A)	FY2016 Total Paid
(A) Per Chapter 2, Appropriations Act, Item 125, 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.				
(B) FY2016 Total Paid includes \$333,035.60 severance pay.				
(C) FY2016 Pay for Performance includes retention and performance bonuses.				