

**Virginia Economic Development Partnership FY2017 Operating Plan Update**

**Budget Summary**

	FY17 Update		FY17 Original		\$ Change	% Change	Staff Change
	Dollars	Staff	Dollars	Staff			
<b>Division Budgets</b>							
Business Expansion			\$ 3,378,637	24	(3,378,637)		(24)
Business Attraction			3,692,475	15	(3,692,475)		(15)
Business Investment	\$ 4,458,978	24			4,458,978		24
Competitive Initiatives	1,344,912	8			1,344,912		8
Workforce Development	1,422,632	10			1,422,632		10
International Trade	7,975,325	18	8,008,003	18	(32,678)	0%	-
Research	2,416,871	19	2,448,512	20	(31,641)	-1%	(1)
Communications and Promotions	3,751,555	9	3,764,429	8	(12,874)	0%	1
Information Technology	1,497,405	11	1,516,735	11	(19,330)	-1%	-
Administration	2,879,158	15	2,909,945	15	(30,787)	-1%	-
<b>Total Division Budgets</b>	<b>\$ 25,746,836</b>	<b>114</b>	<b>\$ 25,718,736</b>	<b>111</b>	<b>\$ 28,100</b>	<b>0%</b>	<b>3</b>
<b>Pass Throughs, Grants and Projects</b>	<b>3,766,884</b>	<b>-</b>	<b>4,000,000</b>	<b>-</b>	<b>(233,116)</b>	<b>-6%</b>	<b>-</b>
<b>Total VEDP Budget</b>	<b>\$ 29,513,720</b>	<b>114</b>	<b>\$ 29,718,736</b>	<b>111</b>	<b>\$ (205,016)</b>	<b>-1%</b>	<b>3</b>

**Notes on Expenditures Summary**

**Reorganization**

**Phase I**

- Integrate Business Attraction and Business Expansion Divisions to:
  - ✓ Address serious concerns about structure that produced deep “divisions”
  - ✓ Bring about coordinated responses and greater efficiencies with regard to our service delivery to partners, business, consultants, and others;
- Place priority on sophisticated data analytics capacities to better target marketing resources and assist operations planning, management control and accountability;
- Establish highly visible community engagement unit as easy access resource for partners and stakeholders and with a charge to develop new strategies, initiatives, and products to better position communities and businesses to compete;
- Position VEDP as key employer-driven, customized service, provider of a new workforce delivery system.

**FY2017 Budget Changes from Original Operating Plan**

- Implemented 5% State budget reduction by giving up State funding for GGDI and STEP grants and reducing Brownfields Grants.
- Since the federal grants replaced the State GGDI and STEP grants, the net reduction was \$233,116, the reduction amount for the Brownfields grants.
- Removed the \$200,000 estimated funding for State raises.
- Added \$228,100 in carry forward funds to contract for Sustained Growth Program support.
- Moved one position from Research to Communications and Promotions
- Added three new positions to support the programs of the three new divisions without increase in overall personnel costs due to management and personnel changes.