

**VIRGINIA ECONOMIC
DEVELOPMENT PARTNERSHIP**

EXPENDITURE REPORT

FOR THE FISCAL YEAR ENDED

June 30, 2017

VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP
Expenditure Report
For the Fiscal Year Ended June 30, 2017

TOTAL VEDP

Expenditures

Compensation	\$ 12,095,640
Marketing and Promotion	\$ 3,998,562
Missions, Shows, and Events	\$ 2,168,883
Travel	\$ 972,170
Services	\$ 2,089,088
Supplies and Materials	\$ 160,079
Pass Through Payments	\$ 2,257,399
Fixed Asset Payments	\$ 1,014,947
Other Expenditures	<u>\$ 379,691</u>
Total Expenditures	<u><u>\$ 25,136,460</u></u>

VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP
Expenditure Report
For the Fiscal Year Ended June 30, 2017

WORKFORCE DEVELOPMENT

Expenditures

Compensation	\$ 857,075
Marketing and Promotion	14,078
Missions, Shows, and Events	10,214
Travel	46,591
Services	56,100
Supplies and Materials	4,996
Pass Through Payments	-
Fixed Asset Payments	22,455
Other Expenditures	<u>10,629</u>
Total Expenditures	<u><u>\$ 1,022,137</u></u>

VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP
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INTERNATIONAL TRADE

Expenditures

Compensation	\$ 1,965,726
Marketing and Promotion	3,054,191
Missions, Shows, and Events	1,398,358
Travel	298,931
Services	613,653
Supplies and Materials	50,215
Pass Through Payments	-
Fixed Asset Payments	100,197
Other Expenditures	<u>154,217</u>
Total Expenditures	<u><u>\$ 7,635,488</u></u>

VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP
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BUSINESS INVESTMENT

Expenditures

Compensation	\$ 2,863,191
Marketing and Promotion	682,419
Missions, Shows, and Events	71,945
Travel	455,423
Services	160,898
Supplies and Materials	13,999
Pass Through Payments	-
Fixed Asset Payments	193,987
Other Expenditures	<u>35,821</u>
Total Expenditures	<u><u>\$ 4,477,684</u></u>

VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP
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RESEARCH

Expenditures

Compensation	\$ 1,636,192
Marketing and Promotion	-
Missions, Shows, and Events	823
Travel	21,417
Services	272,050
Supplies and Materials	13,551
Pass Through Payments	-
Fixed Asset Payments	122,815
Other Expenditures	<u>31,815</u>
Total Expenditures	<u><u>\$ 2,098,662</u></u>

VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP
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COMMUNICATIONS AND PROMOTIONS

Expenditures

Compensation	\$ 655,380
Marketing and Promotion	242,851
Missions, Shows, and Events	663,020
Travel	78,129
Services	103,710
Supplies and Materials	5,352
Pass Through Payments	-
Fixed Asset Payments	58,050
Other Expenditures	<u>23,979</u>
Total Expenditures	<u><u>\$ 1,830,471</u></u>

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COMPETITIVE INITIATIVES

Expenditures

Compensation	\$ 738,779
Marketing and Promotion	1,042
Missions, Shows, and Events	11,766
Travel	27,602
Services	99,937
Supplies and Materials	4,021
Pass Through Payments	-
Fixed Asset Payments	17,423
Other Expenditures	<u>8,785</u>
Total Expenditures	<u><u>\$ 909,354</u></u>

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INFORMATION TECHNOLOGY

Expenditures

Compensation	\$ 1,122,472
Marketing and Promotion	-
Missions, Shows, and Events	-
Travel	6,557
Services	261,905
Supplies and Materials	16,842
Pass Through Payments	-
Fixed Asset Payments	155,224
Other Expenditures	<u>7,904</u>
Total Expenditures	<u><u>\$ 1,570,903</u></u>

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ADMINISTRATION

Expenditures

Compensation	\$ 2,256,827
Marketing and Promotion	3,982
Missions, Shows, and Events	12,757
Travel	37,520
Services	520,834
Supplies and Materials	51,104
Pass Through Payments	-
Fixed Asset Payments	344,797
Other Expenditures	<u>106,539</u>
Total Expenditures	<u><u>\$ 3,334,361</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		2,257,399
Fixed Asset Payments		-
Other Expenditures		-
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Total Expenditures	\$	<u>2,257,399</u>

All Salaried and Wage Personnel

Position Title	Salaries & Wages Paid	Partial Year	FY 2017	FY2017
			Pay For Performance	Total Paid
Competitive Initiatives Manager	76,500.00		0.00	76,500.00
Purchasing Manager	59,031.60		0.00	59,031.60
Competitive Initiatives Intern	785.00	*	0.00	785.00
Workforce Business Analyst	9,202.55	*	0.00	9,202.55
VP Business Investment	175,568.16		0.00	175,568.16
Executive Assistant	55,250.16		0.00	55,250.16
Community Engagement Coordinator	47,672.59		0.00	47,672.59
Global Network Manager	76,972.08		0.00	76,972.08
Network Manager	101,134.80		0.00	101,134.80
Managing Director	117,060.72		0.00	117,060.72
International Marketing Specialist	45,138.63		0.00	45,138.63
Assistant to the Vice President	56,254.08		0.00	56,254.08
International Trade Intern	1,582.50	*	0.00	1,582.50
Facilities/Fleet Coordinator	27,678.00		0.00	27,678.00
Business Manager	76,500.00		0.00	76,500.00
GIS Technician	44,270.85		0.00	44,270.85
Business Manager	44,428.61	*	0.00	44,428.61
Business Manager	76,500.00		0.00	76,500.00
Business Manager	25,487.15	*	0.00	25,487.15
Competitive Initiatives Manager	52,153.87	*	0.00	52,153.87
Assistant to the CIO	48,816.66		0.00	48,816.66
Accounting Assistant	43,554.96		0.00	43,554.96
Programmer Analyst	62,643.79		0.00	62,643.79
Assistant to the Vice President	62,668.08		0.00	62,668.08
Communications Director	59,958.47		0.00	59,958.47
Project Research Specialist	16,820.15	*	0.00	16,820.15
Senior Human Resources Manager	89,472.24		0.00	89,472.24
Executive Assistant & Special Projects Manager	7,874.34	*	0.00	7,874.34
Receptionist	31,937.88		0.00	31,937.88
Chief Cartographer	45,905.68	*	0.00	45,905.68
Economist	65,028.48		0.00	65,028.48
Special Projects Assistant	13,895.00	*	0.00	13,895.00
Senior Programmer Analyst	80,000.16		0.00	80,000.16
Economic Research Analyst	46,027.78		0.00	46,027.78
VALET Manager	91,898.88		0.00	91,898.88
Incentives Coordinator	71,969.49		0.00	71,969.49
Assistant to the Vice President	64,271.30		0.00	64,271.30
Business Manager	32,424.09	*	0.00	32,424.09
International Trade Intern	2,565.00	*	0.00	2,565.00
PC Support Technician	47,271.60		0.00	47,271.60
VALET Manager	75,141.44	*	0.00	75,141.44
Marketing Manager	55,000.00		0.00	55,000.00
Executive Assistant	23,926.33	*	0.00	23,926.33
Business Systems Analyst	79,811.60		0.00	79,811.60
VALET Research Specialist	30,317.32	*	0.00	30,317.32
Business Manager	78,756.24		0.00	78,756.24
Assistant VP Business Investment	107,486.88		0.00	107,486.88
Associate Business Manager	4,743.58	*	0.00	4,743.58
Assistant Controller	79,355.71		0.00	79,355.71
VP International Trade	151,074.94		0.00	151,074.94
Outreach Specialist	31,750.11		0.00	31,750.11
Chief Operating Officer	385,871.28		0.00	385,871.28
Business Manager	51,370.25	*	0.00	51,370.25
Assistant General Counsel	77,855.48		0.00	77,855.48
International Trade Manager	19,493.25	*	0.00	19,493.25
Business Manager	74,872.80		0.00	74,872.80
Network Administrator	59,262.60		0.00	59,262.60
Managing Director	93,500.08		0.00	93,500.08
Business Manager	70,125.00	*	0.00	70,125.00

All Salaried and Wage Personnel

Position Title	Salaries & Wages Paid	Partial Year	FY 2017	FY2017
			Pay For Performance	Total Paid
Assistant to the Managing Director	58,914.97	*	0.00	58,914.97
Marketing Manager	64,392.24		0.00	64,392.24
Senior Economist	91,574.16		0.00	91,574.16
Assistant to the Vice President	55,515.36		0.00	55,515.36
Competitive Initiatives Senior Manager	126,921.81		0.00	126,921.81
Business Manager	35,745.91	*	0.00	35,745.91
International Trade Manager	54,105.78	*	0.00	54,105.78
VP Business Attraction	200,530.56	*	0.00	200,530.56
Sites & Buildings Manager	83,196.48		0.00	83,196.48
Business Manager	45,684.64	*	0.00	45,684.64
Economist	45,208.45	*	0.00	45,208.45
GIS Developer	67,083.41	*	0.00	67,083.41
Research Specialist	20,949.41	*	0.00	20,949.41
Senior Project Research Manager	69,000.08		0.00	69,000.08
Competitive Initiatives Senior Manager	65,859.00	*	0.00	65,859.00
VP Research	153,714.24		0.00	153,714.24
Business Manager	76,500.00		0.00	76,500.00
General Counsel	148,263.36		0.00	148,263.36
Chief Information Officer	129,955.44		0.00	129,955.44
International Trade Manager	86,700.00		0.00	86,700.00
VP Communications & Promotions	45,781.97	*	0.00	45,781.97
Sr. Business Manager	85,830.24		0.00	85,830.24
Senior Project Research Manager	59,362.32		0.00	59,362.32
Business Manager	1,692.24	*	0.00	1,692.24
Marketing Director	89,916.68		0.00	89,916.68
International Trade Intern	1,570.00	*	0.00	1,570.00
President & CEO	209,479.22	*	0.00	209,479.22
Associate Business Manager	22,916.74	*	0.00	22,916.74
Controller	135,312.72		0.00	135,312.72
Human Resources Analyst	19,425.00	*	0.00	19,425.00
Project Research Specialist	5,347.58	*	0.00	5,347.58
Business Manager	77,520.00		0.00	77,520.00
Associate Business Manager	22,179.50	*	0.00	22,179.50
VALET Manager	76,875.00		0.00	76,875.00
International Marketing Specialist	66,734.40		0.00	66,734.40
Project Research Specialist	3,924.66	*	0.00	3,924.66
International Trade Intern	1,877.50	*	0.00	1,877.50
International Trade Manager	78,030.00		0.00	78,030.00
Managing Director	80,000.16		0.00	80,000.16
VP Business Expansion	81,180.85	*	0.00	81,180.85
Business Manager	5,530.36	*	0.00	5,530.36
Executive Assistant	57,297.60		0.00	57,297.60
Network Support Technician	26,800.01	*	0.00	26,800.01
Research Intern	672.50	*	0.00	672.50
Marketing Manager	73,377.04		0.00	73,377.04
Business Manager	51,000.00	*	0.00	51,000.00
Outreach Specialist	32,500.08		0.00	32,500.08
Project Research Specialist	43,958.35		0.00	43,958.35
GIS Manager	69,437.60		0.00	69,437.60
Governor Missions Program Director	82,919.60		0.00	82,919.60
Accountant	46,000.08		0.00	46,000.08
Business Manager	20,682.29	*	0.00	20,682.29
Competitive Initiatives Manager	135,155.78	*	0.00	135,155.78
Business Manager	56,332.73	*	0.00	56,332.73
Lead Developer	92,388.48		0.00	92,388.48
GIS Technician	43,958.35		0.00	43,958.35
VITAL Manager	70,000.08		0.00	70,000.08
Senior Economic Research Analyst	73,114.32		0.00	73,114.32
International Trade Manager	80,208.48		0.00	80,208.48

All Salaried and Wage Personnel

Position Title	Salaries & Wages Paid	Partial Year	FY 2017 Pay For Performance	FY2017 Total Paid
Senior Business Manager	94,780.56		0.00	94,780.56
Associate Business Manager	50,397.69		0.00	50,397.69
VP Workforce Development	94,563.18		0.00	94,563.18
Business Manager	70,153.59	*	0.00	70,153.59
Senior Programmer Analyst	81,625.68		0.00	81,625.68
International Trade Manager	83,249.28		0.00	83,249.28
Manager of Legislation & Policy	75,040.95		0.00	75,040.95
Business Manager	76,794.48		0.00	76,794.48
Executive Assistant	55,339.17	*	0.00	55,339.17
Defense Initiative Manager	89,416.80		0.00	89,416.80
International Trade Manager	87,783.60		0.00	87,783.60
Senior Analyst	18,846.12	*	0.00	18,846.12
Associate Manager	42,479.20		0.00	42,479.20
Business Manager	74,008.38		0.00	74,008.38
Events Manager	48,781.84		0.00	48,781.84
Human Resources Generalist	49,035.12		0.00	49,035.12
Outreach Specialist	15,496.00	*	0.00	15,496.00
* Partial Year indicates employees who were employed for less than 12 full months in the fiscal year.				
FY 2017 Totals	8,717,787.72		0.00	8,717,787.72
This report prepared in accordance with Chapter 836, Appropriations Act, Item 125, Paragraph B.				