

**VIRGINIA ECONOMIC
DEVELOPMENT PARTNERSHIP**

EXPENDITURE REPORT

**FOR THE FISCAL YEAR ENDED
June 30, 2018**

VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP
Expenditure Report
For the Fiscal Year Ended June 30, 2018

TOTAL VEDP

Expenditures

Compensation	\$ 13,493,593
Marketing and Promotion	\$ 5,004,098
Missions, Shows, and Events	\$ 1,642,726
Travel	\$ 832,685
Services	\$ 4,723,059
Supplies and Materials	\$ 134,852
Pass Through Payments	\$ 5,105,731
Fixed Asset Payments	\$ 1,751,039
Other Expenditures	<u>\$ 442,291</u>
Total Expenditures	<u><u>\$ 33,130,072</u></u>

VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP
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For the Fiscal Year Ended June 30, 2018

WORKFORCE DEVELOPMENT

Expenditures

Compensation	\$ 915,266
Marketing and Promotion	-
Missions, Shows, and Events	8,089
Travel	47,792
Services	67,542
Supplies and Materials	4,068
Pass Through Payments	-
Fixed Asset Payments	48,461
Other Expenditures	<u>9,575</u>
Total Expenditures	<u><u>\$ 1,100,793</u></u>

VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP
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INTERNATIONAL TRADE

Expenditures

Compensation	\$ 2,039,630
Marketing and Promotion	2,957,513
Missions, Shows, and Events	1,071,987
Travel	188,011
Services	212,440
Supplies and Materials	19,784
Pass Through Payments	-
Fixed Asset Payments	165,354
Other Expenditures	<u>223,855</u>
Total Expenditures	<u><u>\$ 6,878,573</u></u>

VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP
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BUSINESS INVESTMENT

Expenditures

Compensation	\$ 3,217,282
Marketing and Promotion	541,119
Missions, Shows, and Events	345,159
Travel	470,447
Services	224,809
Supplies and Materials	13,582
Pass Through Payments	-
Fixed Asset Payments	366,978
Other Expenditures	<u>48,240</u>
Total Expenditures	<u><u>\$ 5,227,616</u></u>

VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP
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RESEARCH

Expenditures

Compensation	\$ 1,717,077
Marketing and Promotion	-
Missions, Shows, and Events	-
Travel	20,462
Services	261,383
Supplies and Materials	11,511
Pass Through Payments	-
Fixed Asset Payments	193,419
Other Expenditures	<u>27,965</u>
Total Expenditures	<u><u>\$ 2,231,817</u></u>

VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP
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MARKETING AND COMMUNICATIONS

Expenditures

Compensation	\$ 917,474
Marketing and Promotion	912,992
Missions, Shows, and Events	181,893
Travel	18,810
Services	93,761
Supplies and Materials	4,925
Pass Through Payments	-
Fixed Asset Payments	116,414
Other Expenditures	<u>17,464</u>
Total Expenditures	<u><u>\$ 2,263,732</u></u>

VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP
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ECONOMIC COMPETITIVENESS

Expenditures

Compensation	\$ 672,948
Marketing and Promotion	0
Missions, Shows, and Events	4,728
Travel	12,786
Services	82,750
Supplies and Materials	3,837
Pass Through Payments	-
Fixed Asset Payments	66,410
Other Expenditures	<u>4,831</u>
Total Expenditures	<u><u>\$ 848,291</u></u>

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INFORMATION TECHNOLOGY

Expenditures

Compensation	\$ 1,160,653
Marketing and Promotion	-
Missions, Shows, and Events	-
Travel	9,141
Services	240,348
Supplies and Materials	19,631
Pass Through Payments	-
Fixed Asset Payments	101,618
Other Expenditures	<u>3,704</u>
Total Expenditures	<u><u>\$ 1,535,096</u></u>

VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP
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ADMINISTRATION

Expenditures

Compensation	\$ 2,853,263
Marketing and Promotion	592,474
Missions, Shows, and Events	30,869
Travel	65,237
Services	3,540,026
Supplies and Materials	57,514
Pass Through Payments	-
Fixed Asset Payments	692,385
Other Expenditures	<u>106,657</u>
Total Expenditures	<u><u>\$ 7,938,424</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		5,105,731
Fixed Asset Payments		-
Other Expenditures		-
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Total Expenditures	\$	<u>5,105,731</u>

All Salaried and Wage Personnel

Position Title	Salaries & Wages Paid	Partial Year	FY 2018	FY2018
			Pay For Performance	Total Paid
GIS Technician	39,469.19	*	0.00	39,469.19
Managing Director	111,485.02	*	0.00	111,485.02
Business Manager	78,850.12		0.00	78,850.12
Outreach Specialist	9,036.00	*	0.00	9,036.00
Procurement Manager	60,728.77		0.00	60,728.77
Economic Competitiveness Intern	1,867.50	*	0.00	1,867.50
Graphic Designer	23,505.68	*	0.00	23,505.68
Workforce Business Analyst	49,166.72		0.00	49,166.72
International Research Specialist	46,987.29	*	0.00	46,987.29
Economic Competitiveness Intern	1,075.00	*	0.00	1,075.00
VP Business Investment	165,596.59		0.00	165,596.59
Outreach Specialist	9,933.36	*	0.00	9,933.36
Executive Assistant	37,056.82	*	0.00	37,056.82
External Affairs Associate	49,659.02		0.00	49,659.02
Assistant VP International Trade	89,457.17		0.00	89,457.17
Network Manager	104,042.46		0.00	104,042.46
Business Manager	121,720.10	*	0.00	121,720.10
Global Network Coordinator	54,583.41		0.00	54,583.41
Assistant to the Vice President	60,834.56		0.00	60,834.56
Facilities/Fleet Coordinator	26,444.84		0.00	26,444.84
Business Manager	78,699.49		0.00	78,699.49
VP Economic Competitiveness	137,499.94	*	0.00	137,499.94
GIS Specialist	51,229.09		0.00	51,229.09
Business Manager	34,932.37	*	0.00	34,932.37
Business Manager	75,459.19	*	0.00	75,459.19
Business Manager	37,613.24	*	0.00	37,613.24
Assistant to the CIO	50,099.61		0.00	50,099.61
Accounting Assistant	44,289.47		0.00	44,289.47
Programmer Analyst	64,635.46		0.00	64,635.46
Assistant to the Vice President	64,469.90		0.00	64,469.90
Communications Director	87,443.83		0.00	87,443.83
Senior Human Resources Manager	92,044.56		0.00	92,044.56
Executive Assistant & Special Projects Manager	92,981.74		0.00	92,981.74
Receptionist	36,006.17		0.00	36,006.17
Economist	66,898.15		0.00	66,898.15
Senior Programmer Analyst	82,300.16		0.00	82,300.16
Economic Research Analyst	54,293.51		0.00	54,293.51
Executive Vice President	224,740.06	*	0.00	224,740.06
VALET Program Manager	94,540.89		0.00	94,540.89
Incentives Coordinator	73,931.93		0.00	73,931.93
Assistant to the Vice President	64,351.91		0.00	64,351.91
PC Support Technician	48,230.60		0.00	48,230.60
Marketing Associate	47,630.79		0.00	47,630.79
Executive Assistant	51,623.35		0.00	51,623.35
Business Systems Analyst	81,468.03		0.00	81,468.03
Business Manager	81,020.59		0.00	81,020.59
Assistant VP Business Investment	157,374.92		0.00	157,374.92
Assistant Controller	82,300.16		0.00	82,300.16
VP International Trade	174,233.74		0.00	174,233.74
Business Coordinator	34,767.49		0.00	34,767.49
Chief Operating Officer	31,208.96	*	0.00	31,208.96
Marketing Manager	61,725.00		0.00	61,725.00
Assistant General Counsel	97,762.98		0.00	97,762.98
Workforce Business Manager	77,025.37		0.00	77,025.37
Associate Network Manager	61,725.00		0.00	61,725.00
Workforce Business Manager	76,950.58		0.00	76,950.58
Managing Director	40,189.66	*	0.00	40,189.66
Outreach Specialist	13,533.00	*	0.00	13,533.00
Managing Director	91,937.49		0.00	91,937.49

All Salaried and Wage Personnel

Position Title	Salaries & Wages Paid	Partial Year	FY 2018	FY2018
			Pay For Performance	Total Paid
Managing Director	12,974.20	*	0.00	12,974.20
Trade Mission Manager	66,243.51		0.00	66,243.51
Senior Economist	94,206.97		0.00	94,206.97
Business Coordinator	57,111.33		0.00	57,111.33
Managing Director	127,565.08		0.00	127,565.08
Business Manager	64,116.69		0.00	64,116.69
Defense Program Manager	87,443.83		0.00	87,443.83
Sites & Buildings Manager	85,588.48		0.00	85,588.48
Economist	56,581.33		0.00	56,581.33
GIS Application Developer	72,012.58		0.00	72,012.58
Associate Business Manager	50,413.38		0.00	50,413.38
Senior Project Research Manager	78,922.01		0.00	78,922.01
Business Manager	66,425.96	*	0.00	66,425.96
Business Manager	107,292.09	*	0.00	107,292.09
Business Manager	71,630.44	*	0.00	71,630.44
General Counsel	152,525.95		0.00	152,525.95
Chief Information Officer	133,691.56		0.00	133,691.56
International Trade Manager	89,192.74		0.00	89,192.74
VP Marketing & Communications	144,024.92		0.00	144,024.92
Assistant VP Workforce Solutions	95,790.91		0.00	95,790.91
Project Research Specialist	61,068.92		0.00	61,068.92
Business Manager	79,369.21	*	0.00	79,369.21
Marketing Director	87,443.83		0.00	87,443.83
Receptionist	1,216.00	*	0.00	1,216.00
Business Manager	86,250.00	*	0.00	86,250.00
International Trade Intern	867.50	*	0.00	867.50
VP Research	32,910.06	*	0.00	32,910.06
President & CEO	371,375.08		51,000.00	422,375.08
VP External Affairs	95,083.28	*	0.00	95,083.28
Associate Business Manager	42,350.71	*	0.00	42,350.71
Graphic Designer	9,098.70	*	0.00	9,098.70
Controller and Treasurer	139,202.94		0.00	139,202.94
Human Resources Assistant	27,273.79		0.00	27,273.79
Workforce Business Manager	79,748.70		0.00	79,748.70
VP Incentives	101,362.02	*	0.00	101,362.02
VALET Program Manager	83,564.73		0.00	83,564.73
International Research Manager	68,653.06		0.00	68,653.06
Project Research Specialist	35,623.32	*	0.00	35,623.32
International Trade Intern	3,080.00	*	0.00	3,080.00
International Trade Manager	80,273.42		0.00	80,273.42
Managing Director	89,583.34		0.00	89,583.34
Assistant VP Economic Competitiveness	7,916.58	*	0.00	7,916.58
Business Manager	72,500.16		0.00	72,500.16
Executive Assistant	81,937.98	*	0.00	81,937.98
Network Support Technician	53,495.08		0.00	53,495.08
Call Center Team Director	77,156.25		0.00	77,156.25
Business Manager	78,699.49		0.00	78,699.49
Outreach Specialist	33,169.03		0.00	33,169.03
Workforce Business Manager	90,561.48		0.00	90,561.48
Associate International Trade Manager	40,896.18	*	0.00	40,896.18
Senior Project Research Specialist	53,203.41		0.00	53,203.41
GIS Manager	77,512.58		0.00	77,512.58
International Trade Manager	82,439.14	*	0.00	82,439.14
Governor Missions Program Director	84,897.64		0.00	84,897.64
Accountant	47,322.58		0.00	47,322.58
Economic Competitiveness Analyst	41,121.87	*	0.00	41,121.87
Lead Developer	95,044.75		0.00	95,044.75
GIS Specialist	51,229.09		0.00	51,229.09
Business Manager	39,983.95	*	0.00	39,983.95

All Salaried and Wage Personnel

Position Title	Salaries & Wages Paid	Partial Year	FY 2018 Pay For Performance	FY2018 Total Paid
Events Director	74,791.67		0.00	74,791.67
Senior Economic Research Analyst	75,216.29		0.00	75,216.29
International Trade Manager	84,871.99		0.00	84,871.99
Senior Business Manager	40,056.96	*	0.00	40,056.96
Associate Business Manager	51,437.42		0.00	51,437.42
VP Workforce Solutions	97,731.17		0.00	97,731.17
Senior Programmer Analyst	83,972.37		0.00	83,972.37
International Trade Manager	85,642.66		0.00	85,642.66
Assistant VP Incentives	88,627.37	*	0.00	88,627.37
Manager of Legislation & Policy	9,122.82	*	0.00	9,122.82
Business Manager	79,002.25		0.00	79,002.25
Receptionist	384.00	*	0.00	384.00
Defense Program Manager	91,987.51		0.00	91,987.51
International Trade Manager	90,307.39		0.00	90,307.39
Economic Competitiveness Manager	72,012.58		0.00	72,012.58
Business Manager	9,317.85	*	0.00	9,317.85
Associate Communications Manager	51,437.42		0.00	51,437.42
International Program Manager	64,457.42		0.00	64,457.42
Human Resources Generalist	50,444.79		0.00	50,444.79
Economic Research Assistant	23,077.17		0.00	23,077.17
Business Manager	51,923.22		0.00	51,923.22
* Partial Year indicates employees who were employed for less than 12 full months in the fiscal year.				
FY 2018 Totals	9,734,730.13		51,000.00	9,785,730.13
This report prepared in accordance with Chapter 2, Appropriations Act, Item 122, Paragraph B.				