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# **Virginia Economic Development Partnership**

## Expenditure Report

### June 30, 2019

**VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP**  
**Expenditure Report**  
**For the Fiscal Year Ended June 30, 2019**

**TOTAL VEDP**

**Expenditures**

Compensation	\$ 14,454,338
Lead Generation, Trade Program Services, and Website	\$ 5,672,200
Missions, Shows, and Events	\$ 1,566,425
Travel	\$ 901,847
Services	\$ 1,725,494
Supplies and Materials	\$ 104,149
Pass Through Payments	\$ 3,531,678
Fixed Asset Payments	\$ 1,762,271
Other Expenditures	<u>\$ 439,970</u>
<b>Total Expenditures</b>	<b><u><u>\$ 30,158,371</u></u></b>

**VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP**  
**Expenditure Report**  
**For the Fiscal Year Ended June 30, 2019**

**WORKFORCE SOLUTIONS**

**Expenditures**

Compensation	\$ 743,901
Lead Generation, Trade Program Services, and Website	-
Missions, Shows, and Events	2,575
Travel	39,664
Services	33,028
Supplies and Materials	2,239
Pass Through Payments	-
Fixed Asset Payments	40,417
Other Expenditures	<u>14,474</u>
<b>Total Expenditures</b>	<b><u><u>\$ 876,299</u></u></b>

**VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP**  
**Expenditure Report**  
**For the Fiscal Year Ended June 30, 2019**

**CUSTOM WORKFORCE SOLUTIONS**

**Expenditures**

Compensation	\$ 90,566
Lead Generation, Trade Program Services, and Website	-
Missions, Shows, and Events	0
Travel	6,500
Services	702
Supplies and Materials	139
Pass Through Payments	-
Fixed Asset Payments	922
Other Expenditures	<u>2,699</u>
<b>Total Expenditures</b>	<b><u><u>\$ 101,527</u></u></b>

**VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP**  
**Expenditure Report**  
**For the Fiscal Year Ended June 30, 2019**

**INTERNATIONAL TRADE**

**Expenditures**

Compensation	\$ 2,127,040
Lead Generation, Trade Program Services, and Website	3,302,564
Missions, Shows, and Events	1,073,626
Travel	158,450
Services	154,276
Supplies and Materials	12,986
Pass Through Payments	-
Fixed Asset Payments	202,847
Other Expenditures	<u>179,164</u>
<b>Total Expenditures</b>	<b><u><u>\$ 7,210,954</u></u></b>

**VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP**  
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**BUSINESS INVESTMENT**

**Expenditures**

Compensation	\$ 3,312,435
Lead Generation, Trade Program Services, and Website	597,093
Missions, Shows, and Events	240,789
Travel	528,319
Services	190,892
Supplies and Materials	12,469
Pass Through Payments	-
Fixed Asset Payments	323,194
Other Expenditures	<u>39,909</u>
<b>Total Expenditures</b>	<b><u><u>\$ 5,245,100</u></u></b>

**VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP**  
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**RESEARCH**

**Expenditures**

Compensation	\$ 1,813,982
Lead Generation, Trade Program Services, and Website	-
Missions, Shows, and Events	-
Travel	12,627
Services	209,822
Supplies and Materials	9,755
Pass Through Payments	-
Fixed Asset Payments	200,616
Other Expenditures	<u>26,560</u>
<b>Total Expenditures</b>	<b><u><u>\$ 2,273,362</u></u></b>

**VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP**  
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**MARKETING AND COMMUNICATIONS**

**Expenditures**

Compensation	\$ 829,352
Lead Generation, Trade Program Services, and Website	1,694,615
Missions, Shows, and Events	196,605
Travel	42,782
Services	53,099
Supplies and Materials	3,527
Pass Through Payments	-
Fixed Asset Payments	81,596
Other Expenditures	<u>11,405</u>
<b>Total Expenditures</b>	<b><u><u>\$ 2,912,981</u></u></b>



**VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP**  
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**ECONOMIC COMPETITIVENESS**

**Expenditures**

Compensation	\$ 728,994
Lead Generation, Trade Program Services, and Website	309
Missions, Shows, and Events	2,047
Travel	2,460
Services	59,547
Supplies and Materials	1,544
Pass Through Payments	-
Fixed Asset Payments	41,824
Other Expenditures	<u>23,677</u>
<b>Total Expenditures</b>	<b><u><u>\$ 860,402</u></u></b>

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

**Expenditures**

Compensation	\$ 1,076,464
Lead Generation, Trade Program Services, and Website	-
Missions, Shows, and Events	-
Travel	5,352
Services	216,835
Supplies and Materials	17,097
Pass Through Payments	-
Fixed Asset Payments	282,858
Other Expenditures	<u>5,157</u>
<b>Total Expenditures</b>	<b><u><u>\$ 1,603,762</u></u></b>

**VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP**  
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**INCENTIVES**

**Expenditures**

Compensation	\$ 612,763
Lead Generation, Trade Program Services, and Website	-
Missions, Shows, and Events	-
Travel	911
Services	19,781
Supplies and Materials	911
Pass Through Payments	-
Fixed Asset Payments	416
Other Expenditures	<u>6,706</u>
<b>Total Expenditures</b>	<b><u><u>\$ 641,487</u></u></b>

**VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP**  
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**ADMINISTRATION**

**Expenditures**

Compensation	\$ 3,118,841
Lead Generation, Trade Program Services, and Website	77,618
Missions, Shows, and Events	50,783
Travel	104,783
Services	787,513
Supplies and Materials	43,481
Pass Through Payments	-
Fixed Asset Payments	587,581
Other Expenditures	<u>130,221</u>
<b>Total Expenditures</b>	<b><u><u>\$ 4,900,820</u></u></b>

**VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP**  
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**PASS THROUGH PAYMENTS**

**Expenditures**

Compensation	\$	-
Lead Generation, Trade Program Services, and Website		-
Missions, Shows, and Events		-
Travel		-
Services		-
Supplies and Materials		-
Pass Through Payments		3,531,678
Fixed Asset Payments		-
Other Expenditures		-
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<b>Total Expenditures</b>	<b>\$</b>	<b><u>3,531,678</u></b>

## All Salaried and Wage Personnel

Position Title	Salaries & Wages Paid	Partial Year	FY 2019 Pay For Performance	FY2019 Total Paid
GIS Technician	43,926.56		1,960.00	45,886.56
Managing Director	212,883.54		0.00	212,883.54
Business Manager	80,166.83		2,500.00	82,666.83
Procurement Manager	60,929.23		2,500.00	63,429.23
PC Support Technician	24,135.00	*	700.00	24,835.00
Associate Business Manager	58,100.00		2,210.00	60,310.00
International Research Specialist	42,179.53	*	0.00	42,179.53
Economic Competitiveness Intern	2,895.00	*	0.00	2,895.00
External Affairs Manager	27,201.84	*	470.00	27,671.84
VP Business Investment	165,343.75		12,500.00	177,843.75
Outreach Specialist	32,537.32		1,459.00	33,996.32
External Affairs Coordinator	49,822.94		2,500.00	52,322.94
Assistant VP International Trade	90,187.50		2,500.00	92,687.50
Network Manager	104,385.90		2,500.00	106,885.90
Global Research Coordinator	55,114.66		2,500.00	57,614.66
Assistant to the Vice President	58,682.25		2,500.00	61,182.25
Facilities/Fleet Coordinator	23,836.31		1,450.00	25,286.31
Business Manager	78,959.28		2,500.00	81,459.28
VP Economic Competitiveness	170,194.71		21,768.00	191,962.71
GIS Specialist	51,607.21		2,500.00	54,107.21
Assistant to the CIO	50,264.98		2,500.00	52,764.98
Accounting Assistant	13,084.61	*	0.00	13,084.61
Economic Competitiveness Intern	1,743.00	*	0.00	1,743.00
Programmer Analyst	65,352.68		2,500.00	67,852.68
Economic Competitiveness Intern	3,287.50	*	0.00	3,287.50
Assistant to the Vice President	64,682.72		2,500.00	67,182.72
Communications Director	85,543.81		2,500.00	88,043.81
Economic Competitiveness Intern	2,664.00	*	0.00	2,664.00
Workforce Business Manager	19,326.90	*	284.00	19,610.90
Human Resources Director	95,813.81		2,500.00	98,313.81
International Trade Intern	480.00	*	0.00	480.00
Executive Assistant & Special Projects Manager	83,095.26		2,114.00	85,209.26
Receptionist	36,125.02		2,500.00	38,625.02
International Trade Manager	17,282.06	*	234.00	17,516.06
Director	30,957.05	*	338.00	31,295.05
Assistant VP Economic Competitiveness	111,921.91	*	914.00	112,835.91
Economist	71,207.99	*	0.00	71,207.99
Lead Developer	84,191.83		2,500.00	86,691.83
Economic Research Analyst	58,126.92		3,750.00	61,876.92
Executive Vice President	215,246.27		37,842.00	253,088.27
VALET Program Manager	94,852.96		2,500.00	97,352.96
Incentives Coordinator	74,175.97		2,500.00	76,675.97
Assistant to the Vice President	63,595.33		2,500.00	66,095.33
International Trade Intern	1,427.50	*	0.00	1,427.50
PC Support Technician	48,389.80		2,500.00	50,889.80
Marketing Associate	5,017.20	*	0.00	5,017.20
Workforce Business Manager	15,291.64	*	253.00	15,544.64
Executive Assistant	51,559.17		2,495.00	54,054.17
Business Systems Analyst	42,124.15	*	0.00	42,124.15
Business Manager	81,288.04		2,500.00	83,788.04
Assistant VP Business Investment	135,091.85		15,000.00	150,091.85
Communications Specialist	39,496.32	*	886.00	40,382.32
Assistant Controller	82,571.83		2,500.00	85,071.83
VP International Trade	173,056.59		2,500.00	175,556.59
Senior VP Workforce Solutions	62,179.40	*	204.00	62,383.40
Business Coordinator	39,081.25		2,500.00	41,581.25
Marketing Manager	61,928.75		2,500.00	64,428.75
Assistant General Counsel	54,588.15	*	0.00	54,588.15

## All Salaried and Wage Personnel

Position Title	Salaries & Wages Paid	Partial Year	FY 2019 Pay For Performance	FY2019 Total Paid
Senior Analyst	67,434.46	*	944.00	68,378.46
Incentives Financial Analyst	7,987.11	*	133.00	8,120.11
Workforce Business Manager	77,279.62		2,500.00	79,779.62
Associate Network Manager	64,631.30		2,500.00	67,131.30
Business Manager	77,204.59		2,500.00	79,704.59
Outreach Specialist	2,798.25	*	0.00	2,798.25
Managing Director	110,125.96		2,500.00	112,625.96
Managing Director	117,625.96		6,136.00	123,761.96
Trade Mission Manager	66,462.18		2,500.00	68,962.18
Senior Economist	94,517.94		2,500.00	97,017.94
Business Coordinator	57,299.85		2,500.00	59,799.85
Managing Director	76,303.66	*	0.00	76,303.66
Business Manager	70,080.29		2,500.00	72,580.29
Defense Program Manager	87,650.40		2,500.00	90,150.40
Sites & Buildings Manager	88,033.74		2,500.00	90,533.74
Economist	49,568.82	*	0.00	49,568.82
GIS Application Developer	75,250.71		2,500.00	77,750.71
Business Manager	62,163.56		2,492.00	64,655.56
Senior Project Research Manager	79,475.15		2,500.00	81,975.15
Project Research Analyst	45,896.42	*	848.00	46,744.42
Business Manager	73,244.38		1,575.00	74,819.38
General Counsel	153,029.43		5,000.00	158,029.43
Chief Information Officer	134,132.86		2,500.00	136,632.86
International Trade Manager	89,487.16		2,500.00	91,987.16
VP Marketing & Communications	144,365.15		27,242.00	171,607.15
Assistant VP Workforce Solutions	95,814.48		2,500.00	98,314.48
Project Research Specialist	61,270.50		2,500.00	63,770.50
Marketing Director	87,732.48		6,250.00	93,982.48
Business Manager	90,103.13		1,979.00	92,082.13
Incentives Analyst	22,030.69	*	0.00	22,030.69
VP Research	170,354.09		1,212.00	171,566.09
President & CEO	372,425.08		236,578.00	609,003.08
VP External Affairs	130,149.04		16,752.00	146,901.04
Brand Manager	50,396.48		3,712.00	54,108.48
Controller and Treasurer	139,662.44		2,500.00	142,162.44
Human Resources Generalist	34,475.10		1,300.00	35,775.10
Associate Workforce Business Manager	23,491.79	*	404.00	23,895.79
Workforce Business Manager	74,291.93	*	0.00	74,291.93
Business Manager	57,336.91	*	1,175.00	58,511.91
VALET Program Manager	33,554.08	*	0.00	33,554.08
Research Coordinator	68,879.68		2,500.00	71,379.68
Marketing Associate	28,116.34	*	714.00	28,830.34
International Trade Manager	76,828.59	*	0.00	76,828.59
Director	14,134.22	*	0.00	14,134.22
Assistant VP Economic Competitiveness	126,603.96	*	0.00	126,603.96
Business Manager	72,583.23		2,092.00	74,675.23
Director	49,796.89	*	541.00	50,337.89
Network Support Technician	53,621.45		2,500.00	56,121.45
Call Center Team Director	77,410.94		2,500.00	79,910.94
Business Manager	77,279.89		2,500.00	79,779.89
Outreach Specialist	33,544.94		2,500.00	36,044.94
Workforce Business Manager	73,001.72	*	0.00	73,001.72
Associate International Trade Manager	60,640.48		1,673.00	62,313.48
VP Incentives	173,663.75	*	3,419.00	177,082.75
Senior Project Research Specialist	55,350.94		2,500.00	57,850.94
GIS Manager	80,339.66		8,750.00	89,089.66
International Trade Manager	85,097.48		1,993.00	87,090.48
Governor Missions Program Director	85,098.20		2,500.00	87,598.20

All Salaried and Wage Personnel

Position Title	Salaries & Wages Paid	Partial Year	FY 2019 Pay For Performance	FY2019 Total Paid
Accountant	47,478.79		2,500.00	49,978.79
Economic Competitiveness Analyst	44,455.17	*	0.00	44,455.17
Associate Business Manager	46,453.31	*	790.00	47,243.31
Lead Developer	59,475.15	*	0.00	59,475.15
GIS Specialist	54,836.79		10,000.00	64,836.79
Business Manager	63,942.25	*	867.00	64,809.25
Business Manager	44,358.77	*	0.00	44,358.77
Business Manager	25,659.38	*	355.00	26,014.38
Events Director	79,406.25		3,750.00	83,156.25
Senior Economic Research Analyst	75,464.57		2,500.00	77,964.57
International Trade Manager	85,152.15		2,500.00	87,652.15
Incentives Coordinator	56,310.34		2,500.00	58,810.34
VP Workforce Solutions	101,116.59		2,500.00	103,616.59
VALET Program Manager	41,214.08	*	484.00	41,698.08
Senior Programmer Analyst	65,015.70	*	0.00	65,015.70
International Trade Manager	85,925.36		2,500.00	88,425.36
International Trade Intern	657.50	*	0.00	657.50
Business Manager	13,753.05	*	0.00	13,753.05
Executive Assistant	42,025.19	*	944.00	42,969.19
Defense Program Manager	76,342.95	*	0.00	76,342.95
International Trade Manager	90,605.49		2,500.00	93,105.49
Accounting Assistant	15,394.04	*	366.00	15,760.04
Economic Competitiveness Manager	86,040.93		7,286.00	93,326.93
Business Manager	79,164.66		1,136.00	80,300.66
Associate Communications Manager	8,912.36	*	0.00	8,912.36
International Program Manager	65,135.34		2,500.00	67,635.34
Human Resources Generalist	50,611.30		2,500.00	53,111.30
Economic Research Assistant	24,684.00		1,700.00	26,384.00
Business Manager	24,668.28	*	0.00	24,668.28
<b>* Partial Year indicates employees who were employed for less than 12 full months in the fiscal year.</b>				
<b>FY 2019 Totals</b>	<b>9,930,592.85</b>		<b>612,423.00</b>	<b>10,543,015.85</b>
This report prepared in accordance with Chapter 854, Appropriations Act, Item 122, Paragraph B.				