
Virginia Economic Development Partnership

Expenditure Report

June 30, 2021

VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP
Expenditure Report
For the Fiscal Year Ended June 30, 2021

TOTAL VEDP

Expenditures

Compensation	\$ 18,310,294
Lead Generation, Trade Program Services, and Website	6,976,375
Missions, Shows, and Events	570,788
Travel	257,833
Services	3,116,042
Supplies and Materials	112,687
Pass Through Payments	3,062,092
Fixed Asset Payments	2,318,518
Other Expenditures	<u>362,140</u>
Total Expenditures	<u><u>\$ 35,086,769</u></u>

VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP
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TALENT SOLUTIONS - VJIP

Expenditures

Compensation	\$ 850,104
Lead Generation, Trade Program Services, and Website	-
Missions, Shows, and Events	-
Travel	11,824
Services	24,291
Supplies and Materials	693
Pass Through Payments	-
Fixed Asset Payments	41,223
Other Expenditures	<u>4,900</u>
Total Expenditures	<u><u>\$ 933,035</u></u>

VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP
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TALENT SOLUTIONS - TALENT ACCELERATOR PROGRAM

Expenditures

Compensation	\$ 2,822,534
Lead Generation, Trade Program Services, and Website	286,019
Missions, Shows, and Events	107
Travel	87,708
Services	714,085
Supplies and Materials	39,822
Pass Through Payments	-
Fixed Asset Payments	339,719
Other Expenditures	<u>35,960</u>
Total Expenditures	<u><u>\$ 4,325,955</u></u>

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INTERNATIONAL TRADE

Expenditures

Compensation	\$ 2,182,749
Lead Generation, Trade Program Services, and Website	3,854,152
Missions, Shows, and Events	446,465
Travel	43,618
Services	121,276
Supplies and Materials	6,806
Pass Through Payments	-
Fixed Asset Payments	221,993
Other Expenditures	<u>112,731</u>
Total Expenditures	<u><u>\$ 6,989,791</u></u>

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BUSINESS INVESTMENT

Expenditures

Compensation	\$ 3,967,107
Lead Generation, Trade Program Services, and Website	357,000
Missions, Shows, and Events	100,350
Travel	96,898
Services	211,859
Supplies and Materials	25,235
Pass Through Payments	-
Fixed Asset Payments	365,254
Other Expenditures	<u>46,813</u>
Total Expenditures	<u><u>\$ 5,170,515</u></u>

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RESEARCH

Expenditures

Compensation	\$ 2,382,938
Lead Generation, Trade Program Services, and Website	-
Missions, Shows, and Events	-
Travel	-
Services	197,409
Supplies and Materials	5,227
Pass Through Payments	-
Fixed Asset Payments	226,679
Other Expenditures	<u>13,510</u>
Total Expenditures	<u><u>\$ 2,825,762</u></u>

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MARKETING AND COMMUNICATIONS

Expenditures

Compensation	\$ 1,080,320
Lead Generation, Trade Program Services, and Website	2,475,703
Missions, Shows, and Events	23,358
Travel	7,013
Services	38,707
Supplies and Materials	4,224
Pass Through Payments	-
Fixed Asset Payments	181,438
Other Expenditures	<u>13,709</u>
Total Expenditures	<u><u>\$ 3,824,472</u></u>

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ECONOMIC COMPETITIVENESS

Expenditures

Compensation	\$ 720,620
Lead Generation, Trade Program Services, and Website	-
Missions, Shows, and Events	-
Travel	3,265
Services	45,375
Supplies and Materials	-
Pass Through Payments	-
Fixed Asset Payments	52,011
Other Expenditures	<u>18,869</u>
Total Expenditures	<u><u>\$ 840,139</u></u>

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INFORMATION TECHNOLOGY

Expenditures

Compensation	\$ 861,089
Lead Generation, Trade Program Services, and Website	-
Missions, Shows, and Events	-
Travel	2,937
Services	468,648
Supplies and Materials	7,224
Pass Through Payments	-
Fixed Asset Payments	138,161
Other Expenditures	<u>10,854</u>
Total Expenditures	<u><u>\$ 1,488,912</u></u>

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INCENTIVES

Expenditures

Compensation	\$ 569,710
Lead Generation, Trade Program Services, and Website	-
Missions, Shows, and Events	-
Travel	-
Services	26,535
Supplies and Materials	660
Pass Through Payments	-
Fixed Asset Payments	42,997
Other Expenditures	<u>1,844</u>
Total Expenditures	<u><u>\$ 641,747</u></u>

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ADMINISTRATION

Expenditures

Compensation	\$ 2,873,122
Lead Generation, Trade Program Services, and Website	3,500
Missions, Shows, and Events	509
Travel	4,571
Services	1,267,857
Supplies and Materials	22,796
Pass Through Payments	-
Fixed Asset Payments	709,044
Other Expenditures	<u>102,951</u>
Total Expenditures	<u><u>\$ 4,984,350</u></u>

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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		3,062,092
Fixed Asset Payments		-
Other Expenditures		-
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Total Expenditures	\$	<u><u>3,062,092</u></u>

All Salaried and Wage Personnel

Position Title	Salaries & Wages Paid	Partial Year	FY 2021 Pay For Performance	FY2021 Total Paid
Managing Director	229,260.27		0.00	229,260.27
VP International Trade	160,333.41		16,496.00	176,829.41
Economic Research Analyst	54,867.83		4,989.00	59,856.83
Business Manager	42,787.19	*	0.00	42,787.19
Procurement Manager	68,985.98		9,000.00	77,985.98
Network Engineer	53,147.55		2,000.00	55,147.55
GIS Technician	41,508.23	*	0.00	41,508.23
Associate Business Manager	51,114.58		6,881.00	57,995.58
Business Manager	19,193.75	*	0.00	19,193.75
Instructional Designer	85,177.16		1,649.00	86,826.16
External Affairs Manager	66,394.87		2,000.00	68,394.87
VP Business Investment	173,610.94		18,600.00	192,210.94
Incentives Coordinator	45,093.75		2,000.00	47,093.75
Executive Administrative Coordinator	52,314.04		2,000.00	54,314.04
Instructional Designer	10,815.00	*	0.00	10,815.00
Assistant VP International Trade	97,703.13		2,000.00	99,703.13
Talent Acquisition Manager	15,625.00	*	216.00	15,841.00
Managing Director	95,197.84		9,068.00	104,265.84
Managing Director	130,270.91		14,322.00	144,592.91
Global Research Coordinator	12,374.81	*	0.00	12,374.81
Assistant to the Vice President	60,965.55		2,000.00	62,965.55
Facilities/Fleet Coordinator	27,183.92		1,188.00	28,371.92
Senior Business Manager	92,928.24		8,481.00	101,409.24
VP Economic Competitiveness	106,540.02	*	0.00	106,540.02
GIS Specialist	66,145.95		2,000.00	68,145.95
Assistant General Counsel	126,022.46	*	915.00	126,937.46
Assistant to the CIO	52,778.21		2,000.00	54,778.21
Analyst	54,617.75		2,000.00	56,617.75
Assistant to the Vice President	67,916.96		3,000.00	70,916.96
Communications Director	92,119.20		3,600.00	95,719.20
Talent Solutions Business Manager	82,820.31		4,400.00	87,220.31
Human Resources Director	101,813.99		2,000.00	103,813.99
Finance Manager	80,166.83		1,252.00	81,418.83
Managing Director	120,250.00		13,860.00	134,110.00
Chief of Staff	94,195.91		2,000.00	96,195.91
Receptionist	37,931.18		2,000.00	39,931.18
International Trade Manager	80,166.83		2,000.00	82,166.83
Brand Associate	10,782.02	*	197.00	10,979.02
Interim Managing Director	112,904.66		6,250.00	119,154.66
VP Economic Competitiveness	133,955.02		2,000.00	135,955.02
Talent Solutions Business Manager	3,724.33	*	63.00	3,787.33
Outreach Specialist	12,928.24	*	408.00	13,336.24
Lead Developer	96,801.49		2,000.00	98,801.49
Sr. Economic Research Analyst	66,169.43		3,600.00	69,769.43
Executive Vice President	221,372.55		35,137.00	256,509.55
VALET Program Manager	99,595.62		2,000.00	101,595.62
Senior Marketing Manager	71,135.97		1,789.00	72,924.97
Incentives Coordination Manager	85,177.16		2,800.00	87,977.16
Assistant to the Vice President	66,109.12		2,000.00	68,109.12
Senior Analyst	62,635.50		1,901.00	64,536.50
Business Manager	85,177.16		5,834.00	91,011.16
Instructional Designer	81,459.97		1,397.00	82,856.97
PC Support Technician	50,809.23		2,000.00	52,809.23
Talent Solutions Business Manager	67,586.59		4,400.00	71,986.59
Managing Director	100,208.41		13,666.00	113,874.41
Executive Assistant	53,026.64		2,000.00	55,026.64
Business Manager	85,352.49		5,000.00	90,352.49
Senior Developer	80,166.83		1,559.00	81,725.83
Assistant VP Business Investment	142,045.31		12,000.00	154,045.31
VP Human Resources	75,216.30	*	3,516.00	78,732.30
Controller	113,075.20		2,000.00	115,075.20
Senior VP Talent Solutions	185,385.58		27,000.00	212,385.58

All Salaried and Wage Personnel

Position Title	Salaries & Wages Paid	Partial Year	FY 2021 Pay For Performance	FY2021 Total Paid
Data Manager	49,051.90		3,000.00	52,051.90
Senior Managing Director	127,765.63		14,163.00	141,928.63
Business Presentation Specialist	61,201.07		9,616.00	70,817.07
Talent Acquisition Brand Manager	17,067.25	*	236.00	17,303.25
Manager, Analytics	90,198.04		10,000.00	100,198.04
Financial Analyst	70,145.91		2,000.00	72,145.91
Outreach Specialist	26,261.64	*	1,203.00	27,464.64
Video Producer	67,640.63		1,252.00	68,892.63
Talent Solutions Business Manager	74,901.15	*	0.00	74,901.15
Network Manager	85,177.16		7,500.00	92,677.16
Business Manager	41,835.02	*	0.00	41,835.02
Managing Director	113,260.35		20,438.00	133,698.35
GMP Instructional Designer	22,322.65	*	323.00	22,645.65
Talent Solutions Business Manager	76,158.41		4,381.00	80,539.41
International Research Analyst	28,776.08	*	466.00	29,242.08
Trade Mission Manager	69,785.40		2,000.00	71,785.40
Human Resources Coordinator	51,106.25		1,748.00	52,854.25
Events Coordinator	23,982.42	*	485.00	24,467.42
Senior Marketing Manager	65,135.58		1,825.00	66,960.58
Senior Economist	99,243.77		5,200.00	104,443.77
Instructional Design Consultant	11,961.25	*	164.00	12,125.25
Learning Technology Project Manager	90,187.50		1,668.00	91,855.50
Business Coordinator	60,164.92		3,000.00	63,164.92
Business Manager	80,166.83		7,681.00	87,847.83
Defense Program Manager	95,198.08		2,000.00	97,198.08
Sites & Buildings Manager	94,696.88		2,000.00	96,696.88
Associate Communications Manager	52,108.41		1,477.00	53,585.41
GIS Application Developer	86,179.33		2,000.00	88,179.33
Senior Business Manager	76,129.31		8,481.00	84,610.31
Senior Project Research Manager	83,448.93		2,000.00	85,448.93
Project Research Analyst	57,637.03		2,000.00	59,637.03
International Trade Manager	49,420.72	*	562.00	49,982.72
Business Manager	36,946.45	*	0.00	36,946.45
Instructional Designer	72,785.53		1,342.00	74,127.53
Sites & Buildings Analyst	63,240.94		1,866.00	65,106.94
General Counsel	165,844.71		2,000.00	167,844.71
Chief Information Officer	140,839.45		2,000.00	142,839.45
International Trade Manager	93,961.43		2,000.00	95,961.43
VP Marketing & Communications	155,322.84		14,000.00	169,322.84
Assistant VP Talent Solutions	110,229.09		4,400.00	114,629.09
Research Specialist	64,333.99		2,000.00	66,333.99
Marketing Director	92,119.20		5,200.00	97,319.20
VALET Program Manager	79,730.09	*	849.00	80,579.09
Senior Business Manager	92,667.78		5,308.00	97,975.78
Program Manager	105,218.75		1,348.00	106,566.75
VP Research	178,871.88		9,200.00	188,071.88
Defense Program Manager	95,198.08		1,655.00	96,853.08
President & CEO	412,613.08		100,000.00	512,613.08
VP External Affairs	152,817.79		2,000.00	154,817.79
Brand Manager	60,110.47		9,200.00	69,310.47
Controller and Treasurer	23,418.52	*	0.00	23,418.52
Sr. Human Resources Generalist	78,162.50		2,000.00	80,162.50
Associate Business Manager	13,564.89	*	312.00	13,876.89
Talent Solutions Business Manager	65,492.74		4,400.00	69,892.74
Business Manager	2,609.85	*	0.00	2,609.85
Economic Competitiveness Associate	62,635.50		1,901.00	64,536.50
Organizational Development Manager	11,875.02	*	140.00	12,015.02
Internal Research Manager	73,653.13		2,000.00	75,653.13
Outreach Specialist	12,174.37	*	0.00	12,174.37
Business Manager	74,649.04		5,000.00	79,649.04
Senior 3D Modeler & Animator	63,895.86		1,400.00	65,295.86
Associate Marketing Manager	19,776.42	*	351.00	20,127.42

All Salaried and Wage Personnel

Position Title	Salaries & Wages Paid	Partial Year	FY 2021 Pay For Performance	FY2021 Total Paid
Managing Director	105,580.77		18,769.00	124,349.77
Network Support Technician	55,147.61		2,000.00	57,147.61
Call Center Team Director	81,281.54		4,250.00	85,531.54
Business Manager	4,204.77	*	0.00	4,204.77
Senior Outreach Specialist	38,661.98		2,750.00	41,411.98
Managing Director	115,239.66		13,668.00	128,907.66
Supply Chain Program Manager	64,704.94		2,000.00	66,704.94
VP Incentives	150,164.12	*	0.00	150,164.12
Salesforce Business Analyst	67,139.66		2,000.00	69,139.66
GIS Manager	95,198.08		10,000.00	105,198.08
International Trade Manager	87,519.67		2,000.00	89,519.67
Governor Missions Program Director	87,520.36		3,708.00	91,228.36
Salesforce Lead	120,250.00		2,000.00	122,250.00
Accountant	49,852.76		2,000.00	51,852.76
Graphic Designer & Illustrator	53,110.58		1,321.00	54,431.58
GIS Specialist	65,135.34		7,600.00	72,735.34
Associate Business Manager	26,916.28	*	444.00	27,360.28
Business Manager	75,156.25		5,000.00	80,156.25
Business Manager	82,671.88		4,818.00	87,489.88
VP Incentives	92,867.46		5,000.00	97,867.46
Analyst	58,125.08		1,789.00	59,914.08
Events Director	82,927.99		5,200.00	88,127.99
Sr. Project Research Analyst	61,201.07		4,222.00	65,423.07
Instructional Designer	78,927.11		1,501.00	80,428.11
VP Talent Solutions	115,740.63		2,000.00	117,740.63
Senior Designer/Illustrator	60,205.29		1,348.00	61,553.29
International Trade Manager	90,221.65		2,000.00	92,221.65
Business Manager	16,839.73	*	236.00	17,075.73
Executive Administrator	70,145.91		2,000.00	72,145.91
Executive Assistant	60,125.00		1,540.00	61,665.00
Global Network Coordinator	58,364.66		1,866.00	60,230.66
Learning & Development Manager	15,391.25	*	212.00	15,603.25
Economic Competitiveness Manager	90,187.50		1,923.00	92,110.50
International Trade Manager	95,135.79		2,000.00	97,135.79
Training Administration Coordinator	61,486.65	*	0.00	61,486.65
Economic Competitiveness Manager	26,490.30	*	0.00	26,490.30
Director	93,143.73		8,481.00	101,624.73
Director, International Programs	72,150.00		2,000.00	74,150.00
Economic Research Assistant	26,371.00		2,640.00	29,011.00
Managing Director	110,229.09		13,427.00	123,656.09
Business Manager	47,319.70	*	1,260.00	48,579.70
Economic Competitiveness Intern	2,511.00	*	0.00	2,511.00
* Partial Year indicates employees who were employed for less than 12 full months in the fiscal year.				
FY 2021 Totals	12,697,779.10		730,148.00	13,427,927.10
This report prepared in accordance with Chapter 552, Appropriations Act, Item 130, Paragraph B.				