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# **Virginia Economic Development Partnership**

## Expenditure Report

### June 30, 2022

**VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP**  
**Expenditure Report**  
**For the Fiscal Year Ended June 30, 2022**

**TOTAL VEDP**

**Expenditures**

Compensation	\$ 21,541,628
Lead Generation, Trade Program Services, and Website	7,536,212
Missions, Shows, and Events	1,375,174
Travel	743,156
Services	4,202,929
Supplies and Materials	208,902
Pass Through Payments	2,475,000
Fixed Asset Payments	3,047,072
Other Expenditures	<u>596,203</u>
<b>Total Expenditures</b>	<b><u><u>\$ 41,726,278</u></u></b>

**VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP**  
**Expenditure Report**  
**For the Fiscal Year Ended June 30, 2022**

**REGIONAL TALENT SOLUTIONS AND BUSINESS OUTREACH**

**Expenditures**

Compensation	\$ 870,655
Lead Generation, Trade Program Services, and Website	-
Missions, Shows, and Events	202
Travel	24,304
Services	20,537
Supplies and Materials	648
Pass Through Payments	-
Fixed Asset Payments	49,633
Other Expenditures	<u>17,580</u>
<b>Total Expenditures</b>	<b><u><u>\$ 983,560</u></u></b>

**VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP**  
**Expenditure Report**  
**For the Fiscal Year Ended June 30, 2022**

**VIRGINIA OFFICE OF EDUCATION ECONOMICS**

**Expenditures**

Compensation	\$ 701,066
Lead Generation, Trade Program Services, and Website	2,206
Missions, Shows, and Events	3,188
Travel	2,885
Services	59,726
Supplies and Materials	1,813
Pass Through Payments	-
Fixed Asset Payments	6,749
Other Expenditures	<u>8,487</u>
<b>Total Expenditures</b>	<b><u><u>\$ 786,121</u></u></b>

**VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP**  
**Expenditure Report**  
**For the Fiscal Year Ended June 30, 2022**

**TALENT SOLUTIONS - TALENT ACCELERATOR PROGRAM**

**Expenditures**

Compensation	\$ 3,572,590
Lead Generation, Trade Program Services, and Website	689,732
Missions, Shows, and Events	1,136
Travel	103,726
Services	97,780
Supplies and Materials	34,234
Pass Through Payments	-
Fixed Asset Payments	453,624
Other Expenditures	<u>47,082</u>
<b>Total Expenditures</b>	<b><u><u>\$ 4,999,904</u></u></b>

**VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP**  
**Expenditure Report**  
**For the Fiscal Year Ended June 30, 2022**

**INTERNATIONAL TRADE**

**Expenditures**

Compensation	\$ 2,720,593
Lead Generation, Trade Program Services, and Website	3,617,746
Missions, Shows, and Events	1,059,301
Travel	115,600
Services	350,591
Supplies and Materials	18,893
Pass Through Payments	-
Fixed Asset Payments	314,004
Other Expenditures	<u>188,573</u>
<b>Total Expenditures</b>	<b><u><u>\$ 8,385,302</u></u></b>

**VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP**  
**Expenditure Report**  
**For the Fiscal Year Ended June 30, 2022**

**BUSINESS INVESTMENT**

**Expenditures**

Compensation	\$ 4,251,273
Lead Generation, Trade Program Services, and Website	482,695
Missions, Shows, and Events	214,734
Travel	406,037
Services	232,311
Supplies and Materials	59,143
Pass Through Payments	-
Fixed Asset Payments	409,864
Other Expenditures	<u>91,556</u>
<b>Total Expenditures</b>	<b><u><u>\$ 6,147,614</u></u></b>

**VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP**  
**Expenditure Report**  
**For the Fiscal Year Ended June 30, 2022**

**RESEARCH**

**Expenditures**

Compensation	\$ 2,227,641
Lead Generation, Trade Program Services, and Website	23
Missions, Shows, and Events	-
Travel	3,182
Services	132,298
Supplies and Materials	4,168
Pass Through Payments	-
Fixed Asset Payments	285,279
Other Expenditures	<u>28,240</u>
<b>Total Expenditures</b>	<b><u><u>\$ 2,680,829</u></u></b>



**VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP**  
**Expenditure Report**  
**For the Fiscal Year Ended June 30, 2022**

**MARKETING AND COMMUNICATIONS**

**Expenditures**

Compensation	\$ 1,421,960
Lead Generation, Trade Program Services, and Website	2,737,718
Missions, Shows, and Events	66,745
Travel	23,817
Services	54,261
Supplies and Materials	5,124
Pass Through Payments	-
Fixed Asset Payments	167,789
Other Expenditures	<u>13,842</u>
<b>Total Expenditures</b>	<b><u><u>\$ 4,491,255</u></u></b>

**VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP**  
**Expenditure Report**  
**For the Fiscal Year Ended June 30, 2022**

**ECONOMIC COMPETITIVENESS**

**Expenditures**

Compensation	\$ 758,555
Lead Generation, Trade Program Services, and Website	-
Missions, Shows, and Events	5,175
Travel	13,012
Services	47,477
Supplies and Materials	702
Pass Through Payments	-
Fixed Asset Payments	62,347
Other Expenditures	<u>22,524</u>
<b>Total Expenditures</b>	<b><u><u>\$ 909,792</u></u></b>

**VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP**  
**Expenditure Report**  
**For the Fiscal Year Ended June 30, 2022**

**REAL ESTATE SOLUTIONS**

**Expenditures**

Compensation	\$ 255,614
Lead Generation, Trade Program Services, and Website	-
Missions, Shows, and Events	-
Travel	7,706
Services	169,958
Supplies and Materials	552
Pass Through Payments	-
Fixed Asset Payments	4,121
Other Expenditures	5,579
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<b>Total Expenditures</b>	<b>\$ 443,529</b>
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**VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP**  
**Expenditure Report**  
**For the Fiscal Year Ended June 30, 2022**

**INFORMATION TECHNOLOGY**

**Expenditures**

Compensation	\$ 975,254
Lead Generation, Trade Program Services, and Website	-
Missions, Shows, and Events	-
Travel	3,454
Services	245,883
Supplies and Materials	3,600
Pass Through Payments	-
Fixed Asset Payments	271,442
Other Expenditures	<u>11,678</u>
<b>Total Expenditures</b>	<b><u><u>\$ 1,511,310</u></u></b>

**VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP**  
**Expenditure Report**  
**For the Fiscal Year Ended June 30, 2022**

**INCENTIVES**

**Expenditures**

Compensation	\$ 609,392
Lead Generation, Trade Program Services, and Website	-
Missions, Shows, and Events	-
Travel	2,631
Services	29,097
Supplies and Materials	1,115
Pass Through Payments	-
Fixed Asset Payments	53,101
Other Expenditures	<u>8,016</u>
<b>Total Expenditures</b>	<b><u><u>\$ 703,352</u></u></b>

**VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP**  
**Expenditure Report**  
**For the Fiscal Year Ended June 30, 2022**

**ADMINISTRATION**

**Expenditures**

Compensation	\$ 3,177,036
Lead Generation, Trade Program Services, and Website	6,091
Missions, Shows, and Events	24,693
Travel	36,802
Services	2,763,010
Supplies and Materials	78,910
Pass Through Payments	-
Fixed Asset Payments	969,120
Other Expenditures	153,048
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<b>Total Expenditures</b>	<b>\$ 7,208,709</b>
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**VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP**  
**Expenditure Report**  
**For the Fiscal Year Ended June 30, 2022**

**PASS THROUGH PAYMENTS**

**Expenditures**

Compensation	\$	-
Lead Generation, Trade Program Services, and Website		-
Missions, Shows, and Events		-
Travel		-
Services		-
Supplies and Materials		-
Pass Through Payments		2,475,000
Fixed Asset Payments		-
Other Expenditures		-
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<b>Total Expenditures</b>	<b>\$</b>	<b><u><u>2,475,000</u></u></b>

## All Salaried and Wage Personnel

Position Title	Salaries & Wages Paid	Partial Year	FY 2022	FY2022
			Pay For Performance	Total Paid
Managing Director	226,179.27		2,066.97	228,246.24
Senior VP International Trade & Chief Administrative Officer	168,227.27		16,500.00	184,727.27
Economic Research Analyst	59,325.12		3,100.00	62,425.12
Director of Government Relations	77,073.06		1,500.00	78,573.06
Procurement Manager	72,284.64		4,500.00	76,784.64
Network Engineer	67,433.55		3,000.00	70,433.55
Business Manager	67,708.40		5,394.00	73,102.40
Instructional Designer	89,250.00		1,500.00	90,750.00
Senior VP Business Investment	186,723.42		22,300.00	209,023.42
Incentives Reporting Coordinator	32,864.75	*	0.00	32,864.75
SQL DBA/Developer	32,082.72	*	588.00	32,670.72
Videographer/Editor	74,091.20	*	1,422.00	75,513.20
Executive Administrative Coordinator	54,815.52		1,500.00	56,315.52
Assistant VP International Trade	109,413.25		1,500.00	110,913.25
Talent Acquisition Manager	75,000.00		1,500.00	76,500.00
Managing Director	66,197.09	*	0.00	66,197.09
Business Manager	23,353.82	*	1,662.00	25,015.82
Intern	286.00	*	0.00	286.00
Managing Director	136,500.00		19,000.00	155,500.00
Assistant to the Vice President	63,880.80		1,500.00	65,380.80
Facilities and Fleet Coordinator	27,666.05		837.00	28,503.05
Senior Business Manager	99,603.08		3,769.00	103,372.08
Research Systems Analyst	73,500.00		1,500.00	75,000.00
Business Manager	79,205.44	*	2,120.00	81,325.44
Intern	312.00	*	0.00	312.00
Assistant General Counsel	147,000.24		4,500.00	151,500.24
Assistant to the CIO	55,302.00		1,500.00	56,802.00
Analyst	4,905.54	*	0.00	4,905.54
Assistant to the Vice President	71,164.56		2,500.00	73,664.56
Managing Director	103,762.08		2,300.00	106,062.08
Instructional Designer	9,371.71	*	185.00	9,556.71
GIS Cartographic Technician	42,184.61	*	1,336.00	43,520.61
Talent Solutions Business Manager	82,687.44		2,700.00	85,387.44
Human Resources Director	115,107.04		4,500.00	119,607.04
External Affairs Associate Manager	31,041.69	*	732.00	31,773.69
Graphic Designer and Illustrator	55,948.12		1,500.00	57,448.12
Finance Manager	84,000.24		1,500.00	85,500.24
Managing Director	126,000.00		18,500.00	144,500.00
Chief of Staff	98,700.00		6,500.00	105,200.00
Receptionist	39,861.89		1,500.00	41,361.89
International Trade Manager	88,583.50		1,500.00	90,083.50
Brand Associate	58,000.08		1,500.00	59,500.08
Interim Managing Director	117,729.60		6,500.00	124,229.60
VP Economic Competitiveness	149,345.70		11,500.00	160,845.70
Talent Solutions Business Manager	72,979.21		3,100.00	76,079.21
International Trade Manager	86,166.74	*	1,393.00	87,559.74
VP Real Estate Solutions	69,384.59	*	7,344.00	76,728.59
Outreach Specialist	7,473.82	*	0.00	7,473.82
Lead Developer	101,430.24		1,500.00	102,930.24
Project Analytics Manager	72,450.00		2,300.00	74,750.00
President and CEO	285,236.36		70,804.63	356,040.99
VALET Program Manager	104,358.00		1,500.00	105,858.00
Marketing Director	78,750.00		3,100.00	81,850.00
Incentives Compliance Manager	91,380.68		1,900.00	93,280.68
Assistant to the Vice President	12,071.87	*	0.00	12,071.87
Intern	1,753.13	*	0.00	1,753.13
International Research Analyst	25,208.37	*	703.00	25,911.37
Economic Competitiveness Manager	65,480.70	*	1,105.00	66,585.70
Senior Analyst	57,739.12	*	0.00	57,739.12
Business Manager	91,295.56		5,125.00	96,420.56
Instructional Designer and Facilitator	89,250.00		1,500.00	90,750.00
PC Support Technician	53,238.72		2,000.00	55,238.72
Talent Solutions Business Manager	75,728.19		2,700.00	78,428.19



## All Salaried and Wage Personnel

Position Title	Salaries & Wages Paid	Partial Year	FY 2022	
			Pay For Performance	FY2022 Total Paid
Managing Director	109,812.50		19,000.00	128,812.50
Executive Assistant	55,562.16		1,500.00	57,062.16
Business Manager	89,433.84		4,500.00	93,933.84
Senior Developer	84,000.24		1,500.00	85,500.24
VP Business Investment	162,332.67		16,500.00	178,832.67
VP Human Resources	145,659.91	*	0.00	145,659.91
Talent Solutions Business Manager	30,281.07	*	0.00	30,281.07
Controller	132,416.63		4,500.00	136,916.63
Intern	3,183.00	*	0.00	3,183.00
Senior VP Talent Solutions	194,250.24		36,500.00	230,750.24
Data Manager	55,038.16		2,500.00	57,538.16
Director of Strategy and Operations	141,416.75		17,500.00	158,916.75
Business Presentation Team Manager	65,250.48		5,500.00	70,750.48
Talent Acquisition Brand Manager	75,000.00		1,500.00	76,500.00
Grants Manager	59,492.21	*	1,249.00	60,741.21
VP Research	131,536.26		5,500.00	137,036.26
Financial Analyst	73,500.00		1,500.00	75,000.00
Outreach Specialist	32,547.88	*	0.00	32,547.88
Video Producer	70,875.12		1,500.00	72,375.12
Network Manager	91,708.36		3,500.00	95,208.36
Managing Director	60,469.46	*	0.00	60,469.46
Managing Director	60,172.98	*	9,482.00	69,654.98
Talent Acquisition Analytics Manager	25,149.91	*	501.00	25,650.91
Senior Talent Acquisition Specialist	7,938.39	*	185.00	8,123.39
GMP Instructional Designer	85,810.56		1,500.00	87,310.56
Talent Solutions Business Manager	29,547.50	*	0.00	29,547.50
Business Manager	1,153.80	*	0.00	1,153.80
International Research Analyst	20,696.99	*	0.00	20,696.99
Intern	523.25	*	0.00	523.25
Assistant to the Vice President	55,408.73	*	1,500.00	56,908.73
Senior Trade Mission Manager	78,149.57		1,500.00	79,649.57
Human Resources Coordinator	54,850.09		1,500.00	56,350.09
Incentives Reporting Coordinator	2,307.60	*	0.00	2,307.60
Accounting Coordinator	53,588.70		1,500.00	55,088.70
Senior Marketing Manager	68,250.24		1,500.00	69,750.24
Senior Economist	103,989.36		3,100.00	107,089.36
Instructional Design Consultant	41,573.45		816.00	42,389.45
Learning Technology Project Manager	94,500.00		1,500.00	96,000.00
Business Coordinator	63,041.76		2,500.00	65,541.76
Business Manager	96,738.38	*	0.00	96,738.38
Global Defense Manager	99,750.24		1,500.00	101,250.24
Intern	2,475.00	*	0.00	2,475.00
Intern	260.00	*	0.00	260.00
Sites and Buildings Manager	99,225.12		1,500.00	100,725.12
Communications Manager	54,600.00		1,500.00	56,100.00
GIS Application Developer	90,300.24		1,500.00	91,800.24
Outreach Specialist	24,528.24	*	990.00	25,518.24
International Trade Manager	68,964.15	*	1,278.00	70,242.15
Senior Business Manager	38,216.47	*	0.00	38,216.47
Director of Incentive Programs	90,598.75		1,500.00	92,098.75
Project Research Analyst	61,440.00		1,500.00	62,940.00
VALET Program Manager	93,450.24		1,500.00	94,950.24
Executive Director, Virginia Office of Education Economics	162,730.51	*	18,184.00	180,914.51
Instructional Designer	80,850.24		1,500.00	82,350.24
Sites & Buildings Analyst	7,477.07	*	0.00	7,477.07
General Counsel	173,774.88		1,500.00	175,274.88
Chief Information Officer	147,574.08		0.00	147,574.08
International Trade Manager	98,454.48		1,500.00	99,954.48
VP Marketing & Communications	168,583.38		12,500.00	181,083.38
Assistant VP Talent Solutions	115,500.00		3,700.00	119,200.00
Project Research Specialist	67,410.24		1,500.00	68,910.24
Marketing Director	103,762.08		3,100.00	106,862.08
VALET Program Manager	99,750.24		1,500.00	101,250.24

## All Salaried and Wage Personnel

Position Title	Salaries & Wages Paid	Partial Year	FY 2022	FY2022
			Pay For Performance	Total Paid
Senior Business Manager	96,072.04	*	0.00	96,072.04
Program Manager	110,250.00		1,500.00	111,750.00
VP Research	117,140.70	*	0.00	117,140.70
Defense Program Manager	76,538.58	*	0.00	76,538.58
Business Manager	50,165.47	*	933.00	51,098.47
President and CEO	272,922.05	*	139,524.00	412,446.05
Senior VP Policy & Strategic Partnerships	169,102.39		1,500.00	170,602.39
Brand Director	71,625.00		5,100.00	76,725.00
Human Resources Manager	83,776.93		1,500.00	85,276.93
Research Director	170,221.70	*	18,307.00	188,528.70
Business Manager	56,289.08	*	1,672.00	57,961.08
Help Desk Manager	12,119.42	*	123.00	12,242.42
Business Manager	53,462.10		3,610.00	57,072.10
Senior Data Manager	75,728.19		2,700.00	78,428.19
Sites & Buildings Analyst	40,107.65	*	847.00	40,954.65
Economic Competitiveness Associate	77,416.98		1,500.00	78,916.98
Organizational Development Manager	95,000.16		1,500.00	96,500.16
Instructional Design Consultant	15,925.00	*	329.00	16,254.00
Senior International Research Manager	80,761.56		1,500.00	82,261.56
Intern	1,394.25	*	0.00	1,394.25
Business Manager	78,218.64		4,500.00	82,718.64
Economic Competitiveness Analyst	44,176.32	*	1,216.00	45,392.32
Senior 3D Modeler & Animator	73,500.00		1,500.00	75,000.00
Marketing Manager	59,850.00		1,500.00	61,350.00
Assistant to the Vice President	53,814.78	*	1,216.00	55,030.78
Research and Data Analyst	10,735.54	*	247.00	10,982.54
Grants Manager	70,800.75	*	1,208.00	72,008.75
Managing Director	72,335.20	*	0.00	72,335.20
Network Support Technician	57,784.56		1,500.00	59,284.56
Call Center Team Director	85,168.08		2,250.00	87,418.08
Senior Outreach Specialist	47,131.93		2,000.00	49,131.93
Managing Director	120,750.00		18,500.00	139,250.00
Program Manager	80,928.21		1,500.00	82,428.21
Senior Salesforce Business Analyst	78,895.88		1,500.00	80,395.88
International Trade Manager	80,469.21	*	1,192.00	81,661.21
Managing Director	101,656.47		5,500.00	107,156.47
Managing Director	93,806.66		1,500.00	95,306.66
Governor Missions Program Director	93,372.08		3,610.00	96,982.08
Salesforce Lead	126,000.00		1,500.00	127,500.00
Accountant	55,958.43		3,000.00	58,958.43
Administrative Assistant	2,493.75	*	72.00	2,565.75
Lead Cartographer	68,250.00		4,300.00	72,550.00
Business Manager	66,591.93		4,675.00	71,266.93
Business Manager	78,750.00		4,500.00	83,250.00
Business Manager	96,714.14	*	0.00	96,714.14
VP Incentives	132,238.48	*	0.00	132,238.48
Analyst	63,000.00		1,500.00	64,500.00
Events Director	91,932.82	*	0.00	91,932.82
Client Communications Manager	69,808.48		2,700.00	72,508.48
Business Coordinator	13,644.21	*	473.00	14,117.21
Instructional Designer	89,250.00		1,500.00	90,750.00
VP Talent Solutions	121,275.12		1,500.00	122,775.12
Graphic Designer and Illustrator	35,826.84	*	810.00	36,636.84
Senior Designer/Illustrator	71,925.12		1,500.00	73,425.12
Senior Business Manager	16,166.68	*	271.00	16,437.68
International Trade Manager	18,542.82	*	0.00	18,542.82
Business Manager	75,695.92		4,057.00	79,752.92
Executive Administrator	73,500.00		1,500.00	75,000.00
Executive Assistant	63,000.00		2,500.00	65,500.00
Global Research Manager	69,052.25		1,500.00	70,552.25
Learning & Development Manager	89,985.22		1,500.00	91,485.22
Assistant VP Economic Competitiveness	100,253.84		1,500.00	101,753.84
International Trade Manager	99,684.96		1,500.00	101,184.96

All Salaried and Wage Personnel

Position Title	Salaries & Wages Paid	Partial Year	FY 2022 Pay For Performance	FY2022 Total Paid
Managing Director	107,736.52		12,051.00	119,787.52
Business Manager	19,434.98	*	386.00	19,820.98
Intern	266.50	*	0.00	266.50
Managing Director	91,298.14		1,500.00	92,798.14
Economic Research Assistant	26,712.22		1,650.00	28,362.22
Intern	247.00	*	0.00	247.00
3D Modeler & Animator	65,041.79	*	1,471.00	66,512.79
Managing Director	115,500.00		19,000.00	134,500.00
Director	78,750.00		5,125.00	83,875.00
* Partial Year indicates employees who were employed for less than 12 full months in the fiscal year.				
<b>FY 2022 Totals</b>	<b>14,965,823.36</b>		<b>798,796.60</b>	<b>15,764,619.96</b>
This report prepared in accordance with Chapter 2, Appropriations Act, Item 125, Paragraph B.				