
Virginia Economic Development Partnership

Expenditure Report

June 30, 2023

VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP
Expenditure Report
For the Fiscal Year Ended June 30, 2023

TOTAL VEDP

Expenditures

Compensation	\$ 25,497,665
Lead Generation, Trade Program Services, and Website	8,246,625
Missions, Shows, and Events	2,185,177
Travel	1,184,774
Services	6,721,469
Supplies and Materials	419,104
Pass Through Payments	2,696,400
Fixed Asset Payments	4,308,298
Other Expenditures	<u>779,372</u>
Total Expenditures	<u><u>\$ 52,038,884</u></u>

VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP
Expenditure Report
For the Fiscal Year Ended June 30, 2023

REGIONAL TALENT SOLUTIONS AND BUSINESS OUTREACH

Expenditures

Compensation	\$ 1,219,195
Lead Generation, Trade Program Services, and Website	6,000
Missions, Shows, and Events	2,108
Travel	55,049
Services	135,748
Supplies and Materials	19,135
Pass Through Payments	-
Fixed Asset Payments	72,525
Other Expenditures	<u>25,850</u>
Total Expenditures	<u><u>\$ 1,535,610</u></u>

VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP
Expenditure Report
For the Fiscal Year Ended June 30, 2023

VIRGINIA OFFICE OF EDUCATION ECONOMICS

Expenditures

Compensation	\$ 810,465
Lead Generation, Trade Program Services, and Website	20
Missions, Shows, and Events	2,561
Travel	17,751
Services	1,424,052
Supplies and Materials	503
Pass Through Payments	-
Fixed Asset Payments	135,396
Other Expenditures	<u>9,618</u>
Total Expenditures	<u><u>\$ 2,400,366</u></u>

VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP
Expenditure Report
For the Fiscal Year Ended June 30, 2023

VIRGINIA TALENT ACCELERATOR PROGRAM

Expenditures

Compensation	\$ 4,316,798
Lead Generation, Trade Program Services, and Website	798,064
Missions, Shows, and Events	6,035
Travel	135,024
Services	126,878
Supplies and Materials	45,170
Pass Through Payments	-
Fixed Asset Payments	1,212,389
Other Expenditures	<u>64,153</u>
Total Expenditures	<u><u>\$ 6,704,511</u></u>

VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP
Expenditure Report
For the Fiscal Year Ended June 30, 2023

INTERNATIONAL TRADE

Expenditures

Compensation	\$ 3,453,211
Lead Generation, Trade Program Services, and Website	4,004,751
Missions, Shows, and Events	1,592,708
Travel	175,043
Services	239,924
Supplies and Materials	36,302
Pass Through Payments	-
Fixed Asset Payments	237,337
Other Expenditures	<u>259,708</u>
Total Expenditures	<u><u>\$ 9,998,985</u></u>

VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP
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BUSINESS INVESTMENT

Expenditures

Compensation	\$ 4,321,137
Lead Generation, Trade Program Services, and Website	726,311
Missions, Shows, and Events	464,689
Travel	604,154
Services	179,528
Supplies and Materials	138,562
Pass Through Payments	-
Fixed Asset Payments	474,126
Other Expenditures	<u>84,852</u>
Total Expenditures	<u><u>\$ 6,993,359</u></u>

VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP
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For the Fiscal Year Ended June 30, 2023

RESEARCH

Expenditures

Compensation	\$ 2,714,917
Lead Generation, Trade Program Services, and Website	-
Missions, Shows, and Events	-
Travel	9,751
Services	195,457
Supplies and Materials	8,924
Pass Through Payments	-
Fixed Asset Payments	337,165
Other Expenditures	<u>52,399</u>
Total Expenditures	<u><u>\$ 3,318,613</u></u>

VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP
Expenditure Report
For the Fiscal Year Ended June 30, 2023

MARKETING AND COMMUNICATIONS

Expenditures

Compensation	\$ 1,466,256
Lead Generation, Trade Program Services, and Website	2,697,479
Missions, Shows, and Events	82,550
Travel	43,496
Services	236,057
Supplies and Materials	24,113
Pass Through Payments	-
Fixed Asset Payments	243,034
Other Expenditures	<u>21,747</u>
Total Expenditures	<u><u>\$ 4,814,732</u></u>

VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP
Expenditure Report
For the Fiscal Year Ended June 30, 2023

ECONOMIC COMPETITIVENESS

Expenditures

Compensation	\$ 1,135,418
Lead Generation, Trade Program Services, and Website	-
Missions, Shows, and Events	9,988
Travel	15,093
Services	57,317
Supplies and Materials	1,483
Pass Through Payments	-
Fixed Asset Payments	97,684
Other Expenditures	8,903
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Total Expenditures	<u><u>\$ 1,325,885</u></u>

VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP
Expenditure Report
For the Fiscal Year Ended June 30, 2023

REAL ESTATE SOLUTIONS

Expenditures

Compensation	\$ 611,019
Lead Generation, Trade Program Services, and Website	-
Missions, Shows, and Events	2,026
Travel	22,205
Services	592,910
Supplies and Materials	3,056
Pass Through Payments	-
Fixed Asset Payments	54,828
Other Expenditures	10,973
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Total Expenditures	\$ 1,297,017
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VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP
Expenditure Report
For the Fiscal Year Ended June 30, 2023

INFORMATION TECHNOLOGY

Expenditures

Compensation	\$ 955,290
Lead Generation, Trade Program Services, and Website	-
Missions, Shows, and Events	-
Travel	5,609
Services	544,349
Supplies and Materials	8,957
Pass Through Payments	-
Fixed Asset Payments	322,690
Other Expenditures	<u>21,885</u>
Total Expenditures	<u><u>\$ 1,858,779</u></u>

VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP
Expenditure Report
For the Fiscal Year Ended June 30, 2023

INCENTIVES

Expenditures

Compensation	\$ 860,083
Lead Generation, Trade Program Services, and Website	-
Missions, Shows, and Events	-
Travel	3,116
Services	42,389
Supplies and Materials	2,286
Pass Through Payments	-
Fixed Asset Payments	85,623
Other Expenditures	<u>8,613</u>
Total Expenditures	<u><u>\$ 1,002,110</u></u>

VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP
Expenditure Report
For the Fiscal Year Ended June 30, 2023

ADMINISTRATION

Expenditures

Compensation	\$ 3,633,877
Lead Generation, Trade Program Services, and Website	14,000
Missions, Shows, and Events	22,513
Travel	98,483
Services	2,946,860
Supplies and Materials	130,614
Pass Through Payments	-
Fixed Asset Payments	1,035,500
Other Expenditures	210,670
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Total Expenditures	<u><u>\$ 8,092,516</u></u>

VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP
Expenditure Report
For the Fiscal Year Ended June 30, 2023

PASS THROUGH PAYMENTS

Expenditures

Compensation	\$	-
Lead Generation, Trade Program Services, and Website		-
Missions, Shows, and Events		-
Travel		-
Services		-
Supplies and Materials		-
Pass Through Payments		2,696,400
Fixed Asset Payments		-
Other Expenditures		-
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Total Expenditures	\$	<u><u>2,696,400</u></u>

All Salaried and Wage Personnel

As of June 30, 2023

Position Title	Salaries & Wages Paid	Partial Year	FY 2023	FY2023
			Pay For Performance	Total Paid
Managing Director	221,084.78		2,585.00	223,669.78
Senior VP International Trade & Chief Administrative Officer	197,419.82		22,000.00	219,419.82
Senior Economic Research Analyst	66,590.63		2,000.00	68,590.63
Director of Government Relations	101,355.22		2,000.00	103,355.22
Senior Accountant	35,518.35		375.00	35,893.35
Outreach Specialist	9,180.00	*	-	9,180.00
Procurement Manager	76,171.98		2,000.00	78,171.98
Network Engineer	87,754.59		2,000.00	89,754.59
Business Presentation Specialist	13,653.80	*	241.00	13,894.80
Business Manager	94,524.13		6,219.00	100,743.13
Instructional Designer	93,721.85		2,000.00	95,721.85
Senior VP Strategic Projects & Lead Generation	222,530.87		51,250.00	273,780.87
Data Specialist	2,700.00	*	-	2,700.00
Senior Communications Manager	1,292.26	*	27.00	1,319.26
Developer	87,158.88		2,000.00	89,158.88
Videographer/Editor	86,633.71		2,000.00	88,633.71
Executive Administrative Coordinator	57,964.74		2,000.00	59,964.74
Assistant VP International Trade	132,833.88		7,000.00	139,833.88
Senior Talent Acquisition Manager	78,910.94		2,000.00	80,910.94
Director	92,409.17		6,125.00	98,534.17
Intern	3,295.50	*	-	3,295.50
VP Organization Development	153,154.61		24,500.00	177,654.61
Assistant to the Vice President	67,106.61		2,000.00	69,106.61
Instructional Designer and Trainer	52,702.66	*	625.00	53,327.66
Facilities and Fleet Coordinator	214.65	*	-	214.65
Senior Business Manager	113,548.81		7,907.00	121,455.81
Facilities and Fleet Coordinator	41,364.64	*	1,762.00	43,126.64
Research Systems Analyst	77,182.77		2,000.00	79,182.77
Executive Assistant	40,302.10	*	625.00	40,927.10
Executive Vice President	46,315.21	*	27.00	46,342.21
Business Manager	95,026.21		6,179.00	101,205.21
Intern	4,248.00	*	-	4,248.00
Assistant General Counsel	154,365.55		2,000.00	156,365.55
Economic Competitiveness Manager	88,639.12	*	6,951.00	95,590.12
Assistant to the CIO	62,810.50		2,000.00	64,810.50
Senior Economic Research Analyst	3,125.00	*	49.00	3,174.00
Data and Research Analyst	8,179.37	*	-	8,179.37
Assistant to the Vice President	74,730.21		4,250.00	78,980.21
Instructional Designer	85,177.16		2,000.00	87,177.16
Managing Director	116,816.52		2,000.00	118,816.52
Intern	416.00	*	-	416.00
GIS Technician	15,699.86	*	-	15,699.86
Business Manager	20,559.00	*	-	20,559.00
Human Resources Director	135,704.33		2,000.00	137,704.33
Business Manager	68,257.01		2,000.00	70,257.01
Graphic Designer and Illustrator	59,199.74		2,000.00	61,199.74
Intern	960.38	*	-	960.38
Finance and Procurement Manager	29,225.08	*	-	29,225.08
Managing Director	132,313.13		19,100.00	151,413.13
Chief of Staff	113,729.77		2,000.00	115,729.77
Analyst	38,306.46	*	740.00	39,046.46
Receptionist	42,004.17		2,000.00	44,004.17
International Trade Manager	98,709.80		5,000.00	103,709.80
Associate Business Manager	57,510.54	*	1,893.00	59,403.54
Brand Associate	64,079.22		2,000.00	66,079.22
Incentives Analyst	66,556.88	*	1,970.00	68,526.88
Interim Managing Director	17,024.60	*	-	17,024.60
VP Economic Competitiveness	173,017.19		32,000.00	205,017.19
International Trade Manager	56,679.77	*	2,084.00	58,763.77
IT Support Technician	32,575.25	*	740.00	33,315.25
Business Manager	83,676.78		4,875.00	88,551.78
International Trade Manager	98,709.80		5,000.00	103,709.80
VP Real Estate Solutions	173,267.19		17,000.00	190,267.19
Lead Developer	115,154.39		2,000.00	117,154.39

All Salaried and Wage Personnel

As of June 30, 2023

Position Title	Salaries & Wages Paid	Partial Year	FY 2023	FY2023
			Pay For Performance	Total Paid
Project Analytics Manager	50,929.76	*	1,000.00	51,929.76
President and CEO	370,554.60		148,725.00	519,279.60
VALET Program Manager	32,233.18	*	-	32,233.18
Marketing Director	98,484.12		2,000.00	100,484.12
Incentives Compliance Manager	97,659.69		2,000.00	99,659.69
Intern	929.50	*	-	929.50
Business Manager	71,437.50	*	2,886.00	74,323.50
Intern	3,942.25	*	-	3,942.25
VALET Program Specialist	57,755.73		3,000.00	60,755.73
Economic Competitiveness Manager	94,509.38		2,000.00	96,509.38
Director	98,408.56		6,125.00	104,533.56
Instructional Designer and Facilitator	93,721.85		2,000.00	95,721.85
PC Support Technician	61,319.26		2,000.00	63,319.26
Senior Business Manager	87,056.25		5,000.00	92,056.25
Managing Director	121,768.40		19,500.00	141,268.40
Business Manager	60,381.19	*	3,778.00	64,159.19
Executive Assistant	43,639.37	*	1,000.00	44,639.37
Business Manager	15,822.30	*	-	15,822.30
Senior Developer	96,679.87		2,000.00	98,679.87
Cartographer	32,811.60	*	564.00	33,375.60
VP Business Investment	223,797.51		21,250.00	245,047.51
Controller	147,014.58		2,000.00	149,014.58
Economic Competitiveness Senior Analyst	58,016.46	*	855.00	58,871.46
Senior VP Virginia Talent Accelerator Program	203,983.03		37,000.00	240,983.03
Salesforce Reporting & Data Analyst	64,878.85		4,250.00	69,128.85
Senior Communications Manager	28,064.12	*	353.00	28,417.12
Director of Strategy and Operations	86,389.98	*	1,000.00	87,389.98
Instructional Designer	73,101.63		2,000.00	75,101.63
Senior Marketing Manager	78,757.81		2,000.00	80,757.81
Events Director	81,635.49	*	1,970.00	83,605.49
Supply Chain Optimization Program Specialist	42,162.19	*	1,249.66	43,411.85
Grants Manager	75,607.50		2,000.00	77,607.50
VP Research	168,454.17		22,000.00	190,454.17
Financial Analyst	79,905.44		2,000.00	81,905.44
Salesforce Lead	132,313.13		2,000.00	134,313.13
IT Support Technician	16,575.00	*	469.00	17,044.00
Strategic Engagement Support Manager	45,662.97	*	1,000.00	46,662.97
Video Producer	79,029.08		2,000.00	81,029.08
Salesforce Analyst	24,333.04	*	395.00	24,728.04
VP Information Technology	136,062.55		2,000.00	138,062.55
Managing Director	132,313.13		19,300.00	151,613.13
Talent Acquisition Analytics Manager	81,908.13		2,000.00	83,908.13
Business Manager	72,281.25		2,000.00	74,281.25
VP External Affairs	96,057.60	*	1,000.00	97,057.60
GMP Instructional Designer	84,901.22		2,000.00	86,901.22
Business Manager	90,052.31		4,925.00	94,977.31
Intern	2,388.75	*	-	2,388.75
Assistant to the Vice President	64,480.39		2,000.00	66,480.39
Senior Trade Mission Manager	92,544.33		4,000.00	96,544.33
Human Resources Generalist	60,600.70		2,000.00	62,600.70
Incentives Reporting Coordinator	60,531.88		2,000.00	62,531.88
Associate Brand Manager	29,386.36	*	471.00	29,857.36
Business Manager	48,302.76	*	3,420.00	51,722.76
Accounting Coordinator	61,570.04		2,000.00	63,570.04
Senior Marketing Manager	74,230.19		2,000.00	76,230.19
Senior Economist	90,060.67	*	1,000.00	91,060.67
Instructional Design Consultant	29,756.44		372.00	30,128.44
Learning Technology Project Manager	99,234.96		2,000.00	101,234.96
Business Coordinator	66,200.48		4,250.00	70,450.48
Defense Program Manager	109,790.26		4,850.00	114,640.26
Intern	4,108.00	*	-	4,108.00
Global Research Specialist	2,583.34	*	49.00	2,632.34
Director	104,196.74		3,500.00	107,696.74
Communications Manager	60,145.44	*	1,000.00	61,145.44
Project Research Analyst	58,760.50	*	1,912.00	60,672.50

All Salaried and Wage Personnel

As of June 30, 2023

Position Title	Salaries & Wages Paid	Partial Year	FY 2023 Pay For Performance	FY2023 Total Paid
GIS Application Developer	96,538.76		2,000.00	98,538.76
Outreach Specialist	44,525.38		2,000.00	46,525.38
International Trade Manager	19,734.89	*	-	19,734.89
Human Resources Generalist	23,513.25	*	1,000.00	24,513.25
Director	35,322.06	*	1,184.04	36,506.10
Director	97,659.69		2,000.00	99,659.69
Project Research Analyst	64,518.40		2,000.00	66,518.40
VALET Program Manager	104,095.11		5,000.00	109,095.11
Business Data Compliance Coordinator	5,307.69	*	145.00	5,452.69
Executive Director, Virginia Office of Education Economics	178,517.71		19,000.00	197,517.71
Instructional Designer	84,901.22		2,000.00	86,901.22
General Counsel	65,310.05	*	-	65,310.05
Chief Information Officer	122,625.77	*	1,000.00	123,625.77
Senior International Trade Manager	113,315.94		5,000.00	118,315.94
VP Marketing & Communications	181,405.67		12,000.00	193,405.67
Intern	575.25	*	-	575.25
Assistant VP Regional Talent Solutions and Business Outreach	125,825.00		16,825.00	142,650.00
Project Research Specialist	70,942.62		2,000.00	72,942.62
Global Research Manager	61,358.44	*	3,162.10	64,520.54
Assistant VP & Director, Governor Missions	26,533.31	*	-	26,533.31
VALET Program Manager	104,748.07		5,000.00	109,748.07
Director	115,918.44		2,000.00	117,918.44
Business Manager	94,709.05		6,219.00	100,928.05
International Program Specialist	30,927.12	*	969.93	31,897.05
Managing Director	81,538.02	*	-	81,538.02
Senior VP Policy & Strategic Partnerships	134,866.07	*	1,000.00	135,866.07
Brand Director	89,312.50		2,000.00	91,312.50
Video Producer	58,860.48	*	660.00	59,520.48
Human Resources Manager	97,872.15		2,000.00	99,872.15
Research Project Manager	25,653.82	*	332.00	25,985.82
Research Director	171,166.98		19,000.00	190,166.98
Senior Business Manager	94,227.20		6,219.00	100,446.20
Help Desk Manager	115,511.70		2,000.00	117,511.70
Business Manager	84,391.78		6,179.00	90,570.78
International Training Manager	32,354.53	*	969.93	33,324.46
Senior Data Manager	88,433.47		2,000.00	90,433.47
Sites & Buildings Manager	75,800.00		5,000.00	80,800.00
Economic Competitiveness Manager	82,710.71		10,000.00	92,710.71
Organizational Development Manager	99,760.13		2,000.00	101,760.13
Instructional Design Consultant	37,887.51		493.00	38,380.51
Senior International Research Manager	93,544.77		4,000.00	97,544.77
Intern	2,106.00	*	-	2,106.00
International Trade Manager	89,136.15		3,500.00	92,636.15
Economic Competitiveness Senior Analyst	58,134.80		2,000.00	60,134.80
Talent Acquisition Brand Manager	13,299.99	*	184.00	13,483.99
Senior 3D Modeler & Animator	77,262.61		2,000.00	79,262.61
Marketing Manager	66,025.31		2,000.00	68,025.31
Business Manager	15,346.14	*	184.00	15,530.14
Assistant to the Vice President	70,821.06		3,000.00	73,821.06
Research and Data Analyst	74,159.57		2,000.00	76,159.57
Senior VP Policy & Strategic Partnerships	56,570.26	*	293.00	56,863.26
Grants Manager	93,459.51		4,000.00	97,459.51
Compliance Manager	65,465.65		2,000.00	67,465.65
Call Center Team Director	89,435.28		5,750.00	95,185.28
Senior Outreach Specialist	55,777.22		12,000.00	67,777.22
Managing Director	126,800.02		19,500.00	146,300.02
Supply Chain Program Manager	94,875.69		5,000.00	99,875.69
Senior Salesforce Business Analyst	89,258.86		2,000.00	91,258.86
International Trade Manager	100,585.21	*	1,000.00	101,585.21
Managing Director	120,761.98		2,000.00	122,761.98
Managing Director	118,957.31		7,000.00	125,957.31
Intern	3,762.00	*	-	3,762.00
Director	59,487.53	*	1,000.00	60,487.53
Accountant	68,256.78		2,000.00	70,256.78
Events Manager	27,472.74	*	395.00	27,867.74

All Salaried and Wage Personnel

Position Title	Salaries & Wages Paid	Partial Year	FY 2023 Pay For Performance	FY2023 Total Paid
Administrative Assistant	36,137.50		695.00	36,832.50
Business Manager	53,787.86	*	2,359.00	56,146.86
Lead Cartographer	76,964.02		2,000.00	78,964.02
Business Manager	87,898.19		8,625.00	96,523.19
Senior Business Manager	83,059.32		5,000.00	88,059.32
Senior Research Analyst	68,761.36		2,000.00	70,761.36
Economic Research Assistant	42,197.59		1,000.00	43,197.59
International Research Analyst	38,050.48	*	1,402.37	39,452.85
Client Communications Manager	83,239.27		2,000.00	85,239.27
Business Coordinator	54,717.13		4,250.00	58,967.13
Instructional Designer	93,721.85		2,000.00	95,721.85
VP Regional Talent Solutions and Business Outreach	136,150.01		11,750.00	147,900.01
Senior Graphic Designer and Illustrator	71,079.02		2,000.00	73,079.02
Senior Designer/Illustrator	75,616.28		2,000.00	77,616.28
Senior Business Manager	100,083.41		7,625.00	107,708.41
Intern	468.00	*	-	468.00
Senior Business Manager	90,215.29		6,219.00	96,434.29
Procurement and Finance Manager	37,555.24	*	449.00	38,004.24
Executive Administrator	77,401.52		2,000.00	79,401.52
Business Manager	33,648.91	*	375.00	34,023.91
Executive Assistant	66,456.25		2,000.00	68,456.25
Global Network Manager	73,507.30		4,000.00	77,507.30
Learning & Development Manager	94,614.83		2,000.00	96,614.83
General Counsel	161,350.00	*	1,970.00	163,320.00
International Trade Manager	4,000.00	*	49.00	4,049.00
Assistant VP Economic Competitiveness	115,511.70		6,000.00	121,511.70
Defense Program Manager	114,731.77		5,000.00	119,731.77
Managing Director	67,557.60	*	5,567.00	73,124.60
Assistant VP Knowledge Work	135,450.04		25,425.00	160,875.04
Managing Director	56,732.82	*	625.00	57,357.82
Business Manager	94,544.96		6,219.00	100,763.96
Intern	2,743.00	*	-	2,743.00
Intern	325.00	*	-	325.00
Managing Director	110,997.62		7,000.00	117,997.62
Intern	3,451.50	*	-	3,451.50
Senior 3D Modeler & Animator	68,604.39		2,000.00	70,604.39
Managing Director	121,768.40		19,500.00	141,268.40
International Trade Manager	50,497.82	*	1,971.00	52,468.82
Managing Director	103,753.14		10,407.00	114,160.14
* Partial Year indicates employees who were employed for less than 12 full months in the fiscal year.				
FY 2023 Totals	17,610,514.67		1,059,164.03	18,669,678.70
This report prepared in accordance with Chapter 1, Appropriations Act, Item 125, Paragraph B.				