

CONTROLLER'S REPORT TO THE FINANCE AND AUDIT COMMITTEE

April 28, 2021



Virginia
Economic
Development
Partnership
VEDP.org

FY2021: OPERATIONS BUDGET TO ACTUAL FOR THE NINE MONTHS ENDED MARCH 31, 2021

<u>Division</u>	<u>2021 Budget</u>	<u>2021 YTD Actual</u>	<u>% Spent 75%</u>
Talent Solutions (Note)	7,967,294	3,671,701	46%
International Trade	6,945,772	3,680,062	53%
Business Investment	6,078,553	3,569,712	59%
Research	2,874,932	1,983,321	69%
Marketing and Communications	4,462,864	2,214,237	50%
Economic Competitiveness	999,039	644,249	64%
Information Technology	1,581,537	1,021,275	65%
Incentives	637,906	465,474	73%
Administration	4,307,640	2,876,001	67%
Total VEDP Operations	35,855,537	20,126,032	56%
Projects, Pass Thru's, and Grants	5,562,500	665,912	12%
Total VEDP	41,418,037	20,791,944	50%

Note: Talent Solutions includes both the Virginia Talent Accelerator Program and VJIP Program operations spending. New recurring costs for the Virginia Talent Accelerator Program were avoided earlier in the fiscal year with the anticipation of potential funding reductions. Program expenditures continue to ramp up to meet project demand and support economic recovery.

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- **All divisions are below budget through the first nine months of the fiscal year, largely due to the previous hiring freeze and other efforts to reduce expenditures during state budget uncertainty.**
- The market-facing divisions (International Trade, Business Investment, and Marketing and Communications) are under budget. The spending rate increased during the third quarter with accelerated spending expected in the fourth quarter of FY21.
- Projects, Pass Thru's and Grants are under budget through the first nine months of the fiscal year. The FY21 budget includes \$3.1 million for the Virginia Business Ready Sites Development and Characterization programs, and \$2.3 million for the Brownfields Restoration and Redevelopment Fund. Spending for these programs is expected to increase in the fourth quarter of FY21.