

**Minutes
Advisory Committee on International
Trade
Virginia Economic Development
Partnership Authority
July 12, 2023**

**901 E. Cary Street
7th Floor Katherine Johnson Room
Richmond, Virginia 23219**

Call to Order

The meeting was called to order at 9:59 a.m. by Mike Ligon, Chairman of the VEDP Advisory Committee on International Trade.

Members Present: Hobey Bauhan
 Mike Coleman
 Bob Feeser
 Anne Marie Lacourse
 Mike Ligon
 Secretary Lohr
 David White
 James Xu (Virtual)

Members Absent: Tag Greason
 Will Sessoms

Staff Present: Stephanie Agee
 Lindsey Bertozzi
 Jamie Canup
 Stephen Hartka
 Sara Marshall
 Julie Richmond
 Mary Wood

Guest Present: Stuart Malawer, JD, PhD, Professor of Law & International
 Trade, George Mason University
 Dennis Matanda, Ph.D., President & CEO, Morgenthau Stirling
 Saskia Andrade, Morgenthau Stirling, inc.
 Todd Haymore, Managing Director, Hunton Andrews Kurth

Chairman Mike Ligon welcomed everyone to the meeting at 9:59 a.m.

The Chairman remarked that the ACIT committee was initially formed by team building as he welcomed attendees and provided a brief overview of the meeting agenda. He questioned what success would look like with African Trade and the possible opportunities.

Chairman Ligon introduced the newest member of the ACIT Board, Anne Marie Lacourse, Global Trade Industry Advisor, Dow Jones & Company, and Sayari Analytics. He complimented

Anne Marie's broad background to include her expertise with compliance, which would be beneficial to the committee.

A special recognition was extended to Stuart Malawer for his term of service on the ACIT, which expired June 30, 2023. Mr. Malawer served on the ACIT since its inception. The Chairman commented on Stuart's strong commitment to international trade and the committee and encouraged others to echo it. Although Stuart is retiring from George Mason University and his committee term has expired, he requested Stuart stay connected.

Former Virginia Secretary of Commerce and Trade, Todd Haymore, was introduced and expressed his words of appreciation to Stuart for his years of service to the Commonwealth in multiple capacities, included as a professor at George Mason and as a member of the ACIT. Mr. Haymore, who also previously served as Virginia Secretary of Agriculture and Forestry, recognized Stuart for his efforts with the development of trade, specifically agriculture and how it played a pivotal role in the economy. He stated that he enjoyed participating in Stuart's lectures as a guest speaker at George Mason University. He mentioned that the last three governors spoke highly of him.

Chairman Ligon recognized Stuart with a letter of gratitude on behalf of both the ACIT and VEDP.

Stephanie Agee personally thanked Stuart for his years of service and contributions to VEDP and the ACIT. In return, Stuart thanked both Chairman Ligon and Stephanie for their outstanding work. He mentioned that the members of the committee have proven to be assets over the years and what a privilege it was to have served with them.

Bob Feeser personally thanked Stuart for his participation, insights, and contributions. Mr. Feeser referenced the reading materials Stuart often provided to the committee which enriched discussions around international trade. He remarked how he would be missed and encouraged him to stay in touch.

Secretary Lohr thanked Stuart for the investment he made being a part of the committee, as well as the trade-related materials he provided.

Public Comments

Chairman Ligon solicited for public comments there were none.

Review and Approval of April 4, 2023, Meeting Minutes

After a review of the April 4, 2023, minutes, Chairman Ligon made a motion to approve the minutes. The motion was first approved by David White, seconded by Bob Feeser, and was unanimously approved by all Committee members present.

Closed Meeting – VEDP International Trade Plan Discussion

Chairman Ligon requested that the Committee move into a closed meeting at 10:14 a.m. A motion was made by David White and seconded by Bob Feeser to move into a closed meeting. Jamie Canup, Assistant General Counsel, voiced the following motion for adoption by the Committee to enter into a closed meeting. The following motion was unanimously adopted by all Committee members present.

I MOVE THAT THE ADVISORY COMMITTEE ON INTERNATIONAL TRADE OF THE VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP AUTHORITY (VEDP) CONVENE A CLOSED MEETING TO DISCUSS ELEMENTS OF THE COMMITTEE'S AND VEDP'S STRATEGIC PLAN, MARKETING PLAN, AND OPERATIONAL PLAN PURSUANT TO SUBDIVISION A 50 OF §2.2-3711, WHICH ALLOWS FOR THE DISCUSSION OF SUCH ACTIVITIES THAT WOULD REVEAL TO COMMONWEALTH'S COMPETITORS FOR ECONOMIC DEVELOPMENT PROJECTS THE STRATEGIES INTENDED TO BE DEPLOYED THUS ADVERSELY AFFECTING THE FINANCIAL INTERESTS OF THE COMMONWEALTH.

Upon the return to the open meeting, the Committee members considered the following certification:

DO YOU CERTIFY, THAT TO THE BEST OF YOUR KNOWLEDGE, (i) ONLY PUBLIC BUSINESS MATTERS LAWFULLY EXEMPTED FROM THE OPEN MEETING REQUIREMENTS OF FOIA WERE DISCUSSED IN THE CLOSED MEETING, AND (ii) ONLY SUCH MATTERS AS WERE IDENTIFIED IN THE MOTION TO GO INTO THE CLOSED MEETING WERE HEARD, DISCUSSED, OR CONSIDERED DURING THE CLOSED MEETING?

The Committee approved the foregoing certification by roll call vote, bringing the Committee out of the closed meeting at 11:40am.

Yeas: Hobey Bauhan, Michael Coleman, Bob Feeser, Anne Marie Lacourse,
Mike Ligon, Secretary Lohr, David White

Nays: None

Taiwan Office Update and Export/Import Data – Stephanie Agee, Senior Vice President, International Trade & Chief Administrative Officer

Stephanie Agee stated that per Governor Youngkin's Executive Order, VEDP is in the process of establishing a Virginia-Taiwan Trade Office with the dual purpose of promoting Taiwanese investment in Virginia and assisting Virginia companies in exporting to Taiwan. VEDP's Business Investment team will focus on the investment side of the office, while International Trade will hire a consulting firm to handle the export promotion area. The goal is to open the office September 19th, which is US Business Day in Taiwan.

Virginia Global Business Internship Program – Sara Marshall, Internship Program Manager

Stephanie Agee introduced Sara Marshall, VEDP's Global Business Internship Program Manager, who she commented has hit the ground running in her role and was quickly able to stand up a pilot internship program this summer.

Sara presented information on Virginia's Global Business Internship Program, which started as a pilot program in May, where three companies were recruited to host interns from June 5 through August 11. Sara remarked that VEDP serves as the matchmaker between the interns and the companies, aiming to match students' interests with each company's need. The program provides a wage reimbursement to help the companies pay for the interns, which has been well received.

David White asked if the students were interacting with each other and learning from one another, even though that are at different companies. Sara answered that she has provided them with opportunities to interact throughout the summer, including in VEDP-provided trainings and that this has been valuable for them.

Bob Feeser asked if the program targeted rising seniors. Sara stated that the program targets undergraduates overall. She remarked that the current students are a sophomore, graduate, and rising senior from Old Dominion University and William & Mary.

Sara explained that the program includes weekly virtual trainings throughout the 10-weeks, as well as instructor-led lunch and learns by the international staff at the Virginia Small Business Development Center. Sara commented that these trainings have been a key part of the program, and that the companies have also provided additional training to each intern in hopes of retaining the students after the internships are over. At the conclusion of the program the goal is for the interns to present a capstone project to VEDP. They will also receive feedback on their resumes and LinkedIn profiles.

Sara concluded her presentation noting that VEDP plans to expand the program in FY24 after conducting a survey with both the students and participating companies. The FY24 target is to recruit 15-20 interns and participating companies.

David White asked if VEDP had been qualifying companies and Sara said that they have. He remarked that he was happy to promote such a program.

Bob Feeser suggested tracking the progress of the students and companies over time, after the program, which he believes could be beneficial.

Hobey Bauhan commented that the program sounds like a valuable leadership program that students would want to include on their resumes.

Chairman's Update

The Chairman appreciated Sara's energy and enthusiasm. He thanked both Dennis Matanda and Saskia Andrade of Morgenthau Stirling, Inc. for attending and offering their insights on African Trade.

The Chairman remarked that the next ACIT meeting will be conducted in Norfolk on October 3rd at the offices of the Port of Virginia in conjunction with the Virginia Maritime Association's International Trade Symposium taking place the same week.

The Chairman mentioned to David White his concern regarding an article he read about the expected completion of Interstate 87 from Raleigh, NC to the Port of Virginia in Norfolk, as he feels this would take away business development opportunities that could have occurred along the Route 58 corridor in Virginia. David responded that it's been clear that much development has occurred along I-95 in North Carolina because of their aggressive investment in sites and that the extension of Interstate 87 is an attempt by North Carolina to capitalize on its proximity to the Port. Virginia is now playing catch up in regard to site investment. He said that if the extension of Interstate 87 continues to get a lot of support from North Carolina and it becomes too enticing not to connect to the Port, Route 58 development could fall further behind. Mike and David both shared comments about the importance of transportation to economic development and trade and the necessity to have the infrastructure to support both.

The Chairman concluded the meeting.

Adjournment

There being no further business, the meeting adjourned at 12:06p.m.