

**Minutes**  
**Board of Directors of the Virginia Economic Development Partnership Authority**  
**October 22, 2020**  
**Electronic (Zoom) Meeting**

**Welcome and Call to Order**

The meeting was called to order at 9:00 a.m. by Chair, Ned Masee, who noted that a quorum was present.

Members present: Secretary Brian Ball, Carrie Chenery, Dan Clemente, Greg Fairchild, Deborah Flippo, Rick Harrell, April Kees, Secretary Aubrey Layne, Ned Masee, Vincent Mastracco, Anne Oman, Dan Pleasant, Marianne Radcliff, John Reinhart, and Xavier Richardson

Members absent: Tom Farrell and Bill Hayter

VEDP staff present: Stephanie Agee, Vince Barnett, Lindsay Barker, Lindsey Bertozzi, Christine Bell, Sean Brazier, Jamie Canup, Rima Chavda, Melissa Cox, Nicole David, David Devan, Jason El Koubi, Emily Fay, Stephanie Florie, Jennifer Garrett, Katherine Goodwin, Bob Grenell, Mike Grundmann, Pam Harder, Sandi McNinch, John Mehfoud, Lori Melancon, Debbie Melvin, Nathalie Molliet-Ribet, Stephen Moret, Christy Morton, Cole Pearce, Johan Salén, Tim Stuller, Carrie Vuori, and Adam Watkins

Guests present: Taylor Adams, Barry DuVal, Don Ferguson, Joe Hines, Chris Kalafatis, Charles Kennington, Mike Ligon, Samantha Martin, Kim McKay, Liz Povar, Laura Ramthun, Cassidy Rasnick, Randy Sherrod, and Glenn Youngkin

**Welcome and Announcements**

Chair Masee welcomed guests to the third electronic meeting of VEDP's Board of Directors. Chair Masee noted that the Governor had declared a state of emergency in March due to the potential spread of COVID-19, a communicable disease threatening public health. The nature of the emergency makes it unsafe for the Board to assemble in a single location. Because an in-person meeting is unsafe and the Board wishes to discharge its lawful purposes, duties and responsibilities, the Board is permitted by the Virginia Freedom of Information Act, as amended by the State Budget, to meet by electronic means without a quorum of members being physically assembled at one location.

Chair Masee added that the Board is gathered now in a Zoom environment that is open to the public. The agenda suggests that the Board will enter into a closed meeting for a portion of the meeting. When the Board is ready to enter into a closed meeting, the Board members and VEDP support staff and legislative guests necessary to support the closed meeting will leave the public Zoom environment and gather in a separate Zoom environment. When the closed meeting is concluded, the Committee members will rejoin the public Zoom environment and the public portions of the meeting will continue. Should anyone from the public get disconnected

from the public Zoom environment and be unable to re-engage, he or she should call 804.278.7702 and speak to Jenn Garrett. VEDP will do its best to re-engage and will halt the public portion of the meeting until the connection can be re-established.

Chair Massee shared a few reminders of things that would be different than past meetings:

- Everything on the public Zoom environment will be recorded and the recording will be posted on VEDP's website.
- All votes will be taken by roll call.
- Members should use the mute function, unless you are speaking—and remember to unmute at the appropriate time.
- During the public comment period, any member of the public wishing to make a comment should simply unmute and speak at that time or use the Chat function and ask to be given an opportunity to speak.
- Likewise, during the meeting, Committee members should simply unmute themselves to speak or use the Chat function.

### **Public Comment Period**

Chair Massee solicited public comments. There were none.

### **Approval of Minutes**

Chair Massee asked for approval of the minutes from the August 6, 2020, meeting. A motion was made by Ms. Flippo and seconded by Mr. Pleasant and the minutes were unanimously approved as presented by roll call vote.

Upon the vote:	Secretary Ball	Aye
	Ms. Chenery	Aye
	Mr. Clemente	Aye
	Mr. Fairchild	Aye
	Ms. Flippo	Aye
	Mr. Harrell	Absent for the vote
	Mr. Hayter	Aye
	Ms. Kees	Aye
	Secretary Layne	Aye
	Mr. Massee	Aye
	Mr. Mastracco	Absent for the vote
	Ms. Oman	Aye
	Mr. Pleasant	Aye
	Ms. Radcliff	Aye
	Mr. Reinhart	Aye
	Mr. Richardson	Aye

### **Chairman's Report**

Chair Massee began his report by congratulating and thanking Secretary of Finance Aubrey Layne, as well as April Kees and Anne Oman, for their work to manage the state budget during

the uncertain fiscal period for Virginia caused by the pandemic. He noted that, in particular, Sec. Layne and Gov. Northam deserve credit for not prematurely cutting the budget in response to the pandemic. He added that, had they done so, the Commonwealth would have been facing an even more difficult economic recovery.

Chair Masee also recognized Mr. Reinhart and the strong leadership he has provided at the Port of Virginia during the turbulent pandemic era. Chair Masee mentioned that Mr. Reinhart was recently recognized for his outstanding leadership over the last several years by a number of national and state publications.

Chair Masee thanked Secretary of Commerce and Trade Brian Ball for his work leading the multi-agency Economic Crisis Strike Force. Chair Masee stated that Virginia faced a big economic blow due to the pandemic, but that the Commonwealth is already most of the way back. He said that this progress is in no small part due to the work of Sec. Ball and the various agencies and authorities involved in the Economic Crisis Strike Force.

Chair Masee reviewed the meeting agenda. He reminded the members that while Virginia's state tax revenues have remained resilient during the pandemic, more than 200,000 Virginians who were working earlier this year are out of work today. He said that over the next few months, economic recovery will be the top priority at VEDP. He explained that much of the meeting agenda would be focused on that essential topic.

Chair Masee welcomed special guests Barry DuVal, president and CEO of the Virginia Chamber of Commerce, Glenn Youngkin, co-CEO of The Carlyle Group, and Taylor Adams, director of economic development for the City of Virginia Beach.

### **President's Report**

Mr. Moret provided an update on VEDP's goals for the year. He said the numbers are tracking a little behind, but he said this is not cause for worry. Mr. Moret explained that though the number of leads is down from last year, the average project size is larger and he remains cautiously optimistic.

Mr. Moret congratulated Mr. Barnett, the lead generation team, and other project managers for their great work in generating and converting leads, despite significant changes to the way they do their work due to travel restrictions, no in-person meetings, and working remotely.

Mr. Moret provided an update on VEDP's major initiatives for the year. He reported that most initiatives are on track. He noted a couple that are facing challenges. He spoke about the industry sector value proposition initiative, being co-led by Ms. Melancon and Ms. Molliet-Ribet, which is a little behind due to several staff openings on their teams. Mr. Moret said that he is very pleased with the work that has been done on this initiative so far, but that he anticipates having to make adjustments to the timeline for completion. He said that he thinks most of the work will be done this fiscal year and the rest in the first half of the following fiscal year.

Mr. Moret reminded the Board that the talent management program is also on hold, due to the state hiring freeze and VEDP's inability to fill the vacant Vice President of Human Resources position.

Mr. Moret shared notable developments since the last Board meeting. He highlighted that rankings are heading in the right direction, but VEDP will not be satisfied until we are in the top

spot in all. He said the site consultant perceptions are improving right in line with what was anticipated. He cautioned that corporate executives are not quite there, adding that they are a much bigger target pool and our lack of marketing funding is a bigger constraint in trying to reach this group.

Mr. Moret spoke about the exceptional progress that continues to be made with the Virginia Talent Accelerator Program. He said that the team is working with six projects, which have recently started or are about to kick off and that feedback on the program continues to be very positive.

Mr. Moret mentioned the International Trade division's new webinar series and said the Board would be hearing more about that from Ms. Agee later in the meeting.

Mr. Moret congratulated the Marketing & Communications team on the latest issue of *Virginia Economic Review*. He said he has received great feedback on the issue.

Mr. Moret reported that the joint VEDP/VTC Covid-19 Response Team made the decision to extend mandatory telework for employees through at least the end of 2020 and may decide to go beyond that timeframe.

Mr. Moret shared his priorities through the end of the calendar year. He said that economic recovery will be VEDP's top priority and he hopes it will also be a priority in the upcoming General Assembly session.

Mr. Moret said he will be working with the team to complete the strategic planning process. He added that part of the process will be outreach to General Assembly leadership to make sure there is alignment on the original Strategic Plan goals.

Mr. Moret explained that he will be wrapping up his work as co-chair of the Early Childhood Foundation's Back to Work Task Force soon, noting that childcare is big part of positioning Virginia as the top state for talent.

Mr. Moret shared that VEDP is currently engaged in many exciting economic development projects and he is hopeful that a few of these will be wins for Virginia.

Mr. Moret said VEDP will be finalizing the Local and Regional Competitiveness Initiative to include third party expert feedback. He feels this will be valuable to local and regional partners and will easily be the best work of this kind in the country.

Mr. Moret also mentioned the Q4 issue of *Virginia Economic Review* and the continued value proposition work.

In closing, Mr. Moret expressed his thanks to the VEDP staff for how they have responded during this time and remained productive under difficult circumstances. He also stated how much he has appreciated the support and leadership of Governor Northam, Secretary Ball, the Virginia General Assembly money committee staff, the VEDP Board, and partners.

Chair Masee echoed Mr. Moret's comments adding that these are not the easiest times to be working in and he thanked all involved for the great work.

### **Presentations from Special Guests**

*Barry DuVal, President and CEO of the Virginia Chamber of Commerce*

Mr. Duval shared a presentation which provided an overview of the Virginia Chamber, their history, goals, and activities.

Mr. Duval shared an update on how VEDP and the Virginia Chamber continue to collaborate on a variety of important efforts to advance economic development in Virginia. He highlighted the upcoming Virginia Economic Summit and Forum on World Trade taking place virtually on December 4 and the TeamVirginia initiative.

Mr. Duval spoke about the Chamber's legislative priorities for the upcoming General Assembly session.

Mr. Duval concluded his remarks by speaking about Blueprint Virginia 2030, an update to the original Blueprint Virginia plan.

Secretary Layne spoke about the unemployment insurance fund. He said that there could be a significant increase in unemployment insurance for businesses. He said CARES money will be directed there, but if money is not put into that fund, it is going to be a drag on our businesses with increased unemployment insurance premiums.

Secretary Ball said there are bills in Congress to address this funding issue. He encouraged Mr. DuVal to encourage his counterparts at the U.S. Chamber to be supportive of the legislation that is in Congress, because this issue needs a lot of voices.

*Glenn Youngkin, Chairman and Co-founder of VA Ready*

Mr. Youngkin shared a presentation which provided an overview and details of a new initiative he and his wife formed, VA Ready, which is focused on helping 15,000 Virginians get reskilled and back to work following the pandemic.

Mr. Youngkin spoke about analysis he and others have done which identified thousands of entry-level positions that are currently available in Virginia. VA Ready highlights 19 different occupations across tech, healthcare, and manufacturing and the 30 credentials that will prepare individuals for a job in one of those fields.

Mr. Youngkin explained that individuals can sign up for available credentialing programs offered at one of the community colleges. He said when the person has completed the program, VA Ready will pay them a \$1K credential award.

VA Ready's goal is to retrain over 15,000 Virginians over the next two years. He added that after only 60 days, 450 people have enrolled in the program, 2,500 have asked for more information, and 26 people have completed the program and secured a position.

Mr. Youngkin said they hope to roll out a small business arm of the program soon to partner with businesses with less than 500 employees.

Mr. Youngkin said VA Ready has great public support from the media, which he said has been their greatest marketing channel.

Chair Massee asked if VA Ready is focusing on serving rural areas of Virginia. Mr. Youngkin answered that the initiative is business-partner led, so they are seeing the most opportunity where the jobs are. He added that they are working to recruit business partners and get the word out, but they do not currently have the same momentum in the rural part of Virginia that they have in Northern Virginia, Richmond, Hampton Roads, etc.

Mr. Reinhart thanked Mr. Youngkin for all he is doing to get Virginia's citizens back to work.

*Taylor Adams, Director of Virginia Beach Economic Development*

Mr. Adams spoke about his work with VEDP, as well as how the VA Business Ready Sites program is helping drive economic development in Virginia Beach. He highlighted the Corporate Landing Business Park in his region and said that they are seeing increased project activity for this site. He also spoke about the Innovation Business Park and how they have sold 100% of phase one. He said that once the word got out that they were doing the work to improve the site, interest really picked up. He shared plans for advancing other sections of the park and how they were recently awarded a GoVA grant to continue this work.

Mr. Moret asked Mr. Adams what has been most helpful about the VA Business Ready Sites program and the site characterization initiative.

Mr. Adams said that the VA Business Ready Sites program lays out a roadmap of how to get from “A” to “B.” The ability to use that as a framework and a tool to educate his team and development partners in his area has been very valuable.

Mr. Moret thanked Mr. Adams for sharing this information with the Board. He also recognized Ms. Flippo and others who have been working on this initiative for many years.

Ms. Flippo spoke about the history and how crucial the VA Business Ready Sites program is to continuing this development around the Commonwealth.

### **FY20 International Trade Performance Metrics**

Ms. Agee shared the International Trade Annual Survey results for FY20. She said that VEDP surveyed 321 participating companies and 206 responded (64%), which is in line with past surveys.

Ms. Agee reported that enrolled companies attributed \$553M in export sales to VEDP’s trade programs in 2020.

Ms. Agee shared other survey highlights including that 100% of the respondents indicated that they were “likely” or “extremely likely” to recommend VEDP’s trade programs to others. Ms. Agee said that this impressive score and the other results show the value clients place on the programs and the consistency and quality of the support the International Trade team offers. Ms. Agee said that the survey results validate the work the team is doing and offer some insight for fine tuning the services.

Ms. Agee said that they added a few new questions to the survey this year related to the impact of COVID-19. She shared that many responses cited the inability to travel, lower revenues, delayed projects, etc. as impacts to their businesses. Ms. Agee is encouraged by the fact that these are areas where the International Trade team can help.

### **Update on Advisory Committee on International Trade**

Mr. Ligon, Chair of the Advisory Committee on International Trade, provided an update on the work of the Committee.

Mr. Ligon said that VEDP is very fortunate to have someone as talented as Ms. Agee leading the VEDP International Trade team.

Mr. Ligon shared that the Committee is disappointed that the funding request to implement the International Trade Plan for the Commonwealth was not included in the budget. He thanked Secretary Ball and his team for their efforts on this matter and trust that they will continue to push for funding.

Mr. Ligon said the Committee has identified a range of initiatives that can provide critical support and be implemented without new funding and they are working to move those items forward. He offered an example related to the Committee beginning discussions with Virginia's Congressional Delegation. He shared that Senator Kaine participated for over an hour in the recent Committee meeting. Mr. Ligon feels that VEDP has a true champion in D.C. for International Trade and said that he and the Committee members are thankful to him for his commitment to free and fair trade. The Committee hopes to continue an open dialogue with Senator Kaine to identify future opportunities to work together. The Committee has also started discussions with Senator Warner's office.

Mr. Ligon also spoke about a recent joint webinar between VEDP and the Virginia Maritime Association focused on the USA/UK trade agreement.

Chair Masee said that as a member of the Committee, he feels that the meetings are much more productive and enjoyable to attend since Mr. Ligon assumed the role of Chair. He offered his congratulations and appreciation on behalf of the VEDP Board for all of the great work the International Trade team and the Committee are doing.

### **Update from Board Liaison to Advisory Committee on Business Development and Marketing**

Ms. Chenery, Board Liaison to the Advisory Committee on Business Development and Marketing, provided an update on the work of the Committee.

Ms. Chenery reviewed the current list of Committee members and stated that the group last met on August 26.

Ms. Chenery mentioned the Economic Development 101 video that VEDP produced to inform and educate partners around the state about the economic development process.

Ms. Chenery said that there was a good discussion at the last meeting on changes to Business Retention and Expansion (BRE) protocols with good feedback and reaction to the adjustments that have been made. She also said that the group discussed COVID-19 impacts.

Ms. Chenery said that the Committee also received an update on the Rural and Small Metro Tech Centers initiative.

Ms. Chenery said the group will meeting again on November 19. She thanked Ms. Melancon and Mr. Barnett for their work in shepherding the Committee. She feels the Committee is a nice representation of Virginia as a whole and a good avenue to bounce ideas off of VEDP's partners.

### **Finance and Audit Committee Report**

Chair Masee thanked Mr. Pleasant for stepping in as Acting Chair in Mr. Hayter's absence.

Finance and Audit Committee (FAC) Acting Chair Dan Pleasant gave an update on the topics that were discussed during the FAC meeting on October 21, 2020.

Mr. Pleasant shared that the Committee heard from Ms. Mavredes, Auditor of Public Accounts, on the ongoing VEDP annual internal audit. He said the audit team expects to deliver the final results to the Board in January.

Mr. Pleasant said that the Committee also heard from Dixon Hughes Goodman, LLP (DHG) with an update on VEDP's internal audit commitments and updates on action items. All action items have been closed out with one exception, not being unable to fill the open Vice President of Human Resources position due to the state hiring freeze.

Mr. Pleasant reviewed the following consent agenda items, which were brought to the Board for a vote.

Mr. Pleasant said that the financial results ended Q1 FY2021 were presented by Mr. Grenell to the Committee and that all VEDP divisions were operating within budget.

Mr. Pleasant shared that there have been no new referrals to the Office of the Attorney General for collection. Mr. Pleasant said that one clawback case has been closed out since the last Board meeting for \$500K.

Mr. Pleasant explained that the Committee was brought seven extension requests for review. Most are asking for extensions due to impacts of the COVID-19 pandemic. He noted that all of the requests are supported by the local economic development organizations. He referred to documentation in the Board packets which outlined the details of each request.

**Eastman Chemicals** has requested a first extension of only 4 months to meet its employment target.

**Hardywood** has requested a first extension of 15 months.

**idX Corporation** has requested an extension of 15 months for their two COF grants.

**Navy Federal Credit Union** has requested a first extension of 15 months.

**Qualitytech, LP** has requested a first extension of 18 months.

**Sanjo** has requested a first extension of 15 months.

**Starsprings USA, Inc.** has requested a second extension of 15 months, which will require MEI Commission approval.

Mr. Pleasant offered that the items in his report come to the Board in the form of a consent agenda for approval, and he moved their approval. Secretary Layne seconded the motion and the motion was approved by roll call vote.

Upon the vote:	Secretary Ball	Aye
	Ms. Chenery	Aye
	Mr. Clemente	Aye
	Mr. Fairchild	Absent for the vote
	Ms. Flippo	Aye
	Mr. Harrell	Aye

Ms. Kees	Aye
Secretary Layne	Aye
Mr. Masee	Aye
Mr. Mastracco	Absent for the vote
Ms. Oman	Aye
Mr. Pleasant	Aye
Ms. Radcliff	Aye
Mr. Reinhart	Aye
Mr. Richardson	Aye

### **Legislation and Policy Committee Report**

Chair Masee introduced Ms. Radcliff, Chair of the Legislation and Policy Committee, to give her report.

Ms. Radcliff stated that she was pleased to host her first meeting of the Committee on October 21, 2020, and offered several highlights.

Ms. Radcliff shared that Ms. Morton gave an update on the General Assembly special session.

Ms. Radcliff said that VEDP staff has been working with the Administration on priorities for the 2021 General Assembly regular session.

Ms. Radcliff stated that the staff is working on proactively engaging legislators and briefing them on VEDP's programs, their role in the economic recovery, and how VEDP and the local and regional economic development partners work to bring jobs to the Commonwealth. She said VEDP is also working to develop materials to show the impact of their programs.

Mr. Masee thanked Ms. Radcliff for her inaugural presentation.

### **Rural Virginia Action Committee Report**

Chair Masee introduced Mr. Harrell, Chair of the Rural Virginia Action Committee, to give his report.

Mr. Harrell said that the Committee met on October 21, 2020, and offered several highlights.

Mr. Harrell said that Ms. Morton spoke to the group about the Economic Development 101 and VEDP Orientation sessions, which were very successful in August and will be held again in December. He said the Committee hopes to see continued participation in these events, especially from rural areas of the state.

Mr. Harrell said Mr. Moret presented an analysis of the jobs lost throughout the Commonwealth as a result of COVID-19. He noted that the analysis shows that rural localities will take until 2026 to fully recover, three years longer than the non-rural areas.

Mr. Harrell asked the Board to pay special attention to the presentation later in the Board meeting from Ms. Fay and Mr. Watkins on the Local and Regional Competitiveness Initiative. He

said the Committee received a preview of this work at their meeting and there are several major takeaways.

Chair Masee thanked Mr. Harrell for his remarks.

**Closed Meeting**

Strategic Planning; Local and Regional Competitiveness Initiative; Legislative Proposals; Quarterly Marketing Effectiveness Report; Virginia Talent Accelerator Program; Personnel

I MOVE THAT THE BOARD OF DIRECTORS OF THE VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP AUTHORITY CONVENE A CLOSED MEETING PURSUANT TO VIRGINIA CODE §2.2-3711(A)(1) TO ENGAGE IN A DISCUSSION OR CONSIDERATION OF THE ASSIGNMENT, APPOINTMENT, PROMOTION, PERFORMANCE, DEMOTION, SALARIES, DISCIPLINING, OR RESIGNATION OF VEDP'S EMPLOYEES, INCLUDING PERFORMANCE ISSUES RELATED TO WORKING FROM HOME AND CARING FOR FAMILY MEMBERS, AND PURSUANT TO VIRGINIA CODE §2.2-3711(A)(50) TO ENGAGE IN A DISCUSSION OR CONSIDERATION OF THOSE PORTIONS OF VEDP'S STRATEGIC PLAN, MARKETING PLAN OR OPERATIONAL PLAN, THAT MAY RELATE TO TARGET COMPANIES, SPECIFIC ALLOCATION OF RESOURCES AND STAFF FOR MARKETING ACTIVITIES, AND SPECIFIC MARKETING ACTIVITIES THAT WOULD REVEAL TO THE COMMONWEALTH'S COMPETITORS FOR ECONOMIC DEVELOPMENT PROJECTS THE STRATEGIES INTENDED TO BE DEPLOYED BY THE COMMONWEALTH, THEREBY ADVERSELY AFFECTING THE FINANCIAL INTEREST OF THE COMMONWEALTH.

Upon the following motion made by Ms. Flippo, seconded by Ms. Chenery, and unanimously approved by the Board by roll call vote, the Board moved into a closed meeting.

Upon the vote:	Secretary Ball	Aye
	Ms. Chenery	Aye
	Mr. Clemente	Aye
	Mr. Fairchild	Aye
	Ms. Flippo	Aye
	Mr. Harrell	Aye
	Ms. Kees	Aye
	Secretary Layne	Aye
	Mr. Masee	Aye
	Mr. Mastracco	Absent for the vote
	Ms. Oman	Aye
	Mr. Pleasant	Aye
	Ms. Radcliff	Aye
	Mr. Reinhart	Aye
	Mr. Richardson	Aye

Mr. Moret asked that VEDP staff and legislative guests be allowed to stay for the closed meeting for all matters, with the exception of personnel matters, and Chair Masee agreed.

**Back in Open Meeting, Certification of Closed Meeting – Followed by a Roll Call vote:**

WHEREAS, THE BOARD OF DIRECTORS OF THE VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP AUTHORITY HAS CONVENED A CLOSED MEETING ON THIS DATE PURSUANT TO AN AFFIRMATIVE RECORDED VOTE AND IN ACCORDANCE WITH THE PROVISIONS OF THE VIRGINIA FREEDOM OF INFORMATION ACT; AND

WHEREAS, THE ACT REQUIRES A CERTIFICATION BY THIS BOARD OF DIRECTORS THAT SUCH CLOSED MEETING WAS CONDUCTED IN CONFORMITY WITH THE ACT;

NOW, THEREFORE, BE IT RESOLVED, THAT THE BOARD OF DIRECTORS CERTIFIES THAT, TO THE BEST OF EACH MEMBER'S KNOWLEDGE, (I) ONLY PUBLIC BUSINESS MATTERS LAWFULLY EXEMPTED FROM OPEN MEETING REQUIREMENTS UNDER THE ACT WERE DISCUSSED IN THE CLOSED MEETING TO WHICH THIS CERTIFICATION RESOLUTION APPLIES, AND (II) ONLY SUCH PUBLIC BUSINESS MATTERS AS WERE IDENTIFIED IN THE MOTION BY WHICH THE CLOSED MEETING WAS CONVENED WERE HEARD, DISCUSSED, OR CONSIDERED IN THE CLOSED MEETING BY THE BOARD OF DIRECTORS.

Upon the vote:	Secretary Ball	Aye
	Ms. Chenery	Aye
	Mr. Clemente	Aye
	Mr. Fairchild	Aye
	Ms. Flippo	Aye
	Mr. Harrell	Absent for the vote
	Ms. Kees	Aye
	Secretary Layne	Aye
	Mr. Masee	Aye
	Mr. Mastracco	Absent for the vote
	Ms. Oman	Aye
	Mr. Pleasant	Aye
	Ms. Radcliff	Aye
	Mr. Reinhart	Aye
	Mr. Richardson	Aye

#### **Votes Regarding Closed Session Items**

A motion was made by Ms. Chenery for VEDP to move forward with putting forth its suggested legislative proposals. The motion was seconded by Mr. Clemente and was approved as presented by roll call vote. Two members abstained.

Upon the vote:	Secretary Ball	Aye
	Ms. Chenery	Aye
	Mr. Clemente	Aye
	Mr. Fairchild	Aye
	Ms. Flippo	Aye
	Mr. Harrell	Absent for the vote
	Ms. Kees	Abstained
	Secretary Layne	Aye
	Mr. Masee	Aye
	Mr. Mastracco	Absent for the vote
	Ms. Oman	Abstained

Mr. Pleasant	Aye
Ms. Radcliff	Aye
Mr. Reinhart	Aye
Mr. Richardson	Aye

A motion was made by Ms. Flippo to accept the Quarterly Marketing Effectiveness Report. The motion was seconded by Mr. Richardson and the motion was unanimously approved as presented by roll call vote.

Upon the vote:	Secretary Ball	Aye
	Ms. Chenery	Aye
	Mr. Clemente	Aye
	Mr. Fairchild	Aye
	Ms. Flippo	Aye
	Mr. Harrell	Absent for the vote
	Ms. Kees	Aye
	Secretary Layne	Aye
	Mr. Masee	Aye
	Mr. Mastracco	Absent for the vote
	Ms. Oman	Aye
	Mr. Pleasant	Aye
	Ms. Radcliff	Aye
	Mr. Reinhart	Aye
	Mr. Richardson	Aye

**Anticipated topics for the 1/28/21 Board meeting**

Mr. El Koubi shared anticipated topics for the next Board meeting taking place virtually on January 28, 2021.

**Open Discussion**

Board members shared comments during an informal roundtable discussion. Points included kudos for Mr. Moret and the VEDP team from many members for their outstanding work in 2020 as well as information and observations on the economic climate in members’ respective regions and industries.

**Adjournment**

There being no further business, Chairman Masee adjourned the meeting at 1:06 p.m.

Respectfully submitted,

Stephen Moret

Secretary

DRAFT