

Minutes
Advisory Committee on International Trade
Virginia Economic Development Partnership
January 14, 2019
Board Room, VEDP Offices - 901 East Cary Street
Richmond, VA 23219

Call to Order/Welcome

The meeting was called to order at 10:30 a.m. by Hampton Dowling, Chairman of the Advisory Committee of International Trade, who noted that a quorum was present.

Members Present: Hampton Dowling, Bob Feeser, Mike Ligon, Ned Masseur, John Milliken, Secretary Bettina Ring, David White, James Xu

Members Absent: Stuart Malawer

VEDP Staff Present: Lindsey Bertozzi, Sean Brazier, Jason El Koubi, Carolyn Elliott, Jennifer Garrett, Paul Grossman, Sandi McNinch, Mary Wood

Guests Present: Stephanie Agee –Virginia Department of Agriculture and Consumer Services, Marketing Director
Will Fediw – Virginia Maritime Association, Vice President, Industry & Government Affairs

Chairman Dowling introduced and welcomed David White to the Committee. Mr. White is Executive Vice President of the Virginia Maritime Association (VMA) and replaces Art Moye on the Committee. Mr. White stated that the Committee has an important role to play and that the VMA sees opportunity to increase trade through Virginia's ports.

Public Comment Period

Chairman Hampton Dowling solicited public comments. There were none.

Approval of Minutes from November 30, 2018 Meeting

Chairman Dowling asked for a motion for approval of the minutes from the November 30, 2018 meeting. John Milliken made the motion, Ned Masseur seconded and the minutes were approved. Chairman Dowling stated that there were several states present at a G20 agreement signing but Virginia was not present. Given the emphasis placed on Trade at the national level, he stated that the development of an international trade plan for Virginia is a timely undertaking. Chairman Dowling requested that these comments be added to be minutes. Everyone approved the minutes with the added comments.

Chairman's Comments

Chairman Dowling said that there are many meetings and events open to the public on trade and encouraged everyone to scan the internet and attend any meetings if possible. He will participate in the upcoming WITA Conference (Washington International Trade Conference). Chairman Dowling recognized that 2018 was a difficult year for the Committee in terms of gaining meaningful traction, but believes 2019 will provide more opportunity for the Committee.

The Committee members have a robust and comprehensive role in the development of the International Trade Plan (ITP). WITA and SIDO can help this committee as well as staff and the VEDP Board. He noted optimism with the VEDP Board accepting the Committee's recommendation to develop the ITP. He encouraged members to log onto Podio and review the documents that are there.

Chairman Dowling noted the continued open slot on the Advisory Committee. He spoke with the Speakers' office several times concerning the vacancy that needs to be filled and he believes they will move forward with this.

Closed Session – VEDP Board of Directors International Trade Development Plan Discussion

Jason El Koubi asked Sean Brazier to walk the Committee through the Trade Plan. Since the International Trade Plan is still in draft form, Mrs. Sandi McNinch (General Counsel) voiced a motion for adoption by the Committee to enter into closed session for International Trade Plan discussion. Mr. John Milliken made the motion, Mr. Mike Ligon seconded and the motion passed unanimously.

I move that the Advisory Committee on International Trade of the Board of Directors of the Virginia Economic Development Partnership Authority convene a closed meeting 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.

Back in Open Meeting, Certification of Closed Meeting followed by Roll Call Vote

Following the closed session, Sandi McNinch voiced the following resolution for adoption by the Committee.

Whereas, the Advisory Committee on International Trade of 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 Virginia Freedom of Information Act requires a certification by this Committee that such closed meeting was conducted in conformity with the Act;

Now, therefore, be it resolved, that the Committee 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 Committee.

Yeas: Hampton Dowling, Bob Feeser, Michael Ligon, Ned Masee,
John Milliken, Secretary Bettina Ring, David White, James Xu
Nays: 0
Abstained: 0
Absent from Meeting: Stuart Malawer

John Milliken suggested meeting at the Port Authority in May, June, etc., rather than on February 1, 2019. David White stated that the VMA's International Trade Symposium is May 9 and the Committee might consider aligning a meeting with the Trade Symposium. Mr. Massee suggested going when the new cranes were in place, possibly in April.

Chairman Dowling asked if there were any topics for consideration for the next meeting. There were no suggestions and members were encouraged to send any suggestions that may come to mind to the Committee Chairman and Vice-Chairman.

New Business

John Milliken suggested that as the Trade Plan is developed, it would be useful to invite people that participate in international trade such as manufacturing or the agricultural area, to meetings. He recommended that companies attend meetings and discuss their business and what could help them.

Secretary Betinna Ring reminded everyone about the Governor's Conference on Agricultural Trade on March 5, 2019.

Adjournment

Chairman Dowling requested a motion to adjourn the meeting. Ned Massee motioned for the meeting to be adjourned. John Millken seconded. Meeting adjourned at 12:34 p.m.