

Minutes
Advisory Committee on International Trade
Virginia Economic Development Partnership
June 7, 2019
901 East Cary Street – Second Floor Conference Room
Richmond, VA 23219

Call to Order

The meeting was called to order at 9:11 a.m. by Mike Ligon, Chairman of the Advisory Committee on International Trade.

Members Present: Tag Greason, Mike Ligon, Stuart Malawer, John Milliken, David White, James Xu

Members Absent: Bob Feeser, Nick Jiannas, Ned Masseur, Secretary Bettina Ring

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

Guests Present: Russ Held, Laura Smith

Pledge of Allegiance

Those in attendance recited the Pledge of Allegiance.

Welcome

After each of the attendees introduced themselves, Mike Ligon welcomed Tag Greason as a new Committee member. Mr. Ligon stated that Nick Jiannas has also joined the Committee, but was unable to attend today. Jason El Koubi noted that Mr. Greason was a former member of the General Assembly. VEDP is working to improve its insight into the services sector and Tag's work with QTS brings expertise to the Committee. David White noted that Nick Jiannas, with STIHL, was not able to attend, but he was able to participate in the International Trade Plan Steering Committee meeting on May 30, 2019.. Mr. Greason said that he is happy to be here and looks forward working with the Committee. He is from the 32nd district in Northern Virginia.

Public Comments

Mr. Ligon solicited for public comments. There were none.

Review and Approval of April 25, 2019 Minutes

Because there was not a quorum at the last meeting, and a motion was presented by John Milliken to approve the minutes. It was seconded by Stuart Malawer and approved.

Selection of ACIT Chairman

Jason El-Koubi reminded the Committee that it needs to select a chairman. Stuart Malawer nominated Mike Ligon and David White seconded. All were in favor of Mr. Ligon as Chairman.

Mr. Ligon was selected as Chairman. Jason suggested that the ACIT have another meeting or two and then revisit the selection of a Vice Chairman.

Discussion of Future Meeting

Chairman Ligon said that he continues to be challenged by determining where this Committee goes from here and how should it advise on international trade.

John Milliken said that there are several functions that the ACIT should perform. Once the International Trade Plan has been adopted, the ACIT can provide guidance, oversight, and suggest changes to the VEDP board on the implementation of the Plan. Mr. Milliken hoped that the VEDP Board would request assistance from the ACIT to learn more about certain aspects of international trade. Chairman Ligon agreed that he hopes the VEDP Board will seek the Committee's opinion.

Stuart Malawer said that he believes the VEDP Board does not have an understanding of international trade. The Committee's role is to provide information to the VEDP Board on international trade and for the Board to be guided by that input.

Chairman Ligon said he would like to set aside a 30-60 minute discussion at a future meeting to discuss the Committee's role.

David White said that he believes the ACIT is the body that should be best informed about how Virginia business can participate in international trade. Mr. White believes the ACIT should also be aware of and advise the Commonwealth on activities that are happening in Virginia and at the federal level that could affect how Virginia businesses participate in trade.

John Milliken suggested that the ACIT present to the VEDP Board, annually in the fall, a work plan that describes what the Committee intends to do for the coming year. Jason El Koubi and David White thought that was a good idea.

Closed Session – VEDP International Trade Plan Discussion

Chairman Ligon suggested that ACIT move into closed session for discussion about the International Trade Plan. Sandi McNinch, General Counsel, voiced the following motion for adoption by the Committee to enter into closed session as requested. David White made the motion to move into closed session, and John Milliken seconded.

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.

The Committee approved the foregoing resolution unanimously by roll call vote, bringing the Committee out of the closed meeting.

Yeas: Tag Greason, Mike Ligon, Stuart Malawer, John Milliken, David White and James Xu

Nays: None

Abstained: None

General Comments by Members

Chairman Ligon requested that the SIDO report on international trade metrics be recirculated with the group.

The next ACIT meeting will be held on July 26th in Richmond.

David White commended the work of the VEDP staff and the working group for coming up with the initiatives presented in closed session.

Adjournment

Stuart Malawer made the motion to adjourn the meeting. Chairman Ligon seconded the motion and the meeting adjourned at 12:01 p.m.