

**Minutes**  
**Advisory Committee on International Trade**  
**Virginia Economic Development Partnership**  
**October 7, 2019**  
**Washington Room, VEDP Offices - 901 East Cary Street**  
**Richmond, VA 23219**

**Call to Order**

The meeting was called to order at 11:02 a.m. by Mike Ligon, Chairman of the Advisory Committee on International Trade. This meeting is the reschedule date for the originally scheduled September 12 meeting. Chairman Ligon noted that Brad Copenhaver was sitting in for Secretary Bettina Ring.

Members Present: Bob Feeser, Mike Ligon, Stuart Malawer, John Milliken, Ned Masee, David White, James Xu

Members Absent: Tag Greason, Nick Jiannas, Secretary Bettina Ring

VEDP Staff Present: Lindsey Bertozzi, Sean Brazier, Jason El Koubi, Carolyn Elliott, Sandi McNinch, Christy Morton, Mary Wood

Guests Present: Brad Copenhaver, Skip Maupai

**Pledge of Allegiance**

Those in attendance recited the Pledge of Allegiance.

**Public Comments**

Chairman Ligon solicited for public comments. There were none.

**Review and Approval of July 26, 2019 Minutes**

After review of the minutes, a motion was made by Bob Feeser to approve the minutes as presented. The motion was seconded by Mike Ligon and was unanimously approved by the Committee.

**Closed Meeting – Discussion of Search for VEDP International Trade Vice President and VEDP International Trade Plan Discussion**

Jason El Koubi requested that the Committee move into a closed meeting for discussion concerning the search and selection for a new Vice President of VEDP's International Trade and for discussion about the International Trade Plan. Sandi McNinch, General Counsel, voiced the following motion for adoption by the Committee to enter into a closed meeting. The following motion was made by Stuart Malawer, seconded by Ned Masee, and unanimously adopted by the Committee:

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)(1) TO ENGAGE IN A DISCUSSION OR CONSIDERATION OF PROSPECTIVE CANDIDATES FOR EMPLOYMENT, INCLUDING THE SELECTION OF A NEW VICE PRESIDENT FOR INTERNATIONAL TRADE; 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.

**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 CONVENEED 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 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 CONVENEED 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: Bob Feeser, Mike Ligon, Stuart Malawer, John Milliken, Ned Masee, David White and James Xu

Nays: None

Abstained: None

## **Vote on Recommendation for International Trade Plan**

Chairman Ligon asked for a motion to approve the International Trade Plan and to recommend it to the VEDP Board of Directors. Bob Feeser made a motion to approve the International Trade Plan and to recommend it to the VEDP Board of Directors, Stuart Malawer seconded the motion and it was unanimously adopted by the Committee.

Chairman Ligon confirmed with the Committee that everyone felt that there had been multiple opportunities to comment on the ITP and that everyone was comfortable with the ITP approval. All members concurred.

## **General Comments by Members**

Jason El Koubi shared that the next Advisory Committee on International Trade meeting is being rescheduled from November 15, 2019 to November 12, 2019. Members of the Advisory Committee on International Trade are encouraged to be together, in Norfolk, on November 12-13, 2019 for the 71<sup>st</sup> Virginia Conference on World Trade for the roll-out of the ITP by the Governor.

Stuart Malawer inquired as to when the Governor would present the budget to the General Assembly. Christy Morton informed the Committee that the date is December 17, 2019.

In regard to the Vice President of International Trade search, Chairman Ligon noted that the Search Committee is reviewing resumes and the consultant will schedule interviews.

The Committee discussed the importance of its members staying informed on international matters such as the recent Brexit conversations. In particular, members suggested including presentations from subject matter experts on the agenda of future ACIT meetings.

## **Adjournment**

Chairman Ligon asked for any other comments. There were none. Ned Masee made the motion to adjourn the meeting. Stuart Malawer seconded the motion and the meeting adjourned at 1:00 p.m.