

Minutes
Advisory Committee on International Trade
Virginia Economic Development Partnership
October 5, 2018
Board Room, VEDP Offices - 901 East Cary Street
Richmond, VA 23219

Call to Order/Welcome

The meeting was called to order at 9:00 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, Stuart Malawer, John Milliken, Ned Masee, James Xu, Bradley Copenhaver (Deputy Secretary for Secretary Bettina Ring)

Members Absent: Mike Ligon, Art Moye

VEDP Staff Present: Lindsey Bertozzi, Sean Brazier, Carolyn Elliott, Jennifer Garrett, Paul Grossman, Kara Hart, Stephen Moret, Christy Morton, Jaime Preusche

Guests Present: Charles Kennington (Legislative Fiscal Analyst, Senate Finance Committee)
Skip Maupai (Legislative Fiscal Analyst, House Appropriations Committee)

Mr. Dowling introduced and welcomed new Board member, Mr. John Milliken, Chairman, Virginia Port Authority Board of Commissioners to the meeting. Mr. Milliken stated that he would give the Committee a Port perspective to discussions.

Public Comment Period

Chairman Hampton Dowling solicited public comments. There were none.

Approval of Minutes from May 8, 2018 Meeting

Chairman Dowling asked for a motion for approval of the minutes from the May 8, 2018 meeting. Mr. Stuart Malawer made the motion, Mr. Bob Feeser seconded and the minutes were approved.

Chairman's Comments

Chairman Dowling said that he had held three meetings between May, 2018, and the present, with VEDP executives and supporting staff. These were good meetings in regard as to how the Committee would communicate the issues at hand. Chairman Dowling also spoke with Vince Mastracco during the last several days. Mr. Mastracco is aware of the vacancy the Committee has with the resignation of George Judd. When the Joint Rules Committee convenes, this vacancy will be considered.

Mr. Dowling noted that Committee member Art Moye would briefly join the meeting by phone between 9:20-9:40 a.m. to give a few comments.

Chairman Dowling recognized Sean Brazier and his team for their work on the VEDP Trade initiative.

Election of Vice-Chairman

Due to the resignation of former Vice-Chairman, George Judd, a new Vice-Chairman needed to be elected to fill the vacancy. Ned Masee recommended Mike Ligon as Vice-Chairman of the International

Trade Advisory Committee. Bob Feeser made the motion to elect Mike Ligon as Vice-Chairman and Stuart Malawer seconded. Mr. Ligon was elected Vice-Chairman unanimously.

Chairman Dowling requested that the Committee determine the length of Mike Ligon's term as Vice-Chairman. It was noted that the terms of the Chairman and the Vice-Chairman were to be staggered. It was discussed that the newly elected Vice-Chairman's term would be for 12 months, beginning October 2018. Chairman Dowling's term will end June 2019. The new Chairman's term would also be for 12 months, beginning June 2019. A motion was made that the Vice-Chairman's term would be for 12 months, beginning October 2018 and that the next Chairman's term would be for 12 months, beginning June 2019. Stuart Malawer seconded and the motion carried.

Mr. Dowling received a message from Art Moye that he was unable to access the VEDP telephone line in the Board Room due to technical difficulties with the VEDP line.

Closed Session – VEDP Board of Directors Trade Development Initiative Strategy Discussion

Since the Strategic Plan is still in draft form, Mrs. Kara Hart (Assistant General Counsel, Incentives) voiced a motion for adoption by the Committee to enter into closed session for Strategic Plan discussion. Mr. Malawer made the motion, Mr. Milliken seconded and the motion passed unanimously.

I MOVE THAT THE 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.

Certification of Closed Meeting:

Following the closed session, Mrs. Kara Hart voiced the following resolution for adoption by the Committee.

WHEREAS, THE 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 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 CONVENEED WERE HEARD, DISCUSSED, OR CONSIDERED IN THE CLOSED MEETING BY THE COMMITTEE.

VOTE:

6-0

YEAS:	Hampton Dowling, Robert Feeser, Stuart Malawer, John Milliken, Ned Masee, James Xu
NAYS:	0
ABSTAINED:	0
ABSENT FROM MEETING:	Michael Ligon, Art Moye

New Business

Mr. Moret described the \$1.7 million budget request for International Trade as part of VEDP's overall budget request in 2019. This budget request was part of the strategic plan that was submitted over a year ago and was created before this Committee came into existence. John Milliken asked if the budget request addresses three items: 1) focus on rural area, 2) imports, and 3) increase the program that has the most success, VALET. Mr. Grossman responded that it did. Ned Masee stated that Stephen Moret wants a motion/endorsement from the Committee to expand International Trade. Stuart Malawer made a motion that the Committee approve the \$1.7 million budget request for International Trade and to expand International Trade Programs. Ned Masee seconded and the motion carried.

Schedule of Upcoming Meetings

Chairman Dowling said that he spoke with Vince Mastracco in regard to scheduling future International Trade Advisory Committee meetings. Ned Masee mentioned monthly or quarterly meetings. Other suggestions included having meetings every four to five weeks or every other month. After discussion, it was decided that the next two meetings would be on November 30, 2018 and February 1, 2019, both from 9:00 a.m. – 12:00 p.m. After the February 1, 2019 meeting, future meetings would be held on the first Friday of every other month from 9:00 a.m. – 12:00 p.m.

Prior to adjournment, Chairman Dowling encouraged Committee members to look at Podio for posted items.

Adjournment

Chairman Dowling requested a motion to adjourn the meeting. Mr. Feeser motioned for the meeting to be adjourned. Stuart Malawer seconded. Meeting adjourned at 12:05 p.m.