

**Minutes**  
**Board of Directors of the Virginia Economic Development Partnership Authority**  
**June 18, 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, Heather Engel, Deborah Flippo, Rick Harrell, Bill Hayter, April Kees, Secretary Aubrey Layne, Ned Masee, Vincent Mastracco, Dan Pleasant, John Reinhart, and Xavier Richardson

Members absent: Greg Fairchild, Tom Farrell, and Anne Oman

VEDP staff present: Stephanie Agee, Vince Barnett, Lindsay Barker, Christine Bell, Sean Brazier, Melissa Cox, Nicole David, David Devan, Jason El Koubi, Stephanie Florie, Jennifer Garrett, Katherine Goodwin, Bob Grenell, Mike Grundmann, Stephen Hartka, Sandi McNinch, Lori Melancon, Debbie Melvin, Stephen Moret, Christy Morton, Johan Salén, Sunny Sanders, Tim Stuller, and Carrie Vuori

Guests present: Joe Hines, Chris Kalafatis, Jamie Canup, Connie Long, Kim McKay, Jim Noel, Liz Povar, Cassidy Rasnick, Randy Sherrod

**Welcome and Announcements**

Chair Masee welcomed guests to the first 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 Masee 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 Masee solicited public comments. There were none.

### **Approval of Minutes**

Chair Masee asked for approval of the minutes from the January 30, 2020 meeting. A motion was made by Mr. Reinhart and seconded by Ms. Chenery and the minutes were unanimously approved as presented by roll call vote.

Upon the vote:	Mr. Masee	Aye
	Ms. Chenery	Aye
	Mr. Clemente	Aye
	Ms. Engel	Aye
	Ms. Flippo	Aye
	Mr. Harrell	Aye
	Mr. Hayter	Aye
	Ms. Kees	Aye
	Secretary Layne	Absent for the vote
	Mr. Mastracco	Aye
	Mr. Pleasant	Aye
	Mr. Reinhart	Aye
	Mr. Richardson	Aye

### **Chairman's Report**

Chair Masee said that he was pleased with how the team at VEDP made a seamless transition to telework and has continued to be highly engaged and productive throughout the pandemic. He shared that VEDP has continued its normal work in marketing, lead generation, project management, trade development, and talent solutions, even as it also has taken on a variety of important new missions in support of the Economic Crisis Strike Force led by Secretary Ball, from economic impact analysis to Personal Protective Equipment (PPE) supply chain support and other economic relief and recovery planning.

Chair Massee stated that even though the pandemic is having a huge impact on the economy of Virginia and that of America, VEDP has dramatically exceeded its capital investment goal for the fiscal year and has announcements scheduled in the next week or so that will result in exceeding the organization's job creation goal for the fiscal year. He added that despite lead generation being way down globally during the pandemic, VEDP got within 10 percent or so of hitting its annual goals for leads generated and leads converted

Chair Massee shared that since the Board's last meeting in late January, VEDP also has made solid progress on a variety of major initiatives, including Team Virginia, the Virginia Talent Accelerator Program, strategic planning work, Salesforce modernization, and the local and regional economic competitiveness initiative, among others. He applauded the VEDP team for a high-impact year and thanked them for all of their efforts during this challenging time.

Chair Massee recognized a few Board members for recent achievements.

He congratulated Greg Fairchild who received a UVA Public Service Award for his work leading efforts to teach business courses to incarcerated men and women to help with their reentry to society — efforts that led to the creation of the nonprofit organization, Resilience Education. He said Greg was described by UVA as an “exemplar of what it means for a university to be both great and good.”

He shared that Governor Northam recently appointed Carrie Chenery to the Board of Visitors for Virginia Tech. He said that it is great to see Ms. Chenery continuing to expand her impact across the Commonwealth.

He reported that John Reinhart recently announced he will be retiring as CEO and Executive Director of the Port of Virginia in March of 2021. Chair Massee said it would be difficult to overstate what John and his team have accomplished during his tenure, taking the Port from a difficult financial position and turning it into one of the most advanced ports in the world. He offered his congratulations to Mr. Reinhart and thanked him for being one of VEDP's most dedicated and engaged Board members.

Chair Massee reviewed the meeting agenda and the topics that would be covered during the closed meeting.

### **President's Report**

Mr. Moret echoed Chair Massee's sentiments on how well the VEDP team has transitioned to telework and said that he was very proud of the great work everyone is doing.

Mr. Moret reviewed the VEDP Business Investment FY20 performance metrics. He said that more announcements are expected before the end of the fiscal year and that VEDP should be ahead on capital investment and jobs. He shared that the pandemic has had significant impacts in lead generation with companies having to rethink their growth plans and the VEDP team not able to travel for trades shows, marketing missions, etc.

Mr. Moret reviewed progress on VEDP's major initiatives. He was grateful for the Board's support of adjusting, postponing, and/or refocusing efforts on some of the initiatives to accommodate COVID-19 response work.

Mr. Moret shared notable developments since the last Board meeting. He highlighted that VEDP has dramatically increased communication with partners. He said there is a tremendous appetite for more connection in this changing environment.

Mr. Moret said that the Commonwealth has had the best run of project announcements in the past several months than it's seen in the past two years.

Mr. Moret reported that VEDP is anticipating some negative impact to its budget, which could be a cut of around 5-6%. He said that he thinks VEDP will be able to absorb the impact and still be able to protect staff. He shared that VEDP currently has 15 open positions. Two are critical positions that need to be filled, but he anticipates keeping the remaining 13 open.

Mr. Moret shared VEDP's top priorities through early fall. He highlighted pandemic relief and recovery planning; restarting VEDP's strategic planning process; the rollout of the local and regional competitiveness survey; aggressive cultivation of several high-impact economic development projects; and collaboration with SCHEV on a graduate outcomes survey.

Mr. Moret offered a teaser for the next issue of Virginia Economic Review. He said that it will feature thought leaders writing on how the future of cities and towns, education and work, industry, small business, international trade, and economic development could change in the wake of COVID-19. He said the issue on these topics could be one of the best in the country.

Mr. Moret provided a FY20 in review recap and said that the great success on so many important initiatives has been in collaboration with hundreds of local and regional partners. He also thanked the Board, staff, Administration, and General Assembly for an outstanding year.

Mr. Reinhart pointed out that he pushed the goals higher on some of the Business Investment metrics for this year and the team has exceeded them all. He congratulated the team and said everyone is doing a wonderful job and are everywhere, virtually, making it all happen. Dan Clemente seconded his comments.

### **Updates from Select EDO Partners**

*Connie Long and Jim Noel, Virginia Economic Developers Association (VEDA)*

Mr. Moret introduced the speakers.

Mr. Noel explained that he is the current VEDA president and that Connie Long has been the VEDA Executive Director for many years. Mr. Noel said that he cannot remember VEDP ever being more engaged with VEDA than they are now.

He elaborated on the working relationship between the two groups, especially highlighting how they have come together to support the economic development community during the pandemic. He spoke about Impact ED calls where both groups have collaborated to present VEDA members with pertinent and up-to-date information. Mr. Noel said that Mr. Moret has been on every call and that they have also appreciated participation from Secretary Layne, Secretary Ball, and other guest speakers.

Mr. Noel said that the approach the state has taken has been prudent and measured and he feels in the long run, that will benefit everyone.

Mr. Noel said that the localities are concerned about spending the CARES Act money, afraid that their documentation may not meet the federal guidelines, among other things.

Ms. Long spoke about the launch of a new VEDA program, The Cardinal Comeback Series. VEDA members and other partners will be able to nominate businesses in their communities who are making a comeback and tell their stories of recovery. VEDA plans to feature some of

the stories at its fall conference. Mr. Noel added that the creativity and resiliency they are seeing in the business community is so exciting.

Chair Masee asked if the concern with the spending of the Paycheck Protection Program (PPP) money that Mr. Noel mentioned is an issue at the state level or the federal level. Mr. Noel answered that it is a lack of direction and clarity at the federal level.

Mr. Hayter said he concurs with the concerns. He said he feels the federal government is not giving clear direction on PPP funds and is constantly changing their directions. He said banks are also frustrated with the process.

A discussion followed on these challenges.

Chair Masee thanked Mr. Noel and Ms. Long for their participation in the meeting.

### **VEDP's COVID-19 Response/Recovery Efforts**

Mr. Moret introduced Vince Barnett to give an update on VEDP's COVID-19 response and recovery efforts.

Mr. Barnett stated that in addition to the Business Investment team's traditional work, they also supported the state's efforts on procuring PPE in two ways. In close collaboration with the Research division, the first was focused on outreach to companies who may have extra PPE inventory that they could donate to the state. This was a list of about 200 companies that the team was able to contact in a matter of hours. Mr. Barnett said they were also able to identify manufacturing companies that might have the potential to retool production lines to manufacture PPE. The Research team provided that list to the BI team and the team went through a similar process of engaging those companies to inquire if any might have the materials, capability, and willingness to support the state's efforts. Both of these outreach projects happened early on in the pandemic, within the first couple of weeks. Mr. Barnett said everyone involved did an amazing job.

Mr. Barnett explained that the next part of the equation was to support the state's ongoing efforts to source PPE. VEDP supported the Virginia Department of Emergency Management on that piece. He said VEDP's Business Retention and Expansion (BRE) and Call Center teams primarily led this effort.

Mr. Barnett said it was a gratifying experience to know that VEDP was able to help with the state's efforts in this way. He applauded the teams' ability to pivot and provide this assistance at such a critical time.

Mr. Barnett spoke about another part of the response, which was development of a retooling playbook. VEDP and multiple agencies worked to create a resource for existing Virginia manufacturers who may want to transition to PPE for the long-term success of their businesses in this environment.

Chair Masee asked if VEDP has an idea of how many companies have decided to retool to produce PPE. Mr. Barnett said that he does not have a firm number, but he did offer that the team has reached out to over 1,000 companies so far. He thinks the number who are actually able to retool may be small due to all that goes into that effort, but the number is much larger for those companies who were able to donate PPE from their existing inventory.

Mr. Moret added that this was a unique way for VEDP to contribute, because basically the team served as lead generation for the state. VEDP identified leads that could be turned over to the Virginia Department of Emergency Management to follow up, coordinate logistics, etc.

Mr. Moret said that at Secretary Ball's request, VEDP led the economic analysis or what was called the data compilation group, in support of the Economic Crisis Strike Force that Secretary Ball has been leading. VEDP worked with a dozen or so other state agencies and VEDP really took the lead on the economic analysis effort. Mr. Moret introduced Stephen Hartka to present VEDP's work on this effort.

Mr. Hartka began by stating that the pandemic has presented an unprecedented economic shock and that forecasters predict a sharp downturn in 2020. He shared that 850,000 Virginians have filed initial unemployment claims since the beginning of March. He said that it is important to note that an initial claim does not always necessarily equate to a job loss. He said that filers may have lost a job, or they may be working reduced hours due to their own COVID-19 illness or taking care of someone who is sick.

Mr. Hartka shared unemployment claims by industry, noting that three industries (accommodation and food services, retail trade, and health care and social assistance) account for the majority of initial unemployment claims tied to specific industries. He thanked the Virginia Employment Commission for putting out this data every week, which he stated is not an easy thing to do.

Mr. Hartka said that initial unemployment claims have varied significantly across Virginia regions. He said the hardest hit regions include the Middle Peninsula, the Greater Fredericksburg Region, Southern Virginia, and the Gateway Region. He added that in the national trends, to date, employment in Virginia has not been hit as hard by COVID-19 as most other states, which is likely due to Virginia's relatively high percentage of employment in government as well as high level of government spending (e.g. contractors).

Mr. Hartka stated that VEDP has been closely analyzing the monthly jobs report. He said the May jobs report surprised most forecasters, with an almost 2.5 million gain in jobs and a drop in the unemployment rate. This was a really good surprise and driven mostly by the reopening of the service sector.

Mr. Hartka reported that in early April, VEDP developed a model to estimate potential job loss across the state. VEDP estimated that 660,000 to one million jobs could be lost in Virginia over the course of the economic downturn. He said the employment loss has been incredibly concentrated in a small number of industries, though most all industries have seen some sort of downturn. He added that potential job losses in Virginia vary by region, largely due to differences in industry mix (e.g. percentage of jobs in hospitality). He cautioned that even after gains in May, national employment in every major industry group is still down compared to January employment levels and that there is a long way to go to recover the jobs lost. Mr. Hartka also mentioned another concerning trend, which is that unemployment rates are not falling equally for all racial and ethnic groups.

Mr. Hartka said that another thing to watch is the change in temporary versus permanent job losers. He said that in May, the number of people on temporary unemployment dropped by over 2.5 million, but that the number of permanent job losses actually increased. He said that it is important to recognize that tens of millions more Americans are being adversely impacted by the crisis in other ways. He offered an example from May where 10 million people were working part-time for economic reasons, meaning they could not find full-time employment or had their

hours reduced. He added that there were also fewer multiple job holders, meaning folks are losing second jobs that may be really important to them in making ends meet.

Mr. Hartka shared another interesting indicator that VEDP has been looking at every week, which is consumer credit card spending from Ernest research. He said consumer spending has been below 2019 levels for the past 10 weeks, however it is gradually increasing.

Mr. Hartka said that based on the current forecasts, VEDP expects Virginia to recover 50% of employment loss by the third quarter of next year. He added that Virginia will likely not regain 100% of employment lost until the end of 2022. He said that the forecasts suggest that post-COVID-19 recovery will be significantly quicker than after the great recession, three years versus six years. VEDP predicts that Virginia will recover a little bit faster than that as the hole the state is climbing out of is not as steep as what some other states are facing.

Mr. Moret presented an anonymous poll to get a temperature check from the Board on whether they are more optimistic than these forecasts (will Virginia recover quicker), in line with the forecasts, or less optimistic. Roughly 70% of the Board members think the forecasts are in line, but a few are more optimistic.

Mr. Moret shared the four areas that VEDP thinks could be key in terms of accelerating the pace of employment recovery: capture manufacturing reshoring and new supply chain opportunities; accelerate digital Virginia; seize telework transition opportunities with special focus on rural and small metro regions; retool and reskill Virginia's (unemployed) workforce for post-pandemic career opportunities.

Mr. Moret introduced Mr. Brazier to discuss additional business relief and recovery efforts that the team has been working on.

Mr. Brazier reported that eight weeks ago VEDP launched an effort under Secretary Ball with several other agencies to think about stimulus opportunities for the Commonwealth. This work began in the midst of the CARES Act deliberations. Following that, the group has been looking at ways the Commonwealth can support businesses after or in addition to the federal CARES Act. The objective is to develop a suite of recommendations to support economic recovery.

Mr. Brazier said that VEDP estimates that after both rounds of stimulus, 50% of Virginia firms did not receive PPP loans for a variety of reasons and significant need still remains. The estimated need for support is in the billions of dollars.

Mr. Brazier shared the progress to date from the Economic Crisis Strike Force, including an overview of recommendations and how the group is considering critical points including aligning on objectives and implementation details.

Mr. Brazier concluded his presentation by sharing more details on the recommendations adding that many are already underway.

Mr. Moret applauded the team, specifically the great work of the Economic Competitiveness, Business Investment, Research, Incentives, and Legal divisions. He said that everyone has been involved in this work in one way or another. Mr. Moret added that VEDP is grateful to be able to contribute in a meaningful way to relief and recovery and that he and the team look forward to continuing to work with Secretary Ball and the other members of the Economic Crisis Strike Force going forward.

## **Finance and Audit Committee Report**

Finance and Audit Committee (FAC) Chair Bill Hayter gave an update on the topics that were discussed during the FAC meeting on June 17, 2020.

Mr. Hayter shared that Dixon Hughes Goodman LLP (DHG) presented the findings from their audit of the Incentives Division to the FAC. He explained that the audit received a satisfactory rating with only one low-level finding related to how incentives-related projects are documented.

Mr. Hayter said that DHG also conducted an internal audit of JLARC-related commitments and found that VEDP has substantially implemented all 27 recommendations from the 2016 JLARC report.

Mr. Hayter said that the Internal Audit Plan and Budget for FY21 were presented and accepted by the Committee. He shared that the Business Investment division, VJIP, and the Marketing & Communications division will be audited in FY21. He added that \$185K has been allocated to conduct audits for the coming fiscal year, which is in line with what was spent this year.

Mr. Hayter said that the JLARC Maintenance Plan was presented by Mr. El Koubi with updated changes to statutory reporting requirements and recent internal audit reports.

Mr. Hayter said that the financial results thru March 31, 2020 were presented by Mr. Grenell and that all VEDP divisions were under budget. Mr. Grenell also reviewed the VEDP Budget for FY21. Mr. Hayter said the budget is basically flat and may be adversely impacted by as much as 5-6% as a result of COVID-19.

Mr. Hayter was pleased to report that there have been no referrals to the Office of the Attorney General for collection. Mr. Hayter said that VEDP has received \$1,889,000 in clawbacks since the last Board meeting in January.

Mr. Hayter explained that the Committee was brought two first extension requests for review. They were for Novatech and Kyocera SGS. He said the Committee recommends approval of both extension requests to the Board.

Mr. Hayter offered that the items in his report come to the Board in the form of a consent agenda for approval. Mr. Harrell made a motion to approve the consent agenda. Mr. Pleasant seconded the motion and the motion was approved by roll call vote.

Upon the vote:	Mr. Masee	Aye
	Secretary Ball	Absent for the vote
	Ms. Chenery	Aye
	Mr. Clemente	Aye
	Ms. Engel	Aye
	Ms. Flippo	Aye
	Mr. Harrell	Aye
	Mr. Hayter	Aye
	Ms. Kees	Aye
	Secretary Layne	Aye
	Mr. Mastracco	Aye
	Mr. Pleasant	Aye
	Mr. Reinhart	Aye



Mr. Richardson

Absent for the vote

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

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

Mr. Harrell said that the Committee met on June 17, 2020 and heard from two special guests representing very rural areas, John Kilgore of Scott County and Morgan Quick of Richmond County. Mr. Harrell said that both guests are very tuned into economic development activities in the state.

Mr. Harrell shared that Mr. Kilgore spoke about the largely agricultural economy and great workforce in his area. He said that the area is suffering from the decline of coal and extreme remoteness from the state capital.

Mr. Harrell said that Mr. Quick spoke about the stability of his local government, the county's willingness to use taxpayer funds for development, and quality of life as advantages for Richmond County. He said that there is difficulty in determining the best avenues for pursuing economic activity with limited funds.

Mr. Harrell said that both guests were very appreciative of the work that Vince Barnett and the BI team have been doing. Mr. Quick said that leads coming into his area from VEDP have doubled in the past few years. Mr. Harrell added that both speakers recognize that small victories for them are what they need to continue and that a regional approach is the best way to achieve economic development wins.

Mr. Harrell said the last part of the meeting was a discussion focused on the disparities regarding COVID-19.

### **Recap of General Assembly Outcomes**

Chair Masee introduced Ms. Morton to share a presentation which summarized outcomes from the recent General Assembly session.

Ms. Morton provided an update on the 20-22 Biennium Budget. She shared that when session adjourned, the Governor and the General Assembly had agreed to provide funding for several key investments in the FY21-22 Biennium Budget, including additional one-time funding of \$12.5M for the expansion of the Virginia Business Ready Sites Program; VEDP's request for an additional \$4.7M in the second year of the Biennium Budget for the Virginia Talent Accelerator Program (VTAP); majority restoration of the Virginia Jobs and Investment Program (VJIP) at \$2M each year. She added that while the Governor did send down an amendment to fund International Trade, it was ultimately not included in the final version of the budget.

Ms. Morton said that as things came to a close with session, these programs did well, but unfortunately due to the COVID-19 crisis, the Governor and the General Assembly had to put things on hold until they see what the overall outlook and state revenues are for the foreseeable future.

Ms. Morton shared that the General Assembly is planning to hold a special session in late summer/early fall of this year to consider the budget. She said VEDP hopes that there will be some flexibility with federal dollars to fill some of the holes left in the state's budget due to revenue losses.

Ms. Morton thanked the Administration, General Assembly, and Board members who engaged on making these priorities in the regular session.

Ms. Morton reviewed other budget items of interest noting their funding status (allotted or unallotted) in the Biennium Budget. She said she is hopeful that revenues will be in VEDP's favor for those unallotted items.

Ms. Morton offered a recap of bills that were passed that impact economic development, highlighting the details of the increase in the minimum wage. She said that the minimum wage will be increased to \$9.50/hr in May of 2021; to \$11/hr in January of 2022; to \$12/hr in January of 2023 and then it will freeze for two years. She added that after 2025, the General Assembly will have to reenact legislation. The goal is currently to get to \$15/hr by January of 2027. Ms. Morton said there will be a joint review by VEDP, Department of Housing and Community Development (DHCD), and Virginia Employment Commission (VEC) taking place in 2023 to look at a regional minimum wage.

Ms. Morton reviewed how she and Mr. Moret have been reaching out to legislative leadership to provide updates on Virginia's economy in light of COVID-19 and to share thoughts on future growth opportunities.

Ms. Morton highlighted some upcoming educational opportunities that VEDP is offering to legislators. She shared that Mr. Moret will be presenting an Economic Development 101 session to the Senate Finance's Subcommittee on Economic Development and Natural Resources and he also plans to engage with the House members.

Ms. Morton explained that VEDP is also working on an orientation for members of the Major Employment and Investment (MEI) Commission on economic development that will detail how the MEI process works, how the project process works, VEDP's role in the process, and the Commission's role in the process. Ms. Morton noted that only three former MEI members are returning to the Commission.

Ms. Chenery congratulated Ms. Morton, Mr. Moret, and the team on a great session. She suggested sharing the presentation that is being prepared for MEI with the Board members, so they can see how VEDP is communicating and possibly share it in their regions.

**Closed Meeting:** Strategic Planning; Marketing Planning; FY21Operational Plan; Quarterly Marketing Effectiveness Report; Virginia Talent Accelerator Program; International Trade; Legal; Personnel

Upon the following motion made by Mr. Reinhart, seconded by Mr. Clemente, and unanimously approved by the Board by roll call vote, the Board moved into a closed meeting.

Upon the vote:	Mr. Massee	Aye
	Secretary Ball	Absent for the vote
	Ms. Chenery	Aye

Mr. Clemente	Aye
Ms. Engel	Aye
Ms. Flippo	Aye
Mr. Harrell	Aye
Mr. Hayter	Aye
Ms. Kees	Aye
Secretary Layne	Aye
Mr. Mastracco	Aye
Mr. Pleasant	Aye
Mr. Reinhart	Aye
Mr. Richardson	Absent for the vote

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 ANNUAL SUCCESSION PLANNING AND A PERFORMANCE REVIEW FOR THE CEO; AND PURSUANT TO VIRGINIA CODE §2.2-3711(A)(7) TO ENGAGE IN CONSULTATION WITH LEGAL COUNSEL AND BRIEFINGS BY STAFF MEMBERS PERTAINING TO ACTUAL OR PROBABLE LITIGATION, WHERE SUCH CONSULTATION OR BRIEFING IN OPEN MEETING WOULD ADVERSELY AFFECT THE NEGOTIATING OR LITIGATING POSTURE OF VEDP, INCLUDING CONSULTATION AND BRIEFINGS PERTAINING TO LITIGATION RELATING TO GRANT REPAYMENTS; 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.

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 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 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, (1) 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:	Mr. Massee	Aye
	Secretary Ball	Aye
	Ms. Chenery	Aye
	Mr. Clemente	Aye
	Ms. Engel	Aye
	Ms. Flippo	Aye
	Mr. Harrell	Aye
	Mr. Hayter	Aye
	Ms. Kees	Aye
	Secretary Layne	Aye
	Mr. Mastracco	Aye
	Mr. Pleasant	Aye
	Mr. Reinhart	Aye
	Mr. Richardson	Absent for the vote

**Votes Regarding Closed Session Items**

A motion was made by Mr. Mastracco to approve the Operational Plan for FY21. The motion was seconded by Mr. Pleasant and the motion was unanimously approved as presented by roll call vote.

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

A motion was made by Mr. Pleasant to approve the Quarterly Marketing Effectiveness Report. The motion was seconded by Mr. Reinhart and the motion was unanimously approved as presented by roll call vote.

Upon the vote:	Mr. Massee	Aye
	Secretary Ball	Aye
	Ms. Chenery	Aye

Mr. Clemente	Absent for the vote
Ms. Engel	Aye
Ms. Flippo	Absent for the vote
Mr. Harrell	Aye
Mr. Hayter	Aye
Ms. Kees	Aye
Secretary Layne	Aye
Mr. Mastracco	Aye
Mr. Pleasant	Aye
Mr. Reinhart	Aye
Mr. Richardson	Absent for the vote

A motion was made by Mr. Pleasant to delegate completion of the President & CEO's performance evaluation and related matters to Chair Massee. The motion was seconded by Mr. Reinhart and the motion was unanimously approved as presented by roll call vote.

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

**Anticipated topics for the next meeting**

Mr. Moret shared anticipated topics for the next meeting, noting that the major focus of the meeting would be on the VEDP Strategic Plan refresh.

**Open Discussion**

Ms. Chenery said that she has really enjoyed the partner updates and encouraged VEDP to weave those in when possible. She also said that she would like to see a Business Retention and Expansion (BRE) update, particularly as it relates to the COVID-19 impact, at a future meeting.

Mr. Pleasant said he would like to hear from Barry DuVal with the Virginia Chamber at a future meeting to give the Board an overview on the initiatives that VEDP and the VA Chamber are working on together.

Other Board members shared comments during an informal roundtable discussion, including kudos for Mr. Grundmann and team on their work with Morgan Olson, and for Chair Massee on running an effective virtual Board meeting.

Chair Massee thanked Mr. Moret for agreeing to serve as co-chair on the Virginia Early Childhood Foundation's Back to Work Task Force, which will be working on issues related to childcare in the wake of COVID-19.

**Adjournment**

There being no further business, Chairman Massee adjourned the meeting at 12:52 p.m.

Respectfully submitted,

Stephen Moret  
Secretary

DRAFT