

Minutes
Advisory Committee on Business Development and Marketing Meeting
December 7, 2021

CALL TO ORDER

The meeting was called to order at 12:10 PM by Beth Doughty.

Members present: Beth Doughty, John Kilgore, Paige Reed, Curry Roberts, Leonard Sledge, Christina Winn

Members absent: Carrie Chenery, Matthew Rowe, Amy Parkhurst, Greg Hitchin

VEDP staff present: Vince Barnett, Kevin Miller, Lori Melancon, James Canup, Jason El Koubi, Katherine Goodwin, Mike Grundmann, Christy Morton, Jessica Keegan

Guests: Cass Rasnick (SCT)

Public Comment Period

Beth Doughty invited public comments. No public comments were made.

Talent Accelerator Program Presentation

Mike Grundmann shared a presentation about the Virginia Talent Accelerator Program which provides recruiting and training services customized to a company's unique jobs, operations, and culture.

Mike Grundmann led a tour of the Virginia Talent Accelerator Program Experience Center for the Committee members.

The tour began at 12:35 PM.

The Advisory meeting resumed at 1:41 PM.

Approval of May 13, 2021 Minutes

John Kilgore made a motion to approve the minutes. It was seconded by Christina Winn and approved by roll call.

Roll Call Vote of Committee

Name	Roll Call Vote		
	Yes	No	Abstain/ Absent
Carrie Chenery			X
Beth Doughty	X		
Greg Hitchin			X
John Kilgore	X		
Amy Parkhurst			X

Curry Roberts	X		
Leonard Sledge	X		
Christina Winn	X		
Matt Rowe			X
Paige Read	X		

Closed Session

Curry Roberts made motion to go into closed session. The motion was seconded by Leonard Sledge and was approved by roll call.

Name	Roll Call Vote		
	Yes	No	Abstain/ Absent
Carrie Chenery			X
Beth Doughty	X		
Greg Hitchin			X
John Kilgore	X		
Amy Parkhurst			X
Curry Roberts	X		
Leonard Sledge	X		
Christina Winn	X		
Matt Rowe			X
Paige Read	X		

James Canup read aloud the following to enter a closed meeting:

I MOVE THAT THE ADVISORY COMMITTEE ON BUSINESS DEVELOPMENT AND MARKETING 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.

Closed Session began at 1:43 PM.

At the conclusion of the closed meeting the committee approved the following resolution through a roll call vote noted below:

James Canup read aloud the following to adjourn the closed meeting:

WHEREAS, THE ADVISORY COMMITTEE ON BUSINESS DEVELOPMENT AND MARKETING 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 CONVENEED WERE HEARD, DISCUSSED, OR CONSIDERED IN THE CLOSED MEETING BY THE COMMITTEE.

Name	Roll Call Vote		
	Yes	No	Abstain/ Absent
Carrie Chenery			X
Beth Doughty	X		
Greg Hitchin			X
John Kilgore	X		
Amy Parkhurst			X
Curry Roberts	X		
Leonard Sledge	X		
Christina Winn	X		
Matt Rowe			X
Paige Read	X		

John Kilgore made a motion to vote for election of officers in the 4th quarter (Dec) meeting of every other year with officers not able to serve consecutive terms. It was seconded by Christina Winn and approved by roll call.

Name	Roll Call Vote		
	Yes	No	Abstain/ Absent
Carrie Chenery			X
Beth Doughty	X		
Greg Hitchin			X
John Kilgore	X		
Amy Parkhurst			X
Curry Roberts	X		
Leonard Sledge	X		
Christina Winn	X		

Matt Rowe			X
Paige Read	X		

Wrap-Up and Ideas for Future Meetings

Next Meeting will be February 8, 2022.

Leonard Sledge made a motion to adjourn the meeting. The motion was seconded by Paige Read and approved by roll call.

Roll Call Vote of Committee

Name	Roll Call Vote		
	Yes	No	Abstain/ Absent
Carrie Chenery			X
Beth Doughty	X		
Greg Hitchin			X
John Kilgore	X		
Amy Parkhurst			X
Curry Roberts	X		
Leonard Sledge	X		
Christina Winn	X		
Matt Rowe			X
Paige Read	X		

There being no further business, the meeting was adjourned at 3:05 PM.