

Ellett, Kim

From: Stuart Malawer <stuartmalawer@msn.com>
Sent: Tuesday, April 16, 2013 6:38 AM
To: Briley, Martin
Subject: Re: EB-5 Visa Program.

Martin: Thanks. Wish I was there. I do think that the various visa programs (H1-B and EB-5 and E-2) are crucial to attracting foreign investment and talent. I know from personal experience this is especially true for investors from China. Dr. Li (*Associate Professor of International Business Law*) from Wuhan University of Technology in Chiba is visiting with me for this year, who Jim Cheng met. Dr. Li has made this point over and over. I'm not really concerned about the issue you referenced but the use of visa programs as an important tool in our economic development program generally. I would hate to see a narrow view hamper our development vision in this globalized environment. Looking forward to seeing you again. Have a great trip. Stuart Malawer

From: Briley, Martin
Sent: Monday, April 15, 2013 11:08 PM
To: mailto:stuartmalawer@msn.com
Subject: Re: EB-5 Visa Program.

Stuart, i am currently in Beijing with the Governor's mission. I will return end of the month and hopefully we can chat then. The following note i sent to my communication team following speaking the the Post reporter on that EB5 story. She did not print my comments.

The reporter called my cell tonight asking me to comment on VEDP's statement that we believe the EB 5 is a "visa for sale program". Given that, I decided it better to respond to this but only this...telling her that the VEDP email she quoted as saying "visa for sale" was likely a fleeting moment of inappropriate speculation but certainly not representative of VEDP's position on the EB5 program then or now as VEDP does not have the expertise or intent to draw such a definitive conclusion on a federally regulated program. I repeated that statement to her twice and at no time made comment regarding GreenTech.

Let's see what the ink says.

I hope to speak with you soon Stuart

Best,
Martin

From: Stuart Malawer [mailto:stuartmalawer@msn.com]
Sent: Monday, April 15, 2013 08:47 PM
To: Briley, Martin
Subject: EB-5 Visa Program.

Martin: I've read various statements attributed to VEDP people and / or reports commenting on the EB-5 Visa Program. I would like to know more about how this federal program is actually being utilized and viewed since its recent revision. One of my students did a real good presentation on this and the proposed real estate investment visa last spring. When you get a chance would you let me know how this program fits into the economic development efforts of the Commonwealth. I do understand that the Virginia Tobacco Commission is utilizing this federal program somewhat. I greatly appreciate it. Best Regards, Stuart Malawer

Ellett, Kim

From: McNinch, Sandi
Sent: Monday, April 15, 2013 8:03 AM
To: Briley, Martin; DFerguson@oag.state.va.us; Lehmkuhler, Mike; McClintock, Robert; Povar, Liz; Barnett, Vince
Cc: McNinch, Sandi; Hileman, Carrie D.
Subject: Oh, Joy!

Since the documents on which the allegedly defamatory articles were based are ours, I fully expect that we will be dragged into this lawsuit, one way or another. Stay tuned. S.

Car company founded by McAuliffe files \$85 million suit over Web site articles

By Fredrick Kunkle,

Apr 12, 2013 11:11 PM EDT

The Washington Post

Terry McAuliffe, the former chairman of the Democratic National Committee who is running his second campaign for Virginia governor, has built this campaign around the theme of his business prowess.

In his race against Virginia Attorney General Ken Cuccinelli II, McAuliffe has argued that the state needs his entrepreneurial savvy more than Cuccinelli's interest in social issues. At the center of that pitch has been his founding of GreenTech Automotive, a green-car company that McAuliffe said would create thousands of U.S. jobs.

(Evan Agostini/Associated Press) - Terry McAuliffe



Fredrick Kunkle

GreenTech, founded by Va. gubernatorial candidate Terry McAuliffe, is suing a Web site for libel.

Read more

But since December — when McAuliffe quietly resigned from the company — he has been putting distance between himself and GreenTech, while scrutiny of the company has increased.

This week, McAuliffe's campaign began referring questions about GreenTech to the company as reports surfaced that the firm had been slow to pay property taxes on the site of a future manufacturing plant in Tunica County, Miss., and that it also had filed a lawsuit against an online news organization.

GreenTech's \$85 million lawsuit accuses Watchdog.org of libeling the company in two online articles, including one that quoted an investment adviser saying the venture was a "fraud investment" because of its use of a federal program that grants visas to foreign entrepreneurs in exchange for making investments in the U.S. that create jobs.

The lawsuit, filed Monday in U.S. District Court in Mississippi, claims the allegedly false and defamatory articles have led investors to waver in their commitment to provide \$25 million in financing. It claims that an attempt to raise an additional \$60 million in capital is also in "significant danger" because of the articles.

GreenTech's suit alleges that Watchdog.org made false statements about the enterprise's business model, productivity, and funding that makes use of the federal visa program, known as an [EB-5](#).

In response to questions Thursday, Franklin Center's president, Jason Stverak, issued a statement asserting that GreenTech's lawsuit was baseless. "We are confident that GreenTech's claims are without merit and we will continue to report on this important story," Stverak said.

Josh Schwerin, a spokesman for McAuliffe's campaign, referred calls to GreenTech. William C. Brabec, an attorney representing the company, did not return a call seeking comment.

McAuliffe, 56, finished second in a three-way Democratic Party primary in the 2009 governor's race despite spending heavily on the campaign. After his loss, he set up GreenTech as a holding company that purchased a Hong Kong-based electric-car maker in May 2010 for \$20 million.

When GreenTech unveiled its plans for Mississippi, local media reports said the company estimated the initial phase of the project would cost \$1 billion, generate 1,500 local jobs and produce 150,000 cars a year.

Marianne McInerney, a GreenTech vice president, said the company employs about 10 employees in McLean and 78 in Mississippi. She said the company is in the first \$6 million phase of plant construction in Tunica. She didn't specify how many vehicles have been produced but said until now the company has been building prototypes and redesigned models compatible with U.S. and European markets and placing these with "strategic customers" in Europe and the Middle East. She projected that the company would produce 7,000 vehicles in 2013.

Earlier this week, McInerney said GreenTech's delay in paying the taxes occurred because the Tunica County tax assessor's office wasn't sure that tax abatements applied. It was determined that they do not because cars are not yet being produced at the Tunica site, a company executive said.

In its lawsuit, GreenTech alleges that in an April 1 article, Watchdog improperly characterized the company's reliance on the EB-5 program for funding as a "fraud." The lawsuit also says that assertions that the EB-5 program was its "chief source of funding" and capitalization were false.

The article [has been changed](#) at the request of GreenTech attorneys and now has a clarification at its beginning.

"To be clear, our articles were not intended to (and did not) accuse GreenTech of committing fraud," the clarification says. "Instead, the articles pointed out that the federal EB-5 visa program — which trades U.S. green cards for business investments and which GreenTech has used as a source of capital — has lax oversight, is prone to abuse and fraud, and cannot possibly deliver on its promises to taxpayers and investors."

Sandi
smcninch@yesvirginia.org
804.545.5617

Ellett, Kim

From: Dahlquist, Roy
Sent: Friday, April 12, 2013 9:17 PM
To: Barnett, Vince; Lehmkuhler, Mike; Briley, Martin
Subject: FW: McAuliffe firm a "visa-for-sale" scheme? « The Greenroom

Please note the below web-site article
Roy

Sent with Good (www.good.com)

-----Original Message-----

From: Anita Dahlquist [anita.dahlquist@verizon.net]
Sent: Friday, April 12, 2013 08:27 PM Eastern Standard Time
To: Dahlquist, Roy
Subject: McAuliffe firm a "visa-for-sale" scheme? « The Greenroom

<http://hotair.com/greenroom/archives/2013/04/11/mcauliffe-firm-a-visa-for-sale-scheme/>

Povar, Liz

From: Povar, Liz
Sent: Thursday, April 11, 2013 6:10 AM
To: Catherine Riley
Subject: Re: Washington Post

Thanks. Reporter was chasing me yesterday (along with others) and we knew something was coming but not sure how it would be spun.

Liz by iPhone

On Apr 11, 2013, at 6:08 AM, "Catherine Riley" <CRiley@fceda.org> wrote:

> Hi, Liz - I'm sure you know this but just in case - the Post's Metro Section has another McAuliffe story re Green Tech. An email exchange between you and Roy D is quoted. Looks like you raised a valid concern.

>

> Catherine Riley

> VP, Marketing

> Fairfax County

> Economic Development Authority

>

>

McNinch, Sandi

From: Dahlquist, Roy
Sent: Thursday, April 11, 2013 6:25 AM
To: Povar, Liz; Briley, Martin
Cc: Barnett, Vince; Lehmkuhler, Mike; McNinch, Sandi; West, Suzanne; Henley, Alex
Subject: Re: Washington Post query re: GreenTech

Well
Glad I am in this war zone instead of the alternative
At least we have bunkers and shelters here
Stay low
Roy

From: Povar, Liz
Sent: Thursday, April 11, 2013 06:16 AM
To: Briley, Martin
Cc: Barnett, Vince; Lehmkuhler, Mike; McNinch, Sandi; West, Suzanne; Henley, Alex; Dahlquist, Roy
Subject: Re: Washington Post query re: GreenTech

Article this morn, direct quote: http://m.washingtonpost.com/local/va-politics/democrat-terry-mcauliffes-role-in-greentech-scrutinized/2013/04/10/a71f056a-a216-11e2-be47-b44febada3a8_story.html

Liz by iPhone

On Apr 10, 2013, at 9:14 PM, "Briley, Martin" <MBriley@yesvirginia.org> wrote:

The reporter called my cell tonight asking me to comment on VEDPs statement that we believe the EB 5 is a "visa for sale program". Given that, I decided it better to respond to this but only this...telling her that the VEDP email she quoted as saying "visa for sale" was likely a fleeting moment of inappropriate speculation but certainly not representative of VEDP's position on the EB5 program then or now as VEDP does not have the expertise or intent to draw such a definitive conclusion on a federally regulated program. I repeated that statement to her twice and at no time made comment regarding GreenTech.

Let's see what the ink says.

Martin

From: Barnett, Vince
Sent: Wednesday, April 10, 2013 04:27 PM
To: Povar, Liz; Briley, Martin; Lehmkuhler, Mike; McNinch, Sandi
Cc: West, Suzanne; Henley, Alex; Dahlquist, Roy
Subject: RE: Washington Post query re: GreenTech

I just spoke to Laura and informed her that we have no comment. She is running a story tomorrow, which will like reference Liz's email.

Vince Barnett
Vice President, Communications and Promotions

Virginia Economic Development Partnership
P.O. Box 798 . 901 East Byrd Street
Richmond, Virginia 23218-0798
direct 804.545.5815 . mobile 804.389.1497
Website www.YesVirginia.org
YesVA Mobile App www.YesVirginia.org/app

Sent with Good (www.good.com)

-----Original Message-----

From: Povar, Liz
Sent: Wednesday, April 10, 2013 04:09 PM Eastern Standard Time
To: Briley, Martin; Lehmkuhler, Mike; McNinch, Sandi; Barnett, Vince
Cc: West, Suzanne
Subject: Re: Washington Post query re: GreenTech

I had a similar email and am handling same per Sandi.
Liz by Blackberry

From: Briley, Martin
Sent: Wednesday, April 10, 2013 04:06 PM
To: Lehmkuhler, Mike; McNinch, Sandi; Barnett, Vince; Povar, Liz
Cc: West, Suzanne
Subject: Re: Washington Post query re: GreenTech

As always...no need to talk to reports and if they get to you...NO comment. Nothing more.

Martin

From: Lehmkuhler, Mike
Sent: Wednesday, April 10, 2013 04:00 PM
To: McNinch, Sandi; Barnett, Vince; Povar, Liz
Cc: Briley, Martin; West, Suzanne
Subject: Fw: Washington Post query re: GreenTech

FYI - not touching this one if I can help it. Has to do with the concept of EB-5 as a funding source.
Sent from my cell phone
804-305-3433

From: Vozzella, Laura [<mailto:Laura.Vozzella@washpost.com>]
Sent: Wednesday, April 10, 2013 03:28 PM
To: Lehmkuhler, Mike
Subject: Washington Post query re: GreenTech

I am a Richmond-based reporter for The Post and I am writing about concerns expressed by Liz Povar in an email to you and others in 2009 that GreenTech was a "visa for sale scheme."

Any chance you can talk to me about that, even on background?

Regards,

Laura Vozzella

804-775-2923 (office)

202-578-4255 (cell)

McNinch, Sandi

From: Dahlquist, Roy
Sent: Wednesday, April 10, 2013 5:10 PM
To: McNinch, Sandi
Subject: FW: Washington Post query re: GreenTech.

interesting
Roy

Sent with Good (www.good.com)

-----Original Message-----

From: Vozzella, Laura [Laura.Vozzella@washpost.com]
Sent: Wednesday, April 10, 2013 03:28 PM Eastern Standard Time
To: Dahlquist, Roy
Subject: Washington Post query re: GreenTech.

Hello, Mr. Dahlquist.

I know you are traveling, but I'm hoping this email reaches you. I am a Richmond-based reporter for The Post and I am writing about concerns expressed by Liz Povar in an email to you and others in 2009 that GreenTech was a "visa for sale scheme."

Any chance you can talk to me about that, even on background?

Regards,

Laura Vozzella
804-775-2923 (office)
202-578-4255 (cell)

McNinch, Sandi

From: Dahlquist, Roy
Sent: Wednesday, April 10, 2013 5:01 PM
To: Barnett, Vince; Povar, Liz; Briley, Martin; Lehmkuhler, Mike; McNinch, Sandi
Cc: West, Suzanne; Henley, Alex
Subject: RE: Washington Post query re: GreenTech

I received a call from her at 4:30 AM here in Korea
I did not take the call and her message indicated she wanted to discuss some of my e mails on visa issues
I immediately called Vince, he handled
I will have no non VEDP communication on this issue, per VEDP policy
Roy

Sent with Good (www.good.com)

-----Original Message-----

From: Barnett, Vince
Sent: Wednesday, April 10, 2013 04:27 PM Eastern Standard Time
To: Povar, Liz; Briley, Martin; Lehmkuhler, Mike; McNinch, Sandi
Cc: West, Suzanne; Henley, Alex; Dahlquist, Roy
Subject: RE: Washington Post query re: GreenTech

I just spoke to Laura and informed her that we have no comment. She is running a story tomorrow, which will like reference Liz's email.

Vince Barnett
Vice President, Communications and Promotions

Virginia Economic Development Partnership
P.O. Box 798 . 901 East Byrd Street
Richmond, Virginia 23218-0798
direct 804.545.5815 . mobile 804.389.1497
Website www.YesVirginia.org
YesVA Mobile App www.YesVirginia.org/app

Sent with Good (www.good.com)

-----Original Message-----

From: Povar, Liz
Sent: Wednesday, April 10, 2013 04:09 PM Eastern Standard Time
To: Briley, Martin; Lehmkuhler, Mike; McNinch, Sandi; Barnett, Vince
Cc: West, Suzanne
Subject: Re: Washington Post query re: GreenTech

I had a similar email and am handling same per Sandi.
Liz by Blackberry

From: Briley, Martin
Sent: Wednesday, April 10, 2013 04:06 PM
To: Lehmkuhler, Mike; McNinch, Sandi; Barnett, Vince; Povar, Liz
Cc: West, Suzanne
Subject: Re: Washington Post query re: GreenTech

As always...no need to talk to reports and if they get to you...NO comment. Nothing more.

Martin

From: Lehmkuhler, Mike
Sent: Wednesday, April 10, 2013 04:00 PM
To: McNinch, Sandi; Barnett, Vince; Povar, Liz
Cc: Briley, Martin; West, Suzanne
Subject: Fw: Washington Post query re: GreenTech

FYI - not touching this one if I can help it. Has to do with the concept of EB-5 as a funding source.
Sent from my cell phone
804-305-3433

From: Vozzella, Laura [<mailto:Laura.Vozzella@washpost.com>]
Sent: Wednesday, April 10, 2013 03:28 PM
To: Lehmkuhler, Mike
Subject: Washington Post query re: GreenTech

I am a Richmond-based reporter for The Post and I am writing about concerns expressed by Liz Povar in an email to you and others in 2009 that GreenTech was a "visa for sale scheme."

Any chance you can talk to me about that, even on background?

Regards,

Laura Vozzella
804-775-2923 (office)
202-578-4255 (cell)

McNinch, Sandi

From: McClintock, Robert
Sent: Wednesday, April 10, 2013 5:00 PM
To: McNinch, Sandi
Subject: RE: Washington Post query re: GreenTech

FYI
I got a voicemail from her as well. Not replying.

From: McNinch, Sandi
Sent: Wednesday, April 10, 2013 4:08 PM
To: VEDP Staff
Subject: FW: Washington Post query re: GreenTech

This reporter has also contacted Liz Povar and Suzanne West, so she may be trying other folks, as well.

Everybody repeat after me: "WE DO NOT COMMENT ON ECONOMIC DEVELOPMENT PROJECTS, REAL OR IMAGINED."

If this reporter wishes to FOIA our public records, that is her right. We have no obligation to share with her what we "think" or "feel" about anything. We have no comment.

Sandi
smcninch@yesvirginia.org
804.545.5617

From: Lehmkuhler, Mike
Sent: Wednesday, April 10, 2013 4:00 PM
To: McNinch, Sandi; Barnett, Vince; Povar, Liz
Cc: Briley, Martin; West, Suzanne
Subject: Fw: Washington Post query re: GreenTech

FYI - not touching this one if I can help it. Has to do with the concept of EB-5 as a funding source.
Sent from my cell phone
804-305-3433

From: Vozzella, Laura [<mailto:Laura.Vozzella@washpost.com>]
Sent: Wednesday, April 10, 2013 03:28 PM
To: Lehmkuhler, Mike
Subject: Washington Post query re: GreenTech

I am a Richmond-based reporter for The Post and I am writing about concerns expressed by Liz Povar in an email to you and others in 2009 that GreenTech was a "visa for sale scheme."

Any chance you can talk to me about that, even on background?

Regards,

Laura Vozzella
804-775-2923 (office)

202-578-4255 (cell)

McNinch, Sandi

From: McNinch, Sandi
Sent: Wednesday, April 10, 2013 3:09 PM
To: Povar, Liz; West, Suzanne
Cc: McNinch, Sandi; Hileman, Carrie D.
Subject: RE: GreenTech

Our documents speak for themselves. We have no further comment and we do not owe anyone an explanation of what we "thought" about anything. S.

From: Povar, Liz
Sent: Wednesday, April 10, 2013 3:03 PM
To: West, Suzanne; McNinch, Sandi
Subject: Fw: GreenTech

Ladies: see below. I am on the road. Recommendations?
Liz by Blackberry

From: Vozzella, Laura [<mailto:Laura.Vozzella@washpost.com>]
Sent: Wednesday, April 10, 2013 02:59 PM
To: Povar, Liz
Subject: GreenTech

Hello, Ms. Povar.

I am a Richmond-based reporter with The Washington Post writing about GreenTech. I wanted to talk to you about concerns you had about the proposal. I see that you raised concerns about it being a "visa-for-sale scheme" in a 2009 email released under a FOIA.

Would you be willing to chat with me, even on background?

I am trying to write this story for tomorrow's paper. Sorry for the late notice.

I'm at 804-775-2923.

Regards,

Laura Vozzella

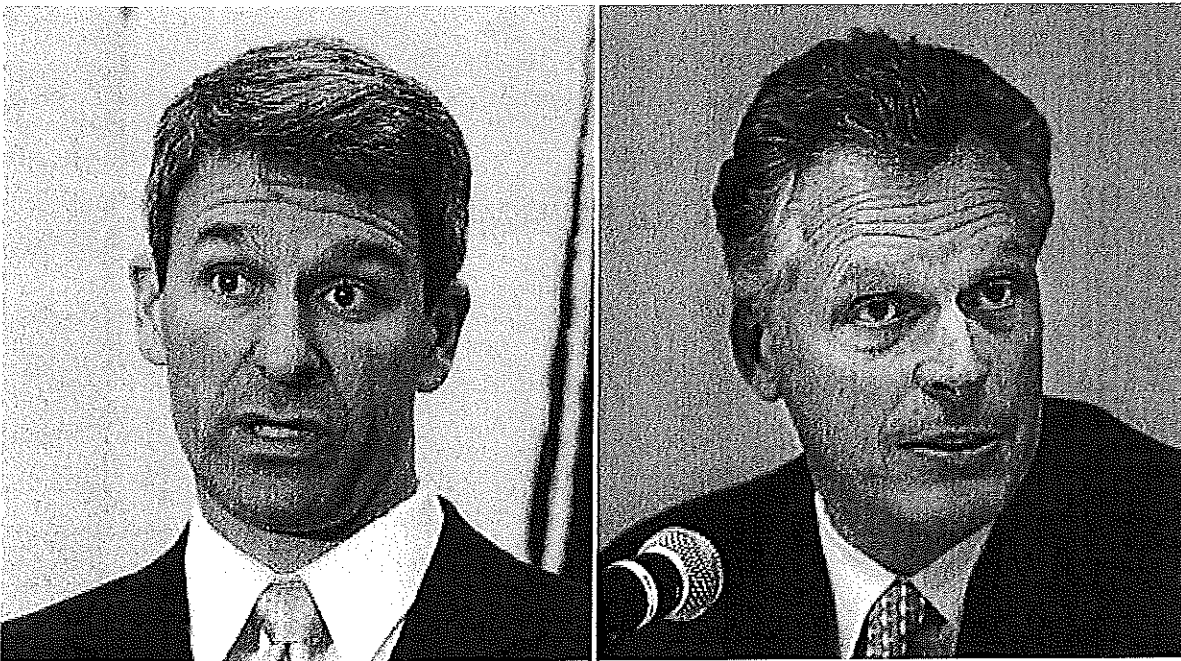
Lehmkuhler, Mike

From: Lehmkuhler, Mike
Sent: Monday, February 11, 2013 8:19 AM
To: McNinch, Sandi; Briley, Martin; Povar, Liz; McClintock, Robert; Hileman, Carrie D.; Santabar, Lauren A.
Subject: Re: Why do I Keep Thinking of Adele's "I Set Fire to the Rain"?

That or Foreigner's "Feels Like The First Time".
804-305-3433

From: McNinch, Sandi
Sent: Monday, February 11, 2013 08:15 AM
To: Briley, Martin; Povar, Liz; Lehmkuhler, Mike; McClintock, Robert; Hileman, Carrie D.; Santabar, Lauren A.
Cc: McNinch, Sandi
Subject: Why do I Keep Thinking of Adele's "I Set Fire to the Rain"?

Ken Cuccinelli hits Terry McAuliffe on business move



Cuccinelli is charging that McAuliffe has changed his story about what happened. | AP Photos

Close

By [EMILY SCHULTHEIS](#) | 2/11/13 4:43 AM EST

Virginia Attorney General Ken Cuccinelli's campaign is going on the attack against his opponent, Terry McAuliffe, over why the Democratic candidate's company chose not to build a plant in Virginia.

GreenTech, McAuliffe's electric car company, looked at building its new plant in Virginia but ultimately chose a site in Mississippi.

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- [Cuccinelli hits McAuliffe business](#)

In a release obtained by POLITICO, Cuccinelli's campaign is charging that McAuliffe has changed his story about what happened.

"Terry McAuliffe is definitely in the car sales business, because first he falsely claimed that Virginia wasn't interested in his car company and now he's blaming his company for the decision," Cuccinelli campaign manager David Rexrode writes in the release. "Given that Terry McAuliffe was the Chairman of the GreenTech, he only has himself to blame for creating jobs in Mississippi that could have been created in Virginia."

The question of why GreenTech chose Mississippi has come up before in the Virginia governor's race, and Cuccinelli's campaign is likely to keep hammering away at it.

At a December news conference, McAuliffe said that Virginia officials weren't interested in having GreenTech build its plant in the state.

"That's their choice. Other states — I think Alabama, South Carolina, Mississippi — have a very aggressive [effort] to bring manufacturing in. Obviously, Virginia was my first choice," he said.

The Associated Press reviewed emails between state and GreenTech officials and reported in December that, while the state initially wasn't enthusiastic about the company's project, GreenTech did not provide Virginia officials with enough details about the project for the state to respond with a potential package of economic incentives.

In an interview with WAMU-FM last Friday, McAuliffe implied that the decision to build in Mississippi was not his. GreenTech's board of directors made the call, he said.

“Listen, the folks who were in charge of moving it, they had many meetings down there. How you decide to move a plant comes down to incentives and what you need to do,” he said. “They made the decision, the company made the decision, to go there.”

One of Cuccinelli’s accusations against McAuliffe does appear off-base. The Republican’s news release claims that McAuliffe blamed Virginia Gov. Bob McDonnell for turning away GreenTech’s project. But at his December news conference, McAuliffe fingered a board of state officials, not the governor himself.

McAuliffe campaign spokesman Josh Schwerin said the premise of Cuccinelli’s attack is misleading.

“On the eve of his book release, you’d think Ken Cuccinelli would be touting his treatise on the evils of public pools, Social Security, and Medicare instead of making false and desperate attacks in an attempt to change the subject,” he said.

Read more: <http://www.politico.com/story/2013/02/ken-cuccinelli-hits-terry-mcauliffe-on-business-move-87445.html#ixzz2Kb0sAmec>

Sandi
smcninch@yesvirginia.org
804.545.5617

McNinch, Sandi

From: Lehmkuhler, Mike
Sent: Sunday, April 07, 2013 6:54 AM
To: Briley, Martin; McNinch, Sandi; Povar, Liz; McClintock, Robert; Hileman, Carrie D.
Subject: FW: Feds Look Closer at Cash Source in McAuliffe Car Scam

FYI.

From: Dahlquist, Roy
Sent: Saturday, April 06, 2013 6:24 PM
To: Lehmkuhler, Mike; Grossman, Paul
Subject: FW: Feds Look Closer at Cash Source in McAuliffe Car Scam

Guys,
You need to read the attached article, it shows how "smart" VEDP operates
Roy

Sent with Good (www.good.com)

-----Original Message-----

From: Thomas E Hamlin [thomas.e.hamlin@dom.com]
Sent: Saturday, April 06, 2013 09:48 AM Eastern Standard Time
To: Dahlquist, Roy
Subject: Feds Look Closer at Cash Source in McAuliffe Car Scam

<http://www.breitbart.com/Big-Government/2013/04/04/feds-look-at-cash-source-in-mcauliffe-car-scam>

Sent using ShareThis

Sent from my iPad
CONFIDENTIALITY NOTICE: This electronic message contains information which may be legally confidential and/or privileged and does not in any case represent a firm ENERGY COMMODITY bid or offer relating thereto which binds the sender without an additional express written confirmation to that effect. The information is intended solely for the individual or entity named above and access by anyone else is unauthorized. If you are not the intended recipient, any disclosure, copying, distribution, or use of the contents of this information is prohibited and may be unlawful. If you have received this electronic transmission in error, please reply immediately to the sender that you have received the message in error, and delete it. Thank you.

McNinch, Sandi

From: Lehmkuhler, Mike
Sent: Friday, February 01, 2013 11:43 AM
To: Briley, Martin; McNinch, Sandi; Povar, Liz; McClintock, Robert; Barnett, Vince
Subject: Re: McAuliffe Meeting

Kathy called this morning and told me she found the book. I'll bring it in on Monday.
804-305-3433

From: Lehmkuhler, Mike
Sent: Thursday, January 31, 2013 07:40 PM
To: Briley, Martin; McNinch, Sandi; Povar, Liz; McClintock, Robert; Barnett, Vince
Subject: McAuliffe Meeting

Turns out neither Renee or Charlie Townes was in the meeting.

Meeting took place on November 17, 2009 at 2:00 p.m. in the

Prince George Electric Cooperative Training Room
7103 General Mahone Highway (US-460)
Waverly, Virginia 23890-0168

Attendees:

Terry McAuliffe	Chairman, GreenTech Automotive
Gary Tang	COO, GreenTech Automotive
Emily (Gupton) Salman	Virginia Gateway Region
Rufus Tyler	Vice Chairman, Sussex County BOS
Wayne Harrell	Sussex County BOS (Blackwater District, including Waverly)
George Morrison	Deputy County Administrator
Jeff Savage	NS
Jeff Cline	NS
Me	

Meeting Notes:

Terry McAuliffe said the company has purchased the MS EB-5 regional center operation and will request that the Governor and Pat provide letters of support to Janet Napolitano to extend the coverage of that center to include Sussex, Danville and Martinsville. Said an extension into VA is possible.

Having a meeting with Pat tonight and breakfast with the Governor on Friday morning to discuss it. Governor-elect McDonnell has been briefed about this project and is supportive. Has also talked to Energy Secretary Chu about the project.

They have [REDACTED] of Chinese investor money lined up already. [REDACTED] has to be placed in either VA or MS by the end of this year. Virginia is the primary choice but MS will get some type of investment if auto assembly plant is located in Sussex instead of Tunica. Not going to do two assembly plants at once.

Haley Barbour is putting pressure on them to go forward in Tunica, MS but Terry would prefer to do the assembly plant in VA for political reasons.

Fully expects us to withhold state funding until they make progress on their end.

Company supposedly "owns the technology from [REDACTED]" (i.e. owns all the patents). Have [REDACTED] invested in the four prototype vehicles.

EB-5 regional center in MS also covers all of LA. Whole application process took 3 months, with letter of support and other encouragement from Gov. Haley Barbour.

Wants to get started asap in Sussex. Only reason they haven't moved forward yet is lack of EB-5 status. Auto assembly plant will be located on the north side of Rt. 460. Supplier park will be situated on the acreage to the south of 460. Also plan to locate additional non-automotive investments here as well.

Gary Tang will provide answers to the business case questions posed in my e-mail dated 10/22/09. Provided Gateway Region with a hard copy of the company's business plan after the meeting (with Gary Tang's blessing). Also provided a hard copy of the questions posed in my 10/22/09 e-mail.

I escorted McAuliffe and Tang to their car after the meeting and received a copy of McAuliffe's book "What A Party!" which he personally inscribed to me.

Project Timeline:

August 20, 2009 – GreenTech contacts the Governor's office

September 22, 2009 - GreenTech visits VEDP and Sussex

October 6, 2009 – GreenTech announces decision for MS
(<http://www.desototimes.com/articles/2009/10/06/news/doc4acbe095c4a5b66762224.txt>)

October 7, 2009 – GreenTech visits Martinsville and Danville sites
October 8, 2009 – GreenTech visits Sussex site

November 17, 2009 – GreenTech (McAuliffe) visits Sussex

Mike Lehmkuhler
Vice President, Business Attraction
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Virginia: "Best State for Business" (Forbes.com, CNBC & Pollina Real Estate)
<http://www.yesvirginia.org/whyvirginia/awards.aspx>

YesVA Free iPhone App:
<http://itunes.apple.com/us/app/yesva/id547717299?mt=8>

YesVA Free Android App:
<https://play.google.com/store/apps/details?id=org.yesvirginia>

McNinch, Sandi

From: Povar, Liz
Sent: Thursday, January 31, 2013 8:19 PM
To: Lehmkuhler, Mike; Briley, Martin; McNinch, Sandi; McClintock, Robert; Barnett, Vince
Subject: Re: McAuliffe Meeting

As mentioned to Mike, I'll talk with Rufus Tyler for his recollection of the meeting.
Liz by Blackberry

From: Lehmkuhler, Mike
Sent: Thursday, January 31, 2013 07:40 PM
To: Briley, Martin; McNinch, Sandi; Povar, Liz; McClintock, Robert; Barnett, Vince
Subject: McAuliffe Meeting

Turns out neither Renee or Charlie Townes was in the meeting.

Meeting took place on November 17, 2009 at 2:00 p.m. in the

Prince George Electric Cooperative Training Room
7103 General Mahone Highway (US-460)
Waverly, Virginia 23890-0168

Attendees:

Terry McAuliffe	Chairman, GreenTech Automotive
Gary Tang	COO, GreenTech Automotive
Emily (Gupton) Salman	Virginia Gateway Region
Rufus Tyler	Vice Chairman, Sussex County BOS
Wayne Harrell	Sussex County BOS (Blackwater District, including Waverly)
George Morrison	Deputy County Administrator
Jeff Savage	NS
Jeff Cline	NS
Me	

Meeting Notes:

Terry McAuliffe said the company has purchased the MS EB-5 regional center operation and will request that the Governor and Pat provide letters of support to Janet Napolitano to extend the coverage of that center to include Sussex, Danville and Martinsville. Said an extension into VA is possible.

Having a meeting with Pat tonight and breakfast with the Governor on Friday morning to discuss it. Governor-elect McDonnell has been briefed about this project and is supportive. Has also talked to Energy Secretary Chu about the project.

They have [REDACTED] of Chinese investor money lined up already. [REDACTED] has to be placed in either VA or MS by the end of this year. Virginia is the primary choice but MS will get some type of investment if auto assembly plant is located in Sussex instead of Tunica. Not going to do two assembly plants at once.

Haley Barbour is putting pressure on them to go forward in Tunica, MS but Terry would prefer to do the assembly plant in VA for political reasons.

Fully expects us to withhold state funding until they make progress on their end.

Company supposedly "owns the technology from [REDACTED]" (i.e. owns all the patents). Have [REDACTED] invested in the four prototype vehicles.

EB-5 regional center in MS also covers all of LA. Whole application process took 3 months, with letter of support and other encouragement from Gov. Haley Barbour.

Wants to get started asap in Sussex. Only reason they haven't moved forward yet is lack of EB-5 status. Auto assembly plant will be located on the north side of Rt. 460 Supplier park will be situated on the acreage to the south of 460. Also plan to locate additional non-automotive investments here as well.

Gary Tang will provide answers to the business case questions posed in my e-mail dated 10/22/09. Provided Gateway Region with a hard copy of the company's business plan after the meeting (with Gary Tang's blessing). Also provided a hard copy of the questions posed in my 10/22/09 e-mail.

I escorted McAuliffe and Tang to their car after the meeting and received a copy of McAuliffe's book "What A Party!" which he personally inscribed to me.

Project Timeline:

August 20, 2009 – GreenTech contacts the Governor's office

September 22, 2009 - GreenTech visits VEDP and Sussex

October 6, 2009 – GreenTech announces decision for MS
(<http://www.desototimes.com/articles/2009/10/06/news/doc4acbe095c4a5b667622224.txt>)

October 7, 2009 – GreenTech visits Martinsville and Danville sites

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From: Lehmkuhler, Mike
Sent: Thursday, January 31, 2013 7:41 PM
To: Briley, Martin; McNinch, Sandi; Povar, Liz; McClintock, Robert; Barnett, Vince
Subject: McAuliffe Meeting

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YesVA Free Android App:

<https://play.google.com/store/apps/details?id=org.yesvirginia>

Hileman, Carrie D.

From: Hileman, Carrie D.
Sent: Thursday, January 24, 2013 1:44 PM
To: Lehmkuhler, Mike
Subject: Re: RT-D PolitiFact

Not sure which print edition but is up online

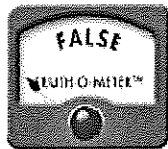
From: Lehmkuhler, Mike
Sent: Thursday, January 24, 2013 01:42 PM
To: Hileman, Carrie D.
Subject: Re: RT-D PolitiFact

Lovely. The other shoe has finally dropped. At least I am not the only person named this time.

Is this in today's edition or tomorrow's?

804-305-3433

From: Hileman, Carrie D.
Sent: Thursday, January 24, 2013 12:34 PM
To: Briley, Martin; McNinch, Sandi; Lehmkuhler, Mike; McClintock, Robert; Povar, Liz; Santabar, Lauren A.; Loftus, John; West, Suzanne; Barnett, Vince
Subject: RT-D PolitiFact



The Truth-O-Meter Says:



Says Virginia economic development officials "decided they didn't want to bid on" his company's electric automobile plant.

Terry McAuliffe on Wednesday, December 5th, 2012 in a news conference.

Terry McAuliffe says Virginia officials "decided not to bid" on his electric automobile plant

Share this story:

McAuliffe criticized Virginia's economic development efforts during this Dec. 5 news conference.

Terry McAuliffe, the only Democrat running for governor this year, is pledging to use his experience as an entrepreneur to create jobs in Virginia.

At a news conference on Dec. 5, he was asked why he decided to locate the manufacturing plant of the electric car company he bought in 2009 in Mississippi instead of Virginia. The company, GreenTech Automotive, has promised to bring at least 1,500 jobs to Mississippi.

McAuliffe replied that he wanted to bring the factory and jobs to the Old Dominion, but officials at the Virginia Economic Development Partnership -- the state's business recruitment agency -- weren't interested.

"They decided they didn't want to bid on it," he said.

"We had sites, we had meetings and they chose that they weren't going to bid on it," McAuliffe, chairman of GreenTech Automotive, added. "I have to go where obviously they're going to put incentives, but the only incentives are if I create jobs, then I get incentives."

McAuliffe said Virginia has not been aggressive in recruiting large manufacturers in recent years. "They've gone to all of our Southern neighbors. Hundreds of thousands have been created. I think its been a decision (by Virginia) not to go after these types of manufacturing facilities. I've always said we should go after these manufacturing plants. You cannot drive through Southside and Southwest Virginia and see those empty furniture and textile (plants) and not say we need manufacturing jobs."

McAuliffe's criticism of Virginia's economic development efforts is likely to become an issue in this fall's election. So we decided to see whether he is accurate in claiming that VEDP rejected GreenTech's efforts to locate its car plant in Virginia.

We asked McAuliffe's campaign for evidence supporting the candidate's claim and received this email reply from spokesman Josh Schwerin: "As Terry said, although GreenTech supplied extensive documentation to support their project, VEDP repeatedly made clear in meetings and correspondence that they did not want to pursue this project."

The campaign declined to provide additional comments or proof.

So we turned to VEDP. The agency, complying with our request under the Freedom of Information Act, furnished hundreds of pages of emails and documents detailing its dealings with GreenTech. Specific information GreenTech furnished about the cost of the plant, investors, key employees, product information and payroll estimates were blacked out.

The documents and emails trace Virginia's communications with GreenTech under the two most recent governors, Democrat Tim Kaine and Republican Bob McDonnell. They show that economic development officials were interested but wary about GreenTech's ability to carry out the project. GreenTech deepened those concerns by not responding to some of the state's questions, according to the emails.

The story begins in 2009. McAuliffe lost a three-way Democratic primary for governor that spring. Shortly afterwards, he bought a Chinese electric car company, moved its headquarters to Northern Virginia and tried to set up a manufacturing base in the United States.

That August, GreenTech officials approached the Kaine administration about opening a car plant in Virginia. After that point, there were many emails between Michael Lehmkuhler, vice president for business attraction at VEDP, and Gary Tang, GreenTech's chief operations officer. On Sept. 11 and Sept. 14, 2009, Lehmkuhler asked a series of "standard diligence questions" about the company's business plan. Tang replied on Sept. 16 -- his answers were heavily redacted -- and six days later, officials from VEDP and GreenTech toured a potential plant site.

The emails show that a major part of GreenTech's financial plan relied on a federal immigration program called EB-5. It allows foreigners who invest \$500,000 into new enterprises in rural or struggling region, or \$1 million in new enterprises in any region, to receive U.S. residency if at least 10 full-time jobs are created within two years as a result of the investment.

The EB-5 program had never been used in Virginia. To set it up, federal laws required the establishment of a "regional center" that would administer the program on a state or regional basis. The center finds suitable EB-5 projects, interacts with potential investors and handles legal and reporting requirements to ensure the investors receive their residency.

A regional center can be run by a state or local government or by a private business. GreenTech wanted to run Virginia's program and asked Kaine to support that goal. The governor in September 2009 asked VEDP to weigh in, but officials there said they needed until at least the end of October to consider the plan.

Meanwhile, Lehmkuhler arranged for GreenTech to tour potential sites in Danville, Martinsville and Waverly on Oct. 7 and 8. But then there was a surprise. On Oct. 6, GreenTech announced plans to build a plant in Tunica, Miss., where it had a regional center.

McAuliffe's company promised to initially employ 1,500 with a \$1 billion investment and produce 150,000 vehicles annually in its first phase, the Memphis Business Journal reported. Watchdog.org later said that Mississippi and Tunica pitched in more than \$8 million in public loans and grants, with more added in tax exemptions and rebates. The public investments will be taken back if the company fails to attract \$60 million in capital and hire 350 full-time workers by the end of 2014, Mississippi's Economic Development Authority said.

VEDP officials learned about the plan through media stories published on the morning of the announcement. Lehmkuhler asked Tang for an explanation.

"We will talk about (Mississippi) in a different occasion when our (Virginia) operations are on more solid ground," Tang replied in an email that same day. "(Mississippi) is moving fast, so we need get (Virginia's regional center) up running quickly."

Lehmkuhler, in an email to other development officials that day, wrote: "They've never indicated a second project until now. (Tang) confirmed this morning that there will be an announcement today, but in his words 'our plan has always been doing some in MS but bigger one in Va.'"

That same day, Lehmkuhler sent an email to Secretary of Commerce and Trade Patrick Gottschalk expressing concern about GreenTech. The "group has no demonstrated ability to run an automotive company," he wrote.

"In my opinion, the Mississippi announcement today was prompted by the need to quickly establish an alternative for Chinese investors who are growing tired of waiting for Wang to get the EB-5 process started in earnest somewhere," he wrote. "After telling them about Mississippi for so long, (CEO and President Charles) Wang has told prospective investors that Virginia will now be their primary focus. He needs to have a Virginia EB-5 regional center up and running asap to accommodate those still willing to wait a little longer for the 'best' opportunity."

During the next two days, GreenTech leaders made the scheduled site visits in Virginia. A week later, they told VEDP officials which site they preferred.

On Oct. 22, Lehmkuhler sent an email to Tang detailing his concerns about the project. "After a second review of the business plan, we still do not see a direct value proposition that explains how GreenTech will reach forecasted sales that equal 100 percent of planned capacity, both at the start of construction in 2012 and after a major expansion occurs through 2015," he wrote.

Lehmkuhler asked Tang to explain how GreenTech, with no car manufacturing experience, would compete with popular hybrids being marketed by major automobile companies. He asked GreenTech to justify its "overstated" estimate of the number spin-off jobs that would be created by other companies servicing the auto plant in Virginia.

In November 2009, McAuliffe, who suggested the project be referred to by the code name Project Go Clean Green, visited Gottschalk and Kaine separately to talk about GreenTech's plans for a Virginia plant.

Around the same time, VEDP finished its evaluation of GreenTech's request for regional center support from the state. The blunt conclusions were laid out in a Nov. 19 memo that Jeffrey Anderson, executive director of the agency, sent to Gottschalk, the secretary of commerce and labor.

Anderson wrote, "we have grave doubts about the business model presented to us" by GreenTech. He mentioned several times that the company had not answered key questions that had been raised by the agency. And he warned that Virginia could be sullied by linking a new EB-5 program to the fortunes of a startup company.

"We are concerned that the financing plan does not fit the rules for the EB-5 Program," Anderson wrote. "If the rules of the EB-5 Program are not followed, the investors will not receive the visas that they thought they would receive. If all, or any significant portion, of the investors were to not ultimately receive the visas, that would give the commonwealth a black eye, in the view of other companies or investors looking for possible business connections with the commonwealth."

Anderson was also troubled by GreenTech's desire to run the regional center for an EB-5 program in Virginia. Foreigners would look to the center to steer them towards "reasonable business investments," he wrote. "We believe that having the principals of the regional center be the same as the principals of the company benefitting from the investment creates a conflict of interest."

On the same day, Tang sent an email to Lehmkuhler suggesting that GreenTech was focusing on one state. "We have been under lots of pressure to move forward in MS..." Tang wrote. "Your expedited process and support is greatly appreciated... If we do not move the project soon in either place (not in both), our project momentum will be

damaged."

Several months of email silence ensued. In February 2010, Anderson asked Lehmkuhler if there was "any news" on GreenTech. Lehmkuhler replied that there wasn't.

GreenTech purchased a prototype vehicle in May 2010 when the company bought EuAuto, a Chinese company that developed MyCar. MyCar is an electric vehicle that can drive 115 miles on one charge and reaches top speeds of 45 mph. In the U.S., dealers can't sell those types of vehicles if they go faster than 25 mph. Most states restrict the cars to roads with maximum speed limits of 35 mph.

After the announcement, Lehmkuhler was asked for an update by Jim Cheng, secretary of commerce and trade for Gov. Bob McDonnell. Lehmkuhler, in a heavily redacted email, replied that the project was "stuck in neutral."

Elizabeth Povar, director of business development at VEDP, added to the reply, "Bottom line, we have no reason at this point to believe there's validity to the job creation numbers (or inferred project)."

McAuliffe told Bloomberg News in October 2010 that the first 100,000 cars produced would sell for \$8,500 apiece after federal and state tax credits reduced the price from \$10,000. In articles written in 2012, the price escalated to \$15,500, according to Torque News, and \$18,000, according to the Memphis Daily News.

In August 2011, GreenTech announced plans to build an assembly plant in Inner Mongolia to serve the Chinese market. A month later, Lt. Gov. Bill Bolling's office asked Lehmkuhler about the project.

Lehmkuhler shared his October 2009 due-diligence email with Randy Marcus, Bolling's chief of staff. Lehmkuhler added, in a note, "Never received an answer to any of these observations, despite a promises (sic) 9 to the contrary."

He also wrote Marcus that the Mississippi plant and product is not what the company originally shared with VEDP. Lehmkuhler wrote that GreenTech "keeps talking about doing this in Virginia but VEDP will not take another step" until the company produced "a qualified business plan and evidence of adequate financing."

Lehmkuhler added that that Green Tech was receiving "no different treatment than any other prospect we deal with."

GreenTech opened a manufacturing plant in a temporary location in Horn Lake, Mississippi in July 2012, surrounded by political luminaries such as former President Bill Clinton and former Mississippi Gov. Haley Barbour. McAuliffe said at the opening that the plant would make the innards of the vehicles destined for China, with assembly completed in the Chinese plant.

But the Associated Press reported that work on the original plant in Tunica has not progressed beyond site work and Watchdog.org adds that the workforce runs just more than 100. The company says it has orders from some Domino's pizza franchises and a Danish company. A recent story from The Commercial Appeal in Memphis, Tenn., said early exports are planned for Europe.

A final flurry of conversations between GreenTech and VEDP occurred last summer. VEDP's call center, which periodically contacts business prospects, dialed Wang, who said GreenTech would be interested in opening a plant in Virginia and moving engineers to the state.

Lehmkuhler followed up with a phone call and emails to Wang. The GreenTech executive replied on July 23. "We always have interest to do projects in Virginia," he wrote and promised to follow up in August. No further emails between the two are recorded.

In November, the McDonnell administration asked for another update on the project. "I reconnected with Gary Tang a few months ago because they expressed a further interest in Virginia when contacted by the call center (now marked as Do Not Contact)," Lehmkuhler wrote to Carrie Roth, deputy secretary for commerce and trade.

VEDP officials declined to be interviewed for this fact check, saying the emails speak for themselves.

For perspective, we spoke to Greg Wingfield, president and CEO of the Greater Richmond Partnership, which recruits and promotes business locally.

Wingfield said the partnership and VEDP investigate companies seeking help move into the Richmond region. For publicly traded businesses, that means reading reports filed with the U.S. Securities and Exchange Commission and learning about the leadership of the company. For privately held companies or startups, the partnership asks for the information.

"If a privately held company won't provide it, that sends up red flags and we can't really go much further," Wingfield said. "There are numerous examples of startups that were playing one state off another state and Virginia has a philosophy that it's not a pay up-front state. They pay out after a company has performed."

Our ruling

McAuliffe blamed VEDP for his company's decision to locate an electric car plant in Mississippi rather than Virginia. "They decided they didn't want to bid on it," he said.

Records showed VEDP staff were interested in the project and were in the process of its due diligence when GreenTech moved ahead with a plant in Mississippi. VEDP had "grave concerns" about GreenTech's business plan. The agency said GreenTech Agency officials had no "demonstrated experience" in manufacturing cars. It doubted the company's job estimates. It questioned the ethics of GreenTech's plan to raise money from foreign investors in exchange for U.S. residency.

The record shows that VEDP asked GreenTech to address its concerns and waited in vain for replies. Without those answers, VEDP would not negotiate monetary support for that, or any, project.

Contrary to McAuliffe's claim, there is no evidence the state agency decided not to bid on the project. Emails show VEDP took GreenTech officials on a tour of potential sites and contacted the company about coming to Virginia almost two years after GreenTech announced it was building a plant in Mississippi.

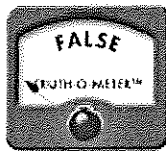
We rate McAuliffe's statement False.

Hileman, Carrie D.

From: Hileman, Carrie D.
Sent: Monday, January 28, 2013 1:55 AM
To: Briley, Martin (MBriley@yesvirginia.org); McNinch, Sandi (SMcNinch@YesVirginia.org); Lehmkuhler, Mike; McClintock, Robert (RMcClintock@yesvirginia.org); Povar, Liz (LPovar@yesvirginia.org); Santabar, Lauren A.; Loftus, John; West, Suzanne; Barnett, Vince
Subject: RE: RT-D PolitiFact

This story ran in very lengthy print in Sunday's RT-D, FYI.

From: Hileman, Carrie D.
Sent: Thursday, January 24, 2013 12:35 PM
To: Briley, Martin (MBriley@yesvirginia.org); McNinch, Sandi (SMcNinch@YesVirginia.org); Lehmkuhler, Mike; McClintock, Robert (RMcClintock@yesvirginia.org); Povar, Liz (LPovar@yesvirginia.org); Santabar, Lauren A.; Loftus, John; West, Suzanne; Barnett, Vince
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VEDP officials learned about the plan through media stories published on the morning of the announcement. Lehmkuhler asked Tang for an explanation.

"We will talk about (Mississippi) in a different occasion when our (Virginia) operations are on more solid ground," Tang replied in an email that same day. "(Mississippi) is moving fast, so we need get (Virginia's regional center) up running quickly."

Lehmkuhler, in an email to other development officials that day, wrote: "They've never indicated a second project until now. (Tang) confirmed this morning that there will be an announcement today, but in his words 'our plan has always been doing some in MS but bigger one in Va.'"

That same day, Lehmkuhler sent an email to Secretary of Commerce and Trade Patrick Gottschalk expressing concern about GreenTech. The "group has no demonstrated ability to run an automotive company," he wrote.

"In my opinion, the Mississippi announcement today was prompted by the need to quickly establish an alternative for Chinese investors who are growing tired of waiting for Wang to get the EB-5 process started in earnest somewhere," he wrote. "After telling them about Mississippi for so long, (CEO and President Charles) Wang has told prospective investors that Virginia will now be their primary focus. He needs to have a Virginia EB-5 regional center up and running asap to accommodate those still willing to wait a little longer for the 'best' opportunity."

During the next two days, GreenTech leaders made the scheduled site visits in Virginia. A week later, they told VEDP officials which site they preferred.

On Oct. 22, Lehmkuhler sent an email to Tang detailing his concerns about the project. "After a second review of the business plan, we still do not see a direct value proposition that explains how GreenTech will reach forecasted sales that equal 100 percent of planned capacity, both at the start of construction in 2012 and after a major expansion occurs through 2015," he wrote.

Lehmkuhler asked Tang to explain how GreenTech, with no car manufacturing experience, would compete with popular hybrids being marketed by major automobile companies. He asked GreenTech to justify its "overstated" estimate of the number spin-off jobs that would be created by other companies servicing the auto plant in Virginia.

In November 2009, McAuliffe, who suggested the project be referred to by the code name Project Go Clean Green, visited Gottschalk and Kaine separately to talk about GreenTech's plans for a Virginia plant.

Around the same time, VEDP finished its evaluation of GreenTech's request for regional center support from the state. The blunt conclusions were laid out in a Nov. 19 memo that Jeffrey Anderson, executive director of the agency, sent to Gottschalk, the secretary of commerce and labor.

Anderson wrote, "we have grave doubts about the business model presented to us" by GreenTech. He mentioned several times that the company had not answered key questions that had been raised by the agency. And he warned that Virginia could be sullied by linking a new EB-5 program to the fortunes of a startup company.

"We are concerned that the financing plan does not fit the rules for the EB-5 Program," Anderson wrote. "If the rules of the EB-5 Program are not followed, the investors will not receive the visas that they thought they would receive. If all, or any significant portion, of the investors were to not ultimately receive the visas, that would give the commonwealth a black eye, in the view of other companies or investors looking for possible business connections with the commonwealth."

Anderson was also troubled by GreenTech's desire to run the regional center for an EB-5 program in Virginia. Foreigners would look to the center to steer them towards "reasonable business investments," he wrote. "We believe that having the principals of the regional center be the same as the principals of the company benefitting from the investment creates a conflict of interest."

On the same day, Tang sent an email to Lehmkuhler suggesting that GreenTech was focusing on one state. "We have been under lots of pressure to move forward in MS..." Tang wrote. "Your expedited process and support is greatly appreciated... If we do not move the project soon in either place (not in both), our project momentum will be damaged."

Several months of email silence ensued. In February 2010, Anderson asked Lehmkuhler if there was "any news" on GreenTech. Lehmkuhler replied that there wasn't.

GreenTech purchased a prototype vehicle in May 2010 when the company bought EuAuto, a Chinese company that developed MyCar. MyCar is an electric vehicle that can drive 115 miles on one charge and reaches top speeds of 45 mph. In the U.S., dealers can't sell those types of vehicles if they go faster than 25 mph. Most states restrict the cars to roads with maximum speed limits of 35 mph.

After the announcement, Lehmkuhler was asked for an update by Jim Cheng, secretary of commerce and trade for Gov. Bob McDonnell. Lehmkuhler, in a heavily redacted email, replied that the project was "stuck in neutral."

Elizabeth Povar, director of business development at VEDP, added to the reply, "Bottom line, we have no reason at this point to believe there's validity to the job creation numbers (or inferred project)."

McAuliffe told Bloomberg News in October 2010 that the first 100,000 cars produced would sell for \$8,500 apiece after federal and state tax credits reduced the price from \$10,000. In articles written in 2012, the price escalated to \$15,500, according to Torque News, and \$18,000, according to the Memphis Daily News.

In August 2011, GreenTech announced plans to build an assembly plant in Inner Mongolia to serve the Chinese market. A month later, Lt. Gov. Bill Bolling's office asked Lehmkuhler about the project.

Lehmkuhler shared his October 2009 due-diligence email with Randy Marcus, Bolling's chief of staff. Lehmkuhler added, in a note, "Never received an answer to any of these observations, despite a promises (sic) 9 to the contrary."

He also wrote Marcus that the Mississippi plant and product is not what the company originally shared with VEDP. Lehmkuhler wrote that GreenTech "keeps talking about doing this in Virginia but VEDP will not take another step" until the company produced "a qualified business plan and evidence of adequate financing."

Lehmkuhler added that that Green Tech was receiving "no different treatment than any other prospect we deal with."

GreenTech opened a manufacturing plant in a temporary location in Horn Lake, Mississippi in July 2012, surrounded by political luminaries such as former President Bill Clinton and former Mississippi Gov. Haley Barbour. McAuliffe said at the opening that the plant would make the innards of the vehicles destined for China, with assembly completed in the Chinese plant.

But the Associated Press reported that work on the original plant in Tunica has not progressed beyond site work and Watchdog.org adds that the workforce runs just more than 100. The company says it has orders from some Domino's pizza franchises and a Danish company. A recent story from The Commercial Appeal in Memphis, Tenn., said early exports are planned for Europe.

A final flurry of conversations between GreenTech and VEDP occurred last summer. VEDP's call center, which periodically contacts business prospects, dialed Wang, who said GreenTech would be interested in opening a plant in Virginia and moving engineers to the state.

Lehmkuhler followed up with a phone call and emails to Wang. The GreenTech executive replied on July 23. "We always have interest to do projects in Virginia," he wrote and promised to follow up in August. No further emails between the two are recorded.

In November, the McDonnell administration asked for another update on the project. "I reconnected with Gary Tang a few months ago because they expressed a further interest in Virginia when contacted by the call center (now marked as Do Not Contact)," Lehmkuhler wrote to Carrie Roth, deputy secretary for commerce and trade.

VEDP officials declined to be interviewed for this fact check, saying the emails speak for themselves.

For perspective, we spoke to Greg Wingfield, president and CEO of the Greater Richmond Partnership, which recruits and promotes business locally.

Wingfield said the partnership and VEDP investigate companies seeking help move into the Richmond region. For publicly traded businesses, that means reading reports filed with the U.S. Securities and Exchange Commission and learning about the leadership of the company. For privately held companies or startups, the partnership asks for the information.

"If a privately held company won't provide it, that sends up red flags and we can't really go much further," Wingfield said. "There are numerous examples of startups that were playing one state off another state and Virginia has a philosophy that it's not a pay up-front state. They pay out after a company has performed."

Our ruling

McAuliffe blamed VEDP for his company's decision to locate an electric car plant in Mississippi rather than Virginia. "They decided they didn't want to bid on it," he said.

Records showed VEDP staff were interested in the project and were in the process of its due diligence when GreenTech moved ahead with a plant in Mississippi. VEDP had "grave concerns" about GreenTech's business plan. The agency said GreenTech Agency officials had no "demonstrated experience" in manufacturing cars. It doubted the company's job estimates. It questioned the ethics of GreenTech's plan to raise money from foreign investors in exchange for U.S. residency.

The record shows that VEDP asked GreenTech to address its concerns and waited in vain for replies. Without those answers, VEDP would not negotiate monetary support for that, or any, project.

Contrary to McAuliffe's claim, there is no evidence the state agency decided not to bid on the project. Emails show VEDP took GreenTech officials on a tour of potential sites and contacted the company about coming to Virginia almost two years after GreenTech announced it was building a plant in Mississippi.

We rate McAuliffe's statement False.

Ellett, Kim

From: Ellett, Kim
Sent: Thursday, January 03, 2013 9:58 AM
To: Marianne McInerney (marianne.mcinerney@wmgta.com)
Cc: Ellett, Kim
Subject: FW: Thank you

Good morning, Marianne,

I am following up on the meeting between Mr. Wang and Martin Briley. All of the dates given below still work, but Martin is now only available after 1:00 p.m. on January 10. I look forward to hearing from you.

Kim Ellett

From: Ellett, Kim
Sent: Thursday, December 20, 2012 2:18 PM
To: Marianne McInerney
Cc: Ellett, Kim
Subject: RE: Thank you

Hi Marianne,

In follow-up to our conversation this morning, Martin is available to meet with Mr. Wang at your office on January 9, 10, 11, 16, or 17. Please let me know which of these dates might be convenient. Thank you.

Kim Ellett
(804) 545-5610

From: Marianne McInerney [<mailto:marianne.mcinerney@wmgta.com>]
Sent: Thursday, December 13, 2012 7:31 PM
To: Briley, Martin
Subject: Thank you

Thank you for your time this evening. I appreciated our dialogue and look forward to meeting you in the near future. I have included my contact information and Charlie Wang's email address below for your use.

Warm regards,
Marianne McInerney
703-666-9001 office
703-298-4195 mobile 1
703-209-4788 mobile 2
Marianne.mcinerney@wmgta.com
Charles.Wang@wmgta.com

Lehmkuhler, Mike

From: Ralph Stephenson <stephenson.ralph6@gmail.com>
Sent: Monday, December 17, 2012 8:31 AM
To: Lehmkuhler, Mike
Cc: Phillips, Anne M.; Giles, Jerry
Subject: GreenTech article

Mike, I am appalled at what I read in today's Richmond Times Dispatch about a great potential company for Virginia that we just let "slip through our fingers." I was at VEDP in 2009 and had a special IN with Jerry Giles. With Jerry being SO indebted to me from past projects for which he provided no funding, I would have liked the chance to plead my case. Does every potential company have to have a team that has at least some experience in an industry it wants to enter? That's really picky. AND, is it a sin to not have any idea as to hiring ramp up or capital investment? "I really don't know" should be an acceptable answer. If they don't have any funding for the project, that is where the state comes in.

Mike, "I could have been so much more" if I could have been allowed to run with this project..... By "so much more" I guess I could have been fired rather than being allowed to retire gracefully (or semi-gracfully).

GREAT CALL, Mike. I'm proud of you and VEDP.

Ralph (Retired) Stephenson

Lehmkuhler, Mike

From: Lehmkuhler, Mike
Sent: Sunday, December 16, 2012 8:43 AM
To: Barnett, Vince
Subject: RE: Greentech Automotive

No

Sent with Good (www.good.com)

-----Original Message-----

From: Barnett, Vince
Sent: Saturday, December 15, 2012 04:33 PM Eastern Standard Time
To: Lehmkuhler, Mike
Subject: RE: Greentech Automotive

Mike - I am catching up on emails. I see that you did not provide additional commit, which was the right approach. Several pubs have picked up the AP story. Have you received any additional inquires?

Vince Barnett
Director, Communications and Promotions

Virginia Economic Development Partnership
901 East Byrd Street
Richmond, Virginia 23219
Phone: 804.545.5815
Mobile: 804.389.1497
Email: ybarnett@YesVirginia.org

Sent with Good (www.good.com)

-----Original Message-----

From: Lehmkuhler, Mike
Sent: Friday, December 14, 2012 01:50 PM Eastern Standard Time
To: Briley, Martin; McNinch, Sandi; Barnett, Vince; West, Suzanne
Subject: Fw: Greentech Automotive

Any chance I can opt out of this?

From: Lewis, Robert Q.. [<mailto:blewis@ap.org>]
Sent: Friday, December 14, 2012 12:44 PM
To: Lehmkuhler, Mike

Subject: Greentech Automotive

Mike

I've obtained a raft of e-mails and other correspondence from 2009 into this year about GreenTech Automotive.

Would you care to discuss the concerns VEDP had, as reflected in the correspondence, about the project?

AP will have a story this weekend that shows contrary to Terry McAuliffe's public claims more than a week ago, VEDP never rejected an application from GreenTech because no application was ever filed. But it's clear from the e-mails, notes and other material that several senior economic development officials under two governors never got satisfactory answers about several aspects of the proposed project and harbored serious misgivings about it.

I will be at the Capitol number all day today.

Thank you

Bob

AP

Bob Lewis
AP Political Writer
Richmond, Virginia

blewis@ap.org

Mobile: 804-405-8001

Capitol: 804-780-2429

Bureau: 804-643-6646

Facsimile: 804-643-6223

Twitter: @APBobLewis

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McNinch, Sandi

From: McNinch, Sandi
Sent: Friday, December 14, 2012 3:41 PM
To: VEDP Staff
Cc: Santabar, Lauren A.
Subject: Response to News Articles - GreenTech Automotive

We have responded to a FOIA request from the Associated Press asking for all of our public records regarding GreenTech Automotive. You may recall that the Chairman of GreenTech Automotive is Terry McAuliffe, presumptive Democratic nominee for Governor. He has suggested that we refused to work with his company in 2009 because we just weren't interested in large manufacturing projects in the electric car market. Our FOIA response culled through a huge volume of documents and resulted in 600+ pages being submitted to the AP.

There will be a series of news articles regarding this matter over the course of the next few days. NBC12 has already done a piece, the Washington Post has an article today, the AP will follow suit today, and the Richmond Times-Dispatch will likely follow on Monday.

If you get a call from a reporter, or an inquiry from anyone else (your mother included), your answer should consistently be: We do not comment on economic development projects, real or imagined.

This is no different, of course, from the response that you should give to anyone asking about any of our projects.

If the pesky reporter or mother persists, feel free to send the reporter or your mother to Martin Briley. Just send a quick email to Martin with the nature of the inquiry and the contact information for the pesky person.

It should be an interesting couple of days.

Sandi
smcninch@yesvirginia.org
804.545.5617

Lehmkuhler, Mike

From: Lehmkuhler, Mike
Sent: Friday, December 14, 2012 3:07 PM
To: 'blewis@ap.org'
Subject: Re: Greentech Automotive

Bob:

Our policy is not to comment on any projects, real or imagined.

I believe the documents in your possession speak for themselves.

Regards,

Mike

From: Lewis, Robert Q.. [<mailto:blewis@ap.org>]
Sent: Friday, December 14, 2012 12:44 PM
To: Lehmkuhler, Mike
Subject: Greentech Automotive

Mike

I've obtained a raft of e-mails and other correspondence from 2009 into this year about GreenTech Automotive.

Would you care to discuss the concerns VEDP had, as reflected in the correspondence, about the project?

AP will have a story this weekend that shows contrary to Terry McAuliffe's public claims more than a week ago, VEDP never rejected an application from GreenTech because no application was ever filed. But it's clear from the e-mails, notes and other material that several senior economic development officials under two governors never got satisfactory answers about several aspects of the proposed project and harbored serious misgivings about it.

I will be at the Capitol number all day today.

Thank you

Bob

AP

Bob Lewis

**AP Political Writer
Richmond, Virginia**

blewis@ap.org

Mobile: 804-405-8001

Capitol: 804-780-2429

Bureau: 804-643-6646

Facsimile: 804-643-6223

Twitter: @APBobLewis

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Lehmkuhler, Mike

From: Lehmkuhler, Mike
Sent: Friday, December 14, 2012 3:03 PM
To: Briley, Martin
Subject: Re: Greentech Automotive

I can handle it. Thanks.

From: Briley, Martin
Sent: Friday, December 14, 2012 02:56 PM
To: Lehmkuhler, Mike
Subject: RE: Greentech Automotive

I don't think it is good to ignore. Tell him what I have told you below (in your own words) and no more. Don't pass my email to him. Write it rather than call. Treat it like any project where we maintain confidentiality.

From: Lehmkuhler, Mike
Sent: Friday, December 14, 2012 2:29 PM
To: Briley, Martin
Cc: McNinch, Sandi; Hileman, Carrie D.
Subject: Re: Greentech Automotive

Works for me. Shall I ignore the request or reiterate the standard message?

From: Briley, Martin
Sent: Friday, December 14, 2012 02:27 PM
To: Lehmkuhler, Mike
Cc: McNinch, Sandi; Hileman, Carrie D.
Subject: RE: Greentech Automotive

Mike, the documents speak for themselves and are in the hands of all who have requested under FOIA. Our position at VEDP remains that we do not voluntarily speak about any projects be they real or imagined.

Martin

From: Lehmkuhler, Mike
Sent: Friday, December 14, 2012 1:50 PM
To: Briley, Martin; McNinch, Sandi; Barnett, Vince; West, Suzanne
Subject: Fw: Greentech Automotive

Any chance I can opt out of this?

From: Lewis, Robert Q.. [<mailto:blewis@ap.org>]
Sent: Friday, December 14, 2012 12:44 PM
To: Lehmkuhler, Mike
Subject: Greentech Automotive

Mike

I've obtained a raft of e-mails and other correspondence from 2009 into this year about GreenTech Automotive.

Would you care to discuss the concerns VEDP had, as reflected in the correspondence, about the project?

AP will have a story this weekend that shows contrary to Terry McAuliffe's public claims more than a week ago, VEDP never rejected an application from GreenTech because no application was ever filed. But it's clear from the e-mails, notes and other material that several senior economic development officials under two governors never got satisfactory answers about several aspects of the proposed project and harbored serious misgivings about it.

I will be at the Capitol number all day today.

Thank you

Bob

AP

Bob Lewis
AP Political Writer
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[IP_US_DISC]

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Ellett, Kim

From: Briley, Martin
Sent: Friday, December 14, 2012 9:52 AM
To: 'Charles.Wang@wmgta.com'
Subject: Letter of Apology
Attachments: GreenTech.pdf; Martin Briley.vcf

Mr. Wang,

Please find attached a sincere letter of apology on behalf of VEDP, with a personal request for a meeting. I have attached my contact information as well. I welcome the opportunity to meet with you and hope to hear from you soon.

Best,
Martin



VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP
P.O. Box 798 . 901 East Byrd Street
Richmond, Virginia 23218-0798
804-545-5600 . www.YesVirginia.org

December 14, 2012

Mr. Charles Wang
Chief Executive Officer
GreenTech Automotive
1650 Tysons Boulevard, Suite 810
McLean, Virginia 22102

Dear Mr. Wang:

Please accept my sincere apologies on behalf of the Virginia Economic Development Partnership (VEDP) for the use of inappropriate words by staff during email communications related to GreenTech. These emails came to our attention within the past few days after reviewing documents assembled in response to a Freedom of Information Act (FOIA) request. Please note that after reviewing thousands of documents and submitting nearly 600 pages of relevant documents in response to the request, it is my understanding that the above noted emails are the full extent of any such language.

Nevertheless, this behavior should have never occurred, as these comments were silly, sophomoric, and totally inappropriate. The staff members have been duly reprimanded, and each has expressed deep regret for these actions and any unintended harm that may have resulted. We all concur that such is not representative of this organization or the people who work here, and each staff member involved has requested an opportunity to write to you separately to emphasize their individual and deep regret.

Please know that your understanding and acceptance of our apology will be most meaningful to all of us at VEDP. As importantly, please know that it is our desire to move forward with you and your team to continue to explore opportunities in the future. To that end, I will be in Northern Virginia the late afternoon of Thursday, December 20, and would very much enjoy the opportunity to meet with you personally.

Thank you for your consideration. I look forward to meeting with you soon.

Best,

Martin J. Briley
President and Chief Executive Officer

Hileman, Carrie D.

From: Briley, Martin
Sent: Thursday, December 13, 2012 6:47 PM
To: McNinch, Sandi; Hileman, Carrie D.
Subject: Thoughts
Attachments: Mr. Wang Apology.docx

Attached is my draft letter of apology that I hope to send out tomorrow when I get back from TJRP. Please take a look and let me know if revisions are in order. I don't write many of these and don't want to be over the top but I do want to be sincere. Your thoughts are appreciated.

Martin J. Briley
President and CEO
Virginia Economic Development Partnership
P.O. Box 798
Richmond, VA 23218
(804) 545-5612
mbriley@yesvirginia.org

December 13, 2012

Mr. Charles Wang

Chief Executive Officer

GreenTech Automotive

1650 Tysons Blvd., Suite 810

McLean, VA 22102

Dear Mr. Wang,

Please accept my sincere apologies on behalf of the Virginia Economic Development Partnership for the use of inappropriate words by staff during email communications on October 1, 6, and November 14, 2009. These emails came to our attention within the past few days after reviewing documents assembled in response to a FOIA request. Please note that after reviewing nearly 400 pages of relevant documents, it is my belief that above noted three emails is the full extent of any such language.

Nevertheless, this should have never occurred as these comments were silly, sophomoric, and totally inappropriate. The staff members have been duly reprimanded and each has expressed deep regret for these actions and any unintended harm that may have resulted. We all concur that such is not representative of this organization or the people who work here, and each staff member involved has requested an opportunity to write to you separately to emphasize their individual and deep regret.

Please know that your understanding and acceptance of our apology will be most meaningful to all of us at VEDP. As importantly, please know that it is our desire to move forward with you and your team to continue to explore opportunities in the future. To that end, I will be in Northern Virginia the late afternoon of Thursday, December 20, and would very much enjoy to opportunity to meet with you personally.

Thank you for your consideration. I look forward to meeting with you soon.

Best,

Martin Briley

McClintock, Robert

From: Lehmkuhler, Mike
Sent: Thursday, December 13, 2012 5:02 PM
To: Briley, Martin; McClintock, Robert
Subject: Charles Wang Contact Information

Charles Wang
Chief Executive Officer
GreenTech Automotive
1650 Tysons Blvd., Suite 810
McLean, VA 22102

Mike Lehmkuhler
Vice President, Business Attraction
Virginia Economic Development Partnership
P.O. Box 798
Richmond, VA 23218-0798

Phone: (804) 545-5722
Mobile: (804) 305-3433
Fax: (804) 545-5701
<<mailto:mlehmkuhler@yesvirginia.org>>

Virginia: "Best State for Business" (Forbes.com, CNBC & Pollina Real Estate)

<http://www.yesvirginia.org/whyvirginia/awards.aspx>

YesVA Free iPhone App:

<http://itunes.apple.com/us/app/yesva/id547717299?mt=8>

YesVA Free Android App:

<https://play.google.com/store/apps/details?id=org.yesvirginia>

Ellett, Kim

From: Briley, Martin
Sent: Monday, December 10, 2012 10:15 AM
To: 'hughkinc@live.com'
Subject: Re: GreenTech Automotive

I am in NOVA 12/20 and could meet late afternoon.

From: Hugh Keogh [<mailto:hughkinc@live.com>]
Sent: Monday, December 10, 2012 10:12 AM
To: Briley, Martin
Subject: RE: GreenTech Automotive

O.K. I'll let Levar know.

From: MBriley@yesvirginia.org
To: hughkinc@live.com
Subject: Re: GreenTech Automotive
Date: Mon, 10 Dec 2012 15:10:51 +0000

PS...we have received a FOIA request for GreenTech Docs and are compiling now. We will redact what is allowed and share first with the company to ensure proprietary info is not shared. Nevertheless, I fear the story will continue a bit longer. A meeting sooner than later would be my preference.

Thanks again.

From: Hugh Keogh [<mailto:hughkinc@live.com>]
Sent: Monday, December 10, 2012 10:03 AM
To: Briley, Martin
Subject: RE: GreenTech Automotive

I spoke with Levar Stoney this morning. He agrees completely that it's to no one's benefit for there to be a continuing (and public) dispute between the candidate and VEDP over the Mississippi project. He will get back to me with some dates over the next couple weeks when Terry could get together with you. It seems to me that a meeting in which each party aired his concerns and understanding of the facts could clear the air and allow the candidate to say "I've met with the leadership of VEDP. We understand each other; I have every confidence in the agency and what occurred 3 years ago is water under the bridge."

I will send you the email chain I instigated yesterday. Levar was prompt in getting back. It will all be fine.

best,

hugh

From: MBriley@yesvirginia.org

To: bill.bolling@governor.virginia.gov; carolepratt12@gmail.com; chris.lumsden@halifaxregional.com;
dpleasant@dewberry.com; dhudgins@odec.com; nonol@aol.com; dwseale@nscorp.com;
firenz72@gmail.com; gdubois@vccs.edu; hughkinc@live.com; jim.cheng@governor.virginia.gov;
Jim.Duffey@governor.virginia.gov; jukrop@ukrops.com; John.Malbon@papco.com;
jgpatterson@omnplex.com; mheath@yesmartinsville.com; mebcfo@comcast.net; neil.wilkin@occfiber.com;
rclark@charlotteva.com; Ric.Brown@governor.virginia.gov; rbeck@beckcompany.net;
sam.schreiber@wellsfargo.com; stephenradkins@aol.com; stuartmalawer@msn.com;
todd.haymore@governor.virginia.gov

CC: swest@yesvirginia.org

Subject: GreenTech Automotive

Date: Fri, 7 Dec 2012 18:41:59 +0000

You may be aware of recent news and blog articles mentioning VEDP in reference to Terry McAuliffe's company, GreenTech Automotive. We wanted to update and assure you that VEDP worked through the process with GreenTech Automotive in 2009 like we do with any other business prospect, and asked the relevant questions needed to produce an incentive proposal. Unfortunately, we never received enough information to create such a proposal and we sought more information to questions that went unanswered. During the same time frame of our conversations, GreenTech announced a different, separate project in Mississippi. We regret that we did not have the opportunity to respond to a fully developed proposal. However, we continue to actively pursue manufacturing jobs for the Commonwealth and look forward to updating you on our enhanced marketing efforts at next Thursday's meeting. Should you be contacted by any member of the media, please do not hesitate to contact Suzanne West, our Communications Manager, at (804) 545-5806.

Martin

Lehmkuhler, Mike

From: Lehmkuhler, Mike
Sent: Friday, December 07, 2012 12:34 PM
To: McNinch, Sandi; Briley, Martin
Cc: Barnett, Vince; West, Suzanne; Hileman, Carrie D.; McClintock, Robert
Subject: RE: Email to Board

It might also be beneficial to tell them that the assembly operation that started production in July of this year bears no resemblance to the business plan we were presented in 2009.

From: McNinch, Sandi
Sent: Friday, December 07, 2012 11:54 AM
To: Briley, Martin
Cc: Barnett, Vince; West, Suzanne; Lehmkuhler, Mike; Hileman, Carrie D.; McNinch, Sandi; McClintock, Robert
Subject: Email to Board

Martin – Carrie and I suggest that we send to our Board members an email similar to one below. As some of our Board members received press inquiries regarding the Virginia Beach matter, they may be receiving similar inquiries regarding GreenTech:

You may be aware of recent news and blog articles mentioning VEDP in reference to Terry McAuliffe's company, GreenTech Automotive. We wanted to update and assure you that VEDP worked through the process with GreenTech Automotive in 2009 like we do with any other business prospect, and asked the relevant questions needed to produce an incentive proposal. Unfortunately, we never received enough information to create such a proposal and we sought more information to questions that went unanswered. During the same time frame of our conversations, GreenTech announced a different, separate project in Mississippi. We regret that we did not have the opportunity to respond to a fully developed proposal. However, we continue to actively pursue manufacturing jobs for the Commonwealth and look forward to updating you on our enhanced marketing efforts at next Thursday's meeting. Should you be contacted by any member of the media, please do not hesitate to contact Suzanne West, our Communications Manager.

Lehmkuhler, Mike

From: Lehmkuhler, Mike
Sent: Friday, December 07, 2012 10:52 AM
To: Briley, Martin
Subject: RE:

That is simply not true. As I said before, the last conversation I had was with the man himself during a visit to Sussex on November 17, 2009, who assured me they were preparing a response to my questions. Never received any such response.

From: Briley, Martin
Sent: Friday, December 07, 2012 10:29 AM
To: Lehmkuhler, Mike
Subject:

Mike, I assumed that the client was either not prepared or able to answer our standard vetting questions to move forward on the deal presented and, as such, disengaged and did not respond. However, the following comment in today's paper indicates that it was VEDP that made (and subsequently delivered to the company) a predetermination that the proposal would not be successful.

Do you recall any conversation or communication with the company reps that could be interpreted to confirm such a statement?

West said VEDP could not give specifics on what information was not provided, but according to Marianne McInerney, the Executive Vice President of sales at GreenTech, the company decided to forgoe the final steps of the application process because it was made clear to them in meetings with VEDP that the proposal would be unsuccessful. This was after a significant amount of time and energy was dedicated to the project.

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