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AUTHORIZATION: _____

Sgt A. Waffel



“K” LINE



PROSPECT CHRONOLOGY “K” LINE AMERICA

7/05/95: Keith Boswell, Project Manager, Virginia Department of Economic Development met with two decision makers from “K” Line America based in the New York area (Murray Hill, NJ). Keith says that “K” Line is a Japanese owned transportation and freighter company (cars & oil). A major competitor, Sea Land, moved to Charlotte, and now they’re considering a move because of the high cost of business. They have 22 North American offices and estimate an \$8.2 million budget for this project. Quality of life is a big issue. They would like a modern brick and glass building but not a monument.

7/7/96: Partnership forwarded a general information package and Site study.

8/18/95: Keith said he got a message that they received information and were working on their long range strategic plan. They’ll call if they need anything.

10/18/95: Keith reports that the project is now active. They have asked for him to make a presentation on October 26.

11/1/95: Presentation went very well. They loved the Partnership’s video. He thinks they will visit before the end of the year. Keith asked for real estate information and that we address “K” Line’s operational and cost concerns. They may need two different buildings, one for customer service center and one for headquarters (a long term option).

11/8/95: Submitted a package to Keith with a customized report and real estate data on 17 different locations throughout Greater Richmond area. Also included was an invitation to the Partnership/VCU reception in New York during the Report to Top Management.

11/14/96 Dick Motta (Executive Vice President), Terry Orizondo (Director of Budgetary Control) and Patricia Colombo (Treasurer/Controller) attended Report to Top Management and met Partnership representatives including Phyllis Cothran, Greg and Gene.

12/6-7/95: **Terry Orizondo, Dick Motta and Patricia Colombo visited.** 11 buildings were shown, and they indicated interest in the Winchester Building, Tech Point

at Innsbrook and Virginia Center Tech Park. They visited J. C. Penney's telemarketing center to meet with their personnel manager and during lunch met with Time-Life Books executives. Greg hosted dinner with Mac McDonald (to discuss Greater Richmond from a corporate/customer service environment) and Jim Dunn (to discuss Institute for Customer Service Learning) at the Downtown Club. Virginia Properties gave a presentation on relocation services as arranged by Keith. They want to make a decision by the end of the year. The top executives will revisit the top choices by that time.

12/12/95: Dick called. He will be back on December 14 with David N. Mills, VP & Corp. Secretary, and Director; and back again on December 20, with Oscar J. Abello, President & CEO, and Yoshio Iinuma, Executive Vice President (both also directors). He asked that Greg be involved on the 20th and suggested that lunch with Mac McDonald would be a good idea.

12/15/95: **Dick and David visited.** They said that the decision has been made to recommend Greater Richmond for the location and now they must convince the Board.

1/4/95: **Motta, Mills and Iinuma visited.** After a presentation in the Partnership's board room, a building tour and neighborhood tour were given. Chesterfield hosted lunch at Crab Louie's. Don Joyce and Jack Furnas from Westvaco joined us and answered questions about their experience relocating employees, families and business activities as well as quality of life issues.

1/18/96: **Oscar Abello & Dick visited.** After a presentation at the Airport briefing center, we looked at Boulders, Arboretum, Winchester and Virginia Center, toured residential areas and drove by a few horse farms for sale. Lunch attendees at Bottega's included Greg Wingfield, Gary McLaren, Susan Deusebio and Anne Maliff.

1/29/96: Dick called to say that they have decided on locating in Greater Richmond. He is considering either the Winchester Building or Virginia Center Tech Park.

2/13/96: Dick said they have decided on the Winchester building.

Phase 2 - Corporate Headquarters relocation

9/18/96: Bob Gibson and Keith Noren called the Partnership for real estate information for a confidential headquarters project.

9/19/96: The Partnership arranged to send brass book ends to Inuma, Mills and Abello in Williamsburg.

9/20/96: Gibson confirmed that the confidential project was K-Line. Building Information was sent to Dick.

1/15/97: Dick wants information concerning flights. A Jewish executive is also concerned about the Jewish community and cultural activities in Richmond. Flight schedules from DC and Richmond were sent along with JCC information.

4/7/97: K-Line is still working out timing issues and personnel situations. The Partnership mentioned the major facilities job tax credit since combining the two facilities would put them over the 100 employee threshold. Dick is still pushing things on his end. There are some meetings going on in Japan. Partnership mentioned the job tax credit to Boswell, and he will draft a letter explaining the time frame for the major facilities job tax credit.

5/28/97: Keith Boswell called and said that they expect to make a company announcement over the next few days. The Partnerships will prepare a joint release.

5/29/97: "K" Line announced relocation.

9/8/97: 25 people are estimated to be relocating. All managers were offered positions. In all, 100+ employees were offered relocation.