

ECONOMIC DEVELOPMENT AUTHORITY OF THE CITY OF NORFOLK

Meeting Minutes

The Economic Development Authority of the City of Norfolk called, and held, its regular monthly meeting on Wednesday, April 5, 2023, at 12:00 PM, 4th floor of the Dominion Tower, 999 Waterside Drive, Suite 415 Norfolk, Virginia 23510.

DIRECTORS PRESENT:

Antonio Sisco – Chair
Jeffrey Brooke – Vice Chair
Kim Brown
Jaeson Dandalides
Richard Ottinger
Henri Patten
Carter Smith
George Polizos

STAFF PRESENT:

Sean Washington – Executive Director
Dawn Ryan – Assistant Secretary-Treasurer

COUNSEL PRESENT:

Barry Hunter – Kaufman & Canoles, P.C.

ABSENTEE DIRECTORS:

Kelsey Host-Sarcone
Morgan Whayland

GUESTS:

Maya Keplinger – Department of Economic Development
Luz Grant – Department of Economic Development
Robert Sharak – Department of Economic Development
Nihal Vasty – Department of Economic Development
Alaa Sabbagh – Department of Economic Development
Jasmine Kornegay – Department of Economic Development
Rick Alexander – Bowditch Development
Brett Hall – WAVY-TV
Corby Slaughter – WAVY-TV
Doug Smith – Hampton Roads Alliance
Toi Hunter – Hampton Roads Alliance
Shenette Felton – City of Norfolk – Finance

MEETING CALLED TO ORDER

Chairman Sisco called the meeting to order at 12:05 PM and thanked staff and directors present for attending. Chairman Sisco informed the Board of the passing of former director Linwood Fisher. Chairman Sisco also informed the Board that Director Whayland had given birth to her child. With no additional public comments, Chairman Sisco proceeded with the business of the meeting.

MINUTES

Chairman Sisco asked the Directors to review the minutes of the March 1st meeting. There being no comments or corrections, Chairman Sisco entertained a motion to approve the minutes as presented. Director Ottinger moved to approve the minutes, which was seconded by Director Brown. The motion was unanimously approved. (Vote 8-0-0).

AGENDA OVERVIEW

Mr. Washington informed the Board of the passing of Senior Business Development Manager Michael Cutter and then briefly reviewed the agenda.

DIRECTORS REPORT

Mr. Washington gave the Board an overview of the Department of Development's organizational chart, noting that it now has one additional vacancy due to the passing of Senior Business Development Manager Michael Cutter. Mr. Washington then reviewed the Department of Development's progress in business announcements and said that we ranked second in Virginia for announcements and new jobs. Mr. Washington announced the Ribbon Cutting for PRINCO LLC on April 5th at 3:00 PM. Mr. Washington noted that this project generated 284 new jobs and \$23.8M in capital investment.

Mr. Washington reported that Business Retention and Expansion helped to secure an expansion of Advanced Integrated Technologies (AIT), a veteran-owned business providing contracting services for repairing military ships. This expansion project generated 76 new jobs and \$500k in capital investment.

Mr. Washington reported that Business Creation and Entrepreneurship has closed applications for the Capital Access Program and is now reviewing applications. Mr. Washington explained that while this round is funded through the Community Development Block Grant (CDBG) program which does not flow through the EDA, the following round is to be funded by the American Rescue Plan Act (ARPA) which will flow through the EDA. Mr. Washington then explained that the funds will be used for the Commercial Corridor Pilot Program which will focus on revitalization efforts, starting with the 35th Street Corridor and the Granby/Riverview Corridor. The Lafayette Boulevard and East Little Creek Road Corridors are to follow. Norfolk Works' WeldNOW mobile welding lab has been moved to Colonna Shipyard in order to assist additional city of Norfolk residents and share the workforce resource.

Mr. Washington reported that Marketing is focused on the upcoming branding and website refresh which is targeted for an April 14th release. Updates to the website will include EDA Directors' short biography and headshots, along with EDA minutes.

Finally, Mr. Washington noted other recent or upcoming events as follows: Small Business Community Forum (February 22, March 2, March 22, March 30), HREDA RED Team Meeting April 6th – HR Planning District), Greater Norfolk Corporation Board Meeting (April 6th – EVMS), and the city of Norfolk – State of the City (Friday, April 14th – Hilton Main Hotel).

NEW BUSINESS / UPDATES

Chairman Sisco introduced the President and CEO of the Hampton Roads Alliance, Doug Smith. Mr. Smith provided the Board with the following information regarding the Hampton Roads Alliance: Mr. Smith informed the Board of the Hampton Roads Alliance' mission, which is to work collaboratively to

lead the region in attracting, growing, and retaining companies and talent to create a more resilient, inclusive, and equitable region of choice. Mr. Smith expressed the reasons for a positive outlook for the region, as some localities drop out of the Alliance, more localities have rejoined, and Hampton Roads now has a regional legislative agenda, which is new. Mr. Smith brought to the Board's attention that the city of Norfolk is not a current member of the Eastern Virginia Regional Industrial Facility Authority (EVRIFA), but he recommended that the city should consider a membership. Mr. Smith outlined areas for improvement to reduce the number missed projects in the region. Mr. Smith noted additional areas of improvement for the region to combat the out-migration rate. To finish, Mr. Smith expressed his bullish outlook on the region and his excitement for the future. Presentation materials are attached.

Mr. Washington then introduced Robert Sharak to update the Board on a Memorandum of Understanding (MOU) with Fairwinds Landing, LLC regarding a FY 2023 US Department of Transportation Port Infrastructure Development Program Grant (PIDP). Mr. Sharak said Grant funds would be used to upgrade physical infrastructure at the Fairwinds Landing facility in Norfolk (formerly Norfolk Southern's Lambert's Point Docks). Director Brooke requested the main purpose of the MOU. Mr. Sharak responded that the MOU is a required document for PIDP Grant Application, and that a resolution will be needed to enable EDA Officers and General Council to execute the final MOU and submit the application. A motion was made by Director Brooke to approve the resolution, Director Ottinger seconded the motion, with the motion being approved unanimously. (Vote 8-0-0).

Mr. Washington then provided an update to the Board regarding the Rosna Theater. He said the EDA was scheduled to close on the purchase on April 13th, 2023. Mr. Washington indicated that the EDA has \$1M of restricted monies which are City funds remaining from the sale of the former JC Penny project. Mr. Washington received documentation from the City Manager authorizing the Board to use this \$1M to

close the purchase. Mr. Washington added that once the purchase is closed, the property will be transferred to the City in about 30 to 60 days.

Mr. Washington noted that the City will undertake the renovation of the property after acquisition. He said VIA Design and WPA have submitted proposals which are being reviewed by an appointed evaluation committee. The evaluation committee will finalize the scoring after receiving additional information from VIA and WPA. The evaluation committee will then announce the awarded team. The winning team will then contact the City for the rehab process.

Mr. Washington continued with an update regarding Military Circle Mall. As scheduled, the demolition of the mall will begin with the 4 outer ring parcels in late April to early May of this year. East Coast Demolition is going to perform a full site walk-through on Friday with Steven Lucas and the City team. Demolition of the main mall structure will commence around the end of June or the beginning of July. It will take 12-18 months to complete the work. Mr. Washington noted that for various reasons the slab will not be removed as originally thought. He said that the EDA had approximately one million dollars from the Cinemark settlement that can be used to fund upfront costs.

Mr. Washington reminded the Board that the executive director of the Hampton Roads Small Business Development Center (HR SBDC), Jolie Spears, made a presentation to the Board the previous month. Mr. Washington recommended a contribution of \$5,000.00 to assist with funding of the activities of the HR SBDC. Director Smith moved to approve the \$5,000.00 sponsorship. Director Patten seconded the motion, and the motion was unanimously approved. (Vote 8-0-0).

Chairman Sisco reminded the Board of the Princo, LLC Ribbon Cutting event today, the State of the City event at The Main next Friday, April 14th, and the 47th Annual HR Volunteer Achievement Awards at The Westin Thursday, April 27th.

Director Brown made the Board aware of an award event on May 20th at Sheridan Waterside Hotel.

CLOSED SESSION

Director Brooke presented the following motion for consideration by the Board, which motion was seconded by Director Brown and unanimously approved by roll call vote:

"Mr. Chairman, I move that the Directors of the Economic Development Authority of the City of Norfolk convene in a closed meeting pursuant to Section 2.2-3711.A.3 of the Code of Virginia for the purpose of discussion and consideration of the acquisition of real property for a public purpose, and the disposition of publicly held real property, in each case, with respect to property located in the Military Highway area of the City, where discussion in an open meeting would adversely affect the Authority's bargaining position or negotiating strategy." Roll call vote: Director Brooke, Director Brown, Director Dandalides, Director Ottinger, Director Patten, Director Smith, Director Sisco, and Director Whayland, all ayes. (Vote 8-0-0)

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After reconvening in an open meeting, the Directors unanimously approved the following certification by roll call vote:

"The Directors of the Economic Development Authority of the City of Norfolk certify that to the best of their knowledge (i) only public business matters lawfully exempted from open meeting requirements under the Virginia Freedom of Information Act and (ii) only such public business matters as were identified in the motion by which the closed meeting was convened, were heard, discussed or considered in the meeting by the Directors of the Authority." Director Brooke, Director Brown, Director

Dandalides, Director Ottinger, Director Patten, Director Smith, Director Sisco, and Director Whayland, all
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eyes. (Vote 8-0-0)

Chairman Sisco asked if there were any additional questions or concerns and there being none,
the meeting was adjourned at 1:43 PM.

Approved by 

Attachments:

1. Director's Report – Presentation
2. Hampton Roads Alliance – Presentation