

# **ECONOMIC DEVELOPMENT AUTHORITY OF THE CITY OF NORFOLK**

## **Meeting Minutes**

The Economic Development Authority of the City of Norfolk held its regular meeting on Wednesday, October 2<sup>nd</sup>, 2019 at 7:30 A.M. in the Dominion Tower Conference Room at 999 Waterside Drive, Suite 400, Norfolk, Virginia 23510

### **DIRECTORS PRESENT:**

Michael Lee – Chair  
Antonio Sisco – Vice Chair  
Jeffrey Brooke  
Kim Brown  
Jaeson Dandalides  
Robert E. Garris, Jr.  
Richard Ottinger  
W. Craig Reilly  
Ursula Rhodes  
Carter Smith

### **STAFF PRESENT:**

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

### **COUNSEL PRESENT:**

Barry Hunter– Kaufman & Canoles

### **GUESTS:**

Dan Shelton – Whiting-Turner  
Thomas McCarthy – Hourigan  
John Nunnery – Old Dominion University  
Monique McWhite – ODU PTAC  
Trista Pope – City of Norfolk - City Manager's Office

### **ABSENT:**

Linwood Fisher

## **MEETING CALLED TO ORDER**

Chairman Lee called the meeting to order at 7:33 A.M. and welcomed staff and guests. Chairman Lee also introduced Carter Smith the newest member of the EDA Board elected by City Council.

## **BRIEFING/NEW BUSINESS**

Mr. Chalk provided an update on the upcoming agenda and introduced Ms. Monique McWhite from Old Dominion University, Procurement Technical Assistance Program. Ms. McWhite explained to the board that this program was designed to help assist businesses to bid competitively on federal, state and local government contracts. With many small outreach programs to businesses, Ms. McWhite and her team hold various events including Industry Days and provide a public forum where they can discuss upcoming requirements and partnering opportunities.

The ODU-PTAC is a great one stop shop with dynamic programming. Ms. McWhite is requesting support from the City of Norfolk in the form of a cash match. Last year they served 80 businesses, held 213 counseling sessions and clocked 376 hours of contact time. Of those being helped, 24 were Norfolk businesses that met with estimators. The total prime contracts 132 were worth \$27,632,380.00. ODU-PTAC now has a center on Bank Street in downtown Norfolk. (Attachment #1)

Mr. Washington advised the board of an upcoming Opportunity Zone discussion coming in December 2019. There are 212 zones in the state of Virginia and Norfolk has strategically categorized its zones into investable districts detailed with statistical information to resonate with any investor's risk profile. Norfolk has 16 zones, the most of any municipality in Virginia. (Attachment #2) The discussion is going to be at the Attucks Theater the first or second week of December.

## **FINANCIAL UPDATE**

Mr. Washington gave a brief update on the financials as of August, 2019 and reviewed the EDA's fiscal year 2019 operating budget, as follows:

### **Revenue**

The EDA received \$9,130.18 in admin fees for the month of August.

### **Operating Expenses**

For the period, administrative/overhead expenses were \$8,765.19 with departmental expenses of \$12,336.65. Non-operating expenses totaled \$3,367.09 as well. Mr. Washington reported that all expenses are in line with the approved FY20 budget and it's a slow start since most Admin fees collected are in later months. (Attachment #3).

Mr. Washington advised the board that the DriveNow program was such a success that HRT and TCC are asking for another round of support in the amount of \$6,000 to sponsor three more students on the next round of classes starting November 4<sup>th</sup>. This additional contribution for support will again go to Norfolk citizens that are registered. Mr. Washington passed out two handouts (Attachment #4).

## **OLD BUSINESS**

Mr. Chalk introduced Mr. Garris to speak on behalf of Ms. Brown for an update on the Port of Virginia. The current status is that container ships have increased traffic by 5% by volume in August. Virginia International Gateway, one of the two main terminals, is now 800 feet longer. It can accommodate three ultra-large container ships at once and features more than a dozen new stacking yards to pack in more containers. Norfolk International Terminals (NIT) is the Virginia Port Authority's largest terminal and the port at NIT is in phase II of renovations. Mr. Dandalides also mentioned that while the dredging of the Elizabeth river shipping channel is beneficial for safety and to accommodate larger container ships, we need to continue to try to be a first in and last out port so that we can maximize the benefits of a deeper and wider shipping channel. The vessel rotation is aligned with New York and the other two bigger ports are Savannah, GA and Charleston, SC.

Mr. Chalk updated the Board on the status of the Resort Casino development in the Harbor Park area. The City Council approved an intergovernmental agreement and an option to purchase. The purchase option would last for 5 years and be exercised after the land is accepted into trust from the Department of Interior or if the General Assembly approves gaming in Norfolk. The City would sell the land for approximately \$10 million. The tribe would be responsible for all infrastructure on the site including extending the waterfront promenade, pay for traffic studies and road improvements. The City would receive 4% net gaming revenues with a minimum of \$3 million. The project could generate up to 3500 jobs. More details will be provided after the Joint Legislative Audit Review Committee at the State releases their report at the beginning of December. (Ms. Rhodes left the meeting at 9:04 AM)

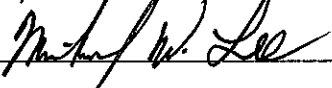
## **MINUTES**

Chairman Lee asked the Board to review the minutes for the September 11<sup>th</sup>, 2019 meeting. Hearing no questions or adjustments, he asked for a motion to approve the minutes of September 11<sup>th</sup>, 2019. Upon motion by Mr. Garris, and seconded by Ms. Brown, the minutes of the September 11<sup>th</sup>, 2019 meeting were approved by a vote of 6-0-2 with the two abstentions from Ms. Brown and Mr. Ottinger.

## **ADJOURNMENT**

Before the meeting adjourned Ms. Brown announced she was honored by the City of Hampton.

A motion was made, seconded and unanimously approved to adjourn the meeting at 9:10 A.M.

Approved by 

Attachments: 1. ODU PTAC Presentation  
2. Opportunity Zone Prospectus  
3. Financial Statement Update  
4. DriveNow Flyer