

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, January 5, 2022, at 12:00 Noon on the 4th floor of the Dominion Tower, 999 Waterside Drive, Suite 400 Norfolk, Virginia 23510.

Due to COVID-19, the public was also granted electronic access to the meeting via WebEx through a link on the EDA's Website.

DIRECTORS PRESENT:

Antonio Sisco – Chair
Jeffrey Brooke – Vice Chair
Kim Brown
Jaeson Dandalides
Richard Ottinger
George Polizos
Kelsey Host-Sarcone – Remote – Home address
Carter Smith
Morgan Whayland

STAFF PRESENT:

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

COUNSEL PRESENT:

Barry Hunter – Kaufman & Canoles, P.C.

GUESTS:

Bob Sharak – Department of Economic Development
Emmanuel Manolakas - Department of Economic Development
Nihal Vasty - Department of Economic Development
Ken Creameans – Department of Information Technology

ABSENT:

Ursula Rhodes

MEETING CALLED TO ORDER

Chairman Sisco called the meeting to order at 12:01 PM and thanked staff and directors present for attending and stated he hoped everyone had a good holiday.

OLD BUSINESS/BRIEFING

Chairman Sisco entertained a motion to approve Ms. Sarcone's participation in the meeting remotely through electronic means. Ms. Brown moved to allow such participation and Mr. Smith seconded the motion. The motion was unanimously approved with a vote 9-0-0. The Chairman then asked for approval of the minutes of the November 3, 2021, Board meeting. Mr. Dandalides noted that he had abstained on the vote on the Performance Agreement with CMA-CGM (America) LLC. Mr. Smith noted that the minutes incorrectly referred to him as Mr. Carter rather than Mr. Smith. Subject to these corrections, Mr. Smith moved to approve the minutes, which motion was seconded by Ms. Brown and unanimously approved. (Vote 9-0-0).

NEW BUSINESS / UPDATES

Mr. Chalk introduced the first presenters. Mr. Alphonso Albert and Rev. Dr. Kirk Houston made a presentation on behalf of The Garden of Hope CDC, Inc. supporting a request for a \$75,000 EDA grant to be used to purchase 2 vehicles for the business. After the presentation, the Executive Director explained that the request would be referred to the CAP Committee for a recommendation and the Board would act at that time. (Attachment #1)

Andy Edmunds then gave a presentation on the film industry and its economic impact on Virginia. Mr. Edmunds noted, as an example, that 450 small business benefited from the filming of Homeland and that the filming of 3 shows during the pandemic generated \$120 million in immediate economic impact and \$240 million in total economic benefit. Mr. Edmunds indicated Virginia needs to focus on the tax credits that induce the film industry to locate production in Virginia. The Commonwealth's tax credits are capped at \$9.5 million per year while other states are much higher or, in the case of GA, not subject to a cap. With a \$13 return on every \$1 of tax credits, Mr. Edmunds stated that the economic return justifies removing the cap in the case of episodic content. (Attachment #2) Following the presentation, there

was some discussion as to what other jurisdictions might be doing and whether Mr. Chalk has had any discussions with the other jurisdictions. It was noted that Suffolk has a sound stage, but Mr. Chalk indicated that he had not had any conversations with development personnel in other jurisdictions on the subject. Mr. Ottinger raised the question as to what the state issue was and what was the local issue in deciding what the Authority should be doing. Mr. Chalk indicated that he didn't know the answers to everything but that somebody needed to take the lead. He said the Resolution in the Agenda package authorized him to engage a film industry consultant to assist in the process. Mr. Hunter, counsel, summarized the purpose of the Resolution and confirmed upon inquiry that the cap on the small purchases of non-professional goods and services under the Authority's Procurement Regulations was \$200,000. After further discussion, it was agreed the Resolution would be amended to cap the cost of the consulting services at \$30,000.

Upon a motion by Ms. Brown and seconded by Mr. Brooke, the Resolution Authorizing the Execution of an Agreement for Engagement of a Film Industry Consultant, with a cap of \$30,000 on the cost of the services, was unanimously approved. (Vote was 9-0-0).

Mr. Chalk then gave his director's report, including a short summary of the ICSC conference.

CLOSED SESSION

Mr. Ottinger made the following motion to convene in a closed meeting:

Mr. Chairman, I move that the Directors of the Economic Development Authority of the City of Norfolk convene in a closed meeting pursuant to Sections 2.2-3711.A.7 and 2.2-3711.A.8 of the Code of Virginia for the purpose of consultation with the Authority's legal counsel and briefings by staff members pertaining to actual or potential litigation, where such consultation or briefing in open meeting would adversely affect the negotiating or litigating posture of the Authority and consultation with legal counsel regarding specific legal matters requiring provision of legal advice by such counsel. The motion was seconded by Ms. Brown and unanimously approved on a roll call vote. Roll call vote: Mr. Brooke, Ms. Brown, Mr. Dandalides, Ms. Host-Sarcone, Mr. Ottinger, Mr. Polizos, Mr. Sisco, Mr. Smith, and Ms. Whayland, all aye, with no nays. (Vote 9-0-0)

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. The motion was seconded by Mr. Polizos and unanimously approved on a roll call vote. (Ms. Brown did not vote as she left during the closed session). Roll call vote: Mr. Brooke, Mr. Dandalides, Ms. Host-Sarcone, Mr. Ottinger, Mr. Polizos, Mr. Sisco, Mr. Smith, and Ms. Whayland, all aye, with no nays. (Vote 8-0-0)

OTHER BUSINESS

Mr. Ottinger then made the following motion to approval of the agreement discussed in closed session and authorization of the Executive Director to execute and deliver same with such insertions, deletions, completions, and modifications as he shall deem necessary or appropriate provided the substance of the agreement is not materially changed which was seconded by Mr. Dandalides and unanimously approved by all in attendance. (Vote 8-0-0).

Mr. Chalk then advised the Board that matters relating to Military Circle Mall were going before City Council and that he would be reporting back to the Board.

Chairman Sisco invited Mr. Polizos to introduce himself to the Board as the newest member.

Mr. Chalk reminded the Board members of the deadline for the Conflict-of-Interest Forms due to the City Clerk's office being on or before February 1, 2022.

ADJOURNMENT

There being no further business to come before the Authority, Mr. Sisco adjourned at 1:58 PM.

Approved by _____ 

Attachments:

1. The Garden of Hope – Presentation
2. Virginia Film Office – Presentation