

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, March 6, 2024, at 12:00 Noon, 4th floor of the Dominion Tower, 999 Waterside Drive, Suite 400 Norfolk, Virginia 23510.

DIRECTORS PRESENT:

Jeffrey Brooke – Chair
Morgan Whayland – Vice Chair
Jaeson Dandalides
Henri Patten
George Polizos
Simon H. Scott
Antonio Sisco
Carter Smith

ABSENT DIRECTORS:

Kim Brown
John Garrett
Richard Ottinger

STAFF PRESENT:

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

COUNSEL PRESENT:

Barry Hunter – Kaufman & Canoles, P.C.

GUESTS:

Ms. Ryan Southhall – Department of Economic Development
Terri-Ann Scope- Department of Economic Development
Robert Sharak- Department of Economic Development
Carlisle Morrisette - Department of Economic Development
Tami Simonds - Divaris Property Management

MEETING CALLED TO ORDER

Chairman Brooke called the meeting to order at 12:01 PM and thanked the Directors present for attending.

MINUTES

Chairman Brooke asked the Directors to review the minutes of the February 7th meeting. There being no comments or corrections, Chairman Brooke entertained a motion to approve the minutes as presented. Director Sisco moved to approve the minutes which was seconded by Director Patten. The minutes were unanimously approved. (Vote 8-0-0).

DIRECTORS REPORT

Mr. Washington first provided a staffing update noting that Ms. Carlisle Morrisette, a retail specialist with many years of experience in the retail leasing industry, was the most recent addition to the team. Mr. Washington provided updates on the current openings in staffing and stated that offers had been sent to potential candidates. Mr. Washington stated that he would like the Hampton Roads Alliance to attend the next meeting to discuss the projects that they were working on that would align with the EDA's purposes. Mr. Washington then provided more details on each of the programs, highlighting some of the most recent activities within the department (Attachment #2).

NEW BUSINESS / UPDATES

Mr. Washington then yielded the floor to Mr. Paris to provide the financial updates. Mr. Paris provided the financial update as of 01/31/2024 (Attachment #1), noting that bond revenue was received in January. Mr. Washington introduced Ms. Ryan Southall to provide information on the East Little Creek Commercial Corridor RFP (Attachment #3). Ms. Southall explained that this commercial corridor extended from Shore Drive to Tidewater Drive and included many mixed-use, retail, and other businesses. She stated that the corridor is four miles long and includes seven neighborhoods. With three responses to the EDA's RFP, Ms. Southall outlined their timelines and ability to successfully complete the project. The final

product is to consist of a concept plan with commercial nodes that would attract new business and address current issues with transportation. The idea is not to replace the existing businesses but to attract businesses that can complement the current businesses. Ms. Southhall provided details on the cost that was most acceptable given the requirements of the RFP. With there being no questions, the Chairman entertained a motion to approve a resolution authorizing the Executive Director to engage in negotiations with firms responding to the RFP and execute a contract with any responsible firm, subject to a price cap of \$300,000.00. Director Whayland moved to approve, Director Smith seconded, and the motion was unanimously carried. (Vote 8-0-0)

Mr. Washington introduced Ms. Tami Simonds to provide an update on Military Circle Mall (Attachment #4). She stated that Divaris was currently working on getting the lighting for the Mall and the Sentara building separated. The integration of the lighting presents an issue with demolition. She said the team is also working with Ross on alternatives since they have a long lease. Ms. Simonds reported that there have been several issues with break-ins and homelessness, resulting in changes in security and how the site would be monitored moving forward. She reported that the Mall has a current annual deficit of approximately \$120,000.00.

CLOSED SESSION

Director Sisco presented the following motion for consideration by the Board, which motion was seconded by Director Patten 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.29 of the Code of Virginia for the purpose of discussion of the award of a public contract involving the expenditure of public funds and discussion of the scope of such contract relating to plans for the redevelopment of Military Circle Mall where discussion in an open meeting would adversely affect the Authority's bargaining position or negotiating strategy”.

Roll Call Vote: Director Dandalides, Director Patten, Director Polizos, Director Scott, Director Sisco, Director Smith, Director Whayland and Director Brooke, all aye (8-0-0).

After reconvening in an open meeting, the Directors unanimously approved the following certification:

“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.”

Roll Call Vote: Director Dandalides, Director Patten, Director Polizos, Director Scott, Director Sisco, Director Smith, Director Whyland and Director Brooke, all aye (8-0-0).

A resolution was presented to the Board authorizing the Executive Director to engage in negotiations with any firm having submitted a proposal in response to the EDA’s RFP for plans on redevelopment of Military Circle Mall and to enter into a contract with a responsible firms subject to a price cap of \$200,000.00. (Attachment #5). Director Sisco moved to approve the Resolution, which was seconded by Director Polizos and unanimously approved.

Director Polizos presented the following motion for consideration by the Board, which motion was seconded by Director Sisco 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, or of the disposition of publicly held real property, where discussion in an open meeting would adversely affect the Authority's bargaining position or negotiating strategy.”

Roll Call Vote: Director Dandalides, Director Patten, Director Polizos, Director Scott, Director Sisco, Director Smith, Director Whyland and Director Brooke, all aye (8-0-0).

After reconvening in an open meeting, the Directors unanimously approved the following certification:

“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.”

Roll Call Vote: Director Dandalides, Director Patten, Director Polizos, Director Scott, Director Sisco, Director Smith, Director Whyland and Director Brooke, all aye (8-0-0).

CLOSING COMMENTS

Chairman Brooke brought to the attention of the other Directors the dates of a couple of the upcoming meetings: one being the next meeting, April 3rd during spring break, and the other being 4th of July week. After discussion among the Directors, it was agreed to move both dates to April 10th and July 10th, respectively.

Chairman Brooke then adjourned the meeting at 1:31 PM.

Approved by _____

Attachments:

1. Financial Report/Statement
2. Director's Report – Presentation
3. East Little Creek Commercial Corridor – Resolution Authorizing Execution of Agreement for Services
4. Military Circle Mall Financials
5. Resolution Authorizing Execution of Agreement for Services