

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, July 10, 2024, at 12:05 PM, 999 Waterside Drive, Suite 415, Norfolk, Virginia 23510.

DIRECTORS PRESENT:

Jeffrey Brooke – Chair
Morgan Whayland – Vice Chair
Kim Brown (arrived at 12:06 PM)
Jaeson Dandalides
Richard Ottinger
Henri Patten
Simon H. Scott
Antonio Sisco
Carter Smith
John Garrett
George Polizos

STAFF PRESENT:

Sean Washington – Executive Director
Robert Sharak – Assistant Executive Director
Mike Paris- Secretary-Treasurer
Dawn Ryan – Assistant Secretary-Treasurer

COUNSEL PRESENT:

Barry Hunter – Kaufman & Canoles, P.C.

GUESTS:

Amy Diggins – Department of Economic Development
Mia Byrd - Department of Economic Development
Ryan Southall - Department of Economic Development
Malijah Rubin - Department of Economic Development
Tami Simonds - Divaris Property Management
Michael Roggow – Finance - City of Norfolk

MEETING CALLED TO ORDER

Chairman Brooke called the meeting to order at 12:05 PM and thanked the Directors present for attending, noting that the Authority didn't meet in June due to scheduling conflicts.

MINUTES

Chairman Brooke asked the Directors to review the minutes of the May 1st 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 Brown, and the motion was unanimously approved by the Directors (vote 11-0-0).

DIRECTORS REPORT

Mr. Washington first informed the Board that due to a packed agenda, and in the interest of time, the Director's Report would be skipped. He informed the Board that the fiscal year budget would be presented for approval. Mr. Washington then addressed a request made by the Board to include the Downtown Construction list. He stated that the updated list will be emailed to the Directors prior to the next meeting to allow time for review and questions.

Mr. Washington then yielded the floor to Mr. Paris to present the financials and the budget. Mr. Paris stated that the current financials were as of May 31st (attachment #1). He stated that the Bond payment from St. Mary's was received in May, and the Bond payment from Sentara was received in June. Mr. Paris also stated that these two bonds are scheduled to be paid off in the new fiscal year and there are no new Bond issues projected. He also reported that revenues are expected to be about the same (attachment # 2).

Mr. Washington then introduced Ms. Tami Simonds from Divaris Property Management who presented the budget for Military Circle Mall for fiscal year 2025 (attachment # 3). Ms. Simonds began by outlining the current state of the mall. Sentara and Ross are the only tenants at the main mall and the management company, along with Mr.

Washington, have been actively working with Ross to relocate their store. Adjustments have been made to correct security at the Mall for Sentara and to ensure that the building is secured at all times. She also mentioned that the new security system is in place and the cost is to be split with Sentara. It was noted that the budget presented does not show potential income from onetime events that may take place on the property. Mr. Washington noted that there is a renewal agreement for the Bank of America ATM on the property which would be presented to the Board later for consideration and approval. Ms. Simonds went on to discuss the expected year-end expense for the Mall which should be a wash with the expected income. She pointed out that the demolition cost for the Mall is separate from the budget just presented. Chairman Brooke then called for a motion to approve the annual budget, which was made by Director Brown and seconded by Director Patten. The budget was unanimously approved by the Board (vote 11-0-0).

NEW BUSINESS

Mr. Washington then updated the Board on the demolition work at Military Circle which is currently on hold. The relocation of Ross is still in process as the management company and staff are working on finding a suitable replacement facility. Mr. Washington then presented the resolution for approval of the lease renewal agreement for the Bank of America ATM, which agreement contains a 2% increase in rent and expires in 2027. It was noted, however, that either party could terminate the lease on 180 days' notice after one year. Director Smith moved to approve the renewal, which motion was seconded by Director Polizos and unanimously approved by the Board (vote 11-0-0). (attachment #4)

Mrs. Washington reported that the agreement with Gensler had been executed and the study is expected to be completed in the Fall. (12:49 PM Director Scott stepped out). Mr. Washington informed the Board that Gensler was not qualified to conduct a Sports Tourism study and presented a resolution to procure such a study from another consultant that specializes in Sport Tourism. (12:52-Director Scott returned). Director Whayland expressed her concern about conducting a sports analysis before conducting a marketing analysis since the last proposal failed due to the requisite taxpayers' support. Mr. Washington indicated that this approach was requested by City Council and

an economic feasibility will be included in the sports study. Chairman Brooke stated that studies were needed but suggested that the consultant be invited to present to the Board. Mr. Washington noted that part of Gensler's contract was to consult with stakeholders. Chairman Brooke recommended that the public be invited to comment on Gensler's proposal. Director Polizos questioned whether Gensler was going to focus on the best economic project or just sports. Mr. Washington replied that Gensler would address both options (attachment # 5). Director Brooke moved to approve the resolution and Director Sisco seconded the motion, which motion was unanimously approved by the Board (vote 11-0-0). Director Garrett left the meeting at 1:12 pm.

Mr. Washington invited Ms. Ryan Southall to present the resolution to approve engaging a consultant for the Lafayette Blvd/Chesapeake Blvd Commercial Corridor study (attachment # 6). The Consultant will be responsible for providing plans for a vision and placemaking strategies for the Lafayette Blvd/Chesapeake Blvd Commercial Corridor. Ms. Southall noted the project is one mile long and involves 3 neighborhoods, she also pointed out that the funds will be provided by the City. Director Sisco moved to approve the resolution, which motion was seconded by Director Brown and unanimously approved by the Board (vote 10-0-0).

Mr. Washington then invited Mr. Sharak to present the resolution for the Grant received from DHCD for the Port Host Communities Revitalization (attachment # 7). The EDA will receive a Grant amount of \$700,000 and will be administered by Locus as a revolving loan fund. Director Ottinger moved to approve the resolution, which motion was seconded by Director Brown, and unanimously approved by the Board (vote 9-0-0). Director Smith left at 1:20 PM.

CLOSED SESSION

Director Scott 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 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 Brown, Director Polizos, Director Dandalides, Director Patten, Director Sisco, Director Brooke, Director Whayland, Director Ottinger, and Director Scott (vote 9-0-0).

After reconvening in 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 Brown, Director Polizos, Director Dandalides, Director Patten, Director Sisco, Director Brooke, Director Whayland, Director Ottinger, and Director Scott (vote 9-0-0).

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 Director of the Economic Development Authority of the City of Norfolk convene in a closed meeting pursuant to Section 2.2-3711.A.8 of the Code of Virginia for the purpose of consultation with the Authority's legal counsel regarding specific legal matters requiring the provision of legal advice by such counsel."

Roll Call Vote: Director Brown, Director Polizos, Director Dandalides, Director Sisco, Director Brooke, Director Whayland, Director Ottinger, and Director Scott (vote 8-0-0). Director Patten was not present at the time of the vote.

After reconvening in open meeting, the Director Sisco moved to approve the following certification which motion was seconded by Director Dandalides and unanimously approved 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."

Roll Call Vote: Director Brown, Director Polizos, Director Dandalides, Director Patten, Director Sisco, Director Brooke, Director Whayland, Director Ottinger, and Director Scott (vote 9-0-0).

CLOSING

Chairman Brooke ended the meeting with announcements and adjourned the meeting at 2:05 PM.

Approved by  Chairman

Attachments:

1. Financial Statement
2. Fiscal Year 2025 Budget
3. Military Circle Budget
4. Resolution for Bank of America ATM
5. Resolution for Gensler
6. Resolution for Lafayette Blvd/Chesapeake Blvd Commercial Corridor
7. Resolution for Port Host Grant.