

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, February 5, 2025, at 12:00 Noon, 999 Waterside Drive, Suite 400, Norfolk, Virginia 23510.

DIRECTORS PRESENT:

Morgan Whayland – Vice Chair (Virtual)
Kim Brown (12:07 PM)
Jaeson Dandalides
John Garrett
Richard Ottinger
Henri Patten
Kimberly Phillips (12:03 PM)
George Polizos
Carter Smith (12:07 PM)

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.

ABSENT:

Jeffrey Brooke
Simon Scott

GUESTS:

Professor Benjamin Melusky – Old Dominion University
Terri-Ann Scope – Department of Economic Development
Ryan Southall - Department of Economic Development
Malijah Rubin - Department of Economic Development
Delk Koolman- Department of Economic Development
Britney Hatcher- Department of Economic Development
Cameron Taylor- Department of Economic Development
Amy Diggins- Department of Economic Development
Mike Roggow- City of Norfolk Finance
Larry Pendleton- Planning Commission
Brett Hall- Wavy-10

MEETING CALLED TO ORDER

Vice Chair Whayland called the meeting to order at 12:00 Noon by welcoming the Directors who were in attendance. EDA Counsel, Barry Hunter, informed the Board that Vice Chair Whayland will be hosting the meeting remotely from Richmond as she was traveling for business. After confirming Vice Chair Whayland's voice could be heard by persons present at the meeting, Mr. Hunter asked for the Board to approve Vice Chair Whayland participating in the meeting remotely. There being no questions or concerns, Director Ottinger moved to approve Vice Chair Whayland participating remotely, which was seconded by Director Garrett and unanimously approved (Vote: 9-0-0). Vice Chair Whayland participated remotely from a law firm office in Richmond, Virginia. This was the first time Vice Chair Whayland has participated remotely for a personal reason in calendar year 2025. Vice Chair Whayland then asked Director Ottinger to talk about the passing of former Director, Mike Cox. Director Ottinger briefly spoke about Mr. Cox, noting that he had worked at the Department of Justice in the tax department and worked at Norfolk Southern when he was serving as a Director of the EDA.

DIRECTORS REPORT

Vice Chair Whayland turned over the meeting to Mr. Washington for the Director's Report. Mr. Washington said that he would be brief as he wanted to ensure there was enough time for Professor Melusky's presentation, as well as for the other items on the agenda. Mr. Washington presented the staff update, informing the Board of a new hire. He introduced Mr. Delk Koolman who joined the Business Creation and Entrepreneur team. Mr. Koolman transferred from another City department and had been involved with the community for several years in his former role. Mr. Washington then discussed the current vacancies within the department, noting that the recent vacancy in Marketing and Military Liaison will be posted soon. Mr. Washington talked about the 2025 Annual Economic Forecast that was hosted by Old Dominion University. This Annual Economic Forecast focused on growth in 2025 and how government policies and regulations could impact the growth in Hampton Roads. Mr. Washington then circulated the Site Selection magazine, pointing out the Ad for the City which reads "Norfolk is Open for Business". Mr.

Washington then gave a brief overview of projects in the City, noting specifically the negotiations with Amtrak on parking during construction of the Casino. (Attachment # 1).

Mr. Washington then invited Mr. Paris to give the financial update (Attachment # 2). Mr. Paris stated that the EDA has been actively working on keeping expenses down and monitoring spending. Mr. Paris noted that Ms. Tami Simonds would present an update on Military Circle Mall financials.

NEW BUSINESS

Mr. Washington introduced Professor Melusky as a guest speaker who had returned to discuss Economic Development Authorities, what they do, and how they fit into American State and Local Government (Attachment #3).

Mr. Washington then asked Ms. Ryan Southall to present a resolution regarding an amendment to the Grant Agreement with Quixotic properties, LLC. The amendment will extend the Expiration Date from February 9, 2025 to April 30, 2025. The extension had been requested by the Grantee, due to some unresponsive contractors which resulted in completion of the work being delayed (Attachment # 4). Vice Chair Whayland entertained a motion to approve the amendment, whereupon Director Garrett moved to approve the amendment, which was seconded by Director Brown, and unanimously approved (Vote: 9-0-0).

Mr. Washington asked Ms. Tami Simonds to provide the Board with an update on Military Circle Mall finances. Ms. Simonds first thank the Board for the opportunity to provide the update (Attachment #5). She stated that the Mall has been running a deficit of approximately \$80,000, mostly due to some past due electric invoices that were not received at the management company. Director Smith asked Ms. Simonds if there was any concern that this might happen again. Ms. Simonds said she was comfortable that all past due invoices have been paid, and this should not be reoccurring. Ms. Simonds also stated that there was some savings on utilities as the gas service to the Mall had been cancelled - a monthly savings of \$1,075. She also noted that they sold some boilers and fixtures for \$57,000, which revenue was not included in the overall operating cashflow. Ms. Simonds also addressed the Board's previous concerns about the landscaping at the Mall, stating that the Norfolk Sheriff's department was instrumental

in getting the site cleaned up on the interior of the fence. She reported that the live view technology has been installed in the parking lot which reduced the need for on-site security patrol. She said that the property management was in the process of negotiating a lease of some of the parking area for off-site construction parking. This could produce revenue of approximately \$65,000 annually. As far as the demolition of the Mall, Creative Development Partners has been working on the separation of the parking lot lights. Ms. Simonds said RFS Architects had been approved to modify the demolition plans to a phased approach and the final plans had been submitted to Creative Development Partners to prepare an RFP. Director Ottinger asked what would be the total length of time for the demolition. Ms. Simonds responded that it was expected to be 18-24 months. Director Phillips expressed her concerns about the operating shortfall and inquired as to how this is being covered. Mr. Paris responded that there is still money available from the Cinemark settlement which is being used to cover the shortfall. Mr. Washington reminded the Board of the City's CIP funds and the abatements for the Mall which is still available and will be used for demolition. Mr. Washington then thanked Ms. Simonds for providing the update.

MINUTES

Mr. Washington reminded Vice Chair Whayland of the need to approve the minutes from the previous meeting. Vice Chair Whayland asked the Directors to review the minutes. With there being no comments or corrections, Vice Chair Whayland ask for a motion to approve the minutes. A motion to approve the minutes was made by Director Ottinger, seconded by Director Brown, and approved with one abstention by Director Smith (Vote: 8-0-1).

CLOSED SESSION

Director Polizos presented the following motion for consideration by the Board, which motion was seconded by Director Smith and unanimously approved by roll call vote: "Madam Vice Chair, 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.3, and 2.2-3711.A.39 of the Code of Virginia for the purpose of (i) discussion and consideration of the disposition of publicly held real property located in the North Military Highway area of the City where discussion in

an open meeting would adversely affect the Authority's bargaining position or negotiating strategy, and (ii) discussion or consideration of proprietary information related to economic development of the aforementioned real property which is excluded from mandatory disclosure pursuant to subdivision 3 of Section 2.2-3705.6 of the Code of Virginia."


Roll Call Vote: Director Polizos, Director Dandalides, Director Patten, Director Garrett, Director Brown, Director Ottinger, Director Phillips, Director Smith, and Director Whayland, all aye (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 Polizos, Director Dandalides, Director Patten, Director Garrett, Director Brown, Director Ottinger, Director Phillips, Director Smith, and Director Whayland, all aye (Vote: 9-0-0).

CLOSING

Vice Chair Whayland made a few brief announcements and thanked the Directors for attending. The meeting was adjourned at 1:24 P.M.

Approved by

A handwritten signature in cursive script, appearing to read "Maya Whayland", is written over a horizontal line.

Attachments:

1. Directors Report
2. Financial Report
3. Presentation by Professor Melusky
4. Resolution to Amend Grant agreement
5. Presentation by Tami Simonds.