

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, November 5, 2025, at 12:03 P.M., 999 Waterside Drive, Suite 415, Norfolk, Virginia 23510.

DIRECTOR'S PRESENT:

Jeff Brooke - Chairman
Morgan Whayland – Vice Chairman
Kim Brown (12:06 P.M. Arrival)
Jaeson Dandalides
John Garrett
Henri Patten
Carter Smith
Keith Warren (1:05 P.M. Depart)

STAFF PRESENT:

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

COUNSEL PRESENT:

Barry Hunter – Kaufman & Canoles, P.C.

ABSENT:

Richard Ottinger
George Polizos
Simon Scott
Dawn Ryan

GUESTS:

Mike Roggow - Department of Finance
Larry Pendleton – Planning Commission
Donna Manglicmot – Office of Veteran Services and Military Affairs
Malijah Rubin- Department of Economic Development
Ryan Southall - Department of Economic Development
Delk Koolman - Department of Economic Development
Britney Hatcher - Department of Economic Development
Peter Schrider - Department of Economic Development
Hannah Martin - Department of Economic Development
Terry Richards - Department of Economic Development
Samantha Hudler - Department of Economic Development

MEETING CALLED TO ORDER

Chairman Brooke called the meeting to order at 12:03 P.M. and thanked the Directors present for attending.

Chairman Brooke started the meeting by making reference to the letter he had shared with the Board on his resignation effective January 1, 2026. He said he had been selected as a substitute judge, and after 10 years, he is stepping down from the Board. Chairman Brooke thanked everyone for their support.

Chairman Brooke then asked the Directors to review the minutes from the last meeting and whether there were any comments or questions. (Kim Brown arrived at 12:06 P.M.). Director Warren requested a correction on page 3 to substitute "Director" for the word "Director's". A motion to approve the minutes as corrected was made by Director Brown, seconded by Director Patten, and unanimously approved. (Vote: 8-0-0).

FINANCIAL UPDATE

Chairman Brooke turned over the meeting to Mr. Paris who presented his financial update. (Attachment #1). After Mr. Paris presented, Director Garrett asked about the previous conversation relating to the modification of bond fees being posted and if any opportunities were created since that conversation. Mr. Washington responded that no opportunities had been created yet but there are plans to revisit the conversation soon. Chairman Brooke thanked Mr. Paris for the update.

DIRECTORS REPORT

At the request of the Chairman, Mr. Washington reviewed his report for the Board which is outlined in the attachment. (Attachment #2). FY26 PHCRF – Director Warren asked if the economic impact was tracked during the application process. The Board received confirmation from Mr. Sharak that an economic impact analysis was done utilizing IMPLAN analysis. Corridor -- Director Warren asked if the planning department is involved in corridor meetings. Mr. Washington clarified that WPA has been contracted by the planning department. Mr. Paris asked the Board for recommendations for businesses

that are currently hiring for future Talent Connect partnerships. Mr. Washington encouraged the Board to review the Hampton Roads Playbook.

NEW BUSINESS

Mr. Washinton introduced Donna Manglicmot from the Office of Veteran Services and Military Affairs. Ms. Manglicmot gave an overview of the Office and confirmed that 16 members have completed the skill bridge program with 11 of those 16 having been offered full time jobs and with 8 slated to begin the next program. (Attachment #3)

Mr. Washington invited Nikki Southall to present the resolution for the Neighborhood Corridor and Placemaking Program. Ms. Southall reported that the program is being funded by the City of Norfolk through the EDA for a total of \$235,000.00 as set forth in the Cooperation Agreement that was adopted by City Council on October 28, 2025. She said the funds are to be used for placemaking initiatives and for business interruption grants. Director Whayland added a comment that without the EDA, these efforts to assist businesses would not be possible. Counsel pointed out that the Resolution approves execution and delivery of the Cooperation Agreement with the City as well as the form of the Grant Agreement to be used in awarding funds to the recipients. Director Whayland moved to approve the Resolution as presented, which was seconded by Director Smith, and unanimously approved. (Vote 8-0-0) (Attachment #4).

Mr. Washington then asked Nikki Southall to present on a loan modification for Less Than, LLC. Ms. Southall stated that the requested modification was to change the payment date from the 1st day of the month to the 10th day of the month. A motion to approve the modification was made by Director Garrett, seconded by Director Brown, and unanimously approved. (Vote 8-0-0) (Attachment #5)

Mr. Washington introduced Mr. Paris to present on the Resolution to approve a Grant Agreement for Wall Einhorn Chernitzer PLC ("WEC"). Mr. Paris explained the history of the City's Development Initiatives Program, which includes business retention, and the current agreement with WEC which has been in place since 2014. He reported that there was a chance WEC would relocate to another City and

how the City was working with the company in an effort to get them to remain in downtown Norfolk. Mr. Paris then outlined the economics of the grant to offset a portion of WEC's parking expenses, and noted that the EDA had sufficient funds from the City's previous grant under 2014 Cooperation Agreement to fund the entire grant. A motion to approve the Resolution was made by Director Garrett, seconded by Director Patten, and unanimously approved. (Vote 7-0-0, Director Warren having left the meeting at 1:05 P.M.) (Attachment #6).

CLOSING

Chairman Brooke made a few brief announcements and then Mr. Washington reminded the Board about the FOIA training before year end.

The meeting was adjourned at 1:13 P.M.

Approved by _____

Attachments:

1. Financial Report
2. Directors Report
3. Military Affairs Presentation
4. Neighborhood Corridor Grant Program & Presentation
5. Loan Modification Less Than, LLC
6. Business Retention Grant Agreement