

**OPEN SESSION AGENDA**  
**ECONOMIC DEVELOPMENT AUTHORITY (EDA)**  
**AND**  
**INDUSTRIAL DEVELOPMENT AUTHORITY (IDA)**

**October 6, 2017 - 8:00 A.M.**

**Two City Center**  
**11820 Fountain Way, Suite 301**  
**Newport News, Virginia**

1. Call to Order – Chair Minter
2. Port of Virginia Economic and Infrastructure Development Grant Program Presentation to Continental Automotive Systems – Mr. Diamonstein, Board of Commissioners, Port of Virginia and Mr. Lindsey, Manager, Human Relations, Continental Automotive Systems
3. Newport News Marriott at City Center
  - A. Conference Center Marketing 2016 Expense Review – Ms. Jones, Manager, Dixon Hughes Goodman, LLP
  - B. Conference Center 2016 Activity Review – Mr. Butcher, General Manager and Ms. Coyne, Director of Sales and Marketing
4. Ferguson Enterprises, Inc.’s Expansion Project in City Center at Oyster Point – Mrs. Kingston
  - A. Authorize that Certain Amendment to the Second Amended and Restated Development Agreement, dated as of February 21, 2005, between the EDA and Newport News Town Center, L.L.C., in Connection with the EDA’s Purchase of Development Rights Associated with the Planned Expansion by Ferguson Enterprises, Inc.
  - B. Authorize that Certain Expansion/Relocation Cost Reduction Enterprise Zone Incentive Agreement by and between the EDA and Ferguson Enterprises, Inc.
  - C. Authorize that Certain Agreement of Purchase and Sale of Commercial Real Estate by and between the EDA and Ferguson Enterprises, Inc.

- D. Authorize that Certain Commonwealth's Development Opportunity Fund Performance Agreement by and among the City of Newport News, Ferguson Enterprises, Inc. and the EDA
  - E. Authorize a Design Services Proposal and Contract from Saunders + Crouse Architects, LLC, for Design Services for the Fourth Public Parking Garage and Extension of Pearl Way in City Center at Oyster Point, and Funding, in an Amount Not to Exceed \$563,440
  - F. Authorize a Scope of Services under City of Newport News Annual Services Contract #2017-2613-13 with McPherson Consulting, LLC for a Traffic Impact Analysis in Connection with the Fourth Public Parking Garage and Extension of Pearl Way in City Center at Oyster Point, and Funding, in an Amount Not to Exceed \$92,000
- 5. Quarterly Hampton Roads Economic Development Alliance Report – Mr. Miller
  - 6. Quarterly Workforce Development Report – Mr. James
  - 7. Quarterly Business Retention Report – Mr. Johnson
- [BREAK]
- 8. Secretary/Treasurer's Report – Mrs. Kingston
  - 9. Assistant Secretary's Report – Ms. Croushore
  - 10. Madison Government Affairs' Consultant Report
  - 11. **Closed Session (Section 2.2-3711.A):**
    - Real Estate (3)**
    - Prospective Business (5)**

12. Reconvene Open Session (Section 2.2 – 3712 (D))

13. Action(s) Coming Out of Closed Session

14. Committee Reports

Design Review Committee

A. Committee Report – Ms. Aldrich

B. Board Ratification

Executive Committee

A. Committee Report – Ms. Greene

Marketing Committee

A. Committee Report – Ms. Aldrich

Revolving Loan Fund Committee

A. Committee Report – Ms. Smith-Brown

B. Board Ratification

15. Approval of Minutes of the Regular Meeting of September 1, 2017

16. Unfinished Business

17. New Business

18. Adjournment

Documents Provided:

A. Agenda Documents

1. Draft First Amendment to Second Amended and Restated Development Agreement Between EDA and Newport News Town Center, L.L.C. (To be Provided Under Separate Cover)
2. Draft Expansion/Relocation Cost Reduction Enterprise Zone Incentive Agreement By and Between the EDA and Ferguson Enterprises, Inc.
3. Draft Agreement of Purchase and Sale of Commercial Real Estate By and Between the EDA and Ferguson Enterprises, Inc. (To be Provided Under Separate Cover)
4. Draft Commonwealth's Development Opportunity Fund Performance Agreement By and Among the City of Newport News, Ferguson Enterprises Inc. and the EDA
5. Monthly Financial Report
6. Committee Meeting Schedule
7. Motion to Go Into Closed Session
8. September 1, 2017 Regular Meeting Minutes

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