

MINUTES OF THE REGULAR MEETING OF THE
ECONOMIC DEVELOPMENT AUTHORITY OF THE CITY OF NEWPORT NEWS,
VIRGINIA AND THE INDUSTRIAL DEVELOPMENT AUTHORITY OF THE
CITY OF NEWPORT NEWS, VIRGINIA

Mr. Bell called the meeting to order at 8:00 a.m. on Friday, May 3, 2019, in the EDA/IDA Board Room at Two City Center, 11820 Fountain Way, Suite 301, Newport News, Virginia.

Those members present were:

Alonzo R. Bell, Jr., Chair
Jennifer Smith-Brown, Vice Chair
Mary Aldrich
Cassandra P. Greene
Jonathan Skinner
Cynthia D. Rohlf, City Manager, ex-officio
Florence G. Kingston, Secretary/Treasurer, ex-officio

Absent:

C. Gary Minter, Excused
Jeffrey Verhoef, Excused

Legal Counsel:

Raymond H. Suttle, Jr.

Staff:

Kearston Milburn, Recording Secretary
Cherry Croushore, Assistant Secretary

Also present:

Sheila McAllister, Director, Department of Planning
Rhonda Russell, Assistant Director, Comprehensive Planning, Department of Planning
Angela Hopkins, Senior Planner, Comprehensive Planning, Department of Planning
Mallory Butler, Senior Economic Analyst, Department of Development
Victoria Revell, Account Manager, Howell Creative Group
Sarah Bowman, Senior Communications Specialist, Department of Communications

Also present (continued):

Bill Mann, Executive Director, Greater Peninsula Workforce Board
Jack Hession, Vice President, Madison Government Affairs
Robert Pealo, Deputy City Attorney
Jerri Wilson, Legislative Analyst, City Manager's Office

Mr. Bell opened the meeting by welcoming everyone.

Denbigh-Warwick Area Plan Presentation

Mr. Bell called for the Denbigh-Warwick Area Plan Presentation. Ms. Hopkins reported that the Planning Department was the plan sponsor and coordinating entity for the Denbigh-Warwick Area Plan and that she was the Project Manager. She stated that she had coordinated directly with their lead consultants, Wallace Roberts & Todd (WRT), their established Core Team, which consisted of various City departments and other partner organizations, as well as a Citizen Advisory Group to assist with the effort.

Ms. Hopkins stated that the Denbigh-Warwick Area Plan presentation would include an overview of the project to date, the Plan objective, existing conditions, visions and goals, developing concepts and next steps. She explained that they were more than halfway through the robust process, and since their kick-off event in June 2018 had held several community engagement activities. She said that these activities included stakeholder interviews, Core Team and Citizen Advisory Group meetings, Focus Group meetings, Community meetings, a Community Survey and a two-day Community Workshop. Ms. Hopkins reported that they were preparing the Draft Plan and anticipated a final Community meeting in July 2019, where the final Plan would be presented to the public.

Ms. Hopkins said that the overall objective of the Plan was to define a comprehensive long-range vision that would establish an identity for the area, improve health and safety, improve the quality of life and stimulate economic investment activity along the Corridor. She explained that the area was large and spanned seven miles along Warwick Boulevard with the CSX railroad tracks to the east, Oyster Point Road to the south, Warwick River to the west and Oakland Industrial Park to the north. She pointed out the demographics of the area and outlined a summary of current characteristics and trends and economic conditions.

Ms. Hopkins stated that numerous vacancies along Warwick and Denbigh Boulevards, the main commercial corridors, presented an opportunity for adaptive reuse and redevelopment. She stated that the Denbigh-Warwick Corridor was located in an Enterprise Zone, which had

been in effect since 2015. The zone allows new and existing businesses to receive state grants for job creation. She noted that the economic anchors were Fort Eustis and Oakland Industrial Park, which provided opportunities for growth and expansion of supportive services.

Ms. Hopkins stated that an analysis of the existing conditions and trends, combined with the feedback gathered from the community engagement activities resulted in a long list of priorities that fell into five Plan themes, which included Health and Safety, Placemaking, Connectivity, Economic Revitalization and Natural Systems. She said that the proposed vision was that the Denbigh-Warwick Corridor would be a diverse and welcoming community with beautiful tree-lined neighborhoods surrounded by a lively town center and a series of village hubs. She noted that an entrepreneurial vibe was evolving around Oakland Industrial Park and Fort Eustis and that the area's blossoming food scene, arts and cultural events, parks and trails would make it a special place to be for residents and visitors of all ages. She explained that there were numerous economic development opportunities especially with the existing anchors of Oakland Industrial Park, Fort Eustis and others to attract businesses to the area. She said that protecting the area's natural resources required the participation of all residents, and encouraging enjoyment and appreciation would be one way to build stewardship.

Ms. Hopkins's presentation provided a visualization of what the Denbigh-Warwick Area could become, including a town center, business incubator, multi-use trails and high-end single-family housing. She explained that residents realize that the Denbigh Community Center and Stoney Run Athletic Complex were already tremendous resources for this area, but they did voice their desires for a pool and the need to explore opportunities to expand programming for hosting regional competitions.

Mr. Bell asked if there were any questions of Ms. Hopkins. Ms. Aldrich commended Ms. Hopkins on the draft Plan and asked what plans were in place to integrate the surrounding areas. Ms. Hopkins explained that in the recently adopted Comprehensive Plan, they have outlined Planning Opportunity Areas and Denbigh-Warwick was the first Area Plan of nine other plans. Mr. Bell expressed his appreciation for the Plan as a long-time Denbigh resident and thanked Ms. Hopkins for her presentation.

[Presentation on InvestNewportNewsOppZone.com](#)

Mr. Bell called for the InvestNewportNewsOppZone.com presentation. Ms. Butler reported that Opportunity Zones were a new revitalization tool that resulted from the Federal Tax Cuts and Jobs Act of 2017. She said that the Zones allowed investors to receive tax

benefits on currently unrealized capital gains by investing those gains in Census tracts designated as Opportunity Zones, and that over 8,700 Census tracts, which included 212 in Virginia and seven in Newport News, had been identified as Opportunity Zones.

Ms. Butler stated that investments had to be made through qualified Opportunity Zone Funds and invested in stock in a qualified Opportunity Zone business, partnership in a qualified Opportunity Zone business and/or property in a qualified Opportunity Zone business and tangible property used in a trade or business. She advised that the U.S. Department of the Treasury had prepared regulations for this new federal program and that a public hearing was held on February 14, 2019 for the first set of proposed regulations and a second set was scheduled for a public hearing in July. She said that Newport News was not waiting for the finalized regulations, and had prepared a development pitch and created a tailored web page for the EDA to promote its seven Opportunity Zones.

Ms. Butler explained that the website had a designated address of "InvestNewportNewsOppZone.com" and that the page followed the artistic and graphic look of EDA's overall website. She said that the site offered the basics of the new federal Tax Program to include a description of the benefits of investing in Opportunity Zones, a description of Opportunity Funds and information on Opportunity Zone properties. She stated that the website provided additional resources from the Virginia Department of Housing & Community Development, IRS, the Council of Development Finance Agencies, the National Council of State Housing Agencies' Opportunity Zone Fund Directory and a map outlining the seven Opportunity Zones in Newport News. She reported that the map provided detailed information on each Zone to include its Census Tract number, geographic reference, primary industries, significant employers, public investment, plans, other incentive zones and/or programs, demographic snapshot and hyperlinks wherever applicable.

Ms. Butler stated that the site had an overlay linked to the state's available properties database, which would be a very useful resource for the investment and development communities. She said that the data on sites and buildings listed for sale or lease was accessible in a single click and that the site offered viewers the ability to check any address in the City to determine if the property was within an Opportunity Zone.

Ms. Butler advised that the eye-catching, highly-informative and user-friendly website had been a collaborative effort of Development staff, EDA's marketing agency Howell Creative Group, and the City's GIS team. She said that the team would complete final edits and/or tweaks, give City Council a presentation on May 14th, and "go live" shortly thereafter. She stated that the team planned to prepare similar web pages to enhance the marketing of the Enterprise Zones, Technology Zones, Tourism Zones and HUBZones.

Mr. Bell asked if there were any questions of Ms. Butler and thanked her for her presentation.

Quarterly Workforce Development Report

Mr. Bell called for the Quarterly Workforce Development Report. Mr. Mann provided an update on the Greater Peninsula Workforce Board's (GPWB) collaborative working relationship with the Hampton Roads Workforce Council and reviewed some completed and on-going projects.

Mr. Mann stated that contract negotiation was completed with the Southeastern Virginia Regional Workforce and Hampton Roads Workforce Council to jointly fund a consolidated business engagement strategy, a unified communication and outreach approach, a resource development initiative, and a collaborative working relationship with the Hampton Roads Economic Development Alliance (HREDA) to support the publication of a local Labor Market Digest. He distributed copies of the Spring 2019 newsletter, which highlighted joint Board and Executive Committee meetings and the first joint Labor Market Digest and explained that these would be ongoing quarterly publications that he hoped would be useful to all partner agencies.

Mr. Mann announced that the Virginia Employment Commission (VEC) had published a new quarterly newsletter that would feature articles about occupations, wages, career planning and job searching advice, with an emphasis on occupations and growth in Virginia. He said that the newsletter was designed for anyone interested in occupations and career planning. He noted that he would share the website link with Mrs. Kingston and her staff.

Mr. Mann stated that the Virginia Career Works Rebranding Initiative had successfully been completed and advised that the Greater Peninsula Workforce Board had presented to the region's four City Councils and three County Board of Supervisors. He noted that they had presented to Newport News City Council at its February 26th Work Session.

Mr. Mann said that he had participated in a Talent Pipeline Panel Presentation sponsored by the Peninsula Chamber of Commerce on services to assist Veterans and Transitioning Service Members to integrate into the local workforce. He shared that the guests included local military commands and senior human resources staff from local businesses and industries.

Mr. Mann reported that the GPWB, in conjunction with the Peninsula Chamber of Commerce, hosted the annual Youth Career Expo on March 21st and noted that all of

Newport News' secondary schools participated. He said that more than 1,500 students participated in mock interviews, financial management workshops and visited with businesses and educational institutions in the exhibit hall.

Mr. Mann stated that the Workforce Board and Consortium had elected local officials for Program Year 2019. The elected officials included Workforce Board Chair, Dr. John Olson (ECPI), Vice-Chair, Mr. Vince Warren (Newport News Shipbuilding), and Treasurer, Mr. Dale Stone (Walmart), and Consortium Chair, the Honorable Tina Vick (Newport News) and Vice-Chair, the Honorable Buddy Green (Poquoson).

Mr. Mann expressed GPWB's continued support of the Brook's Crossing Innovation and Opportunity Center. He stated that he and staff had hosted an IT tour of the One-Stop Career Center facilities on April 18th to help inform what the IT needs would be for the workforce development space at Brook's Crossing.

Mr. Mann reported that the Workforce Board had included a new initiative to address the problem of disconnected youth and how to reconnect them to post-secondary education options and employment.

Mr. Bell asked if there were any questions of Mr. Mann, there were none. Mr. Bell thanked him for his report.

Secretary/Treasurer's Report

Mrs. Kingston reported that on April 11th, she had the opportunity to participate on a panel discussion on the tension and balance of the Freedom of Information Act (FOIA) and economic development at a conference hosted at Hampton University by the Virginia Coalition for Open Government. She said that the panel was a good opportunity to talk about why the FOIA protections are there and the importance to us when working on economic development, and how to balance that with the public's right to know. She said that she represented the economic development perspective, and was joined by reporters from the Washington Business Journal and the Richmond Times-Dispatch. She stated that she was able to provide insight into some of the challenges and considerations around public information and economic development efforts. Mrs. Kingston noted that the audience had representatives from a broad cross-section of groups interested and engaged in FOIA matters including reporters, local government, school boards, universities and others. She stated that she thought it was a great opportunity and good exposure from an economic development perspective to talk about how the FOIA protections are necessary at

certain stages of an economic development project, and how we can be as transparent as possible as we move forward, which is the balanced approach we follow.

Mrs. Kingston reported that the 4th Annual Home-Based Business Conference was held on April 12th and noted that it was a very successful event. She stated that the Conference was held at the Peninsula Workforce Development Center, hosted by James City County and collaboratively supported by six local jurisdictions, including Newport News. She said that there were 155 attendees, 110 of which represented home-based businesses throughout the region, and that 13 home-based business owners identified themselves as being from Newport News. She stated that attendees participated in instructive panel sessions and listened to experienced keynote speakers throughout the day. She reported that each participating locality would be hosting monthly Home-Based Business Lunch and Learn sessions, featuring keynote speakers on topics ranging from branding to bookkeeping, and that the Newport News session would be held on September 11th in the Community Room at Piggly Wiggly. She said that the topic would be “Pivot Point: Recognizing When Change is Needed”, presented by Bill Dittmar.

Mrs. Kingston stated that Tricia Wilson and Marc Rodgers presented on April 15th to a group of citizens from the Marshall-Ridley Choice Neighborhood Community on the subject of “How to Start a Business or Nonprofit Organization”, as part of the Choice Neighborhood Initiative’s Neighborhood Leadership Series (NLS). She said that the NLS was a seven-week learning session that introduced citizens from the Marshall-Ridley Choice Neighborhood to a variety of skills and strategies to help members become community leaders.

Mrs. Kingston reported that on May 1st, in conjunction with the Virginia Department of Small Business and Supplier Diversity, staff hosted “Selling to the Commonwealth,” a two-part session featuring information on the Small, Woman- and Minority-owned business (SWaM) certification program and an overview of eVA – Virginia’s Online Procurement Portal. She noted that 31 guests registered for the event and attendees who were ready to be SWaM-certified would receive priority registration for a follow-up, hands-on application submission workshop to be held on May 29th.

Mrs. Kingston reminded the Board that the annual EDA Business Appreciation Luncheon and Golf events were set to take place. The Business Appreciation Luncheon would be held on Tuesday, June 4th, at the Newport News Marriott at City Center, with the gathering beginning at 11:00 a.m. and lunch service beginning at 11:45 a.m. She stated that the Business Appreciation Golf Tournament would be held at Newport News Golf at Deer Run on Tuesday, June 18th, with the driving range opening at 8:00 a.m. for a 9:00 a.m. shotgun

start. She also provided an early unveiling of this year's Business Appreciation shirt color – periwinkle.

Mrs. Kingston informed the Board that the Monthly Financial Statements were in their packages, noting a few highlights and offering to answer questions.

Mrs. Kingston offered the City Manager an opportunity to comment. Ms. Rohlf stated that City Council would adopt the Budget soon and that she planned to provide the annual Capital Improvement Plan by the end of May or beginning of June.

Ms. Rohlf reported that she had hosted guests from across the region at Jefferson Lab and that the Director of Jefferson Lab discussed the work they were completing and conducted a tour of the facility. She said that the Virginia First Cities Coalition would be held at Jefferson Lab on Friday, May 17th and that Governor Northam would be a key speaker at the event. Ms. Rohlf provided an update on the Choice Neighborhood Initiative and stated that she hoped to receive an official update soon.

Mr. Bell asked if there were any questions of Ms. Rohlf, there were none. Mr. Bell thanked Mrs. Kingston and Ms. Rohlf for their reports and comments.

Assistant Secretary's Report

Mr. Bell asked for the Assistant Secretary's Report. Ms. Croushore advised the Board that the Committee Meeting Schedule was in their package and noted relevant details.

Madison Government Affairs' Consultant Report

Mr. Bell called for the Madison Government Affairs Report. Mr. Hession reported that lawmakers had returned to the Capitol and had begun navigating a thicket of budget issues, which included a stalled aid package for natural disaster victims and spending levels for the upcoming fiscal year. He stated that staff level talks between House and Senate congressional leadership and top White House aides had taken place to try to bridge a gap between the Administration and Democratic leaders on non-defense appropriations. He said that Democrats were pushing for over \$100 billion more than President Trump wanted for domestic and foreign aid programs in FY2020.

Mr. Hession advised that farmers and ranchers across the country, many of whom couldn't plant crops this spring to replace disaster-related losses, were pleading for financial aid from

Congress. He said that the aid to Puerto Rico had been the main sticking point on the disaster aid packages.

Mr. Hession stated that House Democrats had begun markups on a handful of appropriations bills this week: Labor, Health and Human Services, Education and Military Construction, in an effort to exert some advantage on the spending caps negotiations. He said that the President had already made his preference known that Congress should agree to a year-long continuing resolution at FY2019 levels, but had given Senate Majority Leader McConnell some time to work with Democrats on a FY2020 spending deal. Mr. Hession circulated a FY2020 Cap Proposals handout.

Mr. Hession reported that Colonel Jennifer Walkawicz, 733rd Mission Support Group Commander, hosted the EDA on April 22nd at the Army's Transportation Museum and the EDA group was briefed by Deputy Commander Keith Morrow on the missions of several units and organizations on the installation, as well as demographic data. He said that the data showed that much of the Peninsula was touched by either active duty military, dependents or retirees that had or have an affiliation with the Fort. He pointed out that the visiting EDA group also learned about Fort Eustis' mission diversity. The group was given a detailed briefing of airfield operations by the Airfield Manager. He stated that the group learned that the Felker Army Airfield was one of the busiest airfields in the military inventory due to the fact the unencroached field can accommodate a significant portion of naval helicopter aviation training.

Mr. Hession stated that the President's Budget Request (PBR) proposal arrived on Capitol Hill in March, had been reviewed and hearings were to take place in the Armed Services and Defense/MILCON Appropriations committees. Mr. Hession reported that the military construction funding was for the 128th Aviation Brigade, formerly the United States Army Aviation Logistics School (USAALS), and that the project consisted of the construction of a 75,000 square-foot high-bay maintenance training hangar with attached 35,000 square-foot general instruction building, a 5,400 square-foot storage building and 5,100 square-foot concrete organizational vehicle parking. He stated that the government estimated, authorized and appropriated \$32.5 million for the project. He said that the final design was received in November 2016 and bids were solicited in June 2018. He explained that the August 2018 lowest bid was 128% above the Base Bid and 139% above full scope. He pointed out that the Army had made a decision to seek an Above Threshold Reprogramming (ATR) and the ATR package was forwarded to Operational Suitability Data in January 2019 but did not make its way to the congressional oversight committees for approval until early April. He said that the Corps of Engineers were able to get the low bidder to extend its bid to July 26th and anticipated the approval of the Army to begin execution of the project.

Mr. Bell asked if there were any questions of Mr. Hession. There were none. Mr. Bell thanked him for his report.

At 9:12 a.m., Ms. Aldrich moved for the Authority to go into a closed meeting pursuant to VA Code Section §2.2-3711.A: Real Estate (3), Prospective Business (5), Competition (6) and Legal Counsel (7) for the following purposes and subjects: (3) Discussion or 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 bargaining position or negotiating strategy of the public body, the subject of which is a proposed property disposition in the central section of the City and a proposed property disposition in the northern section of the City; (5) Discussion concerning a prospective business or industry or the expansion of an existing business or industry where no previous announcement has been made of the business or industry's interest in locating or expanding its facilities in the community, the subject of which is an unannounced prospective business interested in locating in the central section of the City and an unannounced prospective business interested in locating in the southern section of the City; (6) Discussion or consideration of the investment of public funds where competition or bargaining is involved, where if made public initially, the financial interest of the governmental unit would be adversely affected the subject of which is prospective development in the northern section of the City; and (7) Consultation with legal counsel and briefings by staff or consultants pertaining to actual or probable litigation, where such consultation or briefing in open meeting would adversely affect the negotiating or litigating posture of the public body; and consultation with legal counsel employed or retained by a public body regarding specific legal matters requiring the provision of legal advice by such counsel, the subject of which is probable litigation arising from an incident on EDA property in the central section of the City. Ms. Smith-Brown seconded the motion, which passed on a 4-0 vote, Mr. Skinner having departed.

At 10:03 a.m., the EDA/IDA Board returned to open session following a certification motion by Ms. Aldrich, in accordance with VA Code Section §2.2-3712(D) that to the best of each member's knowledge: (D) (i) only public business matters lawfully exempted from open meeting requirements under this chapter; 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 public body. Mr. Minter seconded the motion, which passed on a 4-0 vote.

Action Coming Out of Closed Session

Mr. Bell stated there were no actions coming out of Closed Session.

Committee Reports

Mr. Bell called for the Committee Reports. Ms. Smith-Brown presented the Executive Committee Report, which passed on a vote of 4-0. Mr. Verhoef presented the Marketing Committee Report, which did not require Board ratification.

Approval of Minutes of the Regular Meeting of April 5, 2019

Mr. Bell asked for a motion that the Minutes of the Regular Meeting of April 5, 2019 be approved. Ms. Greene so moved and Ms. Smith-Brown seconded the motion, which passed on a vote of 4-0.

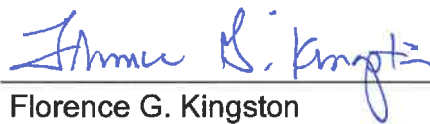
Unfinished Business

Mr. Bell asked for any unfinished business. There was none.

New Business

Mr. Bell asked for any new business. There was none.

There being no further business to come before the Board, Mr. Bell adjourned the meeting at 10:14 a.m.



Florence G. Kingston
Secretary/Treasurer



ECONOMIC DEVELOPMENT AUTHORITY
INDUSTRIAL DEVELOPMENT AUTHORITY

TO: Board of Directors

FROM: Chair, Executive Committee

SUBJECT: Chair's Report

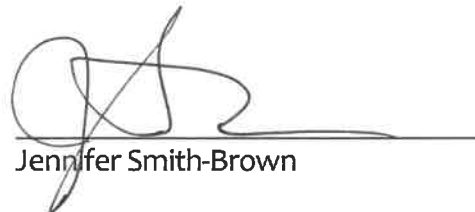
DATE: May 3, 2019

The Executive Committee met on April 16th. The Committee received a briefing related to the three EDA-owned parking garages in City Center – Merchants Walk (completed in 2001), Fountain Way (completed in 2006) and Mariners Row a/k/a Marriott (completed in 2006). Committee members were advised of repairs, maintenance and potential upgrade items needed to ensure that these important assets are preserved and maintained at the high standard of quality found throughout City Center. The Committee was also advised that sufficient funding is available from the capital reserves that the EDA maintains on these parking structures to cover the estimated scope of work. The Executive Committee approved a motion to authorize funding, in an amount not to exceed \$300,000, in support of maintenance and repairs to both the Merchants Walk and Fountain Way parking garages.

The Committee was also briefed on a request from the Developer entity of the Brooks Crossing project seeking the EDA's consent to an assignment of the Development Agreement between the EDA and Southeast Commerce Center Associates, L.L.C. (SECCA), necessitated by internal restructuring, which would result in a Developer Affiliate entity, Southeast Commerce Center Associates II, L.L.C. (SECCA II), being created. The membership and management of SECCA and SECCA II is identical. With the concurrence of staff and legal counsel, the Committee approved a motion consenting to the assignment of the Development Agreement between the EDA and Southeast Commerce Center Associates, L.L.C., to Southeast Commerce Center Associates II, L.L.C., a Virginia limited liability company whose membership and management is identical to the membership and management of Southeast Commerce Center Associates, L.L.C., subject to all documentation being reviewed and approved by EDA Legal Counsel.

Finally, Committee members were reminded that Brooks Crossing II, LLC, as Landlord, and the EDA, as Tenant, executed a Deed of Lease, dated December 21, 2018, providing for the EDA's lease of approximately 16,000 square feet of space on the first floor of the "HII Building", to house the Brooks Crossing Innovation and Opportunity Center (BCIOC). Committee members received a briefing on the process of determining the best and most cost-effective buildout for the BCIOC, which is now to be undertaken. An Amendment of the Deed of Lease is necessary to provide for the parameters, details and cost of the BCIOC buildout. The Executive Committee approved a motion authorizing the execution of an Amendment to Deed of Lease between Brooks Crossing II, LLC and the EDA, providing for the parameters, details and cost of the tenant-specific buildout for the Brooks Crossing Innovation and Opportunity Center (BCIOC) on the first floor of the "HII Building", and funding in an amount not to exceed \$1,193,210 (which includes a small contingency) for the BCIOC buildout, subject to all documentation being reviewed and approved by EDA Legal Counsel.

The Committee's remaining items were handled in Closed Session. This report requires Board ratification.



Jennifer Smith-Brown

JSB:clc
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Date, Time and Location: April 16, 2019, at 12:00 p.m. at 11820 Fountain Way, Suite 301, Newport News, VA

Members Present: Jennifer Smith-Brown, Alonzo Bell, Gary Minter, Jeff Verhoef

Members Absent: None



ECONOMIC DEVELOPMENT AUTHORITY
INDUSTRIAL DEVELOPMENT AUTHORITY

TO: Board of Directors
FROM: Chair, Marketing Committee
SUBJECT: Chair's Report
DATE: May 3, 2019

The Marketing Committee met on April 18th. Staff offered a summary of the inaugural City-wide Communications team meeting, including the group's purpose and upcoming initiatives. Committee members were pleased to learn about the group and expressed an interest in receiving periodic updates.

Highlights of the recent Ghana delegation visit were shared, and staff's efforts to connect the group of officials with our regional economic development and Newport News Public School partners.

Dates for the annual Business Appreciation Luncheon and Golf events were announced. Members were asked to save the dates and look forward to these enjoyable opportunities to celebrate the local business community.

Howell Creative Group staff shared information on the upcoming promotional ad in *Inside Business*. The ad will drive traffic to the EDA website where readers can view the Annual Report as well as other pages on the site.

This Report does not require Board ratification.



Jeffrey C. Verhoef

JCV:mb

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Date, Time and Location: April 18, 2019 at 10:30 a.m., 11820 Fountain Way, Suite 301, Newport News, VA 23606

Members Present: Jeff Verhoef, Cassandra Greene, Don Blankenship, Faye Gargiulo, Gary Hunter, Dan Powell

Members Absent: Jennifer Smith-Brown