

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, June 7, 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
C. Gary Minter
Jeffrey Verhoef
Cynthia D. Rohlf, City Manager, ex-officio
Florence G. Kingston, Secretary/Treasurer, ex-officio

Absent:

Jonathan Skinner, Excused

Legal Counsel:

Raymond H. Suttle, Jr.
Conway Sheild

Staff:

Kearston Milburn, Recording Secretary
Cherry Croushore, Assistant Secretary

Also present:

Brian Rowe, Regional Partner, WeldenField Development, LLC
Melissa Venable, Principle Planner and Owner, Land Planning Solutions
Sandra Baynes, CEO/CFO, Retnauer Baynes Associates
Tom Retnauer, President, Retnauer Baynes Associates
Collins Owens, City Attorney
Sumeet Saini, Summer Intern, Department of Development
Daniel Owens, Summer Intern, Department of Development

Mr. Bell opened the meeting by welcoming everyone.

Resolution Approving EDA Amendment of Term Loan Related to Downtown Engineering Center

Mr. Bell called for the Resolution Approving EDA Amendment of Term Loan Related to Downtown Engineering Center. Mrs. Kingston reported that at the May Executive Committee meeting, she briefed the Committee on the upcoming renewal in July of the taxable term loan with Wells Fargo Bank. She stated that the current outstanding balance of the loan was \$2,200,000. In April 2000, the EDA issued bonds for \$5,000,000 to help build the Downtown Engineering Center, an office building with first floor retail space and a parking facility. She noted that Newport News Shipbuilding and individual first floor tenants leased the building. She said that in July 2016, the bonds were refinanced with a taxable three-year fixed-rate term loan, fixed at 2.58%. In anticipation of the upcoming term expiration, Wells Fargo provided several options for the renewal of the taxable term loan.

Mrs. Kingston reported that staff recommended a five-year fixed-rate loan with an indicative rate quoted by Wells Fargo on May 8th of 3.64%, and that the loan would continue with quarterly principal payments of \$40,000. She said that other fees and expenses associated with the refinance included an amendment/transfer fee of \$2,500 plus associated legal expenses, and the cost of bank counsel. A comfort letter stating the City's intention to annually allocate sufficient funds to cover debt service, and a first Deed of Trust on the property, would continue to serve as security for the bonds. She explained that Wells Fargo had agreed to lock in the rate once the Board adopted the Resolution. She noted that the Resolution references a not-to-exceed rate of 4.75%, instead of the quoted indicative rate, to provide a buffer should any unknown or unexpected market conditions cause rates to increase, and that the rate would be close to the indicative rate, if not lower. Mrs. Kingston asked the Board to adopt Resolution 19-2, which had been provided to them, authorizing the amendment of the taxable term loan with Wells Fargo for the benefit of Newport News Shipbuilding.

Mr. Bell asked if there were any questions regarding Resolution 19-2. There were none.

Mr. Bell asked for a motion to adopt Resolution 19-2, as presented. Ms. Greene so moved and Mr. Minter seconded the motion, which passed unanimously on a roll call vote.

Endview Tract Development Request for Qualifications Preferred Developer Selection

Mr. Bell called for the Endview Tract Development Request for Qualifications Preferred Developer Selection presentation. Mrs. Kingston reported on the EDA's solicitation of responses to a request for qualifications (RFQ) from design/development/build teams for the development of the EDA's 285-acre Endview tract, located at 350 Yorktown Road. She reminded Board Members that the property was bound by Jefferson Avenue, Yorktown Road, Crafford Road and Newport News Park and surrounds the 25-acre City-owned parcel that contains the historic Endview House. She stated that she and staff recently worked with colleagues in Waterworks to fly the site with a drone to get aerial images. The drone video was shown to the Board to help provide additional context for the size and depth of the property. Mrs. Kingston and Mr. Perry pointed out landmarks in the drone video that included the Endview House, Waterworks Easement, intersection of Jefferson Avenue and Yorktown Road and Dominion Power Easement.

Mrs. Kingston stated that the interest in developing this parcel was to create new, higher-end housing. She said that the Endview property was one of the last remaining large-scale residential community sites in the City on which this type of development could be created.

As an overview, she advised that the EDA RFQ was issued on September 19, 2018, with responses due on November 5, 2018. The RFQ was posted to eVA - the State's procurement portal, the Daily Press, as well as targeted national advertisements to the American Planning Association and the Urban Land Institute. Mrs. Kingston reported that three responses were received and evaluated by the Endview RFQ Evaluation Committee. She explained that the Evaluation Committee was comprised of EDA Chair Alonzo Bell, EDA Vice-Chair Jennifer Smith-Brown, the City Manager, and the Directors of Planning, Waterworks, Budget and Evaluation, Engineering, Parks and Recreation and herself. She said that the broad representation across the EDA and City Departments was essential to understanding the importance of the Endview tract to the City.

Mrs. Kingston stated that after conducting interviews with each of the respondents and conducting a site visit with WeldenField Development, the Evaluation Committee determined that WeldenField Development's response most closely matched the Qualification Criteria identified in the RFQ. She advised that WeldenField Development was headquartered in Birmingham, Alabama, and had been operating for over four decades. She said that across the southeastern United States, WeldenField Development had developed more than 7,000 multifamily homes, nearly 3,000 active adult homes in 24 communities, and land developments ranging from four to 1,200 acres. She stated that Weldenfield Development had identified its team members in its RFQ response and would collaboratively work with

Retnauer Baynes Associates, Land Planning Solutions, Siska Aurand Landscape Architects and Circa Cultural Resources Management.

Mrs. Kingston gave Mr. Rowe, Regional Partner of WeldenField Development, LLC, the opportunity to introduce himself and WeldenField Development, along with members of his team. Mr. Rowe expressed his excitement at being selected for the Endview tract development. He said that he had been in the family-owned business for over 15 years and that through its projects, WeldenField Development had earned a reputation of integrity, fairness and ingenuity through generations of real estate development experience. He said that with nationwide operations and an extensive client roster of highly-satisfied clients and residents, the business had achieved a solid record of success through diligent planning, conservative financial underwriting and careful execution. Mr. Rowe explained the roles and introduced members of his team present with him – Melissa Venable, Principal Planner and Owner of Land Planning Solutions, Sandra Baynes CEO/CFO of Retnauer Baynes Associates and Tom Retnauer, President of Retnauer Baynes Associates.

Mrs. Kingston stated that the Evaluation Committee determined that WeldenField Development expressed a creative vision and imagination for the site and demonstrated a willingness to work closely with City stakeholders and citizens through a community engagement process. She said that WeldenField Development was strong in its commitment to work collaboratively to create a strong vision for Endview and had the capacity and ability to create a quality project. She pointed out that WeldenField Development had also communicated a strong sensitivity to the Lee Hall area, and environmental and cultural resource constraints on the site, and was committed to ensuring that development of Endview complements and enhances both the Endview House and the adjoining Newport News Park.

Mrs. Kingston said that the collaborative and innovative approach expressed by WeldenField Development resonated strongly with the Evaluation Committee and was an essential component in the creation of a fruitful partnership with the EDA and City. She stated that the Endview RFQ Evaluation Committee recommended that WeldenField Development be selected as the Preferred Developer for the EDA's Endview tract. She noted that following the closeout of the solicitation process, the next step would be to put a Letter of Intent (LOI) with WeldenField Development in place, while more specific details of a Memorandum of Understanding (MOU) were being worked through. She said that the LOI would give WeldenField Development comfort to begin engaging in some focus group activities that she hoped would begin during the summer, as well as start some design ideas based on that feedback. Mrs. Kingston pointed out that while the EDA may be selecting

WeldenField Development as the Preferred Developer, the development of the Endview property would be subject to the successful negotiation of a development agreement.

Mrs. Kingston gave Mr. Bell, Ms. Smith-Brown and Ms. Rohlf the opportunity to add any comments from the Evaluation Committee perspective. Ms. Smith-Brown explained that she felt confident in the selection of WeldenField Development and believed they would be very capable of completing the task, while being sensitive to the site and surrounding environment. Mr. Bell agreed and stated that he felt WeldenField Development had strong talents and a unique vision for the site. Ms. Rohlf expressed her excitement for the community engagement process and to see WeldenField Development's unique blend of historic and environmental components unfold into the community.

Mr. Bell asked if there were any questions of Mrs. Kingston and Mr. Rowe. Ms. Aldrich asked how WeldenField Development planned to handle the environmental challenges for the site. Mr. Rowe explained that he and his team planned to conduct studies related to the sensitivity of the site and the environmental and cultural resource constraints. Ms. Venable also added that their team had a strong focus on land preservation and stormwater management. Ms. Rohlf pointed out that the Evaluation Committee was strategically comprised of members that would be beneficial to the Endview tract development, to include environmental protection. Mr. Bell thanked Mrs. Kingston and Mr. Rowe for the presentation.

Mr. Bell asked for a motion to accept the recommendation of the Endview RFQ Evaluation Committee and select WeldenField Development as the Preferred Developer for the Endview tract located at 350 Yorktown Road, subject to the successful negotiation of a development agreement with the EDA. Ms. Smith-Brown so moved and Mr. Minter seconded, which passed unanimously on a roll call vote.

Secretary/Treasurer's Report

Mrs. Kingston stated that she was pleased to introduce the Development Department's two summer interns – Sumeet Saini and Daniel Owens. She stated that Sumeet was a Junior at Christopher Newport University studying Political Science with an emphasis on National Security Studies and Middle East and North Africa Studies and was from Ashburn, Virginia. She said that Sumeet recently conducted a research project on food justice in Newport News through which he was engaged with a number of stakeholders in the community, including HRCAP and the Virginia Peninsula Food Bank. She stated that Daniel was a Junior at Virginia Tech studying International Studies with a business concentration and he was from Gloucester, where he helps with his family's crabbing business. She said that

Daniel had worked as a Ride Operator and Business Leadership Intern at Busch Gardens, responsible for managing a team to prepare and operate roller coasters at the park and had gained experience volunteering with the Boys and Girls Club of Gloucester. She reported that both interns were interested in learning about and perhaps working for local government.

Mrs. Kingston stated that as part of routine maintenance of River Park Tower (RPT) Parking Garage in Downtown, staff solicited and received a proposal from Commonwealth Epoxy Coatings, Inc. to perform services including drain repairs, in order to facilitate proper drainage and top of wall coating. She reported that the company, as required, was a certified applicator of Neogard roof and deck products, and was also SWAM certified. She noted that we were using the procurement facilities exemption for this contract as the RPT Garage was an EDA-owned and operated facility. She stated that the Proposal, dated May 14, 2019, provided a top of wall coating cost of \$4,325, and based on pricing of \$3,500 for the first drain repair and \$2,500 per drain thereafter, up to 17 additional drains, as needed, she would be requesting a motion at the end of her report to authorize the contract and funding in an amount not to exceed \$55,350, which included a small contingency.

Mrs. Kingston reported that the City had recently received another grant award from the Aid to Local Ports (ATLP) Grant Program. She noted that the ATLP program was designed to assist municipalities in furthering port-related commerce. She said that she thought it was important to look holistically at the significant positive benefit the City had derived over the last few years from this important resource, and to celebrate our successes. She outlined that in FY16, the City received a \$638,292 ATLP grant utilized toward the project costs of needed repairs and refurbishment of the Seafood Industrial Park (SIP) West Bulkhead. In FY18, \$404,327 was received from ATLP toward SIP Outer Harbor repairs and upgrades. In FY19, the City was awarded a \$332,016 ATLP grant used to reduce the City's costs for modifying and repairing the southern end of the SIP East Bulkhead, and during FY20, we were just awarded an ATLP grant of \$386,040, to be used as part of the projected costs to refurbish the northern end of the East Bulkhead. She said that our success in applying for grant support from the ATLP grant program had provided the City significant savings totaling \$1,760,675 to date. She gave kudos to Doreen Kopacz, the City's very knowledgeable and skilled Harbormaster, who was largely responsible for the successful grant applications and awards.

Mrs. Kingston stated that staff attended the 3rd Annual Social Media Small Business Mixer event on May 29th, held at District 41 Sports Bar at 605 Pilot House Drive and hosted by City Council Member Marcellus Harris, III. She reported that over 40 attendees were provided an opportunity to hear about loan programs, and other resources offered to small

businesses, and that many shared the information with their Facebook friends live as it was being presented. She added that staff had a resource table at the event and had an opportunity to speak individually with several attendees about available programs. Mrs. Kingston noted that it was a great opportunity to share our services with small businesses, meet with individuals looking to start businesses in Newport News and demonstrate our ongoing commitment to “get the word out” about what we do.

Mrs. Kingston reported that staff had served among a group of evaluators of experienced professionals from around the business community, who listened to and offered advice to Peninsula Catholic High School marketing students. She said that during the course of the semester, teams of students conceptualized and developed ideas for a unique product or service, culminating in Pitch Day, where the students proposed their ideas and received feedback from evaluators. She expressed her appreciation for another opportunity for staff to encourage the next generation of entrepreneurs.

Mrs. Kingston stated that through June 21st, 757 Accelerate would be accepting applications for its second cohort of early-stage companies. She reminded Board Members that 757 Accelerate was a selective business accelerator program providing founders of early-stage companies with capital, connections and customers. In its first year, 757 Accelerate helped accelerate five companies that took advantage of over 270 hours of mentorship, received \$100,000 in equity awards and raised \$1.8 million in capital from investors. She noted the Board’s previous commitment of \$50,000 over three years to support the program, along with Norfolk, Chesapeake, Portsmouth and Hampton. Mrs. Kingston pointed out that the program was a natural progression for the types of companies we attract through START Peninsula. She stated that 757 Accelerate provided an intensive three-month program to engage with customers, validate products, test business models and prepare for next-stage funding, and that companies accepted into 757 Accelerate would receive \$20,000 in startup capital. She asked Board Members to encourage anyone who may be interested in the program to apply.

Mrs. Kingston reminded the Board that in 2016 the IDA had provided an Enterprise Zone incentive to Huntington Ingalls Incorporated and Newport News Industrial (now known as HII Mechanical) in the form of five acres of land to support its expansion in Oakland Industrial Park. She said that this expansion was planned to support a new product line contracted by the Westinghouse Electric Company and Newport News Industrial had invested over \$17 million to expand its facility. She explained, however, that due to the bankruptcy of Westinghouse, Newport News Industrial was unable to create any net new jobs. She stated that the ERCR agreement included clawbacks for both capital investment and job creation, and, per the agreement, \$67,500 was repaid to the IDA due to the failure to create new jobs.

She said that while it was unfortunate that the Westinghouse bankruptcy stymied Newport News Industrial's full expansion plans, we continued to have a strong relationship with the company, and that the new capacity from the facility expansion should help it be more competitive on future contracts.

Mrs. Kingston congratulated Howell Creative Group, who recently announced that it was the recipient of a 2018 American Advertising Federation Gold ADDY Award in recognition of the firm's development of the 2017 Newport News EDA/IDA Annual Report. She said that the American Advertising Federation ADDY Award competition recognized the best in marketing media across Hampton Roads, and with over 80 entries, only six were selected as Gold winners. She stated that all Gold award recipients were automatically entered into the District Competition, and she wished Howell luck.

Mrs. Kingston opened the floor for Mr. Bell and Ms. Aldrich to have an opportunity to make any comments related to the two-day Virginia Industrial Development Authorities (VIDA) Institute they attended in Richmond in May. Ms. Aldrich stated she appreciated the opportunity and felt the VIDA Institute program was very valuable. She said she learned tips on contributing and engaging more effectively and believed it would be a valuable experience for any Board Member. Mr. Bell stated that many of the municipalities at the event were smaller in size, and he expressed how proud he was of the work that Newport News had completed and will complete in the future, noting that his assessment from the two-day program was that we were already using all the tools at our disposal. Ms. Aldrich agreed and they both commended staff on how well staff supports and implements the activities and initiatives of our Board.

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 was pleased to report that on May 13th, the Department of Housing and Urban Development (HUD) had awarded the City of Newport News and Newport News Redevelopment and Housing Authority a Choice Neighborhoods Initiative (CNI) grant for \$30 million dollars. She expressed her excitement, and said that she and staff planned to begin the transformation process quickly. She noted that HUD representatives would be visiting in July and that HUD expected quick movement forward. She said that City Council would act on a Resolution on June 11th accepting the grant award and funds, and that the NNRHA Board would also be taking a similar action. Ms. Rohlf stated that she would present a revised Capital Improvements Plan (CIP) to City Council which would reflect the CNI award.

Ms. Rohlf said that the Planning Commission had approved the Master Plan for Tech Center and that it would be presented to City Council on June 25th for consideration. She reported that the SCOT Facility relocation was underway and that the move-in process to the new facilities would be accomplished in phases. She noted that progress continued with the Brooks Crossing Innovation and Opportunity Center and said that she looked forward to the grand opening on August 24th. Ms. Rohlf reported that the City's Fiscal Year 2020 Operating Budget had been adopted. She stated that the Special Joint Meeting of City Council, Planning Commission and the EDA related to the Denbigh-Warwick Area Plan would be held on Tuesday, July 16th.

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

Mr. Bell asked for a motion that the EDA authorize the Commonwealth Epoxy Coatings, Inc. Proposal, dated May 14, 2019, to provide roof and drain repairs at River Park Tower Parking Garage, and funding in an amount not to exceed \$55,350, which includes a small contingency, subject to review and approval of EDA Legal Counsel. Ms. Greene so moved and Mr. Minter seconded the motion, which passed unanimously on a roll call vote.

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 advised the Board that the Madison Government Affairs Report was in written format and asked if there were any comments or questions. There were none.

At 8:53 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) 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 acquisition 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. Mr. Verhoef seconded the motion, which passed unanimously on a roll call vote.

At 9:22 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. Verhoef seconded the motion, which passed unanimously on a roll call 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. Mr. Minter presented the Conference Center Marketing Committee Report, which did not require Board ratification. Mr. Bell presented the Design Review Committee Report, which passed unanimously on a roll call vote. Ms. Smith-Brown presented the Executive Committee Report, which passed unanimously on a roll call vote. Mr. Verhoef presented the Marketing Committee Report, which did not require Board ratification. Ms. Greene presented the Revolving Loan Fund Committee Report, which passed unanimously on a roll call vote.

Approval of Minutes of the Regular Meeting of May 3, 2019

Mr. Bell asked for a motion that the Minutes of the Regular Meeting of May 3, 2019 be approved. Ms. Greene so moved and Mr. Verhoef seconded the motion, which passed unanimously on a roll call vote.

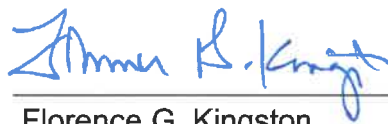
Unfinished Business

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

New Business

Mr. Bell asked for any new business. Mr. Bell asked if there were any resources for City employees as it related to the recent tragedy in Virginia Beach. Ms. Rohlf assured Board Members that the City offered many resources, including the Employee Assistance Program, and that she had communicated in an email to all employees on resources available to them.

There being no further business to come before the Board, Mr. Bell adjourned the meeting at 9:37 a.m.



Florence G. Kingston
Secretary/Treasurer



ECONOMIC DEVELOPMENT AUTHORITY
INDUSTRIAL DEVELOPMENT AUTHORITY

TO: Board of Directors
FROM: Chair, Conference Center Marketing Committee
SUBJECT: Chair's Report
DATE: June 7, 2019

The Conference Center Marketing Committee met on May 9th. Brandon Johnson, Marriott Director of Sales and Marketing and Mark Butcher, Marriott General Manager, provided an overview of completed marketing efforts for the 1st quarter of 2019. The Committee reviewed group highlights, social catering, e-commerce and social media initiatives, and was advised that Conference Center Sales Staff conducted a sales blitz focusing on the northern Virginia market, in conjunction with the new Marriott Field Marketing Program targeting meeting planners.

The next Committee meeting is scheduled for Thursday, August 8, 2019.



C. Gary Minter

CGM:cum

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Date, Time and Location: May 9, 2019, at 8:00 a.m., Blue Point Room, Newport News Marriott at 740 Town Center Drive Newport News, VA 23606

Members Present: Gary Minter, Cindy Brouillard, Mark Butcher, Elizabeth Parker

Members Absent: Eva Wiggins



ECONOMIC DEVELOPMENT AUTHORITY
INDUSTRIAL DEVELOPMENT AUTHORITY

TO: Board of Directors
FROM: Chair, Design Review Committee
SUBJECT: Chair's Report
DATE: June 7, 2019

The Design Review Committee met on May 16th. The Committee considered a request by Sign Media, on behalf of Thimble Shores Ventures, LLC, for approval of a digital rendering of a proposed internally-illuminated monument sign at 703 Thimble Shoals Boulevard, in Oyster Point of Newport News. Upon review, the Committee voted unanimously to recommend approval of the request, subject to all applicable City codes and regulations.

The next item considered by the Committee was a request by Priority Sign, on behalf of Leidos and SSBL, LLC, for approval of digital renderings of a proposed signage package at 724 Thimble Shoals Boulevard, in Oyster Point of Newport News. Upon review, the Committee recommended approval of the request on a majority vote with one abstention, subject to all applicable City codes and regulations.

Finally, the Committee considered a request by Sign Media, on behalf of Building One @ Tech Center, LLC, for approval of digital renderings of proposed internally-illuminated, building-mounted signage at 630 Hofstadter Road, in Jefferson Center for Research and Technology. Upon review, the Committee voted unanimously to recommend approval of the request, subject to all applicable City codes and regulations.

Under Unfinished Business, the Committee was briefed by staff regarding an administrative approval granted for replacement of sign panels only, for an existing sign located at 803 Diligence Drive.

Design Review Committee Chair's Report
June 7, 2019
Page 2

Under New Business, Committee members engaged in a brief discussion with staff regarding the possibility of updating the current covenants and restrictions in the various business centers and industrial parks throughout the City, in order to create more consistency throughout the various areas subject to EDA/IDA covenants and restrictions.

Items in this Report voted on by the Committee require Board ratification.


Mary C. Aldrich

JPK:kpw

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Date, Time and Location: May 16, 2019, at 8:00 a.m. at 11820 Fountain Way, Suite 301, Newport News, VA

Members Present: Alonzo R. Bell, Jr., Jonathan P. Skinner, Carl Breiner, Thomas Herbert, Robert Mann, Teresa Nettles, Bryan Trainum, Sylvia Weinstein, Elizabeth Willis

Members Absent: Mary C. Aldrich



**ECONOMIC DEVELOPMENT AUTHORITY
INDUSTRIAL DEVELOPMENT AUTHORITY**

TO: Board of Directors
FROM: Chair, Executive Committee
SUBJECT: Chair's Report
DATE: June 7, 2019

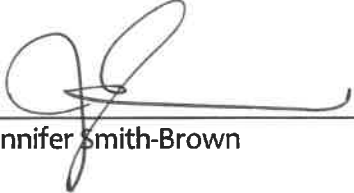
The Executive Committee met on May 28th. The Committee received a briefing related to additional contractual services needed to facilitate construction of the 4th CCOP Parking Garage. The Committee authorized a scope of services proposal from GET, for construction materials testing services for special inspections, in association with construction of the 4th CCOP Parking Garage and extension of Pearl Way, in an amount not to exceed \$93,390, which included a small contingency, subject to funding appropriation by City Council and review and approval by EDA Legal Counsel. The Committee also authorized a scope of services proposal from GET, for pre-construction conditions surveys and vibration monitoring services, in association with construction of the 4th CCOP Parking Garage and extension of Pearl Way, in an amount not to exceed \$42,420, which included a small contingency, subject to funding appropriation by City Council and review and approval by EDA Legal Counsel.

Committee Members were advised that appropriation of all necessary funding for the 4th CCOP Parking Garage, including the amounts being approved by the Committee, was scheduled for City Council's consideration and approval that evening at its May 28, 2019 City Council Meeting. The funding was approved by City Council on May 28th.

Executive Committee was also briefed on the EDA refinance transaction related to the Downtown Engineering Center, which the Board acted on earlier in today's Meeting.

Executive Committee Chair's Report
June 7, 2019
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The Committee's remaining items were handled in Closed Session. Items in this Report require Board ratification.



Jennifer Smith-Brown

JSB:clc

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Date, Time and Location: May 28, 2019, at 8:15 a.m. at 11820 Fountain Way, Suite 301, Newport News, VA

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

Members Absent: None



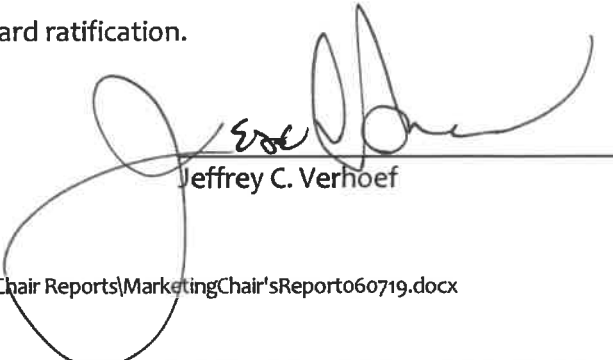
ECONOMIC DEVELOPMENT AUTHORITY
INDUSTRIAL DEVELOPMENT AUTHORITY

TO: Board of Directors
FROM: Chair, Marketing Committee
SUBJECT: Chair's Report
DATE: June 7, 2019

The Marketing Committee met on May 16th. Staff presented the soon-to-be launched Newport News Opportunity Zone website, and highlighted property data and research capabilities which may assist visitors in making investment decisions.

Howell Creative Group staff surprised Committee members with news that the company was recently awarded a 2018 American Advertising Federation Gold "ADDY" Award in recognition of the firm's development of the 2017 EDA/IDA Annual Report, "Your City, Our City, One City." The American Advertising Federation ADDY Award competition recognizes the best in marketing media across Hampton Roads. Howell was also happy to advise the Committee that the 2018 EDA/IDA Annual Report Media Campaign was the company's 10,000th job.

This Report does not require Board ratification.



Jeffrey C. Verhoef

JCV:rnb

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Date, Time and Location: May 16, 2019 at 10:30 a.m., 11820 Fountain Way, Suite 301, Newport News, VA 23606

Members Present: Jeff Verhoef, Cassandra Greene, Jennifer Smith-Brown, Faye Gargiulo, Gary Hunter

Members Absent: Don Blankenship, Dan Powell



ECONOMIC DEVELOPMENT AUTHORITY
INDUSTRIAL DEVELOPMENT AUTHORITY

TO: Board of Directors
FROM: Chair, Revolving Loan Fund Committee
SUBJECT: Chair's Report
DATE: June 7, 2019

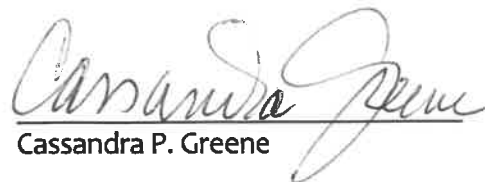
The Revolving Loan Fund Committee met on May 22nd.

Staff presented three Façade Improvement Grant (FIG) Program requests:

- FIG request for \$9,225 from Railhouse, LLC for exterior finishes and materials, exterior lighting, windows/doors and exterior painting, including prep at 130 23rd Street;
- FIG request for \$13,875 from Railhouse, LLC for windows/doors and exterior painting, including prep at 206 23rd Street; and
- FIG request for \$20,000 from Hussein Mohamed for paving, roofing and windows/doors at 2600 Chestnut Avenue.

These FIG requests were unanimously approved.

This Report requires Board ratification.


Cassandra P. Greene

CPG:tfw

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Date, Time and Location: May 22, 2019, at 12:30 p.m. at 11820 Fountain Way, Suite 301, Newport News, VA

Members Present: Cassandra Greene, Jonathan Skinner, George Knight and Sharon Owens

Members Absent: C. Gary Minter, Susan Harris and John Lunsford