

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

Ms. Smith-Brown called the meeting to order at 9:04 a.m. on Friday, April 1, 2022, in the Grand Ballroom, Salons III-V of the Newport News Marriott Conference Center at 740 Town Center Drive, Newport News, Virginia.

Those members present were:

Jennifer Smith-Brown, Chair
Alonzo R. Bell, Jr.
Faye P. Gargiulo
Howard H. Hoege, III
Jameka R. Johnson
Jonathan P. Skinner
Cathy T. Williams
Cynthia D. Rohlf, City Manager, ex-officio
Florence G. Kingston, Secretary/Treasurer, ex-officio

Absent:

None

Legal Counsel:

Raymond H. Suttle, Jr.
Matthew Meadows

Staff:

Cherry Croushore, Assistant Secretary
Jessica Jacobs, Recording Secretary
Derek Perry, Economic Development Manager
Amber Williams-EI, Executive Assistant
Danetra Williams, Administrative Technician

Also present:

Bo Clayton, Assistant City Manager
Robert Pealo, Chief Deputy City Attorney
Jerri Wilson, Intergovernmental Affairs Manager

Call to Order

Ms. Smith-Brown opened the meeting and welcomed everyone. She stated that she was pleased to observe the transformation happening around the City, particularly in the Choice Neighborhood Initiative (CNI) area, and invited everyone to see the progress themselves. Ms. Smith-Brown noted that she was able to meet with business owners in the Yard District and heard their enthusiasm about working together to transform the area and boost the local economy. She advised that she participated in a discussion with Senator Mark Warner, Senator Monty Mason and Congressman Bobby Scott in regards to Jefferson Lab, where she was excited to represent the City and the EDA as Chair.

Choice Neighborhoods Initiative (CNI) Progress Report Presentation

Ms. Smith-Brown asked Mrs. Kingston and Mr. Perry for their presentation.

Mrs. Kingston advised the Board that staff wanted to provide a comprehensive update on all efforts underway in connection to CNI. She stated that the information had been recently presented to both City Council and the CNI Citizen Advisory Committee (CAC), and that some Board Members would be familiar with the information from their Committee work, as the EDA had multiple facets of involvement with the project.

Mrs. Kingston reported that in 2016 the City received a \$500,000 planning grant from the United States Department of Housing and Urban Development (HUD). She advised that the funds were used to support the development of comprehensive neighborhood plans which led to the Transformation Plan for the Marshall-Ridley Choice Neighborhood. Mrs. Kingston noted that in May of 2019, the Newport News Redevelopment and Housing Authority (NNHRA) and the City were awarded a \$30 million Choice Neighborhood Implementation grant. Mrs. Kingston identified the goals of the housing plan as providing diverse housing types for a diverse community, integrating various housing types in an indistinguishable manner, providing affordable housing in an equitable way, increasing home ownership and fostering community.

Mrs. Kingston advised that the Choice Neighborhood I & II Housing at 2700-2800 Jefferson Avenue were expected to be completed in October 2022, after a 15-month construction period. She stated that this neighborhood would contain two multistory buildings containing 75 rental units, six townhomes and ground floor retail space. Mrs. Kingston noted that Choice Neighborhood III & IV Housing would contain a three-story building with 41 rental units and 30 townhomes in addition to ground floor retail space and would connect to the health and wellness trail. She stated that phase III was expected to be completed in August

2023, with phase IV completed by April 2024. Mrs. Kingston added that 24 single-family homes would also be built in this area, and that the mix of housing and income types would accomplish the transformative goals of de-densifying and producing more green space.

Ms. Williams asked for clarification on price points for the new housing. Mrs. Kingston stated that while final prices had not yet been determined, the Section 8 homes would be governed by federal guidelines, and the single family homes would be targeted for sale in the \$200,000 range.

Mr. Perry advised the Board that the City's Department of Human Services (DHS) had been working with the Ridley Neighborhood residents to provide case management and connections with support services until a new People Plan lead agency was in place. He stated that during the interim, DHS had been a tremendous partner, mobilizing staff and resources quickly to help the residents stabilize their housing, increasing employment and participating more actively in support services. Mr. Perry reported that the firm Urban Strategies was recently selected and had assumed management of the People Plan as of March 12th. He explained that Urban Strategies' background consisted of 40 years of non-profit experience providing services in communities undergoing revitalization, including 15 CNI communities.

Mr. Bell asked for insight into how the community received the work being done in the CNI area. Mrs. Kingston stated that an array of feedback was received, and that there was strong community engagement through the CAC. Ms. Rohlf stated that City Council members had also been fully-engaged, attended CAC meetings and highlighted areas in which the City could facilitate additional community involvement.

Mr. Perry advised the Board that a portion of the CNI grant was permitted to be used for Critical Community Improvements, including the creation of gateway elements at key entrances into the neighborhood. He explained that Northstar engaged with CNI in its marketing and branding work for the City, and that additional focus groups would be conducted in the neighborhood. Mr. Perry outlined the vision for the Seafood Industrial Park, which included a seafood-centric market with vendor stalls and kiosks, in addition to a catering kitchen to support onsite dining and commissary services. He advised that the planned Health and Wellness Trail would encompass an area from 18th Street down to the King-Lincoln Park on 12th Street, and that the implementation for new stormwater infrastructure would be a park amenity in the heart of the neighborhood. Mr. Perry noted that this would be the City's 37th park. He informed the Board that a residential façade improvement program was being incorporated into the EDA's efforts to improve quality and

aesthetic appeal to homes in the neighborhood by providing grants for eligible exterior improvements.

Mr. Perry reported to the Board that progress had been made at the former Chase Packaging Site and that all of the above and below-ground storage tanks had been removed, in addition to the 200,000 square foot concrete slab, and that the site had been filled and graded. Mrs. Kingston noted that the EDA-owned Chase property was a valuable strategic redevelopment site within the CNI footprint.

Mr. Perry noted that rehabilitation of 2510 Jefferson Avenue was also another CCI focus. He said that the building, which was directly adjacent to The Offices @ Two Five & J, would provide additional retail and commercial space and add to the success of The Offices, which opened May 2021. He said The Offices had rented to capacity quickly, including both private and shared offices, as well as dedicated desks. Mr. Bell asked if any consideration had been given to price points. Mr. Perry responded that staff would continue to monitor pricing, but was pleased with the current status as it lined-up with the market.

Ms. Johnson expressed excitement for the Urban Strategies partnership, and asked how the EDA could use the lessons learned from previous communities they helped transform. Mrs. Kingston was strongly supportive of the partnership, and stated that at the beginning of the project there was a significant focus on Public Services and the People Plan, which led to numerous commitments from partners such as accountants and attorneys, to help with business formation. Ms. Rohlf informed the Board that within the coming weeks staff would be meeting with these partners to reinvigorate their enthusiasm.

Mrs. Kingston answered several questions by the Board and stated that City staff had been creative in looking for funding from a variety of sources and grant programs, reviewing best practices from other communities and leveraging private-sector partnerships to get the most out of the CNI transformation.

Ms. Smith-Brown thanked Mrs. Kingston and Mr. Perry for their presentation and stated that it was clear that there was a strong commitment to revitalize this area of the City.

Secretary/Treasurer's Report

Mrs. Kingston reported she was pleased to introduce Development's two most recently employed team members – Amber Williams-El as Office Manager, and Danetra (or Dee) Williams as Administrative Technician. She explained that they were both highly-qualified and notable additions to staff. Mrs. Kingston advised that Amber had been employed for

several years by Williamsburg Landing as an Administrative Supervisor, and that her main role in Development would be to provide full-time administrative support to Mrs. Kingston. She explained that Dee Williams, before joining the Department, served six years in the Air Force where she gained invaluable administrative experience and earned a bachelor's degree in Human Resources Management. She noted that Dee was stationed at the City Hall front desk, interacting with and assisting customers and staff. Mrs. Kingston explained that the Department was fortunate to have attracted such high-caliber candidates and that they would add a great deal of enthusiasm and professionalism to the Department.

Mrs. Kingston advised the Board that the City's Purchasing Department, working with EDA staff, recently issued a Request for Proposals (RFP) for tiered landscaping and maintenance services on multiple City-owned and multiple EDA/IDA-owned properties throughout Oyster Point. She noted that one proposal, from Green Alternatives, was received and evaluated and deemed to be responsive to the RFP, with a total annual cost of \$173,740. Mrs. Kingston indicated that of this amount, the portion applicable to EDA/IDA parcels was \$113,810, and was for a one-year term, with four additional one-year renewal options at the sole discretion of the City. She stated that EDA staff would administer the contract. Mrs. Kingston advised the Board that she would be seeking a Motion at the end of her report to authorize funding for landscaping and maintenance in Oyster Point.

Mrs. Kingston reported that the EDA owned a parking lot in the Hilton area located at 10335 Warwick Boulevard that had a low wall facing Warwick Boulevard, was constructed in 1990 and was approximately 155 feet long and 4 feet tall. She noted that the materials used in the original construction were concrete masonry blocks coated in tan stucco with pre-cast concrete caps, and that the wall was recently hit and damaged from the parking lot side. Mrs. Kingston explained that upon inspection by City engineers, it was determined that based on the age of the structure and recent damage, the entire wall needed to be replaced to be structurally sound, and that it would be replaced with the same materials used originally. She noted that the City had an existing annual contract with Centennial Contractors Enterprise, Inc. which enabled other City departments, including the EDA, to utilize them for construction services per negotiated fees. Mrs. Kingston reported that the total amount for the work to be provided by Centennial Contractors to replace the wall was \$33,000, which included a small contingency, and that although the parking lot did not receive revenue, revenue from other parking lots would be used to provide maintenance. Mr. Bell asked if there were any security cameras to monitor the lot, to which Mrs. Kingston replied that there were none, but that staff would look into it. She said she would seek a motion at the end of her report to authorize the contract with Centennial Contractors and funding for the wall replacement at 10335 Warwick Boulevard.

Mrs. Kingston stated that on March 24th, during the Virginia Economic Developers Association's (VEDA) annual spring conference, she joined Canon company representatives Ronald Kurz and Rhonda Bunn, as well as general contractor Bill Goggins of Clancy & Theys, for a panel discussion entitled "Canon Virginia: A Snapshot of the Past 40 Years." She recognized Toi Hunter, of the Hampton Roads Alliance, who moderated the panel which explored the reasons why Canon first established a presence in Newport News in 1985. Mrs. Kingston noted that Canon had grown to a capital investment of more than \$700,000,000, five facilities, 2,000,000 square feet of floor space and 2,000 dedicated employees. She noted that the underlining theme from the company, contractor and City alike was the importance of relationships built on trust, respect and customer service exceeding expectations. Mrs. Kingston explained that the participants identified keys to success as being nimble, adaptable and flexible to address ever-changing market and business conditions collaboratively. She noted that the panel discussion validated best practices with respect to customer service, the trust between partners and the convergence of company and community culture.

Mrs. Kingston made reference to Governor Youngkin's recent Press Release regarding the Certified Origins' investment in Newport News, and stated that the City received national and global attention. Ms. Gargiulo stated she appreciated staff for consistently providing public announcements to Board Members, giving them the ability to pass the information along to their friends, colleagues and professional associates.

Mrs. Kingston stated that the Monthly Financial Statements were in Board Members' packages and noted a few highlights. She asked if there were any questions. There were none.

Mrs. Kingston offered Ms. Rohlf the opportunity to provide comments. Ms. Rohlf reported that she presented the Operating Budget for fiscal year 2023 to City Council the previous week. She noted that a seven percent increase was proposed in the budget from the previous year, with the total proposed City budget being \$1.1 billion. Ms. Rohlf provided highlights, including a recommended two percent reduction to the real estate tax rate, as well as an already agreed-upon reduction of personal property tax down from one-hundred percent to seventy-five percent. She stated that over the last two years there had been growth in revenue, which would allow the City to fully fund the public school system's requests. Ms. Rohlf advised that also included was funding of a program to allow either the Police Department, the Fire Department or mental health workers the ability to respond to emergency calls in the most effective way. She stated that three Environmental Police Officers would be hired to work closely with the Codes & Compliance Department to address community maintenance and safety concerns.

Ms. Smith-Brown introduced a motion to authorize funding, in an amount not to exceed \$125,200, which includes a 10% contingency, for the delivery of landscaping and maintenance services by Green Alternatives on EDA/IDA-owned parcels in Oyster Point under a contract with the City. Mr. Bell so moved and Ms. Williams seconded the motion, which passed unanimously on a roll call vote.

Ms. Smith-Brown introduced a motion to authorize a contract with Centennial Contractors Enterprise, Inc., under the City of Newport News Engineering Annual Services Contract, for work related to the replacement of the parking lot wall at 10335 Warwick Boulevard, and associated funding in an amount not to exceed \$33,000, which includes a small contingency, subject to review and approval of EDA Legal Counsel. Mr. Bell so moved and Ms. Williams seconded the motion, which passed unanimously on a roll call vote.

Assistant Secretary's Report

Ms. Smith-Brown asked for the Assistant Secretary's Report, and Ms. Croushore advised the Board that the Committee Meeting Schedule was in their packages and noted relevant details. Ms. Croushore reported that it would be her last Board Meeting, as she would be retiring at the end of April. She noted that it had been a privilege and an honor to serve the citizens of Newport News during her tenure working with the City and EDA. Ms. Croushore explained that Ms. Robison had been working closely with her for the last month and a half to learn her duties, relative to the Board, and she would be assuming these duties.

Madison Government Affairs' Consultant Report

Ms. Smith-Brown 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 10:52 a.m. Mr. Hoege moved for the Authority to go into a closed meeting pursuant to VA Code Section §2.2-3711.A: Prospective Business (5) for the following purpose and subject: (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 expansion of an existing business located in the southern section of the City and an unannounced expansion of an existing business located in the northern section of the City. Mr. Bell seconded the motion, which passed unanimously on a roll call vote.

At 11:09 a.m., the EDA/IDA Board returned to open session following a certification motion by Mr. Hoege, 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. Bell seconded the motion, which passed unanimously on a roll call vote.

Committee Reports

Ms. Smith-Brown called for the Committee Reports, and Ms. Williams presented the Design Review Committee Report, which passed unanimously on a roll call vote. Ms. Gargiulo presented the Marketing Committee Report which did not require Board ratification. Ms. Johnson presented the Revolving Loan Fund Committee Report, which passed unanimously on a roll call vote.

Approval of Minutes of the Regular Meeting of March 4, 2022

Ms. Smith-Brown asked for approval of the Minutes of the Regular Meeting of March 4, 2022. Mr. Bell so moved, and Mr. Hoege seconded the motion, which passed unanimously on a roll call vote.

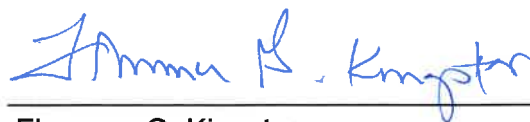
Unfinished Business

Ms. Smith-Brown asked for any unfinished business. There was none.

New Business

Ms. Smith-Brown asked for any new business. There was none.

There being no further business to come before the Board, Ms. Smith-Brown adjourned the meeting at 11:13 a.m.



Florence G. Kingston
Secretary/Treasurer




**ECONOMIC DEVELOPMENT AUTHORITY
INDUSTRIAL DEVELOPMENT AUTHORITY**

TO: Board of Directors
FROM: Chair, Design Review Committee
SUBJECT: Chair's Report
DATE: April 1, 2022

The Design Review Committee met on March 17th. The Committee considered a request by Scotty Signs on behalf of Good Vibes Concert Hall & Venue and CCOP, LLC for approval of illuminated building mounted signage at 11800 Merchants Walk 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.

This Report requires Board ratification.



Jonathan P. Skinner

JPS:kw

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Date, Time and Location: March 17, 2022, at 8 a.m. at 11820 Fountain Way, Suite 301, Newport News, VA

Members Present: Cathy Williams, Carl Breiner, Teresa Nettles, Sylvia Weinstein, Beth Willis, Robert Mann, Bryan Trainum

Members Absent: Jonathan Skinner, Alonzo Bell, Jr., Thomas Herbert

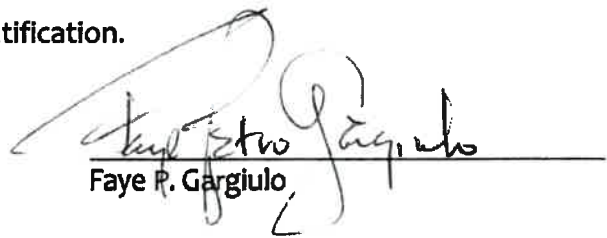


**ECONOMIC DEVELOPMENT AUTHORITY
INDUSTRIAL DEVELOPMENT AUTHORITY**

TO: Board of Directors
FROM: Chair, Marketing Committee
SUBJECT: Chair's Report
DATE: April 1, 2022

The Marketing Committee met on March 17th. Nicole Ryf of the Hampton Roads Alliance gave an overview of the Alliance's Offshore Wind initiative and its impact on the region. Staff presented the Committee with the 2021 EDA/IDA Annual Report.

This Report does not require Board ratification.



Faye P. Gargiulo

FPG:mb

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Date, Time and Location: March 17, 2022 at 11:00 a.m., 11820 Fountain Way, Suite 301, Newport News, VA

Members Present: Faye Gargiulo, Don Blankenship, Gary Hunter

Members Absent: Jameka Johnson, Jennifer Smith-Brown, Dan Powell



**ECONOMIC DEVELOPMENT AUTHORITY
INDUSTRIAL DEVELOPMENT AUTHORITY**


TO: Board of Directors
FROM: Chair, Revolving Loan Fund Committee
SUBJECT: Chair's Report
DATE: April 1, 2022

The Revolving Loan Fund Committee met on March 23rd. Staff presented a Façade Improvement Grant (FIG) Program request:

- FIG request for \$20,000 from North River Investments, LLC for canopy/awning, exterior finishes/materials, exterior painting including prep, roofing and windows/doors at 711 Gum Rock Court.

The FIG request was unanimously approved.

This Report requires Board ratification.



Jameka R. Johnson

JRJ:tfw

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Date, Time and Location: March 23, 2022, at 12:30 p.m. at 11820 Fountain Way, Suite 301, Newport News, VA

Members Present: Jameka Johnson, Cathy Williams, George Knight, John Lunsford

Members Absent: Alonzo Bell, Jr. and Sharon Owens-Clark



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INDUSTRIAL DEVELOPMENT AUTHORITY

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JPS:kpw

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FPG:rnb

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