

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. Hoege called the meeting to order at 9:00 a.m. on June 2, 2023, in the EDA/IDA Board Room at 11820 Fountain Way, Suite 301, Newport News, Virginia.

Those members present were:

Howard H. Hoege, III, Chair
Alonzo R. Bell, Jr.
Faye P. Gargiulo
R.C. Miller
Cathy T. Williams
Florence G. Kingston, Secretary/Treasurer, ex-officio
Cindy Rohlf, City Manager, ex-officio

Absent:

Jameka R. Johnson (excused)
Jonathan P. Skinner (excused)

Legal Counsel:

Raymond H. Suttle, Jr.

Staff:

Joy Robison, Assistant Secretary
Jessica Jacobs, Recording Secretary

Also present:

Caroline Perrin, Associate, McGuireWoods, LLP
Douglas Hornsby, CEO, CNU Real Estate Foundation
Gregory Tilley, SCORE
Seth Caddell, Coastal Fermentory
Bob Pealo, Deputy City Attorney

Call to Order

Mr. Hoege opened the meeting and welcomed everyone.

Resolution of the EDA Approving a Request by CNU Real Estate Foundation with Respect to Proposed Bond Modifications Related to CNU Real Estate Foundation's Series 2015 Bonds

Mr. Hoege welcomed Ms. Perrin and asked her to summarize the proposed bond modifications. Ms. Perrin advised the Board that the request was for technical amendments related to the interest rate index mechanics for the previously-issued Series 2015 Bonds for the CNU Real Estate Foundation for the Christopher Newport University Project. Ms. Perrin informed the Board that there would be no liability to the Board for the bond modifications. Mr. Hoege asked if there were any questions. There were none. Mr. Hoege asked for a Motion to approve IDA Resolution 23-6, as presented. Mr. Bell so moved and Ms. Williams seconded the motion, which passed unanimously on a roll call vote.

Service Corps of Retired Executives (SCORE) Presentation

Mr. Hoege welcomed Mr. Greg Tilley to the podium to provide an overview of SCORE. Mr. Tilley stated he was pleased to be invited to the meeting to inform the Board on the mission and value of SCORE volunteer mentors who are available to work with businesses in Newport News. He said that SCORE offers a community of experienced entrepreneurs, corporate managers, and executives as mentors who are eager to assist entrepreneurs who want to start and/or grow their businesses. He noted that SCORE had broadened its members to encompass interested persons who are still in the workforce. He explained that interested individuals only need to contact SCORE at its website at score.org to be paired with a local business expert, and that although the closest SCORE office is in Williamsburg, he regularly meets with and mentors Newport News entrepreneurs in Development's Marketing office. He offered appreciation for the collaborative efforts between SCORE and Newport News Development staff and EDA, who provide client referrals and meeting space, and noted the mission alignment of the EDA and SCORE. Mr. Tilley answered a few questions from the Board and Mr. Hoege thanked him for attending.

Secretary/Treasurer's Report

Mrs. Kingston asked the Board to join her in welcoming the Department of Development's two new summer interns – Ms. Han Vu & Mr. Lachlan James. She noted that Han is a student at Virginia Commonwealth University majoring in Urban & Regional Studies, is from Newport News, and is interested in learning more about how she can contribute to the work of local government impacting her community. Mrs. Kingston stated that Lachlan just finished his senior year at Appalachian State University in North Carolina where he majored in Economics and Spanish, and was very involved with the Lumber Sports Club. She said staff's goal is to provide them with an excellent foundation and immersion in economic development, and that Han and Lachlan would also be participating in HRACRE's excellent internship program concentrating on commercial real estate.

Mrs. Kingston informed the Board that our 2022 intern, Jordan Wilson, who also participated in the HRACRE Internship Program and was awarded a scholarship, had applied for and was selected to become Development's newest Project Development Coordinator. She said Jordan recently graduated from Old Dominion University with a Bachelor's in Business Administration concentrating in management and finance and that he would officially begin his new full-time position on June 26th. She explained that Jordan has been a great producer as a part-time intern employee, assisting Tricia and Priscilla with the department's grant and loan programs, conducting financial analysis and processing applications, and that she was confident he would bring great value as a full-time Project Development Coordinator.

Mrs. Kingston reminded Board Members that staff had been coordinating with the Brooks Crossing Shopping Center project developer, Southeast Commerce Center Associates, II, L.L.C. on the conveyance of the outparcel located at 3001 Jefferson Avenue, which would be used for a medical office building containing an urgent care clinic. She said that the Richard Hunt art sculpture was featured on the corner of this block fronting Jefferson Avenue and that the plan was to carve off that portion of the property for continued public control, and that she was recommending the Board authorize, at the conclusion of her report, a motion to convey to the City the approximately .0385-acre portion of the property containing the sculpture.

Mrs. Kingston said that earlier this year the Board authorized a lease with the City for the 75,708-square-foot building at 13785 Warwick Boulevard to accommodate the future location for the Police Department's North Precinct, which will be relocating from 368 Deshazor Court, as well as their Training Academy, which will also be consolidating to the

new location from 5851 Jefferson Avenue. She explained that the building has not been utilized at its full capacity since its vacation by Ferguson, and that with the plans for full occupancy by the North Police Precinct and an expanded training academy, the HVAC needed to be serviced and evaluated to ensure that it meets air quality standards for the intended use.

Mrs. Kingston stated staff has received a quote from Damuth Trane (Damuth), with whom the EDA currently has a maintenance contract, to evaluate and provide additional services to repair the HVAC units at 13785 Warwick Boulevard that are no longer functioning, return them to an operational status, and provide mechanical engineering services to identify unit replacements with new and modified system designs to ensure there is capacity to meet the necessary air quality standards. She recommended that the proposal be accepted, under the cooperative agreement in place with Damuth to begin the work immediately. She said she would seek a motion at the end of her report that the proposal amount of \$46,560, be approved, along with a recommended 20% contingency, for a total \$55,872. She said that funds were available for this work in Sherwood Reserves.

Mrs. Kingston told the Board that the Virginia Department of Small Business & Supplier Diversity held its 3rd annual 2023 SWaMmy Honors on May 17th in Richmond at the Virginia War Memorial. She said the event is held annually to celebrate innovation of Virginia's small, women and minority-owned businesses, and that this year Shakir Johnson attended on behalf of the department and reported that four Newport News businesses were nominated. She stated that she pleased to announce that Newport News' Virginia Technical Academy, located at 809 Omni Blvd, was one of the ten SWaMmy winners. She said that David Gillespie opened Virginia Technical Academy in 2020, and that 874 students had graduated from their career track programs in Electrical, HVAC, Plumbing, Building Maintenance, and Appliance Technology.

Mrs. Kingston offered Ms. Rohlf the opportunity to provide comments. Ms. Rohlf shared that City Council had adopted the operating budget for the City and Schools in May which included a two cent reduction in the tax rate. She informed the Board that the City would be going to the bond market within a couple of weeks and that two of the Bond Rating Agencies, Moody's and Standard & Poor's, would be visiting the City. She said that Development would be lead for the tours, and she felt that we had a successful story to tell which would help the City maintain its excellent financial position. Ms. Rohlf provided a preview of discussions and strategic goals that City Council would take up at its upcoming retreat. Ms. Williams asked what Ms. Rohlf thought were the top priorities they would

discuss. Ms. Rohlf said that affordable housing was high on the list, as well as schools and economic development. Mr. Hoege thanked Ms. Rohlf for her comments.

Mr. Hoege introduced a Motion to authorize the conveyance of an approximately 0.0385-acre portion of 3001 Jefferson Avenue to the City of Newport News, Virginia, for the purpose of maintaining the property for public benefit, subject to review and approval of all documentation by EDA Legal Counsel. Mr. Bell so moved and Ms. Williams seconded the motion, which passed unanimously on a roll call vote.

Mr. Hoege introduced a Motion to authorize a contract with Damuth Trane for HVAC repair, preventive maintenance and mechanical engineering services at 13785 Warwick Boulevard, and funding in the amount of \$55,872, which includes a contingency, subject to review & approval by EDA Legal Counsel. Mr. Bell so moved and Ms. Gargiulo seconded the motion, which passed unanimously on a roll call vote.

Assistant Secretary's Report

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

Madison Government Affairs' Consultant Report

Mr. Hoege 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 9:39 a.m. Mr. Miller moved for the Authority to go into a closed meeting pursuant to VA Code Section §2.2-3711.A: Real Estate (3) and Prospective Business (5) 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 southern section of the City; and (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 existing business expansion in the northern section of the City. Ms. Gargiulo seconded the motion, which passed unanimously on a roll call vote.

At 9:56 a.m., the EDA/IDA Board returned to open session following a certification motion by Mr. Miller, 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.

Coastal Fermentory – Tourism Zone

Mr. Hoege asked Mrs. Kingston to present the Coastal Fermentory item. Mrs. Kingston explained that Coastal Fermentory (Communitas Brewing Co LLC) has quickly become a popular destination on 23rd Street in the Yard District, and last month was awarded the City's inaugural Breakthrough Experiences Award. She said that since its initial opening in December 2020, and through continued investment in the facility, staff has continued to work with Coastal Fermentory on its growth plans, and that with its success Downtown, the brewery has been evaluating options for a taproom further north on the Peninsula in order to take advantage of the northern Newport News, York County and Williamsburg consumers that might not be willing to travel to Downtown. She stated that after evaluating options in Williamsburg and York County, Coastal has identified a location in Jefferson Market Place at 12515 Jefferson Avenue and has signed a Letter of Intent for the space for which they are in the process of negotiating a lease.

Mrs. Kingston said that both the current location and the proposed new one are located within the City's tourism zones with 206 23rd Street being located within the Southeast Community Tourism Zone, and 12515 Jefferson Avenue being located within the Patrick Henry Tourism Zone. She noted that based on the company's investment at its 23rd Street location, as well as its planned investment at its second expansion location, the company qualifies for incentives through the tourism zone program. She explained that, to date, Coastal has invested in excess of \$800,000 and has created 7 full-time equivalent positions at its 23rd Street location, and that it plans to expend over \$450,000 and add 8 more full-time equivalent positions to establish its taproom in Jefferson Market Place. She added that the company has projected food and beverage and local sales tax revenues will be over \$65,000 annually between the new and expanded locations.

Mrs. Kingston told the Board that based on the company's investment and job creation, staff was recommending a performance grant equal to the return of 50% of the food and beverage taxes generated by the company over a 6-year period. Eligibility criteria for the

grants would be that 1) the company make a capital investment of at least \$750,000 in support of the Project, 2) that it employ and retain a minimum of 12 full-time equivalent positions, 3) that it make an annual contribution totaling an amount equivalent to ten percent (10%) of the performance grants, annually, to charitable organizations, and 4) that it incorporate environmentally conscious elements into the construction and operation of the project.

Mrs. Kingston asked Seth Caddell, one of the owners of Coastal in attendance, to come to the podium and share his vision for the new location. Mr. Cadell said that he was excited about expanding into the northern area of Newport News and that, although they had customers at their downtown location coming from as far away as northern Virginia and Richmond, he was confident the Jefferson Market Place location would be successful as well. He explained that they would capitalize and expand on the types of customer experiences that they offered downtown, and create fun vibe with live music, trivia nights, outdoor activities, and "Drink Beer and Do Good" nights where a portion of proceeds and 100% of tips go to local charity organizations.

Mrs. Kingston thanked Mr. Caddell and said that she was seeking Board authorization for the Local Tourism Zone Incentive Program Performance Agreement with Communitas Brewing Co LLC, in support of the company's investments at 206 23rd Street and planned investments at 12515 Jefferson Avenue. She also noted that, with this exercise, as well as speaking with other businesses, staff was observing that our tourism program and eligibility criteria can be difficult to access for mid-size business investments and that this has contributed to an overall underutilization of the program. She said that, recognizing the importance of these "quality of life" businesses, including unique restaurants, breweries and distilleries, in creating culture within the community, staff's plan is to take a deeper look at our tourism zone program and come back with recommendations for adjustments to make the program more accessible overall.

Mr. Hoege introduced a Motion to authorize execution of a Local Tourism Zone Incentive Program Performance Agreement between the EDA and Communitas Brewing Co LLC, in connection with the brewery's investment and job creation at 206 23rd Street and planned investment and job creation at 12515 Jefferson Avenue, subject to review and approval by EDA Legal Counsel. Mr. Bell so moved and Ms. Gargiulo seconded the motion, which passed unanimously on a roll call vote.

Committee Reports

Mr. Hoege called for the Committee Reports. Mr. Bell presented the Design Review Committee report, which passed unanimously on a roll call vote. Ms. Williams presented the Executive Committee report, which passed unanimously on a roll call vote. Ms. Gargiulo presented the Marketing Committee report, which did not require Board ratification. Mr. Miller presented the Revolving Loan Fund Committee report, which passed unanimously on a roll call vote.

Approval of Minutes of the Regular Meeting of May 5, 2023

Mr. Hoege asked for approval of the Minutes of the Regular Meeting of May 5, 2023. Mr. Bell so moved and Ms. Williams seconded the motion, which passed unanimously on a roll call vote.

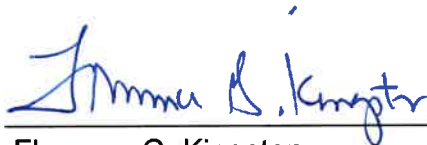
Unfinished Business

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

New Business

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

There being no further business to come before the Board, Mr. Hoege adjourned the meeting at 10:24 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: June 2, 2023

The Design Review Committee met on May 18th. The Committee considered a request by Scotty Signs on behalf of Noble Title & Escrow for approval of a digital rendering of proposed internally-illuminated, building-mounted sign and awning refurbishment at 11850 Merchants Walk, Suite 108 in City Center at Oyster Point. An exception was requested by Noble Title & Escrow for the building-mounted sign to be larger than the maximum square footage allowed in the City Center Urban Design Guidelines. Upon review, the Committee voted to not recommend approval of the proposed building-mounted sign. The Committee voted separately to recommend approval of the proposed awning refurbishment, subject to all applicable City codes and regulations.

The Committee considered a request by SignMedia Inc. on behalf of Tidewater Physicians Multispecialty Group for approval of digital renderings of proposed vinyl door graphics and additional lettering on existing monument and monument styled directory signs at 860 Omni Boulevard in Oyster Point of Newport News. Upon review, the Committee voted to recommend approval of the request without objection, subject to all applicable City codes and regulations.


The Committee considered a request by SignMedia Inc. on behalf of Tidewater Physicians Multispecialty Group for approval of digital renderings of proposed vinyl door graphics, replacement of vinyl on existing monument and building signs, and installation of one new building sign at 11761 Rock Landing Drive in Oyster Point of Newport News. Upon review, the Committee voted not to recommend approval of the proposed replacement of vinyl on an existing monument sign due to questions concerning the business address to be displayed on the sign not matching the legal

Design Review Committee Chair's Report
June 2, 2023
Page 2

address of the property. The Committee voted separately to recommend approval of the proposed vinyl door graphics, replacement of vinyl on an existing building sign, and installation of one new building sign. The items recommended for approval are subject to all applicable City codes and regulations.

The Committee considered a request by James River Signs on behalf of Peninsula Pastoral Counseling Center for approval of a proposed refurbishment and panel change of an existing non-illuminated monument sign at 707 Gum Rock Court in Oyster Point of Newport News. Upon review, the Committee voted to recommend approval of the request, subject to all applicable City codes and regulations.

This Report requires Board ratification.



Alonzo Bell, Jr.

ACB:jrl

P:\IDA\DA22-23\Board Meetings 22-23\06.2023 - June 2023\Chair Reports\DesignReviewChair'sReport06022023.docx

Date, Time and Location: May 18, 2023, at 8 a.m. at 11820 Fountain Way, Suite 301, Newport News, VA

Members Present: Alonzo Bell, Jr., Faye Gargiulo, Carl Briner, Thomas Herbert, Robert Mann, Teresa Nettles, Bryan Trainum, Sylvia Weinstein, Beth Willis

Members Absent: Jameka Johnson



**ECONOMIC DEVELOPMENT AUTHORITY
INDUSTRIAL DEVELOPMENT AUTHORITY**

TO: Board of Directors

FROM: Chair, Executive Committee

SUBJECT: Chair's Report

DATE: June 2, 2023

The Executive Committee met on May 16th. The Committee was updated on a procedure for processing rights of repurchase waivers and approvals of use for private property transactions within the EDA/IDA's business and industrial parks which would allow for Board input and concurrence, while also ensuring requests by title companies or attorneys are addressed expeditiously. The Committee was reminded that the Board passed Resolution 23-1 in February delegating authority to the Secretary/Treasurer for these matters, and that discussion ensued that a process was desired in which the Board could weigh in preceding the granting of waivers and/or approvals and be fully informed afterwards.

The process would initiate as a request to the EDA/IDA for a property transaction. Staff would collect and review the applicable information and complete any necessary research with other Departments. The Secretary/Treasurer then would inform the Chair or Vice Chair regarding the request with high-level details and provide a recommendation to waive the repurchase rights and/or to approve, or not approve, a change of use. With concurrence of the Chair or Vice Chair, the Secretary/Treasurer would proceed with issuing the waiver and/or approval of use. The activity would be reported out in the Secretary/Treasurer's report at the next Board meeting. The Committee passed a unanimous motion to adopt the process as presented.

Under Unfinished Business, the Committee was informed that the Lee Hall Area Plan would be going to City Council for approval at its meeting on May 23rd, following the plan being recommended for approval by the Planning Commission on May 3rd. Additional detail was shared regarding the citizen comment on the Endview concept that occurred

Executive Committee Chair's Report

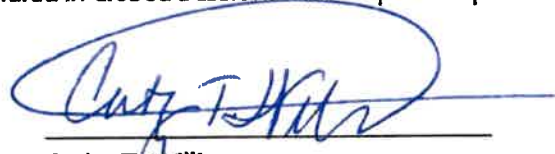
June 2, 2023

Page 2

at the Planning Commission meeting, and the Committee was also informed that City Council action on the land exchange between the City (a 1-acre portion of 13800 Jefferson Avenue) and EDA (a 3-acre portion of 350 Yorktown Road) was deferred to the May 23rd City Council meeting.

Under New Business, the Committee was informed that Tech Center Parkway and Innovation Parkway had both recently opened to public traffic. Staff shared that there has also been ongoing coordination with the Tech Center Research Park developer and that with the progress with the roadway, as well as with Building Two, an update on the Tech Center Research Park to the full EDA Board was timely and would be scheduled for a future meeting.

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


Cathy T. Williams

CTW:jer

P:\IDA\IDA22-23\Board Meetings 22-23\06.2023 - June 2023\Chair Reports\Executive Committee Chair's Report 060223.docx

Date, Time and Location: May 16, 2023, at 12:00 pm at 11820 Fountain Way, Suite 301, Newport News, VA

Members Present: Alonzo Bell, Jonathan Skinner, Cathy Williams

Members Absent: Howard Hoege

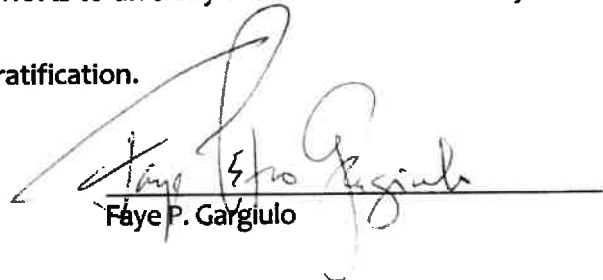


**ECONOMIC DEVELOPMENT AUTHORITY
INDUSTRIAL DEVELOPMENT AUTHORITY**

TO: Board of Directors
FROM: Chair, Marketing Committee
SUBJECT: Chair's Report
DATE: June 2, 2023

The Marketing Committee met on May 18th. Staff from the Office of Purchasing gave a presentation on the City's work to attract, grow and provide opportunities for Small, Woman and Minority-owned companies. Committee members were appreciative and applauded staff's efforts to diversify the business community.

This Report does not require Board ratification.



Faye P. Gargiulo

FPG:mb

P:\IDA\IDA22-23\Board Meetings 22-23\06.2023 - June 2023\Chair Reports\MarketingChair'sReport060223.docx

Date, Time and Location: May 18, 2023 at 10:30 a.m.

Members Present: Faye Gargiulo, R.C. Miller, Don Blankenship, Gary Hunter

Members Absent: Cathy Williams, Dan Powell



**ECONOMIC DEVELOPMENT AUTHORITY
INDUSTRIAL DEVELOPMENT AUTHORITY**

TO: Board of Directors
FROM: Chair, Revolving Loan Fund Committee
SUBJECT: Chair's Report
DATE: June 2, 2023

The Revolving Loan Fund Committee met on May 24th. Staff presented an overview and update of the Department of Development's financial assistance programs. Committee members were provided a comprehensive financial resource spreadsheet detailing the Department's Loan, Grant, and Enterprise Zone recipients still open or recently completed as of March 31, 2023. The spreadsheet is attached to this report for your information.

Staff presented a Façade Improvement Grant (FIG) Program request:

- FIG request for \$20,000 from 11101 Warwick Blvd LLC to include an updated canopy/awning and exterior painting at 11101 Warwick Blvd.

The Committee members present approved the FIG request unanimously.

This Report requires Board ratification.


Jameka R. Johnson

JRJ:tfw

P:\IDA\DA22-23\Board Meetings 22-23\06, 2023 - June 2023\Chair Reports\Revolving Loan Fund Committee Chair's Report 06.02.2023.docx

Date, Time and Location: May 24, 2023, at 12:30 p.m. at 11820 Fountain Way, Suite 301, Newport News, VA

Members Present: Jameka Johnson, R.C. Miller, George Knight (departed meeting prior to voting), John Lunsford and Sharon Owens-Clark

Members Absent: Howard Hoege

E/IDA FINANCIAL RESOURCES FOR BUSINESSES

YTD through March 31, 2023

OUTSTANDING LOANS							
MICRO LOANS							
Business Name	Point of Contact	Address	Microloan Amount	Loan Description	Pre-Loan Jobs	Jobs Created	Minority/Woman/ Veteran Owned*
K3 Catering, LLC DBA Sate	Kyle Fowlkes	123 Zenith Loop	\$25,000.00	Expansion	1	1	Minority
Roots Beauty Service DBA Amber & Slate	Freddie Bunch	10233 Warwick Blvd	\$25,000.00	Expansion	1	7	Woman
		TOTALS	\$50,000.00		2	8	
NEWPORT NEWS CAPITAL FUND (NNCF)							
Business Name	Point of Contact	Address	NNCF Loan Amount	Loan Description	Pre-Loan Jobs	Jobs Created	Minority/Woman/ Veteran Owned*
CCOP Thimble Shoals One	Kathy Grubbs	739 Thimble Shoals Blvd, Suite 1009	\$500,000.00	Start Up	0	100	N/A
Eagle Land II	Christina Picazo	7505 Warwick Blvd.	\$453,000.00	Expansion	95	0	Woman
Ronin Enterprises Inc. DBA 308 Logistics	Chelsea O'Dell	644 Ellen Rd.	\$100,000.00	Expansion	0	0	Minority/Woman/Veteran
SK3 House Newport News LLC	Alvin Barnevo	14346 Warwick Blvd.	\$200,000.00	Expansion	0	15-20	Minority
		TOTALS	\$1,253,000.00		95	100	
PENINSULA REVOLVING LOAN FUND (PRLF)							
Business Name	Point of Contact	Address	PRLF Loan Amount	Loan Description	Pre-Loan Jobs	Jobs Created	Minority/Woman/ Veteran Owned*
Communitas Brewing Company DBA Coastal Fermentary	David James Lamb	206 23rd St. Ste. B	\$300,000.00	Expansion	1	0	N/A
Martin's Custom Designs, Inc. DBA Scotty Signs	Paul Martin	340 Ed Wright Lane	\$150,000.00	Expansion	18	0	Woman
Schooner's Grill - Yum, LLC	George Gerofells	12567 Warwick Blvd.	\$200,000.00	Expansion	19	35	N/A
The Village Winery, Inc. DBA Smoke BBQ	Kathleen Walters	10900 Warwick Blvd.	\$175,000.00	Expansion	24	0	Woman
		TOTALS	\$825,000.00		62	35	
PENINSULA CARES ACT FUND (PCAF)							
Business Name	Point of Contact	Address	PCAF Loan Amount	Loan Description	Pre-Loan Jobs	Jobs Created	Minority/Woman/ Veteran Owned*
Altona, Inc	Mose Schiano	748 J Clyde Morris Blvd	\$50,000.00	Expansion	20	0	N/A
Flawless Hair Studio, LLC	Keisha Roberts	9505 Warwick Blvd	\$17,500.00	Retention	1	0	Minority/Woman
Good Vibes Events, LLC	Matthew Lockhart	11800 Merchants Walk Ste. 100	\$150,000.00	Start-Up	1	0	N/A
Innovated Machine & Tool Co., Inc.	Mart' Bryant	250 Picketts Line	\$375,000.00	Expansion	38	1	N/A
Provost Construction & Sons, LLC	Jonathan Provost	206 23rd Street	\$200,000.00	Expansion	38	0	N/A
Smoothie Stop LLC	Kimberly Taylor	12229 Jefferson Ave.	\$50,000.00	Start-Up	4	0	Minority/Woman
Southeast Community Pharmacy, PLLC	James C. Mitchell Jr.	2315 Jefferson Ave.	\$45,000.00	Start-Up	1	0	N/A
		TOTALS	\$887,500.00		103	1	
NEWPORT NEWS URBAN DEVELOPMENT ACTION GRANT LOAN PROGRAM (NNUDAG)							
Business Name	Point of Contact	Address	PRLF Loan Amount	Loan Description	Pre-Loan Jobs	Jobs Created	Minority/Woman/ Veteran Owned*
Cornelius-Carter Group Limited Liability Company DBA C.C. Carter Funeral Home	Christopher Carter	3700 Marshall Ave.	\$350,000.00	Expansion	9	5	Minority
Hornsby Tire Company, Inc.	Mark Hornsby	3300 Jefferson Ave.	\$341,900.00	Expansion	6	6	N/A
Yonclad Distillery, Inc.	Stephen King	124 23rd Street	\$150,000.00	Expansion	6	3	Woman
Master Machine & Tool Co., Inc.	Gary McMurray	5875 Jefferson Ave.	\$300,000.00	Expansion	15	17	N/A
Stoneybrook Professional Center, LLC	Dr. Loretta Graham	14346 Warwick Blvd.	\$300,000.00	Expansion	15	10	Minority/Woman
TCGD, LLC DBA Commonwealth Environmental Services	George Knight	2207 Marshall Ave.	\$150,000.00	Expansion	11	10	Minority
Tradition Brewing Company, LLC	Pax Goodson	700 Thimble Shoals Blvd.	\$250,000.00	Start-up	0	10	Woman
		TOTALS	\$1,641,900.00		62	61	

* One or more of the owners are minority, woman or a veteran.

E/IDA FINANCIAL RESOURCES FOR BUSINESSES

YTD through March 31, 2023

GRANTS							
MICRO ENTERPRISE GRANTS (MEG)							
Company Name	Point of Contact	Address	Committed Grant Amount	Job Creation/ Retention	Status	Minority/Woman/ Veteran Owned*	
APE Transport Services LLC	Lamin Hanna	624 27th St	\$3,500.00	1	Disbursed	Minority	
Aishun Figurz Enterprises LLC	Lamin Hanna	2506 Jefferson Ave.	\$3,500.00	1	Disbursed	Minority	
AK Robinson Enterprises LLC	Evelyn Robinson	1003 28th Street	\$3,500.00	1	Disbursed	Minority/Woman	
Be Bare Inc.	Jasmine Love	2501 Marshall Ave	\$3,500.00	1	Disbursed	Minority/Woman	
Bright Visions LLC	Veronica Preston	2506 Jefferson Ave	\$3,500.00	1	Disbursed	Minority/Woman	
Cultivus Agricultural Enterprises LLC	Lamin Hanna	634 27th St.	\$3,500.00	1	Disbursed	Minority	
Doobie Bros LLC	Damien Patterson	2716 Jefferson Avenue	\$3,500.00	2	Disbursed	Minority/Veteran	
Empire Co. LLC	Braun Rooks	2506 Jefferson Ave.	\$3,500.00	1	Disbursed	Minority	
Freda Michelle Richardson DBA Michellezart	Michelle Richardson	827 32nd Street	\$3,500.00	1	Disbursed	Minority/Woman	
Gee's Cuisine LLC	Gee C Eley Jr	208 Pine Ave	\$3,500.00	1	Disbursed	Minority	
Hal Abner DBA Dominion Alterations	Hal Abner	1425 25th Street	\$3,500.00	1	Disbursed	Minority	
Here For You Transportation LLC	Janay Payne	351 Blair Ave	\$3,500.00	2	Disbursed	Minority/Woman	
Jerrica Wilkerson DBA Bouquet of Perfumes	Jerrica Wilkerson	2602 Marshall Ave	\$3,500.00	1	Disbursed	Minority/Woman	
Jhamp Distribution & Logistics LLC	James Hampton	2506 Jefferson Ave.	\$3,500.00	2	Disbursed	Minority/Woman	
Kingdom UP Inc.	Stephanie Onyeayana	2506 Jefferson Ave.	\$3,500.00	3	Disbursed	Minority/Woman	
Lucid Life Essentials LLC	Lamin Hanna	2506 Jefferson Ave	\$3,500.00	2	Disbursed	Minority	
Me Enhanced by We LLC	Kevin E. Lawrence	2506 Jefferson Avenue	\$3,500.00	3	Disbursed	Minority	
Mind Over Money, LLC	Tremaine Wills	2506 Jefferson Ave	\$3,500.00	1	Disbursed	Minority/Woman	
Norlin Beauty LLC	Krista Pettaway	1019 20th Street	\$2,000.00	1	Disbursed	Minority/Woman	
Quit Quitting and Grow Network LLC	Terrence M Moore	2506 Jefferson Ave	\$3,500.00	2	Disbursed	Minority /veteran	
Ready Set Go Vitamin LLC	John Eley	2506 Jefferson Ave	\$3,500.00	1	Disbursed	Minority	
Relentless and Ambitious LLC	Samuel Hicks	623 27th Street	\$3,500.00	1	Disbursed	Minority	
Royal Care Academy LLC	Dequawn Parker	738 17th street	\$3,500.00	4	Disbursed	Minority	
Shana Designs for You LLC	Kisha Warren	1233 27th St	\$3,000.00	1	Disbursed	Minority/Woman	
SMS Styling LLC	Shajanna Stewart	834 27th St.	\$3,500.00	1	Disbursed	Minority/Woman	
The Immortal's Club LLC	Casey Lamont Edmonds	2506 Jefferson Ave.	\$3,500.00	1	Disbursed	N/A	
The World of Arts	John Eley	1800 Roanoke Ave	\$3,500.00	2	Disbursed	Minority	
Turnkey Painting LLC	Kim Wright	654 33rd St	\$3,500.00	2	Disbursed	Minority/Woman	
Unity Leo LLC	Earl McCray	738 17th street	\$3,500.00	1	Disbursed	Minority Owned	
Walker Tax, LLC.	Idell Walker	1832 Roanoke Ave	\$3,500.00	3	Disbursed	Minority/Woman	
Your Coffee News LLC	Debra Kemelek	2506 Jefferson Ave.	\$3,500.00	1	Disbursed	Minority/Woman	
Your Neighbors Home Improvement LLC	Jerome Clements	937 Ivy Ave	\$3,500.00	1	Disbursed	Minority	
Zukeper Entertainment LLC	Jonathan Wilkas	1104 Marshall Place	\$3,500.00	1	Disbursed	Minority	
TOTALS			\$113,500.00	48			
FAÇADE IMPROVEMENT GRANTS (FIG)							
Company Name	Point of Contact	Address	Committed Grant Amount	Total Project Cost	Status		
Aldora Glass	Waltrail Investment Property, LLC (Jackie Audette or Leon Silverstein)	280 Enterprise Drive	\$20,000.00	\$56,872.00	Disbursed		
Elite Auto Body	Chris Buccil/ Sara Buccil	529 J. Clyde Morris Blvd.	\$20,000.00	\$42,000.00	Disbursed		
Mind Right, LLC	Highland Group (Tyler Chianelli)	10604 Warwick Boulevard	\$20,000.00	\$50,000.00	Disbursed		
North River Construction, LLC	Lynn Blackwell	711 Gum Rock Court	\$20,000.00	\$120,000.00	Pending Disbursement		
Rajah Company (FR Bodies Unlimited)	Alfred Abbott	135 Harpersville Road	\$20,000.00	\$61,841.00	Disbursed		
TCGD, LLC	Georgia Knight	1425 25th Street	\$20,000.00	\$50,560.00	Pending Disbursement		
World Class Solutions	Sharon Owens	615 34th Street	\$20,000.00	\$51,950.00	Pending Disbursement		
World Class Solutions	Sharon Owens	2815 Huntington Ave.	\$15,000.00	\$31,150.00	Pending Disbursement		
TOTALS			\$155,000.00	\$464,373.00			
MODIFIED FAÇADE IMPROVEMENT GRANTS (FIG) - CNL Footprint							
Company Name	Point of Contact	Address	Committed Grant Amount	Total Project Cost	Status		
World Class Solutions	Sharon Owens	615 25th Street	\$10,000.00	\$51,950.00	Pending Disbursement		
TOTALS			\$10,000.00	\$51,950.00			

* One or more of the owners are minority, woman or a veteran.

E/IDA FINANCIAL RESOURCES FOR BUSINESSES

YTD through March 31, 2023

E-COMMERCE GRANTS							
Company Name	Point of Contact	Address	Committed Grant Amount	Total Project Cost	Status	Minority/Woman/Veteran Owned*	
Candice Bryant Mobile Notary	Candice Bryant	2506 Jefferson Ave. Suite 109	\$492.82	\$985.64	Processed	Minority/Woman	
Kingdom Cleaning & Janitorial Services Inc.	Stephanie Onyesanya	2506 Jefferson Ave. Suite 105	\$3,000.00		In Process	Minority	
Little Vinny's To Go	Mose Schiano	12496 Warwick Blvd.	\$2,500.00		In Process	N/A	
Pristine Smiles	Crystal Jennings	1603 Independence Blvd.	\$1,750.00	\$3,500.00	Processed	Woman	
Solutions for Communities	Duane Poe	123 Tillerson Drive	\$2,500.00		In Process	Minority	
Ziegler Plumbing and Sewer, Inc	Jessica Lasris	15324A Warwick Boulevard	\$4,500.00	\$9,000.00	Processed	Woman	
Walker Tax LLC	Idell Walker	2506 Jefferson Ave.	\$4,500.00	\$9,000.00	Processed	Woman	
Relaction PLLC	Michelle Lange	83 Queens Court	\$875.00	\$1,750.00	Processed	Woman	
Full City Coffee LLC DBA: Grounded Coffee	Benjamin Rothwell	580 City Center Blvd	\$2,500.00		In Process	Small	
The Big Smoke L.L.C. dba: Tailored Smoke Cigar Lounge	Ebonny Nickens	639 Pilot House Dr.	\$4,500.00		In Process	Woman	
		TOTALS	\$27,117.82	\$24,235.64			
VEZ SPOL & LOCAL UTILITY TAX (GAS & ELECTRIC) REBATES							
Company Name	Point of Contact	Address	Joined	# of Years Eligible (5 or 10)	First Year Eligible	Last Eligible Year	
APAC Custom Services		11008 Warwick Blvd	3	10	2014	2023	
Chesapeake Bay Packing	Scott Beagle, Director of Operations	800 Terminal Avenue	3	10	2017	2026	
Fisherman's Cave, Inc. DBA Harpoon Larry's	Sasi Reynolds, Office Manager	621 J. Clyde Morris Blvd	3	10	2014	2023	
Granite Countertops	Natalie Lago	5875 Jefferson Ave	3	10	2014	2023	
MDR	Barbara Ramsey, Controller	230 Enterprise	31	10	2014	2023	
MHF Dining Inc. DBA Burger King	John Naparic, President	14375 Warwick Blvd	31	10	2014	2023	
Riverside Paper	J.P. Hill	240 Enterprise Drive	31	10	2018	2027	
Southwest VA Powersports DBA Indian Motorcycles	Shelly Warden, Director of HR	11704 Jefferson Avenue	3	10	2016	2025	
Sparty On Pizza, LLC DBA Little Ceasars	Chris Cook	10119 Jefferson Avenue	3	10	2014	2023	
Treated Lumber	George Carter	5501 City Line Road, Building #4	3	10	2017	2026	
Village Winery, Inc. DBA Smoke BBQ	Frannie Shiver, Bookkeeper	10900 Warwick Blvd.	3	10	2014	2023	

* One or more of the owners are minority, woman or a veteran.