

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 May 3, 2024, 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  
Jameka R. Johnson  
R.C. Miller  
Jonathan P. Skinner  
Cathy T. Williams  
Alan K. Archer, City Manager, ex-officio  
Florence G. Kingston, Secretary/Treasurer, ex-officio

Absent:

None

Legal Counsel:

Raymond H. Suttle, Jr.

Staff:

Joy Robison, Assistant Secretary  
Jessica Jacobs, Recording Secretary

Also present:

Bob Pealo, City Attorney  
Jerry Wilson, Intergovernmental Affairs Manager  
Larry Brunson, Director, Brooks Crossing Innovation + Opportunity Center  
Quintrel Lenore, Co-owner, Lenore Coaching  
Madison Brewer, Marketing Director, Life Media Group  
Alexander Doub, Creative Director, Life Media Group

Call to Order

Mr. Hoege opened the meeting and welcomed everyone.

Endview Tract Development: Amendment to Option Agreement

Mrs. Kingston informed the Board that staff had been continuing to work with Brian Rowe on the Endview project and the team was wrapping up its due diligence work and aggressively pursuing completion of the final details for the design guidelines and change of zoning submission which would be expected during the summer. She informed the Board that Mr. Rowe had taken a position as Vice President of Land Acquisition and Development with D.R. Horton, a national builder with experience building across all price points, and is expanding their work in Southeast Virginia.

Mrs. Kingston said that Mr. Rowe has requested a transfer of the Endview project to D.R. Horton which would provide continuity in the management of the project. She stated that after extensive review, Development and Planning staff were receptive to the shift of the project to D.R. Horton, recognizing that it would require the assignment of the Option Agreement with WeldenField.

Mrs. Kingston shared that staff believed that this is an advantageous opportunity by highlighting that D.R. Horton is a national builder with the capacity to self-finance. She added that D.R. Horton would not need the \$1.95M loan that the EDA had committed to support Phase I, and that their experience and financial capacity would accelerate the neighborhood development as well as the development of the commercial frontage. She further shared that City Council members met Mr. Rowe and the D.R. Horton team at a recent work session and were supportive of the shift to and assignment to the firm, expressing enthusiasm for getting the project moving faster and showing progress.

Mrs. Kingston informed the Board that staff has prepared an amendment to the Option Agreement which would 1) permit the assignment to D.R. Horton or a D.R. Horton-controlled entity; 2) update the property area to reflect the prior Waterworks land exchange; 3) reflect the updated master plan; 4) require that a development plan for the entire property be submitted and approved before execution of a land disposition contract for the first phase; 5) require that the Purchaser be in good standing on all items connected with the change of zoning and all city codes and regulations before execution of land disposition contracts for subsequent phases; 6) remove all language connected with the infrastructure loan to be provided by the EDA; and 7) link the purchaser/developer to the concessions being made to the Paradise Way owners in exchange for modifying their easement.

Mrs. Kingston stated that staff sees this as an adjustment that would accelerate the project timing and schedule, and minimize financial exposure for the EDA, with the capacity of a national builder.

Mr. Hoege asked if there were any questions, and there were none.

Mr. Hoege introduced a Motion to authorize a First Amendment to Option Agreement by and between the EDA and WeldenField of Virginia, LLC, in connection with the development of the EDA's Endview Tract at 350 Yorktown Road and the assignment of the Option Agreement to D.R. Horton, Inc., subject to review and approval by EDA Legal Counsel. Mr. Bell so moved and Mr. Miller seconded the motion, which passed unanimously on a roll call vote.

#### Secretary/Treasurer's Report

Mrs. Kingston said she was pleased to introduce a new Development employee, Lora Matrille who has joined the department's Finance team as Accounting Specialist. She said that Ms. Matrille holds a bachelor's degree in business from Hampton University and has over 15 years of financial experience in accounts payables and receivables, payroll, property management and human resources, including prior experience at Harrison & Lear. Mrs. Kingston stated that Ms. Matrille's background and experience would undoubtedly bring significant value to the department.

Mrs. Kingston reminded the Board that workforce development efforts at Brooks Crossing led by Executive Director Larry Brunson have included ensuring the community's youth are aware of great employment and career opportunities opening up for them in their futures. She stated that the new Youth Career Program was a prime part of this, adding that at the Board Members' places was information explaining the collaborative efforts of the City and Brooks Crossing to meet local employers' needs while fostering a skilled future workforce. Mrs. Kingston shared that Mr. Brunson was present, along with Mr. Quintrel Lenore from Lenore Coaching, the newly-engaged contractor helping support the program. Mr. Hoege and the Board thanked Mr. Brunson and Mr. Lenore for their work with the youth program.

Mrs. Kingston informed the Board that toward the end of the meeting, representatives from Life Media Group, of Greenville, North Carolina, would be arriving. She reminded the Board that the firm was selected as part of a competitive RFP exercise last fall to perform marketing activities for The Yard District, including support in establishing a Downtown business association. Mrs. Kingston stated that the team was in town to tour the Downtown area and begin engaging with businesses, stakeholders and staff, adding that

staff would like the Board to be a part of the process and encouraged Board Members to engage with the team and share any comments they have after the meeting adjourns. She further stated that this work dovetails with and adds to the broader Downtown revitalization work underway with the Bloomberg-Harvard team.

Mrs. Kingston said she was pleased to share that staff had been coordinating a sublease renewal in City Center with Newport News Municipal Employees Credit Union, which has subleased 16 square feet for its ATM location in Fountain Plaza Two from the EDA since 2004. She stated that the current ATM sublease amendment is through May 2024, and the credit union has requested an amendment for a new term through June 2027. Mrs. Kingston informed that Board that the sublease amendment would include an increase in the base rent, from \$3,300 to \$3,500 annually, with all other terms and provisions of the existing sublease remaining in effect. She stated that she would be seeking a Motion at the end of her report to authorize execution of the new sublease amendment.

Mrs. Kingston said that staff continued to progress with the Virginia Peninsula Community College Workforce Development Center project, and that the design-build team of W.M. Jordan, RRMM Architects and Timmons Group have been working diligently over the past few months, with the project currently at 30% design. Mrs. Kingston announced that W.M. Jordan would be hosting a trades outreach event at the Downing-Gross Cultural Arts Center from 2:30 to 4:00 p.m. on May 14<sup>th</sup> to inform contractors about construction opportunities and the required qualifications for the project. She stated that the event was being advertised on SmartBid, LinkedIn, W.M. Jordan social media outlets, Newport News NOW, and various platforms that connect and support small and minority-owned businesses.

Mrs. Kingston shared that staff was always pursuing potential grant opportunities. She stated that during April, staff learned that we were successful with two applications for funding supporting the dock improvement project at the Seafood Industrial Park that is adjacent to and connects with our Seafood Market project. Mrs. Kingston added that the City was awarded \$800,000 from the Port Host Communities Revitalization Fund, a program managed by the Department of Housing and Community Development. She further added that staff learned that we were awarded \$342,353 from the Virginia Port Authority's Aid to Local Ports program. Mrs. Kingston shared that these grant awards will complement the City funding committed to the dock project. She thanked Doreen Kopacz, Brittany Thompson and Derek Perry for their great work on these successful applications.

Mrs. Kingston shared that Ms. Johnson has been a diligent participant for a work group that consists of City staff and citizens to discuss the vision for the Seafood Market, and invited

Ms. Johnson to share comments. Ms. Johnson stated that she has attended numerous work sessions which received various levels of feedback. Ms. Johnson said that after seeing the most recent concept rendering, she was very excited to share the final concept with the Board and help guide what will become a destination in Newport News.

Mrs. Kingston informed the Board that while some Board Members may have seen the announcement, she was very pleased to share that the Virginia Board of Education (DOE) approved the establishment and funding of a maritime trades-centered “lab school” to be hosted in ODU’s Innovation Lab at Brooks Crossing beginning in Fall 2025. She stated that ODU was one of only six new awardees in the Commonwealth and that this successful result caps many months of joint application development by ODU’s Dr. Karen Sanzo, the Brooks Crossing Innovation Lab director, in collaboration with Newport News Public Schools. Mrs. Kingston shared that The Maritime Engineering and Environmental Studies Academy or “MEESA”, along with the \$3.5 million DOE award, will provide industry-supported curricula and hands-on learning for up to 115 students per year, and support rapidly growing maritime workforce demands. She said that an important objective was to stimulate interest and inspiration for 11<sup>th</sup> and 12<sup>th</sup> grade students to deeply explore maritime career options.

Mrs. Kingston informed the Board that on April 25<sup>th</sup>, Jefferson Lab hosted a kick-off session for Department of Energy’s BOOST program at the Chamber of Commerce. She stated that BOOST is a partnership between Sandia National Laboratories in New Mexico and FedTech, a company formed to help federal entities and firms together commercialized lab-developed technologies and processes. Mrs. Kingston said that Jefferson Lab is one of the first of DOE’s facilities to take advantage of Sandia’s forward leadership and experience bringing national labs, startups, academia, and entrepreneurs together to find solutions to regional community challenges. She informed the Board that Robin Boyd, Shakir Johnson, Chris Morello, and about 45 other participants from a diverse array of private and public entities were challenged by the Sandia facilitators to brainstorm, refine and categorize answers to the question, “What regional challenges could technology help solve?” Mrs. Kingston said that this is a precursor stage to connecting firms with tech transfer opportunities at any of the 14 DOE labs involved.

Mrs. Kingston noted that during April, staff received a request for the IDA to waive its right of first refusal for repurchase in connection with the sale of property located at 241 Enterprise Drive in Oakland Industrial Park. She explained that the total Purchase Price for the flex building property is \$5.9M, and the current tenant, Kitchen Design, Inc. intends to sublease to MagniColor and Ad Hoc Research, and that the enclosed, light-industrial manufacturing use will remain the same. She said that after receiving the concurrence of

Chair Hoege, the request to waive the IDA's right of repurchase for the property was approved.

Mrs. Kingston told the Board Members that on Saturday, May 18<sup>th</sup>, the CNI Citizen Advisory Committee (with assistance from the City) is hosting the East End Business Expo, from 10:00 a.m. to 2:00 p.m. at the Brooks Crossing Innovation + Opportunity Center. She shared that the event would feature exhibitors and breakout sessions regarding entrepreneurship, funding, marketing and more, to benefit small businesses and aspiring entrepreneurs in the Southeast Community and surrounding areas. Mrs. Kingston encouraged Board Members to stop by.

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

Mrs. Kingston offered City Manager Alan Archer the opportunity to provide comments. Mr. Archer thanked Mr. Hoege and the Board for the invaluable EDA Strategy Discussion during the April Board Meeting. He shared his vision of the EDA and City Council together holding greater strategic discussions during the summer months. He said that there are numerous exciting projects taking place throughout the City in the Board has been instrumental. Mr. Archer thanked the Board for helping to create a vibrant City for all citizens.

Mr. Hoege introduced a Motion to Authorize execution of that certain Third Amendment to Sublease among the EDA, Newport News Municipal Employee Credit Union (NNMECU), and CCOP LLC, providing for an additional term through June 2027, for NNMECU's automated teller machine space located in Fountain Plaza Two at City Center in Oyster Point, with an increase in the base rent from \$3,300 to \$3,500 annually, subject to review and approval by EDA Legal Counsel. Mr. Bell so moved and Ms. Garguilo seconded the motion, which passed unanimously on a roll call vote.

#### Business Retention Quarterly Report

Mr. Hoege asked Mr. Johnson for the Business Retention Quarterly Report. Mr. Johnson greeted the Board.

Mr. Johnson reminded the Board that START Peninsula hosts Pitch Perfect events to help individuals learn to successfully pitch their businesses to investors. He stated that there have been three Pitch Perfect events this year, adding that the cumulative total was 90

registrants. Mr. Johnson stated that the 2<sup>nd</sup> Micro Pitch event would be held on May 16<sup>th</sup>, and that there would be four additional events for both Pitch Perfect and Micro Pitch prior to the finals in November.

Mr. Johnson announced that since inception, Development has showcased 181 local businesses in the *Newport News Now* daily email newsletter. He noted recent submissions, such as Sunshine Quilt Corner which gained success during the Covid-19 pandemic in the quilting community and the Holloway Experience Realty group, which is owned by Newport News native, Charles Holloway. He also noted the success of Nail'd it!, which is owned by a pair of Moroccan sisters who began as spa technicians. Mr. Johnson additionally highlighted Rosetta Home Health Care, owned by Valerie Greg. He shared that the nursing agency also trains nurse aids with the help of the Hampton Roads Workforce Council.

Mr. Johnson informed the Board that he meets with business retention professionals from local communities quarterly to discuss trends in the business community and hold workshops to share ideas of how to assist citizens. He shared that during the last meeting, the Director of the US Trade and Development Agency, Enoh Ebong, sat in and contributed to the discussion.

Mr. Hoege thanked Mr. Johnson for his presentation and acknowledged the good work he continues to provide the City and the business community.

#### 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 Board members had any comments or questions, and there were none.

At 9:41 a.m. Mr. Bell moved for the Authority to go into a closed meeting pursuant to VA Code Section §2.2-3711.A: Real Estate (3), Prospective Business (5), and 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 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 existing business' unannounced expansion in the central section of the City and an existing business' unannounced expansion in the southern section of the City. Ms. Williams seconded the motion which passed unanimously on a roll call vote.

At 10:04 a.m., the EDA/IDA Board returned to open session following a certification motion by Mr. Bell, 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. Ms. Williams seconded the motion which passed unanimously on a roll call vote.

#### Action(s) Coming Out of Closed Session

Mr. Hoege introduced a Motion to authorize the acquisition of 270 Dozier Road at an agreed-upon purchase price of \$60,000, from John and Geneva Richardson, as a strategic acquisition supporting encroachment mitigation around Fort Eustis, subject to the review and approval of all documentation by EDA Legal Counsel. Mr. Bell so moved and Ms. Johnson seconded the motion, which passed unanimously on a roll call vote.

#### Committee Reports

Mr. Hoege called for the Committee Reports. Ms. Williams presented the Executive Committee report, which did not require Board ratification.

Mr. Bell presented the Revolving Loan Fund Committee report which did not itself require Board ratification, but which required Board approval for each item presented because the Committee meeting did not have a quorum:

Mr. Bell introduced a motion to approve a Modified FIG request for \$9,750 from Chesapeake Bay Packing, LLC to include awning replacement and paving at 703 Jefferson Avenue. Ms. Johnson so moved and Ms. Gargiulo seconded the motion, which passed unanimously on a roll call vote.



Mr. Bell introduced a motion to approve a FIG request for \$20,000 from 11850 Jefferson, LLC to include pressure washing & painting at 11850 Jefferson Avenue. Ms. Johnson so moved and Ms. Williams seconded the motion, which passed unanimously on a roll call vote.

Mr. Bell introduced a motion to approve a FIG request for \$4,382 from C S Grocery, LLC to include replacing the awning at 2615 Marshall Avenue. Ms. Johnson so moved and Ms. Gargiulo seconded the motion, which passed unanimously on a roll call vote.

#### Approval of Minutes of the Regular Meeting of April 5, 2024

Mr. Hoege asked for approval of the Minutes of the Regular Meeting of April 5, 2024. Mr. Bell so moved and Mr. Skinner seconded the motion, which passed unanimously on a roll call vote.

#### EDA Strategy Discussion

Mr. Hoege reminded the Board of his goal of establishing a regular dialogue around EDA strategy to clearly articulate a unified approach behind all the economic development work done by the Board. He further reminded the Board that the first discussion involved a brainstorming session listing the assets on which the City builds its economic development activities. Mr. Hoege stated the second session, the group reviewed the previous list, added more items and focused on assets that the Board Members were most excited about.

Mr. Hoege stated that he desires to continue to have strategic discussions so the Board can understand the structure of the Newport News economy and form a unified understand and approach for marketing the City.

#### Unfinished Business

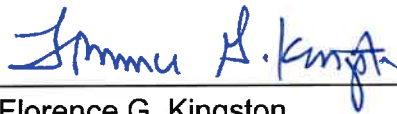
Mr. Hoege asked for any unfinished business.

Ms. Gargiulo expressed her sadness over the loss of Dr. Golden Bethune-Hill. She highlighted her illustrious career at Riverside, as the inaugural African-American Director of Nursing and Executive Vice President at Riverside Hospital, as well as co-founder of the Newport News Community Free Clinic. Mrs. Kingston thanked Ms. Gargiulo for her thoughtful remembrance and echoed her sentiments.

New Business

Mr. Hoege asked for any new business, and there was none.

There being no further business to come before the Board, Mr. Hoege adjourned the meeting at 10:22 a.m.



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Florence G. Kingston  
Secretary/Treasurer



**ECONOMIC DEVELOPMENT AUTHORITY  
INDUSTRIAL DEVELOPMENT AUTHORITY**

**TO:** Board of Directors  
**FROM:** Chair, Executive Committee  
**SUBJECT:** Chair's Report  
**DATE:** May 3, 2024

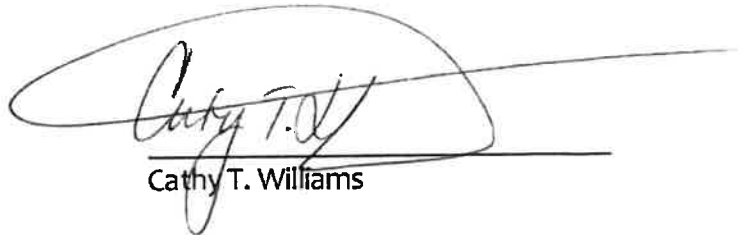
The Executive Committee met on April 16<sup>th</sup>. The Committee received an update from staff on the progress of construction of the iconic building at 2510 Jefferson Avenue, next door to The Offices @ Two Five & J and one of the Critical Community Improvements underway as part of CNI and supported by CNI funding.

Framing of the building's interior is nearing completion and the contractor is beginning to install the building systems. With completion of construction estimated for August 2024, staff has begun working on a leasing approach for the first floor's café and retail space and the two second-floor office spaces. The concept envisions that these would be flat rate leases ranging from \$750 per month for an office space to \$850 per month for the café space. A broad marketing effort both within and outside the neighborhood is planned and there is already interest building with existing Two Five & J tenants.

The Committee was briefed on progress regarding the EDA's application for the Virginia Business Ready Sites Program grant for Air Commerce Park East and West. Staff provided a live pitch to the VEDP Project Review Committee on April 15<sup>th</sup> at Aery Aviation's 2<sup>nd</sup> floor conference room which afforded excellent views of the airport and runways. The Review Committee was fully engaged, asking many questions during a tour of the airport. A decision on whether we receive grant funding of over \$300,000 for due diligence studies and related activities is expected in June.

Staff also shared with the Committee that the Carleton Advanced Manufacturing Site has received CSX's Select Site Silver designation for industrial development – one of only 5 Silver recipients in this round including three in Alabama and one in Maine. A CSX press release was shared with the Committee, noting that the ranking allows “site consultants and manufacturers a quick and convenient way to identify premium rail-served industrial properties where they can locate new manufacturing facilities – generating new jobs and capital investment.”

The Committee's remaining items were handled in closed session. This report does not require Board ratification.



Cathy T. Williams

CTW:jer

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Date, Time and Location: April 16, 2024, at 12:00 pm at 11820 Fountain Way, Suite 301, Newport News, VA

Members Present: Howard Hoega, Jameka Johnson, Jonathan Skinner, Cathy Williams

Members Absent: none



**ECONOMIC DEVELOPMENT AUTHORITY  
INDUSTRIAL DEVELOPMENT AUTHORITY**

**TO:** Board of Directors  
**FROM:** Chair, Revolving Loan Fund Committee  
**SUBJECT:** Chair's Report  
**DATE:** May 3, 2024

The Revolving Loan Fund Committee met on April 24<sup>th</sup>.

Committee members were provided financial statements for the Newport News Capital Fund (NNCF) as of March 31, 2024.

Staff presented two (2) Modified Façade Improvement Grant (MFIG) Program requests and one (1) Façade Improvement Grant (FIG) Program request.

A quorum was not present for the meeting so the Committee was not able to formally vote to recommend approval of items to the Board. However, the three (3) FIGs below were reviewed and considered, and in lieu of voting on each, an affirmative consensus was agreed to by the three members present for each of the requests.

- Modified FIG request for \$9,750 from Chesapeake Bay Packing, LLC to include awning replacement and paving at 703 Jefferson Avenue.
- FIG request for \$20,000 from 11850 Jefferson, LLC to include pressure washing and painting at 11850 Jefferson Avenue.
- Modified FIG request for \$4,382 from C S Grocery, LLC. to include replacing the awning at 2615 Marshall Avenue.

Revolving Loan Fund Committee Chair's Report  
May 3, 2024  
Page 2

This Report does not require Board ratification, however in order to make the FIG approvals official, separate motions are needed to approve the three (3) FIGs requested.

  
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Alonzo R. Bell, Jr.

**ARB:tfw**

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Date, Time and Location: April 24, 2024, at 12:30p.m. at 11820 Fountain Way, Suite 301, Newport News, VA

Members Present: Alonzo Bell, R.C. Miller and John Lunsford

Members Absent: Jameka Johnson, George Knight and Sharon Owens-Clark