

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. Williams called the meeting to order at 9:00 a.m. on September 5, 2025, in the Freeman Center, Room 202 at 1 University Place, Newport News, Virginia.

Those members present were:

Cathy T. Williams, Chair
Daniel L. Chenoweth
Faye P. Gargiulo
Nicole R. Guajardo, Ph.D.
R.C. Miller
Jonathan P. Skinner, Vice Chair
Alan Archer, City Manager, ex-officio
Florence G. Kingston, Secretary/Treasurer, ex-officio

Absent:

Xavier Beale (Excused)

Legal Counsel:

Raymond H. Suttle, Jr.

Staff

Joy Robison, Assistant Secretary
Jessica Jacobs, Recording Secretary

Also present:

Bill Kelly, President, Christopher Newport University
Tom Kramer, Christopher Newport University
James "Jim" Brigham, Chief of Staff, Mayor's Office
Bob Pealo, City Attorney
Adriana Jimenez, Assistant City Attorney
Jody Saunders, Director of Communications
Jerri Wilson, Intergovernmental Affairs Manager

Call to Order

Ms. Williams opened the meeting and welcomed everyone.

Christopher Newport University's Economic Impact Presentation

Mrs. Kingston said that she and staff were thrilled to hold the September EDA/IDA Board Meeting at the beautiful Christopher Newport University and to have President Bill Kelly join the meeting. She noted that President Kelly is the 6th president of CNU and that since he started the role in July of 2023, he has been exceptionally productive – initiating a Strategic Compass to guide CNU's goals, restructuring the Title IX Office, launching environmental initiatives, forming alignments with community colleges, and improving admissions strategies which have resulted in more applications and inclusivity. She noted that before joining CNU, President Kelly served as the 42nd Superintendent of the U.S. Coast Guard Academy, where he oversaw the development of future Coast Guard leaders and fostered unprecedented diversity within the Academy.

President Kelly greeted the Board and thanked Mrs. Kingston for her introduction. He informed the Board that CNU is proud to be Newport News' hometown university and shared his excitement that the university's message is spreading throughout the community. He stated that for the 2025-2026 academic year, CNU received the largest number of applications ever, to include both out-of-state and in-state applications.

President Kelly stated that CNU is the number one regional public university in the State of Virginia, awarding graduates with bachelor's and master's degrees. He stated that although CNU was founded on liberal arts, 70% of the University's students graduate with either a STEM or business degree. He noted that a science and engineering center is currently under construction, and will feature a two-story drone lab, a robotics lab and additionally classrooms to meet the needs of the industries of tomorrow. He shared that CNU is able to take advantage of the exceptional opportunities afforded by Jefferson Lab, Newport News Shipbuilding, NASA, Ferguson, Riverside and others to provide excellent internships to its students.

Ms. Williams asked if there were any questions, and there were none. She thanked President Kelly for his remarks and for hosting the meeting.

Data Centers

Mrs. Kingston remarked that City Council has expressed a keen interest in data centers and the potential tax revenue such developments might offer Newport News. She stated that to help educate the Board on the data center sector, she was pleased to introduce Vince Barnett with the Virginia Economic Development Partnership (VEDP). Mrs. Kingston explained that Vince is VEDP's Industry Leader for Data Centers, providing leadership and expertise for the wider benefit of the Commonwealth.

Mrs. Kingston added that prior to assuming this role in June 2022, Mr. Barnett served as VEDP's Vice President of Business Investment. She noted that Vince is a Newport News native who attended Virginia Commonwealth University and earned a BS in Mass Communications and Advertising.

Mr. Barnett greeted and thanked the Board. Mr. Barnett described data centers as specialized facilities that house computer systems and other technology to store, process, and disseminate data. He emphasized that data centers are the backbone of the digital economy, powering essential services such as online banking, streaming, healthcare, education, and public safety.

Mr. Barnett outlined the different data center types and use applications, highlighting the benefits of data centers for Virginia. Mr. Barnett referenced findings from the Joint Legislative Audit Review Commission (JLARC) report, reaffirming the industry's far-reaching economic impact. He noted that JLARC emphasized strong regulatory frameworks already in place and encouraged localities to proactively update planning and zoning to manage growth.

Mr. Barnett reported that many Virginia communities have already benefited from the industry's economic contributions and shared that data centers support tens of thousands of jobs, billions in labor income, and add over \$9B annually to the state's GDP. Mr. Barnett discussed Virginia's robust project pipeline, and emphasized that this pipeline demonstrates ongoing strength in the sector and significant opportunities within the Commonwealth. Mr. Barnett explained the primary selection factors for data center projects, stressing that abundant and affordable power is paramount. He added that site availability, water and fiber access, community support, and a competitive business environment are also critical considerations. Mr. Barnett advised that communities could distinguish themselves by adopting proactive strategies such as fast-track permitting, clear zoning, utility partnerships, and community engagement to address misconceptions about data centers. He reiterated

that resistance often stems from misinformation about their functions, environmental impacts, and community integration.

Ms. Williams asked if there were any questions, and there were none.

Secretary/Treasurer's Report

Mrs. Kingston said the South Police Precinct, located at 3303 Jefferson Avenue, was originally developed in 2015 with the EDA serving as developer for the construction of the building. She stated that, upon completion of the project, the EDA entered into a lease with the City for its operation of the Precinct, noting that per the lease, at the expiration of the 10th year of the term, the City may request that the EDA convey ownership of the property. She said that the intention for the property was always for it to be conveyed to the City and that now is the appropriate time. Mrs. Kingston noted that the City has provided notice requesting the transfer, with City Council action to accept the conveyance scheduled for the September 23rd Council meeting. She stated that she would be seeking a Motion at the end of her report to authorize the conveyance.

Mrs. Kingston said that staff has been coordinating with NNRHA and Pennrose on the development of the final phase of CNI housing Downtown. She said that one of the coordination items has been with Dominion on the relocation of lines servicing parking lot lighting – including the EDA owned parking lot at 114 29th Street and 2806 and 2810 West Avenue. Mrs. Kingston announced that staff have coordinated with the Engineering Department on a new pole and wiring location that will provide sufficient lighting coverage for the parking lot and allow for the removal of lines affecting the housing site, noting that the new pole and overhead line will be located on the adjacent EDA-owned 2804 West Avenue. She stated that she would be seeking a Motion at the end of her report to authorize the easements.

Mrs. Kingston shared that as part of the EDA's commitment to supporting CNI activities is the provision of 1,004 square feet of space on the 9th Floor of Rouse Tower to accommodate Urban Strategies, Inc. (USI) in its implementation of the People Plan. She said that the current lease with USI expires September 30, 2025, and that staff have worked on an extension to continue USI's presence through the end of September 2026, which is consistent with the extension of the CNI Implementation Grant period. USI currently pays \$12 per square foot, which is ultimately billed as part of USI's cost to deliver services. She stated that she would be seeking a Motion at the end of her report to authorize the amendment.

Mrs. Kingston stated that staff has been actively managing its Enterprise Zones through renewals and boundary adjustments and is now turning its attention to aligning eligibility criteria across programs for consistency. She emphasized that this shift also follows feedback from the Small Business Roundtables earlier this month and reflects a desire to improve accessibility while aligning local programs with state requirements.

Mrs. Kingston explained that proposed amendments include changes to the Expansion/Relocation Cost Reduction (ERCR) incentive and the partial refund of the Business, Professional, and Occupational License (BPOL) fee as well as local gas and electric taxes. She explained that current ERCR eligibility requires \$2.5 million in capital investment and 25 new full-time jobs averaging \$10 per hour, noting the amendment would lower thresholds to \$1.5 million investment and 15 jobs paying 150% of the state minimum wage (\$18.26 per hour). Mrs. Kingston added that these revisions align with the Commonwealth's Development Opportunity Fund and the State's Job Creation Grant wage requirements. She further explained that the Partial Refund Program for fees and taxes would also be streamlined to \$50,000 in taxable investment and two new jobs in any Enterprise Zone, in addition to standardizing the benefit across the zones.

Mrs. Kingston advised that the amendment process requires City Council approval and submission to the Virginia Department of Housing and Community Development (DHCD) by November 1st, noting that DHCD approval would be required by year-end to enact the changes. She remarked that these amendments will reduce barriers for businesses, align with state standards, and create uniformity across zones, while directly responding to concerns raised by local business owners.

Mrs. Kingston reported that Newport News and Hampton's joint 2025 Excellence in Economic Development Awards entry earned a Gold recognition from the International Economic Development Council (IEDC). She shared that the award was in the "Regional or Cross-Border Partnership" category for their collaboration on Liebherr Mining Equipment Co.'s expansion. She said that IEDC's annual Excellence Awards recognize organizations, initiatives, and projects that have transformational community impacts. She stated that one judge noted, "This is an excellent example of the very hard work that goes on behind the scenes in economic development to make big things happen. Addressing interjurisdictional projects is exceptionally hard to pull off, and make it look easy for the employer and the community." Mrs. Kingston stated that Newport News and Hampton will be acknowledged and honored this September at the IEDC 2025 Annual Conference in Detroit, Michigan and emphasized that this recognition underscores the value of collaborative economic development.

Mrs. Kingston reported that at the end of last month, Newport News Redevelopment and Housing Authority, in partnership with the Norfolk Redevelopment and Housing Authority and the Real Estate Developers Academy, launched the Hampton Roads Real Estate Academy Accelerator Program. She shared that the initiative is an opportunity to identify and train developers interested in increasing the scope, scale and availability of housing in Hampton Roads, with applications for this program accepted through October 13th.

Mrs. Kingston announced that the City officially broke ground on the new Newport News Trades Center, with a groundbreaking ceremony August 12th. She thanked the Board Members that were able to attend and expressed appreciation for the work of staff to make the event happen. Chair Williams echoed Mrs. Kingston's sentiments and congratulated staff.

Mrs. Kingston reported that staff, under the leadership of the EDA Chair, hosted two Small Business Roundtable events in August. She noted that during each session, an intimate group of businesses gathered to network and learn more about city programs and resources offered by the EDA and Purchasing. Mrs. Kingston explained that there was a lot of positive discussion and productive dialogue about things that are done well and areas that can be improved. She stated that staff is aggregating the notes and comments from the event for distribution, noting that additional sessions are anticipated in early 2026.

Mrs. Kingston reminded the Board that the Newport News Economic Development Growth and Expansion (EDGE) Summit is quickly approaching October 1st and 2nd. She added that invitations have been distributed, the event landing page has launched and staff has continued to receive additional inquiries and firms reaching out to express interest in attending. Mrs. Kingston noted that staff will be working closely with the Communications team on event logistics and coordination over the next month.

Mrs. Kingston noted that the IDA received a request to waive its right of repurchase in connection with the sale of property located at 120 Enterprise Drive within Oakland Industrial Park. She explained that the 21.1-acre property is being sold by current owner, Mercana US Real Estate LP, to Box Acquisitions LLC, later to be assigned to 120 Enterprise Drive Owner LLC, for a purchase price of \$14 million, adding that Mercana will continue its operations in the facility under a lease with the new owner. Mrs. Kingston concluded by noting that after receiving the concurrence of Chair Williams, the request to waive the IDA's right of repurchase for the property was approved.

Mrs. Kingston said that the Monthly Financial Statements were in Board Members' packages, noted a few details and offered to answer any questions. Mrs. Williams thanked Mrs. Kingston for her report and asked if there were any questions. There were none.

Mr. Archer shared his excitement and optimism for the EDGE event. He thanked staff and Chair Williams for their hard work and dedication.

Ms. Williams introduced a Motion to authorize conveyance of the approximately 3.24-acre South Police Precinct property, and its improvements, located at 3303 Jefferson Avenue, from the Economic Development Authority of the City of Newport News, Virginia, to the City of Newport News, Virginia, allowing the City's continued operation of the South Police Precinct, subject to review and approval of all documentation by EDA Counsel. Ms. Garguilo so moved, and Mr. Skinner seconded the motion which passed unanimously on a roll call vote.

Ms. Williams introduced a Motion to authorize easements to Virginia Electric and Power Company necessary for the installation of a light pole and associated overhead line at 2804 West Avenue, as required to accommodate the site development for the Downtown CNI housing phase, subject to review and approval of all necessary documents by EDA legal counsel. Mr. Chenoweth so moved, and Mr. Skinner seconded the motion which passed unanimously on a roll call vote.

Ms. Williams introduced a Motion to authorize the execution of an Amendment to Agreement of Lease between the EDA and Urban Strategies, Inc., to extend the term for an additional year, through September 30, 2026, for 1,004 square feet of space on the 9th Floor of Rouse Tower, in connection with the implementation of the CNI Implementation Grant, subject to review and approval by EDA Legal Counsel. Mr. Skinner so moved, and Mr. Chenoweth seconded the motion which passed unanimously on a roll call vote.

Assistant Secretary's Report

Ms. Williams 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 Associates' Consultant Report

Ms. Williams advised the Board that the Madison Government Associates Report was in written format and asked if Board members had any comments or questions. There were none.

Closed Session

At 10:24 a.m., Mr. Skinner 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 Central section of the City, and a proposed property disposition in the northern 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 a prospective business considering a location in the northern section of the City. Ms. Garguilo seconded the motion which passed unanimously on a roll call vote.

At 10:44 a.m., the EDA/IDA Board returned to open session following a certification motion by Mr. Chenoweth, 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. Skinner seconded the motion which passed unanimously on a roll call vote.

Action(s) Coming Out of Closed Session

Ms. Williams introduced a Motion to authorize the acquisition of 11822 Canon Boulevard at an agreed-upon purchase price of \$700,000, from James M. Nichols, Jr. and Ginger M. Nichols, as a strategic acquisition supporting City Center expansion and development, subject to the review and approval of all documentation by EDA Legal Counsel. Mr. Skinner so moved, and Ms. Garguilo seconded the motion which passed unanimously on a roll call vote.

Committee Reports

Ms. Williams called for the Committee Reports. Dr. Guajardo presented the Design Review Committee report, which passed unanimously on a roll call vote. Mr. Skinner presented the Executive Committee report which did not require Board ratification. Mr. Miller presented the Marketing Committee report which did not require Board ratification. Mr. Chenoweth

presented the Design Review Committee report, which passed unanimously on a roll call vote.

Approval of Minutes of the Regular Meeting of August 1, 2025

Ms. Williams asked for approval of the Minutes of the Regular Meeting of August 1, 2025. Mr. Skinner so moved, and Dr. Guajardo seconded the motion which passed unanimously on a roll call vote.


Unfinished Business

Ms. Williams asked for any unfinished business, and there was none.

New Business

Ms. Williams asked for any new business, and there was none.

There being no further business to come before the Board, Ms. Williams adjourned the meeting at 10:55 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: September 5, 2025

The Design Review Committee met on August 21st to consider a request by Network Building + Consulting, on behalf of Verizon Wireless, for approval of a site plan and simulation images depicting a proposed antenna concealment box replacement on the Merchants Walk Garage at 11860 Merchants Walk in City Center at Oyster Point. The committee voted to recommend approval of the request, subject to all applicable City codes and regulations.

The Committee also considered a request by B. Grace Design, on behalf of Saté, for approval of construction plans, a rendering, and digital sample image depicting a proposed sliding door installation at 694 Town Center Drive in City Center at Oyster Point. The committee voted to recommend approval of the request, subject to all applicable City codes and regulations.

This Report requires Board ratification.


Nicole R. Guajardo

NRG:brt

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Date, Time, and Location: August 21, 2025, at 8:00 a.m. at 11820 Fountain Way, Suite 300, Newport News, VA 23606

Members Present: Nicole Guajardo, Thomas P. Herbert, Robert D. Mann, George Schraudt, Bryan Trainum, Sylvia S. Weinstein Craft

Members Absent: Xavier Beale, Daniel Chenoweth, Teresa Nettles, Elizabeth W. Willis



**ECONOMIC DEVELOPMENT AUTHORITY
INDUSTRIAL DEVELOPMENT AUTHORITY**

TO: Board of Directors

FROM: Chair, Executive Committee

SUBJECT: Chair's Report

DATE: September 5, 2025

The Executive Committee met on August 21st. Ms. Kingston provided a briefing, similar to the one recently provided to City Council, on the Department of Navy's impending significant investments in Downtown Newport News connected with the addition of new unaccompanied housing Downtown and expansion of quality-of-service enhancements. With the selection of Hunt Military Communities as the development partner, this investment, expected to be up to \$400 million, includes the creation of 750 two-bedroom apartment units, a 1,050-space parking garage, 30,000 square feet for Navy services, and 10,000 square feet of retail space. The project site spans several properties, including Huntington Hall and Julius Conn Gym, with development phases ensuring Sailors remain housed during construction.

The new project is poised for a major impact on the city's skyline, including two 17-story towers. The commencement of construction expected in spring/summer 2026 and full project completion is anticipated by May 2031. The EDA will play a crucial role in assembling public property and entering into a development agreement with Hunt, in addition to serving as a vehicle for the utilization of the \$40 million Treasury loan from the Commonwealth of Virginia to the City.

Ms. Kingston informed the Committee that in response to feedback from local business owners and board members, staff has been working on an amendment

of the Virginia Enterprise Zone Incentives program to update eligibility criteria and improve consistency across programs. Originally, the Expansion/Relocation Cost Reduction (ERCR) incentive required a \$2.5 million capital investment and the creation of 25 new full-time jobs. The proposed changes will lower these thresholds to \$1.5 million in capital investment and 15 new full-time jobs paying an average of 150% of the Virginia State Minimum Wage, aligning with other state programs.

Additionally, the amendment seeks to standardize the minimum requirements for the partial refund of the Business, Professional, and Occupational License (BPOL) fee as well as local gas and electric taxes incentives across all zones. It suggests a uniform requirement of \$50,000 in taxable investment and the creation of 2 new jobs, with wage requirements set at 150% of the Virginia State Minimum Wage. These adjustments aim to simplify the program for businesses and improve its accessibility and marketing, and to respond to some of the comments received during the Small Business Roundtables held earlier in August.

Several New Business items were shared with the Committee:

- The South Police Precinct at 3303 Jefferson Avenue was developed by the EDA in 2015 and leased to the City. In accordance with the lease agreement, the City has formally requested that the EDA transfer the property to the City. Formal action to complete the conveyance will be sought at the September Board Meeting, with City Council action scheduled for September 23rd.
- Morgan Properties, the owner of River Park Tower Apartment Homes on the Downtown waterfront, is selling the building and is addressing outstanding maintenance obligations, including replacing the light fixtures in the connected EDA-owned parking garage. Staff has been monitoring the condition of the fixtures, which are at the end of their service life. AAA Electric provided a proposal to repair 291 garage fixtures and 45 stairwell fixtures at a cost of \$80,280. The maintenance agreement dictates that

Executive Committee Chair's Report
September 5, 2025
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Morgan Properties covers 0.567% of the costs, amounting to \$45,515.76, while the EDA is responsible for \$34,764.24. A motion, to authorize EDA funding for \$38,000 to complete the work so that a clear tenant estoppel certificate can be issued for the sale, was requested and approved unanimously by the Committee.

- The Hampton Roads Alliance, collaborating with local cities and private partners, initially received a GO Virginia Planning Grant to establish a UAV BVLOS testing range at Newport News Williamsburg Airport. However, the grant application was later withdrawn for further coordination with the Virginia Department of Aviation. The project has now been rebranded as the Mobility Innovation Center (MIC), aligning with the Virginia Department of Aviation's long-term objectives. The Newport News EDA will lead the updated grant application, incorporating U.S. Army UAV missions and UAS training programs, which is due September 4th.

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


Jonathan Skinner

JS:jer

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Date, Time and Location: August 21, 2025, at 2:00 pm at 11820 Fountain Way, Suite 300, Newport News, VA

Members Present: Jonathan Skinner, Faye Gargiulo, R.C. Miller, Cathy Williams

Members Absent: None



ECONOMIC DEVELOPMENT AUTHORITY
INDUSTRIAL DEVELOPMENT AUTHORITY

TO: Board of Directors

FROM: Chair, Marketing Committee

SUBJECT: Chair's Report

DATE: September 5, 2025

The Marketing Committee met on August 21st. Dr. Roberto Flores, Director of Computer Science at the School of Engineering and Computing at Christopher Newport University, gave a presentation regarding the recent research and technology initiatives at the University. He also highlighted the work of the school's new Innovation Hub, with the goals of building synergy with the community and promoting user-inspired research projects.

This report does not require Board ratification.



RC Miller

RCM:mb

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Date, Time and Location: August 21, 2025 at 11:30 a.m. at 11820 Fountain Way, Suite 301, Newport News, VA

Members Present: RC Miller, Faye Gargiulo, Nicole Guajardo, JB Crowley, Tyler Neese

Members Absent: Ryan Sparks



**ECONOMIC DEVELOPMENT AUTHORITY
INDUSTRIAL DEVELOPMENT AUTHORITY**

TO: Board of Directors
FROM: Chair, Revolving Loan Fund Committee
SUBJECT: Chair's Report
DATE: August 27, 2025

The Revolving Loan Fund Committee met on August 27th.

Committee members were provided financial statements for the Newport News Capital Fund (NNCF) Loan Program as of June 30, 2025.

Staff presented two (2) FIG Program requests:

- FIG request for \$20,000 from Masters & Masters, LLC, to include roof replacement, exterior lighting improvements and gutter replacement at 803 Bluecrab Road.
- FIG request for \$20,000 from 4005 Hummer Road, LLC to include removal and replacement of garage doors and exterior painting at 14626 Warwick Boulevard.

Both FIG requests were unanimously approved.

This Report requires Board ratification.


for Xavier Beale

XB:tw

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Date, Time and Location: August 27, 2025, at 12:30p.m. at 11820 Fountain Way, Suite 300, Newport News, VA

Members Present: Xavier Beale, Dan Chenoweth, Jonathan Skinner, George Knight

Members Absent: John Lunsford, Sharon Owens-Clark