

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 December 12, 2025, in the EDA/IDA Board Room at 11820 Fountain Way, Suite 300, Newport News, Virginia.

Those members present were:

Cathy T. Williams, Chair
Jonathan P. Skinner, Vice Chair
Daniel L. Chenoweth
Faye P. Gargiulo
Nicole R. Guajardo, Ph.D.
R.C. Miller
Alan K. 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:

Ralph "Bo" Clayton, Deputy City Manager
Bob Pealo, City Attorney
Adriana Jimenez, Assistant City Attorney
Jody Saunders, Director, Communications
Ried Watkins, Director, AI Strategy, SIR

Call to Order

Ms. Williams opened the meeting and welcomed everyone.

Public Comment

Ms. Williams asked whether any members of the public wished to provide comments, and there were none.

Digital Infrastructure Strategy Presentation

Mrs. Kingston stated that broadband strategy has been a long-standing priority and interest for the Board given its importance to the City's economic growth and competitiveness. She noted that the City has initiated development of a comprehensive strategy for digital infrastructure to help position Newport News in this space and introduced Ried Watkins, with S.I.R. who is supporting the City with this work, to share an update and overview.

Mr. Watkins thanked the Board for inviting him and said that he would provide a comprehensive overview of work underway connected with a digital infrastructure strategy, as well as the broader strategic context driving the initiative. He explained that global data creation is increasing at an unprecedented pace due to advances in artificial intelligence, cloud computing, and related technologies, fundamentally reshaping how communities compete, operate, and grow. Mr. Watkins noted that this rapid expansion has resulted in a significant surge in digital infrastructure investment nationwide, and specifically in northern Virginia, with development activity largely concentrated in regions offering affordable and reliable power, strong fiber connectivity, a skilled workforce, and flexible regulatory environments.

Mr. Watkins discussed how the Richmond-Hampton Roads megaregion and its I-64 Innovation Corridor is uniquely positioned to create a digital infrastructure ecosystem, where investments have included subsea cables, robust terrestrial networks, reliable and resilient power systems, internet exchange points, and smart-city technologies.

He acknowledged that Virginia has also received pushback and increasing public concern and opposition related to data center development but stated that data centers are just one part of a much larger digital infrastructure ecosystem. He shared comparative examples from other jurisdictions, including Mesa, Arizona, to illustrate how proactive planning and early infrastructure investment can attract high-value development while allowing communities to adopt balanced regulatory frameworks over time.

Mr. Watkins outlined Newport News' "win-win" approach, which is designed to balance economic competitiveness, sustainability, quality of life, and community trust. He reviewed the goals of the digital infrastructure strategy including establishing a clear and forward-looking strategic vision, preparing a comprehensive technology infrastructure readiness plan, engaging City leadership, business partners, and community stakeholders, and packaging the plan into a clear, investor-facing narrative. Mr. Watkins concluded by noting that the initiative is intended to position Newport News for long-term competitiveness in a technology-driven economy while ensuring that digital infrastructure investments align with community priorities and deliver meaningful benefits for residents, businesses, Newport News Schools and the City as a whole.

Board members engaged Mr. Watkins with several observations and questions about his presentation. Chair Williams thanked Mr. Watkins for his presentation.

Secretary/Treasurer's Report

Mrs. Kingston said that before starting her report, she wanted to take a moment to acknowledge Jonathan Skinner's remarkable eight plus years of dedicated service on the EDA/IDA Board of Directors. She highlighted that during his tenure, he has generously shared his unique insight and expertise in commercial real estate, and unwavering passion for the City and its economic well-being. Mrs. Kingston said that she and staff are very grateful for the investment of Mr. Skinner's time, guidance and expertise, and the difference he has made in shaping the community and driving the success of EDA initiatives.

Mrs. Kingston said that she was pleased to welcome Travis Gatling, who joined Development in early October as a new Accounting Specialist. She said that since coming aboard, Travis has demonstrated strong performance and has quickly become an integral member of the finance team. She noted that he holds dual associates degrees from Virginia Peninsula Community College in Business Administration and Social Science, and that he brings 20 years of diverse experience across public and private sector roles, including responsibilities in accounts payable and receivable, reconciliations, financial reporting, and other general accounting functions. Mrs. Kingston said that Mr. Gatling's broad skill set and experience make him an excellent fit for the department.

Mrs. Kingston shared that construction has begun at the Seafood Industrial Park on the Inner Harbor Dredging and Pier and Dock projects, being funded in part by a Port Host Communities Revitalization Fund grant from Virginia DHCD. She said that Crofton Construction began mobilizing on December 5th, and that demolition of the wooden piers has begun and is scheduled to be completed by the end of January. Mrs. Kingston shared

that dredging is scheduled to begin early January and to be completed by April 30th, that the installation of the new piers will begin at the beginning of March and completion scheduled for December 2026. She noted that this is a sister project to the Seafood Market project, on which staff are working with Engineering and Purchasing to issue an Invitation for Bids in the first quarter of 2026.

Mrs. Kingston complimented Development staff who have been active over the past month with a number of community and business outreach events:

- The 10th Annual Black Diamond Weekend was held November 13th through 15th at the Hampton Roads Convention Center. The three-day event focused on Black business innovation and entrepreneurship in Hampton Roads. Development staff participated in the entire three days to provide resources and host an exhibit table, in addition to fostering connections with business attendees.
- On Tuesday, November 24th, Mayor Jones and Development staff participated in the ribbon cutting of Your Essentials, located at 10017 Jefferson Avenue. Founded by Jessica Freeman, the purpose-driven skincare and home essentials brand specializes in crafting the finest quality natural and organic products.
- On Thursday, December 4th, Derek Perry had the opportunity to provide an update and presentation on the Choice Neighborhoods Initiative work to the current LEAD Peninsula Class. The session was hosted at the Peake Early Childhood Center and was a good opportunity to continue to share the ongoing transformation within the Marshall-Ridley Choice Neighborhood to a diverse audience.

Mrs. Kingston reported that there are several upcoming events for Board Members to mark on their calendars:

- Fulcrum Concepts, a veteran-owned defense contractor that designs and installs tactical aviation equipment, recently opened its third Virginia location at 737 Industrial Park Drive. With its CNC machinery, Fulcrum specializes in rapid prototyping, production and assembly of products for military aircraft. Staff are coordinating with the company, and the Mayor's and City Manager's offices for a ribbon cutting event on Thursday, January 15th at 12:30 p.m.
- A ribbon cutting ceremony has also been scheduled for the VPCC Newport News Trades Center in the Southeast Community on Wednesday, March 25th at 9:00 a.m. The project is progressing rapidly and despite several days of bad weather, the Certificate of Occupancy is still projected for February 9th. Furniture and fixtures installation will follow, and VPCC is beginning to hold information sessions about the upcoming spring classes being offered at the new Center.

Mrs. Kingston shared that the Active Projects/Partnerships and Incentive Agreements Tracking sheets 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.

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.

Mrs. Kingston asked City Manager Alan Archer, for any comments he may have for the Board. Mr. Archer informed that Board that Cherry Bekaert reported to City Council during its December 9th meeting that the City received a clean audit. He additionally shared that he and City staff are diligently working on the FY 2027 budget, noting that this will be the primary focus for the next three months.

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 10:00 a.m., Mr. Chenoweth 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 disposition in the Central 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 Central section of the City, and an existing business considering expansion in the southern

section of the City. Mr. Skinner seconded the motion which passed unanimously on a roll call vote.

At 10:22 a.m., the EDA/IDA Board returned to open session following a certification motion by Dr. Guajardo, 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. Chenoweth seconded the motion which passed unanimously on a roll call vote.

Action(s) Coming Out of Closed Session

There were no actions coming out of Closed Session.

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.

Green Foundation Contribution Policy

Mrs. Kingston said that she wanted to provide an update on the Newport News Green Foundation and the historical connection it has had with the EDA. She said that some of this information was just shared as part of the Executive Committee's Chair's Report following the briefing last month. Mrs. Kingston provided some background, noting that the EDA was integral to the original establishment of the Green Foundation and that, in its early years, the Foundation was supported and staffed by Development personnel before those responsibilities moved to Parks and Recreation and an Executive Director was hired. Mrs. Kingston stated that at the time, the EDA was intentional in helping the new entity get off the ground, including donating property for preservation as green space.

Mrs. Kingston informed the Board that to provide initial support to the Green Foundation, in 1999, the E/IDA Board approved a policy that directed ten percent of net land sale proceeds, after all expenses, to the Green Foundation. She explained that the intent was to give the Foundation a beginning revenue stream as it began its work. She noted that staff have reviewed records and coordinated with the City Attorney's Office and are not aware of

any formal agreement between the City, the E/IDA, or the Green Foundation to legally memorialize that commitment, beyond the E/IDA's action to create a policy.

Mrs. Kingston said that the last payment to the Green Foundation made under this policy was in 2009. She shared that after that point, particularly with the impacts of the Great Recession, land sales slowed significantly, and any net positive sales proceeds were needed to support the E/IDA budget.

Mrs. Kingston said that recently, the Green Foundation revisited this policy and reached out to inquire about any transfers that may be owed. She said that in response, staff conducted a review of all potentially-eligible transactions since 2009. She informed the Board that, since that time, there have been fourteen sales that might have qualified under the original policy and explained that, in most cases, those transactions were sold below book value or carried significant development costs, which would not have produced any net proceeds. Mrs. Kingston shared that staff identified three transactions that would have resulted in a payment, further explaining that, based on the original policy, the total amount that would be due to the Green Foundation is \$93,111.25.

Mrs. Kingston explained that, from staff's position, land sale revenue is not viewed as a reliable funding source for either the E/IDA or the Green Foundation. She noted that, similarly, in the case of E/IDA projects, staff are seeing continued increasing project costs and much of the work being done in the City has shifted to redevelopment rather than greenfield development as in the past. Mrs. Kingston additionally noted there is anticipation regarding the need for more investment in site readiness studies to be competitive on the properties. She said that, given that the 1999 policy was never formalized through an agreement, that qualifying transactions are limited and unpredictable, and that the EDA must maintain its own financial capacity for ongoing projects, staff recommends the following two actions:

- First, that the EDA honor the historic commitment by making a one-time payment of \$93,111.25 to the Green Foundation based on the three qualifying transactions.
- Second, that the EDA rescind the 1999 policy going forward, so that land sale proceeds remain available to support the EDA's core economic development mission.

Mrs. Kingston shared that she had the opportunity to consult with the City Manager, as the City has also been working in parallel on a new arrangement with the Green Foundation related to ongoing City support for the organization. She said that through that conversation, Mr. Archer is supportive of settling the payment of the amount owed to Green Foundation, as well as rescinding the policy. Mrs. Kingston stated that honoring the original commitment and making the one-time payment supports the strategy being pursued by the

City. Mr. Archer expressed his agreement with Mrs. Kingston and noted that many City departments have provided expertise to the Green Foundation in efforts to foster self-sustainability.

Mrs. Kingston said that she and staff are proud to have been part of the foundational establishment and funding of the Newport News Green Foundation. She stated that the Green Foundation has now been in existence for 26 years, and that there are new strategic priorities to focus on such as small business support, redevelopment and site readiness that will require increased funding through EDA.

Ms. Williams introduced a Motion to authorize a one-time payment to the Newport News Green Foundation in the amount of \$93,111.25, in connection with the EDA's policy to direct ten percent of net land sale proceeds, after all expenses, to the Green Foundation, and to authorize any documents necessary to effectuate the contribution, subject to review and approval by EDA Legal Counsel. Dr. Guajardo so moved and Ms. Gargiulo seconded the motion, which passed 3-1-1 on a roll call vote, with Ms. Williams voting against and Mr. Chenoweth abstaining as he serves on the Green Foundation Board.

Ms. Williams introduced a Motion to rescind the EDA's adopted 1999 policy of giving 10% of net land sales proceeds, after expenses to the Newport News Green Foundation. Ms. Gargiulo so moved and Dr. Guajardo seconded the motion, which passed 4-0-1 on a roll-call vote, with Mr. Chenoweth abstaining as he serves on the Green Foundation Board.

Approval of Minutes of the Regular Meeting of November 7, 2025

Ms. Williams asked for approval of the Minutes of the Annual Meeting of November 7, 2025. Ms. Gargiulo so moved, and Dr. Guajardo seconded the motion, which passed unanimously on a roll call vote.

Unfinished Business

Ms. Williams asked if there was any unfinished business. Ms. Kingston informed the Board to expect a future EDGE update, noting that staff is working on survey responses. She further informed the Board that there are two draft adaptive reuse RFPs that are anticipated to be finalized prior to the end of the year – the former Greek Church property and the West Avenue Library.

New Business

Ms. Williams asked if there was any new business. Mrs. Kingston said she did have a late addition to the agenda. She stated that staff has been working with NNRHA and Pennrose to provide a portion of the required parking spaces for the last phase of the CNI housing Downtown. She explained that this project is located at 2815 Washington Avenue, directly across the street from the Monument Company's Shipyard Flats project. She said that the new housing project will have 73 units, and that its financing requires the project to satisfy the City's 1:1 parking requirement. She said that since just 23 spaces can be provided on-site, the project requires an additional 50 spaces to be secured off-site.

Mrs. Kingston said that the off-site parking spaces can be accommodated in the EDA's parking garage at 2900 Washington Avenue, which presently supports NNS and the Navy personnel, and most recently has been leveraged to provide parking for the Shipyard Flats project. She stated further that it is expected that the 2900 Washington Avenue garage will continue to be a key piece with respect to providing parking support for new downtown developments like these.

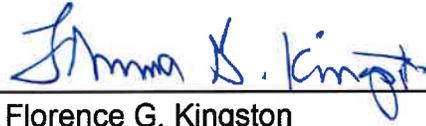
Mrs. Kingston said that a parking license agreement with CN-V LLC, the special purpose entity implementing the project, has been drafted and that the terms of the agreement mirror those in place for the Shipyard Flats/Monument project:

- The license will be for the use of approximately 50 spaces within the garage, which may be increased or decreased as needed over time.
- The fee will be \$35/space/month & will increase by \$5/month every 5 years.
- The license agreement term is 20 years, with four, 5-year renewal periods.

Mrs. Kingston said that the housing project is preparing to close on the transaction by the end of the calendar year and leading up to that, this agreement is a requirement to lock in a rate for the VHDA financing. She said she was seeking the Board's authorization for the Parking License Agreement with CN-V LLC.

Ms. Williams introduced a Motion to authorize execution of a Parking License Agreement by and between the EDA and CN-V LLC, for the license of parking spaces in the EDA-owned parking garage at 2900 Washington Avenue, supporting the redevelopment of 2815 Washington Avenue and the final phase of CNI housing, subject to review and approval by EDA Legal Counsel. Dr. Guajardo so moved, and Mr. Chenoweth seconded the motion, which passed unanimously on a roll call vote.

There being no further business to come before the Board, Ms. Williams adjourned the meeting at 11:03 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: December 12, 2025

The Design Review Committee met on November 20th to consider a request by Henderson Inc., on behalf of 725 City Center LLC, for approval of an elevation and specification sheets depicting proposed lighting improvements and overhead door replacements at 725 City Center Boulevard in Oyster Point of Newport News. The Committee voted to recommend approval of the submission, subject to all applicable City codes and regulations.

The Committee also considered a request by James Rivers Signs, on behalf of Aireco and M&M Controls, for approval of sign elevations depicting proposed building-mounted signage at 11850 Canon Boulevard in Oyster Point of Newport News. The submission entailed a waiver request to install a panel replacement for an existing cabinet and an additional new building-mounted sign. 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: November 20, 2025, at 8:00 a.m. at 11820 Fountain Way, Suite 300, Newport News, VA 23606

Members Present: Nicole R. Guajardo, Daniel Chenoweth, Teresa Nettles, Bryan Trainum, Robert D. Mann, Sylvia S. Weinstein Craft, Elizabeth W. Willis

Members Absent: Xavier Beale, George Schraudt



ECONOMIC DEVELOPMENT AUTHORITY
INDUSTRIAL DEVELOPMENT AUTHORITY

TO: Board of Directors
FROM: Chair, Executive Committee
SUBJECT: Chair's Report
DATE: December 12, 2025

The Executive Committee met on November 21st. Ms. Kingston briefed the Committee on the history of the Green Foundation and the EDA's role in supporting the organization as it was being established. In 1999, the Board adopted a policy to provide the Foundation with a beginning revenue stream by contributing 10% of the Authority's net vacant land sale proceeds, with the last payment occurring in 2009. After that point, land sales slowed significantly, and any limited proceeds were needed to support the E/IDA budget. Recently, the Green Foundation inquired about any eligible transfers connected with the 1999 policy, and following review and potentially-eligible sales, staff identified three transactions which should have resulted in a collective total payment of \$93,111.25 to the Green Foundation.

Additionally, the review highlighted the limited and unpredictable nature of such transactions, which often did not generate net proceeds due to reduced sales prices or significant costs connected with site preparation. Given the absence of a formal agreement, the unpredictability of qualifying transactions, and the E/IDA's need to maintain financial capacity for ongoing projects, the staff recommended two actions: 1) to honor the historic commitment and 1999 policy with a one-time payment of \$93,111.25, and 2) to rescind the 1999 policy to ensure land sale proceeds support the EDA's core economic development mission going forward, thereby closing the issue and providing clear direction for both organizations. The Committee discussed this course of action and asked that staff brief the full Board at its next meeting.

Executive Committee Chair's Report
December 12, 2025
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The Committee was reminded about the successful use of funding from the Virginia Department of Housing and Community Development's (DHCD) Virginia Statewide Business District Resurgence Grant to support business assistance programs in the Southeast Community. The \$100,000 in DHCD grant dollars were utilized to enhance the Modified Façade Improvement Grant Program, provide match requirements for the EDA's e-Commerce Grant Program, and implement a new commercial rent reimbursement program in the Southeast Community, helping to support numerous small businesses by removing participation barriers and providing significant financial assistance.

With the DHCD funds close to being fully committed, staff discussed with the Committee the possibility of continuing funding for these programs and potentially applying similar strategies in other priority development areas like Downtown, Hilton, and Denbigh. Continued support for the commercial rent reimbursement program in the Southeast Community is particularly valuable and could complement existing efforts in Downtown. The Committee's feedback was supportive of staff evaluating expansion of these programs to other areas and bringing back a recommendation for further discussion.

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: November 21, 2025, at 9:00 am 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: December 12, 2025

The Marketing Committee met on November 20th. Malaika Wainwright, Manager of Administrative Services in the Office of the Commissioner of the Revenue, gave an overview about the work of the Commissioner's office and highlighted business outreach efforts.

This report does not require Board ratification.

A handwritten signature in black ink, appearing to read "RC Miller", is written over a horizontal line.

RC Miller

RCM:mb

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Date, Time and Location: November 20, 2025 at 11:30 a.m. at 11820 Fountain Way, Suite 300, Newport News, VA

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

Members Absent: Ryan Sparks