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 8:30 a.m. on September 11, 2026, in the EDA/IDA Board Room at 11820 Fountain Way, Suite 300, Newport News, Virginia.

Those members present were:

Cathy T. Williams, Chair
R.C. Miller, Vice Chair
Xavier L. Beale
Daniel L. Chenoweth
Faye P. Gargiulo
Nicole R. Guajardo, Ph.D.
Alan K. Archer, City Manager, ex-officio
Derek Perry, Acting Secretary/Treasurer, ex-officio

Those members absent were:

George "Hank" Hankins (excused)

Legal Counsel:

Raymond H. Suttle, Jr.

Staff

Joy Robison, Assistant Secretary

Also present:

Phillip Jones, Mayor
James Brigham, Chief of Staff
Eoghan Miller, Deputy City Manager
Robert Pealo, City Attorney
Jody Saunders, Director, Department of Communications

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. There were none.

Newport News Marriott at City Center

Mr. Perry reminded the Board that the EDA maintains a Joint Marketing Agreement with the Newport News Marriott to provide funding to support marketing efforts and promote events at the EDA-owned Conference Center. He explained that each year, the EDA retains Brown, Edwards & Company to review the Marriott's marketing expenditures and confirm their compliance with the Agreement. Mr. Perry noted that Danielle Nikolaisen from Brown Edwards was present to share the results of their review, and that following her presentation, Mark Butcher of the Marriott and Paul Gladd representing the hotel's ownership group would provide updates on recent activities and future plans for the hotel and conference center.

Danielle Nikolaisen explained that her firm was retained to conduct agreed-upon procedures to confirm the conference center's compliance with the Joint Marketing Agreement. The review covered approximately 95% of marketing expenditures, testing compliance with the Joint Marketing Agreement. She shared that the review confirmed that the tested expenses were consistent with the Joint Marketing Agreement, with no issues or exceptions identified, and thanked the conference center staff for their prompt and cooperative support throughout the process.

Mark Butcher, General Manager of the Newport News Marriott, underscored the remarkable success of the public-private partnership that led to the development of City Center. He noted that the facility is currently achieving its highest revenue levels since the conference center opened 12 years ago, saying that the hotel and conference center have delivered substantial economic impact, generating more than $30 million in revenue for the conference center alone over the past decade, along with $1.8 million in sales tax contributions and $5 million from group stays. In addition to these financial benefits, the facility plays a vital role in the local economy by employing 112 residents and providing income opportunities for up to 60 temporary staff members.

Mr. Butcher stated that the ownership group has recently secured a new 20-year franchise agreement with Marriott. A major renovation of the hotel is planned, with sample rooms scheduled for completion before Thanksgiving 2026 and the full renovation set to begin in mid-2027. The project's first phase will feature converting tubs to walk-in showers in 75% of guest rooms and replacing room furnishings, and a second phase will modernize the Conference Center's ballrooms.

Paul Gladd with dpM Partners, representing the hotel's ownership group, underscored the critical role that public-private partnerships have on community development, citing his extensive track record with such initiatives in the hospitality sector. He described the Marriott brand as a highly valuable asset that enhances mixed-use developments and stressed the importance of nurturing strong connections with group meeting planners to drive the hotel's operational success. Gladd also discussed the ongoing transformation of the hotel industry, pointing out that challenges such as the pandemic and economic downturns have made it essential to adopt a diversified demand strategy to maintain long-term stability and growth.

Mr. Gladd discussed the significant challenges involved in undertaking a major renovation, highlighting the difficulties of meeting Marriott's stringent corporate requirements and managing supply chain barriers while keeping the hotel fully operational. He confirmed that the renovation will feature the addition of an M Club, an essential Marriott brand element, and stressed that the team is dedicated to distinguishing the property to ensure its continued competitiveness. Mr. Gladd also reaffirmed his commitment to collaborating closely with local partners, including the tourism association and Christopher Newport University, to further establish City Center as a vibrant and appealing destination.

Mr. Butcher and Mr. Gladd responded to questions from Board Members, providing additional insights into the planned renovations and ongoing operations. Chair Williams expressed her appreciation for their informative presentation and shared her enthusiasm for the upcoming improvements, stating she eagerly anticipates the progress and positive impact these renovations will bring.

Acting Secretary/Treasurer's Report

Ms. Williams requested the Acting Secretary/Treasurer's Report. Mr. Perry informed the Board that the City's Department of Engineering had submitted a request for the EDA to grant a 10-foot easement to Virginia Natural Gas across EDA-owned parcels at 13771 and 13785 Warwick Boulevard, which are part of the Sherwood redevelopment project site. This easement is necessary to enable the installation and servicing of natural gas utilities for the

new Grissom Library. Mr. Perry stated that he would ask for a motion to approve the easement at the end of his report.

Mr. Perry explained that extended stormwater and utility construction along Warwick Boulevard near Hilton has caused considerable disruption for businesses located between Hopkins Street and Center Avenue. In response to the City's interest in supporting these affected businesses, staff developed guidelines for a business disruption grant program. This program will offer reimbursement grants of up to $7,500 for eligible rent, mortgage, and utility expenses. Mr. Perry noted that staff will work closely with the Communications team to implement targeted outreach to businesses prior to the anticipated October 1st application launch. He also mentioned that further details would be provided later in the meeting during the Executive Committee Chair's Report, with subsequent Board ratification.

Mr. Perry informed the Board that staff has adopted a more proactive strategy to rebuild and strengthen relationships with key stakeholders in the Newport News business community, including commercial brokers, developers, site selectors, and other partners who impact investment decisions. As a first step, staff will organize a working session with local brokers to reintroduce the Department and EDA, gain insights into current market conditions and challenges, and identify opportunities for deeper collaboration. This session is tentatively scheduled for October, and staff will share important outcomes and provide further updates as the broader stakeholder engagement strategy continues to develop.

Mr. Perry referenced the attached Supplement to his report, which outlines recent staff activities, and mentioned that the complete report, including the attachment, would be emailed to members for review at their convenience. He specifically encouraged members to read the information about the groundbreaking Electra EL2 aircraft, which was demonstrated at the airport on September 1st.

Mr. Perry informed the Board that the Active Projects/Partnerships and Incentive Agreements Tracking sheets were included in their meeting packages. He offered to clarify any details or address questions regarding those reports. Additionally, Mr. Perry noted that the Monthly Financial Statements were also provided and highlighted key points, inviting Board members to inquire further if needed. He concluded his report by inviting the City Manager and Mayor to share any updates or comments with the Board.

Mr. Archer expressed appreciation for the historical context provided by Paul Gladd regarding the Marriott Hotel and Conference Center, acknowledging the vital role the facility plays in City Center's unique sense of place and future promise. He also highlighted the recent Electra aircraft demonstration at Patrick Henry Airport, noting that the event

confirmed the potential for new air mobility technologies such as the EL2 to positively impact the local economy and future airport operations.

Mayor Jones emphasized the importance of properly rolling out the Business Disruption Grant for Warwick Boulevard businesses to ensure inclusivity. He expressed his enthusiastic support for the grant and noted that the City would prioritize effective communication and outreach strategies to ensure the program's benefits reach affected businesses.

Ms. Williams called for a Motion authorize a Deed of Easement conveying a 10-foot easement over EDA-owned property at 13771 and 13785 Warwick Boulevard, to Virginia Natural Gas, Inc. for the purposes of installing and maintaining natural gas service to support the Grissom Library project, subject to review and approval of all documentation by EDA Legal Counsel. Mr. Beale so moved, and Mr. Miller 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 9:12 a.m., Mr. Miller moved for the Authority to go into a closed meeting pursuant to VA Code Section §2.2-3711.A: Prospective Business (5) for the following purposes and subjects: (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 discussion concerning the potential unannounced expansion of a business in the southern section of the City. Mr. Chenoweth seconded the motion, which passed unanimously on a roll call vote.

At 9:15 a.m., Mr. Miller moved for the Authority to return 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

Mr. Perry stated that there were no actions coming out of Closed Session.

EDGE RFP Updates

Mr. Perry reminded the Board that staff actively pursued requests for proposals (RFPs) for redevelopment of two downtown properties: the former Greek Church and the West Avenue Library, and that today, a recommendation was being made for the EDA board to approve the evaluation committee's recommendations to proceed with selected developers for both projects, starting with the Greek Church.

Mr. Perry said that Mark Turner Construction, led by Franklin Bowser, has a strong track record in adaptive reuse projects across the region, and that their proposal is to convert the former Greek Church into an event venue that can host both public and private gatherings, leveraging historic tax credits to preserve the building's character while modernizing the facility, with the aim to create an active Downtown destination and revenue-generating asset.

Mr. Perry explained that the plan involves Mark Turner Construction acquiring the property, completing renovations, and eventually returning it to public control through a lease-to-own arrangement with the EDA. The company will work closely with the EDA during the design phase, including identifying a facility operator, as they do not wish to manage operations themselves. The preliminary construction estimate is $2.5 million, but that figure is preliminary and subject to change as renovation plans are ultimately developed.

Mr. Perry said that the proposed lease-to-own payments would be approximately $47,500 per month for five years, though these terms are subject to negotiation and final agreement on construction costs. He said the company is capable of self-funding construction but is also open to other financing options. The timeline anticipates nine to twelve months for design and eight to ten months for construction. Mr. Perry stated that the immediate action

requested is board approval to accept the evaluation committee's recommendation and begin negotiations with Mark Turner Construction, with further authorizations to follow as development and purchase agreements for the transaction are negotiated and finalized.

Ms. Williams called for a Motion to accept the recommendation of the 2591 West Avenue RFP Evaluation Committee and select Mark Turner Construction as development partner for the adaptive reuse of the property located at 2591 West Avenue, subject to the successful negotiation and execution of development and purchase agreements with the EDA. Mr. Beale so moved and Mr. Miller seconded the motion, which passed unanimously on a roll call vote.

Mr. Perry introduced the second property under consideration as the West Avenue Library at 2907 West Avenue, saying that as with the previous project, the RFP aimed to identify a partner for the adaptive reuse of the historic structure, in alignment with the downtown plan and goals. He said that two proposals were received and evaluated, with Provost Construction, led by Jonathan Provost, being selected as the preferred developer based on its strong track record with similar adaptive reuse projects in downtown Newport News, including St. Vincent's Apartments, Grace on 29th Apartments, and Bloxom Brothers Apartments/Commercial Spaces.

Mr. Perry stated that Provost Construction's proposal is to redevelop the library into a 12-room boutique hotel, with six rooms designed for standard hotel occupancy and six equipped with in-unit washers and dryers to accommodate short-term stays. He said that the project would include a lounge and bar area, offering an innovative hospitality component to downtown while maintaining flexibility with the operating model to support the businesses cash flow. Additionally, Provost Construction brings relevant experience in managing short-term and apartment rental properties in the area.

Mr. Perry noted that Provost Construction intends to acquire the property for $100,000, with estimated renovation costs of approximately $2.9 million and would use historic rehabilitation tax credits to support project financing. The expected construction period is 12 months following design and necessary approvals. Mr. Perry explained that with the acceptance of Provost by the Board, staff will begin multiple steps to implement the project including negotiating the development and purchase agreements, coordinating with the City to convey the property to the EDA, and addressing the removal of existing bookcases and shelving and other pre-development coordination items.

Ms. Williams called for a Motion to accept the recommendation of the 2907 West Avenue RFP Evaluation Committee and select Provost Construction as development partner for the

adaptive reuse of the property located at 2907 West Avenue, subject to the successful negotiation and execution of development and purchase agreements with the EDA. Mr. Beale so moved and Mr. Chenoweth seconded the motion, which passed unanimously on a roll call vote.

S23 Holdings Update

Mr. Perry reported that S23 Holdings has successfully fulfilled its capital investment and job creation commitments under the Expansion/Relocation Cost Reduction (ERCR) Enterprise Zone Incentive Agreement with the EDA, which was executed in November 2020. The company achieved a verified capital investment of $68.7 million and created 228 new jobs. He noted that the Virginia Economic Development Partnership (VEDP) has closed out the Commonwealth Opportunity Fund (COF) grant, resulting in an award of approximately $1.1 million after proration. Of this amount, $755,165 is allocated for offsite infrastructure improvements, and $355,000 has been delivered directly to the company.

He notified the Board that staff has prepared an amendment to the ERCR agreement. This amendment will enable the remaining $755,165 in COF funds to be used for reimbursing S23 Holdings for eligible offsite improvements completed as part of their expansion. Additionally, the amendment authorizes the allocation of $750,000 in local ERCR funds to cover both offsite improvements and site development expenses at 1550 Terminal Avenue and 1201 Terminal Avenue.

Mr. Perry explained that the proposed Amendment is intended to better align incentive funds with the project's ongoing development and adapt to the changes in the project that occurred through implementation. This adjustment will help ensure that existing incentives are properly deployed, allowing the closeout of the incentives now that the project is complete.

Ms. Williams requested a Motion to authorize that certain First Amendment to Expansion/Relocation Cost Reduction Enterprise Zone Incentive Agreement by and between S23 Holdings, LLC and the EDA, in connection with the S23 Holdings, LLC project at 1201 and 1550 Terminal Avenue, subject to review and approval by EDA Legal Counsel. Dr. Guajardo so moved and Mr. Chenoweth seconded the motion which passed 5-1, with Mr. Beale abstaining due to a potential conflict of interest with his employer.

Annandale Millwork and Allied Systems Corporation (AMASC) Update

Mr. Perry reported that Annandale Millwork, following a project announcement by the governor in January 2026, celebrated the opening of its new facility with a ribbon-cutting ceremony in April. The company has committed to investing approximately $11.5 million in facility improvements and intends to create approximately 154 new jobs over a three-year period, offering an average wage just under $20 per hour.

Mr. Perry informed the Board that the project is supported by multiple funding sources, including a $200,000 Agricultural Forestry Industries Development Fund (AFID) grant managed by the Virginia Department of Agriculture and Consumer Services, with the EDA acting as the intermediary. Annandale Millwork has also received $625.100 from the Rail Industrial Access Program to construct a rail spur, with the company contributing a $268,000 match. Furthermore, the project is eligible for a $400,000 local Enterprise Zone (ERCR) grant, which will be provided as reimbursement for qualified capital expenditures and will serve as matching funds for other grant programs. Mr. Perry requested Board authorization of the local ERCR grant agreement and AFID grant agreement supporting Annandale's project.

Ms. Williams requested a Motion to authorize that certain Expansion/Relocation Cost Reduction Enterprise Zone Incentive Agreement by and between Annandale Millwork and Allied Systems Corporation and the EDA, in connection with Annandale Millwork and Allied Systems Corporation's planned investment of approximately $11.5 million and creation of approximately 154 new jobs at 501 Truswood Lane and 13143 Jefferson Avenue, 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.

Ms. Williams requested a Motion to authorize that certain Governor's Agriculture & Forestry Industries Development Fund Performance Agreement by and among the EDA and Annandale Millwork and Allied Systems Corporation, in connection with Annandale Millwork and Allied Systems Corporation's planned investment of approximately $11.5 million, creation of approximately 154 new jobs and use of Virginia-Grown Agricultural and Forestal Products at 501 Truswood Lane and 13143 Jefferson Avenue, subject to review and approval by EDA Legal Counsel. Dr. Guajardo so moved and Mr. Beale seconded the motion, which passed unanimously on a roll call vote.

Committee Reports

Ms. Williams called for the Committee Reports. Mr. Chenoweth presented the Design Review Committee Chair's Report, which passed unanimously on a roll call vote. Mr. Miller presented the Executive Committee Chair's Report, which passed unanimously on a roll call vote. Ms. Gargiulo presented the Marketing Committee Chair's Report, which did not require Board ratification.

Approval of Minutes of the Regular Meeting of August 7, 2026

Ms. Williams asked for approval of the Minutes of the Regular Meeting of August 7, 2026. Mr. Chenoweth so moved, and Ms. Gargiulo seconded the motion, which passed 5-1 on a roll call vote, Dr. Guajardo abstaining as she had been absent from the August 7th meeting.

Unfinished Business

Ms. Williams asked if there was any unfinished business. There was none.

New Business

Ms. Williams asked if there was any new business. There was none.

Ms. Williams adjourned the meeting at 9:40 a.m.

Derek E. Perry
Acting Secretary/Treasurer

ECONOMIC DEVELOPMENT AUTHORITY
INDUSTRIAL DEVELOPMENT AUTHORITY

TO: Board of Directors

FROM: Chair, Design Review Committee

SUBJECT: Chair's Report

DATE: September 11, 2026

The Design Review Committee met on August 20th to consider a request by Gaddy Engineering Services, LLC, on behalf of Thimble Shoals, LLC, for approval of a Class 1 Site Plan, digital renderings, and specification sheets depicting proposed construction of a new building structure in an existing parking lot and parking lot changes at 601 Thimble Shoals Blvd in Oyster Point of Newport News. The Committee voted to recommend approval of the submission, subject to all applicable City codes and regulations.

This Report requires Board ratification.

Daniel L. Chenoweth

DLC: mcs

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Date, Time, and Location: August 20, 2026, at 8:00 a.m. at 11820 Fountain Way, Suite 300, Newport News, VA 23606

Members Present: Daniel Chenoweth, George Hankins, George Schraudt, Robert D. Mann, Teresa Nettles, Bryan Trainum, Sylvia S. Weinstein Craft, Elizabeth W. Willis

Members Absent: Xavier Beale

ECONOMIC DEVELOPMENT AUTHORITY
INDUSTRIAL DEVELOPMENT AUTHORITY

TO: Board of Directors

FROM: Chair, Executive Committee

SUBJECT: Chair's Report

DATE: September 11, 2026

The Executive Committee met on August 18th. Some of the Committee's items were handled in Closed Session.

The Committee was reminded of the prolonged construction associated with the stormwater infrastructure project along Warwick Boulevard, which has significantly disrupted businesses in the affected part of that corridor. That stormwater work within the right-of-way is now expected to be completed in February 2027. In response to business impact created by the construction work, there is desire from the City to establish a grant program to provide financial support to affected businesses. Staff introduced a frame for the Newport News Warwick Corridor Business Disruption Grant, which would be administered by the EDA. The grant will serve eligible businesses located within the Warwick Boulevard corridor between Hopkins Street and Center Avenue.

Under the program, eligible businesses may apply for reimbursement grants of up to $7,500. Key program criteria include:

- Eligible expenses include rent, mortgage and utility costs incurred between January 1 and June 30, 2026.
- Businesses must maintain an active presence within the designated area, have held a valid business license before June 30, 2026, and be current on their taxes.
- Applicants must submit a narrative and attestation describing how the prolonged construction has affected their operations and revenue.
- Only one grant will be awarded per business.
- Grants will be awarded on a first-come, first-served basis to businesses that submit a complete application and meet all eligibility requirements.
- Applications will be accepted online from October 1 through December 31, 2026.

Mr. Miller presented a Motion to authorize the creation of the Newport News Warwick Corridor Business Disruption Grand and authorize staff to administer the program according to the approved guidelines, subject to review and approval by EDA Legal Counsel. Ms. Williams so moved and Mr. Chenoweth seconded the motion which passed unanimously on a roll call vote. The program guidelines are attached to this report.

Staff reminded the Committee that the EDA supports the Choice Neighborhood Initiatives' implementation of its People Plan by providing Urban Strategies, Inc. (USI) with office space on the 9th floor of Rouse Tower. While the CNI grant period ends in September 2026, the City will continue collaborating with USI for a two-year sustainability period. Committee action was requested to approve an extension of the lease, which expires September 30, 2026, through September 2028, and maintain the rent at $12 per square foot. Mr. Miller advanced a Motion to authorize the execution of a Second Amendment to Agreement of Lease between the EDA & Urban Strategies, Inc., to extend the term for an additional two years, through September 30, 2028, 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. Ms. Williams so moved and Mr. Chenoweth seconded the motion which passed unanimously on a roll call vote.

This report requires Board ratification.

R.C. Miller

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Date, Time and Location: August 18, 2026 at 12:00 pm at 11820 Fountain Way, Suite 300, Newport News, VA
Members Present: R.C. Miller, Daniel Chenoweth, Faye Gargiulo, Cathy Williams
Members Absent: None

Economic Development Authority & Industrial Development Authority
City of Newport News
2400 Washington Avenue, 3rd Floor
Newport News, VA 23607

Newport News Warwick Corridor Business Disruption Grant Program

Overview

The Economic Development Authority of the City of Newport News, Virginia (the "EDA") recognizes that brick and mortar business establishments are essential to vibrant and thriving communities. The Newport News Warwick Corridor Business Disruption Grant Program was created to assist eligible businesses in qualifying commercial units who have experienced disruption of business from the delayed completion of the stormwater pipe construction project along Warwick Boulevard. The objective of this program is to help defray lost revenue and operation expenditures for commercial units within the boundaries of the affected area (map attached).

This grant is a reimbursement based-monetary award given to a business and shall not exceed $7,500. The grants will be committed and funded on a first-come, first-served basis based upon availability of funds. There is a limit of one grant per business. Grants are awarded to applicants who have provided a complete application package and have met all eligibility requirements.

Grant Eligibility

A business owner/business may qualify for consideration provided it meets all of the following:

- Only for-profit entities are eligible to apply for this grant.
- Only occupants of commercial properties are eligible to apply for this grant.
- Applicant must have a physical location within the affected section of Warwick Blvd, active operations at the affected property, and a current City of Newport News Business Professional Occupational License prior to June 30th, 2026.
- Applicant must be the primary leaseholder/property owner or owner/operator of the business - application cannot be made for the benefit of a sublet/sublease unless written permission is received from the property owner and/or primary leaseholder.
- The business and business owner(s) must be current on all local taxes or fees (real estate, personal property, business license, storm water etc.).

- The applicant must submit a copy of the business lease or proof of property ownership, along with documentation verifying payment of rent or mortgage and eligible utility expenses incurred and paid between January 1, 2026 – June 30, 2026, only.

- Applicant must submit a narrative describing the hardship caused by construction within the affected section of Warwick Boulevard, including the nature and duration of the impact and its effect on business operations, customer access, sales/revenue, or other relevant business activity. Supporting documentation should be provided where available. The narrative must be signed by an authorized representative of the business, who attests that, to the best of their knowledge and belief, the information provided is true, accurate, and complete. The City reserves the right to request additional documentation as needed to substantiate the claimed hardship.
- The following entities and their immediate family members are not eligible to participate in this grant program: 1) Members of the Newport News City Council, 2) EDA Board members, 3) City's Department of Development employees, 4) adult businesses, and 5) properties without a physical operating presence.

Grant Application Process

Completed applications and any required supporting documentation must be submitted to the Newport News Department of Development using the online application portal.

Following review, the applicant will be sent a notification of decision by mail or email. If approved, the applicant will be provided the amount of the grant funding they are eligible to receive and advised of the next steps in the process.

The EDA reserves the right to deny approval of any application for any reason including, but not limited to, funding availability, completeness of application, and timeliness of application submission.

Accepting applications from October 1, 2026, 8:00am (EDT) to December 31, 2026 5:00pm (EDT)

Questions?

Elizabeth McCoury
Phone: 757-926-6983
Email: mccouryle@nnva.gov

City of Newport News
Department of Development, 3rd Floor
2400 Washington Avenue
Newport News, VA 23607
(757) 926-8428

Warwick Blvd Construction Area

newport news



ECONOMIC DEVELOPMENT AUTHORITY
INDUSTRIAL DEVELOPMENT AUTHORITY

TO: Board of Directors

FROM: Chair, Marketing Committee

SUBJECT: Chair's Report

DATE: September 11, 2026

The Marketing Committee met on August 20th. Mark Butcher, General Manager of the Newport News Marriott at City Center and his senior sales team gave an update on the hotel and conference center's competitive performance, their strategy to attract events, and a schedule and sample of room designs for upcoming renovations.

This report does not require Board ratification.

Faye P. Gargiulo

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Date, Time and Location: August 20, 2026 at 11:30 a.m. at 11820 Fountain Way, Suite 300, Newport News, VA
Members Present: RC Miller, Faye P. Gargiulo, Nicole Guajardo, JB Crowley, Tyler Neese
Members Absent: Ryan Sparks