

# CITY OF VIRGINIA BEACH DEVELOPMENT AUTHORITY

## February 11, 2025, MINUTES

The City of Virginia Beach Development Authority (“VBDA” or “Authority”) held its regular meeting on Tuesday, February 11, 2025, at 8:30 a.m. in the Economic Development Town Center Boardroom at 4525 Main Street, Suite 700, Virginia Beach, VA, pursuant to notice given by the Chair.

Full video of each item presented and discussed at this meeting can be viewed on the Economic Development website at the following link – <https://www.yesvirginiabeach.com/vbda>

### MEMBERS PRESENT:

Lisa M. Murphy, Chair  
W. Taylor Franklin, Vice-Chair  
Guenter H. Weissenseel, Secretary  
William Brunke, Treasurer  
Eric Keplinger, Assistant Secretary  
Penny Morgan, Commissioner  
Michael J. Standing, Commissioner  
David Weiner, Commissioner

### MEMBERS ABSENT:

Donald Horsley, Commissioner  
Linda Garris-Bright, Commissioner

### CITY COUNCIL:

Vice Mayor, Rosemary Wilson  
Council Member, Michael Berlucchi  
Council Member, Worth Remick

### ADVISORS PRESENT:

Amanda Jarratt, Deputy City Manager  
Kathy M. Warren, Director, Planning & Community Development  
Alexander W. Stiles, Senior City Attorney  
Emily L. Archer, Deputy Director, Economic Development  
Natalie Guilmeus, Deputy Director, Economic Development  
Henry W. Cobb, Business Development Manager II  
Charles J. Bauman, III, Business Development Coordinator  
Dominique DeBose, Business Development Representative, I  
Kayla Dotson, Administrative Technician  
Madison Eichholz, Development Liaison Planner  
Jadon Gayle, Business Development Representative II  
Roosevelt Grandberry, Town Center Planning Coordinator  
Paige M. Fox, Business Development Manager II  
Vicki Kelley, Administrative Specialist I  
Letitia E. Langaster, Business Development Manager II  
Matt Mader, Senior Land Development Engineer  
Howie McEntee, Accountant II  
Tecora McIntyre-Catlett, Executive Assistant II

Ihsane Mouak, Business Development Coordinator  
Annagid Walker, Administrative Technician  
Pamela D. Witham, Project Development Planner III

REPORTED BY: Amanda Jarratt

RECORDED BY: Kayla B. Dotson

Chair Lisa Murphy began the meeting at 8:32 a.m. and opened the floor for public comment.

**OPEN FLOOR**

No public speakers.

**REGULAR MEETING**

**MEETING MINUTES**

1. Approval of Regular Meeting Minutes January 14, 2025.

MOTION: Taylor Franklin

SECOND: Penny Morgan

APPROVED: 8-0-0

**FINANCIALS**

2. Review of Financial Statements for January 2025 presented by Howie McEntee.

**Operating Account Summary: January 2025**

**Adjusted Beginning Cash – January 1, 2025** **\$7,917,184**

*Cash Receipts Detail*

- Grand Total of Cash Receipts
  - \$ 7,881 Interest Income
  - \$ 73,427 2024 Town Center Conference Room Revenue Share
  - \$ 22,762 Industrial Revenue Bond Administration Fee – Our Lady of Perpetual Help

*Cash Disbursements Detail*

- Grand Total of Significant Cash Disbursements
  - \$ 44,693 Atlantic Park Construction and support services through 12/31/2024 – MBP
  - \$ 44,412 Atlantic Park Construction and support services through 11/30/2024 – MBP
  - \$ 15,070 Monthly Conduit Management January 15th – February 15<sup>th</sup> - Globalinx
  - \$ 7,369 Final Billing for FY2024 Audit – Cherry Bekaert
  - \$ 3,125 Utility Line Marking Corporate Landing 10-/25-12/26 – Mid-Atlantic

Surveying

**Ending Cash – January 31, 2025** **\$7,906,952**

- Amounts Paid and Reimbursed by City of VB – January 2025
  - \$ 1,708,071 Atlantic Park -Venture Waves Draw #23– Entertainment Venue
  - \$ 657,992 Atlantic Park -Venture Waves Draw #23 – Offsite Infrastructure (City Asset)

\$ 333,141 Innovation Park – Draw #15 Offsite Infrastructure work and development fee through 12/31/2024 – Architectural Graphics, Inc.  
 \$ 3,193 Innovation Park - Construction Phase Services – Kimley Horn  
 \$ 42,784 Corporate Landing – Relocate 2 Main Line Circuit Poles and Move Capacitor Bank – Dominion Energy Virginia  
 \$ 3,620 Corporate Landing - New Roadway & Pond C Final Design – VHB  
 \$ 6,512 Travel expenses and Presentation to City Council Related to the Convention Center Hotel Feasibility Study (Final Payment) – CBRE Valuation and Advisory

**Capital Maintenance: January 31, 2025**

- Amphitheater - \$769,243  
 \$ (1,979) Parking Lot Improvements Plan – VHB
  
- Human Services Building - \$2,986,370  
 \$ 47,910 Monthly Lease – February 2025  
 \$ (6,92,336) Roof Cooling Tower Replacement Construction Phase -Simpson Unlimited
  
- VB National Golf Course - \$2,172,372  
 \$ 15,216 Monthly Revenue Share Agreement  
 \$ (9,591) Roof replacement design phase - HBA Architecture  
 \$ (9,650) Hose Station Leak Repair and Permit fees – Virginia Construction Solutions

**Incentive & Initiative Account Summary: January 2025**

**Beginning Cash – January 1, 2025** **\$1,119,244**

*Cash Receipts Detail*

- No Significant Receipts

*Cash Disbursements Detail*

- No Significant Receipts

**Ending Cash – January 31, 2025** **\$1,119,428**

**Beginning EDIP appropriations as of January 1, 2025** **\$11,191,508**

- No activity during January

**Total EDIP appropriations as of 1/31/2025\*** **\$11,191,508**

**EDIP Part A – Encumbered as of 1/31/2025** **\$4,597,918**

**EDIP Part B Encumbered as of 1/31/2025** **\$ 625,000**

**EDIP Grant Funds Available as of January 31, 2025** **\$5,968,590**

*\* Actual EDIP Cash received from the City and held by the VBDA on January 31, 2025, is \$1,090,788. The remaining \$10,093,295 is being held by the City and will be transferred to the VBDA as needed for payment of approved EDIP awards.*

*No Discussion*

### **MUSEUM OF CONTEMPORARY ART**

3. Presentation on the Virginia Museum of Contemporary Art (MOCA), Presented by MOCA Executive Director Alison Byrne and Travis Malone, Dean, Batten Honors College of Virginia Wesleyan University (VWU)

*Presentation:* MOCA Executive Director Alison Byrne presented information on the History of Virginia MOCA, and Dr. Travis Malone, Dean of Batten Honors College of Virginia Wesleyan University, shared the history of VWU in Virginia Beach. MOCA will be opening a new location on the VWU campus titled “Virginia Museum of Contemporary Art at Virginia Wesleyan University”. The MOCA program budget will be independent of VWU but will be mutually beneficial. The groundbreaking began in August of 2024; the project is projected to be completed in 2025. Ms. Byrne also shared that the total economic impact of Virginia MOCA, combining operational and visitor spending, is estimated at \$5.7 million annually.

Full Presentation located at minute [8:00 of the meeting video](#).

*No Discussion*

### **PEMBROKE SQUARE**

4. Request approval of a Resolution approving Amendments to the Term Sheet relating to the Redevelopment of Pembroke Mall, Presented by Planning and Community Development Director Kathy Warren

*Presentation:* Planning and Community Development Director Kathy Warren presented information on the Pembroke Square Redevelopment Project. This project was voted on and approved by City Council on July 2, 2024. Ms. Warren shared historical information on the previous mall site's current and future construction plans and refreshed Commissioners on the VBDA's participation in the ownership and management of two public parking structures containing a total of 745 parking spaces in Pembroke Square, at the site of the former Pembroke Mall. Ms. Warren shared that she is back before the Authority to request an amendment to the previously approved Term Sheet that detailed public participation of \$30,000/space with an additional \$2,750/space carrying cost for the 745 spaces for a total of \$32,750/space and aggregate public investment of \$24.4M. The new request asks for an additional \$1,720/space in carrying costs for a total of \$4,470/space and \$25.68M aggregate public investment. To fund these additional costs, the parties propose to ask City Council to increase the planned SSD rate from \$.45 to \$.47. Should VBDA be in favor, this item will be presented to City Council February 18, 2025, for a vote.

Full Presentation located at minute [22:31 of the meeting video](#).

*No Discussion*

MOTION: Guenter Weissenseel  
SECOND: William Brunke  
APPROVED: 7-0-1

Commissioner David Weiner abstained from the vote pursuant to the Conflict of Interests Act §2.2-3114(E) and his letter of abstention is incorporated into these minutes.

## **VBDA ASSETS**

5. Request approval for the issuance of an RFP in an amount not to exceed \$100,000 for maintenance purposes at Virginia Beach National Golf Course, Presented by Project Development Planner III Pamela Witham

*Presentation:* Project Development Planner III, Pamela Witham, shared a request for approval for the issuance of a Request for Proposal (RFP) up to \$100,000 at VB National Golf Course to assist in ensuring capital repairs occur more efficiently and effectively as needed. The amount of the RFP would be capped at \$100,000, limited to one year, and follow agreed-upon work order request processes up to the capped amount.

Full Presentation located at minute [29:15 of the meeting video](#).

*Discussion:* Treasurer Mr. Brunke asked to clarify if this RFP would be for the purpose of streamlining repair processes at Virginia Beach National Golf Course. Ms. Witham agreed this was the goal of the Operator, and this RFP would ensure compliance with City procurement requirements. Assistant Secretary Eric Keplinger asked if the \$100,000 was limited to just items that were found on the audit report of 2023. Ms Witham shared that the RFP would not be limited by the 2023 findings, that the exterior would be the focus and that most of the interior refresh would be completed as funds become available.

MOTION: William Brunke  
SECOND: Eric Keplinger  
APPROVED: 8-0-0

6. Request approval of the grant of a 225 square-foot utility easement on VBDA Property at 18th Street, Presented by Economic Development Deputy Director Emily Archer

*Presentation:* Economic Development Deputy Director Emily Archer shared a request for a 225-square-foot utility easement on VBDA Property at 18th Street between Arctic and Pacific Avenues. Current overhead utilities are being moved underground, and this Easement would allow for a Dominion Energy Power box to be built on-site.

Full Presentation located at minute [32:56 of the meeting video](#).

*No Discussion*

MOTION: Guenter Weissenseel  
SECOND: Penny Morgan  
APPROVED: 7-0-1

Commissioner Mike Standing abstained from the vote pursuant to the Conflict of Interests Act §2.2-3114(E) and his letter of abstention is incorporated into these minutes.

## **CONTRACTS**

7. Request approval of a Resolution a) accepting the transfer of property located at 2656 Lishelle Place from the City of Virginia Beach and b) authorizing the sale of that property to ViDARR, Presented by Business Development Manager II, Paige Fox and Business Development Representative I, Dominique DeBose

*Presentation:* Business Development Manager II, Paige Fox, and Business Development Representative I, Dominique DeBose, presented information on 2656 Lishelle Place. The property was purchased by the City under the Oceana and ITA Conformity and Acquisition Program in 2008. In 2022, the property was leased to VBDA for five years to establish an Industrial Incubator. However, funding to implement the incubator was not approved in FY25. The September 2022 facility assessment revealed conditions to be addressed before occupancy, with an estimated cost of \$500K. In January 2025, City Council authorized the transfer of the property to VBDA for purposes of finalizing the sale within 6 months. Ms. Fox noted that any sale proceeds would be sent to the City and split 50% between CIP 100282 ITA Conformity and Acquisition II and 50% refunded to the Commonwealth. Economic Development staff has now engaged with a new-to-market defense company looking to establish a presence in Virginia Beach and purchase the facility. ViDARR Inc. manufactures, assembles, and supplies optical equipment for the defense industry. Ms. Fox presented the request to a) accept the transfer of property from the City of Virginia Beach and b) approve the sale of Lishelle Place to ViDARR for \$1,300,000 including a 3% broker fee.

Full Presentation located at minute [34:58 of the meeting video](#).

*Discussion:* Treasurer William Brunke asked why the building was sold in 2008 at \$1.6M, but the proposed 2025 offer is for \$1.3M. Chair Murphy noted the state of disrepair in the unoccupied building, and Ms. Fox added that a company investment to get the building to code would be substantial. Senior City Attorney Stiles also noted that the 2008 acquisition was part of the Base Realignment and Closure (BRAC) process, in which many buildings that were deemed incompatible uses were bought by the City at a premium to meet the BRAC requirements. Ms. Fox also confirmed this sale would officially get this building back onto the City's tax rolls. Vice Mayor Wilson asked to confirm that the transfer of the sale proceeds would take place following the 3% broker fee, Ms. Fox confirmed that was correct. Mr. Byrd with ViDAARR spoke to share about the company and thanked the Authority.

MOTION: Taylor Franklin  
SECOND: Eric Keplinger  
APPROVED: 8-0-0

### **ECONOMIC DEVELOPMENT INVESTMENT PROGRAM (EDIP)**

8. Request approval of a Resolution of an EDIP Part "A" award in the amount of \$147,600 to ViDARR Inc., Presented by Business Development Manager II, Paige Fox and Business Development Representative I, Dominique DeBose

*Presentation:* Business Development Manager II, Paige Fox, and Business Development Representative I, Dominique DeBose, continued the presentation on ViDARR to request an award of \$147,600 EDIP Grant pursuant to Part A with \$107,600 for Capital Investment and \$40,000 for Job Creation within Virginia Beach.

Full Presentation located at minute [34:58 of the meeting video](#).

*No Discussion*

MOTION: Taylor Franklin  
SECOND: Eric Keplinger  
APPROVED: 8-0-0

9. Request approval of a Resolution of an EDIP Part “A” award in the amount of \$150,000 to Atlantic Diving Supply Inc. (ADS), Presented by Business Development Representative II, Jadon Gayle

*Presentation:* Business Development Representative II, Jadon Gayle, presented a request for the approval of the EDIP Part “A” award in the amount of \$150,000 to Atlantic Diving Supply Inc. (ADS). ADS is a military equipment supplier that provides tactical equipment, procurement, logistics, government contracts, and supply chain solutions. Mr. Gayle noted that over one-quarter of the ADS workforce has served in the military, and the company currently works with over 5,000 suppliers globally to provide military gear and tactical equipment, serving those who serve. Mr. Gayle requested approval of an Economic Development Investment Program grant of \$150,000, pursuant to “Part A” of the EDIP Policy, for Capital Investment.

Full Presentation located at minute [48:38 of the meeting video.](#)

*No Discussion*

MOTION: William Brunke  
SECOND: Penny Morgan  
APPROVED: 8-0-0

10. Request approval of a Resolution for EDIP Part “F” Small Business Grant Selection Committee Recommendation, Presented by Business Development Manager II Henry Cobb

*Presentation:* Business Development Manager II, Henry Cobb, presented a request for the final EDIP Part F round one applicant award in the amount of \$8,281 to Executive Decisions, a woman, minority-owned home-based management consulting, professional development training, financial technology, and program management firm. The VBDA approved 16 awards in January 2025, with this 17<sup>th</sup> application needing some clarifying guidance from the selection committee. If this award is approved, the total EDIP Part F Grant awards for 2025 would be \$144,811. As discussed with the VBDA in January 2025, this application process will be reviewed before accepting any additional applicants for the remaining EDIP Part F funds.

Full Presentation located at minute [52:58 of the meeting video.](#)

*Discussion:* Secretary Guenter Weissenseel asked if there would be any impact on this company due to recent federal discussions on DEI. Mr. Cobb stated this would not impact this small business.

MOTION: Guenter Weissenseel  
SECOND: Penny Morgan  
APPROVED: 8-0-0



## ADMINISTRATIVE INFORMATION

### 10. VBDA Priorities: *VBDA Members*

*No Discussion*

### 11. VBDA Members: *L. Murphy*

*Discussion:*

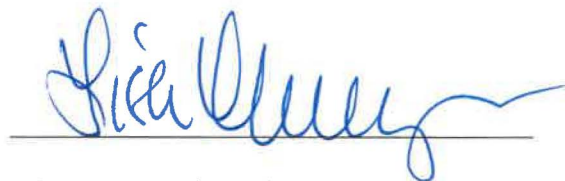
- Chair Murphy shared that Globalinx recently had a groundbreaking event expanding their subsea cables in Virginia Beach.
- Stihl manufactured their 100-millionth unit at its US headquarters here in Virginia Beach, they are in their 50<sup>th</sup> year of US operations.

### 12. Interim Directors Report: *A. Jarratt*

*Discussion*

- Deputy City Manager Amanda Jarratt also shared information on the Globalinx groundbreaking event, celebrating the addition of four new subsea cables, which will increase Virginia's capacity by 300%. Virginia Beach will have some of the fastest internet in the world following the completion of this project. The Economic Development team is excited to develop a strategy around these cables.
- Ms. Jarratt formally announced Christian Green, the new Economic Development Director. Mr. Green has experience in the public and private sectors in the southwestern and southeastern US. He will begin on February 24, 2025.
- The Facade Improvement Grant (FIG) program is open for 2025. Ms. Jarratt asked that Commissioners please advertise to local businesses if they could benefit. The program will remain open as long as funds are available, up to \$10k for each award.
- 2025 resort season will be one of the biggest years yet, as Virginia Beach welcomes back Jackalope, Point Break festival, and introduces The Dome, with its first event on May 4, 2025. Shows continue to be announced for the 2025 season.

Chair Lisa Murphy adjourned the meeting at 9:34 a.m.



Lisa M. Murphy, Chair





February 11, 2025

Ms. Kayla B. Dotson  
City of Virginia Beach Development Authority  
4525 Main Street, Suite 700  
Virginia Beach, Virginia 23462

Re: Abstention/Disclosure Pursuant to Conflict of Interests Act § 2.2-3115(F)

Dear Ms. Dotson:

Pursuant to the State and Local Government Conflict of Interests Act, I make the following declaration:

1. I am executing this written disclosure regarding the Development Authority's discussion and/or vote on the proposed amendment to the Term Sheet for the Pembroke Mall redevelopment project (the "Project").
2. I have a personal interest in Batchelder & Collins Inc. located at 2305 Granby Street Norfolk, Virginia 23517.
3. Batchelder & Collins Inc. provides goods and services to the developer and/or its contractors; therefore, I will abstain from voting on the proposed amendment.

Please record this declaration in the official records of City of Virginia Beach Development Authority. Thank you for your assistance.

Sincerely,

A handwritten signature in blue ink, appearing to read 'David Weiner', is written over a light blue horizontal line.

David Weiner  
Commissioner

DW/AWS/csk



February 11, 2025

Ms. Kayla B. Dotson  
City of Virginia Beach Development Authority  
4525 Main Street, Suite 700  
Virginia Beach, Virginia 23462

Re: Abstention/Disclosure Pursuant to Conflict of Interests Act § 2.2-3115(F)

Dear Ms. Dotson:

Pursuant to the State and Local Government Conflict of Interests Act, I make the following declaration:

1. I am executing this written disclosure regarding the City of Virginia Beach Development Authority's discussion and/or vote related to the proposed Dominion Energy easement on property that may be incorporated into the Atlantic Park development project.
2. I have a personal relationship with the owners of property located at 324 Virginia Beach Boulevard which may be impacted by the proposed development.
3. Therefore, I will abstain from participating in the discussion and/or vote on this matter.

Please include this disclosure in the official records of the Development Authority. Thank you for your assistance in this matter.

Sincerely,

A handwritten signature in blue ink, appearing to read "Michael J. Standing", is written over a horizontal line.

Michael J. Standing  
Commissioner

MJS/AWS/csk