CITY OF VIRGINIA BEACH DEVELOPMENT AUTHORITY
April 8, 2025, MINUTES

The City of Virginia Beach Development Authority ("VBDA" or "Authority") held its regular meeting on Tuesday, April 8, 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
Donald Horsley, Commissioner
Penny Morgan, Commissioner
Michael J. Standing, Commissioner
David Weiner, Commissioner

MEMBERS ABSENT:

William Brunke, Treasurer
Eric Keplinger, Assistant Secretary
Akhil Jain, Commissioner

CITY COUNCIL:

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

ADVISORS PRESENT:

Alexander W. Stiles, Senior City Attorney
Christian Green, Director, Economic Development
Kathy M. Warren, Director, Planning & Community Development
Emily L. Archer, Deputy Director, Economic Development
Kayla Dotson, Executive Assistant I
Roosevelt Grandberry, Town Center Planning Coordinator
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
Annagid Walker, Administrative Technician
Pamela D. Witham, Project Development Planner III

REPORTED BY: Christian Green

RECORDED BY: Kayla B. Dotson

Chair Lisa Murphy began the meeting at 8:31 a.m. and opened the floor for public comment.

OPEN FLOOR
No public speakers.

REGULAR MEETING

MEETING MINUTES

1. Approval of Regular Meeting Minutes March 11, 2025.

   MOTION: Taylor Franklin
   SECOND: Penny Morgan
   APPROVED: 7-0-0

FINANCIALS

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

Operating Account Summary: March 2025
Adjusted Beginning Cash – March 1, 2025, $7,843,107

Cash Receipts Detail

- Grand Total of Cash Receipts
  $ 8,810 Interest Income

Cash Disbursements Detail

- Grand Total of Significant Cash Disbursements
  $ 49,595 Atlantic Park Construction, Inspection, and Support Services through 1/31/25 - MBP
  $ 37,628 Corporate Landing Phase 1 and 2 Surety Bond – Towne Insurance Agency
  $ 15,070 Monthly Conduit Management March 15th – April 15th - Globalinx
  $ 5,008 YCH Preliminary and Final Subdivision Plat - VHB
  $ 2,573 Legal Services for Atlantic Park Project through 1/31/2025 – Davis Commercial Law

Ending Cash – March 31, 2025, $7,738,832

- Amounts Paid and Reimbursed by City of VB – March 2025
  $ 3,918,482 Atlantic Park -Venture Waves Draw #25– Entertainment Venue
  $ 1,077,822 Atlantic Park -Venture Waves Draw #25 – Offsite Infrastructure (City Asset)
  $ 3,575 Innovation Park - Construction Phase Services through 1/31 – Kimley Horn
  $ 4,854 Corporate Landing - New Roadway & Pond C Final Design – VHB
  $ 308,000 City View II – Real Estate Tax Incentive #5 Development Agreement – the Constitution

Capital Maintenance: February 28, 2025

- Amphitheater - $769,243
  - No activity during February 2025

- Human Services Building - $3,024,592
  $ 47,910 Monthly Lease – April 2025
  $ (296,059) Re-roofing and Cooling tower Replacement Construction Phase Pay APP #2 – Simpsons Unlimited
- $ (262,287) Re-roofing and Cooling tower Replacement Construction Phase Pay APP #3 – Simpsons Unlimited
- $ (4,959) Re-roofing and Cooling tower Replacement Design Phase – HBA Architecture

- VB National Golf Course - $2,188,261
  $ 8,225 Monthly Revenue Share Agreement

Incentive & Initiative Account Summary: March 2025

Beginning Cash – March 1, 2025,	**$1,119,428**

Cash Receipts Detail
- No Significant Receipts

Cash Disbursements Detail
- No Significant Receipts

Ending Cash – March 31, 2025,	**$1,119,339**
Cash Allocated for Small Business Grant (EDIP Part F)	**$576,879**
First round of Small Business Grants (17 awards)	**$144,811**
Cash Available for Future Small Business	**$432,068**
Beginning EDIP appropriations as of March 1, 2025,	**$11,164,153**

- No activity during March

Total EDIP appropriations as of 3/31/2025*	**$11,164,153**
EDIP Part A – Encumbered as of 3/31/2025	**$4,998,518**
EDIP Part B Encumbered as of 3/31/2025	**$ 625,000**
EDIP Grant Funds Available as of 3/31/2025	**$5,540,909**

** Actual EDIP Cash received from the city and held by the VBDA on March 31, 2025, is $1,088,379. The remaining $10,075,696 is being held by the city and will be transferred to the VBDA as needed for payment of approved EDIP awards.*

Discussion: Vice Mayor Rosemary Wilson asked why an architect was needed for the Human Services Roof Replacement. Deputy Director Emily Archer noted that there is a cooling tower attached to the roof, so the architectural firm was needed to ensure the new tower is structurally sound and secure.

APPOINTMENT OF ASSISTANT SECRETARY

3. Request approval of motion to appoint Director of Economic Development Christian Green as Assistant Secretary of the City of Virginia Beach Development Authority presented by Senior City Attorney Alex Stiles.

Presentation: Senior City Attorney Alex Stiles requested a motion of approval to appoint the new Economic Development Director, Christian Green, as an Assistant Secretary to the City of Virginia Beach Development Authority. Per the Authorities' Bylaws, the Director of the Department may be elected as an assistant secretary.

Full Presentation located at minute 12:06 of the meeting video.

No Discussion

MOTION: Michael Standing
SECOND: Guenter Weissenseel
APPROVED: 7-0-0

BONDS

4. (PUBLIC HEARING) Request approval of a Resolution of the City of Virginia Beach Development Authority regarding its issuance of a revenue bond and the loan of the proceeds thereof to VIRGINIA WESLEYAN UNIVERSITY (VWU), located in the City of Virginia Beach, presented by Senior City Attorney Alex Stiles.

Presentation: Chair Lisa Murphy formally opened the floor for a public hearing and welcomed any comments on this bond item. Senior City Attorney Alex Stiles noted the vote would be on the issuance and the financing terms of the bond. Any bonds approved through VBDA are nonrecourse to the City, VBDA, or Commonwealth and simply allow the applicant to receive financing at a lower rate, Mr. Stiles also noted that the VBDA receives 1/8 of 1% in fees for issuing the bond. Hearing no additional comment, the public hearing was closed, and Megan Gilliland with Kaufman & Canoles representing VWU shared additional information regarding the usage of the bond proceeds if approved. The final step, should the VBDA approve, would be a City Council vote approving the issuance.

Full Presentation located at minute 12:39 of the meeting video.

No Discussion

MOTION: Taylor Franklin
SECOND: Penny Morgan
APPROVED: 7-0-0

A roll call was taken to support this vote.

VBDA ASSETS

5. Amphitheater and The Dome Season Preview and Updates Presented by Live Nation Venue Operations Market Manager Tabatha Webster

Presentation: Tabatha Webster, of Live Nation, shared updates from the very successful 2024 Amphitheater season, which consisted of 27 shows, 10 of which were sold out, with over 365,000 fans in attendance, and $3,790,000 in rent and taxes paid. Year to date, the Virginia Beach Amphitheater has had a total of 762 events, with 7,700,000 fans in attendance, and generated $41,500,000 in revenue for the City of Virginia Beach. Ms. Webster shared recent and upcoming Capital Improvement Projects. Several of these projects have committed funding from the VBDA through existing Capital Funds. The final portion of the presentation details the 2025 concert lineup for the Amphitheater and the new Dome venue to be open later in 2025.

Full Presentation located at minute 17:18 of the meeting video.

Discussion: Vice Mayor Wilson commented on how the initial investment from the City for the Amphitheater was $11 million and is impressed to see that investment has now had a return of $41 million in tax revenue.

6. Request approval of The Dome Concert Box agreement for the 2025 season presented by Economic Development Deputy Director Emily Archer

Presentation: Economic Development Deputy Director Emily Archer presented an opportunity to host a four-seat box at the new Dome venue. The box would be $15,000 a year for a three 3-year term, which includes an annual $2,500 ticket credit. Ms. Archer asked for a 10% contingency as the current credit allotment is for roughly 4 shows a year; the contingency would allow for an additional show if needed. Mr. Archer gave a reminder that these shows serve in business attraction and retention efforts and shared the hope that the option to choose specific shows at The Dome will increase targeted marketing efforts. There would be a Dome-specific box Policy drafted for Authority review if approved. The total, with contingency requested, is $16,500 for 2025.

Full Presentation located at minute 27:33 of the meeting video.

Discussion: Vice Chair Taylor Franklin asked if the box is offered for sale to other patrons if Economic Development does not select a show. Ms. Archer confirmed that yes, if we don't claim the first right, the box would be up for sale. Council Member Berlucchi asked what the Amphitheater box costs. Ms. Archer noted it was about $45,000 annually, but all shows are included. Mr. Archer stated filling all shows throughout the season was sometimes a challenge. Mr. Berlucchi commented that this would be a substantial savings with a targeted retention effort. Answering Commissioner David Weiner's question about price, Ms. Archer shared that the tickets are about $150-$200 a ticket, depending on the show. Commissioner Mike Standing made a positive comment and the variety of shows at the Dome. Mr. Franklin asked if the $16,500 was enough of a total amount for the season. Ms. Archer stated that yes, with the $2,500 ticket credit and a contingency, it should be enough for year one of this venture. While $2,500 is ticket credit, the other $12,500 goes to The Dome amenities, wait service, and VIP access. Ms. Archer expressed a desire to see how it goes in 2025 and readdress contingency in 2026 if it is a highly popular asset.

MOTION: Guenter Weissenseel
SECOND: Penny Morgan
APPROVED: 6-0-1

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

7. Update on Virginia Beach National Golf Course Capital Improvements Presented by Project Development Planner III, Pamela Witham,

Presentation: Project Development Planner III, Pamela Witham, shared Virginia Beach National Golf course Capital Improvement updates, including the $31,950 replacement of the kitchen HVAC unit completed in Spring 2024. The VBDA approval of $219,822 to be utilized for the clubhouse DOAS HVAC unit, $170,000 approval for exterior renovations, $259,827 approved in March 2025 for clubhouse interior capital renovations, and finally, lake #1 repairs. This cost to complete the necessary capital maintenance is estimated to be $530,000. This improvement project has a large planning and permitting process, total price expected to come in summer 2025. Ms. Witham also shared that the Asset Committee is to meet on April 23, 2025, to review future prioritization of capital repairs. Potential future capital maintenance items, as funding allows, include future lake repairs (#3 or #11), and cart barn roof repair.

Full Presentation located at minute 34:35 of the meeting video.

No Discussion

ADMINISTRATIVE INFORMATION

8. VBDA Priorities: *VBDA Members*

No Discussion

Chair Murphy asked Director Green to share his Director's Report (#10) before Chair Murphy's VBDA members report (#9).

9. Directors Report: *C. Green*

Discussion:

- Mr. Green shared that Economic Development is currently updating the strategic plan with a focus on realignment of the business attraction team, business retention team, and marketing. Each team will have key market sectors such as defense, advanced manufacturing, life sciences, maritime, and logistics.
- Economic Development staff are working on creating a top 300 businesses in Virginia Beach list.
- A survey went out for companies impacted by tariffs for information on how Economic Development can help support these impacted companies
- Mr. Green stressed the importance of providing a service to existing Virginia Beach businesses.

10. VBDA Members: *L. Murphy*

Discussion:

- Chair Murphy shared that Economic Development and the VBDA have engaged the engineering firm VHB to work on a master plan for the expansion of Innovation Park, hopefully, the draft can be shared with the Planning Commission, Council, and the community to possibly be included in the upcoming comprehensive plan.

Chair Lisa Murphy moved to recess into a closed session.

RECESS TO CLOSED SESSION

CONTRACTS: Discussion of the award of a public contract involving the expenditure of public funds, including interviews of bidders or offerors, and discussion of the terms or scope of such contract, where discussion in an open session would adversely affect the bargaining position or negotiating strategy of the public body, pursuant to Va. Code § 2.2-3711(A)(30). (District 6)

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

RECONVENED INTO OPEN SESSION

CERTIFIED CLOSED SESSION

MOTION: Taylor Franklin
SECOND: Guenter Weissenseel
APPROVED: 6-0-0

Mr. Mike Standing left the meeting prior to the certification of closed session.

Chair Lisa Murphy adjourned the meeting at 9:46 a.m.

Lisa M. Murphy, Chair

VIRGINIA BEACH
DEVELOPMENT AUTHORITY

April 8, 2025

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

Re: Abstention/Disclosure Pursuant to Conflict of Interests Act § 2.2-3114 (E)

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 Authority contracting with Live Nation for box seats at the Dome Entertainment Venue (the "Dome")

2. While I have no financial interest in the Dome, I do have a financial interest in the overall Atlantic Park project where the Dome is located.

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,

Michael J. Standing
Commissioner

MJS/AWS/csk