

CITY OF VIRGINIA BEACH DEVELOPMENT AUTHORITY
December 9, 2025, MEETING MINUTES

The City of Virginia Beach Development Authority (“VBDA” or “Authority”) held its regular meeting on Tuesday, December 9, 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
William Brunke, Vice Chair
Guenter H. Weissenseel, Treasurer
David Weiner, Secretary
Eric Keplinger, Assistant Secretary
Michael Harris, Commissioner
Esmel Meeks, Commissioner
Penny Morgan, Commissioner
Michael J. Standing, Commissioner

MEMBERS ABSENT:

Donald Horsley, Commissioner
Akhil Jain, Commissioner

CITY COUNCIL:

Vice Mayor Rosemary Wilson
Councilman Michael Berlucchi
Councilman Worth Remick

ADVISORS PRESENT:

Amanda Jarratt, Deputy City Manager
Alexander W. Stiles, Senior City Attorney
Emily L. Archer, Deputy Director, Economic Development
Natalie Guilmeus, Deputy Director, Economic Development
Kathy Warren, Director of Planning and Community Development
Nikki Griffith, Deputy Director, Finance
Paul Bayer, Business Development Manager II
Christopher Boynton, City Attorney
Dominique DeBose, Business Development Representative II
Kayla Dotson, Executive Assistant I
Madison Eichholz, Development Liaison Planner
Paige Fox, Business Attraction Coordinator
Jadon Gayle, Business Development Manager II
Dana R. Harmeyer, City Attorney
Natacia James, Administrative Technician
Matt Mader, Civil Engineer
Howie McEntee, Accountant II

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Ihsane Mouak, Economic Development Project Manager
Denis Ozowara, Project Development Administrator
Nahla Saleh, Business Development Workforce Manager
PJ Scully, Planning Evaluation Coordinator
Letitia Tibbs, Business Development Manager II
Pamela Witham, Project Development Planner III

REPORTED BY: Amanda Jarratt

RECORDED BY: Natacia James

Chair Lisa Murphy began the meeting at 8:30 a.m. and opened the floor for public comment.

OPEN FLOOR

No public speakers.

MEETING MINUTES

1. Approval of Special Meeting Minutes November 18, 2025.

MOTION: Penny Morgan

SECOND: Guenter Weissenseel

APPROVED: 9-0-0

FINANCIALS

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

Operating Account Summary: November 2025

Adjusted Beginning Cash – November 1, 2025 **\$7,581,234**

Cash Receipts Detail

\$ 2,366,041	Sale of approximately 21 Acres in Innovation Park (2008 Hudome Way) – Acoustical Sheetmetal Company
\$ 529,350	Annual Bond Admin Fee Series 2023A & 2023B1-3 – Westminster Canterbury
\$ 10,596	Interest Income November 2025

Cash Disbursements Detail

\$ 64,651	Innovation Park Final Subdivision Plat and Global Way Phase III through 9/30/2025 – VHB
\$ 42,851	Atlantic Park Off-Site Asset Construction and Inspections through 10/31/2025 – MBP
\$ 3,925	Utility Marking in Corporate Landing 8/29/2025-10/31/2025 – MidAtlantic Surveying
\$ 3,852	Legal Services for the Atlantic Park Project through 9/30/2025 – Davis Commercial Law Group

Ending Cash – November 30, 2025

\$10,309,942

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- Amounts Paid and Reimbursed by City of VB – November 2025
 - \$ 889,861 Atlantic Park – Draw #33 Offsite Infrastructure (City Asset)
– Venture Waves
 - \$ 106,577 Atlantic Park – Entertainment Venue Construction Monitoring - VHB
 - \$ 577,355 Innovation Park – Draw Request #24 Offsite Construction Work
through 9/30/2025 – AGI
 - \$ 154,093 Corporate Landing – Draw Request #8 for Offsite Infrastructure and
Utility Construction through 9/30/2025 – Seabreezy Enterprises
 - \$ 7,954 Corporate Landing – Global Way and Pond C Final Construction-VHB

Other Amounts paid in November to be reimbursed

- \$ 21,376 Atlantic Park – Dominion Energy monthly charges
– Reimbursed by Live Nation

Capital Maintenance: November 30, 2025

- Human Services Building - \$2,037,083
 - \$ 47,910 Monthly Lease – December 2025
 - \$ (7,819) Building Roof and Cooling Tower Replacement
Construction Phase Pay App#7 – Simpson Unlimited
 - \$ (20,271) Elevator Modernization through 9/30/2025 – HBA Architecture
- Atlantic Park Entertainment Venue (The Dome) - \$70,158
 - No Activity During November 2025
- VB National Golf Course - \$1,757,782
 - \$ 22,842 October Monthly Revenue Share Agreement
 - \$ (65,737) Pay App #5 Interior Construction and Renovations and door replacement
- Vanar Construction
 - \$ (9,322) Pay App #4 Interior Construction and Renovations - Vanar Construction
 - \$ (4,704) Golf Course Pond 1 Maintenance – VHB

Incentive & Initiative Account Summary: November 2025

Façade Improvement Grant \$ 41,875

- Painting of Building and Replacing Front Sliding Glass Door
– Snip Atlantic (\$5,500)
- Install Exterior Lighting and Landscape Improvements
– Jim White Fitness and Nutrition Studios (\$1,977)
- Purchase of New Sign and Installation – JMT Sweets & More (\$1,973)
- Repainting and Repairs to Building Exterior
– Karma Longboards (\$1,457)

Small Business Grant Program \$ 461,875

- Reimbursement for Vehicle Repair and Maintenance,
Marketing and Business Expansion Expenses – Eaubleue Solutions (\$ 4,546)

EDIP Grant Summary Reporting: November 2025

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Ending EDIP appropriations 11/30/2025	\$ 12,166,585
EDIP Part A – Encumbered as of 10/1/2025	\$ 5,120,334
GroundWorks – Anticipated 75 jobs created, \$114,867 average salary and proposed \$3,870,000 in Capital Investment	\$309,800
GovSolutions – Anticipated 7 Jobs created, \$91,560 average salary and proposed \$4,650,000 in Capital Investment	<u>\$193,000</u>
EDIP Part A – Encumbered as of 11/30/2025	\$5,623,134
EDIP Part B - Encumbered as of 11/30/2025	\$1,000,670
No Activity in the month of November	
EDIP Grant Funds Available as of 11/30/2025	\$ 5,542,781

** Actual EDIP Cash received from the City and held by the VBDA on November 30th, 2025, is \$754,536. The remaining \$11,324,193 is being held by the City and will be reimbursed to the VBDA when EDIP recipients receive their awards.*

No Discussion

VBDA ASSETS

3. Request approval for expansion of an existing easement to 1000 square feet at 312 Virginia Beach Boulevard, presented by Project Development Administrator Denis Ozowara

Presentation: Project Development Administrator Denis Ozowara delivered a presentation on a request to increase an easement on property located at 312 Virginia Beach Blvd. This project is CIP funded, was approved by City Council in November 2024 and construction began in October 2025. The original request was for a 150 square foot easement to accommodate Dominion Energy equipment. Due to a design change, additional equipment is needed and therefore, more space to accommodate said equipment. The request put forth is to increase the easement from 150 square feet to 1000 square feet.

Full Presentation located at minute [10:28 of the meeting video](#).

Discussion: Vice Chair William Brunke asked if the increased size of the easement would adversely affect the use of the property in the future. Mr. Ozowara confirmed that it will not be an issue and steps were taken to make sure the equipment is clear of any parking and entrances on the property.

MOTION: William Brunke
SECOND: Penny Morgan
APPROVED: 8-0-1

Commissioner Michael Standing abstained from the vote pursuant to Conflict of Interests Act § 2.2-3114(E).

4. Request approval of a Resolution authorizing Parking Management to lease spaces in the VBDA owned garage on Baltic and 20th Street, presented by Deputy Director Emily Archer

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Presentation: Deputy Director Emily Archer began a presentation for the approval of a Resolution to lease spaces in two VBDA owned garages by illustrating the location of the garages and the corresponding storage spaces that are being considered. The Baltic Avenue garage contains four (4) storage spaces totaling approximately 1,122 square feet and the 20th Street garage contains three (3) storage spaces totaling approximately 272 square feet. The request and recommendation is to permit City of Virginia Beach Parking Management to lease the storage spaces at a cost of \$16.50 per square foot, per year, with an annual escalation of 3%, with lease terms being no more than 5 years.

Full Presentation located at minute [13:05 of the meeting video](#).

Discussion: Senior City Attorney Alexander Stiles provided additional information on the request, stating that the Authority is being asked to authorize Parking Management to enter into leases on behalf of the Authority instead of bringing individual leases before the Authority each month.

Commissioner Michael Harris inquired what the spaces were originally intended for, to which Ms. Archer explained that several of them are spaces under ramps that could not be utilized for parking, so were turned into storage spaces with the thought that residents and tenants may like to use them as well.

MOTION: Eric Keplinger
SECOND: Guenter Weissenseel
APPROVED: 8-0-1

Commissioner Michael Standing abstained from the vote pursuant to Conflict of Interests Act § 2.2-3114(E).

CORPORATE PARKS

5. Request approval of Corporate Landing Conduit Lease Modification, presented by Deputy Director Emily Archer

Presentation: Deputy Director Emily Archer presented a request for approval of a Conduit Lease Modification for Globalinx Data Center, LLC in Corporate Landing. Ms. Archer provided a summary of the current conduit leases; Globalinx Data Center, LLC currently leases one (1) conduit and manages two (2) conduits in Corporate Landing. In 2023, VBDA authorized a 20-year lease of four (4) conduits to Globalinx for a \$160,000 upfront fee and \$12,000 annual maintenance fee, with 2% escalation; however, that agreement was never executed. Globalinx has since secured additional subsea cables but has found that the new cables are thicker and unable to fit in the existing conduit system. Globalinx has an estimate to modify the existing manholes in order to accommodate the new cables, at a cost of approximately \$60,000. In light of this, Globalinx is requesting a construction credit of \$60,000 on the \$160,000 upfront fee to complete the modifications that are needed.

Full Presentation located at minute [16:13 of the meeting video](#).

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Discussion: Chair Lisa Murphy sought clarity on whether the price change was a credit or a reduction. Ms. Archer confirmed that the price remains \$160,000 but there will be a credit of \$60,000 applied that will be utilized for the construction modifications to the manholes.

MOTION: William Brunke

SECOND: David Weiner

APPROVED: 9-0-0

6. Request approval of:

- i. Resolution authorizing the sale of 16+/- acres of land in Corporate Landing to TST Tactical Defense Solutions, Inc.; and
- ii. Resolution approving an EDIP Part A award of \$508,000 to TST Tactical Defense Solutions, Inc., presented by Economic Development Project Manager Ihsane Mouak

Presentation: Economic Development Project Manager Ihsane Mouak presented a request for the sale of approximately 16 acres of land at Corporate Landing and an EDIP Part A award in the amount of \$508,000 for TST Tactical Defense Solutions, Inc. The company is currently located in Corporate Landing but has reached capacity in its current building and is interested in acquiring the adjacent parcel to expand its business. TST would like to purchase approximately 16 acres, approximately 5 of which are developable, to construct a 30,000 square foot warehouse and a 15,000 square foot office with a laydown area, which will require a Conditional Use Permit. The proposed sale terms include selling the 16 acres of land to TST at the price of \$200,000 per usable acre. In lieu of cash, TST will have the option to construct a stormwater pond at its own cost and expense, in exchange for the 16 acres of land. The latter option would require a pond design to be created by VHB that meets VBDA specifications. Pricing would then be shared with the parties and this matter would be brought back to the VBDA for approval.

Ms. Mouak continued the presentation to request an award of \$508,000 EDIP funds pursuant to Part A, with \$283,000 for Capital Investment and \$225,000 for Job Creation within Virginia Beach.

Full Presentation located at minute [19:06 of the meeting video](#).

Discussion: Senior City Attorney Alexander Stiles added that this request is seeking to adopt a resolution that authorizes both options for the land portion of this request. This will allow TST to move forward with the design and planning process and obtain estimates. Once those are received, the actual costs will be presented to the Authority for a final yes or no vote. Ms. Mouak also reminded the Commissioners that the stormwater ponds in Corporate Landing are connected and by expanding with a potential new pond, it would help add value to the park by increasing the overall size of the ponds. Chair Murphy made a clarifying comment that the amount would still equate to \$200,000 per usable acre, which would either be paid by cash or as a credit for the construction of a new pond.

Vice Mayor Rosemary Wilson stated that there have been issues in the past with applying/awarding credits in lieu of cash and that the general public feels that the Authority is giving land away in these instances. Ms. Wilson opined that it may be better to have an outright

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sale to avoid any misconceptions. Chair Murphy and Mr. Stiles acknowledged that presenting the final estimates and pricing for a public vote is an effort to circumvent that issue as well as provide some insight into just how much these stormwater maintenance ponds cost to construct.

- i. MOTION: Guenter Weissenseel
SECOND: David Weiner
APPROVED: 9-0-0
- ii. MOTION: David Weiner
SECOND: Penny Morgan
APPROVED: 9-0-0

Ryan Turner, the CEO and CFO of TST Tactical Defense Solutions, Inc., was in attendance and thanked the Authority for supporting small business development and the opportunity to continue to grow and expand in Virginia Beach.

INTERNATIONAL INCUBATOR

- 7. Request approval of a Resolution authorizing a sublease in the International Incubator to Optii Corporation, presented by Business Development Representative II Dominique DeBose

Presentation: Business Development Representative II Dominique DeBose presented information on Optii Corporation; a small high-tech start up that is currently based in Canada. The company develops lightweight, passive, photonic radio frequency (RF) detection sensors that are compatible with fiber optic drones to identify RF emissions without detection and are useful in the Defense Sector for electronic warfare and military applications. Ms. DeBose provided a brief overview of the International Incubator and the growth it has experienced since the first tenant was approved in September 2021. Optii Corporation is applying for a membership lease, which is an option added in 2025, and provides benefits such as a U.S. mailing address and access to shared rooms and conference spaces.

Full Presentation located at minute [30:24 of the meeting video](#).

No Discussion

MOTION: Penny Morgan
SECOND: Eric Keplinger
APPROVED: 9-0-0

ADMINISTRATIVE INFORMATION

- 8. VBDA Priorities: *VBDA Members*

No Discussion

- 9. VBDA Members: *Chair Lisa Murphy*

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Discussion: Chair Lisa Murphy provided the following announcements and updates.

- 2026 meeting calendar invitations will be sent out this week.
- We look forward to seeing everyone at the holiday party at The Dome on Wednesday, December 9th at 5:30 pm.
- The Authority plans to formally ask the Planning Commission to send a liaison to our meetings so that they can stay updated on what is happening with the VBDA and to continue to get feedback from them. Chair Murphy also mentioned that it would be a good idea to make the same request of Resort Advisory Committee (RAC) and maintain a relationship with those two bodies.

10. Directors' Report: *City Manager Amanda Jarratt*

Discussion: Deputy City Manager Amanda Jarratt provided the following announcements and updates.

- The VBDA's Façade Improvement Grant (FIG) program will be launching soon. 2026 will feature the traditional FIG program and will have an additional program that will be specific to the Atlantic Avenue Corridor. Workshops will be held both virtually and in-person and dates will be posted in the coming weeks.
- Governor Youngkin and members of his team were present, along with Congresswoman Kiggans, to celebrate the new headquarters for Regulus Global in Virginia Beach.
- Several RFPs have either just closed or just launched:
 - An RFP was launched on December 8th for a property owned by the City located on Oceana Blvd. The property is ideal for light industrial manufacturing and the RFP will close in March.
 - An RFP was issued for 1040 Laskin Rd a few weeks ago and is now closed. It will be briefed to Council in the coming weeks.
 - The VBDA closed an RFP for a parking garage at 19th and Parks Ave. The initial briefing to City Council has been done and the VBDA will be briefed in the first quarter of 2026, as there would be some Authority involvement in that project, should it move forward.
 - City Council made the decision to issue an RFP for Virginia Beach National Golf Course, which has now closed. Nine responses were received and will be briefed to City Council in the first quarter of 2026.
 - The Action Sports RFP was closed on December 5th and will also be briefed to City Council in the first few months of 2026.
- The final draft of the Comprehensive Plan was posted on December 8th, and everyone is encouraged to review it. The Planning Commission and City Council will be briefed again in the first quarter of 2026.
- Staff with Economic Development, Planning Department, Public Works and Parks and Recreation are starting the process to update the ITA Master Plan. Three key elements included are the Law Enforcement Training Facility, Parks and Recreation's Sports Tourism plan and potential expansion of the Innovation Park. There will be briefings to a number of advisory boards, VBDA included, throughout the entire process.
- Lastly, the VBDA looks forward to seeing everyone at the Holiday Party tomorrow at the Dome to celebrate this year's accomplishments and our business community.

Discussion: Chair Lisa Murphy took a moment to recognize Deputy City Manager Amanda Jarratt and Deputy Director(s) Emily Archer and Natalie Guilmeus for an accomplished year and

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continuing to keep everything on task and being very purposeful about what Economic Development and the VBDA are doing out in the community with existing and new businesses.

Chair Lisa Murphy moved to recess into a closed session.

RECESS TO CLOSED SESSION

LEGAL MATTERS: Consultation with legal counsel and briefings by staff members or consultants pertaining to actual or probable litigation, where such consultation or briefing in open meeting would adversely affect the negotiating or litigating posture of the public body; and consultation with legal counsel employed or retained by a public body regarding specific legal matters requiring the provision of legal advice by such counsel, pursuant to Va. Code § 2.2-3711(A)(7). (District 6)

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 4)

MOTION: Guenter Weissenseel

SECOND: Eric Keplinger

APPROVED: 9-0-0

RECONVENED INTO OPEN SESSION

CERTIFIED CLOSED SESSION

MOTION: Guenter Weissenseel

SECOND: Michael Harris

APPROVED: 7-0-0

Assistant Secretary Eric Keplinger and Commissioner Michael Standing left the meeting prior to the certification of closed session.

Chair Lisa Murphy adjourned the meeting at 9:47 a.m.

Signed by Chair Lisa Murphy
Lisa M. Murphy, Chair