

CITY OF VIRGINIA BEACH DEVELOPMENT AUTHORITY

November 18, 2025, SPECIAL MEETING MINUTES

The City of Virginia Beach Development Authority (“VBDA” or “Authority”) held a special called meeting on Tuesday, November 18, 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
Donald Horsley, Commissioner
Akhil Jain, Commissioner
Esmel Meeks, Commissioner
Penny Morgan, Commissioner

MEMBERS ABSENT:

Michael J. Standing, Commissioner

CITY COUNCIL:

Vice Mayor Rosemary Wilson
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
Nikki Griffith, Deputy Director, Finance
Paul Bayer, Business Development Manager II
John Crawford, Parking Manager
Kayla Dotson, Executive Assistant I
Jadon Gayle, Business Development Manager II
J.D. Hines, Senior Project Manager
Natacia James, Administrative Technician
Kevin Kielbasa, Controller
Matt Mader, Civil Engineer
Howie McEntee, Accountant II
Ihsane Mouak, Economic Development Project Manager
Denis Ozowara, Project Development Administrator
Tavris Parker, Parking Operations Manager
Ken Rodman, Senior Land Development Engineer

Nahla Saleh, Business Development Workforce Manager
Eric Severn, Planner II
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 8:33 a.m. by reading her letter requesting a special meeting and opened the floor for public comment. A copy of that letter is attached to these minutes.

SPECIAL MEETING

OPEN FLOOR

No public speakers.

MEETING MINUTES

1. Approval of Meeting Minutes October 14, 2025.

MOTION: William Brunke

SECOND: Penny Morgan

APPROVED: 10-0-0

RECOGNITION OF SERVICE

2. Chair Murphy read a Resolution in honor of W. Taylor Franklin's seven years of commitment to the VBDA and presented him with a gift of appreciation for his service.

FINANCIALS

3. VBDA Annual Financial Report presented by Engagement Director, Laura Harden, of Cherry Bekaert

Presentation: Cherry Bekaert Engagement Director, Laura Harden, presented the results of the Audit of the City of Virginia Beach Development Authority for the fiscal year ending on June 30, 2025. The Financial report, which was issued on November 17, 2025, was an unmodified opinion on the financial statements which is considered to be a "clean" audit opinion. There were no instances of noncompliance identified or material weaknesses in internal control over financial reporting identified under Government Auditing Standards or Specifications for Audits of Authorities, Boards, and Commissions. Ms. Harden reviewed the audit in its entirety with the board and there were no adverse or notable findings to report. Ms. Harden advised that there are upcoming financial reporting changes for Fiscal Year 2026, to include GASB 103, Financial Reporting Model Improvements, that will change some of the reporting within the financial statements, that may have a significant impact on the Authority's financial reporting.

Full Presentation located at minute [5:14 of the meeting video](#).

4. Review of Financial Statements for October 2025 presented by Howie McEntee.

Operating Account Summary: October 2025

Adjusted Beginning Cash – October 1, 2025 **\$7,611,894**

Cash Receipts Detail

\$	21,969	Atlantic Park Entertainment Venue quarterly revenue share (July – September 2025) from Live Nation
\$	10,788	Interest income – October 2025

Cash Disbursements Detail

\$	18,000	Atlantic Park Off-Site Asset Construction and Inspections through 7/31/2025 - MBP
\$	13,000	Atlantic Park Off-Site Asset Construction and Inspections through 8/31/2025 - MBP
\$	7,398	Legal Services for the Atlantic Park Project through 8/31/2025 – Davis Commercial Law Group

Ending Cash – October 31, 2025 **\$7,581,234**

- Amounts Paid and Reimbursed by City of VB – October 2025
 - \$ 400,582 Atlantic Park – Draw #32 Offsite Infrastructure (City Asset)
– Venture Waves
 - \$ 18,398 Atlantic Park – Entertainment Venue Construction Monitoring - VHB
 - \$ 755,122 Innovation Park – Draw Request #23 Offsite Construction Work
through 8/31/2025 – AGI
 - \$ 350,049 Corporate Landing – Draw Request #7 for Offsite Infrastructure and
Utility Construction – Seabreezy Enterprises
 - \$ 4,153 Corporate Landing – Global Way and Pond C Final Construction-VHB
 - \$ 2,168 Virginia Beach Amphitheater – Parking lot Improvement Plan - VHB

Capital Maintenance: September 30, 2025

- Human Services Building - \$1,996,078
 - \$ 47,910 Monthly Lease – November 2025
 - \$ (13,654) Building Roof and Cooling Tower Replacement through 9/30/2025
– HBA Architecture
 - \$ (20,271) Elevator Modernization through 9/30/2025 – HBA Architecture
- Atlantic Park Entertainment Venue (The Dome) - \$70,158
 - \$ 43,938 Quarterly Revenue Share (July - Sept. 2025) - \$1 received per ticket sold
- Live Nation Worldwide
- VB National Golf Course - \$1,816,772
 - \$ 25,695 Sept. Monthly Revenue Share Agreement
 - \$ (80,922) HVAC Replacement Construction Phase – Adrian Builders Group
 - \$ (2,822) Pond 1 Maintenance Plan – VHB

Incentive & Initiative Account Summary: October 2025

Façade Improvement Grant \$ 57,152

- Parking Lot Improvements – Lakeshore Property, LLC (\$5,500)
- Install New Awning and Landscaping Improvements – Esoteric (\$3,517)

Small Business Grant Program \$ 461,875

- Reimbursement for Glass Windows, Keyless Entry, and Plumbing Repairs – First Class Beauty Suites (\$10,000)
- Reimbursement for Branded Promotional items, 2 laptops and Website Video – Executive Decision (\$6,071)
- Reimbursement for Company Brochure – The Book Artist (\$1,000)

Bio Initiative Grant Funds \$ 394,968

- Lease Assumption Incentive Grant. \$11,576 per month for 1 year at Bendix Road. 1st payment of \$250k possible – LifeNet Health (\$138,911)

EDIP Grant Summary Reporting: October 2025

Ending EDIP appropriations 10/31/2025 \$12,166,585

EDIP Part A – Encumbered as of 10/31/2025 \$5,623,134

No Activity in the month of October

EDIP Part B – Encumbered as of 10/31/2025 \$1,000,670

No Activity in the month of October

EDIP Grant Funds Available as of 10/31/2025 \$5,542,781

** Actual EDIP Cash received from the City and held by the VBDA on October 31st, 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

REGIONAL UPDATES

5. Hampton Roads Alliance Playbook Overview, presented by Chief Operating Officer Steve Harrison, of The Hampton Roads Alliance

Presentation: Chief Operating Officer Steve Harrison began a presentation on the Hampton Roads Playbook, which is a resource that has been created to highlight the diverse and expansive wealth of assets that exist within the region. Among those, Hampton Roads is home to 15 diverse, dynamic communities, 19 military installations, the World's largest naval base and 33 colleges and universities. Something that separates Hampton Roads the most from other regions is federal spending; the region currently stands as the 5th largest metro for DOD spending. Mr. Harrison also emphasized that there is a lot of momentum and connective tissue between the region and the four

major industries Energy, Defense, Aerospace and Logistics. The Playbook is viewed as proactive economic development – not waiting for companies to come to the area but to create projects that have a tangible economic impact. Mr. Harrison discussed the 8 transformative projects that comprise the current focus of the Playbook such as, AUKUS Center of Excellence, NEXUS: National Excellence in Uncrewed Systems and 757 Collab Defense Technology Accelerator. There will be updates and growth to this initial playbook as more industries are added and highlighted. Mr. Harrison also thanked the Authority for sponsoring the recent Hampton Roads Playbook event that was held at the Sandler Center in Town Center and noted that it was the largest event for The Hampton Roads Alliance thus far with around 600 attendees.

Full Presentation located at minute [19:54 of the meeting video](#).

No Discussion

6. Hampton Roads Regional Talent Initiative, presented by Vice President Drew Lumpkin, of The Hampton Roads Executive Roundtable and Vice President of Marketing and Communications Lauren Roberts, of the Hampton Roads Chamber

Presentation: Vice President Drew Lumpkin began by providing a brief background and impetus for the Hampton Roads Regional Talent Initiative. A study was commissioned in 2024 to determine why talent is leaving the area and who that group is comprised of. The study found that the driving force of people leaving the area was predominantly cost of living, crime and safety, job opportunities and access to quality healthcare. Vice President of Marketing and Communications Lauren Roberts then began a presentation on the Regional Talent Initiative pilot program. The goal of this program is to attract and retain top talent in Hampton Roads by utilizing paid and earned media strategies that promote the region's assets to a broad, yet targeted audience. Ms. Roberts gave examples of the core audiences of the campaign, which is job seekers, "Quality of Life Chasers" and Veterans. The markets that are targeted through this ad campaign are states such as California, Washington DC, Florida and Maryland, all of which are places where Virginia competes favorably on key lifestyle and career factors. Ms. Roberts provides data that has been received as a result of the targeted ad campaigns and goes through some of the figures, including what people are searching for and where they are currently located.

Full Presentation located at minute [36:39 of the meeting video](#).

Discussion: Commissioner Akhil Jain asked what the future funding sources are for this project going forward. Mr. Lumpkin answered that the current funding for this project will run out as of December 2025 and they are anticipating applying for some grants that are available or perhaps presenting to the General Assembly. Ms. Roberts added that there has been interest from private companies/industries in facilitating a general job board for the region.

Commissioner Esmel Meeks acknowledged that there is an interest from people who are originally from the area in moving back, but asked if there are high paying jobs available. Ms. Roberts stated that part of the presentation is acknowledging that with this campaign and the desired outcomes, the region needs to be poised to have high paying jobs in order to attract and retain that talent. The current interest that is seen from companies like Google and Meta are typically employees who have the flexibility to work remotely, so the conversations are being had with elected officials to

reassess what the salaries are here and how they compare in relation to cost of living and attracting talent.

CONTRACTS

7. Request approval for Annual Services Contract, presented by Deputy Director Emily Archer

Presentation: Deputy Director Emily Archer began a presentation by explaining the Annual Service Contract for Civil Engineering. The current Annual Services Contract expires on December 30, 2025, so in preparation of the expiration, a solicitation was issued on July 20, 2025, that would be open for approximately 60 days. An emphasis on Architectural Services was added to the solicitation, and the Request for Qualifications was then advertised for 60 days. There were 6 proposals received in September 2025, and a review panel shortlisted and interviewed 3 finalists on November 3, 2025. The panel is now recommending that the contract be awarded to Vanasse Hangen Brustlin, Inc. (VHB) and the contract length will be 1 year with 3 optional one-year renewals.

Full Presentation located at minute [57:55 of the meeting video](#).

Discussion: Commissioner Ahkil Jain inquired if VHB was a local company and Ms. Archer confirmed that while headquartered in Boston, there is a local office here in Virginia Beach.

MOTION: Eric Keplinger

SECOND: Ahkil Jain

APPROVED: 10-0-0

VBDA ASSETS

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

Item 8 was deferred to the December 9, 2025, meeting.

CORPORATE PARKS

9. Request approval of BMK Ventures Proposed Plan Revision, presented Project Development Planner III Pamela Witham

Presentation: Project Development Planner III Pamela Witham shared a request for approval for a revision to the site plan for BMK Ventures in Corporate Landing. EDIP was awarded in August 2022, and elevations and construction designs were approved in November 2022. The proposed changes to the site plan include constructing two buildings and increasing the parking spaces from 62 to 119 in order to accommodate the adjacent Groundworks expansion that was presented to the Authority and approved in October 2025. Proposed changes meet the Corporate Landing Design criteria and, if approved, construction is expected to begin in December of 2025. Signage is still in the design phase and will be presented for approval at a later date.

Full Presentation located at minute [1:00:23 of the meeting video](#).

No Discussion

MOTION: Guenter Weissenseel
SECOND: Esmel Meeks
APPROVED: 10-0-0

10. Request approval of:

- i. Resolution authorizing the Sale of +/- 4 Acres of land in Corporate Landing to GovSolutions, Inc.; and
- ii. Resolution approving an EDIP Part A Award of \$193,000 to GovSolutions, Inc., presented by Economic Development Project Manager Ihsane Mouak

Presentation: Economic Development Project Manager Ihsane Mouak presented a request for the sale of approximately 4 acres of land and EDIP Part A award in the amount of \$193,000 for GovSolutions, Inc. The company is currently located on Birdneck Road and is also leasing a 10,000sf warehouse located in Chesapeake, VA. GovSolutions, Inc. would like to purchase approximately 4 acres in Corporate Landing to construct a 30,000sf warehouse and light industrial manufacturing facility, as well as maintain the capacity to expand up to 150,000sf as production grows. This space would allow for local manufacturing and fabrication which would improve current production time and transportation costs. Ms. Mouak continued the presentation on GovSolutions, Inc. to request an award of \$193,000 EDIP Grant pursuant to Part A with \$186,000 for Capital Investment and \$7,000 for Job Creation within Virginia Beach.

Owner of GovSolutions, Inc., Donna Long was in attendance and thanked the Authority for supporting small business development in Virginia Beach.

Full Presentation located at minute [1:03:24 of the meeting video](#).

No Discussion

- i.
MOTION: David Weiner
SECOND: Eric Keplinger
APPROVED: 10-0-0
- ii.
MOTION: David Weiner
SECOND: Eric Keplinger
APPROVED: 10-0-0

ADMINISTRATIVE INFORMATION

11. VBDA Priorities: *VBDA Members*

No Discussion

12. VBDA Members: *Chair Lisa Murphy*

Discussion: Chair Lisa Murphy welcomed the newly appointed Commissioner Michael Harris.

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

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

- Economic Development's Workforce team has been very involved with Sentara and the leadership there to navigate the layoffs that they are experiencing. A virtual hiring event will be held on November 19th to aid those efforts and help find job opportunities for those affected within Virginia Beach and Hampton Roads.
- The Workforce team also collaborated with Acoustical Sheet Metal (ASC) to hold a very successful hiring event in mid-October; resulting in 92 job offers made that day.
- Ms. Jarratt thanked Senior City Attorney Alex Stiles for working closely with the ASC Legal team to facilitate the closing on their real estate in the Innovation Park.
- Virginia Wesleyan continues to be a great partner to the City of Virginia Beach; they are working with Busch, to provide training for their Project Managers.
- The Hive continues to be incredibly active for the small business community and will be hosting a breakfast panel and networking event on November 20th for veteran entrepreneurs.
- The Business Attraction team continues to represent Virginia Beach across the country and internationally, with Deputy Director Natalie Guilmeus recently visiting Italy with Select USA and Business Attraction Coordinator Paige Fox was in Asia alongside Virginia Economic Development Partnership.
- Economic Development recently applied for a Brownfields Grant in the amount of \$500,000 to help with site remediation for property in District 4 and are hopeful to receive notification of an award sometime in December.
- Staff had the Biannual VBDA Asset meeting to ensure that maintenance is up to date on the growing list of VBDA assets.
- Lastly, a reminder to please RSVP to the VBDA Holiday party that will be held at The Dome on Wednesday, December 10, 2025, at 5:30 pm.

Discussion: Councilman Worth Remick asked for an update on the search for the Economic Development Director position. Ms. Jarratt advised that a national recruiting firm is being used, and they are currently in the process of developing a shortlist and we anticipate conducting interviews before the end of the year. The position advertisement closed November 10th and the first review with the consultant is ongoing; there is a meeting to brief City leadership next week before the Thanksgiving Holiday.

Chair Lisa Murphy moved to recess into a closed session.

RECESS TO CLOSED SESSION

PROSPECTIVE BUSINESS OR INDUSTRY: 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, pursuant to Va. Code § 2.2-3711(A)(5). (District 5)

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 & 5)

PUBLICLY-HELD PROPERTY: 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, pursuant to Va. Code § 2.2-3711(A)(3). (District 5)

MOTION: Guenter Weissenseel

SECOND: Penny Morgan

APPROVED: 10-0-0

RECONVENED INTO OPEN SESSION

CERTIFIED CLOSED SESSION

MOTION: Guenter Weissenseel

SECOND: Ahkil Jain

APPROVED: 10-0-0

Chair Lisa Murphy adjourned the meeting at 10:15 a.m.

Signed by Chair Lisa Murphy

Lisa M. Murphy, Chair