

CITY OF VIRGINIA BEACH DEVELOPMENT AUTHORITY

August 11, 2026, MEETING MINUTES

The City of Virginia Beach Development Authority (“VBDA” or “Authority”) held its regular meeting on Tuesday, August 11, 2026, 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
David Weiner, Secretary
Eric Keplinger, Assistant Secretary
Michael Harris, Commissioner
Donald Horsley, Commissioner
Akhil Jain, Commissioner
Esmel Meeks, Commissioner
Penny Morgan, Commissioner
Patrick Shuler, Commissioner

CITY COUNCIL:
Councilman Michael Berlucchi

ADVISORS PRESENT: Amanda Jarratt, Deputy City Manager
Emily L. Archer, Director of Economic Development
Dana R. Harmeyer, Deputy City Attorney
Alexander W. Stiles, Senior City Attorney
Nikki Griffith, Deputy Director, Finance
Paige Fox, Acting Deputy Director, Economic Development
Kathy Walsh, Director of Planning and Community Development
Paul Bayer, Business Development Manager II
Kristin Bauer, Planner I
Dominique DeBose, Business Development Manager II
Kayla Dotson, Executive Assistant II
Peter Gaytan, Planner III
JD Hines, Senior Project Manager
Natacia James, Administrative Technician
Jerry Mathis, HIVE Senior Business Development Representative
Howie McEntee, Accountant II
Ihsane Mouak, Economic Development Project Manager
Denis Ozowara, Project Development Administrator
Paul J. Scully, Planning Evaluation Coordinator
Eric Severn, Planner II
Beatriz Soares-Campos, Administrative Technician
Pamela Witham, Project Development Planner III

REPORTED BY: Emily Archer

RECORDED BY: Natacia James

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

OPEN FLOOR

Matthew Hamaker, a citizen, provided public comment regarding the Authority's annual report and department transparency. Mr. Hamaker highlighted leadership changes and referenced the Process Improvement Steering Committee's recommendation to cut the Economic Development budget by 25% and requested a year-by-year ROI tracker for VBDA projects. Mr. Hamaker provided documents on performance metric revisions and asked the board to provide clarifying information and include them in the annual report.

MEETING MINUTES

1. Approval of Meeting Minutes July 14, 2026.

MOTION: William Brunke

SECOND: David Weiner

APPROVED: 10-0-0

AGRICULTURE AND FORESTRY INDUSTRIES DEVELOPMENT (AFID) GRANT PROGRAM

2. Request approval of a Resolution of a matching AFID grant award in the amount of \$24,250 to a Recipient to be identified by the Commonwealth prior to the Authority's vote presented by Business Development Coordinator Ihsane Mouak

Deferred until September – pending announcement by the Commonwealth.

FINANCIALS

3. Review of Financial Statements for July 2026 presented by Howie McEntee.

Operating Account Summary: July 2026

Beginning Cash – July 1, 2026 **\$ 9,621,312**

\$ 21,482	Quarterly Revenue Share (Apr.-Jun. 2026)- \$.50 per ticket sold The Dome by Rutter Mills – Live Nation
\$ 13,389	Interest income – July 2026
\$ 2,025	International Incubator Sublease months 19-24 – CASC USA, Inc

Total Cash Receipts during July **\$ 230,240**

(\$ 160,957) Corporate Landing Offsite Infrastructure Draw #16 for work completed through June 30, 2026 – Seabreezy Enterprises

(\$ 97,637)	Corporate Landing Offsite Infrastructure Draw #15 for work completed through May 31, 2026 – Seabreezy Enterprises
(\$ 28,360)	Replace Aerator for Pond D – Dominion Energy Virginia
(\$ 15,523)	Monthly Conduit Management for 6/15-7/15/2026 – Globalinx
(\$ 15,523)	Monthly Conduit Management for 5/15-6/15/2026 – Globalinx
(\$ 4,000)	Progress Billing #1 for the FY 26 Independent Audit – Cherry Bekaert

Total Cash Disbursements during July	(\$ 324,889)
---	---------------------

Ending Cash – July 31, 2026	\$ 9,066,183
------------------------------------	---------------------

Amounts Paid and Reimbursed by City of VB – July 2026

(\$ 350,000)	City View II – Developer Incentive Payment #8 for Incremental Real Estate Taxes 1/1/2026 – 6/30/2026 – The Constitution
(\$ 178,234)	Atlantic Park – Draw #39 for Offsite Infrastructure Construction Through June 30, 2026 – Venture Waves
(\$ 1,200)	Innovation Park – Construction phase services through 5/31/2026 – Kimley Horn

(\$ 530,214)	Total Reimbursable VBDA Expenses for July
---------------------	--

<u>\$ 530,214</u>	Amount Reimbursed by the City of Virginia Beach on 7/31/2026
\$ -	Change in VBDA Operating Cash for CIP transactions

Capital Maintenance: July 31, 2026

Human Services Building	\$2,204,360
--------------------------------	--------------------

• Monthly Lease – August 2026	\$ 47,910
-------------------------------	-----------

Encumbered funds as of 7/31/2026	<u>\$ 819,467</u>
----------------------------------	-------------------

Funds available for future Human Services Building Expenses	\$1,384,893
--	--------------------

The Dome by Rutter Mills	\$163,978
---------------------------------	------------------

• Quarterly Revenue Share (Apr. – Jun. 2026)-\$1 Received per ticket sold – Live Nation Worldwide	\$ 42,948
---	-----------

VB National Golf Course	\$ 998,224
--------------------------------	-------------------

• June Monthly Revenue Share Agreement	\$ 29,076
• Furniture Rental and Installation – Cort Furniture	(\$ 1,822)

Encumbered funds as of 7/31/2026	<u>\$ 151,462</u>
----------------------------------	-------------------

Funds available for future VBNGC expenses	\$ 846,762
--	-------------------

EDIP Payments during July 2026

- Reimbursement of \$3.71M invested in Capital Improvements
-Born Primitive (\$ 111,422)
- Reimbursement of \$1.71M invested in Capital Improvements
-Sanjo Virginia Beach (\$ 68,530)

Ending EDIP appropriations 7/31/2026 \$ 11,857,209

Grants Awarded or Closed during July

- Awarded at 7/14/26 meeting award based on \$400,000 in Capital Investment – Klett Enterprises \$ 16,000
- Closed Award - \$4,170 of \$100K unreimbursed – Hermes Abrasive (\$ 95,810)

EDIP Part A – Encumbered as of 7/31/2026 \$ 5,014,838

- No EDIP Part B activity during July 2026

EDIP Part B - Encumbered as of 7/31/2026 \$ 812,269

EDIP Grant Funds Available as of 7/31/2026 \$ **6,030,012**

No Discussion

BONDS

4. (PUBLIC HEARING) Request for approval of a Resolution authorizing the issuance and sale of the City of Virginia Beach Development Authority's Public Facility Revenue Bonds presented by Deputy City Attorney, Dana Harmeyer

Presentation: Deputy City Attorney Dana Harmeyer presented a request to approve a resolution authorizing the issuance and sale of The City of Virginia Beach Development Authority's Public Facility Revenue Bonds. This is the thirteenth request for a plan of finance, which will put bonds for sale on the market to reimburse capital expenses spent on projects that include, but are not limited to, 17th Street Improvements, Lynnhaven Parkway Corridor and Waste Management Facility Replacement. This process requires both VBDA and Council approval and is a standard course of business for the City.

Full Presentation located at minute [12:27 of the meeting video](#)

No Discussion

MOTION: Akhil Jain
SECOND: Penny Morgan
APPROVED: 10-0-0

ANNUAL REPORT

5. Review and approval of FY25-26 Annual Report to City Council presented by Economic Development Director, Emily Archer

Presentation: Economic Development Director Emily Archer provided an overview of the Authority's annual report for FY25-26, which is required to be presented to City Council by August 31st each year. Ms. Archer shared highlights including the Economic Development

Investment Program (EDIP) awards, Façade Improvement Grant awards, the Atlantic Avenue Grant program and tenants of the International Incubator. Ms. Archer shared that the VBDA held its annual Holiday Party at the Dome by Rutter Mills for the first time this year and also had its inaugural Taste of the Vibe Tour in May 2026. Performance updates for key City assets were provided, most notably the Amphitheater, which, in its 30th year, hosted 26 live shows and generated over \$2.4 million in tax revenue for the City.

Full Presentation located at minute [14:12 of the meeting video](#)

No Discussion

ECONOMIC DEVELOPMENT INVESTMENT PROGRAM (EDIP)

6. EDIP Part “F” 2026 Launch Schedule presented by Senior Business Development Representative Jerry Mathis.

Presentation: Senior Business Development Representative Jerry Mathis provided an update on the EDIP Part “F” small business grant program which launched in 2024. On June 18, 2024, the Authority approved a policy to grant an amount up to \$10,000 each, to qualifying small, women-owned, minority-owned, veteran-owned, or service-disabled veteran-owned businesses. During the first round in 2024, 17 grants were awarded and all funds were disbursed in 2025. Mr. Mathis stated that interested businesses must attend a mandatory pre-application workshop that is offered throughout September before submitting a completed application. The application window will open on October 1, 2026, will be open for 30 days, and recommended awardees will be presented to the board for approval in December 2026.

Full Presentation located at minute [17:47 of the meeting video](#).

Discussion: Several members raised concerns about eliminating the credit score from the scoring criteria. Commissioner Akhil Jain asked what the driving factor was for removal and whether it was due to applicants having inadequate credit scores. Mr. Mathis explained that the intent was to remove barriers for those with lower credit scores, allowing more people to apply. Vice Chair William Brunke commented that there were doubts about whether this change would simply subsidize a struggling business and concerns echoed that removing the credit report would hinder proper assessment of a business's viability. Commissioner David Weiner inquired why the scoring for the amount of years in business had been lowered on the score sheet. Mr. Brunke clarified that it was being double-counted with another criterion. Commissioner Patrick Shuler asked if businesses not categorized as SWaM could still seek the grant. Mr. Mathis confirmed they could apply, but they would not earn the same points allotted for SWaM businesses meeting particular requirements.

7. Request for approval of a Resolution of an EDIP Part “A” award in the amount of \$64,000 to Onyx Realty Professionals presented by Business Development Coordinator Ihsane Mouak

Presentation: Business Development Coordinator Ihsane Mouak presented a request for approval of an EDIP Part “A” award totaling \$64,000 for Onyx Realty Professionals. This grant will help to facilitate building expansion and support job creation. The proposed project consists of constructing and expanding a new facility to replace the former structure, which was lost in a fire.

Staff recommends granting the EDIP Part “A” award to promote job retention and creation in conjunction with the planned office expansion.

Full Presentation located at minute [35:28 of the meeting video](#).

Discussion: The conversation focused on the project's unusual circumstances of reconstruction and expansion following an insurance-covered disaster, rather than ordinary business growth. Some board members were concerned about the amount of funding requested compared to the size of the expansion and questioned whether subsidizing a rebuild was appropriate for the Authority. Councilman Michael Berlucchi inquired if the application for EDIP support met both the policy's established requirements and legal standards; Ms. Mouak confirmed it did. Commissioners emphasized that the policy needed to be applied consistently and considered whether changes might be necessary.

MOTION: Michael Harris
SECOND: Esmel Meeks
APPROVED: 9-0-1

Chair Lisa M. Murphy abstained from the vote pursuant to Conflict of Interests Act § 2.2-3114(E). A copy of the abstention letter is attached to these minutes.

VBDA ASSETS

8. Request approval of a Resolution Authorizing Signage Easements on the Atlantic Park Garages by Economic Development Director Emily Archer

Presentation: Economic Development Director Emily Archer presented a request to authorize signage on the Atlantic Park Garages. Ms. Archer explained that the VBDA owns both the Baltic garage, which has around 1,000 spaces, and the 20th Street garage, which offers about 400 spaces. Although the Authority owns these garages, Parking Management of the City of Virginia Beach exclusively operates, manages, and insures them. Ms. Archer noted that businesses are seeking additional external signage on the buildings and would like to install signs on the garage facades. The request is for approval to amend the condominium documents, allowing the developer to acquire a signage easement for placing signs on the garage facades.

Full Presentation located at minute [51:51 of the meeting video](#).

Discussion: Commissioner Michael Harris asked if there would be any reimbursement. Economic Development Director Emily Archer stated that it had not been discussed. Chair Lisa Murphy asked if it was in any of the current agreements or condo documents and was informed that as it stands, tenants are allowed to put signs on their individual units.

Item deferred at the request of the VBDA Board Members.

9. Request approval of the award of The Dome by Rutter Mills On-Call Maintenance Contract to CW Brinkley by Project Development Planner Pamela Witham

Presentation: Project Development Planner Pamela Witham gave a presentation on the On-Call Maintenance Contract for The Dome by Rutter Mills. The Dome by Rutter Mills is owned by the

VBDA. The VBDA is responsible for capital maintenance items over \$5,000 per the Lease Agreement and Standard Operating Procedure (SOP) finalized in June 2026 with Live Nation. Ms. Witham stated that the majority of the building's warranty coverage ended in April 2026. The on-call services are needed to address any future capital repairs in a timely manner. The service would be up to \$300,000 and follow work order request processes on an as-needed basis. These maintenance items include HVAC, lighting, plumbing, electrical, and elevators. The VBDA issued two maintenance on-call solicitations and received one response. The response was reviewed and approved by the review panel in July 2026. Ms. Witham said they are requesting approval to enter into a contract with C.W. Brinkley for on-call capital maintenance items as needed, capped at \$300,000.

Full Presentation located at minute [55:05 of the meeting video](#).

Discussion: Chair Lisa Murphy asked how many years the cap of \$300,000 covers and Ms. Witham stated that the contract will last for either one year or when the \$300,000 threshold is reached. Ms. Murphy also sought to clarify if the current Standard Operating Procedures (SOP) explains what maintenance is considered routine and should be completed by the operator. Ms. Witham confirmed that it does. Ms. Witham provided clarification on the funding source, confirming that the Authority has capital money set aside to pay for the contract, which is the proceeds from the \$1 per ticket that the VBDA receives from the facility.

MOTION: Donald Horsley

SECOND: Patrick Shuler

APPROVED: 9-0-1

Commissioner David Weiner abstained from the vote pursuant to Conflict of Interests Act § 2.2-3114(E). A copy of the abstention letter is attached to these minutes.

CORPORATE PARKS

10. Corporate Landing Business Park Rezoning Discussion by Economic Development Director Emily Archer

Presentation: Economic Development Director Emily Archer gave a presentation on the possible rezoning of a parcel within Corporate Landing Business Park. Ms. Archer began by providing a brief background of Corporate Landing Business Park (CLBP) and lead into an overview of the current available VBDA-owned parcels. There are currently 6 parcels available, ranging from 3.5 – 12 acres. Of those six, all but one are zoned I1 (industrial). Ms. Archer is proposing to rezone the parcel that is currently zoned B2 (business) to I1 and combine three adjacent parcels into one large 29-acre option. Ms. Archer stated that this change would be important, as recent analysis shown in the Hampton Roads Alliance midyear report reflected that 80% of the projects lost were tied directly to real estate readiness, availability, and infrastructure, not workforce, costs and setup. Several concepts were presented that reflect the proposed conditions anticipated to achieve marketability, which include 150' building setbacks, enhanced landscape buffers, and existing tree preservation. The existing Design Criteria will still apply and require VBDA design approval. Target markets to be pursued include defense contracting, advanced manufacturing and corporate headquarters. With Authority approval, staff would like to submit the application on behalf of the Authority in September, with community outreach and presentations to the Planning Commission and City Council in the months following.

Full presentation located at minute [1:00:40 of the meeting video](#).

Discussion: Lisa Murphy asked whether the proposed changes would meet the open space requirements for the area and Ms. Archer confirmed that it would still meet the requirements and will be highlighted in the concept plan used in the rezoning application.

11. Request for approval of a Resolution authorizing the extension of the closing date by six months to January 31, 2027 for GovSolutions, Inc. presented by Business Development Coordinator Ihsane Mouak

Presentation: Business Development Coordinator Ihsane Mouak presented a request for a resolution authorizing the extension of the closing date for GovSolutions, Inc. Ms. Mouak gave a brief background on the purchase and proposed use of the GovSolutions facility. The Authority approved the land sale on November 18, 2025 with a closing date of July 31, 2026. A six-month extension is requested, with a new closing deadline of January 31, 2027.

Full presentation located at minute [1:07:00 of the meeting video](#)

No Discussion

MOTION: Eric Keplinger
SECOND: Akhil Jain
APPROVED: 10-0-0

12. Request for approval of a Resolution approving the sale of a +/- 9-acre parcel in the Corporate Landing Business Park to Globalinx data center, LLC presented by Business Development Coordinator Ihsane Mouak

Presentation: Business Development Coordinator Ihsane Mouak presented a request to approve the sale of a +/- 9-acre parcel in Corporate Landing Business Park to Globalinx data center, LLC. This sale will have an 180-day due diligence period and construction to commence within three years of closing. To date Globalinx has exhibited proven investment and active expansion. Phase 1 completed and Phase 2 underway, with the campus expansion expected to be ready for service in Q3/Q4 of 2027. The company is interested in purchasing a 9-acre parcel at \$200K per acre to construct an 85,000 sq. ft. facility. Expected capital investment is \$65M and is expected to support approximately 100 construction jobs and 40 full-time employees.

Full presentation located at minute [1:10:05 of the meeting video](#).

Discussion: Secretary David Weiner asked if the three-year timeline is the standard for sales; Ms. Mouak answered that it has historically been applied. Chair Murphy asked about the company's current status within Phase 2 and Ms. Moak explained that they are currently developing a site plan. Chair Murphy also wanted to clarify for the audience that this facility is not considered a hyperscaler but a facility that is tied to the incoming subsea cable landing. Commissioner Michael Harris sought clarification on the price per acre, he recalled that there was a discussion that concluded with the terms of \$200K per acre or current assessed value. Chair Murphy clarified that those terms were discussed in connection with a different property because the option would be exercised at some point in the future. Since this property will be purchased by the company, the

price per acre would be at the current assessed value, but agreed that it would be prudent to get an updated appraisal done on this parcel. Discussions on a timeline for the reappraisal were held, the most recent one for this parcel was done in early 2024, Commissioners agreed that a reappraisal should be done on this parcel, as well as the earlier item up for a rezoning application.

MOTION: William Brunke
SECOND: Penny Morgan
APPROVED: 10-0-0

INTERNATIONAL INCUBATOR

13. Request approval of a Resolution authorizing a sublease in the International Incubator to ORCA AI Defense presented by Business Development Manager Dominique Debose.

Presentation: Business Development Manager Dominique Debose presented information on ORCA AI Defense, a defense maritime technology company that develops AI-powered situational-awareness and mission-intelligence systems to support operational decisions for collision avoidance and threat detection. Orca AI was first engaged at Eurosatory in Paris this past June during a Virginia Beach Economic Development lead mission. The company has made two visits to Virginia Beach since then and has made successful connections with businesses and regional resources. The company desires to establish an operational set up with storage of their systems, hire a local Business Development position, and eventually transition to domestic manufacturing. Ms. DeBose also provided a brief overview of the International Incubator and the growth it has experienced since the first tenant was approved in September 2021. ORCA AI is seeking a private office with a 2-year sublease agreement and approval is recommended by staff.

Full Presentation located at minute [1:16:44 of the meeting video](#).

No Discussion

MOTION: Esmel Meeks
SECOND: Penny Morgan
APPROVED: 10-0

ADMINISTRATIVE INFORMATION

14. VBDA Priorities: *VBDA Members*.

Commissioner Esmel Meeks asked what the process would be to evaluate and potentially adjust the requirements/qualifications for future EDIP applications in order to mitigate continued ambiguity on what the Authority will or will not consider. Chair Murphy explained that the policy would be reviewed, changes proposed and then presented to City Council for approval. This would involve two Commissioners working with staff to develop an amendment. Commissioners Esmel Meeks and Patrick Shuler volunteered to help with this endeavor.

15. VBDA Members: *Chair Lisa Murphy*

- Provided a brief response to the earlier public comments, expressing that City staff have worked tirelessly to keep everything running smoothly while in between permanent full-time Directors for Economic Development.

- Recognized Penny Morgan on behalf of the VBDA with a resolution recognizing her service.

16. Directors' Report: *E. Archer*

- Business Attraction and Retention teams collaborated with a joint webinar connecting our Norwegian defense partners with 10 local defense companies to discuss support opportunities and the new global market in Virginia Beach.
- One of Economic Development's main goals to City Council this year is to update the Strategic Plan. The department is currently going through the procurement process for a consultant and the chosen firm will be onboard by this fall. The last Strategic Plan update was in 2021, so we are looking forward to seeing more alignment with current goals.
- International Incubator is turning 5 years old and there will be a tour and unveiling of the updated space hopefully following the October VBDA Meeting.

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). (*Districts 5*)

MOTION: Eric Keplinger
SECOND: Penny Morgan
APPROVED: 10-0-0

RECONVENED INTO OPEN SESSION

CERTIFIED CLOSED SESSION

MOTION: Donald Horsley
SECOND: Penny Morgan
APPROVED: 10-0-0

Chair Lisa Murphy adjourned the meeting at 10:25 a.m.

Signed by Lisa Murphy
Lisa M. Murphy, Chair