

**ECONOMIC DEVELOPMENT AUTHORITY
of the
CITY OF HAMPTON, VIRGINIA**

Minutes – Regular Meeting

May 17, 2022 – 8:30 a.m.

Veteran’s Conference Room

CALL
TO ORDER

Chair Seymour called the meeting to order at 8:30 a.m.

DIRECTORS
PRESENT

Richard M. Bagley, Jr., Valda V. Claiborne, James A. “Pete” Peterson, Laura S. Sandford, L. Scott Seymour, Dianne B. Suber and George E. Wallace. Also present was Secretary/Treasurer Charles E. Rigney, Sr.

STAFF
PRESENT

Brian DeProfio, Patricia Melochick, Terry O’Neill, Bonnie Brown, Thomas O’Grady, Steven Lynch, Daniel Girouard, Victoria Carmon, Michael Yaskowsky and Teresa Hudgins

GUESTS
PRESENT

Mayor Donnie Tuck
Amy Jordan, Hampton Roads Alliance
Michael Keller, Ryan Homes

MINUTES

Chair Seymour stated the Minutes from the April 19, 2022 Regular Meeting were distributed. A motion was made by Ms. Sandford and seconded by Mr. Wallace to approve the Minutes as presented. A roll call vote was taken which resulted as follows:

Ayes: Bagley, Claiborne, Sandford, Suber, Wallace, Peterson and Seymour

Nays: None

CONVENTION
& TOURISM
PRESENTATION

Mary Fugere, Director, Hampton Convention & Visitor Bureau, provided a marketing update on conventions, sports and leisure activity in the City of Hampton. The average daily rate has held at the \$90 range for nearly 12 months, revenue is up 64% over 2021, March 2022 occupancy was 3.5% below March 2019 but the average daily rate was \$94.71 versus \$77.18 in 2019 (new hotel product is helping). Conventions for 2022 is significantly strong and pre-bookings for the Aquaplex is strong. Ms. Fugere emphasized that Hampton does not have enough hotel rooms to meet the demand created at its venues. The Hampton Roads Convention Center must have an additional 300 rooms (comparable to Embassy Suites) in order to be successful. The VTC ARPA grant will be dedicated to establishing a campus-brand and marketing the 19-acres to developers, meeting and sports groups as well as entertainers.

LOAN & GRANT
REVIEW
COMMITTEE

Ms. Sandford reported the Loan & Grant Review Committee met on May 5, 2022. There were no questions or comments on the EDA Loan/Grant Program Fund Balance Sheet as of April 30, 2022.

The Committee was briefed on a Hampton Community Cultural, Athletic and Visitor Attraction Grant for Victory Lane Motorsports, LLC that will be presented by staff later during this meeting.

The Committee also received an update from staff regarding changes to the approved terms of the Kato Fastener Economic Development Grant Agreement which the EDA approved on October 20, 2020. The average wages represented (\$66,000) to the EDA when considering the grant are lower (\$43,333) but remain within our guidelines. The Committee acknowledges this wage difference and recommends the grant be maintained as awarded with legal modifying the agreement to reflect the lower average wage. Since this is a motion coming from the Committee, no second is required. A roll call vote was taken which resulted as follows:

Ayes: Bagley, Claiborne, Sandford, Suber, Wallace, Peterson and Seymour

Nays: None

ECONOMIC
DEVELOPMENT
REPORT

Mr. Rigney reported the updated Status Report on EDA Actions was included in the package. Other items of interest:

- Mr. Rigney attended the 2022 Offshore Wind Forum last week and will be attending the ICSC event next week.
- Mr. Yaskowsky attended the AUVSI Xpotential annual conference last month which focused on unmanned systems.
- The Board members are invited out to Langley Speedway on June 4th for the Cars Tour automobile race.
- The State of the Fort will be held on June 16, 2022.

CLOSED
MEETING

Chair Seymour stated a Closed Meeting will now be held pursuant to Virginia Code §2.2-3711.A.3 for discussion or consideration of the acquisition of real property for a public purpose, or of the disposition of publicly held real property in Downtown, Phoebus and the Shell Road areas of the City, where discussion in an open meeting would adversely affect the bargaining position or negotiating strategy of the Authority and Virginia Code §2.2-3711.A.5 for 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 facility in the community. A motion was made by Dr. Suber and seconded by Mr. Wallace to go into the Closed Meeting. A roll call vote was taken which resulted as follows:

Ayes: Bagley, Claiborne, Sandford, Suber, Wallace, Peterson and Seymour

Nays: None

CERTIFICATION
OF CLOSED
MEETING

Chair Seymour stated it was now appropriate to take a roll call vote and that to the best of our knowledge (i) only public business matters lawfully exempted from open meeting requirements under this chapter, and (ii) only such public business matters as were identified in the motion by which the Closed Meeting was convened were heard, discussed, or considered in the Closed Meeting. Any member who believes there was a departure from the requirements of subdivisions (i) and (ii) shall so state prior to the roll call vote, indicating the substance of the departure that, in his/her judgment has taken place. Such statements shall be recorded in the Minutes. Chair Seymour asked for any statements. There were none. A motion was made by Ms. Sandford and seconded by Dr. Suber to conclude the Closed Meeting and return to the Meeting. A roll call vote was taken which resulted as follows:

Ayes: Bagley, Claiborne, Sandford, Suber, Wallace, Peterson and Seymour

Nays: None

OTHER
BUSINESS

Dr. Suber asked about the possibility of Hampton having its version of a Town Point Club. Mr. Rigney said this type of Club was being considered for the top floor of the Harbour Centre building when it was being constructed but the company decided not to pursue a Peninsula location.

NEW
BUSINESS

A motion was made by Mr. Bagley and seconded by Mr. Peterson to authorize the transfer of 42 N. Mallory Street and 50 N. Mallory Street (collectively known as "the Slaughter Site") to the Hampton Redevelopment and Housing Authority to facilitate the development of the site. A roll call vote was taken which resulted as follows:

Ayes: Bagley, Claiborne, Sandford, Suber, Wallace, Peterson and Seymour

Nays: None

Mr. Lynch presented a Resolution of the Economic Development Authority of the City of Hampton, Virginia approving the award of a Hampton Community Cultural, Athletic and Visitor Attraction Grant to Victory Lane Motorsports, LLC for an enhanced lighting system. The grant would be in the amount of \$374,000 to fund the new light structure system, control systems and services at Langley Speedway. The grant will be contingent upon the Grantee providing written consent of the track owner authorizing installation of the system; and in the event the track ceases to actively operate motorsports competitions for the next five years, the Grantee will be obligated to pay back to the EDA a pro-rata portion of the grant based on the number of years of no operation. A motion was made by Mr. Wallace and seconded by Ms. Claiborne to approve the Resolution as presented. A roll call vote was taken which resulted as follows:

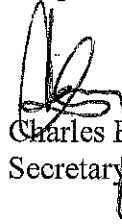
Ayes: Bagley, Claiborne, Sandford, Suber, Wallace, Peterson and
Seymour

Nays: None

Mr. Lynch reported he is working with a team to plan a joint EDA, City Council and HRHA meeting in July. He asked the Board members to e-mail him (copy to Mr. Rigney and Ms. Melochick) topics they wish to discuss during the joint meeting. Staff will forward the Minutes from the previous EDA Retreats.

ADJOURNMENT There being no further business, the meeting was adjourned at
9:45 a.m.

Respectfully submitted,



Charles E. Rigney, Sr.
Secretary/Treasurer

CER/tbh