

Mayor's St. Paul's Advisory Committee

Meeting Minutes

Date of Meeting: April 16, 2024

Minutes Prepared By: Krystle Aponte, City of Norfolk

1. Purpose of Meeting: To provide project development updates and feedback on St. Paul's Transformation Area project, including People First update, Development Update and more.

2. Attendance at Meeting

Mr. Alphonso Albert – absent	Mr. Bruce Brady – absent	Ms. LaEunice Brown – present	Ms. Ebony Burnham – absent
Rev. James Curran – absent	Ms. Regina Daye – absent	Dr. Rhonda Alexander – Present	Mr. William Harrell – absent
Dr. Kirk Houston – absent	Ms. Deirdre Love – present	Mr. Nathan Simms – present	Councilman John Paige – present
Dr. Glenn Porter – absent	Councilwoman Danica Royster – absent	Ms. Tara Saunders – absent	Mr. Kevin Murphy – present
Mr. Christopher Tan – absent	Pastor Travis Barnes- absent	Dr. Doreathea White – absent	Mr. Brian Owens – Present
Ms. Iris Lundy – present	Ms. Barbara Hamm Lee – present	Mr. Christopher Bryant – Present	

3. Agenda

- I. Welcome/Roll Call/Opening Comments** **6:00**
 - *Barbara Hamm Lee, SPAC Liaison*
 - *Councilpersons Danica Royster and John Paige*

- II. People First Update** **6:05**
 - *Thomasine Norfleet, USI*

- III. MWBE Contractor Update** **6:15**
 - *Sarah Jones-Anderson, Brinshore*

- IV. Kindred Commercial Update** **6:35**
 - *Sarah Jones-Anderson, Brinshore*

- V. Open Discussion** **6:55**

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- *SPAC Members*

VI. Adjournment

7:30

4. Meeting Notes, Decisions, Issues

I. Welcome/Roll Call/Opening Comments

6:00

- *Barbara Hamm Lee, SPAC Liaison*
- *Councilpersons Danica Royster and John Paige*
- Ms. Hamm Lee welcomed everyone to the St. Paul's Advisory Committee meeting for the month of April and began by sharing the low number of committee and presenter attendees due to various life circumstances. Ms. Hamm Lee read the attendance roster and opened the floor to committee chair Councilman John Paige for remarks as Councilwoman Danica Royster was in route from a prior engagement.
- Councilman Paige greeted the committee and expressed and thanked the committee members for their continued commitment to the work for marginalized citizens, encouraging everyone to stay inspired as we are planning for the future, and ensuring inclusion.
- Barbara thanked Mr. Paige for his comments and opened the floor to Thomasine Norfleet to provide People First updates.

II. People First Update

6:05

- *Thomasine Norfleet, USI*
- Ms. Norfleet greeted the committee and began her presentation by revisiting the four pillars that guide the work of the People First team: Education, Economic Mobility, Health, and Housing Stability for Tidewater Gardens families before, during, and after redevelopment.
- Ms. Norfleet continued by covering the following topics: families in case management, most requested resources, individual employment trends, summer childcare and enrichment opportunities, and strategies moving forward.
- No comments or questions arose following the presentation.
- The PowerPoint slides are attached.

III. MWBE Contractor Update

6:15

- *Sarah Jones-Anderson, Brinshore*
- In absence of John Majors and Lafayette Tatem, Sarah Jones-Anderson, Senior Vice President of Brinshore, presented the Minority and Women Business Enterprises (MWBE) Contractor update.

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- In slide 11, Sarah provided a snapshot of progress toward MWBE goals in blocks 19 and 20, which were 25.30%. Ms. Jones-Anderson expressed the plan for Brinshore to pivot the way MWBE contractors are engaged to ensure goals are met in the future as this particular project only reached 17.59% of MWBE involvement.
- Slide 12 references the work performed to date to meet the goal of MBE and WBE involvement on blocks 17 and 18. With the subcontractors we have lined up we anticipate meeting goals for these blocks, but the percentage may end higher as contracts are still being awarded.
- Ms. Jones-Anderson shared that the groundbreaking for Blocks 9, 10, and 16 is planned for Quarter 1 of 2025. Brinshore will continue to work with the Oughtness Group to reach MWBE contractors by hosting focus groups, community meetings with the general contractor, and by sharing social media posts. The organization is open to additional ideas for outreach and plans to provide more hands-on support.
- Councilperson Paige thanked Ms. Jones-Anderson for the presentation and commented the focus groups and outreach should specifically address the qualified MWBEs who do not receive a fair share of the contracting opportunities or a large enough contract size for their capabilities. Providing a fair share of the contracting opportunities would allow the funding to remain in Norfolk and deconcentrate poverty in a realistic manner. The conversations will set the tone moving forward in construction projects.
- Ms. Jones-Anderson expressed an appreciation for Councilor Paige's remarks and shared as the Technical Projector Manager of Phase B, slated for 2025 calendar year, conversations are being had with the general contractor on how to better engage MWBE.
- Presentation slides are included for reference.

IV. Kindred Commercial Update

6:35

- *Sarah Jones-Anderson, Brinshore*

- Ms. Jones-Anderson continued the presentation by sharing the Kindred Commercial update.
- Following the renderings of Kindred, Ms. Jones-Anderson expressed Brinshores' team goal for Kindred's commercial component, which is to create space for small, minority, and women-owned businesses to produce generational wealth building opportunities.
- Ms. Jones-Anderson discussed the phases, total commercial square feet, anticipated date of delivery, and potential/ideal tenants for commercial space at Origin Circle, Unity Place, Kinship, and Resilience.
- Ms. Hamm Lee asked how Brinshore plans to recruit new businesses to occupy the commercial space at Kindred.
- Ms. Jones-Anderson stated that although she is unable to speak to a specific strategy at this time, Brinshore is working in partnership with John Biagas, Lafayette Tatem, the City of Norfolk, and the Norfolk Redevelopment and Housing Authority. More information will be prepared and shared at the next meeting.

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- Councilman Paige asked for clarification regarding the idea that businesses were provided the first right of refusal as it relates to occupying commercial space at Kindred.
- Barbara stated that in a previous conversation with Sean Washington, the City of Norfolk's Director of Economic Development, when the City purchased the Willis Building, the building was empty as all the tenants had already vacated. Moreover, there was no arrangement during the sale to guarantee space for former tenants to the newly redeveloped commercial space such as the first right of refusal.
- Ms. McGill added that the right to return language is specific to former Tidewater Gardens families' right to return to housing at Kindred and there is no commercial space language. Also, the City's Department of Housing and Community Development team has worked with Economic Development to try and identify the previous tenants of the former Willis Building, with little results but any group that has interest in occupying space at Kindred we will support conversations with them and the developer. In absence of a formal commitment, Ms. McGill reiterated the City's preparedness to work with anyone who desires a brick and mortar, especially small, minority, women, and micro businesses, including former Tidewater Gardens residents who are business owners.
- Ms. Jones-Anderson continued the presentation by sharing photos of the build out of commercial space at block 20 – Origin Circle building.
- Ms. Hamm Lee asked if the spaces would be built according to the client's needs. Ms. Jones-Anderson responded that this was a possibility.
- Ms. Hamm Lee inquired about discussions of cultural groups occupying the space. Ms. Jones-Anderson advised attendees to share her contact information with any interested parties and she will share the information with the proper person as Brinshore desires to have a diverse representation of Norfolk at Kindred's commercial space.
- Iris Lundy asked how residents could express their preferences or share their input on desired tenants of the space. Ms. Jones-Anderson advised that property managers and service providers can coordinate special events and entertainment preferences. Although, enticing a retailer based on resident feedback may be difficult, it is not impossible. Feedback is welcome and Brinshore will ask the property managers to listen out for resident suggestions.
- Ms. Hamm Lee also added that as Ms. Lundy is made aware of any suggestions, to share, and she will ensure the feedback is given to the proper person(s).
- Mr. Murphy asked if Brinshore is working with a commercial realtor to lease the space at Kindred. Ms. Jones-Anderson responded with Colliers. Mr. Murphy suggested Colliers connect with the families to receive their feedback.
- The presentation slides are attached.

V. Open Discussion

6:55

- *SPAC Members*

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- Brian Owens inquired about the point of contact for sharing SWaM and MWBE certified contractors who are interested in construction opportunities. Ms. Jones-Anderson expressed that while the general contractor is typically the best point of contact, Mr. Owens is welcome to email her, and she will make the connection.
- Councilor Paige asked that Mr. Owen also share the information with him as both he and John Majors are compiling a listing of eligible contractors to be shared with the City of Norfolk's Office of Diversity, Equity, and Inclusion. Dr. Susan Perry asked for the listing to be shared with her team as well as the department has multiple opportunities for contractors outside of the St. Paul's work that we would love to connect them to.
- Ms. McGill commented that the tenant improvement build outs will be completed by MWBEs.
- Christopher Bryant announced Tidewater Community College is hosting their 4th year of the L.E.A.P. program, aimed at providing recent high school graduates with free tuition, books, and a new laptop. Contact information will be provided to Barbara for sharing with the committee.
- Ms. Hamm Lee announced that committee member Deirdre Love was recently acknowledged by News Channel 3 as an Everyday Hero, as well as Iris Lundy for the Virginia Center for Inclusive Communities' Humanitarian Award. A link to the news article will be shared with the committee.
- Committee members suggested the following topics for the May 2024 SPAC meeting:
 1. People First Update:
 - NHRA return rates for NHRA v. CNI Projects -NHRA
 2. Development Update:
 - Hunton YMCA design – Mel Price
 - Tidewater Elementary School Demo - DHCD
 - Upcoming Sheltered RFP (what are they and how contractors can apply) - DHCD
 - Blue/Greenway- DHCD

VI. Adjournment

7:30

- Ms. Hamm Lee asked if there were any further comments or questions. There were no comments or questions.
- Ms. Hamm Lee stated that the meeting was adjourned and thanked everyone for coming.



St. Paul's Advisory Committee Meeting

Location: Foodbank of Southeastern Virginia and the Eastern Shore
April 16, 2024

Agenda

Welcome | 6:00

*Barbara Hamm Lee, SPAC Liaison
Councilpersons Danica Royster and John Paige*

People First Update | 6:05

Nicole Brown, USI

Housing MWBE Contracting Update | 6:15

*John Majors, Oughtness Group
Lafayette Tatem, BBRM*

Kindred Commercial Space | 6:35

Sarah Jones-Anderson, Brinshore

SPAC Open Discussion | 6:55

SPAC Members

Adjournment | 7:30

Barbara Hamm Lee, SPAC Liaison



Family Support Specialist Report

- *Family Support Specialist Report: September 2023 – April 2024*

Thomasine Norfleet, USI

Key Service Pillars and Results Statements

Education: All children and youth in Tidewater Gardens are ready for school, thrive in and out of school, graduate from high school, and are prepared for college, career and life.



Economic Mobility: All households in Tidewater Gardens, before and after redevelopment, are economically independent.



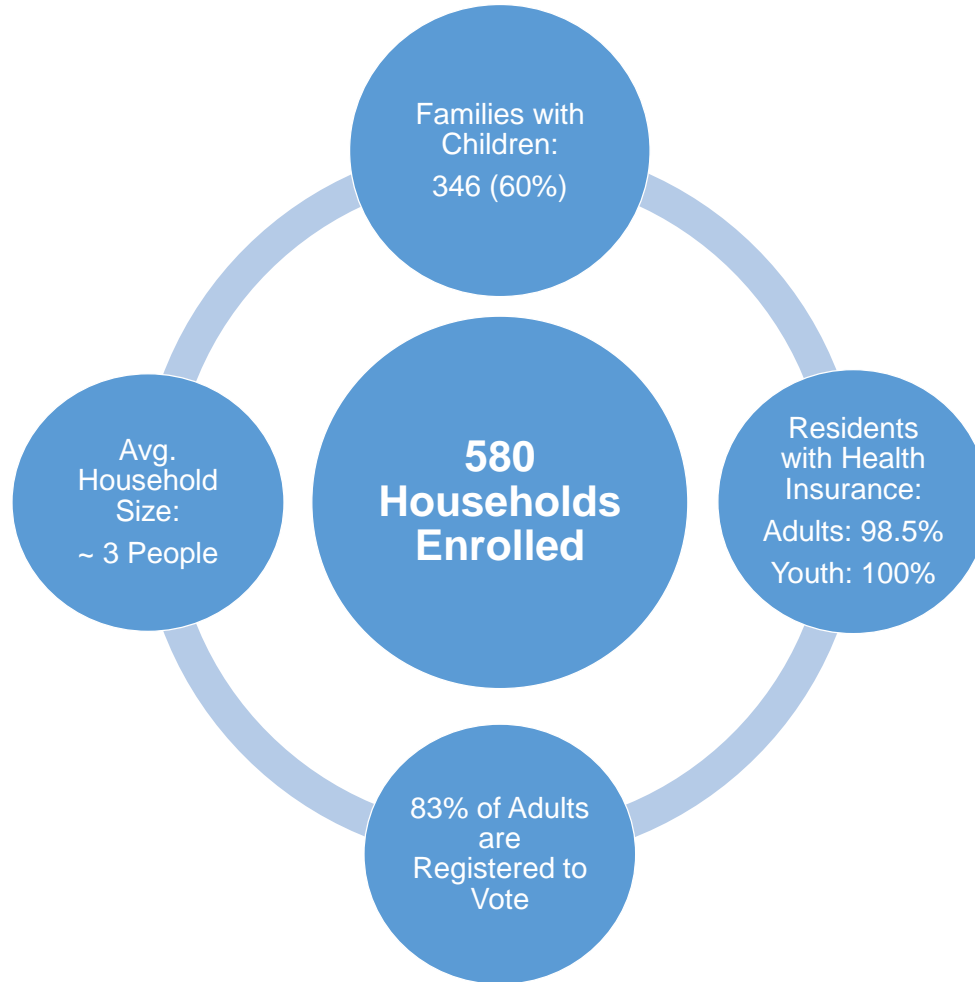
Health: All children and adults living in Tidewater Gardens, before and after redevelopment, are mentally and physically healthy.



Housing Stability: All Tidewater Gardens households remain stably housed in their housing of choice.



Families in Case Management

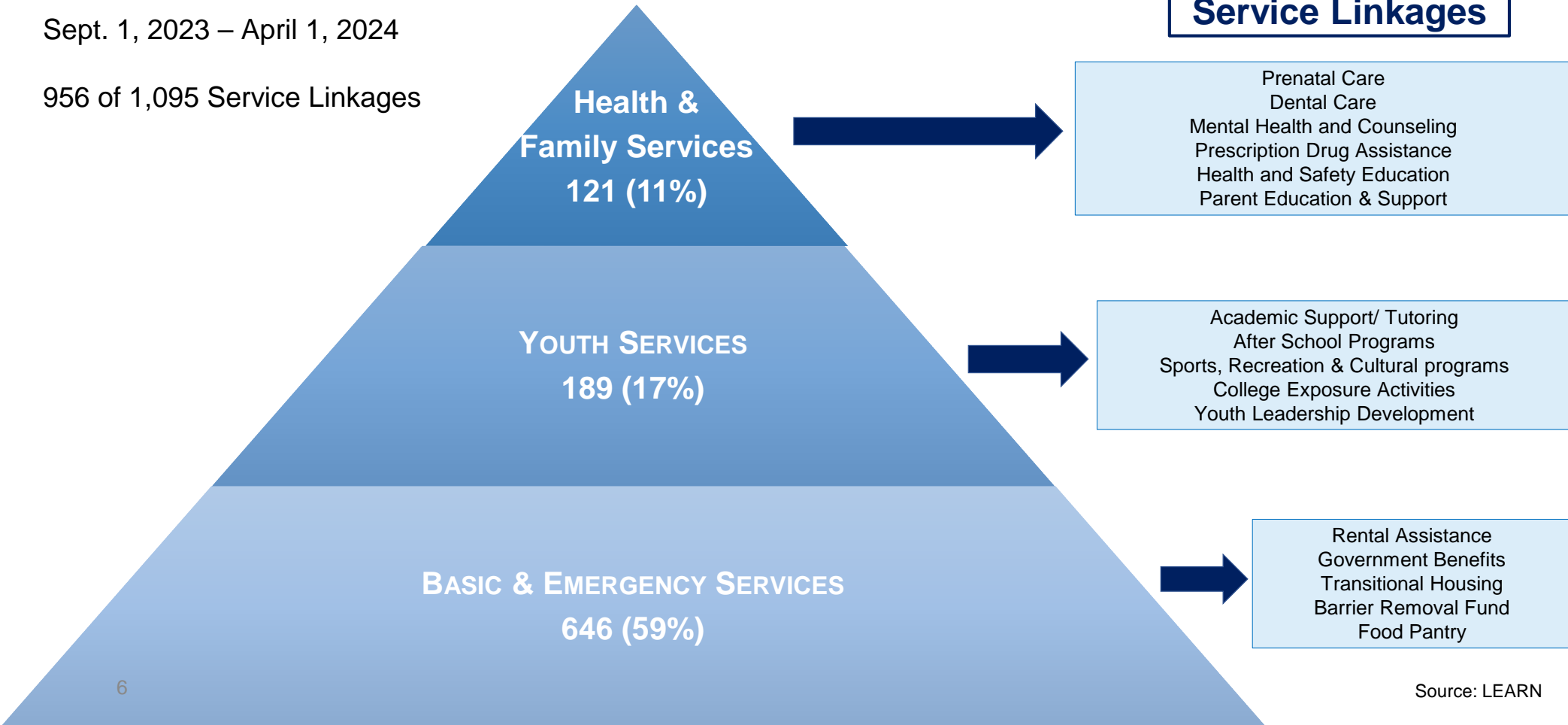


Most Requested Resources

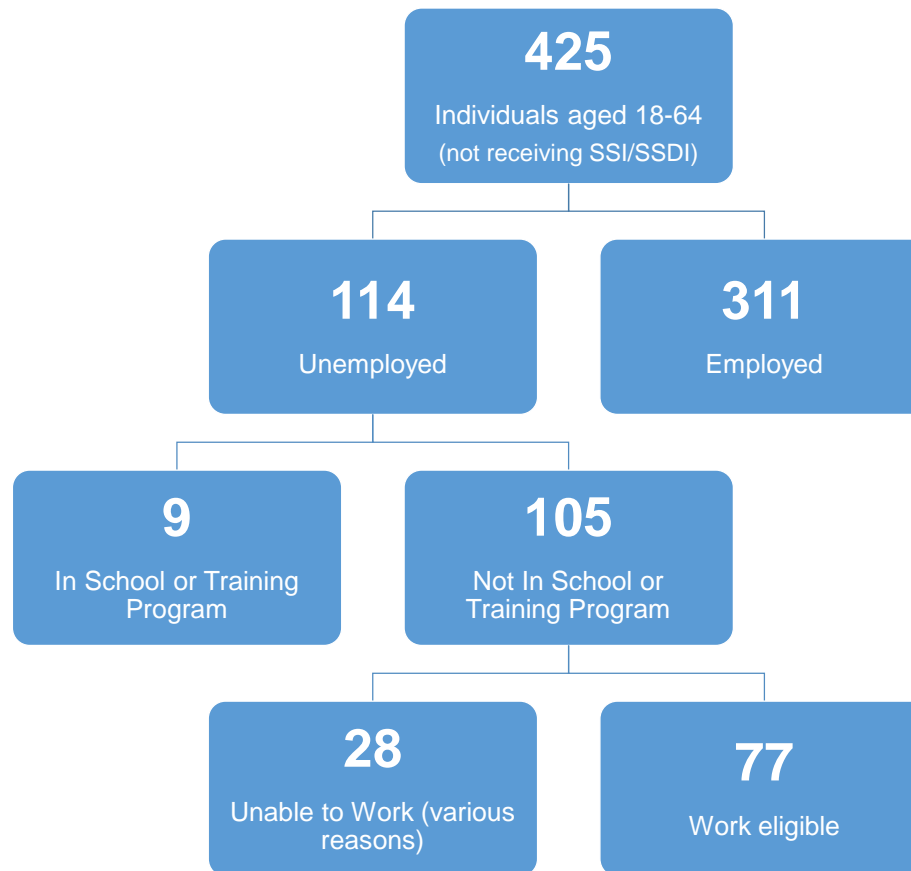
Sept. 1, 2023 – April 1, 2024

956 of 1,095 Service Linkages

Service Linkages



Individual Employment Trends



Summer Childcare & Youth Enrichment June 2024

Partnerships

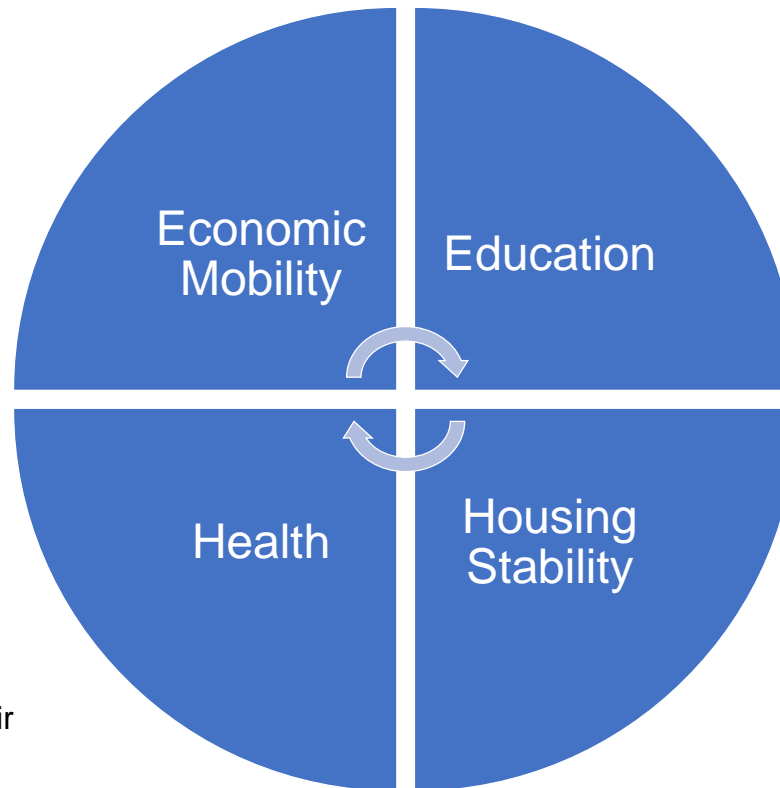
- Southside Boys and Girls Club
 - 25 available slots
- Teens with a Purpose
 - 20 available slots
- Nauticus Stem program
- Leaders of Tomorrow
- Norfolk Explorer and Navigator Camps
- Next Steps to Success
- Champions
 - Slots available based on need

- 50 Families have expressed interest in summer care programs for 2024 School year
- Families may need/attend NPS summer school
 - more information to come
- NPS summer enrichment programs, awaiting schedule & locations from NPS

Strategies Moving Forward

- Partnering with local employers, paying \geq \$18/hr.
- Connecting individuals with GED Attainment Programs that will not create hardship
- Survey families to inquire about desired career paths & certification courses of interest

- Partner with agencies to provide culturally appropriate mental health services to youth and adult participants.
- Support families on how to access the resources available through their health care provider



- Continue outreach and recruitment efforts to enroll children in high-quality early learning programs.
- Coordinate and conduct continuing engagement sessions to inform, support and assist families as they navigate the academic system

- Continue to support resident meetings with landlords to resolve leasing issues.
- Continue to inform families on the rebuilding process and re-entry requirements to the newly built Kindred Community and future replacement units.
- Continue mandatory Mobility Counseling for residents moving into the new community and families experiencing housing stability concerns.



Housing MWBE Contracting Update

- *Housing Development*

John Majors, Oughtness Group

Snapshot of Progress Toward Goals

**Note: Blocks 19 and 20 have completed construction.
Final Inclusion metrics will be updated as provided by GC.**

Blocks 19 and 20 General Contractor: Marlyn Development

Subcontractor	SWAM Certification #	Total Subcontract Spend Amount		
		MBE	WBE	
A and S Contract Co.	824121	2,469,035		
Coastal Pipeline Services	725696		2,584,119	
Majk	671876	44,000		
Rican Cleaning Services LLC	817679		20,000	
Saunders Fence Co.	656813		48,596	
United Contractors Inc	688773		1,539,580	
Dominion Builders and Contracting, LLC	701275	126,296		
TTR Enterprises, LLC	810564	90,000		
Totals		\$ 2,729,331	\$ 4,192,295	Combined: \$6,921,626
Total Contract Amount (Trades Only)		\$39,358,100	6.93%	10.65%
		GOAL	12.00%	13.30%
			\$4,722,972	\$5,234,627
				25.30% \$9,957,599

Snapshot of Progress Toward Goals

Blocks 17 and 18 General Contractor: Breeden

Subcontractor	SWAM Certification #	Total Subcontract Spend Amount		
		MBE	WBE	
Modular Solutions Inc	691543		21,250	
New Media Systems	5606	2,122		
Colonial Construction Materials	663589		29,945	
Jaswal Corp	726701	4,029,500		
Trinity Construction Services	653456	3,098,328		
84 Lumber	686367		947,589	
Brick Solution Inc (contract pending execution)	662653	2,584,104		
Totals		\$ 9,714,053.50	\$ 1,090,784.00	Combined: \$10,804,837.50
Total Contract Amount (Minus Markup)	\$42,052,152	23.10%	2.59%	25.69%
	GOAL	12.00%	13.30%	25.30%
		\$5,046,258	\$5,592,936	\$10,639,194

Next Steps

Next Phase:	Blocks 9, 10, and 16 (Combined)
Projected Financial Closing / Groundbreaking:	Jan / Feb, 2025
Timeframe for MBE / WBE Outreach and Next Vendor Fair:	April – August, 2024

Source: Master Development Agreement, dated Dec. 15, 2022 (Exhibit M)



Kindred Commercial Space

- *Commercial Update*

*Sarah Jones-Anderson,
Brinshore*





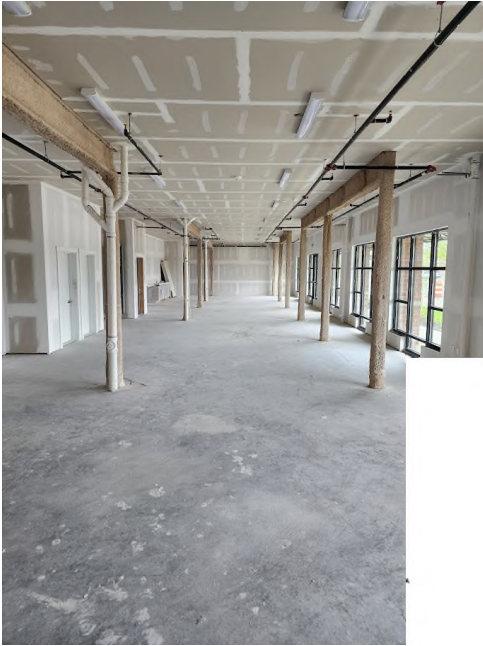
DEVELOPMENT TEAM GOAL FOR KINDRED'S COMMERCIAL COMPONENT

Create spaces for small, minority, and women-owned businesses to produce generational wealth building opportunities. The City of Norfolk is working on a program to support this effort.

Phase	Total Commercial SF	Delivery	Potential/Ideal Users
Origin Circle at Kindred (20)	4,780	Complete	USI, Resident/Community Centered Retail
Unity Place at Kindred (17)	12,311	Sept 2025	High Rent Credit Tenant, Resident/Community Retail
Unity Place at Kindred (18)	9,756	Sept 2025	McDonalds, Premium Corner Retail, Back Office Space
Kinship at Kindred (A 16)	2,816	2026-2027	TBD According to Tenant Mix on Prior Phases
Kinship at Kindred (A 9)	2,412	2026-2027	TBD According to Tenant Mix on Prior Phases
Resilience at Kindred (B)	4,046	2026-2027	TBD According to Tenant Mix on Prior Phases

Partners on commercial space include the teams below:





ORIGIN CIRCLE AT KINDRED

Formerly Block 20

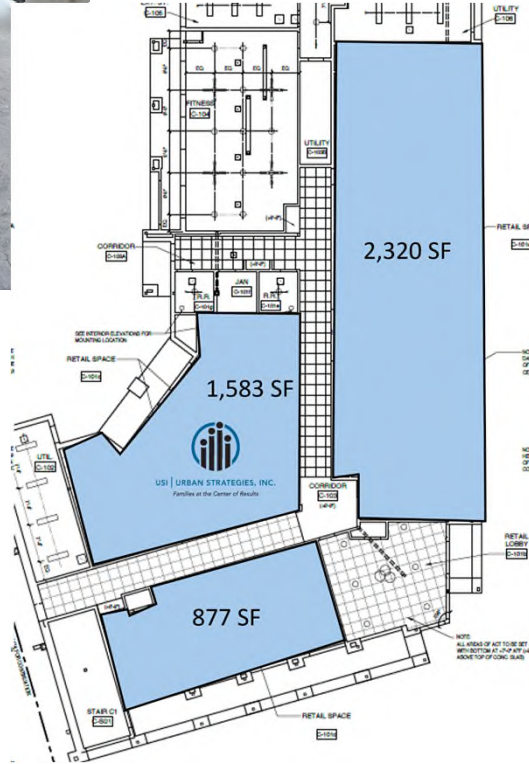
Total SF: 4,780

Delivery: Summer 2024

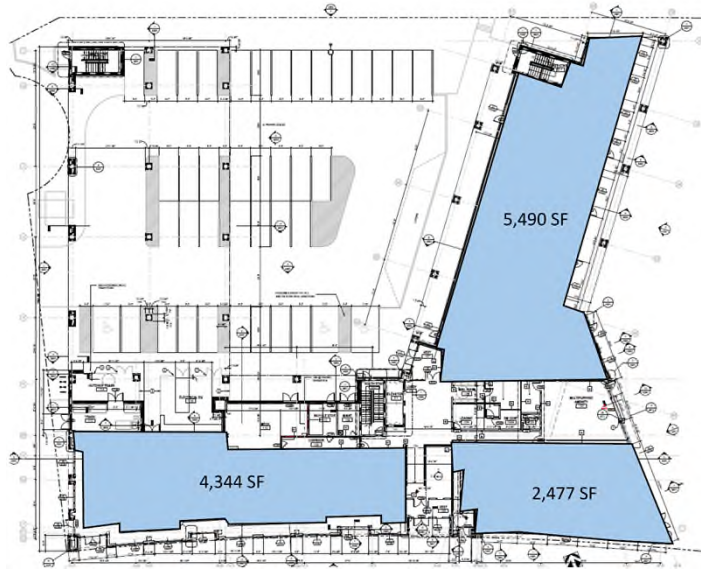
Required Finishes: Flooring, Paint, Fire Sprinkler Tie-In, and HVAC installation

Targeted Tenants: Neighborhood Retailers providing experiential amenities on site for residents

Key Features: Common Area Shared Bathroom



Commercial Update | Sarah Jones-Anderson, Brinshore



UNITY PLACE AT KINDRED

Formerly Blocks 17 and 18

Total SF: 22,067

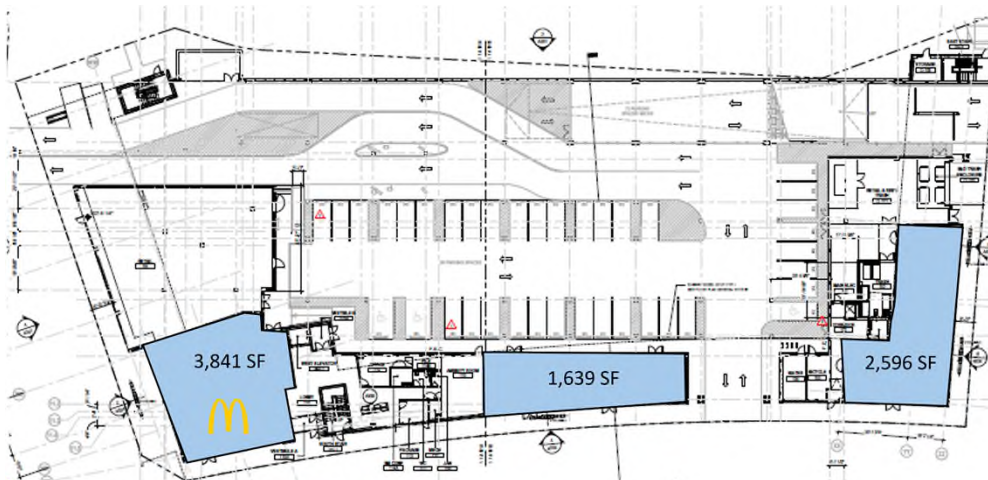
- Block 17: 12,311 SF
- Block 18: 9,756 SF

Delivery: September 2025

Confirmed Users: McDonalds with Drive Through

Targeted Tenants: National Credit/High-Rent User, Neighborhood Retail, Grab-and-Go light food and beverage

Key Features: Planned micro-retail across Freemason, Onsite Parking



Commercial Update | Sarah Jones-Anderson, Brinshore



KINSHIP AT KINDRED

Formerly Blocks 9 and 16

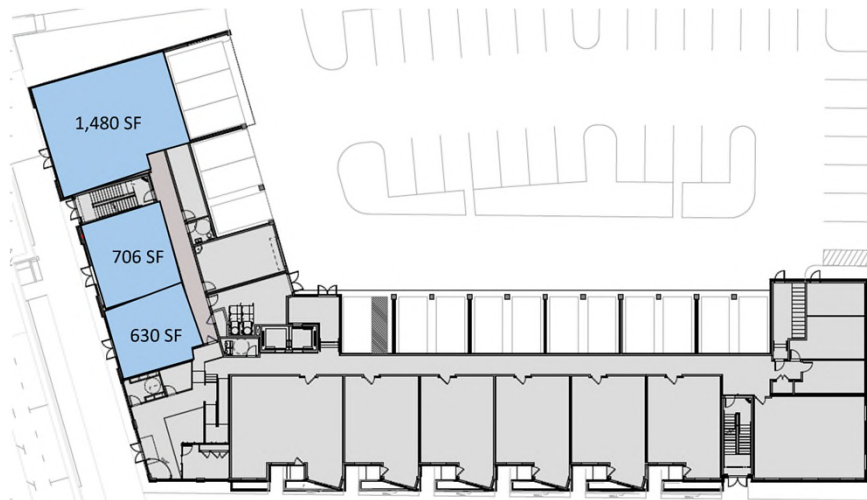
Total SF: 5,228

- Block 9: 2,412
- Block 16: 2,816

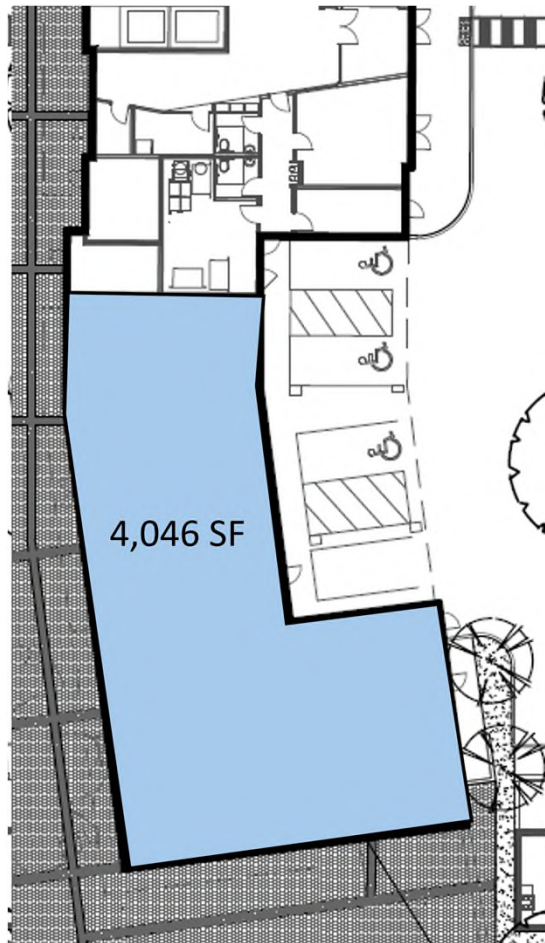
Delivery: 2026-2027

Targeted Tenants: TBD depending on tenant mix of earlier phases

Key Features: Access to newly constructed commercial corridor feeding into Blue Greenway



Commercial Update | Sarah Jones-Anderson, Brinshore



RESILIENCE AT KINDRED

Formerly Block 5

Total SF: 4,046

Delivery: 2026-2027

Targeted Tenants: TBD depending on tenant mix of earlier phases

Key Features: Onsite Parking, Final Phase of Development

Commercial Update | *Sarah Jones-Anderson, Brinshore*











SPAC Open Discussion

- *SPAC Open Discussion*

SPAC Members



Adjournment