

Mayor's St. Paul's Advisory Committee

Meeting Minutes

Date of Meeting: December 3, 2024

Minutes Prepared By: Krystle Aponte, City of Norfolk

1. Purpose of Meeting: To provide project updates and feedback regarding the St. Paul's Transformation project, including People First, Development, Economic Inclusion, and more.

2. Attendance at Meeting

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

3. Agenda

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

- **Special Presentation to Councilwoman Royster** **6:05**
 - *Mayor Kenneth C. Alexander, City of Norfolk*

- **People First Update** **6:15**
 - *Thomasine Norfleet, People First ^{USI}*

- **Development Update** **6:40**
 - *Sarah Jones-Anderson, Brinshore*

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- **Project Updates** **6:50**
 - *Marcia McGill, DHCD*
- **T.I. Fund Overview** **6:55**
 - *Marcia McGill, DHCD*
- **SPAC Open Discussion/Holiday Celebration** **7:00**
- **Adjournment** **7:30**

4. Meeting Notes

- 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 December 2024 St. Paul's Advisory Committee meeting. Ms. Hamm Lee verified the presence of the committee members and opened the floor to the committee chairs for their opening remarks.
- Councilwoman Danica Royster greeted the committee and expressed immense gratitude for the opportunity to serve as co-chair of the St. Paul's Advisory Committee during her tenure on City Council.
- Councilman Paige expressed agreement with Councilor Royster's remarks, conveyed his appreciation for her heartfelt dedication and diligent service, and shared his enthusiasm for the discussions to take place during tonight's meeting.
- Ms. Hamm Lee expressed her gratitude to the co-chairs for their remarks and invited committee members and meeting attendees to enjoy the refreshments before continuing with the agenda.

- II. **Special Presentation to Councilwoman Royster** **6:05**
 - *Dr. Kenneth C. Alexander, City of Norfolk*

- Dr. Kenneth Alexander, Mayor of the City of Norfolk, thanked the committee for their dedicated service. He then recognized Danica Royster for her role as Co-Chair of the committee and announced that she will transition to a citizen member on the committee. The Mayor expressed great appreciation for her resilience and leadership throughout her tenure.
- In appreciation, Ms. Royster was presented with a plaque and flowers as a token of the committee's appreciation for her contributions.
- Ms. Royster thanked everyone and expressed sentiments of gratitude.

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III. People First Update

6:15

- *Thomasine Norfleet, People First^{USI}*
- Ms. Thomasine Norfleet presented a comprehensive overview of the People First Year 5 Impact Report, highlighting the significant milestones and data that reflect the core pillars of USI (Urban Strategies Inc.): housing, education, economic mobility, and health and wellness. The presentation emphasized the achievements and progress made within each of these areas over the past year.
- Additionally, Ms. Norfleet spotlighted three resident stories, showcasing the real-life impact of the initiative on individuals enrolled in People First services. These resident spotlights provided a human element to the report, illustrating the tangible difference the People First program has made in improving the lives of its participants.
- In absence of the health and wellness presentation slide, Ms. Norfleet verbally shared the following data points:
 - 98% of adult residents have health insurance.
 - 85% of adults have secured a facility of care other than the emergency room.
 - 100% of children have health insurance.
 - 90% of residents who have chronic health conditions are assessing services to manage their health.
- Hard copies of the Year 5 Impact Report were provided to the St. Paul's Advisory Committee members and meeting attendees.
- In reference to the resident success story of Shanelle Keene, highlighted on presentation slide 15, Councilor Royster requested that People First share the link to Ms. Keene's books to support her efforts. This would help raise awareness and encourage support for Ms. Keene's work. Additionally, Councilor Royster suggested that People First connect with the Norfolk Public Libraries to facilitate Ms. Keene's involvement in the local author program, which would provide her with further opportunities to showcase her work within the community.
- No additional comments or questions arose.
- Barbara Hamm Lee encouraged everyone to read through the impact report.
- The presentation slides are attached.

IV. Development Update

6:40

- *Sarah Jones-Anderson, Brinshore*
- Ms. Jones-Anderson greeted the committee and began the presentation by providing a development update. She shared revised photos of Block 5, the status of Blocks 17 and 18, the approval of the redesign, and building images for Blocks 1 and 2. This information gave the committee a clear overview of the current progress and upcoming phases of the development project.
- Ms. Royster requested that Dr. Susan Perry provide the greater group with an update on the development redesign, including additional details about the changes, particularly the

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homeownership opportunities. This would ensure that all stakeholders are informed and up to speed on the progress and potential benefits of the redesigned housing plan.

- Dr. Perry announced that the redesign will result in an increase in overall housing availability, as the density will be raised in other blocks. The redesign includes two additional blocks that will accommodate 25-30 single-family homes and townhomes, which are intended to be used for homeownership—a key goal of the project. Furthermore, the creation of homeownership opportunities opens up the potential to employ local SWaM (Small, Women-owned, and Minority-owned) contractors to carry out the construction.
- Ms. Jones-Anderson concurred with Dr. Perry's comments and proceeded to slide 20, where she shared details of a commercial update slated for January 2025.
- The update will include HVAC cost estimates and will outline plans to minimize the costs associated with the buildout.
- No additional comments or questions arose regarding the development update.
- Ms. Jones-Anderson continued to slide 21, where she provided an economic inclusion update. She shared an overview of the official MBE (Minority Business Enterprise) and WBE (Women Business Enterprise) goals, as well as the progress made towards achieving these goals. This update highlighted the efforts to ensure diverse business participation in the project and the ongoing work to meet the established inclusion targets.
- In reference to slide 24, Councilor Paige inquired whether any research had been conducted regarding 84 Lumber's WBE status and whether this was addressed in time for the project.
- Ms. Jones-Anderson apologized for the matter slipping off her radar and assured the committee that she would look into the question regarding 84 Lumber.
- In follow up to the October meeting, Dr. Glenn Porter inquired about the ownership of the returning McDonald's.
- Although Ms. Jones-Anderson was unable to provide a response, Mr. Paige informed the committee that, following a discussion with John Mayer, owner-operator of the former McDonald's in St. Paul's, he learned that the McDonald's Corporation has its own process for handling such matters. Mr. Paige further clarified that, at this point, the return of the previous owner-operator is out of their hands and beyond the committee's control.
- Ms. Jones-Anderson added that, although Brinshore is unable to influence the McDonald's Corporation's decision, their goal aligns with that of the committee, as they share the same desire for the return of the previous owner-operator.
- No additional comments or questions arose.
- The presentation slides are attached.

V. Project Updates

6:50

- *Marcia McGill, DHCD*

- Marcia McGill shared a brief overview of project updates, including the status of the former Tidewater Park Elementary School building, the Hunton YMCA, and the upcoming ribbon cutting

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of Aspire at Church Street. These updates provided the committee with key milestones and upcoming events related to the ongoing development projects.

- No additional comments or questions arose.
- The presentation slide is attached.

VI. T.I. Fund Overview

6:55

o *Marcia McGill, DHCD*

- Ms. McGill transitioned her presentation to provide an overview of the Tenant Improvement (T.I.) Fund Program. She discussed the program's objectives, the commercial footprint, the program processes, and shared a projected timeline for the initiative. This section gave the committee a clear understanding of how the T.I. Fund Program will support the buildout (hard and soft costs) of commercial space and wrap-around technical support of small, women, and minority owned businesses.
- In reference to slide 28, which mentioned the City's \$3 million dollar investment in the Tenant Improvement (T.I.) Fund Program, Councilperson Danica Royster asked for clarification on the frequency and availability of the funding.
- Marcia McGill confirmed that the \$3 million represents the funds available to date.
- In response, Ms. Royster encouraged the City to consider making a larger financial contribution and investment into the program to further support its impact. Ms. Royster also encouraged staff to clearly communicate to potential recipients that the funds are not ongoing, in order to manage expectations. She emphasized the importance of coordinating the marketing of the program.
- Ms. McGill acknowledged Ms. Royster's comments and continued by thanking Paige Davis, a member of the City's Department of Housing & Community Development, for her leadership on these efforts. She acknowledged that Ms. Davis has conducted extensive research on the best practices of similar programs used around the country, contributing valuable insights to the success of the Tenant Improvement (T.I.) Fund Program.
- Ms. McGill shared that the City's Development Department will take the lead in identifying an administrator for the grant program. The administrator's responsibilities will include overseeing the marketing, managing the application process, handling grant allocations, and other related tasks essential to the program's success.
- Christopher Tan asked for further clarity regarding the management of the lease process. Ms. McGill confirmed that the administrator of the grant program will be responsible for overseeing the lease process, along with other duties related to the program's implementation.
- Ms. McGill thanked everyone for their questions and comments.
- The presentation slide is attached.

IV. SPAC Open Discussion/Holiday Celebration

7:00

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- Ms. Hamm Lee thanked Ms. McGill for the presentation and then transitioned into open discussion. She opened the floor for committee members to share their sentiments with Ms. Royster, as this was her last meeting as co-chair of the committee.
- William Harrell and Iris Lundy expressed their gratitude to Councilor Royster for her dedicated commitment to the work on behalf of the families involved in the St. Paul's Transformation area. They acknowledged her contributions and leadership during her time as co-chair.
- Ms. Royster thanked the members for their kind remarks and further expressed her passion and compassion for the families impacted by the work of the committee. She highlighted her deep commitment to making a positive difference in the lives of those served by the initiatives.
- Ms. Hamm Lee acknowledged Councilman-Elect Carlos Clanton, who was in attendance, and announced that he will become Co-Chair of the committee beginning in January 2025.
- Ms. Hamm Lee asked the committee for their agenda ideas for January. The following responses were collected:
 - Updated report of People First Evaluation performed by Norfolk State University
 - Progress reports on the apartments within the St. Paul's area footprint, including the Aspire at Church Street
 - Progress reports on the demolition of Tidewater Park Elementary School
 - The number of former Tidewater Gardens residents who have returned to Kindred to date
 - A one-pager of frequently asked questions and talking points about the St. Paul's transformation work
 - A report on the outcomes of participants in the People First program vs. those who opted out of services, including outcomes of families that opted in or out within the same household and whether engagement with People First has increased over time
 - The number of family split vouchers that are in use and how many are working with People First.
- Councilor Paige noted for the record that Councilor Royster made history by, although stepping down as Co-chair, she is choosing to remain committed to the work and stay involved with the committee. Her dedication to the cause, even in a different capacity, was acknowledged as a significant contribution.

V. Adjournment

7:30

- Ms. Hamm Lee thanked everyone for their contributions to the agenda for January's SPAC meeting. To manage expectations, she noted that if all content is not gathered by January, it will be covered in February. This ensured the committee members understood the timeline and that any remaining matters would be addressed in the following month.
- There were no additional comments or questions.
- Ms. Hamm Lee wished everyone a happy holiday and stated that the meeting was adjourned.



St. Paul's Advisory Committee Meeting

Location: Foodbank of Southeastern Virginia and the Eastern Shore
December 3, 2024

Agenda

Welcome | 6:00

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

Special Presentation to Councilwoman Royster | 6:05

People First Update | 6:15

Nicole Brown, People First, USI

Development Update | 6:40

Sarah Jones-Anderson, Brinshore

Project Updates | 6:50

Marcia McGill, DHCD

TI Fund Overview | 6:55

Marcia McGill, DHCD

SPAC Open Discussion/Holiday Celebration | 7:00

Adjournment | 7:30

Barbara Hamm Lee, SPAC Liaison



Special Presentation to Councilwoman Royster

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Councilwoman Danica J. Royster, Co-Chair



*Thank you for your
visionary leadership that
places people at the heart.*

PEOPLE  FIRST



PEOPLE  FIRST

 | EMPOWERED BY
URBAN STRATEGIES, INC.

People First Update

- *People First Year 5 Impact Report*

Nicole Brown, People First

YEAR 5

TIDEWATER GARDENS IMPACT REPORT

PEOPLE  FIRST
EMPOWERED BY
URBAN STRATEGIES, INC.





**Mayor Kenneth Cooper Alexander,
Ph.D.**

As we wrap up FY2024, we celebrate a significant milestone: the completion of year five in the St. Paul’s area transformation project. I am thrilled to share that construction of the first two apartment buildings, Origin Circle and Reunion, is now complete. Forty-five former Tidewater Gardens residents have returned to new homes in the revitalized neighborhood, now known as Kindred!



NRHA Executive Director Simms

NRHA, alongside our community and corporate partners, has accomplished so much in the past five years. That includes improving our downtown landscape and giving residents the opportunity to expand their real estate. Collaborative initiatives such as the Reunion Senior Living at Kindred and the Origin Circle at Kindred properties, are stellar examples of what can be accomplished when a city, and its critical agencies, are aware of constituents’ needs and what the landscape requires.



Councilmembers Royster and Paige

In 2019, we embarked on a transformative journey to revitalize the Tidewater Gardens neighborhood. Our goal was to replace outdated barracks-style housing with new, eco-friendly homes and apartments designed to enhance and strengthen our vibrant community.



But this project is not just about buildings. It’s about people — the resilient residents of former Tidewater Gardens whose lives were disrupted, and the only certainty was change. The City of Norfolk, NRHA, and the St. Paul’s area Advisory Committee promised that all decisions would be made through the lens of “people first,” and we kept our promise.



USI President Esther Shin

It has been five years since we collectively began reimagining what the former Tidewater Gardens could not only look and feel like, but what the dreams and aspirations of the children and families of this community could realize. With the Origin and Reunion Circle community reopened and Kindred welcoming back families, the dedicated members of the People First Empowered by USI team, our critical partners, and stakeholders throughout Hampton Roads should be proud of the extremely hard work that we have collectively committed to and achieved.

- Helps Tidewater Gardens households stay stable in their housing of choice
- Provides case management services: housing applications, rental subsidies, and connections to supportive services (childcare, healthcare, legal aid)
- Assists residents in understanding tenant rights and responsibilities, resolving landlord disputes, and preventing eviction
- Supports long-term housing stability through financial coaching, emergency rent assistance, and access to affordable housing
- Empowers families to maintain stable homes and live with dignity and independence



People First^{USI} Norfolk Team

94%
eligible families
engaged with
PeopleFirst^{USI}



By the end of Year 5, 94%, or 577, of the 614 original eligible Tidewater Gardens families had engaged with the People First^{USI} Team.



Norfolk City Council passed an ordinance allowing former Tidewater Gardens residents the right to return, regardless of their enrollment status with People First^{USI}. Enrollment in People First^{USI} is not a requirement for return.



100%
of households enrolled with PeopleFirst^{USI} are eligible for Right to Return.



53%
of our adult participants (315) reported having access to a computer with internet connectivity in their home.

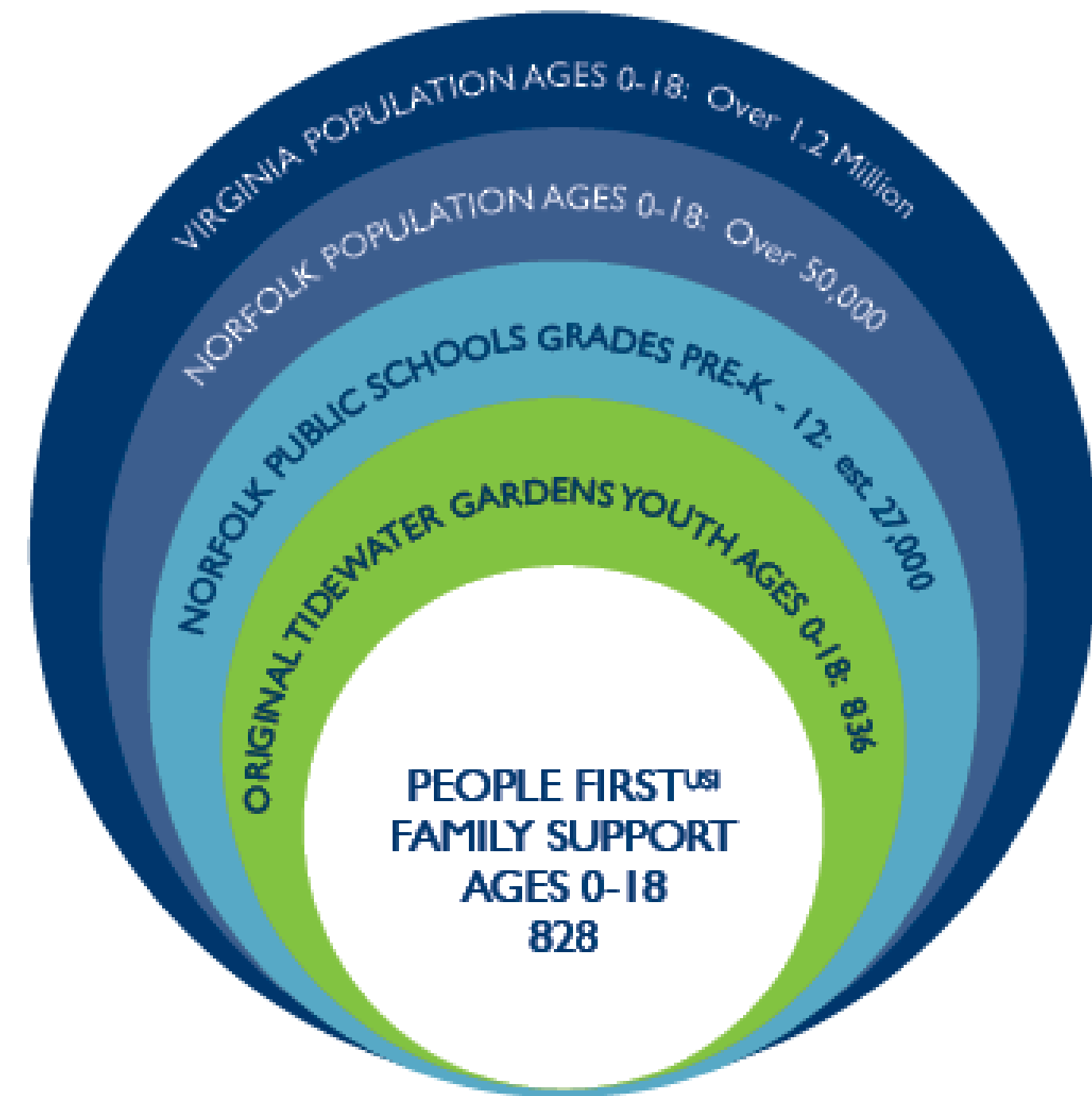


As of June 30, 2024
89.5%
(or 510) of 570 families report being in good standing with their property manager/landlord



85%
(or 508) of our adult participants report feeling safe in their home

- Ensures all children and youth in Tidewater Gardens are ready for school and prepared for college, career, and life.
- Provides educational support services, including early childhood education programs to prepare children for kindergarten.
- Offers after-school tutoring, mentorship, and enrichment activities to promote academic success and personal growth.
- Focuses on helping students thrive in and out of school and graduate from high school.

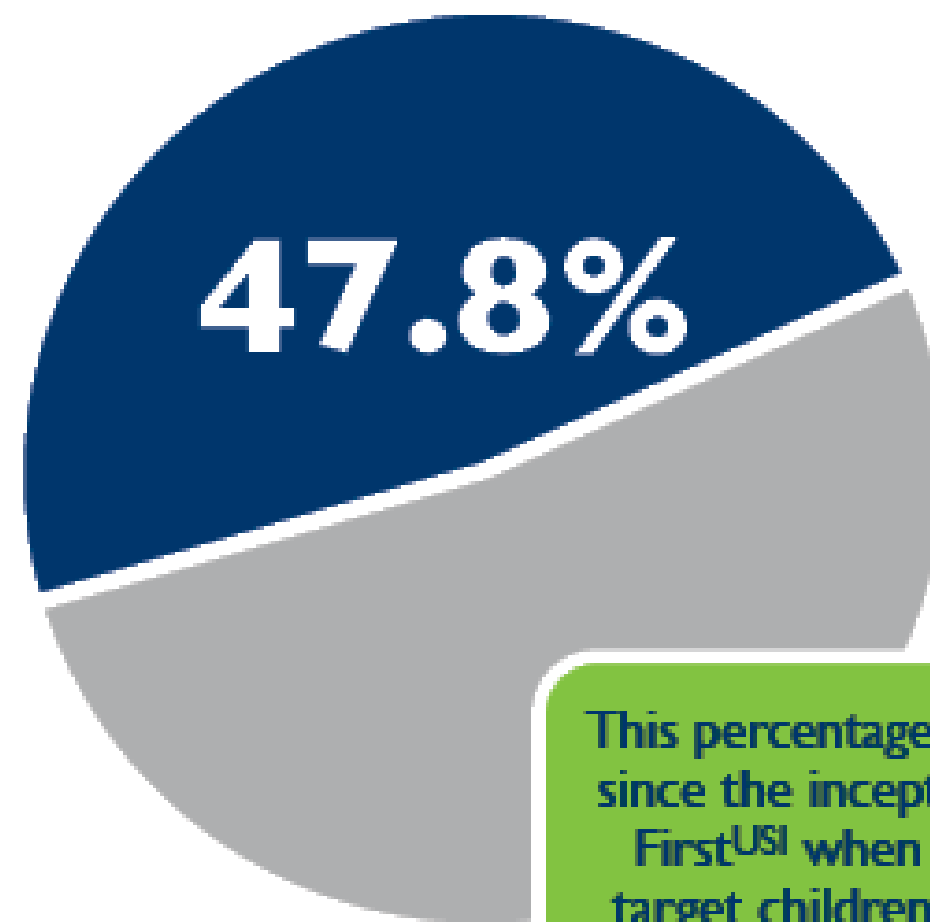


Data snapshot provided by Norfolk Public Schools and LEARN (USI's Data Management System)

Early Learning and Kindergarten Readiness

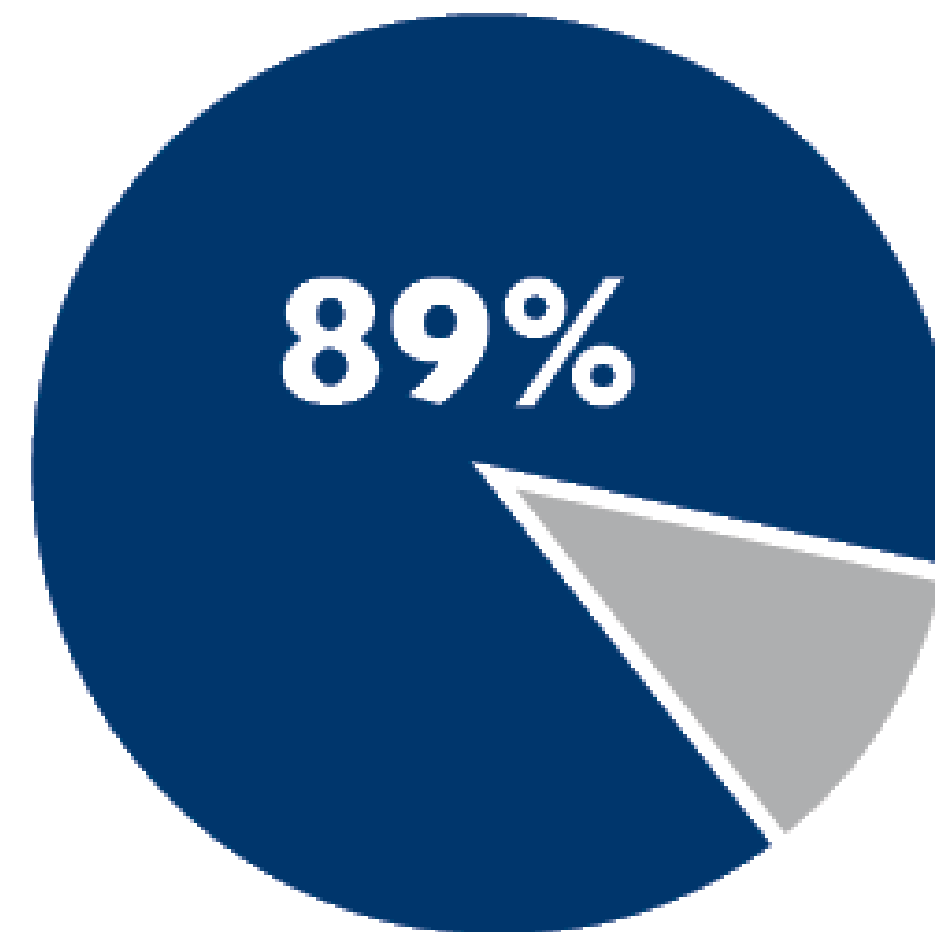
Almost half of 0–4 year-olds served by People First^{USI} have actively participated in center-based or formal home-learning programs or services. There continues to be an increase in these metrics as new early learning strategies are being implemented with community partners.

0-4 YEAR OLDS SERVED BY PEOPLE FIRST^{USI}
ACTIVELY PARTICIPATING
IN LEARNING PROGRAMS



This percentage has increased since the inception of People First^{USI} when only 12% of target children participated.

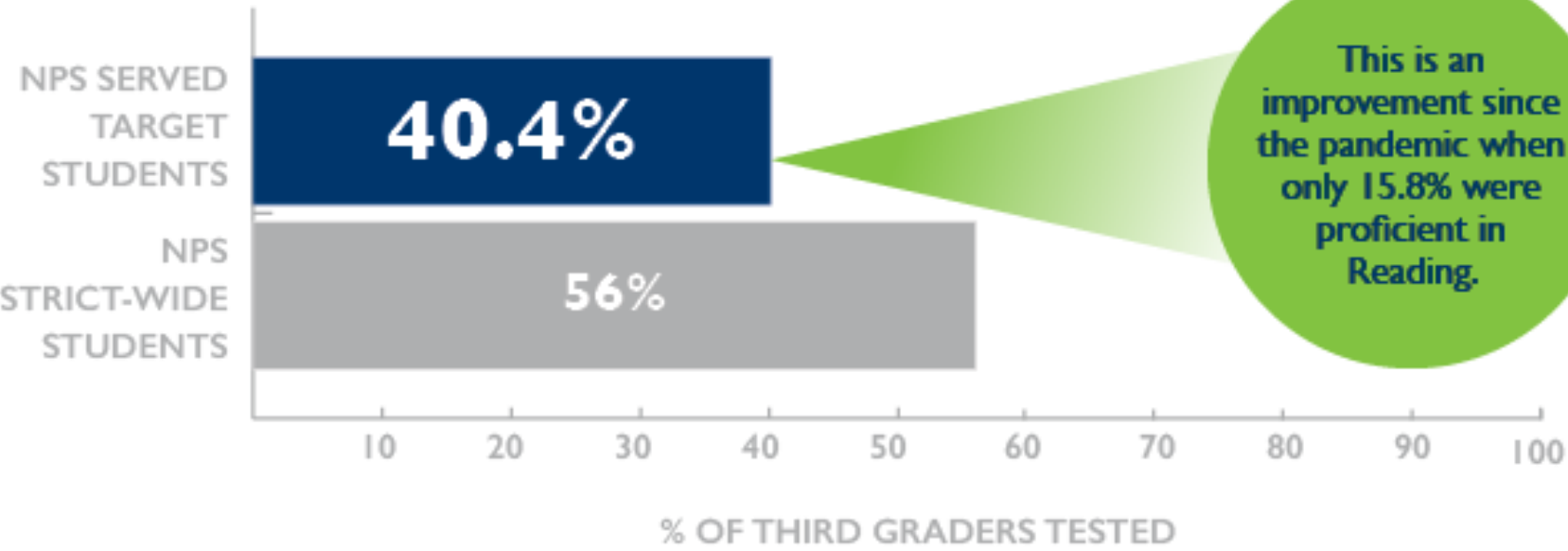
PRESCHOOL AGED CHILDREN
SCREENED FOR AGE-APPROPRIATE
DEVELOPMENT



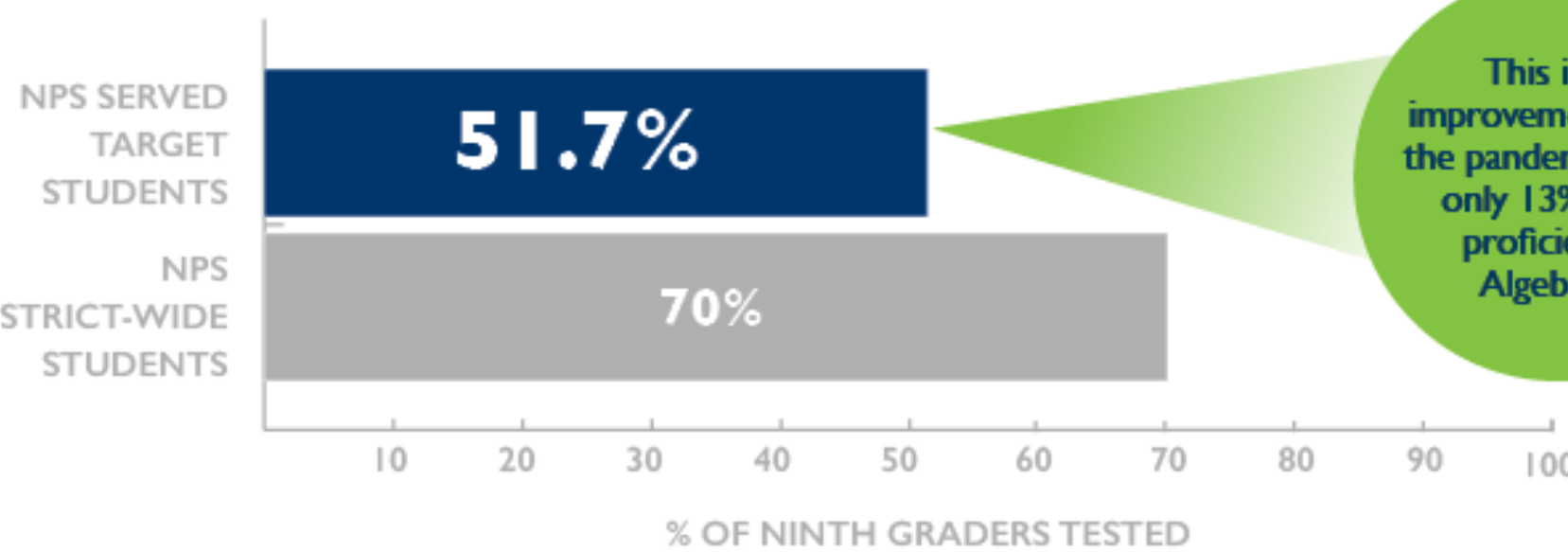
Data snapshot provided by LEARN (USI's Data Management System)

Elementary & Middle Reading/Math Proficiency

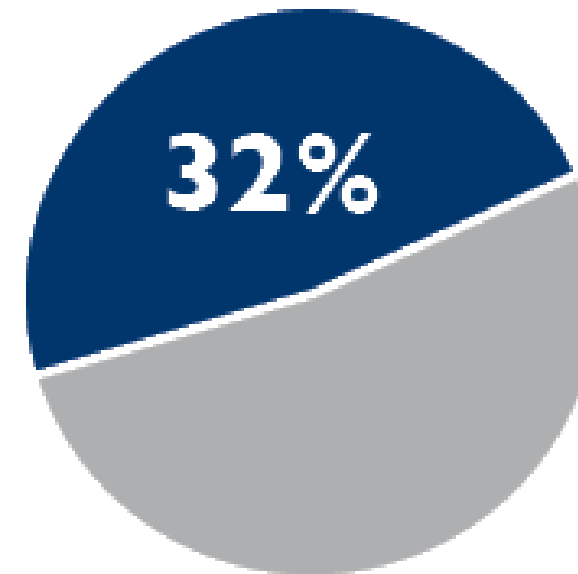
THIRD GRADERS PROFICIENT IN READING



NINTH GRADE MATH PROFICIENCY (ALGEBRA I)

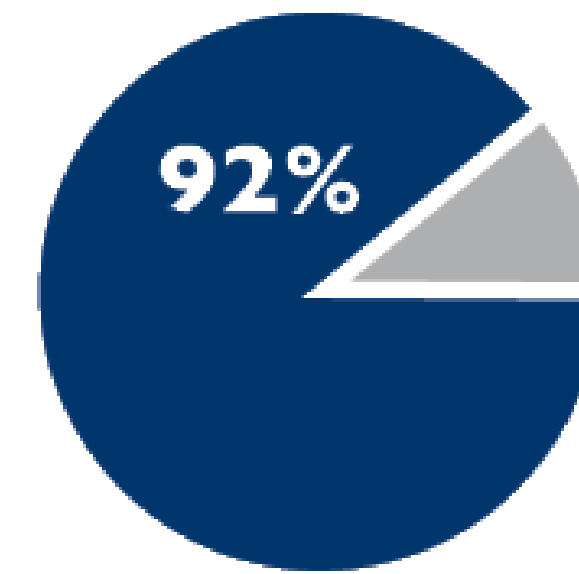


ENROLLED IN YOUTH ENRICHMENT ACTIVITIES



32% of target school age youth enrolled in Family Support are participating in youth enrichment activities with partnering organizations

STUDENTS PROMOTED TO THE NEXT GRADE LEVEL



92% of the elementary, middle, and high school students who attended more than 45 different NPS schools in 2023 were promoted to the next grade level



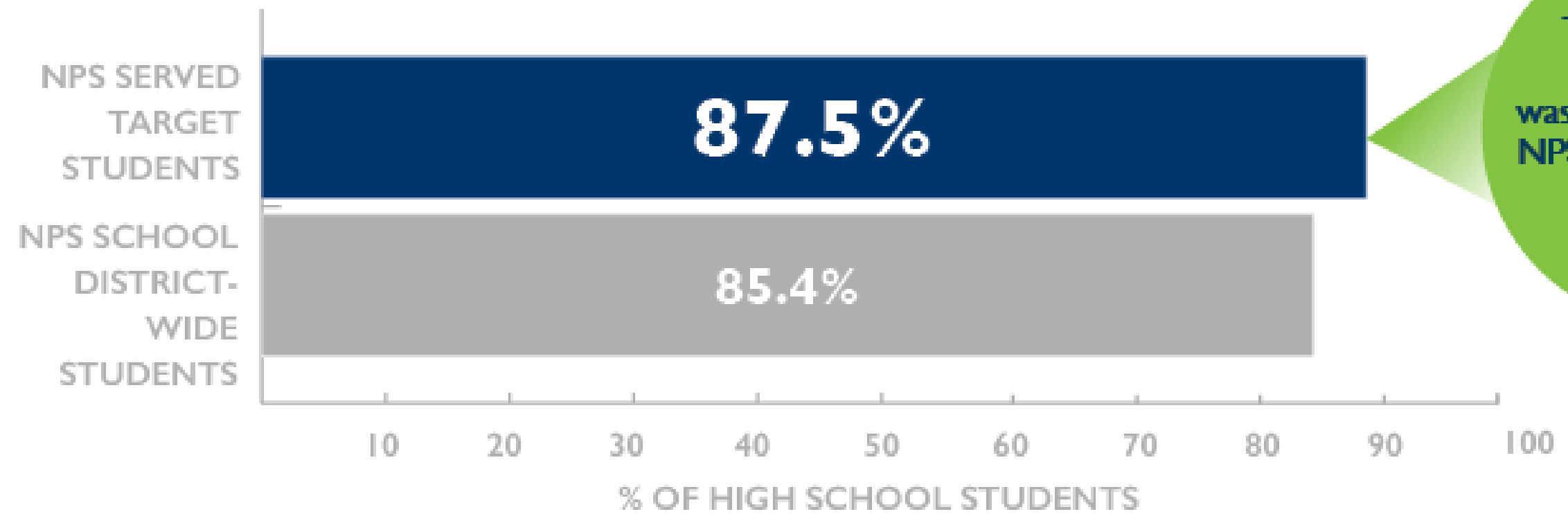
84% of the students attend schools outside of the neighborhood
15.5% attend schools in the St Paul's transformation area

Data snapshot provided by Norfolk Public Schools and LEARN (USI's Data Management System)

- Improving outcomes for target youth requires partnerships and a team approach, with parents involved
- People First leverages community assets to support youth
- The Network meets quarterly to review results, celebrate successes, and problem-solve
- USI meets monthly with the Principal Education Partner to coordinate resources and address challenges

High School

2023 HIGH SCHOOL GRADUATION RATE



The graduation rate in 2023 was 87.5%, exceeding NPS' graduation rate, which was 85.4%.



22 target students in 2024

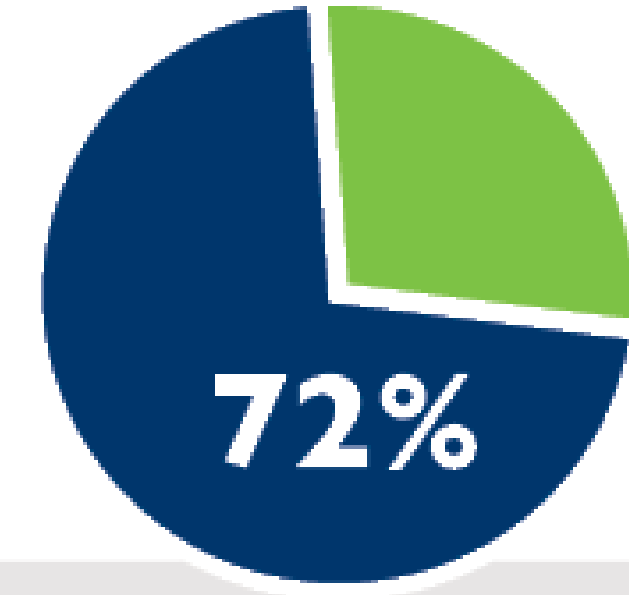
USI is tracking student's post-secondary activities and progress

Data snapshot provided by Norfolk Public Schools

- Supports economic independence through job training, financial literacy, and employment resources
- Offers skills development, resume building, interview prep, and networking
- Partners with local businesses to create sustainable employment pathways
- Helps residents secure long-term careers



117 JOBS
were gained between
July 1, 2023–June 30, 2024



72% of target residents aged 18–64
reported receiving wage income



The average annual wage income of target
households—excluding those unable to work
due to age or disability—was
\$28,645



At the close of Year 5 (June 30, 2024),
the average household income was
\$37,985

Data snapshot provided by LEARN (USI's Data Management System)



Shanell Keene

Shanell Keene doesn't want to return to Kindred, and that's by design. Residents in Tidewater Gardens were free to choose where they would relocate during the transformation project. For Shanell, the relocation meant building a fulfilling life for her family outside of the St. Paul's neighborhood.

Through People First's partnership with Old Dominion University's Dream Builder Program, Keene has continued to build her entrepreneurial dreams. During COVID, Keene started writing children's books, which now has expanded into book signings and a growing publishing business. With a mentor from People First, she is working toward homeownership and launching a nationwide contest for young illustrators.

"Their resources are unmatched."



Janice Oliver

Janice Oliver is not only thrilled to return to Kindred, but she is also deeply appreciative of the support she received from People First throughout her journey.

As Janice settled into her new residence, she faced an unexpected challenge: just before a scheduled medical procedure, she discovered that her health insurance had been canceled, and she would need to pay half of the procedure cost upfront – an amount she couldn't afford.

Fortunately, People First stepped in to help her secure affordable and reliable insurance.

"I feel safer. People First USI has been a big help"



Shahide Battle

When families were relocated from Tidewater Gardens, eighth-grader Shahide Battle found himself in a new home in the Grandy Village public housing community. It was a time of significant change for any young person – made even more challenging by the constraints of the COVID-19 pandemic. Rather than dwell on leaving his old neighborhood and friends, he focused on the things he could control: school and sports at Lake Taylor High School.

As graduation in 2024 approached, Shahide's hard work and perseverance opened new doors. Universities took notice with West Virginia and Old Dominion showing interest. Ultimately, he accepted a full-ride scholarship to Glenville State University in West Virginia. During his senior year, Shahide's journey was supported every step of the way by an education specialist and graduation coach who ensured he stayed on track for college success.

"It is what you make it. Enjoy the moment and the time."

Development Update

Development Update



Block 5 Building A1 and adjacent amenities



Building Plaza



Roof Top Deck



Building Plaza -Birdseye

Development Update

- Blocks 17/18 are under construction, roofing currently in progress
- TWG A scheduled to close by end of the calendar year
- TWG B1/B2 redesign was approved by ARB and Planning Commission



Block 5 Building A1 – @ Mariner and Church Street

B1 & B2 Building Images



Block 4



Block 3B



Block 11

Commercial Update

- Planning a more in-depth update for January SPAC meeting
- Have requested estimates for HVAC systems for the commercial space
- Exploring options for Developer to positively impact upfront costs to build out commercial space
- Continuing conversations with future tenants



Building 17 & 18 – Unity Place

Economic Inclusion Update

- *Economic Inclusion Report*

Sarah Jones Anderson, Brinshore

Overview of Official MBE and WBE Goals

The following criteria will be used to measure the Developer’s compliance with the Master Development Agreement:

	Goals
MBE (SWAM Minority or National / Regional MBE Certification)	12.0%
WBE (SWAM Woman or National / Regional WBE Certification)	13.3%
Combined	25.3%

For calculating the above percentages

The denominator will include:

- The cost of Construction Trades
- The costs of Non-Construction Trades included in Exhibit A

The numerator will include:

- The costs of Construction Trades
- The costs of Non-Construction Trades included in Exhibit A
- Development Fees paid to MWBE JV Partners
- Developer’s contribution of 10% of paid Developer Fee to a Resident Services Fund
- The value of philanthropic grants made by the Developer or its established partnership group to the project
- Other financial contributions derived from the Developer’s efforts (to be approved by the City and NRHA)

Progress Toward Goals: Blocks 19 and 20

General Contractor: Marlyn Development

Subcontractor	SWAM Certification #	Total subcontract amount: MBE (12% goal)	Total subcontract amount: WBE (13.3% goal)	Total subcontract amount: Combined (25.30% goal)
A and S Contract Co	824121	\$2,469,035		
Coastal Pipeline Services	725696		\$2,584,119	
Majk	671876	\$44,000		
Rican Cleaning Service LLC	817679		\$20,000	
Saunders Fence Co	656813		\$48,596	
United Contractors Inc	688773		\$1,539,580	
Dominion Builders and Contractors LLC	701275	\$126,296		
TTR Enterprises, LLLC	810564	\$90,000		
Totals:		\$2,729,331	\$4,192,295	\$6,921,926
Percentage of Total Contract Amount (Trades only)		6.93%	10.65%	17.59%

Progress Toward Goals: Blocks 17 and 18

General Contractor: Breeden

Subcontractor	SWAM Certification #	Scope	Total subcontract amount: MBE (12.00%)	Total subcontract amount: WBE (13.30%)	Total subcontract amount: Combined (25.30%)
New Media Systems	5606	Aerial Photography	\$2,121.50		
Colonial Construction Materials	663589	Silt Fencing		\$30,543.90	
Jaswal Corp	726701	Electrical	\$4,309,237.13		
Trinity Construction Services	653456	Site Work	\$3,202,628.35		
84 Lumber	686367	Lumber		\$991,819.71	
Brick Solution Inc	662653	Masonry	\$2,891,085.70		
Venemex LLC	814061	Drywall	\$1,853,600.00		
Barrier Cable Systems Inc	719255	Barrier Cables		\$29,000.00	
Zuleta Sheet Metal Inc	831557	HVAC	\$2,146,124.26		
Staff Zone	NWBOC RCW22438	Temp Labor		\$37,485	
Blue Sky Contracting	827123	Painting	\$616,000		
Clearly Clean	829064	Janitorial		120,531.99	
Totals:			\$15,020,797	\$1,209,381	\$16,230,178
Total Contract Amount (Trades): \$44,083,314.06					
Percentage of Total Contract Amount (Trades only)			34.07%	2.74%	36.82%



Project Updates

Marcia McGill, DHCD

Project Updates

- Demolition of Tidewater Park Elementary building structure is complete, with the removal of all underground piles by December 8, 2024
- Abatement is complete on the old Hunton YMCA building, and the building demolition is anticipated to occur between December 2024 and mid-January 2025
- Aspire at Church Street will have their official ribbon cutting on December 17, 2024 @ 1:00 pm





Tenant Improvement Fund Overview

- *Small, Women and Minority-owned businesses Tenant Improvement Fund*

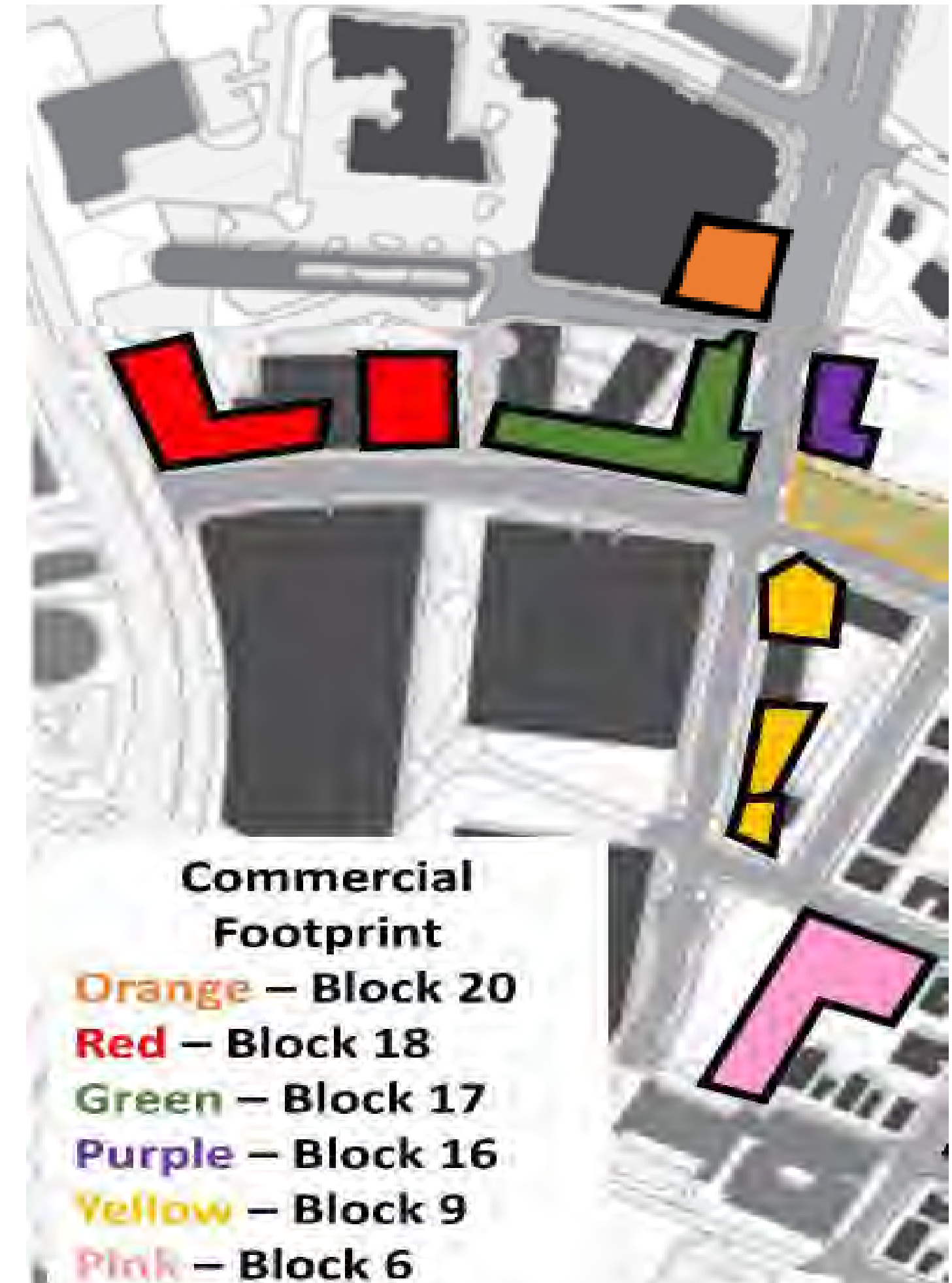
Marcia McGill, DHCD

Commercial Footprint

Commercial Space in St. Paul's Transformation Area
– Kindred community.

- 36,011 sq ft available

Located along St. Paul's Boulevard between East Brambleton Avenue and Market Street, including historic Church Street.



Tenant Improvement Fund Program

Overview:

A competitive grant program, offering reimbursement of build out costs and technical assistance, designed to help local small, minority, and women-owned businesses establish commercial spaces in the Kindred neighborhood

- Tenant Improvement Program currently funded at \$3M

Objectives:

- Foster diverse and thriving commercial spaces in a mixed-income community
- Support the Revitalization of the Church Street Corridor - a once historic commercial hub for African Americans



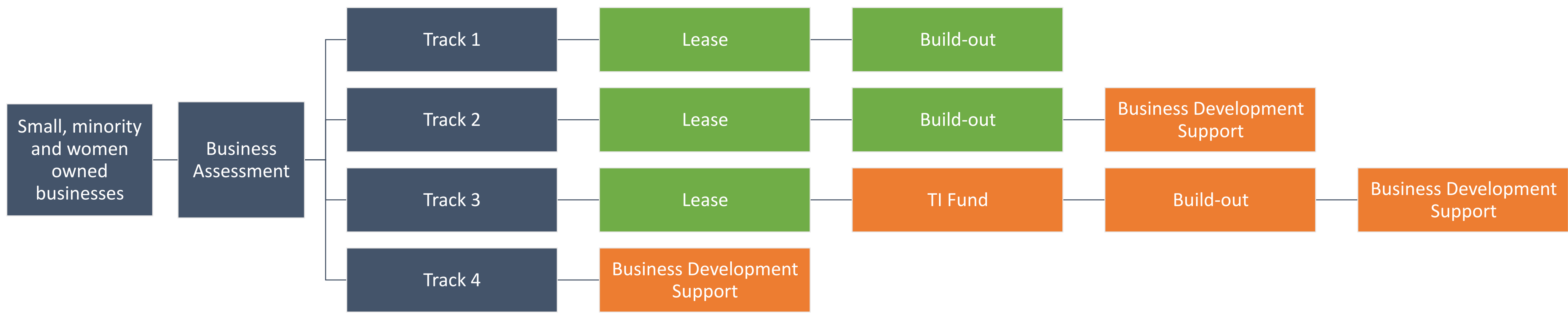
Tenant Improvement Fund Program

In partnership with Norfolk Economic Development, the TI Fund Program will provide:

- **Build Out Support:** Hard costs and soft costs
- **Technical Assistance:**
 - Commercial Leasing/Advocacy
 - Business Development - One-on-One Coaching

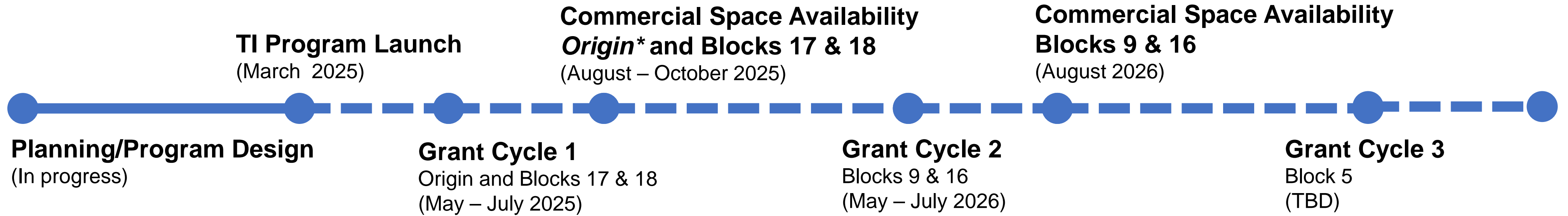
A third-party contractor will be selected to administer and market the program

The Tenant Improvement Program offers four pathways:



Tenant Improvement Fund Program

Projected Timeline:



Tenant Improvement Fund Program

Questions?





SPAC Open Discussion/Holiday Celebration

Adjournment



*Happy
Holidays!*

WARM WISHES FOR THE HOLIDAY SEASON