

Minority Business Council Meeting

The HIVE

4636 Columbus Street - Suite 100

October 8, 2021

3:00 p.m. – 4:30 p.m.

MBC Vision: To be the leading influence in connecting contractor resources with city opportunities and beyond.

MBC Mission: Advance and facilitate an environment of business opportunities, focusing on increasing expenditures to minority and women-owned businesses by the City of Virginia Beach as a means to further the City's economic development and vitality.

Public Comment: Any member of the public who would like to address the Minority Business Council should register with the Chair at least 24 hours prior to the meeting. You may contact the current MBC Chair, Olga Torres at olgalt311@gmail.com. If you are unable to register with the Chair prior to this deadline, you are encouraged to register to speak at a subsequent meeting.

	Name	Agenda Item	Minutes
I.	Olga Torres Chair	Call to Order Welcome, Introductions and Approval of Minutes	10
		Industry Hour Dominion Energy John Larson Director, Public Policy & Economic Development Coastal Virginia Offshore Wind (CVOW) Project	15
II	Damen Watson	Outreach Committee	5
III.	Frances Thompson	Minority Awareness Committee	5
IV.	Olga Torres	Data Collection and Analysis	5
V.		Policy Committee	5
VI.	Olga Torres	Other Business: Staff Report – Rebecca Kee	5
		Minority Business Commission Report – Ed Hopper/Damen Watson	5
		Economic Development Report – Jeff Smith	5
		Liaison Reports: City Council Members: Louis Jones Aaron Rouse	5
		School Board Liaison: Dr. LaQuiche Parrott	5

REMINDER: Submit Volunteer Form

Committees			
Policy	Outreach	Minority Awareness	Data Collection & Analysis
	Damen Watson, Chair (EB)	Frances Thompson, Chair (EB)	Olga Torres, Chair (EB)
	Ed Hopper	Jaketa Clark	Frances Thompson (EB)
		Francina Harrison	
	Cuprice Anthony-Cox (A)		LaQuiche Parrott (SB)
		Rhonda Alexander (A)	

(A) Associate (EB) MBC Executive Board Members (SB) School Board Liaison

City Staff		
Name	Title	Department
Taylor Adams	Director	Department of Economic Development
Letitia L. Shelton	Director	Department of Finance
Rod Ingram	Deputy City Attorney	City Attorney's Office
Rebecca Kee	Purchasing Agent	Purchasing Division
Jeff Smith	SWaM Business Development Manager	Department of Economic Development
Lavera Tolentino	Program Administrator	Purchasing Division
Keith Lee	Minority Business Coordinator	Purchasing Division
Nikita Susens	Minority Business Coordinator Assistant	Purchasing Division

For more information about the MBC go to <http://www.vbgov.com/mbc>

or



[facebook.com/VAB.MBC](https://www.facebook.com/VAB.MBC)



[@myVBMBC](https://www.instagram.com/myVBMBC)



[@myVBMBC](https://twitter.com/myVBMBC)

MBC MEETING SIGN-IN SHEET

The HIVE
4636 Columbus Street – Suite 100 – Virginia Beach, VA.
September 10, 2021
3:00 p.m. – 4:30 p.m.

Name	Company
NIKITA SUSENS	COVB
Rebecca Kee	COVB
Lavera Tolentino	COOB,
KRISTA LOFTIS	MBC MEMBER
Frances Knight Thompson	MBC
DAMIEN WARSOW	WBC
Rod Ingram	City Attorney's Office
Nancy Prather Johnson	TCC Tidewater Community College
Julie Clark	MBC Member

**Minority Business Council
Minutes September 10, 2021
3:00 PM – 4:30 PM
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The regular meeting of the Virginia Beach Minority Business Council (MBC) was held at the above-mentioned time and place.

Members:

Ms. Olga Torres, Chair – **absent***
Mr. Damen Watson, Vice Chair
Ms. Frances Thompson, Secretarial Officer
Ms. Francina Harrison, member - **absent***
Mr. Ed Hopper, member
Ms. Jaketa Clark-Thompson, member
Ms. Krisha Loftus, member
Mr. Manan Shah, member - **absent***

Associates:

Ms. Rhonda Alexander - **absent**
Ms. Cuprice Anthony-Cox - **absent**

Liaisons:

Mr. Louis Jones, City Council – **absent**
Mr. Aaron Rouse, City Council
Dr. LaQuiche Parrott, Director of Diversity, Equity, and Inclusion for VBPS

Staff Members:

Mr. Taylor Adams, Director of Economic Development - **absent**
Ms. Letitia Shelton, Director of Finance - **absent**
Mr. Rod Ingram, Deputy City Attorney, City Attorney's Office
Ms. Rebecca Kee, Purchasing Agent, Purchasing Office
Mr. Keith Lee, Minority Business Coordinator, SWaM Business Office
Mr. Jeff Smith, SWaM Business Development Manager, Economic Development - **absent**
Ms. Nikita Susens, Minority Business Coordinator Assistant, SWaM Business Office
Ms. Lavera Tolentino, Minority Business Coordinator, SWaM Business Office

Recorder:

Ms. Nikita Susens

*Chair Olga Torres, Member Francina Harrison, and Member Manan Shah had hoped to participate in the meeting remotely, but because a quorum of the MBC was not present in the meeting room, they were unable to do so.

No Votes were taken during the meeting.

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Outreach Committee Damen Watson	1) Outreach Report	<ul style="list-style-type: none"> Mr. Watson explained that they are working to finalize details for the 2021 Fall Expo but that it will be a virtual event.
Minority Awareness Committee Frances Thompson	1) MAC Report	<ul style="list-style-type: none"> Ms. Thompson provided the MAC Report. (Attachment 2)
Data Collection and Analysis Olga Torres	1) Data and Analysis Report	<ul style="list-style-type: none"> Ms. Torres was absent, and no report was given.
Policy Committee	1) Policy Report	<ul style="list-style-type: none"> No report was given.
Other Business Olga Torres	<p>1) Staff Report, Rebecca Kee</p> <p>2) Minority Business Commission Report - Ed Hopper/ Damen Watson</p> <p>3) Economic Development Report - Jeff Smith</p>	<ul style="list-style-type: none"> Mr. Ingram decided that the rest of the reports would be shared next meeting when there is a quorum of the MBC. Ms. Krisha Loftus, a new member of the MBC, was invited to introduce herself. Ms. Kee was present; her report will be given at the next meeting. Mr. Watson was present; report will be given at the next meeting. Mr. Smith was not present; no report was given.
Liaison Reports Olga Torres	<p>1) City Council Members: Councilman Rouse Councilman Jones</p> <p>2) School Board Liaison: Dr. LaQuiche Parrott</p>	<ul style="list-style-type: none"> Councilman Rouse was present; report will be given at the next meeting. Dr. Parrot was present; report will be given at the next meeting.
Adjournment	Meeting adjourned at 3:43pm.	<ul style="list-style-type: none"> Next meeting will be held at The HIVE on October 8, 2021 at 3:00pm.



BUSINESS, CS, IT PATHWAY & THE INCUBATION NETWORK PRESENTS

12-WEEK SERIES

EARLY STAGE

BUSINESS STRATEGY & FINANCE WORKSHOPS

Instructor: Jim Franklin, Investor & Entrepreneur

Location:

TCC Norfolk Campus
Student Center
310 Granby Street
Norfolk, VA 23510

Or Via Zoom
(Information Below)

When:

SEPT 20- DEC 6, 2021
11:00 AM - 1 PM

RSVP Here:

<https://vccs.zoom.us/j/65828iGtwFP5wbqifs7ZIIPRmZYgCE>

CONTACT US: (757) 822-1186/1191

Workshop Dates

September 20	<i>Funding your Company</i>
September 27	<i>Pitching vs. Closing: The Ted Talk Model</i>
October 4	<i>What Start-Ups Really Need</i>
October 11	<i>Capital Investors and Exit Strategies</i>
October 18	<i>Investor Friendly Business Plans</i>
October 25	<i>Pro-Forma Financial Statements</i>
November 1	<i>Valuations in Simple Terms</i>
November 8	<i>Ownership, Control and Capital Raises</i>
November 15	<i>Revenue Reality: Believable Projections</i>
November 22	<i>Market Strategy Development</i>
November 29	<i>Capital Raising</i>
December 6	<i>Closing Investment Rounds</i>

All Events will be held in a hybrid capacity, if unable to attend in person please join the following Zoom Meeting:

ID:847 449 4808, Passcode:330934

Or Follow This Link: <https://vccs.zoom.us/j/84744494808>



Minority Awareness Committee Report – September 10, 2021
Report Presented By: Frances Knight Thompson, Chair

Social Media Presence: (As of September 10, 2021)
(Managed and maintained by Jakela Clark Thompson)

- Facebook Page (www.facebook.com/VBMBC/)
 - **1,767 Likes** (May 2021) to **1,789 Likes** (September 2021)
 - **2,091** people follow the FB page; increased by 53

- Twitter (@myVBMBC)
 - **92 to 94 followers**

- Instagram (@myVBMBC)
 - **367 to 380 followers**

Strategies

- Gather the MAC committee for 2021-2022 to schedule monthly meetings and and develop goals and strategies for the coming year.

- Connect with Kempsville High School Entrepreneurship and Business Academy to seek out another Junior Associate(s) to serve on VB MBC and the MAC or other sub-committees.

- Reach out to the business community to recruit MBC associates.

2020-2021 Specific Goals for MAC (VB MBC By-Laws adopted 2010)

1. *Create forums for discussion and development of the awareness of SWaM businesses and the procurement process*
2. *Create initiatives that develop and implement marketing and communication programs*
3. *Coordinate media communications and advertising activities necessary to brand the overall image of MBC*
4. *Help to promote diversity within the business community while monitoring new and current business and economic development within the city*

Thank you to the MAC committee members who were active with the committee during the difficult times, and a very special thank you to Lavera Tolentino, Keith Lee and Nikita Susens, our MBC liaison, and to the entire SWaM office staff, for their continued support and collaboration.

Respectfully submitted,
Frances Knight Thompson, M. S. Ed.
VB MBC MAC Chair



MINORITY BUSINESS ^EQUARTERLY

Meet the new City of Virginia Beach Minority Business Council Leadership Team

INSIDE THIS ISSUE:

MBC's New Leadership Team! **1**

COASTAL VIRGINIA OFF-SHORE WIND **2**

Welcome to the SWaM Business Office! **2**

HRBT EXPANSION PROJECT **3**

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Ms. Olga Torres, MBC Chair

Ms. Torres resides in Virginia Beach, Virginia, and is a Senior Marketing Consultant at La Selecta Radio 103.3 FM / WVXX 1050 AM, Hampton Roads Hispanic music stations. She also offers Spanish/English Interpreting and Translation, and Business Consulting services through her Taina Consulting business. Additionally, she is a business partner at Dragonfly Latina Productions, promoting events and causes for Latina women. Her broad work experience within the Hispanic community enables her to be a great asset her current employer and clients.



Damen Watson, MBC Vice Chair

Damen began his financial career in the heart of Wall Street, serving as a trader on the New York Stock Exchange. The experience was provoking and led him to look outside those walls and invest in a small business within the beverage industry. In 2013, Damen found what he was looking for within the Philleo & Holladay Wealth Management Group of Wells Fargo Advisors, after two years with Merrill Lynch. He made his move because he wanted to help people and be a part of the traditions of this unique team.



Mr. Ed Hopper, MBC Financial Counselor

Ed Hopper is the CEO and founder of ALTOR Processing Systems INC. His company was founded in 1999. ALTOR is a full-service provider that focuses on helping businesses with all forms of credit card, debit card, gift card, and check processing. Mr. Hopper has been in Marketing, Sales and Service for over 26 years. He has been in the credit card processing industry since 1995. Mr. Hopper has been with EMS as an EMT and Teacher (Proctor) since 2013. He is currently a member of the Virginia Beach Volunteer Rescue Squad (VBVRS) station 14. He also serves as a Sergeant for The Virginia Beach Lifesaving Service at the oceanfront during the summer.



Ms. Frances Knight Thompson, MBC

Frances Knight Thompson was educated in the Chesapeake Public Schools and is a graduate of Hampton University, where she received a Bachelor of Science degree in Music Education. She also holds a Master of Science in Education degree in Guidance and Counseling from Old Dominion University and an Endorsement in Gifted Education from the University of Virginia. Mrs. Thompson began her career as an elementary school music teacher with Virginia Beach City Public Schools and taught for 15 years. She continued her career with VBCPS as an Elementary School Counselor for another 15 years. Mrs. Thompson retired in 2014 from VBCPS after more than 40 years of service.



For more information on our leadership team click [\(HERE\)](#)

CITY OF VIRGINIA BEACH'S SUPPLIER SERVICES



Oracle Cloud

We've created a new way... to do business with the City of Virginia Beach. Suppliers are valuable partners in our quest to enhance citizen services and streamline business operations. If your company would like to provide goods or services to the City of

Virginia Beach, we invite you to register as a supplier. The City's Supplier Portal is your gateway to procurement and contract opportunities, payments, purchase orders and more. Completing our supplier registration process enables a business to receive the latest updates. From here, you can register as a supplier, access your supplier profile, and view or respond to solicitations.

Click the cloud to go there!

Source: VBGov.com



WELCOME TO THE SWaM BUSINESS OFFICE!

The SWaM Business Office is dedicated to the growth and development of small, women, and minority-owned businesses, including service-disabled/veteran-owned businesses by providing resources and trainings to assist your business in obtaining contracts with the City of Virginia Beach.

The City of Virginia Beach City Council recently adopted new ordinances and resolutions as a result of the 2018 Disparity Study that will assist SWaM businesses in contracting with the City. Please click on the Business Development Initiative link to view the ordinances and resolutions in full detail. ([Business Development Initiatives](#))

OFFSHORE WIND!



The Virginia Beach offshore wind industry has taken off. At the leading edge of America's newest energy business cluster.

A thriving offshore wind industry goes hand in hand with a thriving community onshore and the Virginia Beach region is ready for this new opportunity. This region of the East Coast was once the gateway for international exploration and expansion and now has significant potential for the development of offshore

wind resources off its coast. We have an excellent opportunity to develop into one of the main offshore wind energy industry ports in the United States. Virginia Beach and our region are a hub for the East Coast to meet the needs of our current projects and those along the Eastern Seaboard.

Currently, there are two Commercial Offshore Wind Energy projects that will begin harnessing 5.1 GW offshore wind power off the Virginia Beach coast in the near future. These projects are an important first step toward offshore wind development for Virginia and the United States.

In the near term, we expect that most of the \$8.4 billion that it will cost to build Dominion Energy's project by 2026 will go to businesses located outside of Virginia, primarily those in Europe where the offshore wind energy industry began. However, we estimate that \$420 million will go to businesses in Virginia for the construction of Dominion Energy's commercial offshore wind project. That includes the \$40 million contribution of the State of Virginia for port upgrades in Hampton Roads. We estimate that

from 2020 through the end of 2026, the project will support about • 900 direct and indirect Virginia jobs annually (about 60 percent in Hampton Roads), with almost • \$57 million in pay and benefits, and over • \$143 million



MBC Chair and Vice Chair makes a trip out to the Wind Farm for an update tour.

in economic output, generating almost • \$2 million in revenues for local governments in the Hampton Roads area, and an additional • \$3 million in Virginia state tax revenues.

The CVOW project has been a decade in the making and is well on its way to delivering the clean energy future we all want. Such an undertaking would not have been possible without important partnerships with environmental organizations, elected officials, governmental bodies, community leaders,

community members and **you**. You are crucial in shaping our clean energy future.

And while we have our eyes on what's next, we understand the challenges of the present. We'll need your help as we consider all potential benefits and impacts of the CVOW project — from the offshore wind turbines to the electric transmission lines that will deliver the clean energy onshore to our communities. Your feedback is critical for identifying the best possible routing options for the electric transmission lines.

As part of our education efforts we have partnered with the Hampton Roads Alliance to host Friday Forums — CVOW information sessions that are geared toward businesses and potential suppliers. These Friday Forums are full of valuable insights from key members of the CVOW project team. Watch the recordings below to hear from those managing the development and operation of the CVOW project.

SOURCE: COASTALVIRGINIA.COM

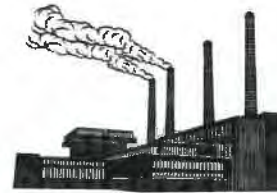




Malcolm Kates is the “man behind the plan” of ensuring the HRBT Expansion Project meets or exceeds its historic 12% Disadvantaged Business Enterprise (DBE) and 20% Small, Women and Minority (SWaM) business participation goals. He is proud of the fact that in just over two years, the HRBT Expansion Project has successfully awarded 241 contracts to certified DBE and SWaM vendors for over \$320 million! Malcolm firmly believes that successful diversity, equity and inclusion initiatives begin with a demonstrated commitment from the top. According to Malcolm, “On the HRBT Expansion Project, we are fortunate to have that at every level, including the Governor’s Office, HRTAC, VDOT’s Civil Rights Division and District Civil Rights Manager, and our VDOT and HRCP project leadership. From top-to-bottom, our whole team is committed to equal opportunity.” Malcolm is committed to ensuring that all of the DBE/SWaM business partners succeed and notes

“successful civil rights equals a successful project!” We had a chance to chat with Malcolm about his career, civil rights goals of the project, and his life outside of work. What excites you about your work with the HRBT Expansion project? This incredible project has so many unique characteristics, opportunities and possibilities. Helping local minority, women, small and disadvantaged businesses become a part of it gives our entire project team a sense of unified purpose and lasting community value. Why is diversity and inclusion important to projects like the HRBT Expansion Project? Page 2 of 2 In America today, diversity, equity and inclusion are cornerstones of successful business. The HRBT Expansion project team understands and demonstrates this through results: over \$320 million awarded to minority, women, small and disadvantaged businesses in just over the project’s first two years, with more to go. Put simply, successful Civil Rights

City of Virginia Beach INDUSTRY DAY



Industry Day! Held August 4th at The Hive was designed to provide businesses with a preview of upcoming contracting opportunities and provide insight on doing business with the City of Virginia Beach. This was an interactive event where you can ask questions and get answers!

Various City of Virginia Beach Departments were in attendance during this event and provided details and information on upcoming City projects. It was an excellent chance to speak directly to the Departments and the Procurement Team to make that connection! The Department of parks and Recreation had Symsi Denson, Operations Coordinator and Brandi Gainey, Recreation Supervisor that provided many insights to upcoming procurements and the type of procurement opportunities the Department is routinely soliciting.

Other Departments in attendance were Annette Richardson from the Fire Department, Katie Shannon from DPW Engineering, David She from DPU Planning, Leah Hunger from Risk Management and Rebecca Kee, Purchasing Agent for the City of Virginia Beach who went through the any types of solicitations and the ins and outs of submitting a bid. She took questions and provided in depth answers to the businesses in attendance. Also there was Miriam Jackson from Cultural Affairs. Other agencies that spoke were Angela Barber form Virginia Small Business and Supplier Diversity, where she provided information on the benefits of getting certified as a SWaM vendor.

We also had Tonya Byrd, Manager of Community Engagement Policy from the Coastal Virginia Offshore Wind Project, John Larson Director of Public Policy & Economic Development Hampton Roads Alliance and Nicole Ryf, Chief Strategy Officer.



From the HRBT Expansion Project Hampton Roads Connector Partners Lindsey Moran, Esq. EEO Compliance and OJT Program Officer Sheryl Correia Human Resources Manager.

Mr. Naymond Sunkins Hampton Roads District DBE Advocate from VDOT gave an excellent presentation on DBE requirements and information on the BOWD Center.

The amount of information to be gleaned was extraordinary, and the best part is there is more to come.