



**P-O-R-T-S-M-O-U-T-H
VIRGINIA**
Department of Economic Development

200 High Street • Suite 200
Portsmouth, VA • 23704-3622
757 393-8804
800-848-5690
Fax 757 393-8293

www.portsmouthvaed.com
e-mail: porteco@ci.portsmouth.va.us

ADDRESS SERVICE REQUESTED

Presorted
First Class Mail
U.S. Postage
PAID
Portsmouth, VA
Permit No. 16

Economic Development Staff

- Steven L. Lynch - Director
- Tara F. Saunders - Deputy Director
- Mallory C. Kahler - Development Manager
- Thomas L. Reese - Development Manager
- Monique S. Bass - Development Manager
- Kristine R. Sutphin - Research Manager
- Lee R. Moore - Executive Assistant
- Lizette Arches - Admin. Coordinator
- Betty Crummie - Admin. Coordinator

2002 Second Half Highlights

- The City of Portsmouth received the **2002 Virginia Municipal League President's Award for Entrepreneurial Government** - the top award in the league's annual Achievement Awards competition. The city gained support from residents for its **Infrastructure Renewal Program**, a plan to repair aging water and sewer infrastructure.
- Major retail developments, **Victory Crossing Shopping Center** and **Victory Plaza** resulted in 514 jobs created and over \$49 million in capital investment. In total, 32 new retail businesses including national chains, regional businesses and start ups opened throughout the city.
- In 2002, office and industrial announcements created over \$9.5 million in capital investment with over 150 jobs created.
- Portsmouth Economic Development recently made its available properties database searchable through the website www.portsmouthvaed.com (Click on **Available Properties**). This database includes buildings and sites, both publicly and privately-owned. If you have a property for sale or lease in the city, please contact Economic Development to have it listed on our website.
- Real Estate Receivable Data is now available on the city's website at www.portsmouth.va.us/treasurer/data/index.htm. So if you need to know the amount of real estate taxes paid for a particular building or site, this will save you a phone call or a trip to City Hall.



WINTER 2003

And the winner is...Portsmouth!

The Hampton Roads Association for Commercial Real Estate's (HRACRE) Committee's Choice Award goes to the City of Portsmouth... for its outstanding contribution to the quality of life in the Hampton Roads region.

City Manager C. W. "Luke" McCoy accepted the award at the 6th Annual Excellence in Development Design Awards program held October 17, 2002 at Nauticus in Norfolk.

A unique vision, courage to take on large risks, and the capability and stamina to oversee a dozen major projects all within the past five years, have lead to a dramatic change in the city's landscape virtually overnight.

Portsmouth is building on 250 years of history with an eye toward the future with three goals for each project: Build capacity in the form of new jobs, revenues and in inventory; raise the quality bar; and offer something unique in Hampton Roads.

The Renaissance Portsmouth Hotel and Waterfront Conference Center; Ocean Marine; NTELOS Pavilion at Harbor Center; the rebirth of High Street with museums and restaurants; Residential projects including: Admiral's Landing, Lake Shores and Westbury; The PortCentre I building; Bide-A-Wee Golf Course; Victory Crossing Shopping Center; Retail efforts in Midtown; the new Pinners Point Interchange linking western Portsmouth to the Midtown Tunnel...

The Committee's Choice Award is for the person, place or thing that has had a major impact on the Hampton Roads community. Norfolk Redevelopment and Housing Authority won the first Committee's Choice Award last year. This year's nominees included municipalities and

public institutions. According to Hugh Tierney, awards committee member and President of Empire Development, "A lot of the other things that other nominees had done had a high probability of success before they got started...A lot of things the city (Portsmouth) did, there was no guarantee up front that they'd succeed."

Since 1998, Portsmouth has also received HRACRE Excellence in Development Design Awards for three



individual projects: The 100,000 SF **PortCentre I Building** received the Award of Merit in the Best R&D/Industrial Building category. The building was



purchased by NTELOS in 2000 and is 70% occupied. A lease pending could take the remaining space.

Portsmouth Hotel and Waterfront Conference Center received the First Honor Award for Best Commercial/Retail Building over 100,000 SF. The hotel averaged 74% occupancy for much of 2002.



In 2001, the **NTELOS Pavilion at Harbor Center** received the First Honor Award for Best Recreational/Entertainment facility. 175,000 guests have attended concerts at the venue since its opening.

**P-O-R-T-S-M-O-U-T-H
VIRGINIA**





River Pointe Village - new \$35 million mixed-use development planned for western Portsmouth

After reviewing proposals from nine developers, the Portsmouth Port & Industrial Commission (PPIC), owner of a 62-acre site along West Norfolk Road and RiverPointe Parkway, has selected Gee's Group Real Estate Development as its preferred developer for this parcel. The PPIC will sell the property to this company who will in turn invest nearly \$35 million in developing the site following a master plan outlined below.

➤ Approximately 36 single-family custom homes of brick or stone will be built on 32 acres of waterfront property. The minimum square footage will be 2,600 square feet for single story houses and 3,000 square feet for two story homes with finished homes selling for a minimum of \$300,000. Although according to the developer, "the sky's the limit because some of these lots are quite large," said David Gianascoli, partner with the Gee's Group. "We figure somewhere around 2,500 to 5,000 square foot homes will be built." Amenities for the private community include the refurbishment of an old pier adding a deckhouse and boat slips. Robert T. Williams, PPIC Chairman, said, "the land will provide an inventory of the types of lots that are not currently available in Portsmouth for custom built homes."

➤ Between 40 and 64 multi-family units will be built on 8 acres for owner occupancy by seniors (55+). These "villas" will be constructed of brick or stone, each with a first floor master suite and garage

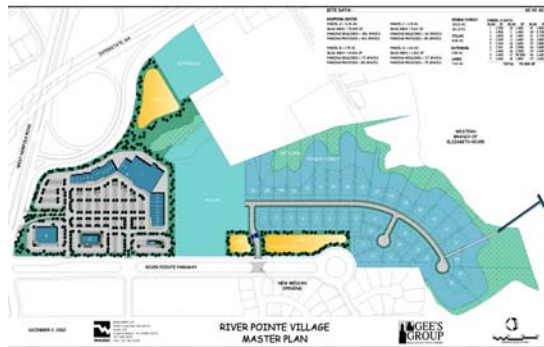


and expected to sell for \$150,000+ catering to the growing market of empty nesters looking for 'easy' living.

➤ Twenty-two acres will be developed for commercial use to include a neighborhood shopping center of strip space and three or four out parcels. A neighborhood shopping center is defined as providing convenience shopping for the day-to-day needs of the immediate neighborhood, typically anchored by a supermarket supported by stores offering drugs, sundries and personal services.

The property was once part of the modest waterfront farm of the late Fred Beazley, a millionaire philanthropist. Prior to 1985, the property was zoned residential. In 1985 it was rezoned Planned Office Park and Light Industrial. For many years PPIC marketed the site, albeit unsuccessfully, for office development. In 1997 the PPIC hired a land use consultant to study the highest and best use for the property. This report indicated the land would be best suited for single-family homes, multi-family homes and commercial use to include retail.

To facilitate the master plan, the property is being rezoned to conform to the highest and best use study and the Gee's planned development.



Economic Development rings in 2003 with new director



Steven L. Lynch joined the City of Portsmouth on January 1st as the newly appointed Director of Economic Development, Marketing and Tourism. He succeeds Douglas L. Smith, who was promoted to Deputy City Manager in July 2002.

Most recently vice president of SouthTrust Bank in Norfolk, Lynch has worked closely with Portsmouth Economic Development as a volunteer with several community organizations. "He has an impressive background in banking and finance and is quite familiar with the development community and opportunities in Portsmouth and the Hampton Roads region," said City Manager C.W. "Luke" McCoy.

Lynch is a Portsmouth native and graduate of I.C. Norcom High School. He received his Bachelor of Science in General Business with an emphasis in management from Norfolk State University in 1983 and completed the Virginia Bankers School of Bank Management at the University of Virginia in 1991. Lynch formerly served as an executive member and chair of the Business Development Committee of the Governance Board of Empowerment 2010, a joint project of Norfolk and Portsmouth. He is an executive committee member of the Portsmouth Partnership, Inc. and is past chair of the Portsmouth Industrial Development Authority and Portsmouth Port and Industrial Commission, as well as Ports Events. He has served as a member of the Mayor's Development Policy Committee, and has been active in the Hampton Roads Chamber of Commerce and the Virginia Chamber of Commerce Partnership for Urban Virginia.

High Speed on High Street

Wireless Internet "Hot spots" are popping up on High Street in downtown Portsmouth. If you need a place to surf the web or check email, The Bier Garden and Fusion 440 have put in a system that allows you to do so without wires and for free (as long as you also partake of their fine food and beverage offerings!), using your own computer or PDA. Antique Adventures has also signed up for the service.



The Bier Garden

Portsmouth-based technology firm ESCO Co., has been pursuing this broadband business model for several months and hopes to eventually make all of the Old Towne commercial district a wireless "Hot spot." "We're trying to push Portsmouth forward to be on the leading edge," said ESCO Co. owner Paul Robert.

By this spring, Portsmouth will boast a wireless

waterfront stretching from Crawford Bay south to Ocean Marine and the Norfolk Naval Shipyard and across the Elizabeth River into Downtown Norfolk's Town Point Park. According to Robert, "Downtown Portsmouth will be open to visitors, including boaters cruising the Intracoastal waterway. All they will need is a wireless laptop or PDA.

According to Marty Kaszubowski, Director of the Hampton Roads Technology Incubator (HRTI), "This kind of access is so cheap and easy to implement, pretty soon it'll be like air conditioning was in the 1950s - every restaurant, bar, hotel, and coffee shop will want to put it in as a way to get people to come in and stay."

A recent article in the November 25, 2002 issue of *Inside Business*, indicated that this type of wireless internet access, popularly called Wi-Fi (or 802.11b for you techies), is quickly becoming the norm in restaurants, hotels, and airports around the country, and several local firms, like ESCO Co., are introducing it to the Hampton Roads region.