

# ANNUAL REPORT

2018-2019

Downtown  
Norfolk   
DOWNTOWN 100



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## Downtown 100

### **MISSION**

*The Downtown 100 is a highly motivated group of 100 volunteers who live or work downtown and who volunteer their services to support the vision and mission of the Downtown Norfolk Council.*

### **VISION**

*The Downtown 100 is a recognized and valued community resource. It is the leadership development "organization of choice" for a diverse and influential group of young and young-thinking professionals who are actively engaged in helping Downtown Norfolk reach its full potential as a dynamic and vital urban center.*

### **OBJECTIVES**

#### **Leadership Development**

Downtown 100 members are the emerging community leaders. The Downtown 100 provides members opportunities to become better informed about community issues and tools to enhance their leadership skills.

#### **Community Awareness & Involvement**

The Downtown 100 sponsors issue-related forums that allow members to meet with city and regional leaders. Downtown 100 members are also provided the opportunity to attend Downtown Norfolk Council events and briefings. These forums and briefings are vehicles that serve to inform and involve members in issues relevant to the Downtown community.

#### **Networking & Volunteerism**

The Downtown 100 provides members with both volunteer and networking activities. Social functions provide opportunities for networking and friendship. Volunteer efforts provide a meaningful service to the Downtown community and therefore to the economic health of our region.



## Downtown 100 Projects Committee

This year the Projects Committee continued its effort to support the DT100's Signature Project, the Ronald McDonald House Charities of Norfolk. The Ronald McDonald house provides housing for families so they can stay close to their hospitalized child for free. The Norfolk chapter celebrated its 35th anniversary in 2018. Along with the Signature Project, DT100 continues to support the Downtown Norfolk Council and its quest to promote and enhance business, cultural, retail and residential initiatives in Downtown Norfolk.

### **HIGHLIGHTS**

- Provided over 860 hours of community service to the Downtown Norfolk community. This time is valued at over \$21,750.
- Prepared dinner for families staying at the Ronald McDonald House. Served 50+ family members staying at the Ronald McDonald House over the last 12 months.
- Assisted the Ronald McDonald House with its family room renovation. DT100 cleaned out old décor and furniture. The team also helped Ronald McDonald House list items on Craigslist to create additional funds for the families in need.
- Developed Welcome Packs for families staying at the Ronald McDonald House. DT100 solicited gifts-in-kind and marketing materials from local businesses and attractions for families staying at the Ronald McDonald House.
- Worked with California Pizza Kitchen at MacArthur Center to implement a 6 month give-back campaign to the Ronald McDonald House.
- Partnered with Adopt-A-Student program and provided school supplies and holiday gifts for more than 50 children in need over the last year.
- Provided volunteers for First Fridays. DT100 members helped serve beer and wine.
- Supported NEON District events by volunteering for the NEON Plot Work Days.
- Assisted with the Holidays in the City Grand Illumination Parade and arranged a large DT100 volunteer force.

**Downtown 100  
Projects Committee**

**Chair**

Collen Mollison  
Port of Virginia

**Vice Chair**

Erin Lloyd  
Wells Fargo Bank

**Members**

Kimberly Benkhassi	Stanton Partners, Inc
Janelle Burchfield	Enjoy:
Ryon Clifton	Wall, Einhorn & Chernitzer
Emily Corlett	Sail Nauticus
Keith Darrow	City of Norfolk
Ashley Davoli	Willcox Savage
Melissa Day	The Up Center
Kendall Dickenson	Colliers International
John Garrett	TowneBank
Jacob Glasser	Kaufman & Canoles, P.C.
Jennifer Goff	Reach, Inc.
Laura Janosko	Hope House Foundation
Tabitha Kube	SevenVenues
Thomas McNally	Wilbanks, Smith & Thomas
Michael Nusbaum	S.L. Nusbaum Insurance Agency, Inc.
Erika Ostuni	Wells Fargo Bank
Ellis Pretlow	Kaufman & Canoles, P.C.
Allyson Reese	TowneBank
Lauren Rodgers	Kaufman & Canoles, P.C.
Benjamin Streetman	City of Norfolk
Jonathan Taylor	Palladium
Meghan Tolbert	
Justin Topping	Palladium
Rachel VanHorn	Glasser & Glasser, P.L.C.
Christine Young	JLL

**DNC Staff Liaison**

Noel Gramlich

**Downtown 100 Steering Committee  
2018-2019**

**Chair**

Christine Fuller  
Virginia Department of Transportation

**Vice Chair**

Megan Patrick Noa  
CBRE

**Immediate Past Chair**

Ashley Grove Mars  
Virginia Zoo

**Members**

Monica Meyer Beale  
Virginia Symphony

Matthew Crowe  
Hilton Norfolk The Main

Katie Fenimore  
Virginia Arts Festival

Maureen Grover  
Southern Bank

Erin Lloyd  
Wells Fargo

Colleen Mollison  
Virginia Port Authority

Justin Topping  
Palladium

*Steering Committee consists of chairs of all Downtown 100 committees plus the immediate past chairman of the Steering Committee and two at large members to be selected by the DT100 Chair.*



Members of the Downtown 100,

2018 marked the 20<sup>th</sup> year of the Downtown 100, and this year, our parent organization, the Downtown Norfolk Council, celebrates 40 years of enhancing business, culture and life in Downtown Norfolk. My first year as Chair has been a fun and fulfilling experience and a true honor. I am humbled to be surrounded by so many talented and motivated young leaders, and I am incredibly fortunate to be supported by the best and most dedicated Steering Committee I could ask for.

During my six years in the Downtown 100, I have seen so many positive changes to the Downtown area: the establishment of the NEON District, installation of the Granby Street arch lights, revitalization of Waterside, and the opening of the Main, Selden Market, ADP Norfolk, Slover Library, and numerous housing options like Icon, just to name a few highlights. As a Norfolk native, I have seen Downtown transform from a place struggling to regain commercial viability to a vibrant business, cultural and residential center. This is in no small part due to the hard work of the Downtown Norfolk Council. I am thankful for the guidance of Mary Miller, Noel Gramlich and the DNC staff, who truly pour their hearts and energy into making ours the best Downtown to live, work, and play.

I am honored that we as a membership have the opportunity to help further the DNC's mission through engagement, advocacy, leadership development, and service. Part of what makes Downtown Norfolk so special is that it has not lost its centuries-rich identity but has developed a unique and evolving character through history, diversity and innovation. We as young professionals will be helping write Norfolk's story for years to come.

As I move into my second year as Chair, I am excited to see what the future holds for our organization, for our region, and for Downtown Norfolk at its heart. With so much momentum and energy, we can expect nothing but great things. Downtown Norfolk is truly the urban core of Hampton Roads, and as such, we have a responsibility to be forward-thinking, business-minded, socially responsible, and culturally rich.

The Downtown 100 offers us a variety of unique opportunities to engage with local leaders, get to know our peers, develop personally and professionally, and advocate for our community. Your experience in the DT100 is what you make it. I encourage you to fully engage, step out of your comfort zone, share your ideas and talents, and be what makes Downtown Norfolk dynamic, attractive, and thriving.

Cheers,

Christine Armstrong Fuller  
Downtown 100 Chair

## Downtown 100 Leadership Development Committee

### HIGHLIGHTS

- Maintained an active and engaged committee while expanding leadership opportunities for members of the committee. Pursued alternative venues and methods for building committee camaraderie.
- Hosted a November Forum aboard the Virginia Elite Private Yacht, one of Norfolk's most unique water venues. The forum featured Delegate Jerrauld "Jay" Jones who represents the 89<sup>th</sup> District for the House of Delegates. As a lifelong Norfolk resident, he strives to make an impact on his community every day. Jay discussed his first year in office, how he is directly affecting our community and ways young professionals can get involved.
- Attended a December Forum at the Hilton Norfolk The Main to discuss downtown development. The half-day program featured keynote speaker Bruce Katz, an urban expert and author of *The New Localism*. Bruce reviewed national trends and explored economic growth opportunities for the region. Following the keynote address, a panel of expert speakers, moderated by Cathy Lewis, focused on areas of business, mobility, residential and retail.
- Hosted a March Forum at ODU's Strome Entrepreneurial Center to discuss Norfolk's thriving athletics scene. The forum featured a panel of guests, moderated by Mike Mars, to discuss the impact athletics have on our community and ways we can improve and retain new talent and sports franchises. The panelists included Will Driscoll, Executive Director of the Virginia Sports Hall of Fame, Wes Hall, Executive Director of the Hampton Roads Sports Commission, and Drew Turner, Associate Athletic Director for Old Dominion University.



## **Downtown 100 Leadership Development Committee**

### **Chair**

Monica Meyer Beale  
Virginia Symphony

### **Vice Chair**

Ashley Bussey  
S.L. Nusbaum Realty Co.

### **Members**

Andrew Bennett	Old Dominion University
Kara Copley	VisitNorfolk
Kimberly Deal	Harvey Lindsay Commercial Real Estate
Walter Ezell	City of Norfolk
Sean Flynn	Norfolk Festevents
Megan Frost	Chrysler Museum of Art
Bern Glasser	Bank of America Private Bank
Maureen Glover	Southern Bank
Matthew Hall	BB&T
Chelsie Harris	Sheraton Norfolk Waterside Hotel
Garry Hartlieb	United States Attorney's Office
Blair Horth	VIA design architects, pc
Sarah Hughes	VisitNorfolk
Briana Jackson	The King's Daughters
Jazzarae Jones	Music Theory Studios
Kyle Kovachik	Wells Fargo
Dwayne McKnight	Verizon
Jessica Montfort	Larchmont Branch Library
Nicole Naidyhorski	Kaufman & Canoles, P.C.
Joseph Najamy	T. Parker Host, Inc.
Marissa Nihill	American Red Cross
Blair Priest	Norfolk Southern Corporation
Konner Pritchard	BB&T
Christopher Topping	Virginia Community Capital
Matthew Trichon	Triam Inc.
Hunter Walsh	Hampton Roads Chamber of Commerce

### **DNC Staff Liaison**

Mary Miller

## **Downtown 100 Membership Committee**

### **Chair**

Katie Fenimore  
Virginia Arts Festival

### **Members**

Caitlin Heidenthal	Massimo Zanetti Beverage
Cory McNett	Southern Bank
Zachary Robinson	Work Program Architects

### **DNC Staff Liaison**

Noel Gramlich

- Membership requires that the applicant must live or work in Downtown Norfolk or work for an organization who is a member of the Downtown Norfolk Council.
- Commit to membership of one year to renew by mutual choice on the first day of each calendar year.
- Must be an active member of a committee and annually must attend at least 75% of monthly committee meetings.
- Must attend at least 4 DT100 sponsored events, projects or socials during the calendar year.
- Must attend at least 1 Downtown Norfolk Council meeting or function during the calendar year.
- Must agree to volunteer to support the DT100's projects. A minimum of 10 hours of volunteer support per year is required.

### **HIGHLIGHTS**

- In the fall held Table for Ten; small group networking events, where each Steering Committee Member organizes a lunch or dinner with a small group of members.
- Continued "New Member Monday", highlighting new members on the Downtown 100 Facebook and Instagram.
- Continued monthly "DT100 Snapshot", information email blasts to all members.
- Held two member breakfast events, encouraging new members to meet and mingle with more seasoned members.

## **Downtown 100 Events Committee**

### **Chair**

Matthew Crowe  
Hilton Norfolk The Main

### **Members**

Leigh Anne Abiouness	Ann P. Stokes Landscape Architects
Janelle Clarke	T. Parker Host, Inc.
Autumn Eustis	Nauticus Foundation
Lynelle Haugabrook	Northern Star Credit Union
Rio Herbik	Hilton Norfolk The Main
Christine Johnson	Kaufman & Canoles, P.C.
Lamont Maddox	Guidance Law Firm, P.C.
Michael Mahgerefteh	Harvey Lindsay Commercial Real Estate
Taylor Martin	Virginia Zoo
Taylor Miller	Foodbank of Southeastern Virginia and the Eastern Shore
Nicole Moshenek	Orapax Restaurant
Denise Olivieri	Todd Rosenlieb Dance
Ana Maria Paz Avalos	Dillard's
Antoine Privott	SP Plus Corporation
Steven Pyle	City of Norfolk
Nicholas Sabellico	US Coast Guard
Laura Sawyer	504 Capital Corporation
Angela Seretis	Norfolk Festevents
Amie Slevin	Old Dominion University
Matthew Thomsen	Spirit of Norfolk
Brad Tuggle	Virginia Stage Company
Matthew Walt	xTuple
Abby Weber	The Curtis Group
Garrett Weeda	Virginia Stage Company
Rehn West	Nauticus Foundation
Christina Woods	Norfolk Admirals
Sam Woomer	Dogtown

### **DNC Staff Liaison**

Noel Gramlich

## **Downtown 100 Events Committee**

### **HIGHLIGHTS**

- The 2<sup>nd</sup> Annual Pizza, Pints and Planning was held in August.
- In August we walked the plank and set sail on the Schooner Virginia. The Captain and his team showed us all the workings of the vessel.
- Partnered with Town Point Club for Dress for Success in September.
- For the first time, participated in a joint event with WHRO and THRIVE hosted by the Virginia Stage Company at Wells Theatre.
- One of our favorite events of the season took place in December, the Holiday Hop. This year we took the hop to the waterfront to raise money for the Ronald McDonald House Charities. We had amazing partners with Vintage Kitchen, Sheraton, and Stripers Waterside.
- Hosted a watch party on March 21 at Cogans North for March Madness.
- In April, Nauticus welcomed us back as we helped to kick off the Party on the Pier season.
- Jumped on our bikes for the Glow Ride in the NEON District on May 17 for Bike Month. The DT100 joined over 300 riders.
- On May 22, we tested your knowledge of the NEON District with a Scavenger Hunt. Teams were provide clues that tested their skills on the arts and business in the district. The event concluded in the courtyard of the Virginia Arts Festival as we enjoyed beverages and entertainment by the Handlebards.

