

In these turbulent economic times the City needs to do what all families are now doing. We need to tighten our belts, reduce expenses and potentially delay some capital expenditures.

To address any short falls in our budget today or in the future, we need to step up our economic development efforts. The City effectively let our economic development come to a stand still over the past six years. It was only recently that a plan was developed and put into motion. This lapse will never happen under my leadership.

In order to compete for new business of any size Virginia Beach needs to create an environment that makes existing businesses feel vital and appreciated. Clearly some of our largest employers are now questioning the commitment our current Mayor has to seeing them grow and prosper. The organic growth of our existing business is the surest, fastest avenue to new revenue for the City. I intend to send a clear and unequivocal message to our business community. Simply put, I intend to say “How can we help you be more successful? We are here to help you.”

Virginia Beach is the most populous City in the commonwealth. Our operating budget is nearly \$1.8 billion annually. The old Mom and Pop style of leadership will not be sufficient to ensure our City’s vitality in the 21<sup>st</sup> Century or for the economy of the 21<sup>st</sup> Century. We have a remarkable and unrivaled asset that has yet to be marketed. That is our human capital. Virginia Beach has an educated, motivated workforce that can rival any other City in the world. I intend to spread that word. Under my leadership as Mayor we will attract new good, high paying jobs thereby creating new revenue streams while reducing the tax burden on homeowners.

Depending on the size and severity of any budget shortfall, the City will have to consider a hiring freeze. We cannot, in clear conscience, swell the number of City employees. Additionally, I will work very closely with our School Board and ask them to adopt the same measure the City does to reduce costs and operate more efficiently.

As the single largest investment that the City makes every year, I will work with the school system to help prioritize capital expenditures. The City and schools need to work in partnership to balance the needs of our citizens and students with the economic realities of our time. This partnership will be the cornerstone for continued growth and prosperity in Virginia Beach.

As a business leader who has been very active as a volunteer in our community I bring two attributes to the Mayor’s position that makes me uniquely qualified. First, I understand the economics of good business. I know how to balance a budget and I can recruit new business. Second, and perhaps more important, I am a

consensus builder. It is my firm belief that when good people are committed to doing good things, a consensus is always possible. Throughout my entire private and public life I have successfully engaged people from every perspective. It will be imperative for our next Mayor to lead in consensus building as very tough decisions need to be made.

Finally, I would like to remind my friends and neighbors in Virginia Beach that while we certainly face some challenges, the opportunities in front of us far out weigh them. With fiscal restraint, smart growth and a firm commitment to advancing education on every level, Virginia Beach's best days are right around the corner. It's time that we develop a shared vision with the shared values for the future of this great City.

I would be honored to serve my home town as your next Mayor.

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Todd,

The attachment addresses your question #10. How to address the budget short fall. [Note from Tim: "attachment" is statement above.]

Question 11: Mr Sessoms believes that the City needs to come down hard and quickly on gang activity. We can not let this problem take root and grow in Virginia Beach. Extremely aggressive law enforcement intervention is called for with regards to gang activity. This will be among the top priorities of Mr. Sessoms administration.

Question 12: Mr. Sessoms has run ads in this campaign focused on the wrong direction this ratio is headed. We need new, high paying jobs and business in Virginia Beach to offset the burden on property owners. Mayor Sessoms has committed to making this his number one priority.

Question 13: When the referendum on light rail was defeated by the Virginia Beach voters Norfolk had yet to announce its intention to build a starter line. With their commitment to building the first section of the line, Mr. Sessoms believes that we need to revisit the subject. There is little question that the State is not coming through with road building funds and the City can not afford to take on these financial obligations without the State, therefore all options should be on the table. The Norfolk Southern right of way is not getting less expensive over time. We

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need to seriously consider at least purchasing this right of way now. We need to address the rising cost of gas and the escalating traffic problems we are facing.

Question 14: We need to preserve the historical landmarks throughout our City. Mr Sessoms believes very strongly in historical preservation.

Question 15: This goes back to the question about our increasing transportation needs. We do not have adequate roads for evacuation as it stands today, let alone with increased development. This not only true in the Shore Drive, North Beach area but throughout our city. All future development has to be considered with the evacuation plans in mind. Early, mandatory evacuation will be our best option as things stand today.

Mr Sessoms is committed to working with regional leaders and planners to develop the most effective, safest and practical options for eveacuation should the Beach be in harms way.

Hopefully this addresses the questions that were not covered at the Forum.

Thank you for engaging your neighbors in this election process.

Mr Sessoms would be honored to have your vote on November 4<sup>th</sup>

Dave Iwans

Campaign Manager