

An aerial photograph of Virginia Beach, Virginia, taken at sunset. The sky is a mix of orange, yellow, and blue. In the center, a tall, modern skyscraper with a pointed top is illuminated. To its right, a large, multi-story building with a prominent tower is also lit up. The city streets are visible, with cars and buildings scattered across the landscape. A teal-colored rectangular box is overlaid on the lower-left portion of the image, containing white text.

VBDA Monthly Cash Flow

City of Virginia Beach Development Authority

February 18, 2020

Operating Account Summary: January 2020

Beginning Cash

\$4,767,040

- **Significant Cash Receipts**

- ✓ \$26,679 of Industrial Revenue Bond fees
- ✓ \$271,386 from Live Nation for 2019 Amphitheater sublease
- ✓ \$63,687 from VB National for Oct – Dec operations and capital maintenance rents
- ✓ \$3,094 of monthly interest income

- **Significant Cash Disbursements**

- ✓ \$52,000 to Globalinx for Oct – Jan CL conduit base management fee
- ✓ \$9,480 to Cuisine and Company for catering at the holiday networking reception
- ✓ \$39,109 to Live Nation for the 2020 Amphitheater box seat contract

Ending Cash

\$4,700,110

Incentive Account Summary: January 2020

Beginning Cash

\$4,963,097

- **Significant Cash Receipts**

- ✓ \$165,623 of reimbursements from City of Virginia Beach for: APZ-1 awards paid (\$50,037); London Bridge Commerce Center engineering fees (\$37,558); and unexpended Town Center PFRB funding (\$78,028)
- ✓ \$1,082 of monthly interest income

- **Significant Cash Disbursements**

- ✓ \$10,200 of Part A workforce expansion award to Prosper Insurance
- ✓ \$69,130 in Oct & Nov engineering fees to Kimley Horn
- ✓ \$10,000 of Vibe grant to 1701 LLC for capital investment
- ✓ \$13,784 in Dome Site legal fees to Singer Davis (\$2,131.50) and Hunton Andrews Kurth (\$11,652.50)
- ✓ \$20,725 of Bio Initiative funding for:
 - ✓ \$9,985.50 to Olympia Bendix Two for Accelerator February rent
 - ✓ \$10,739.10 for Bio Park engineering fees and site plan review

Ending Cash

\$5,005,900

Incentive Account Summary: January 2020

Ending Cash held by VBDA	\$5,005,900
PLUS: EDIP and other Receivables	\$8,922,015
LESS: Payables and Commitments	\$11,236,941
<hr/>	
Ending Available Funding	\$2,690,974



EDIP RECOMMENDATION

ROX.Xpress, LLC dba THE ROX (Rapid Overland Xpress)

Virginia Beach Development Authority

February 18, 2020

DISCLOSURES:



ROX EPRESS, LLC CEO: Jeffrey McWaters

ACCOUNTANT: Shirley Baldwin Advisory

ARCHITECT: Chris Hendrix

REAL ESTATE BROKER: Ken Benassi, Colliers International

CONTRACTOR: Scott Taylor

LEGAL SERVICES: Brian Wanger, Billy Poynter

BANKING INSTITUTION: Self-Funded

OWNER OF PROPERTY: George Powell

ABOUT THE COMPANY:



- The ROX is a Luxury motor coach service providing round trip transportation between Virginia Beach and Northern Virginia/Washington, D.C.
 - Two daily round trips, non-stop from Westin Town Center to Ritz-Carlton Pentagon City
 - Custom designed coaches to include 22 first-class seats

Travel Reimagined



**MOST SPACIOUS COACHES
IN THE INDUSTRY**

**FOOTRESTS AND PLENTY
OF EXTRA LEGROOM**

**ON-BOARD
ATTENDANT/CONCIERGE**

**FREE AND AMPLE
LUGGAGE SPACE**



**ON-BOARD MEALS, SNACKS,
AND BEVERAGES**

**FREE STREAMING MOVIES,
MUSIC, TV, WI-FI**

**PHONE CHARGING STATIONS
AT EVERY SEAT**

**AFFORDABLE,
COMPETITIVE RATES**



**EXCELLENT & EFFICIENT
WORK ENVIRONMENT**

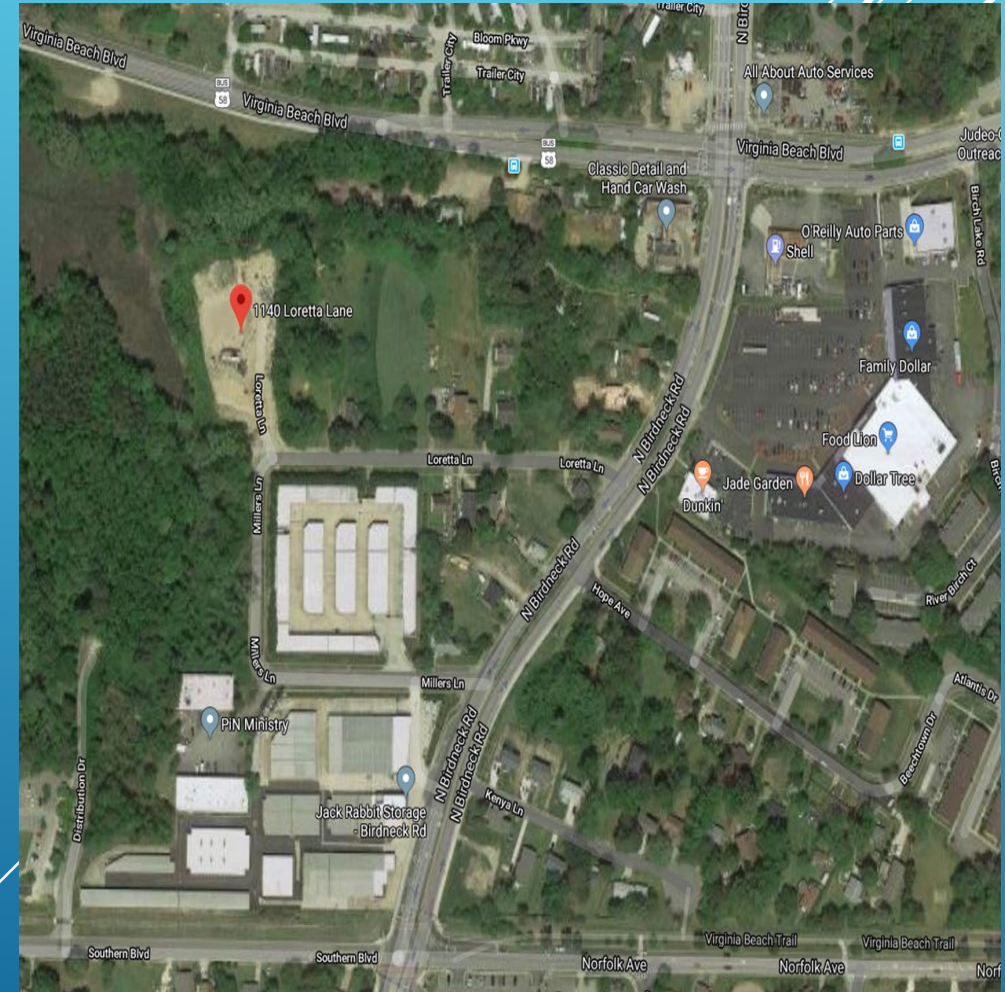
**TWICE DAILY, FIRST-CLASS
DEPARTURE POINTS IN DC
AND VIRGINIA BEACH**

**EASY ONLINE RESERVATIONS
AT [RIDETHEROX.COM](https://www.ridetherox.com)**

**ACTIVE DUTY MILITARY
DISCOUNTS**

LOCATION: 1140 LORETTA LANE

- The site will be used for:
 - Vehicle storage with minor maintenance
 - Storage of supplies
 - there will be no petroleum products, or chemicals stored
 - Administrative support functions



PROJECT SUMMARY:



- Building Square Footage: 5,600
- Five-year lease
- Storage/warehouse
- I-1 light industrial zoning
- APZ-1 Zoning approved
- Navy approved use

RECOMMENDATION:

- Economic Development Investment Program (EDIP)
 - “Part A” Grant: \$110,000
 - \$11,000 for Capital investment
 - \$99,000 for Jobs
- Meets capital investment criteria: \$1.00 of EDIP funds yields \$25.00 (+) or more in new capital investment and \$2,000 of EDIP yields at least one new FTE
- Target industry sector:
 - ✓ Compatible business use in APZ-1

INVESTMENT (within 36 months)

CAPITAL INVESTMENT	AMOUNT
REAL ESTATE	\$275,000
PERSONAL PROPERTY (motor coaches)	\$3,000,000
TOTAL:	\$275,000

JOBS	AMOUNT
New FTEs	50
Average wage of new jobs (excluding benefits)	\$50,000

Questions?



globalinx

data centers

Globalinx Expansion Phase II

Virginia Beach Development Authority
February 18, 2020

DISCLOSURES

- Developer- Globalinx Data Center LLC
- Legal Services- Wolcott Rivers
- Accounting: Brue Holbrook
- Engineers/Surveyors/Agents- EAI
- Architect/Landscape Architect- Sal Lemole
- General Contractor- Self

PROJECT SITE

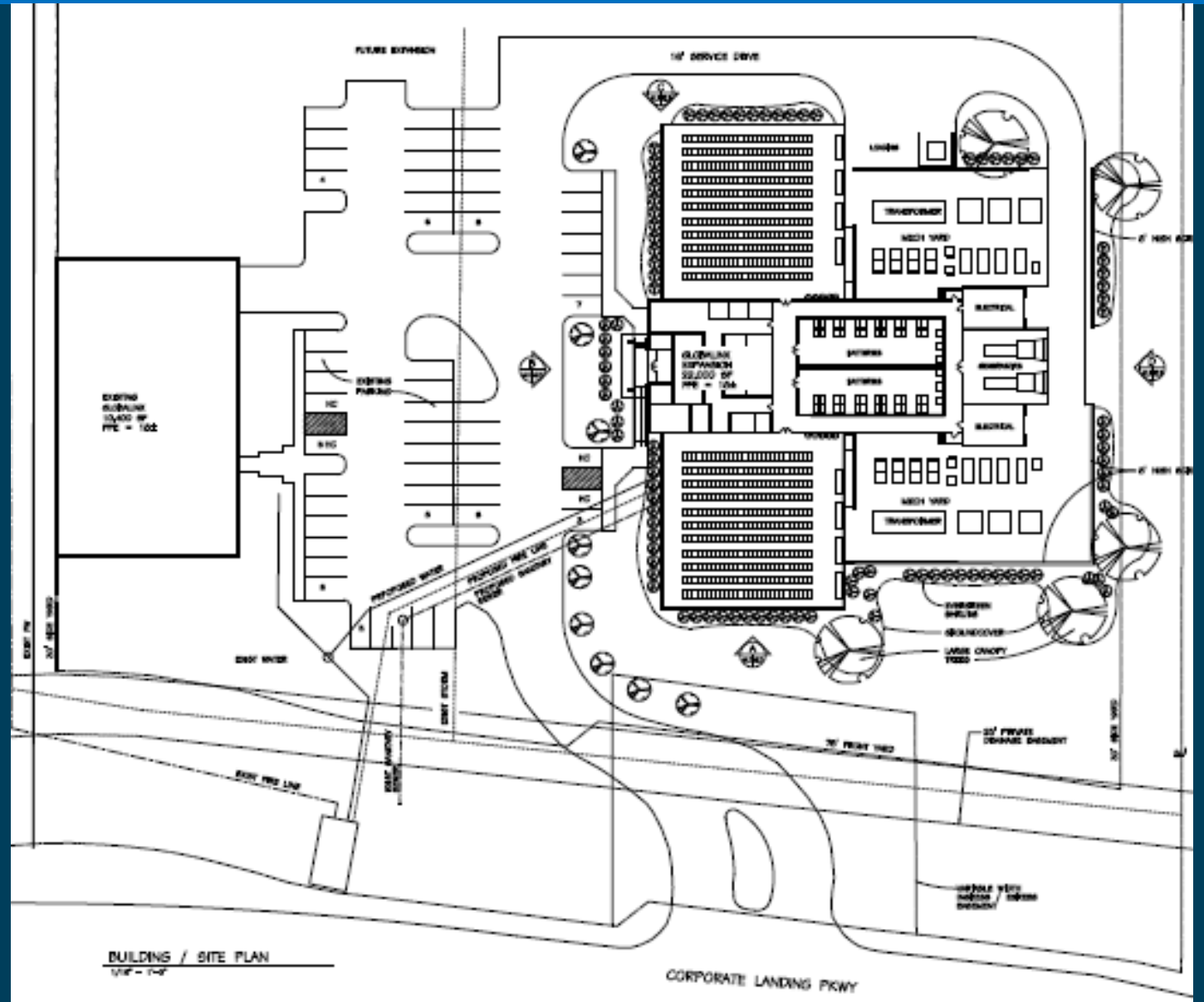


FORMER PROJECT LAYOUT- AUGUST 2019

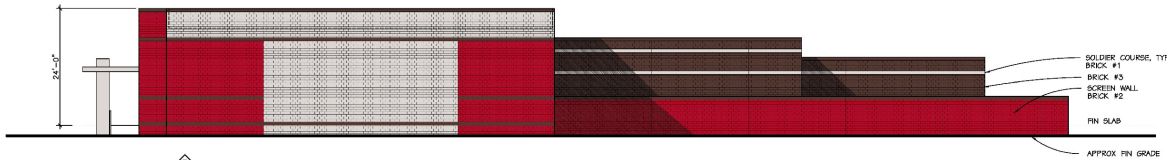


PROPOSED EXPANSION LAYOUT

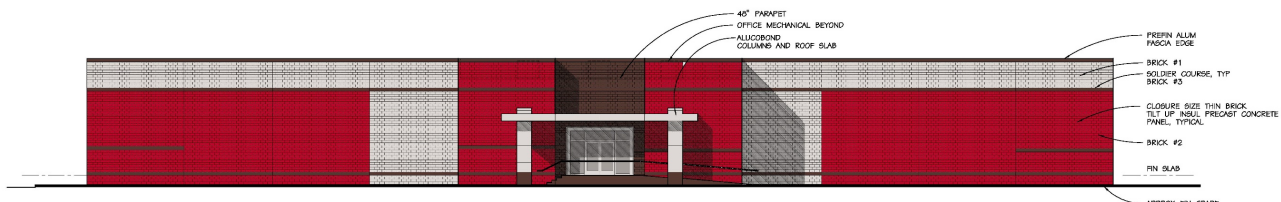
Total parcel: 7 acres
Existing building: 10,400 sf
Proposed building: 22,000 sf
New Investment: \$27M



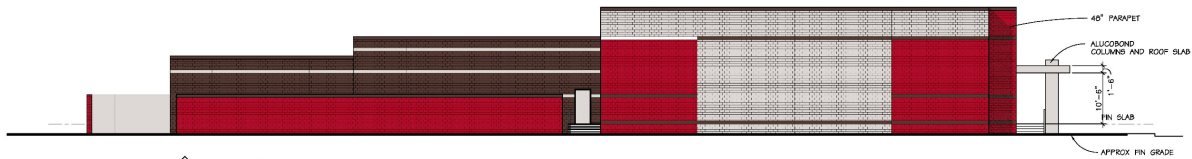
PROPOSED ELEVATIONS



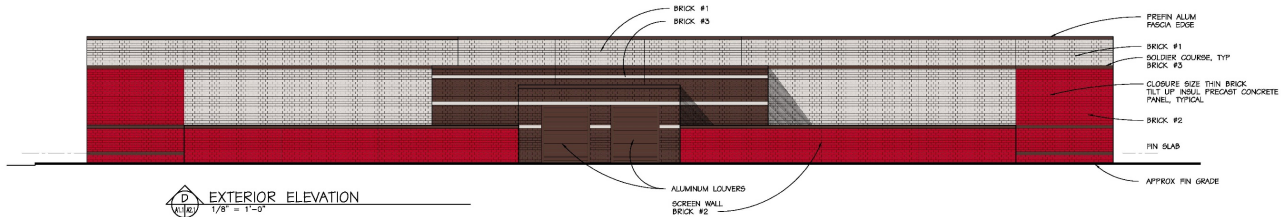
A
EXTERIOR ELEVATION
1/8" = 1'-0"



B
EXTERIOR ELEVATION
1/8" = 1'-0"



C
EXTERIOR ELEVATION
1/8" = 1'-0"



D
EXTERIOR ELEVATION
1/8" = 1'-0"

PROGRESS PRINT
02-10-20

NO.	DATE	BY	CHKD	DESCRIPTION

PROJECT NO: 20007
DATE: 18 JAN 2020
GLOBALINK EXPANSION
VIRGINIA BEACH, VIRGINIA
EXTERIOR ELEVATIONS

LEMOLLE ARCHITECTS
3000 PARKWAY DRIVE
SOUTH BEACH, MIAMI, FL
305.461.1111
WWW.LEMOLLEARCHITECTS.COM

SHEET NUMBER
A-21
X OF 13

FRONT RENDERING



REAR RENDERING



RECOMMENDATION

Approve the building design as presented

PLEASURE HOUSE BREWING

Virginia Beach Development Authority

February 18, 2020



DISCLOSURES

Legal Services: William Barlow, Barlow & Riddick, P.C.

Accounting – Rebekah Monteith, CPA

Financing– Farmers Bank

Architect/Landscape Architect/Land Planner – Ionic Deesign Studios



PROJECT SUMMARY

■ **Pleasure House Brewing**

- ✓ **Purchasing state of the art bottling system**
- ✓ **Increase bottling capacity from 5 cases per hour to 40**
- ✓ **Will allow for expanding distribution throughout the state**
- ✓ **Will also increase FTE's with increased manufacturing**

PROJECT SUMMARY CONTINUED

- ✓ **Richmond distributor has committed to purchase more product when available**
- ✓ **Currently sourcing for distributors in MD and NC**
- ✓ **Ability to expand product distribution is severely impacted by current bottling process**
- ✓ **Investing in the new equipment will assist in solidifying another VB small business**

TECHNICAL SPECIFICATIONS

	M2	M4	M6
Filling Heads / Crowners	2	4	6
Production Rates (up to) <small>(based on 17 oz/516 ml bottle at optimal conditions)</small>	12 bottles/min 30 cases/hr 2.2 bbl/hr 67.5 gal/hr 2.6 hL/hr 0.26 m ³ /h 258 L/hr	30 bottles/min 75 cases/hr 5.4 bbl/hr 169 gal/hr 6.4 hL/hr 0.64 m ³ /h 639 L/hr	40 bottles/min 100 cases/hr 7.3 bbl/hr 225 gal/hr 8.5 hL/hr 0.85 m ³ /h 850 L/hr
Bottle Diameter Capability	2.1"-7.0" diameter (53 mm x 178 mm)	2.1"-5.0" diameter (53 mm x 127 mm)	2.1"-3.0" diameter (53 mm x 76 mm)
Machine Dimensions	5.5' L x 3.5' W (1676 mm x 1067 mm)	5.5' L x 3.5' W (1676 mm x 1067 mm)	5.5' L x 3.5' W (1676 mm x 1067 mm)
Power	17A @ 115VAC, 56/60 Hz 9A @ 230VAC, 56/60 Hz	17A @ 115VAC, 56/60 Hz 9A @ 230VAC, 56/60 Hz	17A @ 115VAC, 56/60 Hz 9A @ 230VAC, 56/60 Hz
Compressed Air	15 cfm @ 90 psi (25 m ³ /h @ 6.2 bar)	15 cfm @ 90 psi (25 m ³ /h @ 6.2 bar)	15 cfm @ 90 psi (25 m ³ /h @ 6.2 bar)
CO ₂ Requirements <small>(Based on single purge for 12 oz. bottles)</small>	4 cfm @ 40 psi	8 cfm @ 40 psi	12 cfm @ 40 psi

CONFIGURATIONS

STANDARD MODEL

Locking Casters	Included	Included	Included
Adjustable Leveling Feet	Optional	Optional	Optional
Big Crown Hopper	Optional	Optional	Optional
Guarding	Optional	Optional	Optional

CE-CERTIFIED MODEL

Locking Casters	Included	Included	Included
Adjustable Leveling Feet	Optional	Optional	Optional
Big Crown Hopper	Optional	Optional	Optional
Guarding	Included	Included	Included

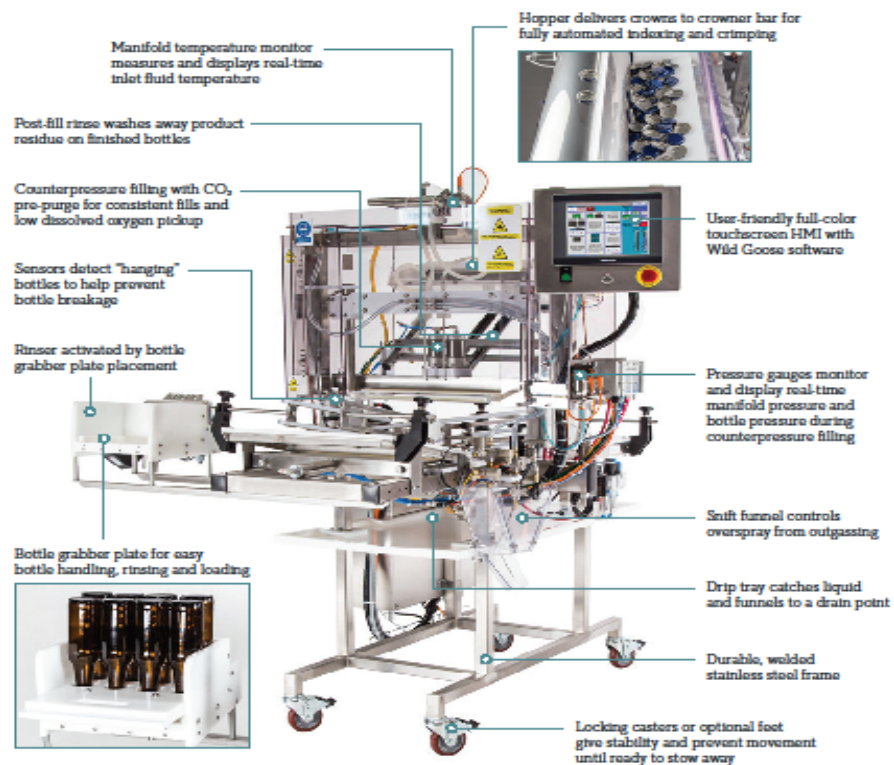
BOTTLING SYSTEMS

Upgradeable 2.2 to 7.3 bbl/hr counterpressure bottling systems that simplify your packaging operation



Rinse: Semi-Automatic
Purge & Fill: Automatic
Crowning: Automatic

UP TO
40
BOTTLES PER MINUTE



86 *MICE Model Shown

RECOMMENDATION

- ✓ \$12,500 - EDIP Part "A"
- ✓ Based on Capital Investment of \$360,000
- ✓ \$300,000 Building Improvement; \$60,000 equipment
- ✓ 2032 Pleasure House Road

QUESTIONS?