

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

September 15, 2020

Operating Account Summary: August 2020

Beginning Cash

\$4,529,135

- **Significant Cash Receipts**

- ✓ \$2,412 of interest income

- **Significant Cash Disbursements**

- ✓ \$13,000 to Globalinx for conduit management fee

- ✓ \$1,500 for the 2nd half FY2020 VBDA Commissioner stipend

Ending Cash

\$4,514,602

Incentive Account Summary: August 2020

Beginning Cash

\$6,659,999

- **Significant Cash Receipts**

- ✓ \$772 of monthly interest income

- **Significant Cash Disbursements**

- ✓ \$10,534 of Part B award payments to Hyatt Place Pembroke Park

- ✓ \$96,078 of Part E award payments

- ✓ \$483,000 Commonwealth Opportunity Fund award payment to LifeNet Health

- ✓ \$10,285 of Bio Initiative funding for the Bio Accelerator monthly rent

Ending Cash

\$6,060,874

Incentive Account Summary: August 2020

Ending Cash held by VBDA	\$6,060,874
PLUS: EDIP and other Receivables	\$7,984,609
LESS: Payables and Commitments	\$12,005,006
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Ending Available Funding	\$2,040,477



THE VIRGINIA BEACH DEVELOPMENT AUTHORITY

EDIP REQUEST PRUFREX

SEPTEMBER 15, 2020

DISCLOSURES

- Property Owner: Oceana Development

The logo for PRÜFREX, featuring the word "PRÜFREX" in a blue, sans-serif font with a registered trademark symbol (®) to the right. The letter "f" is stylized with a cursive-like flourish.

ABOUT THE COMPANY

- German-based manufacturers of electronic ignition devices
- U.S. Headquarters moved from Gainesville, GA
- Virginia Beach selected as initial U.S. manufacturing facility
 - Location: 2573 Quality Ct., Virginia Beach, VA 24354

- Project History

- Capital Investment: \$5,736,222
- Number of Employees: 44
- Average Wage: \$44,240



Incentives Granted

- \$120,000 Commonwealth Opportunity Fund
- \$120,000 Economic Development Investment Program
- However, company qualified to receive \$317,448 in EDIP based on current investment numbers



Errors

- Commonwealth Opportunity Fund forwarded to Prufrex
- Due to several administrative discrepancies in 2017 and 2018, deadlines to request an extension to VEDP's performance period was missed
- VEDP has requested Commonwealth Opportunity Fund to be returned to Commonwealth



RECOMMENDATION

Provide a business retention award of \$120,000 to repay the Commonwealth's Opportunity Fund of \$120,000

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QUESTIONS?