

An aerial photograph of Virginia Beach, Virginia, taken at sunset. The sky is a mix of orange, yellow, and blue. In the foreground, a teal-colored rectangular overlay contains white text. The background shows a dense urban area with various buildings, including a prominent tall skyscraper with a pointed top and a 'WESTIN' sign. A bright light source, likely the sun, is visible in the distance, creating a starburst effect. The city extends to the horizon under a hazy sky.

# VBDA Monthly Cash Flow

City of Virginia Beach Development Authority

December 21, 2021

# Operating Account Summary: September 2021-November 2021

**Beginning Cash - September 1, 2021** **\$ 4,445,531**

- **Significant Cash Receipts**

- ✓ **\$88,881** of Industrial Revenue Bond fees in September
- ✓ **\$18,910** of Industrial Revenue Bond and Administrative Fee in November
- ✓ **\$2,170** of bank interest income (September, October, and November)

- **Significant Cash Disbursements**

- ✓ **\$518** to Vanasse Hangen Brustlin for Aug. engineering services
- ✓ **\$3,328** to Kimley Horn for Jun engineering services for VBDA assets
- ✓ **\$6,100** to Cherry Bekaert for billing to VBDA's 6/30/21 audit
- ✓ **\$34,610** to Cherry Bekaert for billing to VBDA's 6/30/21 audit
- ✓ **\$10,000** to TIP Strategies for Strategic Plan

# Cont. Operating Account Summary: September 2021-November 2021

- **Cont. Significant Cash Disbursements**

- ✓ **\$13,792** to Globalinx for Oct. and Nov. conduit management fee
- ✓ **\$13,792** to Globalinx for Nov. and Dec. conduit management fee
- ✓ **\$33,884** to Vanasse Hangen Brustlin for Apr. engineering services
- ✓ **\$10,000** to TIP Strategies for Strategic Plan

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**Ending Cash – November 30, 2021**

**\$ 4,458,260**

# Incentive & Initiative Account Summary: September 2021- November 2021

**Beginning Cash - September 1, 2021** **\$2,117,885**

- **Significant Cash Receipts**

- ✓ **\$2,051,760** City's Appropriated EDIP Funds for FY22
- ✓ **\$1,131** Interest Income (September, October, and November)
- ✓ **\$553,012** Dome Site Reimbursement

- **Significant Cash Disbursements**

- ✓ **\$109,109** Singer Davis LLC – Legal Services for Dome Site (April through September)
- ✓ **\$546,043** Atlantic Park expenditures reimbursable from City Capital Project
- ✓ **\$45,273** to Jones at 1888 for APZ1 final payment for capital investment
- ✓ **\$22,488** to Hunton Andrews Kurth for Dome Site (July through August)

# Cont. Incentive & Initiative Account Summary: September 2021-November 2021

- **Cont. Significant Cash Disbursements**

- ✓ **\$349** Bank Fees (September, October and November)
- ✓ **\$43,165** to Kimley Horn for A&E Services for the Dome Site Studies
- ✓ **\$3,330** to MBP for Dome Site Cost Analysis
- ✓ **\$2,082** to Kinetic Health, Inc. for DIP Award – FY21
- ✓ **\$10,000** to Koch Development for DIP Award – FY21
- ✓ **\$142,865** to Sanjo Virginia Beach Incorporate for EDIP Part A Capital Investment Partial Award
- ✓ **\$31,880** to Olympia Bendix Two for rent Bio Accelerator at Convergence (Sept., Oct., and Nov.)
- ✓ **\$204,303** of Bio Initiative funding for management fees/reimbursable construction expenses

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**Ending Cash – November 30, 2021**

**\$3,733,823**

A wide-angle photograph of a beach at sunset. The sun is low on the horizon, casting a golden glow across the sky and reflecting on the wet sand. A long pier extends into the ocean on the right side. In the background, there are houses and buildings along the shore. The overall atmosphere is peaceful and scenic.

# 35<sup>th</sup> Street & Pacific Avenue Public Parking Opportunity

Kathy Warren, SGA Manager

VBDA Briefing

December 21, 2021

# Disclosures

Owners: Suburban Capital, Inc.

A & E: Kahler Slater

Financial: Towne Bank

Contractor: Hourigan Construction Corp.

Legal: Pender & Coward

Accounting: BDO



**New Hyatt  
Place Hotel  
(former  
Belvedere  
Hotel)**

**Hyatt's  
proposed  
off-site  
parking**

**60**

Pacific Ave

Atlantic Ave

Boardwalk

36 1/2 St

36th St

36th St

36th St

36th St

Pacific Ave

Atlantic Ave

Boardwalk

35 1/2 St

35th St

35th St

First Presbyterian Church





**Pacific Avenue**

**Atlantic Avenue**

**35th Half Street**

**35th Street**

3508 ATLANTIC AVE STE 101

3508 ATLANTIC AVE

C-M05A3 435

003-530-N

H-M05A338

C-M05A3

3501 ATLANTIC AVE STE 506

003-130-M

003-129-U

003-529-M

203

203 35TH ST

203 35TH ST

205

500 ATLANTIC AVE

3500

H-M05A34

C-M05A3

PACIFIC AVE

ATLANTIC AVE

35TH ST

M05A32

003-105-U

003-238-N

35TH ST

35TH ST

C-M05A3 179

3420-104

3420 ATLANTIC AVE STE 104

3420-103

340 ATLANTIC AVE

0003-1090-N

0003-1069-U

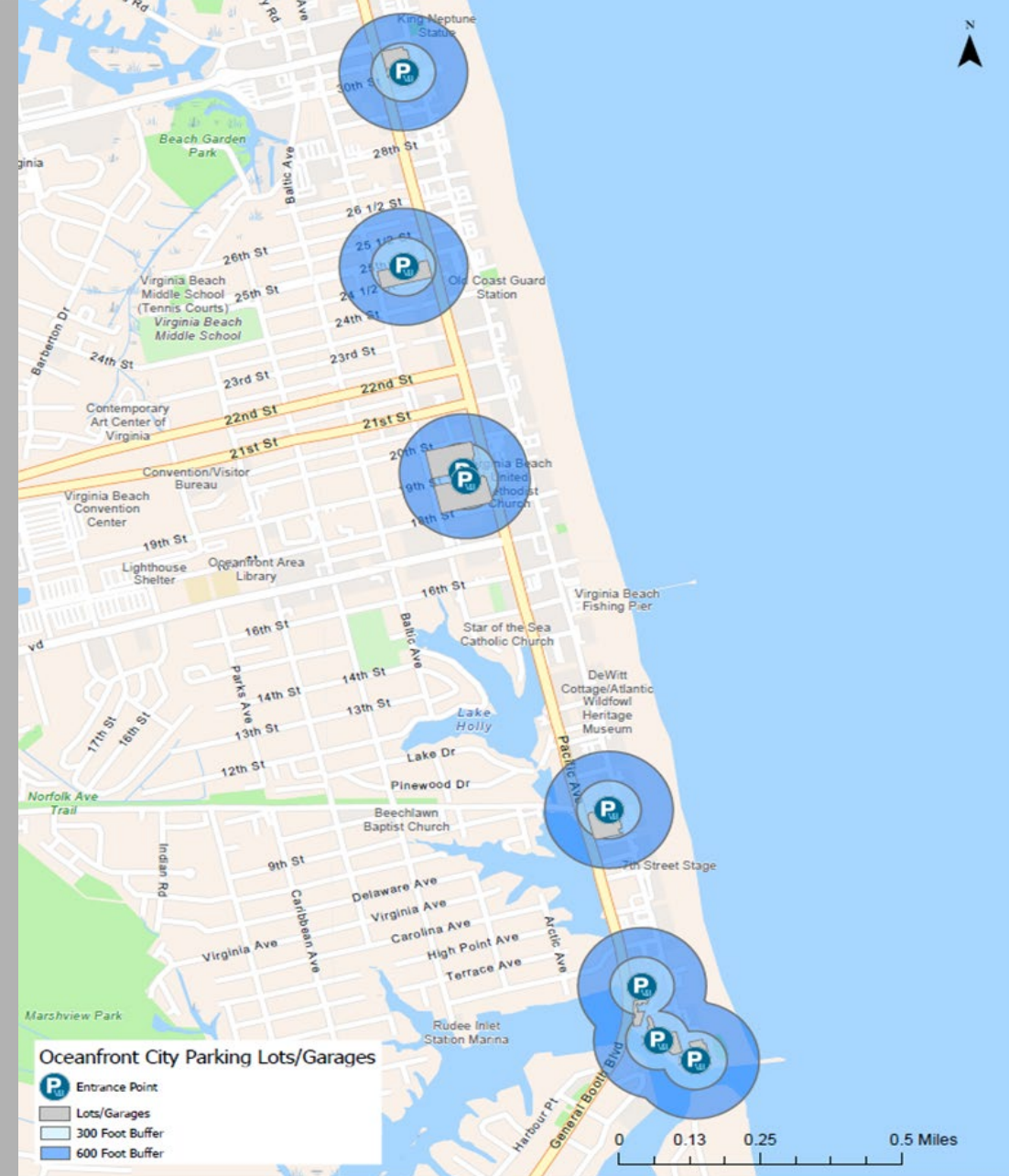
# Hyatt Place Hotel

- 140 rooms
- 140 parking space requirement within the ORD
- Existing 35<sup>th</sup> & Pacific lot has 102 spaces
- Parking lot - 0.66 acres and can accommodate seven-story garage with 408 spaces
- Hotel completion May 2022



# City's Existing Parking Assets

- 5 Lots: 856 spaces
- 3 Garages: 1,437 public spaces
- 658 on-street metered spaces
- 2,951 total public parking spaces south of 31<sup>st</sup> Street



Pedestrian Walking Distances from City Parking Lots & Garages

# Parking Management Data

- Average turnover in 2019 for all metered spaces was 2.8
- Average turnover in the 34<sup>th</sup> – 36<sup>th</sup> Street area was 7

| <b>Block</b> | <b>Total Vehicles</b> | <b>Vehicle/Space</b> | <b>AVG Turns</b> | <b>Peak Turns</b> |
|--------------|-----------------------|----------------------|------------------|-------------------|
| <b>35</b>    | 16,454                | 1,371                | 6.38             | 7.53              |
| <b>34</b>    | 6,313                 | 1,263                | 5.87             | 7.23              |
| <b>36</b>    | 10,849                | 986                  | 4.59             | 6.04              |

# Capital Needs and Net Revenue for Resort Garages

Capital needs are addressed on an annual basis through the Oceanfront Parking Facilities and Capital Maintenance CIP which currently has a fund balance of approximately \$2M

CIP: Parking Enterprise Fund

## 2019 net revenues for garages

- 31<sup>st</sup> Street \$411,310
- 25<sup>th</sup> Street \$88,773
- 9<sup>th</sup> Street \$304,927

# Projected Revenue and Expenses for Public Spaces

|         | Year 1  | Year 2  | Year 3  | Year 4  | Year 5  |
|---------|---------|---------|---------|---------|---------|
| Revenue | 390,097 | 401,800 | 413,854 | 426,269 | 439,058 |
| Expense | 245,276 | 252,634 | 260,213 | 268,020 | 276,060 |
| Cap Mnt | 20,100  | 20,100  | 20,100  | 20,100  | 20,100  |

\$1,455 in Avg Revenue/Space

\$985 in Avg Expense/Space

Capital Maintenance = \$75/Space

# Hyatt Hotel Employee Parking

- Suburban Capital will build an additional 14 Spaces for their 19 employees in the garage and have additional surface spaces available at their office two blocks from the hotel

# Suburban Capital Proposal

|                        | Number of Spaces | Cost                         | Land Cost                 | Total Cost |
|------------------------|------------------|------------------------------|---------------------------|------------|
| City Share             | 200              | \$4.78 M<br>(\$23,900/space) | \$1.98 M                  | \$6.76 M   |
| Suburban Capital Share | 154              | \$3.68 M<br>(\$23,900/space) | \$1.5 M                   | \$5.18 M   |
| Total                  | 354 spaces       | \$8.46 M                     | \$3.5M<br>(\$9,887/space) | \$11.94 M  |

Resort Parking District CIP \$11,125,000



# RAMP and Parking Strategy Support

- The Resort Area Mobility Plan, with Resort Stakeholder support, is recommending the development of additional public parking spaces throughout the Resort with a focus on the area north of 31<sup>st</sup> Street
- 2013 Kimley-Horn Parking Strategy supports the continued dispersal of public parking throughout the resort to support higher parking demands and work with private developers to develop public parking as part of larger private developments

## Next Steps:

- City Council Public appropriated \$7 Million from the Resort Parking CIP to VBDA for public parking on December 14, 2021
- VBDA presentation and resolution to agree to terms for public parking opportunity with Suburban Capital on December 21, 2021



# **NAS Oceana – City of Virginia Beach Development Authority Future Base Design Intergovernmental Support Agreement**

Virginia Beach Development Authority  
December 21, 2021

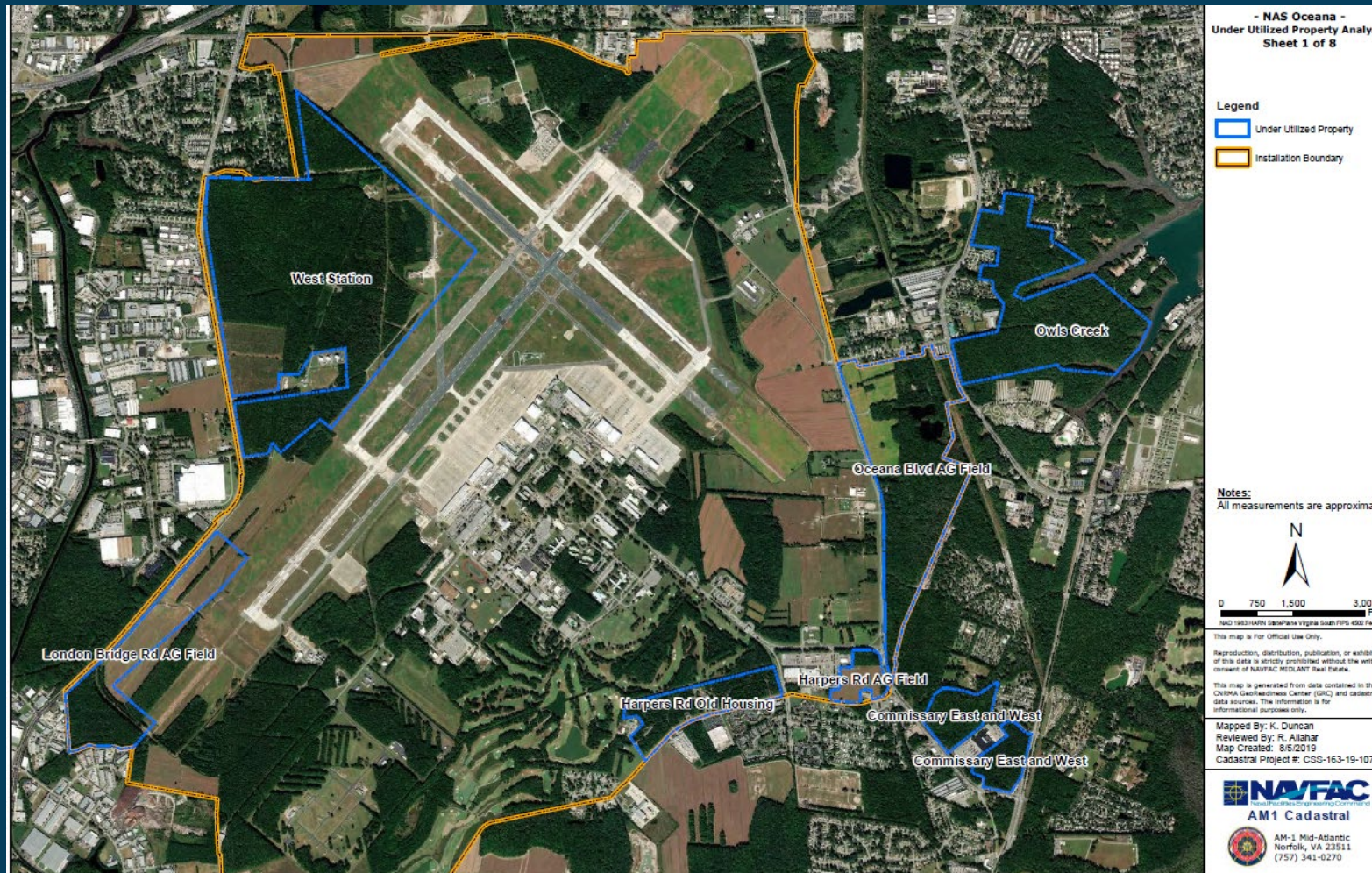
# IGSA Summary of Terms Scope

- Navy is seeking opportunities to leverage underutilized portions of Naval Air Station (NAS) Oceana and surrounding property into economic development opportunities.
- Navy, with the assistance of VBDA, intends to enter into long-term lease arrangements with businesses with compatible uses. VBDA would provide assistance in site evaluation and locating and recruiting potential users.
- Navy would benefit from rental income and/or in-kind services provided by the tenants.
- VBDA would benefit from increased compatible economic development and additional building sites in the areas around NAS Oceana, and the increased leasehold real estate tax paid to the City from the tenants. Note: In no event would the Navy's interest be subject to local property and/or leasehold tax.
- Proposed term of the IGSA is one (1) year, with nine (9) one-year extensions, on mutual agreement of parties. Total term not to exceed ten (10) years.

# Properties

1. Oceana Boulevard Agricultural Field (200.83 ac +/-)
2. Former Horse Stables on Oceana Boulevard (140 ac +/-)
3. Harpers Road Agricultural Field (19.46 ac +/-)
4. East Commissary on Oceana (24.45 ac +/-)
5. West Commissary on Oceana (29.91 ac +/-)
6. Certain property “within the fence line” of NAS Oceana as designated by Navy, or other parcels identified by Navy

# Map of Properties



# Navy Responsibilities

## Navy will:

- Provide VBDA with physical and environmental site information in its possession.
- Identify use restrictions and other federal requirements for each site.
- Assist VBDA marketing efforts.
- Direct prospects for the sites who contact the Navy to the VBDA if deemed appropriate by the Navy (for clarity, the Navy reserves the right to work with other parties for assistance in marketing and leasing the sites).
- Provide form documents (leases, rights of entry, etc.) to allow VBDA to communicate requirements and restrictions to potential tenants.
- Provide VBDA temporary access to sites as needed for purposes of the IGSA.
- Reimburse VBDA for reasonable costs incurred as set forth below.

# VBDA Responsibilities

VBDA will:

- Assess marketability and prepare marketing plan for each site.
- Marketing plans to include analysis of highest and best use, and available incentives, considering use restrictions, adjacent developments, and Navy mission requirements.
- Develop mutually agreeable competitive procedures for soliciting interest from prospective tenants.
- Develop and implement a plan to market and promote the sites.
- Host website regarding sites and development opportunities.
- Support Navy in gathering expressions of interest for sites.
- Evaluate users for receipt of VBDA incentives (such as the Economic Development Investment Program).
- Take the lead in responding to Virginia Freedom of Information Act (FOIA) requests regarding the program.



# Financial Details

- The Navy has budgeted \$100,000 per year for costs of all efforts undertaken in furtherance of the IGSA.
- Navy will request work from VBDA on a work order basis, with the VBDA being reimbursed on completion of the tasks, conforming to federal code.

# Recommendation

- The VBDA execute the Intergovernmental Support Agreement (IGSA) between Navy Regional Mid-Atlantic and City of Virginia Beach Development Authority for services to market and promote the renovation, redevelopment and utilization of Navy real property.



Photo by ORSTED

## Discussion

# NAS Oceana – City of Virginia Beach Development Authority Future Base Design Intergovernmental Support Agreement



# Variations Request for Site Frontage Improvements and Signage

City of Virginia Beach Development Authority  
December 21, 2021



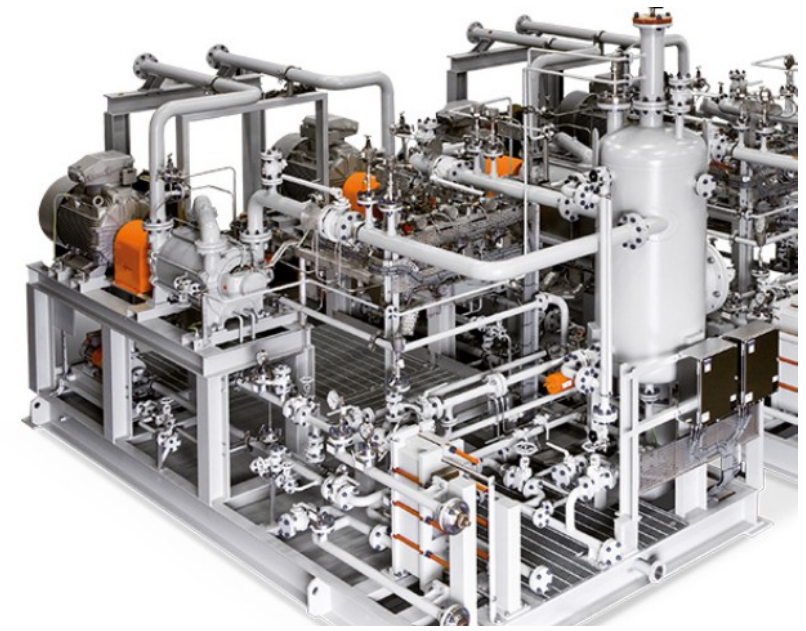
# DISCLOSURES

- Applicant: Busch, LLC
- Owner: Busch Virginia Property, LLC
- President: Turgay Ozan
- General Manager: David Gulick
- Construction Contractor: W.M. Jordan
- Treasurer: Gandikota Sriphani
- Banking: Bank of America
- Engineer: W.P. Large, Kimley-Horn
- Architect: Cox Kliewer
- Legal: Dalip Kapoor, Busch LLC
- Project Representatives:
  - ✓ Chris Kyrus, Project Manager, Busch, LLC
  - ✓ Randy Royal, P.E., Kimley-Horn
  - ✓ Gregory Schmitt, P.E., Kimley-Horn



# ABOUT BUSCH LLC

- Founded 1963 in Germany; established in Virginia Beach 1980
- One of the largest manufacturers of vacuum pumps, blowers, and compressors in the world
- A truly essential business providing solutions to more than 40 countries
- 3,500 employees worldwide, 250 in Virginia Beach

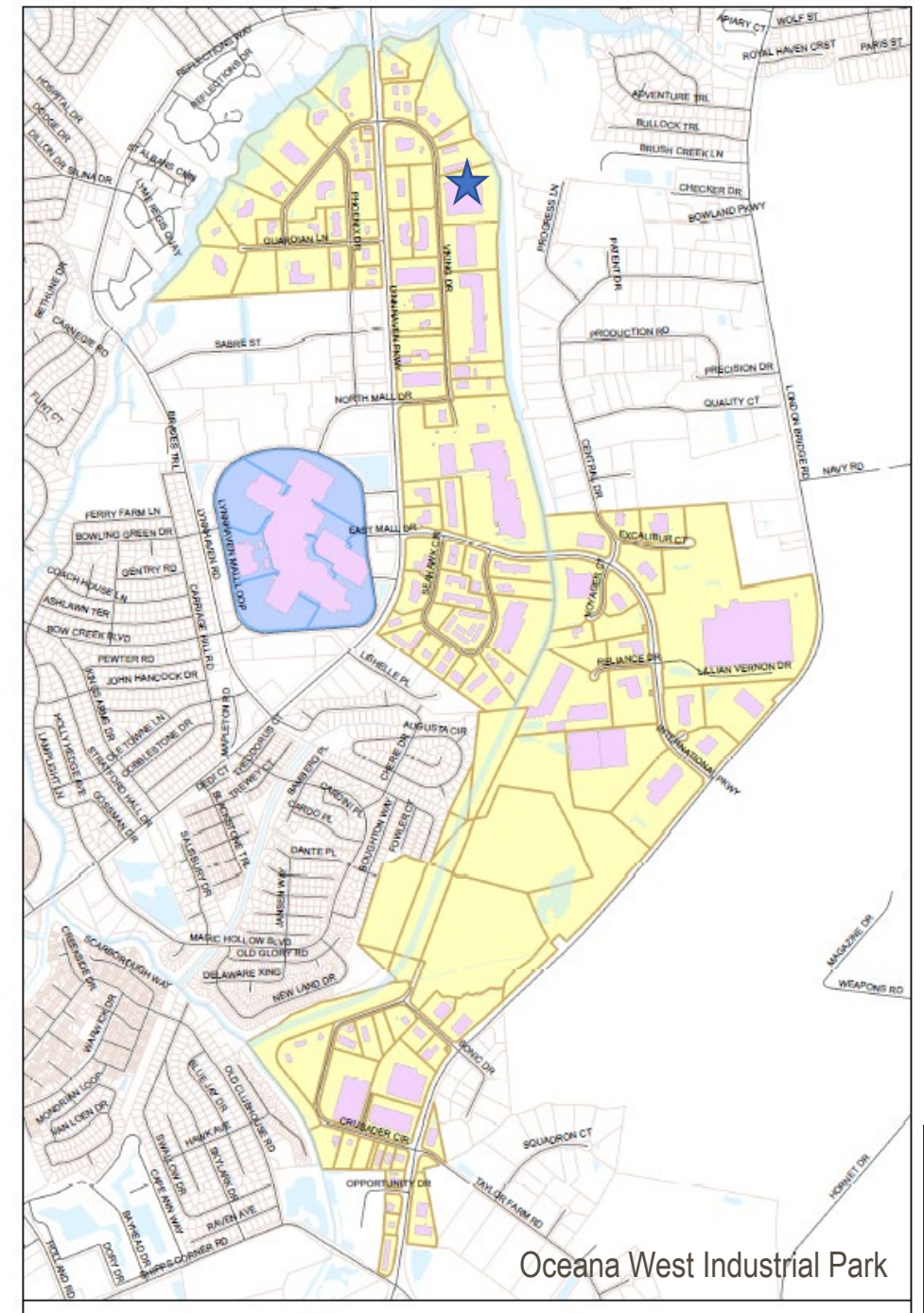
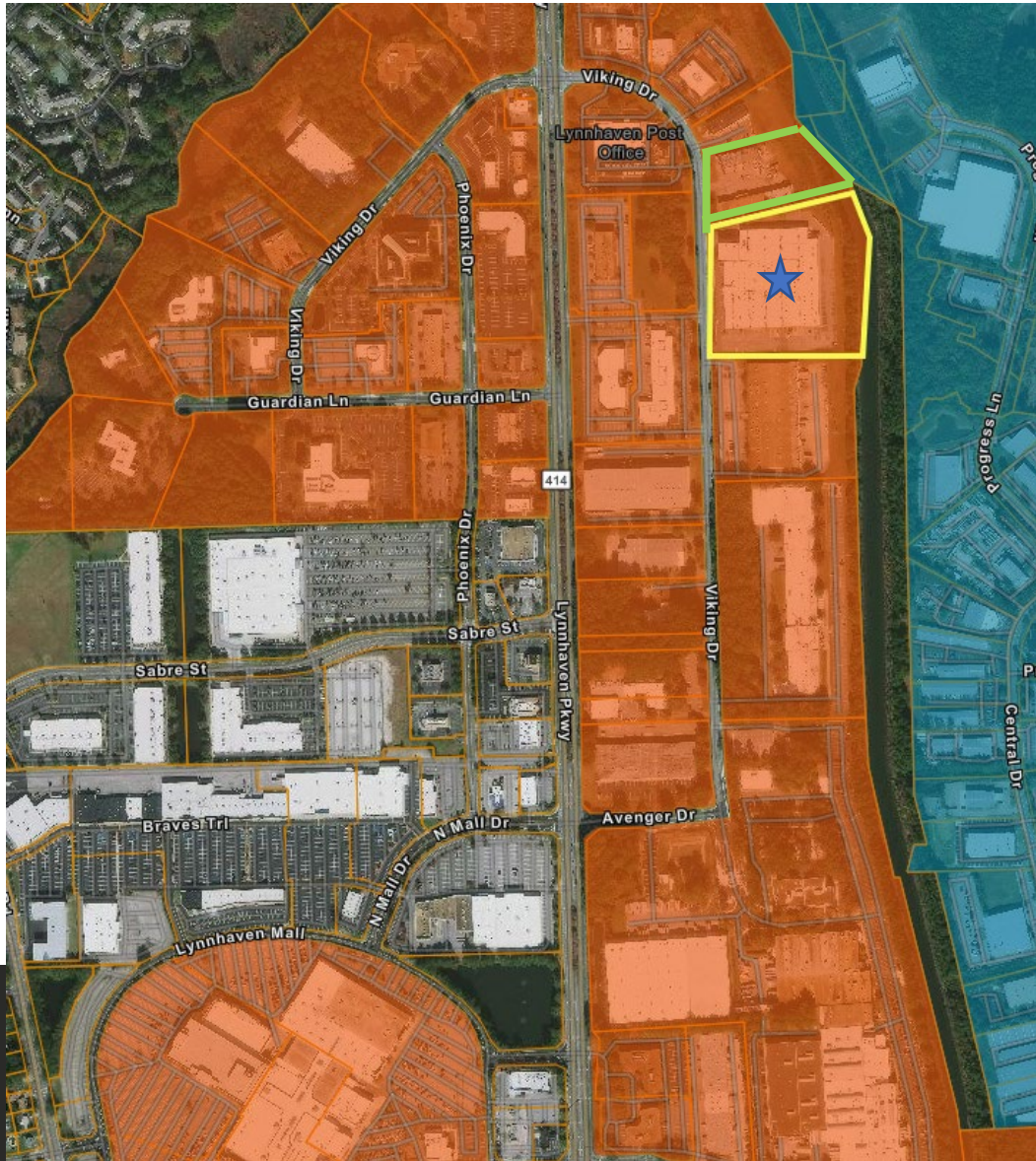


Vacuum pumps help with altitude and space simulation

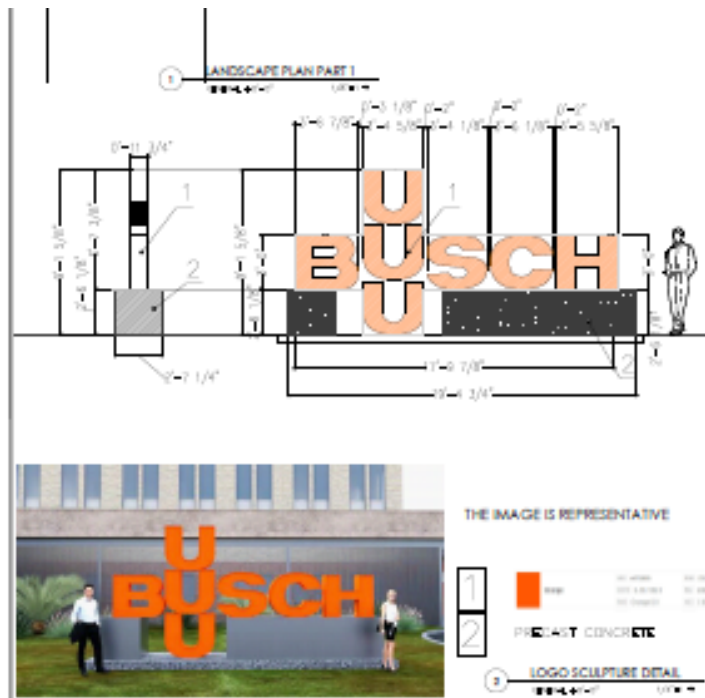


# LOCATION

516 Viking Drive (Oceana West Industrial Park)



# ABOUT THE PROJECT



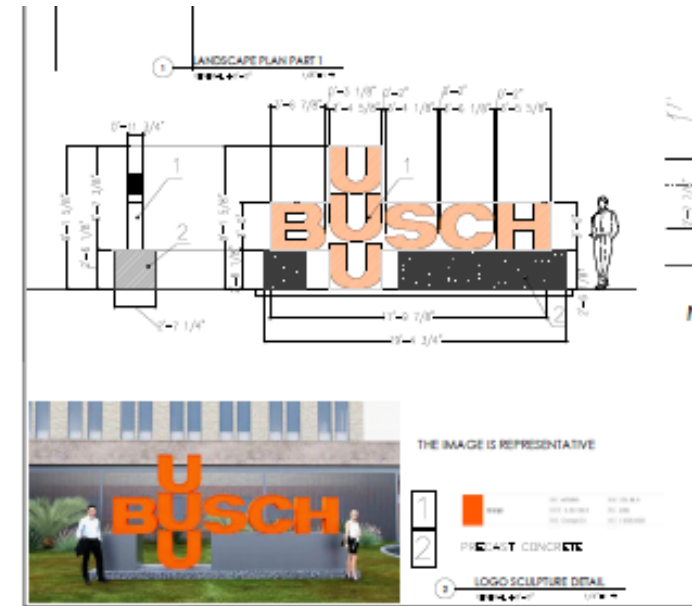
- Landscape/hardscape enhancements, replacement of street frontage signs; improvements of onsite traffic flow
- Create an outdoor place for employees and customers
- Inception first quarter 2022; completion in 14 months
- Approximate Investment: \$1.3 million
- Variances requested (per Declaration of Restrictive Covenants Oceana West Industrial Park, Area No 2)



# PROPOSED SIGNS

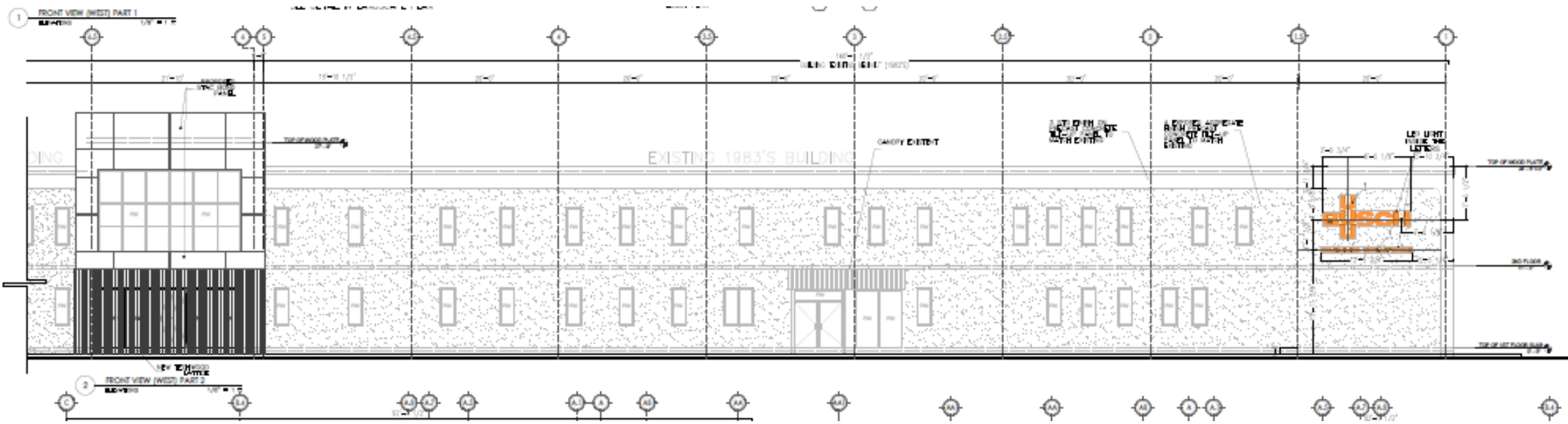
Replace existing **ground-mounted sign** and **wall-mounted sign** with more modern sculpture type signs:

| <b>SIGN RESTRICTIONS FOR OCEANA WEST INDUSTRIAL PARK (OWIP)</b> | <b>PROPOSED</b>                     | <b>ZONING ORDINANCE</b>  |
|---|-------------------------------------|--|
| Ground-Mounted Sign Maximum <b>40 Sq Ft</b> per Face            | Proposed Sq Ft = <b>75 SF</b>       | For sites with greater than 200 LF of lot frontage maximum 75 SF per face. (I1 Zoning)   |
| Ground-Mounted Sign Maximum <b>6' Height</b>                    | Proposed Height = <b>9' – 1 5/8</b> | 12' maximum at 7' setback from right-of-way (General sign regulations)   |
| Maximum <b>110 Sq Ft</b> Total Signage Per Parcel               | Proposed Sq Ft: <b>118.18 SF</b>    | 570' Lot Frontage, 432' building frontage = 648 SF permitted on the parcel 1.5 SF per 1 LF of building frontage. (I1 Zoning)                                 |
| Maximum <b>24 Sq Ft</b> per Wall-Mounted Sign                   | Proposed Sq Ft = <b>43.18 SF</b>    | Commercial buildings less than 5 stories may have 2 signs up to 150 SF each. Building sign shall not project above the roofline. 1 sign per building façade. |



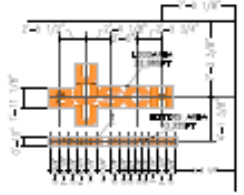
*Proposed Ground-Mounted Sign*

# PROPOSED WALL-MOUNTED SIGN



## LOGO NOTES:

- 1. The logo is to be wall-mounted on the exterior wall of the building.
- 2. The logo is to be wall-mounted on the exterior wall of the building.
- 3. The logo is to be wall-mounted on the exterior wall of the building.
- 4. The logo is to be wall-mounted on the exterior wall of the building.
- 5. The logo is to be wall-mounted on the exterior wall of the building.
- 6. The logo is to be wall-mounted on the exterior wall of the building.
- 7. The logo is to be wall-mounted on the exterior wall of the building.
- 8. The logo is to be wall-mounted on the exterior wall of the building.
- 9. The logo is to be wall-mounted on the exterior wall of the building.
- 10. The logo is to be wall-mounted on the exterior wall of the building.



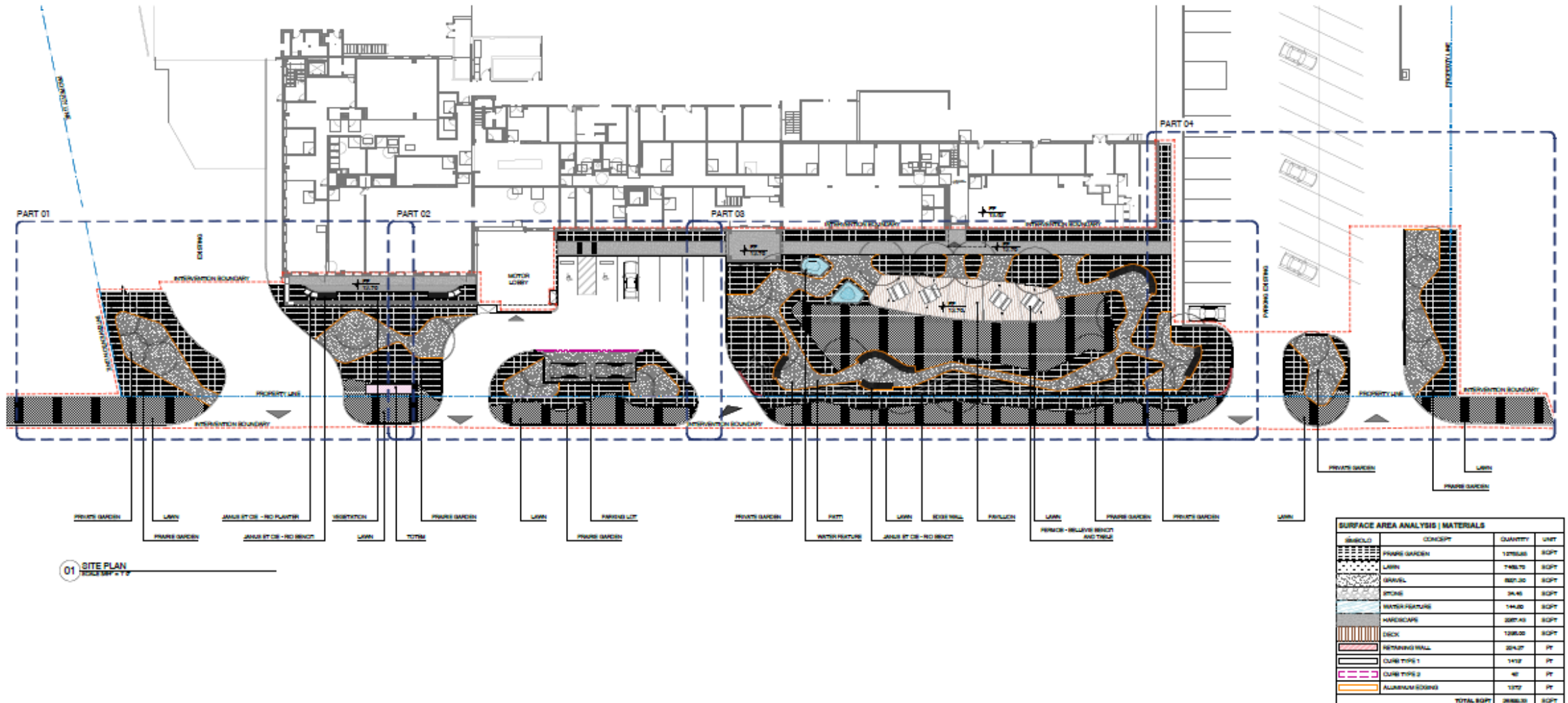
# SITE FRONTAGE IMPROVEMENTS



Existing



# SITE LANDSCAPE/HARDSCAPE IMPROVEMENT PLAN



Reduce OWIP 50' front building setback to the required I1 zoning 30' front building setback.



# BUSCH USA HQ

DESING DEVELOPMENT LANDSCAPE



Rubén Chávez  
ARQUITECTOS

# RECOMMENDATION

Staff recommends approval of variances request for the front setback and signage as presented.

# Northrop Grumman- 2701 International Pkwy Wall Mounted Sign Variance Request

City of Virginia Beach Development Authority  
Open Session  
Ihsane Mouak  
December 21, 2021

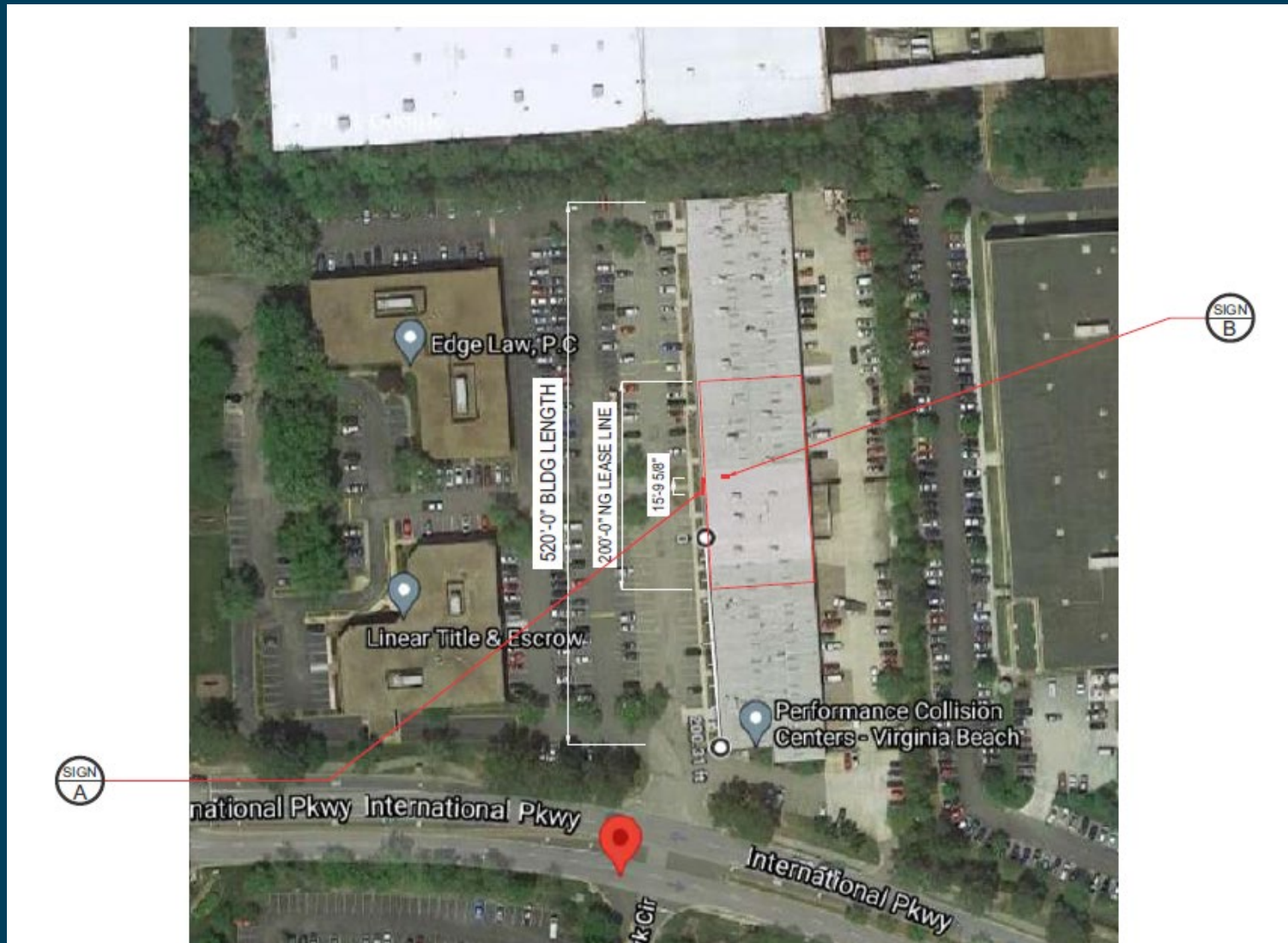


# Disclosure Statement

- Applicant Name: Northrop Grumman Systems Corporation
- Officers:
  - Michael Sifen- President
  - Donald R. Smith- Vice President
  - Barry Sifen- VP-CFO
- Affiliated Business Entity: Michael D. Sifen, Inc.
- Construction Contractor: Triangle Sign Services



# Aerial View



# Storefront Elevation



EXISTING



PROPOSED

In OWIP- Wall mounted sign allowable area: 24 sf  
Proposed: 54sf

# Recommendation

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Staff recommends the approval of the variance request  
for a wall-mounted sign



# IMS Gear

## EDIP Recommendation

The City of Virginia Beach Development Authority  
Open Session  
December 21, 2021



# DISCLOSURES

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Applicant: IMS Gear Virginia LLC

Applicant Representative: Guenter Weissenseel

Accounting: Cherry Bekaert LLP

Owner: 489 Progress Lane LLC (Miller Group)

# COMPANY PROFILE

- COMPANY: IMS: Gear, Inc. at 489 Progress Lane Virginia Beach, VA 23454
- PARENT LOCATION: Donaueschingen, Germany
- Manufactures metal and plastic assemblies used in automatic automotive seats



# PROJECT SUMMARY AND CONSIDERATIONS

- Building is 111,585 sq. ft. on 7 acres – built by Miller Group in 2011
- Looking to purchase current building (previously 10-year lease) at \$10.5 Million
- Introducing new product line to replace current product requiring purchase of new equipment at \$1.1 Million
- Employee count retained at 228

# CAPITAL INVESTMENT

| CAPITAL INVESTMENT  | AMOUNT       |
|---------------------|--------------|
| Real Estate         | \$10,500,000 |
| FF&E                | \$0          |
| Machinery and Tools | \$1,100,000  |
| TOTAL :             | \$11,600,000 |

## Economic Development Investment Program (EDIP) Grant, Part A

- Capital Investment EDIP – Qualify for up to \$464,000



# RECOMMENDATION

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- Award IMS Gear \$350,000 pursuant to EDIP Policy, Part A

QUESTIONS?