

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 setting sun, creates a starburst effect in the middle ground. The city extends to the horizon under a cloudy sky.

VBDA Monthly Cash Flow

City of Virginia Beach Development Authority

November 15, 2022

Operating Account Summary: October 2022

Beginning Cash – October 1, 2022

\$ 4,232,364

Significant Cash Receipts

- **Grand Total of Significant Cash Receipts - \$23,348**
 - ✓ \$ 3,639 VSBFA Bond Fee (YMCA Southampton)
 - ✓ \$ 6,999 Nando's Peri-Peri (Use Fee for Open Café)
 - ✓ \$ 5,000 SIMIS, Inc. – Final Deposit for Land Purchase (Corporate Landing Park)
 - ✓ \$ 1,000 Oak View Group (Golf Tournament Sponsorship)
 - ✓ \$ 6,710 Interest Income

Significant Cash Disbursements

- **Grand Total of Significant Cash Disbursements - \$ 520,681**
 - ✓ \$ 15,125 Get Solutions – Dome Site Reimbursable

Cont. Operating Account Summary: October 2022

Cont. Significant Cash Disbursements

- ✓ **\$ 56,001** Kimley Horn - Dome Site Reimbursable
- ✓ **\$265,510** Cooper Carry – Dome Site Reimbursable
- ✓ **\$ 14,205** Globalinx – Monthly Conduit Management for Oct. 22
- ✓ **\$ 6,400** Cherry Bekaert – Audit of Financial Statement for June 30, 2022
- ✓ **\$148,344** Hunton Andrews Kurth – Legal Services for Dome Site
- ✓ **\$ 10,406** HBA Architecture & Interior Design – Facility Assessment & Feasibility Study
- ✓ **\$ 4,690** Kimley Horn – Corporate Landing Stormwater Design and Redesign

Ending Cash – October 31, 2022

\$ 3,717,897

Incentive & Initiative Account Summary: October 2022

Beginning Cash – October 1, 2022 **\$2,422,183**

Significant Cash Receipts

Grand Total of Significant Cash Receipts - \$523,389

- ✓ \$ **490** Bank interest income
- ✓ **\$522,899** City of Virginia Beach – Dome Site Reimbursements for Sept. 2022

Significant Cash Disbursements

- **Grand Total of Significant Cash Disbursements - \$ 39,713**
 - ✓ \$ **21,845** Olympia Bendix Two –Bio Accelerator Monthly Rent – Oct. 22 & Nov. 22
 - ✓ \$ **5,002** Hara, Inc. – New front exterior signage (FIG Grant)
 - ✓ \$ **2,756** North End Bag Company – New Awnings on façade (FIG Grant)

Cont. Incentive & Initiative Account Summary: October 2022

- **Cont. Significant Cash Disbursements**

- ✓ **\$4,610** Jim White, Inc.-New back exterior fence and landscaping (FIG Grant)
- ✓ **\$5,500** Koch Development Corp. – Repair facades and roof (FIG Grant)

Ending Cash – October 31, 2022

\$2,905,543

EDIP Grant Summary Reporting: October 2022

Beginning VBDA EDIP Grant Balance	\$3,528,617
Earned Interest and Activity Analysis Fee	-\$ 64
EDIP Grants Expired (Closed)	+\$ -
New Grants Approved by VBDA	<u>-\$ -</u>
EDIP Grant Funds Available as of Oct. 2022	\$3,528,553

STIHL[®]



City of Virginia Beach Development Authority
November 15, 2022
OPEN SESSION

DISCLOSURES

STIHL[®]

- Applicant's name: STIHL Incorporated
- Principals:
 - ✓ Terrence Horan, President and Board Director
 - ✓ Phil Pejovich, Chairman of the Board
 - ✓ Christopher Keffer, Vice President Sales and Marketing
 - ✓ Stanley Flattum, Interim Vice President Finance
 - ✓ Lorraine Amesbury Holder, Vice President Operations
 - ✓ Melody Doleman, Vice President Human Resources
- Accounting: Ernst & Young
- Architect: Andre + Marquez Architects
- Construction: Compo Construction
- Engineer: Hoggard-Eure Associates



ABOUT THE COMPANY



- Incorporated in 1974 in Virginia Beach for U.S. Headquarters
- 3,300 employees in the City
- 150 –acre campus with more than two million square feet of combined industrial and office space
- Worldwide exporter of STIHL products to more than 90 countries
- Over the last 20 years, the City has awarded STIHL \$1.8 million in grants which has leveraged nearly \$185 million in new capital investment



2017 Expansion of Headquarters Facility
at 536 Viking Drive

PERFORMANCE HISTORY

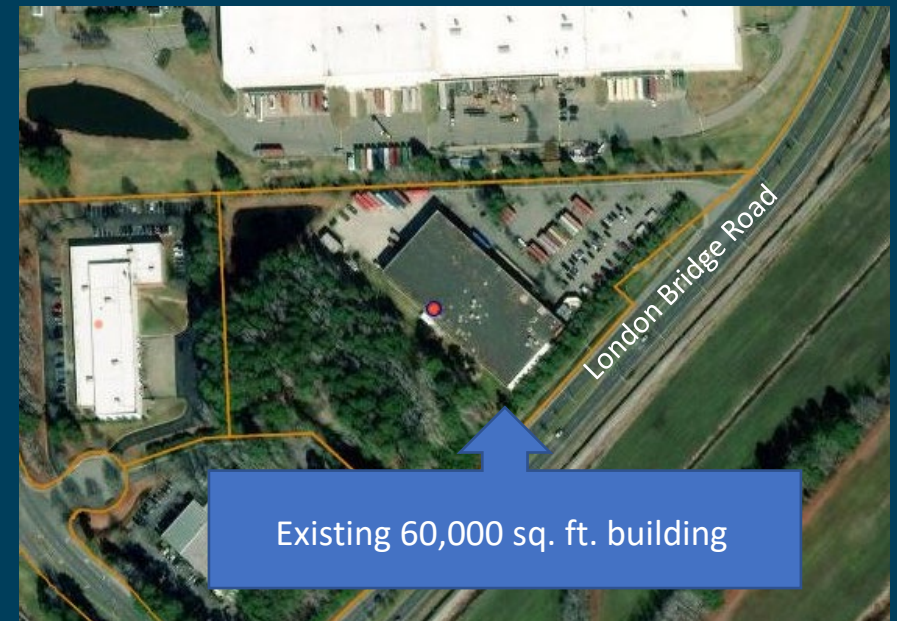


YEAR	CAPITAL INVESTMENT	JOBS CREATED	EDIP AWARDED
1996	\$20,000,000	-	\$100,000
2003	\$60,800,000	200	\$400,000
2006	\$78,400,000	150	\$700,000
2011	\$5,700,00	52	\$100,000
2017	\$20,000,000	-	\$500,000

Project Parameters



- Expansion of chain saw guide bar manufacturing facility at 825 London Bridge Road
- Will allow for a 3rd guide bar production line
 - 33% increase in production capacity in VB
 - 20% increase in worldwide production capacity
- Lays the groundwork for more guide bar manufacturing to be moved to the Virginia Beach – most production currently happens abroad

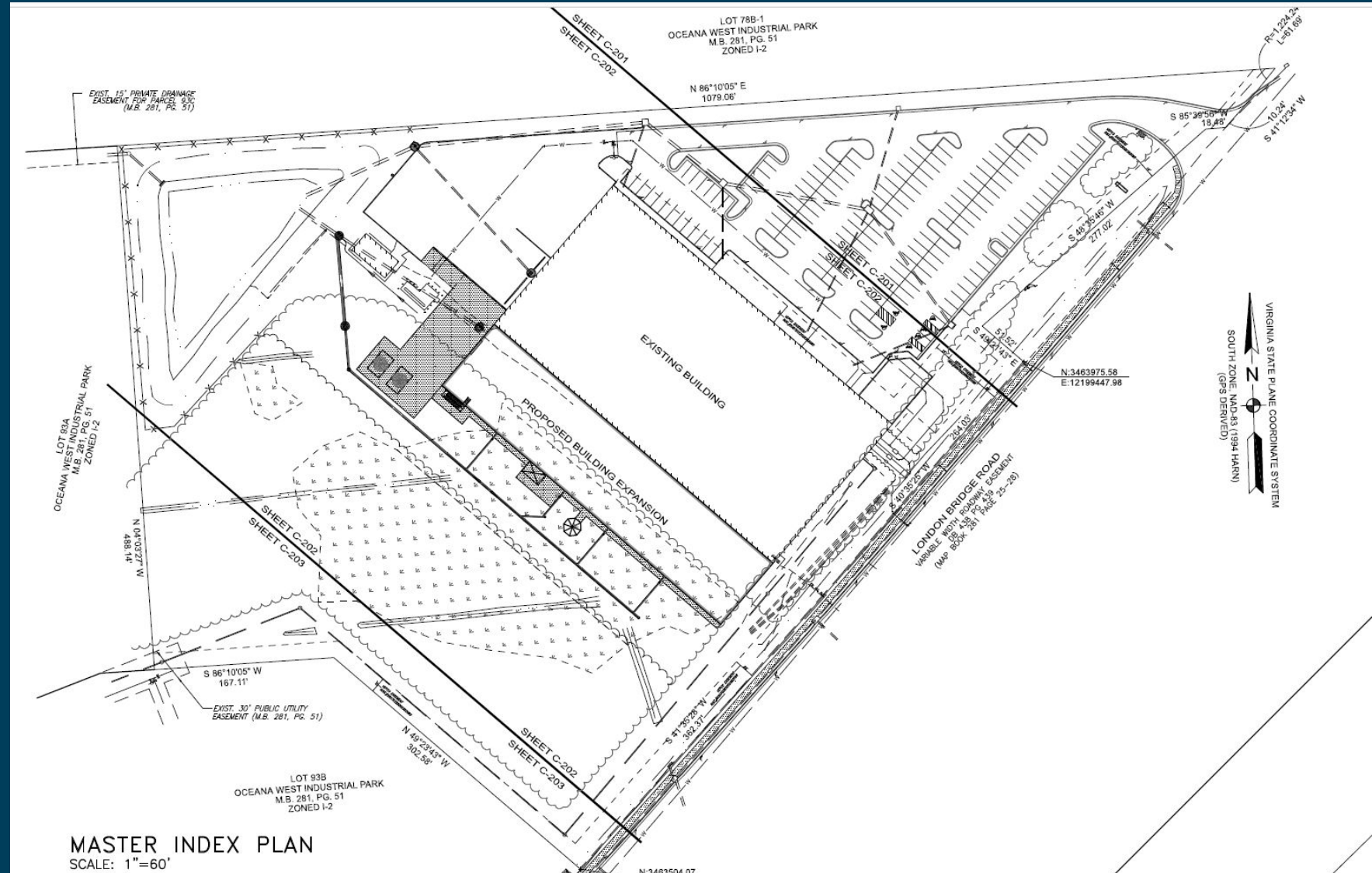


Existing 60,000 sq. ft. building

Project Parameters



Expanding existing
60,000 sq. ft.
building to 86,000
sq. ft.



MASTER INDEX PLAN
SCALE: 1"=60'

Project Parameters



CAPITAL INVESTMENT	AMOUNT
Construction	\$ 9,000,000
Fixtures, Equipment, Machinery and Tools	\$40,000,000
TOTAL:	\$49,000,000

- Expanding existing 60,000 sq. ft. building to 86,000 sq. ft.
- Investing in state-of-the-art equipment to create six-hole guide bars

JOB	AMOUNT
NEW FTE'S	10-15
AVERAGE ANNUAL SALARY (Exclusive of Benefits)	\$60,000 - \$100,000

- Adding Highly Skilled Technology Jobs
 - ✓ Mechatronic Techs
 - ✓ Process Engineers
 - ✓ Tool and Die Makers
 - ✓ Project Coordinators
 - ✓ Maintenance Supervisors

Recommendation



Award STIHL Incorporated \$500,000 pursuant to EDIP Policy,
Part A for Capital Investment

Target Industry Sector:

- ✓ Advanced Manufacturing
- ✓ Headquarters

QUESTIONS?