

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 lights. A teal-colored rectangular overlay is positioned in the lower-left quadrant of the image, containing white text.

VBDA Monthly Cash Flow

City of Virginia Beach Development Authority

August 16, 2022

Operating Account Summary: July 2022

Beginning Cash - July 1, 2022

\$ 4,305,612

Significant Cash Receipts

- **Grand Total of Significant Cash Receipts - \$ 33,568**
 - ✓ \$ 20,021 of VB National for Operations Rent
 - ✓ \$ 4,220 of VA Restaurant Holdings, Inc. for Use Fees
 - ✓ \$ 6,145 of Bravo Brio Restaurant, LLC for Use Fees
 - ✓ \$ 3,182 of Interest Income

Significant Cash Disbursements

- **Grand Total of Significant Cash Disbursements - \$ 75,269**
 - ✓ \$ 13,792 of Globalinx for Monthly Conduit Management - July 2022
 - ✓ \$ 3,510 of CL-Southwest Design (BMP & Roadway)

Cont. Operating Account Summary: July 2022

Cont. Significant Cash Disbursements

- ✓ **\$31,544** of Vanasse Hangen Brustlin, Inc. (VHB)-Services for Rd. and Utilities Design
- ✓ **\$10,000** of Golf Charitable Donation for Begin Again in Support of Sepsis
- ✓ **\$ 5,500** of Facility Logix for Monthly Bio Accelerator Fee – June 2022 – Final Payment
- ✓ **\$10,923** of Olympia Bendix Two for Monthly Bio Accelerator Rent – August 2022

Ending Cash – July 31, 2022

\$ 4,301,080

Incentive & Initiative Account Summary: July 2022

Beginning Cash – July 1, 2022

\$3,269,841

Significant Cash Receipts

- **Grand Total of Significant Cash Receipts - \$ 280,481**
 - ✓ **\$279,953** of Reimbursement for Dome Site for July 2022
 - ✓ **\$ 528** of bank interest income

Significant Cash Disbursements

- **Grand Total of Significant Cash Disbursements - \$1,413,276**
 - ✓ **\$ 14,921** to Singer Davis– May Legal Services for Dome Site
 - ✓ **\$ 30,126** to Kimley Horn – Reimbursable for Dome Site
 - ✓ **\$ 90,730** to Cooper Carry– Reimbursable for Dome Site
 - ✓ **\$ 56,720** to Cooper Carry– Reimbursable for Dome Site
 - ✓ **\$ 102,377** to Gensler– Reimbursable for Dome Site

Cont. Incentive & Initiative Account Summary: July 2022

- **Cont. Significant Cash Disbursements**

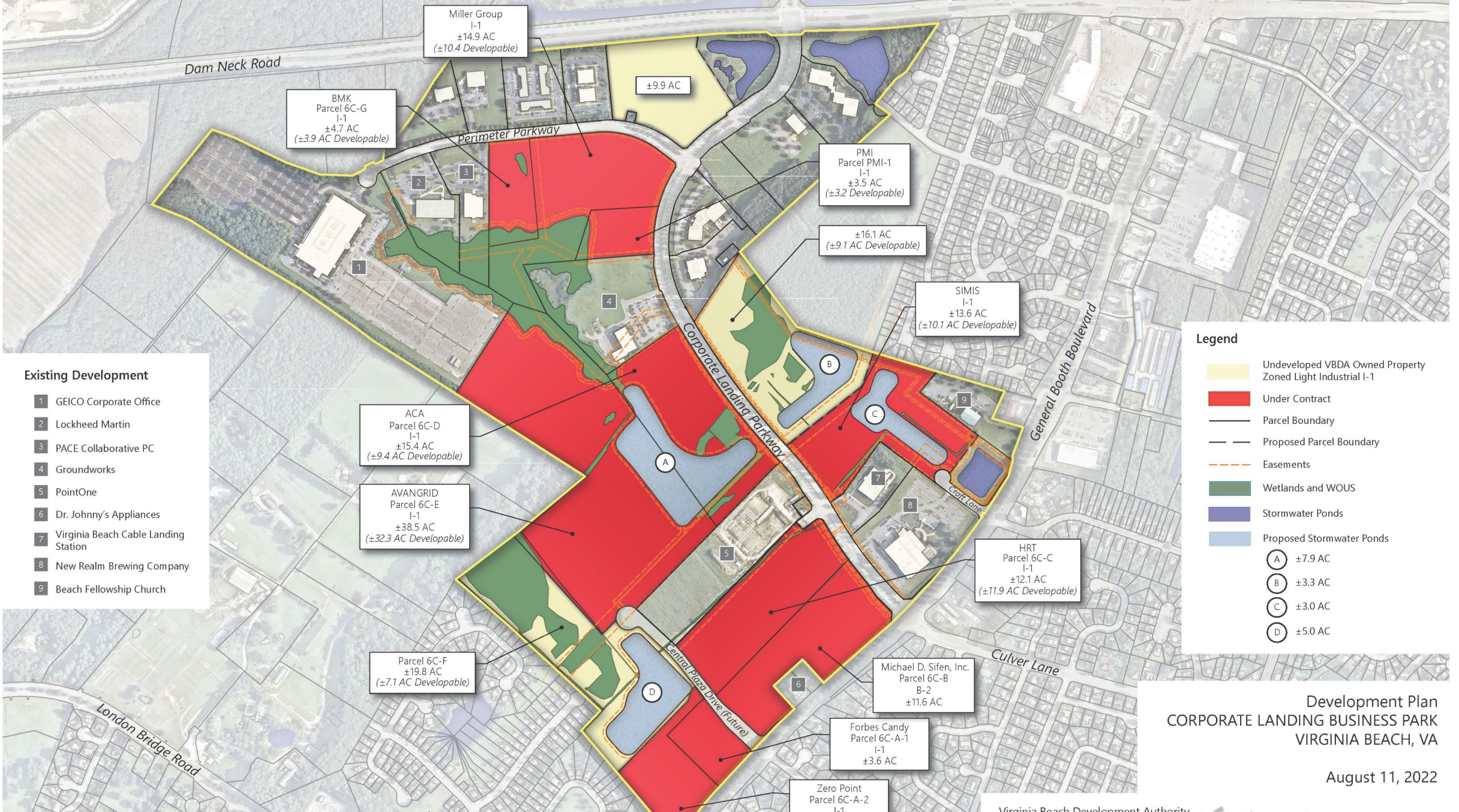
- ✓ \$ **40,997** to Cooper Carry– Reimbursable for Dome Site
- ✓ \$ **40,065** to Accumark– Reimbursable for Dome Site
- ✓ \$ **92,815** to Gensler– Reimbursable for Dome Site
- ✓ \$ **169,596** to Venture Dome LLC– Reimbursable for Dome Site
- ✓ \$ **153,401** to Cooper Carry– Reimbursable for Dome Site
- ✓ \$ **480,868** to Kimley Horn– Reimbursable for Dome Site
- ✓ \$ **73,583** to Kimley Horn– Reimbursable for Dome Site
- ✓ \$ **44,860** to Accumark– Reimbursable for Dome Site
- ✓ \$ **16,220** to GET Solutions– Reimbursable for Dome Site
- ✓ \$ **5,997** to B.H. Lewis Enterprises– Awning over outside 2nd Floor – FIG Grant

Ending Cash – July 31, 2022

\$2,120,440

EDIP Grant Summary Reporting: July 2022

Beginning VBDA EDIP Grant Balance	\$	2.7 M
New EDIP Appropriation for FY23	+ \$	1.97 M
EDIP Grants Expired (Closed)	+ \$	252 K
New Grants Approved by VBDA	- \$	<u>435 K</u>
EDIP Grant Funds Available as of July 2022	\$	4.5 M



Miller Group
I-1
±14.9 AC
(±70.4 AC Developable)

BMK
Parcel 6C-G
I-1
±4.7 AC
(±3.9 AC Developable)

±9.9 AC

PMI
Parcel PMI-1
I-1
±3.5 AC
(±3.2 AC Developable)

±16.1 AC
(±9.1 AC Developable)

SIMIS
I-1
±13.6 AC
(±10.1 AC Developable)

ACA
Parcel 6C-D
I-1
±15.4 AC
(±9.4 AC Developable)

AVANGRID
Parcel 6C-E
I-1
±38.5 AC
(±32.3 AC Developable)

HRT
Parcel 6C-C
I-1
±12.1 AC
(±11.9 AC Developable)

Parcel 6C-F
±19.8 AC
(±7.1 AC Developable)

Michael D. Sifen, Inc.
Parcel 6C-B
B-2
±11.6 AC

Forbes Candy
Parcel 6C-A-1
I-1
±3.6 AC

Zero Point
Parcel 6C-A-2
I-1
±6.2 AC

Legend

- Undeveloped VBDA Owned Property Zoned Light Industrial I-1
- Under Contract
- Parcel Boundary
- Proposed Parcel Boundary
- Wetlands and WOUS
- Stormwater Ponds
- Proposed Stormwater Ponds
- A ±7.9 AC
- B ±3.3 AC
- C ±3.0 AC
- D ±5.0 AC

Existing Development

- 1 GEICO Corporate Office
- 2 Lockheed Martin
- 3 PACE Collaborative PC
- 4 Groundworks
- 5 PointOne
- 6 Dr. Johnny's Appliances
- 7 Virginia Beach Cable Landing Station
- 8 New Realm Brewing Company
- 9 Beach Fellowship Church

**Development Plan
CORPORATE LANDING BUSINESS PARK
VIRGINIA BEACH, VA**

August 11, 2022

Virginia Beach Development Authority
4525 Main Street, Suite 700
Virginia Beach, VA 23462
757-385-6464



This exhibit is compiled from available existing information and is for graphic purposes only.



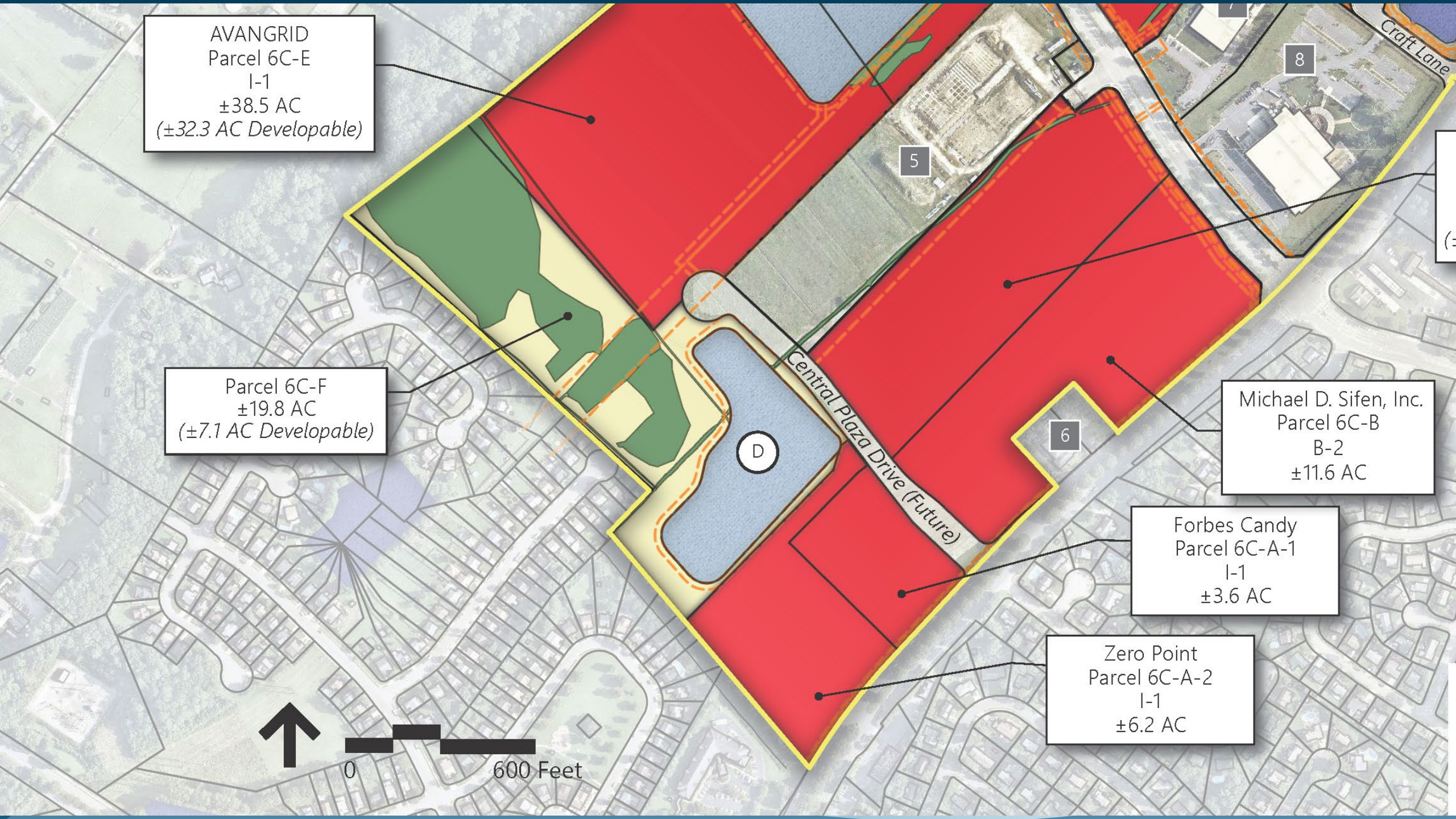
AVANGRID
Parcel 6C-E
I-1
±38.5 AC
(±32.3 AC Developable)

Parcel 6C-F
±19.8 AC
(±7.1 AC Developable)

Michael D. Sifen, Inc.
Parcel 6C-B
B-2
±11.6 AC

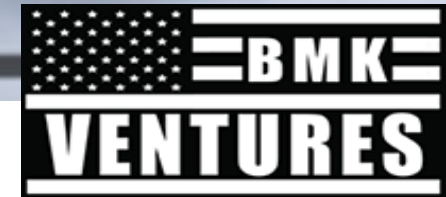
Forbes Candy
Parcel 6C-A-1
I-1
±3.6 AC

Zero Point
Parcel 6C-A-2
I-1
±6.2 AC



Alternative New Road Names

1. Landing Drive
2. Industry Drive
3. Global Way



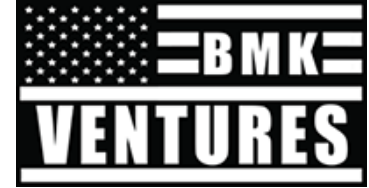
Land Sale and EDIP Grant

City of Virginia Beach Development Authority

Open Session

August 16, 2022

Disclosures (Applicant)



- Owner: BMKV Holdings, LLC., Peter Campbell, Kevin Hudson, Mike Whetstone, Evans Buchanan, Pete Chambers
- Accounting: Wall, Einhorn & Chernitzer, P.C.
- Construction/Architect/Engineer: Rudolf Construction Partners, LLC
Cuboiz Architecture, Sandoul Engineering
- Financing/Banking: Bank of America, Towne Bank (under consideration – Byline Bank, Atlantic Union Bank)
- Legal Services: Kaleo Legal
- Real Estate: Don Crigger, Colliers International

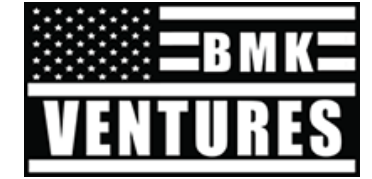
Disclosures (Owner)



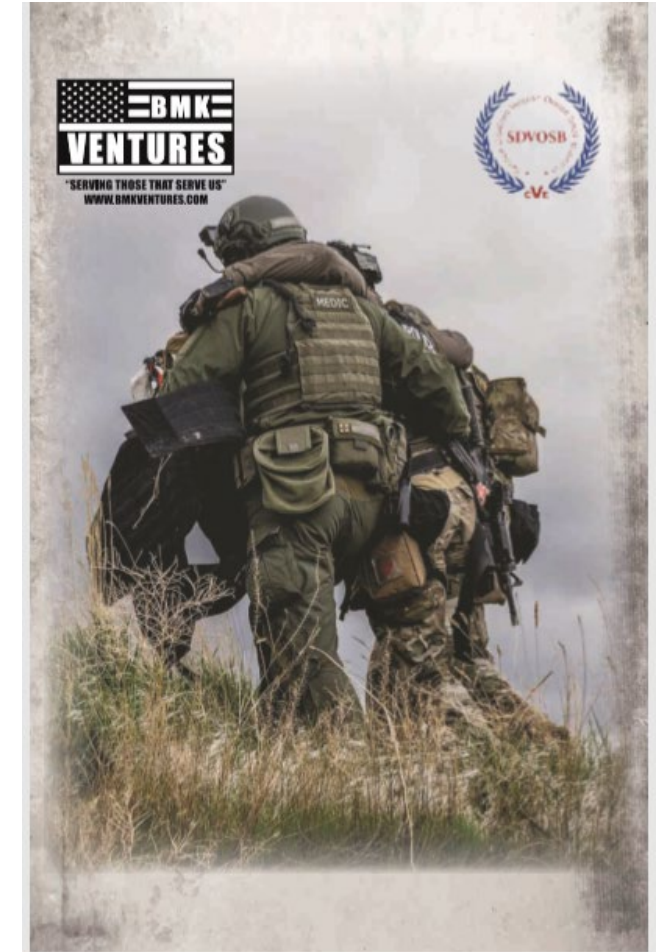
- Owner: Va. Beach Development Authority



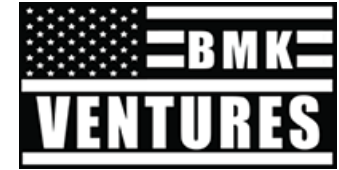
About the Company



- A certified Service-Disabled Veteran Owned Small Business (SDVOSB) that distributes medical related supplies and equipment to governments at all levels.
- BMK serves our warfighters, first responders, and medical personnel.
- 20 employees work in Virginia Beach. They also have an office in Kentucky and representatives that work around the U.S. They plan on hiring 20 new employees in Virginia Beach during the next 3 years.
- They will be building a 39,000 sq. ft. facility serving as their corporate HQ with assembly, warehousing and distribution.



Current Location: 1112 Jensen Dr.



Location: Corporate Landing Business Park

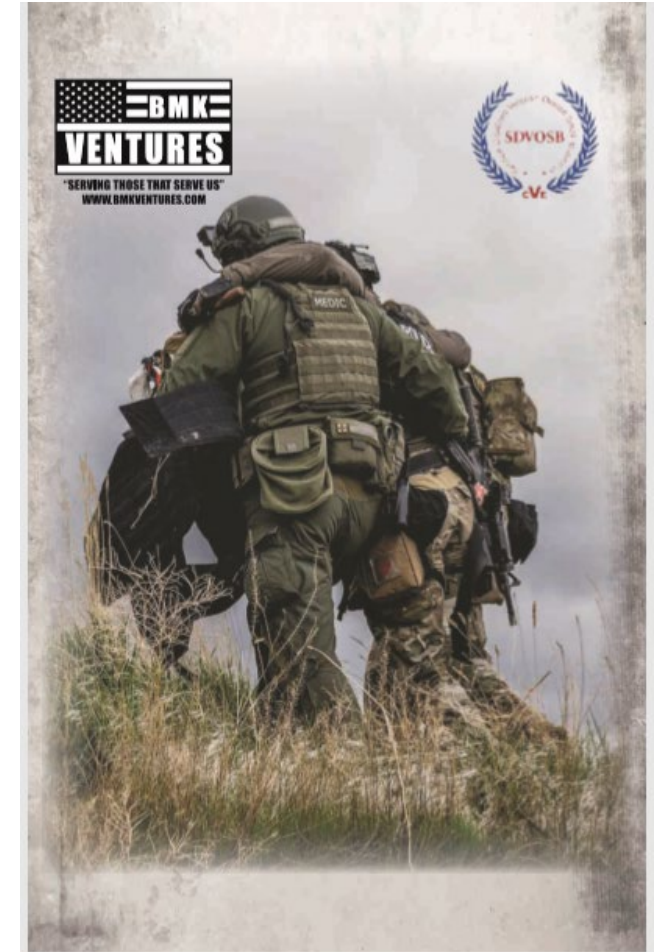
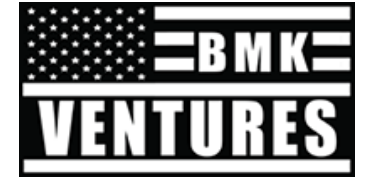


Project Details

- Purchase land from VBDA: approximately 3.5 acres at \$200,000 per acre for Headquarters, Assembly, Warehouse & Distribution

EDIP Grant Information:

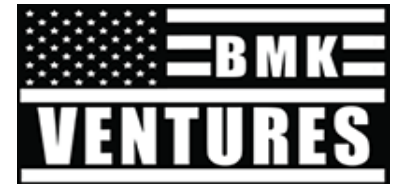
- Investment:
 - Real Estate - \$6,700,000 FF&E - \$250,000
 - Machinery & Tools - \$100,000
- Job Creation (FT): 20 with an avg. annual salary of \$65,000
- Corporate Headquarters to locate in District 5





Request:

- 1) Approval sale of land in Corporate Landing 3.5± acres at \$200,000 per useable acre.



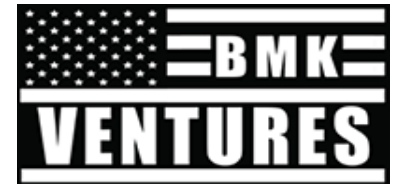


Request:

- 2) Approval of EDIP grant, Part A, 2-b, for capital investment of \$6.95 million, for a \$139,000 grant.

Approval of EDIP grant , Part A, 2-c, for creating 20 new FT jobs at \$65,000 avg. per job, for a \$30,000 grant.

TOTAL EDIP Grant: \$169,000





Aslin Beer Company EDIP Recommendation

August 16, 2022 | Virginia Beach Development Authority | Open Session

Disclosures (Applicant)

- Applicant Name: Aslin Beer Company
- President: Andrew Kelley
- Affiliated Entities: Kai Leskowicz, Vice President
- Accounting: Warren Averett, Wade Honeycutt
- Architect: Altruistic Design
- Legal Services: Miles & Stockbridge



Disclosures (Owner)

- Owner Name: DOZ, LLC
- Members: Mark, Regina and Dalton DesRoches
- Affiliated Entities: DOZB, LLC
- Financing: Integrity Bank
- Accounting: DesRoches & Company
- Architect: Altruistic Design
- Engineer & Survey: Gallup, WPL, PACE Collaborative
- Legal Services: R. Edward Bourdon, Jr.



About The Company

- Aslin Beer Company brews craft quality beer of every kind.
 - Feature beer on tap and To-Go plus kitchens, coffee and community events
- Established: 2015 by Andrew Kelley and Kai Leszkowicz
- Three locations: Alexandria, VA, Herndon, VA, Washington, DC
 - Fourth location coming in 2022 - Pittsburgh, PA



About The Project

- Location: 821- 829 Virginia Beach Boulevard - 17th Street, District 6
 - Designated Opportunity Zone
 - Unlock the 17th Street corridor redevelopment
- 1,620 SF craft brewery & tasting room
- Renovation of an 800 SF beach cottage for kitchen & merchandise
- 10,000 SF outdoor beer garden
- Modified shipping container pavilions, murals & other outdoor amenities





Street View

Renderings



ALTRUISTIC
DESIGN



Project Investment



Capital Investment (New)	Amount
Building & Infrastructure	\$3,200,000
Furniture Fixtures & Equipment	\$450,000
Machinery & Tools	\$250,000
Total	\$3,900,000

Full-time Equivalent Positions	
New FTE to be created	12
Average wage of new jobs (excluding benefits)	\$50,000
Total	12

Recommendation

- Provide an Economic Development Investment Program (EDIP) Grant: \$100,000 based on capital investment of \$3.9 Mil
 - Pursuant to “Part A” of EDIP Policy
- New to market business
- Redevelopment/revitalization in an Opportunity Zone and Resort Strategic Growth Area



EDIP RECOMMENDATION
FOR
FORTIS SOLUTIONS GROUP, LLC

VIRGINIA BEACH DEVELOPMENT AUTHORITY
AUGUST 16, 2022

DISCLOSURES



- Chief Executive Officer: John O. Wynne, Jr.
- Chief Financial Officer: G. Randall Stickley
- Chief Operating Officer: Kenneth R. Langdon
- Chief Sales & Marketing Officer: William J. Smith
- Vice-Presidents: James Mitchel, Andrew Hudelson
- Accountant: Internal
- Architect/Engineer: David Williams/Williams Engineering Associates
- Financial Institution: Towne Bank (Owner)
- Construction Contractor: Steve Pincus, CL Pincus Jr. & Son
- Attorney: Nathan P. Tyler/Wilcox & Savage, P.C.

ABOUT THE COMPANY



- Established in 2010
- Employ over 1,100 people that operate multiple manufacturing facilities in eighteen locations including Virginia Beach



ABOUT THE COMPANY



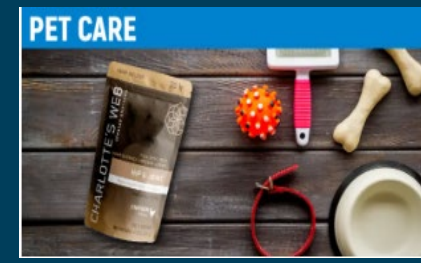
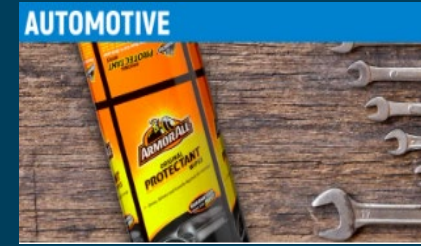
- Packaging manufacturer that provides the following products nationwide:
 - Labels
 - Flexible Packaging
 - Shrink Sleeves
 - Folding Cartons
 - Applicators
 - Extended Content & Booklets



ABOUT THE COMPANY

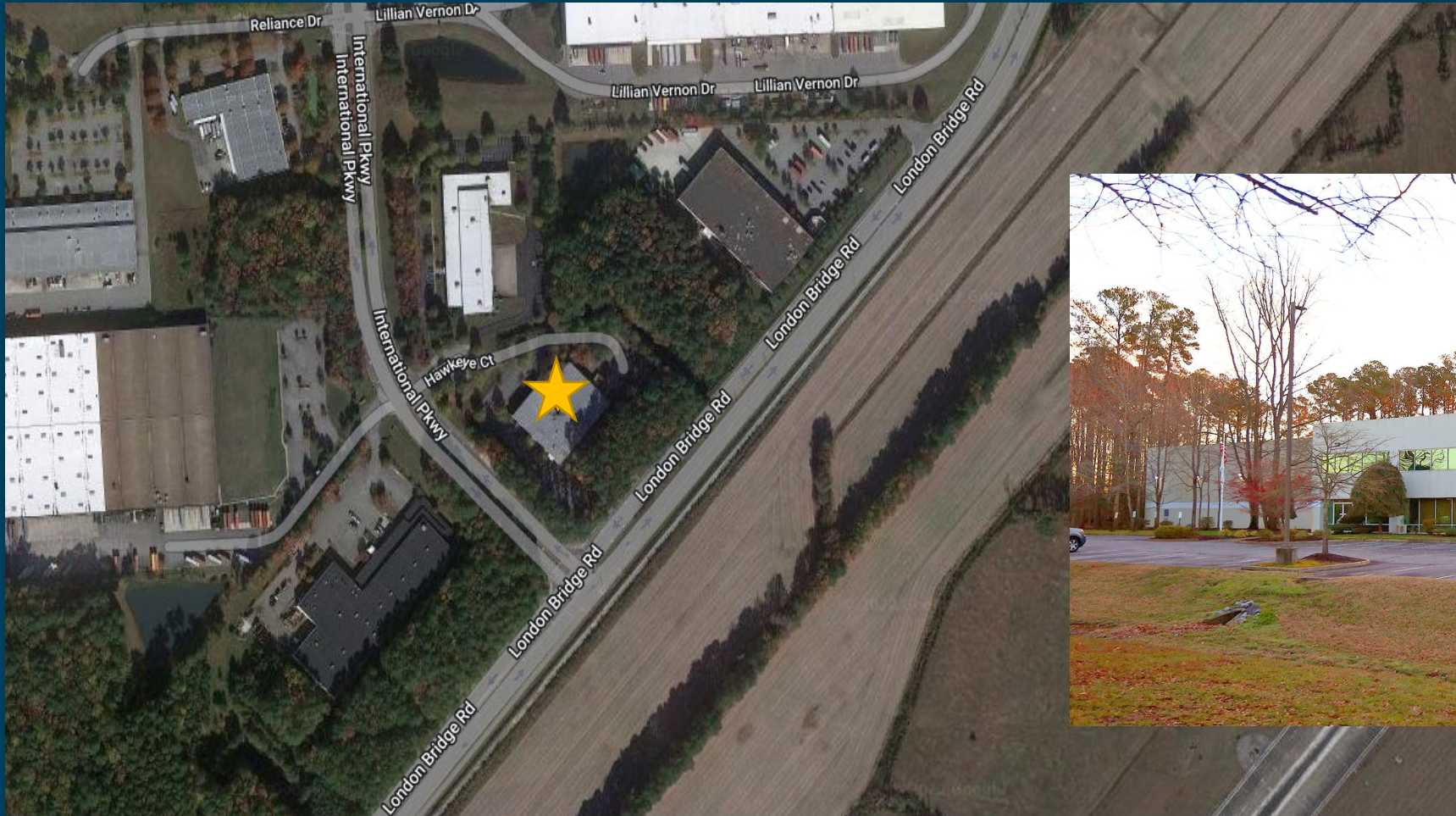


- Target markets include:



LOCATION

2505 Hawkeye Court



LOCATION

- ✓ Expansion:
- ✓ Current: 37,500 SF
- ✓ Addition: 25,000 SF
- ✓ Total 62,500 SF



PROJECT SUMMARY



- ✓ Lease Current Location for 10 years
- ✓ Address of Project: 2505 Hawkeye Court
- ✓ Zoning: APZ-1
- ✓ Navy Approval: Yes, Compatible use
- ✓ VBDA: Closed session, 7/19
- ✓ OLUCC Approval: Approved, 8/3
- ✓ Anticipated Completion: January 2023
- ✓ EDIP awarded in 2016: \$100,000 based on \$9,741,000 Capital Investment (\$94,100 was paid and closed)

PROJECT SUMMARY



CAPITAL INVESTMENT (within 36 months)	AMOUNT
REAL ESTATE	\$2,700,000
FURNITURE FIXTURES & EQUIPMENT	\$ 400,000
MACHINERY & TOOLS	\$3,000,000 (not taxable)
TOTAL:	\$3,100,000

RECOMMENDATION

- Economic Development Investment Program (EDIP) Grant: \$125,000 based on capital investment of \$3,100,000
 - ✓ Pursuant to “Part C” of the APZ-1 EDIP Policy and meets capital investment criteria: \$1.00 of EDIP funds yields \$10.50 (+) or more in new capital investment.
- Target Industry:
 - ✓ Compatible business use in APZ-1
 - ✓ Manufacturing
 - ✓ Retention and expansion of an existing business in Virginia Beach

QUESTIONS?



NEWSLETTER

WELCOME TO THE HIVE

WHERE BUSINESSES THRIVE

The HIVE is the result of a successful collaboration among the City of Virginia Beach, academic institutions, small business associations, and organizations that offer entrepreneurial-related services.

The HIVE focuses on offering its community the opportunity to grow and scale early-stage and existing businesses by acting as a knowledge hub, providing useful resources, and connecting like-minded individuals in the City and the region to help businesses flourish.

With the recent reopening of establishments and employees stepping back into the workspace, after two years of teleworking, the HIVE is excited to open its doors full-time to service the small businesses of Virginia Beach. The HIVE partners with several state and federal agencies and organizations throughout Hampton Roads to provide a wealth of resources to the small business community.

Through these partnerships, the Hive offers the use of four (4) conference rooms, and office space totaling 10,000 square feet for providers to hold training events, one-on-one small business counseling sessions, mentorship and much more. The HIVE is a one-stop-shop for Virginia Beach small businesses,

SERVICES OFFERED:

- Business start up assistance
- Business plan development
- Guidance and connections for financing, marketing, and product development
- City permitting and processes
- Zoning-related questions
- Business licensing
- Government certifications
- Industry-related certifications
- Grant and loan application assistance
- Hiring, training and managing staff
- Vocational education
- Basic skills (e.g., English, math)
- Hard skills (e.g., welding, IT)
- Soft skills (e.g., work ethic, attitude)

The HIVE Trainings & Events | August 2022

COME THRIVE AT THE HIVE BUSINESS CENTER

2022 Virginia Beach Industry Day

August 8th

9:00 AM - 12:00 PM

Four Friends of Small Businesses Luncheon

August 8th

12:30 PM - 2:30 PM

SWaM Certification Application Session

August 10th

10:00AM - 12:00PM

Supply Chain Management

August 15th - October 5th
(Mondays & Wednesdays)

6:00 PM - 8:00 PM

Microsoft Excel Certification Training

August 15th - October 5th
(Mondays & Wednesdays)

6:00 PM - 8:00 PM

Help Desk Prep Workshop

August 15th - October 5th
(Tuesdays & Thursdays at Virginia Wesleyan)

6:00 PM - 8:00 PM

Global Web Design with Certificate of Completion

August 16th - October 6th
(Tuesdays & Thursdays at Virginia Wesleyan)

6:00 PM - 8:00 PM

The Entrepreneur Equation with Edward Jones

August 17th

9:00 AM - 11:00 AM

Free Small Business Development Workshop

August 18th

12:00 PM - 1:30 PM

Project Management Essentials with CAPM Prep

August 20th - October 8th
(Saturdays)

8:00 AM - 12:00 PM

Know Your Loans with Fulton Bank

August 24th

9:30 AM - 12:00 PM

Biz Connect Networking/Coffee

August 24th

9:00 AM - 12:00 PM

Free Small Business Development Workshop

August 25th

12:00 PM - 1:30 PM

Women, Wealth & Well-Being with Edward Jones

August 31st

9:00 AM - 11:00 AM



VIRGINIA BEACH SMALL BUSINESS CAPITAL ACCESS PROGRAM NEW! - REOPEN

THE CITY OF VIRGINIA BEACH ANNOUNCED THE REOPENING OF THE CAPITAL ACCESS PROGRAM TO PROVIDE FUNDING TO QUALIFYING SMALL BUSINESSES IN THE FORM OF ZERO-INTEREST LOANS. APPLICATIONS ACCEPTED UNTIL FUNDS EXPIRE.

SMALL BUSINESS READINESS FOR RESILIENCY (R4R) PROGRAM

HELPS SMALL BUSINESSES PUT PLANS IN PLACE TO PREPARE FOR DISASTER AND PROVIDES IMMEDIATE EMERGENCY FUNDING WHEN NECESSARY. AVAILABLE TO BE DISTRIBUTED BETWEEN NOW AND JUNE 2023.

"QUEER TO STAY" INITIATIVE

BUSINESS OWNERS WITH AN LGBTQ+-SERVING BUSINESS ARE INVITED TO SUBMIT AN APPLICATION FOR FUNDING USING THIS FORM BETWEEN NOW AND AUGUST 31.

VBTHRIVE BUSINESS RELIEF GRANT PROGRAM

THIS GRANT PROGRAM IS SPONSORED BY THE CITY OF VIRGINIA BEACH TO AID BUSINESSES IN RECOVERY FROM THE ONGOING ECONOMIC IMPACT OF THE COVID-19 PANDEMIC.

ECONOMIC EQUITY FUND

IS A \$10 MILLION LOAN FUND THAT PROVIDES LOW-COST FINANCING FOR SMALL, BIPOC- AND/OR WOMEN-OWNED BUSINESSES THAT WERE DISPROPORTIONATELY AFFECTED BY THE ECONOMIC IMPACT OF THE PANDEMIC. AVAILABLE BETWEEN NOW AND DECEMBER 2024.

GRANT & LOAN RESOURCES

**FRIENDLY
REMINDERS:
BE PREPARED WHEN
APPLYING FOR
GRANTS AND
LOANS.**

**THE HIVE CAN
ASSIST WITH THE
FOLLOWING:**

- **BUSINESS
PLANS**
- **FINANCIAL
STATEMENTS**
- **CREDIT REPAIR
MANAGEMENT**

IN HOUSE RESOURCE PARTNERS ONE-STOP-SHOP

1 MILLION CUPS
ENTREPRENEURIAL
ENGAGEMENT PROGRAM

Wednesdays
10:00 AM - 12:00 pm

OPERATION HOPE

Tuesdays & Thursdays
10:00 AM - 3:00 PM
(By Appointment Only)

SERVICE CORPS OF
RETIRED EXECUTIVES
(SCORE)

Tuesdays
10:00 AM - 12:00 PM

SWAM BUSINESS OFFICE

Monday - Friday
8:00 AM - 5:00 PM
(By Appointment Only)

HAMPTON ROADS
WORKFORCE COUNCIL

Monday - Friday
8:00 AM - 5:00 PM
(By Appointment Only)



VIRGINIA DEPARTMENT
SMALL BUSINESS
SUPPLIER & DIVERSITY
(SBSD)

Monday - Friday
8:00 AM - 5:00 PM
(By Appointment Only)

VIRGINIA PROCUREMENT
TECHNICAL ASSISTANCE
CENTER

Wednesdays
9:00 AM - 4:00 PM
(By Appointment Only)



STRATEGIC PARTNERS

SUCCESS IS BRED FROM COLLABORATION

- Virginia Beach SWaM Business Office
- Virginia Department of Small Business & Supplier Diversity (SBSD)
- Women's Business Center (WBC) at Old Dominion University
- Hampton Roads Workforce Council
- Hampton Roads Business Development Center (SBDC)
- Veterans Business Outreach Centers (VBOC)
- Virginia Beach City Public Schools -Kempsville High School Entrepreneurship and Business Academy
- Virginia Procurement Technical Assistance Center (PTAC)
- Urban League of Hampton Roads
- Virginia Wesleyan University
- Tidewater Community College
- Legal partners: Poole Brooke Plumlee PC
- Banking partners: Fulton Bank, Langley Federal Credit Union, Virginia Community Capital
- Business Development Center at Old Dominion University
- Service Corps of Retired Executive (SCORE) - Hampton Roads Chapter
- Virginia Beach Public Library
- Local Initiatives Support Corporation (LISC)
- Virginia Beach Minority Business Council (MBC)

MONTHLY HIGHLIGHT

BLACK BUSINESS MONTH 2022



RESOURCE PARTNER HIGHLIGHT

The Virginia Beach Minority Business Council's mission is to advance and facilitate an environment of business opportunities, focusing on increasing expenditures to minority and woman-owned businesses by the City of Virginia Beach as a means to further the City's economic development and vitality. Our Vision is to be the leading influence in connecting contractor resources with City opportunities and beyond.

SMALL BUSINESS HIGHLIGHT

SO GOOD SLUSH LLC

OWNER, JOHNNY MCMURRIN

So Good Slush LLC is an Italian Ice business located in Virginia Beach displayed at your local entertainment events. Johnny McMurrin incorporated his business in October 2021 and utilized SCORE and the SWam Office to position his business for success. The SCORE office helped Mr. McMurrin identify a mentor and complete a business plan. Mr. McMurrin registered to become a SWaM certified business in 2022 and participated in his first event as a vendor with the Minority Business Council in May 2022.

Since then So Good Slush LLC has been a vendor at Something In the Water DC and at the Sandler Center of Performing Arts. The future looks bright for So Good Slush as the Company has been chosen as a vendor at the Naval Air Station Oceana Air Show 2023.



The HIVE Virginia Beach Business Resource Center

140 Independence Blvd., Virginia Beach, Virginia 23462

(Virginia Beach Town Center at the corner of Independence Blvd. and Columbus St.;

Free parking at the Westin Garage/Red Garage)

Phone: (757) 385-2470 // Email: thehive@vbgov.com

Website: <https://www.yesvirginiabeach.com/thehive>