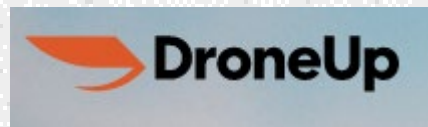




EDIP RECOMMENDATION

Virginia Beach Development Authority
Special Called Meeting: August 24, 2022
Open Session



DISCLOSURES

APPLICANT: DroneUp, LLC

- Tom Walker, Chief Executive Officer
- Anthony Vittone, Chief Operating Officer
- Directors: Tom Walker, Eric Grubman, Tom Frantz, Jerry Miller, & Tom Ward
- Attorney: Preston Lloyd, Williams Mullen



ABOUT THE COMPANY

- A Virginia Beach-based startup; leading the way in unmanned aircraft systems
- Designated as Walmart's drone delivery service provider (domestic U.S. with future international potential)
- Commercial shipyards and offshore wind project managers can gain on-demand access to every asset with a single click
- Delivers on-demand services to commercial, government, and military organizations
- Provides service value to emergency support and law enforcement along with monitoring construction and critical infrastructure facilities
- Disaster management, elevation analysis, property inspections; easily and quickly capture photo and video data



- ✓ DroneUp is building hubs throughout the US to serve major customers such as Walmart
- ✓ Delivery without fail begins with a top-notch flight team and ends with satisfied consumers

THE PROJECT

- Highly competitive multi-state-city site search for headquarters location & select operations support/training facilities
- DroneUp has selected an office building located at 160 Newtown Rd., Va. Beach as their headquarters location
- 78,000 square feet of leased office space with an option to purchase the facility
- In the process of selecting a support operations facility in Virginia Beach
- Projected new jobs: up to 510 in Virginia Beach
- Existing jobs: approximately 25



RECOMMENDATION

- **Economic Development Investment Program (EDIP) Grant: \$800,000**
 - ✓ *Pursuant to “Part A” of the EDIP Policy*
 - ✓ *Based on new 510 jobs with an average salary of \$55,000*
- Target Industry: IT (Unmanned Systems)
- **Commonwealth Opportunity Fund (COF): \$800,000 (in addition to other select grants and tax credit opportunities to be determined)**
- *Joint incentive package valued at \$1.6 M plus*



Questions