



Architectural Graphics Inc. (AGI) Construction Design

Emily Archer, Project Coordinator

Virginia Beach Development Authority, July 18, 2023

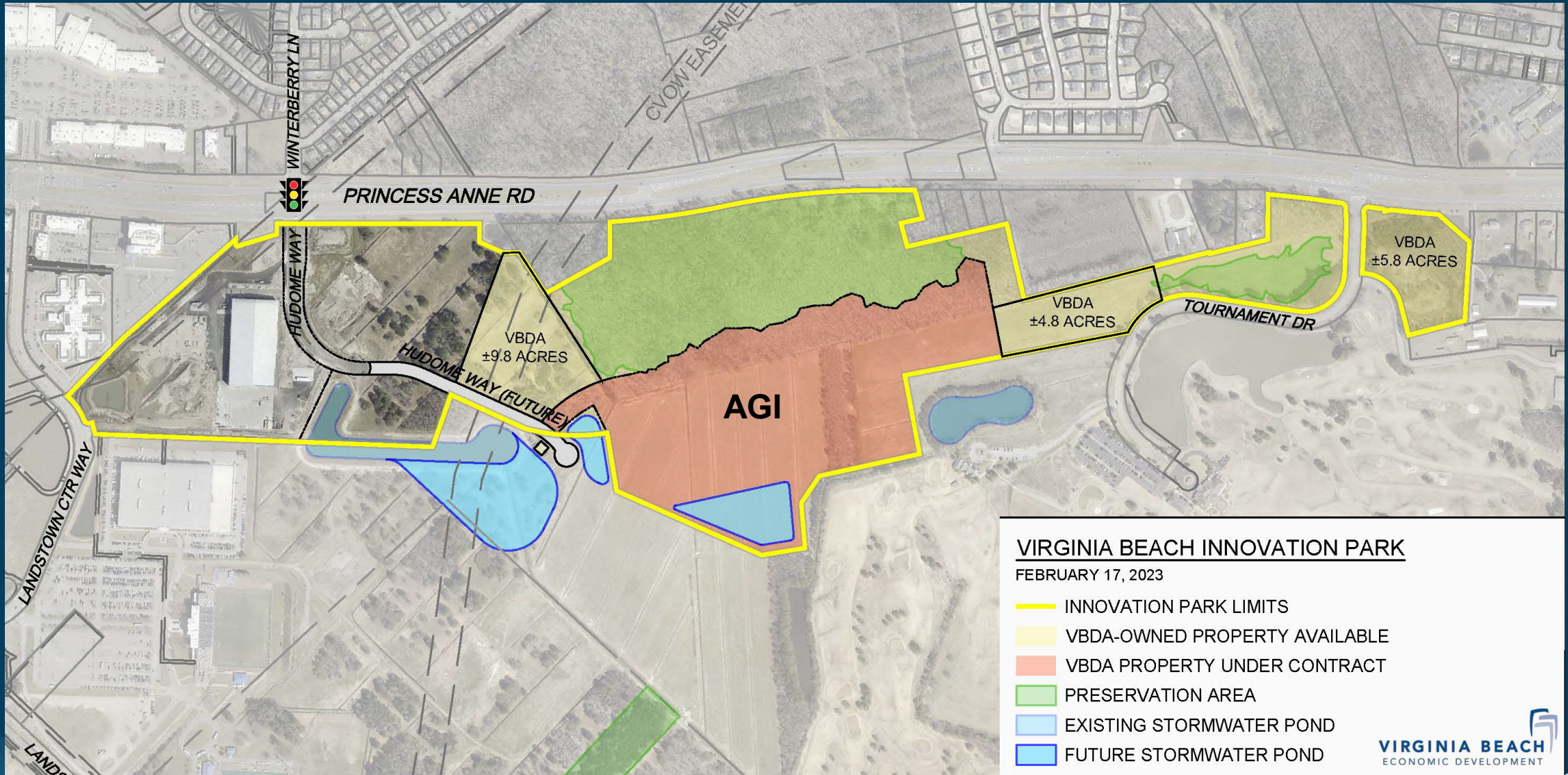
Disclosures – AGI

- Company: Architectural Graphics, Inc. (AGI)
- Applicant: James W. Raynor, III, COO/Owner
- Officers: David W. Ramsay, Chris Quigley, Craig Rohde
- Financing: Bank of America
- Real Estate Broker: Harvey Lindsay Commercial Real Estate
 - Glenn Gibson, Bobby Beasley III
- Accounting: Feher Hoover & Feher, Anthony Feher
- **Architects: RFS Architects, Jeremy Jones**
- Contractor: CW Brinkley, Mark Brinkley
- **Engineer: Kimley-Horn, David Dallman**
- Legal: Willcox & Savage, P.C., William M. Furr

AGI Background

- AGI provides branding services and signage solutions to a diverse set of clients and is headquartered in Virginia Beach
- In May of 2022 VBDA authorized sale of 40 +/- Acres in Innovation Park to AGI
- AGI will Consolidate operations – minimum of 100,000 SF to 400,000 SF for a Corporate HQ, Manufacturing and Warehouse within 10 years of purchase
- \$42.5 M Capital Investment; 500 jobs retained
- VBDA is providing infrastructure to the site through a cost participation agreement with AGI and CIP funds (100576)
- Early E&S work to construct a stormwater pond and surcharge building pad began in March 2023 in order to meet AGI accelerated schedule of completion by 2025

Innovation Park Location

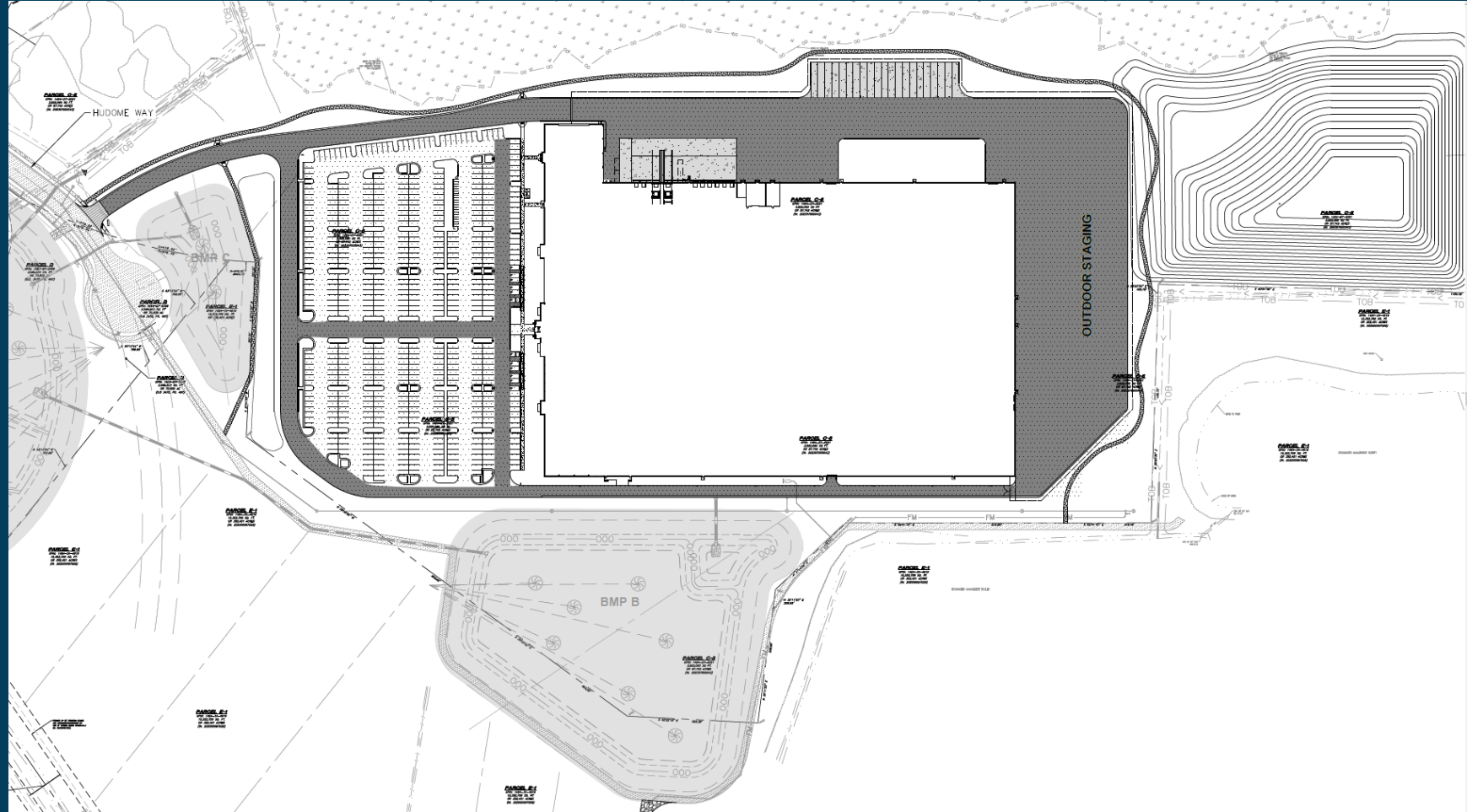


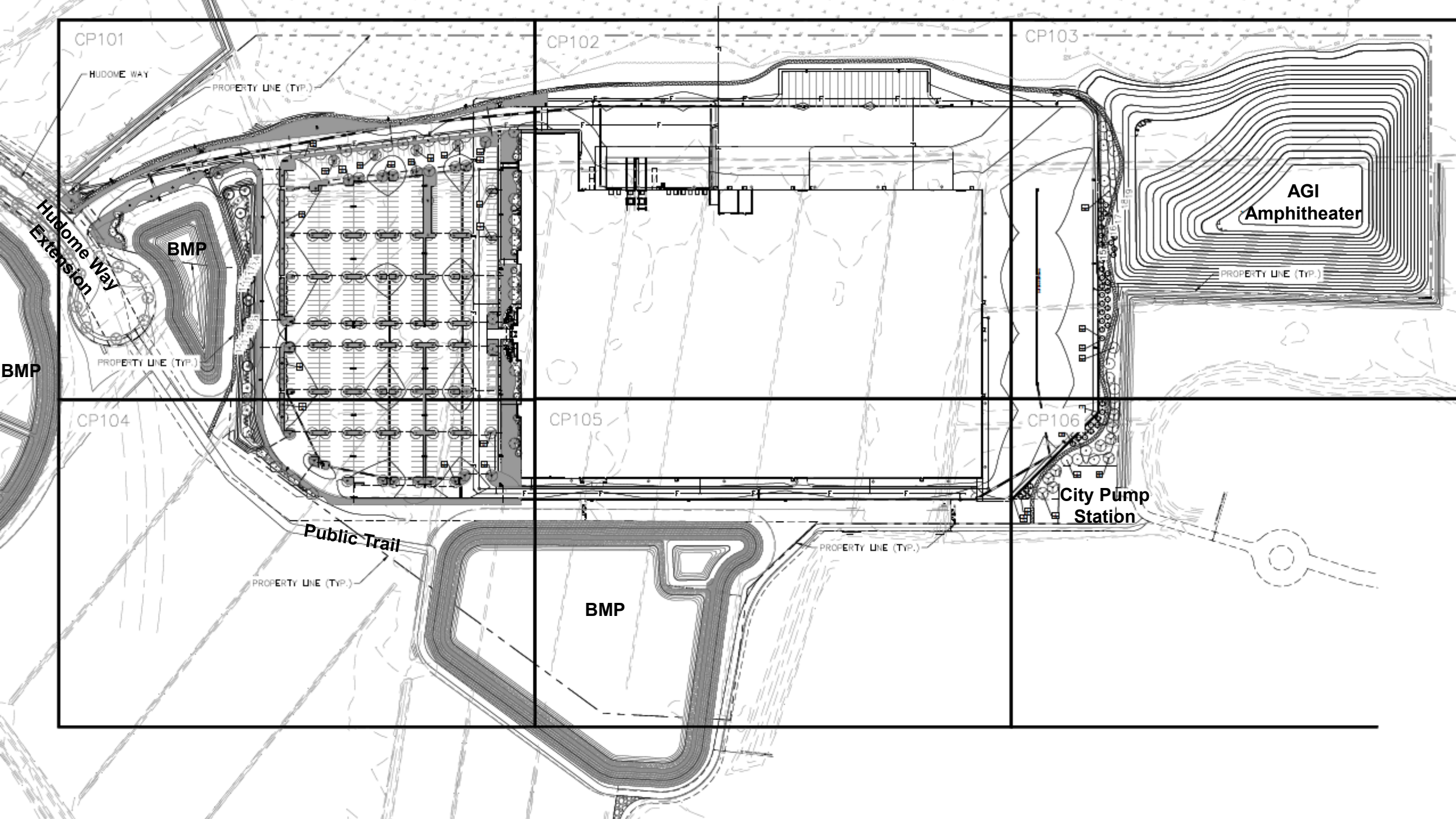
Innovation Park Pre-settlement E&S Work Progress



AGI Construction Design

- 40.3 acre site
- Zoned I-1
- 410,876 SF proposed warehouse/office
- 595 parking spaces
- 37'-3" building height





CP101

CP102

CP103

HUDOME WAY

PROPERTY LINE (TYP.)

BMP

AGI
Amphitheater

PROPERTY LINE (TYP.)

BMP

PROPERTY LINE (TYP.)

CP104

CP105

CP106

City Pump
Station

Public Trail

PROPERTY LINE (TYP.)

BMP

PROPERTY LINE (TYP.)

Bird's Eye of Western Elevation



MATERIAL LIST: THE WEST ELEVATION WILL BE CONCRETE TILT-WALL PANELS, THE ENTRY ELEMENTS WILL HAVE ACM METAL PANELS, THE CANOPIES WILL BE MADE UP OF METAL PANELS, AND ALUMINUM STOREFRONT WILL BE USED FOR THE ENTRIES AND WINDOWS. THE NORTH, SOUTH, AND EAST ELEVATIONS WILL HAVE PARTIAL CONCRETE TILT-WALL PANELS, PRE-ENGINEERED METAL BUILDING WALL PANELS, ALUMINUM STOREFRONT WINDOWS, HOLLOW METAL DOORS AND FRAMES. THE ROOF WILL BE THE PRE-ENGINEERED METAL BUILDING METAL ROOF SYSTEM.



Western Elevation Perspective



Northwest Elevation Perspective



Southwest Elevation Perspective



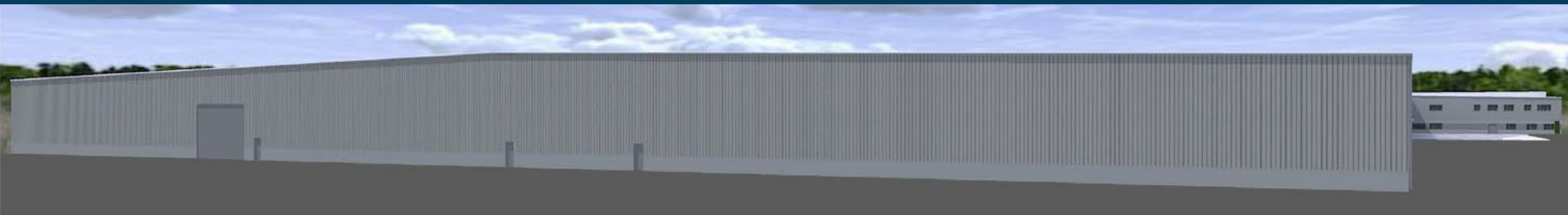
Exterior Elevations



NORTH ELEVATION



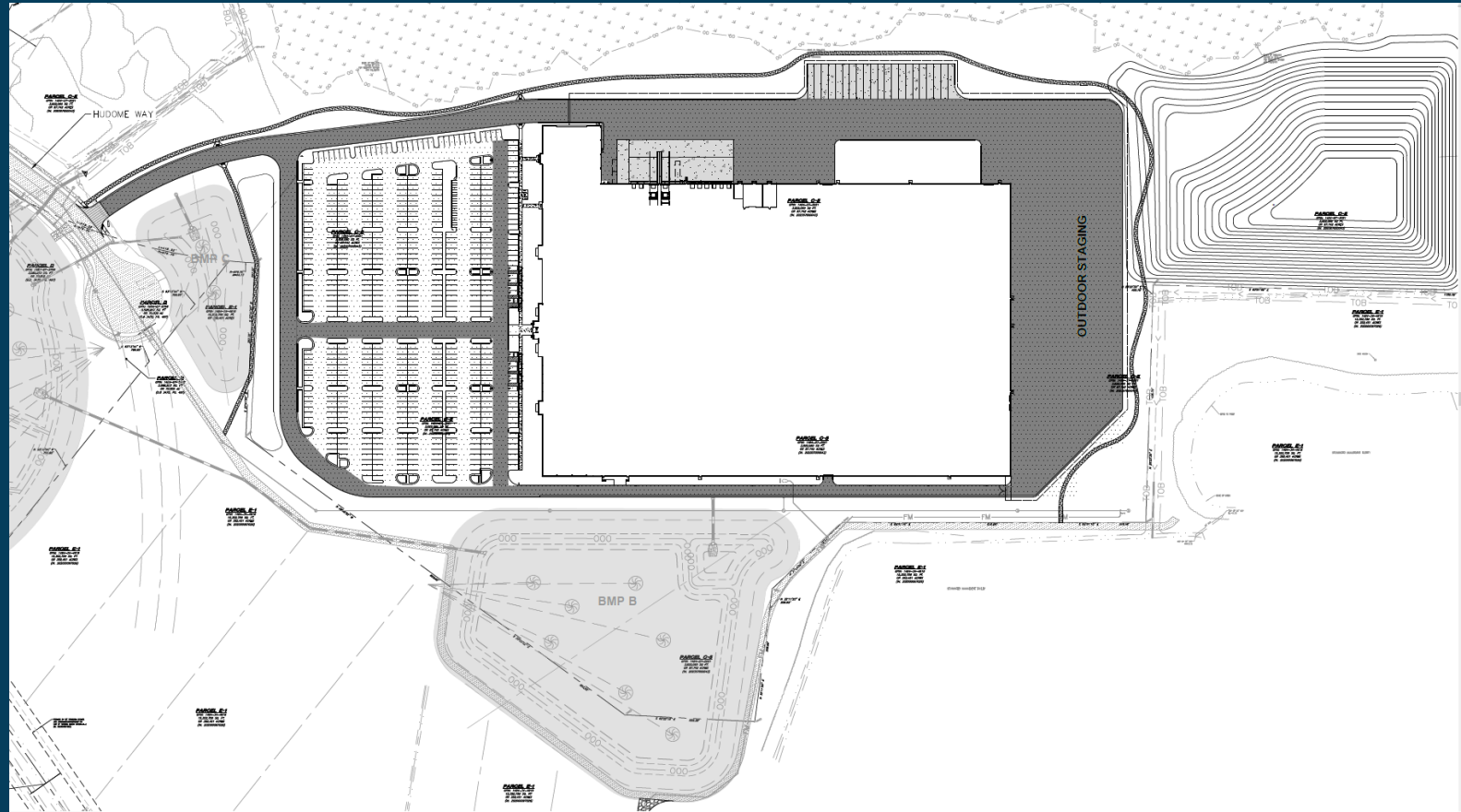
SOUTH ELEVATION



EAST ELEVATION

AGI Construction Design

- Designs meet the Innovation Park Design Guidelines
- Site plan approval anticipated in August
- Construction anticipated before the end of 2023





Rinker Design Associates

Rinker Design Associates provides civil engineering services in a variety of disciplines throughout Virginia

Rinker Design Associates, P.C. EDIP Recommendation

City of Virginia Beach Development Authority

July 18, 2023

Letitia Langaster, Business Development Manager



Disclosures:

Applicant:

- President: Mo Kim
- Chief Operating Officer: Mark Gunn
- Chief Financial Officer: Darell Fischer
- Real Estate Broker: Rob Wright, Thalhimer

Owner:

- Owner: AH Columbus II, LL/ Armada Hoffler



About the Company:

- Established in 1982

- Civil Engineering firm providing the following services:
 - Construction Engineering & Inspection
 - Environmental
 - Geotechnical Services
 - Land Development and Planning
 - Litigation Support
 - Right-of-Way/Easement Acquisition
 - Transportation/Utility Design & Coordination
 - Traffic
 - Structural Engineering
 - Surveying

Company Locations:

Corporate Office:

- 11100 Endeavor Court, Ste. 200
Manassas, VA 20109
- 927 Maple Grove Drive, Suite 105
Fredericksburg, VA 22407
- 4301 Dominion Blvd., Suite 100
Glen Allen, VA 23060
- *4500 Main Street, Suite 310
Virginia Beach, VA 23462*



Project Impact:

- Expanding from 3,200 SF to 6,400 SF
- Anticipated Completion: Fall 2023

CAPITAL INVESTMENT	AMOUNT
REAL ESTATE	\$0
FUNITURE, FIXTURES & EQUIPMENT	\$190,000
MACHINERY & TOOLS	\$ 0
TOTAL:	\$190,000

JOBS	AMOUNT
RETAIN FTEs	11
NEW FTEs	10
TOTAL FTEs:	21
AVERAGE ANNUAL SALARY (Exclusive of Benefits)	\$115,000

Recommendation:

- Economic Development Investment Program grant, Part A -\$47,600
 - ✓ Pursuant to “Part A” of the EDIP Policy
 - ✓ Meets criteria: \$4,000 of EDIP funds yields 1 FTE employment opportunity, salaries above \$75,000

- Target industry sector:
 - ✓ Business Retention and Expansion



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QUESTIONS?





Hermes Abrasives EDIP Recommendation

City of Virginia Beach Development Authority

July 18, 2023 | Open Session

Paige Fox, Business Development Manager

Disclosures

- Applicant
 - Hermes Abrasives, Ltd
 - Officers: Brad Sorgen-President, Nikki Lewis-VP of Finance, Alex Dean-VP of Operations, Tom Redwood-VP of Supply Chain
 - Parent Company: Hermes Schleifmittel

- Owner
 - Hermes Schleifmittel
 - Officers: Kasper Haller-CEO, Oliver Schott-CFO, Rainer Schiessle-COO

Company Profile

- Founded in Hamburg, Germany in 1927
- Selected North American Headquarters in Virginia Beach at 524 Viking Drive in 1979, with operations beginning in 1981
- Leading manufacturer of industrial coated and bonded abrasives
- Abrasives are used to make functional and aesthetically attractive surfaces in every conceivable sphere, including primarily the automotive industry and its suppliers, and the aviation, furniture and metalworking industries



Project Summary

- German headquarters allotting funds for increased manufacturing in Virginia Beach
- Multi-Year Capital Investment plan for purchasing and installing new machines, improving brick and mortar infrastructure
 - New Belt Line Installation
 - Maker Upgrade
 - Disc Stamping Machine Installation
 - Laminate Machine Installation
 - Segmented Belt Machine Installation
- Transitioning narrow belt manufacturing from facility in Mexico to fully produce in Virginia Beach
- Hiring staff to operate new machinery



Economic Impact

CAPITAL INVESTMENT	AMOUNT
CONSTRUCTION	\$1,950,000
MACHINERY & TOOLS	\$1,200,000
FF&E	\$450,000
TOTAL:	\$3,600,000

JOBS	AMOUNT
RETAINED FTEs	103
NEW FTEs	30
TOTAL FTEs:	133
AVERAGE ANNUAL SALARY (Exclusive of Benefits)	\$49,000**

**Economic impact based on 36 months, company plans to hire an additional 10 employees and invest an additional \$2 million over 60 months*

**Wage analysis occurring, positions will likely be at a higher salary*

Recommendation

- Economic Development Investment Program Grant, Part A - \$100,000
 - ✓ *Pursuant to “Part A” of the EDIP Policy for Capital Investment*
- Working with VEDP on Virginia Jobs Investment Program
- Target industry sector:
 - ✓ Advanced Manufacturing



QUESTIONS