



# NEXT

## GENERATION

# CITY

VIRGINIA BEACH



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**Dear Virginia Beach City Council, Citizens and Business Community:**

The Virginia Beach Development Authority exists to support the implementation of the City's strategic economic vision. I am happy to report that in FY 2016-17 we were again successful in accomplishing that mission. The Department of Economic Development recorded the creation of 1,548 new jobs and private investment of \$173 million by 42 projects. The City of Virginia Beach finished the fiscal year with an unemployment rate of 3.7%, more than one-half percent below the national rate. Significant growth occurred among each of our target business sectors, with 95% of announced projects falling within at least one target sector. Seven announcements were made by SWaM-certified businesses and five by international firms. Additionally, 20 incentive grants totaling \$1.39 million helped leverage \$53.23 million in new private investment, a ratio of 38 to 1.

Staff continued its aggressive outreach programs, making more than 750 direct existing industry contacts, and conducting 95 total marketing events both domestic and overseas.

Your Development Authority appreciates the trust and responsibility granted it by City Council; every day, each volunteer member works tirelessly with a fantastic professional staff to ensure the residents of Virginia Beach live in one of the most economically successful cities in the world. It's truly an honor to serve this great City.

Respectfully,

**Dorothy L. Wood**  
Chair



## CITY COUNCIL

**William D. Sessoms, Jr.**  
Mayor

**Louis R. Jones**  
Vice Mayor, Liaison  
to the Virginia Beach  
Development Authority

**Rosemary C. Wilson**  
Liaison to the Virginia Beach  
Development Authority

**Jessica Abbott**

**Barbara M. Henley**

**John E. Uhrin**

**Benjamin Davenport**

**Shannon DS Kane**

**James L. Wood**

**Bob Dyer**

**John Moss**

## VIRGINIA BEACH DEVELOPMENT AUTHORITY

**Dorothy L. Wood**  
Chair  
JD&W, Inc.

**Michael H. Levinson**  
Secretary  
Michael H. Levinson  
& Associates

**Peter K. Mueller**  
Commissioner  
STIHL, Inc.

**David L. Bernd**  
Commissioner

**Stephen J. McNulty**  
Assistant Secretary  
TowneBank

**Charles M. Salle**  
Vice Chair  
ADS, Inc.

**Linwood O. Branch**  
Commissioner  
Days Inn at the Beach

**Jerrold L. Miller**  
Commissioner  
The Miller Group

**Joseph E. Strange**  
Commissioner  
Tidewater Sew-Vac

**Bryan D. Cuffee**  
Treasurer  
Gold Key | PHR, Inc.

**Shewling Moy**  
Commissioner  
Keller Williams Realty  
Coastal Virginia

## KEY CITY STAFF

**David L. Hansen**  
City Manager

**Ronald H. Williams, Jr.**  
Deputy City Manager

**Ruth Hodges Fraser**  
City Clerk

**Mark D. Stiles**  
City Attorney

**Alexander W. Stiles**  
Senior City Attorney

## VIRGINIA BEACH ECONOMIC DEVELOPMENT

**Warren D. Harris**  
Director

**Steve Harrison**  
Business Development  
and Research Manager

**Olivia O'Bry**  
Office Manager

**Linda Assaid**  
Economic Development  
Technician/Clerk to the Virginia  
Beach Development Authority

**Rob Hudome**  
Project Development Manager

**Jeffrey Smith**  
Business Development  
Manager (Small, Women- and  
Minority-Owned Business)

**Michelle Chapleau**  
Business Development  
Coordinator

**Lloyd Jackson**  
Senior Business  
Development Manager

**Jerry Stewart**  
Workforce Development  
Coordinator

**Betty Clark**  
Executive Assistant  
to the Director

**Letitia Langaster**  
Business Development  
Manager (APZ-1)

**Svetla Tomanova**  
Marketing Assistant

**David Couch**  
Business Development  
Coordinator

**Barbara Lito**  
GrowSmart Coordinator

**Mark Wawner**  
Project Development  
Coordinator

**Scott Hall**  
Business Development  
Coordinator

**Sean Murphy**  
Virginia Beach Development  
Authority Accountant

**Ray White**  
Business Development Manager

# FOR A NEXT GENERATION CITY, THERE ARE STILL A FEW THINGS THAT NEVER CHANGE AROUND HERE. IN PARTICULAR, GROWTH AND FORWARD MOTION

thanks to another big year of economic development. The numbers speak for themselves. But, as always, it's a team effort across the City—leading to growth from around the world—that makes this story most satisfying.

## EXPANSIONS

- 24 COMPANIES
- 621 NEW JOBS
- \$38.05 MIL INVESTMENT
- 484K SQUARE FEET

## NEW LOCATIONS

- 18 COMPANIES
- 927 NEW JOBS
- \$135.07 MIL INVESTMENT
- 975K SQUARE FEET

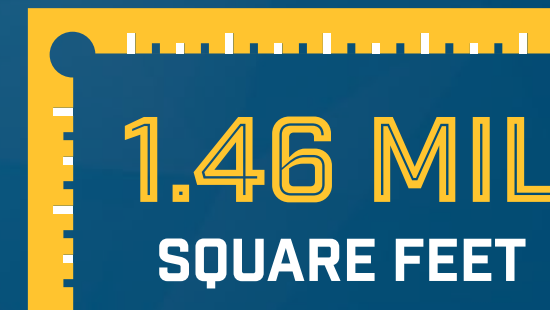
## TOTAL ANNOUNCEMENTS



42  
COMPANIES



1,548  
NEW JOBS



1.46 MIL  
SQUARE FEET



\$173 MIL  
IN CAPITAL INVESTMENTS

A big part of the mission of the Virginia Beach Development Authority (VBDA) is to drive the economic vitality of the City. For fiscal year 2016-17, it's mission accomplished, again.

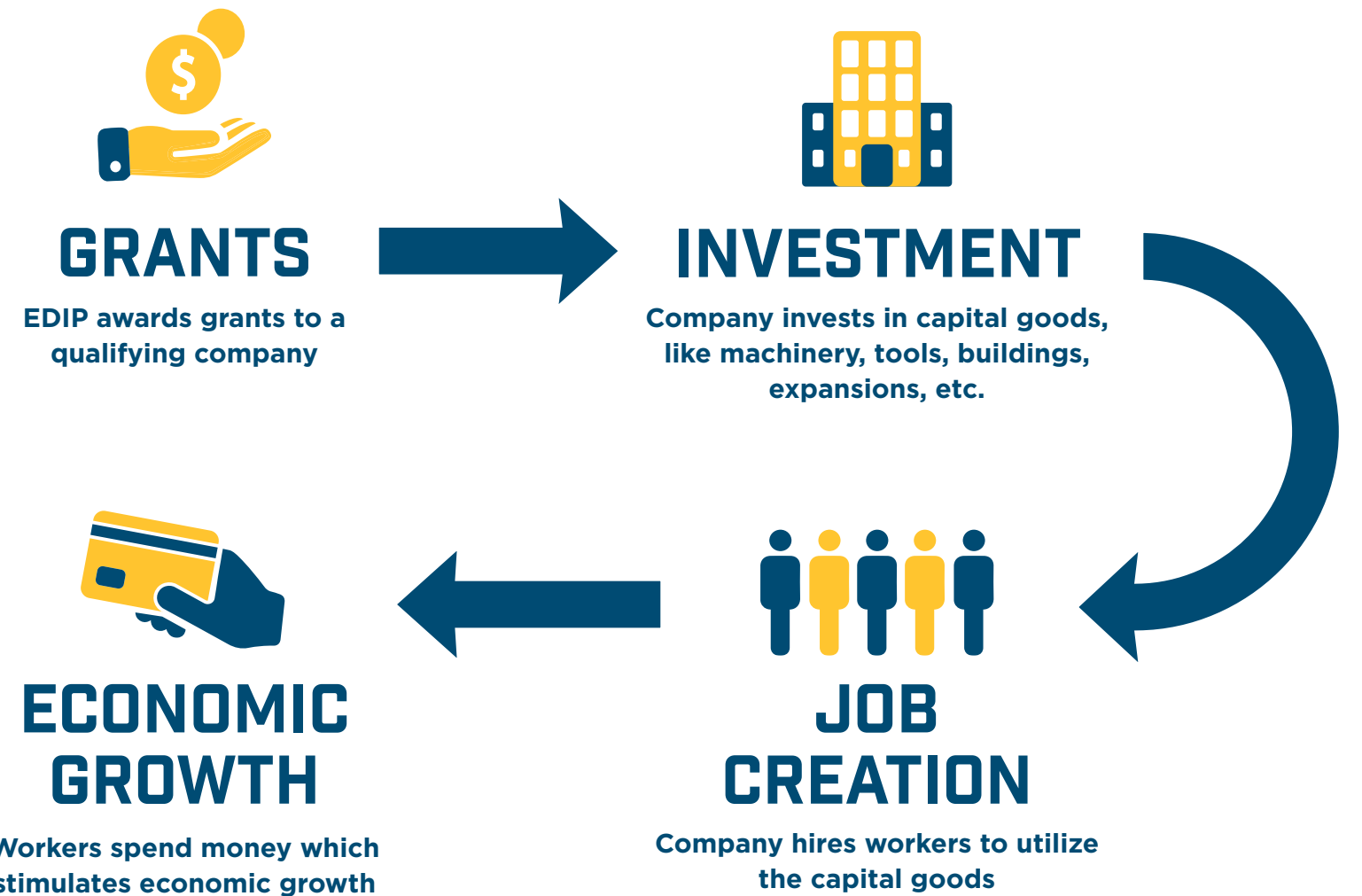
## ECONOMIC DEVELOPMENT INVESTMENT PROGRAM

The VBDA has been administering the Economic Development Investment Program (EDIP) on behalf of the City Council in accordance with the policy approved by the City Council and the VBDA, dated January 25, 1994. During this time, the VBDA has made 211 grants awarding \$53,231,578 in EDIP funds to incentivize the creation and retention of 32,651 jobs and \$2,005,783,301 in private investment. For this Fiscal year, a total of \$1,398,500 of EDIP funds were approved, which are intended to leverage more than \$40,600,000 in private investment and the creation/retention of 687 jobs in the City of Virginia Beach.

### TRADITIONAL EDIP GRANTS

During the fiscal year July 1, 2016 through June 30, 2017, EDIP assistance was approved for the following companies (listed chronologically):

COMPANY	AMOUNT OF EDIP	AMOUNT OF INVESTMENT	EMPLOYEES	
			(NEW)	RETAINED
SANJO Virginia Beach	\$600,000	\$17,500,000	85	-
Taste Unlimited	\$100,000	\$2,200,000	8	37
Hill Investment Group	\$20,000	\$1,650,000	30	-
BN Media	\$45,000	\$2,353,000	15	-
Point One USA	\$30,000	\$1,050,000	6	22
Chantel Ray Real Estate	\$20,000	\$620,000	17	24
Anchor Innovation	\$55,000	\$825,000	15	29
Young Veterans Brewing	\$20,000	\$669,000	5	6
Endurance IT Services	\$105,000	\$1,300,000	62	52
Smartmouth Brewing	\$20,000	\$600,000	5	-
Mythics	\$250,000	\$7,509,000	30	143
Global Technical Systems	\$125,000	\$4,100,000	21	51
Haylon Corporation	\$8,500	\$224,000	12	12



1994  2017

**32,651 JOBS**  
**AND \$2,005,783,301**  
**IN PRIVATE CAPITAL INVESTMENT**





# 21 SEASONS & \$26,738,329 MILLION IN DIRECT REVENUE.

## VETERANS UNITED HOME LOANS AMPHITHEATER

In 2016, its twenty-first season, Veterans United Home Loans Amphitheater, recognized as one of the top amphitheatres in the country, returned 17.52 percent on the City's \$10.5 million investment and provided a venue for world-renowned performers and local cultural and community events.

During the 2016 season, the amphitheater held 32 events with attendance of over 300,000 patrons. In the first twenty-one years of operation, the amphitheater has provided performances for over 5.9 million music lovers and generated over \$26.7 million in direct revenue for the City.



## TOWN CENTER EXPANSION

Phase 6 of Town Center is underway with the construction of Block 9. Phase 6 will include 40,000 square feet of ground floor retail, 131 studio and one-bedroom apartments, a 5,000-square-foot second level restaurant, and Zeiders American Dream Theater, a 300-seat live-performance venue. An elevated Public Plaza of 11,000 square feet is also included in the project. Total investment in Phase 6 is estimated at \$41 million.

**\$41 MILLION**  
INVESTMENT



## VIRGINIA BEACH NATIONAL GOLF COURSE

The Virginia Beach National Golf Course, which is owned by the VBDA, continues to be operated by Virginia Beach Golf Club, LLC. The VBDA received over \$149,000 of rental income for calendar year 2016 from the facility in addition to the taxes generated, which were paid to the City to support basic City services. In addition, the VBDA is utilizing a portion of the rent revenues received to fund capital repairs and maintenance of the facility.

**\$149,000**  
IN RENTAL INCOME





# VIRGINIA BEACH IS THE MID-ATLANTIC'S ONLY LANDING POINT FOR TRANSOCEANIC CABLES. LET'S CONNECT THE DOTS.

One good thing often leads to another, and that's how the City of Virginia Beach is establishing itself as a major hub for transcontinental communications. The MAREA and BRUSA cables are already announced, and now the Dutch company NxtVn has announced plans to establish its first U.S. data center park here. It is expected that the park will draw like-minded companies looking to capitalize on the proximity to the world's fastest subsea cables.

OPEN

MAREA cable connects Virginia Beach with Bilbao, Spain

1

BRUSA cable connects Virginia Beach with Rio De Janeiro, Brazil

2

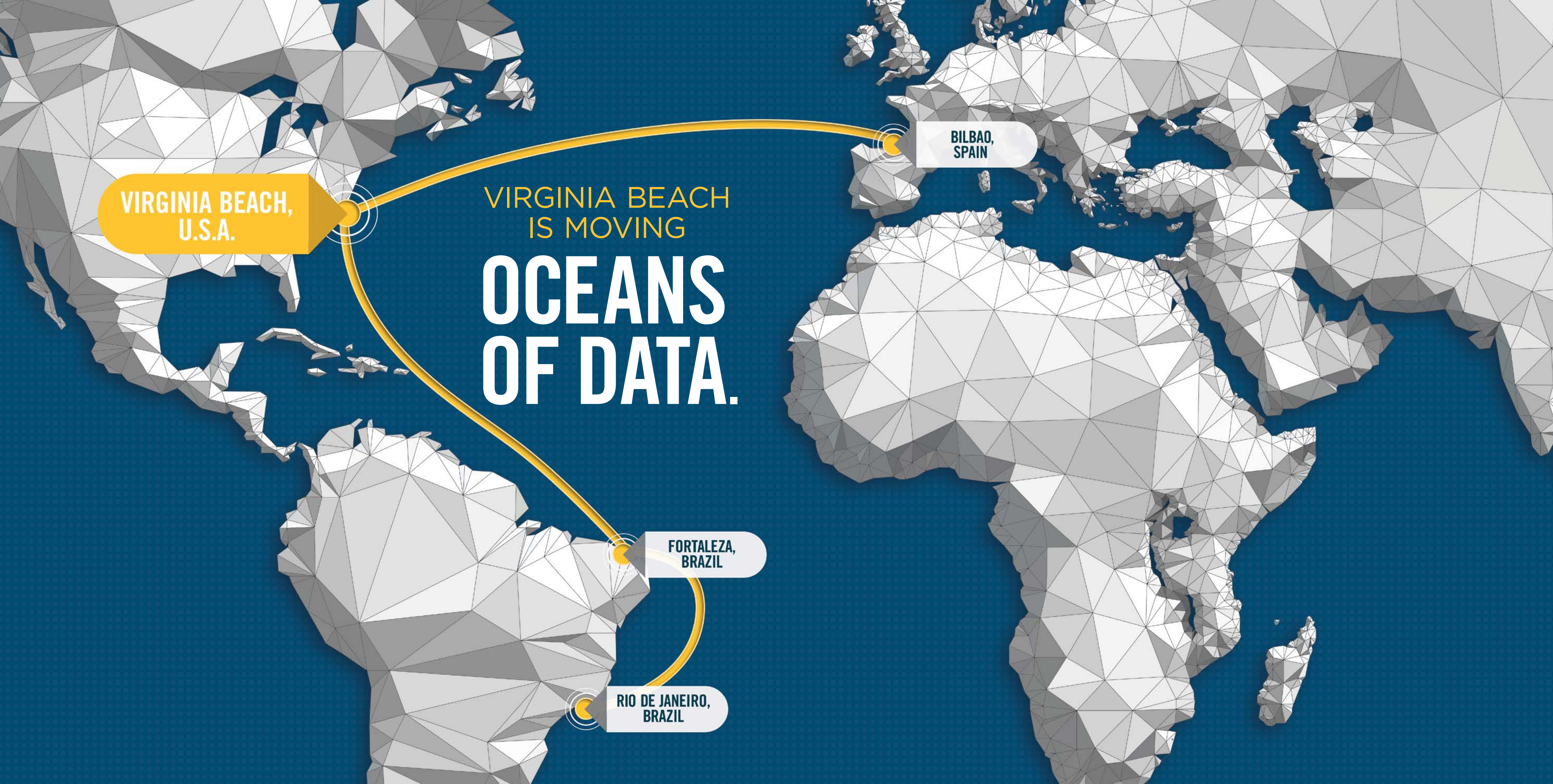
Globalinx contracts for land in Corporate Landing for a 138,000-square-foot, carrier-neutral data center

3

Telxius builds a 24,000-square-foot cable landing station in Corporate Landing

4





VIRGINIA BEACH,  
U.S.A.

VIRGINIA BEACH  
IS MOVING  
**OCEANS  
OF DATA.**

BILBAO,  
SPAIN

FORTALEZA,  
BRAZIL

RIO DE JANEIRO,  
BRAZIL

MAREA cable connects Virginia Beach with Bilbao, Spain

1

BRUSA cable connects Virginia Beach with Rio De Janeiro, Brazil

2

Globalinx contracts for land in Corporate Landing for a 138,000-square-foot, carrier-neutral data center

3

Telxius builds a 24,000-square-foot cable landing station in Corporate Landing

4



# A BIG DEAL IN BIG DATA.

Who knew that Virginia Beach would so quickly become the go-to destination on the East Coast for big data? Well, quite honestly, a lot of City people knew, and even more people worked hard to make it happen.

Not surprisingly, tech and data companies around the country, even around the world, have taken notice. It's what happens when the likes of Facebook, Microsoft and Telefonica make huge investments in bringing the world's fastest undersea cables here, which in turn is leading to the development of the next generation of data centers. NxtVn, a Dutch developer of major data center parks has announced plans to establish its first U.S. data-center park right here.

The park is a revolutionary idea that will allow data center operators to increase efficiency and speed-to-market while reducing capital costs. Investment by NxtVn will create a technological ecosystem that, when combined with our ever-more-robust broadband infrastructure, will attract the world's most prominent players in cloud services, data analytics and multi-carrier markets to Virginia Beach.

## NEXT GENERATION NETWORK

The MAREA and BRUSA cables will connect to a 24,000-square-foot cable landing station in Corporate Landing, a 300-acre business park developed by the Virginia Beach Development Authority. These and future cables will be able to connect to the rest of the U.S. and North America via the City's Next Generation Network, a 110-mile municipal infrastructure project providing high-speed connectivity for telecom service providers.





# THE NEXT BIG THINGS IN BIO

Like the ultra-fast-paced world of bioscience innovation, Virginia Beach's reputation as a biomedical hotbed for groundbreaking advances and a magnet for like-minded companies just keeps rolling. The movement officially began in 2014-15 with the launch of VABeachBio, the over-arching program to support and promote the City's bio strengths and opportunities. To say it has worked is an understatement.



## A WALK IN THE PARK.

Most exciting is the ongoing construction of the more than 1 million-square-foot VABeachBio Innovation Park being built on 155 acres in Princess Anne Commons, in the heart of the City's bio corridor. The Park is attracting bio, life science and healthcare businesses eager to join the growing number of industry peers and potential partners.

Also in the planning stage at the Innovation Park is a Bio Accelerator, an incubator for launching new businesses. In a related move, the City is partnering with The Center for Advancing Innovation to launch the VABeachBio Innovation Challenge. It will be the first challenge of its kind in America, bringing together entrepreneurs, industry and investors who will compete to turn dynamic inventions into successful startup companies. "Graduating" companies will be housed in the Innovation Park.

Of particular note to this military-rich region, the Innovation Challenge will focus on inventions for veteran-related illnesses, such as treatment for PTSD. In addition to aiding countless military personnel, the Challenge will create jobs, bring new products and ideas to market, and further expand the City's bio reputation. The City's commitment to its veterans was highlighted by the announcement of the construction of a new, 120-bed Veterans Care Center at West Neck Road and Nimmo Parkway, beginning Fall 2017.

The VABeachBio Accelerator at Tidewater Community College welcomed its first international startup this year. OWL Metabolics, based in Spain, announced plans to open its U.S. headquarters there which will allow them to partner with Sanyal Biotechnology in conducting NASH and fatty liver disease research.



**155 ACRES**  
in Princess  
Anne Commons



**1,000,000+**  
square-foot  
VABeachBio  
Innovation Park



**120-BED**  
Veterans Care  
Center





# STAYING HYPER-VIGILANT ON CYBER SECURITY.

As cyber-criminals and hackers ramp up their skills and brazenness, our region keeps working to stay a step ahead. The City of Virginia Beach now has a number of entities, working in partnership, focused on exactly that. In 2015, Cyber Protection Resources (CPR), a non-profit organization led by the business community with participation and support from academia, municipalities and government, was established. Since then, much progress has been made.

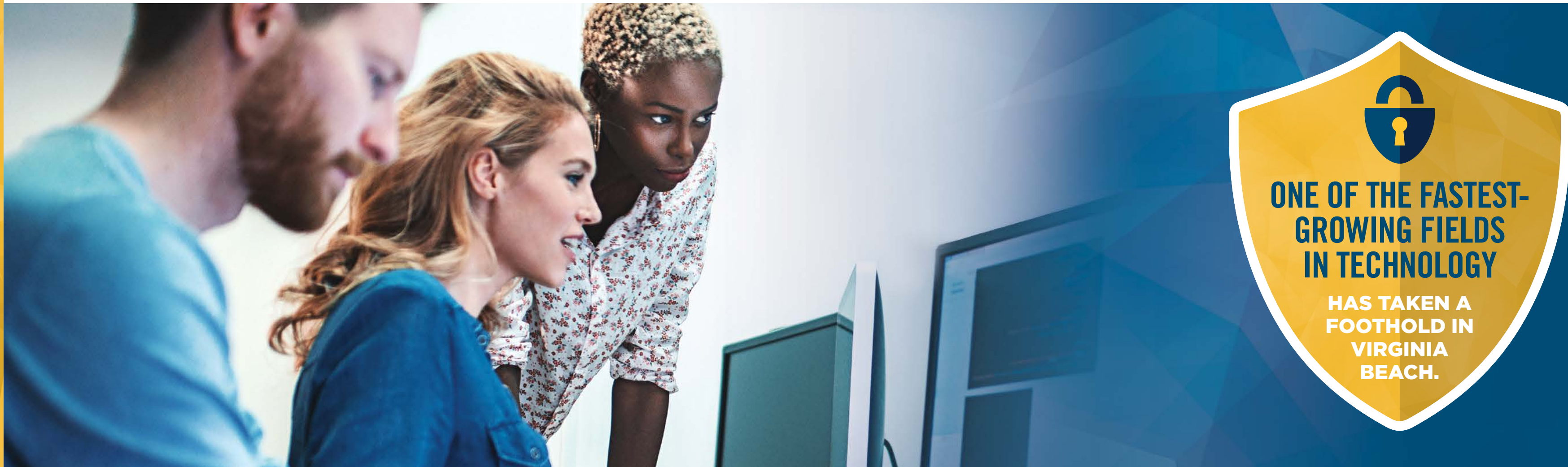
## VIRGINIA CYBER CONVENTION AND EXPO

In October 2016, Virginia Beach Economic Development and CPR hosted this very successful event, attracting more than 300 attendees including speaker—and the world's most famous (reformed!) hacker—Kevin Mitnick.

## CYBER SECURITY BUSINESS ROUNDTABLES

In March 2017, VBDED and CPR hosted its third roundtable event. Experts from business, academia, municipalities and the military traded the latest information and gained an understanding of how to apply big data techniques to cyber security and workforce developments. More roundtables are planned.

In addition, a cyber panel briefing was given to a Danish delegation in which we shared the expertise of our cyber security business community. And, the Hampton Roads Cybersecurity Education, Workforce and Economic Development Alliance, a collaborative partnership between entities from government to schools and beyond, was launched.



**ONE OF THE FASTEST-  
GROWING FIELDS  
IN TECHNOLOGY**

**HAS TAKEN A  
FOOTHOLD IN  
VIRGINIA  
BEACH.**



# FOR FOREIGN BUSINESS, WE CAST A WORLDWIDE WEB.

In the search for global businesses to enrich our already-thriving corporate environment, our reach knows practically no limits. And to be sure, the global trade is really big business in Virginia Beach: more than 30 international companies now have their U.S. or North American headquarters here. Our fully dedicated international offices, which opened last year in Olongapo, Philippines and Dusseldorf, Germany, continue to generate interest and flag potential partnerships. Thanks to modern communications, the world may be shrinking. But the international business story in Virginia Beach is doing exactly the opposite.

## ACCOMPLISHMENTS

- Announced a **150,000-square-foot** expansion by STIHL, Inc. at 2600 International Parkway
- Expanded Bio Science and Telecommunications/Big Data marketing with missions to Spain, Germany and The Netherlands
- Hosted a luncheon and business development event for a Danish government/military/business delegation attending Warrior Week in Virginia Beach
- Our consultant in Germany attended 23 trade shows and 18 marketing events in Germany, Turkey, The Netherlands and Austria, resulting in an additional 185 leads
- Hired a new Office Manager for the Virginia Beach and Olongapo Business Development Office, and visited the office to provide training and create a work plan and meet with new leadership of the Subic Bay Metropolitan (Port) Authority.

### Welcomed five new international companies:

- **Sunrise Global Marketing** (China): leasing **218,000 square feet** of space at 2600 International Parkway to support marketing and distribution of electric lawn and garden tools
- **U-Play** (China): leasing **200,000 square feet** of space at 1440 London Bridge Road to manufacture absorbent products for consumer and pet use
- **OWL Metabolics** (Spain): bio-research company, opened its North American headquarters in the City's Bio Accelerator
- **Lidl** (Germany): welcomed U.S. CEO for opening of new **20,000-square-foot** grocery store
- **ALDI** (Germany): opened **first location** and announced **two more for Virginia Beach**





# GROWSMART

Virginia Beach has a bold vision that ALL children will be born healthy, start school ready to learn, and read proficiently by third grade. We know that these are critical milestones to ensure children are successful in school, life and are prepared for the future workplace.

During 2016-17, Virginia Beach GrowSmart collaborated with multiple community partners to work towards this goal. The Virginia Beach Reads mentoring program expanded its reach to five City elementary schools. This collaborative partnership was led by Virginia Beach GrowSmart with the support of Virginia Beach City Public Schools and the City of Virginia Beach Office of Volunteer Resources. Over 125 volunteers served more than 3,165 hours reading to 125 first graders. The total value of their service is \$76,415.

With the launch of the new Virginia Quality 2.0 system in August, 24 Virginia Beach early care and education providers have joined the quality improvement system. By committing to quality, they are ensuring positive outcomes for children which benefit our current and future workforce.

Over 1,500 children, families and community partners came out to support the healthy development of our children and celebrate their potential. This annual event is held in April at Mt. Trashmore Park in support of Child Abuse and Prevention Month, and the Month of the Military Child.




**125**  
**VOLUNTEERS**

SERVED MORE THAN



**3,165**

**HOURS READING**  
**TO FIRST GRADERS**

WHICH COMES TO

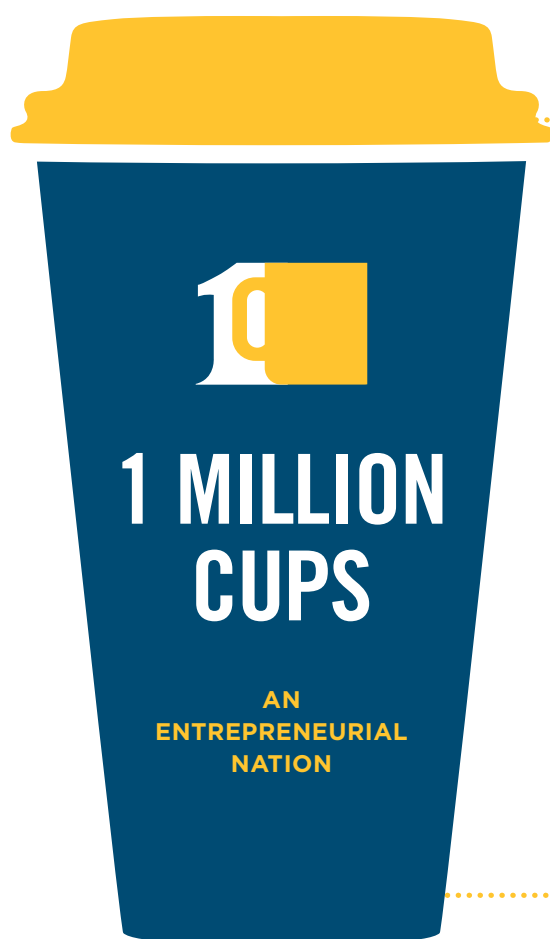
**A TOTAL VALUE OF**  
**\$76,415**  
**FOR THEIR SERVICE**



## ENTREPRENEUR

Activities and accomplishments continue to grow among our dynamic entrepreneurial community. 1 Million Cups Virginia Beach offers local entrepreneurs an opportunity to present their startups to a diverse audience of mentors, advisors and entrepreneurs. Entrepreneurs gain insight into possible ways they can improve their businesses, gather real-time feedback, connect with a community that cares about their progress, and walk away feeling like they have advanced their business. Over 1,200 people attended these sessions during the last year, with over 40 entrepreneurs presenting their business vision and plans.

1701 CoWorking, in its first year of operations, has attracted over 30 entrepreneurs who utilize this facility to operate their businesses and collaborate with other like-minded business owners. Regent University provides an MBA degree in Entrepreneurship which emphasizes the value of change, adaptability, research and planning to expand business. Virginia Beach City Public Schools opened The Entrepreneurship and Business Academy offering three strands of study: Entrepreneurship and Innovation, Business Information Technology, and Corporate Finance.



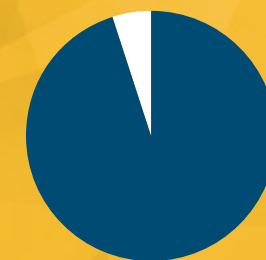
**1,200**  
PEOPLE ATTENDED SESSIONS

**40+**  
ENTREPRENEURS  
PRESENTED THEIR BUSINESS  
VISION AND PLANS

## SMALL BUSINESS AND SWaM

When more than nine out of 10 businesses in Virginia Beach employ fewer than 50 people, that's a really big deal. In fact, 95% of the City's businesses fall into that group. That's one reason WalletHub ranks us the Best City in Hampton Roads to start a business, and #46 nationally. And, fully one of every three new business start-ups in Hampton Roads does so right here. During FY2016-17 the Department hosted nine events for more than 1,100 members of its Small, Women- and Minority-Owned and Service Disabled Veteran-Owned Small Business communities.

The Small Business web portal was enhanced to provide a single point of access for small businesses through the City's main website. Based on feedback from the business community and a review of top portals around the U.S., the site was redesigned to include comprehensive content and to be more welcoming, dynamic and intuitive for users.



**95% OF ALL VIRGINIA BEACH BUSINESSES  
HAVE 50 OR FEWER EMPLOYEES.**

2013



2017



**43 PROJECTS**  
37 EXPANDING AND 6 NEW



**740 NEW JOBS**  
AVERAGE OF 17.2 JOBS PER PROJECT

## YESOCEANA

YesOceana, Virginia Beach's award-winning Oceana Land Use Conformity Program, was created to help reduce the incompatible land uses surrounding Naval Air Station Oceana, the Navy's East Coast Master Jet Base. NAS Oceana generates over 16,000 jobs with a total payroll of more than \$1 billion and is one of the most important components of the Virginia Beach economy.

### PROGRESS TO DATE



**55**

Non-Conforming Commercial Properties Successfully Eliminated



**\$2.7 MIL**

Million in EDIP Grants Awarded



**\$50 MIL**

in New and Retained Private Investment



**\$3.2 MIL**

Committed to 43 Businesses to Promote Compatible Uses

### Highlights for FY2016-17 include:

- \$485,000 total grants awarded to seven businesses; leveraged creation of \$12.6 million new and retained investment
- Received the 2016 Community Economic Development Awards (CEDA) issued by the Southern Economic Development Council (SEDC). The program previously won the state level CEDA award and progressed to the regional level.

### APZ-1 EDIP GRANTS

During the fiscal year July 1, 2016 through June 30, 2017, grant assistance was approved for the following (listed chronologically):

COMPANY	AMOUNT OF EDIP	AMOUNT OF INVESTMENT
Architectural Graphics	\$50,000	\$750,000
Sunrise Global Marketing	\$20,000	\$229,000
Matbock Origins	\$30,000	\$655,000
Stock Design and Machine	\$50,000	\$970,000
U-Play Corporation	\$125,000	\$4,900,000
STIHL, Inc.	\$110,000	\$2,780,000
DAO Group	\$100,000	\$2,350,000

## WORKFORCE DEVELOPMENT

Virginia Beach's workforce development program is regarded as one of the most successful in the country, serving as a model for other cities. VBDED engages directly with the local business community, prospects and educational systems on a daily basis, and the results show.

In this past fiscal year, VBDED coordinated with Mayor Sessoms to hold two manufacturing roundtables to discuss the future workforce for the manufacturing sector. The goal was to discover opportunities to increase the awareness for City school students of manufacturing careers.

We also worked closely with Tidewater Community College on marketing apprenticeship and certification programs. Additionally, staff connected companies to the services available with Opportunity, Inc., such as employment services and career fairs.

Through the TCC Apprenticeship Institute, VBDED partnered with eight companies to serve 46 apprentices, while the TCC Center for Workforce Solutions provided 22 customized training programs to a total of 263 employees. As we firmly believe, clearing a pathway to individual career success leads to economic prosperity across the region.

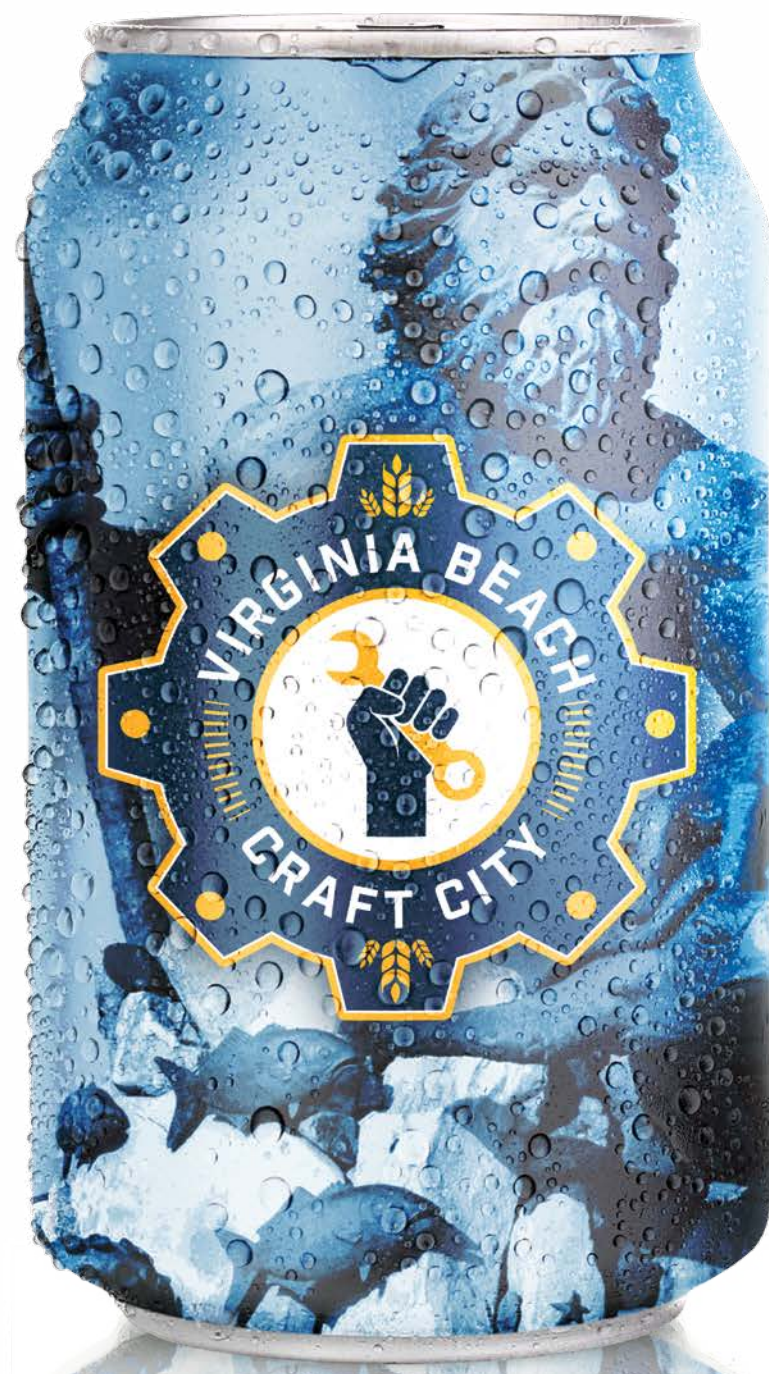
### VIRGINIA JOBS INVESTMENT PROGRAM

Company	Capital Investment	Current Employment	New Jobs	Jobs Reimbursed	Types of Jobs
Atlantic Bay Mortgage, LLC	\$1,000,000	470	120	30	Administration, Underwriters
Mythics	\$7,500,000	144	30	0	Accountants, Administration, Sales & Marketing
Prufrex USA, Inc.	\$4,730,000	21	60	20	Manufacturing
Zero Point	\$2,530,000	20	44	8	Accountants, Administration, Machine Operator, Maintenance Technician, Manufacturing Technician, Material Handler, Mechanical Engineer, Production Associate
<b>TOTALS</b>	<b>\$15,760,000</b>	<b>655</b>	<b>254</b>	<b>58</b>	



# ANOTHER BIG YEAR

## FROM BEERS TO GEARS



Manufacturing is one cool industry in Virginia Beach. Thanks to our prime location for distribution, no Machinery and Tools tax, and numerous workforce development programs, we've been referred to as a Manufacturing Boomtown. Here are some of our notable recent developments.

### MANUFACTURING



**SANJO Corte Fino**, a fineblanking manufacturer based in Barcelona, Spain, began construction of its **\$17.5 million** North American headquarters and will create **85 new jobs** over three years.

**Point One USA, LLC**, a service-disabled, veteran-owned small business will expand at 3121 Holland Road, with a **1,104-acre** site and an **8,400-square-foot** facility, creating **six new jobs** and retaining **22 full-time positions** with average annual salaries exceeding **\$80,000**.

**Sunrise Global Marketing, LLC** is the marketing and distribution arm of Globe Tools, a Chinese manufacturer of electric lawn and garden tools and consumer power tools. The company leased **218,000 square feet** of warehouse space at 2600 International Parkway in Oceana West Corporate Park for its distribution operations and added **25 new jobs**.

**MATBOCK Origins, LLC** has brought more than 20 products to the market from night vision auto-focus goggles to the lightest and most effective medical evacuation and assault system on the market. The company has plans to expand from **4,000 to 10,000 square feet** with an additional **\$655,000** in capital investment and **five new jobs** with average salaries of **\$100,000**.

**Stock Design and Machine Inc.**, a full-service precision machining company, expanded its operations for the second time, making a **\$970,000** capital investment to grow from **3,600 square feet** to **7,200 square feet**.

**U-Play Corporation**, headquartered in China's Anhui Province and a manufacturer of disposable absorbent products, opened its first North American manufacturing operation in Virginia Beach. The company made a capital investment of **\$4.9 million** in real estate, business property and machinery and tools, and created approximately **35 new jobs** with average annual salaries of **\$37,440** excluding benefits. They are leasing **200,000 square feet** of space at 1440 London Bridge Road.

**STIHL, Inc.**, manufacturer of the nation's number one selling brand of gasoline-powered handheld outdoor power equipment, announced plans to invest more than **\$2.7 million** in capital improvements to their International Industrial Center at 2600 International Parkway in Virginia Beach. STIHL, Inc. intends to use approximately **145,000 square feet** of office and warehouse space of an approximately **777,690-square-foot** multi-tenanted building for warehousing and distribution of outdoor power equipment products and associated accessories.

**Young Veterans Brewing Company** tripled its footprint in Virginia Beach with an additional **6,000 square feet**, and **five new jobs**. The expansion included a **750-square-foot** tasting room, a **400-square-foot** cooler, office space, manufacturing space, storage space and a copper art shop.

**Smartmouth Brewing Company** expanded to Virginia Beach and brought its popular flagship beers—Alter Ego Saison, Murphy's Law Amber Ale and Rule G IPA as well as new limited release beers—to the resort district. The company leased the **9,457-square-foot** former U.S. Post Office building at 313 32nd Street which will be transformed into a brewery, tasting room and private event space.

**Green Flash Brewing Co.**, headquartered in San Diego, opened its East Coast craft brewing facility in Virginia Beach. The **\$20 million facility** includes a **58,000-square-foot** Green Flash brewery, family friendly tasting room with 30 Green Flash beers on tap, a beer garden, food trucks, retail store, and private-event room and garden.



## DEFENSE



**Global Technical Systems** announced plans to invest **\$4.1 million** and create **21 new jobs** to expand their corporate headquarters in Oceana West Corporate Park. The company will begin to manufacture a new type of composite electro-mechanical battery.

**Anchor Innovation, Inc.** added **15 jobs** and invested **\$825,000** in expanding to a larger facility in Oceana East Industrial Park.

## MARITIME & LOGISTICS



**The Trident Group**, whose mission is to provide the most comprehensive and professional global maritime security solutions through their application of unparalleled manpower, strategic relationships, technology, training and support of innovative maritime discoveries, leased **20,000 square feet** of space on Centerville Turnpike.

**Dann Marine Towing**, based in Chesapeake City, Maryland, has opened a satellite office in Airport Industrial Park. They have leased **10,000 square feet** with **10 new employees**.

**Rexel**, a worldwide leading distributor of electrical supplies, has leased **12,000 square feet** on Miller Store Road.

## PROFESSIONAL SERVICES



**Chantel Ray Real Estate** invested **\$620,000** to relocate and expand their corporate headquarters, while creating **17 new jobs** and launching a national franchise program.

**Divaris Real Estate** expanded and relocated their corporate headquarters. They also leased an additional **7,000 square feet** of office space in Town Center and created **17 new jobs**.

**Kimley Horn**, the planning and design engineering consultants, expanded and relocated their regional headquarters, creating **31 new jobs** and leasing an additional **10,300 square feet** of office space in Town Center.

**LoanCare LLC**, the provider of full-service residential servicing to the mortgage industry expanded their regional service center, created **100 new jobs** and leased an additional **6,500 square feet** of space.

**Mythics**, the award-winning Oracle systems integrator and consulting firm expanded and relocated their corporate headquarters, created **30 new jobs** and leased **39,000 square feet** of space in Town Center.

## RETAIL



**Lidl**, the successful German grocery chain expanding throughout Europe and the United States, opened its first **35,000-square-foot** Virginia Beach location and announced plans for two additional stores.

**ALDI**, the German-based grocery chain known for budget prices and renting shopping carts for a quarter, opened its first Virginia Beach location on Kempsville Road in December.

**Wegmans**, a family owned regional supermarket chain, announced plans to build its first Hampton Roads location in the Town Center/Central Business District area of Virginia Beach. The **130,000-square-foot** store will include a parking deck in front and a mezzanine level for café seating with the look and feel of European open-air markets.

**L.L. Bean** opened its first store in the region at Lynnhaven Mall. Best known for its boots and a 100 percent satisfaction guarantee that allows customers to return any purchase, the **16,500-square-foot** store will employ **100 people**.

**Maggie McFly's** opened at Lynnhaven Mall. The Connecticut-based, award-winning restaurant, which opened its doors in 1993, now has a total of six restaurants to its name. The Virginia Beach location is the first one to open up outside of Connecticut.





## OTHER NOTABLE DEVELOPMENTS

- Virginia Beach National Golf Course paid **\$149,559 in rental income** for FY2016-17; capital improvement projects included cart path repairs.
- The City approved **\$15,000 in funding** for operations of the Virginia Beach & Olongapo Business Development Office.
- The VBDA annual audit was completed successfully.
- The City approved issuance of up to **\$36 million** in public facility revenue bonds.
- Ocean Side Inn has been demolished and secured for future development.
- The transfer of **155 acres** of land from the City of Virginia Beach for development of the VABeachBio Innovation Park was approved.

## TELLING A GREAT STORY HAS ITS REWARDS.

Success and excellence continue to attract attention around the world. The Virginia Beach Department of Economic Development received a **Gold Excellence Award** from the International Economic Development Council for the 2015 Annual Report, a **Silver Excellence Award** for the Town Center/ Pembroke Area Strategic Growth Area initiative and a **Bronze Excellence Award** for the new VABeachBio.com website.

IEDC's Excellence in Economic Development Awards recognize the world's best economic development programs and partnerships, marketing materials, and the year's most influential leaders. We are proud to be recognized for work we do that promotes how much Virginia Beach has to offer forward-thinking businesses around the world.

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CITIES TO LIVE IN.”**

-WalletHub





**CITY OF VIRGINIA BEACH DEPARTMENT OF ECONOMIC DEVELOPMENT**

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