VBDA Monthly Cash Flow

City of Virginia Beach Development Authority

January 21, 2020



Operating Account Summary: December 2019

Beginning Cash

- Significant Cash Receipts
 - ✓ \$37,742 of Industrial Revenue Bond fees
 - ✓ \$5,535 from City of Virginia Beach Amphitheater CIP
 - ✓ \$3,094 of monthly interest income
- Significant Cash Disbursements
 - ✓ \$1,996 for 110 S Independence Blvd electric, water and HRSD bills
 - \checkmark \$5,535 to Live Nation for VBDA portion of grease trap replacement

Ending Cash

\$4,767,040

\$4,728,220

Incentive Account Summary: December 2019

Beginning Cash

\$4,679,394

- Significant Cash Receipts
 - ✓ \$500,000 transfer of City EDIP Appropriation
 - ✓ \$1,154 of monthly interest income
- Significant Cash Disbursements
 - \checkmark Incentive award payments to:
 - ✓ BMZ USA for Part A capital investment (\$48,032)
 - ✓ Global Technical Systems for Part A capital investment (\$124,775)
 - ✓ \$34,658 in legal fees to Singer Davis for October Dome Site related services
 - ✓ \$9,985.50 to Olympia Bendix Two for Accelerator January rent

Ending Cash

\$4,963,097

Incentive Account Summary: December 2019

Ending Cash held by VBDA	\$4,963,097
PLUS: EDIP and other Receivables	\$9,005,117
LESS: Payables and Commitments	\$11,047,865
Ending Available Funding	\$2,920,349

2019 Market Performance

January 21, 2020

Economy

- •GDP Growth Index of 3.06 or \$1.01B
- Ranked 2nd in VA and 199 in US
- Business Growth of 3.5%
- •493 Business Start Ups

Rank	County	Business Growth	GDP Growth (\$ in millions)	New Building Permits (per 1,000 homes)	Federal Funding (per capita)	GDP Growth Index
1	Fairfax, VA	4.6%	\$2,815	4.7	\$43,755	5.33
2	Virginia Beach City, VA	3.5%	\$1,010	8.2	\$7,165	3.06
3	Loudoun, VA	13.2%	\$926	28.3	\$7,937	2.95
4	Henrico, VA	4.4%	\$843	11.9	\$502	2.84
5	Prince William, VA	8.8%	\$732	10.5	\$2,315	2.70
6	Chesterfield, VA	5.0%	\$661	17.1	\$110	2.62
7	Arlington, VA	2.0%	\$578	25.3	\$31,256	2.51
8	Richmond City, VA	2.1%	\$558	13.2	\$1,262	2.49
9	Chesapeake City, VA	0.9%	\$489	11.9	\$3,445	2.40
10	Norfolk City, VA	-0.8%	\$486	6.5	\$6,646	2.39

Employment

- Citywide Unemployment Rate of 2.4%
- •5,000 jobs added
- 4,200 added to the labor force

VBDA Community Investment

- •18 Companies received EDIP funds
- Payments totaled \$937K
 - \$49M verified new capital investment
 - •42 jobs created
 - 18 retained

Private/Public Investment Ratio of 49:1

17TH STREET PROPERTIES LLC

Virginia Beach Development Authority January 21, 2020

Disclosures

Principals – Matthew Harding, Brian Horan – 17th Street Properties, LLC

Real Estate Broker – Atkinson Reality

Legal Services: Sykes and Bourdon, PC

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Accounting – BDO USA, LLP
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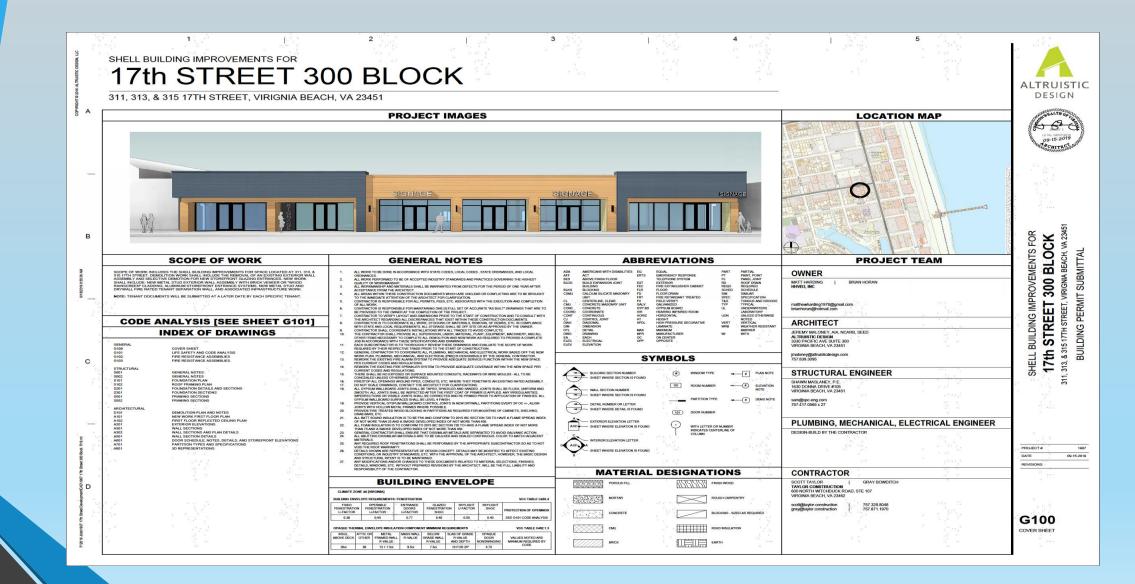
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Financing–Towne Bank
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Construction Contractors – Scott Taylor Construction

Project Summary

- Phase I \$6,5000,000
 - ✓ 17th Street 311-315; 325, 329 Virginia Beach Blvd
 - ✓ Upgrade/replace interior and exterior of each unit
 - ✓ 20,000 total sq. ft. of redevelopment
 - ✓ Will bring in new retail development
- Phase II \$9,500,000
 - ✓ Parcels impacted 335 17th street, 319 16th street & 1608 Artic
 - \checkmark 4,000 sq. ft of commercial space
 - ✓ 38,000 sq. ft. of residential development (approx. 50 units)
 - ✓ 30% of the units designated for affordable housing workforce housing

Phase I Approved Building Plan



Phase II Mixed-Use Concept



Recommendation

- \$250,000 EDIP Part "B"
- Based on Capital Investment of \$16,000,000
- Part "B" may be used for Economic Development, Special Economic Growth Areas, Strategic Growth Areas and Opportunity Zones

QUESTIONS ?