



Monthly Cash Flow – August 2024

City of Virginia Beach Development Authority

September 6th, 2024

Operating Account Summary: August 2024

Adjusted Beginning Cash August 1, 2024

\$ 8,174,682

Cash Receipts Detail

- ✓ \$ 12,245 Interest Income
- ✓ \$ 35,068 Annual Industrial Revenue Bond Fee #473 – Virginia Wesleyan University
- ✓ \$ 15,000 VB Convention Center Hotel and Parking Garage Feasibility Study - CBRE Hotels Advisory Services
- ✓ \$ 13,890 Bond Fee Split Sentara 2016A & B – Norfolk Economic Development
- ✓ \$ 6,519 FY25 Annual TC Open Air Café Fees – Bravo Brio Restaurant, LLC

Operating Account Summary: August 2024 (Continued)

Cash Disbursements Detail

- ✓ \$ **48,292** Atlantic Park Construction and support services through 6/30/2024– MBP
- ✓ \$ **14,632** Monthly Conduit Management August 15th-September15th – Globalinx
- ✓ \$ **4,882** Legal Services for Atlantic Park Project through 6/30/2024
- Davis Commercial Law
- ✓ \$ **4,000** Fiscal Year 2024 Audit Progress Billing #1 – Cherry Bekaert

Ending Cash – August 31, 2024

\$ 8,146,081

Cont. Operating Account Summary: August 2024

Payments Reimbursed by City of VB – August 2024

- ✓ \$ **2,088,098** Atlantic Park – Venture Waves – Draw #18 Entertainment Venue
- ✓ \$ **245,465** Atlantic Park – Venture Waves – Draw #18 Offsite Infrastructure (City Asset)
- ✓ \$ **602,160** Innovation Park – Architectural Graphics – Draw #9 Offsite Infrastructure construction through June 2024
- ✓ \$ **7,523** Innovation Park – Kimley Horn – Construction Phase Services
- ✓ \$ **4,356** Innovation Park – VHB – Geotechnical Services
- ✓ \$ **16,347** Corporate Landing – VHB – New Roadway & Pond C Final Design
- ✓ \$ **10,660** CBRE Hotels - Consulting Fees related to VB Convention Center Hotel and Parking Feasibility Study

Capital Maintenance: August 31, 2024

Amphitheater **\$ 615,959**

Human Services Building **\$ 3,427,603**

✓ Monthly Lease - September \$ 47,910

VB National Golf Course **\$ 2,131,250**

✓ Revenue Agreement \$ 23,220

✓ HVAC Replacement – HBA Architecture (\$ 13,100)

✓ Clubhouse Roof Replacement (\$ 11,595)

- HBA Architecture

Incentive & Initiative Account Summary: August 2024

Beginning Cash – August 1, 2024 **\$ 1,260,835**

Cash Receipts Detail

No Significant Receipts – As of 8/27/24

Cash Disbursements Detail

FIG Grant - Replace Wood and New Siding – North Bay, LLC	\$ 10,000
FIG Grant - Replacement Windows and doors – 1 st Class Assets	\$ 10,000
FIG Grant – New Patio Awning and Logo – SEDA Inc.	\$ 10,000
July 2024 Monthly Rent, Operating Expenses, and R.E. Taxes – Olympia Bendix Two	\$ 11,826
August 2024 Monthly Rent, Operating Expenses, and R.E. Taxes – Olympia Bendix Two	\$ 11,826

Ending Cash – August 31, 2024 **\$ 1, 200,614**

EDIP Grant Summary Reporting: August 2024

Total EDIP appropriations as of 8/31/2024*	\$ 11,464,477
EDIP Part A – Awarded as of 8/31/2024	\$ 5,073,160
EDIP Part B – Awarded as of 8/31/2024	<u>\$ 873,830</u>
EDIP Grant Funds Available as of 8/31/2024	\$ 5,517,487

* EDIP appropriations as of 8/31/2024 includes FY25 appropriations of \$1,598,476 which have been budgeted by the City and were not included in last month's presentation.

Construction in Progress

Atlantic Park - Entertainment Venue **\$ 27,186,860**

\$ 2,088,098 Venture Waves Draw #18

Atlantic Park – Parking **\$ 34,300,847**

The image shows the exterior of a building with a prominent sign for 'Cantina LAREDO'. The sign features the word 'Cantina' in a stylized, rounded font and 'LAREDO' in a bold, blocky font. Below this, a dark rectangular sign contains the words 'modern mexican' in a lowercase, serif font. The building's facade is light-colored with horizontal lines. A large, dark blue wave graphic is overlaid on the bottom left of the image.

Cantina LAREDO

modern mexican

Cantina Laredo - Open Air Café Renewal

September 6, 2024 | Virginia Beach Development Authority | Open Session

Presenter : Roosevelt Grandberry, Town Center Planning Evaluation Coordinator



Disclosures

- Applicant: Cantina of Virginia, LLC d/b/a Cantina Laredo
- Officers: Sanjay Patel, Manager
- Owner: City of Virginia Beach Development Authority “Plaza Unit”

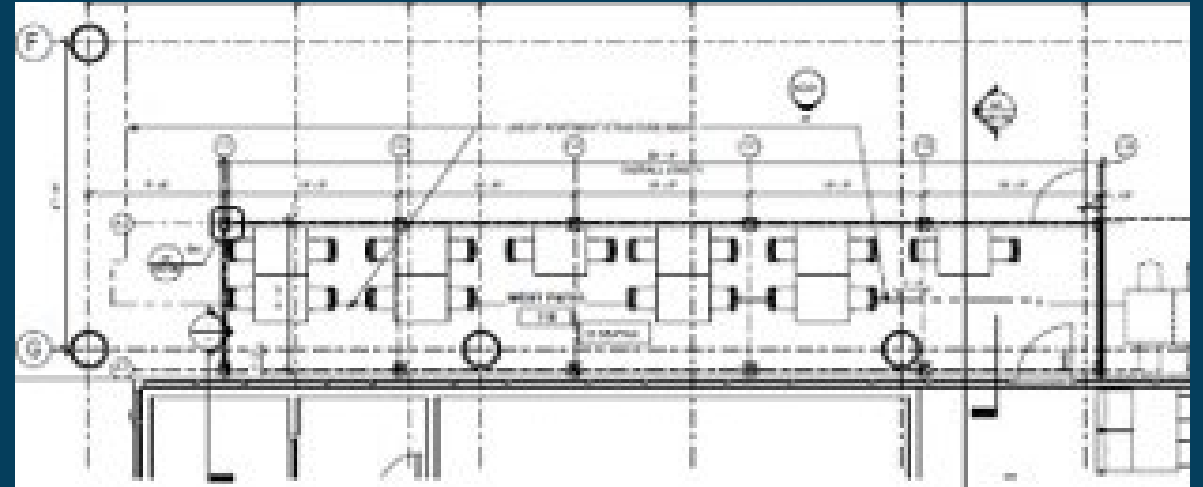
About the Company



- High-end Mexican restaurant
- Locations across 17 states in the USA

Site Location

Second Story of Block 9 - 4505 Commerce Street



Second Story Plaza - VBDA Asset Approximately 13,380 sq. ft.
Existing Open Air Café Agreement/Governed by the Town
Center Café Regulations

- Cantina Laredo - 428 sq. ft. with 16 seats

Open Air Café Agreement History

- Original Agreement was executed for approximately 428 sq. ft. on September 30, 2019
- First Amendment will extend the term through September 30, 2029
- Annual use fee is paid to the Town Center SSD, July 1



Recommendation

- Approve a Resolution renewing the Open-Air Café Agreement for an additional 5-year term with a \$7.12 per sq. ft. use fee, payable annually, with a 3% escalation each year.



Sirius Analysis International Incubator

City of Virginia Beach Development Authority

September 6, 2024 | Open Session

Paige Fox, Business Development Manager

Disclosures (Applicant)

- Applicant: Sirius Analysis Inc
- Parent Company: Sirius Analysis Limited

Company Profile



- Based in the UK
- Sirius provides technical expertise to projects in the Ministry of Defense (MOD), Atomic Weapons Establishment, NATO, and Dstl - the research arm of the MOD
- Experience working in nuclear, defense, space, transport, energy, logistics, and environmental sectors
- Initial focus working with NATO; and remotely conducting tasks for them for 4+ years
- Will begin recruiting locally with long-term hiring plans
- VEDP evaluating for job incentives; supported by Alliance

International Incubator

- VBDA approved 1st tenant in September 2021
 - Chorus Intelligence successfully expanded and opened its own office in Town Center in 2023
- Incentive for business looking to relocate or expand in the United States
- Most international businesses begin with a small US sales office before growing to distribution and large operations
- Meant for companies only needing 1 – 2 offices



The graphic features a background image of a modern office building with a glass facade. Overlaid on this are three blue triangles pointing towards the center, each containing text. The top triangle is labeled 'WHO' and describes the target audience. The middle triangle is labeled 'WHAT' and describes the office space. The bottom triangle is labeled 'WHERE' and describes the location. In the top right corner, there is a logo for 'virginia beach WAVES OF POSSIBILITY' and the text 'INTERNATIONAL INCUBATOR' in large blue letters. Below this, the text 'TEMPORARY OFFICE SPACE FOR A SOFT LANDING' is displayed. A paragraph of descriptive text follows. In the bottom right corner, there is a small white arrow pointing right with the text 'MORE INFO ON BOARD'.

INTERNATIONAL INCUBATOR

virginia beach
WAVES OF POSSIBILITY

TEMPORARY OFFICE SPACE
FOR A SOFT LANDING

The Virginia Beach International Incubator is designed for international companies seeking low-risk expansion into the U.S. market, offering essential office space before establishing a permanent presence in the city. Strategically located in the Town Center of Virginia Beach and adjacent to the Economic Development office, the Incubator provides an ideal environment for growing businesses.

WHO
Perfect for international companies needing 1-2 offices.

WHAT
Class A office space with shared conference room.

WHERE
Located in the heart of the City's Central Business District.

MORE INFO ON BOARD

Sublease Terms

- 1 Office Maximum 2 Year Lease Term
- U.S. Mailing Address
- Access to Conference Room
- Payment Structure based on 1 office
 - Months 1 - 6: N/A (no rent)
 - Months 7 - 12: \$7.25/sq. ft. = \$1,450/year (\$120.83/month)
 - Months 13 - 18: \$14.50/sq. ft. = \$2,900/year (\$241.66/month)
 - Months 19 - 24: \$20.25/sq. ft. = \$4,050/year (\$337.60/month)



Recommendation

- ✓ Approve sublease of Authority's International Incubator space to Sirius Analysis



QUESTIONS



Avangrid Option Assignment

City of Virginia Beach Development Authority

September 6, 2024 | Open Session

Alexander W. Stiles, Senior City Attorney



Disclosures – Kitty Hawk North, LLC

- Parent Company – Avangrid Renewables, LLC
- Legal Services: Williams Mullen
- Engineer/ Surveyor – Burns & McDonnell Engineering Company, Inc

Disclosures - Virginia Electric and Power Company (VEPCO)

- Parent Company – Dominion Energy

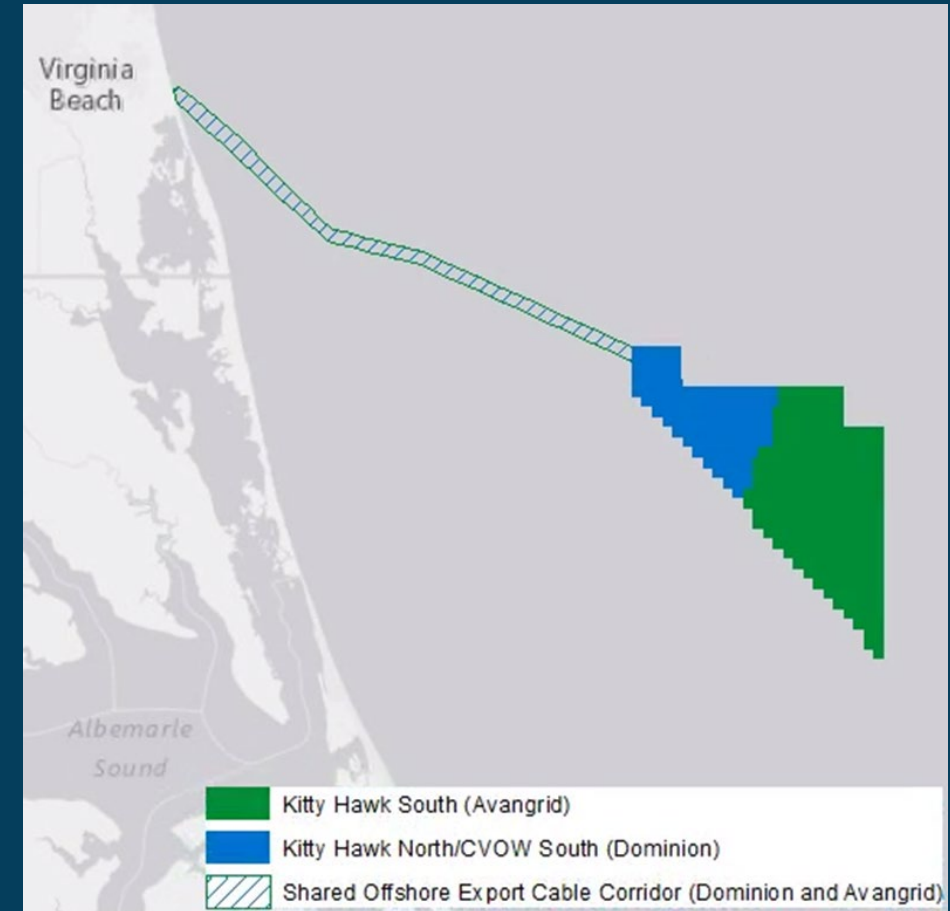
Overview: 1

- Original Leasing:
 - Avangrid was awarded the original Kitty Hawk offshore wind lease in BOEM's auction in 2017
- Option Agreement:
 - An Option Agreement for purchase of up to 30 acres at Corporate Landing was agreed between Kitty Hawk Wind, LLC and the City of Virginia Beach Development Authority for purposes of an onshore substation and grid interconnection point. Agreement effective April 7, 2020 with 5-year option and opportunity for 5-year extension
 - On July 11, 2024, the Option Agreement was assigned to Kitty Hawk North, LLC, an affiliated entity of Kitty Hawk Wind, LLC
 - Site currently in PJM Queue for grid interconnection, and approx. \$1.5M invested into site engineering and studies



Overview:

- Lease Sale:
 - In 2023, at Avangrid's request, BOEM segregated the lease – Kitty Hawk North and Kitty Hawk South
 - July 2024, Dominion Energy's subsidiary, Virginia Electric and Power Company (VEPCO), announced purchase of Kitty Hawk North from Avangrid, which will be known as Coastal Virginia Offshore Wind (CVOW) South CVOW South is expected to generate at least 800 MW of clean energy
 - Avangrid will retain the Kitty Hawk South Lease
 - Kitty Hawk South is expected to generate between 1.6 and 2.4 GW of clean energy
 - Sale expected to be complete Q4 2024, subject to federal approvals



Request

- Kitty Hawk North, LLC, requests consent to assign the Option Agreement to a subsidiary of Dominion Energy (VEPCO) as part of the sale of the lease. VEPCO is ready, willing and able to assume all of the obligations of the Option Agreement



Questions?

