

An aerial photograph of Virginia Beach, Virginia, taken at sunset. The sky is a mix of orange, yellow, and blue. The city's skyline is visible, with the Westin hotel being a prominent feature on the left. A bright light source, likely the setting sun, creates a starburst effect in the center of the image. A large blue rectangular overlay covers the lower-left portion of the image, containing white text.

# Monthly Cash Flow – August 2025

City of Virginia Beach Development Authority

September 9th, 2025

# Operating Account Summary: August 2025

**Beginning Cash August 1, 2025**

**\$ 7,105,813**

## Cash Receipts Detail

- ✓ \$ **13,110** Industrial Revenue Bond Admin Fee – Virginia Wesleyan University
- ✓ \$ **12,866** Multi-Jurisdictional Fee Split for Sentara 2016A&B Bonds – Economic Development of the City of Norfolk
- ✓ \$ **8,130** Interest income
- ✓ \$ **7,426** Town Center Annual Open Air Café fee – Nando's Restaurant Group
- ✓ \$ **4,619** Town Center Annual Open Air Café fee – Quirks Towncenter

## Cash Disbursements Detail

- ✓ \$ **17,988** Parcel Preparation for Corporate Landing Global Way Phase III - VHB
- ✓ \$ **15,070** Monthly Conduit Management August 15th-September 15th– Globalinx

**Ending Cash – August 31, 2025**

**\$ 7,114,808**

# Cont. Operating Account Summary: August 2025

## Amounts paid and reimbursed by City of VB – August 2025

✓	\$	<b>305,735</b>	Atlantic Park – Draw #30 Entertainment Venue – Venture Waves
✓	\$	<b>181,646</b>	Atlantic Park – Draw #30 Offsite Infrastructure (City Asset) – Venture Waves
✓	\$	<b>282,233</b>	Innovation Park – Draw #22 Offsite Construction Work through 7/31/2025 - Architectural Graphics
✓	\$	<b>1,591</b>	Innovation Park – Geotechnical Testing Services through 6/30/2025 - VHB
✓	\$	<b>1,275,497</b>	Corporate Landing – Draw Request #4 for Offsite Infrastructure and Utility Construction – Seabreezy Enterprises
✓	\$	<b>919,852</b>	Corporate Landing – Draw Request #5 for Offsite Infrastructure and Utility Construction – Seabreezy Enterprises
✓	\$	<b>5,775</b>	Corporate Landing – Global Way and Pond C. Construction Admin through 6/30/2025 - VHB



# Capital Maintenance: August 31, 2025

## Amphitheater

**\$ 407,721**

No Activity in August

## Human Services Building

**\$ 1,952,028**

✓ Monthly Lease – September 2025

\$ 47,910

✓ Human Services Building Roof and Cooling  
Tower Replacement – HBA Architecture

(\$ 10,228)

## Atlantic Park Entertainment Venue (The Dome)

**\$ 26,220**

No Activity in August

## Capital Maintenance: August 31, 2025 (Continued)

### VB National Golf Course

**\$ 1,898,041**

- |  |             |
|--|-------------|
| ✓ Monthly Revenue Share Agreement  | \$ 27,724   |
| ✓ Interior Renovations – Construction, Painting, Flooring, and Lighting – Vanar Construction | (\$ 73,879) |
| ✓ Maintenance on Pond 1 – VHB  | (\$ 6,840)  |

# Incentive & Initiative Account Summary: August 2025

## Façade Improvement Grant

**\$ 73,569**

No activity during the month of August

## Small Business Grant Program

**\$ 481,019**

- ✓ Reimbursement for Computer Equipment and Social Media Model – Freedom Title and Escrow
- ✓ Final Reimbursement for expanding marketing and production Services – Open Door Media Solutions

(\$ 4,899)

(\$ 2,204)

# EDIP Grant Summary Reporting: August 2025

<b>Ending EDIP appropriations 8/31/2025</b>	<b>\$ 12,166,585</b>
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✓ STIHL Incorporated – 19.8M spent on Capital Investment of 49M total (41%). Total possible reimbursement of \$500,000.	(202,510)
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EDIP Part A – Encumbered as of 8/31/2025	\$ 5,623,134
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EDIP Part B – Encumbered as of 8/31/2025	<u>\$ 1,000,670</u>
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✓ No Activity During August 2025

<b>EDIP Grant Funds Available as of 8/31/2025</b>	<b>\$ 5,176,303</b>
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*\* Actual EDIP Cash received from the City and held by the VBDA on August 31st, 2025 is \$842,392. The remaining \$11,324,193 is being held by the City and will be reimbursed to the VBDA when EDIP recipients receive their awards.*



# Forbes Candies

City of Virginia Beach Development Authority

September 9, 2025

*Emily Archer, Deputy Director*



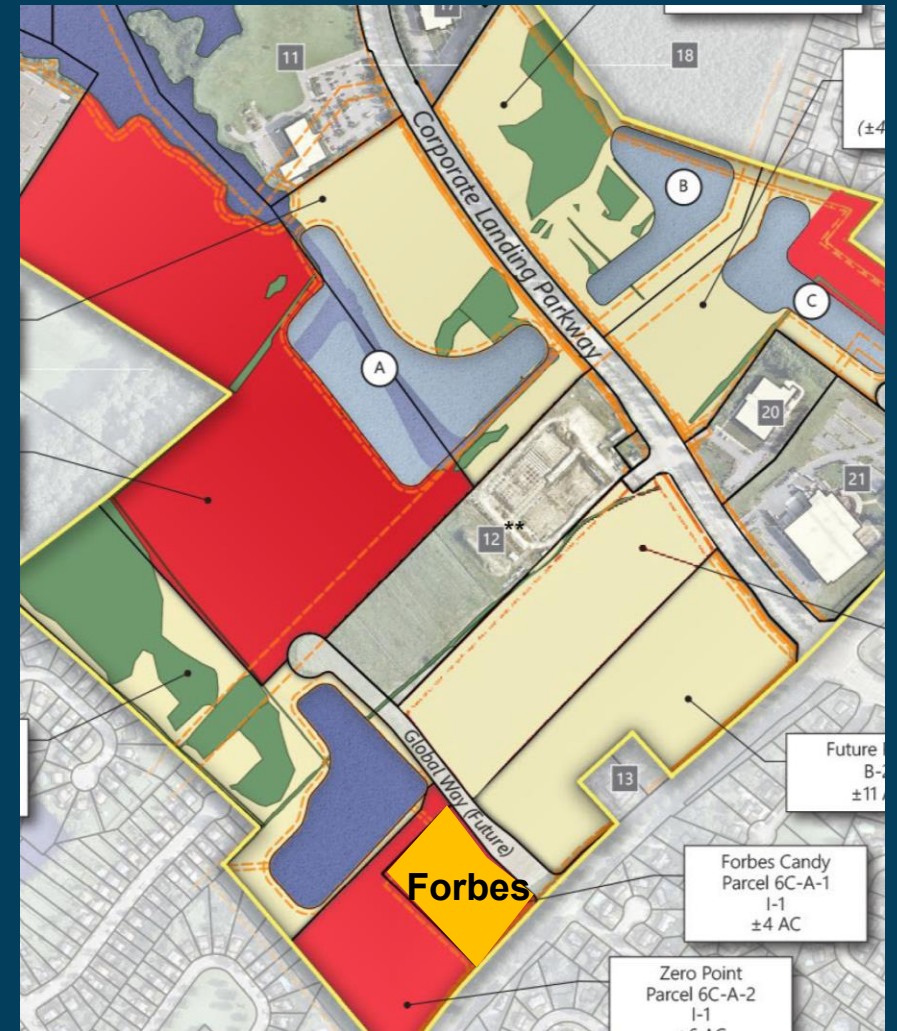


# Disclosures – Forbes Candies, Inc.

- President – Martin Cochran
- Affiliated Entities – Seabreezy Enterprises, LLC
- CPA – DesRoches & Company
- Architect – RBA Architects
- Engineer – John Sandow Engineering
- Landscape Architect – Orbis Landscape Architecture
- Construction Contractor – C.L. Pincus
- Legal Services – Kaufman & Canoles, P.C., Rob Goodman

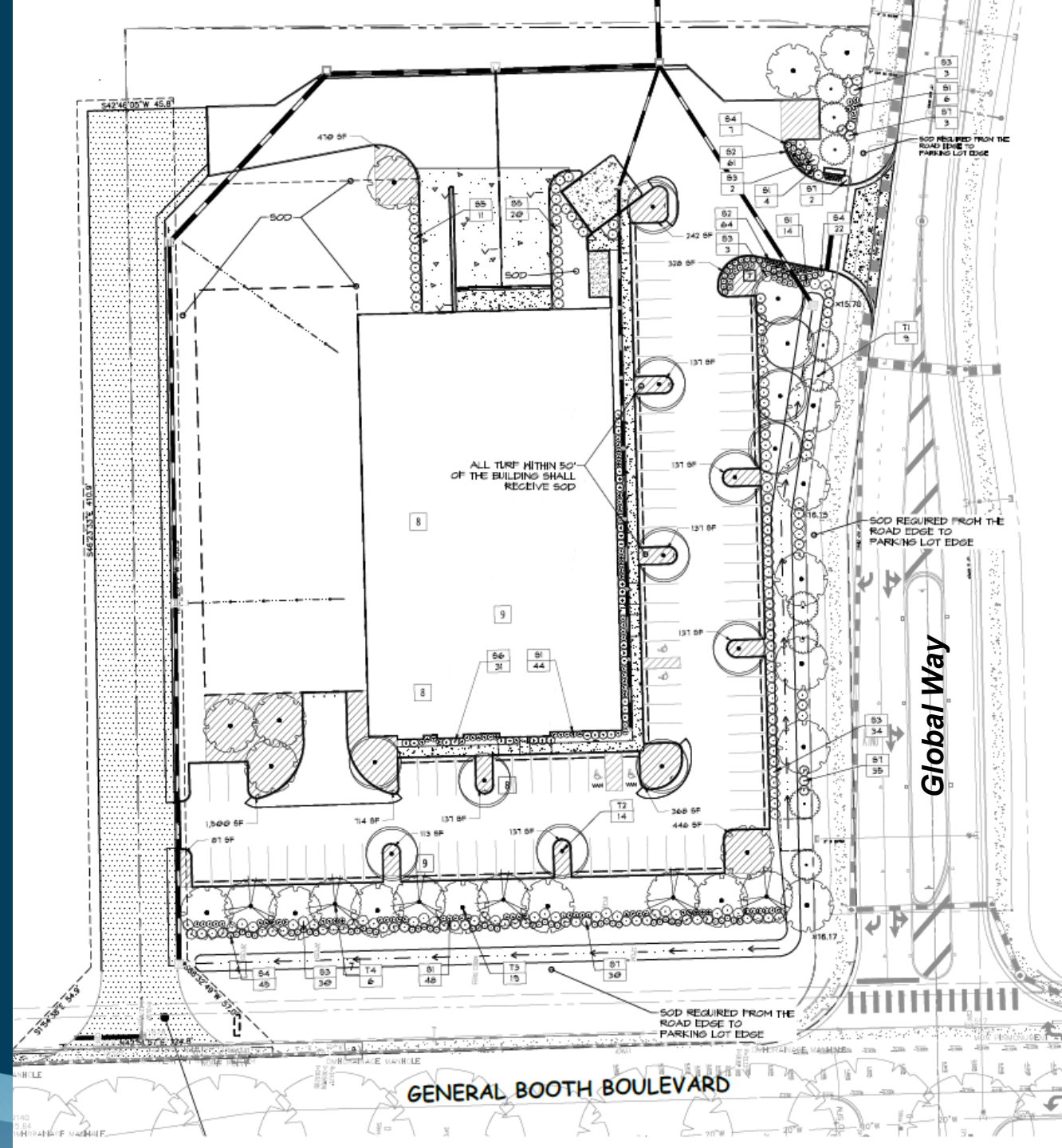
# Development Background

- Forbes Candies is a Virginia Beach based company known for its production and sale of a variety of confectionary products, especially saltwater taffy
- VBDA approved sale of land March 2022 at \$610k for a 26k SF manufacturing facility and corporate HQ



# Forbes Candies Background

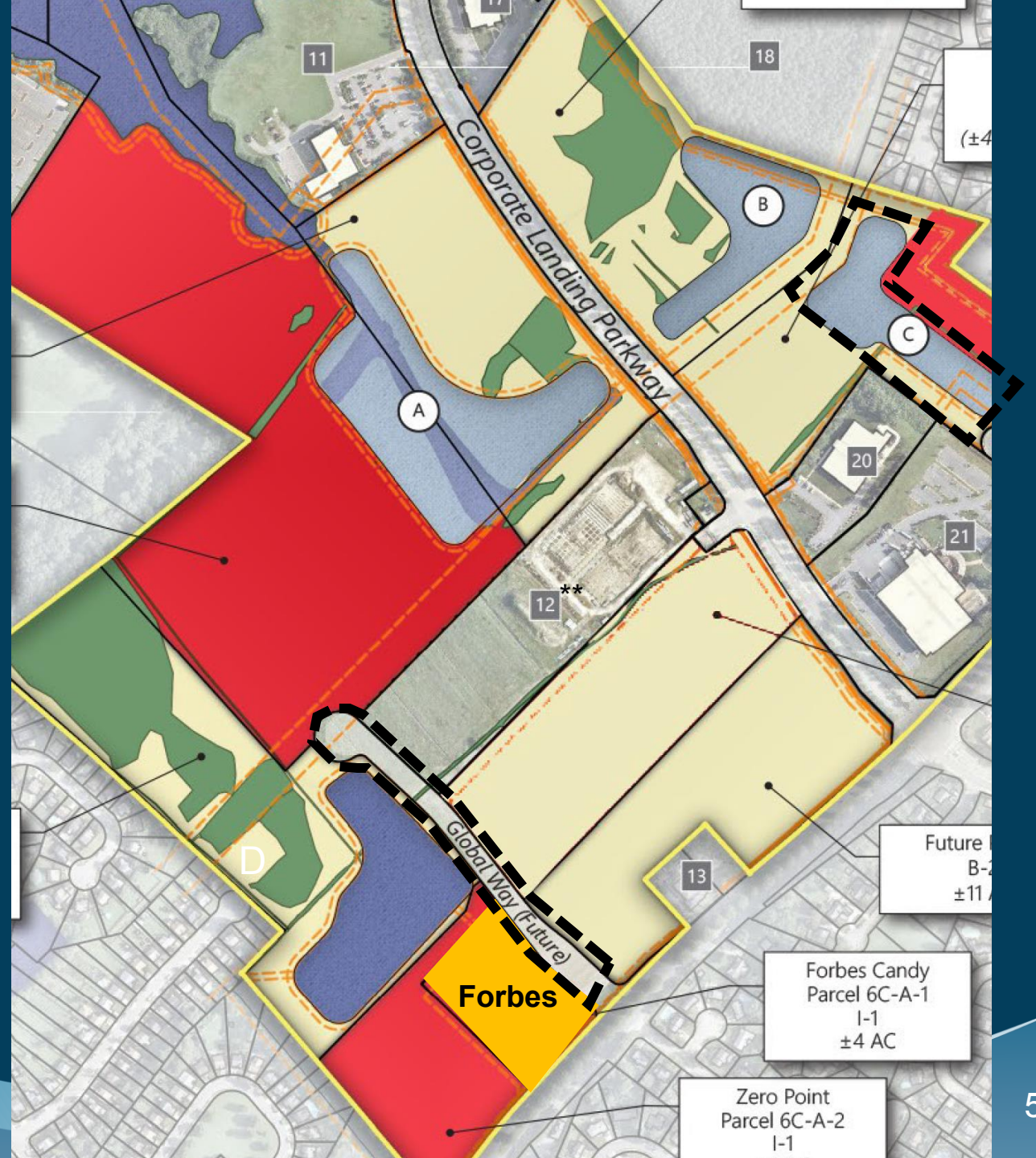
- 3.43 acre site zoned I-1
- \$6.3Mil project investment
- 10 new jobs anticipated with an average salary of \$39,000





# Cost Participation Background

- Forbes is acting as VBDA's developer for \$11.5 Mil in Corporate Landing infrastructure (Ponds A, B, C, Global Way and Utilities)
- VBDA approved assistance for Forbes Candies totaling \$188,375 in in-kind services and \$130,000 developer credit in August 2023





# Forbes Candies Extension Request

- Development agreement dated 1/5/2023
- 180 day due diligence period expired, construction did not commence within 18 months
- Forbes requested and VBDA granted a 9-month extension to close on the property and begin construction in October 2024
- Due to market volatility, they have lost business and are requesting another year extension while they regain accounts
- Will provide a 6-month progress report



# Recommendation

Amend the purchase agreement with Forbes Candy to:

- Close on the property by September 2026
- Reduce the recapture period from closing from 36-months to 12-months, so construction must commence by September 2027 or VBDA can recapture.



**QUESTIONS**





# **BMK Ventures Request for Extension of EDIP Performance Period**

The City of Virginia Beach Development Authority  
September 9, 2025 | Open Session  
Ihsane Mouak, Economic Development Project Manager



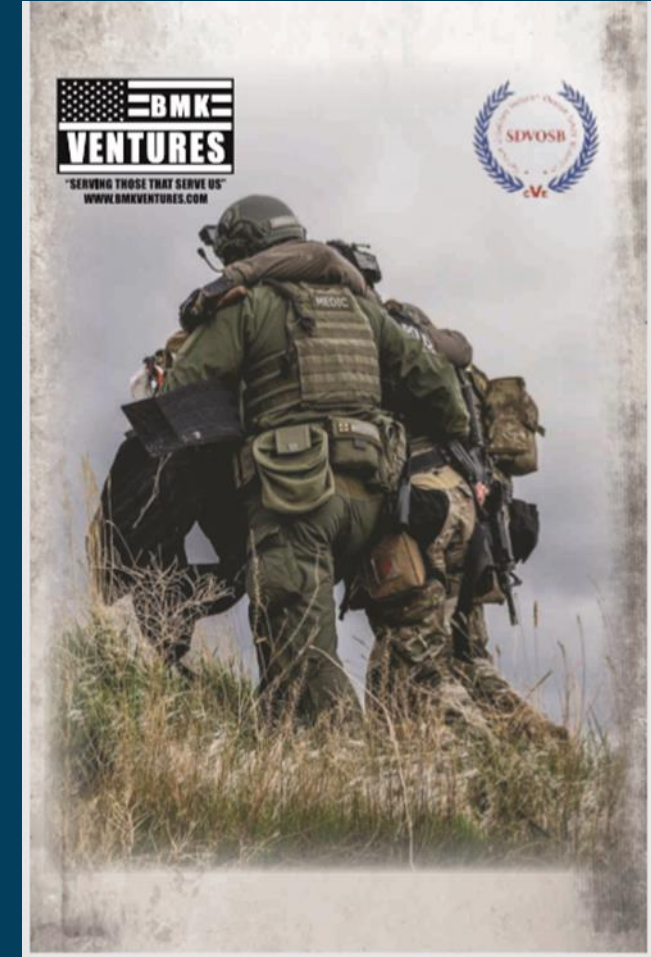


# Disclosures

- Owner/Developer: BMKV Holdings, LLC., Peter Campbell, Kevin Hudson, Mike Whetstone, Evans Buchanan, Pete Chambers
- Accounting: Wall Einhorn & Chernitzer, P.C.
- Legal: Kaleo Legal
- Construction/Architect/Engineer: Rudolf Construction Partners, LLC  
Cuboiz Architecture, Sandoul Engineering
- Financing/Banking: ServisFirst Bank
- Real Estate: Don Crigger, Colliers International

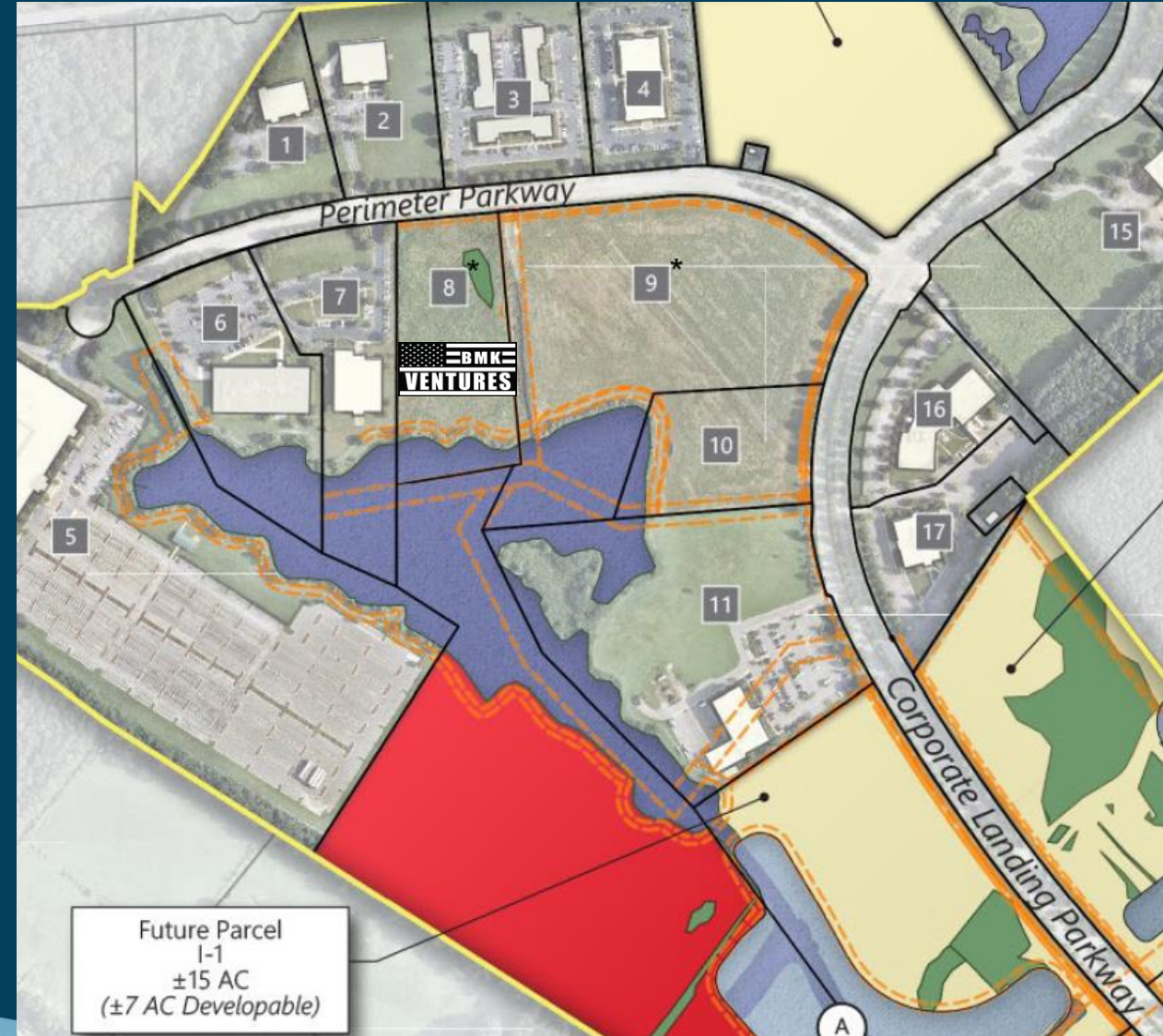
# About the Company

- A certified Service-Disabled Veteran Owned Small Business (SDVOSB) that distributes medical related supplies and equipment to governments at all levels.
- BMK serves our warfighters, first responders, and medical personnel.
- 20 employees work in Virginia Beach. They also have an office in Kentucky and representatives that work around the U.S.
- They will be building a 39,000 sq. ft. facility serving as their corporate HQ with assembly, warehousing and distribution.



# Background- August 16, 2022

Purchased 3.5 acres from VBDA in Corporate Landing for headquarters, assembly, warehouse & distribution





# Background- August 16, 2022

Capital Investment	Amount
Real Estate	\$6,700,000
Machinery & Tools	\$100,000
FF&E	\$250,000
Total	\$6,950,000

VBDA approved an EDIP- Part A of \$169K based on capital investment of \$6.95M and creation of 20 FTEs at \$65K avg per job





# Issue:

The grant performance period expired on August 16, 2025

# Reasons for delay:

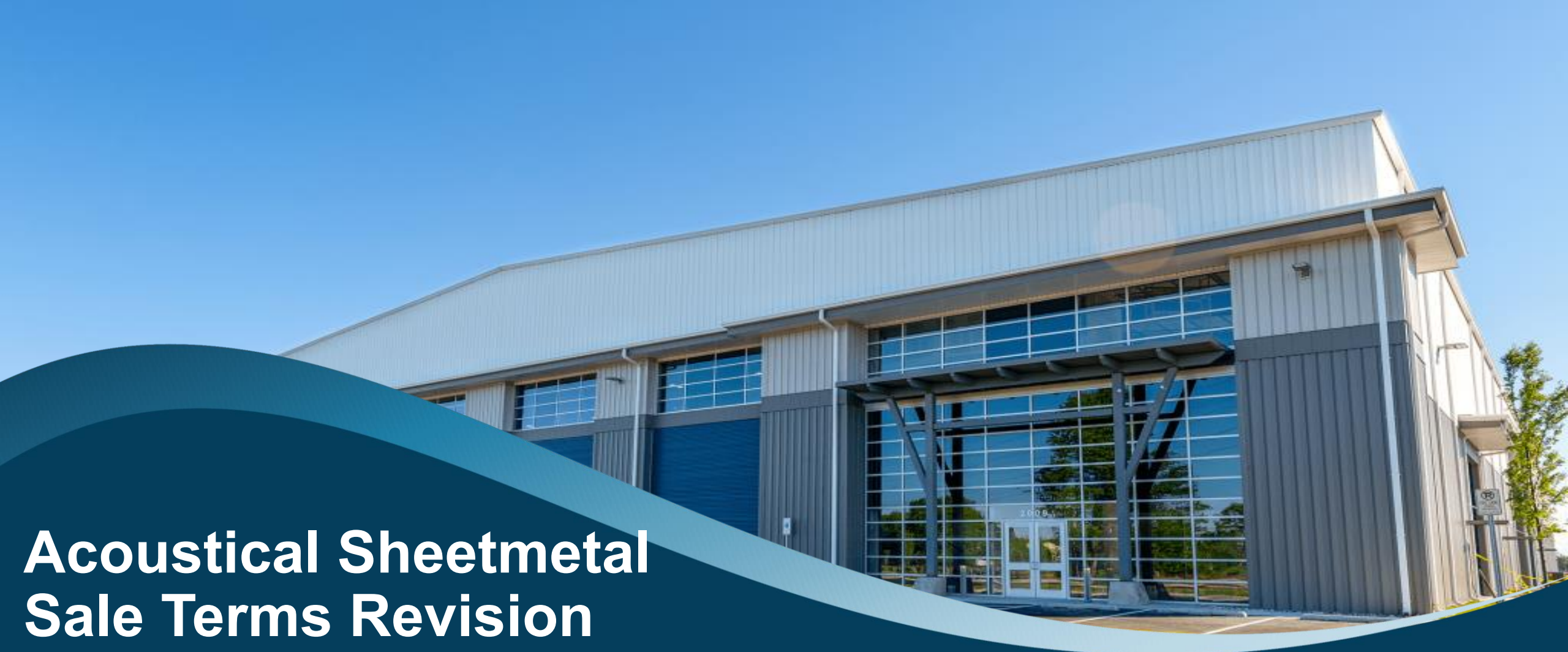
Time required for approvals and securing funding

# Request:

2-Year Extension of the performance period through August 16, 2027



# QUESTIONS



# Acoustical Sheetmetal Sale Terms Revision

City of Virginia Beach Development Authority

September 9, 2025 | Open Session

*Emily Archer and Natalie Guilmeus, Economic Development Deputy Directors*



# Disclosures (Applicant)

- Applicant's name: ASC Real Estate, LLC
- Affiliated Business Entity relationships with Property Owner
  - Young Capital Partners, LLC: James Young, Jeffery Moore
  - ASI Investment, LLC: Margaret Shaia
- Construction Contractors: Clancy & Theys
- Engineers: Kimley Horn
- Accountant: Elliot Davis
- Financing: Atlantic Union Bank
- Legal Services: Flora Petit PC



# ASC Background

- ASC operates over 200,000 square feet of manufacturing space in Innovation Park
- Economic Development negotiated ASC Phase III and IV expansion on 21 acres in Innovation Park for an additional 250,000 square feet
- Expansion is over \$45 Million in capital investment, and 350 new jobs to make them a top employer in the City
- Expansion announced in June 2025 with Governor Youngkin

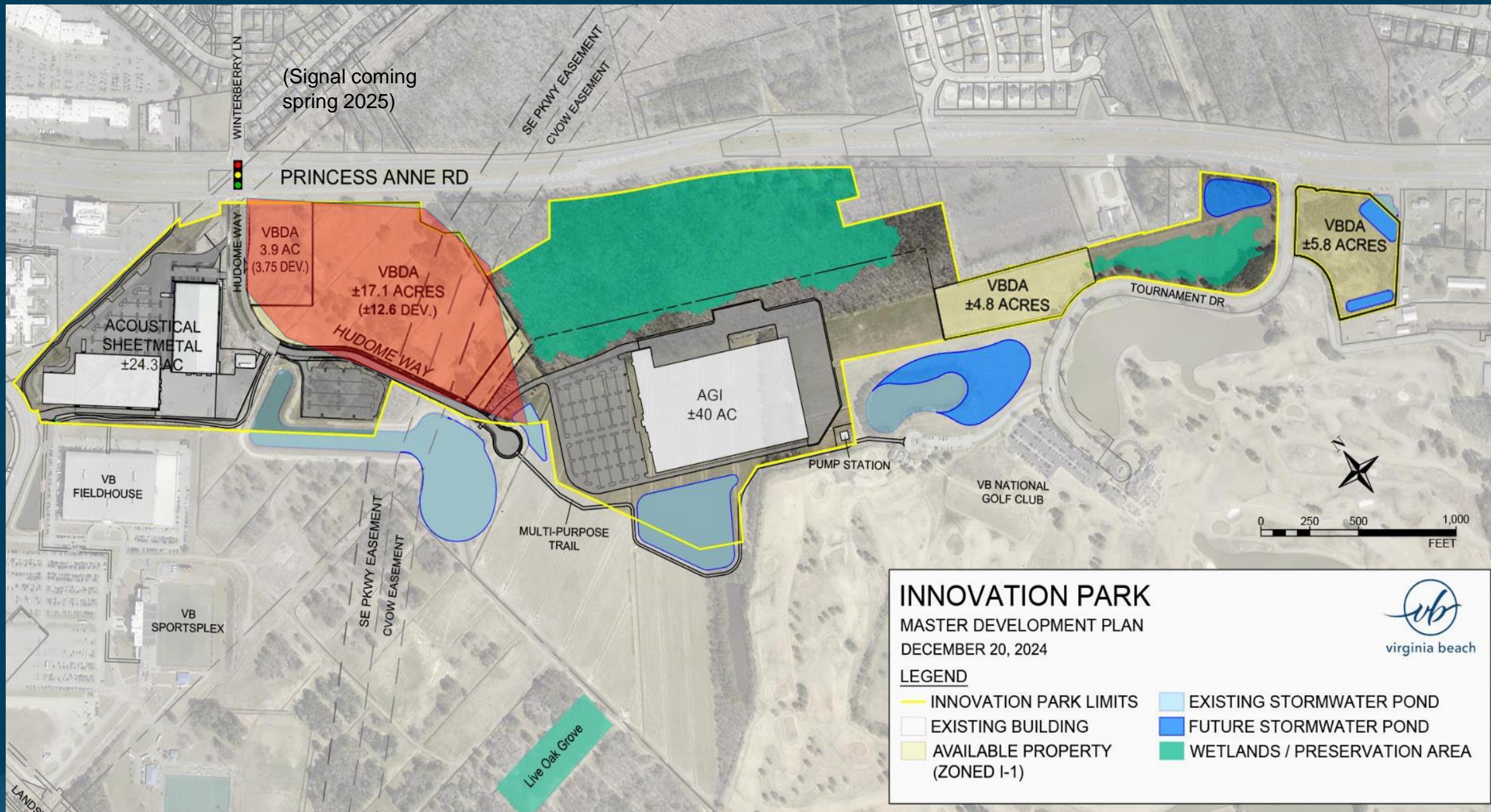


# Acoustical Sheetmetal Economic Impact

CAPITAL INVESTMENT	AMOUNT
PUBLIC LAND ACQUISITION	\$2,558,130.6
REAL ESTATE	\$34,000,000
MACHINERY & TOOLS	\$9,000,000
FF&E	\$0
TOTAL:	\$45,558,130.6

JOBS	AMOUNT
RETAINED FTEs	497
NEW FTEs	350
TOTAL FTEs:	847
AVERAGE ANNUAL SALARY (Exclusive of Benefits)	\$55,310





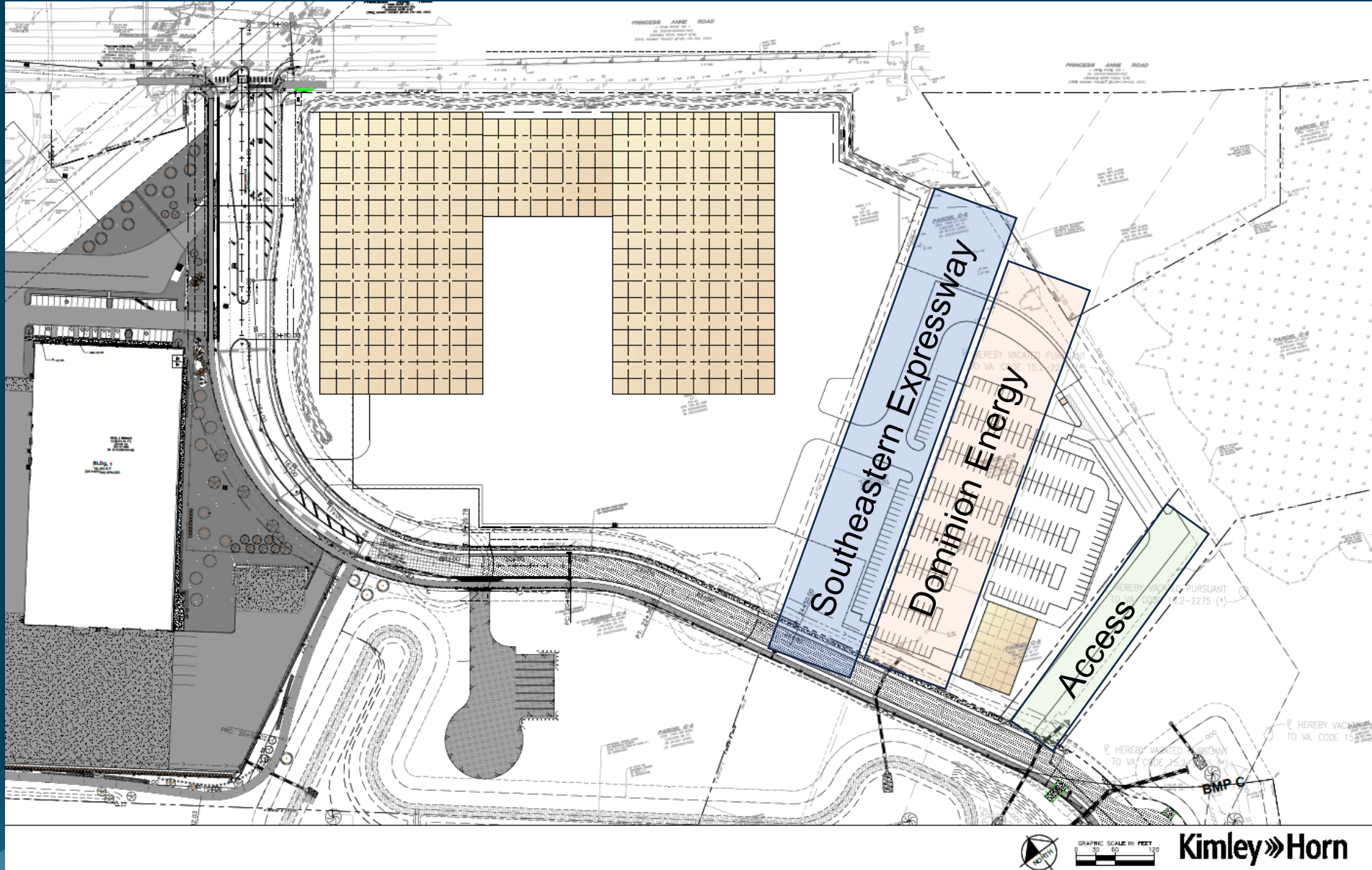


# ASC Update

- The financier Atlantic Union Bank has raised issue with the SEPG reservation and future impacts on the value of the ASC development. They declined to close on financing for the project if the reservation remains
- Planning Commission and City Council are considering an amendment to the Master Transportation Plan to remove the SEPG reservation
- If the reservation is removed, the 'usable acreage' increases, and the sale term sheet will need to account for that purchase



# Previous Proposed Term Sheet, Special Terms:



Developable  
Acreage: 17.4

- Easements contributed at half of the acreage due to restrictive nature
- SEPG: 2.45 acres, only 1.225 acres contributed to previous developable acreage count

# Changes to Term Sheet:

- Parcel: Approximately 21 acres, being portions of GPIN 1494-08-6398 and GPIN1494-17-9591. Authority responsible for subdividing parcel
- Purchaser/Developer: Acoustical Sheetmetal Company LLC or its affiliate
- Purchase Price: **\$150,437.13** per **useable acres**. Subject to adjustment during the subdivision process, the parties anticipate the total useable acreage to be approximately **18.6 +/-** acres
- Due Diligence: 180 days from Purchase Agreement execution, if CUP required due diligence may be extended up to an additional 180 days
- Closing: 45 days from site plan approval including all other required permits
- Elements:
  - Phase III approximately 100K SF
  - Phase IV approximately 100K SF
  - Facilities to be constructed simultaneously, with Phase III constructed and operational within 3 years, and both phases operational within 5 years
  - Total investment not less than \$45M and 350 new FTEs



# Changes to Term Sheet Continued:

## Special Terms:

- Approval is contingent on Developer receiving an award from the Virginia Economic Development Partnership (“VEDP”) in the amount of \$1,750,000 (the “VEDP Award”). The Authority will sell the Parcel for the value of **\$150,437.13** per **18.6 +/-** useable acres with the value contributing to the incentive and award an EDIP Grant in the amount remaining to match \$1,750,000.
- At closing, the Authority to escrow \$576,000 from the Purchase Price received towards the cost associated with the removal and disposal of the unwanted spoils and other piled dirt currently on the Property (assumes 18KCY at \$32/CY to be removed, and 500CY to be retained for berm screening). The Authority will also contribute up to \$150,000 to remove existing trees on the Parcel (collectively, the “Dirt and Tree Removal”).

# Recommendation

- Approve Resolution amending terms of the sale of 21 +/- acres in Innovation Park to ASC, on the terms and conditions set forth in the Term Sheet, contingent on removal of SEPG reservation by City Council



**QUESTIONS**