

ANNUAL REPORT

FY 2021-2022 SUMMARY

PRIMED FOR SUCCESS



\$2.6B

in capital investment has been leveraged for incentive grants and public-private partnerships since 1994.

VIRGINIA BEACH
DEVELOPMENT AUTHORITY

Since 1994, the Virginia Beach Development Authority (VBDA) promoted economic vitality in the City of Virginia Beach by working diligently to grow the local tax base and create new employment opportunities within the community.

This past year, despite the ongoing challenges presented by the global pandemic, the VBDA continued to implement the City's strategic economic vision and remained proactive in its efforts to help Virginia Beach grow and prosper.

FY2021-22 RESULTS

\$286M
IN CAPITAL INVESTMENT

1,144,850
SQUARE FEET

\$15.1M

in Capital Investment Induced by
5 EDIP Awards Totaling \$479,200

\$56 MILLION

Of Industrial Revenue Bonds to Cape Henry Collegiate
(\$20M) and Virginia Wesleyan University (\$36M)

\$929M IN CAPITAL INVESTMENT SINCE 2018

Despite worldwide travel restrictions, VBDED conducted **24 domestic** and **11 international** marketing missions during FY2021-22 in addition to hosting **163 prospect visits**. Outreach efforts with the goal of raising awareness about Virginia Beach and the benefits of doing business in our community represent a time-consuming, ongoing process that is at the core of any strong economic development strategy. It is these efforts that have resulted in \$286 million in capital investment for the City of Virginia Beach over the last twelve months and nearly \$1 billion under new leadership since 2018.

The VBDA advises and supports the Virginia Beach Department of Economic Development in its efforts to recruit domestic and international companies to Virginia Beach, while also assisting local businesses with their expansion needs. In FY2021-22, the Economic Development staff succeeded in attracting 16 new businesses to Virginia Beach and helping 11 local companies grow their existing operations, retaining more than 1,000 jobs and adding nearly 800 new jobs as a result.

POWERING AHEAD

The **Virginia Beach Department of Economic Development** has spent the past year supporting the local business community and helping them emerge from the pandemic strong, while also getting ready for what comes next. With additional programs and resources put in place, Virginia Beach is ready to turn the page and look forward to the future. A bright future.

NOTEWORTHY INITIATIVES INCLUDE:



The local **offshore wind sector** is rapidly expanding to prepare for what will soon be the largest offshore wind farm in U.S. federal waters. This past year, two delegations totaling 163 companies from 7 countries traveled to Virginia Beach out of interest in the burgeoning offshore wind hub. In addition, three offshore wind companies chose to establish a presence in the City.



The VBDA also opened a brand new accelerator last summer to support entrepreneurs and startup companies in the bio and life sciences sector. **VABEACHBIO** is a membership-based program that provides access to 5,700 square feet of co-working and lab space, along with private offices, conference rooms, and business development programming.



Virginia Beach **GrowSmart** helped nearly 1,000 children ages 0-5 with language development and school readiness. GrowSmart's early childhood programs were most impactful with children who started at lower talk levels, showing a 75% increase in conversational exchanges per hour, contributing to their educational and lifelong success.



The City welcomed its first tenant at its brand new **International Incubator** in October 2021. The facility is geared towards international companies that need space to grow their sales volume before establishing their own office or manufacturing facility in the City. The incubator has already proven to be a valuable asset in attracting new companies to Virginia Beach.

\$200K

A new **Subsea Cable Landing Site** at Sandbridge further establishes Virginia Beach as a leading "Digital Port" on the eastern seaboard. The new site adds to the capacity already in place at the Globalinx CLS campus in the City's Corporate Landing Business Park and represents a revenue of \$200,000 for the City in the form of right-of-way fees to the oceanfront landing sites. Construction is scheduled to start in November 2022.

\$1.1M

The City of Virginia Beach provided financial support to small, locally-owned and operated businesses through its **Façade Improvement Grant program** which helps offset the cost of exterior building or site improvements. A total of 19 grants were awarded totaling \$133,141 which resulted in \$1,114,611 in private investment from local businesses.

\$7M

The City has entered into a \$7 million **public-private partnership** to build a new parking garage on 35th Street and Pacific Avenue, adding 354 much-needed parking spaces at the oceanfront. A total of 200 of these spaces will be owned by the City, which are expected to bring in approximately \$143,000 by year five.

\$33M

The **Amphitheater** celebrated its twenty-fifth season in 2021 by holding 12 events with an attendance of over 108,000 patrons. Since 1996, the Amphitheater has provided performances for more than 6.8 million music lovers and generated more than \$33 million in direct revenue for the City.

\$136K

The **Virginia Beach National Golf Course**, owned by the VBDA, generated more than \$136,000 of rental income for FY2021-22 from the facility in addition to the taxes generated, which were paid to the City to support basic City services. The VBDA is utilizing a portion of the rent revenues received to fund capital repairs and maintenance to the facility.

This annual report is a summary of the economic development results achieved between July 1, 2021 and June 30, 2022.

The fiscal year ended on a high note, with a marketing mission to Barcelona, where Vice Mayor Rosemary Wilson and Councilman Aaron Rouse had the pleasure of meeting Spanish Prime Minister Pedro Sánchez and witnessing firsthand the meaningful work of the economic development team in attracting foreign investment to Virginia Beach.

As a result of this recent mission, a delegation of five Spanish companies have committed to visiting Virginia Beach in September 2022. They plan to evaluate the City as a potential location for their U.S. business operations, which could potentially lead to further economic growth and job creation for the City of Virginia Beach.

*The new fiscal year already looks promising.
Economic development is primed for success.*



SCAN ME

To learn more about the recent marketing mission to Spain!



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