

An aerial photograph of Virginia Beach, Virginia, taken at sunset. The sky is a mix of orange, yellow, and blue. In the center, a tall, modern building with a pointed top and a 'WESTIN' sign is prominent. To its right, a large, multi-story building with a white facade and a central tower is visible. The city extends into the distance with various buildings, parking lots, and roads. A bright sun flare is visible in the upper right quadrant of the image. A large teal rectangular overlay covers the bottom left portion of the image, containing white text.

# Monthly Cash Flow – December 2024

City of Virginia Beach Development Authority

January 14th, 2024

# Operating Account Summary: December 2024

**Beginning Cash December 1, 2024**

**\$ 8,005,072**

## Cash Receipts Detail

✓ \$ **8,425** Interest Income

## Cash Disbursements Detail

✓ \$ **56,885** Atlantic Park Construction and support services through 10/31/2024– MBP

✓ \$ **15,070** Monthly Conduit Management December 15th-January 15th– Globalinx

✓ \$ **4,358** Legal Services for Atlantic Park Project through 10/31/2024- Davis Commercial Law

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**Ending Cash – December 31, 2024**

**\$ 7,917,184**

# Cont. Operating Account Summary: December 2024

## Amounts paid and reimbursed by City of VB – December 2024

- ✓ \$ **2,047,668** Atlantic Park – Draw #22 Entertainment Venue – Venture Waves
- ✓ \$ **1,159,725** Atlantic Park – Draw #22 Offsite Infrastructure (City Asset) – Venture Waves
- ✓ \$ **538,972** Innovation Park – Draw #13 Offsite Infrastructure work and development fee through 10/31/2024 – Architectural Graphics, Inc.
- ✓ \$ **529,458** Innovation Park – Draw #14 Offsite Infrastructure work and development fee through 11/30/2024 – Architectural Graphics, Inc.
- ✓ \$ **2,496** Innovation Park – Geotechnical Testing Services - VHB
- ✓ \$ **2,275** Innovation Park – Construction Phase Services – Kimley Horn
- ✓ \$ **3,620** Corporate Landing – New Roadway & Pond C Final Design – VHB

# Capital Maintenance: December 31, 2024

## Amphitheater \$ 771,222

- ✓ Parking Lot Improvements Plan - VHB (\$ 9,116)

## Human Services Building \$ 3,580,795

- ✓ Monthly Lease - January \$ 47,910
- ✓ Roof and Cooling Tower Replacement – HBA Architecture (\$ 3,371)

## VB National Golf Course \$ 2,179,815

- ✓ Monthly revenue share agreement \$ 14,414
- ✓ Roof replacement design phase – HBA Architecture (\$ 9,987)
- ✓ Pond 1 Maintenance Plan – VHB (\$ 7,668)

# Incentive & Initiative Account Summary: December 2024

**Beginning Cash – December 1, 2024** **\$ 1,129,267**

## **Cash Receipts Detail**

No Significant Receipts

## **Cash Disbursements Detail**

FIG – Replace Sign, Cover Roof, and Paint Hut  
on Pacific Avenue– Jungle Golf of Virginia Beach **\$10,000**

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**Ending Cash – December 31, 2024** **\$ 1,119,244**

# EDIP Grant Summary Reporting: December 2024

<b>Beginning EDIP appropriations 12/1/2024</b>	<b>\$ 11,191,508</b>
✓ Aslin Beer Company – Remaining amount paid out in Dec. of the total \$100K grant related to Capital Investment.	<u>\$ 7,425</u>
<b>Total EDIP appropriations as of 12/31/2024</b>	<b>\$ 11,184,083</b>
EDIP Part A – Encumbered as of 12/31/2024	\$ 4,620,967
EDIP Part B – Encumbered as of 12/31/2024	<u>\$ 795,909</u>
<b>EDIP Grant Funds Available as of 12/31/2024</b>	<b>\$ 5,767,207</b>

\* Actual EDIP Cash received from the City and held by the VBDA on December 31<sup>st</sup>, 2024 is \$1,090,836. The remaining \$10,093,247 is being held by the City and will be reimbursed to the VBDA when EDIP recipients receive their awards.



EDIP Part F- Small Business Grant  
City of Virginia Beach Development Authority- Open Session  
January 14, 2025  
*Henry Cobb, Business Development Representative*



# Small Business Grant (SBG) Overview

- Intent: The program seeks to increase access to funding for historically underserved and marginalized small businesses in Virginia Beach, focusing on women, minority-owned, veteran, and service-disabled veteran-owned businesses.
- Qualification:
  - Micro-business, veteran-owned or service-disabled veteran business with fewer than twenty-five employees
  - Holds a valid Virginia Beach business license
  - Operated in the City for at least one year
  - Current on the payment of all local taxes and fees
  - Has not received any other grant from the Authority or the City within the past year (12 months)
  - Does not employ an officer, official or employee of the City of Virginia Beach, the Authority, or the Minority Business Council

# SBG Selection Process

- The business meets the qualification criteria
- Documentation to confirm one year or more of operation in the City of Virginia Beach
- Provide a current business plan or strategic plan
- Identify the proposed use of the grant funds
- Documentation to confirm that it is a SWaM or service-disabled veteran-owned business (if applicable)
- Commit to attending at least six business counseling sessions at the HIVE if awarded a Grant.

# Small Business Grant- Eligible Uses

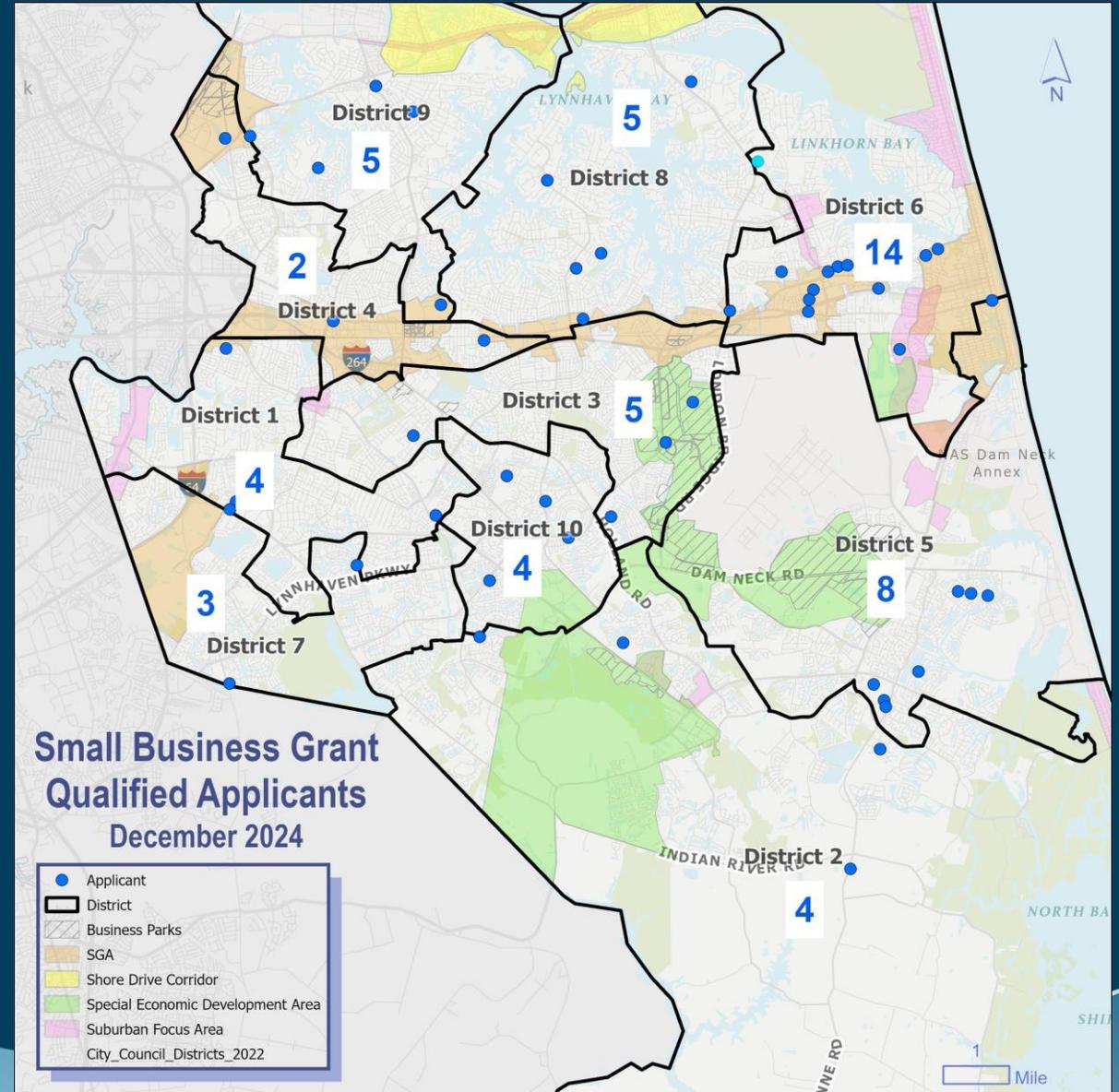
- Working capital for the purchase of inventory or renewables
- Marketing and advertising expenses
- Development of online or mobile presence
- Equipment/supplies purchases
- Business expansion
- Real estate acquisition
- Other business development purposes identified by the business and approved by the Authority

# SBG Selection Process- Scoring & Methodology

- Woman owned (1 point)
- Minority owned (1 point)
- Veteran owned (1 point)
- Disabled Veteran owned (1 point)
- Number of Years in Business (1 point for each year in business. Up to 5 points)
- Credit report submitted (1 point)
- Business Plan/Strategic Plan (Scoring by Artisan Preneur. Up to 5 points)
- Uses of Funds scoring: (Scoring by staff up to 5 points based on information provided- details, itemized budget, timeline, years in business, and impact)

# Qualified Applications

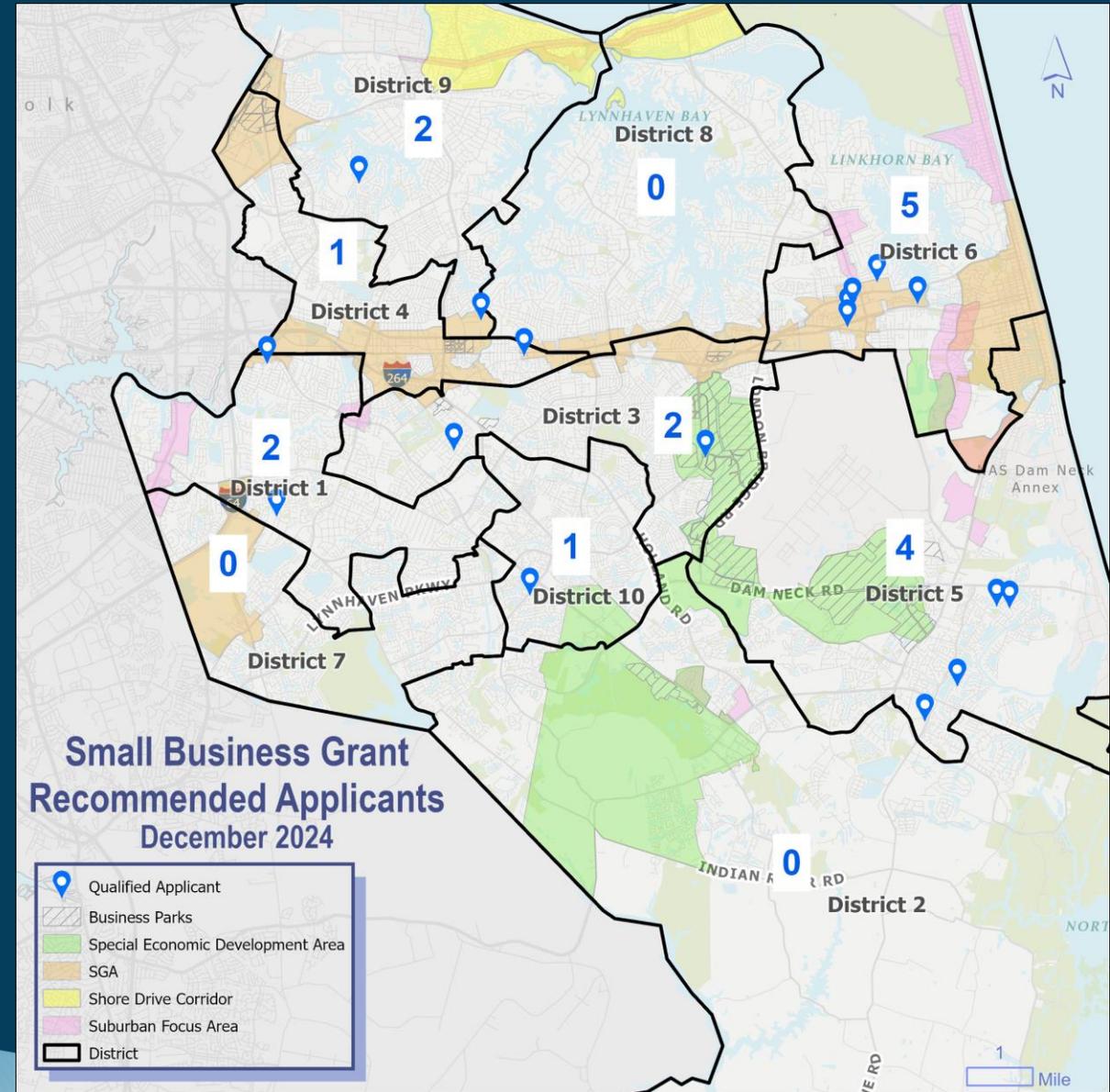
- Mandatory Pre-Application Workshops Registrations: 574
- Pre-Application Workshops Attendees: 222
- Number of Applications Submitted: 63
- Number of qualified applications: 55
  - Women: 44
  - Minority: 28
  - Veteran: 10
  - Disabled Veteran: 5



# Recommended Applications (16)

1. Security Scholars LLC- \$10,000
2. Greight Company Limited- \$10,000
3. Bounce Hopper- \$9,980
4. Vault Athletics & Fitness- \$9,073
5. Type A Virtual Solutions- \$10,000
6. Unique Skin & Beauty Bar- \$10,000
7. EauBleue Solutions 757 Transport- \$10,000
8. Elizabeth M Borza O.D. Inc.- \$10,000
9. Brush it On Paint Co- \$8,328
10. First Class Beauty Suites- \$10,000
11. The Book Artist LLC- \$1,000
12. Snapqube Corp- \$10,000
13. Open Door Media Solutions- \$10,000
14. Food Temptress Cookbook Store LLC- \$3,250
15. Freedom Title & Escrow- \$4,899
16. F.L.Y. Enterprises Inc.- \$10,000

**Total Recommended: \$136,530**



# Qualified Applications 1

Business Name	Score	Grant Amount	Use of Funds
<p><b>Security Scholars LLC</b></p> <ul style="list-style-type: none"> <li>• A woman-minority-disabled-veteran-owned training and Consulting firm</li> <li>• Collaborates with Accelerator programs like SURGE and B-Force</li> </ul>	16.5	\$10K	<p>Access2Capital Project Budget:</p> <ul style="list-style-type: none"> <li>• Client Portal (Branded resource hub for client data storage): \$400</li> <li>• IP Protection (legal fees): \$2,500</li> <li>• Cloud Support (Digital Ocean's scalable): \$500</li> <li>• Microsoft Small Business Premium: \$264</li> <li>• Laptop &amp; Accessories \$1,200</li> <li>• Follow-Me Drone (Visual tool for recording group sessions, live webinars): \$300</li> <li>• Client Management System: \$1,200</li> <li>• Marketing &amp; SEO: \$3,100</li> <li>• Research &amp; Development (Hiring an expert to oversee and optimize marketing efforts): \$1,750</li> </ul>
<p><b>Greight Company Limited</b></p> <ul style="list-style-type: none"> <li>• A military spouse-woman-minority-owned business</li> <li>• Offers professional development training, management consulting and book publication</li> <li>• Creates and publishes books for military connected-communities as well as notebooks and stationery for clients</li> </ul>	16.3	\$10K	<ul style="list-style-type: none"> <li>• Inventory &amp; Offset publishing cost (publish &amp; print 1 new children's book, book editing, illustrations, canvas, Adobe Indesign, book printing): \$6,300</li> <li>• Service Expansion (Learning &amp; Management system to host courses, workshops &amp; master classes on book publishing and career development) : \$1,200</li> <li>• Marketing, Advertising &amp; Online presence (Amazon ads, SEO &amp; Google analytics, social media ads): \$2,500</li> </ul>

# Qualified Applications 2

Business Name	Score	Grant Amount	Use of Funds
<b>Bounce Hopper</b> <ul style="list-style-type: none"> <li>• A woman-disabled-veteran-owned company</li> <li>• Provides rental of party equipment for children's parties, military organizations, day cares, schools and non-profit organizations</li> <li>• A current inventory of 40 commercial grade inflatables, 8 commercial concessions, and other support equipment,</li> <li>• Owns 2 delivery vehicles and a trailer</li> </ul>	15.8	\$9,980	<ul style="list-style-type: none"> <li>• 25 Ninja Obstacle Course: \$2,695</li> <li>• 25 Incline Decline Obstacle Course: \$2,695</li> <li>• Module Combo 7: \$2,295</li> <li>• Module 5 In 1 Combo 2: \$2,295</li> </ul>
<b>Vault Athletics &amp; Fitness</b> <ul style="list-style-type: none"> <li>• A woman owned business</li> <li>• Provides a space to train their bodies and build self-confidence, discipline, and life skills</li> <li>• Offers sport specific training in the field hockey, lacrosse, and softball as well as performance training for students from 6th grade through college, and personalized training for adults</li> </ul>	15.7	\$9,073	<ul style="list-style-type: none"> <li>• Webzent Technologies:               <ul style="list-style-type: none"> <li>○ Website maintenance &amp; Monitoring: \$699</li> <li>○ Website hosting with cloud OVH or AWS: \$399</li> <li>○ SEO organic campaign-Platinum plan: \$4,999</li> </ul> </li> <li>• Mindbody- Branded App for Vault Athletics &amp; Fitness: \$2,976</li> </ul>

# Qualified Applications 3

Business Name	Score	Grant Amount	Use of Funds
<p><b>Type A Virtual Solutions</b></p> <ul style="list-style-type: none"> <li>• A woman-owned business</li> <li>• Provides a comprehensive suite of services that enhance efficiency and drive success for businesses and nonprofits</li> <li>• Their expertise covers business administration, creative services, and digital marketing</li> <li>• Serve many clients across the United States as well as local businesses</li> </ul>	15.3	\$10K	<ul style="list-style-type: none"> <li>• Updated computers &amp; security equipment software: \$3,500</li> <li>• CRM &amp; Project Management software: \$500</li> <li>• Website &amp; mobile site upgrades: \$2,500</li> <li>• SaaS tools to improve client services: \$2,000</li> <li>• Marketing; digital ads and print materials: \$1,500</li> </ul>
<p><b>Unique Skin &amp; Beauty Bar</b></p> <ul style="list-style-type: none"> <li>• A woman-minority-owned state-of-the-art esthetic school and a luxurious day spa</li> <li>• Offers a wide range of services, including laser hair removal, HydraFacials, microblading, facials and peels, and body contouring. Prioritizes personalized care and cutting-edge techniques</li> </ul>	15.3	\$10K	<ul style="list-style-type: none"> <li>• New flooring installation for spa and school areas: \$2,000</li> <li>• Website update &amp; brochures: \$1,000</li> <li>• Interior painting of new location: \$1,500</li> <li>• Desks, chairs and furniture for reception area: \$1,200</li> <li>• Basic equipment for treatments (massage tables, chairs &amp; skincare tools): \$2,000</li> <li>• Application fees (SCHEV) approval to offer school programs: \$1,000</li> <li>• Moving fees from storage to new location \$1,300</li> </ul>

# Qualified Applications 4

Business Name	Score	Grant Amount	Use of Funds
<p><b>EauBleue Solutions-757 Transport</b></p> <ul style="list-style-type: none"> <li>A woman-owned SUV airport shuttle service that aims to provide efficient, reliable, and convenient transportation solutions to corporate business travelers and individuals traveling to and from the Norfolk and Newport News International Airports in the Hampton Roads area</li> </ul>	15.2	\$10K	<ul style="list-style-type: none"> <li>Working capital: \$500</li> <li>Repairs &amp; maintained vehicles: \$3,000</li> <li>Marketing &amp; Advertisement: \$2,500</li> <li>Equipment &amp; Supplies: \$1,000</li> <li>Online expansion: \$1,000</li> <li>Business expansion: \$2,000</li> </ul>
<p><b>Elizabeth Borza O.D.</b></p> <ul style="list-style-type: none"> <li>A woman-minority-owned company in the optometry/healthcare industry Provides diagnosis, treatment, and management of ocular disease, comprehensive eye examinations as well as contact lens fitting services</li> </ul>	15.1	\$10K	<ul style="list-style-type: none"> <li>Acquisition of retinal camera which will enhance the capacity to deliver a more thorough and comprehensive eye care services to patients</li> </ul> <p>Total Cost: \$21,500</p>

# Qualified Applications 5

Business Name	Score	Grant Amount	Use of Funds
<p><b>Brush It On Paint Co.</b></p> <ul style="list-style-type: none"> <li>A minority-owned company that specializes in interior and exterior painting services for residential and commercial properties</li> </ul>	15	\$8,328	<ul style="list-style-type: none"> <li>Graco Ultra Max 2 490 PC airless spray machine: \$1,929</li> <li>Brushes &amp; Miscellaneous: \$400</li> <li>Working capital &amp; marketing (Google, BBB, GoDaddy, pigments, solvents for paint production): \$2,500</li> <li>Apple MacBook Pro 16" laptop AI 1t to replace Max Pro 15-inch 16GB bought in 2015 (Accounting &amp; financial software): \$3,499</li> </ul>
<p><b>First Class Beauty Suites</b></p> <ul style="list-style-type: none"> <li>A woman-minority-disabled-veteran-owned storefront business consisting of 5 individual suites, a waiting area, break area, and a shared wash bowl/drying space</li> <li>Adazsha operates out of 1 suite and the remaining four suites are rented to others</li> <li>The business model allows these stylists to run their operations independently, with no commission taken from their earnings, only a flat weekly rent</li> </ul>	14.96	\$10K	<ul style="list-style-type: none"> <li>Tempered Glass Window: \$750</li> <li>Glass doors: \$1,200</li> <li>Keyless Entry for each suite: \$500</li> <li>Keyless entry for main door: \$145</li> <li>Paint Project: \$300</li> <li>Plumbing-2<sup>nd</sup> wash bowl and utility sink: \$2,000</li> <li>Wash bowl chair: \$225</li> <li>Commercial hooded dryer with chair: \$450</li> <li>Extending 2 suites: \$1,250</li> <li>Installation Labor &amp; Materials: \$4,500</li> <li>Contingency Funds: \$500</li> </ul>

# Qualified Applications 6

Business Name	Score	Grant Amount	Use of Funds
<p><b>The Book Artist</b></p> <ul style="list-style-type: none"> <li>• A woman-owned business that provides unique artworks</li> <li>• Maggie creates the artworks by hand, using a variety of processes that include cutting, folding, carving and paper-casting.</li> <li>• Maggie teaches art to a variety of learners, from children to seniors and including disabled participants She also provides mentoring classes to artists relating to the business side of art</li> </ul>	14.9	\$1K	<ul style="list-style-type: none"> <li>• Marketing brochures-Print and distribute rack-cards to the Virginia Welcome Center on eastbound I-64 (New Kent): \$1,000</li> </ul>
<p><b>Snapqube Corp.</b></p> <ul style="list-style-type: none"> <li>• A woman-owned luxury photo booth rental company with over 14 years experience</li> <li>• Specializes in delivering high-quality, customizable photo experiences for events such as weddings, corporate gatherings, and private parties</li> </ul>	14.9	\$10K	<ul style="list-style-type: none"> <li>• Open-air photo booth + printer package: \$8,550.22</li> <li>• Fiesta Software pro- year subscription for open air booth: \$1,188</li> <li>• Backdrop startup package: \$499</li> </ul>

# Qualified Applications 7

Business Name	Score	Grant Amount	Use of Funds
<p>Open Door Media Solutions</p> <ul style="list-style-type: none"><li>A minority-owned home-based business specializing in marketing, brand and business development agency that supports client growth across diverse industries, including healthcare, IT, architecture, and food service</li></ul>	14.8	\$10K	<p>Expand marketing agency by completing the development of a low-cost online video/animation production service for small businesses.</p> <ul style="list-style-type: none"><li>Software developer for AI integration and finish building the platform: \$5,000</li><li>Video production and video library build up: \$2,500</li><li>Social media service marketing: \$2,500</li></ul>

# Qualified Applications 8

Business Name	Score	Grant Amount	Use of Funds
<p><b>Food Tempress Cookbook Store LLC</b></p> <ul style="list-style-type: none"> <li>• Is a woman-minority owned culinary bookstore located inside the Painted Tree Boutiques since 2002 and online shop since 2021</li> <li>• Finding cookbooks by, for and about Black people of the African diaspora.</li> <li>• Almost 100 books exist in the Virginia Beach store and several hundred in the online bookshop</li> </ul>	14.6	\$3,250	<p>Marketing &amp; Advertising Campaign:</p> <ul style="list-style-type: none"> <li>• Digital Advertisement Placement- 728x90 Leaderboard and 300x50 mobile ads: \$800</li> <li>• Newsletter placement: 728x90 ads to 5,600 subscribers: \$400</li> <li>• Advertorial sponsored feature on CuisineNoir.com: \$1,200</li> <li>• Digital Advertisement Placement: 300x250 placement on the diaspora food stories podcast website: \$400</li> <li>• Artwork and design: \$450</li> </ul>
<p><b>Freedom Title &amp; Escrow</b></p> <ul style="list-style-type: none"> <li>• A woman-minority owned settlement company with over 40 years of combined experience among its associates.</li> <li>• Specializes in facilitating Real Estate residential and commercial transactions throughout the state of Virginia and North Carolina</li> </ul>	14.4	\$4,899	<ul style="list-style-type: none"> <li>• Dell XPS Desktop \$3,177 (3@ \$1,058.99)</li> <li>• Canon Image Printer: \$952</li> <li>• Social Media Model: \$770</li> </ul>

# Qualified Applications 9

Business Name	Score	Grant Amount	Use of Funds
<p>F.L.Y. Entreprises Inc.</p> <ul style="list-style-type: none"><li>• A minority-owned Automotive company known for its exceptional service</li><li>• Under new ownership since 2021, the company has grown to meet the demands of modern vehicles, with a particular focus on hybrid and EV technologies</li></ul>	14.3	\$10K	<ul style="list-style-type: none"><li>• Inventory Expansion (increase the range and availability of parts and supplies): \$3,000</li><li>• Equipment Upgrades (upgrade diagnostic and service equipment, including tools for EVs and hybrid vehicles): \$4,000</li><li>• Software and Workflow Optimization (streamline employee workflows, Inventory mgmt., documentation process...): \$2,000</li><li>• Mentorship Program Support (enhance our "Date Your Wheels" mentorship program, which provides high school students with hands-on automotive experience, including EV technologies): \$1,000</li></ul>

# Selection Committee Recommendation<sup>7</sup>

- Approval of 16 award requests (13 women, 10 minority, 3 veterans, 3 disabled veterans and 1 military spouse) in the amount of \$136,530 as presented with a 12-month performance period.
    - Part F initial funding: \$576,879
    - First round funds: \$150K
    - First round awards: \$136,530
    - Balance: \$440,349
  - Requesting guidance:
    - Open a new cycle with priority to the 33 qualified applicants from current pool of applications
- OR
- Wait until performance period of current cycle ends

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# Selection Committee Recommendation<sup>3</sup>

- Approval of 16 award requests (13 women, 10 minority, 3 veterans, 3 disabled veterans and 1 military spouse) in the amount of \$136,530 as presented with a 12-month performance period.



Thank you!



# SANJO 2022 EDIP Revision

City of Virginia Beach Development Authority

January 14, 2025 | Open Session

*Paige Fox, Business Development Manager*



# Disclosures: SANJO

- Accounting: Ecountable/Wall, Einhorn & Chernitzer
- Architect/Construction/Engineers: The Miller Group
- Financing: Wells Fargo
- Legal Services: Kaufman and Canoles, P.C.

# Company Overview



- Specialty type metal stamping manufacturer based in Barcelona, Spain
- Selected Virginia Beach as its North American headquarters in July 2016
- Phase I completed 2018
- Phase II expansion completed in August 2024
- Primary customers are in automotive industry



# Overview

- 2022 Sanjo retention effort – VBDA supported expansions plans for Phase II and Phase III
- Miller Group constructed Phase II with a lease rate of 5.4% of the development costs
- VBDA swapped land in Corporate Landing with Miller Group, to hold parcel for Sanjo's Phase III expansion
- For Phase II, VBDA approved \$350,000 EDIP to Sanjo, expires July 2025
  - \$230,000 for capital investment (Personal property and specialty build-out)
  - \$120,000 for job creation (40 jobs at average of \$50-\$75k)

# 2024 Update

Phase II expansion completed in August 2024



# Phase II Support

- Additional loading dock area in rear of Phase II created to support operations
- Support previously requested for road construction to support Phase II operations and eventually Phase III
- Relayed that cost of construction is at Sanjo's expense to coordinate with Miller Group
- Anticipated capital investment costs for Phase II higher than projected

# Recommendation

- Revise Economic Development Investment Program grant, Part A award from 2022
  - Award will be \$350,000 total for capital investment and afford higher degree of distribution
  - 1-year extension; expiring July 2026



 SANJO

 virginia  
beach



# **SANJO**

## **Phase III Option Agreement**

City of Virginia Beach Development Authority

January 14, 2025 | Open Session

*Paige Fox, Business Development Manager*



# Disclosures: Sanjo

- Applicant: Sanjo Virginia Beach Inc
- Accounting: Ecountable/Wall, Einhorn & Chernitzer
- Construction Contractor: The Miller Group
- Legal Services: Kaufman and Canoles, P.C.

# Company Overview



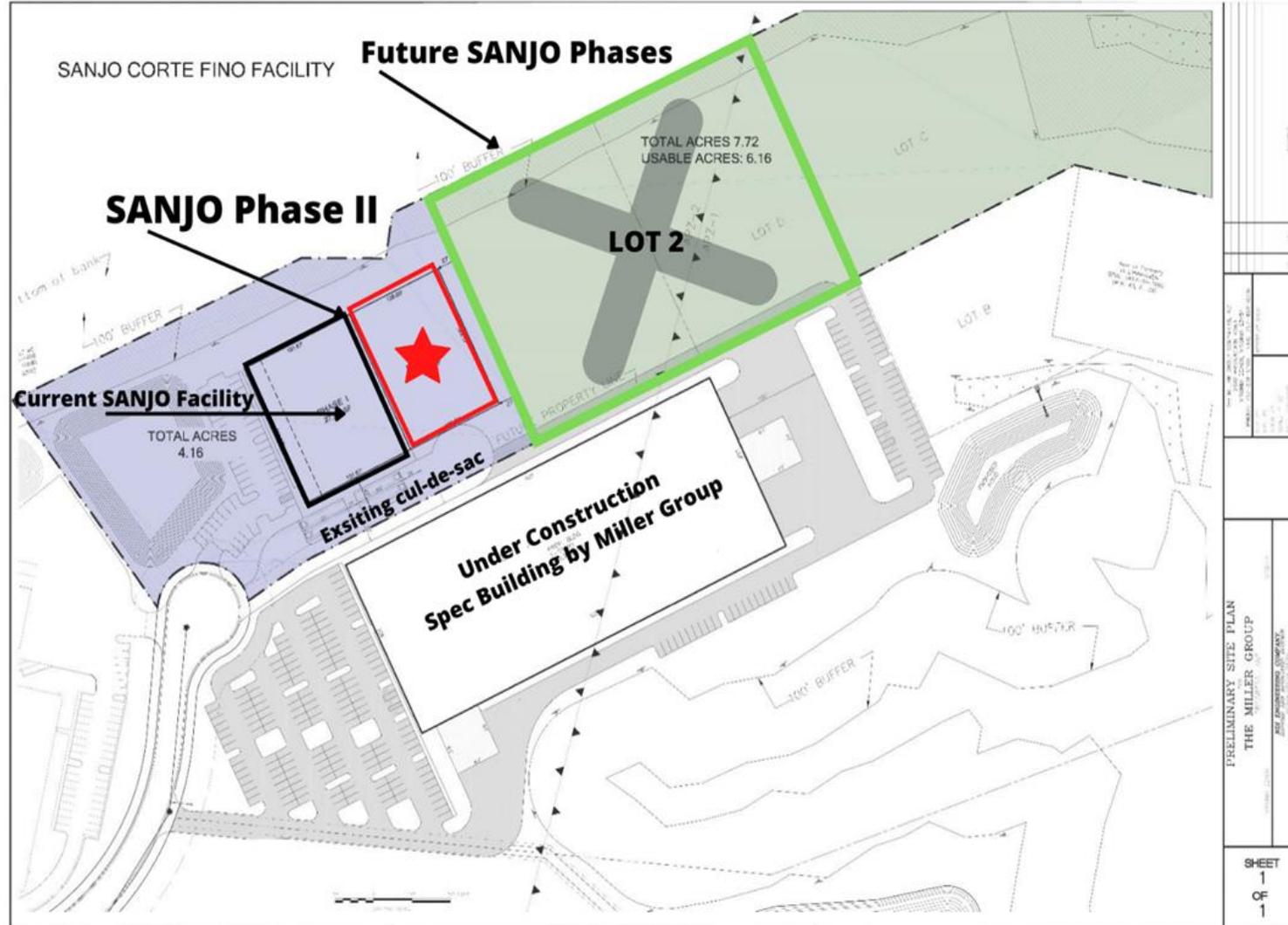
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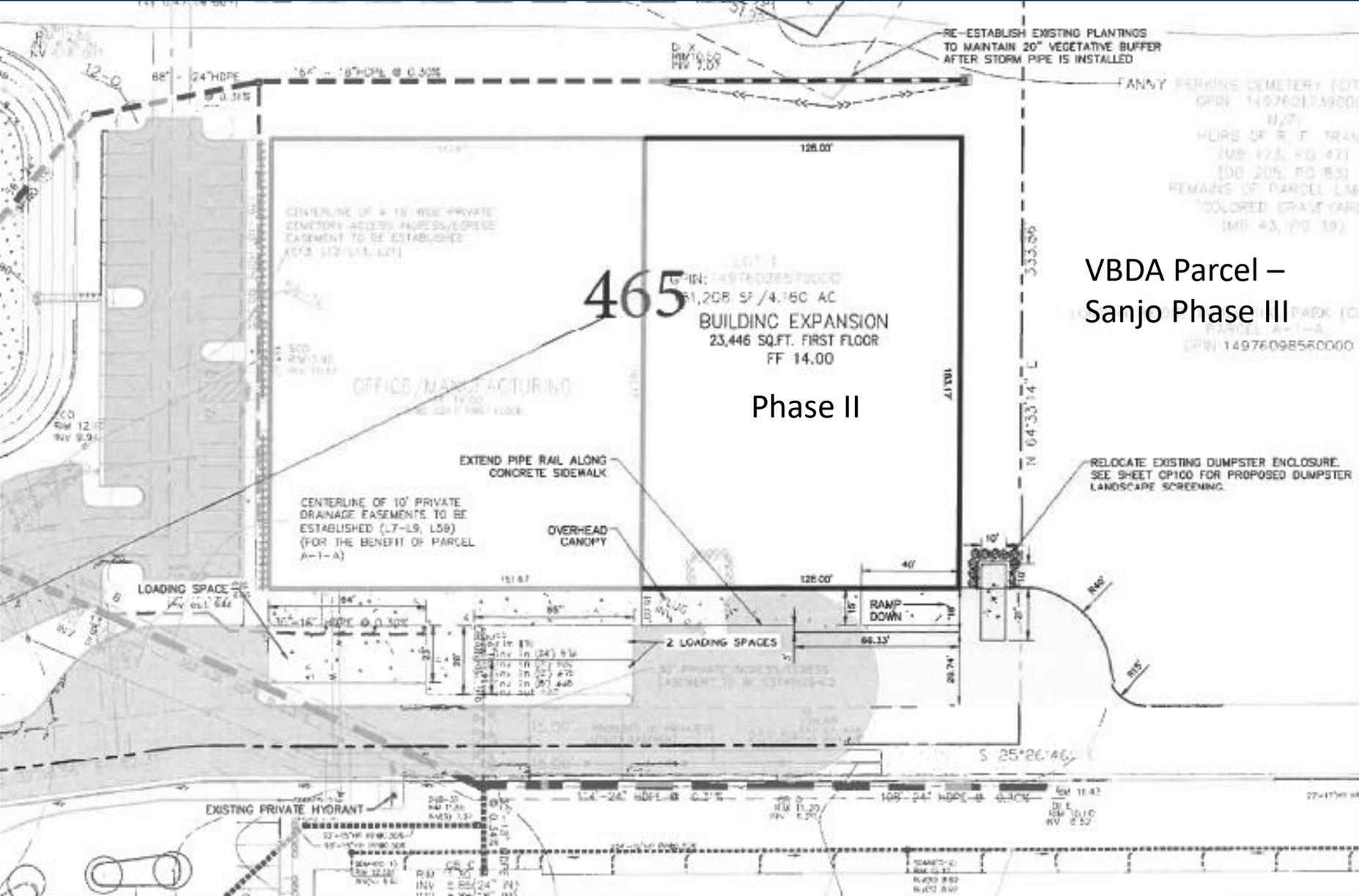
# Overview

- 2022 Sanjo retention effort – VBDA supported expansions plans for Phase II and Phase III
- Miller Group constructed Phase II with a lease rate of 5.4% of the development costs
- Approved in July 2022, \$350,000 EDIP based on CapX and Job Creation
- Approved in July 2022, revised in 2023: VBDA swapped 10.4+/- acre parcel in Corporate Landing, for 7.72 +/- acre parcel owned by Miller Group, to hold parcel for Sanjo's Phase III expansion. Resolution directed staff to execute option under terms:
  - Three 5-year terms at Sanjo's option;
  - Option Price at appraised value at the time Option is exercised;
  - Option to terminate if Sanjo indicates in writing it will not expand onto Expansion Parcel; and
  - If lease with 465 still in effect, Sanjo to assign option to Miller Group to develop under a lease (same structure as existing parcel)

# SANJO Parcels



# 2024 Update



VBDA Parcel –  
Sanjo Phase III

# 2024 Update



# 2025 Update

- Due to delays in completion of land swap between VBDA and Miller Group, as well as no push from Sanjo, option agreement for Phase III was never executed
- Sanjo objects to language assigning Miller Group as developer for Phase III
- Staff has concerns about length of option
- In October Closed Session, staff recommended 2 3-year terms, with renewal contingent on progress to be defined; VBDA directed 1 3-year term and removal of verbiage directing use of developer.
- Staff took back to Sanjo and received high degree of concern on length of term – need additional time for business forecasting based on vehicle life cycles and new contracts, to determine Phase III plans
- In December Closed Session, received direction for adding in a right of first refusal

# Recommendation

- Bring back to VBDA a revised resolution to direct staff to execute an Option Agreement with Sanjo for Phase III under new terms
  - One (1) 3-year term, with three-year right of first refusal
  - Removal of verbiage directing use of specified developer



# Discussion



# Gibb Medical and Rescue International Incubator

City of Virginia Beach Development Authority

January 14, 2025 | Open Session

*Paige Fox, Business Development Manager*



# Disclosures (Applicant)

- Applicant: Gibb Medical & Rescue
- Parent Company: Gibb Group; Clarkson's Group
- Officers: Rob Griffiths, Danny Rogers, David Rumsey, Charlie Lovlee

# Company Profile

- Provider of PPE and MRO for energy sector
- Division of Gibb Group; Gibb Medical and Rescue
- Providing support, education, and equipment for organizations in high-risk environments: offshore wind industry
  - Medical Equipment
  - Offshore Medics
  - Trauma and Rescue Training
- Establishing sales office, growing to warehouse and distribution



# International Incubator

- VBDA approved 1st tenant in September 2021
- Incentive for business looking to locate in United States
- Most international businesses begin with a smaller US sales office, before growing to distribution and large operations
- Meant for companies only needing 1 – 2 offices
- Expanded footprint in 2024, and undergoing revamp of spaces



**VIRGINIA BEACH**  
ECONOMIC DEVELOPMENT

## INTERNATIONAL INCUBATOR

### TEMPORARY OFFICE SPACE FOR A SOFT LANDING

The Virginia Beach International Incubator is geared towards international companies that need space to get their operations off the ground and grow their sales volume before establishing their own office or manufacturing facility in the City. The Incubator is strategically located in the Town Center of Virginia Beach adjacent to the Economic Development office.

**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 BACK](#)

The graphic features a background image of a modern multi-story office building with a glass facade. Three overlapping triangles (blue, teal, and purple) are positioned in the foreground, each containing text. A small arrow icon points to the right next to the 'MORE INFO ON BACK' text.

# Sublease Terms

- 1 Office Maximum 2 Years Lease
- 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 Gibb Medical and Rescue



# QUESTIONS

An aerial photograph of the Virginia Beach National Golf Course. The central focus is a large, multi-story clubhouse with a dark roof and light-colored walls, surrounded by a parking lot and landscaped grounds. The clubhouse is situated on a green fairway, with a winding path leading to it. In the foreground, there are several sand traps and a small pond. The background shows a dense line of trees and a distant city skyline under a clear sky.

# Roof Bid Approval Virginia Beach National Golf Course

City of Virginia Beach Development Authority

Pamela Witham, Senior Planner

January 14, 2025

# Disclosures (Contractor)

- Integral Contracting, LLC
- Business Representatives: Brenda Padilla and Guillermo Padilla

# Background

- Virginia Beach National Golf property is owned by the City of Virginia Beach and leased to The VBDA.
- The VBDA has a management agreement with Virginia Beach Golf Club, LLC, through Dec. 2026.
- Facility condition assessments were conducted Spring 2024 detailing deficiencies in the roof system that have caused numerous roof leaks.
  - VBDA authorized \$409,467 in on 7/9/24 for painting and the roof repair.



# VBNG Roof Bid Approval Request

- The sheathing, gutters, fascia, bulkheads, dentil, downspouts, and trim need to be replaced.
- Asphalt shingle shall be installed in place of the clay tiles on roof.
- The exterior of the building shall be repainted.
- Engineer's estimate = \$110,383
- Bid Documents were completed and publicly advertised. A Pre-bid meeting was held on November 26, 2024 at VBNG.
- Bids were opened December 19, 2024.
- The apparent lowest responsible bid was submitted by Integral Contracting, LLC for \$170,000



# Recommendation

**Approve the apparent lowest responsible bid of \$170,000 to complete the necessary repairs to the roof system at VBNG.**

# VBNG Interior Refresh

- A portion of the approved amount from the July 2024 meeting was allocated to repainting the interior of the clubhouse.
- In addition to painting other refresh items were noted for attention:
  - flooring
  - window frames
  - doors
  - lighting
- Requesting use \$180,000 in capital maintenance account to address interior refresh items
- Anticipated for spring 2025 completion



# Current Interior Conditions



# VBNG Roof Interior Recommendation

- **Authorize staff to bid updated interior refresh items at VBNG.**



Bravo Brio Restaurants, LLC - Open Air Café Renewal

January 14, 2025 | Virginia Beach Development Authority | Open Session

Presenter : Roosevelt Grandberry, Town Center Planning Evaluation Coordinator



# Disclosures

- Applicant: Bravo Brio Restaurants, LLC.
- Officers: Thomas Avallone, President, Jeffrey Sirolly, Secretary
- Owner: City of Virginia Beach Development Authority “Plaza Unit”

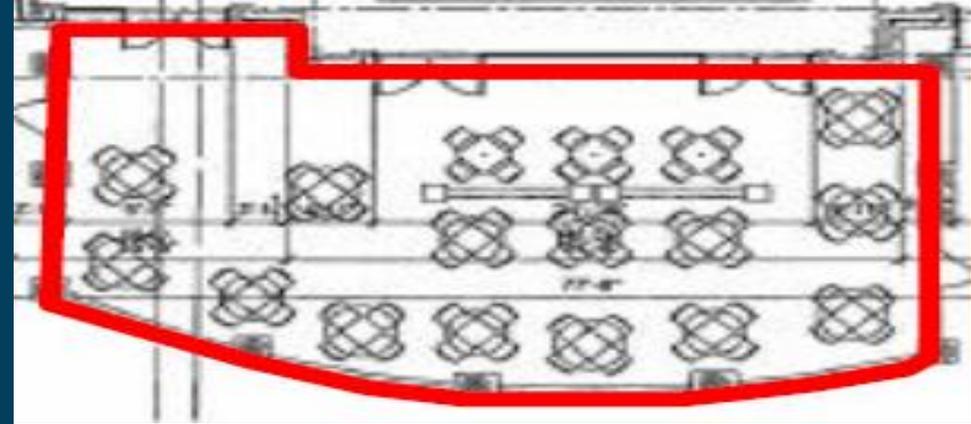
# About the Company



- Italian restaurant
- Locations across 12 states in the USA

# Site Location

## Plaza of Block 8A – 193 Central Park Avenue



Plaza of Block 8A - VBDA Asset Approximately 20,286 sq. ft.  
Existing Open Air Café Agreement/Governed by the Town  
Center Café Regulations

- Bravo – 1,187 sq. ft. with 40 seats

# Open Air Café Agreement History

- Original Agreement was executed for approximately 428 sq. ft. on November 1, 2004
- Third Amendment was executed for approximately 1187 sq. ft. on February 1, 2020
- Fourth Amendment will extend the term through January 31, 2030
- 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.