



## CITY OF HARRISONBURG CITY MANAGER

409 SOUTH MAIN STREET, HARRISONBURG, VA 22801  
OFFICE (540) 432-7701 • FAX (540) 432-7778

TO: Eric Campbell, City Manager  
FROM: G. Chris Brown, City Attorney  
DATE: April 7, 2020  
RE: Approval of AFID Performance Agreement – Sage Bird LLC.

**Summary:** Sage Bird LLC DBA Sage Bird Ciderworks has received a \$15,000 matching grant from the Governor’s Agriculture & Forrest Industries Development Fund. The grant requires the City and the Harrisonburg Economic Development Authority to enter into a performance agreement.

**Background:** Sage Bird LLC is planning to open a Cidery in downtown Harrisonburg. With the assistance of the City’s Economic Development Office, Sage Bird applied for and received an AFID grant in the amount of \$15,000. The grant requires a match from the City which has already been budgeted. The grant requires Sage Bird to enter into a performance agreement with the City and the City’s EDA. In return for the grant, Sage Bird will agree to make a capital investment in its facility in the amount of \$154,852 and create three full time new jobs and three full time job equivalents at its facility by December 1, 2022. If Sage Bird meets its obligations, there is no repayment obligation. The EDA has approved the performance agreement.

**Key Issues:** Approval of performance agreement between the City, the EDA, and Sage Bird LLC.

**Environmental Impact:** None

**Fiscal Impact:** The grant requires a \$15,000 match from the City, which has already been budgeted. The City will receive the benefits flowing from the new jobs, and personal property and business related taxes.

**Prior Actions:** Approval of the performance agreement by the EDA.

**Alternatives:** (a) Approve performance agreement  
(b); or decline to approve performance agreement.  
(c)



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**Community Engagement:** None

**Recommendation:** Staff recommends approval of the Governor's AFID Performance Agreement between the Sage Bird LLC, the City, and the EDA.

**Attachments:** Performance Agreement

RE: Performance Agreement  
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**Review:**

*The initiating Department Director will place in Legistar, in sequence of transmittal, the names of each department that must initial their review in order for this item to be placed on the City Council agenda. The completion of review only addresses the readiness of the issue for Council consideration. This does not address the recommendation for approval or denial of the issue.*

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