

Term Sheet: Perrone Robotics, Inc.

<u>Parties:</u>	County of Albemarle, Albemarle County Economic Development Authority, Perrone Robotics, Inc.	
<u>Purposes:</u>	Provide a grant to Perrone for the purpose of promoting economic development by funding a project which may enable Perrone to expand its business and anchor them in Albemarle County. This project is also intended to inform County staff about impacts to long term plans, such as the Comprehensive Plan, the CIP, and the future built environment.	
<u>Project:</u>	The project is composed of a 3-month setup, followed by a safety review prior to a 3-month pilot program by Perrone, in collaboration with JAUNT, to ultimately launch an autonomous shuttle service for County residents through a public service corporation or another appropriate entity. The setup and testing phases of the project includes Perrone acquiring an appropriate shuttle vehicle, equipping the vehicle with appropriate equipment to operate autonomously, and testing the vehicle at Perrone's test track facility in Crozet. Once the safety and operation aspects of the shuttle vehicle have been tested, initial trial runs will be conducted with a professional safety-trained driver on board as supplied by JAUNT, on one or more routes in and around Crozet. The pilot phase of the project includes the shuttle vehicle transporting members of the public on one or more selected routes in the Crozet area. Perrone will agree to donate the vehicle to the County, or the public service corporation or other entity created by the County.	
<u>County/EDA Funding:</u>	\$238,000.00 total funding	
<u>Legal Authority:</u>	Virginia Code §§ 15.2-1205 (County) (power to give funds to any County-created authority), 15.2-4905(13) (EDA) (power to make grants to a business for the purposes of promoting economic development).	
<u>Mechanism:</u>	Funds will be transferred from the County's Economic Development Fund to the EDA, which will then transfer the funds to Perrone as provided by law and in conjunction with a performance agreement among the County, the EDA, and Perrone.	
<u>Project Period:</u>	The project period is expected to begin when the funds are transferred to Perrone, estimated to be not later than December 5, 2018, and will conclude by June 17, 2019.	
<u>Perrone Obligations and Milestones:</u>	1. Complete setup operations (insurance, routes) 2. Complete NEV shuttle outfitting, testing, and training 3. Complete establishing broader preliminary phased plan 4. Shuttle launch event 5. Complete NEV shuttle operation period 6. Complete project review	- February 8, 2019 - February 22, 2019 - February 21, 2019 - On or about March 1, 2019 - On or about June 3, 2019 - On or about June 17, 2019
<u>County/EDA Obligations and Milestones:</u>	1. Transfer funds to Perrone (by not later than) 2. Create a public service corporation or other lawful entity	- December 12, 2018 - March 1, 2019
<u>Clawbacks:</u>	1. Failure to launch NEV shuttle operation attributable to PRI 2. NEV shuttle operation period less than full 92-day period 3. Failure to maintain headquarters in Albemarle County for three years after the date of the agreement	\$238,000.00 \$2,587.00 per day \$238,000.00
<u>Document:</u>	The elements of this term sheet will be incorporated into a single performance agreement among the parties.	