

July 4, 2018

Chair and Members
Planning and Environment Committee
City of London
P.O. Box 5035
300 Dufferin Avenue
London, Ontario
N6A 4L9

Sent via email to: Heather Lysynski, Committee Secretary, pec@london.ca

Attn: Heather Lysynski, Committee Secretary

We are requesting delegation status at a Planning and Environment Committee meeting. The purpose of this letter is to request an extension to VersaBank's (the "Bank") original Grant Agreement ("OGA") with the City of London under the Tax Increment Grant and the Airport Area Community Improvement Plan.

The OGA, executed in 2012 with tax grants commencing retroactively for the 2008 tax year, is attached for the Committee's reference. The OGA became effective as an office building and hangar was being completed at 1979 Otter Place, on the grounds of the London International Airport. At the time, the Bank had built the facility at Otter Place as a new head office for a wholly owned subsidiary. Due to the continued expansion of its digital businesses and to further contribute to the corporate hub being developed at the airport, the Bank decided to convert the property for its own use and renamed the facility the VersaBank Innovation Centre of Excellence ("VICE"). The decision to renovate and expand VICE was made rather than taking on additional space at the Bank's 140 Fullarton St. (downtown) head offices.

Over the course of 2017 and 2018 VersaBank invested approximately \$1.3 million to completely renovate VICE's 8500 square feet of offices. VersaBank's IT and e-Commerce divisions are now housed at VICE, representing the backbone and pillars behind our digital bank. We have approximately 30 staff now working full time at this new facility.

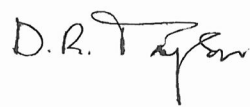
The Bank is seeking an extension to its tax relief under the Tax Increment Grant and the Airport Area Community Improvement Plan (as initially set out under the OGA) on the basis of the significant investment it has made to the VICE facility, which in part helps to further improve

the new corporate hub that is developing on the grounds surrounding the airport. VersaBank is proud to call London its home, with our head offices in the City of London, and we are further proud to boast of our continued expansion inside the City.

It is our hope you will grant us a 10 year extension to this relief, and we look forward to continue to enjoy and promote our new and expanded offices at our world class Innovation Centre of Excellence.

Should you have any questions or wish to discuss anything, I look forward to hearing from you.

Yours truly,

A handwritten signature in black ink that reads "D. R. Taylor". The signature is written in a cursive style with a large, stylized 'T'.

David R. Taylor
President & CEO

Encs: