PRINCE WILLIAM
─── COUNTY ───

Office of Executive Management
Christopher E. Martino
County Executive

Michelle Casciato
Rebecca Horner
Elijah Johnson
Deputy County Executives

May 27, 2021

TO: Board of County Supervisors

THRU: Christopher E. Martino
           County Executive

FROM: Christina Winn
           Executive Director, Economic Development

RE: Data Center – Market Viability Review

In response to the discussion last Tuesday night regarding available land in the Data Center Opportunity Zone Overlay District (DCOZOD), Economic Development reviewed and categorized the available parcels within the zone, based on feedback we have received from data center users looking for sites in Prince William County. We looked at all parcels that met a minimum data center requirement of 30 acres. Economic Development has discussed minimum requirements with multiple data center companies, and 30 to 40 acres is the most common response. However, please note that most data center requests are for 100 acres of contiguous land. It is important to note, that provided the right circumstances, with the exception of land owned by Virginia, all of the land within the Overlay District could potentially be developed with a data center. The evaluation became: What is most likely to develop? and What has development challenges? Based on that, the Economic Development Department is providing this map which prioritizes the viability of sites within the Overlay District. Virginia-owned land is likely for future right of way or other Commonwealth uses; therefore we believe that land is not developable for a data center.

We categorized parcels into six types to determine those sites that we consider market viable, which are sites that the Economic Development Department determined to be the highest priority for potential data center development. By market viable, we mean that the site is large enough, has a motivated property owner wanting to sell, a regular shaped parcel, relatively flat land without topographical or other environmental issues, and that a data center could essentially get to market within 1 to 2 years without having to make significant investment to make the site "ready".

We did not take zoning into consideration and assumed that if the parcel was not zoned appropriately, a data center would have to go through an entitlement process. For this study,

we also did not look at redevelopment opportunities because that would require a more in-depth process of gauging parcels that may be underutilized, ownership motivation to sell/develop/redevelop, existing business viability, and expiring existing leases, etc. However, Economic Development plans to work with Planning and the consultant to develop a methodology and assumptions to identify potential parcels within the DCOZ with potential for longer term redevelopment. It's also important to note that short term redevelopment within the zone is unlikely as there is currently high demand for industrial buildings.

The attached map shows the six types of parcels and the definition for each type as summarized below. Of the approximately 8,700 acres of land within the DCOZ, there is approximately 600-1100 acres economic development would consider market viable. Of those parcels, there are only two sites that would meet the 100-acre scenario of a data center requirement.

- Land with existing industrial buildings and data centers,
- Land that a data center user has purchased,
- Vacant parcels that if assembled could create a larger site that may satisfy a data center requirement,
- Land that had steep slopes, located in a quarry, or had an existing power plant that would either take a considerable amount of investment to make the site viable or had longer than 10–20-year window,
- Parcels that are odd shaped or too small that can't be assembled or are owned by the state,
- And, parcels that are site ready.

Data Center Sites With the Overlay: Economic Development Market Viability Review

DESCRIPTIONS	TOTAL ACRES
Parcel Occupied or Not Available for Sale	4,121.9
Not Market Viable	514.3
Assemblage or Another Step Needed	739.6
Topographical or Environmental Issues	1,681.5
Already Owned by Data Center Developer	1,120.6
Site Ready	634.4
Grand Total	8,712.3
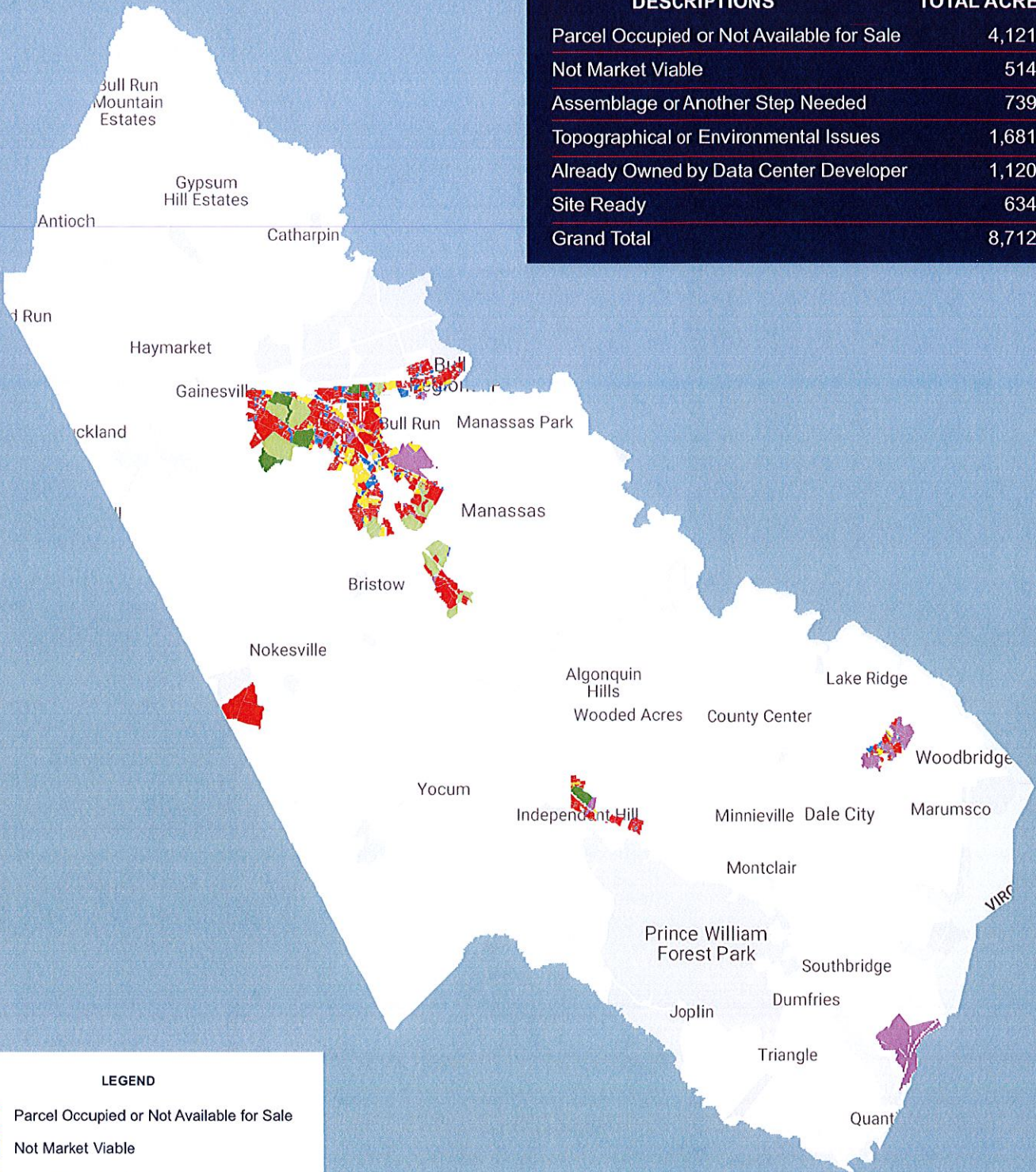
LEGEND

- ■ Parcel Occupied or Not Available for Sale
- ■ Not Market Viable
- ■ Assemblage or Another Step Needed
- ■ Topographical or Environmental Issues
- ■ Already Owned by Data Center Developer
- ■ Site Ready

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COUNTY, VIRGINIA
DEPARTMENT OF ECONOMIC DEVELOPMENT

Legend Clarificaton

Occupied or Land is Not For Sale – The parcel currently has a structure or is being used for another use, or it is known to Economic Development that the parcel owner is not interested in selling.

Not Market Viable – The parcel could have a variety of deficiencies that make it difficult or impossible to market or promote to data centers (i.e. it is too small, it has an odd shape, it's owned by the state, etc.)

Assemblage or Another step needed - The parcel by itself is too small, but if it can be assemble with other adjacent parcels, it could be big enough for a larger Data Center Campus

Topographical or Environmental Issues - Parcel has severe slopes or is within a flood plain, or other environ-mental challenges. While time or money might "fix" these issues, the cost of these fixes make these parcels less competitive to other options.

Already Owned by Data Center Developer - Parcel/s are already owned by a data center developer. The build-ing process is in progress or has not started, but the parcel is not available for sale.

Site Ready – Land is large enough for data center; May require rezoning.