



Prince William County Government
Board of County Supervisors



Commercial Development Committee

April 21, 2021

Wade A. Hugh
Development Services



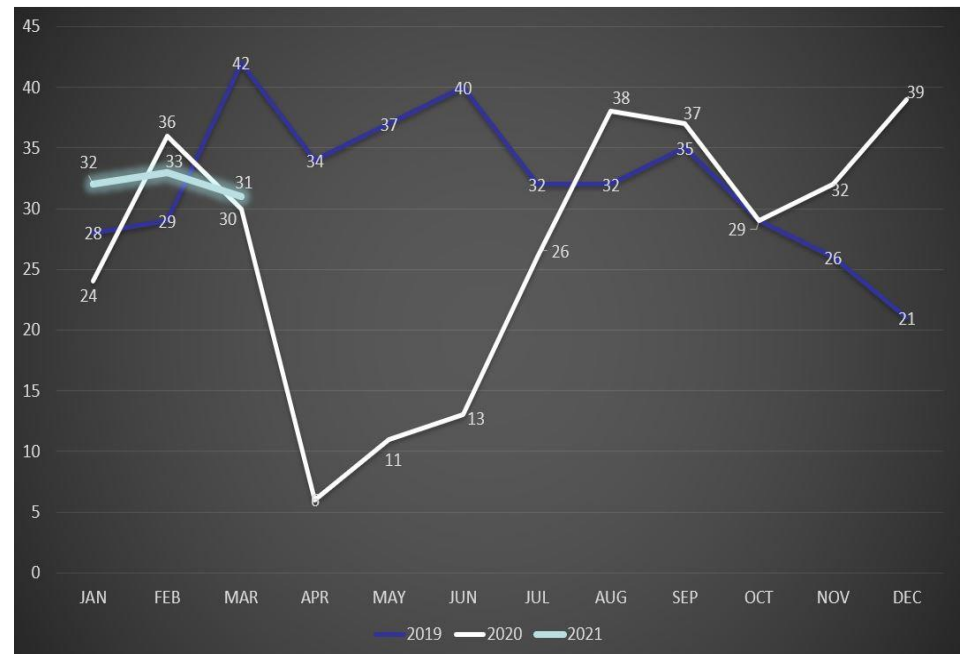
Q1 2021 Small Business Key Performance



Over 860 Customers 'Opened for Business' to date*

■ Key Performance Indicators

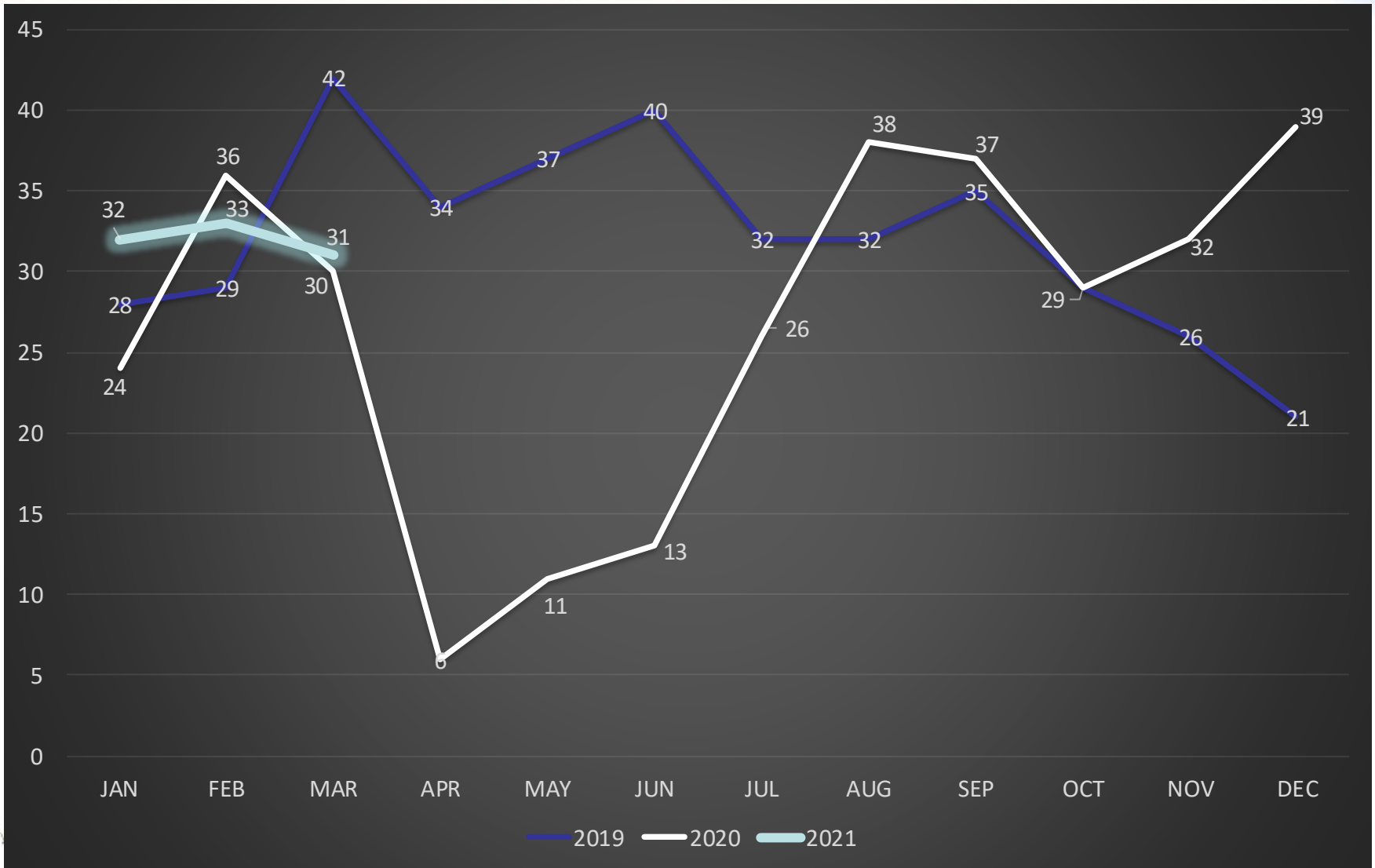
- ◆ 96 customers 'opened for business'
 - 7% increase over 1Q2020
- ◆ 76 were new customers
 - 33% increase over 1Q2020
- ◆ Over 30 small businesses open a month, on average



*Since inception (4Q2018-1Q2021)



Number of Small Businesses Opened CY2019 – To date



Q1 2021 Small Business Key Performance



CY2021 Q1 SNAPSHOT

Small Business Commercial Real Estate



77,328 sq. ft. of Occupied Space

Representing financial investment for the community in these facilities.



96 Businesses Opened

Almost 7% more new businesses opened in Q1 2021 vs. Q1 2020.



7.38 Businesses Opened Weekly, on Average

We strive to turnaround permit approvals ASAP.



90 Customers Served

Entrepreneurs trust us with helping them learn the business permitting process.



81.48% Customer Satisfaction with Project Processing



85.19% Customer Satisfaction with Overall Service

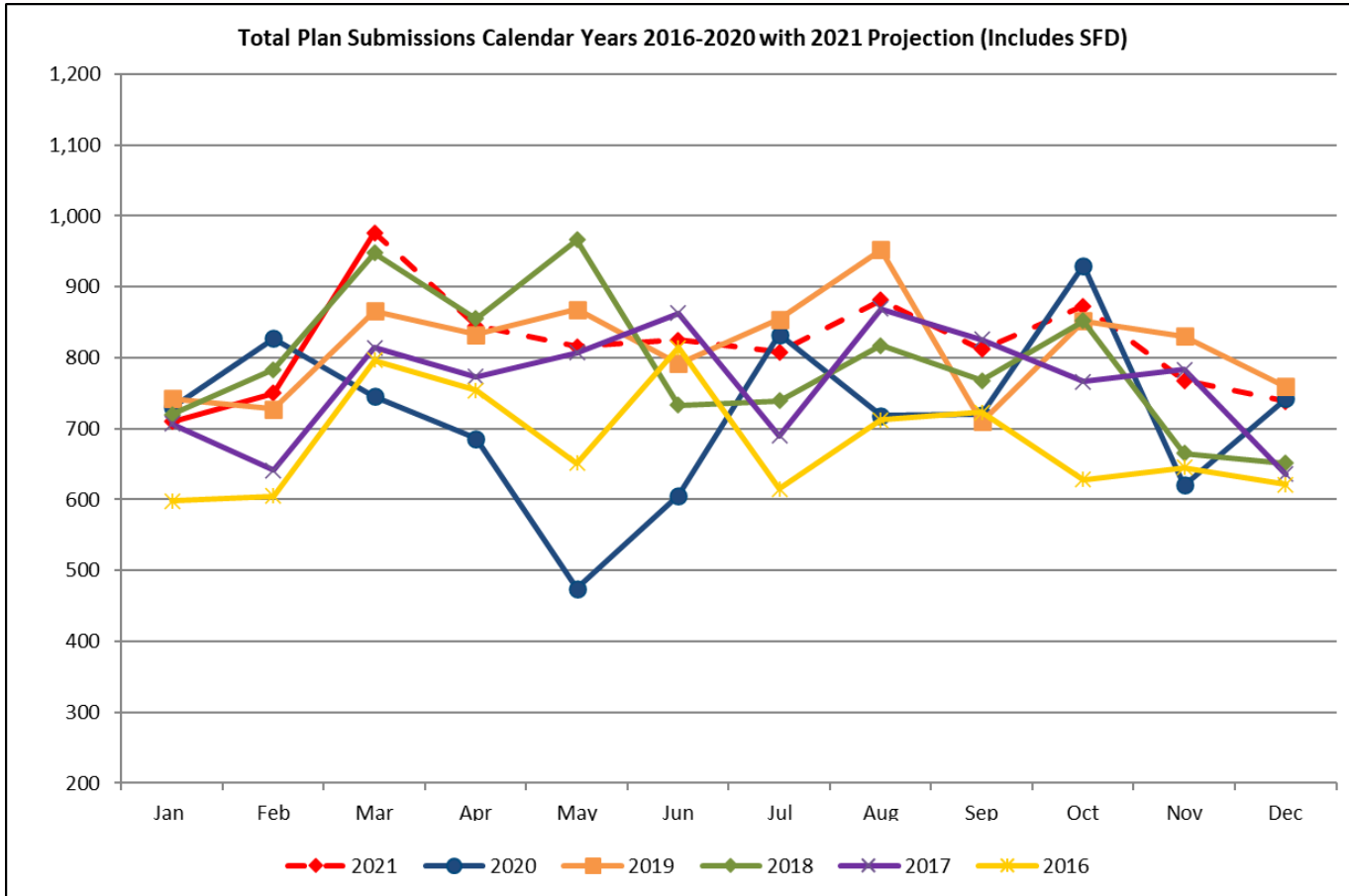
Ready to Open for Business? Contact Us Today!

5 County Complex Court
Suite 105
Prince William, VA 22192

(703) 792-6930
BDD@pwcgov.org
www.pwcgov.org/SBPM

PRINCE WILLIAM
— Development Services

Building Plan Submissions



<u>2021 - Projected</u>	<u>2020</u>	<u>2019</u>	<u>2018</u>	<u>2017</u>	<u>2016</u>
9,800	8,631	9,786	9,497	9,175	8,162

Note: CY21 assumes flat growth over CY19.



Performance/Workload Data



Building Plan Review

1Q-3Q (Jul-Mar)

	FY18	FY19	FY20	FY21
◆ New Structures (target 4.5 weeks)				
➤ Number of plans	48	35	32	37
➤ Average weeks for first review	3.83	3.68	3.55	3.36
◆ Tenant Layout (target 2.3 weeks)				
➤ Number of plans	150	154	148	137
➤ Average weeks for first review	1.81	1.98	1.91	1.84



Performance/Workload Data



Commercial New Structures

1Q-3Q (Jul-Mar)

Total Plans

	FY18	FY19	FY20	FY21
◆ Number of approved plans	26	23	29	29
◆ Average reviews to approval	2.77	3.61	2.76	2.76
◆ Average days to approval				
➤ County time	62	70	84	75
➤ Applicant/Outside Agencies time	52	125	88	103

Total Plans = include major and minor plans. (minor plans: canopy, dumpster enclosure, kiosk, flag pole, etc.)



Performance/Workload Data



Commercial New Structures

1Q-3Q (Jul-Mar)

Major Plans

	FY18	FY19	FY20	FY21
◆ Number of approved plans	15	11	14	9
◆ Average reviews to approval	3.07	4.55	2.93	3.44
◆ Average days to approval				
➤ County time	83	94	104	113
➤ Applicant/Outside Agencies time	71	175	105	103

Major Plans = New Construction (projects that bring in revenue).

Excludes the following plans: targeted plans, apartments and apartment-related, condos and condo-related, public schools, churches and other minor projects.



Performance/Workload Data



Tenant Layout

1Q-3Q (Jul-Mar)

Total Plans

	FY18	FY19	FY20	FY21
◆ Number of approved plans	136	153	149	128
◆ Average reviews to approval	2.34	2.42	2.36	2.41
◆ Average days to approval				
➤ County time	21	22	25	26
➤ Applicant/Outside Agencies time	28	38	40	52



Performance/Workload Data



Tenant Layout

1Q-3Q (Jul-Mar)

Excluding Expedited and Targeted Plans

	FY18	FY19	FY20	FY21
◆ Number of approved plans	113	141	139	120
◆ Average reviews to approval	2.43	2.49	2.40	2.35
◆ Average days to approval				
▶ County time	23	23	26	25
▶ Applicant/Outside Agencies time	32	40	43	52
% of plans targeted & expedited	17%	8%	7%	6%



Performance/Workload Data



Site Plans

1Q-3Q (Jul-Mar)

	FY18*	FY19	FY20	FY21
◆ Number of approved plans	36	33	43	40
◆ Average reviews to approval	3.42	3.39	3.44	3.73
◆ Average days to approval				
➤ County time	46	56	76	66
➤ Applicant/Outside Agencies time	264	177	279	300

* Numbers revised after presentation given to CDC



Performance/Workload Data



Permits Issued

1Q-3Q (Jul-Mar)

	FY18	FY19	FY20	FY21
◆ Site permits issued*	129	113	110	144
◆ Building permits issued – NS	85	114	44	49
◆ Building permits issued – TLO	424	467	455	444

*Prior year reports included all site permits issued. Effective FY19, only the “site plan” related permits will be shown.



Performance/Workload Data



Occupancy Permits Issued

1Q-3Q (Jul-Mar)

	FY18	FY19	FY20	FY21
◆ Occupancy permits issued – NS	47	35	31	28
◆ Occupancy permits issued – TLO	127	160	132	146
◆ OP issued – Change of Tenant	70	80	102	88
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◆ Building – New Residential	1,080	778	995	1,119
◆ Occupancy – New Residential	1,069	913	926	1,012



Questions