

CELEBRATING  
YEARS OF **20**  
VOLUNTEER SERVICE

# COMMERCIAL DEVELOPMENT COMMITTEE OVERVIEW

Serving Prince William County in continually  
improving the commercial development process.

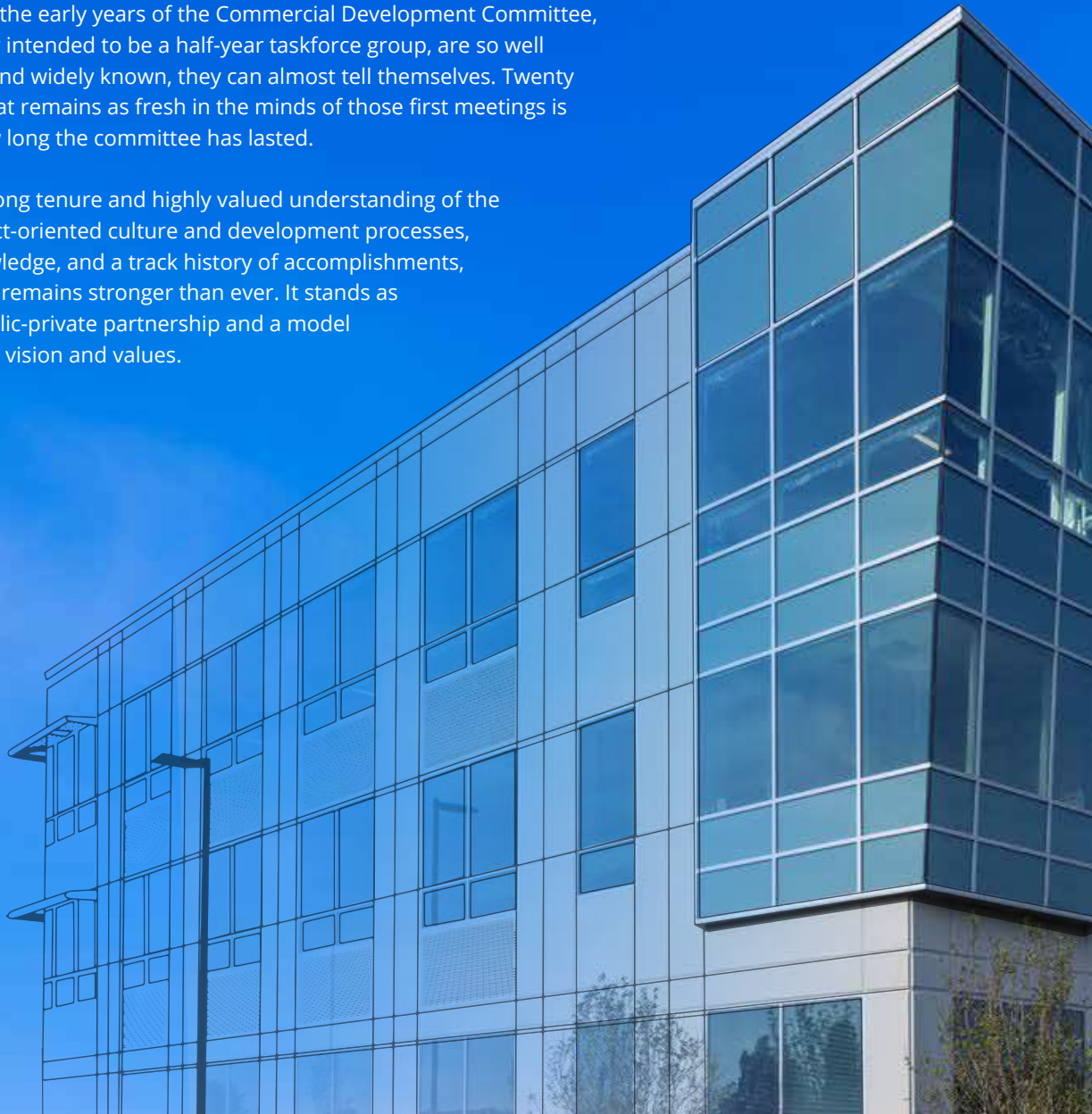
**PRINCE WILLIAM**  
— Development Services



## Looking back at twenty years of the Commercial Development Committee Volunteers' Service

The tales from the early years of the Commercial Development Committee, which was only intended to be a half-year taskforce group, are so well remembered and widely known, they can almost tell themselves. Twenty years later, what remains as fresh in the minds of those first meetings is the awe in how long the committee has lasted.

Today, with a long tenure and highly valued understanding of the County's project-oriented culture and development processes, wealth of knowledge, and a track history of accomplishments, the committee remains stronger than ever. It stands as a hallmark public-private partnership and a model of the County's vision and values.





The committee's longevity may be attributed to results and outcomes, but more important are the attributes of the men and women that chose to volunteer and participate. The luminaries, the visionaries, the creatives, the thinkers, the planners, and the doers that all shared one core common value in being committed to their community.

"The credit always starts in the beginning, with great vision and devotion," said Wade A. Hugh, Director, Prince William County Department of Development Services. "It is my honor to recognize and celebrate all of the volunteers, alums, and staff that have supported the County's development process for commercial projects. There have been some really special people; many having given countless hours of their time since it first started in 1999."

The Commercial Development Committee is comprised of representatives of the following organizations: the Prince William Chamber of Commerce; the Northern Virginia Building Industry; the National Association of Industrial and Office Properties – Commercial Real Estate Development Association; the Associated General Contractors; the Associated Builders and Contractors; the American Institute of Architects; the America Society of Civil Engineers, and Prince William County employees.

While many recommendations have become initiatives and programs over the last two decades, the 'crown jewel' of this public-private partnership collaboration is the Commercial Project Management Program. The program gained tremendous support and was backed by industry through a twelve percent building development fee increase. Today, the program is well-established and supports customers with a single point of contact, which allows issues to be resolved in a timely manner.

Prince William County encourages participation in the community and welcomes more contractors, builders, developers, and businesses to join the committee, which meets quarterly.



## Introduction by the Chairman

Wherever in the world high-value businesses are located, the social and economic value is measurable. This creates prosperity and drives competitiveness, which is embedded in the fabric of the local economy and community where we all live, work, play and retire.

Over twenty years ago, I was asked to serve on the newly created Commercial Development Committee (CDC) and today, I proudly serve as Chairman. I believe that the committee embodies and reflects the fabric of this County as leaders that are collaborative, dedicated, and loyal. The longevity of the committee is a testament to all the incredible people that work hard to achieve results over the years.

Each year, the committee establishes annual goals towards its original mandate of developing recommendations and identifying potential process improvements for commercial projects. These improvements represent a significant savings of time and money and send a clear message that Prince William County is Open for Business.

Together, as a public-private partnership, we will continue the legacy of innovation that evolved commercial development processes to support industry, business, and asset cluster growth throughout the County.

The celebration of twenty years of volunteer service is a fantastic way to highlight the impact of service, thank those who serve, and most importantly, inspire more contractors, builders, developers and businesses to get involved in their community.

It is my honor to represent, recognize and celebrate all the volunteers and staff! I appreciate the Board of County Supervisors' continued support of the committee's efforts.

Sincerely,

Mike Garcia





**Sunrise Site Development Corporation is owned by Barry Braden, who has family ties in Prince William County that date back to the 1800s. His company began operations for all types of commercial and residential projects throughout the Commonwealth of Virginia in the early 1980's.**

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"I first learned about the Commercial Development Committee when Supervisor Loring B. "Ben" Thompson visited my home one morning twenty years ago," said Barry Braden, owner of Sunrise Site Development Corporation. "At the time, I was going broke waiting on permits and had left the area to start working all over Virginia, where it was not as hard to get a job done."

Braden is a founding member of the Commercial Development Committee. He had first started a commercial development project off Hornbaker Road, when the County was mostly residential and former dairy farmland, and known only for its major retail outlet - Potomac Mills.

### **Making a Difference**

Braden was excited about the idea but skeptical anything would come of it, having asked for support previously. He agreed to join the committee with one condition and told Supervisor Thompson, "I want to

have some way of going back to see that what we do makes a difference to speed up the permitting process, or if it brings in more commercial businesses to the County." Once everyone was onboard, the committee was established as a temporary taskforce to last for only six months.

The first six months addressed numerous complaints and concerns from both citizens and businesses. In that short time, it was quickly identified that it was a valuable public-private partnership that had formed and that as a group, everyone was insightful and results-oriented. At which point, the Board of County Supervisors agreed that the group needed to become a permanent committee.

### **Making Strides**

"The committee started making strides just by being able to sit across the table with the branch chiefs and even supervisors, who would sit in from time to time. While everyone was able to look at each other

face-to-face, it was easier to have an open discussion as to why things were the way they were. Just finding out why it took six months for a permit and being able to fix it was going to make a big impact," said Braden. "Susan Roltsch (retired Deputy County Executive) was heavily involved and shared how the County was going to stand up a new Department of Development Services. That was when I brought up Wade Hugh's name as I knew of his strong ethics."

"The opening of the Department of Development Services itself made a big difference, as many other jurisdictions mostly relied on engineers and architects. Prince William was also to the point that it was concerned about how you were going to manage a job. However, push-back from the public helped the committee slowly tilt County leadership into identifying where progress could be made so permit applications could move along."

## Standing Up Sticks & Bricks

"One of the big pluses that came out of the committee is the Department of Development Services. It stood up the right people with the expertise on how to stand up 'sticks and bricks' to allow businesses to open. The first commercial building that Mike Garcia and I built was taking two to six months to be permitted. With Wade onboard, he was able to get it done in under an hour! This was a big change that made a huge difference. Ironically, it was not the codes but more of the *interpretation* of the codes. Overall, it made a world of difference when the County itself became pro-business." shared Braden.

"The last twenty years have been a journey on a long adventurous road, that has allowed the County to grow and become a place where residents and businesses have all benefitted," remarked Braden. "Today, the County's doors are open for business. There are more staff and a willingness to work together on a commercial development project. Staff literally do everything they can do with the commercial development aspect of the County."



Barry Braden, Owner of Sunrise Site Development Corporation is a well-respected commercial and residential developer in the Greater Washington DC metropolitan area, having been in business for 40 years. He is also a longtime resident of Prince William County. Commercial development supports a complete community by ensuring that residents have places to shop close to where they live, as well as supporting economic development. Perhaps less known about Braden is his lifetime of giving with random acts of kindness, recognized by the County in 2014 for his volunteer service in a demolition project for an elderly resident and more recently in providing gift cards to police officers in 2016.





**Olde Red General Contracting, a full-service construction management and development company, has business divisions in commercial, industrial, institutional, mixed-use, and buildouts throughout Northern Virginia and Harrisonburg, Virginia.**

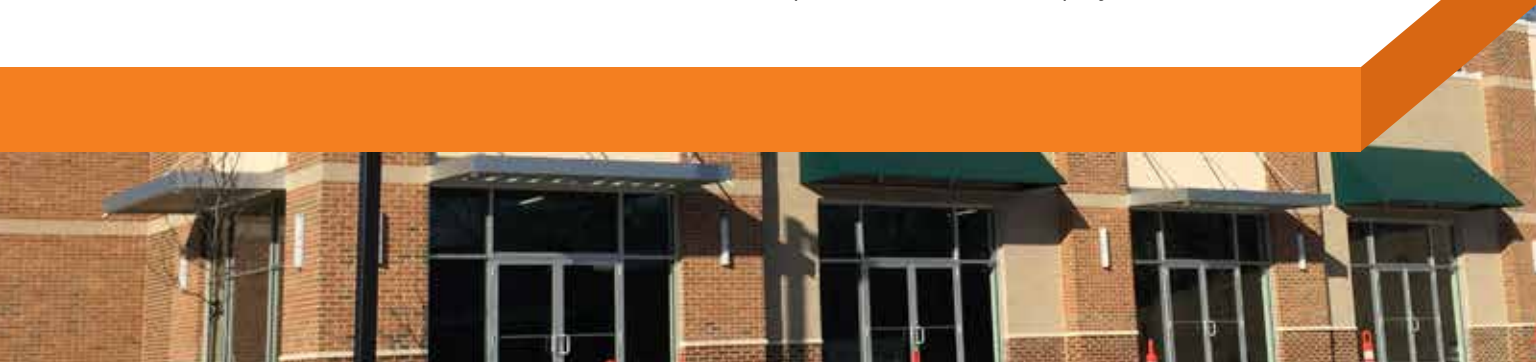
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"I deal with a lot of counties. Prince William County is the only County where I can sit down and ask for an explanation and get an answer. Other counties ask, 'Who are you?'" shared Bill Daffan, President, Olde Red General Contracting speaking frankly about his experiences. "Prince William is a lot different as we see each other once a quarter and have a history of working together."

### **Get Rid of the Bottlenecks**

"When you sit down and look at each other face-to-face, it is a lot easier to work out a solution. One of the first things we did as a group was to go through fifty policies. It was a learning instrument that helped us become more proactive and get rid of the bottlenecks."

"From my years of working with Prince William County, I have an appreciation and understanding that things do not move as quickly in government as they do in the private sector. The reason the committee has held together so long is that people have seen the value of it from both sides." added Daffan. "Back in the late 90's, Lovey Hammel, President and Co-Founder of Employment Enterprises, Inc., had just become President of the Chamber of Commerce. She asked me if I would get involved as a commercial development representative to help with addressing building permitting issues," said Daffan. "Miles Friedman was at the helm of the Economic Development Council and in agreement with the consensus forming around the need for a taskforce to develop recommendations to improve the development process for commercial projects."





"We originally started work on how to get review times down from five to six. The County staff came back with a checklist early on and the recommendation to not accept a plan that doesn't have all the information." shared Daffan. "Early on, we started talking about tenant plans which we all agreed should be looked at differently than a full site plan."

"At that time, there was a lot of real estate and a lot of residential buildings in Prince William County. I wanted to be sure that this was not going to be a session about what the County is not doing, but an opportunity where we could provide constructive criticism."



**OLDE RED**  
*General Contracting*

William (Bill) Daffan has operated as a general contractor, construction manager and design builder since the early 1980's. As owner and president of Olde Red General Contracting, his promise and legacy is to build community value into every project, which also rings true of his twenty-year tenure of volunteer service in Prince William County.





**Founded in 1959, R.W. Murray Co. operates as a regional general contracting firm headquartered in Prince William County. It is committed to 'Always Do Right' in all its interactions. Its services portfolio offers pre-construction, design consultation, and construction services for a wide range of commercial projects.**

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"In the very beginning, the initial taskforce resembled a bunch of tribes that were all fighting for their turf," Steve Daves, President, R. W. Murray Co. shared jokingly. "The pressure was on to set up the committee with the main idea that getting together, we could create change that made a difference. We met for a year and a half every six weeks. The continuity and frequency created an open dialog that really worked well for everyone."

"One of the first things that the committee agreed on circled around the fact that our priorities should focus on what will work for all commercial industries," explained Daves. "The Tenant Layout Expedited Process was one of the first priorities on our agenda to be rolled out."

### **Looking to the Future**

"We gradually worked through a lot of policies and processes in the early 2000's. As Eric Mays, Building Official, was looking at the building code policies, we

were able to comb through them together, discuss modifications, and craft policies that worked for all sides. It gave us the Code Official's perspective that he brought to the table; but most importantly, what it really gave us was appreciation of that perspective." shared Daves. "Looking to the future, I would add that new and younger people getting into the building industry should strive to gain an understanding of the value of that type of perspective."

"As a result of our collaborative efforts, the County established and implemented more of the recommended new processes, such as the Tenant Walk-Thru Permit and the Building Shell Classification. At that time, R.W. Murray was navigating the County's review process for a new build-to-suit project for a customer and we had the opportunity to use that project as the test case for navigating through some of those new processes," added Daves. "It was both challenging and exciting to experience first-hand what worked and what still needed work."



## Time is Key

One of the committee's top priorities during Mr. Daves tenure focused on improving time management through the entire review, permitting and inspection processes. "Time is key to all businesses and customers, but huge to a developer. How to generate return on investment (ROI) and rent for customers faster is always an extremely important consideration. And the key is to attempt to address as many questions as possible prior to starting the review and approval process." elaborated Daves.

"When Wade Hugh joined the County, he spearheaded a monumental shift in the Development Services approach to customers. Wade has a keen sense of the value of time as it relates to a customer's ROI and has established an atmosphere that prioritizes customer service and relays a 'How can we help?' approach to the process."

Daves became Chair of the committee in 2009 and served at the helm for three years. "Back then I felt that we did a good job on concentrating on the top three to four priorities each year." shared Daves. "It gave us something to 'chew on' in a set period of time, which still holds true today."

"At R.W. Murray, we have appreciated the opportunity to grow our business and have a direct and collaborative input on the county's development processes. This doesn't happen anywhere else." Daves shared in closing, "I can tell you that from an overall marketing perspective, Prince William County's welcoming and collaborative approach to the commercial development process is unique. Establishing a dedicated and customer-focused project management representative and the targeted industry program for commercial projects offer significant benefits to those in the commercial development world – those programs are a huge plus to those that want to develop commercial property in Prince William County!



Steve Daves, President, R.W. Murray Company, has a thirty-year career in all aspects of building development and construction having joined R. W. Murray in 1989. He and his partners have built a stellar reputation in the industry and are renowned for always doing the right thing, being honest, and taking care of people.



**Rinker Design Associates, P.C. has called the Commonwealth of Virginia home for nearly forty years. Its team of experts provide proprietary services in construction, transportation and traffic engineering, utility coordination, stormwater management design, environmental surveying, right-of-way easement acquisition, appraisals, land planning and permitting services, to name a few.**

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Rinker is a service-first firm. Without a doubt, it models its work ethos within the Prince William County business community, working alongside the public and private sectors. Two of its principal staff members have long participated on the committee, since the early 2000s.

### **A Passion for Collaboration**

“We have a passion for collaboration and gathering valuable insight,” said Sharon D. Dusza, P.E., Senior Project Manager and Principal of Rinker Design Associates, who has served a four-year term on the committee. “When you have the opportunity to work with various engineers, it is always about discussing process improvements and getting everyone on the same page, so it is a natural selection for us to work together in benefiting the whole County. “I find it to be a very fulfilling partnership to streamline processes and have this cycle directly into your line of work.”

### **Providing Access**

“The opportunity to just singularly hear from the Fire Marshal and be able speak with his team members is invaluable. Those guys are under a lot of stress, so gaining any time to ask a question helps address things much quickly. So for me, giving of my time and contributions in whatever I can do to help guide the direction of the review process as an engineer, is where I see I am giving back in support.” added Dusza. “That is a partnership.”

“We use the same principles that were set in place from the beginning of the Commercial Development Committee: talking to one another.” shared Dusza. “The County has built a reputation, has made processes less confusing which have held up over time, that contribute to the time cycle of projects. It does not exist anywhere else that I am aware of.”





Sharon Dusza, Project Manager & Principal at RDA is in Innovation Park, Prince William County and serves as the American Society of Civil Engineers representative on the Prince William County Commercial Development Committee. She has a vast knowledge of the community at-large, having participated and supported customers on many area projects here in Northern Virginia.



**Established in 1981, Mike Garcia Construction Inc., a family-owned and operated company in Prince William County, prides its reputation on custom homes, remodeling and commercial projects that are designed and built with the most durable, cost effective, quality materials available.**

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In building construction, you must be innovative and keep learning new ways to achieve success. That is the value proposition that Prince William County Commercial Development Committee Chairman and NVBIA Representative, Mike Garcia, President of Mike Garcia Construction Inc. brings to the Washington, DC metropolitan and Northern Virginia region.

### **Steering the Course**

Garcia lends his extensive knowledge and expertise in residential and commercial real estate development to support and guide business owners through the entire process of commercial real estate development projects.

“It is through the endorsement of industry leaders and the innovation created through discussion with government leaders that we achieve success and deliver on one shared vision to enable customers, who have applied their efforts to profit and enjoy

faster and more efficient service,” shared Garcia. “I welcome anyone to participate and help make an impact that realizes results for the betterment of development in our County.”

In 2016, the Commercial Development Committee, led by Garcia, initiated a Design Construction and Standards Manual Zoning Ordinance Review to identify changes to further promote Prince William as “Open for Business.” One of the five prioritized changes was to initiate a zoning text amendment to consider changes to the existing sign regulations.

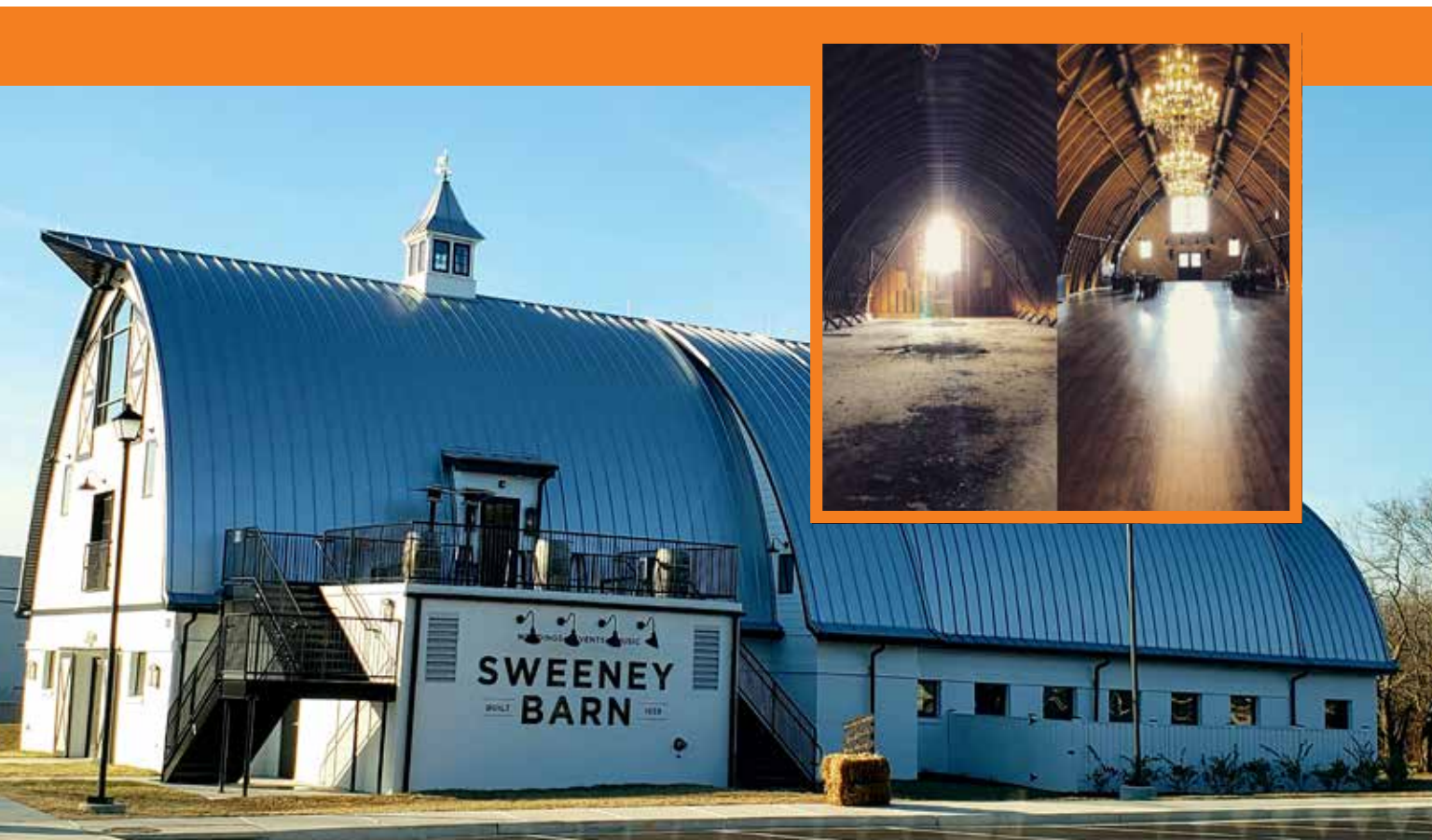
In 2019, the county-wide sign regulations ordinance 19-68 went into effect, which delivers on the goal to “increase flexibility in the design and location of signs,” while preserving the aesthetics and ensuring public safety. Thus, allowing businesses to inform customers about who and where they are located.

## A Legacy of Dedicated Service

Today, Garcia continues to lead the committee's efforts within building development policies, work towards approval of Zoning Text Amendments for Mixed-Use Zoning District, address the Buffer Directive to Protect Existing Vegetation and more.



For nearly 40 years, Mike Garcia has dedicated his passion for business with solid principles in both quality and innovation, and commitment to community service. When not focused on his customers or the community, he can be found making an impact in local youth and community charitable organizations.







**Dewberry, a well-renowned full-service planning, design, and construction firm creates lasting, award-winning and innovative solutions that transform communities across the nation. For more than 60 years, Dewberry delivers deep subject-matter expertise and puts clients at the center of everything it does, with vision beyond the ordinary!**

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### **Connect to the People and the Place Where We Belong**

"It is important for industry and County government to come together to make processes that work for everyone," says Gary Gardner, PE, LEED AP, Civil Engineer, Dewberry and Vice-Chairman, Prince William County Commercial Development Committee. "We are making the places where we work and live better for all that are living within our communities. We do that through our work, by being connected to both people and place."

### **People are Our Most Valuable Resources**

"It is essential to have settings where citizens, County staff, and industry professionals can come together to tell their stories, share their experiences, and voice their challenges. An approach I see in the committee is that we are focused on being proactive and not reactive." added Gardner. "It is very motivating to be part of a group that is passionate about making positive change and creating greater value in the community."

Gardner has served on the committee for 10 years and takes pride in the connections he has within the County. He encourages everyone to participate in the committee and be open to sharing their ideas and knowledge with others to make improvements. He also welcomes participants to call on him or any of the committee members when needed.

"It's important to volunteer and be actively involved in the community in which you live and work. There are many examples throughout our country where this doesn't happen. It's our responsibility to participate and be involved so we can address the needs of our society and how we go forward, how we continue to evolve and be responsive to the community." added Gardner. There are always challenges that arise and ones that no one expected, but we are resolute in moving ahead. We know our efforts today will make the places where we live, work, and play better for our families and future generations."





# Dewberry®

Gary Gardner is an experienced civil engineer located in Prince William County. In his service, he brings to the table Dewberry's culture, that begins with people, community and strong client service, which shows in his commitment to active volunteer service and participation in the Commercial Development Committee.





**John F. Heltzel, AIA, P.C. Architects was first established in 1991. With thirty years of experience, he and his team have created award-winning designs for commercial buildings, custom homes, and renovations of all sizes in Northern Virginia.**

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"I can't emphasize enough how important it is to truly listen to customers, understand their goals and objectives, and help them to prioritize. I use any means of communication that I find effective, from digital scrapbooks and casual discussions to laundry lists or a road trip," explained John Heltzel, President, John F. Heltzel AIA, P.C. Architects, as he explained how he first starts sharing his creative vision with customers. "In general, customers have a tough time understanding codes and especially development processes."

### **Removing Customer Fears and Misconceptions**

"Working together we have taken away some of our customers' fear factors and misconception of the permitting process," said Heltzel, who has served on the committee for over three years. "The group around the table is a very powerful group," said Heltzel. "They are the elite, hardworking men and women in the County, and they are the right people to be in the room."

"Having the Commercial Development Committee is unlike any other County. It has been very, very effective and very helpful to me," said Heltzel, having served on the Fire Rated Assembly Subcommittee and the Submissions Requirement Checklist Subcommittee. The Submissions Requirements Checklist is a fine-tuned list for ensuring successful submissions for a building permit. The checklist helps everyone involved."

### **Moving the Needle Forward**

"Moving the needle forward, we are intent on improving the process. We are making positive strides every day, which means we have to continue to be involved, identify further opportunities to streamline the approach, get away from paper, and increase the speed of communications," said Heltzel. "By way of example, a typical building permit process takes roughly two months. Between the actual work being done in that two months there are a lot of 'air gaps,' as in downtime we can investigate reducing. A perfect analogy is the call-ahead seating option at

Bonefish Grill restaurant. They do not take reservations, but I can call ahead and have my number in the line, and the table will be available as I walk in the restaurant. This is a substantial time savings, where I can be working on plans.”

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John F. Heltzel was born and raised in Prince William County, Virginia. He is highly devoted to his family, customers, and staff, and proud of the brand reputation he and his team have built here in Northern Virginia. Many consider him the go-to guy, that will be more than happy to listen!





**Established in 1902, The Fauquier Bank is a long-serving community bank in Prince William County, a proud supporter of the Chamber of Commerce, and appointee on the Commercial Development Committee. It offers a full range of financial services for commercial and retail customers.**

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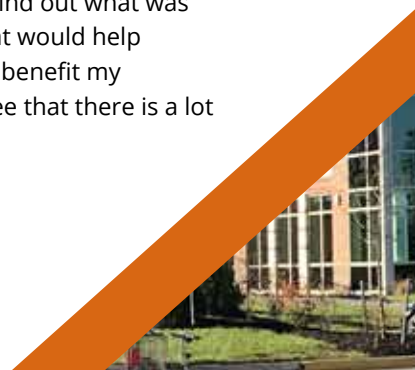
“Think about a customer sinking hundreds of thousands of dollars into a development project and then is about to lose everything, but then is able to salvage the project, which brings jobs and customers into the community,” said Gary L. Jones II, Senior Vice President, Market Leader for Prince William County, The Fauquier Bank. “And it isn’t just about projects, it’s about livelihoods.”

### **Investing in Relationships**

“One particular \$3.5 million project had been delayed and delayed, the customer was dragging their feet and we had been given a couple of extensions. It was then that I was introduced to Wade Hugh and was able to have a frank and open conversation,” Jones shared. “I took over as lender and we completed the project in 60-90 days. It could not have been done without building a relationship, being transparent and open, with a new public partner that has the credibility of truly listening. This had a massive impact.”

This marked the beginning of a long-term relationship. Jones holds a strong belief that Prince William County and the cities of Manassas and Manassas Park are great markets for the business community. In turn, he was pleased to be invited to join the Commercial Development Committee and truly listen to the building industry and community representatives.

“Relationships matter. Our job is not to simply process a customer’s request, but to take time to develop a relationship,” said Jones. “Connecting in my market is what I do, what my customers do. I initially thought that the committee would be a way to meet people, gain knowledge and find out what was going on in Prince William that would help identify new opportunities to benefit my customers. Having joined, I see that there is a lot more to it than that.”





## Providing Stability and Support

"There is a wealth of knowledge in the committee, whereby I have become thoroughly aware of the development project management process, from the ground up." added Jones. "It also holds a long legacy of providing stability and support. Even more importantly, the committee recognizes and values the long-term service of staff, both in the leadership and management positions. This provides a level of comfort that makes people want to do business in the County."

Numerous customers benefitted over the years. "Where I see things that really benefit customers and where I add value are the relationships. Being able to

share information on a project and explain why a certificate of occupancy is critical to the opening date of a new business is imperative." explained Jones. "For example, if a daycare does not open in June-July, due to a minor issue that was not critical for the business, we can discuss alternatives that can avoid a potential two to four week delay that can result in the customer missing a whole business season."

"You've got a relationship with many respected experts, so that when a customer may run into issues on a development project, you can call on a third-party to provide a non-biased perspective, which is absolutely beneficial!" Jones elaborated.



The Fauquier Bank

Gary L. Jones II is a Prince William County native and very active in the community professionally and personally. He has twenty years of experience in the financial services industry, having earned a bachelor's degree from The College of William and Mary and a Master's Degree in Business Administration from George Mason University.





**Miles Friedman & Partners, offers economic development consultations, working in partnership with government, business, and education to grow, support, attract and incubate businesses. Key specialties include strategic planning, performance measurement, workforce development, use of incentives, international trade, training in economic development, and business climate studies.**

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In 1995, the Prince William County Economic Development Council was established as an advisory group on how to support a robust economy, promote business growth, attract target industries, and identify locations for cluster and asset investment. Miles Friedman was a charter member and served for eleven years as Chairman, from 1999 – 2010.

On March 16, 1999, the Board of County Supervisors tasked the Economic Development Council with developing recommendations to improve the development process for commercial projects. The council formed the Commercial Development Taskforce for the purpose of gathering industry expertise in shaping and prioritizing the recommendations.

The initial taskforce was comprised of County staff leadership and managers within the Departments of Fire & Rescue, Planning, Public Works and Transportation. They were joined by members of the Econom-

ic Development Council, and industry member representatives of: the Prince William Chamber of Commerce; the Northern Virginia Building Industry; the National Association of Industrial and Office Properties – Commercial Real Estate Development Association; the Associated General Contractors; the Associated Builders and Contractors; the American Institute of Architects; and the American Society of Civil Engineers.

Open hearings were held to ascertain residents' interests and concerns. "Up until that point, residents were complaining to Supervisors. The taskforce helped demonstrate that the government was forward-thinking, seeking innovative solutions and genuinely cares about residents," shared Friedman. "While many complaints were resolved with fact-based information, fifty percent were legitimate concerns to be addressed. This was sufficient to hire a professional consultant to perform research to support recommendations, as we served in an

advisory and review capacity." Twenty-two recommendations were presented to the Board of County Supervisors.

### **Spirit of Collaboration**

"We were all invested in Prince William County. It truly evolved into a unique partnership and resource; where we built a spirit of collaboration that played a vital role in how we all succeeded together," shared Friedman. "Many staff were involved and engaged across numerous departments to ensure new processes were implemented."

Eventually, this led to the institution of the Commercial Development Management Program, which is the keystone of the project-oriented culture that today continues to promote efficient processing and decision making.

"Collaboration beats confrontation every time," concluded Friedman, who lives in the County. "I can honestly say Prince William is one of the best counties in the country!"



Miles Friedman has over forty years of Economic Development expertise, having assisted multiple economic development agencies across the USA. His long-term volunteer services to Prince William County and the Washington, DC metropolitan region is a true legacy of philanthropic work and devotion to the economic development field.





**The Prince William Chamber of Commerce is the voice of the business community, representing members with a workforce of nearly 70,000. It works to promote Prince William County, as well as the Cities of Manassas and Manassas Park. The Chamber is dedicated to building a solid foundation for the success of its members, with strong emphasis on business growth, economic development, advocacy, education, and community outreach.**

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Since 1999, the Chamber has played a key role in the Commercial Development Committee, previously represented by the former Prince William Regional Chamber of Commerce and the former Prince William County Greater Manassas Chamber of Commerce.

Having access to both business and community leaders, and being able to facilitate conversations and share the opportunities the Commercial Development Committee would bring to the County, was pivotal in standing up the group of Greater Washington Metropolitan DC and Northern Virginia representatives. The alignment of a singular shared mission to advance public-private collective interests that generated innovative programs and yielded economic engines for business growth was instrumental in shaping the quality of life we all now enjoy today.

### **Nurturing Connections**

Belonging to the Chamber as a staff representative or a member brings the responsibility of good community stewardship and that is where attentive listening to each side of the conversation helps nurture strong business connections and long-standing partnerships.

“Having the opportunity to listen to leading respected experts within the fields of engineering, development, construction, building, and banking and continue that dialogue with interested parties, strengthens relationships that allows the Committee to move forward with recommendations that realize real results for the County,” shared Ross W. Snare IV, Senior Director of Operations and Government Affairs of the Prince William Chamber of Commerce. “The Prince William County business community is very agile and able to respond relatively quickly to provide instant solutions to current problems.”





“Great things can be accomplished wherever people connect, especially when representatives from both the public and private sector that are truly passionate about a cause. And typically, we find more positive outcomes are achieved that yield even greater opportunities for our community that truly provides an environment where businesses and people thrive.”

“Now more than ever, we have to invent and influence what we want to see in this world. And this does not mean you have to be an expert in everything to help with something or support someone else,” Snare said. “This is true of the Commercial Development Committee as it has grown to become a solidified group with a twenty-year legacy of solutions-oriented recommendations, that has proven its value and also addressed how we are able to move forward.”

“Even during uncertain times, evaluating processes and seeing what can be done differently to enhance time and efficiency can become a critical support role to help customers. From interview processes for entrepreneurs, startups, and small businesses at different stages to parking policy, these changes can make a difference,” added Snare.

The Prince William Chamber will always represent its members at the Commercial Development Committee, as its staff also works to maintain and expand relationships within all industry sectors, as well as organizations outside of the region that advocate for issues which crosscut shared missions.

“We look forward to what the next decade brings and will continue to be a credible voice well into the future.” added Snare.

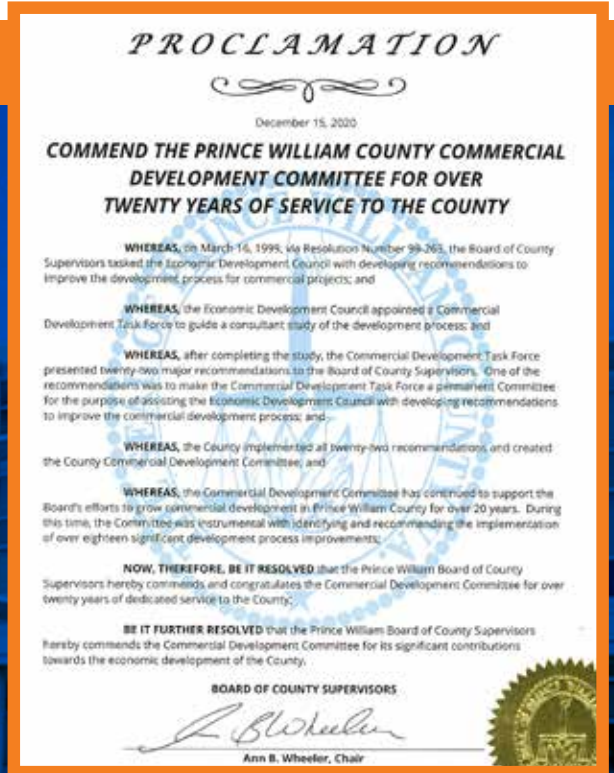


Ross W. Snare IV is Senior Director of Operations and Government Affairs of the Prince William Chamber of Commerce. During his tenure with the CDC, he has brought a vast knowledge of grassroots advocacy, legislative, public relations, and government affairs. He was an avid advocate for the committee in many of his outreach public policy events held by the Chamber and continues to canvass for members to ensure that their needs are being addressed.

Prince William County is the second-largest county in the Commonwealth of Virginia with a population of nearly 467,000. A highly-educated, racially and ethnically diverse population makes the county one of the most globally represented communities in the region. AAA Bond Ratings, awarded annually from all three ratings agencies, confirms a commitment to a thriving and robust economy. Prince William County encompasses a total area of 348 square miles and includes independent cities and towns, state and federal park properties, and Quantico Marine Corps Base. Steeped in rich history, surrounded by beautiful parks and open space, Prince William County is a community of choice where individuals, families and businesses choose to live, work and play.



On December 15, 2020, The Prince William Board of County Supervisors recognized and congratulated the Prince William County Commercial Development Committee volunteer members and staff, with a commending resolution for 20 years of dedicated service to the County. Wade Hugh, Director of Development Services accepted the Proclamation on the Committee's behalf.







# PRINCE WILLIAM

— Development Services

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