

	A	B	C
1	Name	Question	Response
2	CAMOIN STATEMENT OF WORK		
3	Christopher Carroll	Why was this contract directly awarded to Camoin Associates when they had not reviewed the County's targeted industries for five years? What makes them 'the only vendor' that can provide a targeted industry analysis for the County?	The Camoin Associates contract was justified as a sole source contract because Camoin Associates completed a Target Industry Study for Prince William County in 2019. This work provided an in depth analysis of growth in our targeted sectors and recommended action steps to grow these sectors. This gives Camoin Associates comprehensive knowledge of our targeted sectors that cannot be met by any other consultant. The work to be done is an extension of the Target Industry Study and requires a comprehensive knowledge of the County's Targeted Sectors to project the land needed to continue the growth of these sectors in Prince William County.
4	Carey Needham	Why are the metrics in the study formatted in terms of development square footage and acreage, but not also equated to projected tax revenue generation?	The study was designed as land needs assessment tool for the County's Comprehensive Plan.
5	Carey Needham	Why did the scope and parameters of the County staff study and the Camoin study both place clear emphasis on the preferences communicated by the data center industry, and make no account for any considerations reflecting the best interests of the community, environment, and quality of life?	The purpose of the study was to look comprehensively at land needs for 6 of the county's target industries, including advanced manufacturing, federal gov't contracting, healthcare, life sciences, and logistics, in addition to the information and communications technology sector, which includes data centers. The study is intended to be a broad look at the needs of each of these sectors to provide information on the potential scale of demand over the next 20 years compared to supply. This is one "piece of the puzzle" to be used by County leadership to make informed decisions about future development in the County.
6	Carey Needham	How much did the County pay to have the Camoin study prepared?	\$39,000
7	Nancy Armour (via chat)	Will there be another meeting??	There is not a plan to have another meeting on the Targeted Industry Land Needs Analysis. There will be public hearings with the Planning Commission and Board of County Supervisors on the Comprehensive Plan Update and PW Digital Gateway CPA.
8	CAMOIN REPORT QUESTIONS		
9	Edward Donohue	Camoin cites The Impact of Data Centers on the State and Local Economies of Virginia, prepared for Northern Virginia Technology Council, Magnum Economics, 2020, was sponsored by several companies who directly benefit from data centers, including Amazon (AWS) and Cloud HQ. How did Camoin vet the impartiality of the report before using it?	Camoin did not use the NVT report's methodology. It was a source that was consulted along with many others as part of a review of the literature to gain an understanding of previous research conducted on the topic. Camoin reviewed a variety of sources for the analysis, as cited in the references, combined with a review of metro-wide real estate data and the firm's experience conducting lead generation campaigns for data centers.
10	Edward Donohue	Further, if one provides the information to receive the NVT report, it is incomplete. The report states in several footnotes "The methodology for estimating and characterizing 2nd round effects is described in detail in the separate Appendix that accompanies this report." There doesn't appear to be a way to access the appendix. Did Camoin have access to the appendix? If not, can Camoin explain how it determined it could rely on the methodologies used in the report? If it did have access to the appendix, can Camoin share it?	Same as above.
11	Ken Grim (via chat)	Did the study identify the number of parcels which could undergo redevelopment in the overlay opportunity zone?	Redevelopment was considered, but only for underdeveloped properties identified in the Buildout Analysis.
12	STUDY ASSUMPTIONS (30-ACRES)		
13	Greg Gorham	In the document you state a data center requires 30 acres, preferably 100 acres. This limits available data center land to 300 in the planned area. Using that approach, there are only 2 parcels in the proposed expansion area along Pageland that can be used for data centers. With buffer requirements equal to Latsios data center development, many parcels in the proposal can't be used for anything other than the current use. All the others or a significant majority are under 30 acres. Your logic implies there are only 200 estimated in the entire proposed area. Your logic is obviously flawed or at least poorly conveyed.	100 acres was not used as a threshold in the report – the statement about sites of 100 acres was included to provide context around the large sites that data center operators are often inquiring about. The 30-acre minimum is a common metric used by data center site selectors and developers when considering potential sites to locate a data center. In Camoin Associates' firsthand experience conducting lead generation campaigns for economic development organizations seeking data centers and speaking with data center operators, sites of at least 30 acres is a commonly cited threshold. That is not to say that data centers cannot be developed on smaller parcels. However, it would be misleading to imply that all or most parcels smaller than 30 acres would be desirable to a data center developer and would overstate the availability of suitable land in the county for such development. For argument's sake, if parcels in the data center overlay district between 10-30 acres were included, all else being equal, this would increase total potential data center buildout potential by about 2MSF, which is just a 6% increase over the 33.4MSF of total capacity identified in the study.
14	Bill Wright	Why did the County prejudice the Camoin report by providing its own disproven assertions about land availability and suitability in its contract solicitation documents?	Staff does not agree that the Camoin report was prejudiced by sharing available information.
15	Kenn Knarr	What is the rationale or justification for using 100 acres as the industry standard for a state of the art data center campus?	100 acres was not used as a threshold in the report – the statement about sites of 100 acres was included to provide context around the large sites that are desirable to data center operators.
16	Bill Wright	Why does the County continue to declare parcels in the overlay district less than 30 acres unsuitable when there have been recent news reports of several being developed for data centers?	Distinction of 30 acre SITES vs 30 acre parcels. Parcels may be assembled to create developable sites.
17	Bill Wright	Why does the Camoin report cite anecdotal information regarding some data center companies' preference for 100 acre lots when that is clearly not a prerequisite for development?	The comment was to provide context.
18	Edward Donohue	There seems to be some disagreement on whether data center companies only prefer lots over 100 acres since many have developed on smaller parcels. Can Camoin provide a source for this assertion? The presentation posted online now discusses a 30 acre minimum size, although there is no citation for that number either. Did Camoin do any research, or can it cite to any research to establish the size of the parcel needed to support Data Center development?	The question was previously answered in this section.

Targeted Industry Land Needs Q and A with Responses

	A	B	C
1	Name	Question	Response
19	Bobbie Kelly	Where is the documentation/justification that PWC will lose data center opportunities where smaller parcels are available and currently zoned?	Not all data center projects have the exact same requirements. There is market demand for large sites. Recently a 100 acres was purchased outside the Data Center Overlay. There are rezoning applications in PWC for large sites (100+ acres). Frederick Maryland won a 2,100 acre data center site.
20	Carey Needham	Why was the May 27, 2021, study of market viable parcels in the existing DC Opportunity Zone conducted by senior PWC staff so incomplete and inaccurate, and why did County board members and senior staff continue pointing to this flawed and inaccurate study as the baseline for community discussion, even when the flawed premises became well documented and apparent?	The May 27, 2021 memo was not used as the basis of the Camoin Study. Staff has stated its assumptions in its May 2021 memo and residents are free to challenge any assumptions made in the analysis. It does not invalidate the analysis.
21	Carey Needham	Why did the Board and senior County staff continue to apply the same flawed and arbitrary study constraints to the scope of the Camoin study, even after the flaws and inaccuracies of the May 27, 2021, study had been repeatedly brought to light by members of the community?	The Targeted Industry Land Assessment (the study) used an entirely different methodology than the Market Viability Analysis. The study relied on parcels identified in the county's buildout analysis to determine the availability of land for targeted industry development. The buildout analysis was not used in the Market Viability Analysis.
22	Carey Needham	Why has the BOCS and senior County leadership continued to point to the May 27, 2021, staff study as the baseline of accurate information for over a year, despite the widespread community recognition that the information contained in the study was arbitrary and the study results were incomplete and inaccurate?	Same as above.
23	Carey Needham	Why did the development capacity study conducted by County staff dismiss the development potential for parcels in the DC Opportunity Zone that had environmental and topographic challenges, and dismiss parcels requiring a land use entitlement step (CPA or rezoning), but the Board and staff concurrently pressed forward with the PWDG CPA which clearly has these same, and numerous other, development challenges?	Staff understands this question to be about the May 21, 2021 memo. The memo includes a full explanation of the criteria/assumptions. The memo identified parcels that could become available to market within a short time frame without significant investment to make the sites "ready".
24	Carey Needham	Why did the PWC Board and senior staff direct the use of arbitrary constraints sourced directly from the data center industry to disregard DC development on parcels less than 30 acres in the Camoin study?	The question was previously answered in this section.
25	Carey Needham	Why did the PWC Board and senior staff direct the use of arbitrary constraints sourced directly from the data center industry to disregard DC development on assemblages of smaller parcels?	Business intelligence from data center operators and developers provides insight into how Prince William County can position itself competitively compared to other locations for economic development. Because the industry is unlikely to seriously consider small, unassembled parcels in Prince William County when other locations have large sites ready to accommodate data center development, it would be unreasonable to assume these parcels have real development viability for data centers.
26	Bill Wright (via chat)	Why does the County continue to declare parcels in the overlay district less than 30 acres unsuitable when there have been recent news reports of several being assembled and developed for data centers?	The question was previously answered in this section.
27	Bill Wright (via chat)	Why does the Camoin report cite anecdotal information regarding some data center companies' preference for 100 acre lots when that is clearly not a prerequisite for development?	The question was previously answered in this section.
28	Bill Wright (via chat)	Why did the County prejudice the Camoin report by providing its own disproven assertions (e.g., DOED May 27, 2021 memo) about land availability and suitability in its contract solicitation documents?	The question was previously answered in this section.
29	Greg Gorham (via chat)	So the 30 acre parcel size is the "smallest", generally. There are just a few parcels over 30 acres in the proposed Gateway amendment area. I assume these parcels can be combined within the Gateway proposal. Why did this report claim a single parcel had to be 30 acres or larger in existing Data Center overlay area? That logic drastically under states the available land for data centers.	All sites are different and 30 acres is a generalization received from data center and site selectors needed for a site. While parcels are the unit of analysis as that is the data that is available, a site's total acreage is the key factor. Sites may have multiple parcels that make up the total site. Digital Gateway has a lot of parcels combined together that provides large sites for potential data center development.
30	Greg Gorham (via chat)	How many parcels in the Gateway proposal area are 30 acres or larger? What percentage of the whole area is the sum of parcels 30 acres or larger? The remaining area (parcels less than 30 acres) cannot have data centers? I am assuming all the area in the Gateway proposal is viable for datacenters even though many parcels are smaller than 30 acres. And that doesn't apply to the existing data overlay area?	Digital Gateway was not the focus of this study.
31	Bobbie Kelly (via chat)	Many of those current industrial sites that you are eliminating because they exist may be incentivized to relocated if the price is right — which is not a foreign concept to where to put data centers — you have eliminated a source? Why?	The purpose of the study is to evaluate whether the County has enough land planned for these targeted industries to grow over the next 20 years. We also need land for other businesses that might not be targeted industries but still serve the County and public. We don't want to assume that our non-targeted industry uses, industrial or retail uses need to leave the County so target industries can grow. It's true that some business may choose to relocate if the price is right, but a better solution would include a plan that accomodates many different uses in the County.
32	DEMAND AND GROWTH RATES (LOW-MID-HIGH)		
33	Edward Donohue	Please explain what Camoin used to determine anticipated demand for Data Centers, rather than simple forecasts. The charts that appear in the PowerPoint, and in the May 2022 report are simply projections based on prior development; surely Camoin did some research to determine future demand.	The high, midrange, and low demand scenarios illustrate a range of possible demand based on the County's capture of metro-wide projected demand. These scenarios are projections based on recent development trends both locally and regionally and an understanding of the growth potential of the data center market nationally and in Northern Virginia. Making projections based on recent trends is standard methodology in real estate market analysis.

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1	Name	Question	Response
34	Rosemary Brown Wright	The Camoin report listed three potential demand scenarios: low, medium and high. Where did it state and substantiate which demand scenario applies to Prince William County?	The purpose of the demand scenarios is to provide a range of what is possible based on the county's share of expected future region-wide development for each facility type. Actual demand will be impacted by overall health of the global, national, and regional economy; growth of individual industries; competitiveness of the county and region compared to other locations; and the availability of sites and infrastructure that meet the needs of prospective developers. The County's actions to either encourage or discourage certain types of development will impact the demand for that development and ultimately determine which scenario that county is in.
35	Nancy Armour	I do not understand why the study and the County is looking at how much land we will "need" for data centers. Can you explain why the study didn't focus on how much we WANT?	The study was focused on demand for targeted industries over the next 20 years. This information is provided to the Board of County Supervisors (BOCS) in order for them to decide the how much the County wants.
36	Jessica Grove	The report lists three potential demand scenarios: low, medium and high. Where did it state and substantiate which demand scenario currently applies to Prince William County?	Answer provided in this section.
37	Jessica Grove	Camoin doesn't address what PWC "needs." And what is the measure of need. Is it tax revenue? How much? Loudoun has 25 million sq ft and realizes 40% tax base from that. PWC has published a target of 35%. So what is the need for which we will pave over vulnerable historic sites and environmentally sensitive land?	The statement of work was a supply demand analysis. This information is provided to BOCS to help them determine PWC needs.
38	Bobbie Kelly	What is PWC growth target for data centers?	Determined by land use policy set by BOCS.
39	Christopher Carroll	How will it be decided if we are in a low/medium/high demand for each of the industries?	Answer provided in this section.
40	Carey Needham	Is this general study effort predicated on determining how much square footage of industrial, data center and targeted industry development sprawl can be wedged into PWC, or is there a more strategic tax revenue generation goal?	The Camoin study scope of work was to conduct an independent analysis to determine the past performance of targeted industries, provide future industry projections, and compare that with available zoned and planned commercial land to determine the pipeline of suitable land for economic development purposes for the next 20 years.
41	Mike Grossman (via chat)	Did you interview data center developers regarding projected demand? I am curious because our buyer of approximately 800 acres in the Pageland corridor is telling us if construction labor constraints and general contractor capacity constraints were not present, they could have 100% of the 10+ million SF associated with their rezoning application built out and absorbed in 5 to 7 years. This is specific to the Pageland corridor which would support large enterprise campuses. It seems to me that if capacity was available for enterprise campuses, the "High" demand scenario of 48 million would be likely. I appreciate your comments.	Camoin did not interview data center developers as part of this statement of work.
42	FAR QUESTIONS		
43	Edward Donohue	The report seems to assume low FAR to project buildout capacity. Will Camoin please explain the basis for its assumptions? What is the actual FAR being approved and what would continuing the average buildout capacity be? Why wouldn't the county want to encourage a more robust FAR, by for example increasing heights or reducing setbacks to maximize the available build-out in the areas of the county planned and zoned for Data Centers, such as the DCZOD?	<p>The report used FAR assumptions specific to each zone and land use designation, as used in the Buildout Analysis, based on the county's current land use policies. The FARs used in the analysis reflect the average FAR values (which vary from zone to zone) used in the county's buildout analysis. The average FAR across all component areas used for the analysis is about 0.2. A review of county parcel data conducted for this analysis shows an average FAR of 0.25 for data center parcels developed since 2012. Some future data centers may be developed at a higher FAR and others at a lower FAR. The study seeks to use a reasonable average that can be expected based on the county's existing land use policies.</p> <p>The purpose of page 52 of the study is to illustrate how adjusting land use policies to encourage or require higher density development could result in lower land need to support demand. The report did not speculate as to the degree to which specific areas of the county could or would be more intensively zoned beyond existing future land use designations.</p> <p>While data centers could be developed at higher densities given existing land use policies, it is unrealistic to believe that they will be unless policy is adjusted to require a minimum level of density.</p>
44	Bill Wright	The Camoin report assumes an unrealistically low FAR to project County buildout capacity. What is the actual average FAR being approved and what would the buildout capacity be if the actual FAR was used?	Answer provided above. The <u>maximum</u> allowed FAR varies based on the rezoning approval. Maximum FAR also varies by district. The maximum FAR in the M-1 and M-2 districts is 0.5 FAR. The maximum FAR in the M/T district is 0.75. Projects are often not built to their maximum FAR. A higher FAR equates to reduced land acreage needed to support the same building area.
45	Elena Schlossberg	The Camoin report references the Independent Hill SAP area for data center development. Can you tell me what parcel(s) they identified?	Per p. 48 of the report, the methodology assumes that data centers can be accommodated on the portions of each small area plan designated for industrial buildout potential. The Technology/Flex "TF" designation comprises the bulk of potential industrial buildout within Independent Hill. There are approximately 220,940 acres in Independent Hill designated TF. These are located on the east side of Dumfries Road. Additionally, as it relates specifically to data centers, the Independent Hill Small Area Plan notes that the Public Facility Office "PFO" designation could include data centers. A nearly 40-acre portion of GPIN 7991-04-7237 was identified and included in the chart below for the purpose of estimating potential acreage for data centers. Those acreages total 261.
46	Ally Stoeger	The FAR average for Gainesville Crossing, Village Place Tech Park, I-66/29 is over 0.60, which is three times the 0.20 FAR the Camoin study assumes. Using 0.60 FAR would result in a conclusion that PWC needs 16 million square feet to meet high data center demand by 2041, not 48 million as this study cites. On the last page of the study, page 52, Camoin states that it could have used 0.20 FAR or 0.50 FAR. If the goal of this study is for data center zoning planning, can the planning office explain how it benefits the people of PWC to have a study that may be correct for the other businesses in this report, but not correct for data centers?	Answer provided above.

1	A	B	C
	Name	Question	Response
47	Carey Needham	Why did the PWC Board and senior staff direct the use of arbitrary constraints on projected FAR densities in the Camoin study, despite actual data showing that higher FAR densities are actively being sought and approved for the most recent data center development proposals?	Answer provided above.
48	Carey Needham	Everything else being equal, does a higher FAR directly correlate to a lesser demand for acreage to be developed?	Yes, all else being equal, a higher FAR equates to reduced land acreage needed to support the same building area.
49	Bill Wright (via chat)	The Camoin report says "the average FAR across all component areas used for the Target Industry Land Need Analysis was approximately 0.20". But it also says "under a higher density scenario with an average FAR of 0.50, buildout capacity could be as high as 162 million square feet." The latter figure is much closer to what is actually being approved in PWC. What does that say about the credibility of the report's buildout capacity projections?	Answer provided above.
50	Bill Wright (via chat)	The recent Data Center Fiscal Impact Analysis from PFM Group Consulting says the allowable FAR within the overlay district is 1.0, while outside the district it is 0.5. Yet the Camoin report assumes an unrealistically low FAR of 0.2 when computing potential buildout capacity. What would the projected capacity be if the report used the true allowable FAR figures?	Answer provided above.
51	Ally Stoeger (via chat)	The 20/20 buildout analysis showed the average of all the listed industries as an average industries on page 41 as 0.239. The most recent data center approvals in my neighborhood are over 0.60 and all others as well over 0.50. Everyone knows this report will be heavily used by proponents of the PW Digital Gateway. Why as a FAR that even reduced downward the average state in the 20/20 Buildout and not 0.50 which is more typical for data centers. Should there note be a disclaimer that this report is not valid for data centers?	Answer provided above.
52	Ally Stoeger (via chat)	Why was the FAR disclaimer NOT mentioned in the video and only mentioned in page 52 of a page 52 study.	The video was intended to cover highlights of the report. Detailed information on the methodology has been provided and staff has attempted to address the follow-up questions.
53	PLANNING TOPICS		
54	Mike Kitchen	How can the county best provide sufficient land for both conventional industrial as well as data center development without the two having to compete with each other? And is there sufficient land planned for residential uses of all types and affordability ranges that will provide sufficient housing for anticipated growth and employment?	The Planning Office has heard that a competition for land exists. The Board can address competition through the Comprehensive Plan Update and the Zoning Ordinance. The Comprehensive Plan is currently being updated, and staff recommends including additional land use designations that discourage data centers as a primary use. The Zoning Ordinance (and Data Center Overlay) can also include incentives and disincentives for data center uses. Please see the 2040 Comprehensive Plan Update for additional information about proposed land use plan updates and updates to the housing chapter that aims to address housing affordability in the County.
55	Mike Kitchen	Is there an opportunity to replan land currently proposed for office or repurpose existing outdated/underutilized retail space?	The Comprehensive Plan Update has been drafted to include flexibility in land uses so redevelopment of outdated/underutilized retail space is possible and supported.
56	Paula Daly	Why are you not considering transition Zones between Data Centers and residential areas and schools?	Concepts of transitions between land uses (or between incompatible land uses) should be addressed through the Comprehensive Plan, Zoning Ordinance, and/or Design and Construction Standards Manual. This is outside the scope of this study.
57	Nancy Armour	Did the study factor in the citizens priorities as defined by the recent survey that was conducted?	The study was an supply and demand analysis.
58	Christopher Leet	What is the current status of the Digital Highway?	Information on PW Digital Gateway may be found here: https://www.pwcva.gov/PWDigitalGateway
59	Ken Grimm (via chat)	Are the rezoning applications for both PWDG North and South under active consideration now?	Yes
60	Bill Wright (via chat)	So you can't give the public a straight answer on data center capacity under development because of confidentiality agreements? Are you serious? How are we expected to evaluate the necessity of further development? Are we expected to just trust corporations that want to shield information from us? BS flag. There should be NO further approvals without full public disclosure. Have we surrendered our County's sovereignty to data center operators?	Detailed information has been provided about data centers that are in the planning process, operational, and under development. Information that is under non-disclosure agreement cannot be provided.
61	Nancy Armour (via chat)	What is the review/approval process as a developers site plan changes? I lost the plot now... are you saying that the DC gets a site approval but then they change it or evolve so the total sq footage could be very different than what was originally assumed? Please re-explain that site approval and how it changes as they get going on their build...thanks	After a rezoning, a site plan is required prior to the issuance of permits. While a rezoning may be conceptual in nature (and approve a maximum scope of development and a maximum FAR) the site plan is the specific detailed plan of development with grading and engineering detail. The square footage of development proposed in a site plan is often less than the maximum capacity approved with a rezoning. This happens for many reasons, including environmental, engineering, and design constraints. Also site plans may be, and are frequently, submitted in phases, so a large project may be built out over many years. Some projects will never reach their maximum rezoned capacity and those initially approved FARs.
62	Bill Wright (via chat)	At the 7/13 Planning Commission meeting, I heard Rebecca Horner say the purpose of the Camoin report is to inform the Comprehensive Plan. Then why is it cited as potential justification for the Prince William Digital Gateway and why is that proposal preceding the approval of the Comprehensive Plan? Shouldn't the County be assessing if the PW Digital Gateway is compatible with the revised Comprehensive Plan after that plan is approved? Isn't the logical sequence reversed?	The Board has asked that the Comprehensive Plan Update reflect alternatives to PW Digital Gateway, in the event that PW Digital Gateway CPA is not approved. The Planning Office is proceeding with that guidance.
63	Chris Carroll (via chat)	Does the IT2 zoning actually exclude data centers or does it just "discourage" data centers?	The Comprehensive Plan is a policy guide. It is not a regulation. Using "mandatory" or "require" language would be using the Comprehensive Plan in an inappropriate manner. A comprehensive plan is not applied like a zoning ordinance or regulation. Data centers are not listed as a primary use in IT-2, and they are "discouraged".
64	Paula (via chat)	Where is the Comp Plan consistency with rezoning 2,100 acres of current A-1 to Tech/Flex. It seems that you did not discourage QTS and Compass.	This question is about PW Digital Gateway. The Applicant has requested (and the Board has initiated) a change to the existing Comprehensive Plan through the CPA process. If the CPA is approved, the rezonings will be reviewed for consistency with the approved Comprehensive Plan guidance.
65	Chris Carroll (via chat)	By the way, when will the overlay be released?	We do not have a release date for the draft map. We will update that project with any new information that is available.
66	NEW DATA AVAILABLE		

Targeted Industry Land Needs Q and A with Responses

	A	B	C
1	Name	Question	Response
67	Greg Gorham	Can you update the number of available acres in present data center overlay area, including area presently used for other purposes, that can be redeveloped for data center use?	There are 79 uncommitted parcels in the DC overlay district totaling 684 acres. These are parcels not currently committed for other uses that could hypothetically be used for data center development, ignoring constraints around parcel suitability for data centers.
68	Nancy Armour	Did the Camion report use the data center land calculation that was recently published in the PW Times newspaper?	No
69	Christopher Carroll	Please provide the back-up documentation on all parcel/MSF/acreage calculations that Camoin claims throughout the document.	Spreadsheets have been provided and are available online at https://www.pwcva.gov/department/planning-office/targeted-industry-land-need-analysis
70	Carey Needham	Why was more complete and accurate information that is so readily available citizen and reporters from PWC land development records never accounted for the Board and county staff in this report?	The Camoin study used a different methodology that takes a comprehensive look at land needs across targeted industries across the entire County for the next 20 years. The purpose of the study was not to focus exclusively on data centers, or to inventory the location of data centers.
71	Carey Needham	How is it possible that after more than a year of discussion, a local investigative reporter and two residents have been able to conduct a more complete and accurate assessment of the information on the square footage of date center under development in the planning stages, and of the future data center capacity available in the DC Opportunity Zone?	Please see the answer above.
72	Carey Needham	When will the County direct the production of an updated data center development capacity analysis that incorporates a more complete and accurate methodology for the higher FAR densities that are being approved; and to address the development capacity on parcels less than thirty acres, including the assemblage of smaller parcels that should be an expectation of the date center developers?	At this time County staff does not have a plan to conduct any additional studies with new methodologies that are not in the existing work program. The Board of County Supervisors can direct and fund additional studies to be completed, if desired.
73	Carey Needham	When will the County direct the production of an updated, and more complete and accurate, analysis of the square footage of data center development that is: 1) Currently in operation, 2) that is currently in the planning and development process, and 3) available within the DC Opportunity Zone based on all parcel sizes, assemblages, and a more accurate and appropriate FAR?	There are online resources with much of this information: <ul style="list-style-type: none"> *A list of operational data centers has been posted on the website. https://www.pwcva.gov/assets/2022-07/2022.07.14_Occupied%20Data%20Centers.pdf. *DAPS report is updated nightly and reflects current development activities under review by the Planning Office (including data centers). *Pending Cases Mapper is updated regularly. *ePortal is an online tool to search planning and permitting activities. *The Planning Office also has a Frequently Asked Questions document on the Data Center Overlay page that has been updated to reflect key findings from major related studies and recent application submissions: https://www.pwcva.gov/assets/2022-08/Frequently%20Asked%20Questions.5.12.22%28updated.8.23.22%29_0.pdf *Please note that Development activities are ongoing. Any static documentation provided will only be a slice in time.
74	Carey Needham	How many total square feet of data centers and other targeted industry facilities are online and operational in PWC, and why has the actual tax cost to PWC residents continuously increased even with all that targeted industry development in place?	Questions about the County's tax policy should be directed to the Department of Finance. Tax policy is outside of the scope of this study. For questions about the square feet of targeted industries, please see the completed Targeted Industry Land Needs Assessment Real Estate Trends section of the report.
75	Kathryn Kulick	Are the square footages for operating data centers still correct?	As of 7/14/2022 - 5,801,575 square feet of data centers are occupied (defined as having a occupancy permit).
76	Kathryn Kulick	Have there been any additional data centers that have received occupancy permits and are no longer "under development"?	A list of operational data centers has been posted on the website. https://www.pwcva.gov/assets/2022-07/2022.07.14_Occupied%20Data%20Centers.pdf
77	Kathryn Kulick	Are any of the square footages listed as TBD that are now known?	A list of operational data centers has been posted on the website. https://www.pwcva.gov/assets/2022-07/2022.07.14_Occupied%20Data%20Centers.pdf
78	Kathryn Kulick	Is the acreage for parcel GPIN 7496-47-2405 correct?	The acreage listed in County Mapper is 253.9214.
79	Kathryn Kulick	Have any other new data center requests been submitted? If so, how many, land area, square footage, etc?	The Planning Office has a Frequently Asked Questions document on the Data Center Overlay page that has been updated to reflect recent rezoning application submissions: https://www.pwcva.gov/assets/2022-08/Frequently%20Asked%20Questions.5.12.22%28updated.8.23.22%29_0.pdf . For the most up to date information on the status of rezonings and special use permits, please see the DAPS report, which is updated nightly (https://eservice.pwcgov.org/planning/documents/DAPS/DAPS.pdf)
80	Greg Gorhan (via chat)	The Camoin report states that the upper limit of data center demand within the next 20 years is 48 million square feet. An investigative reporter has confirmed that the County is likely to surpass that figure with data centers already operating or under development. When will the County release a definitive document citing the number and total square footage of data centers operating, under development and in the planning process?	The question was previously answered. There are online resources with much of this information described in this section.
81	Bill Wright	The Camoin report states that the upper limit of data center demand within the next 20 years is 48 million square feet. When will the County release a definitive document citing the number and total square footage of data centers operating, under development and in the planning process?	This question has been previously answered in this section. A list of operational data centers has been posted on the website. https://www.pwcva.gov/assets/2022-07/2022.07.14_Occupied%20Data%20Centers.pdf
82	Chris Carroll (via chat)	Will Camoin's backup appendices be shared that document how their calculations were done? For example- on p.5, 12.7MSF can be built on parcels owned by data center developers totaling 823 acres...what is the list of those parcels?	Spreadsheets have been provided online at https://www.pwcva.gov/department/planning-office/targeted-industry-land-need-analysis
83	Jill Palermo (via chat)	Can the county release the list of data centers that was used to compile the data on this map, which was part of the PFM report released today?	A list of operational data centers has been posted on the website. https://www.pwcva.gov/assets/2022-07/2022.07.14_Occupied%20Data%20Centers.pdf

	A	B	C
1	Name	Question	Response
84	Bill Wright (via chat)	The most troubling aspect of this presentation is the County's continued refusal to transparently share information about data center capacity under development. How are we supposed to gauge where we are on the path to meet targeted demand if the County owes more allegiance to corporations demanding secrecy than it does to its taxpaying citizens? You are withholding essential decision-making information from the public. This is why I have to assemble my own data from County sources - because our government won't. If I can do it, why can't (won't) you? UNACCEPTABLE.	Staff does not agree that the data provided is not transparent.
85	TAX REVENUE		
86	Nancy Armour	Did the study factor in the impact of increasing the tax rate to the standard rate being paid by Data Centers across VA to see the potential impact that the cost of being in PW might impact the demand?	The study did not take in tax revenue as a factor. It was not part of the statement of work.
87	Nancy Armour	Is there data that can show the citizens what the County budget will look like when all these targeted industries are paying taxes? How much revenue will we see?	The project team does not have this data. Revenues were not a part of the statement of work for this project.
88	Bobbie Kelly	If the desired balance is between high growth potential/fiscal revenue against high land consumption why does PWC computer and peripherals tax rate on data centers remain below the prevailing rate of the industry in its competitive market?	Tax rates were not a part of the statement of work for this study. Tax Rates are decided by the Board of County Supervisors. The Board has raised the computer and peripherals tax rate each of the past 3 years.
89	Bobbie Kelly	If the projected demand for data centers remains high what is the risk to raising the data center computer and peripherals tax rates?	Tax rates were not a part of the statement of work for this study. As background information, the BOCS has stated they plan to set a 5-year plan to raise the tax.
90	Sally Chandler	Isn't it true that building the Digital Gateway will help with Prince William Counties' self-set goal of reaching a 35% commercial tax base, and potentially ease the tax burden on land owners?	While not specific to Digital Gateway, a study conducted by PFM to determine the fiscal impact of data centers to Prince William County can be found https://www.pwcva.gov/assets/2022-07/Data%20Center%20Fiscal%20Impact%20Analysis_6.30.22_lock.pdf
91	Sally Chandler	Couldn't we use the profits generated from building the Digital Gateway be used to help fund our schools, which need more money anyway?	Digital Gateway was not the focus of this study (Targeted Industry Land Needs Assessment). In general, 57.23% of tax revenues generated go to the Schools according to agreement.
92	Sally Chandler	Shouldn't we be supporting projects, like the Digital Gateway, which would generate thousands of jobs for people here in Prince William?	While not specific to Digital Gateway, a study conducted by PFM to determine the fiscal impact of data centers to Prince William County can be found https://www.pwcva.gov/assets/2022-07/Data%20Center%20Fiscal%20Impact%20Analysis_6.30.22_lock.pdf
93	Sally Chandler	Couldn't the Digital Gateway create funding for initiatives of the 2021-2024 County Strategic Plan that otherwise cannot be funded, such as access to affordable public transportation, housing, parks, and open space projects?	Digital Gateway was not the focus of this study (Targeted Industry Land Needs Assessment). Data centers projects, in general, help expand the County's commercial tax base. The Board of County Supervisors set tax rates and appropriates County funds as part of the budget process. County staff cannot answer the specific questions about budget priorities.
94	Irene Magnani-Kelley	Since the Camoin's report TakeAway states, high land consumption and relatively low job generation, is associated with Data Centers, expansion of the overlay, would it not be a better solution to raise taxes for existing data centers and future data centers in the overlay, combined with land use given to offices, medical offices, labs and manufacturing to produce a better source of revenue and jobs for PWC.?	Revenues were not a part of the statement of work for this project. The project team cannot offer tax policy recommendations.
95	Laurie Snyder	Couldn't the Digital Gateway create funding for initiatives of the 2021-2024 County Strategic Plan that otherwise cannot be funded, such as access to affordable public transportation, housing, parks, and open space projects?	Answer provided above.
96	JP Rafla	Doesn't PWC currently risk losing out on extremely valuable and needed tax revenues generated by Data Centers if NEW and much larger sized acreage doesn't become available? Wouldn't gaining access to previously unavailable acreage in PWC vastly improve our ability to compete with neighboring counties for these valuable and needed commercial tax revenues which directly benefits our schools, our first responders, and can relieve our excessive real estate tax burden?	Tax revenues were not the direct focus of this study.
97	Carey Needham	What impact does the current PWC tax rate for data centers that is 60% discounted relative to Loudoun County, have on the data center industry interest and demand in PWC?	The study did not take in tax revenue as a factor. It was not part of the statement of work.
98	Carey Needham	Is there an underlying study assumption on the applicable tax rate for the targeted industries in the study or is tax rate not considered; and is the current applicable tax rate assumed for the twenty-year study window, by default?	The study did not take in tax revenue as a factor. It was not part of the statement of work.
99	Carey Needham	For the data center component of the study, simple mathematics indicate the total square footage of data centers required to meet a strategic PWC tax revenue goal would be reduced by a factor of 2.5 if the current 60% discounted data center tax rate was equalized to be consistent with the Loudoun County tax rate, correct?	As Loudoun County and Prince William County have different tax bases and different real estate rates, and real estate appraisers, comparing the computer and peripherals rate is not an exact comparison.
100	Stephen Kott	Our county's funding needs continue to increase year after year. Isn't the PW Digital Gateway the exact type of commercial project the county should approve in order to solidify and add stability to our county's financial future without adding additional tax burden to our residential taxpayers?	Digital Gateway was not the focus of this study (Targeted Industry Land Needs Assessment). In general, data center projects help expand the County's commercial tax base. The Board of County Supervisors set tax rates and appropriates County funds as part of the budget process. County staff cannot answer the specific questions about budget priorities.
101	POLICY		
102	Bobby Kelly	Why is PWC acquiescing to the perceived demands of the data center industry when the county should be developing/implementing land use guidelines that protect the citizens and assets of their own county, that is, not dictated by the industry rather managed by PWC?	The County is currently developing land use policies with the Comprehensive Plan Update (Pathway to 2040). For more information see: www.pwcgov.org/pathwayto2040 .

Targeted Industry Land Needs Q and A with Responses

1	A	B	C
	Name	Question	Response
103	Bill McDow	The summary statement about data center impact of balancing the overuse of land along with very low job generation of jobs against potentially high revenue generation for PWC is the primary issue. Why the decision to change our total way of life through overdevelopment of land with an industry that requires large amounts of land and produces few jobs just for the money? Additionally, given the half life of IT and how data center technology might easily change, this land grab decision could end up going the way of underutilized shopping centers in years down the road with no easy way restore the land.	The study (Targeted industry Land Needs Assessment) is a supply and demand analysis. The Board of County Supervisors decides land use policy for the County.
104	Carey Needham	While the real cost of personal property, real estate, and meals/beverage taxes for PWC residents continue to increase year after year, how long does the Board believe it is fair and reasonable to continue extending a 60% tax rate discount to the data center industry, with that discount being subsidized by the tax paying citizens of PWC?	Unable to answer, as that is a question for the Board.
105	Carey Needham	With an unconstrained assessment of data center development demand that is based on the development preferences of the data center industry, at what point does the Board balance that blind interest in targeted industry and data center development with the adverse development impacts; and with the best interests of the community, the environment, our historic and cultural resources, and overall quality of life in PWC?	Unable to answer, as that is a question for the Board.
106	Carey Needham	What are the Board criteria for weighing the benefits and detriments of the different targeted industry uses with each other, such as job creation, lack of job creation, environmental impacts, loss of open space and tree cover, and compatibility with adjoining land uses?	If a land use change is requested on a particular property (through rezoning or special use permit), an evaluation is done on the strengths and the weaknesses of a proposal based on the adopted Comprehensive Plan policies. A staff report is drafted summarizing the analysis and is provided to the Board of County Supervisors and the public before a public hearing on the application. The Board weighs the merits of the project and may approve or deny the proposal.
107	Carey Needham	Has the Board and County staff conducted an assessment of the collateral, life cycle cost impacts of the massive targeted interest development demand, including stormwater erosion/sedimentation, stream and water quality degradation, drinking water supply impacts, sanitary pump station and treatment plant expansion, climate change, electric and water infrastructure demand costs, transportation system improvements and impacts, and negative impacts on tourism and recreation?	This study outlines supply and demand. The County's Comprehensive Plan is the guide for how the County grows over the next 20 years. The Comprehensive Plan guides land uses, transportation, sewer policy, electric infrastructure policy, and include environmental sustainability goals . The policies in the Comprehensive Plan also guide future regulatory changes in the County. For more information see: www.pwccgov.org/pathwayto2040 .
108	Kristina (via chat)	Is there any sort of county career training program plan coinciding with the build out plan - either with the county school board born with the national apprenticeship program.	Northern Virginia Community College has a program on Data Center operations. https://www.nvcc.edu/academics/areas/applied-technologies/data-center-operations.html
109	NOT ON TOPIC (Outside of the Scope of Work of the Land Needs Assessment)		
110	Aisha Cozad	What are you doing to plan for climate adaptation in your land use plans?	Answer not provided. This question is outside of the scope of the Targeted Industry Land Needs Assessment.
111	Aisha Cozad	What is your plan to reduce new construction on the East side of the county?	Answer not provided. This question is outside of the scope of the Targeted Industry Land Needs Assessment.
112	Aisha Cozad	What are you doing to reduce the sprawl of the county and preserve green space? What efforts are being made to require vertical building?	This question is outside of the scope of the Targeted Industry Land Needs Assessment. The County is currently developing land use policies with the Comprehensive Plan Update (Pathway to 2040). For more information see: www.pwccgov.org/pathwayto2040 .
113	Mary Winsky	Where do we stand on clean energy and climate change? If those aren't addressed. all else won't matter.	Answer not provided. This question is outside of the scope of the Targeted Industry Land Needs Assessment.
114	Kristina Miller	With these land plans, will there be a plan to incorporate law abiding citizens on disability or social security who would be advocates of your long term ambitions.	Answer not provided. This question is outside of the scope of the Targeted Industry Land Needs Assessment.
115	Kristina Miller	Removal of illegal immigrants and drug activities.	Answer not provided. This question is outside of the scope of the Targeted Industry Land Needs Assessment.
116	Kristina Miller	How would this project affect groundwater amounts and water chemistry?	Answer not provided. This question is outside of the scope of the Targeted Industry Land Needs Assessment.
117	Kristina Miller	Plans that increase Protection of wildlife and protected natural rivers and streams leading into the Potomac and other natural water sources.	Answer not provided. This question is outside of the scope of the Targeted Industry Land Needs Assessment.
118	Kristina Miller	End deforestation and disruption of natural resources.	Answer not provided. This question is outside of the scope of the Targeted Industry Land Needs Assessment.
119	Kristina Miller	Public Tram Transport planning for mediums/cement island along major routes (route1, Prince william, dale blvd, minnville, old bridge, to have transportation on par with any other 1st or 2nd world country/major city and suburbs)	Answer not provided. This question is outside of the scope of the Targeted Industry Land Needs Assessment.
120	Kristina Miller	Low-income housing plan - mandating wifi in existing rental buildings and mandatory housing rates for social security recipients and non-denial/discrimination based on social security income. (rental units are typically closer to transportation routes and social security recipients in PWC are at a much bigger disadvantage than other countries and there isn't a specific program like Fairfax	Answer not provided. This question is outside of the scope of the Targeted Industry Land Needs Assessment.
121	Elaine Romanias	What does the BOCS plan to do to check on the salinity problem caused by the hundreds of data centers in PWC? This salinity issue can be a health issue and will affect people from Gainesville to Ft. Belvoir.	Answer not provided. This question is outside of the scope of the Targeted Industry Land Needs Assessment.