

NAIOP

COMMERCIAL REAL ESTATE
DEVELOPMENT ASSOCIATION

NORTHERN VIRGINIA CHAPTER



“This is *NOT* your mother’s
Prince William County”

Special thanks
to our program sponsors!



Coleman Rector

Principal Broker

Weber Rector Commercial

Real Estate Services

Weber Rector Commercial Real Estate Services

We are Prince William County's Commercial Broker

- Serving PWC for 27 years
- Full Service Brokers
 - Industrial
 - Office
 - Multi-Family
 - Retail
 - Land
- Property Management
- Private Equity Property Syndications
- 80% of our work is in PWC / City of Manassas



Christina Winn
Executive Director
Prince William County
Department of Economic Development

This Is NOT your Parents' Prince William County

Ten Things You
Should Know

September 30, 2021





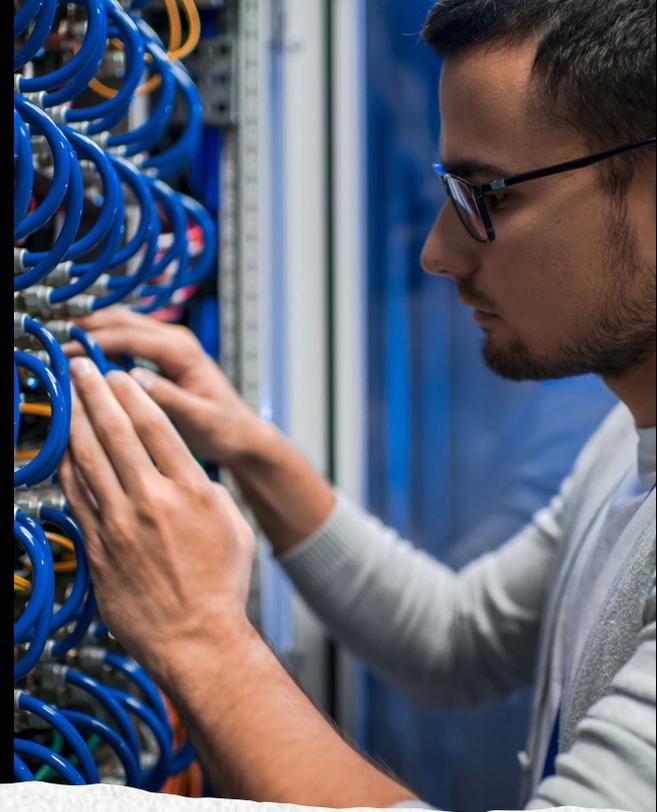
**Most Diverse
County in VA
& 10th Most
Diverse in
US**





2nd Largest Data Center Market in Virginia

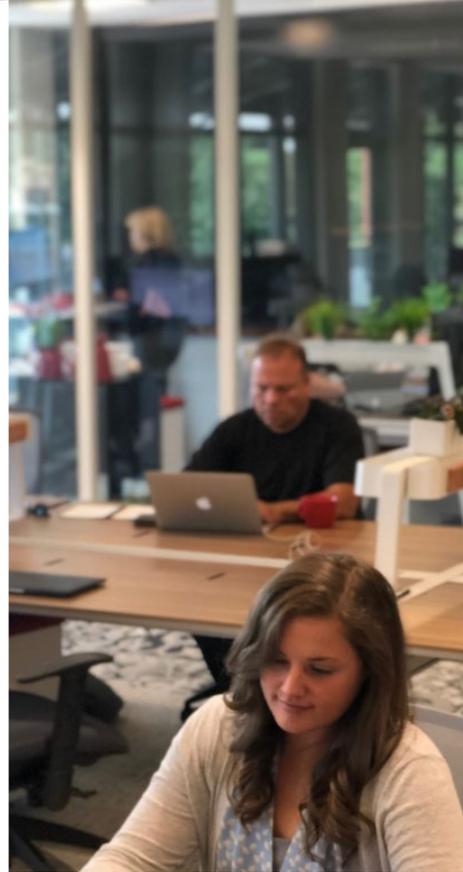




This is Our Time



The Suburbs are "In"



Startups thrive here



Life Sciences are in Our DNA





Have you heard about Q-Tech?



Hands Down – We Are at the top in Quality of Life Rankings





Built Locally. Proven Globally.



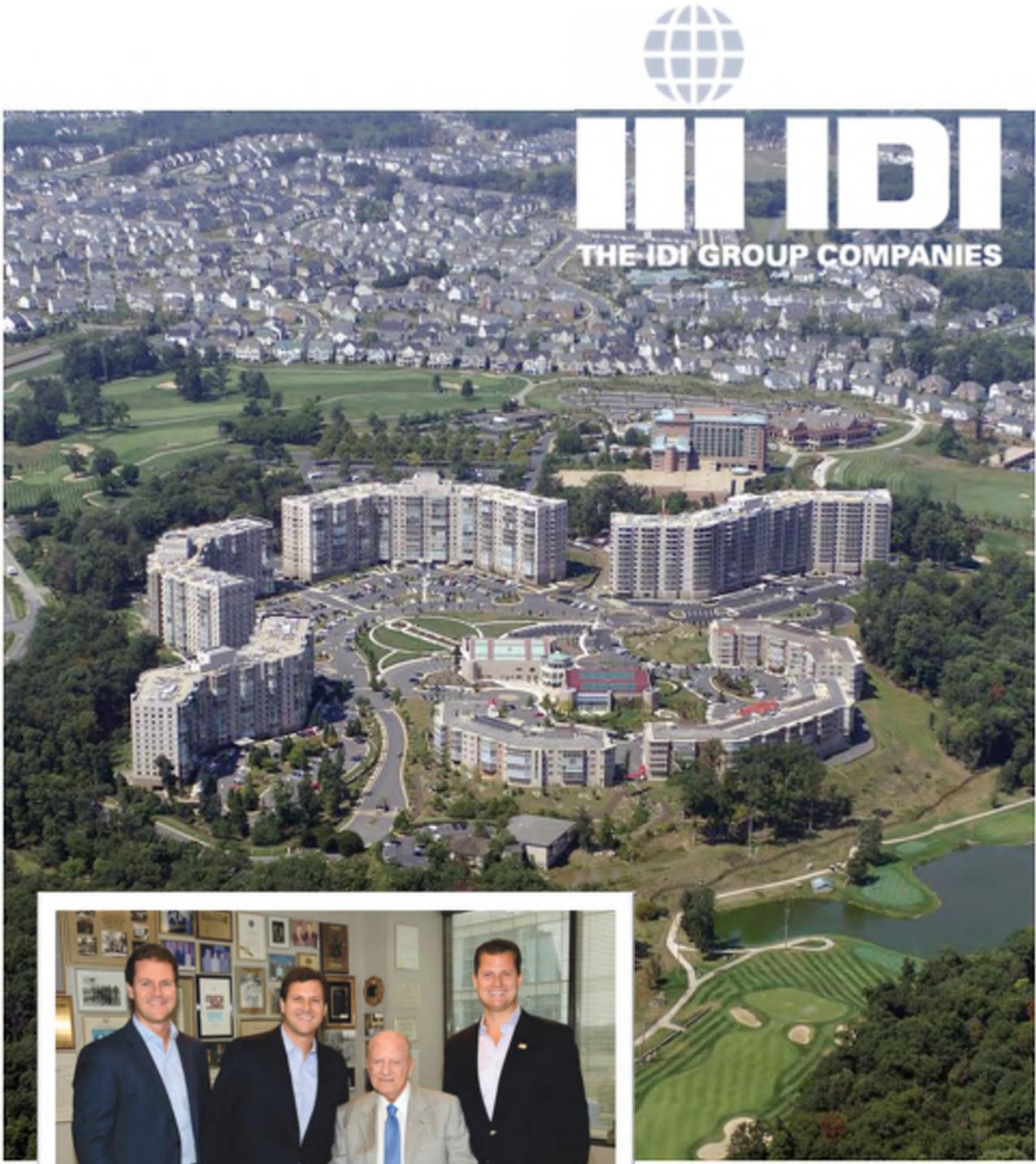
Motivated Leadership (let's make a deal)

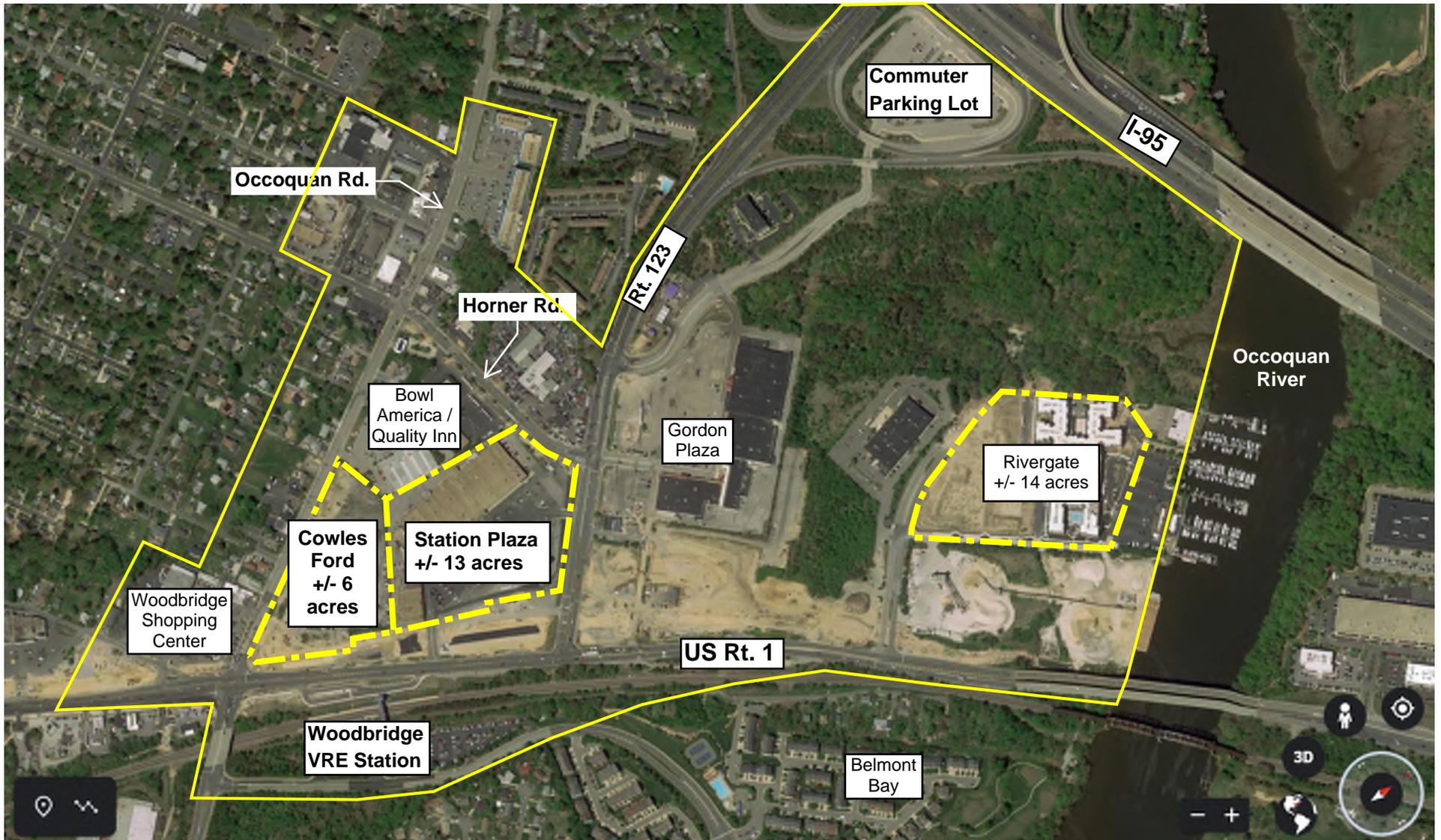


 **PRINCE WILLIAM**
COUNTY, VIRGINIA
DEPARTMENT OF ECONOMIC DEVELOPMENT

Go beyond your expectations to a perfect blend of highly-educated workforce, quality of life, and business support.

Carlos Cecchi
Managing Director
The IDI Group Companies





**Woodbridge Small Area Plan
Town Center Sector**

Rivergate North & South Woodbridge, VA





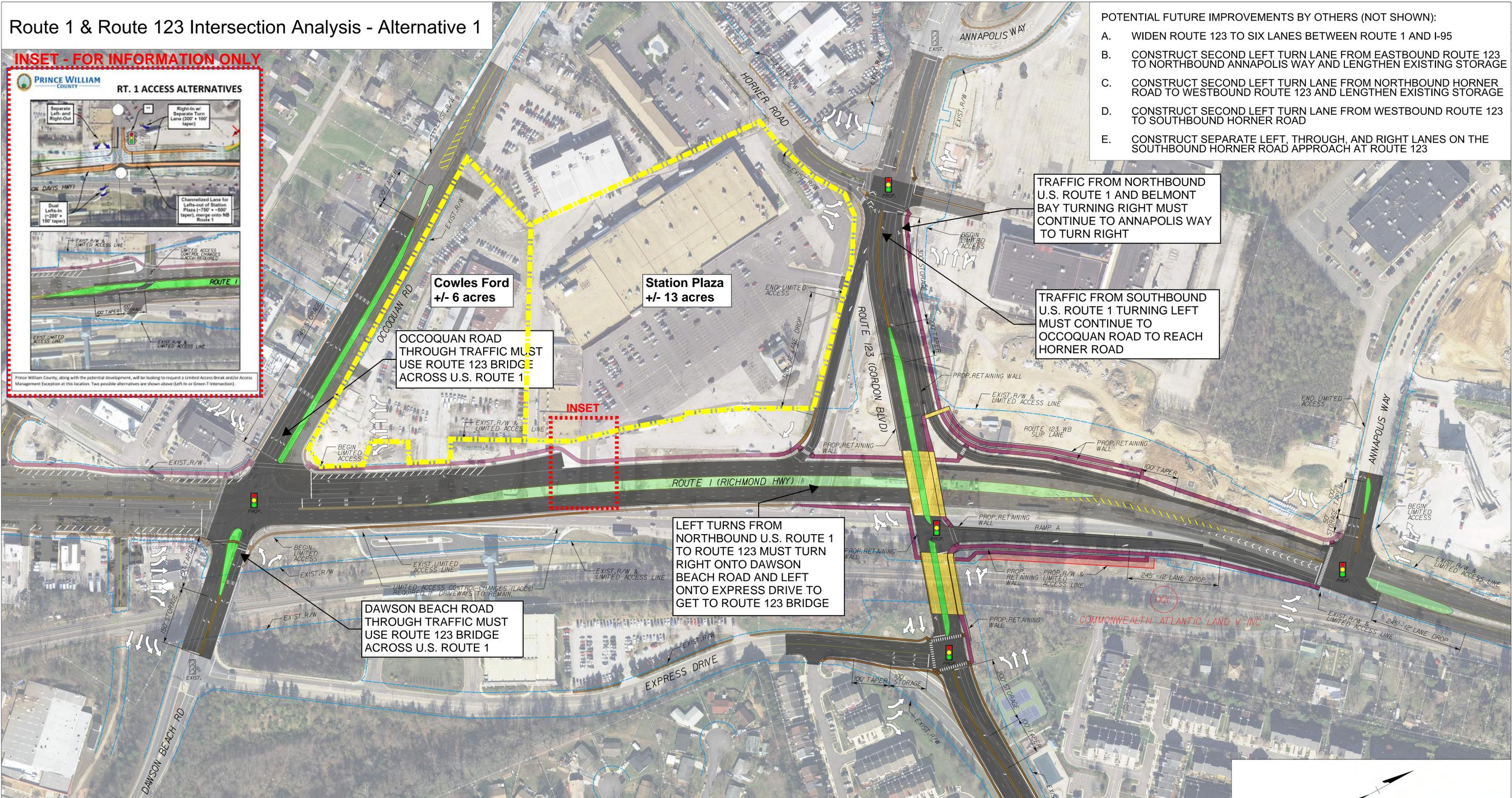
Route 1 & Route 123 Intersection Analysis - Alternative 1

INSET - FOR INFORMATION ONLY

PRINCE WILLIAM COUNTY
RT. 1 ACCESS ALTERNATIVES

Prince William County, along with the potential development, will be looking to request a Limited Access Break and/or Access Management Exception at this location. Two possible alternatives are shown above (Left or Green T intersection).

- POTENTIAL FUTURE IMPROVEMENTS BY OTHERS (NOT SHOWN):
- A. WIDEN ROUTE 123 TO SIX LANES BETWEEN ROUTE 1 AND I-95
 - B. CONSTRUCT SECOND LEFT TURN LANE FROM EASTBOUND ROUTE 123 TO NORTHBOUND ANNAPOLIS WAY AND LENGTHEN EXISTING STORAGE
 - C. CONSTRUCT SECOND LEFT TURN LANE FROM NORTHBOUND HORNER ROAD TO WESTBOUND ROUTE 123 AND LENGTHEN EXISTING STORAGE
 - D. CONSTRUCT SECOND LEFT TURN LANE FROM WESTBOUND ROUTE 123 TO SOUTHBOUND HORNER ROAD
 - E. CONSTRUCT SEPARATE LEFT, THROUGH, AND RIGHT LANES ON THE SOUTHBOUND HORNER ROAD APPROACH AT ROUTE 123



LEGEND

	EXISTING ASPHALT ITEMS		PROPOSED BRIDGE
	EXISTING CONCRETE ITEMS		PROPOSED ASPHALT ITEMS
	EXISTING SHARED USE PATH		PROPOSED CONCRETE ITEMS
	EXISTING GRASS MEDIAN		PROPOSED SHARED USE PATH
	EXISTING RIGHT OF WAY		PROPOSED GRASS MEDIAN
	EXISTING PROPERTY LINE		PROPOSED RIGHT OF WAY
			PROPOSED ACQUISITION AREA

INSET NOTE: A MODIFIED CONFIGURATION, WHICH WOULD REQUIRE LIMITED ACCESS CONTROL CHANGES (LACCs) AND COMMONWEALTH TRANSPORTATION BOARD (CTB) APPROVAL, IS BEING CONSIDERED BY PRINCE WILLIAM COUNTY AND THE LANDOWNER OUTSIDE OF THE VDOT STARS STUDY. THIS CONFIGURATION HAS NOT BEEN SUBMITTED TO, ANALYZED, OR RECOMMENDED BY VDOT.

SCALE
0 250' 500'

PRELIMINARY

THESE PLANS ARE UNFINISHED AND UNAPPROVED AND ARE NOT TO BE USED FOR ANY TYPE OF CONSTRUCTION OR THE ACQUISITION OF RIGHT OF WAY.

VDOT STARS Alt. #1: Rt.1/123 Interchange Re-Design

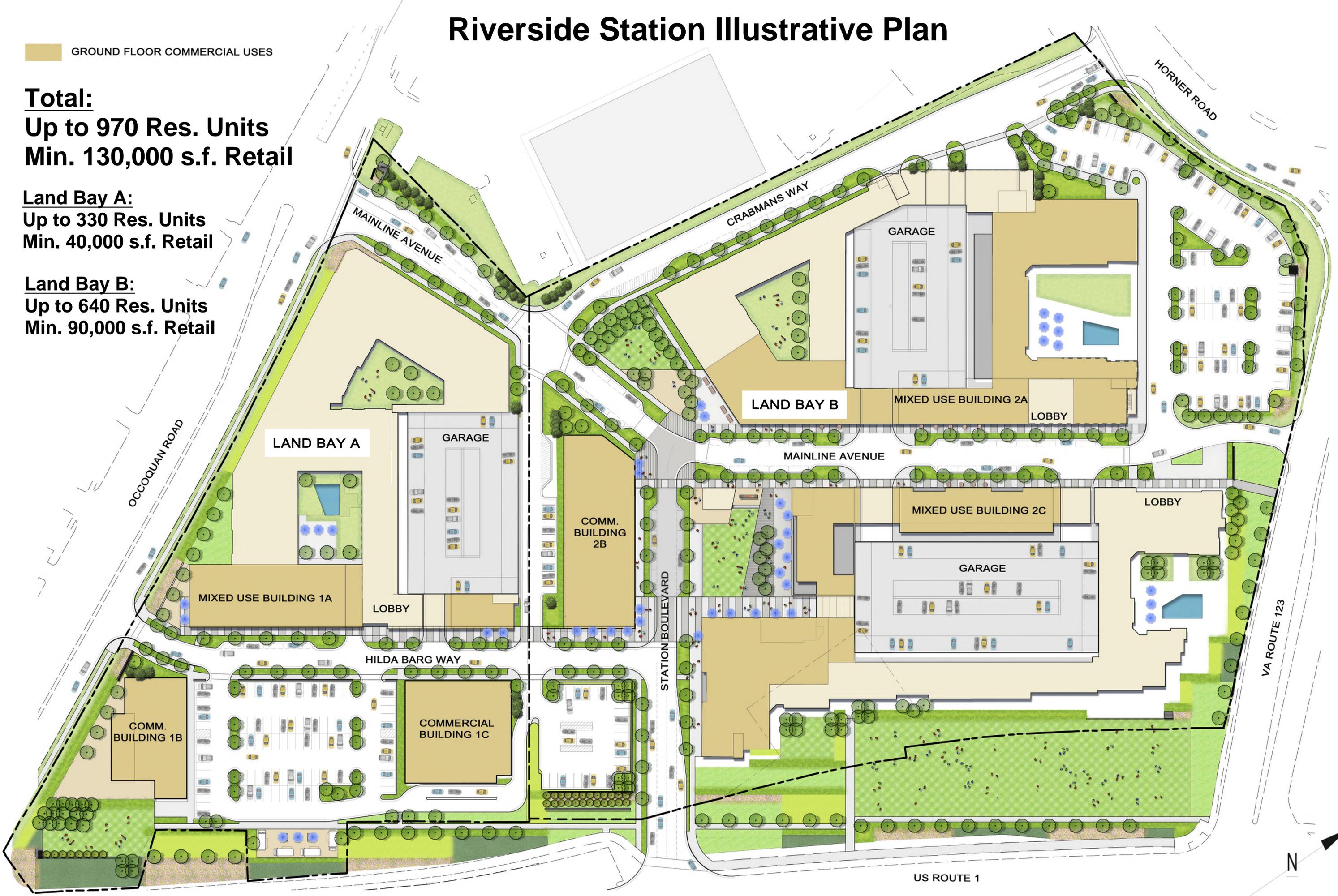
Riverside Station Illustrative Plan

GROUND FLOOR COMMERCIAL USES

Total:
Up to 970 Res. Units
Min. 130,000 s.f. Retail

Land Bay A:
Up to 330 Res. Units
Min. 40,000 s.f. Retail

Land Bay B:
Up to 640 Res. Units
Min. 90,000 s.f. Retail





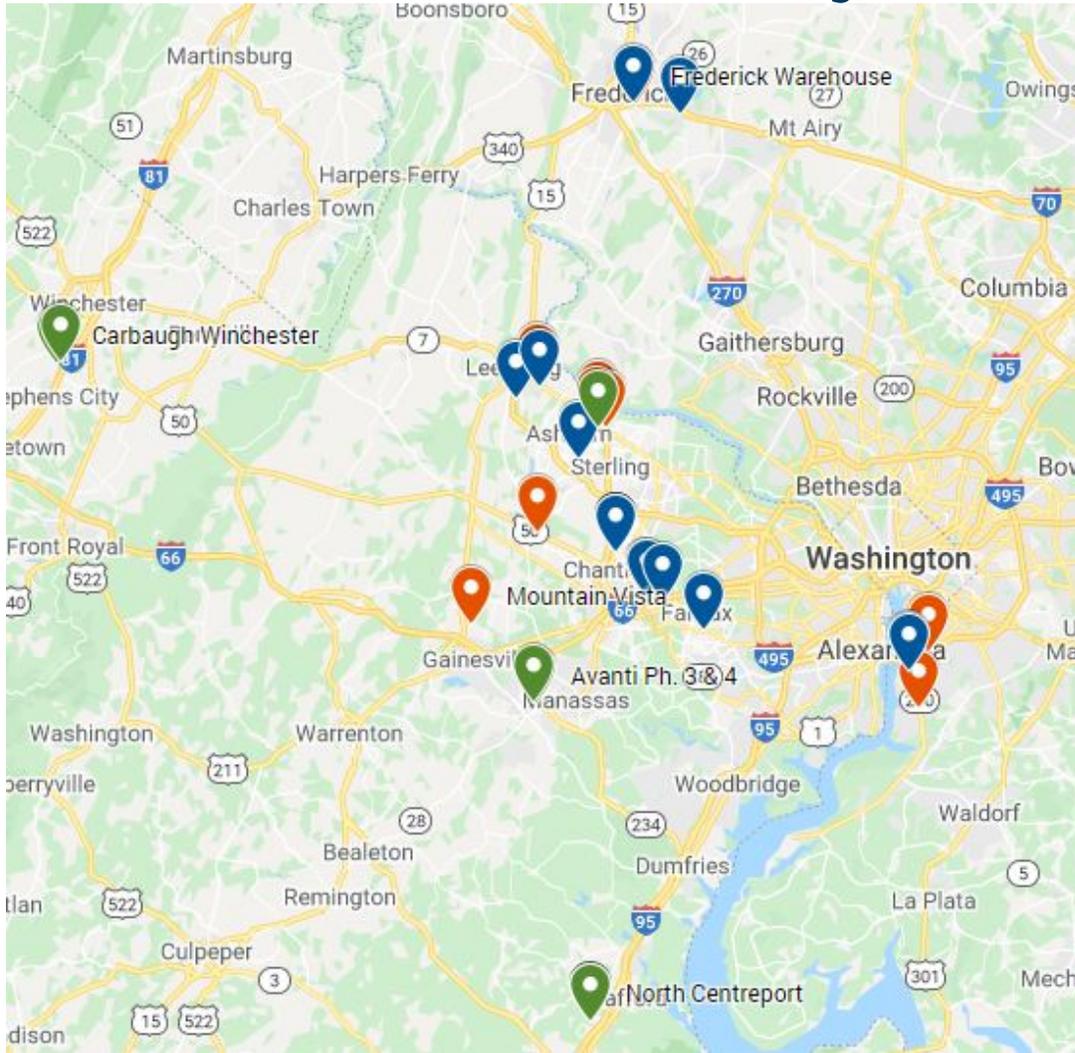
View South from Gordon Boulevard



View North from Occoquan Road

Taylor Chess
President, Development
Peterson Companies

Current Peterson Projects

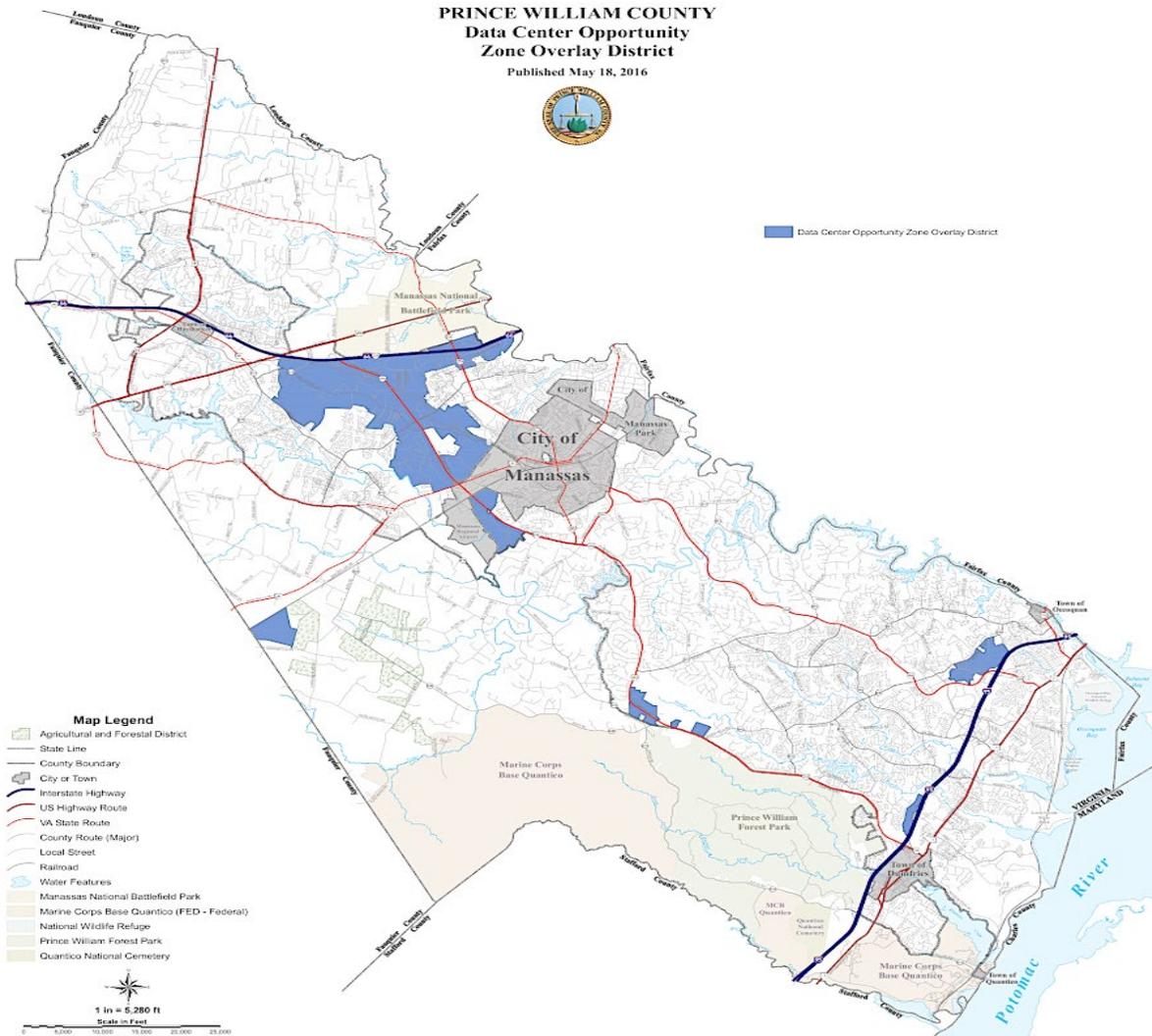


GRAND TOTAL	
SQUARE FOOTAGE	7,866,270
# OF UNITS	2,522
ACRES ACQUIRED SINCE 2018	~490

Gainesville Before & After Virginia Gateway

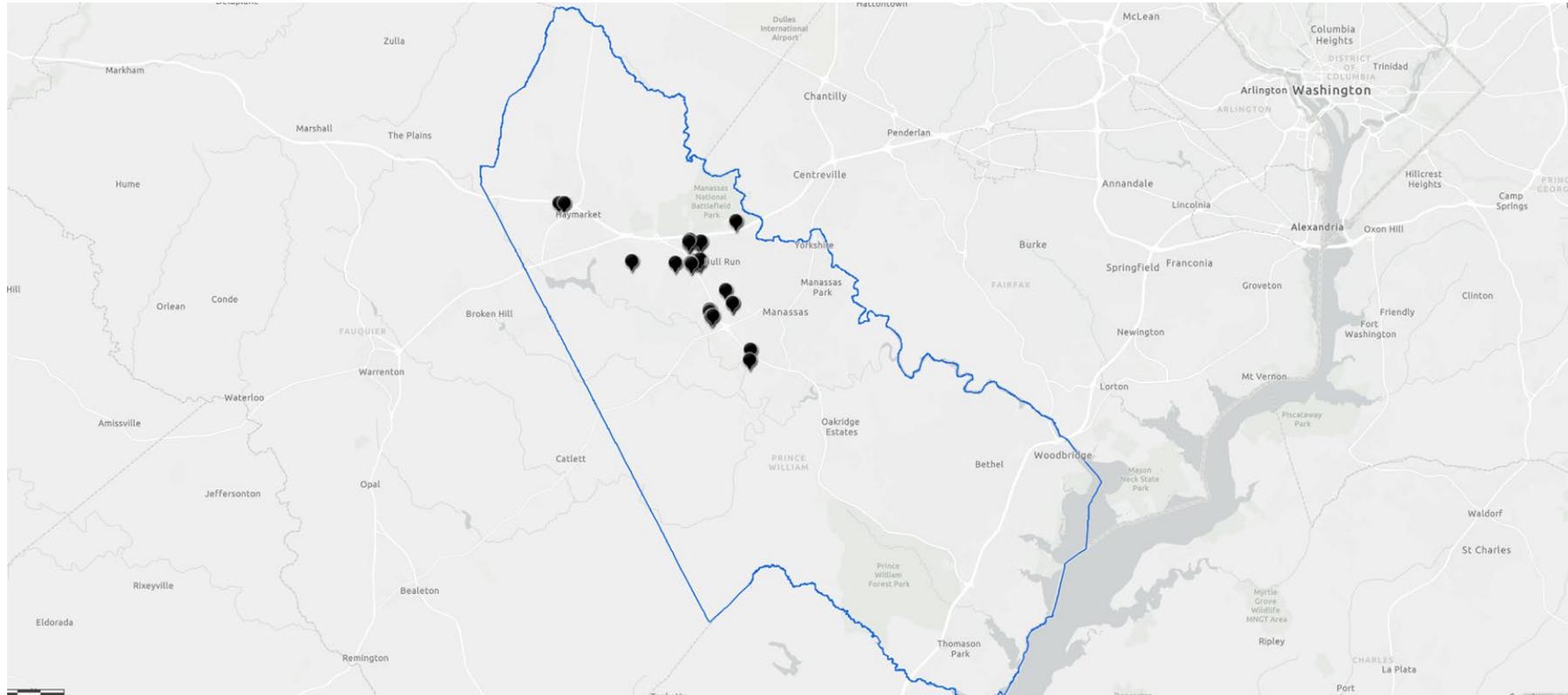


Prince William County Data Center Opportunity Zone Overlay

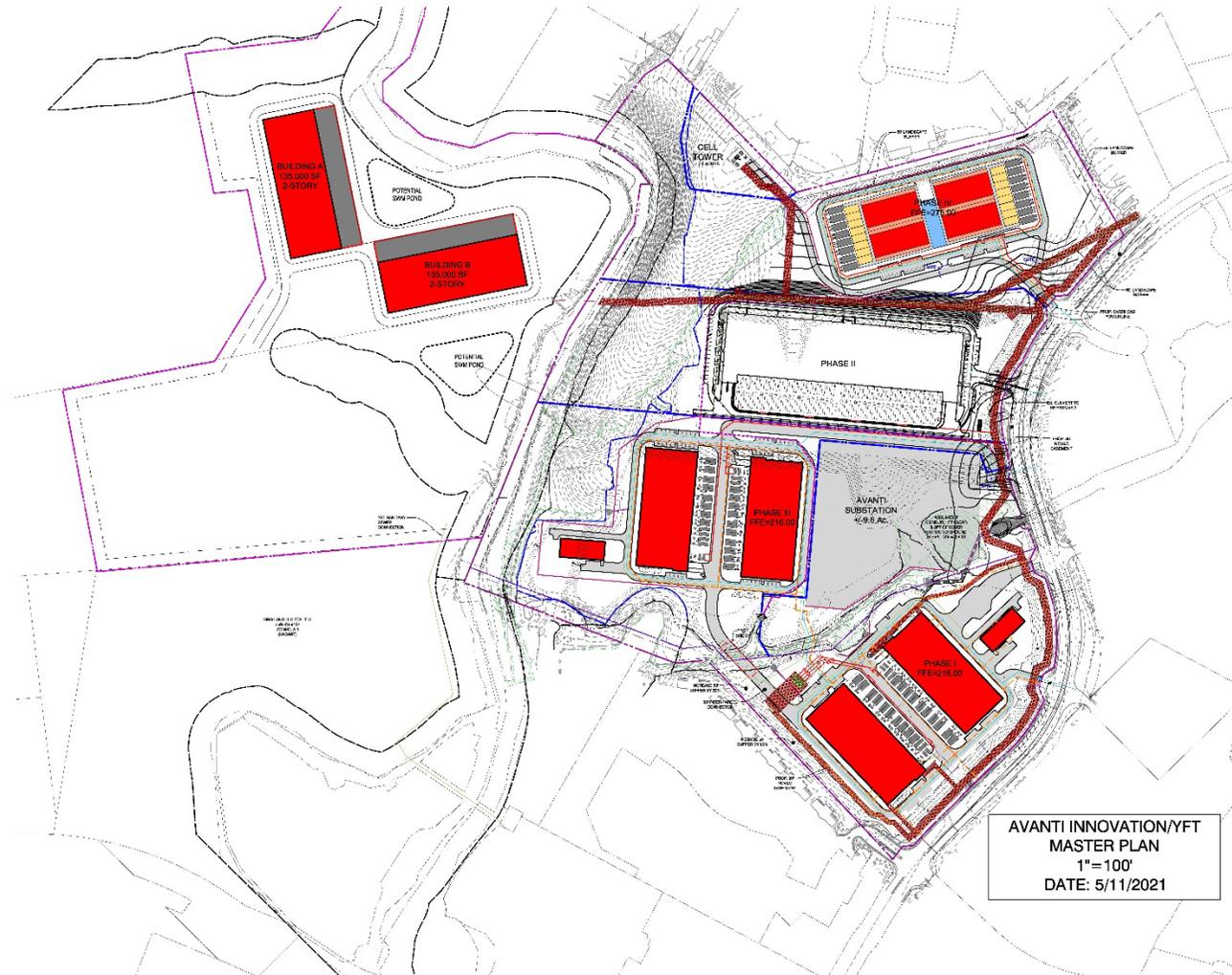


Innovation Area

Existing Data Centers In Prince William County



Avanti & Youth for Tomorrow Master Plan



Gregg Dorazio

Director, Head of eCommerce

Giant Food



eCommerce Overview & Implications

NAIOP Panel Discussion

This report may contain confidential or legally privileged information intended for use within Giant Food. If you are not the original recipient, you are hereby notified that any disclosure, copying, distribution or reliance upon the contents of this report is strictly prohibited.

Sep

2021

Company and eCommerce Overview



#87 Fortune Global 500
 18 customer brands in 11 countries
 Nearly 2,000 US retail stores
 \$52B in US sales



85 YEARS IN BUSINESS | 165 NUMBER OF STORES
 TRADING IN D.C., DE, MD, & VA
 NEARLY 20,000 ASSOCIATES | SERVE OVER 3 MIL HOUSEHOLDS

eCommerce Channels



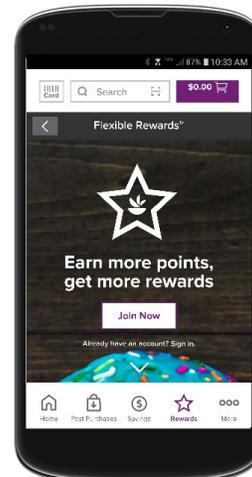
155 locations now open (95% coverage)
Same day service in as fast as 4 hours



Fulfilled exclusively via **warehouse in Hanover, MD**
 Expanded geography now reaches **390+** zip codes and **4M** residents



100% of Giant Food stores offer rush delivery in as little as **30 minutes**



Omnichannel Customer Behavior is Accelerating

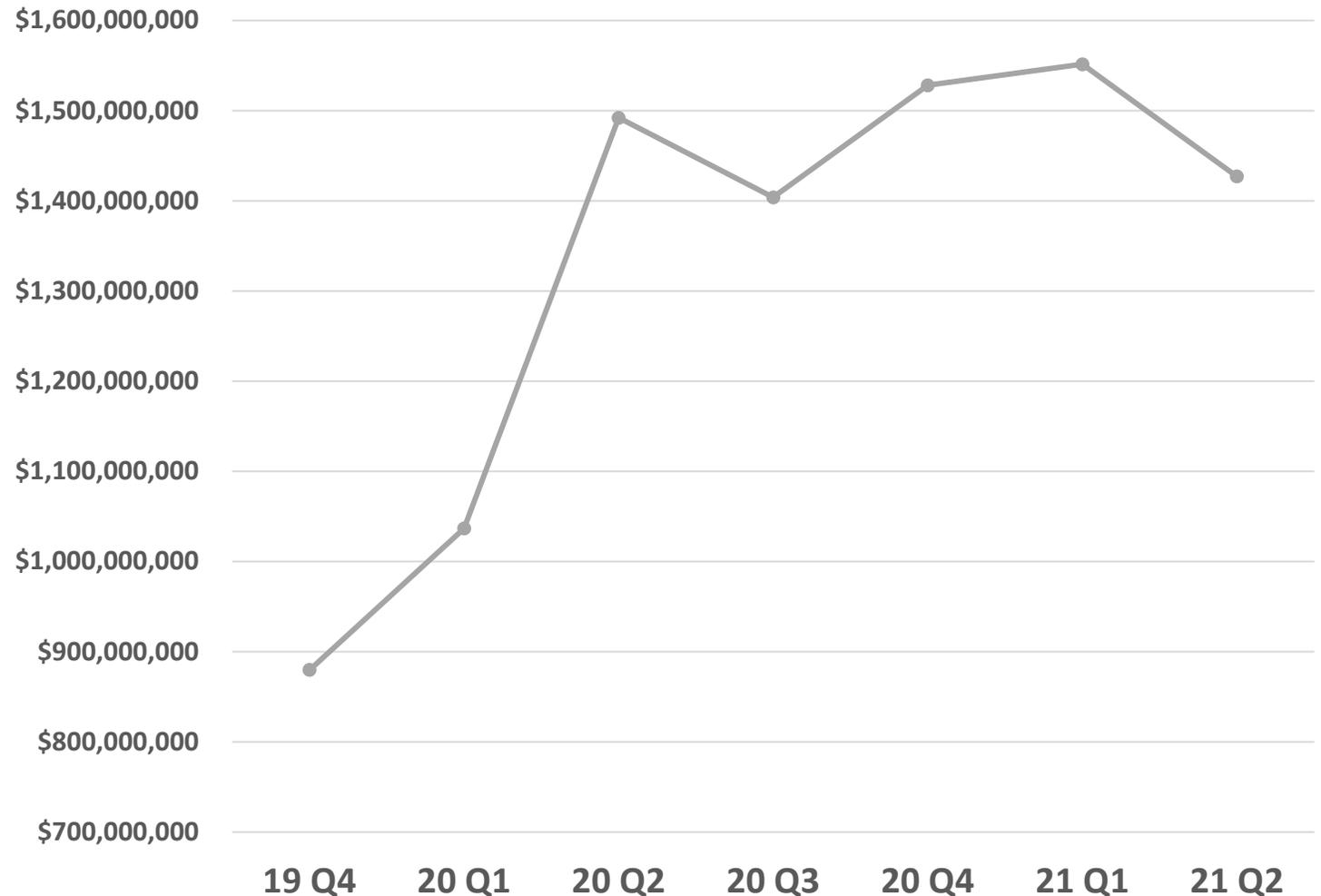
Online sales of Food, Beverage, Household, Beauty & Pet locally now worth over **\$5B** annually

Market up **80%** in the past 18 months

Share leader Amazon followed by **#2 Giant** then Walmart, Chewy, Target

3rd party marketplace volume (e.g. **Instacart**) exploded during pandemic

Local eCommerce Market Size Estimate



eCommerce Implications

- **Network Design** – store vs. central fulfillment; location selection
- **Store Design** – dual purpose use; customer/contractor parking
- **Technology Integration** – right services, assortment, price and availability
- **Fulfillment Solutions** – decreasing shopping and last mile costs
- **End to End Customer Experience** – from pre-shop planning to post-shop customer care

Lightning Round +
Q&A