



Prince William County Government
Board of County Supervisors



Commercial Development Committee

January 20, 2021

Wade A. Hugh
Development Services

20th Anniversary Book



PRINCE WILLIAM
COUNTY

CELEBRATING
YEARS OF
VOLUNTEER SERVICE **20**

COMMERCIAL DEVELOPMENT COMMITTEE OVERVIEW

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

PRINCE WILLIAM
Development Services

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.



PROCLAMATION

December 15, 2020

COMMEND THE PRINCE WILLIAM COUNTY COMMERCIAL DEVELOPMENT COMMITTEE FOR OVER TWENTY YEARS OF SERVICE TO THE COUNTY

WHEREAS, on March 16, 1998, by Resolution Number 98-263, the Board of County Supervisors tasked the Economic Development Council with developing recommendations to improve the development process for commercial projects; and

WHEREAS, the Economic Development Council appointed a Commercial Development Task Force to guide a consultant study of the development process; and

WHEREAS, after completing the study, the Commercial Development Task Force presented twenty-two major recommendations to the Board of County Supervisors. One of the recommendations was to make the Commercial Development Task Force a permanent Committee for the purpose of advising the Economic Development Council with developing recommendations to improve the commercial development process; and

WHEREAS, the County implemented all twenty-two recommendations and created the County Commercial Development Committee; and

WHEREAS, the Commercial Development Committee has continued to support the Board's efforts to grow commercial development in Prince William County for over 20 years. During this time, the Committee has worked consistently with identifying and recommending the implementation of over eighteen significant development process improvements;

NOW, THEREFORE, BE IT RESOLVED that the Prince William Board of County Supervisors hereby commends and congratulates the Commercial Development Committee for over twenty years of dedicated service to the County;

BE IT FURTHER RESOLVED that the Prince William Board of County Supervisors hereby commends the Commercial Development Committee for its significant contributions towards the economic development of the County.

BOARD OF COUNTY SUPERVISORS

Ann B. Wheeler
Ann B. Wheeler, Chair



FY20 Program Cost Increase



Fee Schedule	Proposed Change
Building Development	4.5%
Fire Marshal's Office	4.5%
Land Development	4.5%



2020 SBPM KEY PERFORMANCE



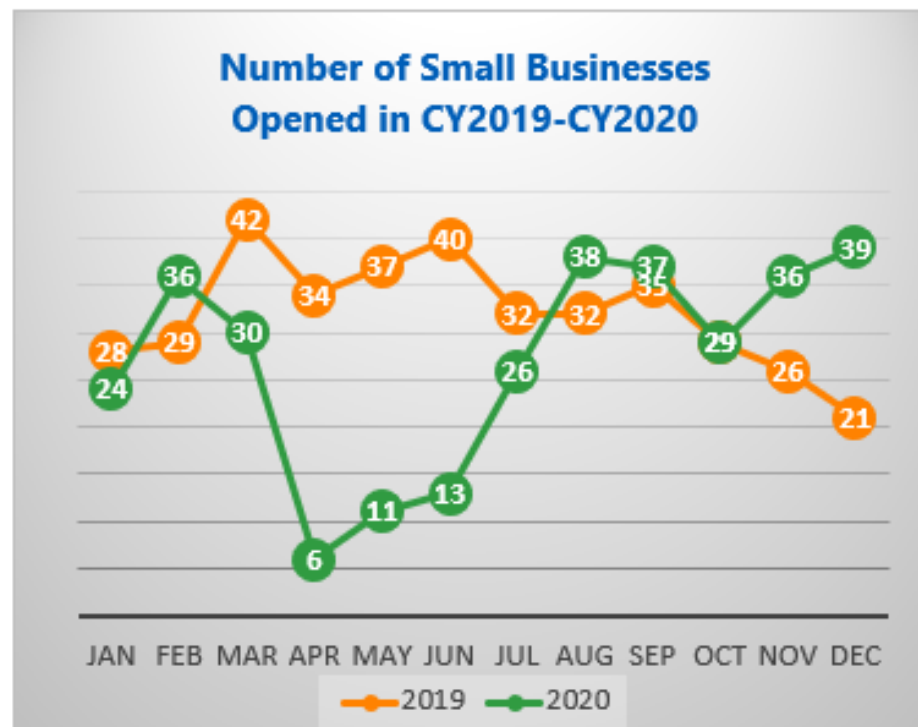
777 Customers 'Opened for Business' to date*

Key Performance Indicators CY2020

- 325 customers 'opened for business'
 - ✓ CY2020 opened hot and ended strong
- 254 are new businesses to the County
 - ✓ 22 percent more *new* businesses opened in CY2020 vs. CY2019
- 71 customers relocated/expanded existing businesses
- 299,289 sq ft of occupied space

Key Performance Indicators CY2019

- 385 customers 'opened for business' in 2019
- 209 new customers to the County
- 176 existing businesses relocated or expanded
- 299,631 sq ft of occupied space



One small business opens per day in Prince William County, on average

*Since inception (4QCY2018-CY2020)

2020 SBPM KEY PERFORMANCE

Number of Small Businesses Opened in CY2019-CY2020



CY2020 SNAPSHOT

Small Business Commercial Real Estate



299,289 sq. ft. of Occupied Space

Representing financial investment for the community in these facilities.



325 Businesses Opened

22% more new businesses opened in 2020 vs. 2019.



6.25+ Businesses Opened Weekly, on Average

We strive to turnaround permit approvals ASAP.



364 Customers Served

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



86.05% Customer Satisfaction with Project Processing



93.02% Customer Satisfaction with Overall Service

Ready to Open for Business? Contact Us Today!

5 County Complex Court
Suite 105
Prince William, VA 22192

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

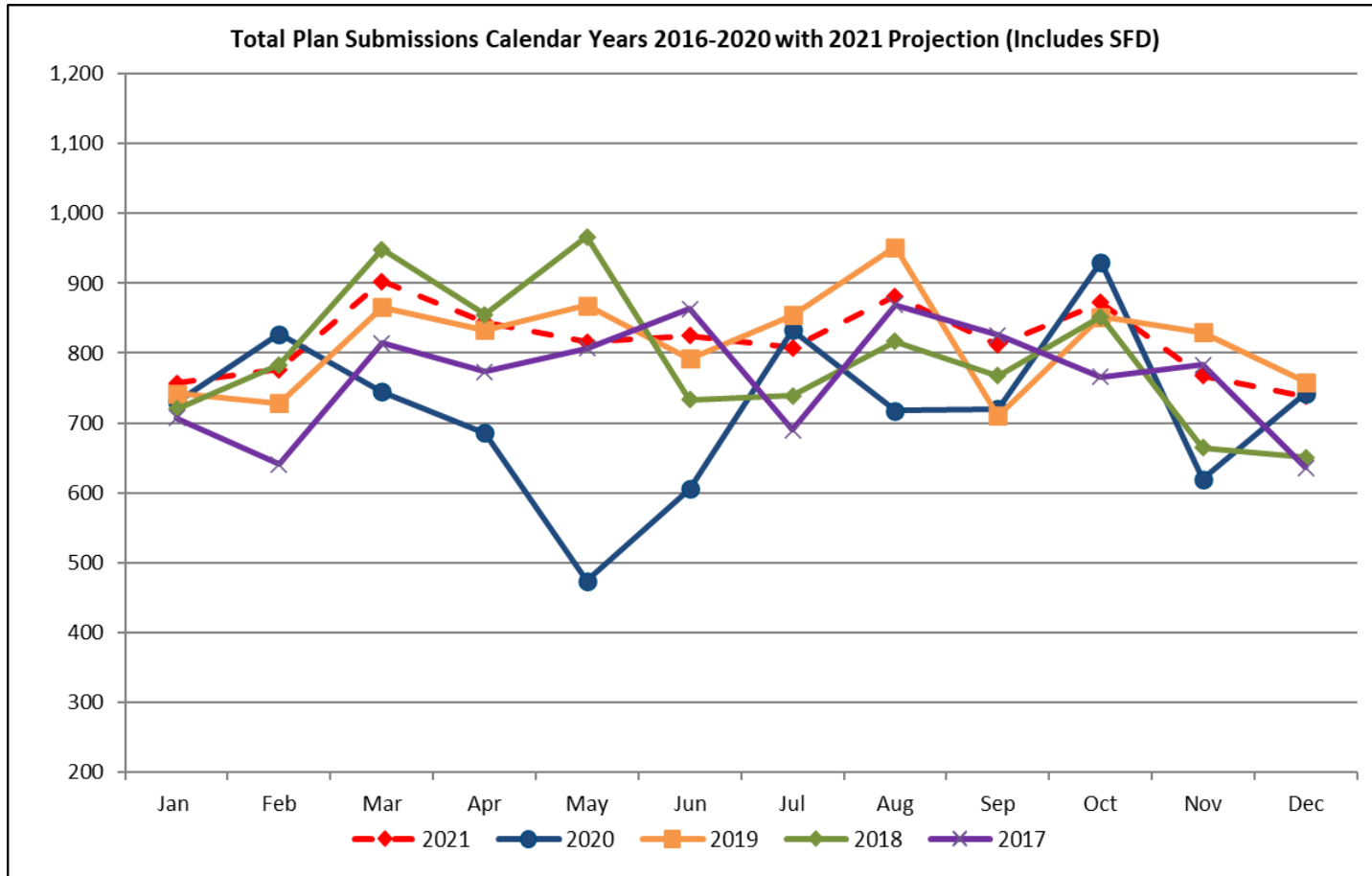
PRINCE WILLIAM
Development Services

Development Services has maintained progress

- Launched a Development Services Building Drop-Off Program
- Transitioned the Building Development Division process to review majority of applications online via electronic submissions
- Demonstrated the new Commercial & Residential Building Plan and Residential Master File Plan submission process, via ePortal with videos
- Provided remote video for construction inspections and special inspections
- Established a streamlined process for restaurant and café outdoor seating TAPs
- Adapted project support capabilities in the Small Business Project Management Program, as small business project applications returned to pre-pandemic levels
- Developed a comprehensive flow chart to assist Agribusiness with navigating the Federal, State, and local permitting process
- Implemented a new electronic Zoning Application process
- Launched a Customer Services Bulletin
- Published a COVID-19 Update landing page

**A project-orientated culture, that has proven flexibility to stay ahead
Successfully ensured we are always 'Open for Business'**

Building Plan Submissions



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



Performance/Workload Data



Building Plan Review

First Half (Jul-Dec)

	FY18	FY19	FY20	FY21
◆ New Structures (target 4.5 weeks)				
➤ Number of plans	31	10	22*	22
➤ Average weeks for first review	3.86	4.16	3.47*	3.28
◆ Tenant Layout (target 2.3 weeks)				
➤ Number of plans	86	111	101	94
➤ Average weeks for first review	1.88	2.04	1.90	1.80

*Revised after 2QFY20 Presentation



Performance/Workload Data



Commercial New Structures

First Half (Jul-Dec)

Total Plans

	FY18	FY19	FY20	FY21
◆ Number of approved plans	17*	14**	17	23***
◆ Average reviews to approval	2.71	4.21	2.59	2.78
◆ Average days to approval				
➤ County time	71	81	52	80
➤ Applicant time/Outside Agencies time	56	159	58	100

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

*One special inspections project took 364 days to be ready for permit.

** One special inspections project took 136 days to be ready for permit.

***One special inspections project took 406 days to be ready for permit.



Performance/Workload Data



Commercial New Structures

Major Plans

	FY18	FY19	FY20	FY21
◆ Number of approved plans	12*	8**	8	8***
◆ Average reviews to approval	3.08	4.88	2.88	3.25
◆ Average days to approval				
➤ County time	91	104	62	118
➤ Applicant time/Outside Agencies time	76	185	70	89

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

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

*One special inspections project took 364 days to be ready for permit.

** One special inspections project took 136 days to be ready for permit.

***One special inspections project took 406 days to be ready for permit.



Performance/Workload Data



Tenant Layout

First Half (Jul-Dec)

Total Plans

	FY18	FY19	FY20	FY21
◆ Number of approved plans	80	112	100	81
◆ Average reviews to approval	2.41	2.43	2.28	2.48
◆ Average days to approval				
▶ County time	21	23	25	28
▶ Applicant time/Outside Agencies time	32	36	44	51



Performance/Workload Data



Tenant Layout

First Half (Jul-Dec)

Excluding Expedited and Targeted Plans

	FY18	FY19	FY20	FY21
◆ Number of approved plans	69	104	92	76
◆ Average reviews to approval	2.49	2.48	2.30	2.42
◆ Average days to approval				
▶ County time	23	23	26	27
▶ Applicant time/Outside Agencies time	36	38	48	51
% of plans targeted & expedited	14%	7%	8%	6%



Performance/Workload Data



Site Plans

First Half (Jul-Dec)

	FY18	FY19	FY20	FY21
◆ Number of approved plans	18	22	34	31
◆ Average reviews to approval	3.39	3.36	3.32	3.74
◆ Average days to approval				
➤ County time	47	59	54	67
➤ Applicant time/Outside Agencies time	190	170	188	308



Performance/Workload Data



Permits Issued

First Half (Jul-Dec)

	FY18	FY19	FY20	FY21
◆ Site permits issued*	82	76	77	100
◆ Building permits issued – NS	57	67	28	30
◆ Building permits issued – TLO	273	344	305	273

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



Performance/Workload Data



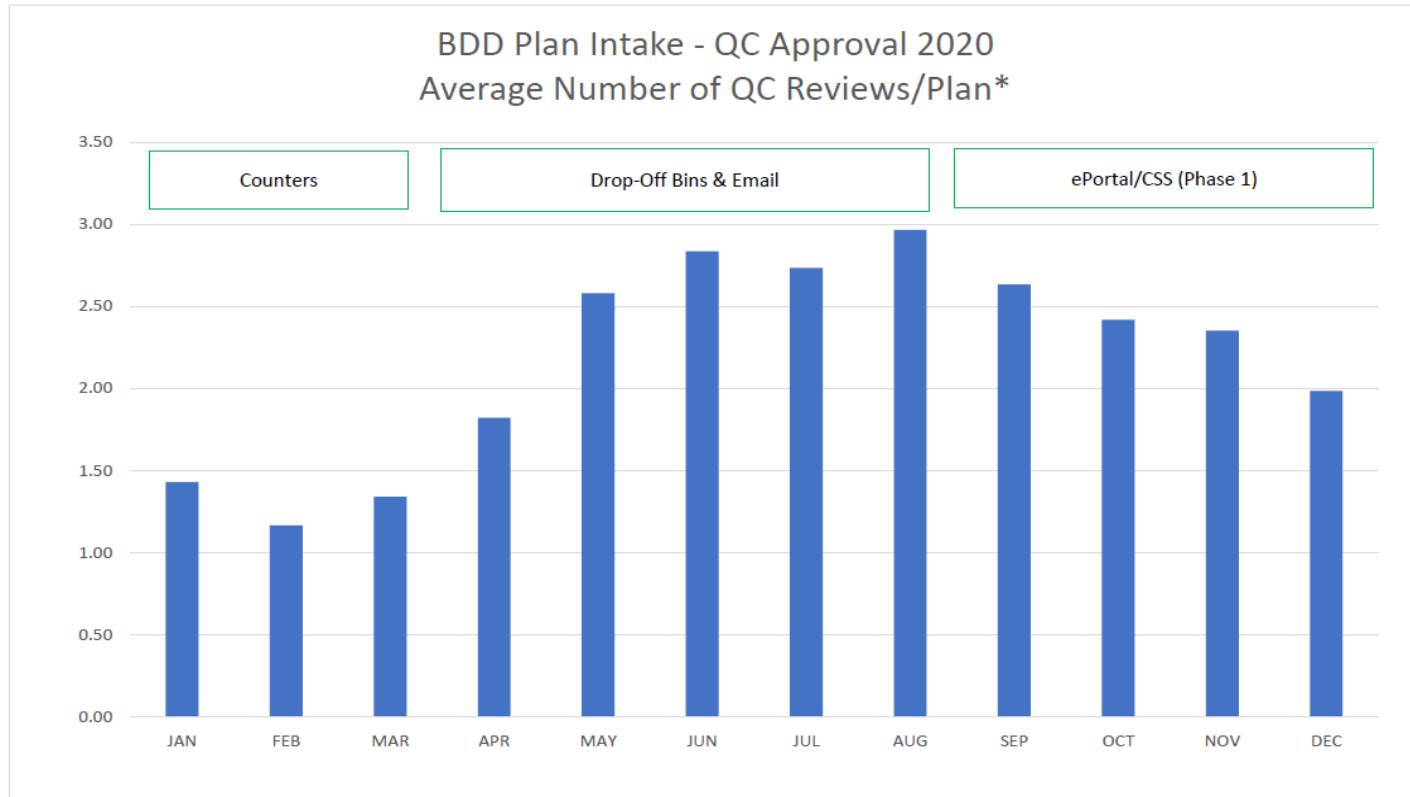
Occupancy Permits Issued

First Half (Jul-Dec)

	FY18	FY19	FY20	FY21
◆ Occupancy permits issued – NS	38	27	23	20
◆ Occupancy permits issued – TLO	82	119	90	102
◆ OP issued – Change of Tenant	50	54	71	56
<hr/>				
◆ Building – New Residential	698	505	595	632
◆ Occupancy – New Residential	780	664	632	703



Building Official's CY2020 Plan Intake Review



*Commercial Plans, 1st Building Plan Submission

