



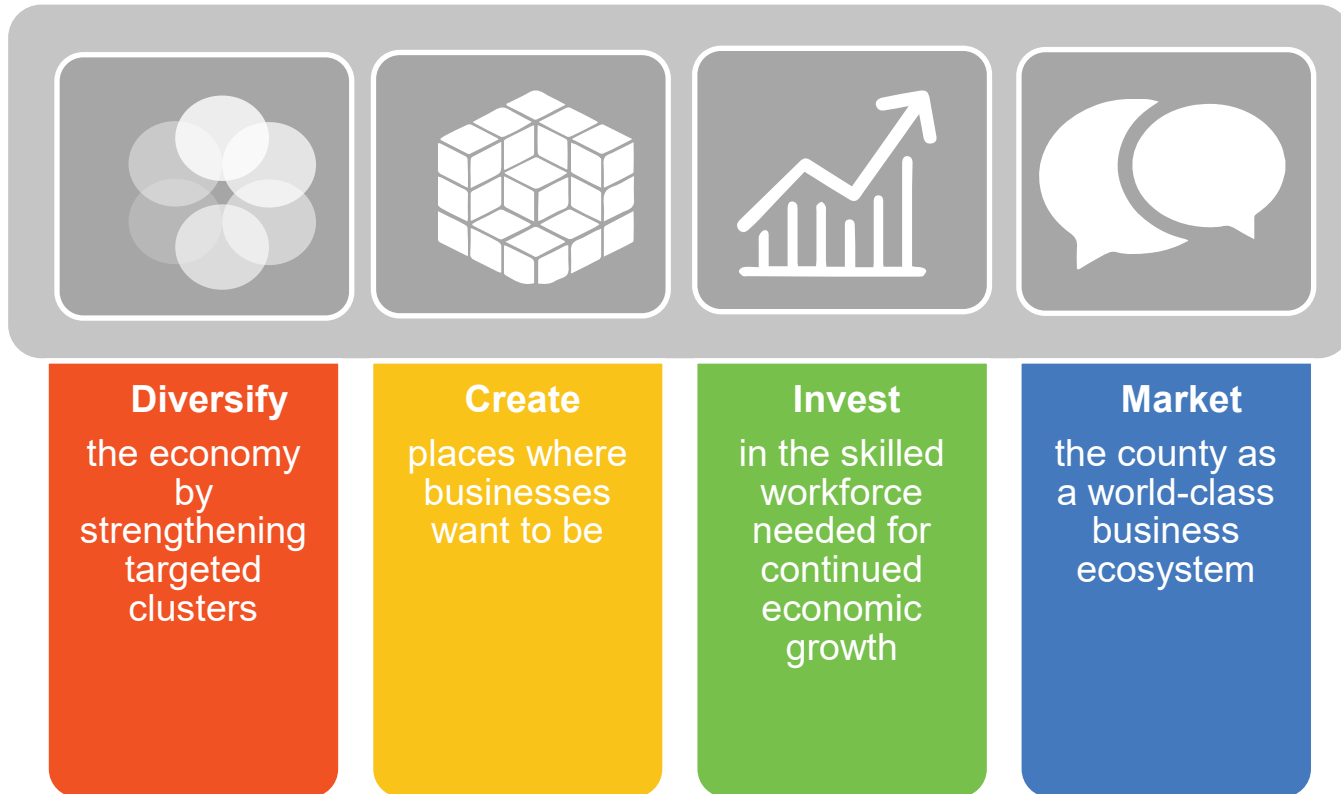
The Making of Data Center Alley – How Ashburn, VA
Became the Heart of the Internet



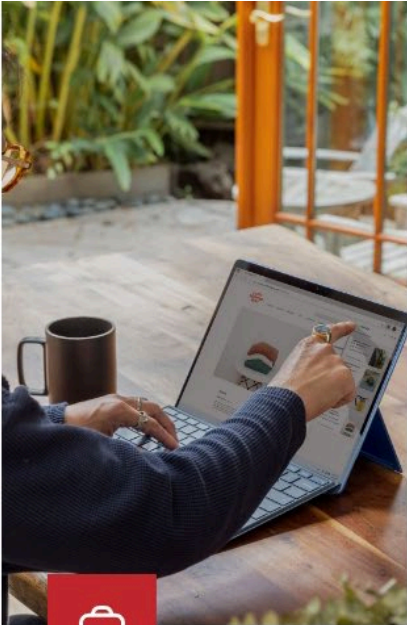
A light gray map of Loudoun County, Virginia, is centered on the page. Overlaid on the map is the official seal of Loudoun County, Virginia, which features a shield with a plow, a sheaf of wheat, and a bundle of tobacco, surrounded by the text "LOUDOUN COUNTY VIRGINIA" and the year "1757".

Our mission is to **strengthen** and **diversify**
Loudoun's economy by providing **world-class** and
innovative customer-focused
services to **attract, grow** and
retain targeted **businesses** of all sizes.

GOALS



OUR SERVICES



Business
Development



Public Relations
Assistance



Real Estate
Development



Workforce
Development

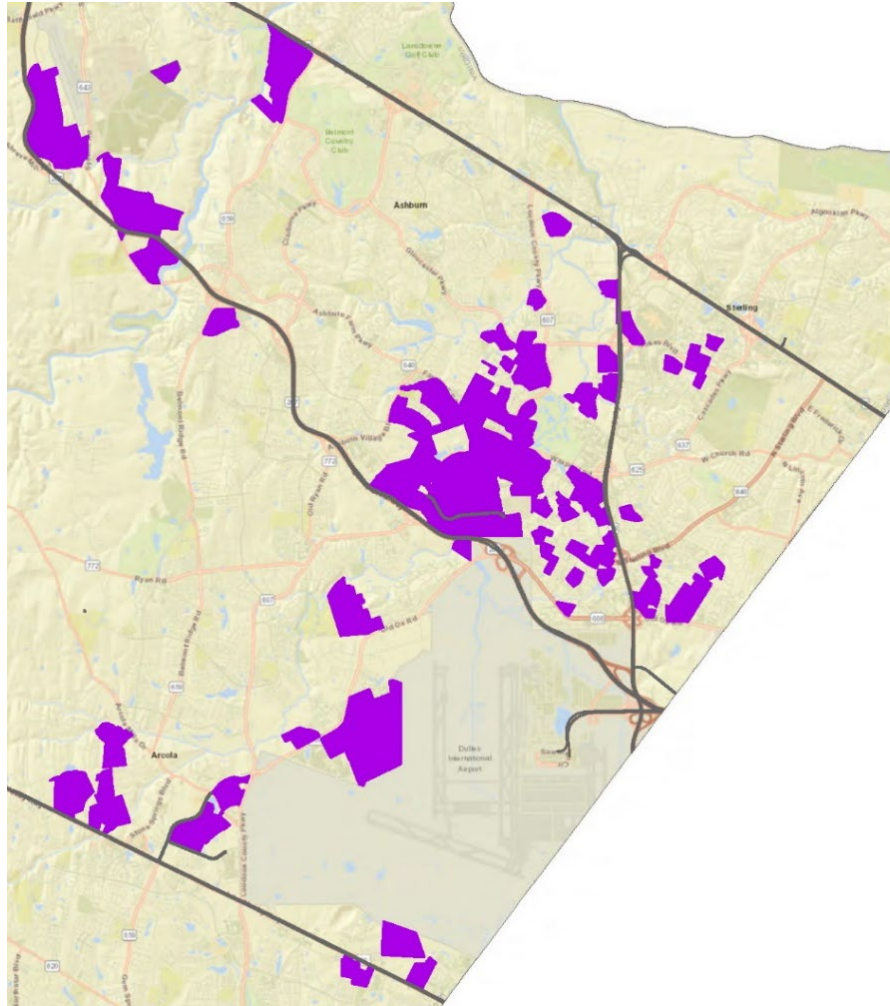


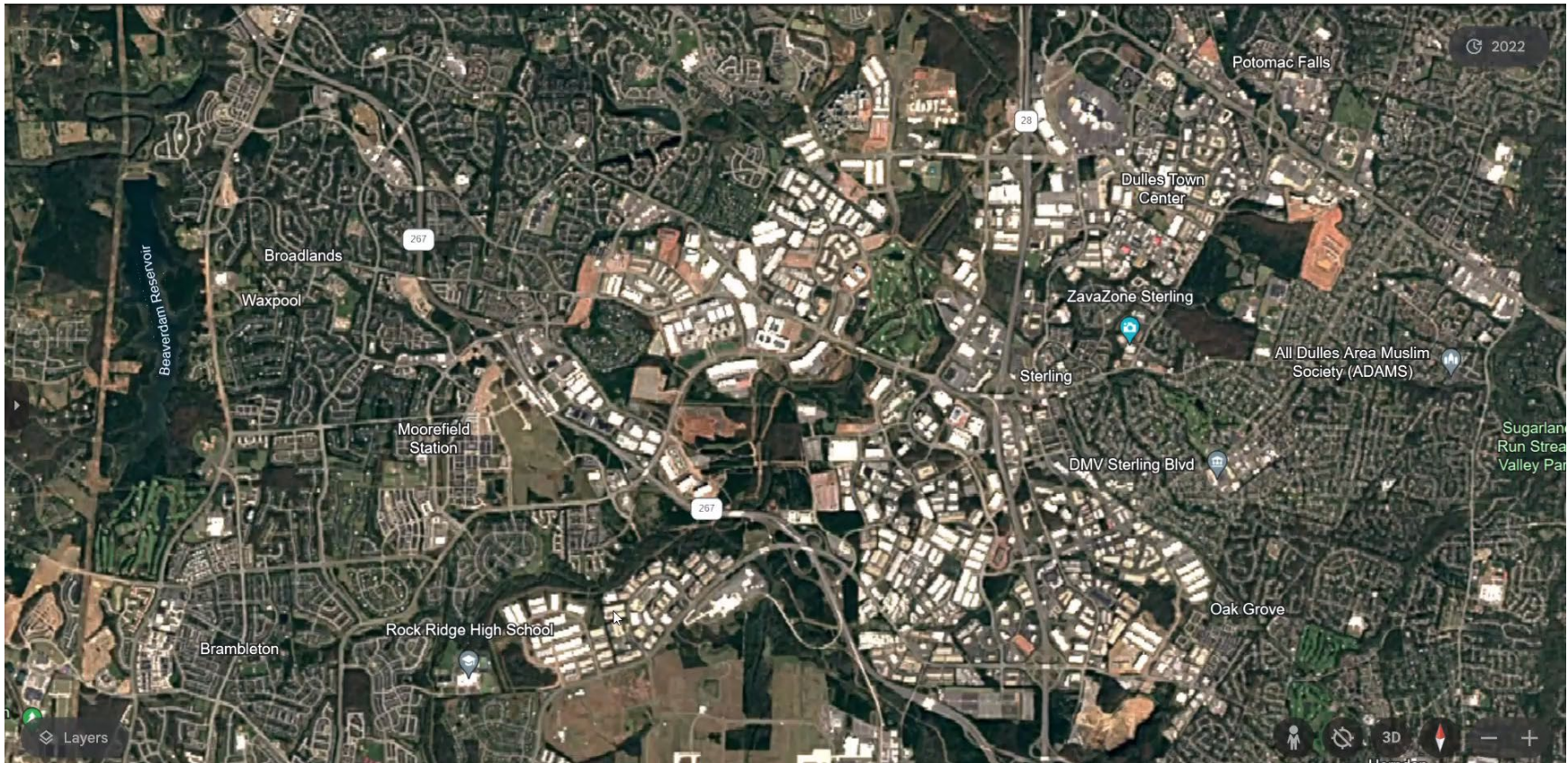
OMBUDSMAN: ONE WHO INVESTIGATES, REPORTS ON, AND HELPS SETTLE COMPLAINTS

DED helps prospective and current business owners:

- Facilitate introductions and foster relationships with County regulatory agencies (i.e. Planning & Zoning and Building & Development)
- Navigate the County site and building permitting processes
- Assist with commercial zoning and related issues
- Open for business on time









LOUDOUN'S DATA CENTER NUMBERS

3,250,000,000

1,000,000,000

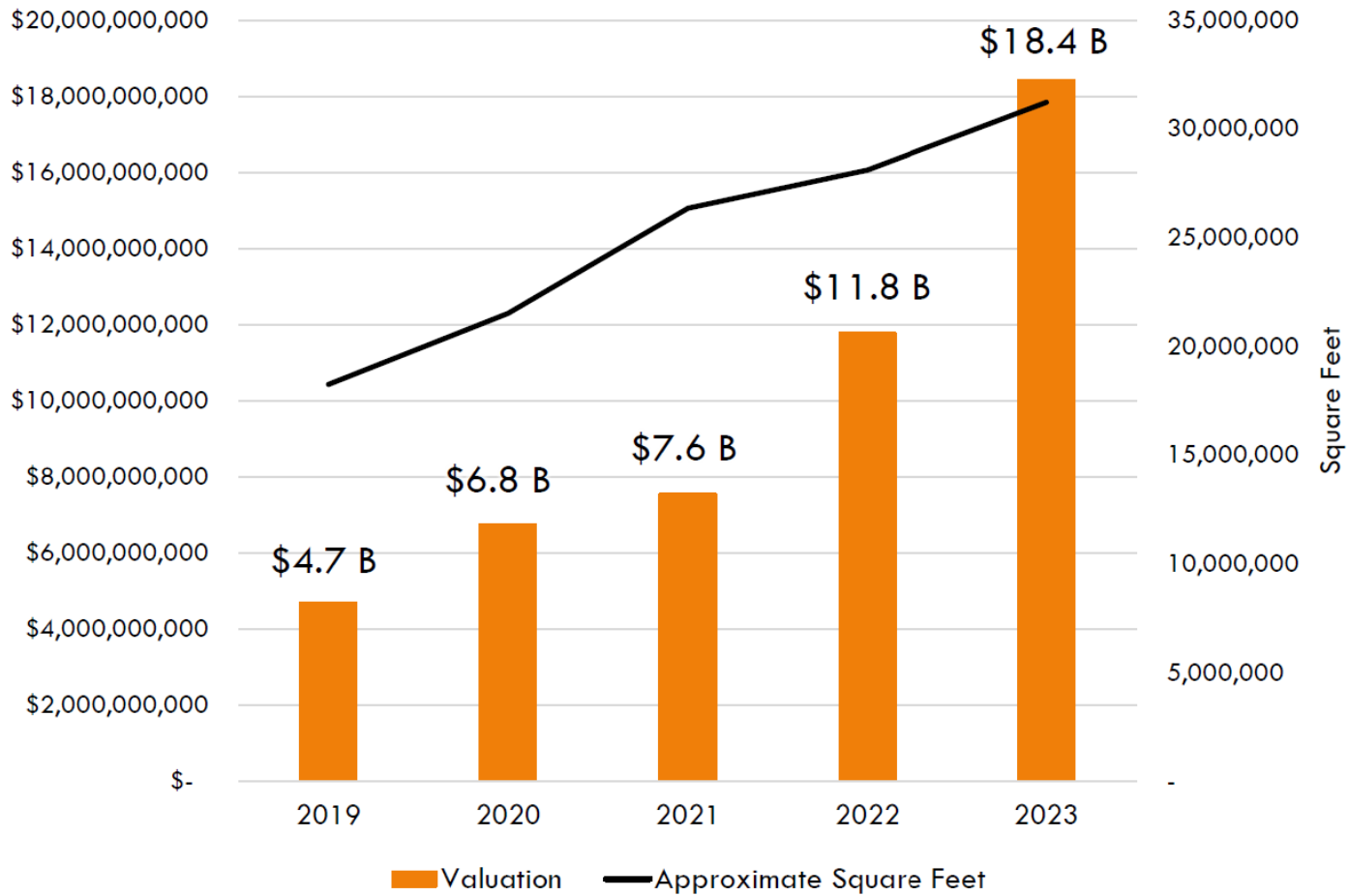
33,500,000

15,000

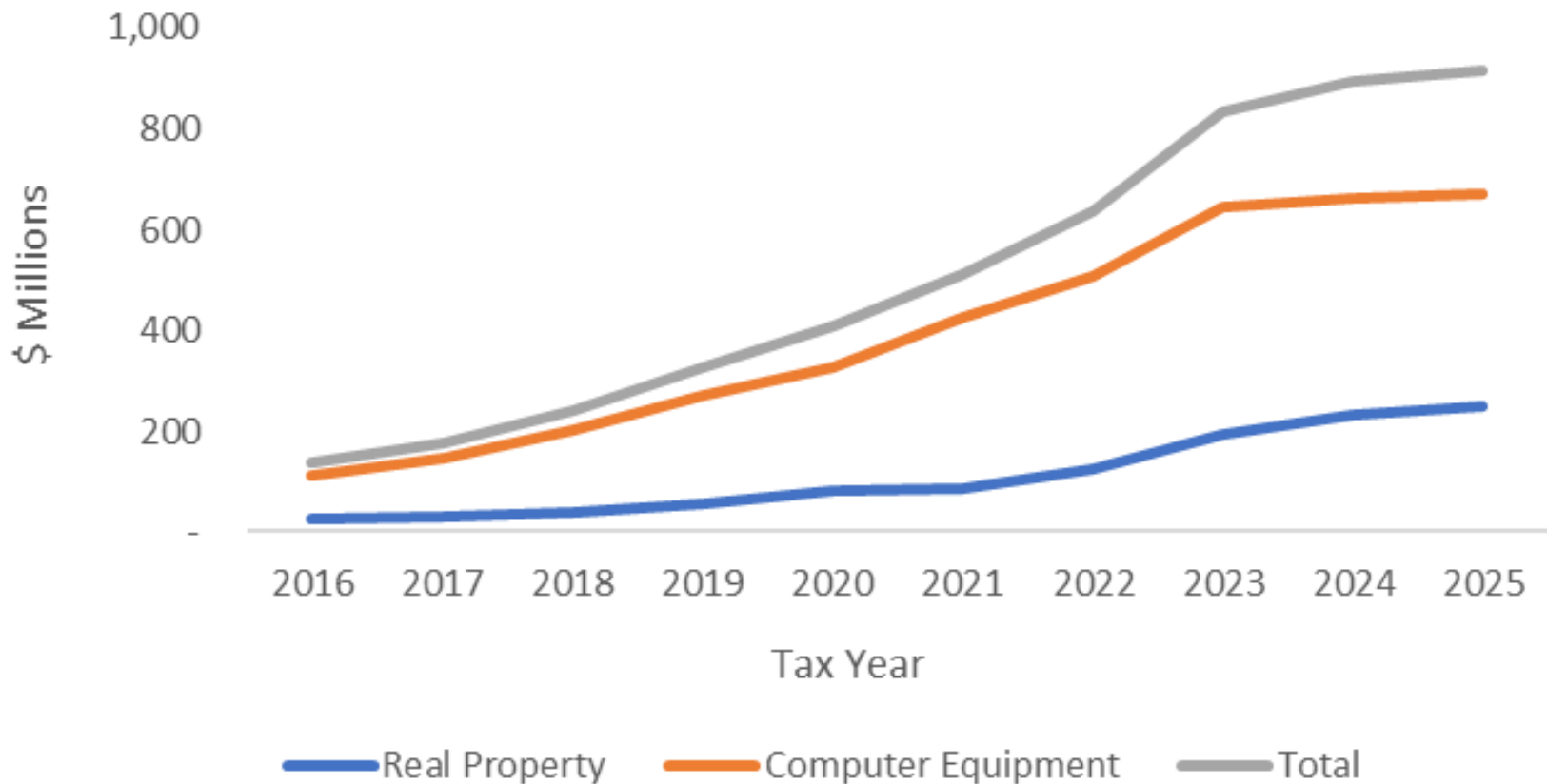
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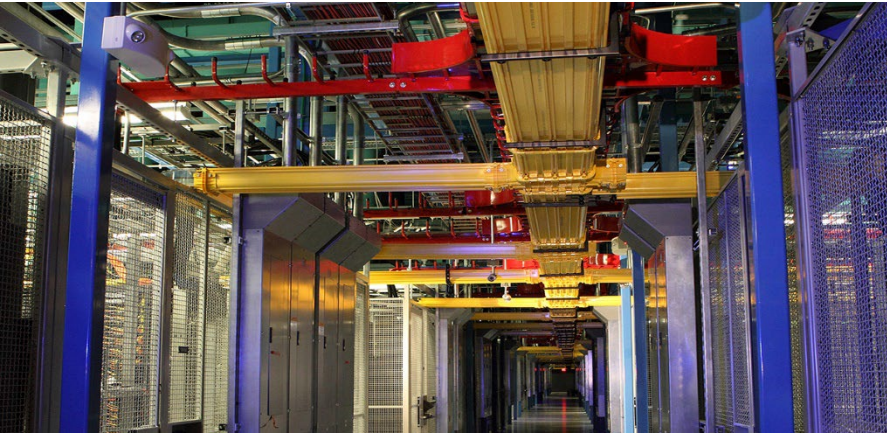
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Data Center Taxable Real Property



Loudoun County Data Center Tax Revenue





- In FY2012, Loudoun's tax rate was \$1.285 per \$100
- By FY2024, Loudoun's tax rate was reduced to \$0.875 per \$100



That is a \$0.41 per \$100 tax reduction over 12 years!

At Loudoun's averaged assessed value of \$735,800, a homeowner saves about \$3,000 a year in taxes.

ASHBURN, VA ADVANTAGES



Land



Fiber



Utilities



Taxes



Business Environment



Workforce

POWER

- **Actual Peak Load:** Over 3.2GW of Load
- **Annual Load Increase:** 100-200 MWs
- **500kV Transmission Ring (the first of its kind) feeding multiple 230kV transmission networks in Ashburn**
- **New “Southern” high-voltage line will be completed in late 2026**
- **New “Northern” high-voltage line to be completed in 2028**
- **Substations served multiple 230kV sources**
- **Dominion Energy currently has more than 15 substations in service or under development in approximately a 1.5-mile radius**



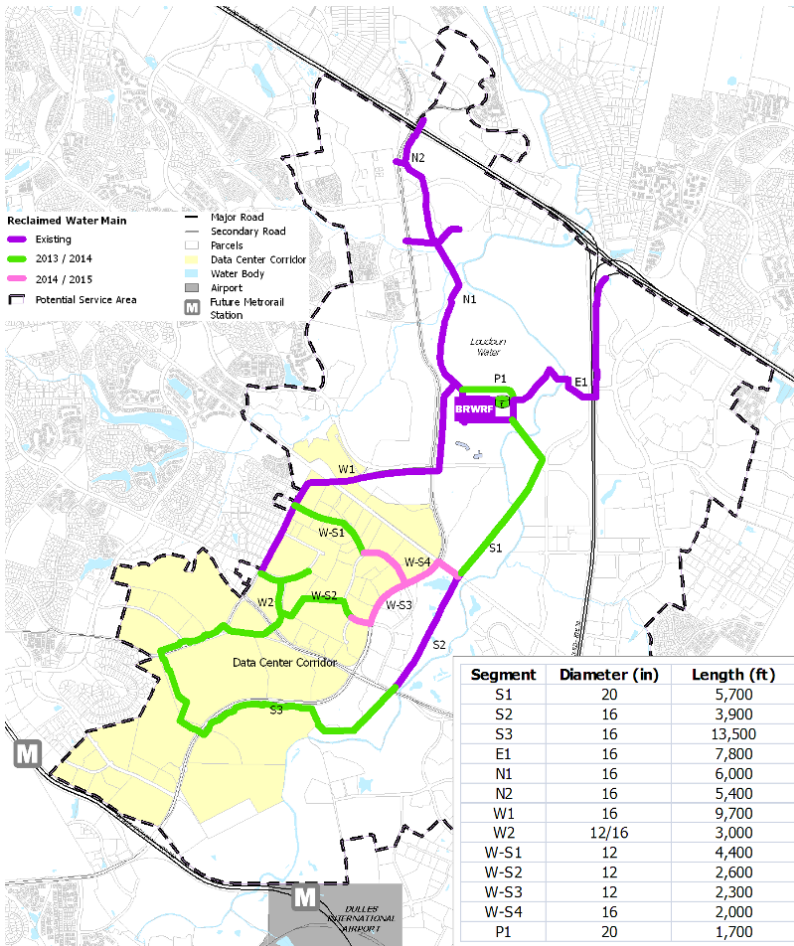
COMMITMENT TO SUSTAINABILITY

- Currently generate 2,600 MW of clean energy in ten states.
- Coastal Virginia Offshore Wind project is the first offshore wind initiative in the mid-Atlantic.
- Committed to 3,000 megawatts of solar and wind energy under development or in operation by later this year.
- 16,000 MW planned.



WATER

- 20 miles of pipeline
- 40 facilities connected
- 675 million gallons of reclaimed water used

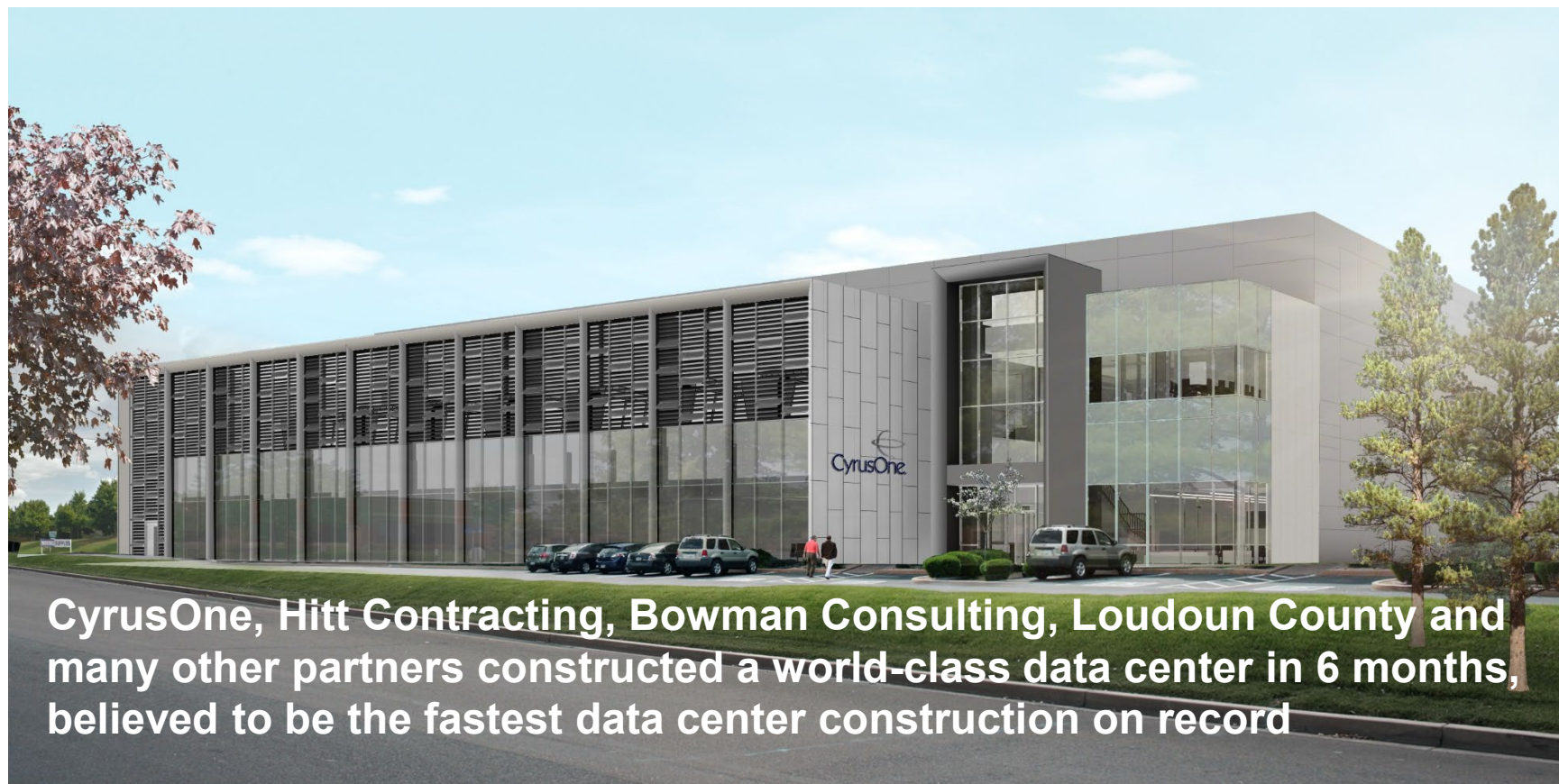


TAX POLICY AND FINANCIAL ADVANTAGES

- Stable tax environment
- Stable energy prices
- World-class sales and use tax incentive
 - More than 70 data centers are eligible for the sales tax break
 - \$124.5 million saved by data centers in 2021
 - Spurred more than \$1.2 billion in taxes in Virginia in 2021



BUSINESS ENVIRONMENT



CyrusOne, Hitt Contracting, Bowman Consulting, Loudoun County and many other partners constructed a world-class data center in 6 months, believed to be the fastest data center construction on record

WORKFORCE

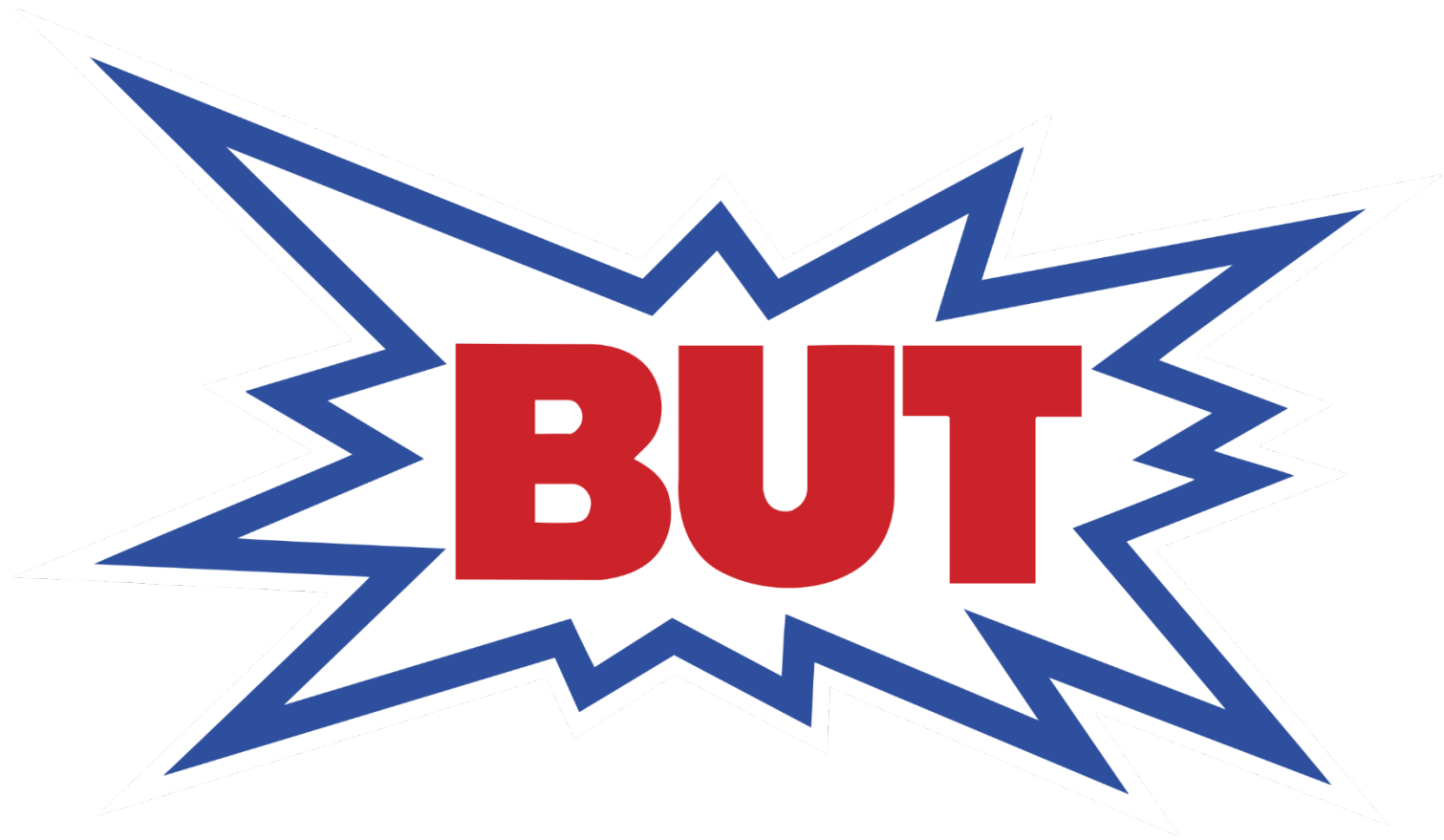


NOVA | Northern Virginia
Community College

A.A.S.
Associate
of Applied
Science

C.S.C.
Career
Studies
Certificate

**MAKE YOUR CAREER
IN DATA CENTER OPERATIONS**



SUSTAINABILITY

Get Off My Lawn ... You Crazy Data Centers!

CHRIS STOKEL-WALKER BUSINESS AUG 1, 2022 7:08 AM

Data Centers Are Facing a Climate Crisis

Companies are racing to cool down their servers as energy prices and temperatures soar. And th

VERIFY

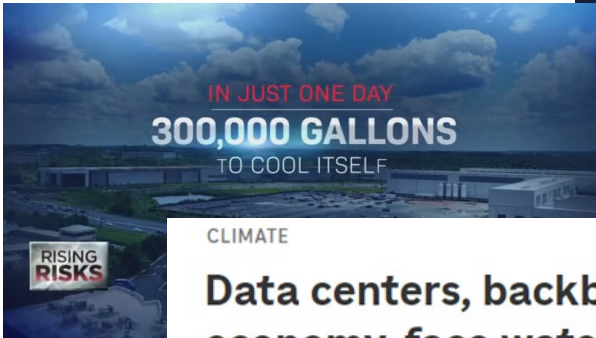
What's all the data center noise about?

Neighbors say Northern Virginia data centers emit a noise they just can't tune out. We took to the streets and dove in to the science to figure out why.

The staggering ecological impacts of computation and the cloud

Amazon is creating a staggering side effect with its massive data centers: 'Tucked unassumingly amid suburban neighborhoods'

Amazon is in the process of developing \$87 billion worth of data centers.



Drought-stricken communities push back against data centers

As cash-strapped cities welcome Big Tech to build hundreds of million-dollar data centers in their backyards, critics question the environmental cost.

CLIMATE

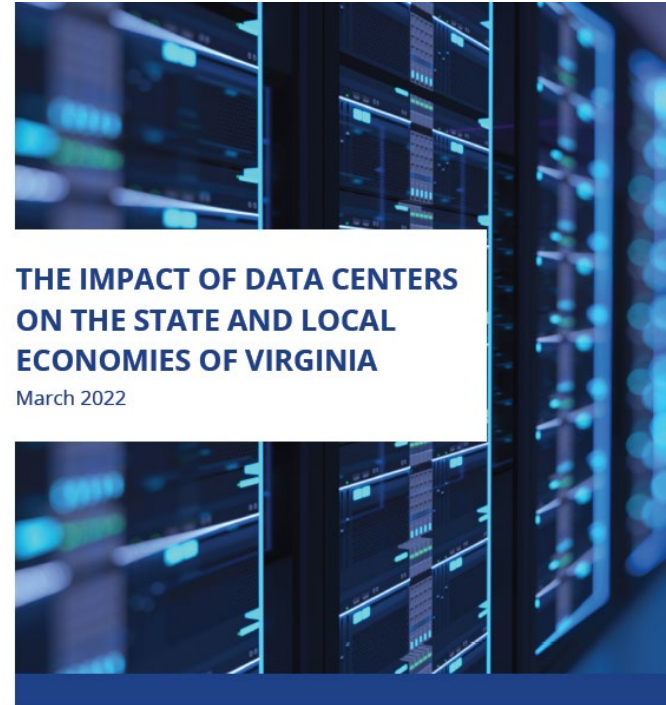
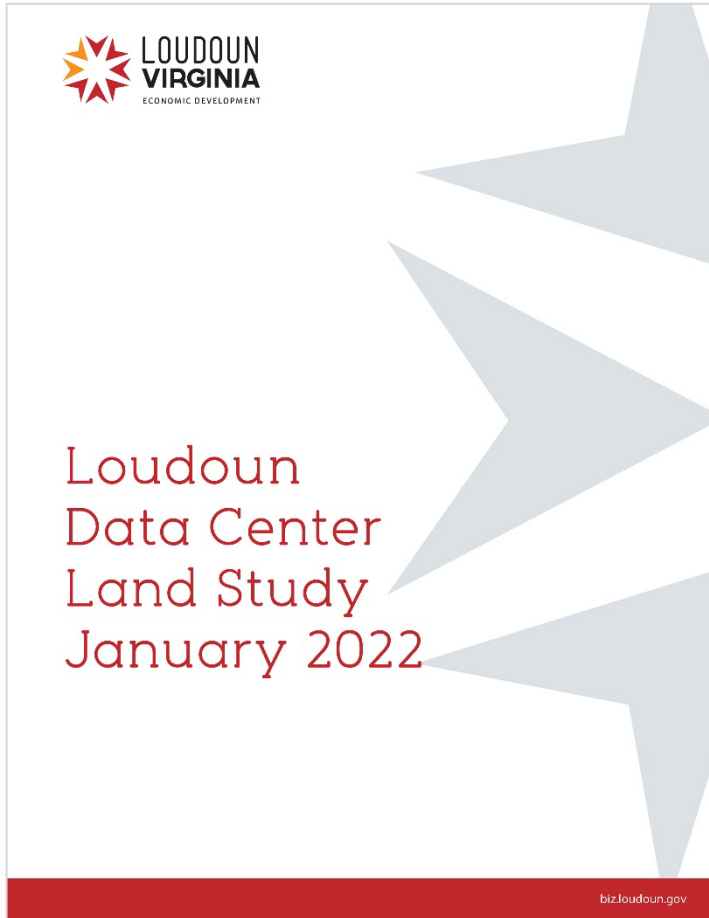
Data centers, backbone of the digital economy, face water scarcity and climate risk



LESSONS LEARNED

- Define the Opportunity
 - Where do they go...where they should not
 - Understand the Value Proposition, Define Targets
- Tell The Story, Communicate the Benefits
 - Digital Hubs Grow Communities
 - » Tax Growth and Job Creation
 - » Cluster Development and Associated Growth

METRICS AND REPORTING



LESSONS LEARNED

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 - » Tax Growth and Job Creation
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- Address the Concerns, Educate Stakeholders
- Go Beyond the Building

GIVING BACK TO THE COMMUNITY





If we can help you in any way, please call Buddy Rizer at 703-777-0592 or email Buddy.Rizer@Loudoun.gov

