



# *Innovation Technology Park*

**Data Center Relocation Opportunity  
Premier Northern Virginia Market**

Investment Introduction  
11101 University Boulevard, Manassas, VA

# INVESTMENT INTRODUCTION

## The Offering

JLL, as exclusive advisor, is pleased to present the Innovation Technology Park Data Center (the “Offering”), located at 11101 University Boulevard in Manassas, Virginia (“the Property”). Situated within a 1,500-acre university-anchored research park, the Offering comprises a 104,655 square foot, single-story office asset previously utilized by Comcast as both office space and IT technical support. Comcast vacated the Property in early 2020 as the Property was deemed surplus to their operations, and is being offered vacant on an as-is basis. Located on an under-utilized 17.7 acre parcel, the Property represents a significant repositioning opportunity for savvy investors, being situated in the highest performing data center market in the world.

The Property’s strategic location within Innovation Technology Park offers nearly 350 acres of developable land with the finest quality data center specifications including direct access to an abundance of power, rich fiber infrastructure, and diverse points of entry. In addition to the Park’s preeminent data center attributes, Northern Virginia Electric (“NOVEC”) has confirmed the Property’s existing infrastructure can handle the addition of two separate 20 MW feeds. This plethora of resources has drawn over 2.1 million square feet of commercial development activity and world-class corporate and government tenants including the state-of-the-art COPT DC-6 data center, Virginia’s State Forensics Lab, and the FBI’s NOVA Resident Agency, to name a few.

The Property’s current zoning permits a maximum 208,000 SF floor area, which in addition to the potential for 40 MW of additional power, creates tremendous upside for future ownership in a county where developable land is scarce. Investors can feel confident justifying high residual values due to the Property’s exceptional positioning within Innovation Technology Park, directly across from both the George Mason University Science and Technology Campus and the under construction 150-acre, mixed use Innovation Town Center (see page 7). These locational traits drive a compelling story but pale in comparison to the fact that investors are buying into the largest and highest-performing data center market in the world boasting increasingly strong net absorption, a dominant share of cloud computing capabilities, and a substantial history of capital investments.

**Interested investors have the rare opportunity to buy in to a Comcast legacy asset at a low price point, realize the inherent repositioning potential, and effectively capture the immense demand for data center product in the top data center market in the world.**

### Offering Highlights

<b>Address</b>	11101 University Blvd, Manassas, VA
<b>Building Size</b>	104,655 SF
<b>Site Size</b>	17.7 acres
<b>Max Floor Area</b>	208,173 SF
<b>Max Building Height</b>	70’
<b>Max Site Coverage</b>	70%

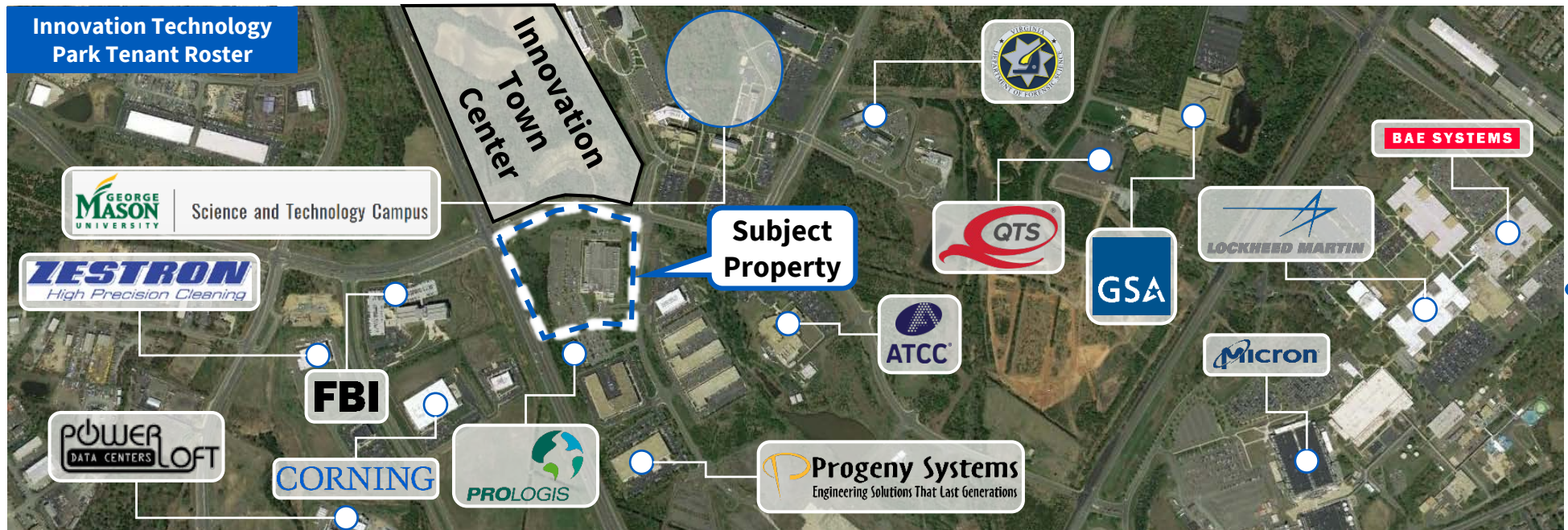




# Offering Highlights

## Excellent Northern Virginia Location

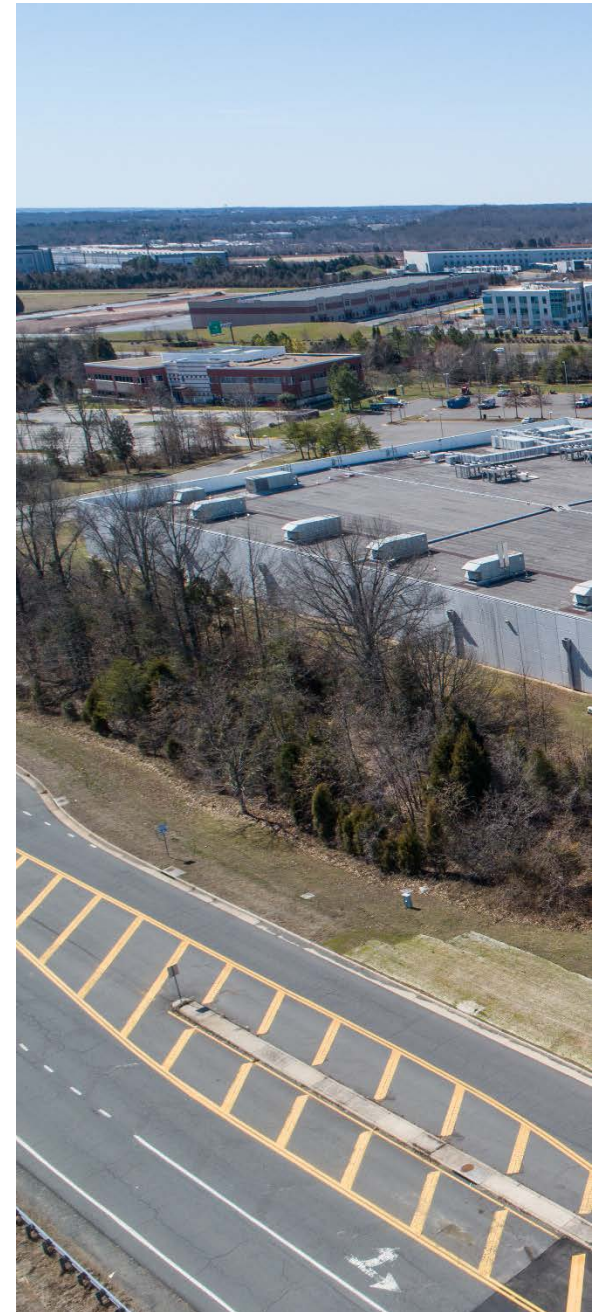
- **Significant development potential** - The Property sits on over 17 acres with excess land available to expand the building to over 208,000 square feet. Rising land values, available development capacity, and existing infrastructure are conducive to a data center conversion.
- **Premier technological business park location** - Innovation Technology Park is positioned within Prince William County's Data Center Opportunity Zone Overlay District, a 10,000 acre area designated for data center development. Over 5.2 million square feet of data center space has been developed in Prince William County since 2000, and the County has invested \$9.0 billion toward data center infrastructure during that period. Major data centers located in Innovation Technology Park include Iron Mountain, QTS Data Center, Oath, Power Loft, Cloud HQ, and EvoTech (see page 21 for more details).
- **Adjacent to the planned Innovation Town Center** - Designed to be the future center of the community, the Innovation Town Center is an in progress, 150-acre mixed use development featuring 1,100+ residential units, 200,000+ SF of retail with up to 4 anchor businesses, 200,000+ SF of office space, and a 125-room hotel.



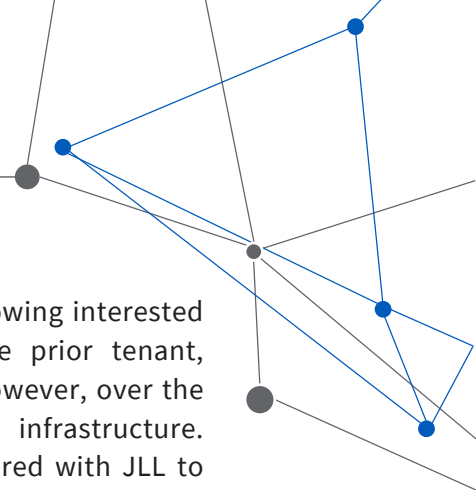
# INVESTMENT INTRODUCTION

## Offering Highlights

- **Top Global Data Center Market** - Widely regarded as the epicenter of internet activities, Northern Virginia is the largest, most dynamic data center market in the world. Not only does Northern Virginia boast the largest inventory of data center space globally, the market accounts for approximately 60% of overall demand for data centers in North America. Over the last five years, there has been a “gold rush” to acquire land in Loudoun County with well located data center sites achieving historic sale prices. Well located sites of a similar size to the Comcast property have most recently traded for \$1.2 Million to \$1.5 Million per acre. This demand for raw land in Loudoun County has driven a shortage of available sites, which has fueled the growth of Prince William County as a premier national data center market. Significant investments from both colocation providers and users have made Prince William an up-and-coming data center microcosm, causing land prices to appreciate at a brisk rate.
- **Foremost Data Center Location** – As an established data center market for nearly all federal government agencies as well as numerous Fortune 500 corporations, the Northern Virginia data center market is the largest in the world with nearly 1,600 MW of power supply. Despite being the largest, the market continues to see the highest rates of construction and absorption.
- **Excellent Connectivity** – Supplied by all major data providers such as CenturyLink, FiberLight and Level3. The Northern Virginia Data Center Market boasts the second-lowest data center market power rates at just over \$.05 per kWhr, nearly 65% below the U.S. average.
- **Significant Upside Potential** – The Comcast Property is poised to benefit from the continued data center and economic growth in both Prince William County and the greater Washington D.C. area. As a premier and cost-effective market, the Property is an attractive opportunity to quickly capture market share in an expanding market.
- **Increasing Data Center Demand** – Demand for data centers has increased dramatically as data-heavy technology continues to drive business across all industries. In particular, the demand for data center space in the Northern Virginia data center market continues to outpace all other global data center markets.







## Valuable In-place Data Center Infrastructure

- The Property has an assortment of existing data center infrastructure allowing interested investors the opportunity for a seamless repositioning initiative. The prior tenant, Comcast, utilized the Property as a mix of office and IT support space, however, over the company's tenancy, acquired and maintained critical data center infrastructure. Acknowledging the site's status as non-business critical, Comcast partnered with JLL to conduct studies designed to understand the Property's data center capabilities now and in the future to maximize repositioning potential.

## Data Center Infrastructure Highlights

<b>Potential Site Power</b>	Two (2) 20 MW feeds (confirmed by NOVEC through a written inquiry)
<b>Uninterruptable Power Supply</b>	Two (2) Eaton UPS units (275 kVA each)
<b>Generator</b>	Two (2) Caterpillar diesel back-up 1,500 kW generators with 10,000 gallon tanks
<b>Automatic Transfer Switch</b>	One (1) General Electric 3,000 amp automatic transfer switch
<b>HVAC</b>	Five (5) Trane R-22 HVAC units (295 tons of capacity); 14 Liebert-Emerson R-410A HVAC units (320 tons of capacity)
<b>Fire Suppression</b>	One (1) Cheetah DuPont clean agent fire suppression system with 54 detectors throughout building

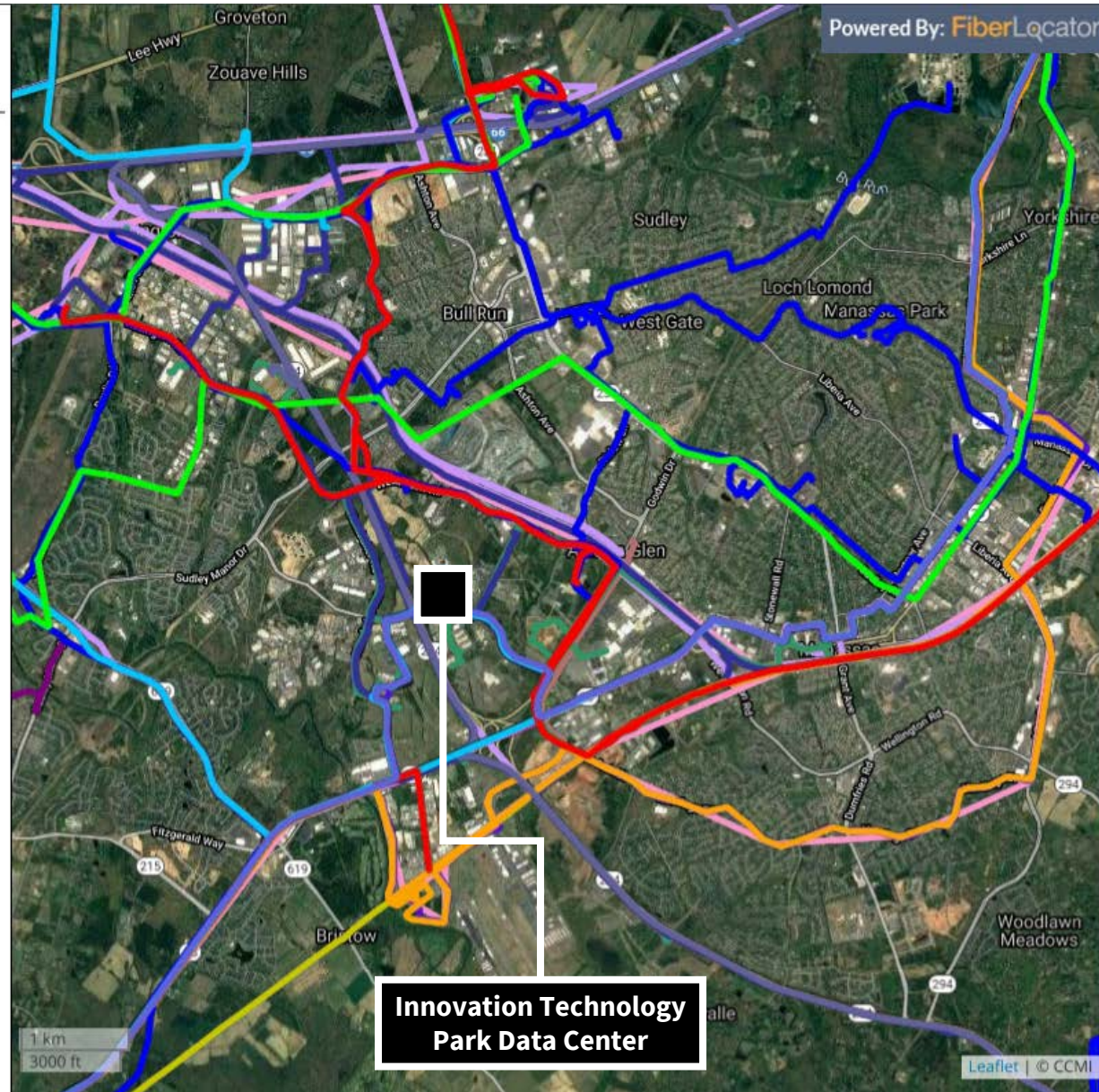


# INVESTMENT INTRODUCTION

## Innovation Technology Park Fiber Map

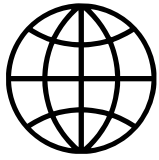


- Historic District, 11101 University Blvd, Manassas, VA 2...
- Metro Networks**
  - Atlantic Broadband Leased
  - CenturyLink Metro
  - Crown Castle
  - Fiberlight
  - LIT Networks
  - Level3 Metro
  - NOVEC
  - RCN
  - Segra
  - Shentel
  - Summit IG
  - Uniti Fiber
  - Windstream
  - Zayo Metro
  - Zayo Metro - Leased
  - Zayo Planned Routes
- Long Haul Networks**
  - Hudson Fiber LH Leased
  - Level 3 Long Haul
  - Sprint Long Haul
  - Summit IG Dark Long Haul
  - Windstream Long Haul
  - Zayo - Leased
- International Networks**
  - Telia Carrier LH



**Innovation Technology  
Park Data Center**

# Northern Virginia Market Highlights



**70% of World's Internet Traffic** flows through Northern Virginia



**2.5x Higher Net Absorption** than the second largest global market at 124 MW in 2019

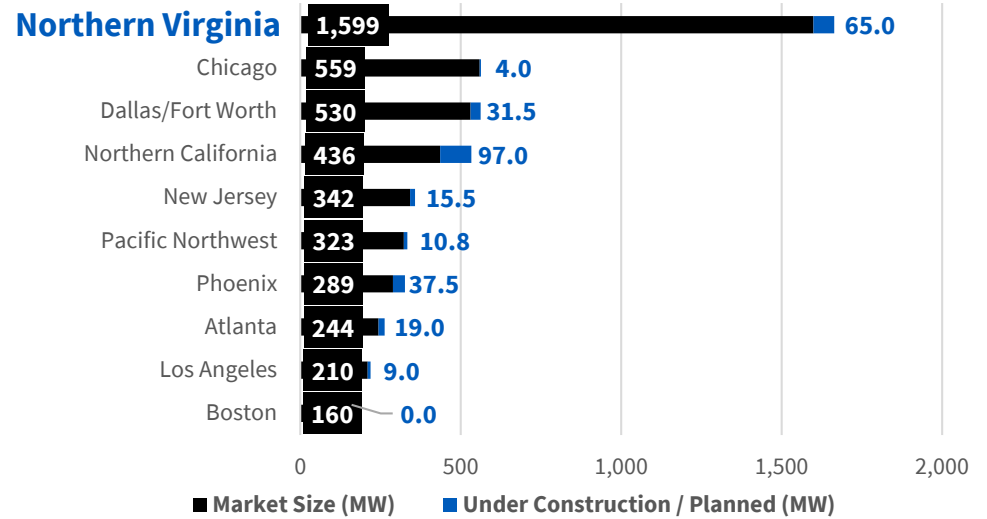


**Exemption from Sales and Use Tax** for large data centers

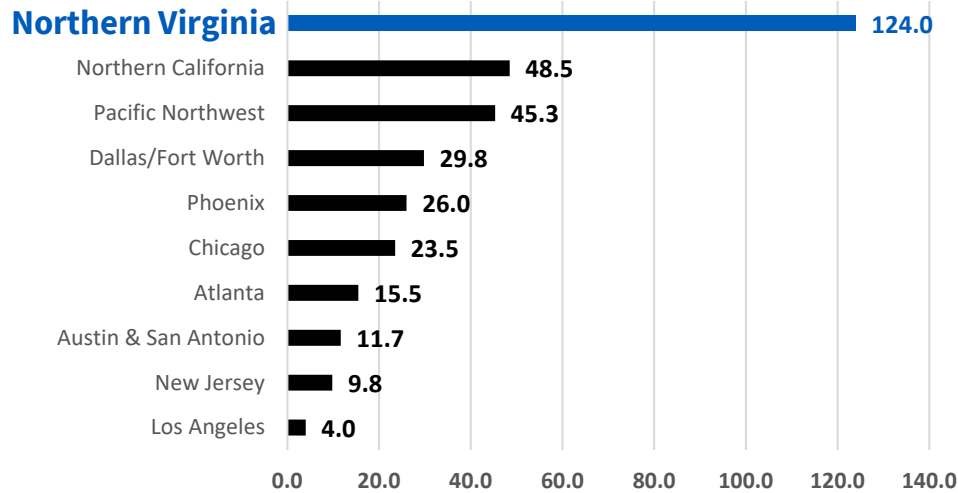


**Largest Inventory in the World** with 1,599.0 MW

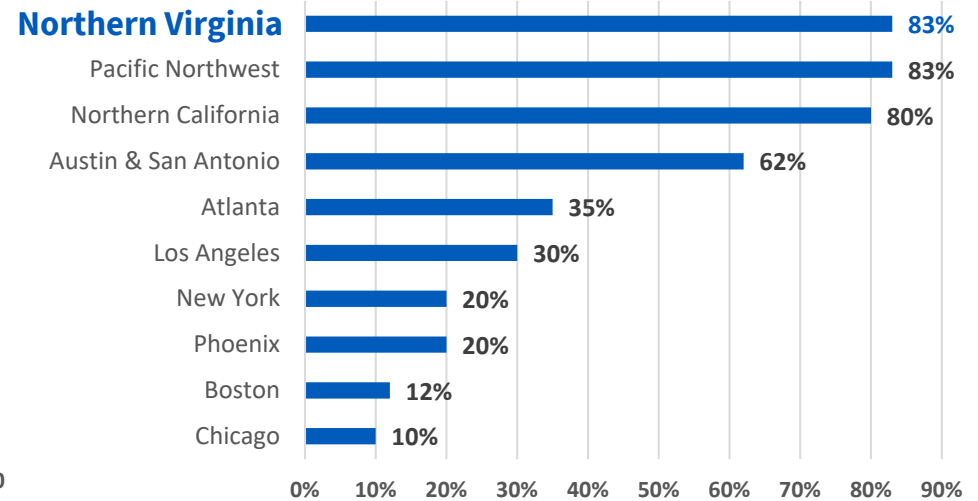
## Top 10 US Data Center Markets, 2019



## Net Absorption (MW), 2019



## Cloud as % of Net Absorption, 2019



Source: JLL 2019 Data Center Outlook

# INNOVATION TECHNOLOGY PARK

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