

February 2, 2022

Mr. Nick Blessing  
QTS Data Centers  
12851 Foster Street  
Overland Park, KS 66213

Dear Mr. Blessing,

Thank you for submitting your Target Industry Status application for the proposed Digital Gateway project.

Our understanding is that this project would create over 1,000 permanent and temporary jobs over approximately 18 years as QTS builds about 7 million square feet of data center space. Additionally, we understand that QTS estimates that the proposal represents between \$4.9 billion and \$7.5 billion capital investment, which does not include tenant-owned personal property. The proposed 800-acre project represents a significant amount of capital investment and job creation for the County.

The Board of County Supervisors designated, based on the amended list in Resolution #20-587, that the Director of Economic Development makes the determination of whether a particular company meets the criteria of targeted industries. Based on your application, we determined that data centers are on the approved Targeted Industry List, and the estimated significant capital investment and job creation qualify for Targeted Industry Status.

However, as a practice, the Prince William County Department of Economic Development (DED) has not provided Target Industry Status letters for proposed Comprehensive Plan Amendment projects without a companion rezoning application. Comprehensive Plan Amendments cannot guarantee a specific use or user because it is not an ordinance or regulation, rather a guide of planned land uses. Only an approved rezoning can guarantee a specific use or user.

Until the PW Digital Gateway project submits a rezoning application, DED is unable to provide a Target Industry Status letter. However, we will issue a Target Industry Status letter at the time a rezoning application is submitted and accepted by the Planning Office provided it includes the data center uses and metrics as described in your Target Industry Status application. The benefit of the Target Industry letter is that it will prioritize the processing of your rezoning application through the Planning Office and associated agencies. If rezoning approvals are obtained, please note that separate applications for site plan and building construction will need to be submitted to receive Target Industry Status through the development review process. I also note that Target Industry Status is limited by the number of Target Industry Projects currently in the County's pipeline.

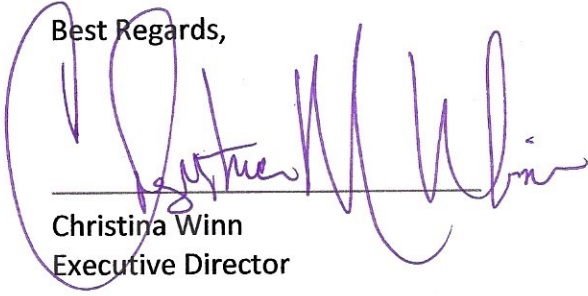
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We appreciate QTS's continued investment in our community, and we are always looking for opportunities to expand our commercial tax base and create new highly skilled jobs. Please let me know if you would like to discuss the application further or have any questions.

Best Regards,

A handwritten signature in purple ink, appearing to read 'Christina Winn', is written over a horizontal line. The signature is stylized and cursive.

Christina Winn  
Executive Director