

Business and Labor



The County's primary economic development mission is to attract new businesses and capital investment, and to provide a supportive climate for the growth of existing businesses in order to stimulate the creation of jobs and tax revenues. The County has implemented numerous initiatives and specific programs to accomplish this mission:

- The Department of Economic Development and Tourism (EDT), the Economic Development Authority (EDA), and the Economic Development Tourism Committee (EDTC) continue to jointly embark on a vigorous effort to better understand and track trends in the local economy, as well as evaluate the potential for future growth of new and existing industries. These County organizations which are responsible for economic development have also conducted new strategic planning efforts. These activities are a reflection of a larger initiative by the County's Board of Supervisors to take better advantage of the County's opportunities and to evaluate the return on investment of resources in various government-sponsored development activities.

- The purpose of the Economic Development Tourism Committee (EDTC), recreated by the Board of Supervisors, is to provide an integrated roadmap of policies, programs, procedures, priorities, and guiding principles that aid in communication among employers, citizens, institutions, government, private interests, as related to economic development and tourism activities. Several important initiatives are moving forward as a result of the committee's work:
 - A Process Improvement Program is underway to combine all checklists, flow charts and other business assistance guidance into a comprehensive, user-friendly online "form" that simplifies and clarifies County services to start-up/expanding/relocating businesses. When completed, the online form will be the starting place for most typical business inquiries that require County licenses, taxes, approvals, permits, fees, and other regulatory or business support services.

 - The Route 1 Revitalization Program is intended to support development and revitalize specific community areas to maximize capital investment and enhance the County's image and sense of community in the County's high-growth Route 1 corridor.

Business and Labor (Continued)



- The County remains a partner with the Fredericksburg Regional Alliance, a public-private partnership which promotes and markets the region while focusing on targeted industries; assesses and forwards leads to localities from the Virginia Economic Development Partnership (VEDP); and works in many other ways to create and promote opportunities for business growth in the region.
- Efforts continue to target military and defense contractors as a professional sector based on Spotsylvania's highly-accessible location within proximity of three regional military bases. Federal spending is no longer expected to drive the Washington metropolitan region's economic growth, but professional and business services will be the major source of growth. Available office space in the county is being sought out by technology and professional medical service companies.
- The number of New Start- Up firms has grown steadily from 32 to 50 firms between Q3 2013 to Q4 2014 showing potential for new growth, jobs and opportunities.
- Demand for industrial space is steady as vacancy rates continue to trend downward year-over-year. Continued positive absorption is expected for the remainder of 2015. This trend is a positive indicator for the County since the industrial market is often a leading indicator, which may lead to a continued recovery of other sectors.
- On a continuing basis, EDT serves as a liaison between federal and state government and local businesses, providing information and technical assistance in a variety of areas including funding, government contracting and specialized workforce training. To this end, the Department maintains an active membership and/or dialogue with numerous regional organizations including the Virginia Economic Development Partnership, the Virginia Employment Commission, and the Virginia Tourism Corporation, the Fredericksburg Regional Alliance, the Chamber of Commerce, the Greater Fredericksburg Regional Tourism Partnerships, the International Economic Development Council and others. EDT also maintains relationships with local military bases and four institutions of higher learning that are in regional proximity to the County.
- Retail continues to expand and is the largest sector in the County. Shopping center space expanded from 6.6 million square feet in 2013 to 6.7 million square feet currently. 6.3 million square feet is currently occupied and the five-year net absorption rate is 94%.

Economic Development Programs



- As adopted in the County's Comprehensive Plan, the employment center land use area is envisioned to be the primary location for new office and industrial development within the County, with the focus on larger scale office complexes, industrial users, and business parks. The Route 1 corridor south of Massaponax to the Thornburg interchange is envisioned to be an economic driver for the County. Anticipated projects include the establishment of additional major shopping centers, an expanding hospital campus, the County's first Virginia Railway Express station (**currently under construction**), the Spotsylvania Soccer Sportsplex, and new residential units, hotels and restaurants. Additionally, high-end office parks are anticipated to comprise the area between I-95 exits 118 and 126.
- The County continues to execute a Targeted Industries Program designed to expedite the review and approval of site and building plans involving targeted businesses. Under this program, the County works closely with a business or developer to reduce the potential for delays in the permitting process and to complete the process to allow the business to begin operations as quickly as possible.
- The Economic Development Incentives Program is used to attract new business and support the expansion of existing businesses and retain industry. The program has contributed to increased capital investment and job creation since its initial creation in 1995. Continued collaboration with State officials ensures the County is using all available resources to maintain and grow the business community.

Economic Development Programs (Continued)



- Technology and Tourism Zone Programs serve both new and existing qualified businesses. The Technology Zone covers the County's primary settlement district encompassing the County's fully-serviced business corridors to encourage growth in Spotsylvania's high-technology sector. Qualifying businesses located within the Technology and Tourism zones are afforded local tax rebates on Business, Professional and Occupational License and Machinery and Tools taxes, and are placed in the County's Targeted Industries Program.
- There are two HUBZone designations that offer businesses an advantage when applying for federal contracts. There is one HUBZone located in the northern portion of the County on the Route 3 corridor, and another is located near Lake Anna.
- The Department has established a Business Retention Program that connects new and existing businesses with the right resources and assistance with workforce, state and federal financing programs and processes and protocols that will improve the overall business climate to increase growth and investment opportunities in the County.

Targeted Market Activity



The County's targeted industries are healthcare, manufacturing, professional services (high tech/IT/defense) and tourism. Employment rose in the target industry sectors by 5% from 2013 to 2014. Overall, total industry sectors rose by 100 new establishments and 1,285 new jobs. The average annual wage rose from \$36,400 to \$36,764 over the same period. Vacancy rates continue to trend downward year over year.

■ Tourism:

- One of the primary markets due to its relative size and importance within the local economy is tourism. According to the Virginia Tourism Corporation 2013 report, Spotsylvania County currently ranks 18th out of 134 counties and incorporated cities within the Commonwealth for tourism, continuing to remain within the top 20 in the state. The tourism “industry” is actually a cluster of industries. Tourism provides export revenue for the County through sales to visitors who come for various attractions, accommodations, to shop, dine, and to experience recreation and entertainment.
- To maximize the County's tourism potential, EDT has prepared an in-depth assessment and development plan for tourism published in May of 2013. This assessment incorporates the results of the Spotsylvania Tourism Dashboard, a customized model developed for the Department which tracks visitation to local tourism attractions and overnight stays in the County's hotels, B&Bs and campgrounds. A significant expansion of the County's former tourism reports, the Dashboard provides a more complete picture of the overall value of tourism and a means of tracking seasonal trends and forecasting revenues for the first time.
- Based on the Dashboard, approximately 500,000 people stayed overnight in the County in 2014 and more than 849,000 visits were recorded at local attractions, including the Civil War Battlefields, Lake Anna and other visitor sites and special events. As of 2013, visitors to the County generated approximately \$247 million in overall economic value, up from \$241 million in 2012 according to the Virginia Tourism Corporation.

Principal Employers



Principal Employers - May 2015		
Employer	Nature of Business	Approximate Employees
Spotsylvania County Schools	Education	1,000+
Spotsylvania County Government	Local Government	1,000+
HCA Virginia Health System	Hospital	250-499
Wal-Mart	Retail	250-499
CVS Pharmacy	Pharmacy Distribution Warehouse	250-499
Food Lion	Grocery	250-499
AT Solutions	Support to Counterterrorist Activities	250-499
Germanna Community College	Education	250-499
Rappahannock Goodwill Industries	Rehabilitation Services	250-499
Carmax	Automotive Dealer	100-249
Giant Food	Grocery	100-249
EOIR Technologies	Sensor Technology	100-249
Richmond Fitness	Gym	100-249
Costco	Retail	100-249
Target Corporation	Retail	100-249
United Parcel Service (UPS)	Parcel Delivery	100-249
Rappahannock Electric Cooperative	Utility	100-249
Kaeser Compressors	Air Compressors	100-249
McDonalds's	Restaurant	100-249

Private Non-Retail Employers



Principal Private, Non-Retail Employers - May 2015

Employer	Nature of Business	Approximate Employees
Spotsylvania Regional Medical Center	Hospital	450
Rappahannock Goodwill Industries	Rehabilitation Services	400
A-T Solutions	Support to Counter Terrorist Activities	380
CVS, Inc.	Pharmacy Distribution Center	375
EOIR Measurements	Sensor Technology	220
West Asset Management	Business Marketing/Communications	170
Rappahannock Electric Co-op	Utility	168
Kaeser Compressors, Inc.	Air Compressors	160
Simmons, USA	Bedding Manufacturer	150
Trussway	Wood Trusses	140
Medicorp, Inc	Medical Offices	130
OFIC North America, Inc.	Vinyl Building Panels	120

Major Employers



- **Spotsylvania Regional Medical Center (SRMC)/ HCA Virginia Health Systems** – The County’s first hospital opened in June 2010 and is part of HCA, the nation’s largest hospital system. The 133-bed hospital employs approximately 450 staff members, is the County’s largest private employer, and is responsible for roughly **\$1.7 million in taxes** annually to the County. SRMC is accredited as a chest pain center, and last year, added a cancer center through a partnership with Virginia Commonwealth University. **In March 2015**, for the sixth consecutive year, HCA was named by The Ethisphere Institute as one of the world’s 100 most ethical companies. In Medicare’s latest patient satisfaction survey, SRMC outscored nearby Mary Washington and Stafford hospitals by being the patient favorite in nine of ten survey areas. It equaled or exceeded state and national averages in eight of ten areas. SRMC was also in the top five within HCA’s 163-hospital chain.



Major Employers





Major Employers

- **Rappahannock Goodwill Industries** – Since 1966, Rappahannock Goodwill Industries has served people in Spotsylvania County along with the City of Fredericksburg and 11 other counties in Virginia. In 2011, RGI purchased an **80,000 square foot** vacant building in the Lee’s Hill area and remodeled it in 2012 to include a Goodwill Store, Goodwill Outlet, a transportation hub, and Goodwill administrative offices. Space has also been set aside, the Collaboration Zone, for use by other non-profit organizations to collaborate with RGI and each other to better serve the region. A Community Learning Center is expected to open at a future date. Over **400 people** in the greater Fredericksburg region work for Rappahannock Goodwill Industries. Through employment and training programs, the agency helps give or restore financial independence to those with physical and mental disabilities. Rappahannock Goodwill Industries was found to have had a **\$56.8 million** impact on the communities served and the Commonwealth in 2014, according to recent research. Proceeds from the sale of donated merchandise helps to support the job programs offered by Rappahannock Goodwill. Last year, Goodwill was able to serve over **4,000 people** in our region.



Major Employers



- **A-T Solutions** – A-T Solutions specializes in counter-terrorism work for the Pentagon, intelligence agencies and the Department of Homeland Security. A-T Solutions began its operations in 2002, with its corporate headquarters located in Northern Virginia and its operations center in the Deep Run Business Center (Bowman Center) in Spotsylvania. The company has continued to expand within the County, including a **recent expansion of 41,000 square feet** for a missions operations center that added **32 jobs** with salaries averaging **\$100,000**. The company currently has more than 250 jobs in the region. Overall, the company operates 11 offices nationwide, and employs 700 people who support over 200 customers in 45 countries. In 2015, President and CEO, Dennis Kelly, received Corporate LiveWire’s Innovation & Excellence Award for “Most Outstanding Strategic Advisory Group—USA” and was named to Washington Business Journal’s Government Technology Contractors List for fifth year in a row.



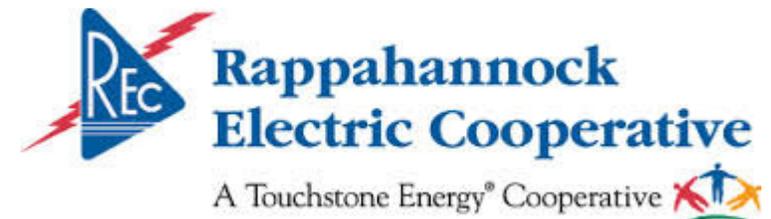
- **CVS Distribution** – CVS operates a regional distribution center which serves the east coast and is the 4th largest center in the CVS distribution network servicing more than 450 retail stores. There are approximately 375 employees working at this facility, handling over 500,000 pieces of product per day. Operations are conducted out of two free-standing buildings consisting of 763,000 square feet. Upgrades totaling **\$4 million** were made in 2014 to enhance sorter capabilities. CVS has launched an aggressive retraining program to enhance the skills of its employees. The facility has been in operation since 1985.



Major Employers



- **EOIR Technologies** – EOIR is an industry leading system design and development company staffed with 220 employees in Spotsylvania. They have developed a reputation for excellence in research, development and engineering services in advanced systems for defense, intelligence, and homeland security. EOIR has been providing services to the national defense industry for over 30 years and has operated in Spotsylvania since 1981. EOIR recently was awarded the prime contractor for a **\$3.5 million contract** for Tactical Mission Command Software Support for Armament Software Engineering Center (ASEC). The company is the first and only DoD software engineering center to attain Capability Maturity Model Integration (CMMI) Level 5 certification, allowing the company to support this contract in compliance with CMMI Level 5 process requirements.
- **West Asset Management** – A fully licensed collections agency with 15 domestic and international locations, West Asset Management is the receivables management division of West Corporation. West Corporation is a publically traded company headquartered in Omaha, Nebraska that provides a variety of telecommunications services and has over 26,000 employees worldwide. West Asset Management employs **170 people** at its Spotsylvania call center.
- **Rappahannock Electric Cooperative** – Formed in 1980, Rappahannock Electric Cooperative (REC) is a member-owned utility cooperative headquartered in Spotsylvania. Operating and maintaining over 16,000 miles of power lines, REC provides service to portions of 22 Virginia counties spanning from the Blue Ridge Mountains to the Chesapeake Bay. REC employs 168 employees at its Spotsylvania location.



Major Employers



- **Kaeser Compressors, Inc.** – Kaeser is one of the largest and most successful suppliers of air systems, with over 3,000 employees worldwide. Spotsylvania serves as the company’s United States headquarters and employs 160 workers involved with sales, marketing, training, testing, shipping, assembly, accounting, human resources and quality control. Kaeser is scheduled to complete 50,000 square feet, **\$4.26 million expansion to their existing facility in July 2016** to accommodate more inventory, and facilitate improvements to the company’s growing packaging and shipping operations.



- **Simmons, USA** – Simmons is the makers of Beautyrest® brand mattresses. The company has been located in Spotsylvania since 1995 and currently operates a 300,000 square foot distribution and production facility in the County to serve Virginia, Maryland and parts of North Carolina, West Virginia, Delaware and Pennsylvania. The company employs 150 employees at the Spotsylvania plant.



- **Trussway** – Trussway is one of the nation’s leading suppliers of framing components to large-scale builders and developers. The company has more than 40 years of experience in manufacturing roof and floor trusses, as well as other building components. The company has six manufacturing facilities across the U.S. and employs 140 employees at its Spotsylvania location.



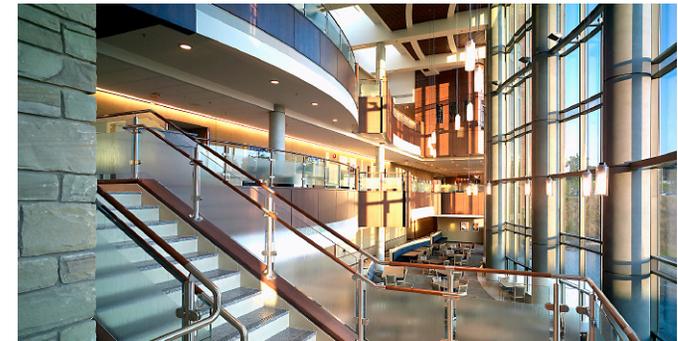
- **OFIC North America, Inc.** – Founded in Virginia in 1976, OFIC North America Inc. is the U.S. headquarters for Onduline North America which operates on five continents with 10 production sites and 45 subsidiaries manufacturing roofing materials and building products. OFIC’s Spotsylvania-based headquarters employs 120 workers who manufacture three superior building products: Ondura® Corrugated Asphalt Roofing, Tuflex® Polycarbonate & Vinyl Building Panels and the Ridgeline® Ridge Vent Ventilation System. The company has two manufacturing/assembly locations in Spotsylvania and recently expanded into 30,000 sf for additional warehouse storage at the Bowman Center, also in Spotsylvania.



Major Employers



- **Medicorp, Inc./Mary Washington Healthcare** – Mary Washington Healthcare (MWH) began as an eight-room hospital in Fredericksburg, Virginia nearly 115 years ago. It has evolved into a not-for-profit, regional system consisting of two hospitals located in the City of Fredericksburg and Stafford County with 28 healthcare facilities and wellness services throughout the region. Medicorp/MWH's presence in the County includes a free-standing Emergency and Outpatient Center at Lee's Hill, Medical Imaging of Fredericksburg, several NextCare Urgent Care centers, Home Health and Hospice Center, and numerous laboratories. The Heart & Lung Center, located in Massaponax near the Spotsylvania Regional Medical Center, provides care for patients suffering from COPD and heart failure. In 2013, Mary Washington Hospital performed in the top 10% of all hospitals nationwide in actual patient outcomes and patient satisfaction during hospital or outpatient visits. Medicorp/MWH is the largest private employer in the region with over 5,000 employees and 500 physicians.





New Business/Expansions

- **LIDL**– is a German global discount supermarket chain that operates over 10,000 stores across Europe. On June 12, 2015, Governor Terry McAuliffe announced that Lidl, one of the fastest growing retailers in Europe, will invest \$202 million to establish operations in Virginia. The investment will include \$77 million for its U.S. corporate headquarters in Arlington County, creating 500 new jobs, **as well as \$125 million in a regional headquarters and distribution center facility in Spotsylvania County, creating an additional 200 jobs**. The Governor made the announcement after meeting with leaders of the company at Lidl’s international headquarters in Neckarsulm, Germany.
- The Virginia Economic Development Partnership worked with Arlington County and Spotsylvania County to secure the project for the Commonwealth. Governor McAuliffe approved a total of \$5 million in grants from the Governor’s Opportunity Fund to assist both Arlington County and Spotsylvania County with the project. The Governor also approved \$2 million in funds from the Virginia Economic Development Incentive Grant (VEDIG). VEDIG was established as a self-funded program of performance-based incentives that the Commonwealth awards to exceptional economic development projects with large numbers of employees and very high wages relative to average wages for that particular area. Additional funding and services to support the company’s employee training activities will be provided through the Virginia Jobs Investment Program.



New Business/Expansions



- **CORTEK, Inc** – A Spotsylvania-based government contractor, CORTEK was named number 50 of the fastest-growing firms in Virginia by the Virginia Chamber of Commerce annual "Fantastic 50" awards held in May 2015. The company also ranked on the "Best Places to Work" list by Virginia Business Magazine for the fourth year in a row. CORTEK operates an 8,000 square foot office headquarters in Spotsylvania.



- **Virginia Youth Soccer Association** – The Virginia Youth Soccer Association (VYSA), a nonprofit devoted to promoting youth soccer in Virginia and D.C., at the Spotsylvania Sportsplex, is situated on 80 acres in the County. The facility boasts eight FIFA (Federation International Football Association) regulation fields including a small stadium. ***In January 2015, VYSA was awarded the bid to host the 2017/2018 U.S. Youth Soccer Region 1 Championships.*** The Championship will need 4,000 hotel rooms and ample opportunities for tourism exposure and retail sales for the County. The opening ceremony will be held at the new Dominion Raceway in Thornburg. Planning meetings have begun between public and private entities to accommodate the event's success.



- **Virginia Railway Express (VRE)** – VRE is opening its newest station this summer in the County, marking the first major service expansion in the system's 23-year history and a key piece of VRE's long-term plans to meet the region's growing transit needs. The ***\$3.4 million station*** will extend service south of Fredericksburg, potentially drawing several hundred new riders. VRE plans to expand platforms at five Fredericksburg Line stations to accommodate the additional trains. VRE is also collaborating with CSX and state's rail agency in the construction of a third track between L'Enfant Plaza in the District and Spotsylvania that will ensure better traffic flow in the rail system VRE shares with Amtrak and freight trains. The first track will be approximately 2.5 miles. The design phase is complete and construction is underway.

New Business/Expansions



- **A. Smith Bowman Distillery** – The distillery relocated from Northern Virginia in 1988 into a 4,600 square foot facility in the Bowman Center. A. Smith Bowman Distillery is celebrating 80 years of crafting fine spirits in Virginia and is the oldest bourbon distillery in the state. The distillery is transforming the facility into a tourism draw by hosting concerts, tours and other events such as a stop on the Grapes and Grains Tour. The distillery offers a gift shop selling the company’s whiskey, rum, vodka and gin as well as company apparel, used whiskey barrels, glassware, sauces and more.



- **VH Drones** – With growing popularity for photography and other uses, VH Drones is an online seller of drone technology, started by a Spotsylvania resident and an engineer employed by SimVentions. The company uses technology from U.S. manufacturers, as well as technology imported from manufacturers in China and Japan.
- **Radio Reconnaissance Technologies (“RRT”)** – RRT is a veteran-owned small business whose core experience is in military tactical, strategic, and special operations related to Signals Intelligence, electronic warfare, communications and power solutions. RRT located from Stafford County and is leasing 10,580 square feet in the Bowman Center.



New Business/Expansions



- **Hunter Holmes McGuire VA Medical Center** – The United States Veterans Administration considers the Fredericksburg region one of the nation’s fastest growing veteran communities, and has leased **11,576 square feet** at the Lee’s Hill Medical Plaza to operate a state-of-the-art medical facility. The clinic will be located in a building that contains a full-service emergency department, labs, and an imaging center operated by Mary Washington Healthcare.
- **NexGrid** – Nexgrid, LLC is a US based company that provides an end-to-end solution for wireless smart grid and advanced metering. Nexgrid's products provide utility companies and consumers the ability to manage and monitor their smart grid and smart home networks. The company expanded its offices to the Westpark Office Park from the headquarters that is located in Orange, Virginia. The company has 10+ employees.
- **Patriot3** – Patriot3 is a premier provider and authority in elevated tactical systems, ballistic shields, complete mobile ballistic barrier systems and specialized maritime products. The company began operations in Spotsylvania in 2000 and was leasing approximately 8,000 square feet on Houser Drive. The growing company **invested \$2 million for the purchase of and relocation to an existing 20,000 square foot facility located on Pierson Drive**. The company has 40 employees and exports to more than 30 countries.
- **IOMAXIS** – With two locations in Northern Virginia, IOMAXIS is a cyber security computer software development company who recently opened an office in the County leasing office space of 1,700 square feet and employs a staff of 7.
- **Athio Technologies** – Athio Technologies is a start-up Service Disabled Veteran-Owned Business(SDVOB) who specializes in government and commercial technology contracting with a focus on video conferencing capabilities, network wiring and medical office work.





New Business/Expansions

- **IntelliWare Systems**– Intelliware has operated in the County since 2005 and provides the FBI, the Transportation Security Administration, the US Marshals Service, and other government organizations with intelligence, counterterrorism, cyber security, homeland security, and law enforcement management, operations, and technology support. The company currently has 100+ employees and was recently awarded the Small and Emerging Contractors Advisory Forum’s (SECAF) 2015 Award of Excellence which highlights an organization that represents excellence within their community, the government contracting industry, and towards employees.
- **Dominion Raceway** – Dominion Raceway, a raceway and entertainment complex located in Thornburg (I-95 Exit 118) *is slated to open in Fall 2015*. The complex will offer a 37,000 square foot main facility and will be combined with multiple features that include three distinct motorsports venues; a 4/10 mile NASCAR sanctioned oval, 1/8 mile NHRA sanctioned drag strip and a 2 mile SCCA/NASA/Pro-Motion Slub sanctioned Road Course along with a karting track and two helicopter pads and facility rental, racing and driving schools. The building will also be available to lease for banquets, shows and meeting places. Future commercial development opportunities exist on the 160 acre site with 40 + acres available for sale or lease.



New Business/Expansions



- **Reenactment** – In a ceremony that brought to a close Virginia's seven-year, multifaceted commemoration of the 150th anniversary of the Civil War, the Virginia Sesquicentennial of the American Civil War Commission recognized Spotsylvania County's efforts in their commitment, dedication and partnership with the Commission in May 2015. The County also received awards from the Virginia Association of Convention and Visitor Bureaus for its entries in the "Destination Event of the Year" and "Niche Tourism" categories. The winning entries were for the County's 150th Wilderness and Spotsylvania Courthouse Living History Weekend events.
- **Shannon Airport** – The new owner has begun remodeling the 61.5-acre Shannon Airport to include a restaurant and pilot shop. The airport owner is also the owner of Spotsylvania-based Mid-Atlantic Vinyl Products and Regency Polymer Materials. Plans include the eventual relocation of the manufacturing plant to or near the airport property.
- **Virginia Renaissance Faire** – The Faire currently is held at the Lake Anna Winery for four weekends each year, **averaging 20,000 visitors** each season. The 2015 season is exceeding prior years with a projected attendance of 23,000+ visitors. The primary activity of the cast consists of presenting a series of events that will both educate and entertain audiences from throughout the Mid Atlantic. The main event, The Virginia Renaissance Faire's Queen's Progress, brings a unique brand of entertainment to areas rarely served by such activities. This touring show - the only one of its kind - has performed at communities across Virginia, Maryland and Pennsylvania.



Existing Retail & Mixed-Use Developments



- **Spotsylvania Courthouse Village** – An elegant hometown is underway, combing a commercial and residential streetscape. A bypass was completed in 2010, improving traffic flow to the Courthouse area, new retail development, and tourism attractions. The project developer envisions that the Village could eventually include **500,000 square feet** of office, retail and civic uses, as well as 1,500 residential units including townhomes, apartments, condos and single family homes. A **four-building, 66-unit apartment complex** was just completed. Construction is due to begin in the near future on five retail buildings. The third phase of the project will include a five-story mixed-use building, with four floors of apartments over retail space. The County owns a 55,000 square foot office building within the Village which houses the Planning, Zoning, Building, Economic Development, Tourism, and Social Services offices.



Existing Retail & Mixed-Use Developments



- **Spotsylvania Towne Centre** – The Spotsylvania Towne Centre is located on Rt. 3, just off I-95 Exit 130. This approximately *1.6 million square foot* development offers the premier shopping, dining and entertainment experience in the region. An **\$80 million** renovation and expansion to the Towne Centre and an open-air lifestyle center were completed in 2012. The 180,000 square foot lifestyle center has attracted a Residence Inn, and other high-end retailers such as Coach, White House/Black Market, Cache and many other retailers. The lifestyle center has also attracted Paragon Village 12 and Splitsville Lanes, a luxury movie theatre and bowling alley combination.





Existing Retail & Mixed-Use Developments

- **Southpoint I & II** – Located in one of the fastest growing corridors in Virginia at Exit 126, the **256-acre** development consists of **1.2 million+ square feet** of mixed use retail/commercial space offering a variety of retail, restaurants, office and professional office space. The retail offerings are anchored by Wal-Mart and Lowe's. Restaurants include Longhorn Steakhouse, Applebee's, Chick-Fil-A, Coldstone Creamery, Chipotle, Firehouse Subs. A large American Family Fitness is also present in the development. Preliminary plans are underway for a new road that would connect to the southbound I-95 off-ramp at Exit 126 which would likely increase traffic through Southpoint II. Also proposed is a **90-acre** development at Southpoint II called Southpoint Landing that would consist of upscale apartments / mixed-use retail space south of the existing CarMax.
- **Cosner's Corner** – Located a few miles south of Southpoint is Cosner's Corner, a **980,000 square foot** retail and office development located one mile from I-95, at the corners of U.S. Rt. 1, U.S. Rt. 17, and Spotsylvania Parkway. The development features a Super Target, Ross, Marshalls, Dick's Sporting Goods, Kohl's, & PetSmart. It is also home to numerous other national retailers, banks and a full palette of restaurants. Located across I-95 from Cosner's Corner, "Cosner East" is home to Spotsylvania Regional Medical Center as well as a new luxury apartment home complex. Additionally, the area is populated with abundant medical offices to serve the community and has space for growth or such services.
- **Harrison Crossing** – Harrison Crossing is a unique, **70-acre, 600,000 square foot** development located on Rt. 3 at its intersection with Harrison Road in Spotsylvania. Harrison Crossing is anchored by Home Depot, Petco, and a Super Giant Food. It is home to a variety of services, shops and restaurants, including Walgreen's, Wells Fargo, Bank of America, Neibauer Dental, Hope Animal Hospital, Firestone Tires, Rob's Car Wash, Sonic, Salsarita's, Starbucks, Subway, Wendy's, McDonalds and Taco Bell. Pad sites are still available for growth.



Planned and Approved New Development



Date Approved	Development	Type	# of Units			Proposed Commercial SF & Components
			SFD	SFA	MF	
7/9/2013	Spotsylvania Courthouse Village ¹	MU	445	205	900	536,000 sf – office, retail
8/13/2013	Crossroads Station ²	MU	0	0	610	950,000 sf – office, retail, hotel
9/10/2013	New Post ³	MU	219	104	102	160,000 sf – office, retail, hotel
9/24/2013	Fortune’s Landing	R	49	0	0	
12/10/2013	Cosner Corner East Apartments	R	0	0	274	
1/14/2014	Barley Woods	R	87	36	0	
1/28/2014	Heritage Woods	R	697	180	183	
6/24/2014	Courtland Park ⁴	MU	89	0	0	75,000 sf – office, church, daycare
6/24/2014	Southpoint Landing ⁵	MU	0	0	830	1,150,000 sf – retail, restaurant, office
9/9/2014	Benchmark	R	0	98	0	23,400 sf - office
9/9/2014	Legends of Chancellorsville	SFD	217	0	0	
12/9/2014	Wheatland	R	0	98	0	
12/9/2014	Thorburn Estates	SFD	59	0	0	
6/23/2015	Jackson Village	MU	0	695	1,575	298,000 sf commercial/office
Total			1,862	1,416	4,474	3,192,400 sf

(1) This development did not commit to number of units, unit type, or sf of non-residential development. The figures here are a potential build-out scenario.

(2) This development committed to a maximum of 950,000 sf of non-residential development. To build out the residential units, 75,000 sf of non-residential development must be constructed.

(3) This development committed to 20,000 sf of non-residential development to build out their residential units.

(4) This development committed to 2,000 sf of non-residential development to build out their residential units.

(5) This development has no maximum number of mf units nor any commitment or cap on the non-residential development.

Note: Single family lots approved and assigned Tax Map numbers in 2013 and 2014 = 600.

Legend: MU = Mixed Use; R = Residential; SFD = Single Family Detached; SFA = Single Family Attached; MF = Multi-Family; AR = Age Restricted; and, Sf = square feet.

Source: Spotsylvania County Planning Department.