January 2010
Quarterly Tenant
Newsletter

I-95 Business Parks Management's PWC Quarterly Update

I-95 Business Parks Management - 703/690-7234

Special Interest Articles:

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Kudos to the Snow Removal Team!

We had a record snowstorm on Saturday that dumped about 18 inches of snow on our business park. Bob Ryan on Channel Four said that it was the sixth heaviest snow storm on record dating back over 100 years.

Many thanks to Richard Downey and the crews from Chapel Valley Landscaping for their work on snow removal over the weekend. They did a really great job in nearly impossible conditions. We were also fortunate to have a big front end loader available from Patriot Development Corporation for the entire weekend. Without that loader, we would have had a much more difficult time getting the lots cleared.

As of 8:00 AM on Monday, all of our lots were fairly well cleared and parking was available for all who came in.

If you see Richard in the next few days, please be sure to congratulate him on a job well done. His hard work and persistence really made the difference. Going forward, if you see any icy conditions that cannot be solved by using a little sand from our new sand buckets, please call the office and we will send someone over to spread some salt or otherwise improve the safety of our sidewalks and parking lots.

By the way, we are thankful for small blessings with this storm. If it had hit on a Tuesday afternoon when the parking lots were full and traffic was snarled, we might have needed a few more days to recover. The timing could not have been better for disaster recovery.

Ownership Makes the Difference

In the business of developing and managing business parks, it really makes a difference as to who the owners are. The snowstorm that overtook us this weekend points out the strengths of our ownership and management team.

I-95 Business Parks Management and its properties are owned and controlled by an investment partnership that is really a family business. We bought the land, developed and leased the buildings, and we manage the properties for the beneficial use of our clients. Because nearly all of our employees live in Lorton and Woodbridge and because we keep our office in our business park, we care about your property management issues. In short, we are owners who are willing to "eat their own cooking".

Our objective is to make your work environment as trouble free as possible. Our clients don't make any money by dealing with property management issues like roof leaks, trash removal, air conditioning and the like.

If your staff or your customers drive into the park after a snowstorm like the blizzard of 2009, and they can't find a parking space or safely get to their desk, it costs your company time and money. Add in the brain damage and kvetching about the #@*&!!!! Landlord, and it really takes a toll on your company's productivity.

Best wishes for a Happy Holidays and a Prosperous New Year!

Questions?

703-690-7234

www.i95businessparks.com

When you came into work on Monday after the blizzard of 2009, were you able to park your car like usual?

Building 1 at Prince William Commons - 10:00 AM Monday 12/21/2009
14000 Crown Court, Woodbridge, VA

Building 2 at Prince William Commons - 10:00 AM Monday 12/21/2009
14049-85 Crown Court, Woodbridge, VA

Or did you need to park on the sidewalk like THIS?

A Retail property with NO snow removal plan
4:00 PM Monday 12/21/2009

Be always at war with your vices, at peace with your neighbors, and let each new year find you a better man.
~Benjamin Franklin

People are so worried about what they eat between Christmas and the New Year, but they really should be worried about what they eat between the New Year and Christmas.
~Author Unknown

Fire Alarm Testing

We have scheduled the Quarterly & Annual Fire Alarm and Sprinkler Inspections for each of the buildings.

The Annual Fire Sprinkler Inspections are scheduled for January 2010. A visual Inspection of all sprinkler heads is required; therefore, we will need access to each Tenant space.

Quarterly Fire inspections generally take 1-2 hours and should not cause any disruptions to the Tenant.

Annual Fire inspections generally take 2-5 hours at each building and involve actually sounding the alarms. This will cause moments of disruption. We apologize for the inconvenience, but do appreciate your patience and understanding.

The schedule is as follows:

Monday, January 11th
3320 Noble Pond Way
Annual – 8:00 am

3310 Noble Pond Way
Annual - 12:00 pm

Tuesday, January 12th
14000 Crown Ct.
Quarterly – 8:00 am

14049-85 Crown Ct.
Quarterly – 10:00 am

13999-14043 Crown Ct.
Quarterly – 12:00 pm

Working Together for A Safe Business Park

Management recently met with Officer John Nagel, a Crime Prevention Specialist with the Prince William County Police Department, to discuss the break-ins that have been occurring all over Woodbridge.

We requested more of a Police presence patrolling the area, especially during the evening/night hours. In order for Officer Nagel to justify our request to the Duty Officer, he must have incident reports filed with the Police Department. It appears that not all of the incidents that have been reported to the Management Office have been reported to the Police.

We are encouraging and requesting that all Tenants report all incidents of any nature, as well as any suspicious person(s) and/or activity at Prince William Commons to the Police Department.
The non-emergency phone number is 703-792-6500; and, of course if it is an emergency, call 911. The Police do not consider any incident too small or insignificant.

After having reported it to the police, we ask that you also notify the Management Office.

In an effort to ensure a safe and secure business park, we need the help and cooperation of all Tenants' and their staff members. Officer Nagel is available to speak with you, and answer questions you may have about crime prevention. He can be reached on 703-792-4676, or by e-mail: jnagel@pwcgov.org.

Small Office Suites-Vending

We are made wise not by the recollection of our past, but by the responsibility for our future.
~George Bernard Shaw

Cheers to a new year and another chance for us to get it right.
~Oprah Winfrey

A vending area has been set-up for the 2nd floor Small Suites at 14000 Crown Court. There is an all-in-one vending machine for sodas/water and snacks, which are $0.75 each.

The machine itself will not give change, but there is a money changer on the side of the machine that will change dollar bills into quarters. If there are any problems, such as loss of money, please call the Property Manager, Linda Slye, at 703-690-4234. The problem will be reported to the vendor and you will be reimbursed.

There is also a Coffee and Tea machine available with several flavor choices for $0.50 a cup. The coffees and teas are in the container next to the machine. Make your selection, insert coins, and place a cup under the water dispenser. The machine will not operate until the coins have been inserted.

A supply of sugar, non-dairy creamer and stirrers are stored in the cabinet over the machine, and the cups are stored under the cabinet on the opposite wall from the machine.

Please call the Management Office when you see any of supplies getting low.

The cost of the snacks and drinks are the prices as provided by the vending company – the Management Office does not make a profit from the machines. If there are any issues or problems with the machine, call the Management Office right away.

Common Entry Doors

Several of the buildings within Prince William Commons have common entry doors, which automatically unlock at 8:00 am and lock at 5:30 pm, Monday - Friday. All doors are locked over the weekend - from 5:30 pm on Fridays until 8:00 am on Mondays, and on certain holidays (New Year's Day, Memorial Day, 4th of July, Labor Day, Thanksgiving and Christmas).

For those Tenants who access their space through the common entrance, please be aware that your building entry door is locked if you leave after 5:30 pm, and remains locked if you come in before 8:00 am.

Doors that automatically close need periodic adjustments, which our Maintenance staff does routinely. However, it is possible for the time settings to malfunction occasionally and there are times that the door does not close properly. If gone unnoticed, the door could remain unlocked overnight.

We need everyone's assistance in keeping us informed if a door needs to be adjusted or if you notice a door is unlocked during the timeframe it should be locked.

Please call our office at 703-690-7234 immediately with any information about malfunctioning doors, or send an email to rdowney@i95bpm.com

Tenant Spotlight: MDA Technologies Group

Acquisition
MDA Technologies Group was exploring opportunities to expand its web business base and service offerings. Tim Jackson, President, MDA Technologies Group began discussions with Virginia Systems, Inc. (VASI), which eventually led to the purchase of its web division, InterPublishing Group (IPG), in November 2009.

Both business owners are veterans and share a dedication to serving their community as well as their country. The two had also teamed on website initiatives and provided each other with referrals. "Even though we were competitors in the web design and development market, we formed a mutual respect for each other as community business leaders. The building of trust and respect opened the door for the acquisition," said Tim.

The market focus of IPG is on small to mid-sized businesses. MDA Technologies Group's web business focuses on the mid-size to large business/organization market. The acquisition of IPG allows MDA Technologies Group to redouble its efforts to support the entire business community, regardless of size.

"The addition of IPG's range of services allows us to offer our clients not only new approaches to site design and development, but to develop strategic marketing and branding programs, multi-media development, advertising campaigns, and search engine optimization solutions….and to realize a goal of serving additional market segments such as state governments as a complement to our federal and local government client base," said Tim.
In addition, MDA Technologies Group offers the IPG clients custom database development, business software applications, strategic IT planning, e-commerce solutions, and social networking planning and implementation expertise.

This acquisition makes MDA Technologies Group one of the largest web design and development companies in the region, serving over 920 clients nation-wide.

For additional information on MDA Technologies Group and InterPublishing Group, visit: www.mdatech.com and www.inter-pub.com.

Other MDA Technologies Group websites are: www.mdatransquest.com, www.mdawebwise.com, and www.edsandt.com.

Incubator
MDA Technologies Group recently entered into an agreement with George Mason University and Parkway East to offer business incubation services. The George Mason University, Mason Enterprise Center Prince William – East will be operated out of MDA Technologies Group's offices at 14059 Crown Court, Woodbridge, VA 22913. Businesses can arrange for space on a month-to-month or longer engagement. As a compliment to the GMU MEC located at the campus in Manassas, the MEC PW-East offers an inviting environment for start-up and small businesses. The full-service, professional office environment includes business counseling and coaching from the vast resources of GMU in areas such as: business strategy and plan development, business finance planning, and market development. The MEC PW-East will conduct regular seminars on a wide variety of topics important to business. Most recently, a seminar was provided on the use of Social Networking Media in Business. For additional information on the GMU MEC, visit www.mecpw.com