

QTS and Economic Development

Ashburn, VA

July 22th, 2026



Introduction

History

Who's QTS and what is a data center?

What is happening in the industry?

What is the Economic Developer's role?

What is the Data Center's ED's role?

Where do we go from here?

History



I am a **Certified Economic Developer!**

Jose Burnes, CEcD

Business Development Manager,
Prince George's County Economic
Development Corporation
Largo, MD



<https://www.pgandc.com/pages/cecd-certification/>



American Industries®

ARTICLE

Evaluating the Top Shelter Services in Mexico: What to Look for and Why

Jose Burnes
Business Development at
American Industries Group®



**FORTY YEARS OF
EXPANSION STARTS HERE**

JOSE BURNES

BUSINESS DEVELOPMENT MANAGER
MANUFACTURING AND WAREHOUSING



QTS Business Overview



Blackstone

QTS is a Blackstone
portfolio company

90+

Data Centers operating
/under construction across
the U.S. and Europe

20+

Years in business
since 2005

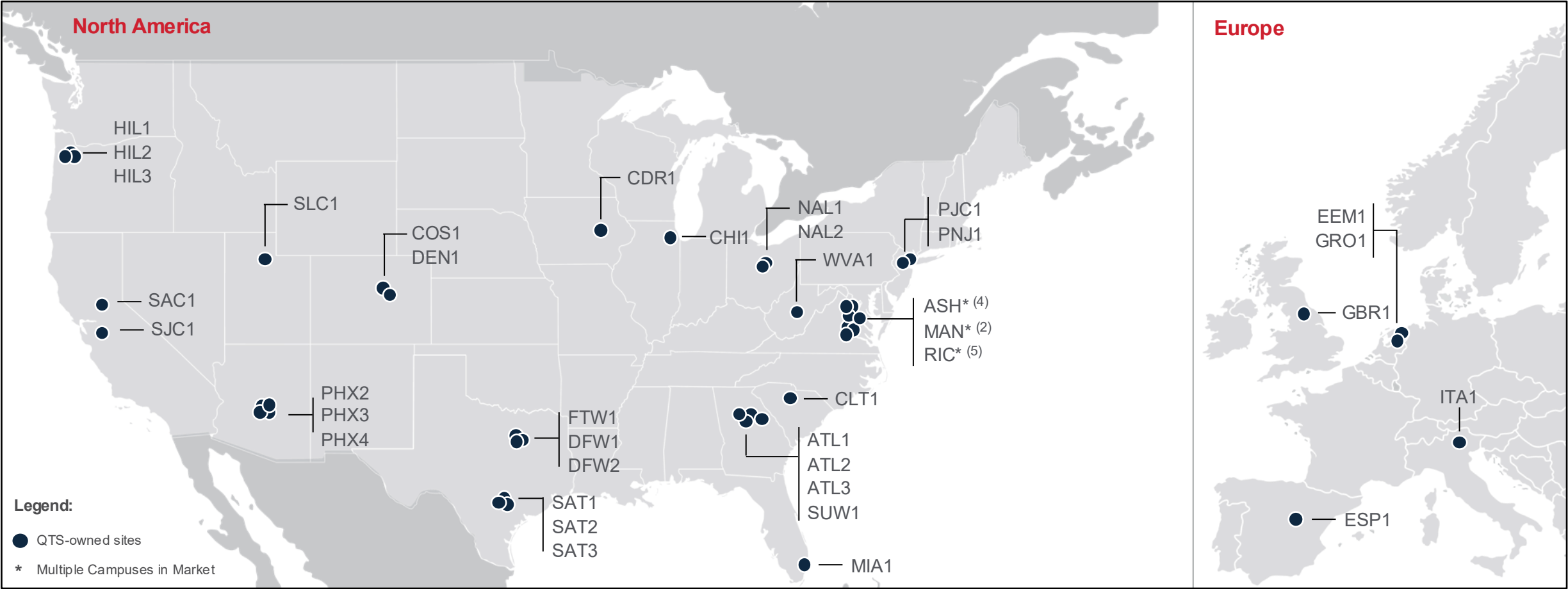
1,200+

Customers across
Hyperscale, Enterprise,
and Federal bases

2,000+

Number of Employees
across the U.S. and
Europe

QTS Data Centers Overview



QTS has become the fastest growing provider in the industry, differentiating ourselves with unparalleled customer access to infrastructure, future-proofed facility optionality, and an unwavering set of core values at the heart of our powered by people business.

Critical Infrastructure for a Digital Future

What is a data center?

- The physical building and infrastructure that supports our digital lives.
- Data centers securely store the servers that process and manage data all day, every day.

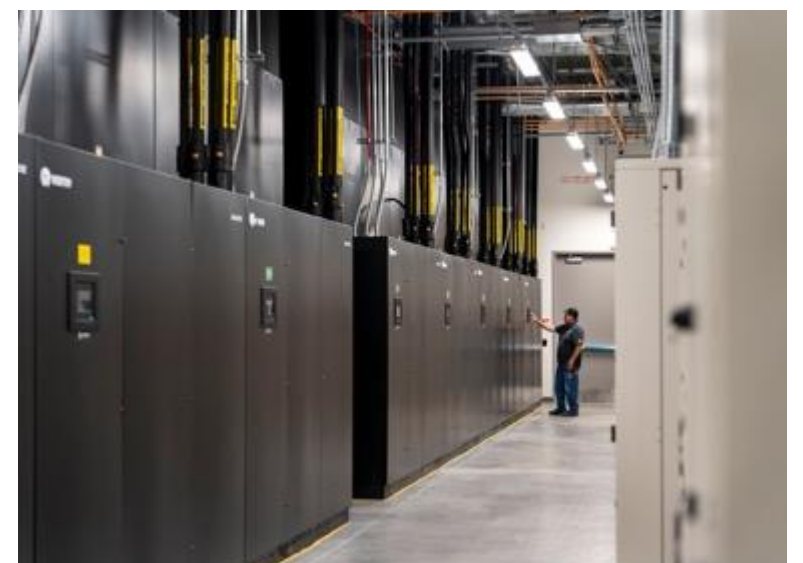
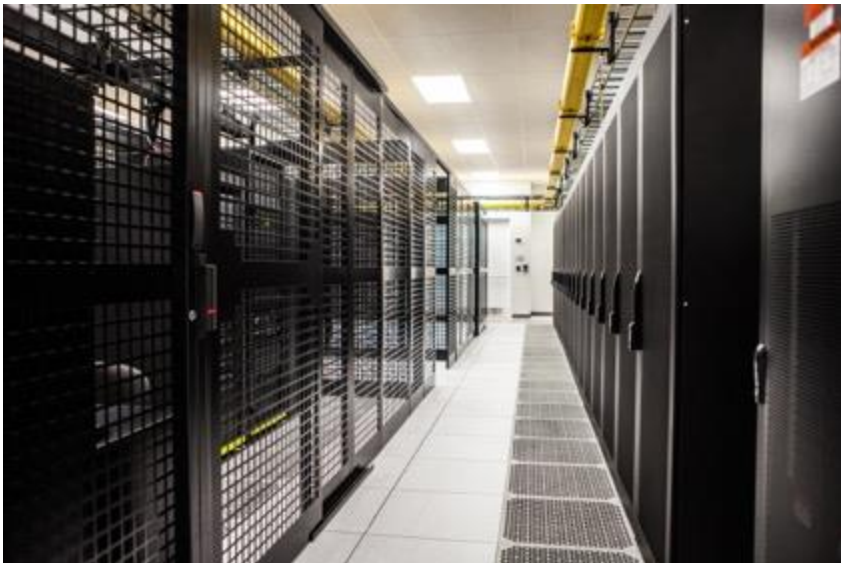
What do data centers support?

- Data centers support healthcare, research, banks, schools, streaming, cloud services and AI.
- AI is driving meaningful innovation. It helps doctors save lives, gives teachers more time to teach, helps farmers grow more food and makes our communities safer by helping agencies respond faster and preventing crime.



What Does a Data Center Look Like?

INTERIOR



What is happening?



1. Data center growth has driven them to become mainstream
2. Data centers have become a political topic
3. Electrical grid capacity was not ready for this rapid demand growth

data centers

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 The Washington Post

A town of 7,000 planned so many data centers, it's like adding 51 Walmarts

Developers plan to build six sprawling data center campuses in Archbald, Pennsylvania, covering about 14 percent of the town's land.

7 hours ago



 Politico

Data centers becoming 'inescapable' in Georgia's elections

FORSYTH, Georgia — A multibillion-dollar data center boom is provoking a bipartisan backlash in one of the nation's most pivotal political...

10 hours ago



 The Salt Lake Tribune

'Hyperscale' data center project in Utah — expected to generate and consume more power than entire state — nears final approval

Led by "Shark Tank" investor Kevin O'Leary, a massive data center project is near final approval in Utah — including tax deals aimed at...

1 day ago



 CBS News

How the AI-driven data center boom is leading to skyrocketing energy bills for many Americans

A CBS News analysis found that Georgia Power, the largest energy provider in the



What is happening in the industry?

- There aren't many hyperscale sites (500+ acres), in a major metro area, with available power (between 500 MW - 1 GW) within the next 2 – 3 years.
- Data center sites are diversifying from traditional tier 1 markets (NFL cities) and going more rural.
- AI, cloud computing, and streaming's rapid growth and demand is fueling race for data center capacity growth.
- Media coverage, political landscape and NIMBYism have collided. Data centers are mainstream now, and more projects are being shot down.



DATA CENTER CAMPUS

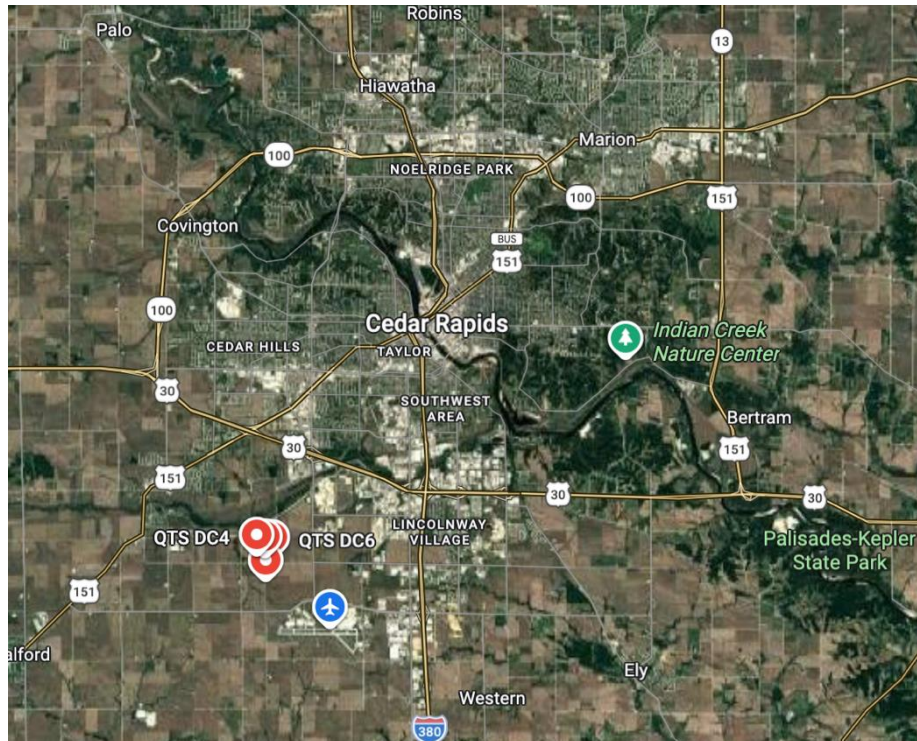
Cedar Rapids, Iowa

QTS is building the Cedar Rapids data center campus which marks the largest economic development in the city's history.

[Contact us if you have questions](#)

[Cedar Rapids job opportunities](#) →

[For Media Only - Media Kit](#) →



- Population: 137,904
- 612 acres of land
- \$10 Billion deployment
- Alliant Energy owns the industrial park

Common misconceptions

- Your data center will raise my house's **energy** prices
 - Your data center will use all the **water** in our community
 - Your data center will be noisy and won't let me sleep
 - Your data center will cause me cancer
 - Your data center will cause me diabetes
 - Your data center will hurt my dog
-
- There are many different companies and developers in the industry

QTS is committed to being a valuable partner to communities

For more than 20 years, QTS has set a standard with our core values – building the right way, serving our communities and making a meaningful difference.

We pay for the energy costs of our data centers so they do not increase local utility bills.

- Partner with utilities to help build American infrastructure without raising power costs for the community.
- We and Blackstone plan to build more power generation capacity than QTS data centers use.

We build data centers that consume no water.

- Every data center we have built since 2018 uses a closed-loop cooling system that does not consume water for cooling.
- Continue to improve sustainability through research and innovation.

We create good jobs in communities in which we operate.

- Create 40,000+ jobs this year in the U.S.
- Prioritize hiring veterans and people from the community.
- Support local schools and colleges with scholarships, training and research funding.

We support local community projects that matter to you.

- Generate tax revenue and help fund local programs.
- Partner to support community priorities with resources for new parks, hospitals, schools, roads and first responders.

We lead with openness and transparency.

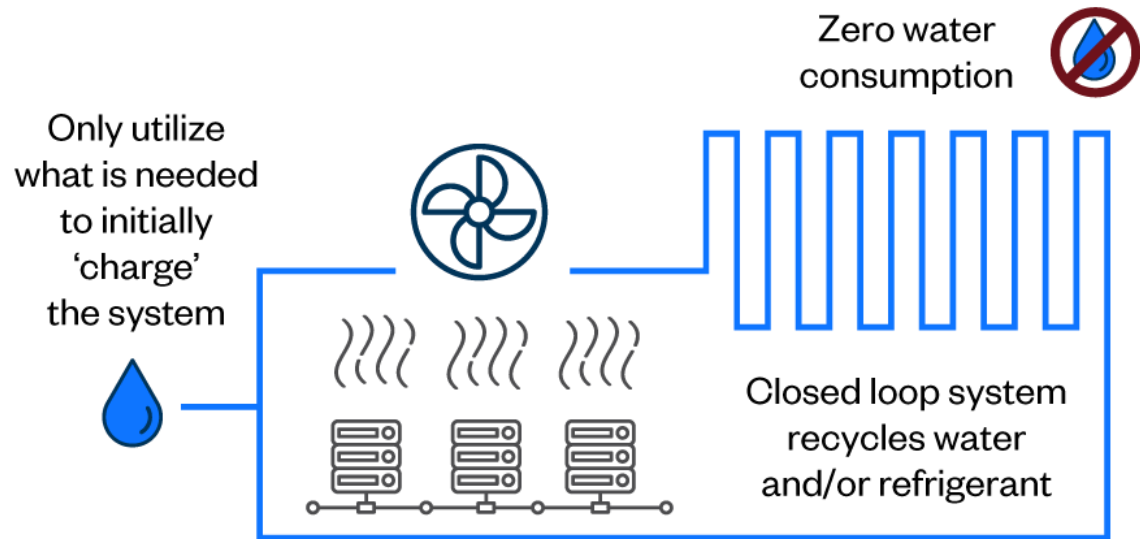
- Take a long-term approach to our community relationships.
- Hold town halls and regularly solicit feedback.



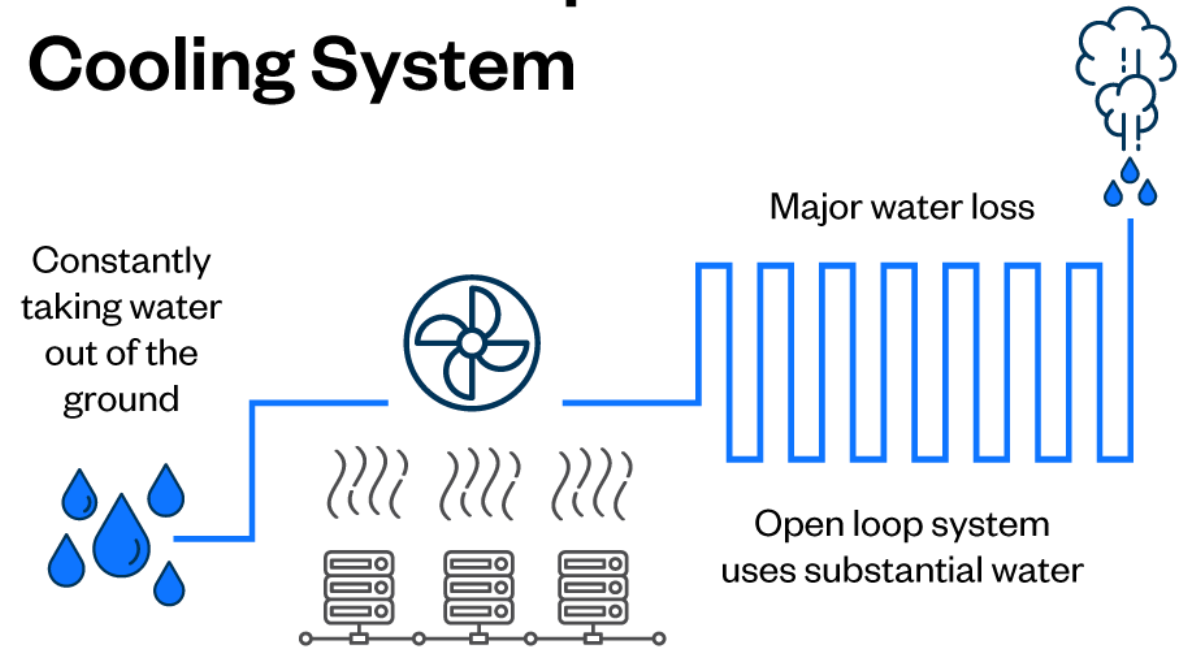
QTS Approach to Water Use

Environment and Sustainability

Closed Loop Cooling System



Traditional Evaporative Cooling System





Annual Water Consumption

This chart compares annual water consumption on 8.6 acres of land across industries. 8.6 acres is equivalent to a standard QTS data center. Water consumption reflects office use (e.g., restrooms and sinks) and humidification at an operational data center using our closed-loop cooling system.

References:

<https://aggie-horticulture.tamu.edu/wp-content/uploads/sites/13/2018/06/Irrigation-Budgeting.pdf>
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<https://www.developearly.com/post/early-county-mourns-georgia-pacific-cedar-springs-mill-closure-it-s-going-to-hurt-everybody>
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Supporting Veterans at QTS

- Committed to supporting the U.S. military and prioritizing veteran hiring
- Veterans make up **21% of QTS's employee base**
- Active participant in the Department of Defense's **SkillBridge program** since 2021, supporting service members transitioning into the corporate workforce



What should you ask a developer as an ED?

- Are you the owner, developer and operator or are you finding a DC developer?
- How much experience do you have building data centers?
- Who is the utility provider and how is the power being generated?
- Is the data center paying for the electric infrastructure?
- What type of cooling system will you use?
- How much water will you be consuming during construction and operation and what are the sources?
- How many jobs will be generated during construction and operation? What types of jobs? Where are you sourcing them?
- What is the total CAPEX?
- Do you have experience with Community Benefit Agreements?

What should you as an ED be prepared to answer?



- **POWER:** How much power is available on your site? What is the timeline to power?
- **ZONING:** Are there large parcels of land that are industrially zoned or by-right for data centers? What is the process to rezone?
- **COMMUNITY:** What is the overlying community sentiment?
- **PRIORITIES:** What are the current community priorities that need support/investment?
- **LABOR FORCE:** Do you have specific clusters of construction and IT talent available? Do we need to develop a program?
- **INCENTIVES:** Are there state and/or local incentive programs available? What are the processes to request them?
 - Sales and Use tax exceptions and real personal and property tax abatements and/or credits

What is in the ED discipline?

Business Needs

- Site selection: Land, skilled labor, capital, utilities
- Capacity-building
- Competitiveness through tax rates
- Networks , Suppliers, and Connections

Workers Needs

- Workforce Development
- Education and training programs
- Job Creation and Retention
- Opportunities for growth

Communities Needs

- Funding and tax revenue for infrastructure and services
- Quality of life and placemaking
- Economic diversification

Where do we go from here?

1. Prepare for rapid change
2. Lead with transparency, facts, and open communication
3. Working closer together with local economic development and elected officials

QTSTM