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GENERATOR SUPERCENTER CHOOSES ASHBURN CROSSING TO LAUNCH VIRGINIA EXPANSION ENCOMPASSING SIX STORES

Concept offers generators and monitoring systems for residential and business applications

ASHBURN, VA (June 12, 2020) – **Generator Supercenter**, a national franchise that provides emergency power back-up support for residential and business applications, has selected Ashburn Crossing as the site for its inaugural Generator Supercenter of Virginia location in an expansion program that is expected to take the company to six areas in the Commonwealth. Franchise owner Clark Home Solutions has signed a lease with St. John Properties for 6,000 square feet of space within 21005 Ashburn Crossing Drive with plans to hire 15-20 employees and become operational by late summer. Marc Tasker and Keenan Woofert of NAI KLNB represented the tenant and Danny Foit, Leasing Representative for St. John Properties represented the landlord in this transaction.

Generator Supercenter offers a full complement of industrial-grade standby generator systems manufactured by Generac, each with the capacity to maintain the electrical power needs of residential homes and business during emergencies or situations when the primary source is lost. The company also provides installation, maintenance and repair services as well as 24/7 monitoring systems that automatically transfer the power from an alternative source when needed. Realtime monitoring to keep the system operational at all times is also part of the services offered. Generator Supercenter currently maintains nearly 20 locations throughout Florida, Georgia, North Carolina, and Texas with Virginia representing the next wave of expansion for the company.

According to Steve Monaghan, Vice President of Clark Home Solutions, the company intends to utilize the Ashburn Crossing location “as a launch point and main hub for the Northern Virginia expansion and operations.” The franchise also recently acquired a former Ruby Tuesday free-standing building in the Richmond area which is currently being retrofitted to house the second Generator Supercenter of Virginia location with a planned early fourth quarter 2020 opening. Future expansion targets for Generator Supercenter of Virginia include Charlottesville, Roanoke, Winchester and Virginia Beach over the next four years.

“As a long-time resident of Northern Virginia, I am extremely familiar with the tremendous demographics of the region and we specifically targeted the Ashburn area to take advantage of the strength of the business and consumer

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economic climate,” explained Steve Monaghan. “We consider Loudoun County the top county in the United States. This location provides our team immediate access to points throughout the region via Routes 7 and 28 and Interstate 66. The Ashburn Crossing site will be configured as a showroom for customers to examine our product line, as well as an operational center for our installation, maintenance and repair team servicing the entire Northern Virginia area.”

Generator Supercenter carries the Generac Power Products line of products and is also the installation partner for Costco Wholesale, Lowe’s Home Improvement and The Home Depot.

This lease elevates Ashburn Crossing to nearly 97% occupancy. The 61-acre business community, located at the epicenter of Loudoun County’s “Data Center Alley” with the world’s largest concentration of data centers, is situated near regional dining, entertainment and shopping districts such as of One Loudoun and Dulles Town Center, as well as Redskins Park, Top Golf and I-Fly.

"I would like to personally thank the entire team at St. John Properties,” Monaghan added. “They were extremely professional at all times, and provided the personal touch we needed with the uniqueness of our business venture. And now that we are in buildout mode, I am even more impressed and couldn't be happier. We made the right choice."

21005 Ashburn Crossing Drive is a single-story 43,800 square foot Flex/R&D building with a brick and glass exterior. Featuring roadside visibility from Loudoun County Parkway, the building includes 18 foot ceiling heights, 9 ft high glass on front facades, skylights, dock and drive-in loading, and free parking. It is designed to earn LEED® Gold certification from the United States Green Building Council for environmental sustainability with traditional green features including high-efficiency HVAC, windows/roofing, and plumbing systems. Ashburn Crossing also employs an innovative approach to landscape irrigation by using safe, non-potable reclaimed water supplied directly from Loudoun Water.

Loudoun and Gloucester Parkways provide direct access to VA Routes 7 and 28 and the Dulles Toll Road/Greenway and Ashburn Crossing is less than three miles to both the Loudoun Gateway and Ashburn Silver Line Metro Stations. Washington-Dulles International Airport is five miles south from Ashburn Crossing and Tysons/Capital Beltway is 14 miles east.

“Duncan Clark, President and owner of Clark Home Solutions is a seasoned entrepreneur and we believe Generator Supercenter is a proven concept that will take advantage of the tremendous opportunities available in the Northern Virginia region,” stated Matt Holbrook, Regional Partner, Virginia and Central Maryland for St. John Properties. “We expect the company’s focus on selling named-brand products, combined with the support of highly-trained

installation, repair and maintenance professionals will resonate with residential and commercial audiences and serve customers throughout a large radius.”

St. John Properties, Inc., founded in 1971, owns and has developed more than 20 million square feet of Flex/R&D, Office, Retail and Warehouse space in Maryland, Colorado, Louisiana, Nevada, Pennsylvania, Virginia, Utah and Wisconsin. The company was named “2018 Developer of the Year” for the Nation by NAIOP, the Commercial Real Estate Development Association. For more information about the company, visit www.sjpi.com.