



Department's Prospect Activity—December:

- Responded to 219 general information requests
- Distributed 105 marketing packages and 6 business guides
- Conducted 19 business appointments
- Worked with 5 new and 88 on-going prospects
- Received 22,311 hits on biz.loudoun.gov, with 3,351 user sessions
- Received 166,233 hits on www.loudounfarms.org, with 9,747 user sessions

EDC Welcomes New Members for 2008

The Loudoun County Economic Development Commission (EDC) officially welcomes six newly-appointed EDC members in January 2008 for Group B and Group C slots.

“It was a very competitive selection this year, with 18 applicants each having to go through a rigorous application and interview process,” said DED Manager of Strategic Initiatives and Communications Dorri Morin, who assisted the EDC Nominating Committee.

Two Group B members were appointed as industry representatives based on their experience and knowledge of, or contributions to the Loudoun County economy:

- ♦ Mary K. Porter is the founder and owner/operator of the award-winning Curiosity Zone, a business that focuses on developing hands-on science curriculum, toys and entertainment products for kids. She also founded a consulting firm that worked with rapidly growing businesses to develop and implement creative products, marketing, and growth strategies.
- ♦ John E. Bischoff, formerly a Group C EDC member, works as an independent consultant and is a fellow at the Cyberspace Policy Institute at the George



New EDC Member Mary Porter, at Curiosity Zone in Ashburn.

(See New EDC Members, continued on page 2)

DED Launches Business Park Outreach Program

The Department of Economic Development’s business team has initiated a business program outreaching to Loudoun’s commercial business park tenants. December meetings led by DED Manager of Business Infrastructure Robyn Bailey and Business Development Manager Buddy Rizer brought together park tenants, some for the first time ever, in an effort to answer their questions about the county government and discuss business expansion and job creation processes.

“We were able to provide answers to a lot of their questions about services available through the County, as well as partner organizations such as the State of Virginia, the Loudoun County Chamber of Commerce, and the Northern Virginia Technology Council,” said Rizer.

“Response has been great,” he continued. “Businesses were unaware of the variety of services that are available, and they enjoyed the chance to meet their business park neighbors.”

The business outreach program will continue with a meeting for Beaumeade Business Park tenants in January. The DED team expects to outreach to all of Loudoun’s business parks during 2008.

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Business Announcements



- ◆ Accenture has expanded into Loudoun County with a lease at 45145 Research Place in Ashburn, and will have naming rights on the building. Accenture is a global management consulting, technology services and outsourcing company.



- ◆ 123ID, Inc. relocated to Loudoun from Grand Forks, Minnesota during the fourth quarter of 2007. 123ID is a software development corporation specializing in pattern analysis and matching of fingerprints based on Vector Field principles. The biometric solutions and products of 123ID are built to work in practical applications addressing the realities and challenges of identifying persons under live conditions.



- ◆ ATR also moved their area operations into Loudoun in December. ATR has become the benchmark for regional turboprop aircraft with sales reaching 925 aircraft, with over 130 operators in more than 80 countries and some 15 million flying hours. Today, ATR is a pioneer in the regional transport field: every twenty seconds, an ATR takes off somewhere around the world.



- ◆ ReVerb Networks is an industry pioneer and leader in Smart Antenna technology. Their patented beam forming software is revolutionary in bringing new capabilities to wireless networks, as both an overlay optimization engine and as a set of integrated product solutions. ReVerb Networks offers breakthrough technology in adaptive spectrum efficiency, intelligent network management of mission critical capabilities and overall cost reduction of wireless platforms.

123ID was referred to Loudoun County by EDC member and CEO Cabinet Chair John Wood.

(New EDC Members, continued from page 1)

Washington University School of Engineering. He has also recently been involved with start-up companies, serving as the president and chief executive officer of Attila Technologies.

EDC Group C members are appointed by the EDC and serve as advisors, with voting rights at the commission level. The four new Group C members for 2008 are:

- ◆ **Linda R. Erbs** is the director of the Loudoun office for William H. Gordon Associates, Inc., a land use consulting firm. She was formerly vice president of planning and zoning for Greenvest, and worked fifteen years for the Loudoun County Department of Building and Development.
- ◆ **Alice P. Frazier** is senior vice president and area executive for BB&T, the largest market share bank in Loudoun County. She joined BB&T in May 2007 after 16 years with Middleburg Financial Corporation, where she most recently served as executive vice president and chief operating officer.
- ◆ **Scott Mingonet** is vice president of the engineering and land planning firm Kimley-Horn and Associates. Mingonet has 18 years of experience in landscape architecture and planning and also serves on the Loudoun County Design Cabinet and the Chamber of Commerce.
- ◆ **Robert C. Steere** is principal of Steere Consulting Partners, LLC in Leesburg. He formerly served as chief operating officer of the Loudoun County Chamber of Commerce, and also serves on the Board of Directors of Loudoun Interfaith Relief and is the chairman of Fall into the Arts: A Leesburg Fine Arts Event.

In the News

- ◆ The Howard Hughes Medical Institute's **Janelia Farm Research Campus** recently announced that it is seeking applications for its undergraduate research scholars program. Up to eight college students will be selected to participate in the program and will pursue research projects with Janelia Farm scientists during the summer of 2008.

"We want to identify some of the very best future scientists, engineers, and mathematicians interested in our areas of research," said Gerald M. Rubin, HHMI vice president and director of the Janelia Farm Research Campus. "We expect this program will enrich the students' intellectual development and benefit research at Janelia." Applications are due February 1.

- ◆ The **Loudoun County Chamber of Commerce** is offering a selection of networking and special events for member businesses in January. On January 7 from 8 to 10 a.m., business leaders can meet with local supervisors at the National Conference Center at Lansdowne. A Business Showcase Breakfast will be held January 10 at Belmont Country Club, and on January 17 a Business After Hours Mixer and New Members Introduction will be held from 5:30 to 7 p.m. at Sportrock Climbing Center in Sterling. The Annual Chamber Luncheon Meeting will also be held January 31 at the National Conference Center. Details and prices for members and nonmembers are available online at www.loudounchamber.org.

- ◆ Twenty South Korean horticulturists visited Loudoun County on November 30 to tour Endless Summer Harvest (ESH), a hydroponic lettuce and herb operation in Purcellville. Mary Ellen Taylor and Kathy Lentz, ESH business partners, conducted the tour and explained their techniques from growing a traditional agricultural crop in a computerized innovative environment. Endless Summer Harvest sells several varieties of lettuce, greens and herbs at local farmers' markets as well as to Washington, D.C. restaurants. ESH's arugula was featured at a recent White House Thanksgiving celebration luncheon.

- ◆ The *Washington Business Journal's* annual **Book of Lists** is out for 2008, and Loudoun was well represented among the dozens of ranked lists for the Washington region's biggest public & private companies. Included this year are **Fraser Wallace Advertising** from Sterling, ranking 10th for billings among the region's advertising firms; **JK Moving & Storage**, second for revenue among all office movers; the **National Conference Center at Lansdowne**, ranked as the second largest meeting facility; **AC Technology**, 5th for revenue among small technology companies; and **Darvish Construction**, 6th for revenue among locally-based roofing contractors.

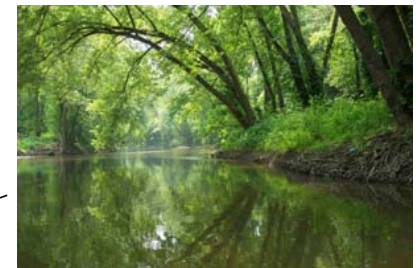
- ◆ The Loudoun County Design Cabinet is taking nominations for its **2008 Signatures of Loudoun Design Awards** throughout the month of January. Help your favorite buildings, places, and details that make Loudoun special earn recognition with an Signatures of Loudoun Design Award nomination. Details and the nomination form are available online at <http://loudoun.vhost.vipnet.org/business/designcabinet/signatures.htm>.



Dr. Gerry Rubin is looking for some of the nation's brightest undergraduates for Janelia Farm's summer research program.



ESH's Mary Ellen Taylor, left, describes growing methods to South Korean visitors.



The Potomac Heritage National Scenic Trail won in the Mixing Places category of the Signatures of Loudoun Design Awards in 2007.

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Khromchenkov, left, and DED's Patrick Ryan at Middleburg Christmas Tree Farm.

Department and Commission News

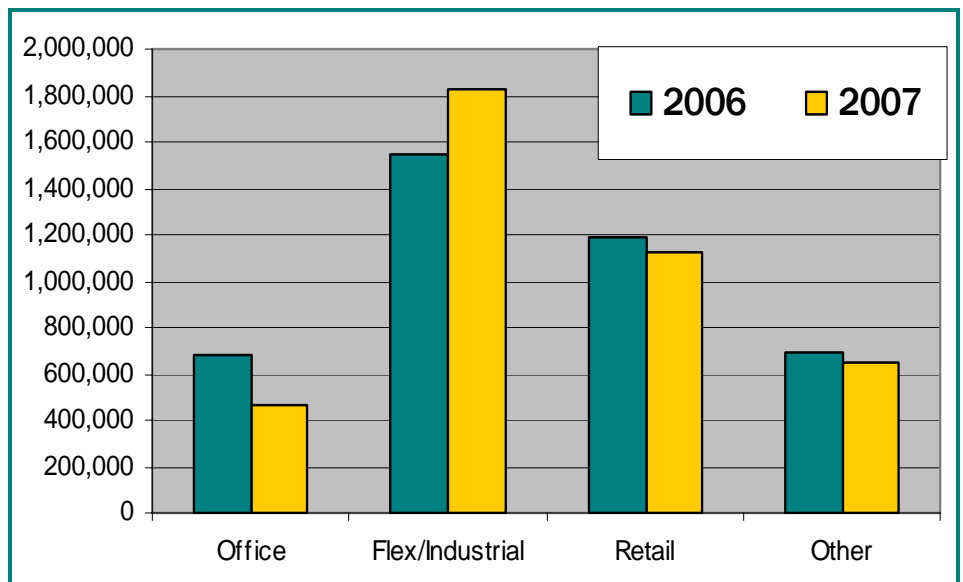
- ◆ DED welcomed its newest staff member, Alison Howard, on January 2. Howard joins the department as the new administrative manager, bringing with her a strong background in administrative management, working for such diverse organizations as the American Psychological Association, Fairfax County Public Schools, and a cosmetics manufacturer in New York State.
- ◆ Mark your calendars now: the **Economic Development Commission's VIP Reception** has been scheduled for May 15 at the National Conference Center at Lansdowne. Georgia Graves is chairing a special EDC committee dedicated to planning the event. More details will follow in the coming months.
- ◆ Gary Hornbaker spoke on "Local Initiatives for Local Agriculture," including Loudoun's efforts in agritourism and the Forum for Rural Innovation, at the **Virginia Agricultural Summit** in Abingdon December 12.
- ◆ In what has become an annual tradition, members of the Russian Embassy selected their Christmas tree from the fields at **Middleburg Christmas Tree Farm** December 28. During the event, DED's Patrick Ryan, formerly a military intelligence linguist, conversed in Russian with the guests, including Valery Khromchenkov, the division head of the Ministry of Agriculture of the Russian Federation.

Construction Activity

In November 2007, Loudoun County permitted a total of 531,712 square feet (SF) of nonresidential construction:

- ◆ Office — 203,894 SF
- ◆ Flex/Industrial — 316,501 SF
- ◆ Retail — 0 SF
- ◆ Other — 11,317 SF
- ◆ Taxable — 531,712 SF
- ◆ Route 28 — 520,395 SF

The cumulative amount of nonresidential square footage permitted in 2007 is 4,188,253, a 6.5 percent increase over the same period last year (January – November).



**Nonresidential Construction – Square Feet Permitted
2006 Total and 2007 Year-to-Date**