



AirInSpace Lands U.S. Operations in Loudoun County

AirInSpace, a leading supplier in the French market of mobile devices that capture and inactivate harmful and resistant biological particles from the air, has announced its expansion into the United States with the creation of a headquarters in Sterling. The Loudoun location is the result of an \$8.5 million round of financing that the company closed in October.



U.S. operations will be led by company President Wade Tetsuka, a medical device industry executive who was previously the president of the laser surgery device company Wavelight, which also bases its U.S. operations in Loudoun. The company also announced that it has received FDA clearance to market its PlasmairT2006 mobile system as a medical device. This technology has been protecting astronauts aboard the International Space Station since 2000, and is now defending a growing number of hospitals.

"We have something that hospitals all over the world need and want—a mobile unit that catches and inactivates harmful microbes and is substantially more cost-effective than retrofitting hospital-building HVAC systems or even deploying less efficient mobile HEPA filter units that are not able to provide any level of germicidal efficacy," said Laurent Fullana, company CEO.

Department's Prospect Activity—February:

- Responded to 455 general information requests
- Distributed 26 marketing packages and 12 business guides
- Conducted 31 business appointments
- Worked with 8 new and 114 on-going prospects
- Received 22,796 hits on biz.loudoun.gov, with 4,047 user sessions
- Received 59,211 hits on www.loudounfarms.org, with 3,652 user sessions

NeuStar Helps Family Make Loudoun County Home

Sterling-based NeuStar and the Loudoun County Habitat for Humanity organization announced February 25 that they have successfully completed the construction of a home in the Mary Jane Jackson subdivision of Saint Louis, northwest of Middleburg. The dedication ceremony was held on Saturday, February 23, with NeuStar's Chief Financial Officer Jeff Babka cutting the ribbon with new residents Gamil and Rahma Mosleh and their four children.



Jeff Babka, chief financial officer of NeuStar, Inc., joins Gamil Mosleh in the ribbon-cutting ceremony in front of the Mosleh family's new home. NeuStar provided volunteer labor and \$100,000 to fund the construction of the home.

Dozens of NeuStar employees who volunteered at the job site also were on hand to congratulate the family as house keys were presented. The Mosleh family emigrated from the African nation of Eritrea to the United States nine years ago, and was selected for the Habitat for Humanity program after completing a thorough qualification process based on factors such as financial solvency, commitment to help with construction, and need.

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Business Announcements



- ◆ **Knight Point Systems** has moved their headquarters to Indian Creek Drive in Dulles. Knight Point is a service-disabled, veteran-owned business providing data center-centric products and services to the federal government and commercial enterprises. Founded in 2005, they are experiencing tremendous growth. Knight Point Systems operates offices in Virginia, Maryland, the District of Columbia, Pennsylvania, Florida, Arizona, Texas, and Utah. They currently have 15 employees in Loudoun and 45 across the country.



Knight Point Systems COO Doug Duenkel says that the firm is looking forward to a great relationship with Loudoun County, and to continued growth for the company.

- ◆ DED recently met with the business team from **SuprTEK, also known as Superlative Technologies**. SuprTEK is a leading information technology engineering services firm providing customized and efficient solutions to clients in the areas of information assurance, network management,

systems development, operations management, wireless solutions and enterprise architecture. SuprTEK prides itself on delivering superior services to a diverse group of customers from the private and public sectors.

SuprTEK is located off Route 7 in University Center, and currently employs 15 people in Loudoun and many more worldwide. Company President Brandon Park founded SuprTEK in 1996, and established their headquarters in Loudoun in July 2006.

- ◆ **Leesburg's Blue Ridge Grill** is expanding, with plans to open its second Loudoun restaurant later this year at Brambleton's town center. "We're extremely excited," said Michael Norton, who co-owns the Blue Ridge Grill with John Carroccio. The new space will feature 5,360 square feet of casual dining space, with 175 indoor and 50 outdoor seats. The same architectural firm that designed the Clyde's Willow Creek restaurant will be working with Blue Ridge Grill.



Three Loudoun businesses were recently honored at the **2008 Celebration of Northern Virginia Business Success**, held January 23 at the Hilton McLean Tysons Corner:

- ◆ **Reston Limousine**, headquartered in Dulles with over 300 employees, is the largest private limousine and shuttle service in the Washington, D.C. region.
- ◆ **SkyBitz**, in Sterling with 40 employees, used a patented Global Locating System (GLS) platform to deliver real-time mobile asset monitoring and management.
- ◆ **The Ventura Group, Inc.**, in Ashburn with 113 employees, focuses on management consulting, education and training, and information technology.

The businesses were three of 60 recognized at the event. Organized by the Fairfax County Economic Development Authority, the ceremony recognized companies that had been named to the *Washington Business Journal's* Fastest Growing Companies list, the Hispanic Business 500, and other major business ranking publications.



Reston Limousine CEO Kristin Bouweiri, center, holds her award from the 2008 Celebration of Northern Virginia Business Success. The company is the largest luxury transportation service in Virginia and one of the largest such services in North America.

In the News

- ◆ Fortessa CEO and Co-founder Scott Hamberger was recently selected as the first vice chair of the Loudoun County CEO Cabinet. Hamberger, who has been a member of the Cabinet since early 2007, will serve a one-year term assisting CEO Cabinet Chair John Wood, and has already served as a Cabinet spokesman to the press in advocating rail to Dulles Airport.

“I am certainly delighted to serve as vice chair on the Cabinet,” said Hamberger. “My objective is to do what I can to help keep Loudoun a great place to live and work. The Cabinet is focusing on a number of efforts in 2008, including supporting the development of transportation infrastructure and strengthening the ability of the County to drive economic development. It is exciting to be part of such a dynamic place and to be working with accomplished individuals.”

- ◆ Looking for an opportunity to learn more about the fast-changing approaches to modern agriculture and rural business? The Agricultural Economic Development and Cooperative Extension staff in Loudoun, including DED’s own Gary Hornbaker, Melissa Nelson and Ann Higgins, in cooperation with peers in the northern Shenandoah Valley and the Eastern Panhandle of West Virginia, are jointly organizing and sponsoring the **Forum for Rural Innovation** on Friday, March 14.

The forum will be held at the Lee-Jackson Motor Inn and Conference Center in Winchester from 8 a.m. to 3:30 p.m. This year’s event includes presentation topics on finding, hiring, and retaining skilled farm labor assistance; alternative energy use for agriculture and residential needs; and advanced internet and direct marketing for agricultural products. The forum will also include exhibits and the inaugural presentation of the Innovation Awards, given to farm and agriculture related businesses demonstrating replicable and innovative ideas, projects or programs, or production practices that enhance rural business profitability. For information on attending the forum, see www.loudounfarms.org and click on “Forum for Rural Innovation.”

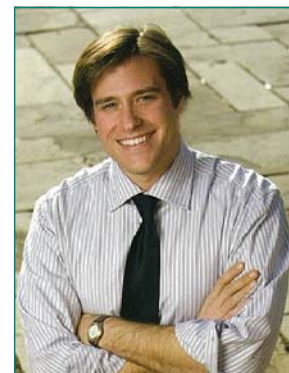
- ◆ John E. “Chip” Akridge, chairman of the D.C.-based commercial real estate firm Akridge, recently weighed in on the region’s commercial real estate market. In the February 25 *Washington Post* article “Behind the Grim Faces of Real Estate Pros,” Akridge acknowledged a ‘sluggish’ market, but summed up his thoughts by saying “It is true we don’t know how long this part of the real estate cycle will last and exactly where the lowest point will be, but having been in the business for more than 35 years, I can tell you this looks very familiar. I might be on my third or fourth cycle of the Washington commercial real estate market. The ride is never dull, but a cycle it is. Be patient.”
- ◆ The Loudoun County Design Cabinet was recently profiled and praised in a lead editorial in the *American Institute of Architect’s Inform Magazine*. *Inform* Editor William Richards says that the Cabinet members, through public design charrettes and Signatures of Loudoun Design Awards, are “doing the most important work in northern Virginia” — raising design awareness in the mid-Atlantic region, and “... promoting not just the idea of good design, but the process of how it’s accomplished ... good designers ask the right questions of a site and a community and probe the answers that follow.”



CEO Cabinet Vice Chair Scott Hamberger is CEO of Fortessa, Inc., an integrated designer, developer, and marketer of tabletop products.



Biodiesel is just one of many topics scheduled for the Forum for Rural Innovation.



Inform Magazine Editor William Richards says that the work of the Loudoun Design Cabinet “represents a process, and process drives the best kind of public offerings.” All architecture, he argues, is a public offering.

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Loudoun has more than 1,400 parcels, totaling more than 53,000 acres (approximately 16% of the county), enrolled in 23 Agricultural and Forestal Districts.

Department and Commission News

- ◆ GIS & Project Specialist Patrick Ryan is actively working on the renewal of six agricultural and forestal districts comprised of nearly 500 parcels, totaling more than 14,250 acres in Loudoun. The process includes notifying each parcel owner in the affected districts by certified letter, posting signs in each district, and issuing public notices in local papers. The Board of Supervisors must renew, modify or terminate the districts before the districts' current terms expire in June.

Loudoun's Agricultural and Forestal District Program was formed in 1979 under state enabling legislation as a means to "conserve, protect, and encourage the development and improvement of agricultural and forestal lands for the production of food and other agricultural and forestal products, and conserve and protect agricultural and forestal lands as valued natural and ecological resources which provide essential open spaces for clean air sheds, as well as for aesthetic purposes."

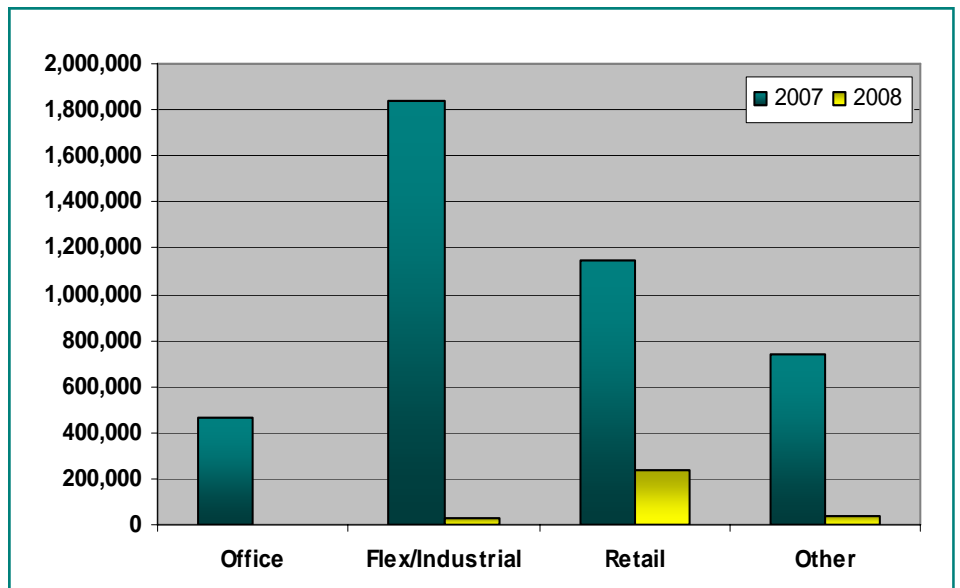
- ◆ Community Development Manager Philip Denino met with more than a dozen volunteers February 26 to initiate the transformation of the organization once known as Main Street Loudoun. The current efforts, reports Denino, focus on determining the purpose, focus, structure, and name of the new organization. A steering group was formed during the meeting to study these issues using feedback already received. The group will report its findings at the next full meeting.

Construction Activity

In January 2008, Loudoun County permitted a total of 293,919 square feet (SF) of nonresidential construction:

- ◆ Office — 0 SF
- ◆ Flex/Industrial — 25,827 SF
- ◆ Retail — 233,607 SF
- ◆ Other — 34,485 SF
- ◆ Taxable — 266,170 SF
- ◆ Route 28 — 144,858 SF

The cumulative amount of nonresidential square footage permitted in 2008 is 293,919, a 0.7 percent decrease over the same time period in 2007.



Nonresidential Construction – Square Feet Permitted
2007 Total and 2008 Year-to-Date