



Department's Prospect Activity—May:

- Responded to 334 general information requests
- Distributed 50 marketing packages and 20 business guides
- Conducted 24 business appointments
- Worked with 1 new and 117 on-going prospects
- Received 7,077 hits on biz.loudoun.gov, with 1,746 user sessions
- Received 171,633 hits on www.loudounfarms.org, with 8,100 user sessions

EDC Chair Named Loudoun Volunteer of the Year

Loudoun's Economic Development Commission (EDC) Chair Tamar Datan Johnston has been chosen to receive the Loudoun Volunteer Services Outstanding Volunteer of the Year Award. She was presented with the honor at the county's Outstanding Volunteer Recognition Ceremony during the Board of Supervisors meeting on May 6.

The award, given annually by the Loudoun Volunteer Services, honors organizations and residents of Loudoun who make significant contributions to their community. While the Loudoun Volunteer Services group accepts nominations in a total of 14 categories, the Outstanding Volunteer of the Year is the top award.

"While [her nomination was] for the Outstanding Adult Volunteer Award, the committee felt she exceeded the expectations of all the awards," said Carol Barbe in an email, explaining how Datan Johnston came to receive the top honor.

In their nomination, a team of county business leaders, volunteers, and government officials noted Datan Johnston's four years of service to the EDC, where she was unanimously elected as chair in 2007, and her role in



Photo by Lorie Flading

Loudoun Volunteer Services Board President Debra Bressler, left, with Tamar Datan Johnston.

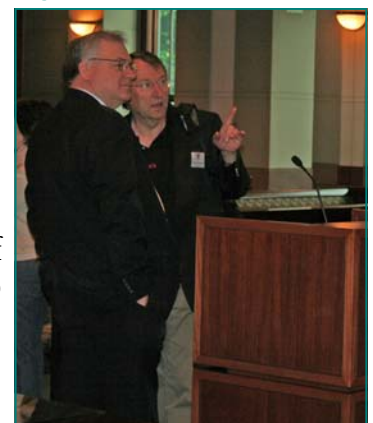
See Volunteer Award, continued on page 2

German Journalists Continue Sister City Outreach

A delegation of journalists and political party representatives from Main-Tenaus-Kreis continued the region's Sister City relationship with Loudoun during a visit May 26 to 31. The trip included introductions and meetings with members of the local and regional press and public information officers, tours of Eastern Loudoun businesses including Verisign and Rockwell Collins, visits to several of Loudoun's towns and local schools, and opportunities to experience a wide variety of Loudoun's cultural and



tourist resources, including the Udvar Hazy Air and Space Center, Dodona Manor, White's Ferry, Breaux Vineyards, and Oatlands Plantation.



Above right, Chairman Scott York and Landrat Berthold Gall discuss a Loudoun video on display during the MTK visit. Left, DED's Beth Hain and Board Supervisor Andrea McGimsey meet with Thomas Braun, a representative of the FWG (free voters union) political party in Germany.

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BAE Opens New Campus, 250+ Employees to Dulles North Corporate Park

BAE Systems, one of the largest defense contractors in the world, has announced the location of a Loudoun County campus at Dulles North Corporate Park in Sterling. The new 104,000 square foot facility, which has a grand opening in early June, will host a number of different business units within BAE's Information Technology Division. The office will initially employ 250 people, with about a quarter of them currently living in Loudoun County.

"We are extremely pleased to have BAE Systems, one of the world's premier companies, joining the County's already-established cluster of defense-related companies," said Loudoun County Board of Supervisors Chairman Scott



Chairman Scott York and Supervisor Lori Waters assist BAE Systems Vice President, Enterprise IT Bernard Tomansky with the ribbon cutting.

York.

The Loudoun facility, say company officials, will provide an opportunity for BAE's Information Technology Group to consolidate business activities, allowing for enhanced services to internal and external customers as well as growth in several business areas. As a result, they expect the Loudoun office to be at a full capacity of 450 employees by the end of the year.

"We are pleased to now have an important location here in Loudoun County. We appreciate the warm welcome we've received from Chairman Scott York and others throughout the community, and we appreciate the cooperation of the B.F. Saul team in helping us expedite the facility modifications and get the building ready to occupy," said President, BAE Systems Information Technology Richard Schieffelin. "We are very fortunate that this building is particularly well suited for our business with many important features already in place," he added.

BAE currently operates with more than 9,000 employees dispersed throughout the Greater Washington, D.C. metropolitan area.



Volunteer Award, continued from page 1

formulating Loudoun's economic development strategy, advising the Board of Supervisors, and her oversight of the Department of Economic Development.

Board of Supervisors Chairman Scott York stated, "Bestowing the 'Volunteer of the Year' award to Tamar is public recognition of what most in her neighborhood, the government, and the business community have known for years: she is passionate about Loudoun and it shows. She is truly a role model for those who want to make a positive impact on their communities and work for the betterment of all of the citizens of Loudoun County."

"The quality of Tamar's leadership is exceptional, a rare combination of intellect and analytic capabilities, collaborative spirit and creativity," said DED Manager of Strategic Initiatives Dorri Morin.

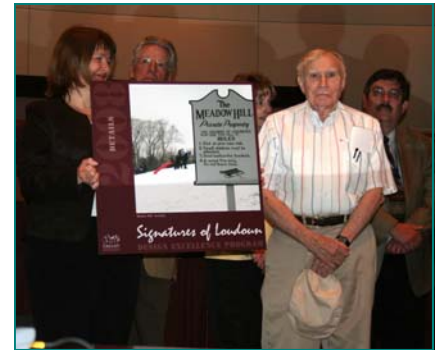
Datan Johnston's leadership in influencing the development of housing policies through her dedication as Chair of the county's Housing Advisory Board, and her accomplishments during the last nine years of service to the community organization Taylorstown Community Store, Inc. were also factors in her selection. In total, it was estimated she gave nearly 600 hours of volunteer time and effort to Loudoun County in 2007.

"There are many examples of how Tamar's leadership has helped and continues to help these three organizations achieve success," continued Morin. "She manages to juggle so many things in her life with grace and effectiveness. She has a natural ability to lead, and people look to her for advice and collaborative council when it comes to decision making. Along the way, she is humble and modest and never lets ego get in the way of an effective process or a winning result."

In the News

The Loudoun County Design Cabinet, after evaluating its largest-ever pool of nominations, selected 18 winners in its annual **Signatures of Loudoun Design Excellence Program**. The awards were presented at a ceremony with the Board of Supervisors on May 6, with a reception sponsored by Tuscarora Mill Restaurant immediately following. A slide show of the winning projects and the winners accepting their awards is available from the homepage of the Department of Economic Development website, <http://biz.loudoun.gov>.

The NAMM Foundation included the Loudoun County School System in its 9th annual “**Best Communities for Music Education**” survey, which includes 110 school districts across the United States. This year’s roster included schools from 29 states, with Fairfax County ranking as the only other Northern Virginia location included on the list.



Alfred Di Zerega, III accepts his award for the sledding sign at Meadow Hill in Leesburg, a winner in the “Details” category.

7th Annual VIP Reception: A Record Turnout at the National Conference Center



Local musicians entertained the crowds.



The Purcellville Contingent: Mayor Bob Lazaro, Robert Lauten, and Jeff Browning

Left to right: EDC's Georgia Graves, Supervisor Eugene Delgaudio, Delegate Bill May, Linda Erbs

The Loudoun County Economic Development Commission celebrated its 7th Annual VIP Reception with a record-breaking 224 attendees at the National Conference Center at Lansdowne May 15.

With leadership from many of the county’s top businesses, 32 members of the EDC, as well as Loudoun County staff, local and regional politicians on hand, this year’s VIP had a distinctively local flavor.

“This was truly an exceptional community event,” explains EDC Event Chair Georgia Graves. “The evening was sponsored with more than \$20,000 in donations from local businesses, and included wonderful local foods, wine, and musicians, as well as the national recording artists Alathea,” she said.



Left: DED's Buddy Rizer and Prototype Productions' Joe Travez. Right: Alathea performs at the VIP. Steve Robin and Chairman Scott York.



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VISIT OUR NEW SITE ON
THE WEB AT:
[HTTP://BIZ.LOUDOUN.GOV](http://biz.loudoun.gov)

Department and Commission News

DED's Ann Higgins was on hand for the official opening of Hiddencroft Vineyards in Lovettsville May 3. Owned by Clyde and Terry Housel, Hiddencroft is Loudoun's northernmost winery, and is currently offering Chambourcin, Traminette, Cabernet Franc, and Sweet Cherry wines. They will also be offering black-berry and apple wines in the future. Tours are available on week-days by appointment and most weekends from 11 a.m. to 6 p.m., but visitors should check the winery's website at www.hiddencroftvineyards.com for more details.



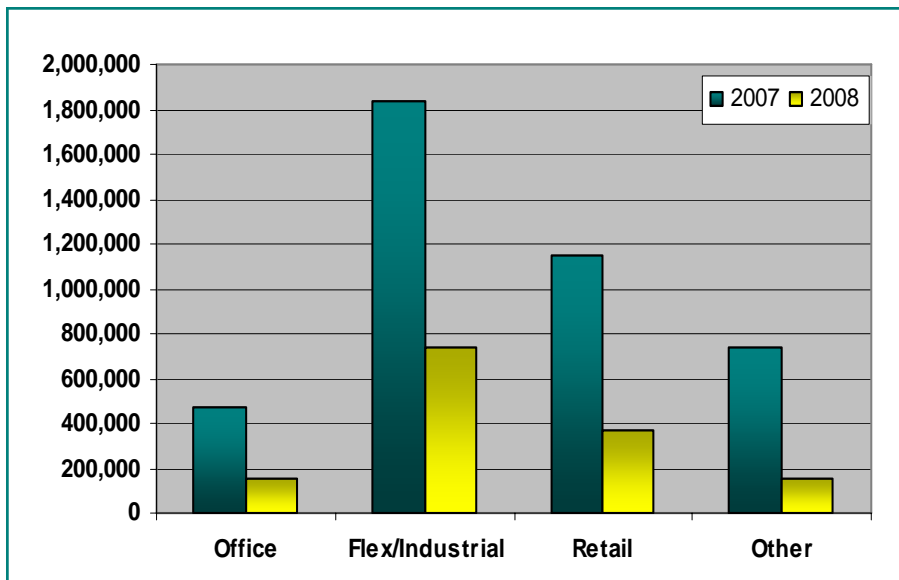
Owner Clyde Housel, preparing tastings at Hiddencroft's grand opening.

Construction Activity

In April 2008, Loudoun County permitted a total of 482,997 square feet (SF) of nonresidential construction:

- ◆ Office — 40,283 SF
- ◆ Flex/Industrial — 356,197 SF
- ◆ Retail — 49,263 SF
- ◆ Other — 37,254 SF
- ◆ Taxable — 478,996 SF
- ◆ Route 28 — 396,480 SF

The cumulative amount of nonresidential square footage permitted in 2008 is 1,420,575, a 8 percent increase over the same time period in 2007.



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