

**EDC Presents Education Leadership Award at Annual VIP Event**

The 2003 Education Leadership Award was presented at the *Third Annual VIP Reception* hosted by the Loudoun County Economic Development Commission (EDC). More than 150 invited guests, EDC members, county supervisors and staff attended the event, held November 13 at Lightfoot Restaurant.

This year's winner is Mindy Williams, the founder and volunteer coordinator of the Ethics & Leadership Day events for Loudoun County Public Schools' high school seniors. The events have been on-going for 4 years, and involved more than 900 students in the last school year. Williams is also a member of the Loudoun Education Foundation's Board of Directors, chaired the Youth and School Partnership Committee for Loudoun County, serves Loudoun County as chair of the Chamber of Commerce's Public Policy Committee, and is a former member of the Loudoun Volunteer Services Board.

The Education Leadership Award is given annually to an individual, group, or organization which demonstrates leadership and achievement in the fields of higher education, workforce development, continuing and adult education, or public school administration. The intent of this award is to recognize excellence in areas related to education for which no other recognition is available. The EDC's Education and Workforce Committee sponsors the award, re-

*(See VIP Reception, continued on page 2)*



Marymount University's Stewart Edwards, award winner Mindy Williams, and ODU's Michele Spires.

**Department's Prospect Activity—November:**

- Responded to 720 requests for general information
- Worked with 47 on-going prospects
- Distributed 45 Growth Summaries, 475 Christmas Tree Brochures, and 89 Wine Trail Brochures
- Received 26,359 hits on our website, with 6,411 user sessions

**2003 Small Business Award Winners Announced**

In an effort to recognize local businesses which set examples of achievement and excellence in the community, the Loudoun County Chamber of Commerce presented its *2003 Small Business Awards* November 18 at Lansdowne Resort.

This year's winners are:

- ♦ *Loudoun Learning*, a teaching supply business located in Leesburg. The store is the creation of former teacher Michelle Johnson, who recognized the need for a retail teaching supply store in the county. Loudoun Learning won Retail Business of the Year;
- ♦ *MTP Productions*, a specialized provider of multimedia presentations management, was chosen as Service Business of the Year;
- ♦ *Patowmack Farm*, a working farm and a certified organic producer of fruits, herbs, vegetables, and eggs, was selected for Product of the Year;

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## Announcements and Expansions

### New & Existing Business



Independence Air will operate more than 300 daily departures from Dulles, offering high-frequency service to a large number of markets for both local and connecting passengers. The company will offer walk-up fares up to 70% lower than those offered today for service to and from Washington Dulles.

*Atlantic Coast Airlines (ACA)* announced its new identity at a ceremony attended by over 2,000 airport and government officials, stockholders, media, company partners and employees at Washington Dulles International Airport November 19. Effective this coming spring, the Loudoun airline will recommence operations as *Independence Air*.

Independence Air will offer over 300 low-cost flights a day to over 50 destinations, including hourly service to many popular cities.

ACA Chairman and CEO Kerry Skeen remarked, "Every detail of Independence Air is being designed to offer travelers in the Washington metropolitan area—as well as 50 other communities—exactly what they have been asking for: low, simple fares, excellent service, a faster, easier travel ex-

perience and a convenient, flexible schedule of flights to business and leisure destinations all across the country." He also stated that the location of Independence Air at Dulles will create America's largest hub for total low-fare departures.

The official start date for flights will be announced as soon as ACA is released from its present contractual obligation to United Airlines as part of the UAL bankruptcy process.

Just one day prior to the Independence unveiling, Skeen announced an agreement to acquire 25 Airbus A320-family aircraft, with options for additional aircraft. These will form the backbone of the fleet for Independence Air.

- ◆ *Salamander Inn* project approvals are currently on hold, as the project's conservation design approval from the county has been formally appealed by two landowners adjacent to the Salamander Inn property. The appeal goes to the Loudoun Board of Zoning Appeals on December 18 for a review and decision.

(VIP Reception, continued from page 1)



VIP Reception guests listen to the presentation of the EDC Education and Workforce Award.

views nominations, and selects the award winner.

In presenting the award, Stewart W. Edwards, Education and Workforce Committee member, and coordinator of Marymount University's Loudoun Academic Center said, "Mindy Williams, through her work with the LCPS Ethics & Leadership Day events, is a role model for what can be accomplished when businesses, business leaders, educators and students all come together. The result is that everyone walks away enriched, enlightened and encouraged."

Contributors to this year's event were Cheryl Beebe of Cardinal Bank; Jim Bennett of the Metropolitan Washington Airports Authority; Joe Boling of Middleburg Bank; Brian Cullen of Keane Enterprises; Georgia Graves of Bridgman Communications; Randy Minchew of Walsh, Colucci, Stackhouse, Enrich & Lubeley; Dave Parker of PM Realty; Steve Robin of Reed Smith, LLP; and Keith Troxell of Troxell, Kincaid & Mullen, PLC.

## Noteworthy

- ◆ The Loudoun County Disability Services Board (DSB) presented its latest **FAME Award to PETCO** of Leesburg on October 30. The award "honors businesses that treat disabled customers and employees with dignity," said DSB Chairman Brett Mason, who presented the award to PETCO store manager Pete Savino. PETCO was recognized for its outreach to the disabled, which has included hiring Alexis Makarov, who suffered a brain injury as a child. Alexis, 24, works as a groomer and helps take care of dozens of animals every day. Previous FAME Award winners were Gerald Eldred, General Manager of HMS Host, which operates the Leesburg Premium Outlets Mall Food Court; Shawn Malone, co-owner of the South Street Under restaurant; and Fred Stewart, manager of the Starbucks Coffee shop in Cascades.
- ◆ *Inc.* magazine has published its 22nd annual **Inc. 500 list** of the fastest growing private U.S. companies. For the seventh consecutive year, the Greater Washington region has the highest number of fastest-growing private companies in America. Virginia ranked third among all states for the number of companies per million residents. Local companies on this year's list include *HealthScribe*, one of the largest Internet-enabled outsource providers of medical transcription and data management services, and *Milestone Construction Services*, which provides general contracting, construction management, and consulting from its Sterling headquarters.



Disability Services Board Chairman Brett Mason, left, presents award to Pete Savino, PETCO manager, and Kelli Billand, grooming manager, who have been recognized for hiring Alexis Makarov, right, as a groomer. More information on the award is located at <http://www.loudoun.gov/services/dsb/fame.htm>. (Photo by Nancy McCormick)

(Small Business Awards, continued from page 1)

- ◆ **Graphix Station**, an Ashburn-based firm providing a variety of graphic design services for clothing, websites, promotional and other materials, was chosen as Home Based Business of the Year;
- ◆ **Norwalk Furniture**, a retailer of specially ordered upholstered furniture located at the Dulles Town Crossing Plaza, is Franchise of the Year;
- ◆ **Windham Winery**, a 300-acre farm which produced its first vintage in 1995 and whose wines have since won at least 20 wine competition medals, is Agri-Business of the Year;
- ◆ **Executive Gift Planners**, a Purcellville-based provider of executive gifts and baskets for all occasions, is Entrepreneur of the Year; and
- ◆ **Loudoun Physical Therapy**, a Leesburg business providing a variety of treatments including sports and aquatic therapies, pilates, and post-surgical and injury rehabilitation, is the overall Loudoun Small Business of the Year.



Loudoun Chamber Director Paul Bice and Chairman Bob Sevilla, along with Small Business of the Year winner Genevieve E. Griffin of Loudoun Physical Therapy, and Chamber President Randy Collins.

The Loudoun Economic Development Commission was the Platinum Sponsor for the event, which was themed "It Starts with an Idea." Loudoun Chamber member Paul Bice of James Monroe Bank served as emcee, and Georgia Graves, EDC vice chair and president of Bridgman Communications, provided an overview of the role of small businesses in Loudoun County. During her remarks, Graves also introduced new DED Business Ambassador Dorri Morin, who joined the department in late November. In her new position, Morin will work extensively with the county's small business base.

## Loudoun County Economic Development Progress

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Phone: 703-777-0426  
Toll Free: 1-800-loudoun  
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The county's Main Street Loudoun team studied examples of revitalization success during a recent trip.

VISIT US ON THE WEB AT:  
[WWW.LOUDOUN.GOV/BUSINESS](http://WWW.LOUDOUN.GOV/BUSINESS)

## Department News

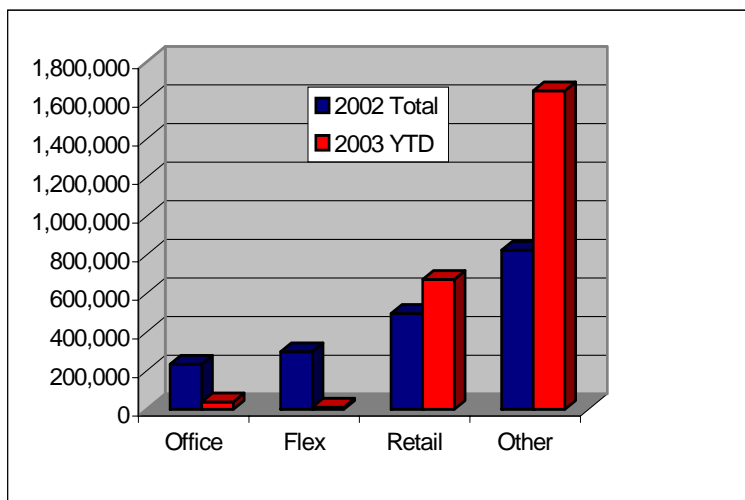
- ◆ New DED Business Ambassador Dorri Morin began her position November 24, and was formally introduced to Loudoun's business community at the VIP Reception. Welcome Dorri!
- ◆ Robyn Bailey participated in an orientation tour held November 20 for newly-elected members of the Board of Supervisors. The session was led by County Administrator Kirby Bowers.
- ◆ Larry Rosenstrauch, Robyn Bailey, and Christina Winn attended the unveiling of Independence Airlines November 19 at Dulles Airport.
- ◆ Martha Mason Semmes led a dozen Main Street volunteers from various Loudoun towns on site visits to Culpeper and Orange, Virginia on Saturday, November 8. Both of these towns have established Main Street programs that have made great strides in revitalizing their historic downtowns. Participants were able to learn about these programs' successes and trials through walking tours guided by the representatives of each Main Street program.

Highlights included the train depots of each town, which have been converted to visitor centers, the new "old" Culpeper movie theater, the Orange fire station-turned-performing arts center, and the rehabilitated streetscapes of each downtown. Photos from the field trip will be available on the Main Street Loudoun web site ([www.mainstreetloudoun.org](http://www.mainstreetloudoun.org)) soon.

## Construction Activity

In October 2003, Loudoun County permitted 264,008 square feet (SF) of nonresidential construction. The combined value of new buildings (\$595,001) and alterations (\$1,363,930) is over \$1.9 million.

- ◆ Office — 0 SF in October and 0 SF in September
- ◆ Flex/Industrial — 11,373 SF in October and 0 SF in September
- ◆ Retail — 0 SF in October and 0 SF in September
- ◆ Other — 252,635 SF in October and 213,343 SF in September
- ◆ Taxable — 11,373 SF in October and 125,491 SF in September
- ◆ Route 28 — 11,373 SF in October and 120,346 SF in September



Nonresidential Construction — Square Feet Permitted  
2002 Total and 2003 Year-to-Date