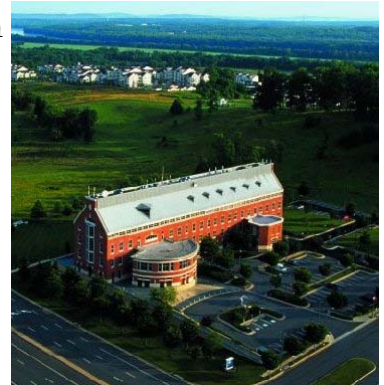


A Revolution at the George Washington University in Ashburn

A revolution is underway at the George Washington University Virginia Campus, says John S. Wilson, Executive Dean of the 90-acre campus in Ashburn. Wilson is transitioning the campus from its first decade of internal growth and organization, to a world-class research and technology campus that will grow and thrive with Loudoun County and the Northern Virginia region.



In the last year, the face of the familiar single-building Ashburn campus has changed dramatically with two new buildings, and additional growth is on the horizon.

“What we are doing at the GW Virginia Campus is revolutionary,” says John S. Wilson, Executive Dean. “The partnerships and opportunities available in Loudoun County and the Northern Virginia region are amazing and unique. We are looking forward to a future that revolutionizes the way we work, the way we learn, and the way we live.”

- ◆ Renovation will begin this spring on Building 2, the former PSINet build which currently houses campus administration and the nation’s first Response to Emergencies and Disasters Institute (READI). (READI is a \$5 million federally funded program tasked by the Department of Homeland Security to coordinate and deliver first responder training for the entire National Capital Region.) When complete, Building 2 will also house classrooms, faculty offices, an expanded library, and a student lounge.
- ◆ The National Transportation Safety Board (NTSB) Training Academy opened last fall in Building 3. The historic TWA flight 800 was moved from a storage facility in New York to Loudoun County, then reassembled on the Virginia Campus for use in training field investigators.
- ◆ The National Crash Analysis Center (currently in Building 2) will move to Building 4. A ceremonial ground breaking for Building 4 was held last fall, and actual earth moving will begin this spring, with an estimated completion date and “inaugural crash” slated for summer 2005. The decade-old Center is a model government-academia-industry partnership and leading national authority in automotive and highway safety research. The campus’ new state-of-the-art Transportation Research Institute will be the world’s first full-scale, indoor, university-based, crash test laboratory.

In addition to the physical changes going on at the Virginia Campus, the university is breaking new ground in academic and research activities.

- ◆ GW Telecommunications faculty, including those at the Virginia Campus, this year received a \$300,000 research grant from the Space Shuttle Children’s Fund (SSCF) to study astronaut safety and assess ways to improve human space flight safety on U.S. shuttle programs and the International Space Station.
- ◆ A new research institute recently joined forces with GW and relocated to the

Department’s Prospect Activity—February:

- Responded to 612 requests for general information
- Received 5 leads
- Conducted 16 business visits
- Distributed 34 marketing packages
- Assisted 11 new business start-ups
- Worked with 12 new and 29 on-going prospects
- Delivered 1 proposal, and 1 presentation/tour
- Distributed 78 Wine Trail Brochures and 12 Growth Summaries
- Received 27,046 hits on our website, with 7,218 user sessions

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Announcements and Expansions

New & Existing Business



Concept Rendering—
The ezStorage self-storage facility planned for Sterling is being developed by SIENA Corporation.



- ◆ ezStorage (www.ezstorage.com) received approval for a special exception to build a self-storage unit in Sterling, its first in Loudoun. The company will redevelop the site of the vacant Southern States building on Old Ox Road, replacing the old facility with a new 137,456 square foot unit.

The company has 27 locations with more than 25,000 self-storage units in the Mid-Atlantic region, and is among the 25 largest self-storage operators in the United States.

- ◆ Handyman Concrete (www.handymanconcrete.com) has received a special exception and is pursuing site-plan approval for a new location on the north side of Route 50, near the quarry.

The company is the leading provider of small-quantity, ready-mix concrete in the DC metro area. Serving residential and commer-

cial clients with small trucks and 24 hour/7 day per week pouring schedules, the company has established a loyal customer base. In business for nearly 30 years, the company is locally owned and operated.

Handyman Concrete will move its headquarters from Fairfax County to Loudoun later this year, bringing 12 employees with plans to grow to 15-20 employees in the future.

- ◆ Techman Head (www.techman-head.com) is completing construction of an 8,000 square foot building in Beaumeade Corporate Center. The facility, to be completed this summer, will be the company's first repair center in the United States.

Techman Head, headquartered in France, has subsidiaries in Germany and Canada, and is well-known in the Aircraft Ground Support Equipment and Maintenance Tooling Industry.

Continued from page 1

Virginia Campus. The Integrated Justice Information Systems Institute (IJIS) is partnering with GW's Cyber Security Policy and Research Institute (CSPRI) to create a lab where researchers can analyze and improve system integration and information sharing in the justice, law enforcement, and public safety communities.

- ◆ The GW Home of the 21st Century, located at the Virginia Campus, began three years ago as an alliance between GW and America OnLine (AOL) with support from Virginia's Center for Innovative Technology. That alliance and the AOL partnership has enabled GW's graduate students and faculty to explore the notion of a home in which communications and information are interactive between the home's knowledge base and its inhabitants.
- ◆ GW's Accelerated MBA program will be launched at the Virginia Campus next fall. The AMBA program will offer a distinct advantage – the ability to customize the program to meet a student's academic and professional needs. Areas of specialization will include health services administration, human resources management, real estate and urban development, non-profit management, and more – there are 17 specialized fields in all.



The George Washington University Virginia Campus is partnering with a host of government agencies and private-sector companies to explore new programs and research, ranging from emergency response training, to space flight safety, to smart homes for the 21st Century.

Noteworthy

- ◆ **Leesburg Crossroads, Inc.**, a **Main Street Loudoun** Partner, has become the first local non-profit specifically established in the County as a town Main Street organization. The new organization elected a Board of Directors, signed Articles of Incorporation and adopted by-laws.

Forming the principal governance and advisory source, the new Board of Directors consists of: Tom Mann—Adventures, Roxanne Henze—George Washington University Virginia Campus, Dianne Capilongo—Cardinal Bank, Paul Reimers—PR Construction, Michael O'Connor—O'Connor & Fierce, and Dr. David Mathis.

As an organization, Leesburg Crossroads, Inc. is committed to helping its public partners advance the financial vibrancy and quality of life in Leesburg. The group's initial challenge is to develop a volunteer base and fundraising strategy. For more information or to volunteer, contact Martha Mason Semmes, msemmes@loudoun.gov, 703-737-8386, or Jim Sisley, jsisley@vrec.com, 703-771-1162.

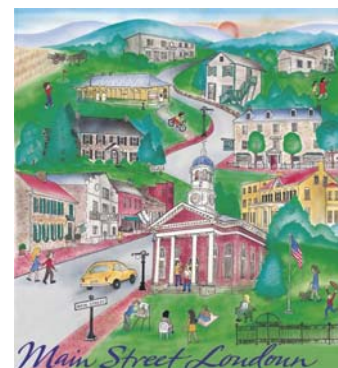
- ◆ Sean LaCroix, DED's Regional Economist presented "**Loudoun County's Employment Outlook**" to the Economic Development Commission's Education and Workforce Development Committee on February 18. LaCroix's report showed that Loudoun is well positioned for the future.

Relative to the United States, Loudoun's industrial profile is concentrated in five industries (transportation & warehousing, information, construction, federal government, and professional & business services). With the exception of the federal government, these industries are all projected to experience substantial growth nationally through 2012, according to recently released figures from the Bureau of Labor Statistics. Therefore, Loudoun has a relatively high concentration of industries that will experience growth over the next decade. Two sectors where Loudoun could improve are education & health services, and leisure & hospitality. Currently, Loudoun has relatively low concentrations of these industries, which are projected to grow in the coming years.

- ◆ The March edition of Business 2.0 magazine has named the Greater DC area the third hottest job market in the United States. The list, which focuses on the creation of high-wage jobs, was based on job growth in 2003, the size of the "creative class", average salaries and new business starts. The article - entitled "The Next Boom Towns" - named Raleigh-Durham, NC, as the hottest job market for high-wage jobs, and San Jose, CA, as the second.

Loudoun companies in the news:

- ◆ **Dulles-based ORBCOMM**, a global satellite telecommunications company, has raised \$26 million in a new round of equity financing.
- ◆ **Dulles-based SteelCloud, Inc.**, a provider of network security appliances and consulting services, has completed its \$2 million acquisition of Florida-based network security firm Asgard Holding.
- ◆ **Sterling-based Knowledge Consulting Group**, an IT services provider, announced in February that it has won a \$21.4 million contract to provide information assurance security services to the Counterintelligence Field Activity and the FBI's Foreign Terrorist Tracking Task Force.



In February, Leesburg Crossroads, Inc., a Main Street Loudoun partner, became a formally incorporated non-profit organization.



The Washington, DC region is the third hottest job market in the country, "...a microcosm of the US economy at its best," according to Business 2.0 magazine.



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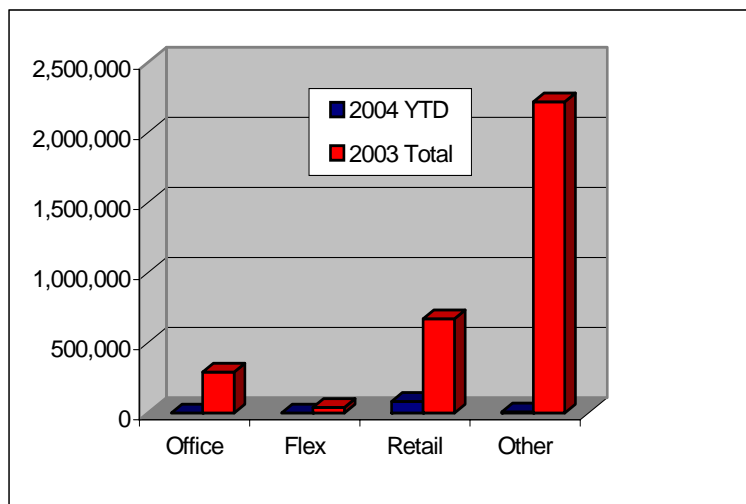
Department News

- ◆ Beginning in March, information packets for the monthly meetings of the Loudoun County Economic Development Commission will be made available on-line at www.loudoun.gov/edc. Hard copy packets will be mailed only to Commissioners and those who request them. Post-card meeting reminders will be sent to all other interested parties.
- ◆ DED Director **Larry Rosenstrauch** was part of a panel discussing the region's economic outlook at the Committee for Dulles luncheon on February 19. Larry's presentation included an aerial tour of Loudoun for a fictional site selection team, as well as a briefing about Loudoun's recent and projected growth and projects of importance to a site selection team. Other panelists were Gerald Gordon, President & CEO of the Fairfax Economic Development Authority, and Martin Briley, Executive Director of the Prince William County Department of Economic Development.
- ◆ Baby boy **Byron Paul** was born to DED's **Susan VanEpps** and her husband **Randy** on February 15, 2004. He weighed 9 pounds, 13 ounces, and was 21 1/2 inches long. Congratulations!
- ◆ **Sean LaCroix**, DED's Regional Economist, has accepted a position with a private sector consulting company and will leave Loudoun County at the end of February. Over the past two years, Sean's contributions to the County and the Department have been immeasurable and he will be greatly missed. We wish him the best of luck in his new endeavors.

Construction Activity

In January 2004, Loudoun County permitted 90,782 square feet (SF) of nonresidential construction. The combined value of new buildings (\$6,878,214) and alterations (\$4,314,865) is over \$11 million.

- ◆ Office — 0 SF in January and 176,070 SF in December
- ◆ Flex/Industrial — 0 SF in January and 28,440 SF in December
- ◆ Retail — 82,658 SF in January and 0 SF in December
- ◆ Other — 8,124 SF in January and 379,150 SF in December
- ◆ Taxable — 90,782 SF in January and 70,093 SF in December
- ◆ Route 28 — 41,419 SF in January and 0 SF in December



**Nonresidential Construction – Square Feet Permitted
2003 Total and 2004 Year-to-Date**