

Loudoun Supervisors Meet Key Leaders in Frankfurt

Department's Prospect Activity—December:

- Responded to 285 general information requests
- Distributed 7 marketing packages, 4 summary facts, 10 maps and 7 business guides
- Conducted 1 business visit and 1 tour
- Worked with 48 on-going and 2 new prospects
- Received 37,984 hits on www.loudoun.gov, with 10,955 user sessions
- Received 99,886 hits on www.loudounfarms.org, with 4,006 user sessions

Loudoun County Board of Supervisors Chairman Scott York and Supervisor Lori Waters met from December 18 to 20 with key business leaders in Main-Taunus-Kreis Germany, the county adjacent to Frankfurt. Accompanied by Loudoun International Business Ambassador Wolfgang Tolle, York and Waters met with Berthold Gall, the county executive for Main-Taunus-Kreis and a regional economic development leader for the entire Frankfurt region.



Chairman York, Supervisor Waters, and International Business Ambassador Tolle meeting with Berthold Gall, the county executive for Main-Taunus-Kreis, the county immediately west of Frankfurt, Germany.

York, Waters and Tolle also visited the Albert Einstein school in Main-Taunus-Kreis, where school leaders expressed an interest in establishing an exchange program with Loudoun high school students. The trio next met with the operators of the Frankfurt airport, the seventh largest in the world, and met with high tech business leaders and the mayor of Eschborn, the economic center of Main-Taunus-Kreis and the European headquarters for Samsung.

Lockheed Martin to Open \$7m. Flight Service Hub

Governor Mark R. Warner announced January 4 that Lockheed Martin Corporation will be opening a \$7 million Eastern Service Area Automated Flight Service Station hub in Loudoun County. The project will create 200 jobs over the next 30 months, and marks the first time the Federal Aviation Administration has outsourced a major system operation.

The new 50,000 square foot facility, which will be located along the Dulles Greenway, will employ flight service specialists who will brief pilots on flight plans and weather conditions. The new hub will cover the geographic region east of the Mississippi River.

“We are very pleased that Lockheed Martin has chosen Loudoun for the home of the Automated Flight Service Station,” said Board of Supervisors Chairman Scott York, “We look forward to working with [them] to ensure that this will be a successful venture for them.”

The Loudoun Department of Economic Development worked with the Virginia

(See Lockheed Martin, continued on page 3)

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Announcements and Expansions

New & Existing Business



- ◆ Maxjet (www.maxjet.com) has announced that it will kick off its low-cost flights from Dulles International to London's Stansted Airport beginning in February.

The Washington-based airline launched its operation with flights between New York and London on November 1, 2005, and is the industry's first transatlantic airline to offer everyday low fares for true premium service.

- ◆ Dover Saddlery, Inc. (www.doversaddlery.com) reported that it has executed an op-

tion agreement on a store site in Loudoun and will be determining the feasibility of the site for a new 12,000 square foot Dover Saddlery store.

"We are pleased that we have located a potential site in a key market for us," said Stephen Day, CEO and President of Dover Saddlery.

Founded in 1975 in Wellesley, Massachusetts by United States equestrian team members, Dover Saddlery is one of the largest direct marketers and a leading specialty retailer of equestrian products.



"It is important that all the revenues of the Toll Road continue to remain in the corridor and to be used for transportation improvements in the public interest, particularly expedited rail to Dulles. The Toll Road, and the revenue it generates from the citizens, must be preserved for the public and safeguarded as a valued asset for the corridor well into the future."

**Jim Bennett,
MWAAPresident & CEO**

MWAA Pursuing Toll Road Management, Metrorail Extension

Metropolitan Washington Airports Authority (MWAA) President and CEO Jim Bennett announced December 20 that MWAA is proposing to operate the Dulles Toll Road and oversee the construction of the planned Metrorail extension through the Dulles corridor to Fairfax and Loudoun Counties.

Under the proposal, the Virginia Department of Transportation would select MWAA over five other private firms currently proposing to run the Toll Road under the Virginia Public Private Transportation Act, and the airports authority would assume all financial and management responsibilities for the corridor. The authority would invest all revenues generated from the Toll Road and from tax exempt bond sales to fund both road improvements and the construction of Metrorail to the airport and into Loudoun County.

The MWAA proposal states that "the greatest benefit to transit at the lowest overall cost will be obtained" if the authority is selected, and that the Metro to Loudoun extension will occur sooner than under any other management option.

"The Airports Authority has played an integral role in the development of the Dulles Corridor," said Bennett. "The existence of Washington Dulles International Airport is the catalyst that has led to the development of much of Northern Virginia. We believe that the economic future of this corridor and the future success of the airport depend on a viable road and mass transit network. This will only happen if there is an investment in both improving the Dulles Toll Road and complementing that road with rail to Loudoun County."

The Airports Authority Board of Directors held a special meeting to approve the proposal, which will be sent to the Governor of the Commonwealth of Virginia. The Commonwealth, through the Virginia Department of Transportation, currently operates the Dulles Toll Road, which is located on Airports Authority property.

In the News

- ◆ Loudoun County Chamber of Commerce President & CEO Randy Collins announced his resignation from the chamber December 21. Hired by the chamber's board of directors in 1995, Collins led the organization during the most rapidly growing business and residential period in Loudoun's history, and the chamber is now ranked as the largest chamber of commerce in Northern Virginia. Collins will continue in his position until January 31, and the search for a new Loudoun Chamber President and CEO will begin shortly. There will also be efforts throughout January to recognize Collins for his many accomplishments during the last 10 years.
- ◆ Standard & Poor's (S&P) made it official in December: Loudoun's general obligation bonds have now been rated AAA, the highest rating available, by all three major bond rating agencies. S&P joins Fitch Ratings, which upgraded Loudoun to AAA earlier this year, and Moody's, which awarded Loudoun its first Triple-A bond rating in 2004. In upgrading Loudoun's bond rating to AAA, S&P stated that the ratings were raised "in recognition of strong tax base growth, high and rising wealth levels, and completion of a financial forecasting model that provides the county with another financial tool as it copes with ongoing development." The ratings put Loudoun in the very top tier of rated counties and cities nationwide.
- ◆ *The Washington Post* recently profiled TireVan Corporation, a new Sterling-based start-up company that provides mobile tire installation to Loudoun, Fairfax and Arlington Counties and the City of Alexandria. The company takes orders on its www.tirevan.com website, and installation at the customers' home or business usually takes place within 48 hours. TireVan currently employs six but is expecting to grow to 35 to 40 by the end of 2006.
- ◆ In case Loudoun residents ever need further evidence of the county's overall good fortune, new Poverty and Median Income Estimates were just released by the Bureau of the Census. Compared to the other 3,194 U.S. states, counties and independent cities listed in the report, Loudoun's 3.7 percent rate of poverty is the 7th lowest. The county's rate of children in poverty, slightly higher at 4.1 percent, also ranks 7th lowest in the nation, compared with a U.S. rate of nearly 18 percent. Median household income for the county is third highest at \$89,890, placing itself well above both the state median of \$50,028 and the U.S. median of \$43,318. The complete data sets are available at <http://www.census.gov/hhes/www/saipe>.



Loudoun Chamber President & CEO Randy Collins said that "The goals I set out for the Chamber have been achieved and I am looking forward to a new challenge."



TireVan was started by technology entrepreneurs Pat Garvey and David Leslie, who were tired of "drinking bad coffee and reading 2-year-old magazines" while waiting for their tires to be installed.

(Lockheed Martin, continued from page 1)

Economic Development Partnership to successfully attract Lockheed, which also considered locations in Arizona, Florida, Maryland, Texas and Washington States.

According to Dan Courain, Lockheed Martin vice-president for Flight Services, Loudoun was ultimately selected because of its "proximity to the FAA headquarters in Washington, D.C., the critical airspace to be covered by the Flight Service Station, the density of pilots and general aviation aircraft, and the quality of life provided within the Dulles Airport corridor."

Lockheed is based in Bethesda, Maryland and employs 130,000 people worldwide.



A Lockheed aircraft control center.

Loudoun County Economic Development Progress

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Department and Commission News

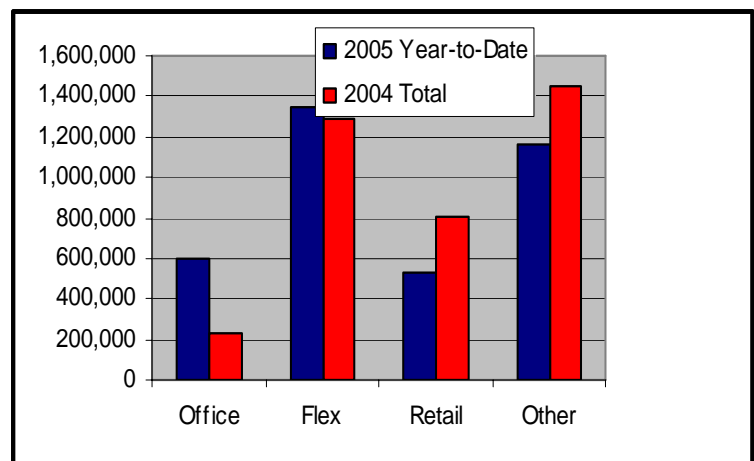
- ◆ Cynthia Lintz will join the Department on January 12 as the new Community Development Manager. She holds a masters degree in community and regional planning from the University of Texas, and comes to Loudoun direct from Grenoble, France, where her husband has been working as an architect. In addition to France, Cynthia Lintz has previously lived in Texas, Bulgaria and Macedonia. Lintz is a former Peace Corps volunteer and it is expected that she will integrate and leverage her background and expertise in cultural arts and historical preservation in her new DED position.
- ◆ Howard Hughes Medical Institute Associate Director for Science and Technology Kevin Moses provided an extensive tour of the construction at **Janelia Farm Research Campus** December 14. Supervisor Lori Waters, Deputy County Administrator Linda Neri, and DED's Larry Rosenstrauch, Robyn Bailey, Dorri Morin, Sandy Denham, and Beth Hain were in attendance. "There's no other way to describe it: the thought and detail that's going into the facility is unbelievable," said Bailey. The Janelia Farm facility is expected to open in 2006.
- ◆ DED senior staff members met with the county's **emergency management team** December 12 for an update on Loudoun's emergency preparedness plans and chain of communication. DED will continue efforts to assist with communications between county businesses and emergency preparedness teams.

Visit US ON THE WEB AT:
WWW.LOUDOUN.GOV/BUSINESS

Construction Activity

In November 2005, Loudoun County permitted a total of 596,278 square feet (SF) of nonresidential construction. The combined value of new buildings (\$37,501,000) and alterations (\$3,670,316) is over \$41 million.

- ◆ Office — 56,923 SF in November and 30,866 SF in October
- ◆ Flex/Industrial — 0 SF in November and 265,137 SF in October
- ◆ Retail — 25,680 SF in November and 3,246 SF in October
- ◆ Other — 513,675 SF in November and 113,494 SF in October
- ◆ Taxable — 576,857 SF in November and 411,395 in October
- ◆ Route 28 — 0 SF in November and 299,112 SF in October



Nonresidential Construction — Square Feet Permitted
2005 Year-to-Date and 2004 Total