

**Board of Supervisors Approves Conference Funding**

Following a supporting vote by the Loudoun County Board of Supervisors Economic Development Committee, the Board of Supervisors voted 9-0 on November 1 to approve a \$100,000 allocation to sponsor the September 2006 World Medical Automation Conference. The sponsorship will be drawn from available Tourism Opportunity Funds.



**Dr. Robin Felder will bring the World Medical Automation Conference to Loudoun.**

Loudoun was selected for the conference as a result of efforts made by the Department of Economic Development working in collaboration with Dr. Robin Felder, Director of the University of Virginia's Medical Automation Research Center and a founding member of the Medical Automation Association.

Dr. Felder and a group of county staff and officials, including Supervisor Lori Waters and Dr. Terry Sharrer, Science Advisor to the Department of Economic Development and Curator of Health Sciences at the Smithsonian Institution, have discussed with county and community organizations how Loudoun's sponsorship could leverage its position as an emerging global life sciences center. Location plans and discussions with conference sites at Lansdowne and the National Conference Center are currently underway.

In return for the \$100,000 conference fee, county staff negotiated an agreement with the association to base the conference in Loudoun for the next five years, as well as for the county to own and market its rights as the community sponsor.

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

- Responded to 333 general information requests
- Distributed 11 marketing packages, 162 maps, 150 summary facts, 181 Loudoun brochures and 37 business guides
- Conducted 3 business visits, 1 charrette and 1 tour
- Worked with 34 on-going prospects
- Received 52,704 hits on [www.loudoun.gov](http://www.loudoun.gov), with 12,359 user sessions

**ULI Presents Findings, Recommends Mixed Use Site**

The Urban Land Institute completed its study of a 101-acre county-owned parcel in October, and issued recommendations that the county retain ownership of the land and use it for government services, education and economic development.



**The ULI panel's initial recommendations include Loudoun retaining the land and dedicating 30 to 40 acres to educational use, 45 to 60 acres to biotech and technology business, 10 acres for recreational use, and 5 to 15 acres for government facilities.**

In a presentation October 21 to members of the Loudoun County Board of Supervisors, other elected officials, community and business leaders, county staff, and members of the public, the panel also suggested that the educational component be a science and technology academy which would be a "destination for creative minds" in grades 1-12 countywide.

"This is a unique site and you have the opportunity to do something creative and

*(See ULI Findings, continued on page 3)*

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## Announcements and Expansions

### New & Existing Business



**LTI DataComm**  
Innovative Communications Solutions

- ◆ LTI DataComm ([www.ltidata.com](http://www.ltidata.com)) has moved its headquarters facility from Reston to a 14,000 square foot space on Egelwood Court in Sterling. The company is a veteran-owned small business, and has been a leader in technology solutions and services to the federal government since 1981.

In addition to its Sterling headquarters, LTI also has locations in northern and southern California, Minneapolis, Minnesota and Brussels, Belgium. The company provides individual product and integrated turnkey solutions for maximizing wireless, fiber optic or copper infrastructures for the transfer of voice, video and data applications. Previous clients include the U.S. Army, Air Force, National Guard, Department of State, and Secret Service.

According to LTI Marketing and Sales Executive Josh Doyle, the headquarters space offers new benefits, such as greater dedicated space, a quiet location, and close access for traveling staff to nearby Dulles Airport.

“Our company is growing. We had been in the same location for about 22 years, but we had outgrown it. This new space offers us more room, including additional office space for our growing sales and engineering teams” he said. The company currently employs 32 and is hiring additional staff.

Doyle also explained that the move to Loudoun reflected LTI’s changing, more advanced business model.

“We’ve become more of a government integrator instead of a reseller, and as we move from one model to another, this facility provides us with our own lab and training spaces that we need.”

### Rural Business News



Lancaster feedlot cattle diets include ground chocolate from candy factories, *above*. Cattle in a Lancaster feedlot, *below*.



The Loudoun Cattleman’s Association took 11 Virginians, including DED Rural Resource Coordinator Gary Hornbaker, on a tour of Lancaster County, Pennsylvania cattle feedlots October 25th. Northern state feedlots, such as the ones in Lancaster, purchase the majority of Loudoun County beef cattle, and then ‘finish’ the herds by feeding them a high-energy diet that adds three to four pounds to their frames daily. When the cattle reach 1300 to 1400 pounds by the time of slaughter, this high quality beef is then often sold to premium export markets and to “white linen” restaurants in large eastern U.S. cities.

The event, explained Hornbaker, provided an opportunity for Loudoun’s cattlemen to learn directly from the cattlefeeders how they can earn premium cattle prices and explore group-sale opportunities.

“Feedlot operators told us they’re looking for healthy, Black Angus or Angus-cross steers weighing at least 700 pounds,” explained Hornbaker. “They’re also looking to purchase cattle in 50,000 pound lots, which is the maximum a tractor trailer can hold.” Hornbaker added that while many local farmers don’t sell in such large quantities, the group learned about opportunities to combine cattle from several farms to allow for a direct sale. The group is also exploring retaining their ownership rights to finished cattle in order to direct sell the local beef at area farmers markets.

## In the News



The just-released 2005 INC 500 list of the fastest growing private companies from 2001 to 2004 includes one Loudoun business. Argotek, a seven-year-old defense contractor in South Riding, ranked 197 on the list with a three-year growth rate of 561.5%. Virginia also ranked first overall as the state with the most Inc. 500 companies per million residents, and second for states with the most Inc. 500 companies regardless of population. The Washington, D.C. metro area earned a first place ranking as the city with the most companies on the list.

- ◆ Loudoun's flourishing lifestyle was profiled in *Business Week's* October 17 news analysis and commentary piece "Living Too Large in Exurbia." The article focused on the opportunities and economic benefits that large new "exurban" areas (further out than traditional suburbs of big cities) have presented to new residents, and how the exurbia lifestyle "built on cheap energy costs and low mortgage rates" is now in jeopardy with the changing economy. The full article is available online at [http://www.businessweek.com/magazine/content/05\\_42/b3955060.htm](http://www.businessweek.com/magazine/content/05_42/b3955060.htm).
- ◆ A national analysis by *BizJournals* ranked the Washington, D.C. metro area third in its October list of the **10 Hottest Major Metros for Jobs**. Using Second Quarter 2005 data, markets were analyzed on the basis of raw change in job numbers over a 12 month period and unemployment data. *Journal* author G. Scott Thomas stated that "heavy federal spending in the post 9/11 era" contributed to Washington's ranking. The D.C. area also added the most jobs during the past year (78,400) of any area studied.
- ◆ **Buchanan Partners** has sold its award winning 305,000 square foot Lakeside@Loudoun Tech office complex to Tishman Speyer of New York for \$88.5 million. "It is a bittersweet moment for us," said company president Bob Buchanan, "Lakeside has been our signature." However, Buchanan added that the end result of the sale was very rewarding, and that "just about every major real estate company in the area was in the bidding."



2005 Inc. 500 company Argotek is a security engineering consulting corporation. The company also made the Inc. 500 list in 2004.



One of the three Lakeside@Loudoun Tech buildings sold by Buchanan Partners.

(ULI Findings, continued from page 1)

different here and elevate the county's position as a leader in technology and innovation," said James DeFrancia, chairman of the panel.

DeFrancia and other panel members met in Loudoun for five days, beginning October 16, as part of a feasibility study for the development of the land, located between Farmwell Road and Waxpool Road. While in Loudoun, the panel members attended briefings about the land parcel and the county, toured the area, and interviewed dozens of community stakeholders.

Each of the eight panelists contributed expertise in different areas, including commercial, industrial and residential real estate development, market potential, architecture, planning, urban design, research, community development, zoning, land use and redevelopment.

The panel's final report is expected to be published in about three months. The October 21 presentation is available on the Loudoun County government website at [www.loudoun.gov/business/panel](http://www.loudoun.gov/business/panel).



Panelists Daniel Conway and James deFrancia toured Leesburg and other areas of the county during the five day ULI study.

## Loudoun County Economic Development Progress

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## Department and Commission News

- ♦ DED's Dorri Morin and Beth Hain successfully represented Loudoun at the 2005 Mid-Atlantic Bio Conference in D.C. October 24-25. During the event, DED participated in the new Northern Virginia Life Science Communities, a new tri-county partnership with Fairfax and Prince William Counties.



Representatives from the Virginia Economic Development Partnership, Virginia Bio, and Prince William, Fairfax, and Loudoun Counties gather at the Mid Atlantic Bio tradebooth.

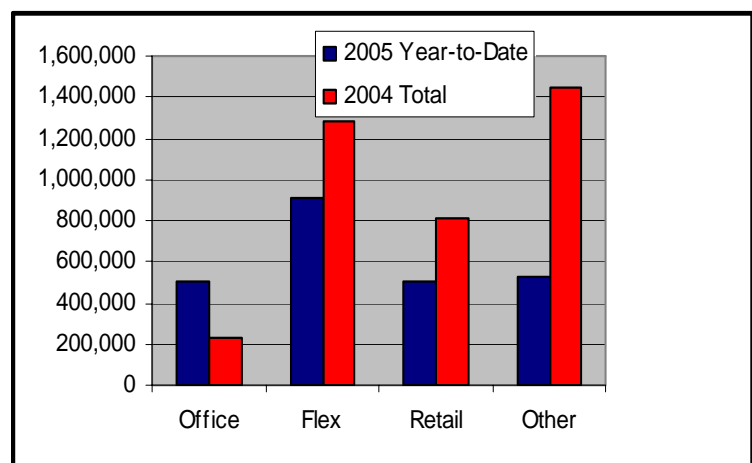
“Biotech and life science businesses, venture capitalists, universities, and even other jurisdictions were enthusiastic and supportive of Northern Virginia’s initiative to co-market to the life science community,” explained Hain. Following the conference, Hain said that DED is looking forward to continuing marketing initiatives and other strategic opportunities with the alliance.

♦ Applications are now being accepted for DED’s Community Development Manager position. Details are available at [www.loudoun.gov/hr/jobs/](http://www.loudoun.gov/hr/jobs/).

## Construction Activity

In September 2005, Loudoun County permitted a total of 177,787 square feet (SF) of nonresidential construction. The combined value of new buildings (\$5,845,775) and alterations (\$8,073,561) is over \$13.9 million.

- ♦ Office — 0 SF in September and 0 SF in August
- ♦ Flex/Industrial — 166,320 SF in September and 280,419 SF in August
- ♦ Retail — 0 SF in September and 79,324 SF in August
- ♦ Other — 11,467 SF in September and 83,864 SF in August
- ♦ Taxable — 176,360 SF in September and 404,041 SF in August
- ♦ Route 28 — 105,655 SF in September and 228,813 SF in August



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