



Department's Prospect Activity—October:

- Responded to 376 general information requests
- Distributed 16 maps and 28 business guides
- Conducted 78 business appointments
- Worked with 3 new and 53 on-going prospects
- Received 204,853 hits on www.loudounfarms.org, with 8,701 user sessions.

NVLSC Coalition Reinforced at Mid-Atlantic Bio Event

More than 800 attendees from 18 states and countries, including representatives from 135 life science companies and more than 60 venture investors, participated in the second annual Mid Atlantic Bio Conference October 10 and 11th. The event, coordinated jointly by the Virginia Biotechnology Association, MdBio, and the Mid-Atlantic Venture Association, included a booth sponsored by the Northern Virginia Life Sciences Communities (NVLSC), a coalition of Fairfax, Loudoun, and Prince William Counties' economic development agencies working to increase life sciences investment in these jurisdictions.

"The conference offered something for everyone, including sessions by key national leaders in the life sciences industry," said DED's Beth Hain. "I was happy to see the greater presence of Mid-Atlantic venture capitalists and growing life science firms at this year's conference. I think one of the greatest outcomes from the event was the reinforcement of the NVLSC's commitment. As a result, the presence of the life sciences industry in Northern Virginia will be strengthened moving forward."



Three counties strong: DED's Beth Hain joined forces at Mid Atlantic Bio with Anne Rosenblum from Fairfax EDA and Nancy Chancler of the Prince William Department of Economic Development. Together, the three agencies form the Northern Virginia Life Sciences Communities Coalition.

Science and Tech Cabinet Tackles Personalized Medicine

The Loudoun County Science and Technology Cabinet held their second meeting of the year October 13 with a full slate of discussion topics at Belmont Country Club. October session panelists under the direction of Cabinet Chair and Moderator Leslie Platt were David Geho, pathologist and research professor from George Mason University; John Grauz, former chair of neonatology at Washington Hospital Center; Richard Lewis, CEO of pharmaceutical consulting company Access Bio; Terry Sharrer, Curator of the Division of Medicine and Science at the National Museum of American History; and Erin D. Williams, a specialist in Bioethical Policy for the Congressional Research Service.

The group led a focused program on "The Coming Era of Personalized Medicine: An Exploration of the Science, Public Policy and Ethics," and then rounded out the meeting with an active discussion among the 50 additional visitors and cabinet members present.

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Business Announcements



The AeroTrain exhibit houses a replica of a train car with a virtual reality tour video, showing how passengers will make the trip through the airport – from arriving at the parking garage to stepping onto their aircraft.



Visitors can sample Fabboli Cellars wine November 3 from 6-9pm at the Leesburg Bookstore located at 13 Wirt Street, SW.



- ◆ Washington Dulles International Airport (www.metwashairports.com/Dulles) recently announced the opening of an exhibit demonstrating its new AeroTrain passenger transport system. The AeroTrain system is scheduled to open in 2009, and will take passengers underground between the Main Terminal and the Concourses, replacing the existing above-ground shuttles.

The exhibit, which is located in the lower level baggage claim area, features a full-scale prototype of the new AeroTrain cars, which are currently being built in Mahara, Japan. Visitors can walk inside the model, and view a video showing the future of passenger travel at Dulles. The exhibit also includes information about the history of Dulles and the D2 construction program.

- ◆ Bella Luna Vineyards (www.fabboli.com) recently opened for business as Loudoun's newest vineyard. A small family operation devoted to high quality, small production, Bella Luna Vineyards and owner Doug Fabboli focus on making Fabboli Cellars wine "from each grape type as an artist would prepare paints, knowing that later they would come together to make one special and complex wine."

Although there is not yet a public tasting room at Bella Luna, Fabboli wines may be sampled daily at Windham Winery, as Doug is also Windham's winemaker. Fabboli and his wife and co-owner Colleen Berg have also planned several special tasting events, in-



Construction from March 2006 shows the development of underground passageways for the new Dulles Airport AeroTrain transport system. The system will total nearly four miles in length, with trains operating on a dual track system. This phase of the project will connect the Main Terminal to Concourses A, B, and C, and will replace most of the airport's existing Mobile Lounge system.

cluding November 3 from 6-9pm at the Leesburg Bookstore, November 11th from 11-4 at the Paeonian Grocery and Gourmet in Paeonian Springs, and November 21 and 22 at Mom's Apple Pie shop in Leesburg. Directions and details on additional future events are posted on Bella Luna's website.

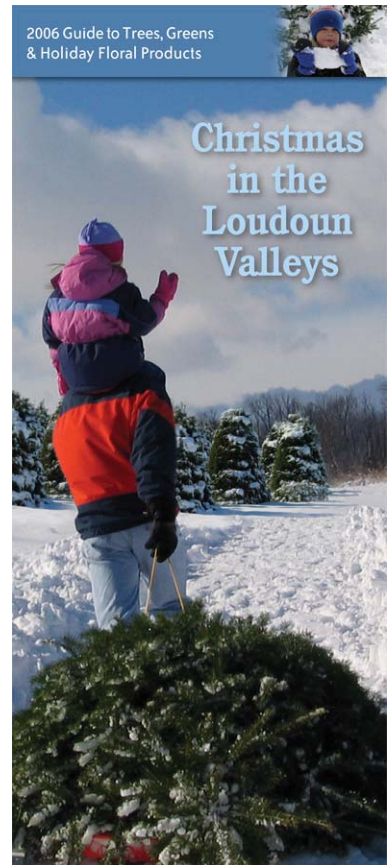
- ◆ **Intelligent Decisions** (www.intelligent.net) was selected in October for \$3.5 million in purchase orders from the Department of Navy and the Transportation Security Administration for information technology upgrades and infrastructure expansion. Founded in 1988, Ashburn-based Intelligent Decisions provides a broad range of IT hardware, software, and service solutions to the federal government and Fortune 1000 customers.

In the News

- ◆ The “Christmas in the Loudoun Valleys” brochure is out for those making early holiday preparations. Readers can sort through the list of local farms offering trees and holiday floral products for sale, and view specific information on tree varieties available, prices, farm hours, special services provided, and other products for sale. Christmas tree farming is a major agricultural industry in Virginia, with more than a million trees harvested annually from hundreds of farms within the state.
- ◆ The Washington, D.C. metropolitan area ranked as one of “the top major U.S. markets for real estate investment prospects next year,” according to **Emerging Trends in Real Estate® 2007**, released October 19 by the Urban Land Institute (ULI) and PricewaterhouseCoopers LLP at ULI's fall meeting. The annual report, now in its 28th year, provides an in-depth outlook on U.S. commercial and residential real estate investment and development trends, and is based on interviews with and surveys of more than 600 of the industry's investors, developers, property company representatives, lenders, brokers and consultants.

The report also stated that the top markets, including Washington, stood out and were “... distinguished by several characteristics, including: locations along global pathways with major international airports and harbor ports; 24-hour features; attractive settings in reasonably comfortable climates; geographic barriers limiting sprawl; and brainpower jobs attracting an affluent, highly educated workforce.”

- ◆ According to a recent announcement from the **Organization for International Investment (OFII)**, the state of Virginia ranks 13th in the nation for the number of workers employed by U.S. branches of foreign companies. OFII stated that nearly five percent of the state's private workforce, or 133,700 people, is employed by an international firm. Airbus North America, located in Loudoun, is noted by the OFII as being one of the most significant foreign-owned employers in the state.
- ◆ To coincide with the Mid-Atlantic Bio Conference occurring at the same time, the **Northern Virginia Technology Council** held its **Human Genome Party** October 11. The sold-out event was hosted by the just-opened Howard Hughes Medical Institute Janelia Farm Research Campus (JFRC) and featured keynote speeches from Governor Tim Kaine, Virginia Secretary of Technology Aneesh Chopra, and JFRC Director Gerry Rubin. DED's Larry Rosenstrauch, Dorri Morin, and Beth Hain were in attendance.
- ◆ Speaking of the **Janelia Farm Research Campus**, look for the Department of Economic Development's personalized welcome to JFRC in this week's upcoming *Washington Business Journal*. DED was heavily involved in JFRC's opening events in October, from assisting with invitation lists and volunteering at the public open house to attending the special events for the business community.
- ◆ The Department of Economic Development's **Manager of Innovative Economic Development** position will be advertised on www.loudoun.gov in November. The deputy director-level position leads Loudoun's rural economy expansion and works to make the county a recognized entrepreneurial hotspot.



Buy fresh and local this Christmas—most Loudoun tree farms begin selling the weekend after Thanksgiving. View the brochure online at www.loudounfarms.org.



Janelia Farm's main research building

Department and Commission News

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- ◆ Robyn Bailey and Dorri Morin presented at Loudoun Revealed, a Chamber of Commerce Virtual Tour of the county held October 27. The event featured a video tour of the county's commercial real estate focused along the five main business corridors, with presentations led by Bailey, Morin, and others. Former EDC Chairmen Randy Minchew and Dave Parker served as hosts for the event. The Chamber's main presentation is available online at <https://loudounchamber.org>.
- ◆ Dorri Morin and Tricia Simons presented to over 40 recruiters for the Loudoun County Public School System October 24 – 25. The duo explained to the group, which was comprised of retired teachers and administrators as well as current school system employees, how they market Loudoun to business prospects by emphasizing advantages such as the county's high quality schools, its access to regional cultural amenities, and the availability of diverse living environments including rural, suburban, and historic town settings.

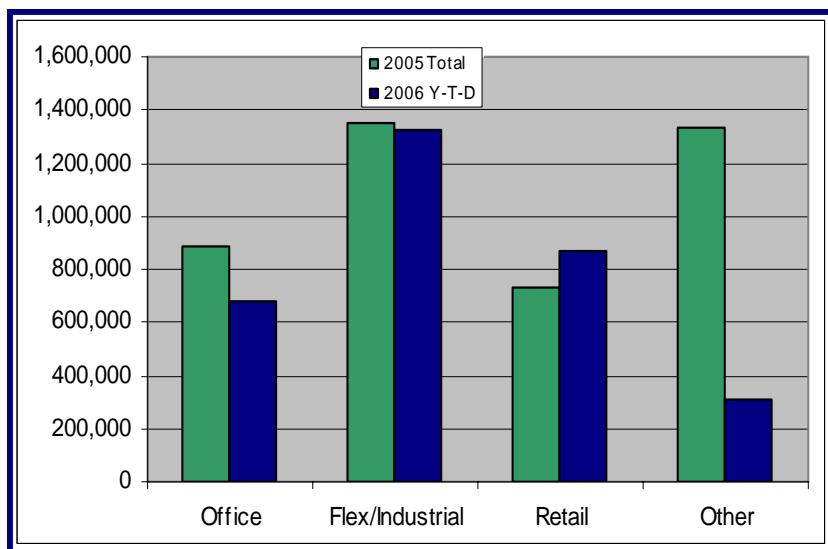
At the conclusion of each presentation, the audience was asked to anonymously list what they liked best and worst about the county. The most popular Loudoun attributes were its geographic diversity, proximity to Washington, D.C., excellent school system, and quality of life, while the most frequently cited "areas for change" included road and traffic issues, the need for affordable housing, and overall cost of living.

Construction Activity

In September 2006, Loudoun County permitted a total of 318,168 square feet (SF) of non-residential construction:

- ◆ Office — 124,005 SF
- ◆ Flex/Industrial — 68,262 SF
- ◆ Retail — 122,967 SF
- ◆ Other — 2,934 SF
- ◆ Taxable — 318,168 SF
- ◆ Route 28 — 225,068 SF

The cumulative amount of nonresidential square footage permitted from January to September of this year is 3,192,059, a 21 percent increase over the same 9-month period last year.



Nonresidential Construction – Square Feet Permitted
2005 Total and 2006 Year-to-Date