

**MTK Sees “New Partner in America” Following Visit**

Loudoun County put some of its best business and cultural assets on display for a delegation of eleven elected officials, school representatives, and other economic development leaders from the Main-Taunus-Kreis (MTK) region near Frankfurt, Germany June 14-17. The group, which had hosted Loudoun lead-



The delegation, escorted by Loudoun representatives, met with the senior executives of German-based Rehau at their Leesburg facility.

**Department’s Prospect Activity—June:**

- Responded to 332 general information requests
- Distributed 29 maps and 20 business guides
- Conducted 12 business visits and 1 charrette
- Issued 2 proposals
- Worked with 3 new and 48 on-going prospects
- Received 55,778 hits on [www.loudoun.gov](http://www.loudoun.gov), with 19,321 user sessions



Loudoun’s Danny Davis, second from left, talks with MTK’s press secretary Dr. Johannes Latsch.

ers in Germany in 2005 as a result of International Business Ambassador Wolfgang Tolle’s introduction, visited to investigate the possibility of a structured partnership with the county focusing on common economic, educational, and cultural interests.

At the completion of the visit, Chairman Scott York and MTK Landrat (the highest elected leader) Berthold Gall signed a Letter of Intent Proclamation to begin the formal relationship. The proclama-

tion states that the partnership between the two areas “shall set the framework for programmatic exchanges between our public schools, a furtherance of business relationships and deeper cultural relationships between our citizens.”

Following the signing, Landrat Gall remarked that “After talking to the members of the delegation, I can say that everybody is deeply impressed by Loudoun County and is keen on putting the spirit of our [letter] into practical linking” and referred to Loudoun as a “new



Chairman Scott York, right, meets with his German counterpart Berthold Gall at the Dulles Airport reception. Gall later noted that his group had “struck not only partnerships, but friendships as well” with those they met in Loudoun.

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## MTK Visitors See Some of Loudoun's Best

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EDC Chair Joe Paciulli, center, discusses the role of the EDC with Berthold Gall, right, and Beth Hain, DED's manager of international business.



Loudoun Science Advisor Terry Sharrer, right, discusses education partnerships with the principal of the MTK Albert Einstein School, Anka Horn.



Chairman York, speaking at the Patowmack Farm dinner, thanks the Loudoun business community for their support of the MTK delegation.

partner in America.”

Upon their arrival in Loudoun, the MTK representatives were escorted to a series of distinctive events hosted in their honor, beginning with a welcome reception sponsored by Bridgman Communications onsite at Dulles Airport. Dulles General Manager Chris Browne detailed the airport's recent expansion efforts, and Chairman York presented the delegation with Loudoun-business sponsored gift bags which included local-themed books, Virginia peanuts, wine, beer, mugs, pens, Redskins keychains, and additional county information. The reception was followed by a private tour of the National Air and Space Museum's Udvar Hazy Center.

The group's first full morning in Loudoun focused on notable eastern county businesses and attractions. On board for a bus tour presented by DED's Robyn Bailey, the group visited the German-based Giesecke and Devrient (G&D), meeting CEO Steve Reber, then was escorted to AOL, where they were greeted by Deborah Rochkind and learned about the tech giant's local and international investments. Next they were on to a facility tour of Rehau, a global polymer manufacturer with U.S. headquarters in Leesburg, and then to a lunch meeting with Loudoun County Public School officials. The lunch was sponsored by Rehau and held at Dodona Manor, the final home of diplomat and post-World War II international economic aid planner George C. Marshall.

Following up on the education focus of discussions during lunch, MTK officials next saw both the public and private sides of Loudoun education, with visits to Briar Woods High School in Ashburn, and the award-winning education-focused business Curiosity Zone. The day closed with what participants called a “spectacular, four-hour long” dinner for 55 attendees sponsored by G&D and Wachovia at Patowmack Farm. The event included many German-connected members of the Loudoun business community.

The last full day began with a discussion with Dr. Ed Hatrick about opportunities to partner with Loudoun's school system, a visit to the county government center, a meeting with the Department of Economic Development, and a tour from DED's Warren Howell of western Loudoun, which featured a walk in the village of Waterford, a stop at Endless Summer Harvest, a wine tasting given by Breaux Vineyards, and a lunch from Grandale Farm that was sponsored by the Loudoun Convention & Visitors Association. Afternoon activities included a ride to Washington, D.C. from Reston Limousine to sightsee and meet with German Embassy officials.

Gall concluded his thoughts on the trip in a letter to Chairman York, noting that “We spent a couple of extraordinary, impressive, and touching days with you and are most thankful for the excellent program you put up.”



## In the News

- ◆ Leesburg-based K2M — creator of innovative spinal technologies — reported in June that they have obtained \$21.5 million in their first round of institutional funding. Founded in 2004, K2M reports to have rapidly growing revenues based on a strong portfolio of more than 70 issued and pending patents. The company's line of patented products includes stabilization technologies, minimally invasive systems, motion preservation innovations and other advanced breakthroughs in surgical spine solutions.

Eric Major, K2M's President and CEO, said of the recent announcement that "We have built a sustainable business and established ourselves in the marketplace; our products continue to find broadening acceptance among spine surgeons. This investment will play a vital role in our ability to scale our business to meet the growing worldwide demand for our products."



- ◆ DED's Second Quarter 2006 Quarterly Economic Review revealed a mixed bag of current indicators of the region's economic health. According to the report, job growth in the local area is "among the healthiest in the nation," with D.C. area job growth fourth best in the nation and unemployment at just 2.9 percent. At the same time, Loudoun's job growth of 5.5 percent is 18th among the nation's 300 largest counties, and the county's unemployment rate of 1.9 percent places it among only four others nationwide with a rate less than 2 percent.

Contradicting these strong signs of fiscal health, says the report, are slowdowns in both the national and local housing market, and increasing energy costs, both of which are having negative effects on consumer sentiment, and could possibly produce reduced economic growth if consumer spending declines. The full report is available online at <http://biz.loudoun.gov/pdf/qer2006q2.pdf>.

- ◆ The Greater Washington Initiative presented their 2006 Regional Report at their annual meeting in June. Report highlights include that the Greater Washington region currently has:
  - ◆ The nation's highest median household income;
  - ◆ More firms on the Inc. 500 list than any other metro area for nine years running;
  - ◆ The nation's most educated workforce, including 700,000+ professional services workers;
  - ◆ 100,000 more scientists and engineers than any other metro area;
  - ◆ Led the nation in job growth, with 270,000 new jobs in the last four years.
- ◆ The Town of Leesburg Economic Development reports that the Federal Aviation Administration (FAA) will be consolidating several locations of their Office of Information Systems Services, **Cyber Security Incident Response Center (CSIRC)** into one facility at the Leesburg Executive Airport. The CSIRC works to validate cyber threats against the FAA and other departmental systems, and expects to have a total of 50-55 people working at the facility at full operation.





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**Department and Commission News**

DED recently bode farewell to Agricultural Development Officer Lou Nichols, who retired in June. When contacted this week, Nichols had just finished three hours of kayaking in the salt marsh near Wilmington, North Carolina.

“As a retired person, I hope to see more of nature, hiking, kayaking and sailing my way through,” he said, but added that his working life isn’t over. “My farm tree business will soon begin regular sales, and the additional time I have to devote to it will result in better trees, with more cultural care provided to each plant. I feel that I have years of back work to accomplish.”

“I hope to keep a hand in the subject of innovative agriculture,” he continued. “I would enjoy a bit of traveling to tell the story of Loudoun's successful transition from commodity based agriculture to a direct market approach, and I look forward to the successful conclusion to the zoning issues facing Loudoun. I will be back to observe closely the end game.”

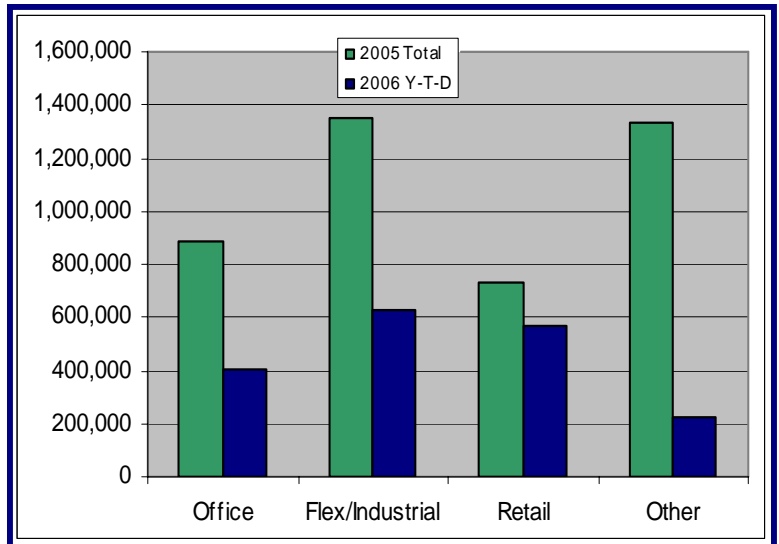


Lou Nichols, enjoying the good life.

**Construction Activity**

In May 2006, Loudoun County permitted a total of 163,548 square feet (SF) of nonresidential construction:

- ◆ Office — 62,562 SF in May and 0 SF in April
- ◆ Flex/Industrial — 74,630 SF in May and 0 SF in April
- ◆ Retail — 24,716 SF in May and 48,486 SF in April
- ◆ Other — 1,640 SF in May and 12,993 SF in April
- ◆ Taxable — 161,908 SF in May and 54,468 SF in April
- ◆ Route 28 — 17,630 SF in May and 0 SF in April



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