



## Dulles Awarded Coveted Direct-to-China Flights

The United States Department of Transportation announced in January that it has selected Dulles International Airport for its latest allocation of much-prized direct flights to Beijing, China. Dulles Airport's United Airlines carrier will begin daily non-stop service in March.

Four airline carriers in four cities had fought for the direct-to-China flights, with American Airlines in Dallas/Fort Worth, Continental Airlines in Newark, New Jersey, and Northwest Airlines in Detroit all competing against Dulles Airport. The Washington region, however, was judged to be the area which would serve the most customers and provide the best service to the traveling public. According to DOT's study, Washington is the largest market in the U.S. without nonstop service to China, and the flights will provide local nonstop service for the nearly 68,000 D.C. area residents who traveled to China in 2005. The United Airline flights will provide over 253,000 seats annually in the U.S.-to-China market.

According to United Airlines, the case for the selection of Dulles Airport was significantly aided by the Capital-to-Capital Coalition, a group of business and community leaders, which gathered support from 110 members of Congress and a slate of former senior government officials from eight presidential administrations and

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## Loudoun Cattlemen's Group Hold Annual Meeting

The Loudoun Cattlemen's Association held their 3<sup>rd</sup> Annual Meeting on January 31 at Whitestone Farm, a 25-year-old, 2,300-acre livestock breeding operation in Aldie. This year's meeting featured the election of officers and directors for 2007, presentations by local agribusinesses, and a presentation about the previous year's association activities.

Elected for the coming year were Carl Lindgren as president, Jim Wylie as vice president, Gary Hornbaker as association secretary, and Chris Hatch as treasurer. The 2007 Board of Directors are Robert Carr, Chris Lotze, Donna Rogers, Roy Stiltner, and Tylee Ulmer. Loudoun Agriculture Extension Agent Corey Childs serves as an advisor to the association.

The Cattlemen's Association membership has grown by 310 percent over the past three years, and now has 74 members representing over 6,800 head of beef cattle. For more information about the association, contact Gary Hornbaker of the Loudoun Department of Economic Development at 703-771-5427.



**2007 Directors and officers for the Loudoun Cattlemen's Association include (left to right) Chris Lotze, Chris Hatch, Jim Wylie, Robert Carr, Carl Lindgren, Donna Rogers, Gary Hornbaker, Ray Stiltner, and Corey Childs.**

### Department's Prospect Activity—January:

- Responded to 366 general information requests
- Distributed 7 maps and 24 business guides
- Conducted 43 business appointments
- Worked with 10 new and 32 on-going prospects
- Received 64,380 hits on [www.loudounfarms.org](http://www.loudounfarms.org), with 3,142 user sessions.

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## Business Announcements



The Leesburg-based Telework Consortium's motto is that "work is what you do, not where you go."



Founders Joe and Italo Travez maintain a value system at PPI set forth by Don Bosco, a 19th century priest and master craftsman who went on to found technical schools for the impoverished that focused on character building through craftsmanship and continuous education. Values stressed include sacrifice for others, kindness, encouragement, charity & community, and sense of duty and servitude.

- ◆ **The Telework Consortium** ([www.teleworkconsortium.org](http://www.teleworkconsortium.org)), an organization that evaluates and demonstrates software, hardware, and services to enable remote work and collaboration, moved in December from Herndon to East Market Street in Leesburg. The Consortium specializes in assisting both public and private agencies in planning their telework programs, and contracted with Loudoun County Government for a 2005 pilot project. Other clients include Nova Medical Group, the Securities and Exchange Commission, and the U.S. Department of Treasury.

Since 2005, Loudoun County pilot participants have used remote workforce technologies, including accessing legislative updates via online video conferences, to decrease commute times and increase work-life balance. Loudoun County's relationship with the Consortium is formally extended through June 2007.

As a part of the turnkey agreement, Telework Consortium provides county officials with a desktop collaborative Internet Protocol-based environment of video, audio, and

data software, dedicated server hosting, application training on the collaborative software, and a customer support desk.

- ◆ **Prototype Productions** (PPI, [www.protoprod.com](http://www.protoprod.com)), the Ashburn-based "concept to commercialization" product development and manufacturing company, was recently selected as *Virginia Business Magazine's* "Successful Small Business" for the Northern Virginia region. PPI was also one of four finalists for the top state award, and was profiled in the magazine's latest edition. The story details how PPI, led by brothers Italo and Joe Travez, overcame the technology bust of 2001 by broadening its scope, diversifying its client base, and by earning multimillion dollar contracts from defense and national security agencies.

According to the article, PPI has increased revenue by 225 percent since 2001, and in 2006 expanded its workforce from 45 to 70 employees. The company is also planning to build a new 60,000 square foot headquarters building, with room for an additional 60,000 square foot expansion.

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both houses of Congress, China policy experts, civic leaders, transportation officials, top aviation unions, and more than 110,000 United customers and employees.

James Bennett, President and Chief Executive Officer of the Washington Airports Authority, stated after the announcement that "Dulles has become one of the nation's largest international airports ... [and] is one of the leading economic engines in the Metropolitan Washington Region ... generating \$11.8 billion dollars for the local economy in combined direct airport spending and associated spending in the visitor industry. We believe we made a compelling case for this direct service to the capital of China and are very appreciative of all the support we received throughout the region, across state and political interests, for this service.

This decision by the U.S. Department of Transportation will fill this critical gap in transportation between these two countries," he continued. "Dulles is emerging as one of the nation's great airports, and the Airports Authority is committed to realizing its full potential and to provide the Nation's Capital with world-class facilities, services and access to the global economy."

## In the News

- ◆ **Tax rebate alert: the Internal Revenue Service (IRS) has announced a new, one-time rebate** for both business and individuals, just for the upcoming 2006 tax year filings. According to the IRS, the government stopped collecting the long-distance federal excise tax last August after several federal court decisions held that the tax does not apply to long-distance service as it is billed today. Federal officials authorized a one-time refund of the federal excise tax collected on service billed during the previous 41 months, stretching from the beginning of March 2003 to the end of July 2006. Businesses can figure their refund using a formula based on their last two months' of excise tax paid. Complete details are available at <http://www.irs.gov/newsroom/article/0,,id=164032,00.html>.
- ◆ The Loudoun County Design Cabinet issued its official call for nominations for its **"Signatures of Loudoun" Design Excellence Program**. The annual award program recognizes the buildings, interiors, places and details that make Loudoun County unlike any other. The program strives to identify outstanding projects and designs countywide, and will be accepting nominations through 5pm on February 9, 2007. Entry forms and the award criteria may be downloaded from the DED website at <http://biz.loudoun.gov>. Entries will be reviewed by the Design Cabinet, a volunteer group of architects, designers, and interested community members, and the winners will be announced at the Economic Development Commission's VIP Reception in May 2007.
- ◆ The *Washington Post* reported in January that the D.C. region's job market is once again booming, having added more than 66,000 jobs in 2006 and nearly 65,000 jobs in 2005, all while unemployment hovers around 3 percent. The key difference between today's hiring and that in the late 1990s, explained one source in the article, is that today "companies that are hiring are profitable companies ... they are hiring because they have existing needs."
- ◆ Bob Wertz, Loudoun County Commissioner of the Revenue, announced that beginning on Monday, January 29, business owners are now able to renew and update their **Business, Professional and Occupational License (BPOL) tax accounts online**. More than 17,000 business license renewals for 2007 were just mailed to business owners which are located in Loudoun County. This online service will give these business owners a convenient new option to renew their business licenses. Business owners may still file by mail or by visiting one of the Commissioner of the Revenue's offices in Leesburg or Sterling. This service does not apply to businesses located within Loudoun's seven incorporated towns.

Commissioner Wertz stated, "My ultimate goal is to make it as hassle free as possible for Loudoun County taxpayers to do business with my office and meet the filing requirements. Not only is it more convenient for taxpayers who may want to take care of business outside our normal operating hours, it maximizes available technology to more efficiently serve citizens." Business owners who choose to file online should visit [www.loudoun.gov/cor](http://www.loudoun.gov/cor) and select the "File 2007 Business License Tax Renewal" link.



The Federal Excise Tax has gone the way of the rotary phone, and now is the only chance for businesses and individuals to claim a one-time rebate on their 2006 tax filings.



The Loudoun Chamber of Commerce's "Horsing Around Loudoun" project was a 2006 winner in the Signatures of Loudoun Design Awards. The project was recognized in the Details category for helping to recognize both an important regional characteristic (horses) and for promoting local artists.



Loudoun is now the first locality in Virginia to provide online business license renewals to citizens, Commissioner Wertz announced this month.

## Department and Commission News

### Loudoun County Department of Economic Development

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BIZ.LOUDOUN.GOV



Joe Paciulli received "the big gavel" at the EDC January meeting as a thank you for his service as EDC Chairman during 2006.

- ◆ DED's Agricultural & Forestal District Program Manager Gloria Purton recently worked to respond to community feedback that parcel enrollment in the Ag District program was not visible enough to the general public. Working with the assistance of Loudoun County Assessor Todd Kauffman, Purton worked to have all participating land parcels flagged in the county's public real estate assessment database. Each parcel enrolled in the program now prominently displays a red banner at the top of the screen that reads "Agricultural District. Contact the Department of Economic Development for subdivision restrictions and additional information at 703-777-0426."
- ◆ DED's Warren Howell was recently promoted from Agricultural Marketing Manager to the Manager of Innovative Economic Development. In this new position, Howell will lead the department's efforts to expand Loudoun County's rural economy, make Loudoun a recognized entrepreneurial hot spot, and provide leadership to the department as a deputy director.
- ◆ Tamar Datan Johnston was elected 2007 Economic Development Commission (EDC) Chairman and Deborah Rochkind was elected Vice Chairman at the EDC's January 2007 meeting. As one of the EDC's first order of business for the new year, the commission adopted a resolution urging the Virginia General Assembly to develop a long-term, sustainable transportation solution for the state of Virginia.

## Construction Activity

In December 2006, Loudoun County permitted a total of 175,672 square feet (SF) of non-residential construction:

- ◆ Office — 0 SF
- ◆ Flex/Industrial — 78,374 SF
- ◆ Retail — 33,696 SF
- ◆ Other — 63,602 SF
- ◆ Taxable — 158,251 SF
- ◆ Route 28 — 78,374 SF

The cumulative amount of nonresidential square footage permitted in 2006 was 4,108,329, an 8 percent increase over 2005.



Nonresidential Construction – Square Feet Permitted  
2005 and 2006 Total