



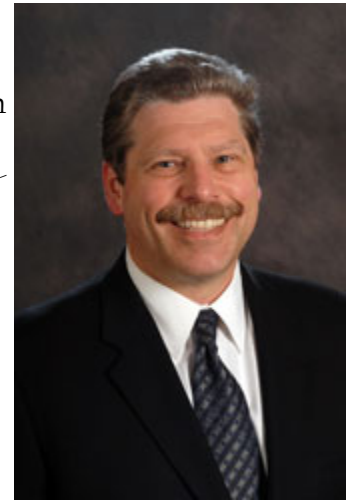
**Digital Realty Investments Track Data Center Revival**

It's been big news in the *New York Times*, *Business Week*, and the *Washington Post* in recent months: data center facilities, which for several post-dot-com years had been the white elephants on commercial space vacancy listings, are once again hot. Facilities are expanding, significant leases — including local ones — are being signed to large if sometimes anonymous companies, and long-term investments in the industry are on the rebound.

Strong evidence of this media coverage are announcements that Digital Realty Trust, Inc., a leading owner and manager of corporate data centers and Internet gateways, has recently purchased five Loudoun facilities. On January 5, the company acquired 21110 Ridge-top Circle, a vacant 135,000 square foot shell data center located in Sterling. Upon closing, Digital Realty Trust signed a lease with a leading managed service provider for the entire building. In addition, in February the company purchased 44470 Chillum Place, a single story data center facility located in Ashburn. The property totals 95,400 square feet, including 65,600 square feet of raised floor, and is 100% leased to a leading network service provider through 2019.

The remaining three Digital Realty purchases in Loudoun are regarded by many as some of the most visible data center spaces in the county - 43881, 43831 and 43791 Devin Shafron Drive, located along the Dulles Greenway in Ashburn. Previously known as Loudoun Exchange, the buildings were purchased for \$62.5 million from DuPont Fabros Development LLC. The property consists of three single-story buildings totaling 432,000 square feet and is approximately 40% leased.

"With this acquisition we now have six properties consisting of ten buildings totaling approximately 770,000 square feet in Northern Virginia. It is one of the top markets for data center space in the country, with strong de-



Digital Realty Trust CEO and Director Michael Foust

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

- Responded to **328** general information requests
- Distributed **16** maps and **18** business guides
- Conducted **90** business appointments
- Worked with **8** new and **51** on-going prospects, and **11** new Process projects, including **2** Modified Process
- Received **61,716** hits on [biz.loudoun.gov](http://biz.loudoun.gov), with **19,684** user sessions
- Received **87,231** hits on [www.loudounfarms.org](http://www.loudounfarms.org), with **4,204** user sessions.



Digital Realty Trust's recent Loudoun investments include buildings along the Dulles Greenway (one of three is shown, *top*), the Corporate Campus at Loudoun Tech Center, *middle*, and a building at the Ashburn Corporate Center, *bottom*.

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## Business Announcements

### Tessarae

"We're a high tech, high-end research company, and no one else is doing similar work."

—Tessarae President, CEO and Co-Founder Klaus Schafer

The company, which recently opened in Potomac Falls, was granted the license in 2006 to commercialize TessArray™ viral, bacterial, and biothreat detection kits worldwide. The patent portfolio was developed with more than \$35 million of Department of Defense research funds.



◆ Tessarae LLC has opened a new 3,400 square foot facility in Potomac Falls. The office is currently in its development phase and is staffed by five main founders. Described by President, CEO and Co-Founder Klaus Schafer as a "high-tech, high-end research" company, Tessarae uses its software and design electronics to develop and test advanced genomic microarray applications.

These applications, named TessArray™ kits, detect, analyze, and identify viral and bacterial pathogens as well as biothreat agents. Tessarae, working in conjunction with the U.S. Naval Research Laboratory and California-based Affymetrix, which manufactures the kits, was granted the exclusive license in 2006 for the U.S. patent to commercialize the kits worldwide. The licensing follows more than \$35 million of Department of Defense-funded research.

◆ Brainware ([www.brainware.com](http://www.brainware.com)) has expanded their global headquarters in a new 4,500 square foot location at Ashbrook Business Park. The company creates data extraction and processing tools that are used by some of the world's leading companies to automatically capture information from scanned documents, images, and other sources, then export it for processing by corporate software platforms such as SAP, Oracle, Peoplesoft, JD Edwards, and others.

Their new Loudoun facility hosts approximately 20 employees, with another 25 distributed among the company's other sales and support operations in North American and European offices. Including expansions at their other offices, Brainware has recently quadrupled their worldwide office space.



"...This significant investment is part of a growing cluster of more than a dozen such data centers in Loudoun County, beginning in the late nineties, establishing Loudoun as one of the world's premier data center markets."

— County Administrator Kirby Bowers.

In addition to the Loudoun purchases, Digital Realty Trust has also recently acquired data center facilities in New York City, Paris, France, and Dublin, Ireland.

*(Digital Realty data centers, continued from page 1)*

mand coming from government, Internet enterprise, system integrators and other corporate customers," commented Michael Foust, CEO of Digital Realty Trust. "The property was purposely built for data center use and includes over 167,000 square feet of space leased to two global tenants ... The remaining 265,000 square feet will be included in our value added inventory of space held for redevelopment, which has the potential to support over 160,000 square feet of highly improved data center space."

"The infrastructure, the fiber, the physical space and most importantly the people with the knowledge and skill to operate data centers are well established in Loudoun County," says Kirby Bowers, County Administrator for Loudoun County Government. "Access to the mission critical services that these data centers offer and their proximity to major Internet switching points are key differentiators of having operations in Loudoun County. This significant investment is part of a growing cluster of more than a dozen such data centers in Loudoun County, beginning in the late nineties, establishing Loudoun as one of the world's premier data center markets."

Digital Realty Trust, Inc. owns and manages more than 60 total properties in North America and Europe allowing for the critical day-to-day operations of technology industry tenants and corporate enterprise data center tenants.

## In the News

- Orbital Sciences Corporation celebrated the company's first quarter-century in the space industry April 2 as it completed 25 years of operations since the enterprise's founding in 1982. At anniversary events starting at the company's Dulles headquarters and continuing throughout the week at other sites, Orbital executives thanked its employees and customers for making possible the company's successes to date, and for providing exciting opportunities for future achievements.

"Reflecting on our first 25 years in business, Orbital's Board of Directors and senior management team are deeply grateful to our customers for their willingness to trust a new enterprise to carry out many of their critical space projects. We also want to offer our heartfelt thanks to the company's employees and their families, whose creativity, dedication and sacrifices allowed us to fulfill our customer commitments while also building a strong foundation for future growth," said Mr. David W. Thompson, Orbital's Chairman and Chief Executive Officer.

From three cofounders and no revenues in 1982, Orbital has grown to over 3,000 people (nearly half of which work in Loudoun), and almost \$900 million in annual revenues expected in 2007. During the last 25 years, the company has generated cumulative revenues of approximately \$8.7 billion, providing over 45,000 person-years of high-technology employment for its workforce.

- Sterling-based Fortessa announced in March that its expansion into Winchester gave it the distinction of being the first company to officially initiate the Dulles area Foreign Trade Zone (FTZ). FTZs are the United States' version of what are known internationally as free-trade zones. They are secure areas and are generally considered to be outside Customs territory on activation but remain subject to U.S. laws and regulations.

The 409-acre Dulles area FTZ was created in association with Dulles Airport by the Washington Airports Task Force in 1983 at the request of the economic development agencies in Fairfax and Loudoun Counties. However, it remained inactive, and in 2001, the FTZ was extended with approval from the U.S. Customs and Border Protection to include a 490-acre site in the Winchester area, where 25% of the employment is in manufacturing and logistics. It is in this additional area that Fortessa has recently opened a 90,000 square foot state-of-the-art warehouse. The new facility will house the company's lines of fine china, specialty glassware, flatware and accessories.

- More than 100 participants were on hand for the **Third Annual Forum for Rural Innovation** held in Winchester March 9. Attendees came from as far away as Charlottesville, Virginia Beach, and Staunton, Virginia; Laurel and Bayton, Maryland; Bunker Hill, West Virginia; Union Park, Pennsylvania; and Washington, D.C.

**Right, Forum for Rural Innovation Organizer and DED Rural Resource Coordinator Gary Hornbaker thanks keynote speaker Dr. Phyllis Johnson, Director of the USDA Beltsville Agriculture Research Service.**



In addition to increasing revenues, federal contracts, and employment, Orbital recently signed a local lease for 22,488 square feet of additional space at Manekin Plaza in Dulles. The company plans to occupy the space in June.



## Department and Commission News

Two DED positions are currently open for recruitment on the main [www.loudoun.gov](http://www.loudoun.gov) job posting webpage:

### **Loudoun County** **Department of Economic Development**

1 Harrison Street, SE, MSC #63  
Leesburg, Virginia 20175

Phone: 703-777-0426  
Toll Free: 1-800-loudoun  
Fax: 703-771-5363

VISIT US ON THE WEB AT:  
[BIZ.LOUDOUN.GOV](http://BIZ.LOUDOUN.GOV)

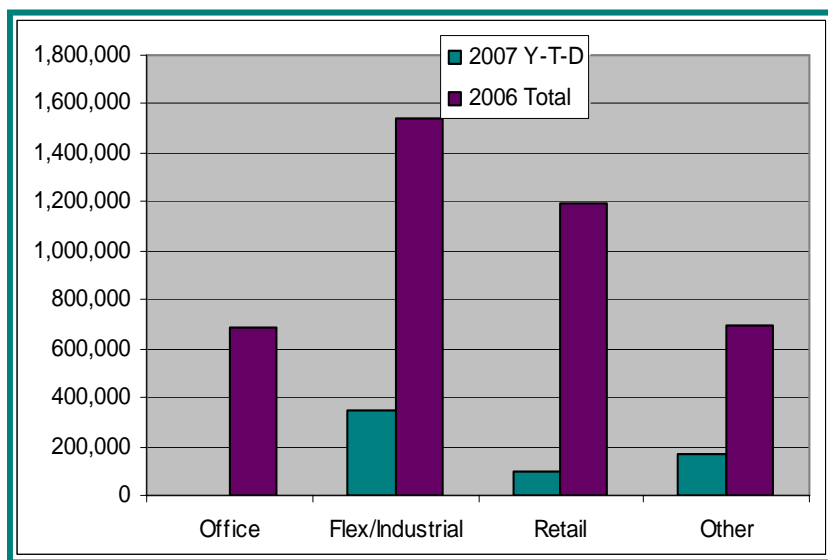
- ◆ The **Agricultural Marketing Manager** position promotes and supports agricultural activities with the highest potential for raising farm income; increases market expansion and penetration of County farm products, conducts research on high-value crops and the market channels best suited to selling local products; manages major outreach projects to existing landowners, rural entrepreneurs, and consumers; and monitors achievement of rural economic development goals. The hiring range is \$48,784 - \$70,737 annually, and the position is open until April 16th.
- ◆ The **Economic Development GIS and Project Specialist** provides GIS services and information to support marketing, development, business and prospect tracking, strategic planning, and economic growth analysis; manages the Agricultural and Forestal District program, including responding to inquiries, working with outside agencies to meet their requirements relating to the program, provides status reports on Agricultural District projects to county departments and the Board of Supervisors; and maintains GIS coverage, all databases, and ordinances for Loudoun's towns on special economic development GIS-related projects. The hiring range is \$42,140 - \$56,889 annually and the position is open until April 20.

## Construction Activity

In February 2007, Loudoun County permitted a total of 319,508 square feet (SF) of nonresidential construction:

- ◆ Office — 0 SF
- ◆ Flex/Industrial — 205,090 SF
- ◆ Retail — 84,506 SF
- ◆ Other — 29,912 SF
- ◆ Taxable — 293,276 SF
- ◆ Route 28 — 176,155 SF

The cumulative amount of nonresidential square footage permitted in 2007 is 615,515, a 117 percent decrease over the same period last year (January and February).



**Nonresidential Construction – Square Feet Permitted  
2007 Y-T-D and 2006 Total**