

LOUDOUN COUNTY, VIRGINIA
ECONOMIC DEVELOPMENT

ANNUAL REPORT

JULY 1, 2015 - JUNE 30, 2016



**LOUDOUN
VIRGINIA**

ECONOMIC DEVELOPMENT

BIZ.LOUDOUN.GOV

#LoudounPossible

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On May 5 of this year, I had the opportunity to speak with 200 business leaders at the Loudoun Economic Summit in Ashburn, Virginia. I started my presentation with a black and white photo of me taken decades earlier during my time as a radio DJ. As I showed the Summit audience that slide, I told the story of my transition from “rock jock” to the head of what many consider the best economic development organization in America, a team that has helped to attract a record number of companies to the #1 county in Virginia. I used my story as an example of the kind of business success that’s possible here in Loudoun. We call it #LoudounPossible.

#LoudounPossible is about business success stories like FCI Federal that expanded in Loudoun this fiscal year. The company was founded 25 years ago by Loudoun native Sharon Virts. This government contractor now has more than 3,000 employees in 40 states, and has been featured on the Inc. 5000 list of the fastest-growing companies in America – for multiple years in a row.

#LoudounPossible is a story like Xgility, a tech company founded in 2011 that moved to Loudoun County this year. Xgility had 20 employees in 2015, and plans to grow to 100 by 2018. They too are on the Inc. 5000 list of the fastest-growing companies in the nation.

#LoudounPossible is Felix Specht, who selected our county for the U.S. location of his Germany-based company Biogrunder as a direct result of our international outreach. In just two years, Dr. Specht and his team have turned a two-person start-up into a multi-million dollar success; with business from Florida to Canada.

Pilot Malthouse started as a Michigan story. This artisan malting company could have set up their second shop in any number of U.S. beer cities. But they chose our county, and they’re helping to make a craft beverage mecca on the East Coast #LoudounPossible.

In FY16, we had 71 #LoudounPossible stories. Companies that stayed in Loudoun, moved to Loudoun, or expanded in Loudoun because they realized their business dream is possible here. These companies invested \$2.32 billion, added or retained more than 2,800 jobs, and filled more than 5 million square feet of commercial space in Loudoun.

Because of these companies, and others like them, our county has been named #1 for investment in Virginia by SmartAsset, a New York-based financial technology company – for the second year in a row.

Although new investment is pouring into the county at an unprecedented rate, we still have room for you.

What’s your business dream? Are you an entrepreneur with a great new product? Come to Loudoun County. We’re just 25 miles from Washington, D.C., home of the nation’s largest customer, the federal government. And if you also want to sell outside the U.S., Loudoun is the home of Washington Dulles International Airport, with direct flights to almost 50 world cities.

Do you run an I.T., telecom or cyber security company? This area has the highest concentration of tech workers in the U.S., along with the largest and fastest-growing data center hub in the world.

Whether it’s aviation or agriculture, energy or engineering, big data or small business, Loudoun has the assets that can make your business dream come true. Contact me today to see what’s #LoudounPossible for you: 1-(800)-LOUDOUN.



Buddy Rizer, CECD
Executive Director

#LOUDOUNPOSSIBLE: YEAR AT A GLANCE

Announced Projects

71

Companies Worked With

942

Jobs

2,827

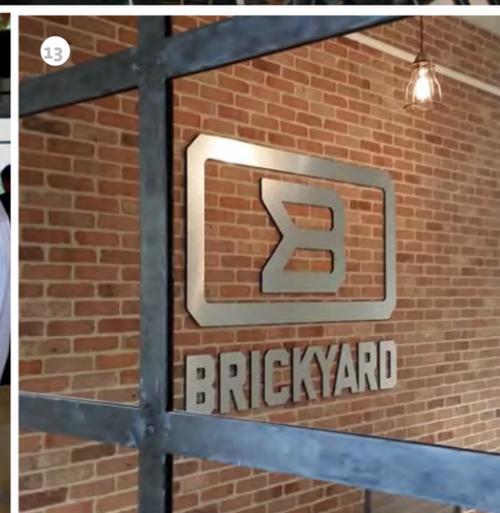
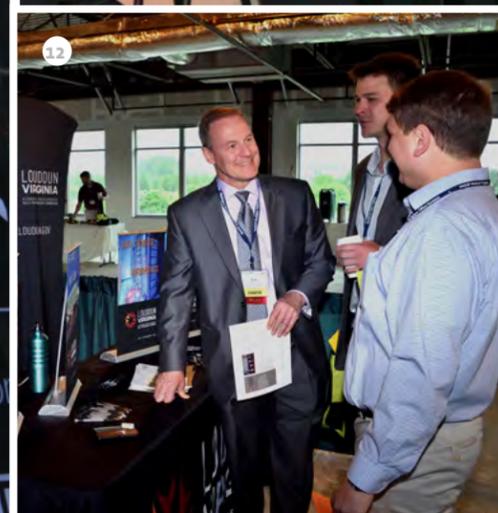
Space (Square Feet)

5.1 Million

Investment

\$2.32 Billion

RECORD-SETTING YEAR



1. Washington, D.C.'s NFL team invited Loudoun residents to a free, special event at their Ashburn headquarters. Fans got to watch players practice, and enjoy performances by the Redskins' cheerleaders and marching band.
2. Hanley is an 80-year-old Irish energy management company that flew their top management to Loudoun for the grand opening of their first U.S. office.
3. The Economic Development Advisory Commission captured widespread media attention with their Nighttime Economy initiative aimed at attracting and growing Loudoun's workforce by creating a vibrant nighttime economy.
4. Airbus expands in Loudoun; the facility will now be their biggest material distribution center in the world by customer volume. It operates 24 hours per day to respond to airline requests for critical parts.
5. Loudoun Economic Development was instrumental in launching Virginia Agri-Women, the state chapter of a national organization for women involved in farm businesses.
6. The Department successfully completed the Retail Study, Data Center Study and the Equine Industry Study.
7. 2016 Signatures of Loudoun Design Award winners were honored by Board of Supervisors.
8. Sabey Corporation breaks ground on a 900,000 square-foot data center in Ashburn.
9. Almost 1,000 entrepreneurs participated in 20 networking and professional development events during Loudoun Small Business Week 2016.
10. We celebrated the grand opening of Pilot Malthouse, which closed the missing link in Loudoun's farm brewery industry. We can now malt locally grown grain in Loudoun, which now has the most craft breweries of any county in Virginia.
11. The governor announced that Carfax will invest \$10.8 million to upgrade its data center operation in Loudoun. Virginia successfully competed against Colorado for the data center project.
12. Loudoun showcased key properties and developments to more than 400 commercial real estate professionals during the 2016 NAIOP bus tour. *Courtesy of NAIOP Northern Virginia/Mattox Photography.*
13. Loudoun's entrepreneur ecosystem grew even bigger with the grand opening of Brickyard, a collaborative office space near George Washington University in Ashburn.
14. GEICO opened their new national training center in Loudoun.



TOP COMPANIES RECRUITED OR RETAINED

- | | |
|---|-------------------------------|
| Airbus Americas Customer Services, Inc. | Mauger Cinematography |
| Ascom | Megaport |
| Brickyard-Ashburn | Morgan Stanley |
| Carfax | NCR, Inc. |
| Center for Autism and Related Disorders | Om Float |
| Chefscape Kitchen | Opterna |
| Clearview Mission Systems, LLC | ParkMyCloud |
| CMC Networks | PepperPath |
| Corporate Office Properties Trust | Pilot Malt House, LLC |
| CRTV Media Company | Quest Knight Enterprises |
| CyrusOne | Ringstorm |
| Dexter Systems, Inc. | Saab Defense and Security USA |
| Digital Realty Trust | Sabey Corporation |
| EPL Archives, Inc. | Sentry Control Systems, Inc. |
| Fabbioli Cellars | Sestra Systems |
| FCi Federal | Skyhawk Transportation |
| Flying Food Group | Snap Car Buying |
| Hanley Energy | Soldierfit |
| Hydro USA | Solebrity |
| iFly | Stacked Cakes |
| Inova Loudoun Healthcare | State Farm - Cristenti |
| JK Moving Services | Teneo |
| Jones Lang LaSalle Americas, Inc. | The Crate Xscapes, LLC |
| Kohler Equipment | The Wishing Tree |
| Loudoun Montessori School | Tribune News Group |
| Lowers Risk Group | Washington Redskins |
| Mathnasium-Countryside | Xgility |
| | Xtar Communications |

Loudoun County was #1 in new business investment in Virginia
 – SmartAsset, 2015 and 2016

- Hydro USA is the world market leader for ground support equipment and maintenance tooling serving the airplane industry.
- Loudoun Economic Development partnered with the public school system to introduce 5th graders to the critical work of Loudoun farmers. Our farmer cards received national media attention as well as won state and national awards.
- Families from around the D.C. metro area and up and down the East Coast come to Loudoun County farm tours held each spring and fall.

- A marketing agreement between Dulles International Airport and Beijing International Airport was signed in Beijing, China.
- Farmers attend the Forum for Rural Innovation to learn techniques and strategies to grow their businesses.
- St. John Properties had the confidence in the Loudoun market to build two new spec properties near One Loudoun in Ashburn.



From left: Tony Buffington, Blue Ridge District; Kristen Umstatt, Leesburg District; Koran Saines, Sterling District; Ralph Buona, Vice Chair and Ashburn District; Ron Meyer, Broad Run District; Phyllis Randall, At-Large Chair; Matt Letourneau, Dulles District; Geary Higgins, Catoclin District; Suzanne Volpe, Algonkian District

Partner Organizations

Chamber of Commerce
Design Cabinet
Economic Development Advisory Commission
Economic Development Authority
Mason Enterprise Center – Leesburg
Northern Virginia Technology Council
Rural Economic Development Council
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Twitter.com/LoudounBiz
Twitter.com/LoudounSmallBiz
Twitter.com/LoudounFarms
YouTube.com/LoudounVAEcoDev

Who We Are

Loudoun County, Virginia is the home of Dulles International Airport and anchors Washington, D.C.'s technology corridor. Loudoun is also home to the largest and fastest-growing data center hub in the world. Named by New York-based SmartAsset as having the highest quality of life of any major county in America, Loudoun is at the top of Virginia's counties for business investment. Loudoun Economic Development assists companies with locating and growing in Loudoun County. Find out how we can help you: 1-(800)-LOUDOUN | biz.loudoun.gov.

