Dear Business Leader,

It’s been a great year, and in many ways, it’s been the best year ever. Loudoun County has much to be proud of:

• We launched a cluster study to identify trends that will impact the county’s current and future development mix; it’s been a great year, and in many ways, it’s been the best year ever.

• We strengthened our position as a regional powerhouse in the farm-based economy. Loudoun County has much to be proud of.

Loudoun’s entrepreneurial ecosystem gets stronger every year. Companies with 20 or fewer employees make up 87 percent of Loudoun businesses, and we work hard to make it easier for them to become tomorrow’s global tech giants.

With almost 1/5 of the workforce employed in high-tech, and with an environment that helps tech startups thrive,

as health I.T. and analytics; aerospace; logistics and aviation; cyber-security; and information and communications technology; such high-growth industries,

We continued to strengthen the business-friendly climate that has prompted so many companies to invest here. We work closely with other county departments to make the permitting process as fast and simple, it’s cut the development time for businesses from months to weeks;

we have a high quality of life because we have a growing commercial tax base that helps fund services, infrastructure and education while minimizing the cost to residents.

We want you to be satisfied with our services to attract, grow and retain targeted businesses, and to promote entrepreneurism, in order to diversify and strengthen Loudoun’s economy.

Our business development managers have increased the number of prospects in our pipeline by focusing on high-growth industries, such as health I.T. and analytics, aerospace logistics and aviation, cyber-security, and information and communications technology.

We launched a retail, entertainment and culture cluster study to identify trends that will impact the county’s current and future development mix.

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• We strengthened our position as a regional powerhouse in the farm-based business industry. Loudoun is #1 in several agricultural categories, including equine and wineries. Our farmers and business development team are increasingly recognized as leaders at the state — and soon, national — level.

With almost 1/5 of the workforce employed in high-tech, and with an environment that helps tech startups thrive, Loudoun’s entrepreneurial ecosystem gets stronger every year.

Companies with 20 or fewer employees make up 87 percent of Loudoun businesses, and we work hard to make it easier for them to become tomorrow’s global tech giants.

It’s easier to thrive in Loudoun because we have it all: from Dulles International Airport to world-class wineries, and from companies working in space to companies working in cyberspace. In Loudoun, you can be 25 miles from the nation’s capital, or 25 minutes from horse country.

This department grew that tax base significantly in FY15. We earned more than $9.2 billion in commercial real estate investment in Loudoun in FY15.

The investment was made by 57 companies that were recruited or retained by the department in FY15, which is a 46 percent increase over the number of companies the year before. These companies represent 6,231 total new and retained jobs and 3.7 million square feet of commercial real estate. The companies contributed to an economy that’s more diversified and less dependent on government contracts than most others in the region.

Highlights of this department’s FY15 efforts include:

- We continued to strengthen the business-friendly climate that has prompted so many companies to invest here. We work closely with other county departments to make the permitting process as fast and simple, it’s cut the development time for businesses from months to weeks;

- We created a data-driven international business development strategy to better take advantage of the nation’s capital.

- International companies invest about $200 billion a year in the U.S., and Loudoun’s share is growing every year;

- Our business development managers have increased the number of prospects in our pipeline by focusing on high-growth industries, such as health I.T. and analytics, aerospace logistics and aviation, cyber-security, and information and communications technology.

Sincerely,

Buddy Rizer, CEcD
Director

1 Harrison St. SE, P.O. Box 7000, Leesburg, VA 20177-7000 | 1-(800)-LOUDOUN

Visit Loudoun
Rural Economic Development Council
Northern Virginia Technology Council
Mason Enterprise Center - Leesburg
Loudoun County Board of Supervisors
Loudoun Chamber of Commerce

Please connect with us online

youtube.com/LoudounVAEcoDev
twitter.com/LoudounFarms
twitter.com/LoudounSmallBiz
twitter.com/LoudounBiz
plus.google.com/+LoudounVAEcoDev
pinterest.com/LoudounBiz
loudounsourcelink.org
loudounfarms.org

Visit Loudoun
Growth

Craft Beverage Industry

Top 20 Companies Recruited or Retained

1. CGI
2. Comcast
3. Dick’s Sporting Goods
4. Digital Realty Trust
5. DuPont Fabros Technology
6. Eastern Automotive Group
7. Equinix
8. ETS
9. Facebook
10. G&O
11. Hardwood, Plywood and Veneer Association
12. InHybrid Data Centers
13. K2M
14. Lucketts Mill HopWorks
15. RagingWire Data Centers
16. Resolute.me
17. Victory Brewing Company
18. Whole Foods
19. Zayo Group

Events

Small Business Work

The Loudoun County Board of Supervisors approved the farm brewery ordinance, allowing eight farm breweries to move forward. Loudoun’s brewery industry is expected to grow very quickly, combining with our 43 wineries to make Loudoun the #1 craft beverage producer in Virginia.

Signatures of Loudoun Program

The Loudoun County Design Cabinet, which is supported by the department, awarded nine winners in the 11th annual “Signatures of Loudoun” architecture and design competition. During the award ceremony, a lifetime achievement award was bestowed on local real estate developer Bob Buchanan.

Start-Up Haven

The Virginia Employment Commission recorded almost 600 new Loudoun start-ups in calendar year 2014. Companies with 20 or fewer employees make up about 87 percent of Loudoun’s 10,000 businesses. The department works hard to build an environment where businesses can start and thrive. Resources for start-ups and small businesses are at LoudounSourceLink.org.

StarSpan

The department provided land development, permitting and zoning assistance on 143 projects – up from 80 projects last year, a 78 percent increase.

Ombudsman

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FY 2015 Highlights

Investment by Companies Recruited or Retained

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<tr>
<th>Companies Recruited or Retained</th>
<th>FY14</th>
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<tr>
<td></td>
<td>1,579,770</td>
<td>2,609,817</td>
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Jobs by Companies Recruited or Retained

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<th>Jobs by Companies Recruited or Retained</th>
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<tr>
<td></td>
<td>2,667</td>
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Companies Recruited or Retained

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Permitting by Companies Recruited or Retained

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Zoning by Companies Recruited or Retained

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Small Business Week

Twenty-two events attracted almost 800 attendees – a 29 percent increase over 2014. Event partners included the Board of Supervisors, the Northern Virginia Technology Council, the Loudoun County Chamber of Commerce, the Town of Leesburg, the Mason Enterprise Center-Leesburg, and the Small Business Development Center.

Craft Beverage Industry

Virginia Governor Terry McAuliffe announced the first-ever hops processing facility in the Mid-Atlantic region. Loudoun’s Lucketts Mill HopWorks is expected to massively accelerate the growth of Loudoun’s craft beer industry.

#1 Craft Beverage Producer in Virginia

Loudoun businesses are listed on Inc. Magazine’s fastest-growing private companies in the U.S. This was a 13 percent increase over 2014. Many of the companies on the list are in the high-tech industry, which employs almost 20 percent of the Loudoun workforce.

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Flex/Industrial/Data Center

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<td>74,637</td>
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Dear Business Leader,

It’s been a great year, and in many ways, it’s been the best year ever. Loudoun County has much to be proud of!

Near the end of fiscal year 2015, New York-based SmarTrend reported that Loudoun County, Virginia offers residents the highest quality of life of any major county in the U.S. More recently, SmarTrend recognized Loudoun as the Virginia county drawing the most investment. I see the two factors as intricately linked. We have a high quality of life because we have a growing commercial tax base that helps fund services, infrastructure and education while minimizing the cost to residents.

This department grew by a base significantly in FY15. We earned more than $2.2 billion in commercial real estate investment in Loudoun in FY15. This is a 40% percent increase over FY14, and is the largest investment since the department began tracking this metric.

The investment was made by 57 companies that were recruited or retained by the department in FY15, which is a 46 percent increase over the number of companies that made investments in FY14. These companies are spending more than $1.3 billion in Loudoun real estate. The companies contributed to an economy that’s more diversified and less dependent on government contractors than most others in the region.

Highlights of this department’s FY15 efforts include:

- We continued to strengthen the business-friendly climate that has prompted so many companies to invest here. We work closely with other county departments to make the permitting process as fast and simple, it’s cut the development time for businesses from months to weeks;
- We created a data-driven international business development strategy to better take advantage of Dulles International Airport and other location, technology and workforce assets. International companies invest about $200 billion a year in the U.S., and Loudoun’s share is growing every year;
- Our business development managers have increased the number of prospects in our pipeline by focusing on cluster development in retail, entertainment and culture;
- We strengthened our position as a regional powerhouse in the farm-based economy. Loudoun is #1 in several agricultural categories, including equine and wineries. Our farmers and business development team are increasingly recognized as leaders at the state -- and soon, national -- level;
- With almost 1/5 of the workforce employed in high-tech, and with an environment that helps tech startups thrive, Loudoun’s entrepreneurial ecosystem gets stronger every year. Companies with 20 or fewer employees make up 87 percent of Loudoun businesses, and we work hard to make it easier for them to become tomorrow’s global tech giants.

This department grew that tax base significantly in FY15. We earned more than $2.2 billion in commercial real estate investment in Loudoun in FY15. This is a 459 percent increase over FY14, and is the largest investment since the department began tracking this metric.

Buddy Rizer, CEcD
Director

My team and I are fortunate to be able to work here. We want you to be fortunate as well. If you need anything from us to help your business grow, please let me know. Call me today at 1-(800)-LOUDOUN, or visit biz.loudoun.gov.

Sincerely,

Buddy Rizer, CEcD
Director
Growth

The Virginia Employment Commission recorded almost 600 Loudoun start-ups in calendar year 2015. Companies with 20 or fewer employees make up 87 percent of Loudoun’s 12,000 businesses. The department works hard to build an environment where businesses can start and thrive. Resources for start-ups and small businesses are at LoudounSourceLink.org.

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Sustainability

The Loudoun County Design Cabinet, which is supported by the department, awarded nine winners in the 11th annual “Signatures of Loudoun” architecture and design competition. During the award ceremony, a lifetime achievement award was bestowed on local real estate developer Bob Buchanan.

FY 2015 Highlights

- **Investment by Companies Recruited or Retained**: 78%
- **143 projects**
- **permitting**: 65%
- **zoning**: 65%
- **600 new Loudoun start-ups in 2015**

Craft Beverage Industry

Virginia Governor Terry McAuliffe announced the first-ever hops processing facility in the Mid-Atlantic region. Loudoun’s Lucketts Mill HopWorks is expected to massively accelerate the growth of Loudoun’s craft beer industry.

FY 2015 Highlights

- **26 breweries**
- **43 farm wineries**
- **3,474 new Loudoun jobs**
- **2,667 new companies**
- **459% increase in land development**
- **60% increase in zoning**
- **85% increase in permitting**
- **$248.3 million investment**

Small Business Work

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Message From Buddy Rizer, Director
Loudoun County Department of Economic Development

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Visit Loudoun

LOUDOUN COUNTY, VIRGINIA ECONOMIC DEVELOPMENT ANNUAL REPORT JULY 1, 2014 - JUNE 30, 2015