

DEVELOPING NEWS

FROM PRINCE WILLIAM COUNTY
DEPARTMENT OF ECONOMIC DEVELOPMENT

VOL. 9 ISSUE 3 (2006)

FBI BREAKS GROUND ON NORTHERN VIRGINIA RESIDENT AGENCY

The FBI broke ground on its 200,000 square foot Northern Virginia Resident Field Agency, which is scheduled to open November 2007. The office complex will be constructed by The Peterson Companies and will be located in Innovation@Prince William Technology Park.

The Northern Virginia Resident Agency will be home to 300-350 FBI agents. The project is estimated at \$33 million.

“When we were looking for a place to build our new office, we kept all of our options open,” said Joseph Persichini, Special Agent in Charge. “But the moment we came to Prince William County, I knew this was where we needed to be.”

“We have long been a bedroom community for the federal government,” said Sean T. Connaughton, former Chairman of the Prince William Board of County Supervisors. “This facility is an indicator of our position as an ideal location for public and private sector operations.”

THE FBI OFFICIALLY BREAKS GROUND ON THE NORTHERN VIRGINIA RESIDENT AGENCY, LOCATED AT THE INTERSECTION OF HIGHWAY 234 AND UNIVERSITY BOULEVARD



From Left: Jonathan Smith, The Peterson Companies; Charles Colgan, Virginia Senate; John D. Jenkins, Neabsco District Supervisor; Joseph Persichini, Special Agent-in-Charge, FBI; William Smith, The Peterson Companies; Milt Peterson, President, The Peterson Companies; Thomas Davis, US House of Representatives; Sean T. Connaughton, former Chairman, PWC Board of Supervisors; Frank Wolfe, US House of Representatives; Martin Nohe, Coles District Supervisor.

FBI NORTHERN VIRGINIA RESIDENT AGENCY
PRINCE WILLIAM COUNTY, VIRGINIA



RELOCATIONS & EXPANSIONS

GOVERNMENT CONTRACTOR OPENS NEW REGIONAL OFFICE IN POTOMAC COMMUNITIES

Co m p u t i n g TechnologieS (CoTS) [sic.] – a federal government services contractor – opened the doors to its new regional office located at Northpointe Centre. The regional office will service Quantico Marine Corps activities. CoTS leased 6,500 square feet of office space at the new Northpointe Center office building in Dumfries to support its growing employee base. Announced investment for the project is \$720,000.

“Computing TechnologieS is a welcome member of Prince William County’s ‘Potomac Communities,’” said Board Chairman Sean T. Connaughton. “Prince William County is the proud home of Quantico Marine Corps base, and will continue to support businesses servicing the defense industry and the men and women of the Armed Services.”

“Prince William County is an excellent location for us to continue our growing mission to support Marine Corps contracts,” said Robert E. Kiah, Jr., Senior Vice President of Computing TechnologieS. “We look forward to continued growth and success in our new regional office.”

CoTS is a federal government services contractor that provides information technology, training and education, studies and analyses, enterprise operations, and help desk/call center support worldwide. Headquartered in Fairfax, Virginia, CoTS has grown from a one-person home-based business to an enterprise of 360 full-time staff and more than 100 consultants operating from its corporate and regional offices and 24 client facilities in the US, Europe, Japan, and Korea. The company has received numerous awards and customer recognition for superior performance.



Manny Sosa, President, CoTS; Jeff Frederick, Virginia House of Delegates, Fred E. Yohey, Jr., Mayor, Town of Dumfries; and Maureen Caddigan, Vice Chair, Dumfries District Supervisor officially open the new facility.



MDA EXPERIENCING PHENOMENAL GROWTH

MDA Technologies, specialists in custom applications, databases, web development, engineering services and project management solutions, announced dynamic two-year growth.

MDA Technologies increased revenue 42% from 2004 to 2005. Revenue figures for 2006 have already surpassed 2005 gross revenue, and are projected at an estimated 75% increase over 2005.

Consistent with the expanding revenue, the company moved its headquarters into 6,800 square feet of new office space at 14059 Crown Court in December 2005.

“The county is business-friendly, and the steady population growth provides increased opportunity for all businesses. Our location is also a perfect launching point for opportunities in and around the beltway,” said Tim Jackson, CEO, MDA Technologies.

To commemorate this milestone and share their success with partners and friends, MDA Technologies welcomed nearly 100 guests for a “tropical paradise” party on June 14th in their spacious new office. The company used the party as an opportunity to celebrate its achievements, educate the business community on its services, and thank its clients for their support.

LILLY UPDATE

Eli Lilly and Company continues to make steady progress on the construction of its 300,000 square-foot insulin manufacturing facility. The \$325 million facility is scheduled to be fully operational in 2009, and will provide 350 new jobs in Innovation@Prince William Technology Park.

In preparation for the opening of this facility, Eli Lilly and Company secured 10,000 square feet of space to develop a model quality assurance and quality control laboratory.

The new wet-lab space will be located in the Battlefield Business Park near exit 47 at the intersection of I-66 and Route 234. This lab space is being retrofitted into an existing building owned by Apollo Ventures. Lilly will lease the lab space during the construction



phase of the insulin manufacturing facility.

“We are pleased that Eli Lilly and Company has chosen to locate its temporary quality control lab in Prince William County,” said Board Chairman Sean T. Connaughton. “This announcement is further proof that Prince William County is evolving into a life-science business center.”

“We researched several locations in Northern Virginia and Maryland and this facility allows us to support



our lab needs during construction, and is conveniently located in Prince William County near the new insulin manufacturing facility being constructed,” said Kenneth Whitehead, site head for Lilly Prince William.

MASON ENTERPRISE CENTER ADDS STAFF

Isaac W. K. Thweatt joined the Mason Enterprise Center at George Mason University’s Prince William campus as community outreach coordinator.

In this capacity he provides administrative oversight for the Mason Enterprise Center and oversees the Prince William campus’s Information Center.

A 2005 graduate of George Mason University, Thweatt is currently a student in the university’s arts management graduate program and holds leadership positions in two university alumni chapters.

“I envision the Mason Enterprise

Center as a launching pad for local small businesses - a network of savvy entrepreneurs seeking and giving advice,” said Thweatt.

The Mason Enterprise Center, administered by the School of Public Policy, is a university-based economic development enterprise that focuses the energy, skills and intellectual capital of George Mason University on enterprise creation and expansion. Specializing in the areas of small business services, government contracting, international business, entrepreneurship, technology ventures, and telework initiatives, the Center offers a unique combination of programs, services, and resources.



Isaac W.K. Thweatt named community outreach coordinator

NEWS & NOTES

EXECUTIVE DIRECTOR'S MESSAGE

This quarter began with a grand-opening celebration of Discovery Boulevard at Innovation Technology Park and ended with the groundbreaking ceremony for the FBI Northern Virginia Resident Agency – two events that exemplify the business opportunities in Prince William.

The reputation of Innovation Technology Park continues to generate national and international acclaim. We have hosted visits from numerous government and academic groups, from across the US, Europe and Asia seeking insights into the Prince William County model of success. Representatives from Germany, China, Korea, Japan, and the UK (most recently Northern Ireland) have sought out Prince William County as they investigate “best practices” in economic development.

Interestingly, the message most impressive to our esteemed guests during these discussions is that the foundation of our success rests in the unwavering commitment and unified leadership by our Board of Supervisors and community leaders. It appears that not all communities enjoy the type of leadership practiced in Prince William County. Our elected officials deserve our gratitude, both individually and collectively.

Of special note, former Board Chairman, Sean T. Connaughton recently resigned his Chairman position to accept a Presidential appointment as Administrator for the US Maritime Administration. We are grateful to Mr. Connaughton for six years of leadership and a significant contribution to the success of Prince William County. We wish him much success.

- Martin J. Briley
Executive Director

IRISH DELEGATION VISITS PRINCE WILLIAM COUNTY



Due to the great success of Prince William County's economic development initiatives, a delegation from the North Down Borough Council in Ireland came to Prince William to share best practices in an effort to share best practices and develop continued growth in economic development.



SEEKING NOMINATIONS

The Virginia Chamber of Commerce currently is accepting nominations for Virginia's Fantastic 50 Award for small, entrepreneurial businesses. Companies with the highest growth rates in five specific business categories will receive Virginia Vanguard Awards for: Highest Overall Growth rate, Technology, Manufacturing, Service, or Retail/Wholesale.

The award is open to privately held companies with headquarters in Virginia. For further information, contact Karen Surmacewicz at (804) 237-1452, or e-mail her at k.surmacewicz@vachamber.com, or visit the VA Chamber website at www.vachamber.com/events.

FAMILY TRADITION LEADS TO NEW BUSINESS



Chocolaterie Wanders, a maker and distributor of fine, handcrafted European-style chocolates located to 11486 Robertson Drive in the Hornbaker Industrial Park.

This small, family-established business will create, store, and distribute fine quality chocolates throughout the country. “The Wanders family has owned and operated pastry and chocolate shops in Germany since the 1700s, and we are continuing that tradition,” said Melanie Wanders.

Owners Melanie and Wilhelm Wanders are highly skilled and trained artisans in creating fine chocolates and pastries. Each truffle is individually prepared using the freshest ingredients, and then packaged and shipped with the same care and attention to detail as is evident in every single confection.

Chocolaterie Wanders distributes its hand-crafted quality chocolates to restaurants, hotels, gourmet markets, catering companies and other wholesale locations. They soon will launch a retail distribution portal on their website, www.ChocolaterieWanders.com, that will allow for retail purchase of its products.

ECONOMIC DEVELOPMENT COUNCIL ACTIVITIES

EDC UPDATE

The Economic Development Council (EDC) met August 4, 2006, at American Type Culture Collection (ATCC). The company presented a new video developed for ATCC to recruit new workers and provide an overview of the company. Members were provided 2nd quarter economic development results. A special presentation by the Prince William County Department of Transportation highlighted the County's 2006 road bond referendum, and described the county's success with constructing new roads.

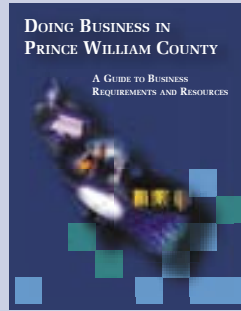
COMMERCIAL DEVELOPMENT

The Commercial Development Committee met on July 12, 2006. Several items were discussed including:

- Revisions to the County Design and Construction Standards Manual (DCSM), effective August 2006;
- Status of the new shell process policy, expected to be effective Fall 2006; and
- Progress of the County Building Innovation for Land Development project.

The Fire Marshall's Office reported that Sprinkler Express Permits can now be obtained under certain conditions. For more information, contact the Prince William County's Commercial Development Ombudsman, Janet Slapinski, at jslapinski@pwcegov.org or (703) 792-5610.

DOING BUSINESS GUIDE UPDATED



Doing Business in Prince William: A Guide to Business Requirements and Resources has been updated and includes a new section on Business Continuity Resources. This new section provides sources to assist companies in planning for disaster-related business interruptions and includes several

local, state and federal resources.

The Guide is a valuable resource for existing businesses and those seeking to do business in Prince William County. It provides information on County, state and federal licenses, permits, regulations and tax requirements; business financing; business resources; and community services.

The Guide is available on-line at www.pwcecondev.org.

DISCOVERY BOULEVARD PAVES WAY FOR NEW BUSINESS

Discovery Boulevard officially opened July 11, 2006. The roadway, which was funded through the County's Road Bond Initiative, provides access to 350 acres in Innovation@Prince William Technology Park.

Assett Management hosted a reception to celebrate the opening, which leads to their new 36,000 square foot office building. "This road paves the way for new businesses to locate here in Innovation," said Wally Covington, Brentsville District Supervisor. "We look forward to the businesses that will locate here, and to more road openings supported by our road bond program."

To date, five companies have announced their intent to invest \$57.2 million and add 627 new jobs along Discovery Boulevard. These companies are: the FBI Northern Virginia Resident Agency, Assett Management, Mediatech, Zestron, and Envirosolutions.

Discovery Boulevard is located near the intersection of University Boulevard and the 234 Bypass. The project included the construction of a four-lane divided facility for a distance of approximately 3,850 linear feet, a two-lane facility for a distance of 1,200 linear feet and a storm water management facility.



Hilda M. Barg, Woodbridge District Supervisor; Maureen S. Caddigan, Vice Chair, Dumfries District Supervisor; Sean T. Connaughton, former Chairman Prince William Board of County Supervisors; Wally Covington, Brentsville District Supervisor; and John D. Jenkins, Neabsco District Supervisor open Discovery Drive .



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- John T. Stirrup - Gainesville District
- John D. Jenkins - Neabsco District
- Corey A. Stewart - Occoquan District
- Hilda M. Barg - Woodbridge District

County Executive

Craig S. Gerhart

ECONOMIC INDICATORS (3RD QUARTER 2006)

Population	3 rd Qtr 2005	3 rd Qtr 2006	Change
	359,042	374,678	4.4%
Cost of Living Index	2 nd Qtr 2005	2 nd Qtr 2006	Change
100% Composite Index			
Prince William County	126.9	126.3	-0.5%
DC-MD-VA-WV PMSA	141.4	140.9	-0.4%
Housing			
Prince William County	175.5	170.8	-2.7%
DC-MD-VA-WV PMSA	222.4	218.2	-1.9%
New Jobs Announced	Jan-Sep 2005	Jan-Sep 2006	Change
Total	1,890	1,809	-4.3%
Non Retail	1,337	1,288	-3.7%
% Total	70.7	71.2	0.6%
Targeted	973	475	-51.2%
% Total	51.5	26.3	-49.0%
Retail Jobs	553	521	-5.8%
Labor Force	Jul 2005	Jul 2006	Change
Civilian Labor Force	192,785	193,561	3.5%
Employed	187,902	189,046	3.7%
Unemployment Rate			
Prince William County	2.5	2.5	0.0%
Virginia	3.5	3.3	-5.7%
US	5.2	5.1	-1.9%
At-place Employment	4 th Qtr 2004	4 th Qtr 2005	Change
Total All Industries	98,332	102,993	4.7%
Construction	14,133	15,634	10.6%
Manufacturing	2,240	2,316	3.4%
Transportation & Communication	1,756	2,052	16.9%
Information	1,170	1,370	17.1%
Trade	20,553	21,098	2.7%
Retail Trade	18,375	18,879	2.7%
Wholesale Trade	2,178	2,218	1.8%
F., I., & R. E.	3,339	3,592	7.6%
Services	33,306	34,340	3.1%
Government	21,226	21,982	3.6%
Local Government	14,832	15,589	5.1%
State Government	1,796	1,803	0.4%
Federal Government	4,598	4,590	-0.2%

Vacancy Rates	3 rd Qtr 2005	3 rd Qtr 2006	Change
Office	3.7	8.8	137.8%
Flex	11.8	7.8	-33.9%
Industrial	1.7	3.3	94.1%
Total (office, flex, industrial)	4.1	5.5	34.1%
New Commercial Construction Permitted (sq. ft.)	Jan-Aug 2005	Jan-Aug 2006	Change
Office	620,396	872,417	40.6%
Industrial	172,566	348,574	102.0%
Retail	359,729	698,380	94.1%
Total (office, industrial, retail)	1,152,691	1,919,371	66.5%
New Residential Construction Permitted (Total Value)	Jan-Aug 2005	Jan-Aug 2006	Change
(US Dollars)	363,632,995	223,457,199	-38.5%
Single Family	110,164,000	68,230,731	-38.1%
Townhouse	483,195,995	302,221,633	-37.5%
All Units			
New Residential Construction Permitted (per Unit Value)	Jan-Aug 2005	Jan-Aug 2006	Change
(US Dollars)	145,686	157,920	8.4%
Single Family	103,928	109,696	5.5%
Townhouse	126,856	136,075	7.3%
All Units			
New Non-Residential Construction Permitted (Total Value)	Jan-Aug 2005	Jan-Aug 2006	Change
(US Dollars)	12,005,504	12,095,099	0.7%
Stores/Mercantile	20,739,000	3,795,500	-81.7%
Schools/Educational	44,807,595	328,241,900	632.6%
Office/Professional	4,703,000	33,434,012	610.9%
Industrial/Warehouse	7,169,730	3,707,310	-48.3%
Amusement/Recreation	433,012,029	481,770,095	11.3%
All New Non-residential	1,043,342,580	1,411,048,933	35.2%
All Construction Value			
Assessed Landbook Values	2005	2006	Change
(US Dollars)	36,866,441,400	49,561,664,700	34.4%
Residential	5,900,664,622	6,877,572,308	16.6%
Commercial & Industrial	42,767,106,022	56,439,237,008	32.0%
Total (Residential/Commercial)			
Average Assessed Housing Value	2005	2006	Change
(US Dollars)	374,978	487,259	29.9%
Single Family	248,636	330,359	32.9%
Townhouse	176,538	257,384	45.8%
Condominium	327,433	429,747	31.2%
Total Residential			

Sources: PWC Office of Information Technology, ACCRA Cost of Living Indexes, Virginia Employment Commission Covered Employment Quarterly Reports, Monthly Estimated Labor Force Components, CoStar vacancy rates adjusted by DED, PWC Department of Public Works, PWC Office of Assessments