



 **PRINCE WILLIAM**
COUNTY, VIRGINIA

2017

ANNUAL REPORT ON ECONOMIC DEVELOPMENT
Prince William County, Virginia



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Project Summary

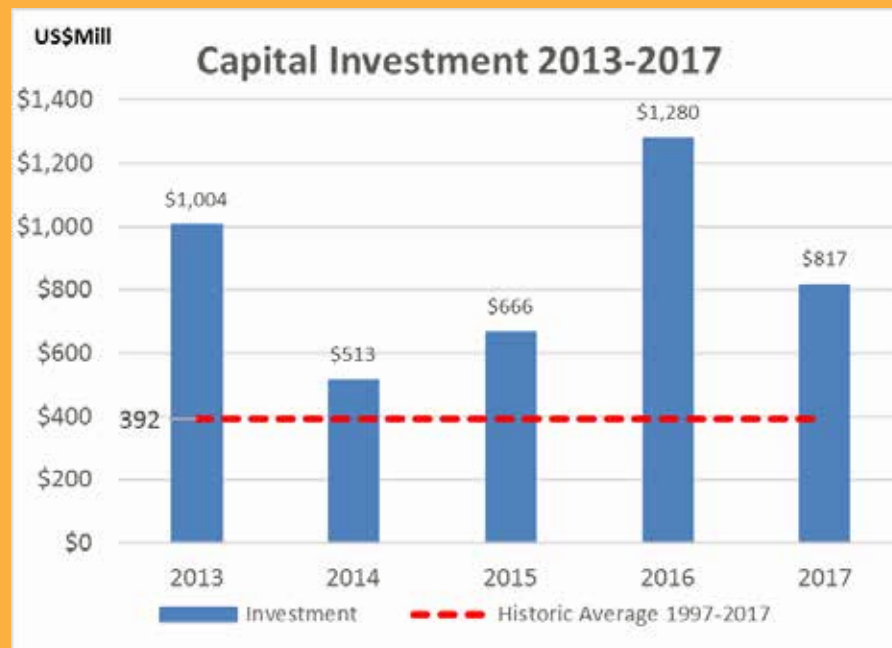
2017 was a year of milestone achievements for both the Department of Economic Development and numerous businesses throughout Prince William County, Virginia. The Department celebrated its 20th anniversary since its establishment in 1997.

In 2017, 19 companies chose to locate or expand their business in Prince William County as a result of the Department's marketing attraction and business development services.

Of these 19 projects, 18 fell within the County's targeted industry sectors.

Prince William County's business value proposition stretches across the County with economic transformation focused on five targeted industry sectors: (life sciences and biotechnology; data centers/cyber security/information technology; federal agencies and corporate headquarters; and specialized logistics and supply chain), which supports the further diversification and strengthening of the County's growing economic base.

The capital investment anticipated is \$817 million from all 19 projects. This alone represented a further milestone achievement for the Department, making 2017 the Department's fifth consecutive year of logging capital investment in excess of half a billion dollars.



Prince William County Welcomes



Dulles Glass and Mirror, Inc. – made the decision to relocate its company headquarters, research and development, manufacturing and warehousing operations to Prince William County, bringing **\$7.5 million** in capital investment and adding **40 new jobs** to its existing workforce.



Isomet Corporation – Advanced manufacturing company, Isomet Corporation, decided to move its operations to Prince William County, bringing **21 full-time jobs** and **\$2.3 million** in capital investment.



Farm Brew Live – The County's latest addition to its craft beer industry and first destination brewery. Farm Brew Live, opened its doors in Innovation Park in October 2017. The campus represents a **\$4 million** capital investment and intends to bring **100 jobs** to the County.



Cabela's – The long-awaited outdoor recreation retailer, Cabela's, opened the doors to its only store in the Greater Washington metropolitan region, bringing close to **200 jobs** to the County.



Kaiser Permanente – Integrated healthcare consortium, Kaiser Permanente plans to establish a 35,000 square foot medical facility in Haymarket, bringing **50 new healthcare jobs** and **\$20 million** in capital investment.

Quality Jobs

2017 also marked the highest number of intended job creation on record, since 2006, which underscores the valuable workforce proposition the County presents. Some 954 jobs were created collectively from the 19 projects in 2017. Not only do these jobs bring high-value job opportunities to the County and improve the quality of life for our residents, they also support the County's Strategic Plan goal to cut down on commute times outside of the County.

With approximately 44% of our labor force holding at least an associate degree, Prince William County offers a talent pool that is highly educated; well trained; young; and diverse with more and more companies taking advantage of that opportunity.



"As we considered other locations across the region, the County's cost competitiveness, skilled workforce along with its pro-business environment presented a compelling value proposition. We look forward to being here for many years to come."

- Sidney Neely, *Chief Financial Officer, Isomet Corporation*

Data Centers

Already a major player in the Northern Virginia data center market – the largest in the world, Prince William County further solidified its position as a data center location with the attraction of two major data center projects in 2017. These two projects were completed on the heels of Iron Mountain’s decision to locate its first data center campus in Prince William County, the first phase of which opened in 2017.

Since attracting our first data center in 1999, the Department has worked on 31 such projects. Today, the County is home to over 3.5 million square feet of data center space, representing over \$6.2 billion in capital investment and the creation of more than 900 highly-skilled jobs for residents.



“As the global leader in information management, our data centers provide customers with a highly secure, highly compliant option for storing their data. Prince William County, with its close proximity to the Federal Government, economic incentives, and high-quality, cost-effective real estate and technology infrastructure, is an ideal locale for serving our public and private sector customers with their data center needs.”

- William Meaney,
President & CEO,
Iron Mountain Incorporated



Information management giant, Iron Mountain, opened the first phase of its 83-acre data center campus in Prince William County – its first in Virginia. Built from the ground up, the campus will entail \$350 million in capital investment and create 25 high-paying jobs within the County.

A BIG NEWS YEAR

**WASHINGTON
BUSINESS JOURNAL**

**Prince William
County grant
boosts Dulles Glass'
expansion**

January 2017



**A technology
backed by Bill Gates
may revolutionize
diagnostics for
Lyme disease**

February 2017

The Washington Post

**Business Rx: This
serial entrepreneur
conquered the
education market.
Now, he's ready to
invade others.**

April 2017

wtop

**Prince William
County's booming
cloud business**

July 2017



**US Foods doubling
footprint in Virginia**

August 2017

**AREA
DEVELOPMENT**

**Iron Mountain
opens data center
complex in Prince
William County,
Virginia**

September 2017



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Entrepreneurial Acceleration

Existing Business Outreach



As any economic developer will tell you, growing the local economy from within, or “economic gardening”, is a key component of any economic development strategy. In Prince William County, we view the success and wellbeing of our existing businesses as paramount to our success as a community and can think of few things more rewarding than partnering with them to ensure the achievement of their goals. As a result, our Existing Business program is an integral part of our day-to-day operations.

During the year, we provided a total of 18,500 instances of support and assistance to existing businesses. We:

- engaged in 529 consultations;
- undertook 55 visitations; and
- provided resolutions to more than 827 queries.

Entrepreneurship / Lunch and Learns

One innovative way in which we’ve been “tilling the soil” and supporting local entrepreneurs, is by hosting a series of “lunch and learn” sessions throughout the year. These sessions feature talks by experts in areas of particular interest to entrepreneurs ranging from start-up methods to company structuring and accessing federal funds. The series drew over 70 participants throughout the year and received tremendous feedback.



Company Achievements

We view the successes and achievements of our local businesses as our own and we are proud to highlight them whenever they occur. During the year, many local companies received accolades and recognition both regionally and nationally.

- Three Innovation Park companies were recognized at the 2017 Greater Washington Innovation Awards Ceremony. Scriyb LLC, a Virginia Serious Game Institute-based startup, won the “Public Service Innovator of the Year” Award and George Mason University (Mason) and Ceres Nanosciences were recognized as finalists in Public Service and Health & Life Sciences categories, respectively.
- In addition, over 40 local companies and associations were highlighted in the Washington Business Journal’s 2017 Book of Lists.
- According to the Inc. 5000 List for 2017, eleven Prince William County companies were deemed to be some of the fastest-growing in the nation.

“The 2017 Greater Washington Innovation Awards winners represent the most forward thinking companies in our region. They are shaping the future of business as we know it. We applaud each of our winners and finalists for their contributions to the Greater Washington business community and beyond.”

- Jim Corcoran, *Northern Virginia Chamber President & CEO*

Company Achievements Cont.

Admittedly, the list of company achievements and milestones is long. Nevertheless, here are a few more that we are particularly proud of:



US Foods – National food distributor and longtime business resident, US Foods, announced plans to nearly double its footprint with a 220,000 square-foot expansion and its intention to add 100 new jobs over the next five years.



Ceres Nanosciences – Prince William Science Accelerator tenant, Ceres Nanosciences, graduated from the Science Accelerator and announced plans to expand in Prince William County by moving to 9,100 square feet of renovated commercial wet lab and office space within Innovation Park.



LogisTech Inc. – Professional services and logistics engineering firm, Logis-Tech, Inc., celebrated thirty years in Prince William County.



Color-Ad, Inc. – Custom signage and exhibit producer, Color-Ad, Inc. celebrated its fifty-fifth anniversary in business.



ZESTRON Corporation – ZESTRON Corporation celebrated 25 years in business and its tenth year in Prince William County.



Contract Solutions, Inc. – U.S. Small Business Administration names Prince William County Business Executive, Corliss Udoema, Virginia Small Business Person of the Year.



“We are proud to be long-standing members of the Prince William County business community ... in our line of business, it is imperative that we are able to easily source highly-skilled, specialized employees and our Prince William County location allows us to do just that.”

- Harald Wack, *President, ZESTRON Corporation*

“Our total satisfaction with Prince William County, particularly with the supportive business environment here, ensures our continued stay in the County.”

- Roland Berg, *Founder and CEO, Logis-Tech, inc.*

“That we are still in existence several decades later is a testament to ... the home we found in Prince William County. The County’s strategic location and reduced land cost allowed us to build our current facility, which provides the space needed for the production of large and complex projects.”

- David Velke, *Co-founder, Color-Ad, Inc.*





**Prince William County Fire Station 26
Ribbon Cutting**



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Department of Economic Development

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