

**BOARD OF SUPERVISORS
FINANCE/GOVERNMENT OPERATIONS
AND ECONOMIC DEVELOPMENT COMMITTEE
INFORMATION ITEM**

SUBJECT: Monthly Department of Economic Development Report

ELECTION DISTRICT: Countywide

STAFF CONTACT: Buddy Rizer, Executive Director, Economic Development

PURPOSE: The purpose of this item is for the Department of Economic Development (DED) to report on leading economic indicators, key performance indicators, and DED initiatives.

BACKGROUND: Each month, DED submits a report which shows leading economic indicators and key performance indicators. At the Finance/Government Operations and Economic Development Committee meeting, staff will provide a verbal briefing of DED activities. Below are selected highlights.

DED continues to see significant growth in capital investment generated by announced wins, having already surpassed the amount in FY 15 by nearly \$1 billion dollars. DED is on track to meet FY 16 projections for jobs created and retained by announced wins. Recent wins include Sentry Control Systems, Hanley Energy and Hydro Systems. Reflecting our additional investment in digital media outreach, DED has also surpassed the total number of Facebook, Twitter and LinkedIn subscribers in FY 15.

The overall direct office vacancy rate in Loudoun County has decreased from 15.3% in the fourth quarter of 2014 to 14.5% in the fourth quarter of 2015. The office vacancy rate compares to an approximate 16.0% vacancy rate in Northern Virginia during the same time period. Loudoun continues to have a very healthy flex, industrial and retail market, with 2015 fourth quarter vacancy rates of 9.2%, 6.2% and 4.0% respectively. These vacancy rates are below the rates in the Washington D.C. Metropolitan Statistical Area. Despite the oversupply of retail in some Loudoun submarkets, the continued population and business growth is contributing to the overall low vacancy rate. Year-over-year hotel revenue has also increased, and is reflected in increased revenues from Transient Occupancy Taxes.

DED has been active in cluster building. Several highlights include hosting delegations from Spain and China and sponsoring and co-hosting “Export University” on March 29th. Executive Director Buddy Rizer was a featured speaker at the Irish Embassy speaking on data security. DED participated in several Loudoun County Chamber events, including “A

Center for IT Innovation” and a “Rural Economic Development” panel with Virginia Secretary of Agriculture Todd Haymore. DED participated in the regional “Forum for Rural Innovation” and attended the annual “Healthcare Information Management Systems” conference. Executive Director Buddy Rizer was also a featured speaker at the “Foreign Direct Investment Training Seminar.”

ISSUES: There are no issues associated with this Information Item.

FISCAL IMPACT: There is no fiscal impact associated with this Information Item.

ATTACHMENT:

1. February FY 2016 Monthly Statistical Report

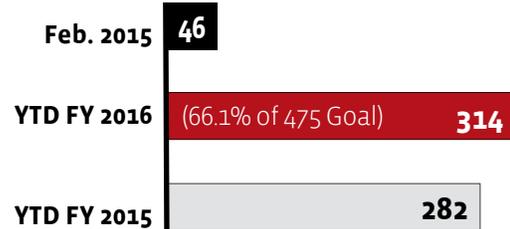


Investment

FY16 Wins	49
Estimated Investment by Wins	\$2.07 B
Jobs Created/Retained by Wins	2,017



Visits to Existing Businesses

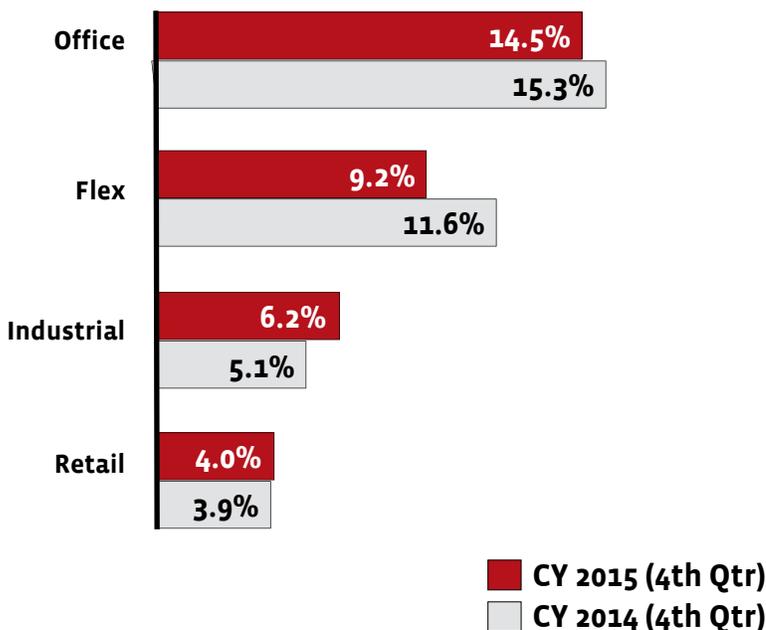


Internet Activity

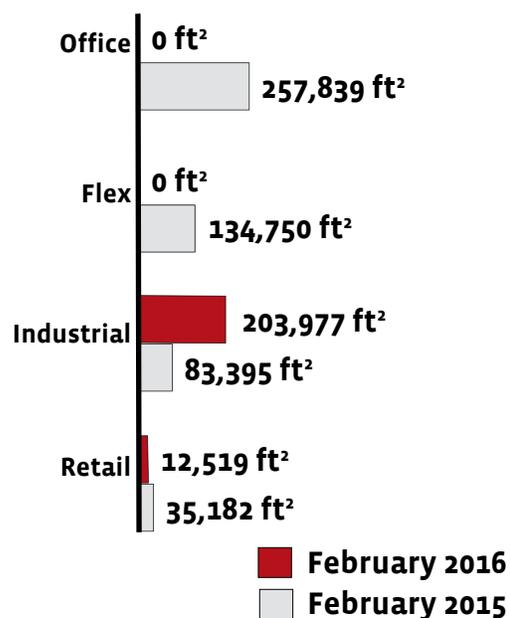
Website Visits FY16 (DED)	26,724	DED Facebook Subscribers	7,602
FY16 Goal	37,000	Loudoun Farms Facebook Subscribers	10,201
FY16 Goal Attainment	72.2%	DED Twitter Followers	4,793
Website Visits FY16 (Loudoun Farms)	37,594	Loudoun Farms Twitter Followers	2,995
FY16 Goal	50,000	Loudoun Small Biz Twitter Followers	2,703
FY16 Goal Attainment	75.2%	DED LinkedIn Subscribers	755



Commercial Vacancy Rates



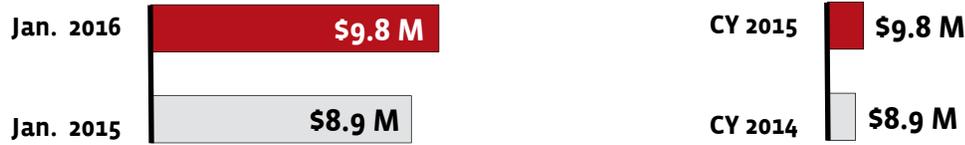
Commercial Building Permits



Source: Costar; Loudoun County Dept. Bldg. and Dev.



Hotel Revenue



Source: Visit Loudoun



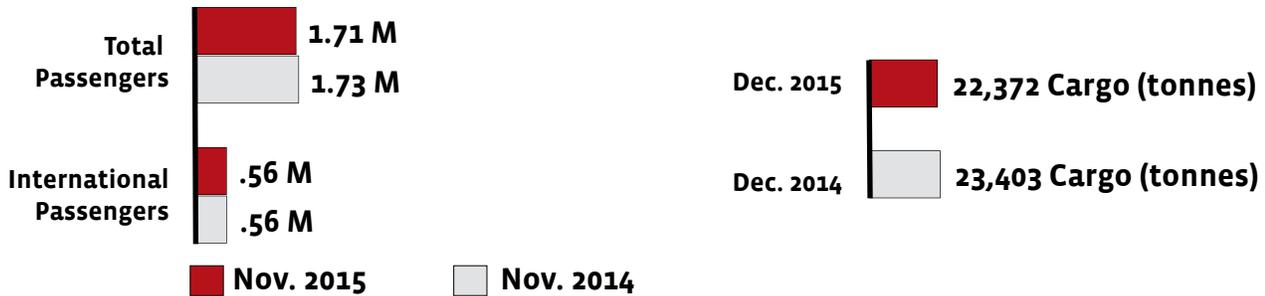
Retail Sales



Source: Virginia Dept. Taxation



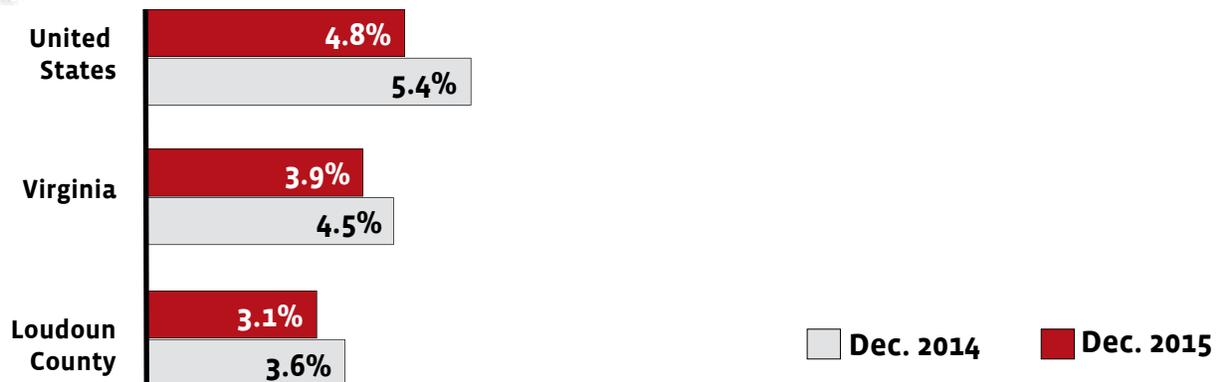
Dulles International Airport



Source: Metropolitan Washington Airports Authority



Unemployment Rates



Source: Virginia Employment Commission