

THIRD QUARTER 2018 RESULTS & INITIATIVES

Three Project Wins



During the quarter, we successfully logged three projects, all new business attractions. They comprised one health IT company and 2 life sciences companies. The location of these businesses in Prince William County will serve to further deepen the life sciences and IT clusters in the county and will add to the already thriving business community located within Innovation Park.

Prince William County Small Business Initiative



In an effort to better assist small businesses, the County has developed a **Small Business Initiative** designed to alleviate some of the challenges faced by small businesses and entrepreneurs. First, the Department of Development Services is spearheading an effort to improve the small business owner's experience with the County's development process. The Prince William Board of County Supervisors provided additional funding to support the hiring of three new Project Managers with the sole focus of assisting small business through the development process. Second, the Department of Economic Development has created a new position with an emphasis on the eastern side of the county and focused on new attracting businesses and creating new jobs at already existing workplaces.

INNOVATION PARK - HOME OF LIFE SCIENCES IN NORTHERN VIRGINIA

Prince William Science Accelerator Welcomes Two New Tenants



The Prince William Science Accelerator welcomed two new tenants: **Transcendent Pathology** and **Venkor Pharmaceuticals**. The former specializes in diagnostic and toxicological pathology as well as translational research. Venkor Pharmaceuticals specializes in pharmaceuticals and consumer healthcare products. The addition of these new companies to the Accelerator's tenant roster will serve to deepen and further diversify the local life sciences industry, while creating a total of 5 new high-paying jobs.

Medliminal, LLC Moves Corporate Headquarters to Innovation Park

Medliminal, LLC, an innovative leader in medical cost containment and healthcare cost reduction, will move its corporate headquarters to



The three projects completed during the third quarter of 2018 brought our total project wins for the nine months to September 2018 to 11. Collectively, those 11 companies intend to create just over 380 new jobs in the County.

Several exciting developments also took place within the past quarter that promise to be game changers in terms of how we're better able to provide support to small businesses particularly our growing entrepreneurial class. The County has established a formal Small Business Initiative program designed to facilitate new business creation and lend support to already established businesses. It is anticipated that this program will expand the resources available to entrepreneurs, allowing them to thrive and have a greater impact within the community.

Recently, Brickyard, one of the region's major providers of co-working space, announced that it will locate its newest facility in eastern Prince William County just off the I-95 and Route 1 corridors. The company cited Prince William County's robust federal contracting and defense technology sectors, as well as its emerging entrepreneurial class as some of the main drivers behind its decision.

As usual, I am pleased to share with you just some of the highlights during the recently concluded quarter. Read on...

"We are excited to bring our growing enterprise to Innovation Park ... Moving to a premier location like Innovation Park in Prince William County provides the most advantageous setting for our corporate headquarters" - Jim Napoli, CEO, Medliminal, LLC.

Prince William Science Accelerator

Innovation Park, Prince William County, Virginia. The company intends to invest \$2.4 million and will initially bring 10 employees with plans to hire up to

70 more, as it grows. Read more [here](#).

Ceres Nanosciences Inc. Receives Breakthrough Device Designation



Ceres Nanosciences has received Breakthrough Device designation from the U.S. Food and Drug Administration (FDA) for its new point-of-care Nanotrap® Lyme Antigen Test System. Read more [here](#).

Biotech and Beer



The Department co-hosted a life sciences networking event held by Virginia Bio (VABIO). It was the first time VABIO held the event in Prince William County and was a good opportunity to showcase Innovation Park and the groundbreaking work taking place within the local life sciences cluster as well as one of the County's newer premier entertainment venues - Farm Brew Live. Attendees were able to tour the Prince William Science Accelerator, George Mason University's Institute for Advanced biomedical Research and Ceres Nanosciences, Inc.

PRINCE WILLIAM COUNTY - NORTHERN VIRGINIA'S TOP TECH HOTSPOT

Prince William County Hosts 2018 Serious Play Conference



The Department co-sponsored and exhibited at this year's Serious Play Conference held at the George Mason University Science and Technology Campus July 10-12, 2018. Now in its 10th year, the event is a leadership conference for professionals who embrace the idea that games can revolutionize learning. Speakers came from all parts of the globe to share their experience creating or using serious games in corporations, classrooms, healthcare institutions, government and the military as well as offer tips on how to move game-based education programs ahead.

Northern Virginia's Tech Talent Pipeline Initiative Receives \$1 Million from GO Virginia Board



GO Virginia has announced the award of grant funding of \$1 million to expand the previously awarded Tech Talent Pipeline Initiative, which aims to attract and prepare candidates for cybersecurity and IT jobs. This project will develop and implement a new apprenticeship program, matching 400 apprentices to

employers as an alternative career pathway to traditional two- or four-year degrees. GO Virginia funds will be used to expand staffing for NOVA Workforce, conduct Tech Talent Pipeline outreach, and develop and implement the apprenticeship curriculum and models. Read more [here](#).

Mu-Del Electronics Relocates to Prince William County

Mu-Del Electronics LLC, a leading manufacturer of high performance RF and Microwave

based systems, will relocate to a larger 20,000 sq-ft custom built operations center at Merritt I-66 Business Park by the beginning of 2019. Read more



Looking for the perfect location for your start-up or early-stage life sciences company? Then look no further! The [Prince William Science Accelerator](#), located within the nucleus of Prince William County's life sciences community beside the George Mason University Science and Technology Campus, offers the only public-private, commercially available wet lab space in Northern Virginia with over 9,000 sq. ft. of wet lab, office, and conferencing facilities to suit all your business needs.

Click [here](#) for more information or [contact](#) us today.

"When we were considering where to locate our next facility, Prince William County was the obvious choice. The confluence of its talented workforce, enhanced by its cutting-edge educational institutions and its large military veteran population (the county and environs is home to over 180,000 highly trained military veterans); its strategic location; robust infrastructure; and supportive business climate, makes a compelling business case and is frankly the secret to its success" - Ann Orem, Managing Director, Brickyard.

Did You Know?

Prince William County Schools Earn 100% Accreditation Ratings



Prince William County Launches Online Economic Intelligence Tool





The business park has also recently announced that it has commenced construction on its third building at Merritt I-66 Business Park. The park will eventually total six buildings consisting of 596,000 square feet of industrial space in Manassas, Virginia. Read more [here](#).



Greater Washington Colleges and Universities Among Best in the U.S.

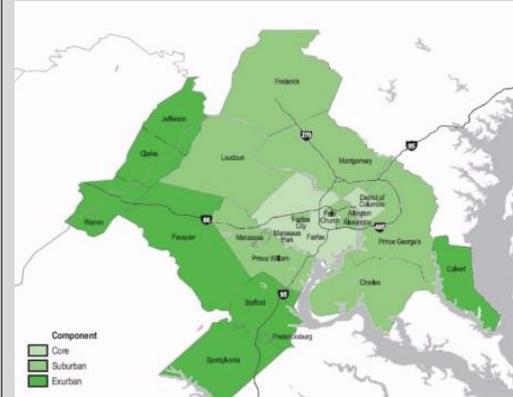


Brickyard Selects Prince William County for Newest Co-working Space



Brickyard, Northern Virginia's coworking community provider, will open its second location in Neabsco Commons, Woodbridge, Virginia. Brickyard will receive \$400,000 towards office equipment and tenant improvements through a new public-private partnership agreement. The brand new location marks the first of its kind in the County and is expected to open in summer 2019. Read more [here](#).

Greater Washington D.C. Metro Area Ranks 3rd Best Market for Tech Talent



KUDOS

James Gahres Inducted into American Institute of Certified Planners College of Fellows



The American Institute of Certified Planners (AICP) College of Fellows has inducted James Gahres, Senior Business Development Manager, Prince William County Department of Economic Development, for his outstanding achievements in urban planning. Induction to the College of Fellows is one of the most prestigious honors in the planning profession. Jim holds the distinction of being the only practicing full-time professional with AICP Fellowship designation and Certified Economic Developer (CEcD)

designation by the International Economic Development Council. Read more [here](#).

Virginia Ranked Best State for Higher Education



InCadence Graduates from Export Trade Program and Recognized Among Regional Federal Contractors



InCadence Strategic Solutions Corporation has successfully graduated from the Virginia Leaders in Export Trade (VALET) program. The company is among 13 such companies to do so.

Graduating companies increased international sales by an average of 82 percent during their two years in the program. Read more [here](#). The company was also named as a finalist for the 16th Annual Greater Washington Government Contractor Awards™, the premier awards event for the Washington area government contracting community.

Virginia Ranked 4th in CNBC's "Top States for Doing Business"



Nine Prince William County Companies Listed Among 2018 Inc. 5000 List of Fastest Growing Companies



Nine Prince William County companies made the 2018 Inc. 5000 list of fastest-growing privately held companies in the U.S. The highest ranking was Ecology Mir Group which recorded a 6,395% increase in revenue in 2017. View complete list [here](#).

University of Virginia Approves Academic Affiliation with Inova Health System and George Mason University

The University of Virginia (UVA) has entered into an agreement with Inova Health System (Inova) and George Mason University that could expand higher



education options in Northern Virginia. The agreement opens the possibility of a full-fledged satellite campus far from the university's Grounds in Charlottesville. The campus is expected to cost \$112 million and be operational by 2021. UVA has said it will put in about \$45 million to develop the site of a former ExxonMobil campus, with additional funding coming from Inova, the Virginia Research Investment Committee and George Mason. Read more [here](#).

Sev1Tech Tapped to Provide Cybersecurity and Mission Assurance Support to USAF



Woodbridge-based provider of program and IT support services to critical missions across Federal and Commercial Clients, Sev1Tech, has been commissioned to develop, implement, manage and maintain a new AFSPC high performance Risk Management Framework (RMF) Cybersecurity

Program. This program will enable the Air Force to rapidly respond to attacks, remediate cyber vulnerabilities, and build stronger cyber defenses. Read more [here](#).

Kaiser Permanente to Open New Medical Center in Haymarket



Kaiser Permanente has announced plans to open yet another medical center in the region. Its newest planned facility will be located in Haymarket adjacent to Interstate 66. The 36,423-square-foot center is set to open in late 2019 and will offer adult primary care, behavioral health, mammography, clinical laboratory, bone density scanning, obstetrics and gynecology and optometry services. Read more [here](#).

TRANSPORTATION

Phase I of U.S. Route 1 Expansion Begins



The Prince William Board of County Supervisors recently awarded a \$14.5-million contract to get work started on Phase I of the Route 1 widening project between Featherstone Road and Mary's Way. Phase I will consist of placing an underground water main and constructing an underground duct bank to house electrical and cable lines on the southbound side of the road. Building the duct bank and installing the water main will begin in September. Phase II is scheduled to begin in the late summer or early fall of 2019 when the duct bank work is finished. Read more [here](#).

Prince William County Increases Commuting Options

By the time heavy construction begins on the \$2.3 billion widening of Interstate 66 outside the Capital Beltway next year, commuters in western Prince William County will be able to sign up and pay for van-pool services through a smartphone app. Others will be able to tap their phones to summon a ride to a commuter bus lot. Read more [here](#).



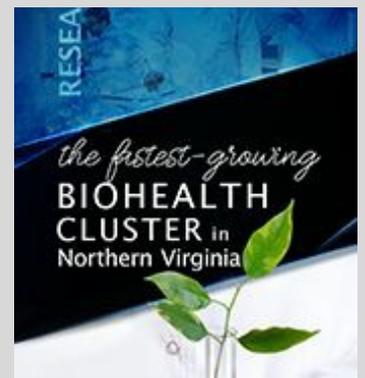
Virginia Projected to be 10th Largest State by 2040



Virginia Ranked 13th Best State for Economic Opportunity



Prince William County: Home to Fastest-Growing BioHealth Cluster in Northern Virginia



I-95 and U.S. Route 1: Your Best Routes to Business Success



Prince William County Weighing Three Sites for Commuter Garage Along I-95 Corridor



Three potential sites have been identified for a 1,414-space commuter garage in the Interstate 95 corridor near Woodbridge and Dale City. The parking garage project, which has more than \$37.6 million in funding from the Virginia Department of Transportation, will serve as a park and ride facility for commuters and relieve overflow at the commuter lot at U.S. 1 and Dumfries Road. Read more [here](#).

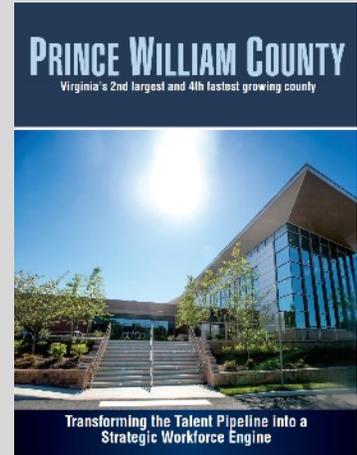
Update on Transportation Projects in Prince William County



For an update on transportation projects run by the county, the Virginia Department of Transportation, the Virginia Railway Express and Omniride, the local and commuter bus service, click [here](#).



Transforming the Talent Pipeline



Check Us Out on YouTube



Click [here](#) to learn more about why we love to live, work and play in Prince William County.

Follow us on Twitter



Prince William County Department of Economic Development

703.792.5500 | econdev@pwcgov.org | www.PwcEconDev.org

13575 Heathcote Boulevard, Suite 240, Gainesville, VA 20155