

the voice of technology

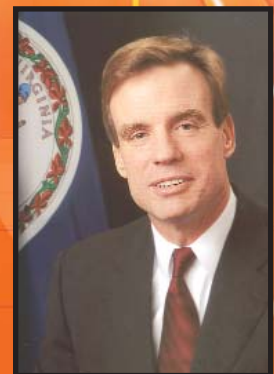
The Voice of Technology is a bi-monthly publication of the Northern Virginia Technology Council. www.nvtc.org

Emergency Preparedness

November/December 2005

NVTC

northern virginia technology council magazine



*Governor Mark R. Warner,
Recipient of the NVTC
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Seasons Greetings

* Sandra

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From the staff of the
Northern Virginia
Technology Council

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* Rita

Ma

* Lori

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Margy

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MESSAGE FROM THE BOARD

As we have all seen by now, Hurricane Katrina hit the Gulf Coast region very hard and displaced hundreds of thousands of people. This was a natural disaster with limited warning as the storm developed from just a tropical depression to a monster category five hurricane within just a matter of days. Apogen Technologies, like many other companies, was impacted by the wrath of Hurricane Katrina.

As the storm approached the Gulf Coast region during the weekend, our management team started making preparations for what would become the most significant natural disaster to face the United States. Our first call was to the American Red Cross to make sure we had done everything we could prior to the storm hitting the Gulf Coast. This included activating a 24x7 emergency hotline number for employees to contact the company to make us aware of their whereabouts, welfare, and any immediate needs. The Red Cross was of great assistance to us in making sure we had thought through everything we could prior to the storm making landfall. To protect our critical infrastructure, our IT team moved to back up all important records and systems at our New Orleans facility. After that the only thing we could do at that point was brace for the storm.

Once the storm passed, our first priority was to account for the whereabouts and welfare of our employees. Our human resources team began contacting all of the home, cell, and emergency numbers of our 172 Gulf Coast employees. In addition, information went up on both our internal intranet and our external Internet site. Initially, communication was difficult. But our human resources team was quite diligent and was able to make contact with all of our employees within several days of the storm hitting the Gulf Coast region. Many of our employees had scattered to other parts of the country and were uncertain as to the condition of their homes and the whereabouts of other loved ones and friends. Their stories of fleeing or being evacuated out of the Gulf Coast region were remarkable. Our human resources team members amazed me with their incredible dedication and the support and listening ear they provided to our employees in those early days after the storm hit.

We began planning for contingency operations at the same time we were in the process of locating our employees. We knew it was unlikely that we would be able to get back to our

current facility for several months, so we immediately deployed a team to Baton Rouge (west of New Orleans) to reestablish our operations. The team was able to secure two office locations in Baton Rouge as well as three other office locations to the west and north of New Orleans. While we had decided to continue paying our employees even if they could not work, we knew that we needed to get our operations up and running as quickly as possible to get our employees back to work and support our customers. Today, we are still not back into our New Orleans facility, but we are now operating successfully out of our five other, albeit smaller, offices. The choice of these new office locations was based on availability of space and by looking at a map of where our 172 employees resided to make the locations as convenient as possible.

From a human standpoint, this has been both a very difficult and enriching time. Difficult because a number of our employees have lost their homes and are just starting the long rebuilding process. Enriching because of how the rest of our company responded to the disaster. Employees opened their homes to fellow employees and their families, employees donated a significant amount of leave into a shared leave pool, and employees have been very generous in their financial contributions to an Apogen



Gulf Coast Relief Fund that was put in place to provide direct monetary support to our employees and their families.

The lessons learned from this disaster are many, both for our country and for any business, and will be debated for some time. I believe our team did a terrific job under very difficult circumstances, and I am very proud of them for the swiftness of their response and for their incredible compassion. ■

Todd Stottlemeyer

Todd Stottlemeyer
NVTC Vice Chairman of the Board
CEO, Apogen Technologies

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AH&T Insurance has been ranked as the #1 Directors & Officers (D&O) Liability Insurance broker East of the Mississippi and the #2 D&O broker in the nation by the well-respected Tillinghast-Towers Perrin 2004 Directors and Officers Liability Survey. This marks the 11th consecutive year that AH&T has been identified as a "top ten" D&O broker; a significant achievement that reflects the agency's high quality of services and products in D&O coverage. The 2004 Tillinghast Survey also named AH&T the #1 broker nationwide for the governmental and non-profit business class. In addition, AH&T ranked among the top 5 brokers nationwide servicing these industries: banking, education, health services, real estate, technology and utilities. www.Ahtinsurance.com. ■ **Equinix, Inc.**, a leading provider of network-neutral data centers and Internet exchange services, announced that Petfinder.com, the oldest and largest searchable directory of adoptable pets on the Web, has signed an agreement to establish operations within one of Equinix's New York area Internet Business ExchangeT (IBXR) centers. The deployment to Equinix will support the operations of Petfinder.com's ongoing mission to help animal placement organizations find homes for their homeless pets, as well as support their new Animal Emergency Response Network, a service that will help match animal victims and caretakers during times of emergency or natural disaster. www.equinix.com. ■ **Global Internetworking, Inc. (GII)**, a facilities-neutral network solutions provider, announced expansion of its carrier-neutral telecom services for enterprises, carriers and service providers operating in Latin America and other international telecommunications markets with the turn-up of GII's new network hub in Miami. At the new Miami Hub, the company is providing carrier-neutral interconnection services and conversion of E1 service commonly used outside the U.S. to the DS1 standard. With this announcement, GII provides service that can offer seamless connectivity between the U.S. and Latin America as well as Western Europe and Asia. In addition to the new Miami Hub, Global Internetworking also has hubs in New York and Los Angeles. <http://www.globalinternetworking.com>. ■ **Luna Innovations Incorporated**, a technology development company focused on sensing, advanced materials and systems integration, has acquired **Luna Technologies, Inc.**, a venture capital-backed developer and manufacturer of test and measurement systems for fiber-optic components and assemblies. Luna Technologies has been acknowledged in the communications test and measurement industry, receiving numerous awards for excellence in technological innovation and strategic leadership. The company's award-winning products provide advances

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Mission

The Northern Virginia Technology Council (NVTC) is the membership and trade association for the technology community in Northern Virginia and is the largest technology council in the nation. NVTC has about 1,100 member companies representing more than 160,000 employees. Its membership includes companies from all sectors of the technology industry including information technology, software, Internet, ISPs, telecommunications, biotechnology, bioinformatics, aerospace and nanotechnology, as well as the service providers that support these companies. In addition, universities, foreign embassies, non-profit organizations and governmental agencies are members of NVTC. NVTC is recognized as the nation's leader in providing its technology community with networking and educational events, specialized services and benefits, public policy advocacy, branding of its region as a major global technology center, initiatives in targeted business sectors and in the international, entrepreneurship, workforce and education arenas, and a Foundation focusing on venture philanthropy and public/private partnerships.

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in optical component analysis that increase user productivity through improved component characterization while reducing the development process and production costs. Luna Technologies, now a division of Luna Innovations, will keep its name and brand identity. Luna Innovations' products and services are sold to industrial, government and academic customers mainly in the United States. www.lunainnovations.com. In other news, Luna Innovations Incorporated, has signed an Umbrella Space Act Agreement with NASA to collaborate on aerospace research and development with the Langley Research Center in Hampton, VA. The agreement provides a mechanism for open communication and exchange of information so that both parties can easily identify areas of mutual interest for alliance. ■ **SRA International, Inc.**, a leading provider of information technology services and solutions to federal government organizations, announced that an employee-based charity campaign has raised nearly \$146,000 to benefit the American Red Cross Disaster Relief Fund. The company-wide charity campaign, held during September, gave SRA's 4,600 employees the opportunity to pledge support through a payroll donation. Including the company match of \$50,000, SRA will donate \$145,716 to the American Red Cross. In other news, SRA International, Inc., announced that it has been awarded a General Services Administration Federal Supply Schedule Blanket Purchase Agreement by the U.S. Department of Homeland Security (DHS) to provide a broad spectrum of research, analysis, business process, strategic consulting, and technical services support to the DHS Office for Civil Rights and Civil Liberties (CRCL). The single award, five-year contract has a maximum dollar value of \$25 million. Under this contract, SRA will help CRCL fulfill its mission by delivering program management services, refining business processes and procedures, developing DHS-wide training programs, and helping DHS EEO ensure compliance with federal reporting requirements. www.sra.com ■ **TranTech, Inc.**, in collaboration with the Chicago Police Department (CPD) and RMS Business Systems, has implemented the first digital Video Interrogation System (VIS) designed exclusively for the Law Enforcement community. Based on TranTech's CLEARView™ system, the VIS complies with Illinois state law mandating audio/video recording of all homicide interrogations by ensuring a collar-to-conviction chain of custody. Designed and created specifically to meet the CPD's detailed requirements, TranTech's CLEARView™ VIS is a robust and scalable system that accommodates the physical and functional needs of small, medium, or large law enforcement agencies. To meet the CPD's needs, TranTech built a system that accommodates fifty (50) interrogation rooms within six (6) precincts around the Chicago metropolitan area, providing continuous audio/video recording for as long as forty-eight (48) continuous hours, and guarantees high speed digital media transmission to the CPD headquarters for permanent storage into its proprietary case management system, I-CLEAR. www.tran-tech-inc.com. ■



A good place to start assessing your organization's vulnerability is to conduct a **SWOT (strengths, weaknesses, opportunities and threats) analysis**. Answering the following questions can help your emergency planning team understand your organization's vulnerabilities.

Strengths

What assets do you currently have in terms of emergency readiness? Are you near a fire-house? Do your employees have CPR certification? Do you already have good relationships with your local emergency responders?

What resources are available for your organization? Do any of your employees have family members who could provide emergency training? Do you have a back-up power source? What steps have you already taken to increase your readiness for emergencies? Consider the condition of your facility, training programs available in your community, etc.

Weaknesses

What could you improve, in terms of emergency preparedness? Do all of your employees know where the emergency exits are? Do they know CPR? Do they know how to use a fire extinguisher safely?

In what areas is your organization's emergency preparedness particularly deficient? For example, do you need to develop a relationship with your local police precinct? Does your company's insurance cover all the types of emergencies you might face? Is the coverage adequate for these emergencies?

Opportunities

Is there a local CERT (Community Emergency Response Team) program that your organization can team up with? Are any of your business associates currently developing emergency plans that you can use as examples and inspiration?

Threats

What planning obstacles does your organization face? Some might be lack of money or time or lack of employee enthusiasm. What are the specific hazards and threats that your organization faces? Consider both natural threats, such as hurricanes or tornadoes, as well as man-made, such as terrorism and crime. Is your organization particularly susceptible to any of these due to the nature of your business? Make this list as detailed as possible. Your plan needs to address all potential hazards and threats.

Once your group has answered these questions, have someone collect the responses in a single document and distribute them for review. After review, meet again to develop the priorities that will guide your planning process. The strengths, weaknesses, opportunities and threats listed in your SWOT analysis will be the framework for determining these priorities.

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Now that you have formed a team, conducted a vulnerability assessment and developed a list of priorities, you are ready to write your **emergency management and continuity plan**. Your plan should include the following:

- Statement of purpose.
- Statement of your organization's emergency management policy.
- List of authorities and responsibilities of key personnel.
- List of types of emergencies the plan covers.
- Statement of where response operations will be managed.

The Metropolitan Washington Council of Governments (www.mwcog.org) has developed an interactive online planning tool geared specifically to help small businesses develop emergency preparedness and continuity of operations plans. This tool can be used by all businesses, not just those in the D.C. area. Other resources for emergency response plans as well as other emergency preparedness information include:


Virginia Department of Emergency Management
 (www.vaemergency.com/business/planning/samples.cfm)

Institute for Business and Home Safety
 (www.ibhs.org/business_protection/)
 and
 (www.ibhs.org/docs/openforbusiness.pdf)

Small Business Administration
 (<http://www.sba.gov/beawareandprepare/>)

American Red Cross
 (www.redcross.org)


Metropolitan Washington Council of Governments
 (www.mwcog.org)






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Sponsors: Fairfax County Citizen Corps Council, Volunteer Fairfax, Fairfax County Office of Emergency Management, and the American Red Cross

The poster shown here, available from the Fairfax County Citizen Corps, contains a handy tear-off checklist that your employees can use to help with their personal emergency preparedness planning. Visit www.fairfaxcountycitizencorps.org for more information, and see page 14 for more information about the Citizen Corps.

Implementing the Plan

Once your plan is written, put it into action by:

- Integrating the plan into all aspects of operations;
- Training your employees, through workshops, drills, etc.;
- Evaluating the plan on a regular basis; and,
- Using the plan during an emergency.

Integrating the plan into your organization's day-to-day operations is a time-consuming, but essential, process.

Emergency planning, awareness and response must become part of your company's culture. Some ways to do this include:

- **Building awareness of the issues.** Look for opportunities to increase awareness, such as distributing emergency preparedness information through company newsletters or mailings. Consider e-mail communications – perhaps an

"Emergency Preparedness Tip of the Week." Include employees' roles during an emergency in their job descriptions, and incorporate this duty into employee evaluations.

- **Developing multiple means of educating and training personnel,** such as inviting local emergency responders to speak to employees or encouraging them to participate in emergency training programs like CERT.
- **Conducting drills or exercises** on a regular basis. Hold after-action discussions with employees to look for additional ways to improve the plan.
- **Making emergency management part of what your employees do** and experience every day - develop posters, include the plan in your company's employee handbook, etc.

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Evacuations

Evacuation Plans: It is important that every employee is knowledgeable about and trained in emergency evacuation procedures and that your business has an evacuation plan in place. Your employees might need to evacuate at a moment's notice; you and your employees should be ready to get out fast.

- Use a copy of the building's layout to develop your emergency evacuation plan.
- Clearly mark the location of doors, windows, stairways, large furniture, etc.
- Indicate the locations of emergency supplies kits, fire extinguishers, smoke detectors, collapsible ladders and first aid kits.
- Use a colored pen to designate escape routes from each office and floor of the building.
- Designate and mark a place outside of the facility where employees should meet. The gathering place should be out of the way of emergency personnel and vehicles.
- Practice emergency evacuation drills with all employees at least twice a year.
- Ensure that each new employees understand the emergency evacuation plan and how it operates.

Make sure that all employees are familiar with any procedures relating to continuity of operations, including knowing where back-up copies of important documents are located, where the business will operate from in case the facility is damaged, quarantined or destroyed. Include this information in your emergency response training materials.

All employees should know how to respond to specific emergencies, such as hurricanes or tornadoes. Include emergency-specific scenarios in your drills.

Emergency Response

An integral component of implementing your emergency plan is making sure that your employees are trained in executing it. This training can incorporate a wide variety of activities, ranging from periodic meetings to review procedures, to more intensive activities such as evacuation drills and emergency exercises. Training for all employees should address a number of key issues:

- **Roles and responsibilities** during an emergency.
- **Awareness information** about threats and hazards addressed in the plan.
- **Communications procedures**, including notification and warning systems.
- **Review of emergency contact information.**
- **Review of emergency response procedures**, including those for evacuation and shelter.
- **Training in the use of common emergency equipment**, such as fire extinguishers – make sure your employees know where this equipment is located.
- **Emergency shutdown procedures**, to ensure smooth post-emergency continuity.

Training activities might take a variety of forms, and when used in tandem, these activities can help to ensure that emergency response procedures are cemented in the minds of your employees.

Some typical activities include :

Orientation Sessions, in which new employees are briefed on emergency response procedures. Supporting documentation should be developed for new employees to review and keep on file.

Education Sessions, which focus on specific aspects of your emergency response plan. These sessions might take the form of formal employee meetings, participative workshops, or informal "brown-bag lunches." You may also want to consider asking local emergency management or response personnel to speak at these events.

Tabletop Exercises, in which members of the emergency management planning group meet to discuss responsibilities and actions in emergency situations. This exercise is often a valuable prelude to other, more time-intensive training activities.

Walk-through and Functional Drills, where employees actually perform emergency functions in response to pre-planned scenarios. A more intensive version of such a drill, known as a full-scale exercise could include community response organizations as well.

Evacuation Drills, in which employees walk their prescribed emergency evacuation routes, noting elements that could become hazardous in an emergency.

All of these activities should be followed by evaluations. The data gained through evaluations can then be used to modify and improve the existing emergency plan.



NVTC's Eighth Annual Job Shadow Day Needs You!

Friday, March 10, 2006

Member company
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to host area high school students
in a job shadowing experience and provide
an up-close look at how skills learned in school
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**Registration Deadline for host companies
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*For further information, contact Kay Walters
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Back in September the *Washington Business Journal's* "You Tell Us," a forum for local business leaders, asked its readers the following question: "How prepared do you think the Washington region is for a crisis? What specifically do businesses and local governments need to address first?" Here's what *you* had to say:

"I learned recently from a retired Montgomery County police officer that Montgomery County has an extremely thorough emergency plan that has identified and provided for every imaginable scenario and contingency."

Laurent Myers
Senior managing director
Studley
Washington

"I definitely do not think that Washington is ready for a crisis. Evidence of this is the last scare we had when the small plane flew over restricted air space near the White House. Formal procedures need to be laid out by the federal or D.C. government on what to do to in the case of an emergency and these procedures should be practiced on a regular basis."

Katerina Piedra
Branch Manager
Randstand United States
Washington

"Twenty years ago every school-aged child in the D.C. metro area was more or less routinely exposed to the sound of an air-raid siren and some instructions from teachers on how to respond. Today, we have legions of plans and protocols for incident response. However, at the end of the day, if we're unable to put in place the basic infrastructure to get its kids to school on the first day of the new school year ... it seems equally plausible that evacuating the core population centers ... will be especially difficult."

Gerard M. Stegmaier
Wilson Sonsini Goodrich & Rosati
Reston

"Business leaders need to ensure that we have (and that they are supporting) the right political leadership at the local, state and federal levels. Business leaders have a long way to go, and will have to take a hard look at themselves and their priorities when the next disaster happens in our region."

Michael Ferraro
President and CEO
Training Solutions
Chantilly

"I think that residents of the Washington region are mentally prepared, but public education on evacuation plans are needed. When I came to live in this area nine years ago, I expected that this power center had much better protection and crisis plans already in place."

Carol Nahorniak
Creative director
Myers Public Relations
Reston

WASHINGTON BUSINESS JOURNAL

NVTC CALENDAR OF EVENTS

Northern Virginia's Premier Events for the Technology Community

NOVEMBER

November 3 **Meet the Capital Players Event**

Let's Talk Homeland Security Funding

Dr. Alf Andraesson and Paladin Capital Partners

7:30 am Registration; 8:00 - 9:30 am Program

Ernst & Young, 8484 Westpark Drive, 2nd Floor, McLean, VA

No Charge for Members / \$70 Non-Members

Platinum Sponsors: Comerica Bank; Chessicap, Inc.; DLA Piper Rudnick Gray Cary USA LLP; ORIX Venture Finance, LLC;
PricewaterhouseCoopers; Wilson Sonsini Goodrich & Rosati, P.C.

Location Sponsor: Ernst & Young

Presented by NVTC's Capital Formation Committee

November 4 **Business to Government (B2G)**

The New GSA: A Holistic Overview and What It Means to Federal Contractors

8:30 am Registration; 9:00 - 11:00 am Program

Hilton McLean, 7920 Jones Branch Drive, McLean, VA

\$35 Members / \$70 Non-Members

Platinum Sponsor: Leapfrog Solutions, Inc. **Gold Sponsor:** Aronson Capital Partners, L.L.C. **Silver Sponsors:** Dickstein Shapiro LLP; Panacea Consulting, Inc.; Venable LLP; Vistrionix, Inc.

Presented by NVTC's Business to Government (B2G) Committee and Coalition for Government Procurement

November 9 **CFO Series**

The Changing Landscape of the CFO World

7:15 am Registration; 8:00 - 9:30 am Program

The Ritz-Carlton, 1700 Tysons Boulevard, McLean, VA

\$35 Members / \$70 Non-Members

Platinum Sponsors: Ernst & Young; Pillsbury Winthrop Shaw Pittman LLP. **Gold Sponsors:** Marsh Inc.; Silicon Valley Bank. **Silver Sponsors:** Equis Corporation; Spaulding & Slye Colliers.

Bronze Sponsors: Bowne of DC; Spherion Professional Services

Presented by NVTC's CFO Series Committee

November 15 **Emerging Business Network**

Understanding and Leveraging your Financial Health

7:30 am Registration; 8:00 - 9:30 am Program

Grant Thornton, Conference Center Lower Level

2070 Chain Bridge Road, Vienna, VA

No Charge for Members / \$70 Non-Members

Silver Sponsors: Access National Bank; Cox Business Services

Location Sponsor: Grant Thornton **Event Sponsor:** Opus Plus

Presented by NVTC's Emerging Business Network Committee

November 21 **NVTC's Annual Banquet: "Spotlight on Technology"**

Featuring Keynote Speaker Gary Forsee, President and CEO, Sprint Nextel and Recipient of NVTC Chairman's Award Governor Mark R. Warner, Commonwealth of Virginia

5:00 - 6:30 pm Networking Reception

6:30 - 9:15 pm Dinner and Program

Hilton McLean, 7920 Jones Branch Drive, McLean, VA

\$195 Members; \$295 Non-Members

\$1,900 Member Table of 10; \$2,900 Non-Member Table of 10

Platinum Sponsor: Microsoft Business Solutions. **Reception**

Sponsor: Howrey, LLP. **Gold Sponsors:** Base Technologies, Inc.; CACI;

CGI-AMS; Northrop Grumman; Transaction Network Services, Inc.

Silver Sponsors: Howard Hughes Medical Institute; SRA

International. Bronze Sponsors: AH&T Insurance; PeakeDelancey;

Principle Financial Group; Updata.

November 30 **Meet the Capital Players Event**

7:30 am Registration; 8:00 - 9:30 am Program

Ernst & Young, 8484 Westpark Drive, 2nd Floor, McLean, VA

No Charge for Members / \$70 Non-Members

Platinum Sponsors: Comerica Bank; Chessicap, Inc.; DLA Piper Rudnick Gray Cary USA LLP; ORIX Venture Finance, LLC; PricewaterhouseCoopers; Wilson Sonsini Goodrich & Rosati, P.C.

Location Sponsor: Ernst & Young

Presented by NVTC's Capital Formation Committee

REGISTER AT:

www.nvtc.org
hosted by PatriotNet

NVTC CALENDAR OF EVENTS

Northern Virginia's Premier Events for the Technology Community

DECEMBER

December 1 **Executive Forum CXO Dinner**

Hosted by Sudhakar V. Shenoy, Founder, Chairman & CEO, IMC, Inc., and Chairman Emeritus, NVTC

6:00 - 6:45 pm Registration and Networking

6:45 - 8:30 pm Dinner & Program

IMC, Inc., 11480 Commerce Park Dr., Reston, VA

\$100 Members Only / *Limited to 20 CXOs. You must be a CXO of a technology company to attend.

Platinum Sponsors: AH&T Insurance; McGuire Woods LLP.

Presented by NVTC's Executive Forum Committee

December 8 **Business Development, Marketing and Sales Workshop**

Strategic and Tactical Marketing Essentials

7:30 am Registration; 8:00 am - 11:30 am Workshop

National-Louis University, 8000 Westpark Drive, McLean, VA

\$65 Members / \$99 Non-Members

Platinum Sponsor: Rainfield Group. **Silver Sponsors:** Business Wire; LeapFrog Solutions, Inc. **Location Sponsor:** National-Louis University.

Presented by NVTC's Business Development, Marketing and Sales Committee

December 9 **BioMedTech Committee Event**

BioTech Venture Capital Investment in the Mid-Atlantic

7:30 am Registration; 8:00 - 9:30 am Program

Hilton McLean, 7920 Jones Branch Drive, McLean, VA

\$35 Members / \$70 Non-Members

Platinum Sponsor: Kenyon & Kenyon. **Gold Sponsor:** Wilmer Cutler Pickering Hale & Dorr. **Silver Sponsor:** Grubb & Ellis

Presented by NVTC's BioMedTech Committee

December 13 **Emerging Business Network**

7:30 am Registration; 8:00 - 9:30 am Program

Grant Thornton, Conference Center Lower Level

2070 Chain Bridge Road, Vienna, VA

No Charge for Members / \$70 Non-Members

Silver Sponsors: Access National Bank; Cox Business Services.

Location Sponsor: Grant Thornton

Presented by NVTC's Emerging Business Network Committee

Governor Mark R. Warner Receives NVTC Chairman's Award

Governor Mark R. Warner will receive the NVTC Chairman's Award at the NVTC Fall Banquet on November 21st in recognition of his commitment to Virginia's technology community and for his great success in furthering the use of technology in state government and in promoting technology-based economic development across the Commonwealth.

THE NORTHERN VIRGINIA TECHNOLOGY COUNCIL PRESENTS

Thomas R. Cech, Ph.D.

President

Howard Hughes Medical Institute

Janelia Farm Research Campus

February 1, 2006

Hilton McLean

7920 Jones Branch Dr.

McLean, VA



7:00 am Registration
8:00-9:15 am Program

members \$50.00
non-members \$80.00

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Register at www.nvtc.org

Steve Cooper, CIO of American Red Cross, Turns to NVTC Members at Titans Breakfast for IT Support

At our September Titans of Technology breakfast of 525 executives, **Steve Cooper**, senior vice president and chief information officer of the American Red Cross, sought the help of NVTC member companies to provide specific technology solutions needed for Hurricane Katrina relief efforts.

Cooper detailed three specific areas where the technology community could assist the Red Cross immediately:

- Provide work stations and data entry personnel to expedite shelter registration and client intake.
- Devote volunteers with expertise in Siebel and SQL to ramp up call center capability and improve the ability to dispense financial assistance.
- Integrate information from 50 independent Web sites to reunite lost family members through www.katrinasaferg.org.

In its relief efforts for Hurricane Katrina, the American Red Cross has handled 358,000 cases and is projecting a total of 750,000 to 900,000 cases. It has opened 902 shelters across the U.S., provided 2.3 million shelter nights to evacuees and served 14 million meals. To support this relief effort, the American Red Cross has 138,651 workers on the ground.

“We will need to maintain these support services for another three to six months,” Cooper said. “This effort is unlike anything we have ever experienced.”

“The Northern Virginia technology community shares the commitment of the nation to assist Hurricane Katrina relief and recovery and we were very pleased that Steve Cooper could describe in depth his technology needs,” said **Bobbie Kilberg**, president of NVTC. “NVTC and its members have pledged to work closely with the Red Cross to meet those needs.”

Answering the call, three NVTC members pledged their support immediately. **Bart Snell** of TechBooks offered to provide data entry support, **Sudhakar Shenoy** of IMC will forego his company’s 25th anniversary celebration and donate the money to the Red Cross and **Dan Bannister** offered facilities, personnel and financial assistance.

The full list of the Red Cross IT volunteer needs can be found online in NVTC’s newsroom at www.nvtc.org/press/RedCross.pdf. If you are interested in volunteering, please contact the American Red Cross IT Disaster Operations Support Center at 1-888-520-1150 or ITDOSC@usa.redcross.org.

AOL “Champion” Leonsis Keynotes September Titans of Technology Breakfast

Ted Leonsis, Internet pioneer, patron of the region’s technology sector, majority owner of the Washington Capitals and a long-time friend of NVTC, made his first visit to the NVTC Titans of Technology Breakfast in September to share secrets of success gleaned from his own experience and his interaction with a wide collection of sports heroes.

He challenged the crowd of 525 attendees to “seek balance in your life and make room for family, community, purpose and gratitude.”

Leonsis’s 12-point plan for success:

- Plan it, write it down, strategize
- Work at it, be committed
- Measure and improve
- Listen and learn
- Trust those around you
- Don’t be afraid of failure
- Respect everyone
- Don’t get too high with highs and low with the lows
- The journey is the reward – enjoy
- Seek balance
- Be part of something bigger than yourself
- Have love and passion



(l-r) Randy Jayne, Managing Partner of Heidrick & Struggles (Platinum Sponsor), NVTC Chairman of the Board John Lee, Ted Leonsis of AOL, and NVTC President Bobbie Kilberg.

Ted Leonsis’s powerpoint presentation can be found at www.nvtc.org/calendar/LeonsisTitansPPT.ppt.

**Signature Platinum Sponsor:
Heidrick & Struggles**

NVTC Convenes NoVA Delegation

The Northern Virginia Technology Council joined **Senator Chuck Colgan** (D-Prince William) and **Delegate Vince Callahan** (R-McLean) in convening the Northern Virginia Delegation to the Virginia General Assembly on September 7, at SAIC's McLean Conference Center to discuss topics that included initiatives to promote stronger regional cohesiveness and identification of regional priorities and strategies for the upcoming 2006 General Assembly session. The initiatives discussed were the Northern Virginia HealthFORCE Alliance to address our regional healthcare workforce shortage; the True Object Test, Virginia's unfair and uncompetitive taxation of federal contractors; and support for George Mason University's Integrative Bioscience initiative.

NVTC Executive Committee member **Paul Lombardi** served as facilitator for the meeting which was attended by 19 members of the Northern Virginia Delegation including Delegates and Senators of both political parties. Attendees included **Senator Chuck Colgan**, **Senator Jeannemarie Devolites Davis**, **Senator Jay O'Brien**, **Senator Toddy Puller**, **Senator Patsy Ticer**, **Senator Mary Margaret Whipple**, **Delegate Kris Amundson**, **Delegate Vince Callahan**, **Delegate Adam Ebbin**, **Delegate Al Eisenberg**, **Delegate Jeff Frederick**, **Delegate Tim Hugo**, **Delegate Joe May**, **Delegate Harry Parrish**, **Delegate Ken Plum**, **Delegate Tom Rust**, **Delegate Jim Scott**, **Delegate Steve Shannon** and **Delegate Vivian Watts**. Technology executives from NVTC's Board of Directors joined representatives of other regional business organizations to show their support and demonstrate the commitment of the business community to building more cohesiveness within Northern Virginia's Delegation. NVTC believes that this meeting will enable the Northern Virginia Delegation to set and achieve regional goals and priorities during the upcoming session.

Meeting participants were briefed by **Dr. Bob Templin**, President, Northern Virginia Community College, on proposals by the Northern Virginia HealthFORCE Alliance; **Tim Winks**, Managing Director, State & Local Tax, PricewaterhouseCoopers LLP, on the True Object Test, and **Dr. Alan Merten**, President, George Mason University, on George Mason's Integrative Bioscience initiative. ■



clockwise l-r: Delegate Tom Rust, Del. Jim Scott, Del. Kris Amundson, Senator Jay O'Brien, Del. Harry Parrish; Del. Jeff Frederick; and Del. Vivian Watts.

NVTC TechPAC Meets With Virginia Speaker of the House Bill Howell

The NVTC TechPAC Board of Trustees met with **Virginia Speaker of the House of Delegates Bill Howell** (R-Fredericksburg) on September 26 at a dinner hosted by TechPAC Trustee **Anne Gavin** and Microsoft Corporation at Microsoft's Innovation and Technology Conference Center in Reston. Speaker Howell has been a strong champion for good technology policy in Virginia and has worked with NVTC to defeat the Streamlined Sales Tax Project Agreement and other Internet-tax related proposals and also to maintain a vibrant Center for Innovative Technology (CIT).



l-r: NVTC TechPAC Board member Gary Nakamoto, Josh Levi, NVTC Vice President-Public Policy; TechPAC Vice Chairman Dendy Young; Speaker of the House Bill Howell; NVTC TechPAC Chairman John Backus; and NVTC President Bobbie Kilberg.

TechPAC's technology leaders spent almost two hours with the Speaker sharing ideas and discussing a broad range of technology issues of importance to NVTC member companies and to the growth and vitality of Northern Virginia's technology community. ■



l-r: TechPAC Board member Duffy Mazan; Speaker of the House Bill Howell; TechPAC Vice Chairman Dendy Young, GTSI; and NVTC President Bobbie Kilberg.

NVTC NewsLINK

Governor Mark Warner Scores Technology Expansion, More Jobs for Southwest Virginia

In what he termed "an unprecedented announcement for Virginia's coalfield region," Governor **Mark Warner** appeared in Lebanon, Virginia, in October with **Donna Morea**, President of CGI-AMS and NVTC Vice Chairman, to announce CGI-AMS' expansion into Russell County, Virginia. The \$6 million investment in a new software development and systems integration facility will eventually create 300 jobs in Southwest Virginia.



Governor Mark Warner and Donna Morea, President of CGI-AMS and NVTC Vice Chairman, announce CGI-AMS' expansion into Russell County, Virginia.

At the announcement, Donna Morea indicated CGI-AMS was "excited about this opportunity to positively impact Russell County's economy by emphasizing jobs and skill sets that enable participation in a global economy."

According to the Virginia Economic Development Partnership, Governor Warner, who has made economic development in Southwest and Southside Virginia a top priority, has announced the creation of 24,401 new jobs in Southside and Southwest Virginia and \$2.4 billion in capital investments since taking office in 2002. 1900 of those jobs were in high tech.

Governor Warner added, "The Northern Virginia technology community has been a major driver of our economy in recent years and is helping to bring new opportunities to all parts of the Commonwealth. I truly believe that CGI-AMS' decision to locate in Russell County could be the beginning of a transformation for Southwest Virginia's economy. I hope that other business leaders will follow CGI-AMS' lead and look at all that Southside and Southwest Virginia have to offer."

Governor Warner will receive the prestigious Chairman's Award on November 21 at the NVTC Annual Banquet.

George Mason Receives \$10 Million from Volgenaus

The School of Information Technology and Engineering (IT&E) at George Mason University celebrated its 20th anniversary on October 28, culminating in an announcement of a \$10 million gift from **Ernst and Sara Volgenau**. The gift is the largest individual contribution in the history of the university and kicks off the newly named Volgenau School of IT&E's \$20 million fund-raising campaign.

At the event, Volgenau said, "A disturbing trend in engineering and science education is that many talented people from emerging countries are choosing to study and work at home rather than come to the U.S. At the same time, the number of U.S. students enrolling in science and math has not been adequate. We need creative initiatives to solve this problem, such as providing more opportunities and better education in our region."

"Having the Volgenau name in our school brings significant honor and recognition to us," added **Lloyd Griffiths**, dean of the Volgenau School of IT&E. "Ernst epitomizes the successful innovative engineer who understands how advanced research concepts can produce important new technology breakthroughs. His personal high ethical standards and business foresight have led his company SRA to a position of corporate leadership that many other companies strive to emulate. I am most pleased that he and his wife Sara have chosen to invest in the future of our school. Their gift will help establish our school in a position of national and international leadership."

The newly named Volgenau School of IT&E embarks on its 2010 campaign to meet the rapidly growing need in the Washington metro area for highly trained information technology and engineering professionals in a wide range of fields, from national security to health care. The focus of the campaign is on attracting quality students, expanding the faculty to accommodate the growth of the student body (now at more than 4,200 undergraduate and graduate students), and constructing a state-of-the-art facility, which will include teaching and research spaces, and leased space for corporations to collaborate on research with faculty. The school also plans to launch programs in bioengineering and the information technology-biosciences.

Volgenau is a distinguished professor of information technology and engineering in IT&E, and Chairman and Former CEO of SRA International, Inc., a leading provider of information technology services to clients in national security, civil government and health care and public health organizations. **Renny DiPentima**, President & Chief Executive Officer of SRA, serves on the NVTC Board of Directors.

For more information on the Volgenau School of IT&E, visit <http://ite.gmu.edu>.

NVTC Board Members and Area Tech Leader Receive Major Recognition

Four NVTC Board members and a long-time friend of NVTC have received major national and regional recognition. On November 9, the Presidential Medal of Freedom was awarded to Internet co-creators **Bob Kahn** and **Vint Cerf**; the National Federation of Independent Business, America's largest small-business advocacy group, announced it has selected NVTC Vice Chairman **Todd Stottlemeyer** as its new President & CEO; NVTC Chairman Emeritus **Sudhakar Shenoy** has been awarded the Community Trustee - Business Award by Leadership Fairfax Inc.; and **Dan Bannister**, Chairman Emeritus of both NVTC and the NVTC Foundation, has been named by Governor Warner to the Board of

Commissioners of the Commonwealth's Center for Innovative Technology (CIT).

Please join us in congratulating NVTC Board member **Bob Kahn** and **Vint Cerf** who were awarded the Presidential Medal of Freedom November 9 by President Bush at a White House ceremony. Bob and Vint were recognized for designing the software code used to transmit data over the Internet and for "being at the forefront of the digital revolution that has transformed global commerce, communication and entertainment." In addition to Bob and Vint, the other Medal of Freedom honorees were Muhammad Ali, Carol Burnett, Robert Conquest, Aretha Franklin, Alan Greenspan, Andy Griffith, Paul Harvey, Sonny Montgomery, Gen. Richard Myers, Jack Nicklaus, Frank Robinson, and Paul Rusesabagina.

Congratulations are also due **Sudhakar Shenoy** who won Leadership Fairfax's (LFI) Community Trustee – Business Award on November 4th at LFI's Northern Virginia Leadership Awards Dinner. Sudhakar was honored for "his contributions in shaping the regional technology business community" through his service as NVTC Chairman as well as his work on numerous other business and community boards and commissions.

We also are delighted that **Todd Stottlemeyer**, an NVTC Vice Chairman, has been selected as the new President & CEO of the National Federation of Independent Business (NFIB). Todd currently is CEO of Apogen Technologies and a senior leader in our technology community. He will assume his new position on February 15.

As a member of CIT's Board of Commissioners, **Dan Bannister** will work to promote CIT's mission to accelerate Virginia's next generation of technology and technology companies, providing statewide programs and services for technology researchers, entrepreneurs and small technology businesses.

NVTC Board Member Companies Lauded for Innovative IT Use

Each year, the InformationWeek 500, published by *InformationWeek* magazine, analyzes and ranks the most innovative corporate users of information technology.

This year, several NVTC Board member companies gained that designation, including **America Online, Inc.;** **CGI Group, Inc.;** **Computer Associates International;** **Ernst & Young LLP;** **First Horizon National Corp.;** **KPMG International;** **M&T Bank Corp.;** **Northrop Grumman Corp.;** **PricewaterhouseCoopers LLC;** and **Science Application International Corp. (SAIC).** NVTC congratulates these Board member companies for achieving this ranking. A full list of the InformationWeek 500 is available at www.information-week.com. ■

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NVTC Foundation's Fall

GOLF TOURNAMENT

The NVTC Foundation's Fall Golf Tournament on September 29th was a resounding success, garnering over \$20,000 for the NVTC Foundation's work to bring technology access to the region's lowest-income areas through its network of computer clubhouses.

Once again, grey skies threatened but gave way to a sunny blue for the Tournament in Woodbridge, Virginia, at the Old Hickory Golf Club. Over 120 golfers lined up to compete in the tournament, a fundraising effort to support the community-based initiatives of the NVTC Foundation. Eighteen holes later, the foursomes gathered at the awards ceremony to congratulate the winners.

The NVTC Foundation was founded to encourage and facilitate corporate efforts to give back to the community. For more information about the Foundation please contact Foundation President Pam Dudley at pdudley@nvtc.org. ■



Tournament Sponsor:

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Congratulations to the Winners!

1st place with a score of 57	2nd Place with a score of 58	3rd Place with a score of 58	Closest to the Pin Women Marsha Salkeld	Longest Drive Women Jo Saunders
Rand Allen	Steve Ploot	Craig Chason		
Skip Bowman	Bill Roberts	John Chapel	Closest to the Pin Men	Longest Drive Men
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Steve Busch	Tim Harris	Paul Sanders		

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Michael Cardaci, President, Global Network Services, Inc.

Profiles In Giving

Michael Cardaci, President , Global Network Services, Inc.

With five kids of his own at home, Michael Cardaci knows the importance of reaching out to help other kids in the community. As president of Global Network Services, Michael has made it a priority to introduce more kids to today's technology and support their curiosity and interests.

Michael's involvement in the NVTC Foundation has been one of the driving forces behind the yearly success of such educational events as Botball, a competition that teaches kids to build, program and maintain robots to perform a specific task.

"I've seen how technology can create a common ground where kids and adults can work together," says Michael. "The age and social barriers disappear when these teams share ideas to solve a problem. It's something you don't see every day, but it's important because it builds communication and brings a higher level of satisfaction to the Botball participants that they can take away and, hopefully, use forever."

He's also been an active supporter of the four NVTC Foundation Computer Clubhouses that provide kids with computers and Internet access after school. During the day, the Clubhouses are open for adults who want to use the new PCs, access the Web and take computer workshops.

Michael adds, "I've got five kids at home, so I see how their involvement with outside projects can help them grow in so many ways that directly affect their reasoning and social skills. Being involved with the NVTC Foundation's educational projects is a way that I can allow my experience in the computer field to give back to the community."

An active member of NVTC since 1996, Michael also participates in other Foundation community service projects including the Make-A-Wish Foundation and the Bannister Scholarship program at George Mason University.

Global Network Services (GNS) is a leading provider of IT services, supporting users at every level of proficiency. www.gogns.net



For more information about the NVTC Foundation, please visit www.nvtcfoundation.org or contact Foundation President Pam Dudley at pdudley@nvtc.org.

The Board of Trustees of the NVTC Foundation would like to thank **Dan Gonzalez and Dean Stiles** and our generous sponsors for their support of our successful Fall Fundraiser

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NVTC

FUSION FEST

2005



On Thursday, October 6, NVTC held its first FUSION FEST at the Reston Town Pavilion. The rain held off until the party was well underway and the nearly 400 guests were already enjoying their freshly made frittatas and dim-sum offerings under the glass-covered pavilion. Music, a mime, and busy caricature artists mingled with the crowd of regional technology executives as they made the rounds of the 17 different NVTC committee tables decorated with fall foliage and pumpkins. Volunteers and active committee members

were eager to explain to the attendees the various activities of the committees and encouraged their fellow members to join and participate in upcoming events. New and active members alike made lively conversation throughout the evening as they visited between the exhibiting sponsors' tables, the committee information displays and the food.

The attendees' attention was directed only twice to the speakers' podium, for a brief welcome by NVTC's new Chairman of the Board, **John Lee**, Lee Technologies, and NVTC President **Bobbie Kilberg**, and later, for the announcement of the winning raffle ticket number: **Paul Sherman** of Potomac Tech Wire was the lucky winner of two round-trip tickets to London courtesy of raffle sponsor Virgin Atlantic.

By the time the party was over the rain had stopped and the crowd dispersed into the night. ■

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NVTC's Ambassador Program



Mike Norris, Senior Associate, Scheer Partners

NVTC "Ambassadors" are recognized for their active participation on the NVTC Membership Committee to benefit NVTC members and the overall organization. We've asked "Ambassador" Mike Norris, Senior Associate at Scheer Partners, a few questions about his involvement and success with the committee.

How long have you been a member of NVTC?

Dan Gonzalez, Executive Vice President of Scheer Partners, has been an active NVTC member for ten years. I joined Scheer in December 2004 and have been involved since.

What is your favorite aspect of participation on the Membership Committee?

I enjoy seeing people I've introduced to NVTC get involved, enjoying themselves at events or asking me about a committee. It's not enough to join; you get out of it what you put into it.

Which NVTC activities do you find most conducive to business?

It's counter-intuitive, but I believe that the more casual the event, the more conducive it is to business. Events like the NVTC Foundation Golf Tournaments, Texas Hold'em and Fusion Fest are big successes because people aren't rushed to any segment of the program. These are all good opportuni-

ties to get to know people personally, not just having your card in a stack of 50 somewhere.

As a "connector type" personality, can you give an example of when you've brought members together to facilitate their business development?

I've made introductions for startup companies with challenging funding requirements and companies with complementary technologies to initiate discussions about partnerships. I try to understand what each company does so I can introduce them to potential customers, partners and opportunities.

Do you have any tips or advice for making connections/networking?

Most people either don't need or won't recognize the need for your product or service when you meet them. Take time to get to know them and their business. If they like you and trust you, they will come to you when they're ready.

Do you have a favorite pitch for recruiting new members?

I like citing how NVTC has changed with the demands of the membership. NVTC has gotten more government-focused along with the area economy and more specialized as well. I think it helps prospective members to see that the organization understands and experiences some of the same challenges as its members.

When talking to a potential member, what's the most important benefit of belonging to NVTC that you emphasize?

I emphasize the necessity to participate in a committee. I spend the most time trying to help someone identify the committee that best matches their business plan.

In your mind, what sets NVTC apart from other organizations?

The access to key decisionmakers sets NVTC apart. If you're an emerging technology company, you cannot find the same level of access to potential government and commercial customers and partners that you will here.

Tell us a little about your company and your role there?

Scheer Partners is a fully-integrated commercial real estate firm with three offices (Tysons Corner, Rockville and Greenbelt). I help local technology companies with their office space needs. I've always believed that to represent a company, you need to understand their business and the community in which they work; NVTC has been a tremendous tool for me to do both. ■

For more information on the NVTC Membership Committee, please contact Chairman Jim DiModica, APT Impact, at 703-396-8205, jim.dimodica@aptimpact.com, or NVTC Staff Liaison Shannon Jameson, Director of Membership Sales, at 703-904-7878 ext. 208 sjameson@nvtc.org

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What Do You Want to Know?

You've given us great feedback on our first issues of Entrepreneur Weekly. You told us what you liked (a breezy, informal style) and didn't (a couple accountants strongly objected to one interviewee's comments about their profession—sorry, we personally love accountants, but must protect editorial independence). And you have flooded us with ideas for particular entrepreneurial specimens to be interviewed. But we publishers are never content, and to give you more fodder for feedback, I thought it might be useful to let you know our mission for this Weekly. The actual execution, as with any self-respecting entrepreneurship, is a work in progress, so your suggestions may well have an impact.

few years and seem to be exploding again today. We'd like to tell and record some of their stories for the benefit of aspiring entrepreneurs here in Northern Virginia, more broadly around the region, and eventually across America.

So EW's plan is to try to pick out an interesting assortment of people who have started or developed companies here, big and small, from different tech industries and parts of the region. We'd like to analyze their experiences and see if we can detect patterns and unlock lessons. Do they think their passions and skills are inborn or can be taught? Have they acquired useful training or read valuable books? What are their biggest mistakes and



EW aims to be a regional, then a national, publication. This reflects the maturation of NoVa tech. With the not insignificant help of the NVTC, this particular corridor has established a strong public identity in the region. Even if you ask someone in the traditional government world, completely obsessed with Supreme Court nominees or Tom DeLay, what they're aware of in terms of the non-government character of the area, they're likely to say, "Oh, yeah, there's a bunch of companies out there"—pointing in the general direction of Tysons Corner. If they're especially sophisticated, they might add, "I think they do Internet or something."

That really is a sea change. When I came from Los Angeles to work on Capitol Hill in the 70s and 80s (I'm not as old as that makes me sound) the area's business sector in my mind consisted of Martin Marietta, Marriott, and USAir. After that, maybe some car dealerships. Certainly no tech. NVTC has been at the forefront of changing perceptions, but it's not resting on its laurels. Together with the other tech councils of the region, it knows that we all have common cause in broadcasting our identity beyond the shores of the Potomac and competing for national recognition with the likes of Austin, Boston, and Silicon Valley. One way to do that is by taking advantage of the extraordinary number of entrepreneurial successes under our nose, most of which have happened in just the last

regrets? How do they find their business partners and employees, vendors and clients? How stubbornly should they stay the course of their business plan, or how flexibly should they adjust? What role does money play in starting, expanding, or exiting their businesses? The questions are limitless, and at times may be a bit random. But we hope over time to find and collect stories that, individually and as a group, will prove not just interesting but downright enlightening, and help spread the word about entrepreneurs and the Washington region far and wide.

Mark Bisnow
Bisnow on Business

BISNOW'S *Biz Pix*



Smoochers. Contrary to popular belief that they agree on so much they are joined at the hip, closer examination of the relationship between former NVTC chairmen Kathy Clark and Sudhakar Shenoy reveals they are joined at the cheek.



Mixed Results. The good news is that surgeons were able to detach Kathy Clark from Sudhakar Shenoy. Unfortunately, under a protocol that requires former NVTC Chairmen to remain in close touch at all times, they could only do so by means of substituting the head of former NVTC Chairman John Backus.

Metro's TechLine

There were a lot of questions in May 2005 when tolls on the Dulles Toll Road, AKA the Tech Corridor, went from 50 cents to 75 cents to provide part of the funding stream for the extension of Metrorail from Falls Church through Tysons to Route 772 in Loudoun County. Was building Metro's Tech Line a priority for relieving traffic congestion in the Route 7/Dulles Toll Road corridor? Were those using the corridor willing to pay for rail? What do those who do not ride transit want?

The toll increases were met with a big shrug. And public opinion survey results available from the Northern Virginia Transportation Authority (NVTA) show why. From interviews conducted in April and May in every jurisdiction of the region, NVTA found that two-thirds of residents were frustrated with the trips they take most often and that almost nine out of 10 cited "traffic" as a reason for their frustration with travel. No surprises there.

The survey found, however, that commuters who take transit, which includes Metrorail, eight local bus systems and the Virginia Railway Express (VRE), were less frustrated than those who always drive alone. That's a big find and may explain why public transportation ridership grew in 2004 to 128 million trips for Northern Virginia residents, up 3.3 million from the year before. Those numbers come from the Northern Virginia Transportation Commission.

Here is the best new insight, however, given a seemingly unending stream of critical comments about Metro and Metrorail in recent months. 60 percent of those surveyed by NVTA about alternatives to improve transportation in the Route 7/Dulles Toll Road corridor said that extending Metrorail to Dulles should be the highest priority. Another 11 percent said it was their second highest priority. Constructing Metro's Tech Line blew away road alternatives, such as widening Route 7, the Leesburg Bypass, the Toll Road itself or the Dulles Greenway.

Those who said that Metrorail to Dulles was their highest priority also indicated a strong willingness to pay for the project, up to \$2.10 per day more. Almost half of those who do not use transit now said more public transportation is their top priority – and their answers came before the recent spike in gasoline prices and the renewed interest in Metrorail as a critical transportation alternative in the event of a regional disaster or emergency.

So what is the status of Metro's Tech Line? NVTC's board of directors heard in November that Dulles Transit Partners, a partnership of Bechtel and Washington Group International, will complete its preliminary engineering studies by next summer and could begin construction before the end of 2006. The cost is holding firm at \$1.84 billion for Phase One, which includes four stations in Tysons Corner and one at Wiehle Avenue. Phase Two to Route 772 in Loudoun County is scheduled to begin in 2010.

The federal government is to provide 50 percent of financing, Virginia 25 percent, Fairfax County 16.1 percent, Loudoun County 4.8 percent and the Metropolitan Washington Airports Authority 4.1 percent. And the final federal approval and funding decisions could come as early as February 2006, when the Federal Transit Authority issues its "New Starts" report.

The briefing reminded technology executives that their company expansions are driving the need for Metrorail in the Tech Corridor for both employees and new residents. The 115,000 jobs now in Tysons Corner, the 70,000 jobs in Reston/Herndon and the 100,000 jobs in Loudoun County will grow by another 60 percent in the next eight years. Dulles Airport will grow from 23 million passengers a year now to 45 million by 2015, the year the Tech Line is finished. The number of airport employees will grow to a whopping 53,000 by then.

The planned 23-mile extension of Metrorail into Loudoun County is to integrate seamlessly with the existing 106-mile Metrorail system, a "one-seat ride" in industry jargon, to federal jobs in the District or from D.C. out to the fastest growing job and population centers in the region. Those are the reasons why a host of technology companies including America Online, CSC, MITRE Corporation, Northrop Grumman, Oracle Corporation, Orbital Sciences and SRA International, have been among the leading advocates of Tech Corridor Metrorail. Now executives at those companies know that their employees support Metro's Tech Line, too, and are willing to pay for it. ■



Douglas Koelemay is senior advisor to NVTC and managing director at Qorvis Communications, LLC.



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