

# PROCLAMATION

## NATIONAL AMERICAN INDIAN HERITAGE MONTH NOVEMBER 2012

**WHEREAS**, on November 15, 1994 President Clinton issued a proclamation based on Senate Joint Resolution 271, designating the month of November as “National American Indian Heritage Month; and

**WHEREAS**, American Indians, the first Americans, have made enormous contributions to the life of our Country and the earliest beginnings of its history; and

**WHEREAS**, American Indians have greatly enhanced the culture, prosperity and greatness of our Commonwealth and nation; and

**WHEREAS**, local organizations such as the Loudoun Museum and the Thomas Balch Library both offer a variety of information for individuals who wish to discover the contributions that American Indians have made to Loudoun County and nationwide; and

**WHEREAS**, it is fitting to recognize the many accomplishments and contributions of American Indians to our shared culture and to the preservation of our lands and of the tradition of America’s first inhabitants..

**THEREFORE PROCLAIMED**, by the Council of the Town of Leesburg in Virginia the month of November of the Year 2012 as National American Indian Heritage Month in the Town of Leesburg and urge the citizens of Leesburg, as well as all community organizations, to preserve and remember the accomplishments of Native Americans throughout the history of our nation.

**PROCLAIMED** this 27<sup>th</sup> day of November 2012.

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Kristen C. Umstattd, Mayor  
Town of Leesburg

ATTEST:

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Clerk of Council

# Mason Enterprise Center -Leesburg/Loudoun

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**Fostering the evolution of companies who are scalable and want to grow through shared cost facilities, expedient & targeted resources, expert mentoring, and connections to peers and the broader entrepreneur community**

**Susan Henson, Regional Manager**  
**[shenson2@gmu.edu](mailto:shenson2@gmu.edu) - (703) 466-0461**  
**202 Church St. SE ,Leesburg, VA 20175**  
**(703) 466-0466**

**[www.mec-leesburg.org](http://www.mec-leesburg.org)**  
**<http://www.leesburgva.gov/index.aspx?page=1641>**



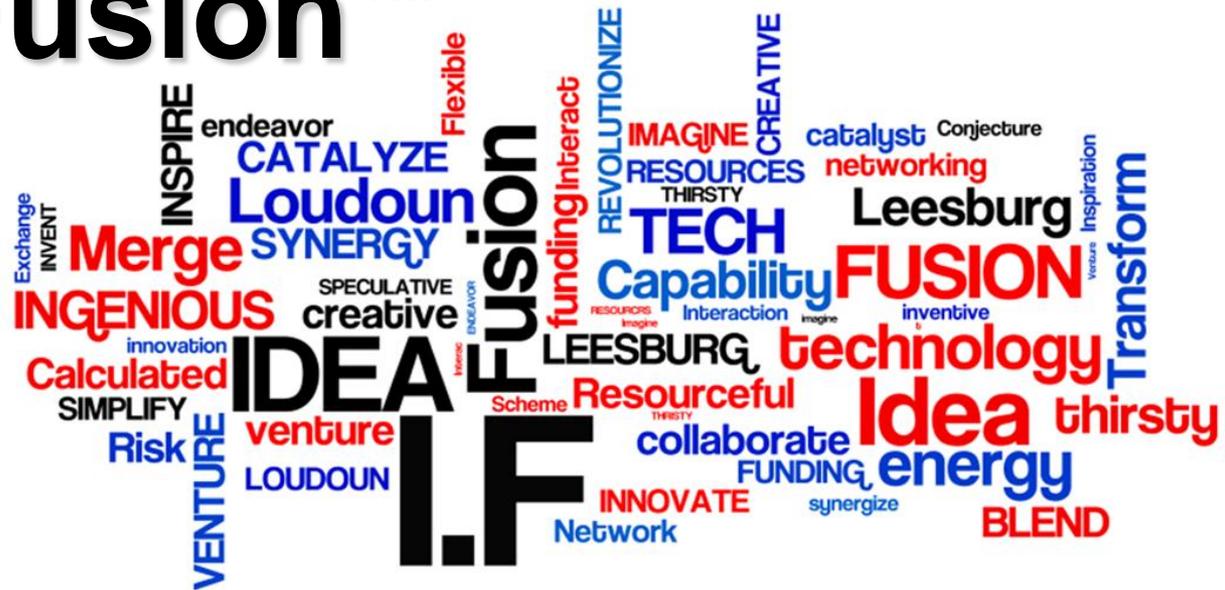
# MEC Leesburg/Loudoun Specifics

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- Opened October 1, 2011; Public/Private partnership
  - Loudoun County, Town of Leesburg, Private developer, George Mason University, Loudoun Chamber
- Capacity: 28 spaces; 2 floors of client spaces
- Currently: 18 Resident spaces filled;
- Virtual Clients: 18
- 70% to filled space revenue goal
- Conference rooms and Training room
- SBDC on-site; Close proximity to Loudoun Economic Development and Leesburg Economic Development
- Collaborate with local Economic Development partners for many programming efforts (Ex: Idea Fusion™, Loudoun SourceLink, MIT Enterprise Forum)



# Idea Fusion™



What I.F ...

Techies + Talk + Brains + Creativity + Drink + Food + Funds + Experience

= IDEA FUSION™

Join a group of tech entrepreneurs, mentors, investors and resource gurus for Idea Fusion™. Let's create a tech community in Loudoun County where there is a lot going on!

✓ *New this month: Join our Meetup group at <http://www.meetup.com/Idea-Fusion>*

✓ *Check out the Post article on last month's gathering: <http://bit.ly/V70LF4>*

# Differentiators

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## - Local-based Collaborative

## - Business Growth Services

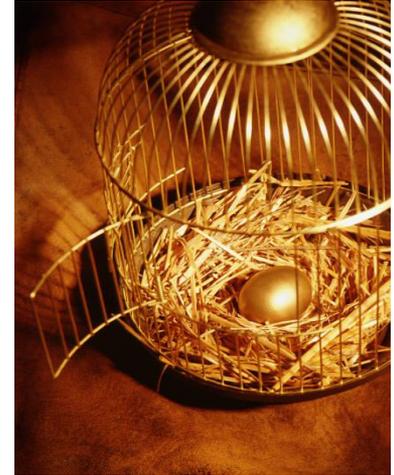
- **Concierge-oriented**, customized service delivered “at the speed of business”
- **Relationship-based** coaching
- **Deliberately connected** to entrepreneurial community
- Mentoring by **industry & strategy** experts
- **Targeted** training & networking events
- **Referrals** to key service providers
- **Links** to Mason & Local community resources



# Economic Metrics to be collected

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- gross annual revenue increases
- number of employee increases
- personal equity contributed
- equity capital raised
- debt capital/loans acquired
- grant funds won (SBIR, STTR, etc)
- major contracts obtained
- companies started or acquired



# Key Benefits Client's Shared

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- **Professional office and meeting spaces**
  - Enhanced client customers' perceptions leading to increased revenues
  - Quickly and affordably conduct meetings & strategy sessions with partners
  - Able to incrementally grow the business team
  - Proposal development and review more efficient
  - All-inclusive services & fee structure ensures consistency and “no surprises”
- **Connections to other entrepreneurs & organizations**
  - Learn new skills and practices through MEC peers
  - Develop partnerships inside & outside the MEC for current & new ventures
  - Better understanding of community organizations & programs
  - Able to enhance programming of resource providers
- **Vetted service professionals and programs**
  - Saves time by using MEC staff and/or peer companies for referrals to quality service providers
  - Group learning sessions on topics pertinent to specific MEC client needs

# Client Feedback

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- **“Two of my current (paying) clients mentioned that they noticed my move from the home office to a professional, downtown location. In fact, I attribute a 34% increase in my revenue to the move to the Mason Enterprise Center.**

*- Dennis Boykin, DB4 Consulting, Inc  
(MEC Client since Apr 2012)*

# Client Feedback

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- **“The ready access to other MEC businesses & the support services here helps me quickly solve problems and I am constantly motivated to succeed. Also, by saving on overhead costs in this initial start-up period my business has grown 30% faster than if I had been in a traditional office.”**

*- Gwen Pangle, Pangle & Associates  
(MEC client since Jan 2012)*

# Client Feedback

- **Strong Castle, Inc.**

(Information technology products and professional services)

**Braulio Castillo, Pres/CEO - Michelle Castillo, COO**

- **Leesburg headquartered company (at the MEC)**
- **Disabled Vet, SMaM, HUBZone (DC)**
- **Jan. 2011: started Strong Castle, LLC**
- **Nov. 2011: became MEC Client**
- **Jan. 30, 2012: attended legal/accounting MEC Lunch & Learn**
- **Jan. 31, 2012: incorporated Signet, Inc**
- **Aug 2012: \$8M contract -- Sept. 2012: additional \$3M**
- **Nov 2012: \$159M contract over 5 years**
- **All taxes go to Loudoun County and Leesburg**

# Questions?

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