

Northern Virginia

For the Record

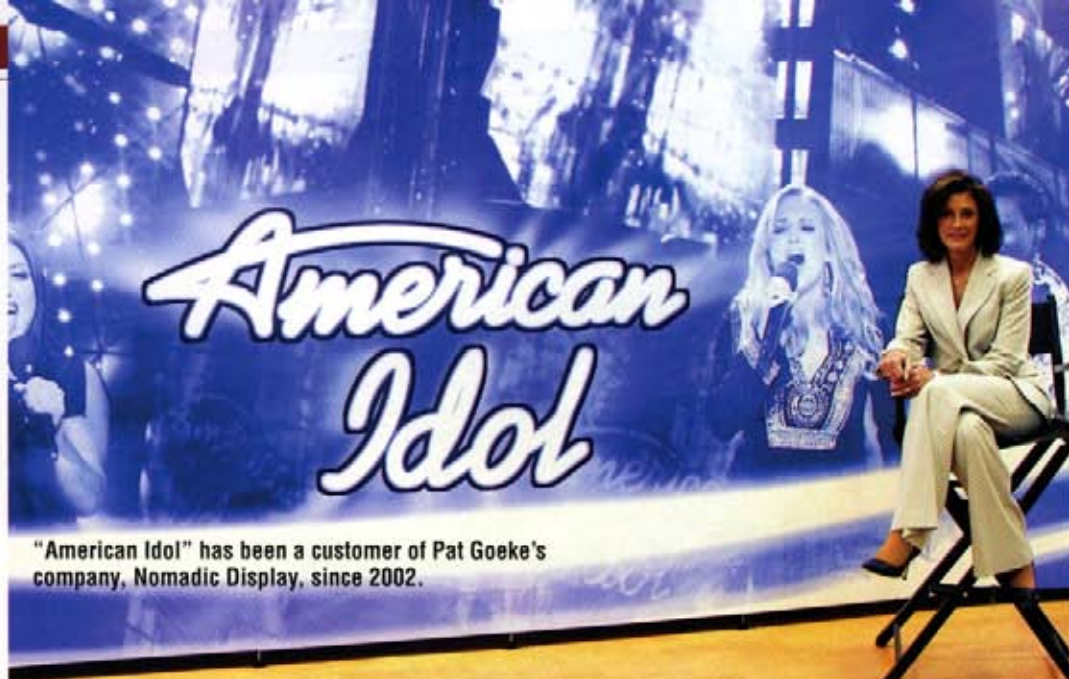
Avineon Inc., an Alexandria-based engineering and management services company, received a one-year, \$1.4 million contract from the Internal Revenue Service to develop an application to simplify identification of business taxpayers who fail to file required returns. (News release)

Barber and Ross Co., a former millwork company based in Frederick County, listed its Leesburg plant for sale as part of its bankruptcy process. The facility has three buildings with a total of 150,000 square feet. Along with 10 acres of property, the site was listed for \$11 million. (The Winchester Star)

Buchanan Partners, a Gaithersburg, Md., development company, completed Gateway Business Center, a four-building office/flex project with 190,000 square feet off Interstate 66 in Gainesville. It is located near Heritage Hunt Commercial Park, a 70-acre development with 600,000 square feet of retail, medical, office and hotel space. (News release)

Citizenz, a Chantilly technology company, received a \$1.9 million contract, including options, from the Department of Housing and Urban Development to maintain and enhance HUD's National Housing Locator System, a national inventory of housing available to accommodate evacuees from emergencies such as Hurricane Katrina. (News release)

General Dynamics Inc., a Falls Church defense firm, received, through its Groton, Conn., Electric Boat unit, a \$9 million contract from the Navy for maintenance, repairs and testing on the nuclear sub SSN North Carolina. The company's Information Technology unit received a five-year, \$191 million contract (including options) from the Naval Seas Systems Command for test and evaluation services to support the Aegis missile defense system. (News release)



"American Idol" has been a customer of Pat Goeke's company, Nomadic Display, since 2002.

Photo courtesy Nomadic Display

Virginia company wins high marks from grumpy 'American Idol' judge

Pat Goeke, president of Nomadic Display in Springfield, is a fan of "American Idol" but not just for the singing. The national talent search competition is one of her company's longstanding customers. "Idol" first purchased several "pop-up" displays back in 2002 for use as stage backdrops during the initial auditions that take judges and producers from city to city in search of talented competitors.

The pop-up display system, made of aluminum tubing, is the product that got Nomadic Display started back in 1975. It was considered revolutionary then and remains extremely popular with trade

show vendors. "It's great for anyone who is traveling and setting up displays because it's easy to ship and easy to set up," Goeke explains. "It's something that you can pop up in a couple of minutes, and then you just put your graphics on and you're good to go."

Simon Cowell, the famously grumpy judge who also is an "American Idol" producer, likes the product so much that he has purchased additional units for two other televised talent shows, "America's Got Talent" and "The X Factor," which airs in England.

Nomadic Display, which has 275 employees, owns manufacturing and sales facilities in the U.S., Ireland, England and

Germany and relies on a global distribution network of more than 200 companies. It makes a large range of trade show and display products, but the pop-up remains its bread and butter offering. "We've really integrated that concept into a lot of the other products that we make," says Goeke.

The company, whose customers also include AT&T, American Express and Coca-Cola, has enjoyed a consistent 10 percent growth rate for years. Goeke is projecting a 15 percent jump in revenues in 2008. "The trade show business is expanding around the world, so we're expanding, too," she says. That's the kind of performance that prompts applause. **Vb**

People

Richard P. Colombo, named director of the Federal Systems division of Avineon Inc. in Alexandria. Colombo has more than 30 years of government experience, most recently as program manager and computer specialist with the Internal Revenue Service. (News release)



Joseph K. Dodd, named vice president of business development and marketing for the intelligence group of Northrop Grumman Information Technology in McLean. Previously, he was director of business development and marketing for the

same group. (News release)

Scott Freund, named president of the Wealth Management Division of GCC, a McLean-based merchant banking firm. He founded Family Office Research and was a vice president and private client adviser at The Private Bank at Bank

of America. (PRNewswire)

David Goldberg, named assistant vice president of operations and chief growth officer at Inova Mount Vernon Hospital. Previously, he was president of planning and development for Inova Loudoun Hospital. (News release)



Alex Pineda, named general manager of The Country Inn & Suites by Carlson in Sterling. He previously served as corporate human resources and accounting director for Fairbrook Hotels. (News release)