

# FAIRFAX COUNTY, VIRGINIA

## African-American-Owned Businesses



African American-owned businesses make significant contributions and play an important role in Fairfax County's economic growth and prosperity. This report highlights key information on African American-owned businesses in Fairfax County. Data included here is derived from the 2007 U.S. Census Bureau Survey of Business Owners ([www.census.gov/csd/sbo/index.html](http://www.census.gov/csd/sbo/index.html)) and the 2010 Central Contractor Registration Dynamic Small Business Search database ([http://dsbs.sba.gov/dsbs/dsp\\_dsbs.cfm](http://dsbs.sba.gov/dsbs/dsp_dsbs.cfm)).

### FAIRFAX COUNTY AFRICAN AMERICAN-OWNED BUSINESSES AT A GLANCE (2007)

Total Number of African-American Firms	7,714
Percent of All Firms in Fairfax County	7%
Sales and Receipts	\$1.27 billion
Firms with Paid Employees	652
Sales and Receipts	\$1.1 billion
Employees	9,385
Annual Payroll	\$440.1 million

### Fairfax County and Virginia

- Fairfax County is home to more African American-owned firms than any other locality in Virginia. Fairfax County firms represent 12.2 percent of all African American-owned firms in Virginia.
- Sales and receipts for all Fairfax County African American-owned firms totaled more than \$1.2 billion, representing 23.5 percent of sales and receipts earned by all such firms in Virginia.
- Annual payroll for Fairfax County African American-owned firms accounted for 32.1 percent of payroll for all Virginia African American-owned businesses.

### Fairfax County and the Washington, D.C./ Baltimore Area

- Fairfax County African American-owned firms represented 5.7 percent of all African American-owned firms in the Washington, D.C.–Baltimore Consolidated Statistical Area (CSA).
- Fairfax County African American-owned firms accounted for 11 percent of total sales and receipts and 15 percent of annual payroll of all African American-owned firms in the CSA.

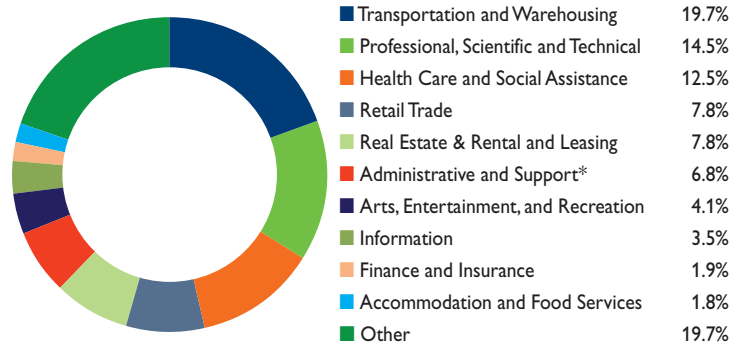
### AFRICAN-AMERICAN BUSINESS EMPLOYMENT BY INDUSTRY SECTOR



\* Includes Waste Management and Remediation Services.

Note: "Other" includes Construction; Educational Services; Manufacturing; Wholesale Trade and Other Services.

### AFRICAN-AMERICAN BUSINESS FIRMS BY INDUSTRY SECTOR



\* Includes Waste Management and Remediation Services.

Note: "Other" includes Arts, Entertainment and Recreation; Construction; Manufacturing; Real Estate and Rental and Leasing; Educational Services; and Other Services.

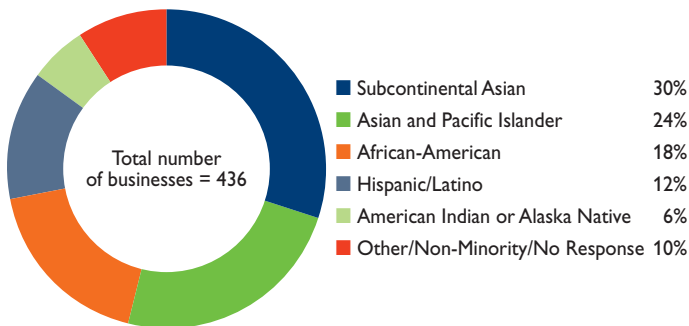
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## Participation in Federal 8(a) Program

The Small Business Administration (SBA)'s 8(a) Business Development Program provides Small Disadvantaged Businesses (SDBs) with technical and management assistance, as well as access to the federal procurement market through sole-source, limited competition contracts and special procurement set-asides. A federal designation, an SDB is a small business that is at least 51 percent owned, controlled and operated by one or more socially and/or economically disadvantaged individuals or stockholders. For more information on 8(a) program eligibility criteria, the application process, other resources and contact information, visit [www.sba.gov/sdb](http://www.sba.gov/sdb).

Nearly 440 Fairfax County firms were participating in the SBA's 8(a) program as of November 2011. Of those firms, 18 percent of the business owners are of African-American descent.

### FAIRFAX COUNTY 8(A) BUSINESS OWNERS BY ETHNICITY



Percent of African-American 8(a) firms that are woman-owned: 27%

Percent of African-American 8(a) firms that are veteran-owned: 19%

### TOP INDUSTRY SECTORS BY PRIMARY NAICS CODE

- 541611 – Management Consulting Services
- 541511 – Custom Computer Programming Services
- 541618 – Other Management Consulting Services

For more detailed information on NAICS codes, visit [www.census.gov/eos/www/naics](http://www.census.gov/eos/www/naics).

## Black Enterprise Service/Industrial 100 List

Four companies headquartered in Fairfax County were named to Black Enterprise magazine's 2011 ranking of the nation's 100 largest African American-owned service/industrial firms, based on 2010 sales. These companies earned more than \$536 million in sales revenue and employed more than 5,800 workers in 2010.

Company	Web site	Industry	Rank
Thompson Hospitality	<a href="http://www.thompsonhospitality.com">www.thompsonhospitality.com</a>	Contract Food Services	10
Communication Technologies, Inc. (COMTek)	<a href="http://www.comtechnologies.com">www.comtechnologies.com</a>	Telecommunications Services, Network Operations	47
InScope Solutions	<a href="http://www.inscopesolutions.com">www.inscopesolutions.com</a>	Technical and Consulting Services	74
Invizion, Inc.	<a href="http://www.invizion.com">www.invizion.com</a>	Technical and Consulting Services	81

### FCEDA SMALL, MINORITY- AND WOMAN-OWNED BUSINESS PROGRAM

The Fairfax County Economic Development Authority (FCEDA) works to strengthen the business environment for small, minority- and woman-owned businesses in Fairfax County. FCEDA services include monthly workshops for business start-ups and business counseling through an arrangement with SCORE. For more information, contact Karen Smaw, director of small and minority business development at the FCEDA, at [ksmaw@fceda.org](mailto:ksmaw@fceda.org).

### COMMUNITY BUSINESS PARTNERSHIP

The Community Business Partnership (CBP) is a cooperative effort of Fairfax County government and the Mason Enterprise Center at the School of Public Policy at George Mason University. CBP offers training and counseling on a variety of small business issues, access to capital, business incubation services and other programs to promote small business start-up and growth. For more information, visit [www.cbponline.org](http://www.cbponline.org).

### NORTHERN VIRGINIA BLACK CHAMBER OF COMMERCE

The Northern Virginia Black Chamber of Commerce creates opportunities for businesses and entrepreneurs to build networks, obtain practical professional development and gain the skill to strategically grow their companies. The chamber delivers products and services that include networking events, seminars and resources. For more information, visit [www.novabcc.org](http://www.novabcc.org).

December 2011