

FAIRFAX COUNTY, VIRGINIA

Asian-Owned Firms



Asian- and Subcontinental Asian-owned businesses make significant contributions and play an important role in Fairfax County's economic growth and prosperity. This report highlights key information on local Asian-owned businesses. Data included here is derived from the 2007 U.S. Census Bureau Survey of Business Owners (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).

FAIRFAX COUNTY ASIAN- AND SUBCONTINENTAL ASIAN-OWNED BUSINESSES AT A GLANCE (2007)

Total Number of Asian-Owned Firms	18,915
Total Sales and Receipts	\$5.3 billion
Firms with Paid Employees	3,923
Sales and Receipts	\$4.6 billion
Employees	30,688
Annual Payroll	\$1.5 billion

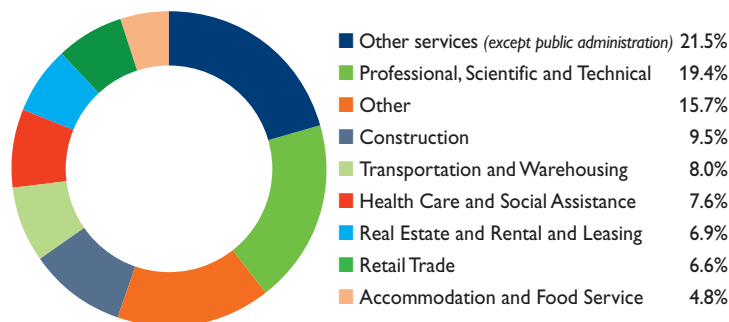
Fairfax County and Virginia

- Fairfax County has more Asian- and Subcontinental Asian-owned firms—42 percent—than any other locality in Virginia. Virginia ranks ninth among all states in the number of firms in these categories.
- Sales and receipts for all Fairfax County Asian-owned firms in 2007 totaled more than \$5.3 billion, representing nearly 40 percent of sales and receipts earned by all of these firms in Virginia.
- Annual payroll for these companies exceeded \$1.5 billion, representing 45 percent of the total payroll for all Asian-owned firms in Virginia.

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

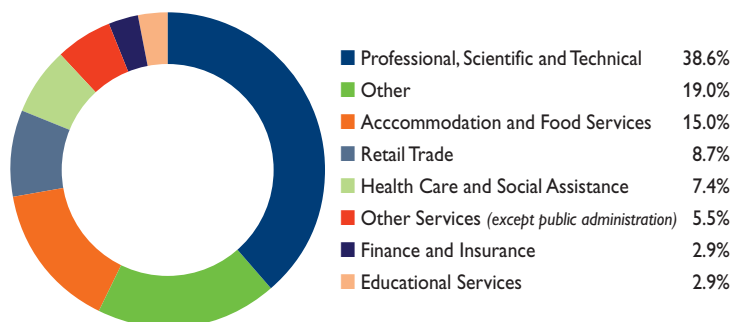
- Fairfax County firms accounted for 27 percent of all Asian-owned businesses located within the Washington–Baltimore Consolidated Statistical Area (CSA). The county is ranked first among all localities in the CSA in the total number of Asian-owned businesses and also in the total number of such firms with paid employees, total sales and receipts, and number of employers.
- Fairfax County firms accounted for 24.6 percent of total sales and receipts, 29.4 percent of annual payroll and 23.0 percent of employees among all Asian-owned firms in the CSA.

ASIAN- AND SUBCONTINENTAL ASIAN-OWNED BUSINESS EMPLOYMENT BY INDUSTRY SECTOR



Note: "Other" includes Educational Services; Finance and Insurance; Arts, Entertainment and Recreation; Wholesale Trade; Information; Manufacturing; and Administrative and Support and Waste Management and Remediation Services.

ASIAN-, SUBCONTINENTAL ASIAN- AND SUBCONTINENTAL ASIAN-OWNED BUSINESS FIRMS BY INDUSTRY SECTOR



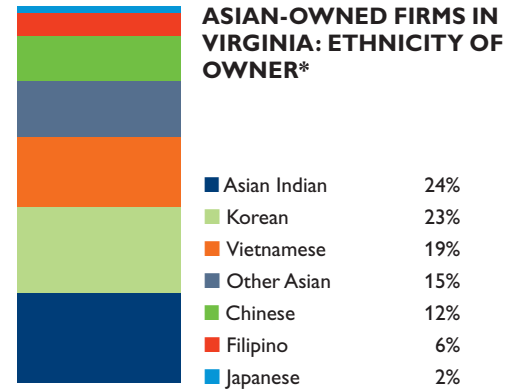
Note: "Other" includes Wholesale Trade; Manufacturing; Construction; Information; Real Estate and Rental and Leasing; Arts, Entertainment and Recreation; Transportation and Warehousing; and Administrative and Support and Waste Management and Remediation Services.

continued >

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.

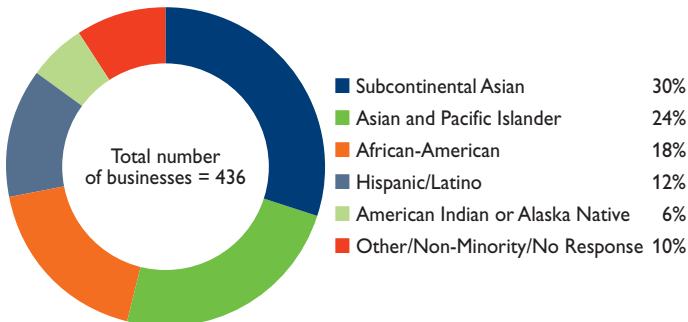
Nearly 440 Fairfax County firms were participating in the SBA's 8(a) program as of November 2011. Of those firms, 54 percent of the business owners are of Asian descent.



*Total may not equal 100 percent due to rounding.

Source: U.S. Census Bureau, 2007 Survey of Business Owners

FAIRFAX COUNTY 8(A) BUSINESS OWNERS BY ETHNICITY



Percent of Asian-, Subcontinental Asian- and Pacific Islander 8(a) firms that are woman-owned: 35%

Percent of Asian-, Subcontinental Asian- and Pacific Islander 8(a) firms that are veteran-owned: 2%

TOP INDUSTRY SECTORS BY PRIMARY NAICS CODE

- 541511 – Custom Computer Programming Services
- 541512 – Computer Systems Design Services
- 541519 – Other Computer Related Services
- 541611 – Management Consulting Services

For more detailed information on NAICS codes, visit www.census.gov/eos/www/naics.

Note: Asian/Pacific Islander descent is defined by the SBA as persons with origins from Japan, China, the Philippines, Vietnam, Korea, Samoa, Guam, U.S. Trust Territory of the Pacific Islands, Commonwealth of the Northern Mariana Islands, Laos, Cambodia, Taiwan, Myanmar (Burma), Thailand, Malaysia, Indonesia, Singapore, Brunei, Micronesia, Macao, Hong Kong, Fiji, Tonga, Kiribati, Tuvalu or Nauru.

Subcontinental Asian descent is defined by the SBA as persons with origins from India, Pakistan, Bangladesh, Sri Lanka, Bhutan, the Maldives Islands and Nepal.

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.

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.

VIRGINIA ASIAN CHAMBER OF COMMERCE

The Virginia Asian Chamber of Commerce works on behalf of more than 44,000 Asian-American-owned companies. The chamber has the dual purpose of fostering economic development in the Virginia Asian-American communities and promoting trade between Virginia and Asia. For more information, visit <http://aabac.org/default.aspx>.

TIE-DC

TiE is a global, not-for-profit network of entrepreneurs and professionals dedicated to the advancement of entrepreneurship. TiE provides a platform for mentoring, networking and education to entrepreneurs and professionals. For more information, visit www.tie.org.

December 2011