

# FAIRFAX COUNTY, VIRGINIA

## Hispanic-/Latino-Owned Businesses



Hispanic/Latino-owned businesses make significant contributions and play an important role in Fairfax County's economic growth and prosperity. This report highlights key information on Hispanic/Latino-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 HISPANIC/LATINO-OWNED BUSINESSES AT A GLANCE (2007)

Total Number of Hispanic/Latino Firms	9,628
Percent of All Firms in Fairfax County	8.8%
Total Sales and Receipts	\$1.8 billion
Firms with Paid Employees	1,039
Sales and Receipts	\$1.5 billion
Employees	14,828
Annual Payroll	\$569.3 million

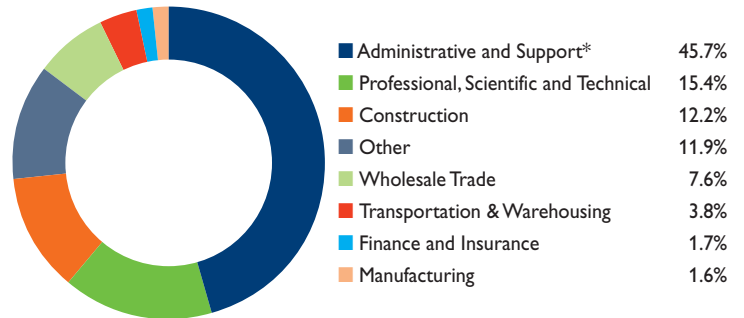
### Fairfax County and Virginia

- With a 33.7 percent share, Fairfax County is home to more Hispanic/Latino-owned firms than any other locality in Virginia. Virginia ranks 11th among all states in the number of Hispanic/Latino-owned firms.
- Sales and receipts for all Fairfax County Hispanic/Latino-owned firms totaled more than \$1.8 billion, representing 31.1 percent of sales and receipts generated by all such firms in Virginia.
- Annual payroll for Fairfax County Hispanic-owned firms totaled \$569.3 million, representing 32 percent of payroll for all Hispanic-owned firms in Virginia.

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

- Fairfax County Hispanic/Latino-owned firms accounted for 19 percent of all Hispanic/Latino-owned businesses located in the Washington/Baltimore Consolidated Statistical Area (CSA).
- Fairfax County Hispanic/Latino-owned firms accounted for 19.4 percent of total sales and receipts, 25.8 percent of annual payroll and 26 percent of all employees among all Hispanic/Latino-owned businesses in the CSA.
- Fairfax County ranked first among all localities within the CSA in total sales and receipts for all Hispanic/Latino-owned firms.

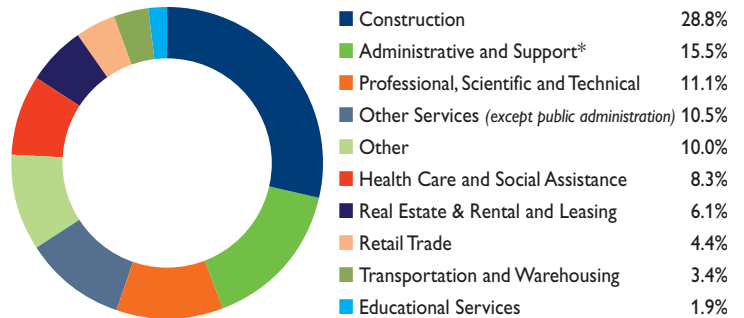
### HISPANIC/LATINO BUSINESS EMPLOYMENT BY INDUSTRY SECTOR



\* Includes Waste Management and Remediation Services

Note: "Other" includes Agriculture; Utilities; Arts, Entertainment and Recreation; Accommodation and Food Services; Retail Trade; Educational Services; Health Care and Social Assistance; Information; and Real Estate and Rental and Leasing.

### HISPANIC/LATINO BUSINESS FIRMS BY INDUSTRY SECTOR



\* Includes Waste Management and Remediation Services

Note: "Other" includes Agriculture; Utilities; Arts, Entertainment and Recreation; Accommodation and Food Services; Educational Services; Finance and Insurance; and Information.

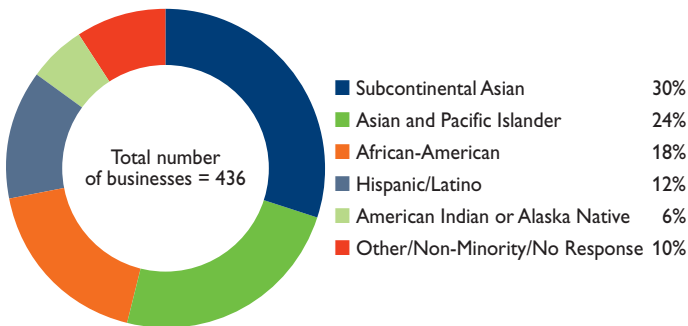
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## Participation in Federal 8(a) Program

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, 12 percent of the business owners are of Hispanic/Latino descent.

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



Percent of Hispanic/Latino 8(a) firms that are woman-owned: 18%

Percent of Hispanic/Latino 8(a) firms that are veteran-owned: 20%

### TOP INDUSTRY SECTORS BY PRIMARY NAICS CODE

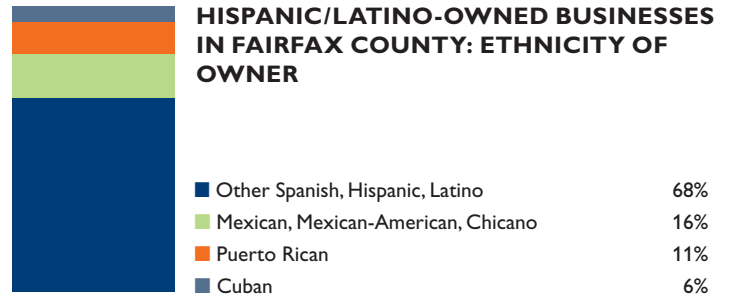
- 541512 – Computer Systems Design Services
- 541511 – Custom Computer Programming Services
- 541611 – Management Consulting Services

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

## Hispanic Business Magazine's 500 Largest Hispanic/Latino-Owned Firms

Hispanic Business magazine's 2011 list of the 500 largest Hispanic/Latino-owned firms ([www.hispanicbusiness.com](http://www.hispanicbusiness.com)) included 10 Fairfax County companies, which generated more than \$593 million in revenue and employed more than 2,600 workers in 2010.

Company	Web Site	Rank
MicroTech LLC	<a href="http://www.microtechllc.com">www.microtechllc.com</a>	18
GeoLogics Corporation	<a href="http://www.geologics.com">www.geologics.com</a>	91
COmputing Technologies, Inc.	<a href="http://www.cots.com">www.cots.com</a>	105
SCI Consulting Services, Inc.	<a href="http://www.sciworld.com">www.sciworld.com</a>	109
Priority One Services, Inc.	<a href="http://www.priorityoneservices.com">www.priorityoneservices.com</a>	145
Communications Resource, Inc.	<a href="http://www.cri-solutions.com">www.cri-solutions.com</a>	196
Citizant	<a href="http://www.citizant.com">www.citizant.com</a>	200
Kemron Environmental Services	<a href="http://www.kemron.com">www.kemron.com</a>	202
MAC Aerospace Corporation	<a href="http://www.macaerospace.com">www.macaerospace.com</a>	444
Engineering Management & Integration	<a href="http://www.em-i.com">www.em-i.com</a>	454



\* Total may not equal 100 percent due to rounding.

### 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. Two CBP counselors speak Spanish. For more information, visit [www.cbponline.org](http://www.cbponline.org).

### VIRGINIA HISPANIC CHAMBER OF COMMERCE

The Virginia Hispanic Chamber of Commerce (VAHCC) provides growth and cultural opportunities for the Hispanic/Latino business community in collaboration with the SBA ([www.sba.gov](http://www.sba.gov)) and the National Capital Minority Business Opportunity Committee ([www.ncmboc.com](http://www.ncmboc.com)). For more information, contact Michel Zajur, chamber president and CEO, at [info@vahcc.com](mailto:info@vahcc.com).

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# FAIRFAX COUNTY

## ECONOMIC DEVELOPMENT AUTHORITY