

# FAIRFAX COUNTY, VIRGINIA

## American Indian- and Alaska Native-Owned Businesses



American Indian- and Alaska Native-owned businesses make significant contributions and play an important role in Fairfax County's economic growth and prosperity. This report highlights key information on American Indian- and Alaska Native-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 AMERICAN INDIAN- AND ALASKA NATIVE-OWNED BUSINESSES AT A GLANCE (2007)

Total Number of American Indian- and Alaska Native-Owned Firms	460
Sales and Receipts	\$66.1 million
Firms with Paid Employees	78
Sales and Receipts	\$54.3 million
Employees	456
Annual Payroll	\$19.9 million

### Fairfax County and Virginia

- Fairfax County American Indian- and Alaska Native-owned firms represent nearly 13.7 percent of all such firms in Virginia—more than any other locality in the Commonwealth.
- Sales and receipts for all Fairfax County American Indian- and Alaska Native-owned firms in 2007 totaled more than \$66.1 million, representing 10.4 percent of sales and receipts earned by all American Indian- and Alaska Native-owned firms in Virginia.
- Annual payroll for Fairfax County American Indian- and Alaska Native-owned firms totaled nearly \$19.9 million, representing 14.7 percent of payroll for all such firms in Virginia.

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

- With a 9.2 percent share, Fairfax County ranked fourth among all localities within the Washington/Baltimore Consolidated Statistical Area (CSA) in the total number of American Indian- and Alaska Native-owned firms.
- Among all jurisdictions in the CSA with American Indian- and Alaska Native-owned firms, Fairfax County ranked fourth in total sales and receipts (with a 10.0 percent share), first in total number of employees (12.0 percent) and fourth in annual payroll (10.9 percent).

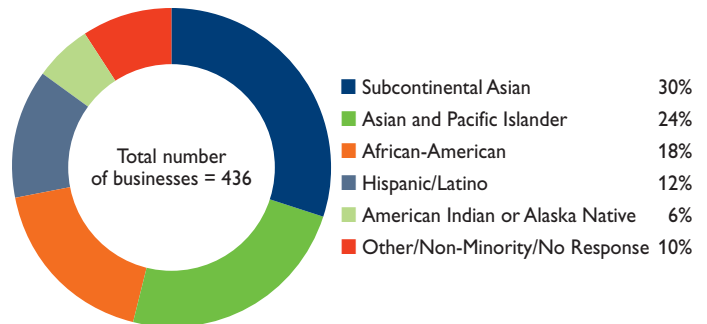
### Participation in Federal 8(a) Program

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, 6 percent of the business owners are of American Indian or Alaska Native descent.

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



Percent of Native American/Alaska Native 8(a) firms that are woman-owned: 8%

Percent of Native American/Alaska Native 8(a) firms that are veteran-owned: 4%

### TOP INDUSTRY SECTORS BY PRIMARY NAICS CODE

- 541512 – Computer Systems Design Services
- 561210 – Facilities Support Services
- 541611 – Administrative Management and General Consulting Services
- 423990 – Other Construction Material Merchant Wholesalers
- 423440 – Other Commercial Equipment Merchant Wholesalers

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

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### **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).

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