

FAIRFAX COUNTY, VIRGINIA

Native Hawaiian- and Other Pacific Islander-Owned Businesses



Native Hawaiian- and Other Pacific Islander-owned businesses make significant contributions and play an important role in Fairfax County's economic growth and prosperity. This report highlights key information on these 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) and the 2010 Central Contractor Registration Dynamic Small Business Search database (http://dsbs.sba.gov/dsbs/dsp_dsbs.cfm).

FAIRFAX COUNTY NATIVE HAWAIIAN AND OTHER PACIFIC ISLANDER-OWNED BUSINESSES AT A GLANCE (2007)

Total No. of Native Hawaiian and Other Pacific Islander-Owned Firms	70
Sales and Receipts	\$87.5 million
Firms with Paid Employees	29
Sales and Receipts	\$86.9 million
Employees	501
Annual Payroll	\$25.1 million

Fairfax County and Virginia

- Fairfax County Native Hawaiian- and Other Pacific Islander-owned firms represent nearly 17 percent of all such firms in Virginia—more than any other locality in the Commonwealth.
- Sales and receipts for all Fairfax County Native Hawaiian- and Other Pacific Islander-owned in 2007 totaled more than \$87.5 million, representing 35.2 percent of sales and receipts earned by all Native Hawaiian- and Pacific Islander-owned firms in Virginia.
- Annual payroll for Fairfax County Native Hawaiian- and Other Pacific Islander-owned firms totaled more than \$25 million, representing 14.7 percent of payroll for all such firms in Virginia.

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

- With a 14.1 percent share, Fairfax County ranked third among all localities within the Washington/Baltimore Consolidated Statistical Area (CSA) in the total number of Native Hawaiian- and Other Pacific Islander-owned firms.
- Native Hawaiian- and Other Pacific Islander-owned firms in Fairfax County accounted for 38 percent of total sales and receipts, 35.7 percent of employment and 32.6 percent of employee payroll for all such firms in the CSA.

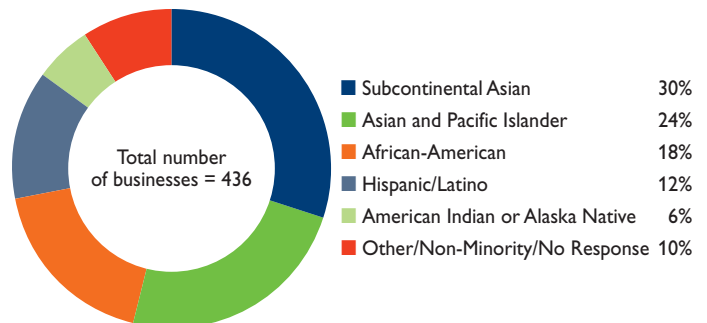
Participation in Federal 8(a) Program

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. **Note: Native Hawaiian- and Other Pacific Islander-owned firms are a subset of the Asian-owned 8(a) business category.**

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.

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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.

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.

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