

FAIRFAX COUNTY, VIRGINIA

Veteran-Owned Businesses



Veteran-owned businesses play an important role in Fairfax County's economic growth and prosperity. More than 12,000 veteran-owned companies are located in Fairfax County. Half of veteran-owned firms registered with the U.S. Small Business Administration (SBA) also designate themselves as service-disabled. This fact sheet highlights statistical information on veteran-owned businesses in Fairfax County and community resources available to support them.

FAIRFAX COUNTY VETERAN-OWNED BUSINESSES AT A GLANCE (2007)

Total Number of Veteran-Owned Firms	12,014
Percent of All Firms in Fairfax County	11%
Total Sales and Receipts	\$6.3 billion
Firms with Paid Employees	2,074
Sales and Receipts	\$5.9 billion
Employees	25,595
Annual Payroll	\$1.7 billion

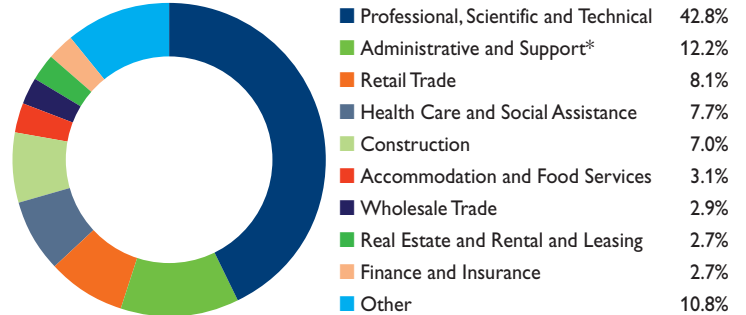
Fairfax County and Virginia

- With a 15 percent share, Fairfax County is home to more veteran-owned firms than any other locality in Virginia.
- Sales and receipts for all Fairfax County veteran-owned businesses totaled more than \$6.3 billion, representing 19.3 percent of sales and receipts generated by all such firms in Virginia.
- Annual payroll for Fairfax County veteran-owned firms totaled \$1.7 billion, representing 24 percent of payroll for all veteran-owned firms in Virginia.

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

- Fairfax County veteran-owned firms accounted for 14.8 percent of all veteran-owned businesses located in the Washington/Baltimore Consolidated Statistical Area (CSA).
- Fairfax County veteran-owned firms accounted for 16.2 percent of total sales and receipts, 19.2 percent of annual payroll and 12.7 percent of employees among all veteran-owned businesses in the CSA.
- Fairfax County has more veteran-owned firms than any other locality within the CSA.

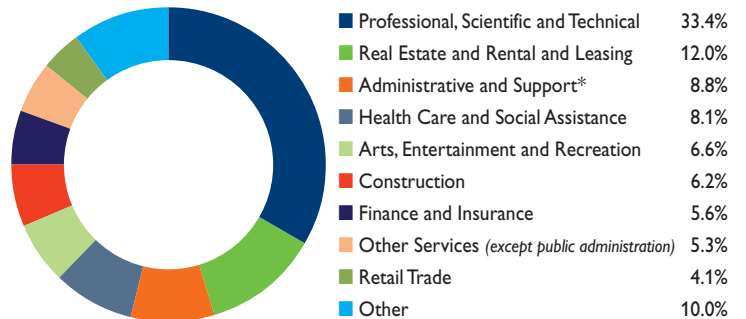
VETERAN BUSINESS EMPLOYMENT BY INDUSTRY SECTOR



* Includes Waste Management and Remediation Services

Note: "Other" includes Education Services; Manufacturing; Information; Arts, Entertainment and Recreation; Transportation and Warehousing; and Other Services (except Public Administration).

VETERAN BUSINESS FIRMS BY INDUSTRY SECTOR



* Includes Waste Management and Remediation Services

Note: "Other" includes Education Services; Information; Wholesale Trade; Manufacturing; Accommodation and Food Services; and Transportation and Warehousing.

Largest Veteran-Owned Federal Contractors Performing Work in Fairfax County

Listed to the right are the 10 largest veteran-owned federal contractors performing work in Fairfax County. Total contract awarded to these firms in FY2010 exceeded \$1.2 billion. Companies are ranked by federal procurement dollars obligated in FY2010. With the exception of Aegis Mission Essential Personnel, all of these firms are headquartered in Fairfax County.

* Service-disabled ♦ African American ● Hispanic ■ Asian American

1. Aegis Mission Essential Personnel, LLC *	www.missionep.com
2. Metters Industries, Inc. ♦	www.matters.com
3. Four Points Technology *	www.4points.com
4. Military Personnel Services, Inc. *	www.mpscr.com
5. MicroTech, LLC * ●	www.microtech.net
6. Technology Automation & Management, Inc.	www.teamconsult.com
7. LS Technologies, LLC ■	www.lstechllc.com
8. CRAssociates, Inc.	www.crassoc.com
9. Communication Technologies, Inc. (COMTek) ♦	www.comtechnologies.com
10. Mandex, Inc. *	www.mandex.com

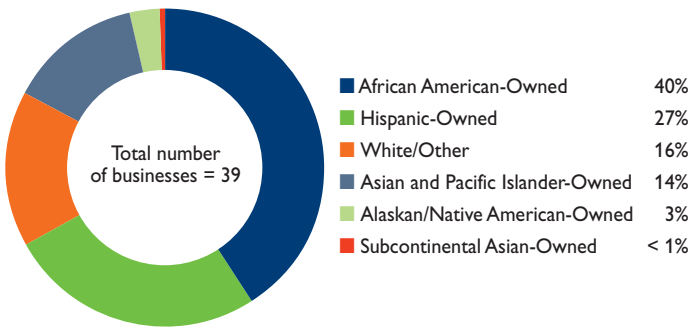
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Participation in Federal 8(a) Program

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.

Nearly 440 Fairfax County firms were participating in the SBA's 8(a) program as of November 2011. Of those firms, 9 percent of the business owners are veteran-owned.

8(A) VETERAN AND SERVICE-DISABLED BUSINESS OWNERSHIP BY ETHNICITY



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

TOP INDUSTRY SECTORS BY PRIMARY NAICS CODE

541330	Engineering Services
541511	Custom Computer Programming Services
541611	Management Consulting Services

Source: 2011 Central Contractor Registration, Dynamic Small Business Search Database (http://dsbs.sba.gov/dsbs/dsp_dsbs.cfm).

Community Resources

FEDERAL/STATE/LOCAL GOVERNMENT RESOURCES

- Virginia Small Business Development Network – www.vetbizresourcecenter.com/index.html
- U.S. Department of Veteran Affairs, Center for Veterans Enterprise – www.vetbiz.gov
- U.S. Small Business Administration, Office of Veterans Business Development – www.sba.gov/about-offices-content/1/2985

FINANCIAL ASSISTANCE PROGRAMS FOR VETERANS

- SBA's Patriot Express Pilot Loan Initiative – www.sba.gov/content/express-programs

VETERAN-OWNED BUSINESS ORGANIZATIONS

Veteran

- National Veteran-Owned Business Association – www.navoba.com
- National Veteran Business Development Corporation (The Veterans Corporation) – www.veteranscorp.org
- Veteran and Military Business Owners Association (VAMBOA) – www.vamboa.org

Service-Disabled

- Disabled American Veterans – www.dav.org
- The Association for Service Disabled Veterans (ASDV) – www.asdv.org/index2.cfm
- The Elite Service Disabled Veteran Owned Business Network of Virginia – <http://vaelitesdvob.org/main.htm>
- Service-Disabled Veteran-Owned Small Business Council (SDVOSB) – www.sdvosb-council.org
- Entrepreneurship Bootcamp for Veterans with Disabilities – www.ebvfoundation.org

Female Veteran-Owned

- Women Veterans Business Center (Houston, TX) – www.WomenVeteransBusinessCenter.org

FCEDA SMALL, MINORITY- AND WOMAN-OWNED BUSINESS PROGRAM

The Fairfax County Economic Development Authority (FCEDA) works to strengthen the business environment for small and minority-, woman- and veteran-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.

VIRGINIA SMALL BUSINESS DEVELOPMENT CENTER NETWORK

The Virginia SBDC Network (www.virginiasbdc.org) provides business assistance, counseling and training to growing companies and aspiring entrepreneurs at multiple locations throughout northern Virginia. The SBDC Network also maintains a web site – VET-BIZ Resource Center: www.vetbizresourcecenter.com/index.html - that informs and educates veteran business owners about resources available specifically for them.

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