

# FAIRFAX COUNTY, VIRGINIA

## Woman-Owned Businesses



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

Total Number of Woman-Owned Firms	34,242
Percent of All Firms in Fairfax County	31.2%
Total Sales and Receipts	\$5.8 billion
Firms with Paid Employees	4,465
Sales and Receipts	\$4.7 billion
Employees	34,274
Annual Payroll	\$1.6 billion

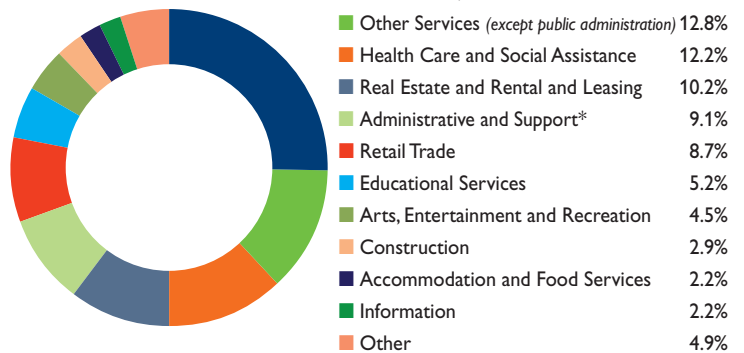
### Fairfax County and Virginia

- Fairfax County is home to more woman-owned firms than any other locality in Virginia, representing 18 percent of all woman-owned firms in Virginia.
- Sales and receipts for all Fairfax County woman-owned totaled more than \$5.8 billion, representing 19 percent of sales and receipts earned by all woman-owned firms in Virginia.
- Annual payroll for Fairfax County woman-owned firms accounted for 24 percent of payroll for all woman-owned firms in Virginia.

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

- Fairfax County woman-owned firms represented 13 percent of all woman-owned firms in the Washington/Baltimore Consolidated Statistical Area (CSA).
- Fairfax County woman-owned firms accounted for 15 percent of total sales and receipts and 16 percent of annual payroll of all woman-owned firms in the CSA.

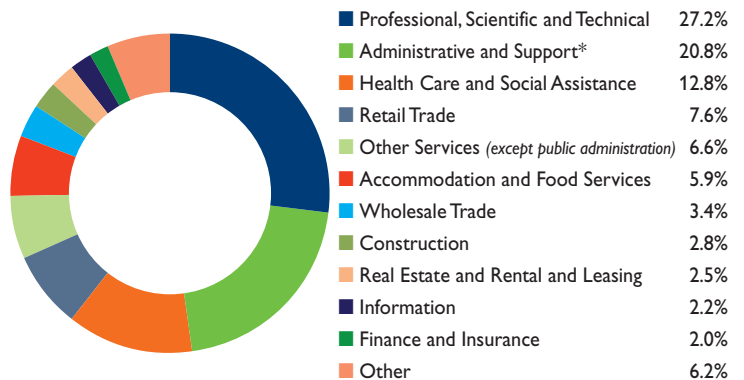
### WOMAN-OWNED BUSINESS EMPLOYMENT BY INDUSTRY SECTOR



\* Includes Waste Management and Remediation Services

Note: "Other" includes Finance and Insurance; Transportation and Warehousing; Wholesale Trade; Manufacturing; and Utilities.

### WOMAN-OWNED BUSINESS FIRMS BY INDUSTRY SECTOR



\* Includes Waste Management and Remediation Services

Note: "Other" includes Manufacturing; Arts, Entertainment and Recreation; Educational Services; and Transportation and Warehousing.

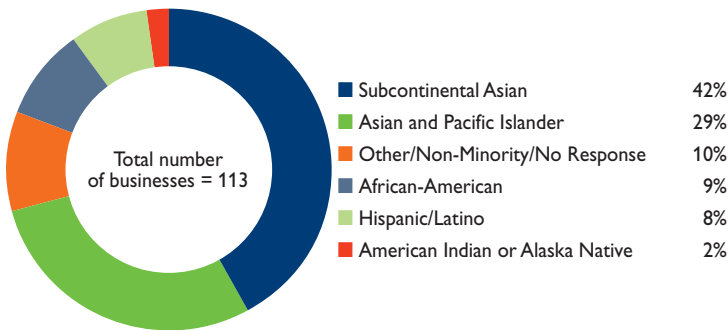
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## Participation in Federal 8(a) Program

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, 26 percent of the business owners are women.

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



### TOP INDUSTRY SECTORS BY PRIMARY NAICS CODE

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

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

## Women Presidents' Organization and American Express OPEN 50 Fastest Growing Women-Owned/Led Companies in North America.

Women Presidents' Organization and American Express OPEN's 2011 list of 50 Fastest Growing Women-Owned/Led Companies included two Fairfax County woman-owned or -led companies, which generated \$16.9 million in revenue in 2011. Companies were ranked according to a sales growth formula that combines percentage and absolute growth.

Company Name	Web Site	Rank
Ampcus, Inc.	<a href="http://www.ampcus.com">www.ampcus.com</a>	26
Office Remedies, Inc.	<a href="http://www.officeremediesinc.com">www.officeremediesinc.com</a>	32

## Women-Owned Small Business Federal Contract 8(m) Program

The Women-Owned Small Business Federal Contract Program allows agency contracting officers to set aside certain federal contracts for eligible women-owned small businesses or economically disadvantaged women-owned small businesses in designated industry categories. For additional information on this program and steps on how to participate, visit [www.sba.gov/content/contracting-opportunities-women-owned-small-businesses](http://www.sba.gov/content/contracting-opportunities-women-owned-small-businesses).

### 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).

### WOMEN'S BUSINESS CENTER OF NORTHERN VIRGINIA

The Women's Business Center ([www.wbcnova.org](http://www.wbcnova.org)) is funded through a grant from the SBA and is a cooperative effort of Fairfax County government, the Community Business Partnership and the Mason Enterprise Center of George Mason University. The center provides counseling and training in financing, management, procurement and marketing at minimal cost to small business start-up clients. A special focus of the center is to serve minority and socially disadvantaged women, new Americans and others who want to learn the basic skills necessary to start a small or home-based business. For more information, call 703-778-9222 or e-mail [info@wbcnova.org](mailto:info@wbcnova.org).

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