

FAIRFAX COUNTY, VIRGINIA

An Overview for International Firms



Situated along the eastern seaboard and bordering Washington, D.C., Fairfax County, Virginia is one of the leading technology centers in the United States. This fact sheet presents a brief summary of up-to-date facts, figures and superlatives about Fairfax County's business community that are of particular significance to international firms thinking of establishing a presence here. For more information, visit www.fairfaxcountyeda.org.

Fairfax County Facts

Twenty-six of the top 100 federal contractors are based or have U.S. headquarters in Fairfax County. (*Washington Technology*)

More than \$24 billion in U.S. government contracts were awarded to Fairfax County companies in fiscal year 2010. (*U.S. Census Bureau*)

Twenty-four of the top 50 largest technology employers in the Washington, D.C., region are in Fairfax County. (*Washington Business Journal*)

Thirteen of the 25 largest telecommunications employers in the Washington area are headquartered in Fairfax County. (*Washington Business Journal*)

Fairfax County is home to nine Fortune 500 company headquarters: Booz Allen Hamilton, Capital One Financial, CSC, Freddie Mac, Gannett, General Dynamics, NII Holdings, Northrop Grumman and Science Applications International Corporation (SAIC). (*Fortune*)

With 113 million square feet of office space, Fairfax County is the largest commercial office market in metropolitan Washington, D.C., and the largest office space market in Virginia. (*Fairfax County Economic Development Authority*)

Washington Dulles International Airport is one of the largest transatlantic gateways on the East Coast, serving 48 international destinations. The airport served more than 6.2 million international passengers in 2010. (*Metropolitan Washington Airports Authority*)

An International Business Community

Foreign-owned firms are one of the fastest growing segments of Fairfax County's business community. **The county is home to more than 375 foreign-owned firms from 40 countries**—more than any other jurisdiction in the Washington area. (*Fairfax County Economic Development Authority*)

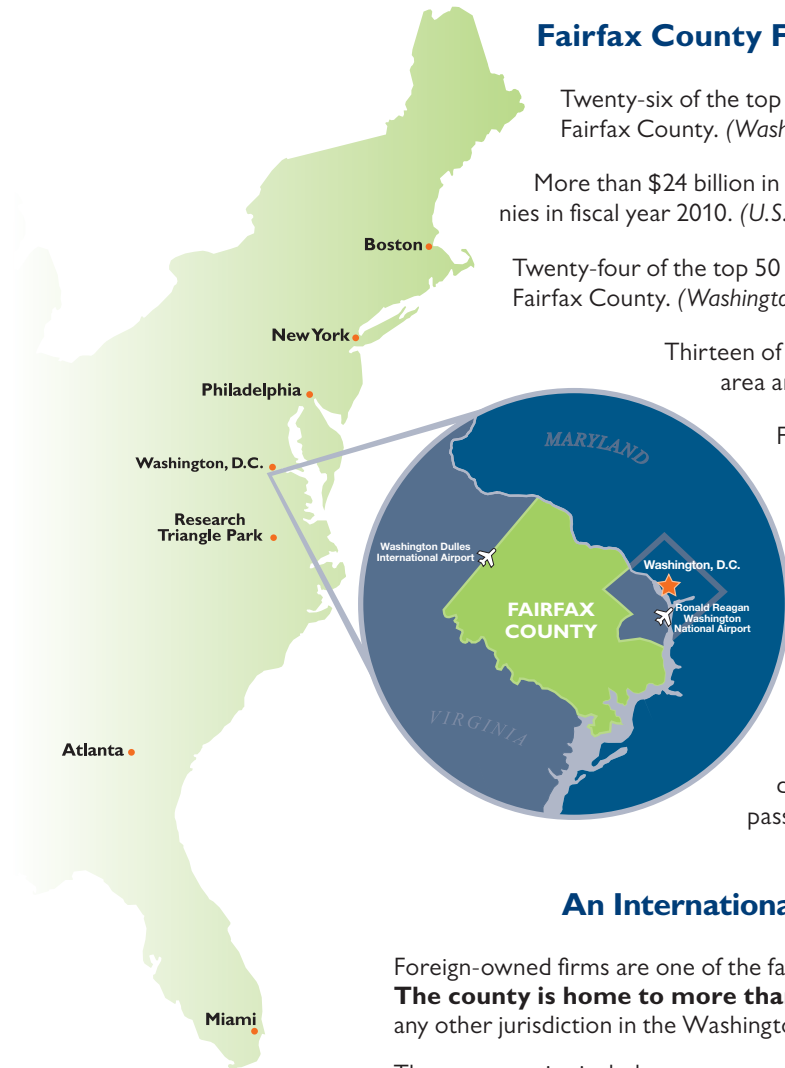
These companies include:

- Airbus North America Holdings (France)
- BAE Systems (UK)
- CGI (Canada)
- China Telecom (China)
- EADS (France)
- Elbit North America (Israel)
- GateGourmet (Switzerland)
- Handysoft (Korea)
- NEC America (Japan)
- QinetiQ-NA (UK)
- Rolls Royce NA (UK)
- Software AG (Germany)
- Spacenet (Israel)
- Tata Communications (India)
- Volkswagen of America (Germany)

Fairfax County is the only county in the U.S. with six worldwide marketing offices: Bangalore, London, Los Angeles, Munich, Seoul and Tel Aviv. (*Fairfax County Economic Development Authority*). These offices, as well as the International Marketing Division in the home office, specifically work with the needs of foreign-owned firms interested in making investments in Fairfax County.

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FAIRFAX COUNTY
ECONOMIC DEVELOPMENT AUTHORITY



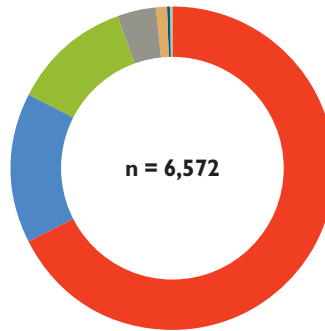
The Tech Capital

Fairfax County's technology-based economy is growing exponentially. With thousands of technology companies spanning a variety of sectors, firms from across America and around the world are choosing to locate their businesses in Fairfax County.

Fairfax County is home to a diverse mix of technology-driven businesses. **More than 6,700 technology establishments directly employ more than 144,000 people here**—more than one in four jobs countywide and the largest concentration of technology jobs among major U.S. markets.

Many nationally and internationally recognized technology market leaders are either headquartered or have a major operational presence in the county. (*Virginia Economic Commission, FCEDA*)

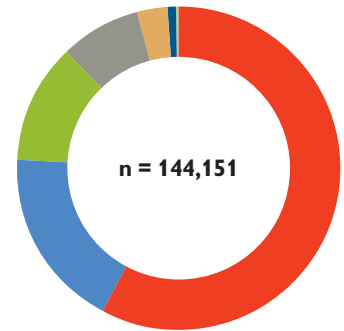
BUSINESS ESTABLISHMENTS IN FAIRFAX COUNTY BY TECHNOLOGY SECTOR



Information Technology Services	68%
Technology Management Consulting	15%
R&D Technical Services	12%
Telecommunications	4%
Energy and Environmental Services	1%
Biomedical	< 1%
Information Technology Equipment	< 1%

Sources: Virginia Economic Commission 2010 data; FCEDA

TECHNOLOGY JOBS IN FAIRFAX COUNTY BY SECTOR



Information Technology Services	58%
R&D Technical Services	18%
Technology Management Consulting	12%
Telecommunications	8%
Energy and Environmental Services	3%
Biomedical	1%
Information Technology Equipment	< 1%

Sources: Virginia Economic Commission 2010 data; FCEDA

About the Fairfax County Economic Development Authority

The Fairfax County Economic Development Authority (FCEDA) assists businesses interested in locating or expanding commercial office or industrial operations in Fairfax County. The services of the FCEDA are free and confidential and include:

- Identifying and showing possible location options in the county.
- Providing information on the county's commercial real estate market.
- Assisting businesses with building and planning processes and zoning regulations.
- Providing information to employees relocating to the county.
- Providing current market information about Fairfax County, the Commonwealth of Virginia and metropolitan Washington, D.C.
- Helping entrepreneurs obtain venture capital funding.

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