

# EMERGING MARKETS

*Fairfax  
County*  
VIRGINIA USA



## African American-Owned Businesses

African American-owned businesses make significant contributions and play an important role in Fairfax County's economic growth and prosperity. This report highlights key information on African American-owned businesses in Fairfax County.

Data included here is derived from the 2002 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 2008 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 and Virginia

- Fairfax County is home to more African American-owned firms than any other locality in Virginia. Fairfax County firms represent 12.4 percent of all African American-owned firms in Virginia.
- Sales and receipts for all Fairfax County African American-owned firms totaled \$1.1 billion, representing 28.6 percent of sales and receipts earned by all such firms in Virginia.
- Annual payroll for Fairfax County African American-owned firms accounted for 35.2 percent of payroll for all Virginia African American-owned businesses.

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

- Fairfax County African American-owned firms represented 5.5 percent of all African American-owned firms in the Washington, D.C.–Baltimore Consolidated Metropolitan Statistical Area (CMSA).
- Fairfax County African American-owned firms accounted for 15 percent of total sales and receipts and 17 percent of annual payroll of all African American-owned firms in the CMSA.

### Fairfax County African American-Owned Businesses at a Glance (2002)

|   |                        |
|---|------------------------|
| Total Number of African-American Firms..... | <b>5,091</b>           |
| Sales and Receipts.....                     | <b>\$1.06 billion</b>  |
| Firms with Paid Employees.....              | <b>467</b>             |
| Sales and Receipts.....                     | <b>\$933.7 million</b> |
| Employees.....                              | <b>8,481</b>           |
| Annual Payroll.....                         | <b>\$365.2 million</b> |

### 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).

More than 440 Fairfax County firms were participating in the 8(a) program as of October 2008. Of those firms, 21 percent of the business owners are of African-American descent.

### Fairfax County 8(a) Business Owners by Ethnicity (n=442)

|                                       |            |
|---------------------------------------|------------|
| Asian and Pacific Islander.....       | <b>28%</b> |
| Subcontinental Asian.....             | <b>25%</b> |
| <b>African-American.....</b>          | <b>21%</b> |
| Hispanic/Latino.....                  | <b>12%</b> |
| Non-Minority/No Response.....         | <b>9%</b>  |
| American Indian or Alaska Native..... | <b>5%</b>  |

**Percent of African-American 8(a) Firms that are Woman-Owned..... 38%**

### Top Three Industry Sectors by Primary NAICS Code

- 1) 541611 – Management Consulting Services
- 2) 541511 – Custom Computer Programming Services
- 3) 541512 – Computer Systems Design Services  
541519 – Other Computer-Related Services

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**FAIRFAX COUNTY**  
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## Black Enterprise Service/Industrial 100 List

Five technology companies headquartered in Fairfax County were named to *Black Enterprise* magazine's 2008 ranking of the nation's 100 largest African American-owned service/industrial firms, based on 2007 sales. These companies earned more than \$530.65 million in sales revenue and employed 8,155 workers in 2007.

| Company   | Web site   | Industry   | Rank |
|---|--|--|------|
| Thompson Hospitality .....                      | <a href="http://www.thompsonhospitality.com">www.thompsonhospitality.com</a> ..... | Contract Food Services .....                               | 23   |
| Universal Systems & Technology (UNITECH) .....  | <a href="http://www.unitech1.com">www.unitech1.com</a> .....                       | Multimedia Training, Systems Engineering and Telecom ..... | 44   |
| Omniplex World Services Corp. ....              | <a href="http://www.omniplex.com">www.omniplex.com</a> .....                       | Facilities Operations, Security and Investigations .....   | 48   |
| Communication Technologies, Inc. (COMTek) ..... | <a href="http://www.comtechnologies.com">www.comtechnologies.com</a> .....         | Telecommunications Services, Network Operations .....      | 64   |
| CMI Management, Inc. ....                       | <a href="http://www.cmimgmt.com">www.cmimgmt.com</a> .....                         | Technical and Consulting Services .....                    | 80   |

**Note:** Lockheed Martin announced plans to acquire UNITECH. The deal is expected to close in early 2009.

### 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 in 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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# FAIRFAX COUNTY

## ECONOMIC DEVELOPMENT AUTHORITY

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## Asian- and Pacific Islander-Owned Businesses

Asian- and 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 Asian- and Pacific Islander-owned businesses in Fairfax County. Data included here is derived from the 2002 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 2008 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 and Virginia

- Fairfax County has more Asian- and Pacific Islander-owned firms—47 percent—than any other locality in Virginia. Virginia ranks ninth among all states in the number of Asian- and Pacific Islander-owned firms.
- Sales and receipts for all Fairfax County Asian- and Pacific Islander-owned firms in 2002 totaled more than \$3.2 billion, representing nearly 41 percent of sales and receipts earned by all Asian- and Pacific Islander-owned firms in Virginia.
- Annual payroll for Fairfax County Asian- and Pacific Islander-owned firms exceeded \$922 million, representing 45 percent of the total payroll for all such firms in Virginia.

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

- Fairfax County firms accounted for 28.7 percent of all Asian and Pacific Islander-owned businesses located within the Washington–Baltimore Consolidated Metropolitan Statistical Area (CMSA). The county is ranked first among all localities in the CMSA not only in the total number of Asian- and Pacific Islander-owned firms, but also in the total number of such firms with paid employees and total sales and receipts.
- Fairfax County firms accounted for 24.5 percent of total sales and receipts, 29.2 percent of annual payroll and 25.5 percent of employees among all Asian- and Pacific Islander-owned firms in the CMSA.

**Note:** Asian/Pacific Islander descent is defined by the SBA as persons with origins from Japan, China, the Philippines, Vietnam, Korea, Samoa, Guam, U.S. Trust Territory of the Pacific Islands, Commonwealth of the Northern Mariana Islands, Laos, Cambodia, Taiwan, Myanmar (Burma), Thailand, Malaysia, Indonesia, Singapore, Brunei, Micronesia, Macao, Hong Kong, Fiji, Tonga, Kiribati, Tuvalu or Nauru. Subcontinental Asian descent is defined by the SBA as persons with origins from India, Pakistan, Bangladesh, Sri Lanka, Bhutan, the Maldives Islands and Nepal.

### Fairfax County Asian- and Pacific Islander-Owned Businesses at a Glance (2002)

|  |                      |
|--|----------------------|
| Total Number of Asian- and Pacific Islander-Owned Firms..... | <b>14,311</b>        |
| Total Sales and Receipts.....                                | <b>\$3.2 billion</b> |
| Firms with Paid Employees.....                               | <b>2,856</b>         |
| Sales and Receipts.....                                      | <b>\$2.7 billion</b> |
| Employees.....   | <b>25,033</b>        |
| Annual Payroll.....  | <b>\$922 million</b> |

### 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).

More than 440 Fairfax County firms were participating in the SBA's 8(a) program as of October 2008. Of those firms, 53 percent of the business owners are of Asian/Pacific Islander and subcontinental Asian descent.

### Fairfax County 8(a) Business Owners by Ethnicity (n=442)

|  |            |
|--|------------|
| <b>Asian and Pacific Islander.....</b> | <b>28%</b> |
| <b>Subcontinental Asian .....</b>      | <b>25%</b> |
| African-American.....                  | <b>21%</b> |
| Hispanic/Latino.....                   | <b>12%</b> |
| Non-Minority/No Response.....          | <b>9%</b>  |
| American Indian or Alaska Native.....  | <b>5%</b>  |

**Percent of Asian/Pacific Islander and Subcontinental Asian 8(a) Firms that are Woman-Owned..... 38%**

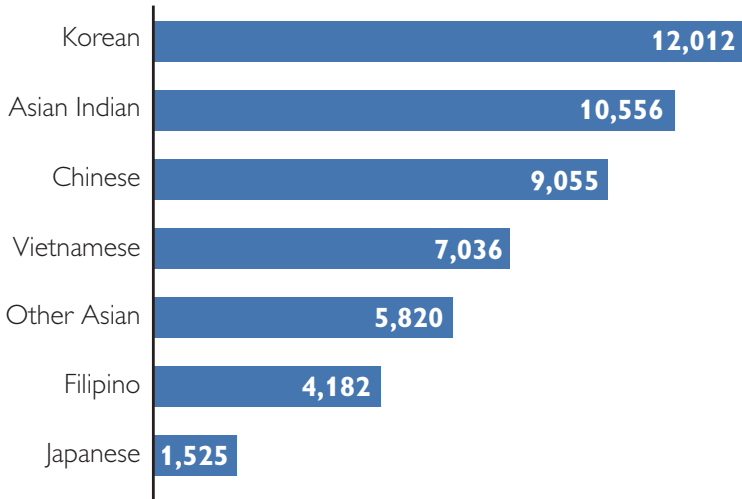
### Top Three Industry Sectors by Primary NAICS Code

- 1) 541511 – Custom Computer Programming Services
- 2) 541512 – Computer Systems Design Services
- 3) 541611 – Management Consulting Services

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## Asian- & Pacific Islander-Owned Firms in Virginia: Ethnicity of Owner (n=50,186)



Source: U.S. Census Bureau, 2002 Survey of Business Owners

## 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

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## Hispanic/Latino-Owned Businesses

Hispanic/Latino-owned businesses make significant contributions and play an important role in Fairfax County's economic growth and prosperity. This report highlights key information on Hispanic/Latino-owned businesses in Fairfax County.

Data included here is derived from the 2002 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 2008 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 and Virginia

- With a 38.5 percent share, Fairfax County is home to more Hispanic/Latino-owned firms than any other locality in Virginia. Virginia ranks 10<sup>th</sup> among all states in the number of Hispanic/Latino-owned firms.
- Sales and receipts for all Fairfax County Hispanic/Latino-owned firms totaled more than \$1.1 billion, representing 31.9 percent of sales and receipts generated by all such firms in Virginia.
- Annual payroll for Fairfax County Hispanic-owned firms totaled nearly \$336 million, representing 42 percent of payroll for all Hispanic-owned firms in Virginia.

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

- Fairfax County Hispanic/Latino-owned firms accounted for 22.5 percent of all Hispanic/Latino-owned businesses located in the Washington/Baltimore Consolidated Metropolitan Statistical Area (CMSA).
- Fairfax County Hispanic/Latino-owned firms accounted for 20.4 percent of total sales and receipts, 25.8 percent of annual payroll and 25.5 percent of all employees among all Hispanic/Latino-owned businesses in the CMSA.
- Fairfax County ranked first among all localities within the CMSA in total sales and receipts for all Hispanic/Latino-owned firms.

### Fairfax County Hispanic/Latino-Owned Businesses at a Glance (2002)

|   |                        |
|---|------------------------|
| Total Number of Hispanic/Latino Firms ..... | <b>7,302</b>           |
| Total Sales and Receipts.....               | <b>\$1.1 billion</b>   |
| Firms with Paid Employees.....              | <b>727</b>             |
| Sales and Receipts.....                     | <b>\$850 million</b>   |
| Employees.....                              | <b>10,422</b>          |
| Annual Payroll.....                         | <b>\$335.7 million</b> |

### 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).

More than 440 Fairfax County firms were participating in the SBA's 8(a) program as of October 2008. Of those firms, 12 percent of the business owners are of Hispanic/Latino descent.

### Fairfax County 8(a) Business Owners by Ethnicity (n=442)

|                                       |            |
|---------------------------------------|------------|
| Asian and Pacific Islander.....       | <b>28%</b> |
| Subcontinental Asian.....             | <b>25%</b> |
| African-American.....                 | <b>21%</b> |
| <b>Hispanic/Latino.....</b>           | <b>12%</b> |
| Non-Minority/No Response.....         | <b>9%</b>  |
| American Indian or Alaska Native..... | <b>5%</b>  |

**Percent of Hispanic/Latino 8(a) Firms that are Woman-Owned ..... 29%**

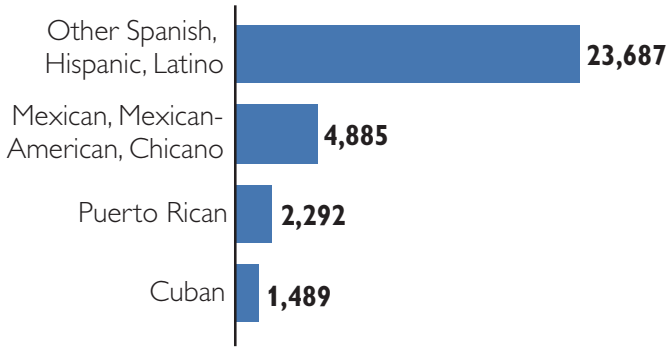
### Top Three Industry Sectors by Primary NAICS Code

- 1) 541512 – Computer Systems Design Services
- 2) 541511 – Custom Computer Programming Services
- 3) 541611 – Management Consulting Services

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## Hispanic/Latino-Owned Businesses in the Washington, D.C./Baltimore CMSA: Ethnicity of Owner



Source: U.S. Census Bureau, 2002 Survey of Business Owners

## Hispanic Business Magazine's 500 Largest Hispanic/Latino-Owned Firms

Hispanic Business magazine's 2008 list of the 500 largest Hispanic/Latino-owned firms ([www.hispanicbusiness.com](http://www.hispanicbusiness.com)) included 12 Fairfax County companies, which generated \$400 million in revenue and employed 4,895 workers in 2007.

| Company                              | Web Site   | Rank |
|--------------------------------------|--|------|
| MVM, Inc.                            | <a href="http://www.mvminc.com">www.mvminc.com</a>                           | 42   |
| GeoLogics Corporation                | <a href="http://www.geologics.com">www.geologics.com</a>                     | 88   |
| Tessada & Associates                 | <a href="http://www.tessada.com">www.tessada.com</a>                         | 91   |
| Priority One Services, Inc.          | <a href="http://www.priorityoneservices.com">www.priorityoneservices.com</a> | 141  |
| COMputing TechnologES, Inc.          | <a href="http://www.cots.com">www.cots.com</a>                               | 147  |
| Kemron Environmental Services        | <a href="http://www.kemron.com">www.kemron.com</a>                           | 159  |
| SCI Consulting Services, Inc.        | <a href="http://www.sciworld.com">www.sciworld.com</a>                       | 211  |
| Citizant                             | <a href="http://www.citizant.com">www.citizant.com</a>                       | 303  |
| Engineering Management & Integration | <a href="http://www.em-i.com">www.em-i.com</a>                               | 356  |
| MicroTech LLC                        | <a href="http://www.microtechllc.com">www.microtechllc.com</a>               | 405  |
| MAC Aerospace Corporation            | <a href="http://www.macaerospace.com">www.macaerospace.com</a>               | 476  |

## 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 in 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. Two CBP counselors speak Spanish. For more information, visit [www.cbponline.org](http://www.cbponline.org).

## Virginia Hispanic Chamber of Commerce

The Virginia Hispanic Chamber of Commerce (VAHCC) provides growth and cultural opportunities for the Hispanic/Latino business community in collaboration with the SBA ([www.sba.gov](http://www.sba.gov)) and the National Capital Minority Business Opportunity Committee ([www.ncmboc.com](http://www.ncmboc.com)). For more information, contact Michel Zajur, President and CEO, at [info@vahcc.com](mailto:info@vahcc.com).

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## 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 2002 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 2008 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 and Virginia

- Fairfax County American Indian- and Alaska Native-owned firms represent nearly 18 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 2002 totaled more than \$97.6 million, representing 20.8 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 \$26 million, representing 23.4 percent of payroll for all such firms in Virginia.

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

- With a 10.1 percent share, Fairfax County ranked third among all localities within the Washington/Baltimore Consolidated Metropolitan Statistical Area (CMSA) in the total number of American Indian- and Alaska Native-owned firms.
- Among all jurisdictions in the CMSA with American Indian and Alaska Native firms, Fairfax County ranked third in total sales and receipts (with a 14.5 percent share) and second in total number of employees (14.3 percent) and annual payroll (12.9 percent).

#### 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. Services include monthly workshops for business start-ups and business counseling through an arrangement with SCORE. For more information, contact Karen Smaw, FCEDA director of small and minority business development, at [ksmaw@fceda.org](mailto:ksmaw@fceda.org).

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### Participation in Federal 8(a) Program

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More than 440 Fairfax County firms were participating in the 8(a) program as of October 2008. Of those firms, 5 percent of the business owners are of American Indian or Alaska Native descent.

#### Fairfax County 8(a) Business Owners by Ethnicity (n=442)

|  |            |
|--|------------|
| Asian and Pacific Islander .....   | <b>28%</b> |
| Subcontinental Asian.....  | <b>25%</b> |
| African-American.....  | <b>21%</b> |
| Hispanic/Latino.....   | <b>12%</b> |
| Non-Minority/No Response .....   | <b>9%</b>  |
| <b>American Indian or Alaska Native .....</b>  | <b>5%</b>  |
| <b>Percent of American Indian/Alaska Native 8(a) Firms that are Woman-Owned.....</b> | <b>10%</b> |

#### Top Three Industry Sectors by Primary NAICS Code

- 1) 541512 – Computer Systems Design Services
- 2) 561210 – Facilities Support Services
- 3) 541612 – Human Resources and Executive Search Consulting Services
  - 423450 – Medical, Dental, and Hospital Equipment and Supplies Merchant Wholesalers
  - 423440 – Other Commercial Equipment Merchant Wholesalers

#### Fairfax County American Indian- and Alaska Native-Owned Businesses at a Glance (2002)

|   |                       |
|---|-----------------------|
| Total Number of American Indian- and Alaska Native-Owned Firms..... | <b>475</b>            |
| Sales and Receipts.....   | <b>\$97.7 million</b> |
| Firms with Paid Employees.....                                      | <b>77</b>             |
| Sales and Receipts.....   | <b>\$81 million</b>   |
| Employees.....  | <b>743</b>            |
| Annual Payroll.....   | <b>\$26.1 million</b> |

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## 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 2002 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 2008 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 and Virginia

- Fairfax County is home to more woman-owned firms than any other locality in Virginia, representing 19 percent of all woman-owned firms in Virginia.
- Sales and receipts for all Fairfax County woman-owned totaled more than \$4.1 billion, representing 18 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 14.6 percent of all woman-owned firms in the Washington/Baltimore Consolidated Metropolitan Statistical Area (CMSA).
- Fairfax County woman-owned firms accounted for 14.5 percent of total sales and receipts and 16 percent of annual payroll of all woman-owned firms in the CMSA.

#### 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. 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).

#### 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).

### 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).

More than 440 Fairfax County firms were participating in the 8(a) program as of October 2008. Of those firms, 38 percent of the business owners were women.

### Fairfax County Woman 8(a) Business Owners by Ethnicity (n=168)

|                                       |     |
|---------------------------------------|-----|
| Asian and Pacific Islander .....      | 28% |
| Subcontinental Asian.....             | 24% |
| African-American.....                 | 21% |
| Non-Minority/No Response.....         | 17% |
| Hispanic/Latino.....                  | 10% |
| American Indian or Alaska Native..... | 1%  |

### Top Three Industry Sectors by Primary NAICS Code

- 1) 541511 – Custom Computer Programming Services
- 2) 541611 – Management Consulting Services
- 3) 541512 – Computer Systems Design Services

### Fairfax County Woman-Owned Businesses at a Glance (2002)

|  |               |
|--|---------------|
| Total Number of Woman-Owned Firms..... | 29,857        |
| Total Sales and Receipts.....          | \$4.1 billion |
| Firms with Paid Employees.....         | 4,182         |
| Sales and Receipts.....                | \$3.3 billion |
| Employees.....                         | 32,691        |
| Annual Payroll.....                    | \$1.1 billion |

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