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# Urbanization and transformation of suburban business locations is the focus of June 18 Fairfax County conference

The Fairfax County Economic Development Authority (FCEDA) will host *"The New Urban Economic Model: The Transformation of Fairfax County,"* a conference to examine trends in urbanization and the transformation of suburban communities. The event will be held June 18 at the Hilton McLean Tysons Corner.

"Fairfax County, once a suburban bedroom community of Washington, D.C., has emerged as a major business location and is poised to continue to be the economic engine for the Washington area and Virginia. The county is in a unique position to host a national discussion on how suburban communities can urbanize and remain great places to live and work," said Gerald L. Gordon, Ph.D., president and CEO of the FCEDA.

The program features a wide range of perspectives on urbanization and how it affects communities that are focused on being high-quality business locations:

- The morning keynote speaker, Urban Land Institute Senior Resident Fellow (and former mayor of Indianapolis) William Hudnut III will address the audience on "Changing Metropolitan America."
- Matthew Crosson, president of the Long Island Association, Inc., will examine how "America's first suburb" is addressing the challenges and opportunities presented by urbanization.
- Expert panelists from the Washington and Seattle areas—Deborah Knutson, president of the Economic Development Council of Snohomish County, Wash.; David Robertson, executive director of the

CONFERENCE continues on page 3

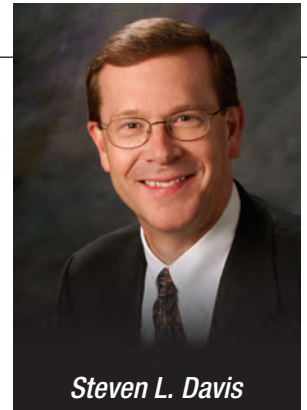


The New Urban  
Economic Model:  
The Transformation of Fairfax County

# Chairman's Corner

*“The Fairfax County Economic Development Authority (FCEDA) has long hosted events that highlight key economic issues and promote Fairfax County as a world-class business location. ‘The New Urban Economic Model: The Transformation of Fairfax County’ conference will be a thought-provoking event that examines trends in urbanization and the transformation of suburban communities.”*

— Steven L. Davis



Steven L. Davis

The **Fairfax Leader** is published quarterly by the Fairfax County Economic Development Authority (FCEDA). The FCEDA is an independent Authority created under state law and operates under the direction of a Commission appointed by the Fairfax County Board of Supervisors. Its mission is to promote an enviable quality of life and the economic well-being of the people of Fairfax County by attracting and retaining jobs and proposing public policies that will enhance business growth and broaden the tax base. FCEDA services are available on a confidential, no-cost basis. Address all correspondence to: Fairfax County Economic Development Authority, 8300 Boone Boulevard, Suite 450, Vienna, VA 22182-2633, **Phone:** 703-790-0600, TTY 711, **Fax:** 703-893-1269, **E-mail:** info@fceda.org, **URL:** www.FairfaxCountyEDA.org.

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The Fairfax County Economic Development Authority (FCEDA) has long hosted events that highlight key economic issues and promote Fairfax County as a world-class business location. The 1998 World Congress on Information Technology spotlighted the county as one of the headquarters of the technology industry. The Emerging Business Forums in 2001, 2002 and 2004 focused on ways to improve the business climate for minority- and woman-owned companies. The 2007 National Conference on the Creative Economy examined how communities can attract leading-edge companies and employees.

On June 18, the FCEDA will host another event that continues this tradition in thought leadership on economic development issues. “The New Urban Economic Model: The Transformation of Fairfax County” will be a thought-provoking event that examines trends in urbanization and the transformation of suburban communities.

The Transforming Fairfax conference will include keynote addresses by two of the most respected thinkers in urban policy and planning: Urban Land Institute Senior Resident Fellow (and former Indianapolis mayor) William Hudnut and Brookings Institution urban policy scholar Anthony Downs. The conference also will feature distinguished experts and panelists from the Washington, New York and Seattle areas, and senior executives from CSC, Hilton and Volkswagen.

Among the topics that will be discussed:

- What happens (or should happen) when a suburban community evolves into an urban center?

- How does a community navigate such a transformation while maintaining its position as a desirable location for business—with a strong economy and a higher quality of life?
- How forward-thinking communities are rising to the challenges and opportunities created by urbanization.
- The critical factors that world-class companies consider when expanding or relocating in an urbanizing community.

The conference is tailored for corporate executives, corporate facilities managers, site location consultants, commercial real estate professionals, economic developers and urban planners, and anyone interested in the strategic development of Fairfax County as a business location. Complete program and registration information is at [www.transformingfairfax.org](http://www.transformingfairfax.org).

Because of its continuing transformation from a suburban bedroom community into a more urbanized business center, Fairfax County is in a unique position to host a national discussion on how suburban communities can urbanize and remain great places to live and work. Once again, the EDA presents a conference that highlights Fairfax County and its leadership role in focusing on issues that are critically important for business growth and community and economic development. ■



FCEDA Commission Chairman

## Six Fairfax County-based companies make *Fortune* 500 list of largest companies County total larger than that of 28 states

**D**efense industry giant General Dynamics tops the list of six Fairfax County-based companies on *Fortune* magazine's 2009 list of the 500 largest publicly traded companies in America. The Fairfax County total was more than that of 28 states. *Fortune* based its rankings on annual revenue in 2008. The 2009 list is online at <http://money.cnn.com/magazines/fortune/fortune500/2009/>.

Here are the Fairfax County companies on the list and their industry sectors:

- 83. General Dynamics, defense and aviation
- 145. Capital One Financial, financial services
- 153. CSC (formerly Computer Sciences Corporation), consulting and systems integration
- 220. Freddie Mac, mortgage securities
- 331. Sallie Mae (SLM), student loan financing
- 371. Gannett, publishing and television

Six Fairfax County companies also made the 2008 *Fortune* list. This year, the Fairfax County companies are among 18 *Fortune* 500 companies from Virginia. In the Washington, D.C., region, seven companies are from Maryland, and three are from the District of Columbia.

Texas-based Exxon Mobil, whose downstream operations are based in Fairfax County, moved up to number one on the list (up from the number two position).

"When so many household-name companies choose to call this community home, it is a reaffirmation that Fairfax County is an extraordinary place to work and to live," said Gerald L. Gordon, Ph.D., president and CEO of the Fairfax County Economic Development Authority. ■

## Entrepreneurship 201: Beyond the Basics

Coming in June! The Fairfax County Economic Development Authority announces *Entrepreneurship 201: Beyond the Basics*, the second installment in the Entrepreneurship workshop series, designed for business people interested in taking their businesses to the next level. This workshop is geared to companies that have been in business for at least five years with increasing revenue over the past three years. Experts will offer techniques and strategies across a wide range of sectors for growing and expanding your business—from marketing and business development to finance and real estate.

The workshop will be held June 17, from 8:00 AM–12 NOON at FCEDA headquarters in Tysons Corner. There is no cost to attend, but you must pre-register. Seating is limited to the target audience. For more information and to register, visit [www.fairfaxcountyyeda.org/entrepreneurship-201](http://www.fairfaxcountyyeda.org/entrepreneurship-201). ■

### CONFERENCE continued from cover

Metropolitan Washington Council of Governments; and Richard Story, executive director of the Howard County (Md.) Economic Development Authority—will explore how forward-thinking business locations are rising to the challenges of urbanization.

- The luncheon keynote speaker, Brookings Institution urban policy scholar Anthony Downs, will address the audience on "What's in Store for Urbanized Areas?"
- Senior corporate executives—Terrance Bilbo, corporate vice president of CSC (formerly Computer Sciences Corporation); David Geanacopoulos, executive vice president for public affairs and general counsel of Volkswagen Group of America; and Kevin J. Jacobs, senior vice president for corporate strategy of Hilton Hotels Corporation—will highlight the critical motivating forces that are reshaping the corporate location decision-making process and the implications of urbanization on their companies' relocation decisions.

Also making presentations will be Fairfax County Board of Supervisors Chairman Sharon Bulova, Fairfax County Economic Development Authority Chairman Steven L. Davis and Dr. Gordon of the FCEDA.

Following the FCEDA's successful 2007 National Conference on the Creative Economy, the Transforming Fairfax conference is tailored for corporate executives, corporate facilities managers, site location consultants, commercial real estate professionals, economic developers, urban planners and anyone interested in the strategic development of Fairfax County as a business location.

Conference sponsors include Jones Lang LaSalle, NAIOP Northern Virginia, Visit Fairfax and the *Washington Business Journal*. For details and to register, visit [www.transformingfairfax.org](http://www.transformingfairfax.org). ■

# Fairfax County EDA works with 27 businesses that will add more than 900 jobs to the local economy

**D**uring the first quarter of the year, the Fairfax County Economic Development Authority (FCEDA) provided services to 27 businesses that will add 914 jobs to the Fairfax County economy. The relocation of Hilton Hotels Corporation’s global headquarters from Beverly Hills to Tysons Corner will add at least 300 jobs to the local economy. In the technology arena, DCS Corporation in the Alexandria section of Fairfax County plans to add 126 jobs. Companies from Great Britain, Malaysia and South Korea also will add jobs.

“We chose Fairfax County because a headquarters location in northern Virginia makes economic sense, gives us great access to our markets, enables us to run our company more efficiently and take advantage of the great quality of life in the Washington area,” said Christopher J. Nassetta, Hilton’s president and chief executive officer.

“It is a testament to the strength of Fairfax County as a business location, and the strength of the FCEDA’s aggressive promotion of the county, that we continue to add jobs to the local economy as many other localities lose jobs,” said Gerald L. Gordon, Ph.D., president and CEO of the Fairfax County Economic Development Authority. ‘Hilton’s announcement has gotten the most attention, but all of these companies represent a tremendous boost to the county economy.’ ■

## Relocations in January, February and March include:

Company	Web site	Location	Jobs	New or Expansion
AFCEA International	<a href="http://www.afcea.org">www.afcea.org</a>	Fairfax	3	Expansion
AFrame Digital LLC	<a href="http://www.aframedigital.com">www.aframedigital.com</a>	Merrifield	9	Expansion
Alexandria Chevy	<a href="http://www.alexandriachevy.com">www.alexandriachevy.com</a>	Alexandria	105	Expansion
Carahsoft Technology Corp.	<a href="http://www.carahsoft.com">www.carahsoft.com</a>	Reston	25	Expansion
CFN Services	<a href="http://www.cfnservices.com">www.cfnservices.com</a>	Herndon	8	Expansion
Computrad USA (UK)	<a href="http://www.computrad.co.uk">www.computrad.co.uk</a>	McLean	3	New
Consult2Comply (UK)	<a href="http://www.consult2comply.com">www.consult2comply.com</a>	Herndon	6	New
DCS Corporation	<a href="http://www.dcsCorp.com">www.dcsCorp.com</a>	Alexandria	126	New
Electronic Consulting Services	<a href="http://www.ecs-federal.com">www.ecs-federal.com</a>	Merrifield	20	Expansion
Federated IT	<a href="http://www.federatedit.com">www.federatedit.com</a>	Tysons Corner	16	Expansion
First Virginia Community Bank	<a href="http://www.firstvirginiacommunitybank.com">www.firstvirginiacommunitybank.com</a>	Fairfax	21	New
Hilton Hotels Corporation	<a href="http://www.hiltonworldwide.com">www.hiltonworldwide.com</a>	Tysons Corner	300	New
India International School	<a href="http://www.indiaschool.org">www.indiaschool.org</a>	Chantilly	3	Expansion
InTec, LLC.	<a href="http://www.intecllc.net">www.intecllc.net</a>	Vienna	16	Expansion
Latista Technologies, Inc.	<a href="http://www.latista.com">www.latista.com</a>	Reston	10	Expansion
MAA (Mian Adam & Associates)	<a href="http://www.mianadam.com">www.mianadam.com</a>	Herndon	5	New
Merrill Advisory Group	<a href="http://www.merrilladvisory.com">www.merrilladvisory.com</a>	Tysons Corner	5	New
Metaformers, Inc.	<a href="http://www.metaformers.com">www.metaformers.com</a>	Tysons Corner	50	Expansion
Near Infinity Corp.	<a href="http://www.nearinfinity.com">www.nearinfinity.com</a>	Reston	10	Expansion
NelN (Korea)	N/A	Tysons Corner	1	New
Network Solutions	<a href="http://www.networksolutions.com">www.networksolutions.com</a>	Herndon	30	Expansion
Speakeasy	<a href="http://www.speakeasy.net">www.speakeasy.net</a>	Tysons Corner	50	New
Technical Communities, Inc.	<a href="http://www.technicalcommunities.com">www.technicalcommunities.com</a>	Herndon	10	New
Telekom Malaysia (Malaysia)	<a href="http://www.tm.com.my">www.tm.com.my</a>	Tysons Corner	9	New
Three Pillar Software	<a href="http://www.threepillarsoftware.com">www.threepillarsoftware.com</a>	Fairfax	32	Expansion
Visual CV	<a href="http://www.visualcv.com">www.visualcv.com</a>	Reston	16	Expansion
Zillion Technologies	<a href="http://www.zilliontechnologies.com">www.zilliontechnologies.com</a>	Tysons Corner	25	Expansion

# Fairfax County EDA unveils redesigned Web site

## New features aid businesses looking to start, expand or relocate

The Fairfax County Economic Development Authority (FCEDA) has launched a redesigned Web site ([www.fairfaxcountyeda.org](http://www.fairfaxcountyeda.org)) with enhanced features and information about FCEDA services that will help businesses exploring the possibility of starting, expanding or relocating within or to Fairfax County.

The upgraded site offers expanded material about Fairfax County for business decision-makers, site-selection specialists, county residents and the media. It features more information about the FCEDA's international offices and a new calendar of FCEDA events, business classes and events around the county.

The FCEDA worked with Balance Interactive of Springfield, Va., on the upgraded site.

"A strong and easy-to-navigate Web site is critical to showing off a community and its assets to businesses interested in expanding or relocating, and to entrepreneurs interested in starting enterprises. The FCEDA's redesigned site reflects the dynamic, diverse and technically savvy community that is Fairfax County and what it offers businesses of all kinds," said Gerald L. Gordon, Ph.D., president and CEO of the FCEDA. ■



# Hilton Hotels Corporation signs 10-year lease in Tysons Corner

Hilton Hotels Corporation announced that it signed a 10-year lease for office space at Park Place II, in Tysons Corner. Hilton will relocate its global headquarters from Beverly Hills, California, to Fairfax County during the third quarter of 2009.

"The Hilton announcement illustrates the strength of the Tysons Corner market, which will continue to evolve and improve with the coming of Metrorail service and Fairfax County's plans for a model urban center," said Gerald L. Gordon, Ph.D., president and CEO of the Fairfax County Economic Development Authority.

Christopher J. Nassetta, Hilton's president and chief executive officer, said, "Our move to Park Place II will mark an important milestone in our corporate transformation, and we look forward to becoming part of Tysons Corner's vibrant business community."

Construction will begin soon on a 23-mile Metrorail extension to Dulles Airport that includes four stops in Tysons Corner. The Fairfax County Board of Supervisors approved a long-term vision for Tysons that mixes office, retail and residential development, walkable areas and public spaces.

Hilton's global headquarters will occupy approximately one-third of the 11-story, 323,000-square-foot building. The property, at 7930 Jones Branch Drive, was completed in 2008 and is owned by the B.F. Saul Real Estate Investment Trust. Park Place II is LEED Gold certified, meeting one of the highest environmental standards for design, construction and operation.

"We are honored to be the home of such a world-class company and corporate citizen," Gordon said. "Hilton Hotels is synonymous world-wide with high quality and exceptional customer service. It is the standard for which we all strive."

Hilton operates more than 3,200 hotels and 545,000 rooms in 77 countries and territories. The Hilton decision follows moves announced by Volkswagen Group of America and CSC (formerly Computer Sciences Corporation) in 2007 and 2008, respectively, to relocate their headquarters to Fairfax County. ■

# On Location: Tysons Corner

The “downtown” of Fairfax County, Tysons Corner is ideally situated at the intersection of the Capital Beltway (I-495) and the Dulles Toll and Access Roads (Route 267), roughly equidistant from Washington, D.C., and Washington Dulles International Airport. More transportation improvements are on the horizon: four Metrorail stations and access to Capital Beltway HOT (high occupancy toll) lanes.

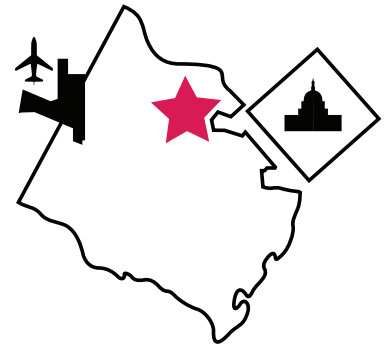
Tysons Corner is Virginia’s largest office market and one of the leading business centers in the nation with 26.3 million square feet (s.f.) of office space. Tysons Corner also has more than 1 million s.f. of industrial/flex space and the largest concentration of hotels in the county. It is also one of the largest retail centers in the region with more than 5.9 million s.f. of space, including Tysons Corner Center—the sixth largest mall in the United States.

Adjacent to downtown Tysons Corner are the business areas of McLean, Great Falls and Vienna. Combined, these areas—primarily lower-density residential neighborhoods—offer an additional 6.7 million square feet of commercial office space.

Money magazine ranked McLean among the 25 “top-earning towns” in the U.S. in 2008. ■



Tysons Corner—Fairfax County’s “downtown.”



## Businesses by Industry Sector

Number of Business Establishments: 3,387

Sector (NAICS)	Jobs	Share
Professional, Scientific and Technical	50,268	46.0%
Retail Trade	10,702	9.8%
Finance and Insurance	8,958	8.2%
Management of Companies and Enterprises	7,678	7.0%
Accommodation and Food Services	6,694	6.1%
Administrative Support Services	5,394	4.9%
Information	3,709	3.4%
Other	15,770	14.5%
<b>Total Employment:</b>	<b>109,173</b>	

\*Other industries include: real estate; finance and insurance; utilities; transportation; arts and entertainment; public administration; agriculture; etc.

Source: Virginia Employment Commission, 2Q 2008

## Demographics

For 22043, 22102 and 22182 ZIP codes:

Total population (combined areas)	64,405
Median family income in 1999 dollars (average of three areas)	\$105,924
Percentage of foreign-born population (average of three areas)	28.1
Population age 25 and up (combined areas)	45,501
Percentage of population age 25 and up with bachelor's degree or higher (average of three areas)	66.5

## Housing

Average Home Sales Price (existing homes)

22043 (Falls Church)	\$461,500
22102 (McLean)	\$727,100
22182 (Vienna)	\$790,200

Source: MRIS fourth quarter 2008

Rental Units in Complexes	Units	Average Monthly Rent
McLean Planning District	2,990	\$1,545
Vienna Planning District	2,495	\$1,395

Source: 2006 Rental Housing Complexes Analysis, Fairfax County Department of Systems Management for Human Services

## Selected Employers in Tysons Corner

### 1,000+ employees

- Accenture
- BAE
- BearingPoint\*
- Booz Allen Hamilton
- Freddie Mac
- Gannett
- MITRE
- PricewaterhouseCoopers
- SAIC
- USIS

### 500-999 employees

- Covance
- Deloitte\*
- Dittmar
- Ernst & Young
- LMI
- Microstrategy
- Nordstrom
- Northrop Grumman
- Ritz-Carlton
- Sunrise Assisted Living
- Wachovia/Wells Fargo

### 250-499 employees

- Administaff
- Brothers Concrete Construction
- EMC
- KPMG
- L3 Services
- Macy's
- National Auto Dealers Association
- QinetiQ
- Sport and Health
- Wolf Trap Foundation for the Performing Arts

\* Deloitte expected to purchase government unit of BearingPoint; purchase still under review by the courts.  
Source: Virginia Employment Commission (VEC), 2Q 2008

# Company Spotlight

*“Get to Know...” profiles a local company or organization which has recently expanded or has a new facility in Fairfax County. If you are interested in having your company highlighted in a future profile, please contact Ellen Acconcia at [eaconcia@fceda.org](mailto:eaconcia@fceda.org).*

## **When was Davis-Paige established?**

Davis-Paige Management Systems (DPMS) LLC was established in October 2000. The company founder, Micheal E.P. Davis, established the company after serving 26 years in the United States Army.

## **What is the origin of the company name?**

Davis credits family and the U.S. Army with influencing the philosophy and naming of Davis-Paige Management Systems. Inspired by the commitment his parents made to others in the business, professional and personal arenas, and as a tribute to their integrity, Davis chose their last names, Davis-Paige as the company's name. Mr. Davis' long tenure in the U.S. Army served to instill a desire to associate strength, integrity, pride and professionalism with Davis-Paige Management Systems.



## **Who owns the company?**

Principal and majority owner is Micheal E.P. Davis.

## **What is the main business focus of Davis-Paige?**

DPMS is an 8(a), Small Disadvantaged Business, Disadvantaged Business Enterprise, Service Disabled Veteran, Minority, and privately owned company located in Northern Virginia. The company provides programs related to integrating preparedness, security, risk management, and business enterprises services and products. DPMS helps customers to plan and manage the comprehensive and integrated aspects of detection, identification, deterrence, defense and response to both domestic and international terrorist activities. DPMS has expertise in handling chemical, biological, radiological and nuclear threats, such as incendiary devices, conventional weapons and munitions. DPMS can provide acquisition support and contracting personnel staff for U.S. government contracting offices. The company is listed in the Small Business Administration's Central Contractor Registration and has a top-secret facility clearance.

## **Who are Davis-Paige's primary customers?**

Our primary customers include military and government customers such as the U.S. Army Intelligence and Security Command, the Army Research Development and Engineering Command, the Marine Corps Systems Command, the Missile Defense Agency, the Department of Homeland Security, the Department of Justice, the Department of Commerce-National Oceanic and Atmospheric Administration, the General Services Administration and the Metropolitan Washington Council of Government. Private-sector customers include ICF International and the Xerox Corporation.

## **What sets Davis-Paige apart from its competitors?**

DPMS' management approach maximizes customer results while minimizing risk. DPMS provides its customers solutions based on skilled people, advanced technology, proven processes and solid past performance. Davis-Paige has a proven record of performance that guarantees that customers receive a responsive, reliable, and motivated partner in helping to meet mission requirements. DPMS is extremely proud of its employees and the services they provide.

## **Where do you see Davis-Paige in five years?**

We see DPMS as a \$100 million industry-leading company serving both federal and private-sector clients.

## **How many employees do you have?**

We have 102 knowledgeable and experienced professionals dedicated to providing the absolute best service support to our customers.

## **What are the advantages to having a Fairfax County location?**

Davis-Paige chose to locate in Fairfax County because of its outstanding record for providing small emerging businesses the many opportunities and resources necessary to be successful. Fairfax County is known as a world-class business location and the center of the northern Virginia, Maryland and Washington, D.C., area's technology community. Fairfax County is home to other dynamic and successful companies, well-educated and highly skilled people and an excellent school system.

## **Where are you located (address, phone number, Web site)?**

Our recent 15,000-square-foot expansion necessitated a move to a new address—7611 Little River Turnpike, Suite 500 East, Annandale, VA 22003; 703-462-9511; [www.dpmsllc.com](http://www.dpmsllc.com). ■

# Quick Picks

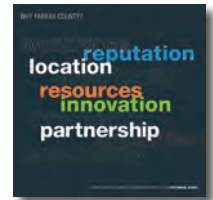
... **The FCEDA conducts a monthly workshop for individuals interested in starting a business in Fairfax County.** Held in partnership with the Virginia Department of Business Assistance (DBA) and the U.S. Small Business Administration (SBA), the sessions provide overviews of business start-up basics (licenses and permits); DBA workforce service and training programs; SBA financing and resources; and SDB, MDE and 8(a) certification. There is no charge, but pre-registration is required. Upcoming dates are September 1, October 6 and November 3, 2009. Workshops run from 8:00 AM–10:30 AM at FCEDA headquarter in Tysons Corner. To register and learn more, visit [www.fairfaxcountyeda.org/starting-business-seminar](http://www.fairfaxcountyeda.org/starting-business-seminar).

... **Subscribe to the E-Bird.** Every weekday morning, you'll receive an e-mail linking to the day's top Fairfax County stories from national and local media outlets. Sign-up to receive the E-Bird (Fairfax County Business News) at [www.co.fairfax.va.us/email/lists/](http://www.co.fairfax.va.us/email/lists/) or access it daily on the FCEDA's Web site at [www.fairfaxcountyeda.org](http://www.fairfaxcountyeda.org).

... **Thirty-seven Fairfax County-based companies received \$255.1 million in venture capital investments in 2008**, according to figures compiled by the Fairfax County Economic Development and based on the PricewaterhouseCoopers/Venture Economics/National Venture Capital Association MoneyTree™ Survey. Of the 37, six received multiple rounds of financing bringing the number of deals for the year to 45. Fairfax County deals represented 57.3 percent of the deals made in the Commonwealth of Virginia in 2008 and 25.4 percent of the deals made in the Washington region during the year. For more information, visit [www.fairfaxcountyeda.org/press-releases](http://www.fairfaxcountyeda.org/press-releases). ■

## FCEDA ANNUAL REPORT RELEASED

The Fairfax County Economic Development Authority's 2008 Annual Report is now available! The book highlights Fairfax County's many attributes as a prime business location—including its workforce, reputation, location, resources, amenities, diversity and more—by asking senior executives from county companies why their firms chose a Fairfax County location.



The 2008 list of dozens of notable achievements includes the relocation of *Fortune* 500 outfit CSC to Fairfax County, the opening of Google's Federal Enterprise Sales office in Reston and the opening of Volkswagen of America's new Herndon outpost.

The report is posted at [www.fairfaxcountyeda.org/annual-report](http://www.fairfaxcountyeda.org/annual-report). If you'd like a printed copy, contact the FCEDA at 703-790-0600 or [info@fceda.org](mailto:info@fceda.org). ■

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