

FAIRFAX COUNTY, VIRGINIA

Hispanic-/Latino-Owned Businesses



Hispanic/Latino-owned businesses make significant contributions and play an important role in Fairfax County's economic growth and prosperity.

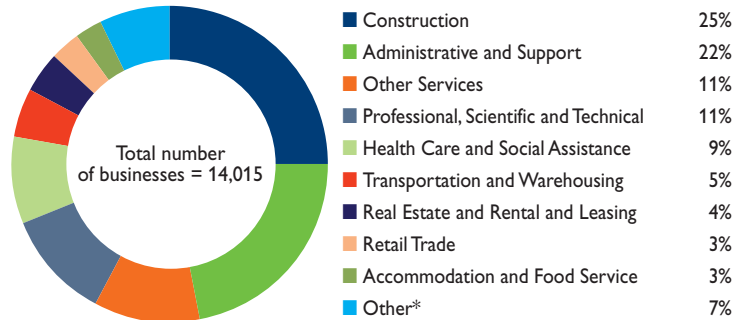
Fairfax County Hispanic/Latino-Owned Business Statistics



Selected Hispanic/Latino-Owned Businesses Headquartered in Fairfax County

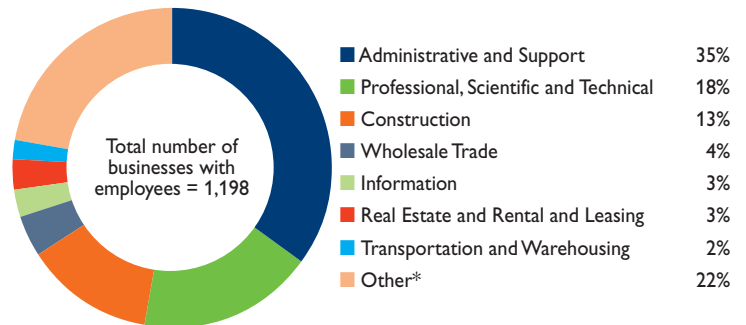
ALEX Alternative Experts	www.alexinc.com
Alltech International	www.alltech.net
ATSG Corp.	www.atsgcorp.com
THE CENTECH GROUP, Inc.	www.centechgroup.com
Cetech, Inc.	www.cetech-triumph.com
Communications Resource, Inc.	www.cri-solutions.com
COmputing TechnologIes, Inc.	www.cots.com
Dynamic Animation Systems	www.d-a-s.com
Engineering, Management & Integration	www.em-i.com
Forensic Drug & Alcohol Testing, LLC	www.fd-at.com
Four Points Technology	www.4points.com
Franklin Maxwell Group	www.franklinmaxwell.com
Geologics Corporation	www.geologics.com
The Hago Company	www.hago.com
IndigoIT	www.indigoit.com
Innovate!	www.innovateteam.com
Innotion Enterprises, Inc.	www.innotion.com
KEMRON	www.kemron.com
Lifecare Management Partners	www.lifecare-usa.com
MAC Aerospace	www.macaerospace.com
MicroTech	www.microtech.net
NMR Consulting	www.nmrconsulting.com
P&R Enterprises, Inc.	www.p-and-r.com
Priority One Services, Inc.	www.priorityoneservices.com
Professional Scientific Associates	www.explorepsa.com
Sagres Construction	www.sagresconstruction.com
Securiguard	www.securiguardinc.com
SCI Consulting Services, Inc.	www.sciworld.com
T&A Construction	www.tna-construction.com
Triumph Enterprises, Inc.	www.triumph-enterprises.com

HISPANIC/LATINO BUSINESSES BY INDUSTRY SECTOR



*Note: "Other" includes: Educational Services; Arts, Entertainment and Recreation; Finance and Insurance; Information; Wholesale Trade; Manufacturing.

HISPANIC/LATINO BUSINESS EMPLOYMENT BY INDUSTRY SECTOR



*Note: "Other" includes Agriculture; Utilities; Arts, Entertainment and Recreation; Accommodation and Food Services; Retail Trade; Educational Services; Health Care and Social Assistance; Information; and Real Estate and Rental and Leasing.

Sources: System for Award Management, Hispanic Business, Hoovers and FCEDA

Source: 2012 U.S. Census Bureau Survey of Business Owners

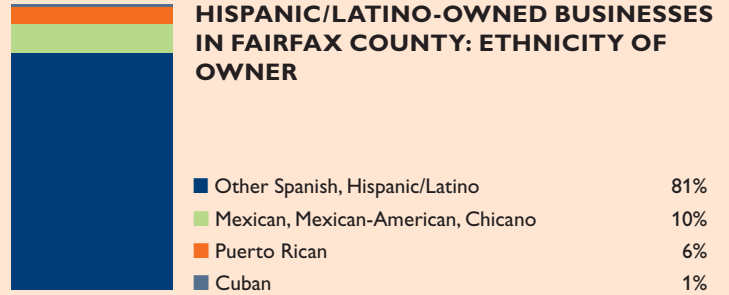
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FAIRFAX COUNTY ECONOMIC DEVELOPMENT AUTHORITY

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. For more information on 8(a) program eligibility criteria, the application process, other resources and contact information, visit www.sba.gov/sdb.

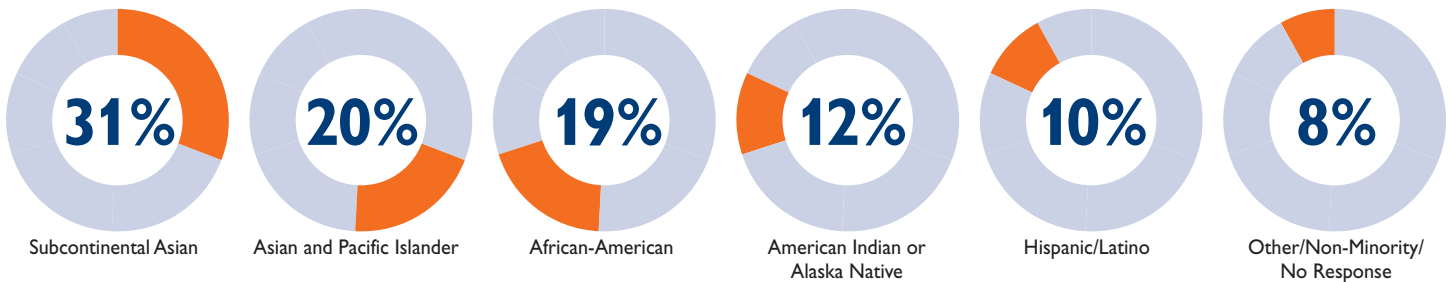
As of the March 2017, 400 Fairfax County firms were participating in the SBA's 8(a) program. Of those firms, 10 percent of the business owners are of Hispanic/Latino descent.



*Total may not equal 100 percent due to rounding.

Source: U.S. Census Bureau, 2012 Survey of Business Owners

FAIRFAX COUNTY 8(A) BUSINESS OWNERS BY ETHNICITY (TOTAL NUMBER OF FIRMS: 400)



Source: 2017 Dynamic Small Business Search

FCEDA BUSINESS DIVERSITY MARKETING DIVISION

The Fairfax County Economic Development Authority (FCEDA) works to strengthen the business environment for small, minority, woman, and veteran-owned businesses in Fairfax County. FCEDA services include start-up assistance, site location information and services, demographic and business data, business counseling through an arrangement with SCORE, as well as several entrepreneur workshops throughout the year. For additional information, contact Karen Smaw, director, business diversity, or visit www.fairfaxcountyeda.org/small-minority-and-woman-owned-firms and www.fairfaxcountyeda.org/business-resources.

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.

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.

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 U.S. Small Business Administration (www.sba.gov) and the National Capital Minority Business Opportunity Committee (www.ncmboc.com). For more information, contact Michel Zajur, chamber president and CEO, at info@vahcc.com.

April 2017

FAIRFAX COUNTY

ECONOMIC DEVELOPMENT AUTHORITY