## ABOUT THE FAIRFAX COUNTY ECONOMIC DEVELOPMENT AUTHORITY

### FCEDA SENIOR STAFF
- **Gerald L. Gordon, Ph.D.** President and CEO
- **Robin Fenner** Vice President, Management
- **Alan A. Fogg** Vice President, Communications and Research
- **Catherine W. Riley** Vice President, Marketing
- **Barbara Cohen** Director, Administration
- **Curtis W. Hoffman** Director, Real Estate Services
- **Donna Hurwitt** Director, Market Intelligence
- **Rodney Lusk** Director, National Marketing
- **Jan Mul** Director, International Marketing
- **Karen Smaw** Director, Business Diversity
- **Cheryl Martelli** Executive Assistant

### FCEDA COMMISSION
- **Catherine Lange**, *Chairman*
  Partner
  Human Capital Advisors, LLC
- **Esther C. Lee**, *Vice Chairman*
  Co-Founder
  Crimson Tiger
- **Ronald C. Johnson, HL.D.**, *Secretary*
  Founder and Managing Director
  Solutions4Change, LLC
- **Christian Deschauer**, *Treasurer and Assistant Secretary*
  Director, Government Relations
  Transurban
- **Linnie Haynesworth**
  Sector Vice President and General Manager,
  Cyber & Intelligence Mission Solutions Division
  Northrop Grumman Mission Systems
- **Roderick (Rocky) Mitchell**
  Executive Vice President, Global Fixed Assets
  Pentagon Federal Credit Union
- **James Quigley**
  CEO and Co-Founder
  Canvas

### FAIRFAX COUNTY BOARD OF SUPERVISORS
- **Sharon Bulova**, *Chairman*
  At-Large
- **Penelope A. Gross**, *Vice Chairman*
  Mason District
- **John C. Cook**
  Braddock District
- **John W. Foust**
  Dranesville District
- **Pat Herrity**
  Springfield District
- **Catherine M. Hudgins**
  Hunter Mill District
- **Jeff C. McKay**
  Lee District
- **Kathy L. Smith**
  Sully District
- **Linda Q. Smyth**
  Providence District
- **Daniel G. Storck**
  Mount Vernon District

## ANNUAL REPORT PRODUCTION
- **Alan A. Fogg**, Editor
- **Seth Livingstone**, Editor
- **Vicki Leilani Reeve**, Graphic Designer
The Fairfax County Economic Development Authority (FCEDA) provides a wide array of free, confidential services and information to assist new, expanding and relocating American and international businesses. Headquartered in Tysons Corner, Fairfax County’s largest business district, the FCEDA also maintains offices in six major technology centers around the world: Bangalore, Berlin, London, Los Angeles, Seoul and Tel Aviv.

The FCEDA operates under the direction of a seven-member commission appointed by the Fairfax County Board of Supervisors. Activities are funded through the Fairfax County general fund.

The FCEDA mission statement, adopted by the FCEDA Commission on November 9, 2016: “Promote the competitive advantages of Fairfax County and influence the growth of a diverse and innovative ecosystem that enhances the tax base, creates demand for commercial space, and supports an extraordinary and equitable quality of life across Fairfax County.”

FCEDA services include:

- providing current, comprehensive market information about Fairfax County, the Commonwealth of Virginia and the Washington, D.C., area;
- identifying county office space or site options for businesses with start-up, relocation or expansion needs;
- offering business development assistance and acting as a liaison between businesses and county and state government agencies;
- assisting company expansion operations by providing information and answering inquiries about county zoning, taxes and other issues critical to doing business;
- providing information for employees relocating to the county.

Three FCEDA marketing divisions—National, International and Business Diversity—work with companies interested in opening or expanding operations in Fairfax County. FCEDA market intelligence specialists generate extensive commercial real estate and business information about the county.
Few economic development organizations attempt a global marketing program. But, few communities have as many assets as Fairfax County for ambitious foreign companies that want to expand to the United States.

One is the county’s location—almost all the area between Washington, D.C., and Washington Dulles International Airport. The nation’s capital is an obvious magnet, and Dulles connects this area with dozens of markets globally.

Another asset is the plethora of customers and partners here. The proximity to Washington and the federal government offers tremendous business opportunities. The county economy includes leading companies in information technology, software, telecommunications and many other sectors. Emerging strengths in cyber, data analytics and personalized health offer even more opportunities.

A third asset is the highly skilled workforce in Fairfax County, which is attractive to corporate employers and startups alike. A fourth asset is the mature ecosystem here that includes venture capitalists and angel investors, accelerators and a wealth of business advocacy groups.

Finally, there is the cosmopolitan lifestyle here. Almost 30 percent of residents hail from outside the U.S., and restaurants feature cuisines of many cultures. Further, the public school system is widely regarded as one of the finest in the U.S., and the metropolitan area has a wealth of things to do.

Combine these things and you have a great location for foreign-owned businesses. That’s why global outreach is an important strategy for the Fairfax County Economic Development Authority. The FCEDA began marketing overseas in the early 1990s, and really differentiated Fairfax County in 1997 with the hiring of its first overseas representative.

Today the FCEDA has permanent representation in six important technology markets worldwide: Bangalore, Berlin, London, Los Angeles, Seoul and Tel Aviv. No other U.S. locality, and very few states, can match that level of outreach.

What is the impact of this unique marketing effort? Since 1997 the number of foreign-owned companies doing business in Fairfax County jumped from fewer than 80 to more than 400. Companies here now come from 44 countries. They employ close to 30,000 people in Fairfax County, occupy millions of square feet of office space, and build the county tax base.

Just as people from around the world add a welcome diversity to the county’s population and its quality of life, foreign-owned companies add an important element of diversification to the county economy.

This global outreach and local impact is worth highlighting and celebrating.

Catherine Lange
Fairfax County continues to be a magnet for high-quality employers that create jobs and want to take advantage of the business assets and quality of life here. In 2016, the FCEDA worked with 194 companies and organizations that added nearly 7,500 jobs to the Fairfax County economy.

Businesses in a wide range of professional services and information technology sectors dominated the year’s announcements. The number of companies that worked with the FCEDA, and the number of jobs they are creating here, is impressive, but so is the incredible diversity of the businesses themselves.

Given the theme of this year’s annual report, it is important to underscore the contributions that foreign-owned businesses make to the Fairfax County economy. Thirty-four companies with headquarters or parent companies overseas announced expansions in 2016. The announcements include two of the largest of the year: recruiting and staffing firm Randstad (Netherlands) announced it was adding 300 jobs here, while IT consultancy FDM Group (United Kingdom) announced the addition of 250 jobs.

Many foreign-owned companies are drawn to Fairfax County because of its proximity to Washington, D.C., and the opportunity this affords to work in the federal market. And, a growing number of businesses, in a range of innovative industry sectors that target the private sector, are here because of the business opportunities and quality of the workforce. Randstad and FDM are examples of this development.

“Fairfax County is a fantastic location for FDM because of the growing presence of business and technology organizations in the area,” says FDM CEO Rod Flavell, whose company’s expansion here is featured in this report. “Fairfax County is at the forefront of improving diversity in business. FDM has strong initiatives in place to increase the presence of military veterans, women, and minorities working in technology; thus, working in Fairfax County surrounds us with companies with whom there is great potential for partnership.”

In 2016, the FCEDA Commission updated the mission of the Authority to “influence the growth of a diverse and innovative ecosystem that enhances the tax base, creates demand for commercial space, and supports extraordinary and equitable quality of life across Fairfax County.” The FCEDA is proud to help companies from the U.S. and around the world expand opportunity and prosperity here. Their success will help the FCEDA fulfill its mission to build the tax base and support Fairfax County’s quality of life for years to come.

Gerald L. Gordon, Ph.D
MAKING AN IMPACT: OUR RESULTS

In 2016, the FCEDA worked with 194 businesses adding nearly 7,500 jobs to the Fairfax County economy. Companies in a wide range of professional services and information technology sectors, as well as those from outside the U.S. dominated the year’s announcements. These companies are creating jobs and they are building the commercial tax base that the Fairfax County Board of Supervisors uses to fund high-quality public services. These services are essential for the quality of life that more than 1.1 million county residents enjoy.

Of the 194 companies making job announcements in 2016, 160 were U.S.-based. Prominent announcements came from:

- Pentagon Federal Credit Union, relocating its headquarters to Tysons Corner and adding 500 jobs to the Fairfax County economy;
- Long and Foster Real Estate, adding 374 jobs;
- Government services contractor CACI International, adding 344 jobs;
- Preferred Systems Solutions, an IT technology firm, adding 251 jobs;
- Electrical systems provider M.C. Dean, relocating headquarters to Tysons Corner and bringing 250 jobs;
- Nonprofit ServiceSource of Oakton, adding 195 jobs;
- IT solutions provider Carahsoft, adding 150 jobs;

Among the announcements from U.S. firms, 15 came from minority-owned, woman-owned or veteran-owned companies. These included:

- IT services contractor Favor TechConsulting, adding 235 jobs;
- IT services contractor A-TEK, adding 130 jobs;
- Event-management software firm Cvent, adding 121 jobs;
- IT consulting firm AMPCUS, adding 90 jobs.

More than 400 foreign-owned firms from 44 countries maintain operations in Fairfax County. Thirty-four companies with headquarters or parent companies overseas announced expansions in 2016, including:

- Recruitment and staffing firm Randstad (Netherlands), adding 300 jobs;
- IT consultancy FDM Group (United Kingdom), adding 250 jobs;
- Manufacturer Moonica Group (Pakistan), adding 50 jobs.
# 2016 SELECTED COMPANY EXPANSIONS

<table>
<thead>
<tr>
<th>COMPANY</th>
<th>LOCATION</th>
<th>JOBS</th>
</tr>
</thead>
<tbody>
<tr>
<td>22nd Century Technologies, Inc.</td>
<td>Tysons Corner</td>
<td>25</td>
</tr>
<tr>
<td>3Pillar Global, Inc.</td>
<td>Fairfax</td>
<td>24</td>
</tr>
<tr>
<td>Access National Corporation</td>
<td>Reston</td>
<td>99</td>
</tr>
<tr>
<td>Accubits Technologies, Inc. (India)</td>
<td>Tysons Corner</td>
<td>2</td>
</tr>
<tr>
<td>Accure, Inc.</td>
<td>Annandale</td>
<td>1</td>
</tr>
<tr>
<td>Adaquare, Inc. (India)</td>
<td>Chantilly</td>
<td>16</td>
</tr>
<tr>
<td>Aderas, Inc.</td>
<td>Reston</td>
<td>10</td>
</tr>
<tr>
<td>Aerotek</td>
<td>Fairfax</td>
<td>70</td>
</tr>
<tr>
<td>Allen &amp; Rocks, Inc.</td>
<td>Tysons Corner</td>
<td>3</td>
</tr>
<tr>
<td>AM Patent Drawings</td>
<td>Tysons Corner</td>
<td>2</td>
</tr>
<tr>
<td>Amaram Technology Corporation</td>
<td>Tysons Corner</td>
<td>5</td>
</tr>
<tr>
<td>American Council for Technology-Industry Advisory Council</td>
<td>Merrifield</td>
<td>4</td>
</tr>
<tr>
<td>American Technology Services, Inc.</td>
<td>Merrifield</td>
<td>4</td>
</tr>
<tr>
<td>AMPCUS, Inc.</td>
<td>Chantilly</td>
<td>90</td>
</tr>
<tr>
<td>App47, Inc.</td>
<td>Herndon</td>
<td>3</td>
</tr>
<tr>
<td>Applied Signals Intelligence</td>
<td>Reston</td>
<td>10</td>
</tr>
<tr>
<td>A-TEK, Inc.</td>
<td>Tysons Corner</td>
<td>130</td>
</tr>
<tr>
<td>Avizia, Inc.</td>
<td>Reston</td>
<td>22</td>
</tr>
<tr>
<td>B23, LLC</td>
<td>Tysons Corner</td>
<td>8</td>
</tr>
<tr>
<td>Basis Independent McLean</td>
<td>Tysons Corner</td>
<td>71</td>
</tr>
<tr>
<td>Basis Technology</td>
<td>Herndon</td>
<td>2</td>
</tr>
<tr>
<td>BigParser</td>
<td>Reston</td>
<td>2</td>
</tr>
<tr>
<td>BizFlow Corporation (Korea)</td>
<td>Merrifield</td>
<td>13</td>
</tr>
<tr>
<td>Bognet Construction</td>
<td>Tysons Corner</td>
<td>72</td>
</tr>
<tr>
<td>Brotman, Winter, Fried Communications</td>
<td>Tysons Corner</td>
<td>1</td>
</tr>
<tr>
<td>bThere, Inc.</td>
<td>Vienna</td>
<td>5</td>
</tr>
<tr>
<td>BTP Technologies, LLC</td>
<td>Chantilly</td>
<td>2</td>
</tr>
<tr>
<td>CACI International, Inc.</td>
<td>Fairfax</td>
<td>344</td>
</tr>
<tr>
<td>CADD Microsystems, Inc.</td>
<td>Springfield</td>
<td>8</td>
</tr>
<tr>
<td>Capgemini Government Solutions</td>
<td>Tysons Corner</td>
<td>150</td>
</tr>
<tr>
<td>Capitol Airspace Group</td>
<td>Springfield</td>
<td>2</td>
</tr>
<tr>
<td>Capitol Financial Consultants, Inc.</td>
<td>Tysons Corner</td>
<td>1</td>
</tr>
<tr>
<td>Carahsoft Technology Corp.</td>
<td>Reston</td>
<td>150</td>
</tr>
<tr>
<td>CDR Communications, Inc.</td>
<td>Burke</td>
<td>2</td>
</tr>
<tr>
<td>Centric Telecom, Inc.</td>
<td>Tysons Corner</td>
<td>1</td>
</tr>
<tr>
<td>Cheiron, Inc.</td>
<td>Tysons Corner</td>
<td>2</td>
</tr>
<tr>
<td>Clarabridge</td>
<td>Reston</td>
<td>20</td>
</tr>
<tr>
<td>CloudPassage</td>
<td>Tysons Corner</td>
<td>4</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>COMPANY</th>
<th>LOCATION</th>
<th>JOBS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cohere Technology Group, LLC</td>
<td>Reston</td>
<td>30</td>
</tr>
<tr>
<td>Colliers International</td>
<td>Tysons Corner</td>
<td>7</td>
</tr>
<tr>
<td>Command Security Corporation</td>
<td>Herndon</td>
<td>15</td>
</tr>
<tr>
<td>Community Business Partnership</td>
<td>Springfield</td>
<td>1</td>
</tr>
<tr>
<td>Community Systems, Inc.</td>
<td>Tysons Corner</td>
<td>25</td>
</tr>
<tr>
<td>Compusult Systems, Inc.</td>
<td>Reston</td>
<td>10</td>
</tr>
<tr>
<td>Contrite Consulting, LLC</td>
<td>Reston</td>
<td>3</td>
</tr>
<tr>
<td>Counterpoint Consulting, Inc.</td>
<td>Tysons Corner</td>
<td>14</td>
</tr>
<tr>
<td>CRFS, Inc. (United Kingdom)</td>
<td>Chantilly</td>
<td>5</td>
</tr>
<tr>
<td>Crypsis</td>
<td>Tysons Corner</td>
<td>18</td>
</tr>
<tr>
<td>CustomLink, LLC</td>
<td>Merrifield</td>
<td>81</td>
</tr>
<tr>
<td>Cvent, Inc.</td>
<td>Tysons Corner</td>
<td>121</td>
</tr>
<tr>
<td>Davis-Paige Management Systems, LLC</td>
<td>Annandale</td>
<td>50</td>
</tr>
<tr>
<td>DeePer Solutions, LLC</td>
<td>Tysons Corner</td>
<td>1</td>
</tr>
<tr>
<td>Donovan &amp; Wagner, P.C.</td>
<td>Burke</td>
<td>2</td>
</tr>
<tr>
<td>Driver Rehabilitation Center of Excellence</td>
<td>Chantilly</td>
<td>2</td>
</tr>
<tr>
<td>EdgeConneX, Inc.</td>
<td>Herndon</td>
<td>10</td>
</tr>
<tr>
<td>ETL Systems, Ltd. (United Kingdom)</td>
<td>Herndon</td>
<td>2</td>
</tr>
<tr>
<td>Evolver, Inc.</td>
<td>Reston</td>
<td>5</td>
</tr>
<tr>
<td>Fanelli McClain, Inc.</td>
<td>Fairfax</td>
<td>2</td>
</tr>
<tr>
<td>Favor TechConsulting, LLC</td>
<td>Tysons Corner</td>
<td>235</td>
</tr>
<tr>
<td>FDM Group, Inc. (United Kingdom)</td>
<td>Reston</td>
<td>250</td>
</tr>
<tr>
<td>FNH USA, LLC</td>
<td>Tysons Corner</td>
<td>17</td>
</tr>
<tr>
<td>Fulcrum</td>
<td>Centreville</td>
<td>18</td>
</tr>
<tr>
<td>Genesys Works</td>
<td>Tysons Corner</td>
<td>3</td>
</tr>
<tr>
<td>Geotechnical Solutions</td>
<td>Chantilly</td>
<td>5</td>
</tr>
<tr>
<td>Girard Engineering, P.C.</td>
<td>Tysons Corner</td>
<td>4</td>
</tr>
<tr>
<td>Glen Echo Capital</td>
<td>Tysons Corner</td>
<td>1</td>
</tr>
<tr>
<td>Global Guardian</td>
<td>Tysons Corner</td>
<td>8</td>
</tr>
<tr>
<td>Hawkeye360, Inc.</td>
<td>Herndon</td>
<td>5</td>
</tr>
<tr>
<td>HCA Capital Division</td>
<td>Reston</td>
<td>7</td>
</tr>
<tr>
<td>Hensel Phelps Construction Co.</td>
<td>Chantilly</td>
<td>49</td>
</tr>
<tr>
<td>Insperity</td>
<td>Tysons Corner</td>
<td>10</td>
</tr>
<tr>
<td>Intellifed Corporation</td>
<td>Chantilly</td>
<td>2</td>
</tr>
<tr>
<td>Interplan, Inc.</td>
<td>Tysons Corner</td>
<td>1</td>
</tr>
<tr>
<td>Iridium Communications, Inc.</td>
<td>Tysons Corner</td>
<td>20</td>
</tr>
<tr>
<td>J. Spargo &amp; Associates, Inc.</td>
<td>Fairfax</td>
<td>5</td>
</tr>
<tr>
<td>Juniper Networks, Inc.</td>
<td>Herndon</td>
<td>10</td>
</tr>
</tbody>
</table>

Jobs created by companies already present in Fairfax County appear in **blue**. Jobs with companies that are new to the county appear in **orange**.
# Company Location Jobs

<table>
<thead>
<tr>
<th>Company</th>
<th>Location</th>
<th>Jobs</th>
</tr>
</thead>
<tbody>
<tr>
<td>K4 Solutions, Inc.</td>
<td>Tysons Corner</td>
<td>75</td>
</tr>
<tr>
<td>KMN Sheet Metal, Inc.</td>
<td>Lorton</td>
<td>7</td>
</tr>
<tr>
<td>Korea Institute for Advancement of Technology (Korea)</td>
<td>Tysons Corner</td>
<td>1</td>
</tr>
<tr>
<td>Korea Testing Laboratory (Korea)</td>
<td>Tysons Corner</td>
<td>1</td>
</tr>
<tr>
<td>LearnSpectrum</td>
<td>McLean</td>
<td>4</td>
</tr>
<tr>
<td>Lee Hecht Harrison (Switzerland)</td>
<td>McLean</td>
<td>4</td>
</tr>
<tr>
<td>Long &amp; Foster Companies, Inc.</td>
<td>Chantilly</td>
<td>374</td>
</tr>
<tr>
<td>M.A. Mortenson Co.</td>
<td>Tysons Corner</td>
<td>15</td>
</tr>
<tr>
<td>M.C. Dean, Inc.</td>
<td>Tysons Corner</td>
<td>250</td>
</tr>
<tr>
<td>MakeOffices</td>
<td>Reston</td>
<td>24</td>
</tr>
<tr>
<td>Meckley Services, Inc.</td>
<td>Alexandria</td>
<td>5</td>
</tr>
<tr>
<td>Mellanox Federal Systems, LLC (Israel)</td>
<td>Herndon</td>
<td>7</td>
</tr>
<tr>
<td>Meridian One Corporation</td>
<td>Springfield</td>
<td>3</td>
</tr>
<tr>
<td>Michael &amp; Son Services, Inc.</td>
<td>Springfield</td>
<td>44</td>
</tr>
<tr>
<td>MillerMusmar CPAs</td>
<td>Reston</td>
<td>3</td>
</tr>
<tr>
<td>Modus Create</td>
<td>Reston</td>
<td>7</td>
</tr>
<tr>
<td>Moonica Group (Pakistan)</td>
<td>Chantilly</td>
<td>50</td>
</tr>
<tr>
<td>Mustang Sally Brewing Company, LLC</td>
<td>Chantilly</td>
<td>8</td>
</tr>
<tr>
<td>MVB Bank</td>
<td>Reston</td>
<td>28</td>
</tr>
<tr>
<td>New World Radio, Inc.</td>
<td>Merrifield</td>
<td>4</td>
</tr>
<tr>
<td>NEXCO-West USA, Inc.</td>
<td>Tysons Corner</td>
<td>3</td>
</tr>
<tr>
<td>Next Century Corporation</td>
<td>Tysons Corner</td>
<td>4</td>
</tr>
<tr>
<td>NextgenID, LLC</td>
<td>Herndon</td>
<td>5</td>
</tr>
<tr>
<td>nexVortex, Inc.</td>
<td>Herndon</td>
<td>11</td>
</tr>
<tr>
<td>Nutanix</td>
<td>Tysons Corner</td>
<td>25</td>
</tr>
<tr>
<td>nVisium Security, Inc.</td>
<td>Herndon</td>
<td>5</td>
</tr>
<tr>
<td>OneGlobe, LLC</td>
<td>Reston</td>
<td>5</td>
</tr>
<tr>
<td>Ono Brewing Company</td>
<td>Chantilly</td>
<td>5</td>
</tr>
<tr>
<td>OpsClick</td>
<td>Reston</td>
<td>2</td>
</tr>
<tr>
<td>OTA Broadcasting, LLC</td>
<td>Fairfax</td>
<td>1</td>
</tr>
<tr>
<td>Pentagon Federal Credit Union</td>
<td>Tysons Corner</td>
<td>500</td>
</tr>
<tr>
<td>PeopleNTech, LLC</td>
<td>Tysons Corner</td>
<td>10</td>
</tr>
<tr>
<td>Plasticom Composites (Netherlands)</td>
<td>Annandale</td>
<td>10</td>
</tr>
<tr>
<td>Precyse Technologies, Inc.</td>
<td>Reston</td>
<td>3</td>
</tr>
<tr>
<td>Preferred Systems Solutions, Inc.</td>
<td>Tysons Corner</td>
<td>251</td>
</tr>
<tr>
<td>Premier Technology Advisors, LLC</td>
<td>Tysons Corner</td>
<td>10</td>
</tr>
<tr>
<td>Presidential Bank Mortgage</td>
<td>Fairfax</td>
<td>6</td>
</tr>
<tr>
<td>Princeton Information</td>
<td>Reston</td>
<td>3</td>
</tr>
<tr>
<td>Qrvey, Inc.</td>
<td>Tysons Corner</td>
<td>6</td>
</tr>
<tr>
<td>Randstad Technologies (Netherlands)</td>
<td>Tysons Corner</td>
<td>300</td>
</tr>
<tr>
<td>RateGain (India)</td>
<td>Tysons Corner</td>
<td>5</td>
</tr>
<tr>
<td>Republic Title, Inc.</td>
<td>Annandale</td>
<td>5</td>
</tr>
<tr>
<td>Resilicore</td>
<td>Reston</td>
<td>2</td>
</tr>
<tr>
<td>Revecent</td>
<td>Tysons Corner</td>
<td>1</td>
</tr>
<tr>
<td>Rhino Fire Protection Engineering</td>
<td>Reston</td>
<td>3</td>
</tr>
<tr>
<td>Rocket Media Group, LLC</td>
<td>Merrifield</td>
<td>2</td>
</tr>
<tr>
<td>Rosoka Software, Inc.</td>
<td>Herndon</td>
<td>10</td>
</tr>
<tr>
<td>Rybon</td>
<td>McLean</td>
<td>2</td>
</tr>
<tr>
<td>s-com (United Kingdom)</td>
<td>Fairfax</td>
<td>3</td>
</tr>
<tr>
<td>ScientiaMobile, Inc.</td>
<td>Reston</td>
<td>6</td>
</tr>
<tr>
<td>SecureAuth Corporation</td>
<td>Reston</td>
<td>25</td>
</tr>
<tr>
<td>Seohan Antamine Co., Ltd (Korea)</td>
<td>Tysons Corner</td>
<td>1</td>
</tr>
<tr>
<td>ServiceSource</td>
<td>Oakton</td>
<td>195</td>
</tr>
<tr>
<td>Silverline Communications, LLC</td>
<td>Tysons Corner</td>
<td>7</td>
</tr>
<tr>
<td>Softchoice (Canada)</td>
<td>Tysons Corner</td>
<td>4</td>
</tr>
<tr>
<td>Spectrum Careers</td>
<td>Tysons Corner</td>
<td>25</td>
</tr>
<tr>
<td>SSB BART Group</td>
<td>Tysons Corner</td>
<td>30</td>
</tr>
<tr>
<td>Sunset Learning Institute</td>
<td>Reston</td>
<td>4</td>
</tr>
<tr>
<td>Ta Group, Inc.</td>
<td>Tysons Corner</td>
<td>3</td>
</tr>
<tr>
<td>Target Labs, Inc.</td>
<td>Tysons Corner</td>
<td>16</td>
</tr>
<tr>
<td>Trusted Concepts, Inc.</td>
<td>Herndon</td>
<td>12</td>
</tr>
<tr>
<td>Unissant</td>
<td>Reston</td>
<td>80</td>
</tr>
<tr>
<td>Vector Airport Systems</td>
<td>Herndon</td>
<td>6</td>
</tr>
<tr>
<td>Vectrus</td>
<td>Reston</td>
<td>30</td>
</tr>
<tr>
<td>Velsor Properties, LLC</td>
<td>Tysons Corner</td>
<td>1</td>
</tr>
<tr>
<td>Virid, Inc.</td>
<td>Reston</td>
<td>4</td>
</tr>
<tr>
<td>VMS Solutions (Korea)</td>
<td>Tysons Corner</td>
<td>20</td>
</tr>
<tr>
<td>W2 Communications</td>
<td>Tysons Corner</td>
<td>5</td>
</tr>
<tr>
<td>WeWork</td>
<td>Tysons Corner</td>
<td>5</td>
</tr>
<tr>
<td>WHITE64</td>
<td>Tysons Corner</td>
<td>10</td>
</tr>
<tr>
<td>WIPS Co., Ltd (Korea)</td>
<td>Tysons Corner</td>
<td>26</td>
</tr>
<tr>
<td>YellowFiber Networks</td>
<td>Chantilly</td>
<td>5</td>
</tr>
<tr>
<td>Yext</td>
<td>Tysons Corner</td>
<td>13</td>
</tr>
<tr>
<td>Zayo Group, Inc.</td>
<td>Reston</td>
<td>20</td>
</tr>
<tr>
<td>ZELTIQ Aesthetics, Inc.</td>
<td>Reston</td>
<td>22</td>
</tr>
</tbody>
</table>
L to R, Nadav Zohar of FCEDA Israel office, Yair Ephrati, director FCEDA Israel Office, Todd Haymore, Virginia Secretary of Commerce and Trade, Virginia Governor Terry McAuliffe, Professor Sheenan Harpaz of Volcani Institution, Ralph Robbins, Executive Director, Virginia Israel Advisory Board.

L to R, Charles Kim, FCEDA South Korea office, YoughHee Ro, President of Wellness IT Association, South Korea, and Andrew Yu, FCEDA business development manager, Korea, during networking event in Seoul.

Kathy Slack, OBE, Director Enterprise M3 Local Enterprise Partnership, shares a laugh with Jan Mul, FCEDA’s director of international marketing, at a conference at London’s House of Commons.

Photo below: Satish Naidu, FCEDA India representative and manager, research group, Brickwork India, speaks at a June conference in Bangalore. Seated (L to R): Binu Thomas, EVP, co-founder of Paladion Networks Pvt. Ltd.; Vivek Kulkarni, chairman Brickwork India; Parul Soni, executive director India, WeConnect International; Asher Kotz, FCEDA business development manager for cybersecurity, Israel and India; Venkat Nippani, partner and executive director IT Advisory Group, Grant Thornton; and Rohan Joshi, chairman IACC, Bangalore and co-founder of Walken Software Pvt. Ltd.
The FCEDA showcases Fairfax County through local, national and international events, activities and sponsorships. Here is a sampling of FCEDA outreach in 2016:

- presented nine “Entrepreneurship 101: Starting a Business in Fairfax County” workshops at FCEDA headquarters;
- hosted a Korean delegation, including members of the Korean Ministry of Science, ICT, and Future Planning, and signed a memorandum of understanding with the Wellness IT Association of South Korea to stimulate and support investment projects;
- sponsored Cybertech Tel Aviv 2016, one of the largest exhibitions of cyber-related technologies in the world;
- initiated a relationship with the Hampshire area of the U.K. through a networking event at the British House of Commons;
- sponsored business development workshops presented by the Greater Reston Chamber of Commerce, the Tysons Regional Chamber of Commerce and the Southeast Fairfax Development Corporation;
- hosted with German partner Forum MedTech Pharma a workshop in Nuremberg to spotlight the med-tech market in Fairfax County;
- sponsored Xconomy technology events in Boston and northern California;
- hosted, along with India partner Brickwork India and the Indo-American Chamber of Commerce, a forum in Bangalore to highlight successful business strategies and investment opportunities in social and mobile technology, and cloud computing;
- organized the grand opening celebration of Driver Rehabilitation Center for Excellence, a veteran-owned small business in Chantilly;
- hosted an event to highlight new Census Bureau data on Fairfax County’s growing and diversifying business community;
- sponsored a Northern Virginia Technology Council event on personalized health; and,
- hosted an Australian cybersecurity business delegation.
In addition to its headquarters in Tysons Corner, the FCEDA has six offices that promote Fairfax County as one of the world’s best business locations. All offices provide a wide array of information and services designed to help companies and organizations locate or expand commercial operations in the county.

Here’s what our representatives from around the globe have to say about Fairfax County and the work of the FCEDA.

“Fairfax County is very attractive to California companies. They recognize the county’s highly trained workforce, dynamic network of tech companies, affordable real estate and pro-business attitude.”
MARK WHITE

“European investors are impressed by the unique business ecosystem and the skilled and talented workforce available in Fairfax County. We speak those investors’ language and understand their specific needs.”
MARKUS VAN TILBURG
Many U.K. companies see Fairfax County as a natural landing place when seeking to grow. Being able to link these companies through FCEDA experts helps us focus on real business opportunities.

ROSS CLARKE
DIRECTOR
LONDON OFFICE

“Israel’s leading position in the cyber, homeland security and defense sectors fits perfectly within Fairfax County, which offers excellent proximity to the federal government and the ecosystem that surrounds it.”

YAIR EPHRATI
DIRECTOR
TEL AVIV OFFICE

“Fairfax County’s business environment and its strong information technology industries are very compatible with Korean prospects, making it a logical gateway to the U.S. market.”

CHARLES KIM
DIRECTOR
SEOUL OFFICE

“Fairfax County is a technology gateway to the U.S. for Indian clients who see many synergies between their business models and technology companies in the county.”

RAJESH PAI
DIRECTOR
BANGALORE OFFICE

MARKUS VAN TILBURG
DIRECTOR
BERLIN OFFICE

CHARLES KIM
DIRECTOR
SEOUL OFFICE

ROSS CLARKE
DIRECTOR
LONDON OFFICE
GLOBAL OUTREACH, LOCAL IMPACT

With more than 400 foreign-owned firms hailing from 44 countries, Fairfax County has transformed into an melting pot of international commercial success. This creates more jobs and diversifies the county economic base.

Businesses from around the world seek a presence in Fairfax County for a multitude of reasons, including proximity to the federal government and policy-makers, international financial institutions, embassies and legal experts, as well as a highly educated workforce that is ethnically and internationally diverse. Washington Dulles International Airport keeps it all within reach by serving nearly 50 international destinations.

For businesses around the world, Fairfax County offers a vibrant commercial ecosystem that blends entrepreneurial startups, internationally recognized technology leaders and large, established global corporations.

Also important is the experience of living here. Fairfax County and the Washington, D.C., region deliver the kind of unrivaled academic, healthcare, cultural and recreational opportunities that appeal to businesses and their employees.

The FCEDA seeks to build on the county’s global reputation by having permanent offices in six important technology centers around the world (Bangalore, Berlin, London, Los Angeles, Seoul and Tel Aviv). The FCEDA offers confidential assistance in identifying suitable commercial real estate options, market intelligence, business development connections, and marketing and public relations support.

“Fairfax County is a global business location,” said Gerald L. Gordon, Ph.D., president and CEO of the FCEDA. “We comprise most of the land between Washington Dulles International Airport and the nation’s capital. Foreign-owned businesses thrive here and have become a vital component of the highly diversified Fairfax County economy.”

This annual report takes a closer look at three outstanding examples of companies that have international roots and have chosen Fairfax County to expand their own success stories.
Headquartered in the Tysons Corner area of Fairfax County, Capgemini Government Solutions, LLC is a wholly-owned subsidiary of Capgemini, a global technology firm with $13.25 billion in revenue and 190,000 employees.

About 20 percent of Capgemini’s worldwide business comes from global public sector clients, including multiple U.S. federal government agencies such as the Departments of Homeland Security, Agriculture, Health and Human Services and Justice. With world headquarters in Paris, Capgemini is celebrating its 50th anniversary in 2017 and is recognized as a global leader in consulting, and technology outsourcing services.

Capgemini Government Solutions LLC consolidated its Washington, D.C.-area operations in Tysons Corner in 2016 to accommodate rapid growth. The company now occupies substantial cost-effective, versatile and configurable space in a prime location, a stone’s throw from the Metro’s Greensboro Station on the Silver Line.

Capgemini added 150 new jobs in 2016, and Doug Lane, CEO of Capgemini Government Solutions LLC, believes that number could rise substantially in 2017, given the company’s success in the marketplace.

“Being in the Northern Virginia/D.C. area, where our clients are, is important,” Lane said. “When I joined Capgemini (in 2014) we had a very small U.S. federal government contracting business with lots of potential. What we’ve done over the last couple of years is to grow it, basically by doing what we do best.”

“We know our clients and their mission. We know how the U.S. federal government buys services, what they like and what they need. And a lot of services they have needed, more recently, are services other contractors don’t necessarily provide but are services we do all the time for commercial clients—services like agile development, testing and digital and cloud adoption capabilities.”

Capgemini relies on top talent and the ability to attract that talent in a highly-competitive market. Lane says the Tysons Corner location, in concert with institutions of higher learning in the area, assists in that effort.

“We employ a lot of folks who are just starting their careers who live (in Washington, D.C.),” he said. “Being located on the Metro is almost a requirement to be able to compete for the best talent in the segment. This is a great market for talent and we have been very successful in attracting that top talent to our business. I would say that our new office and our location here have been perceived as a positive by prospective employees.”

Doug Lane
To be reminded of reasons why his growing firm’s current location makes sense, all Nuix Americas CEO Ethan Treese needs to do is glance out his window to glimpse construction of the Herndon Metro Station. Herndon, in western Fairfax County, is home to the company’s U.S. headquarters.

Formed in Australia in 2000, Nuix has evolved into a global organization that serves a diverse base of 1,500 corporate and government clients in 58 countries. Nuix uses big-data technology to solve critical business problems, reduce crime and manage information. The Nuix Engine helps provide fast and accurate answers for investigations and answers in the areas of cybersecurity incident response, insider threats, litigation, regulation and risk management.

“In 2016, Nuix celebrated 10 years of commercial availability of its products, eight years of profitability and five straight years of more than 60 percent annual, compounded growth,” Treese said. “As a fast-moving, growing technology organization, in Fairfax County we have a wonderful U.S. headquarters that serves as a foundation that brings in some of the best and brightest talent around.

“It offers a diverse and world-class talent pool, great living location, great quality of life—and we find that employees from other markets are very willing to locate here. Then, you start to think about the expansion with the Metro and how it will make travel in and out of the Washington area easier. I think that will be an important facet for us in continuing to attract world-class employees.”

Nuix Senior Vice President Keith Lowry says the Herndon location holds other advantages from an international perspective. “The fact that we have Dulles Airport right next door with the ability to make worldwide connections makes it really easy when clients want to visit,” he says. “This is a very opportunistic location for us.”

In 2016, Nuix received considerable global attention for its ability to analyze the “Panama Papers,” 11.5 million documents leaked to the German newspaper Suddeutsche Zeitung, detailing financial and attorney-client information for more than 214,000 offshore entities, some created for illegal purposes including tax evasion and fraud.

“I think the Panama Papers were really a public opportunity to display (the kind of task) that’s perfect for us,” Lowry said. “We have a significant amount of data that we’re taking care of—a lot of it regarding government—that runs through our location in Herndon. I don’t believe we’d be able to do that if we weren’t located here.”

Because of its success, in 2017 Nuix plans to add about 20 employees to its 37-member workforce in Herndon. The company is also expanding office space by roughly one-third to more than 17,000 square feet.
FDM is a Britain-based IT services provider that trains and deploys its own IT and business consultants. The majority of those consultants are recent college graduates, many of whom have technical engineering or mathematical backgrounds, as well as veterans and those seeking a return to the workforce. FDM established its Washington-area base in the Reston area of Fairfax County in 2016.

With 10 operational centers worldwide and more on the way, FDM has created a successful business model by serving the banking industry. Although it is diversifying its client base, roughly 75 percent of its business is in the financial sector. Fannie Mae’s presence in Reston and Herndon as well as Washington, D.C., was a major consideration when FDM elected to move its training hub to Fairfax County.

It’s also a big reason why FDM was able to add 250 jobs to the Fairfax County economy in 2016, even as it was settling into new facilities in Reston Town Center.

“The region has a lot of talented people, with enough universities of high standards producing the right kind of candidates,” says CEO Rod Flavell. “When you add that on top of the 12 major military bases nearby, this is the perfect place for us.

The company trains its employees in Reston, then deploys them on client assignments locally and along the eastern seaboard as far away as Florida. Recruiting military veterans as well as returners to work is becoming an increasingly large part of the FDM model.

Flavell believes there’s no better place to fulfill his company’s mission, which is to continue creating and inspiring exciting careers that shape our digital future.

“Think of it,” he says. “If you’re a young person today, why not move to this area with fantastic schools (in Fairfax County). When you think about what you have on your doorstep in terms of the natural countryside for hiking and cycling and the fact that Washington, D.C., itself is a world-class city, it’s truly a lovely place to live and work.”
Many organizations share the FCEDA goal of building Fairfax County’s economy and making the county an even better location to do business and succeed. In 2016, the FCEDA worked closely with several agencies of the Fairfax County Government and Fairfax County Public Schools to build and maintain a dynamic business community and economy. In addition, the FCEDA worked with many local and international allies to build awareness of Fairfax County as one of the world’s best business locations.

*Partner organization hosted at FCEDA headquarters in Tysons Corner*
In 2016, the FCEDA worked with 194 companies adding nearly 7,500 jobs to Fairfax County’s economy.

292 trade associations in Fairfax County.

8,900 technology establishments—which directly employ more than 146,000 people—are located in Fairfax County.

Business establishments by industry sector (First Half 2016):

- Professional, scientific and technical services: 28%
- Health care and social services: 11%
- Retail trade: 7%
- Accommodation and food service: 6%
- Administrative and support: 6%
- Construction: 6%
- Finance and insurance: 5%
- Real estate: 4%
- Wholesale trade: 3%
- Educational services: 2%
- Information: 2%
- Other: 20%

Fairfax County is home to more than 400 foreign-owned companies from 44 countries—more such firms than any other jurisdiction in the Washington, D.C., area.

15 woman-, veteran- and minority-owned firms located or expanded here in 2016.

In 2016, businesses leased 10.7 million square feet of office space in Fairfax County.

Fairfax County’s population: 1.1 million.

Fairfax County’s commercial real estate: Countywide inventory (Year-End 2016)
- Office space: 116.7 million sq. ft.
- Office vacancy rate*: 16.8%
- Industrial/flex space: 38.8 million sq. ft.
- Industrial/flex vacancy rate*: 9.6%

*Vacancy rates include sublet space.

Fairfax County’s unemployment rate at the end of 2016 (U.S. rate: 4.5%): 3.0%.

Federal government contracts performed in Fairfax County in Fiscal Year 2016: $23.9 billion.

At mid-year 2016, Fairfax County had 598,570 payroll jobs and 37,787 payroll business establishments.

Fairfax County’s bond rating: Only 46 of the 3,069 U.S. counties have the highest “Triple A” bond rating from Moody’s Investors Service, Standard and Poor’s Corporation and Fitch Investors Service.

In 2016, the venture-capital and private-equity community invested $204 million in 24 deals with Fairfax County companies.
2016 BUSINESS ESTABLISHMENTS BY INDUSTRY SECTOR (FIRST HALF 2016)

- Professional, scientific and technical services: 28%
- Health care and social services: 11%
- Retail trade: 7%
- Accommodation and food service: 6%
- Administrative and support: 6%
- Construction: 6%
- Finance and insurance: 5%
- Real estate: 4%
- Wholesale trade: 3%
- Educational services: 2%
- Information: 2%
- Other: 20%

IN 2016, THE FCEDA WORKED WITH 194 COMPANIES ADDING NEARLY 7,500 JOBS TO FAIRFAX COUNTY'S ECONOMY.

FAIRFAX COUNTY IS HOME TO MORE THAN 400 FOREIGN-OWNED COMPANIES FROM 44 COUNTRIES—MORE SUCH FIRMS THAN ANY OTHER JURISDICTION IN THE WASHINGTON, D.C., AREA.

TECHNOLOGY ESTABLISHMENTS—WHICH DIRECTLY EMPLOY MORE THAN 146,000 PEOPLE—are located in Fairfax County.

MONEY—8,907 WOMAN-, VETERAN- AND MINORITY-OWNED FIRMS LOCATED OR EXPANDED HERE IN 2016.

Fairfax County's Bond Rating

>> ONLY 46 OF THE 3,069 U.S. COUNTIES HAVE THE HIGHEST “TRIPLE A” BOND RATING FROM MOODY’S INVESTORS SERVICE, STANDARD AND POOR’S CORPORATION AND FITCH INVESTORS SERVICE.

Fairfax County’s population

1.1 M

Commercial Real Estate: Countywide Inventory (Year-End 2016)

- Office space: 116.7 million sq. ft., 16.8%
- Industrial/flex space: 38.8 million sq. ft., 9.6%

*Vacancy rates include sublet space

At mid-year 2016, Fairfax County had 598,570 payroll jobs and 37,787 payroll business establishments.
2016 ACCOLADES

Many Fairfax County companies annually appear on prestigious national and regional lists that spotlight large and fast-growing businesses. The following 2016 lists highlight the broad diversity of the county’s business community and economy.

INC. 5000
The 2016 Inc. 5000 list of the nation’s fastest-growing firms included 158 Fairfax County companies. Fourteen of those companies are among the top 500 on the list.
49. Interactive Government Holdings
70. Talteam
100. Inoventures
223. Aegis Corps
254. Hosted Records
308. GuidePoint Security
326. Oasys
369. Trigent Solutions
394. Perfecta Federal
405. Favor TechConsulting
408. Avertra
451. Sequoia Holdings
477. SeKon Enterprise
486. Metronome

BLACK ENTERPRISE 100
Four Fairfax County firms made Black Enterprise magazine’s 2016 list of the 100 largest African-American-owned companies in the U.S.
8. Thompson Hospitality
52. SoBran
77. InScope International
89. Metters Industries Inc.

FORTUNE 100 BEST COMPANIES TO WORK FOR
Five Fairfax County companies were on the 2016 Fortune list of the 100 best companies to work for in the U.S.
44. Navy Federal Credit Union
56. Hilton Worldwide
58. CustomInk
88. Capital One Financial
99. Mars

FORTUNE 500
Eight Fairfax County firms were on the 2016 Fortune 500 list of the largest companies in the U.S.
43. Freddie Mac
88. General Dynamics
112. Capital One Financial
118. Northrop Grumman
233. CSC
254. Hilton Worldwide
487. Booz Allen Hamilton
498. NVR

INC. 5000
The 2016 Inc. 5000 list of the nation’s fastest-growing firms included 158 Fairfax County companies. Fourteen of those companies are among the top 500 on the list.
49. Interactive Government Holdings
70. Talteam
100. Inoventures
223. Aegis Corps
254. Hosted Records
308. GuidePoint Security
326. Oasys
369. Trigent Solutions
394. Perfecta Federal
405. Favor TechConsulting
408. Avertra
451. Sequoia Holdings
477. SeKon Enterprise
486. Metronome

BLACK ENTERPRISE 100
Four Fairfax County firms made Black Enterprise magazine’s 2016 list of the 100 largest African-American-owned companies in the U.S.
8. Thompson Hospitality
52. SoBran
77. InScope International
89. Metters Industries Inc.

WOMEN PRESIDENTS’ ORGANIZATION
Three Fairfax County firms made the Women Presidents’ Organization’s 2016 list of the 50-fastest-growing women-led companies.
14. Strategy and Management Services Inc.
34. ORI
40. AMPCUS Inc.

WASHINGTON BUSINESS JOURNAL FAST 50
Nineteen Fairfax County firms made the Washington Business Journal’s 2016 list of the 50 fastest-growing companies in the Washington area.
8. HC2 Holdings Inc.
12. Dovel Technologies
14. ORI
17. Concept Plus LLC
19. Cyberspace Solutions LLC
20. IT Concepts Inc.
25. Strategic Operational Solution
26. Veris Group LLC
30. GuidePoint Security LLC
32. E3 Federal Solutions
34. Customer Value Partners
38. NT Concepts 2
40. Collaborative Solutions
42. RSR
45. LDiscovery
47. GTT Communications Inc.
49. CrossCountry Consulting
50. Solutions By Design LLC

VIRGINIA CHAMBER OF COMMERCE FANTASTIC 50
Twenty-one Fairfax County firms made the Virginia Chamber of Commerce’s 2016 list of the 50 fastest-growing companies headquartered in Virginia.
3. Synaptek Corp.
6. Pretek Corp.
7. American Cyber Inc.
8. Ingeniomm Inc.
9. E3 Federal Solutions
15. Eagle Ray Inc.
17. Macedon Technologies
18. Concept Plus LLC
19. MindPoint Group LLC
22. Technatomy Corp.
28. IBC, a DBS Co.
29. Fusion PPT
30. Unissant
31. 1901 Group
32. Sevatec Inc.
33. Zantech IT Services Inc.
35. Veris Group Inc.
43. First Virginia Community Bank
44. Search Technologies
46. NuAxis Innovations
48. Verity Commercial LLC

WASHINGTON BUSINESS JOURNAL FAST 50
Nineteen Fairfax County firms made the Washington Business Journal’s 2016 list of the 50 fastest-growing companies in the Washington area.
8. HC2 Holdings Inc.
12. Dovel Technologies
14. ORI
17. Concept Plus LLC
19. Cyberspace Solutions LLC
20. IT Concepts Inc.
25. Strategic Operational Solution
26. Veris Group LLC
30. GuidePoint Security LLC
32. E3 Federal Solutions
34. Customer Value Partners
38. NT Concepts 2
40. Collaborative Solutions
42. RSR
45. LDiscovery
47. GTT Communications Inc.
49. CrossCountry Consulting
50. Solutions By Design LLC