FAIRFAX COUNTY, VIRGINIA
Industry Profile: Government Contracting

The U.S. federal government is the world’s largest buyer of goods and services—spending more than $600 billion annually, with approximately one-quarter going to small businesses.

FEDERAL CONTRACTING IN FAIRFAX COUNTY (FY21)

CONTRACT AWARDS $31B

DEFENSE AGENCIES $15.5B
- Army $4.5B
- Air Force $3.4B
- Navy $2.4B

CIVILIAN AGENCIES $15.5B
- Homeland Security $2.8B
- Health and Human Services $2.1B
- Veterans Affairs $2.0B

5% OF ALL FEDERAL PROCUREMENT CONTRACTS

43% OF CONTRACTS AWARDED IN VIRGINIA

FAIRFAX COUNTY CONTRACT AWARDS 10-YEAR TRENDS ($BILLIONS)

#2 CONTRACT AWARDS FOR SMALL BUSINESS IN U.S. (JURISDICTIONS)

CONTRACT AWARDS BY SET-ASIDE PROGRAM, FY2021 ($ Billions)

<table>
<thead>
<tr>
<th>Program</th>
<th>Contract Awards in Fairfax County</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business</td>
<td>$9.5B</td>
</tr>
<tr>
<td>Minority-Owned</td>
<td>$4.9B</td>
</tr>
<tr>
<td>Veteran-Owned</td>
<td>$3.1B</td>
</tr>
<tr>
<td>Service-Disabled Veteran-Owned</td>
<td>$2.7B</td>
</tr>
<tr>
<td>Woman-Owned</td>
<td>$2.0B</td>
</tr>
</tbody>
</table>

FAIRFAX COUNTY CONTRACT AWARDS 10-YEAR TRENDS ($BILLIONS)

26.3 23.0 23.5 22.9 24.1 24.2 26.6 28.0 30.0 31.0

TOP FEDERAL CONTRACTORS, FY2021
($ Billions/By Recipient—All Locations)

<table>
<thead>
<tr>
<th>Contractor</th>
<th>Total Contracts</th>
</tr>
</thead>
<tbody>
<tr>
<td>General Dynamics</td>
<td>$20.4B</td>
</tr>
<tr>
<td>Northrop Grumman</td>
<td>$14.8B</td>
</tr>
<tr>
<td>Leidos</td>
<td>$9.2B</td>
</tr>
<tr>
<td>Booz Allen Hamilton</td>
<td>$5.7B</td>
</tr>
<tr>
<td>SAIC</td>
<td>$4.7B</td>
</tr>
</tbody>
</table>

SOURCE: USASPENDING.GOV

continued >
FAIRFAX COUNTY AND D.C. REGION
GOVERNMENT CONTRACTING CLUSTER

FEDERAL AGENCIES

|----------------------------|---------------------------------|-----------------------------------------------|-------------------------------------|---------------------------------|

PRIME GOVERNMENT CONTRACTORS (SELECTED COMPANIES)

Amentum
Accenture*
Airbus Americas*
Amazon Web Services
BAE Systems*
Bechtel
Booz Allen Hamilton
Capgemini*
Carahsoft Technology
CGI*
Elbit Systems of America*
General Dynamics
Huntington Ingalls Industries
ICF International
immixGroup
Inmarsat*
Intelsat*

Leidos
ManTech International
MAXIMUS
The MITRE Corporation
Noblis
Northrop Grumman
NTT DATA*
Parsons
Peraton
SAIC
Salient CGRT
SAP-NS2*
Serco Inc.*
Securitas*
SES Government Solutions*
Siemens*
SICPA Holding*
Software AG*

ActionNet
Alvarez
Ampcus
Favor TechConsulting
Four
Four Points Technology
Iron Bow Technologies
MicroTech
OBXtek
Octo Consulting
Pragmatică
RER Solutions
TAPE
Three Wire Systems
ThunderCat Technology
VAE
Zantech

*FOREIGN OWNED
COMPANIES IN BOLDFACE HAVE HEADQUARTERS IN FAIRFAX COUNTY

NETWORKING AND COMPANY SUPPORT

GOVERNMENT CONTRACTING EXPERTISE IN FAIRFAX COUNTY

- CYBERSECURITY
- ENGINEERING
- FACILITY MANAGEMENT
- INFORMATION TECHNOLOGY
- LINGUISTIC SERVICES
- MANAGEMENT CONSULTING
- PHYSICAL SECURITY
- RESEARCH & DEVELOPMENT
- SIMULATION
- SOFTWARE
- STRATEGIC PLANNING
- SYSTEMS INTEGRATION
- TECHNICAL CONSULTING