

FAIRFAX COUNTY, VIRGINIA 495 Great Falls Maryland **Loudoun County** Town of Herndon Reston McLean Washington Dulles **Tysons** Washington, D.C. International Airport 50 SEE MAP INSET Town of **Oakton** Vienna City of Falls Church PENTAGON Chantilly **Arlington** County City of Merrifield **Baileys Fairfax** Centreville Crossroads 29 City of **Annandale** Alexandria 286 Springfield Franconia **Prince William County** 5 M 5 Town of Clifton Mount **Boston** Vernon Lorton 4 **FORT** BELVOIR New York • Philadelphia . MARYLAND 95 Washington, D.C. Research Triangle Park **METRO STATIONS IN TYSONS** Washington, D.C. **FAIRFAX** COUNTY 267 495 VIRGINIA **Spring Hill** Atlanta • Virginia Railway Metro Stations N Greensboro McLean **Express Stations** M M M M **Tysons Corner** Manassas Line 1 Wiehle-Reston East www.M Fredericksburg Line 2 Vienna/Fairfax-GMU Fairfax County Economic Development 3 Dunn Loring-Merrifield 1 Burke Centre Authority 4 West Falls Church-VT/UVA 123 2 Rolling Road 5 Franconia-Springfield 3 Backlick Road Miami 6 Huntington 4 Lorton M Future Metro Station 5 Franconia-Springfield

WELCOME TO FAIRFAX COUNTY

Fairfax County is the 21st-century answer to new business development. With the second largest suburban office market in the nation and just minutes from Washington, D.C., Fairfax County creates returns faster than competitors in the world market. Its economic advantage lies in the access it provides to the U.S. federal government, international companies, advantageous tax rates, and more.

Fairfax County boasts a thriving and inclusive business community of innovators and leaders in a wide range of sectors. A global innovation and tech hub, its economic advantage lies in the access it provides to the U.S. federal government, international companies, advantageous tax rates, and more. Companies ranging from Fortune 500s to entrepreneurial start-ups benefit from Fairfax County's access to:

- A diverse, highly educated and trained workforce
- a dynamic network of technology firms and services
- three major airports, including Washington Dulles International Airport
- many sources of business financing
- attractive real estate options
- a comprehensive transportation network
- world-renowned public schools, colleges and universities



LEARN MORE ABOUT WHY BUSINESSES AND EMPLOYEES PROSPER IN FAIRFAX COUNTY:

Business Community

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Living Here

Photo of Tysons at dusk by Rassi Borneo, TimeLine Media

With its strategic location, skilled talent base, and vibrant tech sector, Fairfax County offers many economic advantages for business growth.

A BALANCED AND THRIVING ECONOMY

Fairfax County's business community is at the forefront of one of the strongest economies in the world, valued at \$119 billion. Along with its well-known strengths in government consulting and defense technology, the county has large and growing numbers of commercial IT, financial, software, communications, and technology management service providers.

152K BUSINESSES

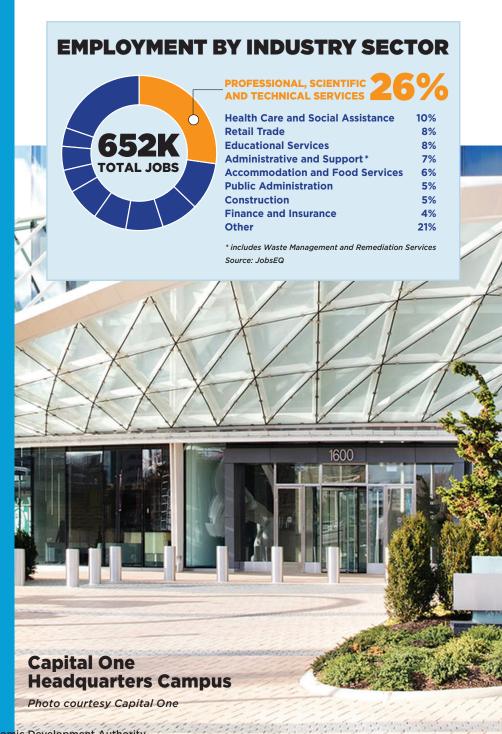
38K
PAYROLL BUSINESSES

MINORITY-OWNED
PAYROLL ESTABLISHMENTS

8,700 TECH COMPANIES

430
FOREIGN-OWNED FIRMS

Fairfax County is where the nation turns for innovative solutions in knowledge-based industries. Ranging from high-profile, publicly held companies to entrepreneurial start-ups, some of the world's leading technology firms are located here. These companies compete in business, government and consumer markets.



A BALANCED A RIVINGECONO

LARGEST EMPLOYERS

PRIVATE SECTOR

Amazon

Booz Allen Hamilton

Capital One

Freddie Mac

General Dynamics

Inova Health System

MITRE

Navy Federal Credit Union

Peraton

SAIC

PUBLIC SECTOR

Commonwealth of Virginia

Fairfax County Government

Fairfax County Public Schools

U.S. Federal Government

FORTUNE 500



Beacon Roofing Supply

Booz | Allen | Hamilton





GENERAL DYNAMICS









AMERICA'S LARGEST PRIVATE COMPANIES HEADQUARTERED IN FAIRFAX COUNTY

(FORBES.COM)

Food and Drink Mars

Engineering and Construction Bechtel

Carahsoft Technology

HITT Contracting Engineering and Construction



CONTRACT AWARDS



51.24 B

CAPITAL INVESTMENT A BANNER YEAR!



LARGEST DATA CENTER CAPACITY

IN THE WORLD (NORTHERN VIRGINIA)



400+

CYBERSECURITY COMPANIES



REGION RANKS

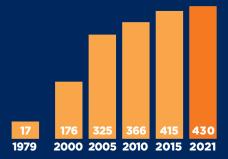
THIRD IN NORTH **AMERICA FOR TECH TALENT**



AN INTERNATIONAL BUSINESS CENTER

4.30
FOREIGN-OWNED COMPANIES
REPRESENTING
45 COUNTRIES

GROWTH OF FOREIGN-OWNED COMPANIES IN FAIRFAX COUNTY



TOP 10 COUNTRIES OF ORIGIN

United Kingdom	65
Korea	62
Israel	33
India	33
Canada	28
Germany	28
France	26
Japan	26
Australia	18
Netherlands	17

Our diverse population and wealth of international companies create an unparalleled competitive advantage. Our central East Coast location, large technology ecosystem, skilled talent and cosmopolitan lifestyle are distinct assets for foreign-owned firms seeking a U.S. headquarters.

SELECTED FOREIGN-OWNED COMPANIES IN FAIRFAX COUNTY

COMPANY

Airbus Group Amdocs BAE Systems Capgemini CGI

China Telecom Gate Gourmet

Granules Pharmaceuticals Hexaware Technologies

Intelsat

Israeli Aerospace Industry (IAI)

Korea Aerospace Industry

NTT OneWeb Randstad

Rolls Royce North America

Samsung SAP Serco

Similarweb Software AG SpaceLink

Tata Communications
Volkswagen Group of America

TYPE OF FIRM

Aerospace Telecommunications

Aerospace

Government/IT Services

IT Services

Telecommunications

Food Service Healthcare IT Services

Satellite Communications

Aerospace Aerospace IT Services

Satellite Communications

Human Resources

Aerospace

Information/Communications

Software Services IT Services

Digital Intelligence Software Services Satellite Communications

Telecommunications

Automotive

COUNTRY OF ORIGIN

France Israel

United Kingdom

France Canada China Switzerland India

India

Luxembourg

Israel Korea Japan

United Kingdom Netherlands

United Kingdom Korea

Germany United Kingdom Israel

Germany Australia India Germany



AN INTERNATIONAL BUSINESS CENTER

GLOBAL ADVANTAGES

- East coast of the United States, close to neighboring Washington, D.C., the U.S. capital
- Global connectivity via Washington Dulles International Airport
- Nearby access to Ronald Reagan Washington National Airport and Baltimore/Washington International Thurgood Marshall Airport (BWI)
- An ethnically and internationally diverse workforce and regional market of more than six million people
- Proximity to international financial institutions, legal experts, the diplomatic community and embassies

MAJOR AIRPORTS
SERVING
48 MILLION
PASSENGERS

WASHINGTON DULLES INTERNATIONAL AIRPORT

Washington Dulles International Airport is Fairfax County's gateway to the world. One of the largest transatlantic portals in the United States, Dulles International provides flights to more than 140 destinations around the world each day.

3.5 M
INTERNATIONAL

NONSTOP INTERNATIONAL DESTINATIONS

Photo by J. David Buerk Photography for Metropolitan Washington Airports Authority



FAIRFAX COUNTY HAS THE MOST

- MINORITY-OWNED
- •WOMAN-OWNED
- VETERAN-OWNED
 BUSINESSES IN VIRGINIA

40%

OF EMPLOYER BUSINESSES
IN FAIRFAX COUNTY ARE
IMMIGRANT-OWNED

Minority-. woman- and veteran-owned businesses make significant contributions to Fairfax County's economy and add diversity to the business community.

RECOGNITION FOR DIVERSE FAIRFAX COUNTY COMPANIES

BLACK ENTERPRISE 100

Adams Communications & Engineering Technology Advanced Systems Development Thompson Hospitality

WOMEN PRESIDENTS' ORGANIZATION

Advanced Computer Concepts Ampcus ProTask, Inc.

Washington Capital Partners

MINORITY-OWNED FIRMS

WOMAN-OWNED EMPLOYER FIRMS
VETERAN-OWNED EMPLOYER FIRMS

6 FAIRFAX COUNTY PROFILE • Fairfax County Economic Development Authority

8,207

85K EMPLOYEES

\$14.8B REVENUE

5,373

53K EMPLOYEES

\$8.8B REVENUE

1,968

26K EMPLOYEES

\$7.7B REVENUE

The Fairfax County Economic Development Authority's Entrepreneurship 101 course provides an overview of start-up basics, including county licenses and permits, state workforce and training programs, and federal financing and certification resources.

Employers in Fairfax County have access to a large regional technology talent pool and one of the most diverse workforces in the U.S. An innovative and highly educated workforce is the foundation of our knowledge-based economy, where one in four jobs is filled by a high-tech worker.

EDUCATIONAL ATTAINMENT

POPULATION WITH A BACHELOR'S DEGREE OR HIGHER

- **62%** of Fairfax County residents have a Bachelor's degree or higher-compared to 33% of U.S. residents
- 26.9K PhDs
- **37.7K** professional degrees

POPULATION SNAPSHOT



RESIDENTS

62%



% OF POPULATION THAT IS FOREIGN-BORN

% WITH BACHELOR'S DEGREE OR HIGHER

EMPLOYMENT BY AGE IN FAIRFAX COUNTY



Age Range **Employment**

Under 20 16,557 19-34 172,839 35-44 135,988 136,001 45-54 55-64 109,359 65+ 40,945

THE LARGEST NUMBER OF YOUNG WORKERS IN ALL OF VIRGINIA (LESS THAN 34 YEARS OF AGE)



ABUNDANT HIGHER EDUCATION

60+

COLLEGES AND UNIVERSITIES IN WASHINGTON, D.C. REGION

WITH PROGRAMS IN BUSINESS, ENGINEERING, HEALTH CARE, INTERNATIONAL RELATIONS, LAW AND TECHNOLOGY

- Northern Virginia Center of Virginia Tech and the University of Virginia—located in the City of Falls Church within Fairfax County—offers graduate-level and job-related opportunities in engineering and business.
- Virginia Tech's Innovation Campus—located in the Potomac Yard area of Alexandria—is slated to open in 2024. It will serve as a technology innovation hub for the region, offering graduate education programs in computer science and engineering.

Fairfax County's robust talent pipeline is supported by a regional network of colleges and universities and other degree, certificate and training programs that develop skills needed to solve today's technology challenges in high-growth markets—such as cybersecurity, artificial intelligence, cloud computing, data analytics and information technology.

GEORGE MASON UNIVERSITY

ENROLLMENT: 39,000

BACHELOR'S, MASTER'S, PH.D., LAW AND CERTIFICATE

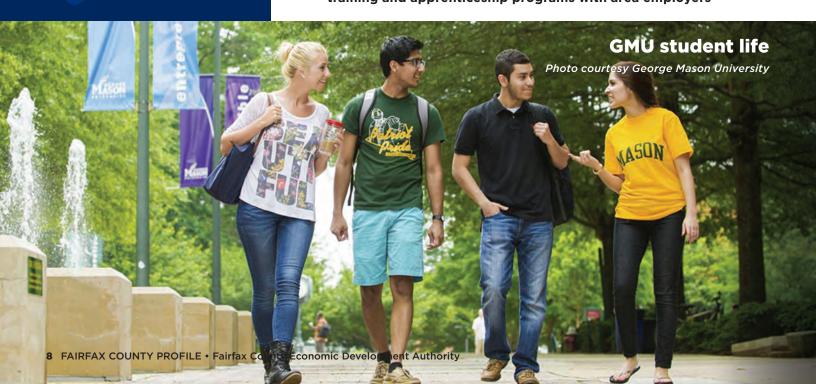
- Largest public university and largest four-year research university in Virginia
- \$200+ million in research in sponsored research
- Cutting-edge research in engineering, policy, security, sustainability, cybersecurity and technology
- Entrepreneurship assistance, training and mentoring through the Mason Enterprise Center

NORTHERN VIRGINIA COMMUNITY COLLEGE

ENROLLMENT: 52,000

ASSOCIATE'S, CERTIFICATE, CAREER AND TECHNICAL TRAINING

- One of the largest two-year educational institutions in the U.S.
- International students from more than 100 countries
- Medical Education Campus offers 10 health-related programs
- NOVA Workforce provides employers with skilled talent through IT classes leading to technology certifications, as well as customized training and apprenticeship programs with area employers



Fairfax County's business centers offer urbanized, walkable fusions of amenity-rich offices, residences, entertainment opportunities and public spaces.

These hubs are great for employees and particularly attractive to the millennial and Generation Z workforce.

A regional labor force of 3.4 million workers is connected by abundant opportunities for networking, collaboration, and socializing.



GETTING AROUND

- Four Metrorail lines with 10 stations in the county and connections to Washington, D.C., and Maryland
- Metrorail Silver Line extension scheduled to open in 2022—will provide service to Washington Dulles International Airport
- I-495, I-95 and I-66 express lanes connect Northern Virginia to downtown Washington, D.C., and Maryland
- Dulles Access/Toll Road connects the Capital Beltway to Tysons, Reston, Herndon and Washington Dulles International Airport
- Two Virginia Railway Express (VRE) commuter rail lines serve five stations in the county and connect to Washington, D.C.

CO-WORKING SPACES, INCUBATORS AND ACCELERATORS

BECO Suites Brickyard Carr Workplaces Community Business Partnership Davinci Meeting Rooms Frontier Kitchen INC.spire Industrious Intelligent Office LocalWorks **Korea Innovation Center** MACH37 **MakeOffices Mason Enterprise Center Metro Offices Nova Labs Office Evolution** Refraction **Rowan Tree Smart City Works/Refraction** Spaces **Source Office Suites** WeWork Workspace

Vibrant, creative spaces are where entrepreneurs and innovators can come together. A wide range of office spaces, co-working locations, incubators and accelerators, virtual office spaces and executive office suites are available in Fairfax County. They offer affordable, flexible lease terms and amenities in the county's major business districts.

INC. 5000 FASTEST GROWING COMPANIES

Fairfax County is home to more than 200 firms on the 2021 Inc. 5000 list. Most of the Fairfax County firms are in the technology and professional services sectors. Seven Fairfax County companies are among the top 500 on the list:

- Black Bear Technology Solutions
- Centurion Consulting Group
- CTW Solutions dba Informed XP
- DonorBureau

- Kreative Technologies
- Old Dominion Strategies
- PingWind



Fostering new technologies to create smart, sustainable, and resilient communities



CAPITAL INVESTMENT

A key to a successful business start-up and expansion is the ability to obtain and secure financing. The Fairfax County Economic Development Authority's Capital Attraction Program enhances the county's visibility as a location for entrepreneurs to start and grow their businesses and acts as a liaison between businesses and funding resources.



FUNDING SOURCES

- Self-funding
- Private angel investors
- Crowd funding
- Venture capital companies
- Private equity
- Banks and financing institutions
- Asset-based lenders
- Trade credit

NONPROFIT RESEARCH AND TECHNOLOGY ORGANIZATIONS

- The MITRE Corporation, with headquarters in Fairfax County, operates multiple federally funded research and development centers.
- Science, technology and strategy organizations such as LMI and Noblis have Fairfax County locations.
- 85+ federal laboratories are in the Washington, D.C., metro area.

CAPITAL ATTRACTIONIN FAIRFAX COUNTY IN 2021

EQUITY INVESTMENTS

\$1.24B 116 DEALS

\$3.2B

FEDERAL R&D CONTRACT AWARDS (FY21) \$59.5 M

SBIR/STTR AWARDS (2021)

\$200 M

IN SPONSORED RESEARCH AWARDS TO GEORGE MASON UNIVERSITY OF CAPITAL
INVESTMENT IS IN
LATER-STAGE DEALS



DISTINCT BUSINESS LOCATIONS

Fairfax County's business centers provide ideal locations for all types of organizations from major corporate headquarters to mid-size tech firms, entrepreneurial startups, and industry associations. As the second-largest suburban office market in the U.S., Fairfax County offers a full range of commercial real estate options, from "class A" office space in urban settings to traditional suburban office parks. All business districts are easily accessible by rail or bus lines.

COMMERCIAL REAL ESTATE IN FAIRFAX COUNTY

119 M 105 M
SQUARE FEET SQUARE FEET
OFFICE RETAIL/
HSOPITALITY

39 M
SQUARE FEET
INDUSTRIAL/
FLEX SPACE
HOTELS

- Largest suburban office market on the East Coast
- 2.1 million square feet of office space under construction, with amenities like restaurants, theatre, plazas and parks
- More than 50 million square feet of office space in the development pipeline



6(9)

The Dulles Corridor in northern Fairfax County runs from the Capital Beltway to Washington **Dulles International Airport. It boasts** thousands of technology companies, skilled workers and a world-class infrastructure. Metrorail Silver Line connects communities within the corridor to Washington, D.C., and beyond.

FORTUNE 500 HQs

COMMERCIAL REAL ESTATE IN THE DULLES CORRIDOR

SQUARE FEET OFFICE SPACE

SQUARE FEET INDUSTRIAL/ **FLEX SPACE**

QUALITY OF LIFE HIGHLIGHTS

- The Pavilion at Reston Town Center hosts concerts in the summer, a skating rink in the winter, and festivals throughout the year.
- The plaza at Tysons Corner Center, a year-round entertainment venue, is steps from the Tysons Corner Metrorail Station.
- The Perch at Capital One Center and Capital One Hall is a 1.2-acre "sky park" with many amenities.



CHANTILLY

- Technology companies focused on aerospace, defense and cybersecurity
- **Adjacent to Washington Dulles International Airport and the National Reconnaissance Office**

TOWN OF HERNDON, DULLES

- **Adjacent to Washington Dulles International Airport**
- 250+ acres of land adjacent to the **Herndon and Innovation Center Metrorail** Stations will be developed into 23 million square feet of mixed-use development
- Hub for foreign-owned companies with a U.S. presence; large professional and technical services firms; and a strong telecommunications industry cluster
- Home to headquarters for major corporations such as Airbus Americas and Amazon Web Serivces East Coast

RESTON

- More than 20 million square feet of office space, including the popular Reston Town Center; the second-largest commercial real estate market in Fairfax County
- 9 million square feet of mixed-use development planned around the **Metrorail Reston Town Center Station**
- Hub for technology companies such as Google, Meta, Microsoft and Qualtrics

TYSONS

- **Largest business district in Fairfax** County with 28 million square feet of office space
- A vibrant urban community with 57 million square feet of transit-oriented development planned
- Mid-rise and high-rise office buildings that are home to many corporate headquarters, including three Fortune 500 company headquarters



Central Fairfax County business centers stretch along the Interstate 66 and Route 50 transit corridors from inside the Capital Beltway to the western end of the county. Established commercial districts house major corporate headquarters as well as small and mid-sized technology startups. Metrorail Orange Line connects employees and residents to the Washington, D.C., region.

COMMERCIAL REAL ESTATE IN CENTRAL FAIRFAX

27 M SQUARE FEET OFFICE SPACE SQUARE FEET
INDUSTRIAL/
FLEX SPACE

ANNANDALE, BAILEYS CROSSROADS AND SEVEN CORNERS

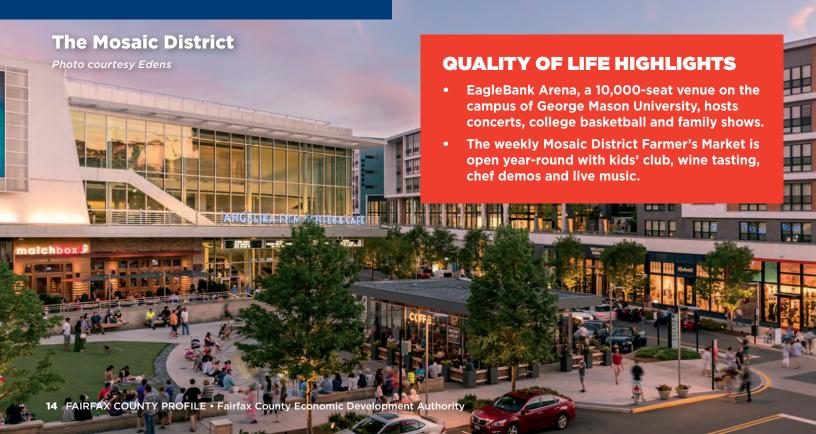
- Easy access to Amazon HQ2, the Pentagon and Washington, D.C.
- Significant commercial office space presence by the federal government and related contractors
- Eclectic communities highlight the county's ethnic diversity

FAIRFAX CENTER AND OAKTON

- A wide variety of office space much of which is concentrated in the Fair Lakes mixed-use development hosts some of the county's largest companies
- Home to George Mason University

MERRIFIELD

- A dynamic live-work-play environment focused on the Mosaic District and the Dunn Loring/ Merrifield Metrorail Station area
- A thriving medical cluster surrounds Inova Fairfax Hospital, with recent expansion of Inova Schar Cancer Institute



95 CORRIDOR

RICHMOND HIGHWAY

- Minutes away from Amazon HQ2 and Ronald Reagan National Airport
- U.S. Army Fort Belvoir installations hosts a number of U.S. Department of Defense agencies and their contractors

SPRINGFIELD AND THE I-95 CORRIDOR

- The largest industrial/flex market in Fairfax County, strategically located to take advantage of unparalleled transportation access
- Home to headquarters of the National Geospatial-Intelligence Agency and Transportation Security Administration

QUALITY OF LIFE HIGHLIGHTS

- The Mariner Sailing School is the largest full time sailing school in the Washington, D.C., area and offers instruction and rentals.
- Springfield is home to the St. James, a 450,000square-foot sports and wellness complex (pictured below)
- Fort Belvoir is the site of the National Museum of the United States Army.

The southeastern portion of Fairfax County runs from inside the Capital Beltway to the southern tip of the county. A robust transportation network includes Interstate 95, the main north-south highway on the east coast, and Richmond Highway (U.S. Route 1), and Metrorail Blue and Yellow Lines, along with VRE, connect these communities to the Washington, D.C., region. Federal government agencies and related contractors have a large presence in these markets. Options range from office-intensive flex product to high-bay warehouse and distribution facilities.

COMMERCIAL REAL ESTATE IN THE I-95 CORRIDOR

SQUARE FEET
OFFICE

21 M SQUARE FEET INDUSTRIAL/ FLEX SPACE



180 K

BUDGET

GRADUATION RATE

Fairfax County Public Schools is one of the largest school districts in the U.S. and offers an unparalleled quality of education and environment for children to thrive. Fairfax County Public Schools offer a rich array of programs for students of all grade levels and abilities. In addition, numerous private schools offer K-12 education options.

CHALLENGING AND ENGAGING PROGRAMS

- **Advanced Placement**
- **International Baccalaureate**
- Two elementary magnet schools
- **Governor's STEM Academy high schools**
- **Governor's Health Sciences Academy high schools**

WORLD LANGUAGE PROGRAMS

American Sign Language Arabic • Chinese • French • German Italian • Japanese • Korean • Latin Russian • Spanish • Vietnamese

SAT SCORES (AVERAGE) **FAIRFAX COUNTY 1,201** VIRGINIA 1,151 NATIONAL 1,060



THOMAS JEFFERSON HIGH SCHOOL FOR SCIENCE AND TECHNOLOGY RANKED #1 PUBLIC HIGH SCHOOL IN THE NATION BY U.S. NEWS & WORLD REPORT



Fairfax County has a broad array of homes for individuals, couples, and families—whether they seek an urban, suburban, small town or more rural atmosphere. Homes in planned residential communities developed by some of the nation's premier homebuilders offer cutting-edge amenities. Executive residences and estate homes are found in upscale communities along the Potomac River.



U.S. METRO REGION HOUSING

(MEDIAN SALES PRICE OF EXISTING SINGLE FAMILY HOMES)

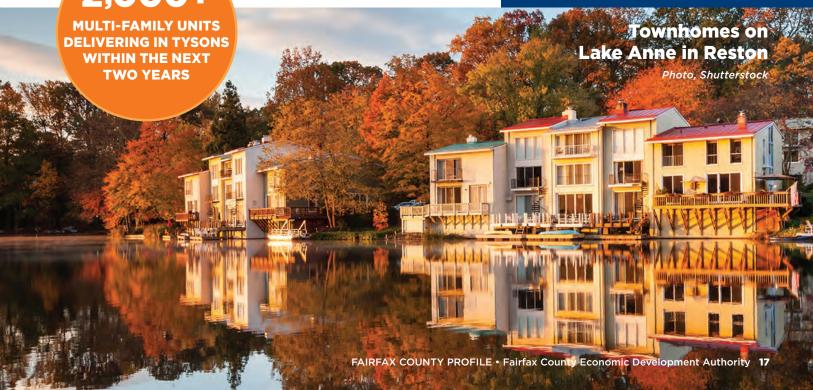
San Jose \$1,650,000 **San Francisco** \$1,350,000 Seattle \$708,400 \$860,900 **Los Angeles** San Diego \$850,000 **Boston** \$657,800 \$614,800 **Denver** \$545,600 Washington, D.C.

MEDIAN HOUSEHOLD INCOME

FAIRFAX COUNTY \$122,866

VIRGINIA \$76,398

U.S. \$64,994



Living in Fairfax County means you can have access to some of the country's greatest historical sites, a bustling café culture, active nightlife and concertgoing, a thriving wine region, seven professional sports teams, and a mild four-season climate with year-round kayaking, biking and hiking. Here, there are no compromises. A remarkable wealth of cultural and recreational resources makes Fairfax County the perfect solution to your daily pursuit of work and life balance.

- Family-friendly interactive exhibits, wagon rides, and animal feeding await you at Vienna-based Roer's Zoofari.
- Grab your friends for a friendly competition at Bad Axe Throwing in Merrifield.
- Explore outdoor treetop adventures with more than 300 feet of zipline and 70 outdoor obstacles at Go Ape Zipline and Adventure Park.
- Visit the Mount Vernon—home of Fairfax County's most famous resident, the America's first President, George Washington.
- The WO&D Trail (Washington and Old Dominion Railroad Regional Park) is a linear park that spans more than 40 miles across Arlington, Fairfax, and Loudoun Counties.









DID YOU KNOW? FAIRAX COUNTY BOASTS THEATER AND OPERA COMPANIES. MUSIC AND DANCE GROUPS, COMMUNITY ARTS CENTERS. CULTURAL FESTIVALS AND MORE!



- worldwide music venues of its size.
- The Northern Virginia International Film and Music Festival is an annual showcase of filmmakers, actors, and musicians from around the world.
- The 55-acre Workhouse Arts Center provides a home for some of the region's finest artists, as well as cooperative studios, performance and theater venues, and gallery
- The Smithsonian National Air and Space Museum Udvar-Hazy Center in Chantilly has the world's largest collection of aviation and space artifacts and is home to the Center of Earth and Planetary Studies.





FAIRFAX COUNTY HAS IT ALL:

- **Animal Parks and Farms**
- **Entertainment and Leisure**
- Music and the Arts
- **Museums and Historic Attractions**
- **Nature And Parks**
- Nightlife
- **Outdoor Activity and Sports**
- **Shopping and Dinning**
- **Wineries and Breweries**







FAIRFAX COUNTY ECONOMIC DEVELOPMENT AUTHORITY

FCEDA MISSION AND SERVICES

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, Fairfax County's largest business district, the FCEDA also maintains offices in major technology centers around the world: Bangalore/Mumbai, 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.

Our mission statement, adopted by the FCEDA Commission on November 9, 2016, is "to 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."

Three FCEDA business investment divisions—National, International, Business Diversity and Entrepreneurship—work with companies interested in opening or expanding operations in Fairfax County. Market intelligence specialists generate extensive commercial real estate and business information about the county. Communications professionals promote awareness of the county as one of the world's best business locations.

HOW WE CAN HELP:



IDENTIFY COMMERCIAL REAL ESTATE OPTIONS



OFFER WORKSHOPS FOR NEW AND EXISTING BUSINESSES



ACT AS LIAISON TO LOCAL AND STATE GOVERNMENTS



PROVIDE MARKET AND INDUSTRY INSIGHTS



RECOMMEND BUSINESS DEVELOPMENT CONNECTIONS AND SUPPORT



PROVIDE SUPPORT FOR MARKETING/ PUBLIC RELATIONS VISIBILITY



IDENTIFY WORLD-CLASS TALENT TO FILL YOUR OPEN JOBS

FAIRFAX COUNTY ECONOMIC DEVELOPMENT AUTHORITY

FCEDA SENIOR STAFF

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Alex lams Executive Vice President

Catherine W. Riley Senior Vice President

Michael Batt Vice President, Talent Initiative

Donna Hurwitt Vice President, Operations

Anna Nissinen Vice President, Marketing Communications

David Kelley Director, National Business Investment

Jan Mul Director, International Business Investment

Connie Royal
Director, Protocol and Special Events

Karen Smaw Director, Diversity Business Investment and Entrepreneurship

Stephen Tarditi Director, Market Intelligence

Sandra White Director, Operations

Cheryl Martelli Executive Assistant

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Human Capital Advisors, LLC

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Joe Vidulich
Director of Government Affairs
Capital One

Rick Wagner President Microsoft Federal

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