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

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

**8K 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.

**EMPLOYMENT BY INDUSTRY SECTOR**

- **Professional, Scientific and Technical Services**: 26%
- Health Care and Social Assistance: 10%
- Retail Trade: 8%
- Educational Services: 8%
- Administrative and Support*: 7%
- Accommodation and Food Services: 6%
- Public Administration: 5%
- Construction: 5%
- Finance and Insurance: 4%
- Other: 21%

* includes Waste Management and Remediation Services

Source: JobsEQ

**Capital One Headquarters Campus**

*Photo courtesy Capital One*
BUSINESS COMMUNITY

A BALANCED AND THRIVING ECONOMY

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

AMERICA’S LARGEST PRIVATE COMPANIES HEADQUARTERED IN FAIRFAX COUNTY
(FORBES.COM)
- Mars Food and Drink
- Bechtel Engineering and Construction
- Carahsoft Technology
- HITT Contracting Engineering and Construction

FORTUNE 500
- Beacon Roofing Supply
- Booz | Allen | Hamilton
- Capital One
- Freddie Mac
- General Dynamics
- leidos
- NVR
- Northrop Grumman
- SAIC

$31B
FEDERAL CONTRACT AWARDS

$1.24 B
CAPITAL INVESTMENT
A BANNER YEAR!

#1
LARGEST DATA CENTER CAPACITY IN THE WORLD (NORTHERN VIRGINIA)

400+
CYBERSECURITY COMPANIES

#3
REGION RANKS THIRD IN NORTH AMERICA FOR TECH TALENT
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

<table>
<thead>
<tr>
<th>COMPANY</th>
<th>TYPE OF FIRM</th>
<th>COUNTRY OF ORIGIN</th>
</tr>
</thead>
<tbody>
<tr>
<td>Airbus Group</td>
<td>Aerospace</td>
<td>France</td>
</tr>
<tr>
<td>Amdocs</td>
<td>Telecommunications</td>
<td>Israel</td>
</tr>
<tr>
<td>BAE Systems</td>
<td>Aerospace</td>
<td>United Kingdom</td>
</tr>
<tr>
<td>Capgemini</td>
<td>Government/IT Services</td>
<td>France</td>
</tr>
<tr>
<td>CGI</td>
<td>IT Services</td>
<td>Canada</td>
</tr>
<tr>
<td>China Telecom</td>
<td>Telecommunications</td>
<td>China</td>
</tr>
<tr>
<td>Gate Gourmet</td>
<td>Food Service</td>
<td>Switzerland</td>
</tr>
<tr>
<td>Granules Pharmaceuticals</td>
<td>Healthcare</td>
<td>India</td>
</tr>
<tr>
<td>Hexaware Technologies</td>
<td>IT Services</td>
<td>India</td>
</tr>
<tr>
<td>Intelsat</td>
<td>Satellite Communications</td>
<td>Luxembourg</td>
</tr>
<tr>
<td>Israeli Aerospace Industry (IAI)</td>
<td>Aerospace</td>
<td>Israel</td>
</tr>
<tr>
<td>Korea Aerospace Industry</td>
<td>Aerospace</td>
<td>Korea</td>
</tr>
<tr>
<td>NTT</td>
<td>IT Services</td>
<td>Japan</td>
</tr>
<tr>
<td>OneWeb</td>
<td>Satellite Communications</td>
<td>United Kingdom</td>
</tr>
<tr>
<td>Randstad</td>
<td>Human Resources</td>
<td>Netherlands</td>
</tr>
<tr>
<td>Rolls Royce North America</td>
<td>Aerospace</td>
<td>United Kingdom</td>
</tr>
<tr>
<td>Samsung</td>
<td>Information/Communications</td>
<td>Korea</td>
</tr>
<tr>
<td>SAP</td>
<td>Software Services</td>
<td>Germany</td>
</tr>
<tr>
<td>Serco</td>
<td>IT Services</td>
<td>United Kingdom</td>
</tr>
<tr>
<td>Similarweb</td>
<td>Digital Intelligence</td>
<td>Israel</td>
</tr>
<tr>
<td>Software AG</td>
<td>Software Services</td>
<td>Germany</td>
</tr>
<tr>
<td>SpaceLink</td>
<td>Satellite Communications</td>
<td>Australia</td>
</tr>
<tr>
<td>Tata Communications</td>
<td>Telecommunications</td>
<td>India</td>
</tr>
<tr>
<td>Volkswagen Group of America</td>
<td>Automotive</td>
<td>Germany</td>
</tr>
</tbody>
</table>

### GROWTH OF FOREIGN-OWNED COMPANIES IN FAIRFAX COUNTY

- **1979**: 17
- **2000**: 176
- **2005**: 325
- **2010**: 366
- **2015**: 415
- **2021**: 430

### 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
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
- 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

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.

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

<table>
<thead>
<tr>
<th>Category</th>
<th>Number</th>
<th>Employees</th>
<th>Revenue</th>
</tr>
</thead>
<tbody>
<tr>
<td>Minority-owned firms</td>
<td>8,207</td>
<td>85K</td>
<td>$14.8B</td>
</tr>
<tr>
<td>Woman-owned employer firms</td>
<td>5,373</td>
<td>53K</td>
<td>$8.8B</td>
</tr>
<tr>
<td>Veteran-owned employer firms</td>
<td>1,968</td>
<td>26K</td>
<td>$7.7B</td>
</tr>
</tbody>
</table>

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

EMPLOYMENT BY AGE IN FAIRFAX COUNTY

<table>
<thead>
<tr>
<th>Age Range</th>
<th>Employment</th>
</tr>
</thead>
<tbody>
<tr>
<td>Under 20</td>
<td>16,557</td>
</tr>
<tr>
<td>19-34</td>
<td>172,839</td>
</tr>
<tr>
<td>35-44</td>
<td>135,988</td>
</tr>
<tr>
<td>45-54</td>
<td>136,001</td>
</tr>
<tr>
<td>55-64</td>
<td>109,359</td>
</tr>
<tr>
<td>65+</td>
<td>40,945</td>
</tr>
</tbody>
</table>

THE LARGEST NUMBER OF YOUNG WORKERS IN ALL OF VIRGINIA (LESS THAN 34 YEARS OF AGE)
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.
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
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 ATTRACTION IN FAIRFAX COUNTY IN 2021
EQUITY INVESTMENTS
$1.24 B
116 DEALS

$3.2 B
FEDERAL R&D CONTRACT AWARDS (FY21)

$59.5 M
SBIR/STTR AWARDS (2021)

$200 M
IN SPONSORED RESEARCH AWARDS TO GEORGE MASON UNIVERSITY

82%
OF CAPITAL INVESTMENT IS IN LATER-STAGE DEALS

$59.5 M
SBIR/STTR AWARDS (2021)
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.

High-quality office buildings, mixed-use environments, and new transit-oriented developments abound—all with access to a rich array of amenities.

Photo courtesy Beyond DC
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.

**COMMERCIAL REAL ESTATE IN THE DULLES CORRIDOR**

- 83 M SQUARE FEET OFFICE SPACE
- 15 M 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 Services 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**
- **3 M 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

**QUALITY OF LIFE HIGHLIGHTS**
- EagleBank Arena, a 10,000-seat venue on the campus of George Mason University, hosts concerts, college basketball and family shows.
- The weekly Mosaic District Farmer’s Market is open year-round with kids’ club, wine tasting, chef demos and live music.
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.

**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 450,000-square-foot sports and wellness complex (pictured below)
- Fort Belvoir is the site of the National Museum of the United States Army.

**COMMERCIAL REAL ESTATE IN THE I-95 CORRIDOR**
- 8 M SQUARE FEET OFFICE SPACE
- 21 M SQUARE FEET INDUSTRIAL/ FLEX SPACE
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

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

**SAT SCORES (AVERAGE)**

- Fairfax County: 1,201
- Virginia: 1,151
- National: 1,060

**180K STUDENTS**

**$3.4B BUDGET**

**94.6% GRADUATION RATE**

**Photo courtesy Foundation for Fairfax County Public Schools**
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
- Los Angeles: $860,900
- San Diego: $850,000
- Boston: $657,800
- Denver: $614,800
- Washington, D.C.: $545,600

**MEDIAN HOUSEHOLD INCOME**
- Fairfax County: $122,866
- Virginia: $76,398
- U.S.: $64,994

**MEDIAN MONTHLY APARTMENT RENT**
in Fairfax County

- $1,900

**MULTI-FAMILY UNITS DELIVERING IN TYSONS WITHIN THE NEXT TWO YEARS**

- 2,000+

**Photo of the rooftop pool at the Adaire luxury apartments in Tysons courtesy Adaire**

**Townhomes on Lake Anne in Reston**

Photo, Shutterstock
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!
Jammin’ Java in Vienna is ranked one of the top 100 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 space.

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.
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
Victor Hoskins
President and CEO

Alex Iams
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 Swaw
Director, Diversity Business Investment and Entrepreneurship

Stephen Tarditi
Director, Market Intelligence

Sandra White
Director, Operations

Cheryl Martelli
Executive Assistant

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Partner
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James Quigley, Vice Chairman
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GoCanvas

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Solutions4Change, LLC

Steven Partridge, Treasurer
Vice President, Strategic Partnerships and Workforce Innovation
Northern Virginia Community College

Linnie Haynesworth
Independent Director, Truist Financial Corporation
Retired, Sector Vice President and General Manager, Northrop Grumman Mission Systems

Roderick (Rocky) Mitchell
Retired, Executive Vice President, Global Fixed Assets
Pentagon Federal Credit Union

Pallabi Saboo
CEO
Harmonia Holdings Group, LLC

Joe Vidulich
Director of Government Affairs
Capital One

Rick Wagner
President
Microsoft Federal

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