

Bio of Victor Hoskins (long version)
President and CEO
Fairfax County Economic Development Authority

Victor Hoskins joined the Fairfax County (Va.) Economic Development Authority (FCEDA) as president and CEO on August 5, 2019. Previously, he was the director of Arlington (Va.) Economic Development since 2015. In that role he is most known for leading the team that successfully attracted Amazon HQ2 to Arlington County, a deal that will bring between 25,000 and 37,850 Amazon jobs to Arlington, stimulate creation of another 75,000 jobs in the Washington region, and generate between \$3.2 and \$4.8 billion in revenue for the Commonwealth of Virginia.

Since he arrived at the FCEDA, Microsoft announced a 400,000-square foot software R&D center that will have 1,500 employees. Google, Facebook, Amazon Web Services, Volkswagen Group of America, Guidehouse, StarKist, Qualtrics and the global law firm of King & Spalding also announced locations in Fairfax County.

Under Mr. Hoskins' leadership, in 2020 the FCEDA launched a multi-faceted talent initiative aimed at attracting, retaining, retraining and growing the workforce that businesses need to succeed in Northern Virginia. The initiative has connected more than 6,000 job-seekers with 170 companies, and the initiative involved more than 100 universities including 40 historically black colleges and universities throughout the mid-Atlantic.

In 2020 and 2021, the FCEDA helped thousands of businesses bridge the economic downturn created by the COVID-19 pandemic through marketing of grant and loan programs, technical assistance programming and virtual events. Mr. Hoskins is leading the regional economic development strategy initiative at Connected DMV, to create a stronger, equitable, and more resilient Washington, D.C., region. He is also involved in regional economic recovery strategy efforts in Fairfax County and Virginia.

While serving in Arlington, the county successfully implemented an Innovation Strategy that moved it toward technology and private-sector commercialization. Other successes in Arlington include Nestlé, Grant Thornton, Lidl, MasterCard, Deloitte, PBS and Opower-Oracle.

Previously, Mr. Hoskins worked in private real estate investment on Wall Street. He also served as deputy mayor of economic development for the District of Columbia, during which time he led the turnaround of the District's economy with projects such as The Wharf and City Center. During his career, his work has resulted in almost 375,000 jobs, and he has led the teams that negotiated more than 700 major business deals resulting in billions of dollars in private investment.

Virginia Business magazine named Mr. Hoskins one of the ["100 people to meet in 2020"](#) and its 2021 list of ["Heavy Hitters"](#) shaping Virginia. The Washington Business Journal included him in its ["Power 100 class of 2021."](#) He was also a member of the Power 100 class of 2019.

He received the 2020 Regional Leadership Award from Leadership Fairfax Inc. He also received the 2019 Ronald Kirby Award for Collaborative Leadership from the Metropolitan Washington Council of Governments.

Previously, the Washington Business Journal recognized him for his role in securing the Amazon and Nestle deals, and the D.C. Building Industry Association recognized him in 2014 and 2013 for leadership in economic development.

He holds a master's degree in city planning from the Massachusetts Institute of Technology and a bachelor's degree with honors from Dartmouth College.

February 2022

#

**Bio of Victor Hoskins (short version)
President and CEO
Fairfax County Economic Development Authority**

Victor Hoskins is President and CEO of the Fairfax County (Va.) Economic Development Authority (FCEDA). The FCEDA oversees growth of the largest economy in Virginia, which ranked no. 1 in the 2019 and 2021 CNBC “America’s Top States for Business” study. Previously, he directed economic development in Arlington County, Va., where he led the team that brought Amazon's second headquarters creating 37,500 jobs for Northern Virginia and 100,000 jobs for the Washington, D.C., region, attracting \$4 billion in private capital investment and catalyzing creation of two major Technology Innovation Campuses to build the regional tech talent pipeline.

Under Mr. Hoskins’ leadership, the FCEDA launched a multi-faceted talent initiative aimed at attracting, retaining, retraining and growing the workforce in Northern Virginia. With a master’s degree in City Planning from MIT and an Honors undergraduate degree from Dartmouth, he has held executive leadership ranks in real estate in both the public and private sectors. As Deputy Mayor of the District of Columbia, his team transformed Washington with projects such as City Center, the Wharf and Union Market. His career has taken him from Wall Street to Main Street, and he has expanded economies from Los Angeles/Long Beach to the Mid-Atlantic region.

Mr. Hoskins is frequently chosen for lists of the most influential business leaders in Virginia and the Washington area. He is a popular public speaker on economic development and leadership topics, and he has been quoted in Fortune, Forbes and the Washington Post.

February 2022

Bio of Victor Hoskins (118-word version)
President and CEO
Fairfax County Economic Development Authority

Victor Hoskins is President and CEO of the Fairfax County (Va.) Economic Development Authority (FCEDA), which oversees growth of the largest economy in Virginia. Previously, he directed economic development in Arlington County, Va., where he led the team that brought Amazon's second headquarters to Northern Virginia. Under Mr. Hoskins' leadership, the FCEDA launched a multi-faceted initiative to build the workforce in Northern Virginia. With a master's degree in City Planning from MIT and an Honors undergraduate degree from Dartmouth, he has held executive leadership ranks in real estate in the public and private sectors. His career has taken him from Wall Street to Main Street, and he has expanded economies from Los Angeles/Long Beach to the Mid-Atlantic region.

February 2022

#