**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 in 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, D.C. metropolitan 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, Alarm.com, Hilton, Blue Origins, Clark Construction, and the global law firm of King & Spalding are among the companies that also announced locations or expansions 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 10,000 job-seekers with

hundreds of 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 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 375,000 jobs, and he 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 on its “Power 500” list for 2022, 2021 and 2020; “Heavy Hitters” list of 50 most influential people shaping Virginia for 2022, 2021, and 2020; and “100 People to Meet” in 2020. The Washington Business Journal included him in its “Power 100” class of 2022, 2021 and 2019. Mr. Hoskins was named a Tech Titan 2022 by Washingtonian.

Mr. Hoskins received the Director’s Partnership Award, Diversity Business Investment & Entrepreneurship, FCEDA, from the U.S. Small Business Administration, 2022. He received the 2020 Regional Leadership Award from Leadership Fairfax. 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. Mr. Hoskins is on the MIT Corporation Visiting Committee for the Department of Urban Studies and Planning.

He frequently speaks at public and private sectors events on economic development and leadership topics. Mr. Hoskins has been quoted in Fortune, Forbes, and the Washington Post, among others. Mr. Hoskins holds a master’s degree in city planning from the Massachusetts Institute of Technology and a bachelor's degree with honors from Dartmouth College.

January 2023

# # #

**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 was named the “Top State for Business Climate” in 2022 by the Site Selection Magazine and ranked no. 1 in the 2021 and 2019 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 Greater Washington area. He frequently speaks at public and private sectors events on economic development and leadership.

January 2023

# # #

**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

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