

Victor Hoskins
President and CEO
Fairfax County Economic Development Authority

Victor Hoskins joined the Fairfax County (Va.) Economic Development Authority 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, Google, Facebook, Amazon Web Services and the global law firm of King & Spalding have announced locations in Fairfax County, and Microsoft announced a 400,000-square foot software R&D center that will have 1,500 employees. This is the largest transaction in Northern Virginia for 2020.

The FCEDA exceeded its metrics for fiscal year 2020, working with companies that created 10,800 jobs, leased more than 2.3 million square feet of office space and invested millions in capital expenditures. This progress has strengthened the diverse technology ecosystem in Fairfax County.

Under Mr. Hoskins' leadership, Arlington 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.

Hoskins has received the 2019 Ronald Kirby Award for Collaborative Leadership from the Metropolitan Washington Council of Governments. Virginia Business magazine named him one of the ["100 people to meet in 2020,"](#) and the Washington Business Journal included him in its ["Power 100 class of 2019."](#) 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.

June 2020

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