

Victor Hoskins
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. This was the largest transaction in Northern Virginia for 2020. Google, Facebook, Amazon Web Services, Volkswagen Group of America 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. In its first year the initiative connected more than 6,000 job-seekers with more than 100 companies, and the initiative involved more than 30 universities including many 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, delivers projects and solutions across the Washington, D.C., area to create a stronger, equitable, and more resilient 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.

Mr. Hoskins 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. 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.

January 2021

#