FAIRFAX COUNTY AREA PROFILE

ANNANDALE–BAILEYS CROSSROADS–SEVEN CORNERS

- **Just five miles from the Pentagon**, this eclectic location includes some of the most established suburban areas in Fairfax County with a variety of restaurants, stores and recently beautified business districts showcasing the county’s ethnic diversity.

- The area is home to the **largest concentration of small businesses in the county** with nearly 95 percent having fewer than 50 employees.

- Annandale is a focal point for the Korean community in northern Virginia and **home to Northern Virginia Community College**, the largest institution of higher learning in Virginia.

- Baileys Crossroads, a thriving residential community that **borders both Arlington and Alexandria counties**, is a prime location for federal government contractors and those seeking close proximity to Washington, D.C.

- Seven Corners, easily accessible via multiple roadways, is a **busy retail hub**.
ANNANDALE–BAILEYS CROSSROADS–SEVEN CORNERS

NUMBER OF FIRMS BY SIZE

- 1-9 Employees: 2,994 firms (76.8%)
- 10-49 Employees: 723 firms (18.5%)
- 50-99 Employees: 97 firms (2.5%)
- 100-249 Employees: 67 firms (1.7%)
- 250+ Employees: 19 firms (0.5%)

Source: U.S. Census, Bureau County Business Patterns 2015

POPULATION PROFILE

- Residents: 121,437
- Households: 43,757
- Median Household Income*: $82,372

* Average of the median incomes for the combined ZIP Codes within the market

Sources: Fairfax County Department of Housing and Community Services, Housing and Population Estimates 2016, American Community Survey (ACS) 2015 Five-Year Estimates

ECONOMIC BASE

<table>
<thead>
<tr>
<th>Industry</th>
<th>Jobs</th>
<th>Share</th>
</tr>
</thead>
<tbody>
<tr>
<td>Retail Trade</td>
<td>5,962</td>
<td>17.0%</td>
</tr>
<tr>
<td>Health Care and Social Assistance</td>
<td>5,137</td>
<td>14.6%</td>
</tr>
<tr>
<td>Education Services</td>
<td>5,073</td>
<td>14.5%</td>
</tr>
<tr>
<td>Accommodation and Food Services</td>
<td>3,658</td>
<td>10.4%</td>
</tr>
<tr>
<td>Professional, Scientific, and Technical Services</td>
<td>3,561</td>
<td>10.1%</td>
</tr>
<tr>
<td>Administrative and Support Services</td>
<td>2,921</td>
<td>8.3%</td>
</tr>
<tr>
<td>Construction</td>
<td>1,614</td>
<td>4.6%</td>
</tr>
<tr>
<td>Public Administration</td>
<td>1,529</td>
<td>4.4%</td>
</tr>
<tr>
<td>Finance and Insurance</td>
<td>1,022</td>
<td>2.9%</td>
</tr>
<tr>
<td>Other</td>
<td>4,623</td>
<td>13.2%</td>
</tr>
<tr>
<td>Total</td>
<td>35,100</td>
<td>100.0%</td>
</tr>
</tbody>
</table>

Sources: Virginia Employment Commission, Second Quarter 2016 and Fairfax County Public Schools

LARGEST CONCENTRATION OF SMALL FIRMS IN FAIRFAX COUNTY

(MORE THAN 75 PERCENT HAVE FEWER THAN 10 EMPLOYEES)

EMPLOYEE BASE

<table>
<thead>
<tr>
<th>Workers’ Age</th>
<th>Jobs</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>Age 29 or younger</td>
<td>10,619</td>
<td>19.3%</td>
</tr>
<tr>
<td>Age 30 to 54</td>
<td>31,463</td>
<td>57.2%</td>
</tr>
<tr>
<td>Age 55 or older</td>
<td>12,933</td>
<td>23.5%</td>
</tr>
</tbody>
</table>

Source: U.S. Census Bureau, Local Employment Dynamics 2014

PHOTO: Skyline Plaza, Baileys Crossroads, courtesy Equity Apartments.com
SELECTED EMPLOYERS

ABC Imaging ●
ANSER ●
Best Buy
BJ’s Wholesale Club
Burlington Coat Factory
Care People Home Health ●
CMI Management ●
Davis Paige Management Systems ●
Deloitte
Dominion Hospital
Dynamic Technology Systems ● ●
Fairfax County Government
Fairfax County Public Schools
Geologics ● ●
Giant
Goodwin House
Harris Teeter
Home Depot
Kmart
Leewood Health Care Center
Meridian Imaging Solutions ● ●
Michael & Son Services ● ●
NSSPlus ●
Northern Virginia Community College
Phillips Programs
Pillar Construction ●
Quality Systems Management ●
Radley Acura
Safeway
Sears
Securitas USA
Sleepy Hollow Nursing Home
Sport & Health
Target
U.S. Department of Defense
U.S. Fish and Wildlife Service
U.S. Postal Service
Windows Catering Company ●

KEY:
● Headquarters
● Minority, Woman- or Veteran-Owned

CHAMBERS OF COMMERCE AND BUSINESS GROUPS
Annandale Chamber of Commerce
Baileys Crossroads Seven Corners Revitalization Corporation (BC7RC)
Korean American Association of Greater Washington

OF THE MORE THAN 35,000 JOBS IN THIS AREA, 19,000+ ARE IN SERVICE-RELATED INDUSTRIES.
<table>
<thead>
<tr>
<th>Location</th>
<th>Office</th>
<th>Industrial/Flex</th>
</tr>
</thead>
<tbody>
<tr>
<td>Annandale</td>
<td>1,819,053</td>
<td>91,450</td>
</tr>
<tr>
<td></td>
<td>$14.50</td>
<td>N/A</td>
</tr>
<tr>
<td></td>
<td>$31.50</td>
<td>N/A</td>
</tr>
<tr>
<td>Baileys Crossroads</td>
<td>3,286,510</td>
<td>318,502</td>
</tr>
<tr>
<td></td>
<td>$18.50</td>
<td>$15.00</td>
</tr>
<tr>
<td></td>
<td>$35.00</td>
<td>$24.00</td>
</tr>
<tr>
<td>Seven Corners</td>
<td>1,040,086</td>
<td>35,706</td>
</tr>
<tr>
<td></td>
<td>$15.00</td>
<td>N/A</td>
</tr>
<tr>
<td></td>
<td>$28.75</td>
<td>N/A</td>
</tr>
</tbody>
</table>

*Annual per square foot

Source: FCEDA Yearend 2016 Real Estate Report

Annandale, Baileys Crossroads and Seven Corners are Commercial Revitalization Areas, which entitles landowners and developers to the use of expedited development review procedures. [www.fccrevit.org](http://www.fccrevit.org)