A dynamic office, retail and hotel center, Herndon maintains its small-town charm and has been named one of Money magazine’s “100 Best Places to Live” in the U.S.

The town's historic downtown includes numerous restaurants and shops and is a venue for fairs and festivals throughout the year.

Herndon is located along the Dulles Toll Road (Route 267) and just east of Washington Dulles International Airport, a major hub for international air travel that serves more than 75 domestic and 50 international markets.

Offering businesses of all sizes a place to thrive in one of the county’s largest industrial/flex-space markets, Herndon also is a leading center for innovation and home to major employers including Amazon Web Services and Boeing.

Already in close proximity to the Wiehle-Reston East Metro Station, Herndon is focused on mixed-use development around two new rail stations under construction that will serve this market beginning in 2020—Herndon and Innovation Center.
**ECONOMIC BASE**

<table>
<thead>
<tr>
<th>Industry</th>
<th>Jobs</th>
<th>Share</th>
</tr>
</thead>
<tbody>
<tr>
<td>Professional, Scientific, and Technical Services</td>
<td>5,763</td>
<td>28.4%</td>
</tr>
<tr>
<td>Accommodation and Food Services</td>
<td>1,832</td>
<td>9.0%</td>
</tr>
<tr>
<td>Finance and Insurance</td>
<td>1,176</td>
<td>5.8%</td>
</tr>
<tr>
<td>Information</td>
<td>1,173</td>
<td>5.8%</td>
</tr>
<tr>
<td>Health Care and Social Assistance</td>
<td>1,149</td>
<td>5.7%</td>
</tr>
<tr>
<td>Education Services</td>
<td>1,083</td>
<td>5.3%</td>
</tr>
<tr>
<td>Retail Trade</td>
<td>1,010</td>
<td>5.0%</td>
</tr>
<tr>
<td>Administrative and Support Services</td>
<td>879</td>
<td>4.3%</td>
</tr>
<tr>
<td>Public Administration</td>
<td>877</td>
<td>4.3%</td>
</tr>
<tr>
<td>Other</td>
<td>5,337</td>
<td>26.3%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>20,279</strong></td>
<td><strong>100.0%</strong></td>
</tr>
</tbody>
</table>

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

**NUMBER OF FIRMS BY SIZE**

<table>
<thead>
<tr>
<th>Employee Size</th>
<th>Number of Firms</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>1-9 Employees</td>
<td>959</td>
<td>70.6%</td>
</tr>
<tr>
<td>10-49 Employees</td>
<td>320</td>
<td>23.6%</td>
</tr>
<tr>
<td>50-99 Employees</td>
<td>52</td>
<td>3.8%</td>
</tr>
<tr>
<td>100-249 Employees</td>
<td>18</td>
<td>1.3%</td>
</tr>
<tr>
<td>250+ Employees</td>
<td>9</td>
<td>0.7%</td>
</tr>
</tbody>
</table>

**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>3,636</td>
<td>19.0%</td>
</tr>
<tr>
<td>Age 30 to 54</td>
<td>12,008</td>
<td>62.7%</td>
</tr>
<tr>
<td>Age 55 or older</td>
<td>3,502</td>
<td>18.3%</td>
</tr>
</tbody>
</table>

**Sources:** U.S. Census Bureau, Local Employment Dynamics 2014

**POPULATION PROFILE**

- **Resident Count:** 39,829
- **Households:** 13,595
- **Median Household Income:** $113,226
- **% with Bachelor’s Degree or Higher:** 53.9%

*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

**HERNDON**

38 ACRES OF LAND ADJACENT TO THE FUTURE INNOVATION CENTER METRORAIL STOP WILL BE DEVELOPED OFFERING A MIX OF RETAIL, HOTEL, OFFICE AND RESIDENTIAL.
SELECTED EMPLOYERS*

Air Line Pilots Association
Amazon Web Services
Avertra ●
British Standards Institution
Continental Building Products ●
Cubic (Abraxas)
Cyberdata Technologies ● ●
Digicon
Fannie Mae
Freddie Mac
GigaTrust ●
Greensmith Energy Management Systems ●
Harris Corporation
HC2 Holdings Inc.
Inceptsolutions ●
Itility ●
Kohl’s
Leonardo DRS
Logical Paradigm ●
Longview International Technology Solutions
Marine Spill Response Corporation ●
Marriott
Metropolitan Healthcare Services ●

MicroPact ●
NetCentrics ●
nexVortex ●
Northwest Federal Credit Union ●
Nve ● ●
ORI ● ●
RER Financial Group ●
Rosoka Software ●
RSR Herndon ●
SalientCGRT
Search Technologies ●
Smithsonian Institution
Software Catalysts ●
Sport and Health
SYNTASA ●
Town of Herndon
Vector Airport Systems ●
ViON ● ●

* Includes some firms in portions of Fairfax County not in the Town of Herndon.

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

CHAMBERS OF COMMERCE AND BUSINESS GROUPS

Dulles Regional Chamber of Commerce
Town of Herndon Economic Development

NEARLY 30 PERCENT OF FIRMS ARE MID-SIZED, WITH BETWEEN 10 AND 100 EMPLOYEES.
# HERNDON

## COMMERCIAL REAL ESTATE INVENTORY

<table>
<thead>
<tr>
<th></th>
<th>Square Footage Total</th>
<th>Asking Lease Rates*</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>Low</td>
</tr>
<tr>
<td><strong>Herndon</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Office</td>
<td>5,738,766</td>
<td>$15.00</td>
</tr>
<tr>
<td>Industrial/Flex</td>
<td>1,154,782</td>
<td>$11.50</td>
</tr>
</tbody>
</table>

* Annual per square foot

Source: FCEDA Yearend 2016 Real Estate Report

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**Photo:** Dulles Station East, courtesy McCloud Builders

**Pedestrian bridge installation at future Herndon Metro Station, part of Phase II of the Silver Line extension to Washington Dulles International Airport**

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**Photo:** Williams Industries

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**Town of Herndon**

**Innovation Center (Future)**

**Herndon (Future)**

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**FAIRFAX COUNTY**

**ECONOMIC DEVELOPMENT AUTHORITY**

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THE POWER OF IDEAS

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