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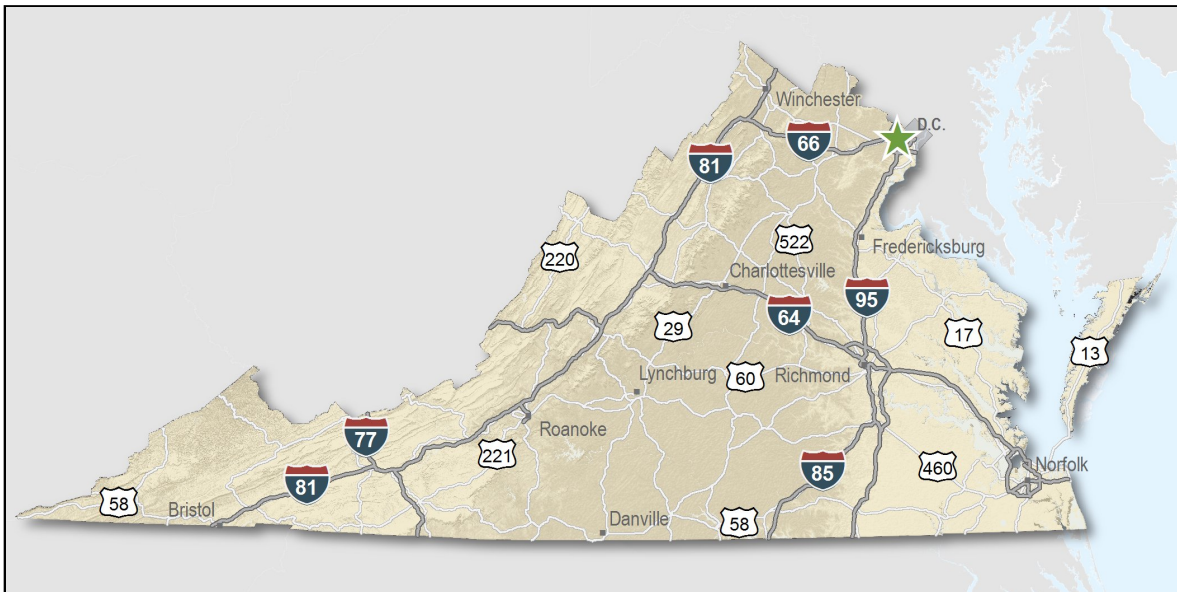
# City of Falls Church, Virginia

# Overview

Only a few locations can guarantee the right combination of resources that are crucial to your business's success. Virginia's premier location offers excellent domestic and international access. Centrally located on the U.S. East Coast, more than 47 percent of the U.S. population is within a day's drive, and our integrated transportation system of highways, railroads, airports and seaports ensures that you can reach every one of your markets efficiently. Close proximity to Washington, D.C. facilitates contact with policy makers and the federal government system.

Virginia continues to rank among America's leading states for business by CNBC and Forbes.com. Business-first values, easy access to markets, stable and competitive operating costs, and a talented workforce all drove Virginia to the top. This unique combination of assets has encouraged businesses to prosper here for more than 400 years. Like you, they searched the world over for that convergence of resources that would help ensure their prosperity. For them, their search ended here. Chances are yours will too.

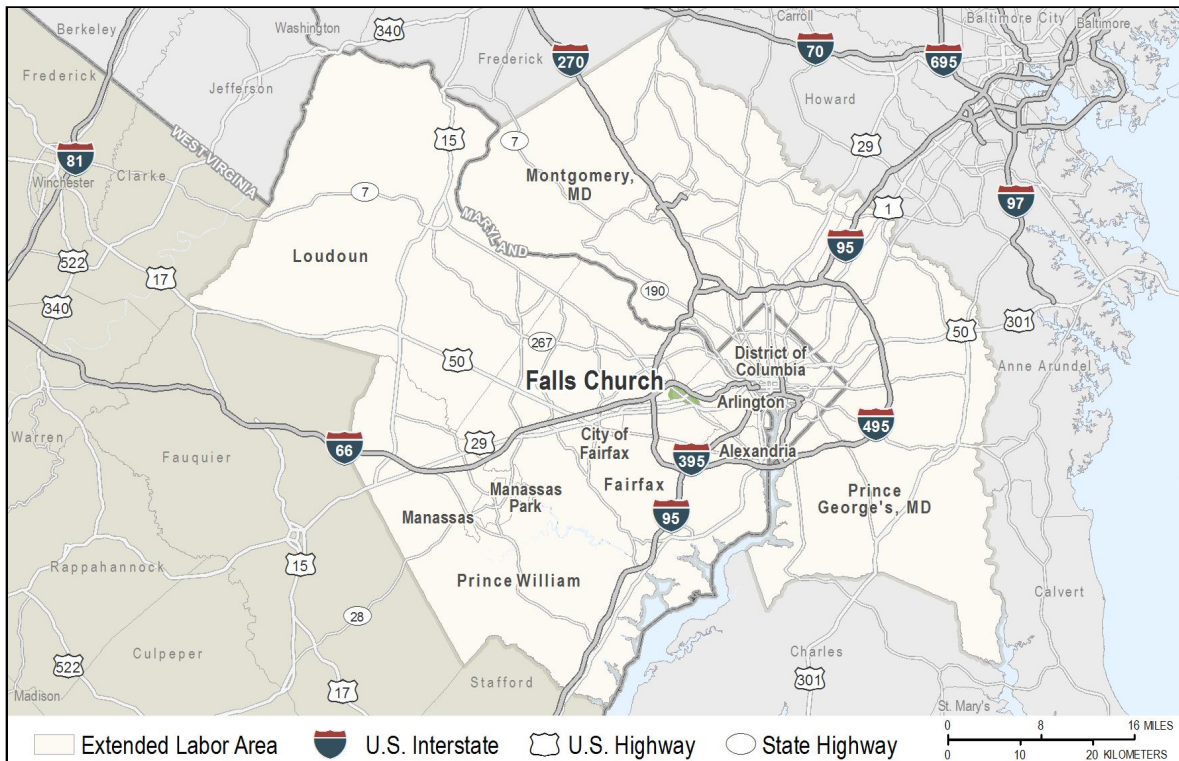
- AAA bond rating- Virginia has maintained a AAA rating since 1938, longer than any other state.
- Right-to-work law allows individuals the right to work regardless of membership in a labor union or organization.
- Corporate income tax rate of 6% has not been increased since 1972.
- Headquarters to 37 Fortune 1000 firms.
- Headquarters to 56 firms each with annual revenue over \$1 billion.
- More than 21,400 high-tech establishments operate in Virginia.
- More than 700 internationally-owned businesses from 40 countries are located in Virginia.
- Ranks third among the 50 states as a recipient of federal R&D funds.
- Streamlined permitting process.
- Recruitment training programs to help new businesses become operational faster.
- Programs at little or no cost to help businesses increase international sales.



# Location

The city of Falls Church is an independent municipality located seven miles west of the District of Columbia in the northeastern tip of Virginia. The city is bordered on the north, west, and south by Fairfax County. Arlington County forms the eastern boundary of the city. First settled in the Colonial era, Falls Church has been a market center for Northern Virginia for over 250 years. Falls Church hosts regional operations for several nationally-known corporations, as well as headquarters for national associations and consulting and computer firms. A magnet for small and growing businesses, the city has emerged as a significant medical and professional office center.

The city is 56 miles southwest of Baltimore, Maryland, 110 miles north of Richmond, and 196 miles northwest of Norfolk.



# City of Falls Church

The Historic City of Falls Church is OPEN FOR BUSINESS! The City has a great variety of commercial space from which to choose, to fit all budgets and requirements. For more details on lease or purchase opportunities, visit:

[www.fallschurchva.gov/government/eda/AvailableCommercialSpace.html](http://www.fallschurchva.gov/government/eda/AvailableCommercialSpace.html).

Take advantage of our outstanding location, exceptional public schools, close proximity to 2 metro stations and many other amenities and benefits. Visit [www.developfallschurch.org](http://www.developfallschurch.org), email [econdev@fallschurchva.gov](mailto:econdev@fallschurchva.gov) or call the City's Economic Development office at 703-248-5491 for more info



Cherry Hill Farmhouse

# Labor Market

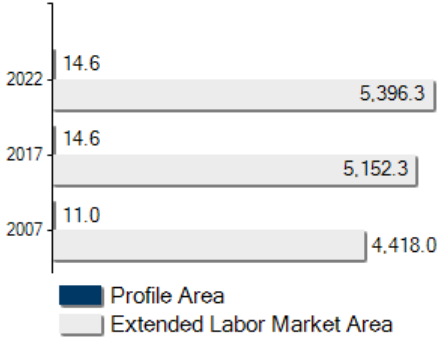
Population		
<b>Gender Distribution (2017)</b>		
City of Falls Church	Male 49.5%	Female 50.5%
<b>Race/Ethnicity (2017)</b>		
<b>Classification</b>	<b>Profile Area</b>	<b>Extended Labor Area</b>
White	11,691	2,852,074
Asian	1,381	631,115
Two or More	734	174,974
Black	687	1,448,231
American Indian or Alaska Native	85	39,083
Pacific Islander	5	6,786
Hispanic (may be of any race)	1,642	18,062
<b>Median Age (2017)</b>		39 years

Civilian Labor Force (2017)	
City of Falls Church	8,160
Extended Labor Market Area	2,843,392
<b>Total</b>	<b>2,851,552</b>

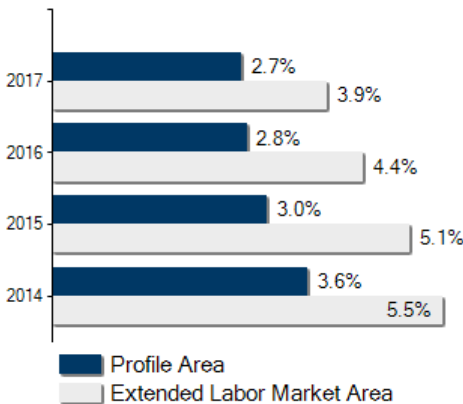
Labor Force Participation (2013-2017)	
City of Falls Church	74.9%
Extended Labor Market Area	72.1%

Unemployment	
<b>Unemployment Rate (September 2018)</b>	
City of Falls Church	2.0%
Extended Labor Market Area	3.3%
Statewide	2.8%
<b>Unemployed (2017)</b>	
City of Falls Church	219
Extended Labor Market Area	105,605
<b>Total</b>	<b>105,824</b>
<b>Underemployed (3rd Quarter 2018)</b>	
City of Falls Church	719
Extended Labor Market Area	275,179
<b>Total</b>	<b>275,898</b>

**Population in Thousands**



**Unemployment Rates**





# Labor Market

## Commute Time (2013-2017)

Worked from home	502	6.7%
Under 15 minutes	1,097	15.7%
15-24 minutes	1,985	28.4%
25-34 minutes	1,412	20.2%
35-44 minutes	846	12.1%
45-59 minutes	1,076	15.4%
Over 60 minutes	573	8.2%
Mean Travel Time to Work (minutes)		29

## Additional Labor Resources

High School Graduates Not Continuing (2017-2018)	1
Two-Year College Graduates (Spring 2017)	8,687
Two-Year College Enrollees (Fall 2017)	124,220
Other College and University Graduates (Spring 2017)	11,375
Total	144,283

**Career Readiness Certificate (06/30/2017-06/30/2018)**

Virginia’s Career Readiness Certificate (CRC) assists employers by certifying that a recipient possesses core skills in applied math, reading for information, and locating information. The CRC certification is based on established Workeys® assessment tests. Virginia uses a three-tiered approach (bronze, silver, gold) to credentialing certificate holders that is based on the recipient’s level of development skills.

City of Falls Church	
Extended Labor Market Area	51
<b>Total</b>	<b>51</b>

**Educational Attainment**

On-Time Graduation Rate (Class of 2017)	99.5%
Percentage of City of Falls Church population age 25+ who are high school graduates (2013-2017)	98.2%
Percentage of City of Falls Church population age 25+ who have earned a Bachelor's Degree or higher (2013-2017)	78.1%



# Labor Market

## Employment by Sector\* (2nd Qtr. 2018)

Agriculture Forestry Fishing and Hunting	0	0
Mining Quarrying and Oil and Gas Extraction	0	0
Utilities	0	0
Construction	381	3.0%
Manufacturing	35	0.3%
Wholesale Trade	78	0.6%
Retail Trade	1,264	10.1%
Transportation and Warehousing	101	0.8%
Information	260	2.1%
Finance and Insurance	263	2.1%
Real Estate and Rental and Leasing	297	2.4%
Professional Scientific and Technical Services	1,356	10.8%
Management of Companies and Enterprises	55	0.4%
Administrative and Support and Waste Management	1,151	9.2%
Educational Services	511	4.1%
Health Care and Social Assistance	1,714	13.7%
Arts Entertainment and Recreation	397	3.2%
Accommodation and Food Services	1,285	10.3%
Other Services	712	5.7%
Total Government	2,617	20.9%
Federal Government	1,524	12.2%
State Government	154	1.2%
Local Government	939	7.5%
Unclassified	50	0.4%
<b>Total</b>	<b>12,527</b>	<b>100.0%</b>

N.D. - Not Disclosed

\*By Business Establishment



# Labor Market

## Major Employers

### NonManufacturing

#### Company

Department of Health & Human Services  
General Dynamics Corporation  
Kaiser Permanente  
Social Security Administration

#### Product/Service

Federal government  
Headquarters - defense systems  
Health care  
Federal government

# Labor Market

<b>Union Activity (8/1/2015 - 8/1/2018)</b>	
Petitions filed for representation	1
Elections won by union	1

# Labor Market

## Estimated Earnings (May 2017)

Occupation	Median Wage (US\$)	Mean Wage (US\$)	Median Salary (US\$)	Mean Salary (US\$)
Laborers and Freight, Stock, and Material Movers, Hand Heavy and Tractor-Trailer Truck Drivers	13.69	14.85	28,470	30,895
Maintenance and Repair Workers, General	21.40	21.07	44,530	43,837
Office Clerks, General	21.98	23.04	45,717	47,938
Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	18.41	19.62	38,293	40,810
Receptionists and Information Clerks	21.45	21.77	44,634	45,289
Customer Service Representatives	16.16	16.81	33,616	34,955
Bookkeeping, Accounting, and Auditing Clerks	18.55	19.80	38,577	41,178
First-Line Supervisors of Office and Administrative Support Workers	24.31	24.91	50,563	51,811
Computer Occupations, All Other	31.81	34.17	66,174	71,062
Computer User Support Specialists	55.53	54.91	115,502	114,206
Computer Network Architects	29.48	30.94	61,314	64,352
Network and Computer Systems Administrators	60.33	60.95	125,494	126,768
Software Developers, Systems Software	47.77	49.68	99,362	103,321
Software Developers, Applications	61.65	62.38	128,236	129,759
Information Security Analysts	55.99	56.63	116,464	117,787
Computer Systems Analysts	54.97	56.19	114,325	116,867
Accountants and Auditors	50.65	51.72	105,355	107,562
Management Analysts	41.06	46.00	85,412	95,669
Human Resources Specialists	50.45	54.56	104,923	113,481
	40.61	41.56	84,473	86,454

## Per Capita Personal Income (2016)

\$75,978

## Median Family Income (2013-2017)

\$163,203



# Education

## Public School Enrollment (Fall 2017)

Level	Number	Enrollment
Preschool	1	69
Elementary	2	1,182
Middle	1	601
High School	1	828

## Student Teacher Ratio (FY 2017)

Elementary	11:1
Secondary	12:1

## Per Pupil Expenditure (FY 2017) (US\$)

18,442.00
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## On-Time Graduation Rate (Class of 2017)

99.5%
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## High School Graduates Continuing Education (2017-2018)

99.5%
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## Advanced Programs (2017-2018)

### Governor's Schools

Thomas Jefferson High School for Science and Technology

Senior International Baccalaureate (IB) Enrollment	40
Seniors Awarded IB Diplomas	40
Students taking 1 or more Advanced Placement (AP) Courses	141
Students taking 1 or more AP Exams	140
Students taking 1 or more Dual Enrollment Courses	79

# Education

<b>Workforce Development Facilities</b>	
<b>Facility</b>	<b>Type</b>
Fairfax SkillSource Center - Alexandria	Comprehensive Center
Fairfax SkillSource Center - Annandale	Comprehensive Center
Fairfax SkillSource Center - Reston	Comprehensive Center
Loudoun Workforce Resource Center	Satellite Center
Manassas SkillSource Career Services Center	Satellite Center
Prince William SkillSource Center	Comprehensive Center



# Education

## Higher Education Facilities – Fall 2017

Facility	Enrollment
George Mason University - Arlington Campus	36,297 <sup>‡</sup>
George Mason University - Fairfax Campus	36,297 <sup>‡</sup>
George Mason University - Loudoun Campus	36,297 <sup>‡</sup>
George Mason University - Science and Technology Campus	36,297 <sup>‡</sup>
Northern Virginia Community College - Annandale Campus	19,610
Northern Virginia Community College - Loudoun Campus	13,842
Northern Virginia Community College - Alexandria Campus	12,007
Northern Virginia Community College - Woodbridge Campus	10,113
Northern Virginia Community College - Manassas Campus	8,998
Northern Virginia Community College - Medical Education Campus	2,142
George Washington University - Virginia Science and Technology Campus	1,856
California University of Management and Sciences	440 <sup>◊</sup>
Virginia Tech - Northern Virginia Center	*
Central Texas College - Quantico Campus	†
Northern Virginia Community College - Quantico Campus	†§
George Washington University - Alexandria Graduate Education Center	†
George Washington University - Arlington Graduate Education Center	†
Old Dominion University - Quantico Campus	†§
University of Maryland University College - Fort Belvoir Campus	†
University of Maryland University College - Quantico Campus	†
Averett University - Quantico Center	†§
Florida Institute of Technology - Quantico Campus	†
Institute for the Psychological Sciences	†

\* AAAA Enrollment figures are included in participating colleges and universities.

† Enrollment figures are not available.

‡ Enrollment figures are for all campuses.

§ Enrollment counted at a main campus.

◊ Fall 2016 Enrollment



# Education

## Higher Education Facilities – Fall 2017

Facility	Enrollment
ECPI University - Northern Virginia Campus	12,068 <sup>‡</sup>
Strayer University - Alexandria Campus	6,473 <sup>‡◊</sup>
Strayer University - Arlington Campus	6,473 <sup>‡◊</sup>
Marymount University	3,375
Stratford University - Alexandria Campus	2,926 <sup>‡</sup>
Stratford University - Falls Church Campus	2,926 <sup>‡◊</sup>
Stratford University - Woodbridge Campus	2,926 <sup>‡</sup>
Virginia International University	895 <sup>◊</sup>
DeVry University - Arlington Campus	687 <sup>‡◊</sup>
The Art Institute of Washington - Arlington	667 <sup>◊</sup>
Argosy University	577 <sup>◊</sup>
Columbia College - Fairfax Campus	388 <sup>◊</sup>
IGlobal University	365 <sup>◊</sup>
Columbia College - Centreville Campus	162 <sup>◊</sup>
Aviation Institute of Maintenance - Manassas Campus	150 <sup>◊</sup>
Johns Hopkins University Whiting School of Engineering - Crystal City Center	†
Park University - Arlington Campus	†
Park University - Fort Myer Campus	†
Park University - Quantico Campus	†
Virginia Theological Seminary	†
Washington University of Virginia	†
Central Michigan University - Fort Belvoir Center	†
Central Michigan University - Pentagon Center	†

<sup>†</sup> Enrollment figures are not available.

<sup>‡</sup> Enrollment figures are for all campuses.

<sup>◊</sup> Fall 2016 Enrollment

# Education

## Higher Education Facilities – Fall 2017

Facility	Enrollment
Strayer University - Loudoun Campus	6,473 <sup>‡</sup> <sup>◊</sup>
Strayer University - Manassas Campus	6,473 <sup>‡</sup> <sup>◊</sup>
Strayer University - Woodbridge Campus	6,473 <sup>‡</sup> <sup>◊</sup>
University of Management and Technology	1,293 <sup>◊</sup>
University of Phoenix - Arlington Campus	526 <sup>‡</sup>
University of the Potomac - Virginia Campus	149 <sup>◊</sup>

<sup>‡</sup> Enrollment figures are for all campuses.

<sup>◊</sup> Fall 2016 Enrollment





# Transportation

Interstates	
Name	Distance
I-66	0.1 miles (0.2 km.)
I-495	1.3 miles (2.1 km.)
I-395	3.6 miles (5.8 km.)
I-95	5.4 miles (8.6 km.)
I-695	7.4 miles (11.9 km.)
I-295	7.8 miles (12.6 km.)
I-270	8.1 miles (13.0 km.)
I-595	15.1 miles (24.4 km.)

Note: Measured from border of locality/region.

Highways				
Highway 29	Highway 338	Highway 7		

Commercial Air Service		
<b>Ronald Reagan Washington National Airport, Arlington -- 9.5 miles (15.3 km.)</b>		
Air Canada	American Airlines	Delta Air Lines
Frontier Airlines	Southwest Airlines	Sun Country Airlines
United Airlines	Alaska Airlines	JetBlue Airways
Virgin America		
<b>Washington Dulles International Airport, Dulles -- 20.1 miles (32.4 km.)</b>		

# Transportation

Aeroflot Airlines	Air Canada	Air France
All Nippon Airways	American Airlines	Austrian Airlines
British Airways	Delta Air Lines	Ethiopian Airlines
Frontier Airlines	Icelandair	KLM Royal Dutch Airlines
Korean Air Lines	Lufthansa German Airlines	Saudi Arabian Airlines
Southwest Airlines	United Airlines	Virgin Atlantic Airways
Alaska Airlines	JetBlue Airways	South African Airlines
SAS/Scandinavian Airlines	Air Lingus	Copa Airlines
Virgin America	Avianca	Qatar
Porter Airlines	Turkish Airlines	AeroMexico
Brussels Airlines	Emirates	Etihad Airways
Air China	LATAM Airlines	Royal Air Maroc
Southern Airways Express		

# Transportation

## Commercial Air Service

**Baltimore/Washington International Thurgood Marshall Airport,  
Baltimore, MD -- 49.6 miles (79.8 km.)**

Air Canada	American Airlines	British Airways
Delta Air Lines	Southwest Airlines	Spirit Airlines
United Airlines	Alaska Airlines	JetBlue Airways
Allegiant Air	Virgin America	Condor
Norwegian Air Shuttle	Norwegian Air Shuttle	Sunwing Airlines
ASA	ASA	
Wow air	XTRA Airways	ViaAir
Boutique Air	Southern Airways Express	

Note: Within a 75-mile drive of the center of the locality.

# Transportation

## General Aviation Service

Name	Runway Length
Montgomery County Airpark, Gaithersburg, MD	4,202 ft (1,281 m)

## Freight Rail Service

Norfolk Southern Railway Company
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## Seaports

Name	Distance
Port of Virginia (Inland Port Front Royal)	61.0 miles (98.2 km)
Port of Virginia	183.0 miles (294.5 km)

Note: Driving distance from the center of the locality to Port of Virginia and any other seaports within 100 miles.

## Other Ports of Entry

Name	Distance
Port of Washington - Dulles	20.1 miles (32.4 km)

Note: Driving distance from the center of the locality to Port of Washington - Dulles and any other port of entry within 100 miles.

# Utilities

Utilities	
Electric	Dominion Energy
Natural Gas	Washington Gas Company
Telecommunications	Verizon-Virginia
Water	City of Falls Church
Waste Water Treatment	Contracts with Fairfax and Arlington Counties
Solid Waste Disposal	City of Falls Church
Solid Waste Disposal	Ogden Martin Systems of Alexandria/Arlington, Inc. (waste-to-energy plant)

# Financial Institutions

## Financial Institutions – 1st Qtr 2018 Assets

<b>Bank</b>	<b>Assets (US\$ Millions)</b>
Bank of America, N.A.	1,765,242.0
Wells Fargo Bank, N.A.	1,716,532.0
PNC Bank, N.A.	368,067.1
Capital One, N.A.	289,877.6
Branch Banking and Trust Company	215,012.0
SunTrust Bank	199,970.2
Manufacturers and Traders Trust Co.	118,089.0
Burke & Herbert Bank & Trust Co.	3,040.3



# Government and Taxes

## Government

Falls Church has a City Manager and seven-member City Council.

The city has a comprehensive plan and zoning and subdivision ordinances.

## Taxes

Localities in Virginia collect a 1% sales tax. They do not tax other items taxed at the State level.

Counties and cities in Virginia are separate taxing entities. Therefore, a company pays taxes to either a county or to a city.

If a company is located in a town, it pays town and county taxes except for utility taxes which are paid only to the town and the license tax which is paid only to the town unless town law permits the additional collection of a county tax.

Manufacturers pay real estate, machinery and tools, truck and automobile, utility, and sales taxes.

Nonmanufacturers pay real estate, tangible personal property, truck and automobile, utility, and sales taxes. They also may pay either a merchants' capital or a license tax.

*[Manufacturer's Tax Profile \(Falls Church\) pdf](#)*

*[Non-Manufacturer's Tax Profile \(Falls Church\) pdf](#)*



# Community Facilities

Fairfax Hospital is located in the greater Falls Church area and is the heart of the Fairfax Hospital System that operates a total of four hospitals and two freestanding emergency centers. A 656-bed facility, Fairfax Hospital is a regional referral center containing a Level One trauma center and the system's substance program. Additional hospitals are located throughout Northern Virginia and can accommodate most any medical treatment needs.

Nearly 900 physicians practice in the Fairfax County/Falls Church area with over 1,700 available in the Northern Virginia region. Nearly 60 dentists practice in Falls Church, with approximately 600 additional dentists accessible in the region.

Numerous nursing and retirement homes are distributed throughout the surrounding Fairfax area with over 1,200 nursing home beds authorized.

Eight places of worship are located in Falls Church. Faiths represented include Jewish, Catholic, and major Protestant denominations.

The Mary Riley Styles Public Library provides library service in Falls Church. This facility maintains a collection in excess of 95,000 volumes and circulates nearly 182,000 books annually. In addition, the Tysons-Pimmit Regional Library, operated by the Fairfax County Public Library System, is available to serve area residents. This county system is the largest library system in Virginia.





# Community Facilities

**(continued)**

Nine shopping centers are found in the city of Falls Church. In total, the city offers over 745,000 square feet of retail space to serve the area's retail demand. Major regional shopping complexes are located nearby. Tysons Corner and Tysons II, Galleria, are well known for the national department stores which anchor these developments and numerous specialty shops, national chains, and boutiques.

Falls Church is a truly livable community, which makes it easy for residents to enjoy a variety of recreational, leisure, and cultural programs both in the city and close by. The city's Recreation and Parks Department offers a year-round program of recreation and leisure time activities for all ages. Facilities include a community center, two senior centers, ten parks, eight tennis courts, a bicycle trail, and the Cherry Hill Farmhouse that features educational tours and programs. Sports programs are organized for all age groups. More than 100 hobby and special interest classes, bus trips, and special events are available. In addition, golf, tennis, swimming, hiking, and biking are available at nearby regional park facilities.

World class entertainment and cultural activities are within easy reach of the city. The District of Columbia, just minutes away by auto or Metrorail, is one of the leading cultural centers in the nation. Notable attractions include the Kennedy Center for the Performing Arts, Ford's Theatre, the 13 museums connected with the Smithsonian Institution, and the National Zoo. Over 200 other public and private art galleries are also available in the region. Wolf Trap Foundation for the Performing Arts is close by in Fairfax County and sponsors an outstanding program of summer performances ranging from the National Symphony, to ballet, to popular music. Locally, the Falls Church Players produce quality dramatic performances on a regular basis. Professional athletics attract a widespread following in the region. The Washington Redskins football team, the NBA Washington Bullets, and the Washington Capitals ice hockey team provide a diversity of top caliber spectator sports. Collegiate basketball at Georgetown University and nearby George Mason University is also popular.

**(continued)**

Periodic local festivals in Falls Church add a sparkle to the life style of the community. Events such as the Memorial Day Parade, the Independence Day fireworks extravaganza, the autumn Harvest Fair, and the winter Holiday Ball draw numerous residents and visitors to the area. The region's rich heritage has produced many excellent historic attractions within close proximity to Falls Church. George Washington's home, Mount Vernon, is America's most visited historic estate and is southeast of the city in adjoining Fairfax County. Likewise, George Mason's 1755 estate, Gunston Hall, and Frank Lloyd Wright's Pope-Leighey House in Fairfax County are popular tourist destinations.

*Washington-Arlington-Alexandria MSA Profile*

*Northern Virginia Profile*

*City of Falls Church*