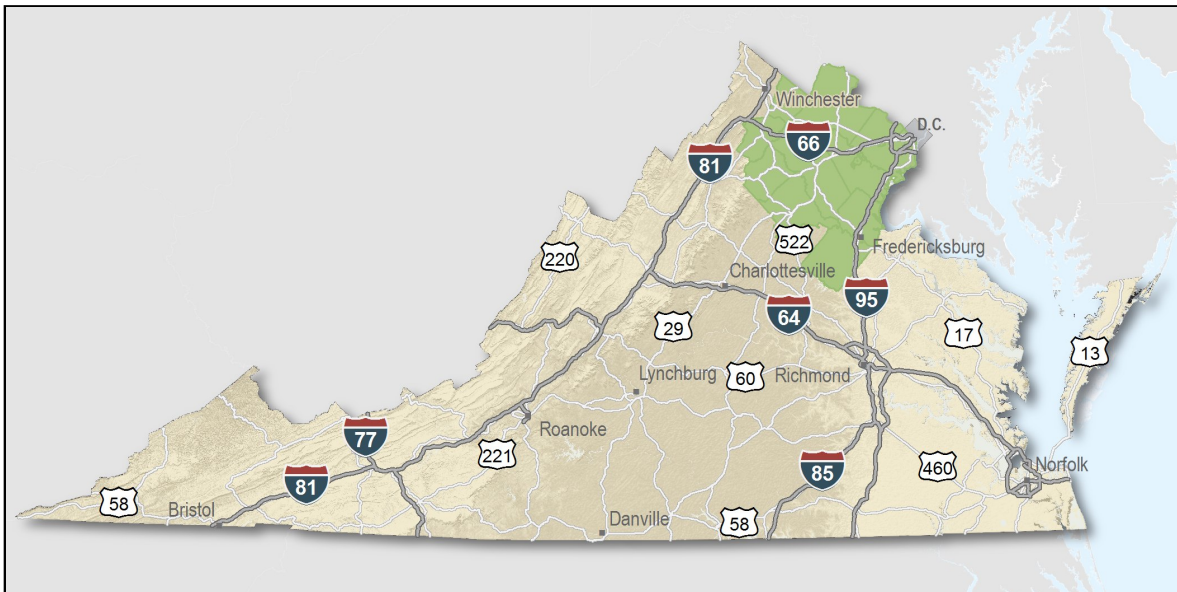

Washington-Arlington-Alexandria MSA, Virginia

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.

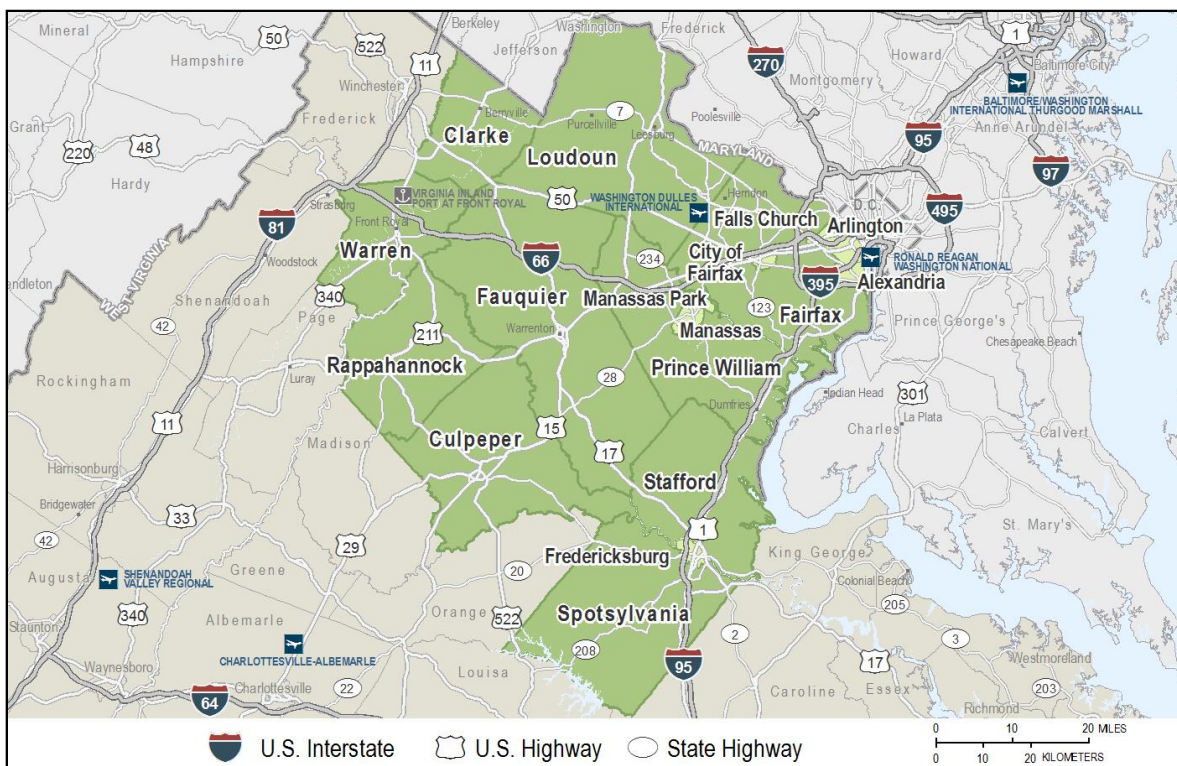


Location

The Virginia portion of the Washington-Arlington-Alexandria Metropolitan Statistical Area (MSA), is located in the northeastern corner of the state. The area has grown into a leading information and communications center and the home of many international, as well as national, organizations' headquarters.

The Northern Virginia MSA is located 50 miles north of Richmond, the state capital, and 140 miles northwest of Norfolk.

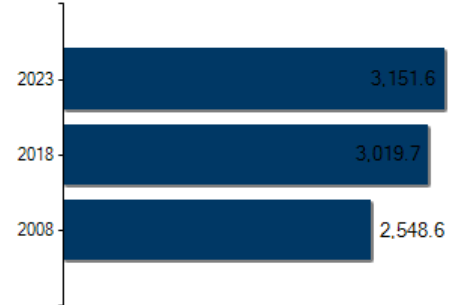
The entire Washington-Arlington-Alexandria, DC-VAMSA has a population of 5.4 million and is the ninth largest MSA in the nation.



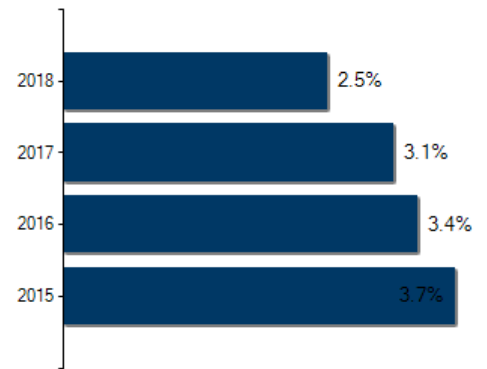
Labor Market

Population		
Gender Distribution (2018)		
Washington-Arlington-Alexandria MSA	Male 49.6%	Female 50.4%
Race/Ethnicity (2018)		
Classification		Profile Area
White		2,057,645
Asian		418,407
Black		403,573
Two or More		116,253
American Indian or Alaska Native		19,923
Pacific Islander		3,854
Hispanic (may be of any race)		503,658
Median Age (2018)		
Alexandria		37 years
Arlington		35 years
Clarke		48 years
Culpeper		39 years
Fairfax		38 years
Fairfax City		37 years
Falls Church		39 years
Fauquier		42 years
Fredericksburg		30 years
Loudoun		37 years
Manassas		34 years
Manassas Park		35 years
Prince William		36 years
Rappahannock		52 years
Spotsylvania		38 years
Stafford		36 years
Warren		41 years

Population in Thousands



Unemployment Rates



Labor Market

Civilian Labor Force (2018)

Washington-Arlington-Alexandria MSA	1,634,434
-------------------------------------	-----------

Labor Force Participation (2013-2017)

Washington-Arlington-Alexandria MSA	71.7%
-------------------------------------	-------

Unemployment

Unemployment Rate (December 2019)	
Washington-Arlington-Alexandria MSA	2.0%
Statewide	2.5%
Unemployed (2018)	
Washington-Arlington-Alexandria MSA	40,913
Underemployed (4th Quarter 2019)	
Washington-Arlington-Alexandria MSA	134,019



Labor Market

Commute Time (2013-2017)

Worked from home	92,702	5.9%
Under 15 minutes	225,660	15.3%
15-24 minutes	349,193	23.7%
25-34 minutes	307,734	20.9%
35-44 minutes	143,863	9.8%
45-59 minutes	200,538	13.6%
Over 60 minutes	247,249	16.8%
Mean Travel Time to Work (minutes)		
Alexandria		32
Arlington		29
Clarke		36
Culpeper		40
Fairfax		32
Fairfax City		31
Falls Church		29
Fauquier		40
Fredericksburg		28
Loudoun		34
Manassas		34
Manassas Park		37
Prince William		39
Rappahannock		38
Spotsylvania		38
Stafford		41
Warren		41

Additional Labor Resources

High School Graduates Not Continuing (2017-2018)	4,303
Two-Year College Graduates (Spring 2018)	11,790
Two-Year College Enrollees (Fall 2018)	132,675
Other College and University Graduates (Spring 2018)	13,896
Total	162,664

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.

Washington-Arlington-Alexandria MSA

72

Educational Attainment

On-Time Graduation Rate (Class of 2018)	92.1%
Percentage of Washington-Arlington-Alexandria MSA population age 25+ who are high school graduates (2013-2017)	91.4%
Percentage of Washington-Arlington-Alexandria MSA population age 25+ who have earned a Bachelor's Degree or higher (2013-2017)	53.8%

Labor Market

Employment by Sector* (4th Qtr. 2018)

Agriculture Forestry Fishing and Hunting	1,541	0.1%
Mining Quarrying and Oil and Gas Extraction	808	0.1%
Utilities	2,845	0.2%
Construction	73,518	5.2%
Manufacturing	26,021	1.8%
Wholesale Trade	27,744	2.0%
Retail Trade	143,299	10.1%
Transportation and Warehousing	37,625	2.7%
Information	36,470	2.6%
Finance and Insurance	49,766	3.5%
Real Estate and Rental and Leasing	21,753	1.5%
Professional Scientific and Technical Services	269,415	19.1%
Management of Companies and Enterprises	25,986	1.8%
Administrative and Support and Waste Management	87,851	6.2%
Educational Services	25,889	1.8%
Health Care and Social Assistance	132,695	9.4%
Arts Entertainment and Recreation	19,609	1.4%
Accommodation and Food Services	124,575	8.8%
Other Services	62,187	4.4%
Total Government	241,505	17.1%
Federal Government	85,174	6.0%
State Government	18,988	1.3%
Local Government	137,343	9.7%
Unclassified	3,090	0.2%
Total	1,414,192	100.0%

N.D. - Not Disclosed

*By Business Establishment

Employment by Occupation (2017)

Construction, Extraction & Maintenance	98,750	7.1%
Farming, Fishing & Forestry	860	0.1%
Managerial, Professional & Related	591,810	42.8%
Production, Transportation & Material	89,260	6.5%
Moving		
Sales & Office	324,460	23.5%
Service	277,720	20.1%
Total	1,382,860	100%

Labor Market

Major Employers

NonManufacturing

Company

Booz, Allen & Hamilton
CSRA
Department of Defense
Electronic Data Systems (EDS)
Engility
EY
Federal Home Loan Mortgage Corp.
George Mason University
INOVA Health System
Lockheed Martin Corp.
United Air Lines Inc.
Wal Mart Stores, Inc.

Product/Service

Management & technology consulting
Information technology
National security
Information technology services
Information technology
Financial and advisory services
Financial services
Higher education
Health care
Information technology services
Air transportation services
Discount retail



Labor Market

Closings, Reductions, Layoffs (7/2018 to date)

Date	Type	Company	Product/Service	Employees Affected
11/29/2018	Layoff	NetCentrics Corporation	Leading provider of IT services to the government	59
11/29/2018	Layoff	NetCentrics Corporation	Leading provider of IT services to the government	90
5/9/2019	Layoff	OMNIPLEX World Services Corporation	Security and investigation services	155
6/14/2019	Closing	Glen-Gery	Brick and stone manufacturer	35
8/31/2019	Closing	CenseoHealth, LLC	Health organization spanning from health risk evaluations to complex care management	144
11/30/2019	Layoff	NetCentrics Corporation	Leading provider of IT services to the government	95
12/15/2019	Layoff	OMNIPLEX World Services Corp.	Personal security investigations services	168

Union Activity (8/1/2015 - 8/1/2018)

Petitions filed for representation	60
Elections won by union	32
Elections won by company	7

Labor Market

Estimated Earnings (May 2018)

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	14.00	15.09	29,122	31,373
Maintenance and Repair Workers, General	22.31	23.04	46,408	47,925
Office Clerks, General	17.51	18.72	36,419	38,935
Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	21.52	22.05	44,755	45,854
Receptionists and Information Clerks	15.42	15.91	32,072	33,087
Customer Service Representatives	17.85	19.46	37,122	40,485
Bookkeeping, Accounting, and Auditing Clerks	23.79	24.13	49,491	50,184
First-Line Supervisors of Office and Administrative Support Workers	30.90	33.25	64,278	69,157
Computer Occupations, All Other	55.35	54.75	115,114	113,867
Computer User Support Specialists	29.93	31.94	62,267	66,419
Computer Network Architects	63.33	63.81	131,734	132,737
Network and Computer Systems Administrators	47.58	49.33	98,968	102,616
Software Developers, Systems Software	59.81	60.68	124,415	126,215
Software Developers, Applications	57.35	58.09	119,285	120,843
Information Security Analysts	55.80	56.67	116,085	117,881
Computer Systems Analysts	51.20	52.94	106,481	110,097
Accountants and Auditors	40.96	46.27	85,202	96,238
Management Analysts	50.96	55.31	105,988	115,048
Human Resources Specialists	40.87	41.26	84,998	85,832

Per Capita Personal Income (2017)

\$69,581

Median Family Income (2013-2017)

\$124,271

Education

Public School Enrollment (Fall 2018)

Level	Number	Enrollment
Preschool	9	1,438
Elementary	363	239,755
Combined	9	15,460
Middle	94	98,633
High School	79	147,208
Alternative	1	151
Special Education	2	146

Student Teacher Ratio (FY 2018)

Elementary	13:1
Secondary	13:1

Per Pupil Expenditure (FY 2018) (US\$)

14,473.23

On-Time Graduation Rate (Class of 2018)

92.1%

High School Graduates Continuing Education (2017-2018)

91.2%

Advanced Programs (2017-2018)

Governor's STEM Academies and Health Academies

Clifford S. Hardison Governor's Health Sciences Academy
 Falls Church Governor's Health Sciences Academy
 Governor's Career and Technical Academy in Arlington (GCTAA)
 Governor's STEM Academy at Chantilly High School
 Governor's STEM Academy at George C. Marshall High School
 Governor's STEM Academy at Osbourn High School
 Loudoun Governor's Career and Technical Academy
 Stafford Academy for Technology (STAT)

Governor's School Enrollment	4,352
Senior International Baccalaureate (IB) Enrollment	1,369
Seniors Awarded IB Diplomas	1,082
Students taking 1 or more Advanced Placement (AP) Courses	61,163
Students taking 1 or more AP Exams	51,767
Students taking 1 or more Dual Enrollment Courses	12,385



Education

Workforce Development Facilities

Facility	Type
Albemarle Career Center	Satellite Center
Alexandria Workforce Development Center	Comprehensive Center
Arlington Career Center	Career and Technical Center
Arlington Employment Center	Comprehensive Center
Automotive Technology Center	Career and Technical Center
Culpeper Career Resource Center	Satellite Center
Eastern Shore Workforce Center	Satellite Center
Fairfax SkillSource Center - Alexandria	Comprehensive Center
Fairfax SkillSource Center - Annandale	Comprehensive Center
Fairfax SkillSource Center - Reston	Comprehensive Center
Fredericksburg Center for Advanced Technology, Career and Technical Center	Career and Technical Center
Fredericksburg Workforce Center	Comprehensive Center
Greene County Job Spot	Satellite Center
GSC Center for Workforce and Community Education	Career and Technical Center
Job Assistance Center	Satellite Center
Lord Fairfax Community College Workforce Solutions	Career and Technical Center
Loudoun Workforce Resource Center	Satellite Center
Louisa Employment Center	Satellite Center
Madison Department of Social Services	Informational Center
Manassas SkillSource Career Services Center	Satellite Center
Nelson Career Resource Center	Informational Center
Orange Workforce Center	Satellite Center
Piedmont Workforce Network	Comprehensive Center
Prince William SkillSource Center	Comprehensive Center
Spotsylvania Career & Technical Center	Career and Technical Center
The Workplace	Satellite Center
Valley Workforce Center - Harrisonburg	Comprehensive Center
Valley Workforce Center - Luray	Satellite Center
Valley Workforce Center - Rockbridge	Satellite Center
Valley Workforce Center - Staunton	Satellite Center

Education

Workforce Development Facilities	
Facility	Type
Valley Workforce Center - Winchester	Satellite Center
Warsaw Workforce Center	Satellite Center



Education

Higher Education Facilities – Fall	
Facility	Enrollment
Northern Virginia Community College - Annandale Campus	18,499
Northern Virginia Community College - Loudoun Campus	14,060
Northern Virginia Community College - Alexandria Campus	12,059
Northern Virginia Community College - Woodbridge Campus	10,237
Northern Virginia Community College - Manassas Campus	9,231
Germanna Community College - Fredericksburg Campus	6,079
Piedmont Virginia Community College - Eugene Giuseppe Center	5,445 [†]
Lord Fairfax Community College - Middletown Campus	5,231
Lord Fairfax Community College - Fauquier Campus	2,639
Germanna Community College - Locust Grove Campus	2,033
Northern Virginia Community College - Medical Education Campus	1,715
Northern Virginia Community College - Quantico Campus	†
Old Dominion University - Quantico Campus	†
University of Maryland University College - Quantico Campus	†
Johns Hopkins University Whiting School of Engineering - Crystal City Center	†
The Art Institute of Washington - Arlington	†
Argosy University	†
DeVry University - Manassas Center	†
Everest College - Woodbridge Campus	†
Central Texas College - Quantico Campus	†
Germanna Community College - Daniel Technology Center	†§
Germanna Community College - Stafford County Center	†§
Lord Fairfax Community College - Luray-Page County Center	†§

* 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 Enrollment



Education

Higher Education Facilities – Fall 2018

Facility	Enrollment
George Mason University - Arlington Campus	37,677 [‡]
George Mason University - Fairfax Campus	37,677 [‡]
George Mason University - Loudoun Campus	37,677 [‡]
George Mason University - Science and Technology Campus	37,677 [‡]
University of Mary Washington - Fredericksburg Campus	4,727 [‡]
University of Mary Washington - Stafford Campus	4,727 [‡]
Shenandoah University	3,817
Marymount University	3,418
George Washington University - Virginia Science and Technology Campus	1,725
Randolph-Macon College	1,488
Christendom College	586
Patrick Henry College	273 [◊]
Virginia Tech - Northern Virginia Center	*
George Washington University - Alexandria Graduate Education Center	†
George Washington University - Arlington Graduate Education Center	†
University of Maryland University College - Fort Belvoir Campus	†
Averett University - Quantico Center	†§
California University of Management and Sciences	†
Florida Institute of Technology - Quantico Campus	†
Institute for the Psychological Sciences	†
Park University - Arlington Campus	†
Park University - Fort Myer Campus	†
Park University - Quantico Campus	†

* 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 2017 Enrollment

Education

Higher Education Facilities – Fall 2018

Facility	Enrollment
Strayer University - Alexandria Campus	5,894 [‡] [◊]
Strayer University - Arlington Campus	5,894 [‡] [◊]
Strayer University - Fredericksburg Campus	5,894 [‡] [◊]
Strayer University - Loudoun Campus	5,894 [‡] [◊]
Strayer University - Manassas Campus	5,894 [‡] [◊]
Strayer University - Woodbridge Campus	5,894 [‡] [◊]
Stratford University - Alexandria Campus	2,282 [‡]
Stratford University - Falls Church Campus	2,282 [‡]
Stratford University - Woodbridge Campus	2,282 [‡]
University of Management and Technology	1,176 [◊]
Chamberlain University-Virginia - Arlington Campus	501 [◊]
Virginia International University	445 [◊]
DeVry University - Arlington Campus	436 [◊]
Columbia College - Fairfax Campus	357 [◊]
IGlobal University	255 [◊]
Aviation Institute of Maintenance - Manassas Campus	203 [◊]
Columbia College - Centreville Campus	160 [◊]
Virginia Theological Seminary	+
Washington University of Virginia	+
Central Michigan University - Fort Belvoir Center	+
Central Michigan University - Joint Base Myer	+
Central Michigan University - Pentagon Center	+
ECPI University - Northern Virginia Campus	+

[†] Enrollment figures are not available.

[‡] Enrollment figures are for all campuses.

[◊] Fall 2017 Enrollment

Education

Higher Education Facilities – Fall 2018	
Facility	Enrollment
University of the Potomac - Virginia Campus	149 [◊]
University of Phoenix - Arlington Campus	[†]

[†] Enrollment figures are not available.

[◊] Fall 2017 Enrollment

Transportation

Interstates	
Name	Distance
I-395	0.0 miles (0.0 km.)
I-495	0.0 miles (0.0 km.)
I-66	0.0 miles (0.0 km.)
I-81	0.0 miles (0.0 km.)
I-95	0.0 miles (0.0 km.)
I-295	0.8 miles (1.3 km.)
I-695	1.7 miles (2.8 km.)
I-270	3.0 miles (4.8 km.)
I-370	7.1 miles (11.4 km.)
I-70	8.7 miles (14.0 km.)
I-595	9.9 miles (15.9 km.)
I-64	14.8 miles (23.8 km.)
I-195	29.3 miles (47.2 km.)
I-68	32.0 miles (51.5 km.)

Note: Measured from border of locality/region.

Highways				
Highway 1	Highway 11	Highway 110	Highway 120	Highway 123
Highway 15	Highway 17	Highway 193	Highway 2	Highway 208
Highway 211	Highway 212	Highway 213	Highway 215	Highway 218
Highway 228	Highway 229	Highway 231	Highway 234	Highway 235
Highway 236	Highway 237	Highway 241	Highway 242	Highway 244
Highway 245	Highway 255	Highway 267	Highway 27	Highway 277
Highway 28	Highway 287	Highway 29	Highway 299	Highway 3
Highway 309	Highway 338	Highway 340	Highway 400	Highway 401
Highway 402	Highway 420	Highway 48	Highway 50	Highway 522
Highway 55	Highway 7	Highway 79	Highway 9	

Commercial Air Service		
Ronald Reagan Washington National Airport, Arlington -- 5.3 miles (8.5 km.)		
Air Canada	American Airlines	Delta Air Lines
Frontier Airlines	Southwest Airlines	United Airlines
Alaska Airlines	JetBlue Airways	



Transportation

Commercial Air Service

Washington Dulles International Airport, Dulles -- 12.7 miles (20.4 km.)

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	Sun Country Airlines	United Airlines
Virgin Atlantic Airways	Alaska Airlines	Alitalia
JetBlue Airways	South African Airlines	SAS/Scandinavian Airlines
Air Lingus	Copa Airlines	Avianca
Qatar	Porter Airlines	Turkish Airlines
Brussels Airlines	Emirates	Etihad Airways
Air China	Royal Air Maroc	Volaris
Air India	Cathay Pacific	Egyptair
TAP Air Portugal		

Baltimore/Washington International Thurgood Marshall Airport, Baltimore, MD -- 38.7 miles (62.3 km.)

Air Canada	American Airlines	British Airways
Delta Air Lines	Frontier Airlines	Southwest Airlines
Spirit Airlines	United Airlines	Alaska Airlines
JetBlue Airways	Allegiant Air	Condor
Boutique Air	Southern Airways Express	Contour Airlines

Charlottesville-Albemarle Airport, Charlottesville -- 42.1 miles (67.8 km.)

American Airlines	Delta Air Lines	United Airlines
-------------------	-----------------	-----------------

Hagerstown Regional Airport/Richard A Henson Field, Hagerstown, MD -- 57.3 miles (92.1 km.)

Allegiant Air	Southern Airways Express	
---------------	--------------------------	--

Richmond International Airport, Sandston -- 59.5 miles (95.7 km.)

Transportation

American Airlines Spirit Airlines Allegiant Air	Delta Air Lines United Airlines	Southwest Airlines JetBlue Airways
Shenandoah Valley Regional Airport, Weyers Cave -- 68.3 miles (109.9 km.)		
United Express		

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

Transportation

General Aviation Service

Name	Runway Length
Culpeper Regional Airport, Culpeper	5,000 ft (1,524 m)
Front Royal-Warren County Airport, Front Royal	3,007 ft (917 m)
Leesburg Executive Airport, Leesburg	5,499 ft (1,676 m)
Manassas Regional Airport, Manassas	6,200 ft (1,890 m)
Shannon Airport, Fredericksburg	2,999 ft (914 m)
Stafford Regional Airport, Stafford	5,000 ft (1,524 m)

Freight Rail Service

CSX Transportation
Norfolk Southern Railway Company

Seaports

Name	Distance
Port of Virginia (Inland Port Front Royal)	8.0 miles (12.9 km)
Port of Virginia (Richmond Marine Terminal)	63.0 miles (101.4 km)
Port of Virginia	134.0 miles (215.7 km)

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

Other Ports of Entry

Name	Distance
Port of Washington - Dulles	12.7 miles (20.4 km)
Richmond-Petersburg	59.5 miles (95.7 km)

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

Utilities

Electric

Allegheny Power
 Rappahannock Electric Cooperative
 Northern Neck Electric Cooperative

Northern Virginia Electric Cooperative
 Dominion Energy
 Town of Front Royal

Natural Gas

Columbia Gas of Virginia
 Washington Gas Company

Virginia Natural Gas
 Shenandoah Gas Company

Telecommunications

Sprint/Centel-Virginia
 Verizon-Virginia
 CenturyLink

Verizon South
 Comcast Business Communications
 Cox Communications

Water

City of Fredericksburg
 Loudoun County Sanitation Authority
 Stafford County Utilities
 Town of Front Royal
 Town of Warrenton
 Alexandria Sanitation Authority
 Marshall Waterworks
 US Army Corp of Engineers
 City of Falls Church

Fairfax County Water Authority
 Spotsylvania County
 Town of Berryville
 Town of Leesburg
 Virginia American Water Company
 Fauquier County Water & Sewer Authority
 Vint Hill Economic Development Authority
 City of Fairfax
 Town of Washington

Waste Water Treatment

Alexandria Sanitation Authority
 Fairfax County Office of Waste Management
 Loudoun County Sanitation Authority
 Stafford County Utilities
 Town of Front Royal
 Town of Warrenton
 Vint Hill Economic Development Authority
 Rappahannock Water & Sewer

City of Fredericksburg
 Fauquier County Water & Sewer Authority
 Spotsylvania County
 Town of Berryville
 Town of Leesburg
 Virginia American Water Authority
 Fairfax County Lower Potomac Plant

Solid Waste Disposal

City of Falls Church
 Frederick County Landfill
 Ogden Martin Systems of Alexandria/Arlington, Inc.
 (waste-to-energy plant)
 Spotsylvania County
 I-95 Sanitary Landfill

Fauquier County Landfill
 Loudoun County Landfill
 Rappahannock Regional Landfill
 Warren County Sanitary Landfill
 I-66 Transfer Station

Financial Institutions

Financial Institutions – 4th Qtr 2018 Assets

Bank	Assets (US\$ Millions)
JPMorgan Chase Bank, N.A.	2,218,960.0
Bank of America, N.A.	1,782,639.0
Citibank, N.A.	1,406,717.0
Capital One, N.A.	304,657.7
Branch Banking and Trust Company	219,071.0
HSBC Bank USA, N. A.	169,812.4
Manufacturers and Traders Trust Co.	119,636.1
E*Trade Bank	50,410.5
First-Citizens Bank & Trust Co.	35,267.5
BNY Mellon, National Association	28,875.9
Bank of Hope	15,307.6
Fulton Bank	12,558.9
EagleBank	8,380.7
E*TRADE Savings Bank	5,675.6
Hanmi Bank	5,480.0
City National Bank of West Virginia	4,837.8
Carter Bank & Trust	4,039.6
Burke & Herbert Bank & Trust Co.	3,006.7
Community Bank of The Chesapeake	1,687.5
John Marshall Bank	1,394.1
Essex Bank	1,393.7
FVCbank	1,349.3
MainStreet Bank	1,100.1
Armed Forces Bank, N.A.	1,077.6
Capital Bank, N.A.	1,074.5
Congressional Bank	949.8
Bank of Clarke County	792.4
First Bank - Strasburg	752.7
Chain Bridge Bank, N.A.	547.1
Bank of Charles Town	484.4



Financial Institutions

Financial Institutions – 4th Qtr 2018 Assets	
Bank	Assets (US\$ Millions)
Wells Fargo Bank, N.A.	1,689,351.0
PNC Bank, N.A.	370,500.9
TD Bank, N. A.	302,668.9
SunTrust Bank	209,720.5
United Bank	19,247.3
Union Bank & Trust Co.	13,732.0
Sandy Spring Bank	8,229.7
WoodForest National Bank	5,923.7
Sonabank, N.A.	2,707.1
Summit Community Bank, Inc.	2,192.9
Woori America Bank	1,945.8
MVB Bank, Inc.	1,747.9
Metro City Bank	1,435.8
The Fauquier Bank	730.3
Presidential Bank, FSB	532.7
The Freedom Bank of Virginia	478.8
The National Capital Bank of Washington	466.6
Virginia Partners Bank	420.7
Old Dominion National Bank	272.9
Virginia Community Bank	247.4
Oak View National Bank	238.2
Peoples Community Bank	201.4
Members Trust Company	37.9



Government and Taxes

Government

The cities of Alexandria, Fairfax, Fredericksburg, Manassas, Manassas Park, and Falls Church all have a City Manager and a seven-member City Council. Fairfax County and Loudoun County have a County Administrator and a nine-member Board of Supervisors. Prince William County has a County Executive and a seven-member Board of Supervisors. Culpeper, Stafford, and Spotsylvania Counties have a County Administrator and seven-member Boards of Supervisors. Arlington, Clarke, Fauquier, Warren, and Rappahannock Counties have a County Manager and five-member Boards of Supervisors.

All cities and counties have adopted comprehensive plans and zoning and subdivision ordinances.

Incorporated towns are Berryville, Boyce, Clifton, Culpeper, Dumfries, Front Royal, Hamilton, Haymarket, Herndon, Hillsboro, Leesburg, Lovettsville, Middleburg, Occoquan, Purcellville, Quantico, Remington, Round Hill, The Plains, Vienna, and Washington.

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.



Community Facilities

Northern Virginia MSA residents have access to outstanding health care throughout the region. Inova Fairfax Hospital, in Annandale, is the heart of the region's hospital system. The 833-bed facility is a regional referral center containing a Level-One Trauma Center, women's and children's center, and the region's only pediatric intensive care unit. Five other hospitals are located in Fairfax County. Two hospitals are located in both Arlington County and Prince William County, and additional facilities are found in Alexandria, Fredericksburg, Fauquier County, Warren County, and Loudoun County. Alexandria Hospital is one of the largest health care providers in Northern Virginia. This 363-bed facility cares for over 50,000 patients yearly. Mary Washington Hospital provides, in addition to excellent facilities, a helipad by the emergency rooms and a 60-bed mental health facility.

More than 5,000 physicians and 1,500 dentists practice in the region.

Numerous nursing and retirement homes are located throughout the Northern Virginia area with over 4,000 nursing home beds authorized.

More than 1,300 places of worship are located in Northern Virginia. Most Protestant denominations are represented, as are Roman Catholic, Greek Orthodox, and Jewish faiths.



Community Facilities

(continued)

The region has over 50 public library facilities containing approximately 4.5 million volumes. Reciprocal arrangements exist with the public library systems in the Washington metropolitan area. In addition, the libraries of several area colleges and universities are publicly available. George Mason University has a collection of 1.3 million volumes of print media, 87,000 electronic media, 37,000 journals, and 516 databases available from five facilities.

The Northern Virginia MSA represents one of the largest retail concentrations on the East Coast. Fairfax County has more than 200 shopping centers, including four regional malls with over 750 stores. Tysons Corner Center and the Tysons Galleria, in particular, are well known for national department stores that serve as anchors. Potomac Mills, located in Prince William County, is one of the nation's largest malls and Virginia's number one tourist attraction. It contains 240 stores under one roof and offers outlet prices on thousands of name brands. Arlington County is home to a variety of major shopping facilities including Pentagon City Fashion Centre, an 860,000 square foot shopping mall.

There are numerous unique shopping opportunities outside the malls. The historic Old Town District in Alexandria, near the Potomac River, and historic downtown Fredericksburg are bustling centers of retail and service activity in an area known for Colonial-era architecture and cobblestone streets. Tackett's Mill Specialty Center has more than 50 shops in a beautiful New England style setting complete with a working 18th century gristmill.

Area residents enjoy fine cultural offerings in Northern Virginia and nearby Washington D.C. America's only national park for the performing arts, Wolf Trap, is located in Fairfax County and offers a full range of musical entertainment including jazz, folk, opera, country, and musical theater. The Fairfax Symphony housed in the Center for The Arts at George Mason University, stages a complete schedule of concerts, and conducts musical education programs. The Arlington Symphony produces a full schedule of concerts, and the Arlington Arts Center is a focal point for art exhibitions, plays, and recitals. The Little Theater of Alexandria stages several major productions each year, ranging from musicals to classical and experimental theater, as does the Fredericksburg Theater Company. There are many other local musical and theatrical organizations available in the area.

History buffs will find many historic homes and sites in the Northern Virginia MSA. George Washington's home, Mount Vernon, America's most visited historic estate, is located in Fairfax City. Manassas Battlefield Park, the site of two strategic battles of the Civil War, attracts thousands of visitors each year. Spotsylvania County is home to four significant Civil War battlefield parks, and the County Museum displays artifacts spanning the Colonial and Revolutionary periods, Civil War and modern history of the area.

The 40-block downtown historic district of Fredericksburg is a focal point for seasonal festivals such as the Christmas Candlelight Tour of Historic Homes, the Spring Garden Tour, and the Summer Heritage Festival. Additional 18th and 19th century historic attractions include the James Monroe Law Office, Rising Sun Tavern, Hugh Mercer Apothecary Shop, and Kenmore. George Mason's Gunston Hall, Arlington National Cemetery, and Woodlawn Plantation are also highly visited.

(continued)

Opportunities for outdoor recreation can be found in every locality of the Northern Virginia MSA. Approximately 32,000 acres of the Shenandoah National Park are located in Rappahannock County offering fishing, hunting, horseback riding, hiking, camping, and canoeing. The National Park Service operates Great Falls Park in Fairfax County and Prince William National Forest. Great Falls Park along the Potomac River is a unique recreational and historic resource, as it is the site of America's first canal system. The 17,000-acre Prince William National Forest provides year-round hiking, camping, and picnicking. The Northern Virginia Regional Park Authority operates 15 park facilities in Northern Virginia. These facilities include hiking trails, boating, fishing, swimming, picnic areas and golf courses. Numerous horse breeding and training farms dot the landscape of Culpeper County

County and town parks also provide numerous athletic fields, playgrounds, tennis courts, and picnic sites. There are 38 golf courses in the Northern Virginia MSA, located at both public and private recreational facilities.

Water and outdoor sportsmen will find Northern Virginia's rivers and lakes attractive for water sports and fishing. Numerous public and private marinas are located along the Potomac and Occoquan River shorelines. Hunting for deer, wild turkey, and other small game in managed wildlife areas is also enjoyed in season.

The Northern Virginia MSA is home to several professional sports teams. Prince William County is home to the Potomac Nationals, Class A farm team of the Washington Nationals. The Washington Redskins, Baltimore Ravens, Washington Wizards, Washington Mystics, Baltimore Orioles, Washington Nationals, Washington Capitals, and D.C. United in football, basketball, baseball, hockey, and soccer represent the D.C. Metropolitan Area, respectively. Professional golf and tennis tournaments are also frequently featured in the area. Spectators also enjoy collegiate sports at George Mason University, Georgetown University, and Mary Washington College.

(continued)

The green hills and open countryside of the area underscore the equestrian heritages in Loudoun and Fauquier Counties, where the Virginia Gold Cup races are held each May.

Alexandria is the site of several well-known festivals. The Red Cross Waterfront Festival in June celebrates the city's importance as a seaport and includes boat races, ship tours, art shows, musical entertainment, and food booths. The Virginia Scottish Games in July celebrate the city's Scottish heritage and highlight kilted bagpipers and Highland dancing.

The Virginia Renaissance Faire takes place in Stafford County seven weekends each spring. The magical 16th century village of Merrie Olde England is brought to life by hundreds of costumed performers and skilled artisans providing fun, food, games, and crafts of the Elizabethan Period.

Residents and tourists can also take advantage of an unparalleled selection of activities in Washington D.C., easily accessible from any location in the area. Opportunities for entertainment and education abound at The Kennedy Center for the Performing Arts; National, Warner, and Ford's Theaters; the Smithsonian Institution Museum Complex; the Corcoran Gallery; National Gallery of Art; and the National Zoo. In addition, special national events and concerts are frequently held outdoors, on The Mall.

The 40-block downtown historic district of Fredericksburg is a focal point for seasonal festivals such as the Christmas Candlelight Tour of Historic Homes, the Spring Garden Tour, and the Summer Heritage Festival.