

---

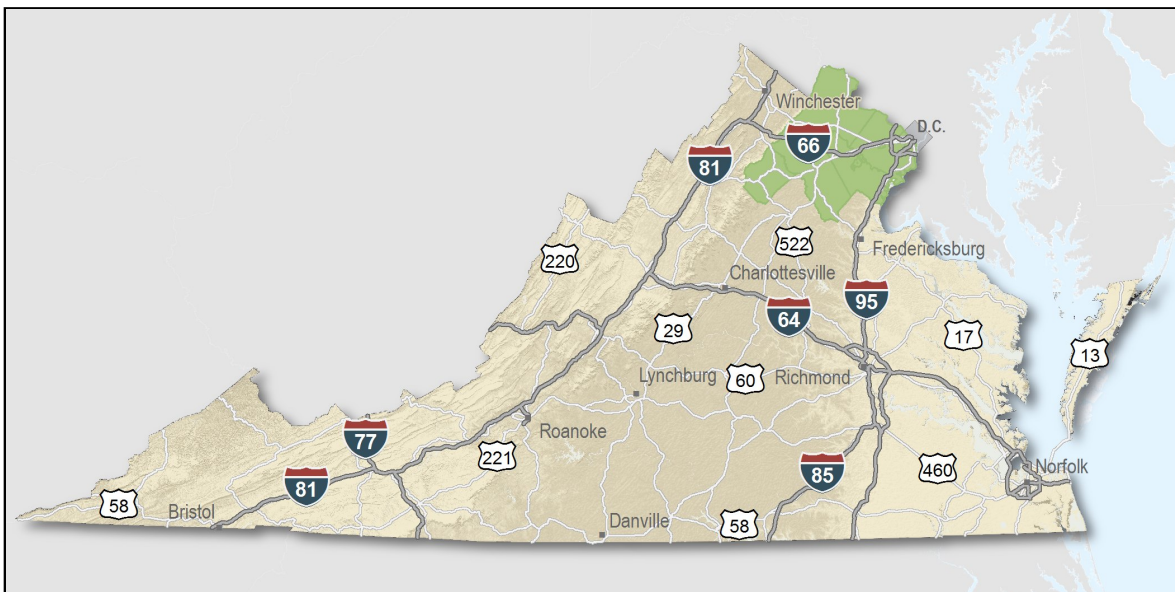
# Northern Virginia

# 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.

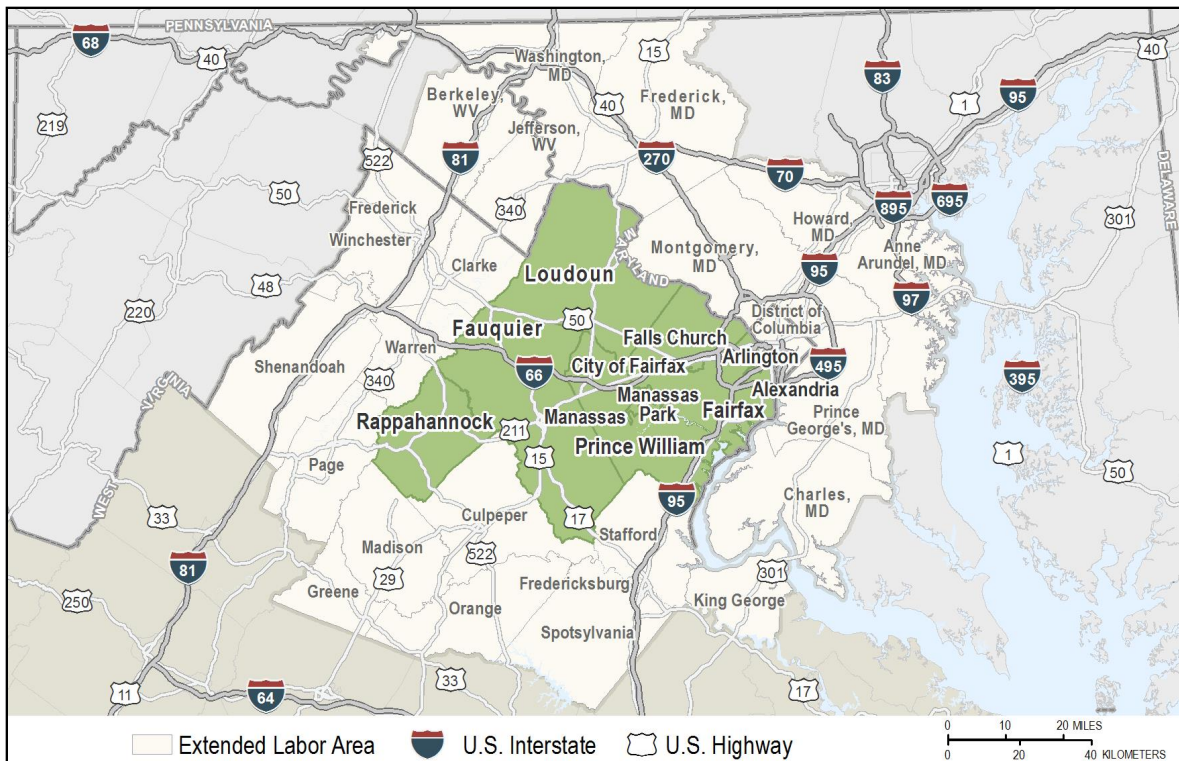


# Location

Northern Virginia is located in the northeastern corner of Virginia, just west of the Potomac River and Washington, D.C. Consisting of 2,256 square miles, Northern Virginia is the most densely populated region in Virginia.

The area is known as a major center for U.S. and foreign corporate headquarters, technical and professional service firms, and trade and professional organizations. A highly skilled and educated labor force, coupled with a well-integrated transportation network, including access to three major airports, helps position the region for continued business expansion.

The city of Fairfax is 106 miles north of Richmond, the state capital; 192 miles north of Norfolk; and 49 miles southwest of Baltimore.



# Northern Virginia

The densely populated Northern Virginia Region is home to the federal government; more than 100 U.S. and global corporate headquarters, including 10 Fortune 500 companies; technical and service firms; trade and professional organizations; and strong industry clusters in government contracting, defense electronics, IT, data centers, biotechnology and bioinformatics. Recognized as the nation's Cyber Capital, Northern Virginia has the highest concentration of bandwidth worldwide and has emerged as the hub of cutting-edge intelligence technology, fertile ground for the cybersecurity industry. Residents benefit from more than 60 higher education institutions offering a wide range of undergraduate and graduate degree programs. A highly skilled and educated talent pool of over four million, combined with a robust transportation infrastructure, including access to three major international airports, make Northern Virginia one of the most sought-after business destinations in the world.

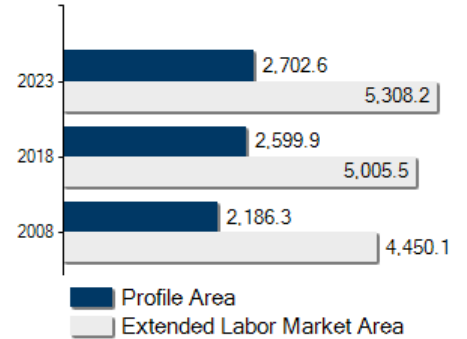


Washington Dulles International Airport

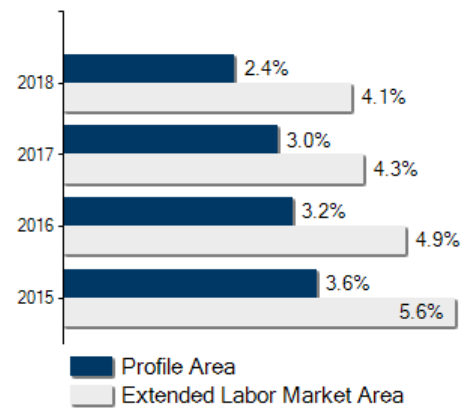
# Labor Market

| Population                        |                     |                            |
|-----------------------------------|---------------------|----------------------------|
| <b>Gender Distribution (2018)</b> |                     |                            |
| Northern Virginia                 | Male<br>49.6%       | Female<br>50.4%            |
| <b>Race/Ethnicity (2018)</b>      |                     |                            |
| <b>Classification</b>             | <b>Profile Area</b> | <b>Extended Labor Area</b> |
| White                             | 1,738,264           | 2,930,183                  |
| Asian                             | 406,410             | 361,019                    |
| Black                             | 333,969             | 1,516,140                  |
| Two or More                       | 100,710             | 157,627                    |
| American Indian or Alaska Native  | 17,349              | 34,133                     |
| Pacific Islander                  | 3,226               | 6,379                      |
| Hispanic (may be of any race)     | 457,634             | 651,805                    |
| <b>Median Age (2018)</b>          |                     |                            |
| Alexandria                        |                     | 37 years                   |
| Arlington                         |                     | 35 years                   |
| Fairfax                           |                     | 38 years                   |
| Fairfax City                      |                     | 37 years                   |
| Falls Church                      |                     | 39 years                   |
| Fauquier                          |                     | 42 years                   |
| Loudoun                           |                     | 37 years                   |
| Manassas                          |                     | 34 years                   |
| Manassas Park                     |                     | 35 years                   |
| Prince William                    |                     | 36 years                   |
| Rappahannock                      |                     | 52 years                   |

## Population in Thousands



## Unemployment Rates





# Labor Market

## Civilian Labor Force (2018)

|                            |           |
|----------------------------|-----------|
| Northern Virginia          | 1,432,811 |
| Extended Labor Market Area | 2,678,945 |
| Total                      | 4,111,756 |

## Labor Force Participation (2013-2017)

|                            |       |
|----------------------------|-------|
| Northern Virginia          | 72.6% |
| Extended Labor Market Area | 69.0% |

## Unemployment

|  |         |
|--|---------|
| <b>Unemployment Rate (December 2019)</b> |         |
| Northern Virginia                        | 1.9%    |
| Extended Labor Market Area               | 3.0%    |
| Statewide                                | 2.5%    |
| <b>Unemployed (2018)</b>                 |         |
| Northern Virginia                        | 34,842  |
| Extended Labor Market Area               | 101,073 |
| Total                                    | 135,915 |
| <b>Underemployed (4th Quarter 2019)</b>  |         |
| Northern Virginia                        | 117,485 |
| Extended Labor Market Area               | 236,265 |
| Total                                    | 353,750 |

# Labor Market

## Commute Time (2013-2017)

|                                    |         |       |
|------------------------------------|---------|-------|
| Worked from home                   | 82,085  | 6.0%  |
| Under 15 minutes                   | 190,719 | 14.8% |
| 15-24 minutes                      | 305,181 | 23.7% |
| 25-34 minutes                      | 282,705 | 22.0% |
| 35-44 minutes                      | 131,174 | 10.2% |
| 45-59 minutes                      | 180,305 | 14.0% |
| Over 60 minutes                    | 197,769 | 15.4% |
| Mean Travel Time to Work (minutes) |         |       |
| Alexandria                         |         | 32    |
| Arlington                          |         | 29    |
| Fairfax                            |         | 31    |
| Fairfax                            |         | 32    |
| Falls Church                       |         | 29    |
| Fauquier                           |         | 40    |
| Loudoun                            |         | 34    |
| Manassas                           |         | 34    |
| Manassas Park                      |         | 37    |
| Prince William                     |         | 39    |
| Rappahannock                       |         | 38    |

## Additional Labor Resources

|  |         |
|--|---------|
| High School Graduates Not Continuing (2017-2018)     | 3,549   |
| Two-Year College Graduates (Spring 2018)             | 9,955   |
| Two-Year College Enrollees (Fall 2018)               | 121,151 |
| Other College and University Graduates (Spring 2018) | 13,576  |
| Total  | 148,231 |

### 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.

|                            |            |
|----------------------------|------------|
| Northern Virginia          | 52         |
| Extended Labor Market Area | 58         |
| <b>Total</b>               | <b>110</b> |

### Educational Attainment

|  |       |
|--|-------|
| On-Time Graduation Rate (Class of 2018)  | 92.0% |
| Percentage of Northern Virginia population age 25+ who are high school graduates (2013-2017)                 | 91.6% |
| Percentage of Northern Virginia population age 25+ who have earned a Bachelor's Degree or higher (2013-2017) | 57.1% |



# Labor Market

## Employment by Sector\* (4th Qtr. 2018)

|   |                  |               |
|---|------------------|---------------|
| Agriculture Forestry Fishing and Hunting        | 1,087            | 0.1%          |
| Mining Quarrying and Oil and Gas Extraction     | 635              | 0.0%          |
| Utilities                                       | 2,490            | 0.2%          |
| Construction                                    | 66,472           | 5.2%          |
| Manufacturing                                   | 21,022           | 1.6%          |
| Wholesale Trade                                 | 24,621           | 1.9%          |
| Retail Trade                                    | 123,061          | 9.6%          |
| Transportation and Warehousing                  | 32,731           | 2.6%          |
| Information                                     | 35,224           | 2.8%          |
| Finance and Insurance                           | 42,294           | 3.3%          |
| Real Estate and Rental and Leasing              | 19,975           | 1.6%          |
| Professional Scientific and Technical Services  | 261,275          | 20.5%         |
| Management of Companies and Enterprises         | 24,577           | 1.9%          |
| Administrative and Support and Waste Management | 82,402           | 6.5%          |
| Educational Services                            | 23,438           | 1.8%          |
| Health Care and Social Assistance               | 114,325          | 9.0%          |
| Arts Entertainment and Recreation               | 17,820           | 1.4%          |
| Accommodation and Food Services                 | 109,475          | 8.6%          |
| Other Services                                  | 56,119           | 4.4%          |
| Total Government                                | 213,551          | 16.7%         |
| Federal Government                              | 79,646           | 6.2%          |
| State Government                                | 15,701           | 1.2%          |
| Local Government                                | 118,204          | 9.3%          |
| Unclassified                                    | 2,810            | 0.2%          |
| <b>Total</b>                                    | <b>1,275,403</b> | <b>100.0%</b> |

N.D. - Not Disclosed

\*By Business Establishment

## Employment by Occupation (2017)

|  |                  |             |
|--|------------------|-------------|
| Construction, Extraction & Maintenance | 87,490           | 7.0%        |
| Farming, Fishing & Forestry            | 670              | 0.1%        |
| Managerial, Professional & Related     | 553,400          | 44.4%       |
| Production, Transportation & Material  | 77,000           | 6.2%        |
| Moving                                 |                  |             |
| Sales & Office                         | 286,590          | 23.0%       |
| Service                                | 241,340          | 19.4%       |
| <b>Total</b>                           | <b>1,246,490</b> | <b>100%</b> |



# Labor Market

## Major Employers

### Manufacturing

#### Company

Northrop Grumman Innovation Systems  
 Raytheon Company  
 Volkswagen Group

#### Product/Service

Aerospace products  
 Information systems  
 Automotive manufacturing

### NonManufacturing

#### Company

BAE Systems  
 Booz, Allen & Hamilton  
 CACI, Inc.  
 Department of Defense  
 Federal Home Loan Mortgage Corp.  
 General Dynamics  
 INOVA Health System  
 Northrop Grumman

#### Product/Service

Information technology  
 Management & technology consulting  
 Computer services  
 National security  
 Financial services  
 Information technology  
 Health care  
 Professional, scientific, and technical services  
 Information technology services  
 Engineering technical services  
 Airline  
 Discount retail

#### SAIC

The MITRE Corporation  
 United Airlines, Inc.  
 Wal-Mart Stores, Inc.


**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 | 59 |
| Elections won by union             | 32 |
| Elections won by company           | 6  |

**Estimated Earnings (May 2018)**

| <b>Occupation</b>  | <b>Median Wage (US\$)</b> | <b>Mean Wage (US\$)</b> | <b>Median Salary (US\$)</b> | <b>Mean Salary (US\$)</b> |
|--|---------------------------|-------------------------|-----------------------------|---------------------------|
| Laborers and Freight, Stock, and Material Movers, Hand Heavy and Tractor-Trailer Truck Drivers | 14.10                     | 15.18                   | 29,325                      | 31,567                    |
| Maintenance and Repair Workers, General  | 22.15                     | 21.76                   | 46,081                      | 45,253                    |
| Office Clerks, General   | 22.57                     | 23.28                   | 46,931                      | 48,416                    |
| Secretaries and Administrative Assistants, Except Legal, Medical, and Executive                | 17.84                     | 19.02                   | 37,104                      | 39,563                    |
| Receptionists and Information Clerks   | 21.87                     | 22.39                   | 45,485                      | 46,570                    |
| Customer Service Representatives   | 15.65                     | 16.12                   | 32,545                      | 33,530                    |
| Bookkeeping, Accounting, and Auditing Clerks   | 17.77                     | 19.58                   | 36,962                      | 40,732                    |
| First-Line Supervisors of Office and Administrative Support Workers                            | 24.37                     | 24.57                   | 50,681                      | 51,112                    |
| Computer Occupations, All Other  | 31.65                     | 34.19                   | 65,841                      | 71,114                    |
| Computer User Support Specialists  | 55.35                     | 54.76                   | 115,113                     | 113,896                   |
| Computer Network Architects  | 29.91                     | 31.88                   | 62,216                      | 66,291                    |
| Network and Computer Systems Administrators  | 63.39                     | 63.88                   | 131,857                     | 132,871                   |
| Software Developers, Systems Software  | 47.50                     | 49.43                   | 98,798                      | 102,816                   |
| Software Developers, Applications  | 59.86                     | 60.74                   | 124,517                     | 126,338                   |
| Information Security Analysts  | 57.45                     | 58.19                   | 119,513                     | 121,017                   |
| Computer Systems Analysts  | 56.91                     | 57.17                   | 118,376                     | 118,905                   |
| Accountants and Auditors   | 51.73                     | 53.38                   | 107,595                     | 111,040                   |
| Management Analysts  | 41.05                     | 46.31                   | 85,378                      | 96,324                    |
| Human Resources Specialists  | 51.06                     | 55.49                   | 106,202                     | 115,419                   |
|  | 41.10                     | 41.48                   | 85,491                      | 86,283                    |

# Education

## Public School Enrollment (Fall 2018)

| Level             | Number | Enrollment |
|-------------------|--------|------------|
| Preschool         | 7      | 1,247      |
| Elementary        | 314    | 207,421    |
| Combined          | 9      | 15,460     |
| Middle            | 73     | 81,742     |
| High School       | 63     | 124,238    |
| Alternative       | 1      | 151        |
| Special Education | 2      | 146        |

## Student Teacher Ratio (FY 2018)

|            |      |
|------------|------|
| Elementary | 13:1 |
| Secondary  | 13:1 |

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

|           |
|-----------|
| 14,908.42 |
|-----------|

## On-Time Graduation Rate (Class of 2018)

|       |
|-------|
| 92.0% |
|-------|

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

|       |
|-------|
| 91.8% |
|-------|

## 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

|   |        |
|---|--------|
| Governor's School Enrollment                              | 3,793  |
| Senior International Baccalaureate (IB) Enrollment        | 1,299  |
| Seniors Awarded IB Diplomas                               | 1,025  |
| Students taking 1 or more Advanced Placement (AP) Courses | 55,377 |
| Students taking 1 or more AP Exams                        | 49,439 |
| Students taking 1 or more Dual Enrollment Courses         | 10,922 |



# 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        |
| Culpeper Career Resource Center                    | Satellite Center            |
| Fairfax SkillSource Center - Alexandria            | Comprehensive Center        |
| Fairfax SkillSource Center - Annandale             | Comprehensive Center        |
| Fairfax SkillSource Center - Reston                | Comprehensive Center        |
| Greene County Job Spot                             | 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        |
| The Workplace                                      | Satellite Center            |



# Education

| Higher Education Facilities – Fall   |                     |
|--|---------------------|
| Facility   | Enrollment          |
| George Mason University - Arlington Campus                                   | 37,677 <sup>‡</sup> |
| George Mason University - Fairfax Campus                                     | 37,677 <sup>‡</sup> |
| 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               |
| 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 - Loudoun Campus                              | 37,677 <sup>‡</sup> |
| George Mason University - Science and Technology Campus               | 37,677 <sup>‡</sup> |
| University of Mary Washington - Fredericksburg Campus                 | 4,727 <sup>‡</sup>  |
| University of Mary Washington - Stafford Campus                       | 4,727 <sup>‡</sup>  |
| Shenandoah University   | 3,817               |
| Marymount University  | 3,418               |
| George Washington University - Virginia Science and Technology Campus | 1,725               |
| Christendom College   | 586                 |
| Virginia International University                                     | 445 <sup>◇</sup>    |
| Patrick Henry College   | 273 <sup>◇</sup>    |
| 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                                     | †                   |
| Virginia Theological Seminary   | †                   |
| Washington University of Virginia                                     | †                   |

\* 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 <sup>†‡</sup> |
| Strayer University - Arlington Campus               | 5,894 <sup>†‡</sup> |
| Strayer University - Fredericksburg Campus          | 5,894 <sup>†‡</sup> |
| Strayer University - Loudoun Campus                 | 5,894 <sup>†‡</sup> |
| Strayer University - Manassas Campus                | 5,894 <sup>†‡</sup> |
| Strayer University - Woodbridge Campus              | 5,894 <sup>†‡</sup> |
| Stratford University - Alexandria Campus            | 2,282 <sup>‡</sup>  |
| Stratford University - Falls Church Campus          | 2,282 <sup>‡</sup>  |
| Stratford University - Woodbridge Campus            | 2,282 <sup>‡</sup>  |
| University of Management and Technology             | 1,176 <sup>‡</sup>  |
| Chamberlain University-Virginia - Arlington Campus  | 501 <sup>‡</sup>    |
| DeVry University - Arlington Campus                 | 436 <sup>‡</sup>    |
| Columbia College - Fairfax Campus                   | 357 <sup>‡</sup>    |
| IGlobal University                                  | 255 <sup>‡</sup>    |
| Aviation Institute of Maintenance - Manassas Campus | 203 <sup>‡</sup>    |
| Columbia College - Centreville Campus               | 160 <sup>‡</sup>    |
| University of the Potomac - Virginia Campus         | 149 <sup>‡</sup>    |
| Central Michigan University - Fort Belvoir Center   | †                   |
| Central Michigan University - Joint Base Myer       | †                   |
| Central Michigan University - Pentagon Center       | †                   |
| ECPI University - Northern Virginia Campus          | †                   |
| University of Phoenix - Arlington Campus            | †                   |

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

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

<sup>‡</sup> 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-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-81        | 12.8 miles (20.6 km.) |
| I-64        | 36.6 miles (59.0 km.) |

Note: Measured from border of locality/region.

| Highways    |             |             |             |             |
|-------------|-------------|-------------|-------------|-------------|
| Highway 1   | Highway 110 | Highway 120 | Highway 123 | Highway 15  |
| Highway 17  | Highway 193 | Highway 211 | Highway 213 | Highway 215 |
| Highway 228 | Highway 231 | Highway 234 | Highway 235 | Highway 236 |
| Highway 237 | Highway 241 | Highway 242 | Highway 244 | Highway 245 |
| Highway 267 | Highway 27  | Highway 28  | Highway 287 | Highway 29  |
| 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 9   |             |             |

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



# Transportation

| <b>Commercial Air Service</b>   |                           |                           |
|---|---------------------------|---------------------------|
| <b>Washington Dulles International Airport, Dulles -- 12.7 miles (20.4 km.)</b>                             |                           |                           |
| 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  |                           |                           |
| <b>Baltimore/Washington International Thurgood Marshall Airport, Baltimore, MD -- 38.7 miles (62.3 km.)</b> |                           |                           |
| 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          |
|   |                           |                           |
| <b>Charlottesville-Albemarle Airport, Charlottesville -- 47.1 miles (75.8 km.)</b>                          |                           |                           |
| American Airlines   | Delta Air Lines           | United Airlines           |
|   |                           |                           |
| <b>Hagerstown Regional Airport/Richard A Henson Field, Hagerstown, MD -- 64.2 miles (103.3 km.)</b>         |                           |                           |
| Allegiant Air   | Southern Airways Express  |                           |
|   |                           |                           |
| <b>Shenandoah Valley Regional Airport, Weyers Cave -- 68.3 miles (109.9 km.)</b>                            |                           |                           |
| United Express  |                           |                           |



# Transportation

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



# Transportation

## General Aviation Service

| Name                                 | Runway Length      |
|--------------------------------------|--------------------|
| Leesburg Executive Airport, Leesburg | 5,499 ft (1,676 m) |
| Manassas Regional Airport, Manassas  | 6,200 ft (1,890 m) |

## Freight Rail Service

|  |
|--|
| CSX Transportation<br>Norfolk Southern Railway Company |
|--|

## Seaports

| Name                                       | Distance               |
|--|------------------------|
| Port of Virginia (Inland Port Front Royal) | 30.0 miles (48.3 km)   |
|  | 100.0 miles (160.9 km) |
| Port of Virginia                           | 171.0 miles (275.2 km) |

Note: Driving distance from the center of the closest locality in the region 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) |

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

## Utilities

### Electric

Allegheny Power  
Dominion Energy

Northern Virginia Electric Cooperative  
Rappahannock Electric Cooperative

### Natural Gas

Columbia Gas of Virginia  
Washington Gas Company

Virginia Natural Gas

### Telecommunications

Verizon South  
Comcast Business Communications  
Cox Communications

Verizon-Virginia  
CenturyLink

### Water

Fairfax County Water Authority  
Town of Leesburg  
Alexandria Sanitation Authority  
City of Fairfax  
Town of Warrenton  
Fauquier County Water & Sewer Authority  
Town of Washington

Loudoun County Sanitation Authority  
Virginia American Water Company  
US Army Corp of Engineers  
City of Falls Church  
Marshall Waterworks  
Vint Hill Economic Development Authority

### Waste Water Treatment

Alexandria Sanitation Authority  
Loudoun County Sanitation Authority  
Virginia American Water Authority  
Fauquier County Water & Sewer Authority  
Town of Warrenton

Fairfax County Office of Waste Management  
Town of Leesburg  
Fairfax County Lower Potomac Plant  
Vint Hill Economic Development Authority  
Rappahannock Water & Sewer

### Solid Waste Disposal

City of Falls Church  
Ogden Martin Systems of Alexandria/Arlington, Inc.  
(waste-to-energy plant)  
I-66 Transfer Station  
Rappahannock County Sanitary Landfill

Loudoun County Landfill  
I-95 Sanitary Landfill  
  
Fauquier County Landfill



# Financial Institutions

| <b>Financial Institutions – 4th Qtr 2018 Assets</b> |                                   |
|---|-----------------------------------|
| <b>Bank</b>   | <b>Assets<br/>(US\$ Millions)</b> |
| 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                           |
| Carter Bank & Trust                                 | 4,039.6                           |
| Burke & Herbert Bank & Trust Co.                    | 3,006.7                           |
| Community Bank of The Chesapeake                    | 1,687.5                           |
| Metro City Bank                                     | 1,435.8                           |
| 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                             |
| Chain Bridge Bank, N.A.                             | 547.1                             |
| Bank of Charles Town                                | 484.4                             |
| Members Trust Company                               | 37.9                              |



# Financial Institutions

## Financial Institutions – 4th Qtr 2018 Assets

| <b>Bank</b>                             | <b>Assets<br/>(US\$ Millions)</b> |
|---|-----------------------------------|
| 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                           |
| 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                             |
| Old Dominion National Bank              | 272.9                             |
| Oak View National Bank                  | 238.2                             |





# Government and Taxes

## Government

Northern Virginia includes Arlington, Fairfax, Fauquier, Loudoun, Prince William, and Rappahannock Counties and the cities of Alexandria, Fairfax, Falls Church, Manassas, and Manassas Park.

All counties have a board of supervisors and a county administrator or county executive. Each city has a city council and city manager.

All localities have comprehensive plans and subdivision and zoning ordinances.

There are 18 incorporated towns in Northern Virginia.

## 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 residents have access to outstanding health care throughout the region. Inova Fairfax Hospital located in Falls Church is the heart of the region's hospital system. This 833-bed facility is a regional referral center housing Northern Virginia's only Level 1 trauma center, and it is one of a few hospitals in the nation that offers a full range of organ transplantation. It is located on the same campus as Inova Fairfax Hospital for Children and the Inova Heart and Vascular Institute. U.S. News & World Report ranked Inova Fairfax hospital among the nation's best in the following specialties: heart and heart surgery, gynecology, digestive disorders, and endocrinology. Three other hospitals are located in Fairfax County. Additional facilities are located in Alexandria, Arlington County, Fauquier County, Manassas, Prince William County, and Loudoun County. Inova Alexandria Hospital and the Virginia Hospital Center in Arlington are two of the largest health care providers in Northern Virginia both with more than 300 beds.

More than 5,000 physicians and 1,500 dentists practice in Northern Virginia.

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



# Community Facilities

**(continued)**

More than 1,300 places of worship are located in Northern Virginia.

The region has eight public library systems with 53 branches 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 alone 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/Washington D.C. area represents one of the largest retail concentrations on the East Coast. In Northern Virginia alone nine major regional malls offer a variety of shopping and dining opportunities at more than 1,400 establishments. Five of those malls are located in Fairfax County. They include Tysons Corner Center, the largest in the region, and Tysons Galleria, both well-known for the upscale 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 nearly 250 stores 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 featuring 3 stories and 170 stores and restaurants. There are numerous unique shopping opportunities outside the malls. The historic Old Town District in Alexandria, near the Potomac River, is a bustling center of retail and service activity in a district known for Colonial-era architecture and cobblestone streets. Tackett's Mill Specialty Center has nearly 50 shops in a beautiful New England style setting complete with a working 18th century gristmill. The Northern Virginia retail assortment ranges from high fashion, full-line department stores to discount stores.



# Lifestyle

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 Farm National Park for the Performing Arts, is located in Fairfax County and offers a full range of musical entertainment including jazz, folk, opera, and musical theater, as well as educational programs offered both locally and nationally. The Fairfax Symphony, housed in the Center for The Arts at George Mason University, stages a complete schedule of concerts and conducts an extensive series of outreach programs in area schools. The American Youth Philharmonic Orchestras include two training orchestras and two symphonic orchestras. The Philharmonic Orchestra has become known as one of the nation's finest youth orchestras having represented Virginia youth in the arts through performances worldwide. The Arlington Arts Center is a focal point for art exhibitions, plays and recitals and is one of the largest venues for emerging and contemporary artists in the Northern Virginia/Washington D.C area. The Little Theater of Alexandria stages several major productions each year, ranging from musicals to classical and experimental theater, and it is the oldest award-winning theater in the Washington metropolitan area. There are many other community musical organizations available in the region. Across the Potomac River in Washington D.C., residents and tourists can take advantage of an unparalleled selection of activities. Such venues include The Kennedy Center for the Performing Arts; National Symphony Orchestra; Warner and Ford's Theatres; the Corcoran Gallery; National Gallery of Art; and the Smithsonian Institution, the worlds' largest museum complex, and the National Zoo.

**(continued)**

History buffs will find many historic homes and sites in the area. George Washington's home, Mount Vernon, is America's most visited historic estate and is located in Fairfax City. The Manassas Battlefield Park is located in the southern part of the region. The battlefield was the site of two strategic battles of the Civil War and attracts thousands of visitors each year. Other historic landmarks include George Mason's Gunston Hall, Arlington National Cemetery, Woodlawn Plantation., and the Vietnam Veteran's Memorial. The National Museum of the Marine Corps located in Prince William County is a lasting tribute to U.S. Marines featuring exhibits using innovative technology.

National, state, regional, and local parks are located throughout the region. The National Park Service operates Great Falls Park in Fairfax County and Prince William Forest Park. 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 15,000-acre Prince William Forest Park provides 37 miles of year-round hiking trails, camping, picnicking, and 21 miles of bike-accessible roads. The Northern Virginia Regional Park Authority operates 21 park facilities in Northern Virginia on more than 10,000 acres of rolling and wooded countryside and streams. These facilities include hiking trails, boating, fishing, swimming, picnic areas and golf courses. County and town parks also provide numerous ball fields, playgrounds, tennis courts and picnic sites.

Water and outdoor sportsmen will find Northern Virginia attractive. There are 42 private and 36 public golf courses in Northern Virginia. Sixty-one are 18-hole courses and 17 are 9-hole courses. Public and private marinas are located along the Potomac and Occoquan River shorelines. Numerous lakes and rivers boast an abundance of freshwater fish. Hunting for deer, wild turkey, and other small game is enjoyed in season.

**(continued)**

Professional sports are popular in the area. Prince William County is home to professional baseball. The Potomac Nationals, Class A farm team of the Washington Nationals, play at the G. Richard Pfitzner Stadium. The Washington Redskins, Baltimore Ravens, Washington Wizards, Baltimore Orioles, Washington Nationals, Washington Capitals, and D.C. United represent the Metropolitan area in football, basketball, baseball, hockey, and soccer. Professional golf and tennis tournaments are also scheduled in the region. Collegiate basketball at George Mason University and nearby Georgetown University is also popular.

Local festivals add flavor to the regional lifestyle. The Alexandria Red Cross Waterfront Festival, an annual June event, celebrates the city's importance as a seaport. The Virginia Scottish Games in Fauquier County celebrates Virginia's Scottish heritage. The green hills and open countryside of Loudoun County provide an excellent setting for numerous equestrian events.

George Washington's home, Mount Vernon, is America's most visited historic estate and is located in Fairfax City.