



Local economy and job market

Fairfax, Virginia

Overview

- Fairfax is one of the nearby suburbs of Washington, DC.
- Career and business opportunities abound as our local economy is thriving due to our proximity to multiple federal agencies as well as Fortune 500 companies and numerous other employers.
- Fairfax is the place to be whether you are seeking a new job, pursuing a different career, or even relocating or building a new business.
- All of this within a suburban setting containing 420 parks on more than 23,000 acres of land along with 325 miles of trails.

Fairfax County's Largest Employers

Accenture ●
 AECOM ●
 Allied Universal Protection Services ●
 AT&T ●
 BAE Systems ●
 Bechtel ●▼
 Boeing ●
 CACI International ●
 Carahsoft ●▼
 Catholic Diocese of Arlington ●●
 CGI ●
 Chenega ●
 Constellis ●▼
 Cvent ●▼
 Deloitte ●
 Erickson Living ●
 EY ●
 HCA Virginia ●
 Hilton Worldwide ●▼
 IBM ●

IBM ●
 ICF ●
 Insperity ●
 Jacobs ●
 Kaiser Permanente ●
 KPMG ●
 Leidos ●▼
 LMI ●▼
 ManTech International ●▼
 Microsoft ●
 MicroStrategy ●▼
 Oracle ●
 Perspecta ●▼
 PriceWaterhouseCoopers ●
 Quest Diagnostics ●
 Raytheon ●
 Securitas USA ●
 Sprint/T-Mobile ●
 Sunrise Senior Living ●▼
 United Parcel Service ●
 WGL Holdings ●

KEY TO SYMBOLS:

- ▼ HEADQUARTERS IN FAIRFAX COUNTY
- ACCOMMODATION AND FOOD SERVICES
- ADMINISTRATIVE AND SUPPORT SERVICES
- EDUCATIONAL SERVICES
- FINANCE AND INSURANCE
- HEALTH CARE AND SOCIAL ASSISTANCE
- INFORMATION
- PROFESSIONAL, SCIENTIFIC AND TECHNICAL SERVICES
- TRANSPORTATION AND WAREHOUSING
- UTILITIES
- OTHER

NOTES: Employment figures include employees, not independent contractors. List excludes public-sector and retail entities. The 'Type of Business' description for each firm is based on two-digit North American Industry Classification System (NAICS) codes. Companies may also have business activities in other two-digit NAICS sectors.

Sources: Virginia Employment Commission (VEC), second quarter 2019; Fairfax County Economic Development Authority

TOP 10

10,000+ EMPLOYEES

INOVA ●▼

5,000-9,999 EMPLOYEES

amazon ●●

Booz | Allen | Hamilton ●▼

CapitalOne ●▼

Freddie Mac ●▼

GENERAL DYNAMICS ●▼

SAIC ●▼

2,500-4,999 EMPLOYEES

MITRE ●▼

NAVY FEDERAL Credit Union ●▼

NORTHROP GRUMMAN ●▼

Select occupations and salaries in the metro region

General Area/Position Title	Average Annual Salary		
	Entry Level ¹	Average	Experienced ²

Administration

Bill/Account Collector	\$35,610	\$48,080	\$57,600
Billing/Posting Clerk.....	\$36,180	\$47,500	\$55,560
Chief Executive	\$182,970	\$250,670	N/A
Cost Estimator	\$57,010	\$80,060	\$99,440
Executive Secretary/Administrative Assistant	\$58,170	\$72,050	\$82,340
File Clerk.....	\$29,630	\$40,240	\$49,490
General and Operations Manager	\$98,030	\$153,570	\$185,160
Management Analyst	\$81,550	\$109,340	\$126,060
Meeting and Convention Planner	\$51,000	\$67,240	\$83,070
Office Clerk	\$27,370	\$39,800	\$49,110
Payroll Clerk	\$46,940	\$57,990	\$67,580
Purchasing Manager	\$126,060	\$143,190	\$158,040
Receptionist/Information Clerk	\$26,410	\$33,550	\$39,430
Secretary	\$35,190	\$45,730	\$55,530

Engineering

Aerospace Engineer	\$108,830	\$136,720	\$164,180
Chemical Engineer	\$87,430	\$114,840	\$138,430
Civil Engineer	\$71,830	\$99,720	\$119,950
Civil Engineering Technician	\$36,740	\$58,360	\$78,120
Electrical Engineer	\$86,340	\$123,810	\$154,140
Electrical/Electronic Engineering Technician	\$60,210	\$73,740	\$86,560
Environmental Engineer	\$74,490	\$102,710	\$120,620
Environmental Engineering Technician	\$43,510	\$56,460	\$69,470
Industrial Engineer	\$80,730	\$108,930	\$133,150
Industrial Engineering Technician.....	\$45,510	\$58,370	\$71,150
Marine Engineer/Naval Architect	\$77,790	\$105,820	\$129,760
Materials Engineer	\$100,210	\$123,690	\$149,630
Mechanical Drafter	\$45,790	\$61,350	\$72,280
Mechanical Engineer	\$85,090	\$117,220	\$142,670
Mechanical Engineering Technician	\$46,380	\$61,240	\$75,110
Nuclear Engineer	\$119,740	\$148,290	\$174,510
Petroleum Engineer	\$74,600	\$122,210	\$131,930

Financial

Accountant/Auditor	\$65,500	\$93,180	\$113,140
Bookkeeping/Accounting/Auditing Clerk	\$38,120	\$50,350	\$61,570
Credit Analyst	\$66,530	\$94,620	\$120,370
Economist	\$92,430	\$132,940	\$160,170
Financial Analyst	\$70,690	\$101,510	\$119,420
Financial Manager	\$126,070	\$171,010	\$195,420

General Area/Position Title	Average Annual Salary		
	Entry Level ¹	Average	Experienced ²

Human Resources

Compensation/Benefits Manager	\$112,090	\$155,440	\$179,180
Compensation/Benefits/Job Analysis Specialist.....	\$63,220	\$83,020	\$100,290
Human Resources Manager	\$119,270	\$154,340	\$172,420
Human Resources Specialist.....	\$62,240	\$86,750	\$109,180
Training/Development Manager	\$106,210	\$154,070	\$184,310
Training/Development Specialist	\$55,400	\$76,880	\$95,240

Information Technology

Cartographer/Photogrammetrist	\$71,430	\$92,290	\$106,020
Computer Hardware Engineer	\$95,530	\$126,310	\$155,200
Computer Operator	\$45,410	\$54,280	\$62,970
Computer Programmer	\$72,450	\$97,980	\$121,240
Computer Support Specialist	\$47,730	\$64,430	\$77,570
Computer Systems Analyst	\$78,420	\$105,390	\$129,470
Computer/Information Research Scientist	\$100,590	\$129,460	\$157,820
Computer/Information Systems Manager	\$138,750	\$173,470	\$195,830
Database Administrator	\$74,410	\$100,750	\$126,550
Information Security Analyst.....	\$87,320	\$114,880	\$144,360
Operations Research Analyst	\$78,210	\$107,690	\$133,700
Software Developer (Applications)	\$85,700	\$117,450	\$146,960
Software Developer (Systems)	\$92,980	\$122,420	\$149,790

Marketing/Sales/Public Relations

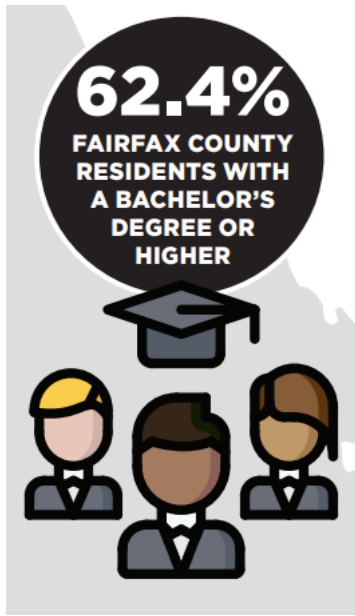
Advertising Salesperson	\$40,910	\$68,730	\$81,510
Advertising/Promotions Manager	\$82,240	\$122,630	\$150,460
Customer Service Representative	\$28,370	\$40,850	\$49,470
Market Research Analyst.....	\$53,890	\$80,120	\$101,430
Marketing Manager	\$121,380	\$170,870	\$200,650
Public Relations Manager	\$121,820	\$181,100	N/A
Sales Engineer	\$95,170	\$141,210	\$172,020
Sales Manager	\$111,810	\$168,960	\$204,770
Salesperson (Services)	\$45,480	\$81,330	\$101,400
Salesperson (Technical/Scientific)	\$61,740	\$100,130	\$123,160
Telemarketer	\$25,210	\$31,730	\$37,060

¹ Entry level is defined as the average of the lowest 25th percentile of wages.

² Experienced is defined as the average of the highest 75th percentile of wages.

Source: U.S. Bureau of Labor Statistics, Occupational Employment Survey, 2018
(Washington-Arlington-Alexandria MSA)

Fairfax residents - highly educated and well compensated



EMPLOYMENT BY INDUSTRY SECTOR



INCOME

MEDIAN FAMILY



MEDIAN HOUSEHOLD



PER CAPITA



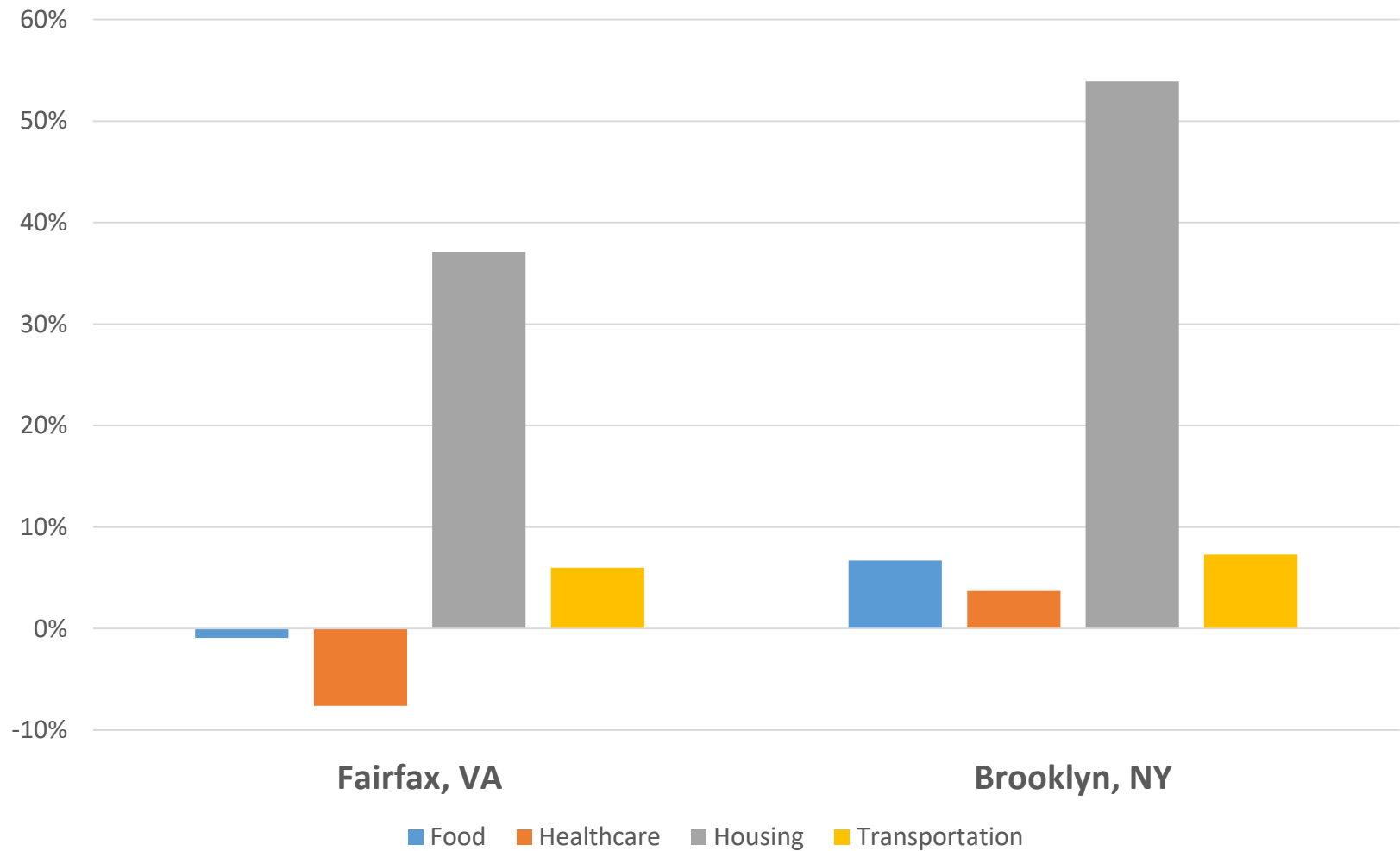
EDUCATIONAL ATTAINMENT

	Fairfax	U.S.
Graduate or professional degree	30.9%	12.8%
Bachelor's degree	31.5%	20.3%
Associate's degree	6.1%	8.6%
Some college	12.2%	20.0%
High school	12.0%	26.9%
< High school	7.3%	11.4%

CLASS OF WORKER



Cost of living relative to the national average



Source: Salary.com (2021)

Fairfax is the place to be for jobs and business

**2ND HIGHEST
CONCENTRATION
OF JOBS AT TECH
COMPANIES IN THE
UNITED STATES**

500+
CYBERSECURITY
COMPANIES

430+
FOREIGN-OWNED
COMPANIES
REPRESENTING
49 COUNTRIES

**TOP 10 COUNTRIES
OF ORIGIN**

United Kingdom	68
Korea	51
Israel	35
India	34
Canada	31
Germany	27
Japan	22
Netherlands	21
France	19
Australia	18

**CAPITAL ATTRACTION
IN FAIRFAX COUNTY IN 2019**

**\$530 M
74 DEALS**

- \$2.2 BILLION FEDERAL R&D CONTRACT AWARDS (FY19)
- \$45.3 MILLION SBIR/STTR AWARDS
- 70 PERCENT OF VENTURE CAPITAL DEALS WENT TO EARLY-STAGE COMPANIES
- \$149 MILLION IN SPONSORED RESEARCH AWARDS TO GEORGE MASON UNIVERSITY—THREE-QUARTERS FOR ENGINEERING AND SCIENCE PROGRAMS

**\$27.7 B
FEDERAL
CONTRACT
AWARDS (FY19)**

**6 OF FAIRFAX COUNTY'S
11 FORTUNE 500 FIRMS
ARE GOVERNMENT
CONTRACTORS**

**COMMERCIAL REAL ESTATE IN
FAIRFAX COUNTY**

119 M **39 M**
SQUARE FEET SQUARE FEET
OFFICE **INDUSTRIAL/
FLEX SPACE**

98 M **103**
SQUARE FEET HOTELS
RETAIL

60+

**COLLEGES AND UNIVERSITIES IN
WASHINGTON, D.C. REGION
WITH PROGRAMS IN BUSINESS,
ENGINEERING, HEALTH CARE,
INTERNATIONAL RELATIONS, LAW**

- Northern Virginia Center for Virginia Tech and the University of Virginia offer graduate-level and job-related opportunities in engineering and business
- New billion-dollar Virginia Tech Innovation Campus planned for neighboring Potomac Yard will focus on technology education



Starting a business in Fairfax?

- Both Fairfax County and the City of Fairfax (distinct and separate jurisdictions) want to help entrepreneurs get started launching, expanding or re-locating a business to the area
- Fairfax County government resources:
 - <https://www.fairfaxcountyeda.org/>
 - <https://www.fairfaxcounty.gov/topics/starting-business>
- City of Fairfax government resources:
 - <https://www.fairfaxva.gov/government/economic-development/economic-development-office>

Getting around the region

Here in Fairfax County an extensive network of highways, railroads and airports links residents and businesses with the D.C. metropolitan area – and the world. The area is also linked with a comprehensive regional transit system that connects our business centers to the entire region.

- Four Metrorail lines with 10 stations in Fairfax, including service to Washington Dulles International Airport and Reagan National Airport
- Two Virginia Railway Express (VRE) commuter rail lines
- Multiple Amtrak rail lines with several stations within the county
- Express and High Occupancy Toll Lanes available on the Capital Beltway (I-495) as well as Interstates 66 and 95
- Car/van pool programs
- County and regional public bus lines
- Network of commuter and recreational bike paths



WASHINGTON DULLES INTERNATIONAL AIRPORT

Washington Dulles International Airport is Fairfax County's gateway to the world. One of the largest transatlantic portals in the United States, Dulles provides flights to more than 145 destinations around the world each day.

7.4 M
INTERNATIONAL
PASSENGERS

56
NONSTOP
INTERNATIONAL
DESTINATIONS

NONSTOP FLIGHTS FROM DULLES TO TEL AVIV ON UNITED

Come visit us!

Let us know if you will be visiting the area.

Send an email to Team Fairfax at info@fairfaxeruv.org and we will get you connected!