

Fairfax leads all US counties in federal procurement dollars

Fairfax ranks ahead of all but five states in latest report

Fairfax County, Virginia USA, May 5, 2008 – According to just-released US Census Bureau data for fiscal year 2006, Fairfax County, Virginia ranks first among all US counties in the value of federal government contracts performed locally. Companies in Fairfax County performed \$14 billion worth of procurement contract work in fiscal 2006 – the most recent data available – compared to \$13.6 billion in fiscal 2005.

The annual Consolidated Federal Funds Report compiled by the Census Bureau also shows that Fairfax County businesses received more federal procurement dollars for work done locally in fiscal 2006 than all but five states (California, Virginia, Texas, Maryland and Florida) and one city – neighboring Washington, D.C.

“Fairfax County is more than a government town, but its proximity to the federal government provides a fertile and profitable source of new business and contract opportunities for thousands of companies here. The federal market is especially welcome when the national economy is stalling,” said Gerald L. Gordon, Ph.D., president and CEO of the Fairfax County Economic Development Authority (FCEDA, www.FairfaxCountyEDA.org). “Of course, it isn’t just geographic proximity that generates success in Fairfax County. A consistent, pro-business environment, a creative, motivated workforce and quality of life that attracts and retains the best companies are drivers behind this economic engine.”

The following table shows the dollar amount of federal contracting work in US counties in fiscal 2006 based on place of performance.

County	Dollars (billions)
Fairfax, Va.	\$14.0
Los Angeles, Calif.	\$13.5
Tarrant, Texas	\$12.5
Montgomery, Md.	\$7.8
San Diego, Calif.	\$6.5
Santa Clara, Calif.	\$6.0
Maricopa, Ariz.	\$5.9
Middlesex, Mass.	\$5.6
Arlington, Va.	\$5.5
Madison, Ala.	\$5.5

Time magazine called Fairfax County “one of the great economic success stories of our time.” Business growth helps Fairfax County fund public services, such as the nation’s top-rated school system, that contribute to the quality of life of its residents. Fairfax County offers access to domestic and international markets through Washington Dulles International Airport, and a well-educated workforce.

The Fairfax County Economic Development Authority promotes Fairfax County as a business and technology center. The FCEDA maintains marketing offices in San Francisco, Bangalore, Frankfurt, London, Seoul and Tel Aviv.

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For more details contact

David Wallen email info@fairfaxcountyeda.co.uk

Or phone + 44 (0) 20 7 630 1913

Offices worldwide: San Francisco, Bangalore, Frankfurt, London, Seoul, Tel Aviv

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