

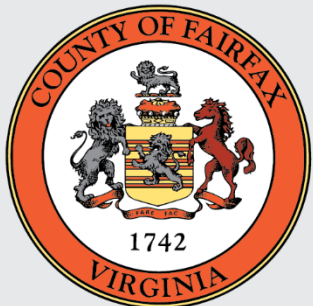


**WE'VE
GOT
TALENT**

**SMALL AND
DIVERSE
BUSINESS**

**RECOVERY
AND
REOPENING**

**COLLABORATION
AND
WINNING**



JOINT MEETING
Board of Supervisors
Economic Development Authority
May 11, 2021

INTRODUCTIONS



FAIRFAX COUNTY
ECONOMIC DEVELOPMENT AUTHORITY



CATHERINE LANGE
CHAIR



JAMES QUIGLEY
VICE CHAIR



LINNIE HAYNESWORTH



**RODERICK "ROCKY"
MITCHELL**



RICK WAGNER



RONALD C. JOHNSON
SECRETARY



STEVEN PARTRIDGE
TREASURER



VICTOR HOSKINS
PRESIDENT AND CEO



ALEX IAMS
EXECUTIVE VICE PRESIDENT

AGENDA



We've Got Talent (Lange) — 15 minutes



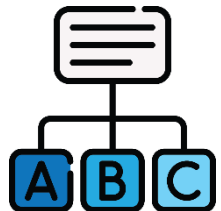
Small and Diverse Business (Johnson) — 15 minutes



Recovery and Reopening (Iams) — 15 minutes



Collaboration and Winning (Hoskins) — 15 minutes



Discussion and Priorities — 30 minutes

WE'VE GOT TALENT: INITIATIVE WITH FAIRFAX COUNTY, BUSINESSES, UNIVERSITIES, NOVA EDA

Northern
Virginia
INNOVATION LIVES HERE

COVID-19

OVERVIEW

We're still hiring.

Connecting jobseekers with companies actively hiring in Northern Virginia right now.

You have the will, we have the way.

If COVID-19 has affected your job, we want to help connect you to the essential businesses in our resilient community that are surge hiring right now.

Here are the community's best career resources in one place, including employers who want to hire you and people who can help you upskill for a new, better career.

QUICK LINKS

[BROWSE JOBS BY INDUSTRY](#)

[LOCAL CAREER SERVICES](#)

[UNEMPLOYMENT RESOURCES](#)

[FASTFOWARD VA](#)



TALENT WEBSITE: BUILDING NOVA'S BRAND

SESSIONS

TOTAL SESSIONS SINCE LAUNCH – 354,826

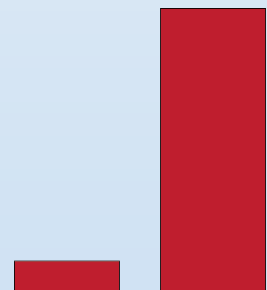


- Sessions in April 2020 – 2,735

- Sessions in April 2021 – 52,677

JOB VIEWS

JOB VIEWS SINCE LAUNCH – 59,047



- Job views in April 2020 – 804

- Job views in April 2021 – 7,735



TALENT WEBSITE: BUILDING NOVA'S BRAND

APRIL 2020

TOTAL SESSIONS: 2,735

TOP FIVE METRO AREAS DRIVING TRAFFIC

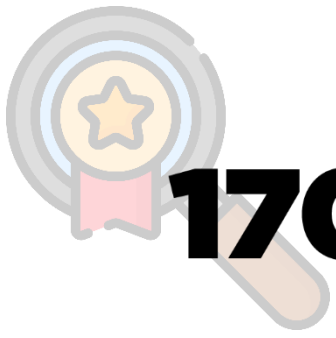
- Washington, D.C. – 80%
- Baltimore, MD – 2%
- New York, NY – 2%
- Denver, CO – 1%
- Sacramento, CA – 1%

APRIL 2021

TOTAL SESSIONS: 52,677

TOP FIVE METRO AREAS DRIVING TRAFFIC

- New York, NY – 13%
- Los Angeles, CA – 7%
- Washington, D.C. – 7%
- Chicago, IL – 5%
- Dallas-Fort Worth, TX – 4%



VIRTUAL CAREER FAIRS: 170 PRIVATE-SECTOR PARTNERS

aws

BAE SYSTEMS

FIRE EYE™

ManTech
International Corporation®

Microsoft

**Hewlett Packard
Enterprise**

**NORTHROP
GRUMMAN**

NTT DATA
Trusted Global Innovator

splunk®

Walmart

Wegmans

VIRTUAL CAREER FAIRS: 170 PRIVATE SECTOR PARTNERS



22nd Century Technologies, Inc.

CMMI Level 3 | ISO 9001 | ISO 20000 | ISO 27001

BOOST



brazen



Technologies

carahsoft

The Trusted Government
IT Solutions Provider®



DEVENSOFT

Powering Your Strategic Growth

Sparksoft



**STAR CYPRESS
PARTNERS**



HARMONIA



SAMS

Strategy and Management Services

VIRTUAL CAREER FAIRS: 100+ UNIVERSITY PARTNERS DMV INSTITUTIONS



GEORGETOWN UNIVERSITY



HOWARD UNIVERSITY



MARYMOUNT UNIVERSITY

NOVA Northern Virginia Community College



ODU

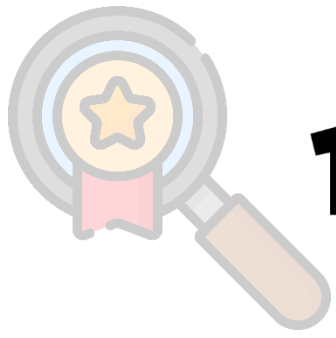


SHENANDOAH UNIVERSITY



UNIVERSITY of VIRGINIA





VIRTUAL CAREER FAIRS: 100+ UNIVERSITY PARTNERS INCLUDING 40 HBCUs





VIRTUAL CAREER FAIRS: UPSKILLING/RESKILLING PARTNERS

aws  educate

aws  academy

**GEORGE
MASON**
UNIVERSITY



MARYMOUNT
UNIVERSITY


REVATURE

NOVA | Northern Virginia
Community College

 smoothstack

ENTRY-LEVEL PROFESSIONALS VIRTUAL CAREER FAIR

Northern
Virginia
LAUNCH YOUR CAREER HERE

MAY 20, 2021 @ 1-4PM ET



REGISTER FOR FREE TODAY!

WorkInNorthernVirginia.com/Virtual-Career-Fairs

SMALL AND DIVERSE BUSINESS: HELPING 15,000+ COMPANIES AND CLIENTS BRIDGE PANDEMIC



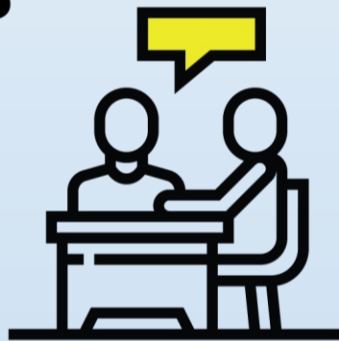
WEBINARS



SURVEYS



**MARKETING COUNTY
PROGRAMS**

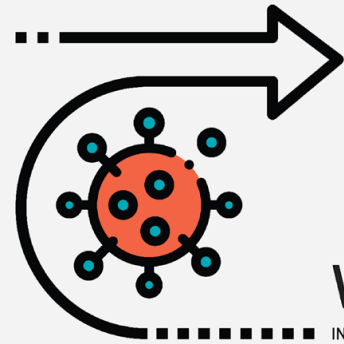


**TECHNICAL
ASSISTANCE/MENTORS**



LEGAL ASSISTANCE

SMALL AND DIVERSE BUSINESS: BRIDGING THE PANDEMIC



BEYOND COVID-19

NOVA BUSINESS RESILIENCY WEBINARS

Northern
Virginia
INNOVATION LIVES HERE

JULY 23:
THE NEW NORMAL
GETTING BACK TO WORK SAFELY

DE REGRESO AL TRABAJO: UNA CONVERSACIÓN CON EMPRESARIOS Y LÍDERES HISPANOS

15 DE SEPTIEMBRE, 2020 • 3:00PM - 4:00PM



COVID-19 PRO BONO COLLABORATIVE

INFORMATIONAL WEBINAR



FAIRFAX COUNTY
ECONOMIC DEVELOPMENT AUTHORITY

OCTOBER 29, 2020
9:00 AM - 11:30 AM (EASTERN)

start **small!** THINK **BIG**
HELPING COMMUNITIES THRIVE, ONE ENTREPRENEUR AT A TIME



BACK TO BUSINESS RESILIENCE, RECOVERY AND MOVING FORWARD

MAY 20, 2020
8:00 AM - 11:10 AM



SMALL AND DIVERSE BUSINESS: BRIDGING THE PANDEMIC

ACCESS TO CAPITAL FOR MINORITY-OWNED BUSINESSES: CHALLENGES AND SOLUTIONS

VIRTUAL CONVERSATION WITH EXPERTS

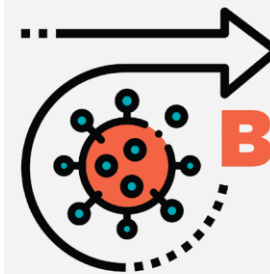
AUGUST 21, 2020
9:00 AM - 10:00 AM (EASTERN)



REGISTER FOR OUR **WEBINAR**

**BUSINESS RESOURCES AND
CONTRACT OPPORTUNITIES
IN THE ERA OF COVID-19**

Wednesday, April 15, 2020
10:00 AM - 11:00 AM



Innovation lives here.
NORTHERN VIRGINIA

BEYOND COVID-19
**NOVA BUSINESS RESILIENCY
WEBINARS**

**APRIL 23: COVID-19 BUSINESS
SURVIVAL TOOLKIT**

SMALL AND DIVERSE BUSINESS: POSITIONING FOR GROWTH



**FAIRFAX COUNTY
ECONOMIC DEVELOPMENT AUTHORITY**

PRESENTS

TECH4GROWTH

**BOOST WITH
FACEBOOK**

SMALL BUSINESS TRAINING

NOVEMBER 19, 2020
10:00 AM-11:30 AM (EASTERN)



**FAIRFAX COUNTY
ECONOMIC DEVELOPMENT AUTHORITY**

ENTREPRENEURSHIP 101

STARTING A BUSINESS IN FAIRFAX COUNTY

JANUARY 12, 2021
10:00 AM - 11:15 AM (EST)

IN THIS SESSION'S ENTREPRENEUR SPOTLIGHT:

AS SEEN ON
**SHARK
TANK**



Nahum Jeannot
Founder and COO
of GoOats

SECURING THE REMOTE WORKFORCE AND ESSENTIAL GOVERNMENT SERVICES

WEBINAR AND ROUNDTABLE

DECEMBER 3, 2020
9:00 AM - 10:15 AM (EASTERN TIME)



**FAIRFAX COUNTY
ECONOMIC DEVELOPMENT AUTHORITY**



novaeda.org
Innovation lives here.
NORTH COAST VIRGINIA

TALENT ATTRACTION WORKSHOP MARKETING NORTHERN VIRGINIA



SEPTEMBER 15, 2020
11:00 AM - 12:00 PM (EASTERN)

**Northern
Virginia**
INNOVATION LIVES HERE

SMALL AND DIVERSE BUSINESS: POSITIONING FOR GROWTH



**CATALYST
FOR CHANGE**
HOW COMPANIES TURN DISRUPTION INTO SUCCESS

NOVA
economic development alliance

Innovation lives here.
NORTHERN VIRGINIA



**KOREAN-U.S.
CYBERSECURITY
VIRTUAL FORUM**
FOCUS ON FAIRFAX COUNTY

OCTOBER 27, 2020 • 8:30 AM - 10:00 AM (EASTERN)

FAIRFAX COUNTY
ECONOMIC DEVELOPMENT AUTHORITY



JULY 21, 2020
**INTERNATIONAL EXPANSION
AS A GROWTH STRATEGY**
FCEDA VISITS CHANDIGARH!

FAIRFAX COUNTY
ECONOMIC DEVELOPMENT AUTHORITY



FAIRFAX COUNTY
ECONOMIC DEVELOPMENT AUTHORITY

iati Israel
Advanced
Technology
Industries

לשכת מסחר ישראל-אמריקה
ISRAEL-AMERICA
Chamber of Commerce

**Back
to Open**
June 30, 2020



AIR & SPACE INNOVATION SERIES

JAN. 27, 2021 AIR INNOVATION FLYING CARS, DRONES, UNMANNED AIR SYSTEMS	FEB. 3, 2021 SPACE INNOVATION NOVEL COMMUNICATIONS AND EXPEDITIONS	FEB. 10, 2021 DEFENSE INNOVATION PROCUREMENT OPPORTUNITIES IN AIR AND SPACE FORCE
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RECOVERY AND REOPENING: RESILIENT FOUNDATION

640,000

PAYROLL JOBS

152,000

BUSINESSES

8,800

TECHNOLOGY
BUSINESSES

37,000

PAYROLL
ESTABLISHMENTS

260

TRADE
ASSOCIATIONS

FAIRFAX COUNTY OFFICE MARKET



119.2M

COUNTYWIDE OFFICE
SPACE INVENTORY



101M

SQUARE FEET OF
OCCUPIED OFFICE SPACE



14.6%

DIRECT OFFICE
VACANCY RATE



50M+

SQUARE FEET OF SPACE
IN THE PIPELINE



15TH

MOST ACTIVE OFFICE
CONSTRUCTION
MARKET NATIONALLY
(2.7M S.F. UNDER
CONSTRUCTION)



◀ **11 FORTUNE 500 COMPANIES**
113 COMPANIES ON INC. 5000 LIST ▶



ECONOMIC HEADLINES

Unemployment falls from record

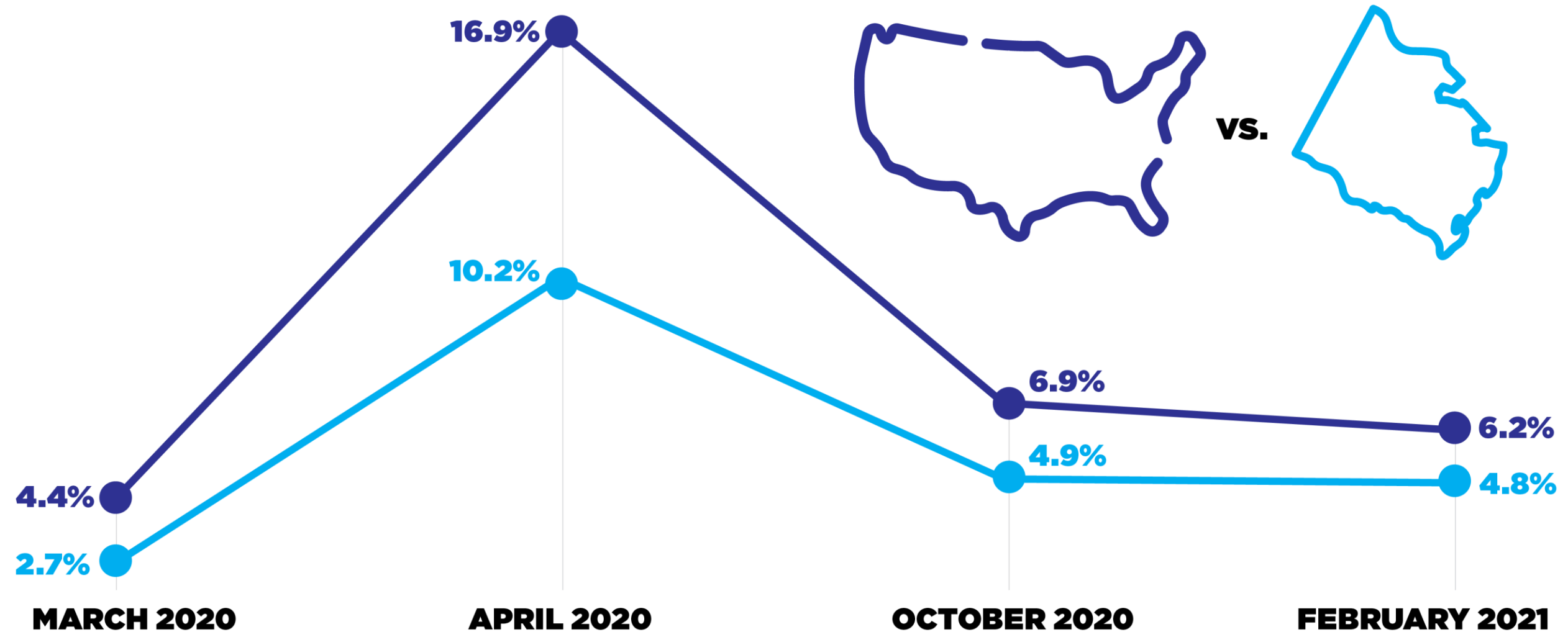
Companies hesitant to commit on real estate

Service sectors lagging

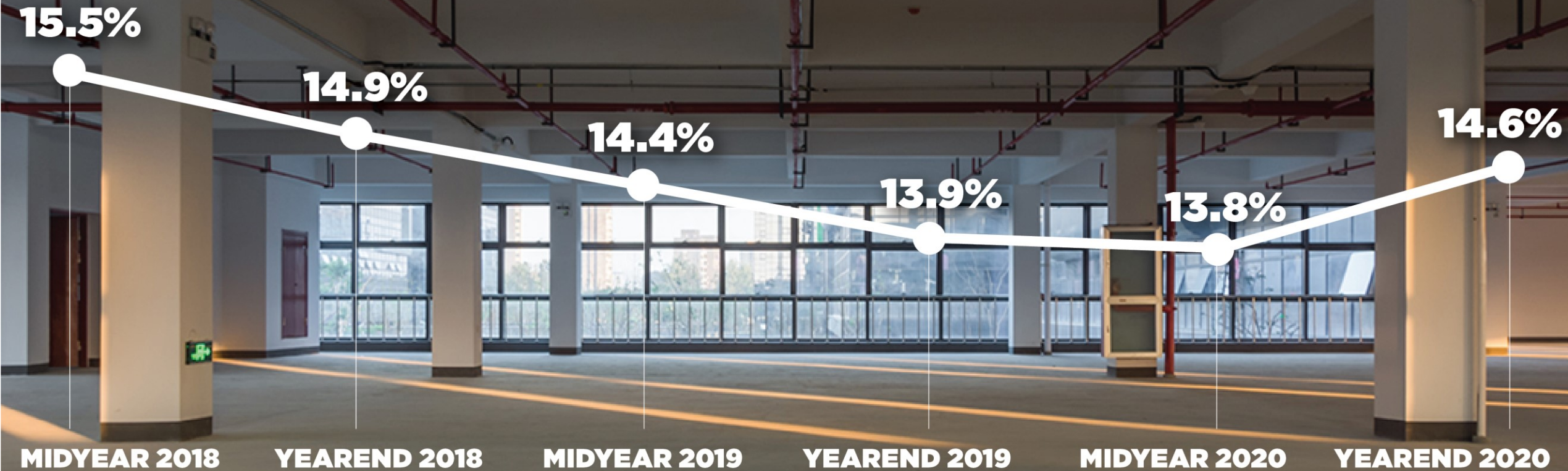
Tech sectors continue to hire

Economic Recovery Framework guides FY 22

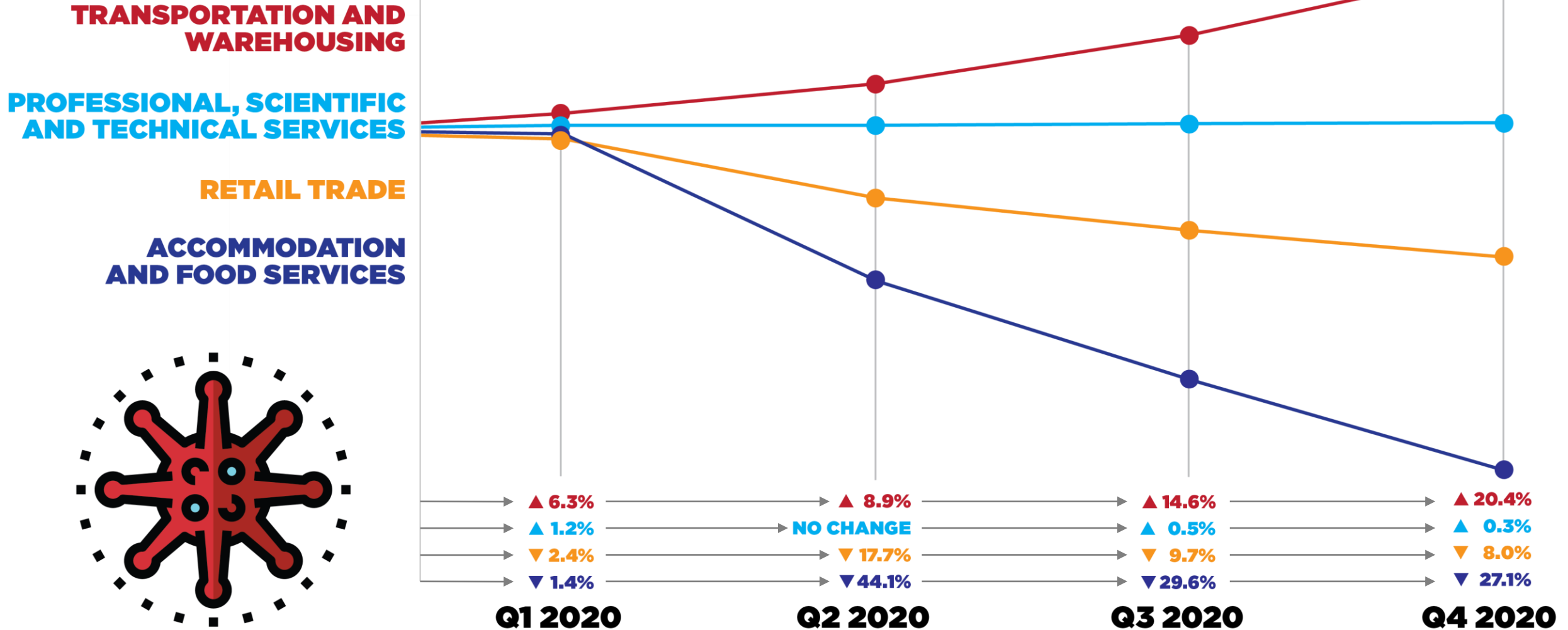
UNEMPLOYMENT RATES IN FAIRFAX COUNTY AND THE U.S.



FAIRFAX COUNTY OFFICE VACANCY RATES



COVID IMPACT: A TALE OF FOUR INDUSTRIES



MAJOR ANNOUNCEMENTS



**25,000 S.F. MORE
OFFICE SPACE**

VOLKSWAGEN

GROUP OF AMERICA

**196,000 S.F. FOR
20 YEARS**



1,000 NEW JOBS



**DONATION
FROM**



900+ NEW JOBS



**SCHOOL OF
COMPUTING**

OPEN JOBS IN FAIRFAX COUNTY

JOB POSTINGS:

36,592

EMPLOYERS WITH MOST JOBS POSTED:

Booz | Allen | Hamilton



GENERAL DYNAMICS
Information Technology



TOP OCCUPATIONS POSTED:



SOFTWARE DEVELOPER



NETWORK/COMPUTER SYSTEMS ADMINISTRATOR



INFORMATION SECURITY ANALYST

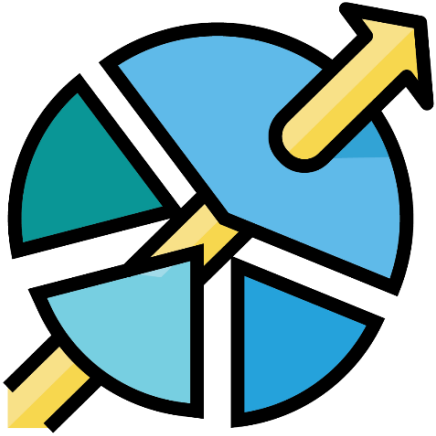


COMPUTER SYSTEM/ENGINEER/ARCHITECT



MANAGEMENT ANALYST

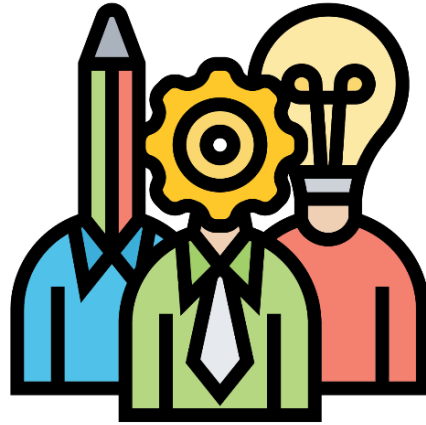
FAIRFAX COUNTY'S ECONOMIC RECOVERY FRAMEWORK



**BUSINESS
RECOVERY AND
RESILIENCE**



**REGULATORY
ACTION**



**WORKFORCE AND
TALENT SUPPORT**



**SUPPORT FOR
WORKERS AND
FAMILIES**

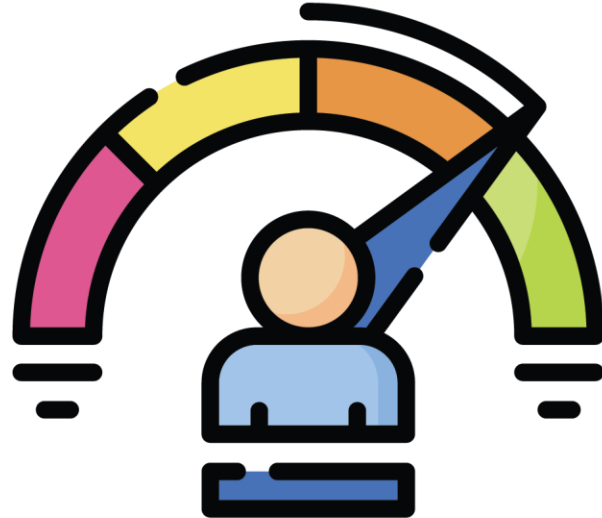


**PHYSICAL AND
COMMUNITY
PLANNING**

IMPLICATIONS FOR EDA IN FY 2022



**MORE OPEN
JOBS**



**JOB GROWTH
ACCELERATES**



**OFFICE LEASING
PICKS UP**



**COMMERCIAL
TAX BASE
SOLIDIFIES**

FCEDA-FAIRFAX COUNTY COLLABORATION: A WINNING TEAM

- **ECONOMIC RECOVERY STRATEGY**
- **RICHMOND HIGHWAY MARKET STUDY**
- **RICHMOND HIGHWAY BISNOW EVENT**
- **WORKHOUSE RFI PROMOTION**
- **“BACK TO WORK” WEBINAR
- IN SPANISH**
- **E-101 WORKSHOPS**



NORTHERN VIRGINIA ECONOMIC DEVELOPMENT ALLIANCE



Innovation lives here
NORTHERN VIRGINIA



NOVA EDA COLLABORATION



economic development alliance

Creation of NOVA EDA website
novaeda.org



INNOVATION LIVES HERE

Creation of NOVA talent site
workinnorthernvirginia.com



NOVA BACK TO WORK
RESOURCE CENTER

novabacktowork.com



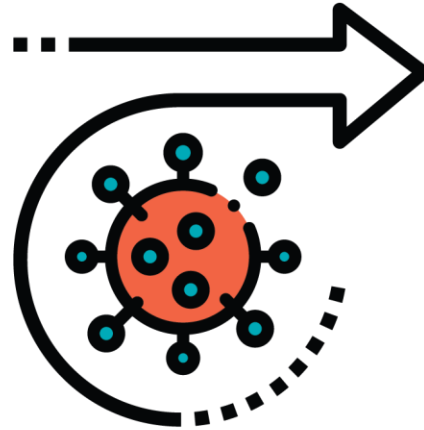
VIRGINIA INITIATIVE FOR
**GROWTH &
OPPORTUNITY**
IN EACH REGION

GO Virginia grant applications

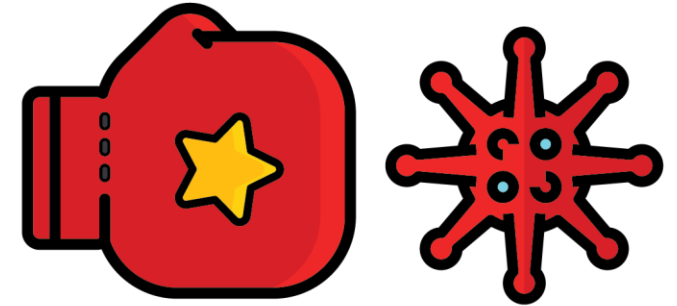
NOVA EDA COLLABORATION



Talent initiative, including multiple virtual career fairs



Creation of post-COVID webinar series



COVID-19 response



Joint marketing (physically and virtually)



Unprecedented communication



CONNECTED

DMV

a smart region movement

- EDOs, industry, academia, nonprofits
- Equitable innovation and growth
- Joint marketing
- Talent development

“The ultimate measure of a man is not where he stands in moments of comfort and convenience, but where he stands at times of challenge and controversy.”

DR. MARTIN LUTHER KING, JR.





DISCUSSION



**WE'VE
GOT
TALENT**



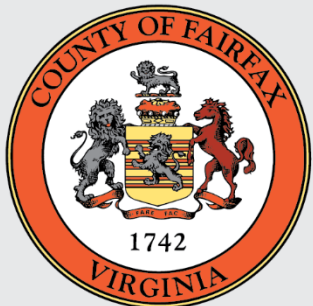
**SMALL AND
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