



VIRGINIA ADVANTAGES

Corporate Headquarters



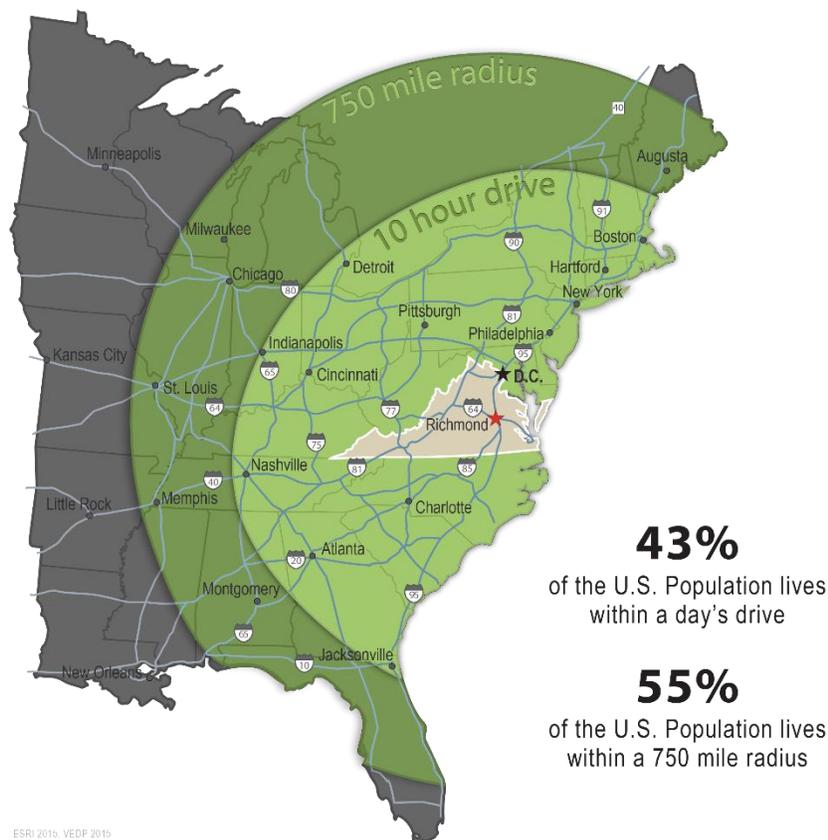
**VIRGINIA ECONOMIC
DEVELOPMENT PARTNERSHIP**

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Say **Yes** to Corporate Headquarters in Virginia

Many of the Nation's Largest Companies Call Virginia Home:

- Virginia is home to 71 company headquarters that each have annual sales of more than \$500 million¹
- Twenty-three companies headquartered in Virginia each have annual sales of at least \$5 billion¹
- Virginia is also home to the corporate headquarters of 35 Fortune 1000 companies, and many of the largest private companies in the United States
- Virginia has the second highest concentration of tech workers in the nation; nearly one of every 10 private sector workers in Virginia works for a technology company²
- Centrally located on the East Coast, Virginia offers access to 43% of the U.S. population in a day's drive; fifty-five percent of the U.S. population are within a 750-mile radius



¹ Virginia Business: 2015 Largest Companies
² Tech America Foundation: Cyberstates 2015

Say **Yes** to Corporate Headquarters in Virginia



Critical Business Attributes:

- An existing business concentration with a large, growing labor pool of skilled, professional workers
- A central East Coast location with easy access to major national and international markets
- A port with channel depth of 50-feet and roll-on/roll-off (RORO) access
- All the amenities necessary to recruit and keep a professional workforce, including colleges and universities offering specialized business and technical degrees
- A low cost of doing business

Industries with Headquarters in Virginia:

- Aerospace
- Chemicals
- Computer and Data Services
- Consumer Food Products
- Defense
- Financial Services
- Healthcare
- Insurance
- Printing and Publishing
- Retail Trade
- Telecommunications
- Tobacco Products
- Utilities

Virginia Offers Global Access:

Virginia's Commercial Airports provide non-stop service to 158 destinations world-wide.

Daily Nonstop Flights, Average Travel Times			
From	To New York City	To Boston	To Chicago
Washing Dulles International Airport	1 hour, 15 minutes	1 hour, 30 minutes	2 hours
Ronald Reagan Washington National Airport	1 hour, 15 minutes	1 hour, 30 minutes	2 hours
Richmond International Airport	1 hour, 30 minutes	1 hour, 40 minutes	2 hours, 12 minutes
Norfolk International Airport	1 hour, 30 minutes	1 hour, 40 minutes	2 hours, 25 minutes

Say **Yes** to Corporate Headquarters in Virginia



Major Corporate Headquarters in Virginia (Top 50 by Revenue):

Company	City	Revenue (\$m)	Fortune 1000 Rank
ADS Inc.	Virginia Beach	\$1,200.0	**
Advance Auto Parts	Roanoke	\$9,843.9	294
AES Corp.	Arlington	\$16,814.0	178
Alpha Natural Resources	Abingdon	\$4,287.1	594
Altria Group	Richmond	\$24,522.0	169
ATK	Arlington	\$4,469.0	**
AvalonBay Communities	Alexandria	\$1,685.1	**
Booz Allen Hamilton	McLean	\$5,331.7	475
CACI International	Arlington	\$3,436.0	674
Capital One	McLean	\$22,290.0	126
Carahsoft Technology Corp.	Reston	\$1,700.0	**
CarMax	Richmond	\$13,830.9	232
Computer Sciences (CSC)	Falls Church	\$12,593.0	229
Dollar Tree	Chesapeake	\$8,361.5	330
Dominion Resources	Richmond	\$12,436.0	243
DynCorp International Inc.	McLean	\$3,300.0	**
Engility Holdings	Chantilly	\$1,376.6	**
ePlus inc	Herndon	\$1,135.9	**
Estes Express Lines	Richmond	\$2,170.0	**
Exelis	McLean	\$4,542.0	604
Freddie Mac	McLean	\$78,463.0	42
Gannett Co.	McLean	\$6,008.2	441
General Dynamics	Falls Church	\$30,852.0	100
Genworth Financial	Richmond	\$9,565.0	304
Hilton Worldwide Holdings	McLean	\$10,317.0	280

Say **Yes** to Corporate Headquarters in Virginia



Company	City	Revenue (\$m)	Fortune 1000 Rank
Huntington Ingalls Industries	Newport News	\$6,968.0	390
K-VA-T Food Stores Inc.	Abingdon	\$2,255.7	**
Leidos Holdings	Reston	\$5,189.0	506
Mantech International	Fairfax	\$1,854.2	**
Markel	Glen Allen	\$5,133.7	504
Mars Inc.	McLean	\$33,000.0	**
Maximus	Reston	\$1,761.4	**
Md. & Va. Milk Producers Cooperative	Reston	\$1,372.0	**
NewMarket	Richmond	\$2,335.4	916
NII Holdings	Reston	\$3,915.4	651
Norfolk Southern	Norfolk	\$11,624.0	256
Northrop Grumman	Falls Church	\$23,979.0	124
NVR	Reston	\$4,447.4	577
Omega World Travel	Fairfax	\$1,100.0	**
Orbital ATK	Dulles	\$1,355.0	539
Owens & Minor	Mechanicsville	\$9,266.9	309
Performance Food Group	Richmond	\$14,500.0	**
SAIC	McLean	\$3,874.0	630
Southern States Cooperative	Richmond	\$2,100.0	**
SRA International	Fairfax	\$1,400.0	**
The Brink's Co.	Richmond	\$3,562.3	654
Towers Watson & Co.	Arlington	\$3,619.8	676
Universal	Richmond	\$2,183.6	854
Vencore	Chantilly	\$1,300.0	**
WestRock	Richmond	\$5,631.0	293

Source: SEC Filings, Virginia Business 2015 Top Virginia Companies, 2015 Fortune 1000

Recent Headquarters Announcements (Corporate, Regional, or Division)

From FY2006 through FY2015, 485 companies have announced 618 corporate, regional, or division headquarters relocations or expansions in Virginia to create over 47,500 jobs and \$3.6 billion in capital investment. Listed below are a few of the top headquarters announcements made recently.

Company Name	Location
510Nano	Greensville
Ashland Inc.	Hopewell
Bechtel Corporation	Fairfax
Bristol Compressors International	Washington
Hubbell Lighting, Inc.	Montgomery
Lidl	Arlington
LifeNet Health	Virginia Beach
Navy Federal Credit Union	Fairfax
Nexus Services Inc.	Augusta
Qore Systems	Washington

Education and Training

Virginia's success as a top business location can be traced to high-quality and well-educated citizens. With one in three residents awarded a bachelor's or advanced degree, the Commonwealth's workforce is one of the most educated in the nation. Some of the nation's best colleges and universities are located in Virginia, many offering undergraduate and graduate programs in all areas of business. Corporations also benefit from Virginia's community college system, a network which works with companies to develop customized workforce training programs for current or potential employees. Data in the tables below are sourced from the State Council of Higher Education for Virginia (SCHEV) and reflect degrees conferred during the 2013-2014 academic year.

Say **Yes** to Corporate Headquarters in Virginia



2013-2014 Select Degrees Conferred in Business and Related Programs at Virginia Universities and Colleges	
Program Name	Total
Accounting	2,179
Business Administration and Management	7,724
Business & Commerce	1,601
Finance	651
Management Information Systems	784
Managerial Economics & Operations	1,560
Marketing	921
Other Related Degrees:	
Communications	2,002
Economics	1,021
Law & Legal Support	1,721
Math & Statistics	733
Total Business and Related Degrees Conferred:	20,903

2013-2014 Select Degrees Conferred in IT and Related Programs at Virginia Universities and Colleges	
Program Name	Total
Computer & Software Engineering	61
Computer and Information Sciences	1,617
Computer and Information Systems Security	34
Computer Science	309
Electrical & Electronical Engineering	504
Health Information & Medical Records Technology	182
Information Science Studies	409
Information Technology	792
Management Information Systems	784
Systems Engineering	250
Total IT and Related Degrees Conferred:	4,942

Virginia Colleges & Universities Graduate Top Talent:

While graduating talent is important, quality of education is key. Colleges and universities in Virginia are nationally ranked across a variety of programs.

2016 U.S. News and World Report Rankings	
Top Public National Universities	Rank
University of Virginia	3
College of William & Mary	6
Virginia Tech	26
George Mason University	68
Virginia Commonwealth University	84
Best Undergraduate Business Programs	Rank
University of Virginia	6
College of William & Mary	39
Virginia Tech	43
University of Richmond	61
George Mason University	80
Best Graduate Business Programs	Rank
University of Virginia (Darden)	10
College of William & Mary (Mason)	74
Best Law Schools	Rank
University of Virginia	8
College of William and Mary (Marshall-Wythe)	29
George Mason University	42
Washington and Lee University	42
University of Richmond (Williams)	52

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Virginia has a Skilled and Talented Workforce:

From an affordable lifestyle and competitive business environment, to a skilled and ready labor force, Virginia is one of the most desirable places for business in America. Corporate headquarters in Virginia enjoy a business-friendly climate characterized by stable and competitive taxes, payroll costs, and lease rates, as well as legislation that protects “at will” employment practices. Data below are sourced from Bureau of Labor Statistics, OES (May 2014).

Selected Occupations	Virginia Employment	Virginia Average Annual Wage
Accountants and Auditors	39,290	\$78,640
Billing and Posting Clerks	11,230	\$36,800
Bookkeeping, Accounting, and Auditing Clerks	41,600	\$38,640
Business Operations Specialists, All Other	30,790	\$83,860
Compensation, Benefits, and Job Analysis Specialists	2,300	\$64,680
Computer and Information Systems Managers	14,050	\$151,460
Computer Network Support Specialists	7,030	\$74,360
Computer Programmers	8,850	\$87,320
Computer Systems Analysts	27,130	\$97,590
Computer User Support Specialists	20,540	\$54,120
Database Administrators	5,450	\$90,170
Financial Analysts	8,340	\$93,290
Financial Managers	12,630	\$140,490
Financial Specialists, All Other	4,540	\$80,630
First-Line Supervisors of Office and Administrative Support Workers	41,470	\$56,080
Human Resources Assistants, Except Payroll and Timekeeping	4,130	\$38,840
Lawyers	17,090	\$131,320
Management Analysts	45,220	\$101,040
Market Research Analysts and Marketing Specialists	16,410	\$70,490
Marketing Managers	3,910	\$149,600
Office Clerks, General	86,540	\$31,560
Receptionists and Information Clerks	30,160	\$28,010
Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	40,660	\$35,140