

■ Services and Resources

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■ ARTS

Arts Council of Fairfax County, Inc.

The Arts Council advocates and coordinates the preservation, promotion and expansion of the visual, audio and performing arts in Fairfax County for arts groups, business organizations and individual businesses, education groups, county citizens and county government.

The council's Corporate Art Program provides individual artists and arts groups opportunities to display their work on an annual rotational basis in the corporate community, participate in silent and live art auctions, and be recommended for permanent art commissions. These programs enrich the workplace; bring artists, the community and businesses closer together; and provide venues for artists to exhibit and perform.

For more information, contact:

Arts Council of Fairfax County, Inc.
4022 Hummer Road
Annandale, VA 22003-2403
Tel: 703-642-0862, TTY: 711; Fax: 703-642-1773
E-mail: info@artsfairfax.org
www.artsfairfax.org

■ ASSOCIATIONS

More than 285 national, international and regional associations are headquartered in Fairfax County. The Fairfax County Economic Development Authority maintains a list of associations located in the county.

For more information, contact:

Fairfax County Economic Development Authority
8300 Boone Boulevard, Suite 450
Vienna, VA 22182
Tel: 703-790-0600, TTY: 711; Fax: 703-893-1269
E-mail: info@fceda.org
www.FairfaxCountyEDA.org

American Society of Association Executives
1575 I Street, NW
Washington, D.C. 20005-1103
Tel: 202-371-0904; TDD: 202-626-2803; Toll-free: 1-888-950-2723
Fax: 202-371-8315
E-mail: service@asaenet.org
www.asaenet.org

■ BUSINESS INCUBATORS

Business incubators maximize the success of emerging companies by providing comprehensive assistance such as subsidized rent, office support services and guidance in securing venture capital.

Fairfax County BioAccelerator

The Fairfax County BioAccelerator encourages and supports the growth of bioinformatics and biotechnology companies in Fairfax County.

The BioAccelerator accommodates 10-12 companies at a time and is managed by the ANGLE Technology Group. Companies joining the BioAccelerator receive a range of customized business development services especially designed for early-stage bioscience and bioinformatics firms.

The BioAccelerator works with companies in the following areas:

- applications in the study and use of information science and software;
- device and instrumentation development;
- disease research and drug discovery;
- drug development (pharmacognomics) and delivery;
- clinical trials and research; and
- nanotechnology research and development.

Client companies include:

- early-stage companies (with existing grants, contracts or investment funding);
- academic/institute spin-offs;
- existing corporate diversification projects or initiatives; and
- international firms.

For more information, contact:

Fairfax County Economic Development Authority
8300 Boone Boulevard, Suite 450
Vienna, VA 22182
Tel: 703-790-0600, TTY: 711; Fax: 703-893-1269
E-mail: info@fceda.org
www.FairfaxCountyEDA.org/incubate_bio.htm

ANGLE Technology Group
7001 Loisdale Drive, 2nd Floor
Springfield, VA 22150
Tel: 703-822-2920, TTY: 711; Fax: 703-822-2934
www.angletechnology.com

Other Business Incubators

- **Community Business Partnership Business Incubation Center**
www.cbponline.org
- **Greater Reston Chamber of Commerce Incubator**
www.restonchamber.org
- **Hungarian Technology Center**
www.htec.hu
- **Korea Business Development Center**
www.sbc.or.kr/eng/doc/overseas_05_01.jsp

■ CAREER DEVELOPMENT/CONTINUING EDUCATION

See *Employment and Training*, pages 93-99.

■ CHILD CARE

Fairfax County Office for Children

The Fairfax County Office for Children, an early childhood education agency, provides direct and support services to meet the child care needs of families employed or living in Fairfax County. The office helps parents find child care, provides information on paying for child care, and offers training seminars for working parents and child care providers. The agency also administers the Head Start and Early Head Start programs and offers school-age child care (SACC) programs at most county elementary schools.

Additionally, the Fairfax County Office for Children inspects and issues permits to home child care facilities (see page 19) and provides other programs to advance the care, education and healthy development of children from birth to intermediate-school age.

Fairfax County Employer Child Care Council

A program of the Office for Children, the Fairfax County Employer Child Care Council is a public-private partnership created in 1987 by the Board of Supervisors to promote business involvement in child care at the workplace and in the community. Council members represent companies in the county who are leaders in supporting child care. The council provides information to employers and employees about successful child care benefit options and effective implementation strategies and engages the business community to fund initiatives to build the supply and quality of child care in Fairfax County .

For more information, contact:

Fairfax County Office for Children
12011 Government Center Parkway, Suite 920
Fairfax, VA 22035
Tel: 703-324-8225; TTY: 703-280-9833; Fax: 703-803-0116
Employer Child Care Council: 703-324-8075
www.fairfaxcounty.gov/childcare

■ CHAMBERS OF COMMERCE AND BUSINESS MEMBERSHIP ORGANIZATIONS

Community chambers of commerce and other business membership organizations sponsor networking meetings, educational seminars, trade shows and other business development programs and community projects. Their legislative efforts frequently impact a broad range of business-oriented activities, including taxes, transportation, housing, land use, technology, education and economic development. (See also *International Membership Organizations*, pages 111-112.)

Local Chambers and Related Business Organizations

- **Annandale Chamber of Commerce**
7263 Maple Place, Suite 207
Annandale, VA 22003
Tel: 703-256-7232; Fax: 703-256-7233
www.annandalechamber.com
- **Central Fairfax Chamber of Commerce**
3975 University Drive, Suite 350
Fairfax, VA 22030
Tel: 703-591-2450; Fax: 703-591-2820
www.cfcc.org
- **Committee for Dulles**
45969 Nokes Boulevard, Suite 100
Dulles, VA 20166
Tel: 703-430-8749; Fax: 703-430-8759
www.committeefordulles.org
- **Dulles Corridor Rail Association**
11800 Sunrise Valley Drive, Suite 338
Reston, Virginia 20191
Tel: 703-716-5750; Fax: 703-716-5751
www.dullescorridorrail.com
- **Dulles Area Transportation Association (DATA)**
4160 Pleasant Valley Road, Suite 200
Chantilly, VA 20151-1512
Tel: 703-817-1307; Fax: 703-817-1407
www.datatrans.org
- **Fairfax County Chamber of Commerce**
8230 Old Courthouse Road, Suite 350
Vienna, VA 22182-3853
Tel: 703-749-0400; Fax: 703-749-9075
www.fccc.org
- **Greater Falls Church Chamber of Commerce**
417 West Broad Street, Suite 207
Falls Church, VA 22046-3317
Tel: 703-532-1050; Fax: 703-237-7904
www.fallschurchchamber.org

- **Greater McLean Chamber of Commerce**
 1437 Balls Hill Road
 McLean, VA 22101
 Tel: 703-356-5424; Fax: 703-356-9244
www.mcleanchamber.org
- **Greater Merrifield Business Association, Inc.**
 2841 Hartland Road, Suite 406
 Falls Church, VA 22043
 Tel: 703-208-1611; Fax: 703-573-3539
www.greatermerrifield.org
- **Greater Reston Chamber of Commerce**
 1763 Fountain Drive
 Reston, VA 20190
 Tel: 703-707-9045; Fax: 703-707-9049
www.restonchamber.org
- **Greater Springfield Chamber of Commerce**
 6434 Brandon Avenue, Suite 3A
 Springfield, VA 22150
 Tel: 703-866-3500; Fax: 703-866-3501
www.springfieldchamber.org
- **Herndon Dulles Chamber of Commerce**
 730 Elden Street
 Herndon, VA 20170
 Tel: 571-323-5300; Fax: 703-787-8859
www.herndondulleschamber.org
- **MIT Enterprise Forum of Washington-Baltimore**
 P.O. Box 650413
 Sterling, VA 20165-0413
 Tel: 703-758-4021
www.mitef.org
- **Mount Vernon-Lee Chamber of Commerce**
 8804-D Pear Tree Village Court
 Alexandria, VA 22309
 Tel: 703-360-6925; Fax: 703-360-6928
www.mtvernon-leechamber.org
- **National Association of Industrial and Office Properties (NAIOP)**
 Northern Virginia Chapter
 4900 Seminary Road, Suite 104
 Alexandria, VA 22311
 Tel: 703-845-7080; Fax: 703-845-7081
 E-mail: NVNAIOP@naiopva.org
www.naiopva.org

- **Northern Virginia Association of Realtors**
 8411 Arlington Boulevard
 Fairfax, VA 22031-4601
Tel: 703-207-3200; Fax: 703-560-8239
www.nvar.com
- **Northern Virginia Building Industry Association (NVBIA)**
 14160 Newbrooke Drive, Suite 200
 Chantilly, VA 20151
Tel: 703-817-0154; Fax: 703-817-0380
E-mail: info@nvbia.com
www.nvbia.com
- **Northern Virginia Technology Council**
 2214 Rock Hill Road, Suite 300
 Herndon, VA 20170
Tel: 703-904-7878; Fax: 703-904-8008
E-mail: nvtc@nvtc.org
www.nvtc.org
- **Northern Virginia Transportation Alliance**
 P.O. Box 6149
 Mclean, VA 22106
Tel: 703-883-1830; Fax: 703-883-1850
www.nvta.org
- **Tysons Transportation Association (TYTRAN)**
 P.O. Box 6149
 McLean, VA 22106-6149
Tel: 703-883-1830; Fax: 703-883-1850
www.tytran.com
- **Vienna-Tysons Chamber of Commerce**
 513 Maple Avenue West, 2nd Floor
 Vienna, VA 22180
Tel: 703-281-1333; Fax: 703-242-1482
www.vtrcc.org
- **Virginia Chamber of Commerce**
 9 South 5th Street
 Richmond, VA 23219-3890
Tel: 804-644-1607; Fax: 804-783-6112
www.vachamber.com
- **Virginia Hispanic Chamber of Commerce**
 Northern Virginia Regional Office
 8300 Boone Boulevard, 4th Floor
 Vienna, VA 22182
Tel: 703-790-0303; Fax: 703-893-1269
www.vahcc.com

■ CONSUMER AFFAIRS

Better Business Bureau

The Better Business Bureau of Metropolitan Washington is a private nonprofit organization supported by member businesses. The bureau provides reports about both member and nonmember businesses and charitable organizations located in the Washington, D.C., area. The bureau also monitors advertising and selling practices, provides information on fraudulent and harmful practices in the marketplace, and serves as a neutral third party to help settle disputes between consumers and businesses.

For more information, contact:

Better Business Bureau of Metropolitan Washington & Eastern Pennsylvania
1411 K Street, NW, Suite 1000
Washington, D.C. 20005
Tel: 202-393-8000; Fax: 202-393-1198
E-mail: info@mybbb.org
www.mybbb.org

Fairfax County Department of Cable Communications and Consumer Protection

The Fairfax County Department of Cable Communications and Consumer Protection assists the business community by working to stop illegal, fraudulent and deceptive business practices that create unfair competition with legitimate businesses. The department also provides a free mediation service for resolving disputes between businesses and consumers, which saves both parties the expense of going to court. In addition, the department licenses certain types of businesses (e.g., taxi service, precious metal dealers, solicitors licenses)

For more information, contact:

Fairfax County Department of Cable Communications
and Consumer Protection
12000 Government Center Parkway, Suite 433
Fairfax, VA 22035-0047
Tel: 703-222-8435, TTY: 711; Fax: 703-324-3900
www.fairfaxcounty.gov/dcccp

Virginia Office of Consumer Affairs

The Virginia Office of Consumer Affairs (OCA) provides protection to consumers against fraudulent, deceptive and illegal practices in the marketplace. The office is authorized by law to act as the central clearinghouse for the collection, evaluation and referral of consumer complaints.

In addition to processing and investigating consumer complaints, the OCA provides services and consumer advice and educational materials upon request.

In cases where complaints do not fall within the jurisdiction of the OCA, staff will refer the complaint to the proper authority for evaluation and possible action.

For more information, contact:

The Virginia Department of Agriculture and Consumer Services
Office of Consumer Affairs
102 Governor Street
Richmond, VA 23219
Tel: 804-786-2042; Toll-free: 800-552-9963
<http://www.vdacs.virginia.gov/consumers/oca.html>

■ CRIME PREVENTION

The Fairfax County Police Department offers a variety of on-site services and information to businesses in Fairfax County. This includes Business Watch, a program that teaches businesses how to work together to prevent crime. As part of this program, the department's Crime Prevention Unit meets with area businesses to discuss methods for preventing burglaries, shoplifting, vandalism and other criminal activities. The Crime Prevention Unit also provides security/safety inspection services, security surveys, crime prevention materials and training sessions to businesses.

For more information, contact the Crime Prevention officers at the closest police district station:

The TTY number for all police stations is 711.

Fair Oaks District Station
12300 Lee-Jackson Memorial Highway
Tel: 703-591-0966

Franconia District Station
6121 Franconia Road
Tel: 703-922-0889

Mason District Station
6507 Columbia Pike
Tel: 703-256-8035

McLean District Station
1437 Balls Hill Road
Tel: 703-556-7750

Mount Vernon District Station
2511 Parkers Lane
Tel: 703-360-8400

Reston District Station
12000 Bowman Towne Drive
Tel: 703-478-0904

Sully District Station
4900 Stonecroft Boulevard
Tel: 703-814-7000

West Springfield District Station
6140 Rolling Road
Tel: 703-644-7377

For more information, also contact:

Fairfax County Police Department
4100 Chain Bridge Road
Fairfax, VA 22030
Non-emergency: 703-691-2131, TTY: 711
Emergency: 911
Crime Prevention Unit: 703-246-4311
Financial Crimes section: 703-246-7800; Fax: 703-273-8568
Public Information office: 703-246-2253
www.fairfaxcounty.gov/ps/police/homepage.htm

■ ECONOMIC DEVELOPMENT

FAIRFAX COUNTY

Community Business Partnership

The Community Business Partnership (CBP) is collaborative effort among several key organizations in Fairfax County to provide high-quality, professional small business services. The CBP delivers these comprehensive services through five main programs: The Business Development Center, the Business Finance Center, The Financial Education Center for Women Entrepreneurs, the Business Incubation Center and the Women's Business Center of Northern Virginia. Collectively, CBP's programs provide the following services at minimal or no cost:

- small business training;
- business planning assistance;
- individual counseling and technical assistance;
- micro-loan direct lending program;
- small business resource library;
- computer and Internet access;
- small business office and meeting room rentals;
- referral network of professional small business service providers.

For more information, contact:

Community Business Partnership
7001 Loisdale Road, Suite C
Springfield, VA 22150
Tel: 703-768-1440, TTY: 711; Fax: 703-768-0547
E-mail: cpb@gmu.edu
www.cbponline.org

See also *Loans/Loan Guaranty*, pages 51-52.

Fairfax County Economic Development Authority (FCEDA)

The Fairfax County Economic Development Authority (FCEDA) assists small, mid-size and large companies, associations and other organizations interested in expanding, locating or relocating operations in Fairfax County. It also works to attract capital investment into the county. The FCEDA also has an active International Marketing Division that works with foreign-owned firms.

The FCEDA provides a wide range of information on Fairfax County demographics, employment, housing, local and state taxes, and other business-oriented data. It also maintains comprehensive information on available commercial building space and sites in Fairfax County and data on Fairfax County businesses. Much of this information is available through the FCEDA's Web site.

FCEDA staff assists businesses with site selection activities and act as liaison with local and state government agencies that administer permitting, zoning and other governmental processes. All FCEDA services are free and confidential.

For more information contact:

Fairfax County Economic Development Authority
8300 Boone Boulevard, Suite 450
Vienna, VA 22182
Tel: 703-790-0600, TTY: 711; Fax: 703-893-1269
E-mail: info@fceda.org
www.FairfaxCountyEDA.org

See also pages 44, 45-46, 106, 116-117, 126-127, 141, 143.

Southeast Fairfax Development Corporation

The Southeast Fairfax Development Corporation (SFDC) promotes and coordinates the revitalization and redevelopment of the Richmond Highway corridor (U.S. Route 1), the section of Fairfax County that extends from the southern boundary of the City of Alexandria to Fort Belvoir. SFDC works with local residents, businesses, property owners, and governmental representatives and organizations to improve the economy, create jobs and enhance the quality of life in the 7.5-mile corridor.

SFDC provides extensive, up-to-date real estate and market data, site location information, financial and technical resources, access to community and county governmental representatives, and redevelopment assistance.

For more information, contact:

Southeast Fairfax Development Corporation
8800-A Pear Tree Village Court
Alexandria, VA 22309
Tel: 703-360-5008; Fax: 703-360-5123
E-mail: info@sfdc.org
www.sfdc.org

See also *Revitalization*, pages 125-126.

Towns of Clifton, Herndon and Vienna

New or expanding businesses located in the towns of Clifton, Herndon or Vienna should contact their town government offices regarding specific business regulations, (e.g., business licenses and occupancy permits) in addition to consulting the appropriate Fairfax County regulations.

For more information, contact:

Town of Clifton

P.O. Box 309
Clifton, VA 20124
Tel: 703-830-1430
www.cliftonva.us

Town of Herndon

777 Lynn Street
Herndon, VA 20170
Mailing address:
P.O. Box 427
Herndon, VA 20172-0427
Tel: 703-435-6800; Fax: 703-787-7325
www.herndon-va.gov

Town of Vienna

127 Center Street South
Vienna, VA 22180
Tel: 703-255-6300; Fax: 703-255-5722
www.viennava.gov

VIRGINIA

Center for Innovative Technology

Virginia's Center for Innovative Technology (CIT) is a state-chartered nonprofit corporation that provides programs and services for technology researchers, technology entrepreneurs and small technology businesses in all regions of the Commonwealth. CIT's programs include:

Research Investment

CIT's research investment efforts focus on promoting promising technology research in the fields of defense and homeland security, nanotechnology and life sciences.

Federal Funding

CIT leads Virginia's efforts to increase federal research funding support for businesses. CIT's Federal Funding Assistance Program identifies opportunities and provides technical assistance and support to small technology businesses seeking to obtain Small Business Innovative Research, Small Business Technology Transfer and Advanced Technology Program grants and contracts.

Access to Capital

CIT's Capital Access Program provides technical and consulting services to small technology firms interested in securing early-stage financial investment. Services also include referrals to individual investors, investment funds and regional venture capital showcases, as well as CIT-hosted events to match companies and funds.

Small Business Assistance

CIT's regional teams provide a full range of confidential, specialized services for technology application, process and product development, and commercialization for firms with 500 or fewer employees.

For more information, contact:

Center for Innovative Technology
CIT Tower
2214 Rock Hill Road, Suite 600
Herndon, VA 20170-4200
Tel: 703-689-3000, TTY: 711; Fax: 703-689-3041
www.cit.org

See *Financing*, pages 46, 48.

Mason Enterprise Center – George Mason University

The Mason Enterprise Center (MEC) is a university-based economic development enterprise that focuses the strengths of George Mason University (GMU) on enterprise creation and expansion in the Washington, D.C., region. MEC provides business owners with access to faculty, students, alumni, researchers, information sources, inventions, and other resources required to help them expand their businesses, improve their organizations and strengthen the regional economy.

The Mason Enterprise Center offers a variety of programs, services and resources:

Virginia Small Business Development Center Network

The Mason Enterprise Center houses the lead center for a network of 29 local small business development SBDCs across Virginia. SBDCs provide business assistance, counseling and training to growing companies and aspiring entrepreneurs. One-on-one counseling and business courses are available in the areas of business start-up, sources of capital, accounting, management, marketing and business planning. Services are available at five locations in northern Virginia:

Location

Fairfax County¹

Arlington County¹

South Fairfax SBDC/
Community Business Partnership¹

Phone and Web site

703-277-7700
www.masonenterprisecenter.org/fsbdc-main.html

703-993-8128
www.arlingtonsbdc.org

703-768-1440
www.cbponline.org

Loudoun County²

703-430-7222
www.loudounsbdc.org

Alexandria City²

703-778-1292
www.alexandriasbdc.org

¹ Mason Enterprise Center-affiliated SBDCs

² Subcontractor with Virginia Small Business Development Center Network

Procurement Technical Assistance Program (PTAP)

PTAP works to help increase contracting and subcontracting activity among small businesses, major prime contractors, and federal, state and local government agencies in the Washington, D.C., region. PTAP services include counseling on business and proposal development, small business programs, program management and procurement, and market research, outreach and educational programs. See page 122 for details.

Mentor-Protégé Program (MPP)

The MPP program serves as a vehicle and catalyst for building long-term business relationships among major Department of Defense contractors, 8(a) small disadvantaged businesses and woman-owned small businesses.

International Business Development Program (IBDP)

The International Business Development Program (IBDP) offers a selection of targeted programs to help both U.S. and international small and medium-size information technology enterprises develop international business. IBDP program provides consultation, international market planning and assistance with business partnerships.

Telework and Training Centers (TTC)

GMU's Telework and Training Centers provide close-to-home alternative workspaces, which help reduce travel, increase productivity and improve worker morale. Semi-private and private offices are available in northern Virginia locations. Workspaces are fully equipped with computer, telephone, high-speed Internet access, and access to a copier, fax machine and network printer. Flexible lease options are available.

For more information, contact:

Mason Enterprise Center
George Mason University
4031 University Drive, Suite 200
Fairfax, Virginia 22030
Tel: 703-277-7700, TTY: 711; Fax: 703-277-7730
www.masonenterprisecenter.org

Virginia Department of Business Assistance

The Virginia Department of Business Assistance (DBA) is devoted to promoting the growth and success of the commonwealth's business community. DBA works with new and existing businesses to provide workforce incentives, loans, business information,

incubator counseling and educational opportunities for the business and economic development communities. Current services are offered through the following programs:

The Virginia Business Information Center (VBIC)

The VBIC serves as a “one-stop” gateway for answers, information and advice on doing business in Virginia. VBIC assists businesses in problem solving and provides referrals to various federal, state and local programs.

Workforce Services

The Workforce Services Division provides customized recruiting and training services to companies creating new jobs or experiencing technological change. The program reduces the human resource development costs of new and expanding companies throughout the commonwealth. Workforce Services also offers consulting services, organizational development, electronic media services and funding for eligible businesses.

Financial Services

VDDBA’s Financial Services Division administers the programs of the Virginia Small Business Financing Authority (VSBFA). The VSBFA is a statewide conduit issuer of industrial development bonds. It works with businesses, bankers, economic developers and other state agencies to provide direct funding and credit enhancements through various financing programs that benefit eligible businesses (see pages 44-45).

Procurement Assistance

VDDBA representatives hold workshops with local chambers of commerce, community colleges and economic development organizations to educate businesses on how to effectively sell their goods and services to Virginia and other local government agencies. This service offers businesses new information about the Commonwealth’s procurement process, methods for contacting state and local government buyers, and business assistance services.

Business Seminars and Events

VDDBA holds quarterly economic development seminars throughout Virginia and sponsors *Business Appreciation Week*—a statewide effort to acknowledge the contributions Virginia businesses make to the commonwealth’s economy and quality of life.

For more information, contact:

Virginia Department of Business Assistance
707 East Main Street, Suite 300
P.O. Box 446
Richmond, VA 23218-0446
Tel: 804-371-8200, TTY: 711; Fax: 804-371-8111
www.dba.virginia.gov
Business resources: www.dba.virginia.gov/services

Virginia Economic Development Partnership

The Virginia Economic Development Partnership (VEDP) is a state authority established to encourage, stimulate and support the development and expansion of Virginia's economy.

VEDP focuses its efforts on business development and international trade. It also makes financial assistance available through the Governor's Opportunity Fund, the Virginia Investment Partnership program and other state financing programs.

Business Development

VEDP's Business Development Division serves as the main point of contact for prospective businesses interested in investing in Virginia. Project managers provide prospective companies with a variety of resources to assist business decision-makers including current market, economic, labor and demographic information, as well as customized land and building research.

International Trade Development

The mission of the International Trade Development Division is to increase sales for Virginia companies by assisting their entry into international markets. The division offers a variety of activities to assist all Virginia companies, from the first-time exporter to the seasoned veteran. Services offered include on-location/in-country assistance in establishing relationships, trade missions, trade show participation, one-on-one export counseling, market research reports, educational seminars, country and market intelligence, and an in-house international research library.

Research

VEDP's Research Division provides site selection data, business and economic data, and trade development information.

For more information, contact:

Virginia Economic Development Partnership
901 East Byrd Street
P.O. Box 798
Richmond, VA 23218-0789
Tel (business investment inquiries): 804-545-5700;
General inquiries: 804-545-5600
www.yesvirginia.org

Virginia Tourism Corporation

See page 131.

WASHINGTON, D.C., REGION

Greater Washington Initiative

The Greater Washington Initiative (GWI) is the regional economic development marketing organization that assists firms in expanding their businesses in Washington, D.C., northern Virginia and suburban Maryland. GWI services include helping companies identify strategic partners and venture capital contacts, arranging site tours and disseminating information about the region. Its annual marketing activities include organizing trade missions to targeted U. S. and international markets, hosting business delegations, and implementing public relations and advertising campaigns to increase awareness of the region's assets.

For more information, contact:

Greater Washington Initiative
1725 I Street, NW, Suite 200
Washington, D.C. 20006
Tel: 202-857-5989; Fax: 202-466-4980
www.greaterwashington.org

■ EDUCATION

Adult/Continuing Education

See *Higher Education*, pages 89-93.

See *Training*, page 97.

Fairfax County Public Schools

The Fairfax County Public School (FCPS) system is the 12th largest in the nation with approximately 160,000 students. County Scholastic Aptitude Test score averages and other measures of achievement are consistently higher than those for Virginia and the nation.

For more information, contact:

Fairfax County Public Schools
8115 Gatehouse Road
Falls Church, VA 22042
Tel: 571-423-1000; TTY: 703-246-7780; Fax: 571-423-1207
www.fcps.edu

Adult Education

See *Training—Fairfax County Public Schools, Adult Education*, page 97.

Business/School Partnerships

The Fairfax County Public Schools Office of Business and Industry Relations develops, promotes, and coordinates collaborative efforts between the business community and the schools to create and foster relationships beneficial to schools and the overall community.

Representatives from area businesses are routinely involved with the following FCPS councils, committees or programs:

Business Industry Advisory Council

The FCPS Business Industry Advisory Council comprises business and industry leaders who serve as a nucleus for initiating, promoting and supporting partnerships with the school system.

Career and Technical Education Advisory Committee (CTEAC)

CTEAC is a group of business and community leaders who guide the development of FCPS career and technical programs and curricula.

Fairfax County Public Schools Education Foundation, Inc.

The Fairfax County Public Schools Education Foundation Inc. is one of the oldest and largest public-private partnerships supporting public education. It is governed by a board of business leaders representing international and regional companies. It has raised million of dollars to advance technology in Fairfax County and serves as a model for other school systems and communities. The foundation hosts a variety of activities every year to increase awareness among the business community and to raise funds for its many activities. The foundation's Web site if www.fairfaxeducation.org.

Foundation for Applied Vocational Education, Inc. (FATE)

The Foundation for Applied Vocational Education Inc., supports student-based enterprises that provide real-world training opportunities, including a student-operated retail store, student auto sales and residential construction.

For more information, contact:

Fairfax County Public Schools—Office of Business/Industry Relations
8115 Gatehouse Road
Falls Church, VA 22042
Tel: 571-423-1231; TTY: 703-280-9833; Fax: 571-423-1237
www.fcps.edu/supt/busindustrelations

Internships and Cooperative Education

The county school system can match employers with students interested in cooperative education, internships and apprenticeship programs through the Guidance-Career Resource Centers, located within the high schools.

For more information, contact:

Fairfax County Public Schools—Office of Student Services
8115 Gatehouse Road
Falls Church, VA 22042
Tel: 571-423-4200; TTY: 703-280-9833; Fax: 571-429-4207
www.fcps.edu/ss/StudentServices/index.htm

Procurement

See *Procurement, Fairfax County, Construction, Public Schools, pages 114-115.*

Thomas Jefferson High School for Science and Technology

Established in 1985 as a partnership between the business community and Fairfax County Public Schools, Thomas Jefferson High School for Science and Technology (TJHSST) offers a world-class education in science, mathematics and technology. As the Governor's School for Science and Technology in northern Virginia, Thomas Jefferson serves nearly 1,800 qualified applicants from participating northern Virginia school districts.

Students are accepted to TJHSST through a competitive process that evaluates admission test scores, academic achievement, personal essays and teacher recommendations. Students are selected on the basis of aptitude and interest in the biological, physical, mathematical and computer sciences, and related fields.

Students have the option of becoming involved in the TJHSST mentorship program, which enables students to earn technology credits by completing research and design projects with mentoring firms. Students work outside the school 10-15 hours per week. This program offers the mentoring businesses a useful source of talent while providing the students with opportunities to do concentrated research or project development in a specialized field.

For additional information, contact:

Thomas Jefferson High School for Science and Technology
6560 Braddock Road
Alexandria, VA 22312
Tel: 703-750-8300; TTY: 703-280-9833; Fax: 703-750-5010
Admissions Office: 703-658-5806
www.tjhsst.edu

Higher Education

Local Institutions

More than 45 institutions of higher learning are located in metropolitan Washington, D.C.

The Fairfax County Economic Development Authority (FCEDA) publishes a fact sheet on selected colleges and universities in the area. It includes information on enrollment, degrees offered by each school and Web address information and can be accessed via the FCEDA's Web site, www.FairfaxCountyEDA.org.

Washington, D.C. schools on the following list with Fairfax County locations are highlighted in bold type. Larger county institutions are profiled on the following pages.

School	Telephone
American University, <i>Washington, D.C.</i>	202-885-1000
Averett College , <i>Vienna, VA</i>	434-791-5600
Art Institute of Washington, <i>Arlington, VA</i>	877-303-3771
Bowie State University, <i>Bowie, MD</i>	301-860-4000
Capitol College, <i>Laurel, MD</i>	301-369-2800
Catholic University of America, <i>Washington, D.C.</i>	202-319-5000
Central Michigan University , <i>Centreville, VA*</i>	703-988-0010

College of William and Mary , Reston, VA	703-547-2224
Columbia Union College, <i>Takoma Park</i> , MD	301-891-4000
Corcoran School of Art, <i>Washington</i> , D.C.	202-639-1801
DeVry University, <i>Arlington</i> , VA*	866-338-7932
ECPI College of Technology , <i>Dulles</i> , VA*	703-330-5300
Florida Institute of Technology, <i>Alexandria</i> , VA*	703-751-1060
Gallaudet University, <i>Washington</i> , D.C.	202-651-5300
George Mason University , <i>Fairfax</i> , VA*	703-993-1000
George Washington University, <i>Washington</i> , D.C.*	202-994-1000
Georgetown University, <i>Washington</i> , D.C.	202-687-0100
Howard University, <i>Washington</i> , D.C.	202-806-6100
ITT Technical Institute , <i>Springfield and Chantilly</i> , VA*	703-440-9535
Johns Hopkins University, <i>Rockville</i> , MD*	301-294-7000
Keller Graduate School (part of DeVry University), <i>McLean</i> , VA* ...	703-556-9669
Maryland College of Art and Design, <i>Silver Spring</i> , MD	301-649-4454
Marymount University, <i>Arlington</i> , VA	703-522-5600
Montgomery College, <i>Rockville</i> , MD*	301-279-5000
Mount Vernon College, <i>Washington</i> , D.C.	202-625-0400
National Louis University , <i>Vienna</i> , VA*	703-749-3000
Northern Virginia Community College , <i>Annandale</i> , VA*	703-323-3000
Old Dominion University , <i>Annandale</i> , VA*	703-323-3769
Park College , Distance Learning Program, <i>Fort Myer</i> , VA*	703-527-5256
Prince George's Community College, <i>Hyattsville</i> , MD	301-336-6000
Southeastern University, <i>Washington</i> , D.C.	202-478-8200
Stratford University , <i>Vienna</i> , VA	703-821-8570
Strayer University, <i>Arlington</i> , VA*	703-892-5100
Trinity College, <i>Washington</i> , D.C.	202-884-9000
Troy State University, <i>Fort Myer</i> , VA	703-525-3051
University of the District of Columbia, <i>Washington</i> , D.C.	202-274-5000
University of Maryland, <i>College Park</i> , MD	301-405-1000
University of Virginia , <i>Falls Church</i> , VA	703-536-1100
Virginia Polytechnic Institute and State University (Virginia Tech) , <i>Falls Church</i> , VA	703-538-8324

*Multiple locations in the Washington, D.C., area

George Mason University

From its beginnings as a commuter college in 1957, George Mason University has grown into a nationally recognized institution that provides a diverse and interactive curriculum to educate students for life in a rapidly changing, highly technical world.

The university offers more than 100 degree programs. Graduate degree programs include a master's of business administration (MBA), an executive MBA and master's degrees in information technology, telecommunications, and public policy. Certificate programs and custom-designed programs also are available.

George Mason University's services to the business community include the Mason Enterprise Center (see pages 83-84 and 122), the Career Development Center (see page 93) and the university library (see page 104).

For more information, contact:

George Mason University
4400 University Drive
Fairfax, VA 22030-4444
Tel: 703-993-1000
www.gmu.edu

Northern Virginia Community College

Northern Virginia Community College (NVCC) provides a wide range of services to the business community in northern Virginia. These include both credit and noncredit courses, training and workforce development programs, teleconferences and Web-based classes.

NVCC offers these programs and services in a variety of settings: at the employer's site, on one of the college's six area campuses, two centers or in virtually any business location via the technology of NVCC's Extended Learning Institute. NVCC representatives work with businesses to facilitate enrollment in existing courses and to customize programs to meet specific company needs.

For more information, contact:

Northern Virginia Community College
8333 Little River Turnpike
Annandale, VA 22003-3796
Tel: 703-323-3000; TDD: 703-323-3717 or 711
www.nvcc.edu

Old Dominion University—Distance Learning Programs

Old Dominion University's (ODU) distance learning programs enable students to earn a bachelor's and/or a master's degree via interactive distance learning technology called TELETECHNET. Students complete their first two years of college at a local community college or other accredited institutions and ultimately receive their bachelor's or master's degree from ODU. The program is designed for part-time attendance and caters to the non-traditional student who may be working full-time. In Fairfax County, ODU's distance learning programs operate from the Annandale campus of Northern Virginia Community College.

For more information, contact:

ODU Distance Learning Programs/TELETECHNET
Northern Virginia Community College—Annandale Campus
CT Building, Room 403
8333 Little River Turnpike
Annandale, VA 22003
Tel: 703-323-3769, TTY: 711; Fax: 703-323-3835
www.odu.edu/oduhome/distance.shtml

University of Virginia—Northern Virginia Center

Co-located with Virginia Tech in a state-of-the-art facility near the West Falls Church Metro Station and just off Interstate 66 in Falls Church, the University of Virginia's Northern Virginia Center offers graduate and undergraduate programs for working adults in a variety of fields. The center offers credit and noncredit continuing education programs for teachers, nurses and managers as well as a wide array of arts and sciences courses. In addition, the center provides a number of custom-designed in-house workshops and seminars for businesses and associations.

For more information, contact:

University of Virginia Northern Virginia Center
7054 Haycock Road
Falls Church, VA 22043-2311
Tel: 703-536-1100; Fax: 703-536-1111
www.scps.virginia.edu/northern

Virginia Polytechnic Institute and State University—Northern Virginia Center

Virginia Polytechnic Institute and State University (Virginia Tech) offers graduate degree and certificate programs, a variety of continuing education programs, and distance learning programs at the Northern Virginia Center in Falls Church, which it shares with the University of Virginia.

In addition, Virginia Tech's Office of Continuing Education (www.conted.vt.edu) offers certificate and noncredit courses and conferences for businesses and local government. Virginia Tech also offers credit and noncredit courses through distance and distributed learning. A complete listing is available at www.vto.vt.edu.

For more information, contact:

Virginia Tech Northern Virginia Center
7054 Haycock Road
Falls Church, VA 22043-2311
Tel: 703-538-8324; Fax: 703-538-8305
www.nvc.vt.edu

Internships and Cooperative Education

Fairfax County Public Schools

See page 88.

George Mason University

See pages 90-91 and 93.

Northern Virginia Community College (NVCC) Cooperative Education Program

The Cooperative Education Program matches employers with NVCC students for on-the-job opportunities to apply classroom work. Employers gain access to talented and motivated employees while students acquire real-world experience.

Employers can post job and internship openings to NVCC students free through the college's online system, MonsterTRAK.

For additional information, contact:

CO-OP Program
Northern Virginia Community College
8333 Little River Turnpike
Annandale, VA 22003-3796
Tel: 703-323-3164, TTY: 711; Fax: 703-323-3015
www.nvcc.edu/annandale/business/coop

Technology Retraining Internship Program

See page 98.

Thomas Jefferson High School for Science and Technology

See page 89.

■ EMPLOYMENT AND TRAINING

Employee Recruitment

Fairfax County Public Schools

See *Fairfax County Public Schools—Internships and Cooperative Education*, page 88.

George Mason University Career Development Center

The Career Services office at George Mason University works with employers interested in hiring students or graduates for full-time, part-time, cooperative education or internship positions. Employers may advertise their positions by using Mason's Web-enabled system, PatriotJobWeb. The system provides online capability to post positions, search resume books, manage on-campus interviews and communicate electronically with students. Position descriptions may also be e-mailed, faxed, or mailed to the Career Services office.

Cooperative education is a flexible and cost-effective recruiting program that enables an employer to evaluate a student employee's performance prior to making a permanent hiring commitment. It provides paid, professional, entry-level work experiences that complement a student's academic curriculum.

For more information, contact:

George Mason University Career Services
4400 University Drive, Mail Stop 3B6
Fairfax, VA 22030-4444
Tel: 703-993-2370, TTY: 711; Fax: 703-993-2361
E-mail: careerhp@gmu.edu
www.careers.gmu.edu

Northern Virginia Community College

See pages 91, 92-93, 98.

Northern Virginia Workforce Investment Area—One-Stop Centers

See “Information and Referral,” pages 94-96.

Senior Employment Resources (Fairfax County)

Senior Employment Services (SER) is a private nonprofit job service that matches mature (ages 50 and up) job-seekers with employers. Most of SER’s clients have many years of experience in professional, service and clerical jobs. Seniors are provided with counseling, computer training, resume editing, access to computers and fax services and a listing of available jobs, volunteer opportunities and networking opportunities. All senior applicants are prescreened for the employers by SER, which also provides participating employers with Internet advertisements.

For more information, contact:

Senior Employment Resources
4201 John Marr Drive, Suite 236
Annandale, VA 22003-3204
Tel: 703-750-1936, TTY: 711; Fax: 703-750-0269
www.seniorjobs.org

Thomas Jefferson High School for Science and Technology—Mentorship Program

See page 89.

Virginia Department of Rehabilitative Services

The Virginia Department of Rehabilitative Services (DRS) provides staffing and recruitment assistance, information on workplace accommodations for disabled employees, corporate disability awareness training and information on tax incentives for businesses that hire and/or accommodate persons with disabilities in the workplace.

For more information, contact:

Virginia Department of Rehabilitative Services
8004 Franklin Farms Drive
Richmond, VA 23229
Tel: 804-662-7000; TTY: 711; Fax: 804-662-9532
www.vadrs.org/business

See also *Internships and Cooperative Education*, pages 92-93.

Information and Referral

Northern Virginia Workforce Investment Area—One-stop Centers

The Northern Virginia Workforce Investment Area (NVWIA) connects employers and job seekers with employment, education and training services available at the

local, state and federal levels via one-stop SkillSource Centers and affiliate SkillSource sites. Three centers are located in Fairfax County.

Services for employers include:

- recruitment and pre-screening of qualified applicants;
- access to job listings and databases;
- labor market and industry growth trends and forecasts;
- funding support for on-the-job training wage subsidies;
- funding for incumbent worker training (where eligible); and
- assistance in applying for employer tax credits.

Services for individuals include:

- job listings, referrals and placements;
- information on employer hiring requirements;
- access to a job and career resource room;
- information on education and training programs;
- testing and assessment;
- labor market information;
- job search skills and employment workshops;
- assistance in filing unemployment insurance claims; and
- access/referral to child care, transportation, health care and drug and alcohol counseling services.

For additional information, visit the SkillsSource Web site, www.myskillsource.org or contact the SkillsSource Center closest to your business location:

A.J. Ferlazzo Building Employment Center
15941 Donald Curtis Drive, Suite 180
Woodbridge, VA 22191
Tel: 703-792-4347

Cherokee Avenue Workforce Center
5520 Cherokee Avenue, Suite 100
Alexandria, VA 22312
Tel: 703-813-1300

Fairfax Workforce Center
13135 Lee-Jackson Highway, Suite 340-A
Fairfax, VA 22033
Tel: 703-803-0000

Falls Church SkillSource Center (*certified full service*)
6245 Leesburg Pike, Suite 315
Falls Church, VA 22044
Tel: 703-533-5400

South County SkillSource Affiliate
8350 Richmond Highway, Suite 327
Alexandria, VA 22309
Tel: 703-704-6286

Lake Anne Employment Resource Center (*a SkillSource affiliate*)
11484 Washington Plaza West, Suite 130
Reston, VA 22190
Tel: 703-787-4974

Loudoun Workforce Resource Center
Shenandoah Building
102 Heritage Way, NE, Suite 200
Leesburg, VA 22076
Tel: 703-777-0150

Prince William SkillSource Center
13370 Minnieville Road
Woodbridge, VA 22192
Tel: 703-897-0407

Sudley Employment Resource Center
7987 Ashton Avenue, Suite 200
Manassas, VA 22110
Tel: 703-792-4090

Fairfax County Office for Women

The Fairfax County Office for Women (OFW) provides information and referral services on issues involving women's families and careers, including health and education; girls and technology; women and families in crisis; women and families in transition; legal resources; bringing women into nontraditional, higher-paying careers; and career assistance for older workers. OFW also fosters outreach to the county's diverse multi-cultural communities.

The OFW is a key partner with the Women's Business Center of Northern Virginia (see page 129.)

OFW services are available to male and female residents or employees of Fairfax County, and residents of the cities of Fairfax and Falls Church.

For more information, contact:

Fairfax County Office for Women
12000 Government Center Parkway, Suite 318
Fairfax, VA 22035
Tel: 703-324-5730; TTY: 703-324-5706; Fax: 703-324-3959
www.fairfaxcounty.gov/ofw

Women's Business Center of Northern Virginia
7001 Loisdale Road, Suite C
Springfield, VA 22150
Tel: 703-778-9922
www.wbcnova.org

Virginia Employment Commission

The Virginia Employment Commission (VEC) is a state agency that screens and refers job applicants based on job openings received from employers. The VEC also provides income protection to unemployed workers and information on the labor market to employers and Virginia residents. For employers, the VEC offers:

- job openings advertised on local, state and national levels;
- office space for conducting interviews;
- typing proficiency testing; and
- information on labor market statistics, including unemployment rates.

For more information, contact:

Virginia Employment Commission
13135 Lee-Jackson Highway, Suite 340
Fairfax, VA 22033-1907
Job Service: 703-803-0000, TTY: 711; Fax: 703-803-0042
Unemployment insurance: 703-803-0000
www.vec.virginia.gov

Virginia Small Business Development Centers

See pages 83-84, 128.

Training

Fairfax County Public Schools—Adult Education

Small business owners or those interested in starting a business can take courses offered through the Fairfax County Public Schools Adult and Community Education Program. Courses related to business operations are offered throughout the year and are tightly focused to quickly bring business owners up-to-speed on financing, marketing and managing a business. Courses and fees vary according to subject matter.

The program also offers customized workplace training options for employers. Classes are offered at employer work sites on topics such as English as a second language in the workplace, cultural diversity training, technology classes, business English, management skills, customer service and adult basic education. Apprenticeship-related instruction and distance education options also are available.

For a complete description of current classes or more information, contact:

Fairfax County Public Schools
Adult and Community Education
5775 Spindle Court
Centreville, VA 20121
Tel: 703-227-2206; TTY: 703-280-9833
www.fcps.edu/adult.htm

Northern Virginia Community College

Center for Business Excellence

The Northern Virginia Community College (NVCC) Center for Business Excellence provides conveniently scheduled continuing education and workforce development courses for individuals, and tailored contract training, education and business development solutions for business, industry and government. Classes are arranged for maximum flexibility for participants. The center offers a wide variety of technical and business-related training in areas such as management/ supervisory development, project management, sales training, customer service, computer skills and language skills.

All training conveys continuing education units and formal NVCC course completion certificates. Small businesses can take advantage of the center's modest fees by taking training together so participants can share costs.

Technology Retraining Internship Program

Northern Virginia Community College's Technology Retraining internship Program (TRiP) is a part-time intensive training program designed to equip experienced non-information technology professionals with basic technical skills and some advanced computer competencies. The goal of TRiP is to produce employees for entry-level IT employment through a combination of classroom instruction and optional on-the-job training.

For more information, contact:

Northern Virginia Community College
7630 Little River Turnpike, Suite 600
Annandale, VA 22003
Tel: 703-323-3102, TTY: 711; Fax: 703-813-1325
Center for Business Excellence: www.ced-nvcc.com/business/index.htm
TRiP: www.ced-nvcc.com/tripweb

Virginia Department of Business Assistance, Workforce Services

See page 85.

Virginia Department of Labor and Industry—Apprenticeship-Related Instruction

The Division of Apprenticeship Training of the Virginia Department of Labor and Industry provides technical assistance to businesses in developing and/or expanding apprenticeship programs. The division maintains a statewide system of training for selected skilled trades that combines on-the-job experience with classroom training. It also provides certification for apprenticeship programs and apprentices.

For more information, contact:

Virginia Department of Labor and Industry
Division of Apprenticeship Training
10515 Battleview Parkway
Manassas, VA 20109-2343
Tel: 703-392-0900, ext. 108, TTY: 711; Fax: 703-392-0308
www.dli.state.va.us

Virginia Small Business Development Centers

See pages 83-84, 128.

Women's Business Center of Northern Virginia

See page 129.

■ FIRE SAFETY

Fairfax County Fire and Rescue Department

In addition to emergency response, the Fairfax County Fire and Rescue Department provides the following services to businesses:

Fire Prevention Services Branch

- fire evacuation planning/training
- fire safety inspections
- investigation of suspicious and accidental fires
- building plans review
- pre-occupancy fire alarm testing

Hazardous Materials Services Branch

- inspection and permitting

Life-Safety Education Section

- home safety for employees
- fire safety and injury prevention training

For more information, contact:

Fairfax County Fire and Rescue Department
4100 Chain Bridge Road
Fairfax, VA 22030
Tel: 703-246-2126, TTY: 711
Fire Prevention: 703-246-4800
Hazardous Materials: 703-246-4386
Life-Safety Education: 703-246-3801
Emergency: 911
www.fairfaxcounty.gov/fire

■ INFORMATION RESOURCES

Fairfax County Economic Development Authority (FCEDA)

See pages 44, 45-46, 81, 106, 116-117, 126-127, 141, 143.

Fairfax County Office of Public Affairs

The Office of Public Affairs provides information and assistance to the media, county citizens, the Board of Supervisors, the County Executive and county agencies. Much of this information concerns the programs and services that county agencies offer to the public.

Fairfax County Recorded Information Line

The Fairfax County Office of Public Affairs operates a 24-hour information telephone line on county services. To access information, dial 703-324-INFO (4636) using a touch-tone telephone.

For more information, contact:

Fairfax County Office of Public Affairs
12000 Government Center Parkway, Suite 551
Fairfax, VA 22035-0065
Tel: 703-324-3187; TTY 703-324-2935; Fax: 703-324-2010
County information desk: 703-324-3185
E-mail: publicaffairs@fairfaxcounty.gov
www.fairfaxcounty.gov

Fairfax County Community Resident Information Services (CRiS)

Residents can obtain information about county services through electronic multimedia CRiS kiosks located at libraries, public buildings, shopping malls and other locations. E-services available through CRiS include paying taxes, renewing vehicle registrations, subscribing to publications, scheduling special collections for trash pickup, scheduling/canceling inspection requests, inquiring about permit/plan/inspection status, locating facilities, displaying and printing public transportation routes, and applying for county and public school jobs.

Information on services and programs is provided by other partners such as Metro (rail and bus), Virginia Railway Express, the Virginia Department of Motor Vehicles, Fairfax County Public Schools, the Metropolitan Washington Council of Governments, Fairfax City and the Inova Hospital System. For more information and a current list of kiosk locations, visit <http://cris.fairfaxcounty.gov>.

Fairfax County Web Site

Fairfax County Government's Web site address is www.fairfaxcounty.gov. The site provides information about county activities, departments and agencies; policies and procedures; and services for businesses and residents.

Through the county Web site, residents can:

- access the *Human Services Resource Guide* with information on public and private services available to residents;
- report lost or found cats and dogs;
- register for parks and recreation classes;
- access the real estate assessment database;
- access the county's geographic information system and aerial photography;
- schedule and cancel inspection requests;
- pay taxes;
- report a change of address for tax bills;
- access and review the County Code;
- access the library card catalog and other library databases; and
- access the Department of Purchasing and Supply Management Contract Register database, and access and download request for proposals or other contract solicitations.

Fairfax County Department of Management and Budget

The Fairfax County Department of Management and Budget (DMB) develops the county's annual financial plan, coordinates the sale of bonds to finance capital projects on behalf of the county and Fairfax County Public Schools, and provides financial and analytical consulting services to county agencies, the Board of Supervisors and the County Executive.

DMB also produces a variety of economic and financial data on Fairfax County. The *Economic Indicators Bulletin*, published monthly, tracks county trends and regional and national economic data, such as employment, home sales and building permits. The Fairfax County *Economic Index* tracks the local economy's monthly performance and forecasts its performance over the near term. These publications, as well as the current year's annual budget plan, are available on the DMB Web site.

For more information, contact:

Fairfax County Department of Management and Budget
1200 Government Center Parkway, Suite 561
Fairfax, VA 22035
Tel: 703-324-2391, TTY: 711; Fax: 703-324-3940
www.fairfaxcounty.gov/dmb

Economic Indicators Bulletin and *Economic Index*:
www.fairfaxcounty.gov/economic

Fairfax County Department of Systems Management for Human Services

The Fairfax County Department of Systems Management for Human Services (DSMHS) produces a variety of demographic and statistical data on Fairfax County. Annual demographic data produced by DSMHS include population estimates and projections; housing unit estimates and projections; nonresidential structure information; existing and planned land use statistics; and rental housing complex information. A household survey with detailed population characteristics is produced every two years.

Demographic publications are available for purchase from the Fairfax County Maps and Publications Center in the Government Center. DSMHS also maintains a Web site that contains most of the economic and demographic information produced by the department: www.fairfaxcounty.gov/dsm.

For more information, contact:

Fairfax County Department of Systems Management for Human Services
12011 Government Center Parkway, Suite 222
Fairfax, VA 22035
Tel: 703-324-4519; TTY: 703-803-7914
www.fairfaxcounty.gov/aboutfairfax

Fairfax County Maps and Publications Center

The Fairfax County Maps and Publications Center provides a wide range of county-oriented publications including maps, the County Zoning Ordinance and Comprehensive Plan, and county statistics and historical information. The Maps and Publications Center Web site also contains links to Census data on Fairfax County.

For a complete list of publications and prices, contact:

Fairfax County Maps and Publications Center
12000 Government Center Parkway, Suite 156
Fairfax, VA 22035
Tel: 703-324-2974; TTY: 1-800-828-1120
<http://www.fairfaxcounty.gov/demogrph/publist.htm>

Fairfax County Public Library

The Fairfax County Public Library, one of the largest systems of its kind, offers a variety of print materials, online databases and services tailored to the needs of the business community. The library's information specialists can help locate print and electronic resources for many business research needs.

The most extensive print resources are located in the library's eight regional branches and include newspapers, business publications and trade journals; telephone and corporate directories; and material on topics such as starting and managing a small business, investments and computer technology. The largest business-oriented print collections are at the Tysons-Pimmit, Reston, Fairfax City and Sherwood regional branches. However, non-reference material can be delivered to any of the library's 21 branches.

Individuals can access more than 40 special business-oriented online resources that include business periodicals, directories and government statistics through the library's Web site (www.fairfaxcounty.gov/library). A few are accessible only in library branches. Public Internet stations are available at most branches.

The Virginia Room at the Fairfax City Regional Library includes planning and zoning documents, demographic and U.S. Census Bureau information, county studies and histories. Library staff can track legislative bills when the Virginia General Assembly is in session.

The Library's online catalog of more than 2.5 million items includes e-books and can be searched from home or office through the library's Web site.

Regional Library Branches

The TTY phone number for all branches is 703-324-8365.

Centreville Regional

14200 St. Germain Drive
Centreville, VA 20121-2299
Tel: 703-830-2223

Chantilly Regional

4000 Stringfellow Road
Chantilly, VA 20151-2628
Tel: 703-502-3883

Fairfax City Regional

3915 Chain Bridge Road
Fairfax, VA 22030-3995
Tel: 703-293-6227

George Mason Regional

7001 Little River Turnpike
Annandale, VA 22003-5975
Tel: 703-256-3800

Pohick Regional

6450 Sydenstricker Road
Burke, VA 22015-4274
Tel: 703-644-7333

Reston Regional

11925 Bowman Towne Drive
Reston, VA 20190-3311
Tel: 703-689-2700

Sherwood Regional

2501 Sherwood Hall Lane
Alexandria, VA 22306-2799
Tel: 703-765-3645

Tysons-Pimmit Regional

7584 Leesburg Pike
Falls Church, VA 22043-2099
Tel: 703-790-8088

Community Library Branches

Dolley Madison

1244 Oak Ridge Avenue
McLean, VA 22101-2614
Tel: 703-356-0770

Great Falls

9830 Georgetown Pike
Great Falls, VA 22066-2617
Tel: 703-757-8560

Herndon Fortnightly

768 Center Street
Herndon, VA 20170-5124
Tel: 703-437-8855

John Marshall

6209 Rose Hill Drive
Alexandria, VA 22310-6299
Tel: 703-971-0010

Kings Park

9000 Burke Lake Road
Burke, VA 22015-1683
Tel: 703-978-5600

Kingstowne

6500 Landsdowne Centre
Alexandria, VA 22315-5011
Tel: 703-339-4610

Lorton

9520 Richmond Highway
Lorton, VA 22079-2124
Tel: 703-339-7385

Martha Washington

6614 Fort Hunt Road
Alexandria, VA 22307-1799
Tel: 703-768-6700

Patrick Henry

101 Maple Avenue East
Vienna, VA 22180-5794
Tel: 703-938-0405

Richard Byrd

7250 Commerce Street
Springfield, VA 22150-3499
Tel: 703-451-8055

Thomas Jefferson

7415 Arlington Boulevard
Falls Church, VA 22042-7499
Tel: 703-573-1060

Woodrow Wilson

6101 Knollwood Drive
Falls Church, VA 22041-1798
Tel: 703-820-8774

Access Services

Services are available for people with disabilities who would like to access the Fairfax County Public Library's collection. Access Services is located at the Fairfax County Government Center. Services include: administering the Library of Congress Talking Books Program; providing listening devices, interpreters and assistive technologies; programs and support groups; and outreach services, including home delivery of books and materials.

For more information, contact:

Access Services
12000 Government Center Parkway, Suite 132
Fairfax, VA 22035-0012
Tel: 703-324-8380; TTY: 703-324-8365; Fax: 703-324-8386
www.fairfaxcounty.gov/library/branches/as

George Mason University Fenwick Library

The George Mason University Fenwick Library provides collection and service support to members of the university community and to the general public. The library houses an extensive collection of electronic databases. It also is a depository for both federal and state government documents including those of the U.S. Census Bureau and the U.S. Department of Commerce (notably STAT-USA, which incorporates the National Trade Data Bank), as well as codes for the Commonwealth of Virginia.

For more information, contact:

George Mason University Library
4400 University Drive
Fairfax, VA 22030
Information desk: 703-993-2250
Reference desk: 703-993-2210
TTY: 703-993-3992
Fax: 703-993-2200
<http://library.gmu.edu>

See pages 90-91 for additional George Mason University listings.

Metropolitan Washington Council of Governments

The Metropolitan Washington Council of Governments (COG) is an association of 19 Washington, D.C.-area local governments working together for a better metropolitan area. COG provides a focus for action on issues of regional concern. Its activities include comprehensive transportation planning, monitoring air and water quality, tracking economic and demographic trends, coordinating public safety programs, promoting adequate child care and enhancing the supply of affordable housing.

For more information, contact:

Metropolitan Washington Council of Governments
777 North Capitol Street, NE, Suite 300
Washington, D.C. 20002-4239
Tel: 202-962-3200; Fax: 202-962-3201
www.mwcog.org

National Trade Data Bank

See *International Business Resources: STAT-USA*, pages 108-110.

Northern Virginia Association of Realtors®

The Northern Virginia Association of Realtors (NVAR) provides a range of services for member Realtors. NVAR also releases monthly and quarterly housing sales statistics for the northern Virginia area through its Web site.

For more information, contact:

Northern Virginia Association of Realtors
8411 Arlington Boulevard
Fairfax, VA 22031-4601
Tel: 703-207-3200; Fax: 703-560-8239
www.nvar.com

Northern Virginia Regional Commission

The Northern Virginia Regional Commission (NVRC), one of 21 regional planning councils in Virginia, maintains an extensive collection of demographic, economic, environmental and statistical information on northern Virginia and its localities. Among NVRC's many information resources is the *Northern Virginia Data Book*, a compendium of statistical data for the region and local communities that covers population trends, transportation, housing, environment, income, education, taxes, vital statistics and public safety, key contact personnel in local government and many other topics. NVRC also is a repository for U.S. Census Bureau data, which can be provided for any local market area via NVRC's geographic information system.

For more information, contact:

Northern Virginia Regional Commission
3060 Williams Drive, Suite 510
Fairfax, VA 22031
Tel: 703-642-0700; Fax: 703-642-5077
www.novaregion.org

STAT-USA

See *International Business Resources: STAT-USA*, pages 108-110.

Virginia Employment Commission

The Virginia Employment Commission (VEC) tracks a wide range of local, state and national labor market information including employment, labor force, wage rates, occupations and career opportunities. Much of this information is available through VEC's publications and Web site.

For more information, contact:

Virginia Employment Commission—Economic Information Services Division
703 East Main Street, Room 213
Richmond, VA 23219
Tel: 804-786-8223, TTY: 711; Fax: 804-371-0412
www.vec.virginia.gov

For more information on VEC's job services, see page 97.

■ INTERNATIONAL BUSINESS RESOURCES

FAIRFAX COUNTY

Fairfax County Economic Development Authority (FCEDA)

International firms—many specializing in computer systems integration, software development, e-commerce, telecommunications and Internet services—are drawn to Fairfax County because of its unique blend of attributes. Fairfax County boasts the largest concentration of foreign-owned businesses in the Washington, D.C., area and in Virginia.

The Fairfax County Economic Development Authority has overseas offices in the key markets of Bangalore, Frankfurt, London, Seoul and Tel Aviv to market Fairfax County abroad. It also works with local international businesses, foreign embassies, regional trade groups and other organizations to provide:

- assistance in establishing a business in Fairfax County;
- relocation services;
- information on the county (including demographics, schools, housing, transportation and quality of life); and
- information about trade resources, government agencies and local professional service providers.

For more information, contact:

Fairfax County Economic Development Authority
8300 Boone Boulevard, Suite 450
Vienna, VA 22182
Tel: 703-790-0600, TTY: 711; Fax: 703-893-1269
E-mail: info@fceda.org
www.FairfaxCountyEDA.org

VIRGINIA

Virginia Economic Development Partnership

The primary objective of VEDP's the international activities is to stimulate Virginia's economy by facilitating capital expenditures through direct investment and promoting the sale of Virginia's products overseas. VEDP's headquarters is in Richmond, and its VEDP's northern Virginia location is housed in the Fairfax County Economic Development Authority's offices. It also maintains overseas offices in Frankfurt, Tokyo, Seoul, Sao Paulo, Hong Kong and Mexico City.

VEDP incorporates marketing, research and educational programs into its efforts to increase the base of exporters and the volume of exports from Virginia. These include:

- export development counseling;
- industry- and country-specific research;
- international market planning;
- trade missions, catalog and trade shows;
- trade leads and foreign contacts;
- exporting seminars;
- publications;
- the Export InfoCenter; and
- Virginia international trade statistics.

For more information, contact:

VEDP Northern Virginia Office
8300 Boone Boulevard, Suite 450
Vienna, VA 22182
Tel: 703-506-1031, 703-506-1030, TTY: 711; Fax: 703-506-1033
www.exportvirginia.org

VEDP Richmond Office
P.O. Box 798
901 East Byrd Street
Richmond, VA 23218-0798
Tel: 804-545-5752, TTY: 711; Fax: 804-545-5751
www.exportvirginia.org

Virginia District Export Council

The Virginia District Export Council, affiliated with the U.S. Department of Commerce, works to expand export opportunities for Virginia businesses. Services provided by the council include educational seminars, export information and publications.

For more information, contact:

Virginia District Export Council
P.O. Box 10190
Richmond, VA 23240
Tel: 804-771-2246, TTY: 711
www.export.gov

FEDERAL

Bureau of Industry and Security

An agency of the U.S. Department of Commerce, the Bureau of Industry and Security (BIS) works to advance U.S. national security, foreign policy and economic interests. A principal goal for the bureau is to help stop proliferation of weapons of mass destruction while furthering the growth of U.S. exports.

BIS implements and enforces the Export Administration Act (EAA) and Export Administration Regulations by developing export control policies, issuing export licenses and prosecuting EAA violators. Pursuant to other laws and regulations, BIS enforces the EAA's anti-boycott provisions and works to enhance the defense industrial base.

For more information, contact:

U.S. Department of Commerce—Office of Exporter Services
14th Street & Constitution Avenue, NW
Washington, D.C. 20230
Tel: 202-482-0436; Fax: 202-482-3617
Export license application and information: 202-482-4811
System for Tracking Export License Applications (STELA): 202-482-2752
www.bis.doc.gov

Export-Import Bank of the United States

See page 57.

STAT-USA

STAT-USA, an office in the Economics and Statistics Administration of the U.S. Department of Commerce, is a one-stop source for economic, business and international trade information—including the National Trade Data Bank (NTDB).

STAT-USA contains a wealth of information collected by hundreds of U.S. government agencies, such as the State Department, the U.S. and Foreign Commercial Service, the Department of Agriculture's Foreign Agriculture Service, the Bureau of Industry and Security, the Federal Reserve Board, the U.S. Census Bureau, the U.S. Bureau of Labor Statistics and the U.S. Bureau of Economic Analysis.

Information is available via three subscription services: STAT USA[®]/Internet[™], USA Trade[®] Online and EuroTrade Online[®]. Free access to this information also is available through federal depository libraries, including the one located at George Mason University's Fenwick Library (see page 104).

STAT-USA[®]/Internet[™]

STAT USA[®]/Internet[™] contains the most recent U.S. business, economic and trade information available from many federal agencies and other sources. The information is divided into two divisions: State of the Nation (SOTN) and GLOBUS & NTDB (Global Business Opportunities and the National Trade Data Bank).

- **State of the Nation**—SOTN includes data on the U.S. domestic economy in such areas as general economic indicators, housing and construction, employment, manufacturing and industry, monetary statistics and economic policy.
- **GLOBUS & NTDB**—GLOBUS offers daily trade leads from the Trade Opportunities Program (TOPS) and the Department of Agriculture; daily procurement activity from the Defense Logistics Agency and the United Nations; and *Commerce Business Daily* leads. The National Trade Data Bank provides access to country commercial guides, market research reports, best market reports and other programs. In addition, the GLOBUS & NTDB International Trade Library offers a comprehensive collection of more than 40,000 documents related to international trade.

Subscribers can view, print and download:

- current and historical economic and financial releases;
- current and historical trade opportunity leads;
- market and country research, including International Marketing Insight reports, Industry Sector Analysis reports, Foreign Agricultural Market reports, Country Commercial guides and other publications;
- international trade statistics on U.S. imports and exports;
- daily global business opportunity leads from federal government agencies;
- weekly, monthly and annual foreign exchange rates; and
- contact information for U.S. Commercial Service officials around the world.

Subscriptions cost \$75 for a quarterly account or \$200 for an annual account.

USA Trade® Online

Updated monthly, the USA Trade® Online database is a joint effort of STAT-USA and the Foreign Trade Division of the U.S. Census Bureau. USA Trade Online contains specific U.S. export and import information on more than 18,000 commodities worldwide.

Information may be searched by country, commodity or customs district. Monthly historical data reports date back to 2002, and annual data reports date back to 1992. In addition, year-to-date cumulative histories for each commodity are available dating back to 2002. A step-by-step matrix building allows users to build dynamic tables based on Harmonized System Commodity Codes at the two-, four-, six- and ten-digit levels.

Subscriptions cost \$75 for a monthly account or \$300 for an annual account.

EuroTrade Online®

EuroTrade Online® delivers foreign trade statistics on more than 12,000 commodities for the 25 European Union (EU) countries. Monthly and annual data are provided by EuroStat, the EU's official statistical agency.

A step-by-step matrix building allows users to build dynamic tables based on Harmonized System Commodity Codes at the two-, four- and eight-digit levels.

Subscriptions cost \$1,015 for a monthly account or \$2,900 for an annual account.

For more information, contact:

STAT-USA
HCHB Room 4885
U.S. Department of Commerce
Washington, D.C. 20230
Tel: 202-482-1986, 800-STAT-USA; Fax: 202-482-2164
E-mail: statmail@esa.doc.gov
<http://home.stat-usa.gov>
STAT-USA/Internet: www.stat-usa.gov
State of the Nation: www.stat-usa.gov/econtest.nsf
GLOBUS/NTDB: www.stat-usa.gov/tradtest.nsf
USA Trade Online: www.usatradeonline.gov
EuroTrade Online: www.eurotradeonline.gov

Trade Information Center

The Trade Information Center (TIC) is a comprehensive resource for information on all U.S. federal government export assistance programs. The center is operated by the International Trade Administration of the U.S. Department of Commerce for the 20 federal agencies that make up the Trade Promotion Coordinating Committee. These agencies are responsible for managing the U.S. government's export promotion programs and activities. TIC is the first stop in the federal government for U.S. businesses seeking export assistance. TIC trade specialists:

- advise exporters how to find and use government programs;
- guide businesses through the export process;
- direct businesses to market research and trade leads;
- provide information on overseas and domestic trade events and activities;
- supply sources of public export financing; and
- direct businesses to state and local trade organizations for additional assistance.

For more information, contact:

U.S. Department of Commerce—Trade Information Center
14th Street & Constitution Avenue, NW
RRBTIC, M-800
Washington, D.C. 20230
Tel: 202-482-0543; 800-USA-TRADE (872-8723); Fax: 202-482-4473
E-mail: tic@ita.doc.gov
<http://tradeinfo.doc.gov>

U.S. Trade and Development Agency

The U.S. Trade and Development Agency (USTDA) provides a bridge to U.S. technical know-how and experience for developing and middle-income countries. The agency's unique focus is to create public-private partnerships in response to project sponsor needs and priorities. USTDA funds help identify and prepare projects for implementation that will establish the infrastructure necessary for economies to expand. At the same time, the agency's activities develop trade partnerships by enhancing the ability of the U.S. firms to conduct business overseas.

For more information, contact:

U.S. Trade and Development Agency
1000 Wilson Boulevard, Suite 1600
Arlington, VA 22209-3901
Tel: 703-875-4357; Fax: 703-875-4009
www.ustda.gov

■ INTERNATIONAL FOREIGN TRADE ZONE

A foreign trade zone (FTZ) is a duty-free secured area at or near a U.S. port of entry where foreign and domestic merchandise is considered to be international commerce and legally "outside" U.S. Customs territory. Foreign and domestic storage, exhibition, assembly, processing, testing and repackaging can be conducted in the FTZ. Customs duties and government excise taxes are not payable while the goods are stored in the zone or are re-exported. Damaged or defective materials may be destroyed while in an FTZ, thereby avoiding the payment of duty on these materials when bound for U.S. Customs territory.

For more information, contact:

Washington Dulles International Airport Foreign Trade Zone
44701 Propeller Court, Suite 100
Dulles, VA 20166
Tel: 703-572-8714, TTY: 711; Fax: 703-572-8418

■ INTERNATIONAL MEMBERSHIP ORGANIZATIONS

A number of membership organizations in Fairfax County work to support the international marketing and business development efforts of local businesses. They promote international business opportunities by offering educational programs, networking and/or access to other regional international trade organizations and activities.

British American Business Council

Washington, D.C., Chapter
P.O. Box 16482
Washington, D.C. 20041
Tel: 202-293-0010; Fax: 202-29-3332
www.babawashington.org

Canadian American Business Council

1900 K Street, NW
Washington, D.C. 20006
Tel: 202-496-7340; Fax: 202-496-7756
www.canambusco.org

Fairfax County Chamber of Commerce

International Business Committee
8230 Old Courthouse Road, Suite 350
Vienna, VA 22182
Tel: 703-749-0400; Fax: 703-749-9075
www.fccc.org

French-American Chamber of Commerce

1530 Wilson Boulevard, Suite 860
Arlington, VA 22209
Tel: 703-637-9330
www.faccwdc.org

German American Business Council

2000 M Street, NW
Suite 335
Washington, D.C. 20036
Tel: 202-955-5595; Fax: 202-955 5597
www.gabcwashington.com

International Trade Association of Northern Virginia

P.O. Box 2982
Reston, VA 22090-0982
Tel: 703-860-8795

Northern Virginia Technology Council

International Committee
2214 Rock Hill Road, Suite 300
Herndon, VA 20170
Tel: 703-904-7878; Fax: 703-904-8008
www.nvtc.org

Swedish-American Chambers of Commerce

1403 King Street
Alexandria, VA 22314
Tel: 703-836-6560; Fax: 703-836-6561
www.sacc-usa.org

United States–Mexico Chamber of Commerce

1300 Pennsylvania Avenue, NW
Suite G-0003
Washington, D.C. 20004
Tel: 202-312-1520; Fax: 202-312-1530
www.usmcc.org

A list of foreign embassies located in Washington, D.C., may be accessed at www.embassy.org/embassies.

■ LEGAL

Fairfax Bar Association

The Fairfax Bar Association is a voluntary organization representing attorneys practicing within the 19th Judicial Circuit of Virginia. The Fairfax Bar provides a lawyer referral and information service.

For more information, contact:

Fairfax Bar Association
Lawyer Referral and Information Service
4110 Chain Bridge Road, Suite 303
Fairfax, VA 22030
Tel: 703-246-2740; Fax: 703-273-1274
E-mail: fba@fairfaxbar.org
www.fairfaxbar.org

Virginia Bar Association

The Virginia Bar Association provides a referral service available to businesses.

For more information, contact:

Virginia State Bar Referral Service
707 East Main Street, Suite 1500
Richmond, VA 23219
Tel: 804-775-0500; Fax: 804-775-0501
www.vsb.org/vlrs.html

■ MEETING PLANNING/TRAVEL

See *Tourism*, pages 130-131.

■ PROCUREMENT

FAIRFAX COUNTY

Construction

Department of Housing and Community Development

The Fairfax County Department of Housing and Community Development (HCD) provides affordable housing for low- and moderate-income families through construction of new townhomes and apartments, and acquisition and rehabilitation of existing housing on behalf of the Fairfax County Redevelopment and Housing Authority (RHA). The department also maintains and periodically contracts for major renovations and modernization of RHA-owned housing.

As a housing finance agency, HCD finances affordable housing for public, private and nonprofit agencies. In addition, HCD seeks to preserve, upgrade and revitalize existing neighborhoods through road improvements, storm drainage construction projects, home improvement programs and other mechanisms. Its Revitalization Division oversees revitalization projects in older commercial areas of the county (see pages 125-126).

For more information, contact:

Fairfax County Department of Housing and Community Development
3700 Pender Drive
Fairfax, VA 22030-7444
Tel: 703-246-5100; TTY: 703-280-9833; Fax: 703-246-5115
www.fairfaxcounty.gov/gov/rha

Department of Public Works and Environmental Services

The Fairfax County Department of Public Works and Environmental Services designs and constructs fire stations, libraries, maintenance facilities and other government facilities; infrastructure such as wastewater treatment plants, sewer systems and sewage pumping stations; and road improvement projects.

For more information, contact:

Fairfax County Department of Public Works and Environmental Services
12055 Government Center Parkway, Suite 659
Fairfax, VA 22035
Tel: 703-324-5033, TTY: 711; Fax: 703-324-1818
www.fairfaxcounty.gov/dpwes

Fairfax Water

See page 117.

Park Authority

The Planning and Development Division of the Fairfax County Park Authority provides the technical expertise needed for land planning, land management and acquisition, and facility development of the county park system.

For more information, contact:

Fairfax County Park Authority
Planning and Development Division
12055 Government Center Parkway, Suite 421
Fairfax, VA 22035
Tel: 703-324-8741, TTY: 711; Fax: 703-324-3987
www.fairfaxcounty.gov/parks/parkdevelopment.htm

Public Schools

The Fairfax County Public Schools' Office of Design and Construction builds school facilities.

For more information, contact:

Fairfax County Public Schools
Department of Facilities Services
Office of Design and Construction Services
10640 Page Avenue, Suite 300
Fairfax, VA 22030
Tel: 703-246-3632, TTY: 711; Fax: 703-591-8849
www.fcps.edu/fts/DesignConst/index.htm

Goods and Services

Department of Purchasing and Supply Management

The Department of Purchasing and Supply Management (DPSM) has overall authority for making county purchases. However, vendor registration is now accomplished through eVA, the Commonwealth of Virginia’s electronic procurement portal, www.eva.virginia.gov. See pages 117-118 for more information on eVA.

Fairfax County’s DPSM uses eVA to:

- solicit quotes for small purchases under \$50,000;
- prepare bidders lists for formal solicitations (purchases over \$50,000);
- distribute notices of solicitations for formal solicitations; and
- publish Invitations for Bids (IFBs) and Requests for Proposals (RFPs).

Although DPSM directs the purchase for goods and services for the county, authority for making construction-related purchases has been delegated to various county agencies. Additionally, the Fairfax County Economic Development Authority and Fairfax Water handle their own procurement.

Fairfax County’s “Selling to Us” Web page (www.fairfaxcounty.gov/dpsm/selling.htm) contains a variety of information on selling to the county, including:

- available services and resources;
- procurement policies and procedures;
- participation in the Small Business Enterprise program;
- a contract registry, bid tabulations and recent contract awards;
- current solicitations; and
- answers to common procurement questions.

For more information, contact:

Fairfax County Department of Purchasing and Supply Management
12000 Government Center Parkway, Suite 427
Fairfax, VA 22035
Tel: 703-324-3201, TTY: 711; Fax: 703-324-3228
www.fairfaxcounty.gov/dpsm

Office of Small Business

The Fairfax County Office of Small Business (OSB) assists small and minority businesses in their efforts to access county procurement opportunities. The program operates under the auspices of the Department of Purchasing and Supply Management (DPSM).

The OSB offers a “*Selling to Fairfax County*” workshop for small and minority businesses interested in providing goods and services to the county. The free workshops are held at the Government Center from 8-10 AM on the third Wednesday of every month and are conducted by DPSM contract administrators.

Business owners are educated about the “life cycle of business” and strategies for growing their business into a competitive enterprise. They are instructed about the county’s procurement process, and various ways they can learn about upcoming contracting opportunities.

For more information, contact:

Fairfax County Department of Purchasing and Supply Management
Small Business Enterprise Program
12000 Government Center Parkway, Suite 427
Fairfax, VA 22035-0013
Tel: 703-324-3201, TTY: 711; Fax: 703-324-3587
www.fairfaxcounty.gov/dpsm/sbp.htm

Small Business Commission

The Fairfax County Small Business Commission (SBC) was created by the Fairfax County Board of Supervisors to advise and assist the Board, County Executive and county purchasing agents on any matter that will enhance the capability of small, minority and woman-owned businesses, and those owned by disabled persons, to succeed and to obtain contracts with the county.

For more information, contact:

Fairfax County Small Business Commission
c/o Office of Small Business
12000 Government Center Parkway, Suite 427
Fairfax, VA 22035
Tel: 703-324-3201, TTY: 711; Fax 703-324-3587
E-mail: ffxsbc@yahoo.com
www.fairfaxcounty.gov/dpsm/osb/sbc/smsbc.htm

Fairfax County Economic Development Authority

The Fairfax County Economic Development Authority (FCEDA) independently procures all goods and services. It conducts its procurement activities in accordance with Virginia Public Procurement Act provisions. The FCEDA posts contracting opportunities at www.FairfaxCountyEDA.org/contracting_opps.htm.

For more information on FCEDA procurement guidelines and contract opportunities, contact:

Fairfax County Economic Development Authority
8300 Boone Boulevard, Suite 450
Vienna, VA 22182
Tel: 703-790-0600, TTY: 711; Fax: 703-893-1269
E-mail: info@fceda.org
www.FairfaxCountyEDA.org

Fairfax Water

Fairfax Water is responsible for the production, treatment and distribution of drinking water to 1.3 million residents in northern Virginia. The independent authority maintains and operates water treatment plants, pumping stations, property yards and office facilities throughout Fairfax County. Fairfax Water independently procures all goods and services, including professional, non-professional and construction services.

For more information, contact:

Fairfax Water
Office of Procurement
8570 Executive Park Avenue
Fairfax, VA 22031
Tel: 703-289-6255; TDD: 703-698-7025; Fax: 703-289-6262
www.fairfaxwater.org

VIRGINIA

**Virginia Department of General Services
Division of Purchases and Supply**

The Commonwealth of Virginia purchases more than \$5 billion worth of materials, equipment, supplies, printing and professional and non-professional services each year.

The Virginia Department of General Services oversees all non-technology purchasing. The division purchases items estimated to cost more than \$30,000 for most state agencies. Vendors are encouraged to contact individual agencies to be considered for purchases under \$30,000. Individual state agencies enter into construction contracts independently of the division.

eVA

The Virginia Department of General Services manages eVA, an e-procurement Web site that streamlines and automates government purchasing activities. eVA is a single online source for vendors to go to when looking for state and local government business opportunities. eVA provides information on current solicitations, current statewide contracts, and historic spending reports. Vendors can create an online profile including detailed information about products and services and an online catalog. They pay a fee to register with eVA and a nominal fee per order received through the system.

The eVA web site publishes Virginia Business Opportunities (VBO), which provides a listing of all goods and services over \$5,000 that state agencies and localities are purchasing.

The eVA Web site also provides links to other local and state agency e-purchasing Web sites.

For more information, contact:

Virginia Department of General Services
Division of Purchases and Supply
1111 East Broad Street
Richmond, VA 23218-1922
Tel: 804-786-3842; Fax: 804-371-7877
www.dgs.virginia.gov

eVA
Toll-free: 866-289-7367
www.eva.virginia.gov

Virginia Information Technologies Agency

The Virginia Information Technologies Agency is responsible for acquiring information technology products and services for the commonwealth.

For more information and/or bidders applications, contact:

Virginia Information Technologies Agency
110 South 7th Street, 3rd Floor
Richmond, Virginia 23219
Tel: 804-371-5000, TTY: 711
www.vita.virginia.gov

Virginia Department of Transportation

The Virginia Department of Transportation purchases equipment, goods and services associated with state highway construction, planning and design.

For more information, contact:

Virginia Department of Transportation
1401 East Broad Street
Richmond, VA 23219
Tel: 804-786-3150, TTY 711
www.virginiadot.org

Virginia Business Pipeline

The Virginia Business Pipeline (VBP) is an online database composed of businesses located in the commonwealth. VBP functions as a marketing tool and business-to-business marketplace for Virginia goods and services and benefits users by providing:

- a searchable contact database;
- access to pre-qualified vendors (e.g., woman- and minority-owned business enterprises, ISO certification); and
- business solicitations and Requests for Proposals.

VBP also includes a small business guide, instructions on how to compete for government contracts, and e-commerce information and links.

For more information, contact:

Virginia Business Pipeline
 P.O. Box 7035
 Radford, VA 24142
Tel: 540-831-6397, TTY: 711; Fax: 540-831-6397
E-mail: pipeline@radford.edu
www.virginiabusiness.org

Virginia Minority Supplier Development Council

The Virginia Minority Supplier Development Council (VMSDC) is a membership organization of major corporations, financial institutions, government agencies, universities and Virginia-based companies. VMSDC’s primary purpose is to promote and facilitate the development of business relationships between its members and certified minority-owned enterprises. VMSDC has 200 corporate members and approximately 375 certified minority businesses.

VMSDC programs and services include:

- certification of minority business enterprises;
- contracting and procurement information;
- corporate member referrals;
- support in developing, expanding and/or promoting corporate minority business development programs; and
- business activities such as the “Virginia Business Opportunity Fair,” and regional events.

For more information, contact:

Northern Virginia Regional Office*
 Virginia Minority Supplier Development Council
 8200 Jones Branch Drive
 McLean, VA 22102
Tel: 703-903-3431; Fax: 703-903-2244
www.vmsdc.org

**located within Federal Home Loan Mortgage Association (Freddie Mac) offices*

VMSDC Headquarters
 9210 Aboretum Parkway, Suite 150
 Richmond, VA 23236
Tel: 804-320-2100; Fax: 804-320-3966
www.vmsdc.org

WASHINGTON, D.C., REGION

Metropolitan Washington Council of Governments Cooperative Purchasing Program

The Metropolitan Washington Council of Governments (MWCOG) Cooperative Purchasing Program leverages the bidding and purchasing requirements of participating local government agencies, school boards, authorities and commissions to reduce costs through economies of scale created through volume buying. MWCOG estimates that program participants save more than \$2 million per year. The program also promotes the exchange of management and technical information among area procurement agents.

For more information, contact

Metropolitan Washington Council of Governments
Cooperative Purchasing Program
777 North Capitol Street, NE, Suite 300
Washington, D.C. 20002
Tel: 202-962-3222; Fax: 202-962-3201
www.mwcog.org/purchasing

FEDERAL

Central Contractor Registry

The Central Contractor Registry (CCR) is the primary vendor database for the federal government. Both current and potential government vendors must register and create an online business profile in CCR in order to be awarded federal government contracts.

Federal agencies use the CCR to help assemble source lists for upcoming solicitations and procurements. Prime contractors routinely search the CCR to identify potential small business contractors, subcontractors and special-status firms (e.g., 8(a), SBD, HUBZone, woman-owned, etc.) to team with for upcoming procurement opportunities. CCR also provides access to FedBizOpps (see pages 122-123).

For more information, contact:

CCR Assistance Center
Tel: 888-227-2423; TTY: 800-877-8339
www.ccr.gov

Federal Procurement Data Center

The Federal Procurement Data Center (FPDC) of the U.S. General Services Administration manages the Federal Procurement Data System (FPDS-NG). This online system is the current central repository of information on federal contracting. It disseminates extensive information about federal purchases, including data on the dollars spent by the federal government on goods and services, the types of purchases made by different agencies and the contractors for specific purchases.

The FPDC issues annual federal procurement reports and also prepares special reports that analyze procurement trends and identify potential business opportunities for contractors.

For more information, contact:

U.S. General Services Administration
Federal Procurement Data Center
2011 Crystal Drive, Suite 911
Arlington, VA 22202
Tel: 703-390-5360; Fax: 703-872-8598
E-mail: fpdssupport@gce2000.com
FPDS-NG: www.fpds.gov

U.S. Department of Defense (DOD)

Mentor-Protégé Program

The purpose of the Department of Defense's Mentor-Protégé Program is to encourage prime contractors (mentors) to develop the technical and business capabilities of small disadvantaged businesses, woman-owned businesses and qualified organizations that employ the severely disabled (protégés). Service-disabled veteran-owned small businesses and HUBZone small business concerns also are eligible to participate in the program. Its goal is to help protégés successfully compete for prime contract and subcontract awards.

George Mason University's Mentor-Protégé Program (see page 84) provides technical and developmental third-party assistance to participating mentors and protégés.

For more information, contact:

Office of the Secretary of the Army
Office of Small Business Programs
Attn: Mentor-Protégé Program Manager
106 Army Pentagon, Room 2A712
Washington, D.C. 20310
Tel: 703-697-2868; TTY: 800-877-8339; Fax: 703-697-3898
www.acq.osd.mil/sadbu/mentor_protege

George Mason University
Mentor-Protégé Program Office
4031 University Drive, Suite 200
Fairfax, VA 22030
Tel: 703-277-7700; Fax: 703-383-1204
www.masonenterprisecenter.org/mpp

Procurement Technical Assistance Program— George Mason University

George Mason University Procurement Technical Assistance Program (PTAP) is a non-profit organization that assists businesses in all aspects of government contracting. PTAP provides the following services:

- technical consulting;
- one-on-one counseling;
- marketing;
- educational seminars; and
- a resource library.

For more information, contact:

Procurement Technical Assistance Program
Mason Enterprise Center
4031 University Drive, Suite 200
Fairfax, VA 22030
Tel: 703-227-7757, TTY: 711; Fax: 703-352-8195
E-mail: ptap@gmu.edu
www.gmu.edu/gmu/PTAP

U.S. General Services Administration (GSA)

Business Service Center

The U.S. General Services Administration (GSA) is the primary purchaser of federal general-use items and services such as leased space, construction and buildings management, office equipment, janitorial and transportation services, and computers and telecommunications systems. GSA's Business Service Center provides information to vendors seeking government contracts and makes special efforts to identify small businesses that are potential prime contractors or subcontractors.

For more information, contact:

U.S. General Services Administration
Business Service Center
7th & D Streets, SW, Room 1050
Washington, D.C. 20407
Tel: 202-708-5804; TTY: 800-877-8339; Fax: 202-708-9100
www.gsa.gov

FedBizOpps/Commerce Business Daily

The Federal Business Opportunities Web site (www.FedBizOpps.gov) contains synopses, solicitations and related documents on government-wide procurement opportunities and contains information provided by a variety of government buying agencies. Vendors can register with FedBizOpps to receive solicitations and request for proposal notices from federal agencies.

For more information, contact:

U.S. General Services Administration
Business Service Center
7th & D Streets, SW, Room 1050
Washington, D.C. 20407
FedBizOpps help desk: 877-472-3779; TTY: 800-877-8339; Fax: 202-708-9100
E-mail: fbo.support@gsa.gov
www.FedBizOpps.gov

U.S. Small Business Administration

The federal government is required by law to give preference to certain businesses in awarding contracts. These include:

- small businesses;
- socially and economically disadvantaged small businesses;
- HUBzone designated firms;
- workshops for blind or severely handicapped persons;
- firms owned by veterans and service-disabled veterans; and
- woman-owned businesses.

The U.S. Small Business Administration (SBA) was established under the Small Business Act of 1953 to help achieve these goals. SBA procurement-related programs are described below:

Small Business Set-Asides

Federal agencies are required to limit competition on certain contracts to qualified small businesses. The law requires the government to buy at competitive prices; therefore, contracts are “set aside” when two or more qualified small businesses are expected to bid to ensure sufficient competition.

Subcontracts for Small Businesses/Small Disadvantaged Businesses

Federal agencies are required to ensure that their prime contractors and subcontractors with contracts of \$500,000 or more (\$1 million for construction contracts) subcontract with small businesses, small disadvantaged businesses, HUBzone-based, and veteran- and woman-owned businesses. Toward this goal, prime contractors must submit plans for subcontracting with such businesses.

Section 8(a) Minority Small Business Contract Set-Aside Program

The 8(a) program provides small disadvantaged businesses with technical and management assistance as well as access to the federal procurement market through sole-source, limited competition contracts and special procurement set-asides. The 8(a) program Web site (www.sba.gov/8abd) provides more detailed information on eligibility criteria, the application process, other available resources and programs, and contact information.

HUBZone Empowerment Contracting Program

The HUBZone Empowerment Contracting Program provides federal contracting opportunities for qualified small businesses located in distressed areas. In order to participate in the HUBZone program, businesses must be located in a “historically underutilized business zone,” must be owned and controlled by one or more U.S. citizens and must have at least 35 percent of their employees residing in the HUBZone. The Small Business Reauthorization Act of 1997 established federal government-wide procurement goals, set-asides for HUBZone contracts. Special HUBZone contracts can be awarded to participating businesses. Eligible firms can also qualify for higher SBA-guaranteed surety bonds on construction and service contract bids.

Currently, qualified businesses in two Fairfax County census tracts (4219.00 and 4215.00) along the Richmond Highway corridor qualify for the HUBZone program. For details, visit the program Web site at: <https://eweb1.sba.gov/hubzone/internet>.

SUB-Net

Prime contractors use SUB-Net (<http://web.sba.gov/subnet>) to post subcontracting opportunities. Postings may include either solicitations or other notices. Small businesses can review this Web site to identify opportunities in their areas of expertise. Federal agencies, state and local governments, nonprofit organizations, colleges and universities, and foreign governments also use the site to locate potential vendors or business partners.

For more information, contact:

U.S. Small Business Administration
Metropolitan D.C. District Office
740 15th Street NW, 3rd Floor
Washington, D.C. 20005-3544
Tel: 202-272-0345; TTY: 800-877-8339; Fax: 202-272-0270
SBA Answer Desk: 800-827-5722
www.sba.gov
Washington, D.C., District Office: www.sba.gov/dc

Fairfax County Economic Development Authority
8300 Boone Boulevard, Suite 450
Vienna, VA 22182
Tel: 703-790-0600, TTY: 711; Fax: 703-893-1269
E-mail: info@fceda.org
www.FairfaxCountyEDA.org

Mason Enterprise Center
George Mason University
4031 University Drive, Suite 200
Fairfax, VA 22030
Tel: 703-277-7700, TTY: 711; Fax: 703-277-7730
www.masonenterprisecenter.org

See pages 83-84 for more information on the Mason Enterprise Center.

■ REVITALIZATION

Fairfax County Department of Housing and Community Development

The Revitalization Division of the Fairfax County Department of Housing and Community Development is responsible for the revitalization of older residential neighborhoods and commercial areas in the county. Working with communities and businesses, the division defines revitalization goals, implements project action plans, structures financing of projects in conjunction with public and private finance agencies and administers loan programs. The county has seven designated commercial revitalization districts or areas: Annandale, Bailey's Crossroads and Seven Corners, Lake Anne, McLean, Merrifield, Richmond Highway and Springfield.

Facilitated Development Processing

To speed up the development process in the county's seven revitalization locations, the Fairfax County Board of Supervisors adopted a "Facilitated Development Process." The program provides concurrent processing of comprehensive plan amendments, zoning amendments, site plans and building plans. In addition, special handling of projects by a single point of contact for each revitalization area allows for a seamless transition between the planning/zoning and the site/building permit process.

Blight Abatement Program

The Blight Abatement Program works with owners of residential and commercial properties that are deteriorated, abandoned, dilapidated or otherwise kept in an unsafe state in order to eliminate blighted conditions. The program allows the Board of Supervisors to approve the demolition or repair of blighted structures expeditiously and calls for the total cost of the blight abatement work to be charged directly to the property owner or collected through property taxes.

Investing in Communities Program

The Investing in Communities Program (ICP) helps small businesses grow through renovation, expansion or the addition of new equipment. Applicants can apply for financing from \$10,000 to \$500,000 and use these funds in combination with other private funds to improve building facades; acquire, rehabilitate or construct property; or buy equipment. Priority is given to projects in the county's seven revitalization locations.

Loan terms may include low-to-no interest term loans, loan guarantees or interest write-downs. ICP financing must be combined with private loans or federal small business loan programs.

For more information, contact:

Revitalization Division
Fairfax County Department of Housing and Community Development
3700 Pender Drive, Suite 300
Fairfax, VA 22030-7444
Tel: 703-246-5034, TTY: 711; Fax: 703-246-5115
www.fcrevit.org

Fairfax County Department of Tax Administration

Partial Tax Abatement-Revitalization Program

The county's Tax Abatement-Revitalization Program provides an incentive to improve and maintain the quality of commercial and industrial buildings in revitalization districts and certain multifamily housing throughout the county. To qualify, commercial and industrial structures must be at least 25 years old. Multifamily structures must be at least 20 years old. The market value of the property must increase by a minimum of 25 percent because of the improvements. Other criteria apply as well.

Qualifying property owners receive a partial abatement of the taxes associated with the increase in structural value due to renovation, rehabilitation or replacement. Hotels and motels are not eligible for this program unless part of a mixed-use project.

For more information, contact:

Fairfax County Department of Tax Administration
12000 Government Center Parkway, Suite 223
Fairfax, VA 22035
Tel: 703-222-8234; TTY: 703-222-7594
www.fairfaxcounty.gov/dta/tax_abat.htm

See also *Southeast Fairfax Development Corporation*, page 81.

■ **SMALL, MINORITY AND WOMAN-OWNED BUSINESS ASSISTANCE**

Financing

See pages 44-57.

Procurement

See pages 113-124.

Services

Community Business Partnership

See page 80.

Fairfax County Economic Development Authority (FCEDA)

The Fairfax County Economic Development Authority (FCEDA) works to promote a positive business environment for small, minority- and woman-owned businesses in Fairfax County. It does this by participating in local chambers and other organizations serving small and minority businesses and conducting liaison and outreach services to local businesses and groups. The FCEDA also provides start-up assistance, site location information and services, and demographic and business data.

For more information, contact:

Fairfax County Economic Development Authority
8300 Boone Boulevard, Suite 450
Vienna, VA 22182
Tel: 703-790-0600, TTY: 711; Fax: 703-893-1269
E-mail: info@fceda.org
www.FairfaxCountyEDA.org
See also page 81.

Fairfax County Small Business Commission

See page 116.

Mason Enterprise Center

See pages 83-84.

U.S. Small Business Administration

The U.S. Small Business Administration (SBA) was created to aid, counsel, assist and protect the interests of small business concerns. SBA offers a range of financing programs (see pages 47, 50-51, 54-56) and procurement-related programs (see pages 123-125).

For more information, contact:

U.S. Small Business Administration
Metropolitan D.C. District Office
740 15th Street, NW, 3rd Floor
Washington, D.C. 20005-3544
Tel: 202-272-0345; TTY: 800-877-8339; Fax: 202-272-0270
SBA Answer Desk: 800-827-5722
General Web site: www.sba.gov
Washington, D.C., District Office: www.sba.gov/dc

Virginia Department of Minority Business Enterprise

The Virginia Department of Minority Business Enterprise (DMBE) promotes the growth and development of the state's minority business sector and increases contracting opportunities for certified small, woman- and minority-owned businesses. Services include assisting with the development of marketing strategies, administering a certification program and maintaining an online list of procurement opportunity events, DMBE also administers the Providing Access to Capital for Entrepreneurs (PACE) Program (see page 55).

For more information, contact:

Virginia Department of Minority Business Enterprise
200-202 North 9th Street, 11th Floor
Richmond, VA 23219
Tel: 804-786-6585; Fax: 804-371-7359
www.dmbc.virginia.gov

Virginia Minority Supplier Development Council

See page 119.

Virginia Small Business Development Center Network

The Virginia Small Business Development Center Network provides business assistance, counseling and training to growing companies and aspiring entrepreneurs. One-on-one counseling and business courses are available in the areas of start-up, sources of capital, accounting, management, marketing and business planning. Services are available at five northern Virginia locations:

Fairfax

Northern Virginia Small Business Development Center
George Mason University
4031 University Drive, Suite 200
Fairfax, VA 22030
Tel: 703-277-7700; Fax: 703-277-7722
www.sbdc.org

Community Business Partnership

South Fairfax Business Resource Center
7001 Loisdale Road, Suite C
Springfield, VA 22150
Tel: 703-768-1440; Fax: 703-768-0547
www.cbponline.org

Alexandria City

801 North Fairfax Street, Suite 402
Alexandria, VA 22314
Tel: 703-778-1292; Fax: 703-778-1293
www.alexandriasbdc.org

Arlington County

George Mason University
3401 North Fairfax Drive, Suite 224
Arlington, VA 22201
Tel: 703-993-8128; Fax: 703-993-8130
www.gmu.edu/departments/ii/gmarlsbdc.html

Loudoun County

Loudoun County Small Business Development Center
21145 Whitefield Place, Suite 104
Sterling, VA 20165
Tel: 703-430-7222; Fax: 703-430-7258
www.loudounsbdc.org

See also pages 83-84.

Women's Business Center of Northern Virginia

The Women's Business Center of Northern Virginia provides women (especially minority and socially disadvantaged women) with the training, assistance and support needed to start and expand their own businesses. The center is a program of the Community Business Partnership (see page 80).

For more information, contact:

Women's Business Center of Northern Virginia
7001 Loisdale Road, Suite C
Springfield, VA 22150
Tel: 703-778-9922; Fax: 703-768-0547
E-mail: info@wbcnova.org
www.wbcnova.org

■ SOCIAL SERVICES INFORMATION

Fairfax County Department of Systems Management for Human Services

The Fairfax County Department of Systems Management for Human Services works to improve the quality of life of county residents by:

- integrating access to a wealth of social services at both the county and neighborhood levels;
- building the community's capacity to provide services;
- raising public awareness of available resources;
- strengthening public services to meet community needs; and
- promoting strategic partnerships and collaboration among both public and private service agencies.

Coordinated Services Planning

The Department's Coordinated Services Planning group provides an information and referral service for residents and businesses on all human services available through the county government, private nonprofit and volunteer organizations. This service includes, but is not limited to, referrals to employment services, mental health, family shelters and many other social services programs.

Regional Community Development

Regional Community Development staff coordinate with public, private and community-based service providers to improve the quality, capacity, and integration of human services. Regional staff bring together citizens and providers to learn about issues and to collaborate on problem-solving through roundtables, forums and workshops.

Research, Analysis and Project Services

The Research, Analysis and Project Services group provides cross-agency and system-wide assistance with strategic planning, project coordination, process improvement, performance management and policy analysis.

Resource Information Management Services

Resource Information Management Services staff collect and maintain the information contained in the *Human Services Resource Guide* (www.fairfaxcounty.gov/rim), a database of human services available to Fairfax County residents.

For more information, contact:

Fairfax County Department of Systems Management for Human Services
12011 Government Center Parkway, Suite 208
Fairfax, VA 22035
English Tel: 703-222-0880; TTY: 703-803-7914; Fax: 703-324-4500
Spanish/Español Tel: 703-631-3366
www.fairfaxcounty.gov/dsm/csp/cspdefault.shtm

■ TOURISM

Fairfax County Convention and Visitors Corporation

The Fairfax County Convention and Visitors Corporation (FCCVC) assists businesses and leisure travelers planning to visit Fairfax County and promotes the county as a premier travel destination under the brand identity “FXVA.”

The FCCVC provides information on lodging options, local retail shopping centers and restaurants, group tours of local historical and cultural attractions and recreation options. The *FXVA.com* Web site offers a vacation planning tool, a virtual tour of Fairfax County, and a variety of travel packages and promotions.

In addition, the FCCVC offers a range of services for meeting planners, tour operators, travel agents and film producers, including:

- assisting tour operators with hotel selection and itinerary planning;
- assisting meeting planners with site selection and convention servicing;
- providing tours for travel writers, tour operators and travel agents;
- assisting film producers with location selection;
- serving as liaison between film producers and Fairfax County agencies and local business suppliers; and
- providing photographs, slides and video.

The FCCVC operates a Visitors Center in Lorton (at exit 163 off Interstate 95) and at the Tysons Corner Center. Visitors Center travel counselors provide information on area recreational and historical attractions, as well as hotel accommodations.

For more information, contact:

Fairfax County Convention and Visitors Corporation
7927 Jones Branch Drive, Suite 100
McLean, VA 22102
Tel: 703-790-0643; Fax: 703-790-5097
E-mail: fxva@fxva.com
www.fxva.com

Fairfax County Visitors Center
8180-A Silverbrook Road
Lorton, VA 22079
Tel: 703-550-2450; 800-7FAIRFAX (732-4732); Fax: 703-550-9418

Fairfax County Visitors Center in the Tysons Corner Center
1961 Chain Bridge Road
McLean, VA 22102
Tel: 703-847-7300; Fax: 703-448-3043

Virginia Tourism Corporation

The Virginia Tourism Corporation (VTC) is responsible for supporting, maintaining and expanding the commonwealth's domestic and international inbound tourism, and its motion picture production industries through the Virginia Film Office. VTC works with Virginia's public and private tourism sectors as well as key strategic partners.

For more information, contact:

Virginia Tourism Corporation
901 East Byrd Street
Richmond, VA 23219
Tel: 804-545-5500; Toll-free: 800-847-4882; Fax: 804-545-5501
www.vatc.org
Travel information: www.virginia.org

■ TRANSPORTATION

Fairfax County's transportation system links residents and businesses with commercial hubs and cultural attractions throughout the Washington, D.C., metropolitan area and the world.

Air Transportation

Airports

Air access to Fairfax County is available through **Washington Dulles International Airport** and nearby **Ronald Reagan Washington National Airport**. Both airports, which are governed by the Metropolitan Washington Airports Authority, provide commercial and commuter service. Air cargo/shipping is available through

Washington Dulles International. General aviation (private and corporate) is available at Dulles International and Reagan National.

For more information, contact:

Metropolitan Washington Airports Authority
1 Aviation Circle
Washington, D.C. 20001
Public Affairs: 703-417-8370
Airport services: 703-417-8000
Contracting opportunities: 703-417-8672
Air cargo/shipping: 703-417-8754
Other information: 703-417-8600
www.metwashairports.com

Washington Airports Task Force

The Washington Airports Task Force (WATF) is a nonprofit membership organization composed of more than 1,000 regional business, civic, government and travel industry leaders dedicated to promoting the expansion and enhancement of aviation services. WATF promotes the growth of passenger, cargo and general aviation services at Washington Dulles International Airport and Ronald Reagan Washington National Airport.

For more information, contact:

Washington Airports Task Force
44701 Propeller Court, Suite 100
Washington Dulles International Airport
Dulles, VA 20166
Tel: 703-572-8714; Fax: 703-572-8418
www.washingtonairports.com

Bus and Passenger Rail Service

Washington Metropolitan Area Transit Authority (WMATA)

The Washington Metropolitan Area Transit Authority (WMATA) operates the Metro system, an interconnected rail and bus network serving the greater Washington, D.C., metro area. The Metrobus system connects with Metrorail stations and other regional bus service providers.

Five Metrorail stations are located in Fairfax County: West Falls Church, Merrifield/Dunn Loring, Vienna/Fairfax/George Mason University, Huntington and Franconia-Springfield. All Fairfax County Metrorail stations offer park-and-ride facilities for Metro users. The Franconia-Springfield Metrorail station also includes a connection with the Virginia Railway Express commuter express line.

A 23.5-mile extension is planned for the Orange line, which will provide rail service to Tysons Corner, Reston, Washington Dulles International Airport and eastern Loudoun County. The rail extension is expected to be completed by 2015.

For schedules or other information, contact:

Washington Metropolitan Area Transit Authority
600 5th Street, NW
Washington, D.C. 20001
Schedule information: 202-637-7000
Executive offices: 202-962-1234
www.wmata.com
Orange line extension: www.dullesmetro.com

Other Bus Service Providers

Fairfax Connector

Fairfax County Transit Information Center
2055 Government Center Parkway, Suite 1034
Fairfax, VA 22035
Tel: 703-339-7200; TTY: 703-339-1608
www.fairfaxcounty.gov/connector

FASTRAN

FASTRAN bus service, available to residents of Fairfax County and the cities of Falls Church and Fairfax, provides transportation for individuals unable to use traditional fixed transit routes due to a disability or inaccessibility of facilities where they live.

FASTRAN
12011 Government Center Parkway, Suite 1040
Fairfax, VA 22035
Tel: 703-324-4386; TTY: 703-324-7079 Fax: 703-222-9792
www.fairfaxcounty.gov/rec/Fastran/General_Info.htm

Greyhound-Trailways

Greyhound Lines, Inc.
P.O. Box 660362
Dallas, TX 75266-0689
Fare, schedule information and ordering tickets: 800-231-2222
Charter sales and service: 800-454-2487
Commercial services and corporate travel: 800-440-7712
www.greyhound.com

Reston Internal Bus Service (RIBS) and Tysons Shuttle

Transportation Management Services, Inc.
1760 Reston Parkway, Suite 513
Reston, VA 20190
Tel: 703-435-5465; TTY: 703-324-1102; Fax: 703-435-4465
www.linkinfo.org

Virginia Railway Express

Virginia Railway Express (VRE), a transportation partnership of the Northern Virginia and the Potomac and Rappahanock Transportation Commissions, operates a commuter rail service in northern Virginia. Two VRE lines run through Fairfax County (from Fredericksburg to Union Station in Washington, D.C., and from Manassas to Union Station).

For schedules and fare information, contact:

Virginia Railway Express
1500 King Street, Suite 202
Alexandria, VA 22314-2730
Tel: 703-684-1001; Fax: 703-684-1313
www.vre.org

Amtrak

Fairfax County employees and residents have easy access to Amtrak service, with road, bus and subway connections to Amtrak's Union Station in Washington, D.C.

In addition to regular passenger train service, Amtrak operates the Auto Train in Lorton. It is the only service of its kind in the United States and travels one route between Washington, D.C., and Sanford (near Orlando), Florida daily.

For schedules and fare information, contact:

Amtrak
60 Massachusetts Avenue, NE
Washington, D.C. 20002
Tel: 800-872-7245
www.amtrak.com

Employer Transportation Assistance

The Fairfax County Employer Services Program provides free assistance to employers to implement on-site programs for employees seeking alternative ways to commute to work. The Employer Services Program can assist employers with transportation assessments, ride matching and other services.

For more information, contact:

Fairfax County Department of Transportation
Employer Service Program
12055 Government Center Parkway, Suite 1034
Fairfax, VA 22035
Tel: 703-324-1168; TTY: 703-324-1102; Fax: 703-324-1450
www.fairfaxcounty.gov/fcdot/employer.htm

Road Construction—Planning, Traffic Counts

An extensive primary and secondary road system of more than 2,500 miles connects communities within Fairfax County. The majority of these roads are constructed and maintained by the Virginia Department of Transportation (VDOT). VDOT also performs traffic counts on interstate, arterial, primary and secondary routes in the county. Additionally, the Fairfax County Department of Transportation provides information on county plans affecting roads and highways, and guidance on construction proposals.

For more information, contact:

Construction—Planning

Fairfax County Department of Transportation
12055 Government Center Parkway, Suite 1034
Fairfax, VA 22035-5511
Tel: 703-324-1100, TTY: 703-324-1102 Fax: 703-324-1450
www.fairfaxcounty.gov/fcdot

Construction—Planning, Permits, Route Numbers

Virginia Department of Transportation
Fairfax Permits Office
14865 Avion Parkway
Chantilly, VA 20151
Tel: 703-383-2888; Fax: 703-383-2843
www.virginiadot.org/quick/nova_quick.asp

Traffic Engineering—Signals, Signs, Traffic Counts

Virginia Department of Transportation
14865 Avion Parkway
Chantilly, VA 20151
Tel: 703-383-2400; Fax: 703-383-2410
www.virginiadot.org/quick/nova_quick.asp

Shipping—Marine and Inland Ports

Virginia Port Authority

Within a three-hour drive of Fairfax County is one of the finest natural harbors in the world. Hampton Roads, a marine terminal complex and foreign trade zone in southeastern Virginia, consists of three ice-free ports (Norfolk, Portsmouth and Newport News) capable of handling large volumes of cargo. This terminal extends 220 miles inland through the Front Royal Inland Port in Warren County, 50 miles west of Fairfax County. A rail-truck transfer facility is connected with the marine terminal complex via direct, dedicated rail service.

For more information, contact:

Virginia Port Authority
600 World Trade Center
Norfolk, VA 23510
Tel: 757-683-8000; Fax: 757-683-8500
www.vaports.com

■ UTILITY CONTACTS

Cable Television

Cox Communications

3080 Centreville Road
Herndon, VA 20171
Tel: 703-378-8400
www.cox.com

Comcast Cable (Reston only)

Tel: 1-800-COMCAST
www.comcast.com

Verizon Cable

Tel: 1-800-483-4000
www.verizon.com

Note: Check with individual cable providers to determine specific services offered.

Electric Power

Dominion Virginia Power

3901 Fair Ridge Drive
Fairfax, VA 22033
Tel: 888-667-3000
www.dom.com

Northern Virginia Electric Cooperative

(covers the Westfields area of Fairfax County only)
P.O. Box 2710
Manassas, VA 20108-0875
Tel: 703-335-0500; Toll-free: 888-335-0500
E-mail: info@novec.com
www.novec.com

Natural Gas

Washington Gas, Virginia Division

6801 Industrial Road
Springfield, VA 22151
Tel: 703-750-1000; Toll-free: 800-752-7520
www.washgas.com

Sewer Service

Fairfax County Office of Waste Management

12000 Government Center Parkway, Suite 358
Fairfax, VA 22035-0058
Tel: 703-324-5030; TDD: 703-698-7025
www.fairfaxwater.org

Telephone Service

Listed below are the telephone service providers (excluding wireless providers) currently offering phone service to Fairfax County residents and businesses.

Company Name	Contact Number	Local	Long Distance
1-800 Reconex	800-732-6639	✓	
AT&T	800-222-0400	✓	
Cavalier Telephone	800-950-7858	✓	✓
Comcast Communications	301-499-1485	✓	
Cox Communications	703-378-8422	✓	✓
DSL.net	877-375-6381	✓	✓
Qwest	800-603-6000		✓
Starpower	877-STARPOWER	✓	✓
Startec Global Communications	301-610-4300		✓
Stickdog	703-319-1700	✓	✓
Sunrocket	800-786-0132	✓	✓
Trinsic	877-44TRINSIC	✓	✓
US LEC of Virginia, L.L.C.	703-584-1000	✓	
Verizon	703-954-6222 or 800-483-4000	✓	✓
Verizon Business	800-826-2355 or 800-483-5000	✓	✓
Vonage	866-243-4357	✓	✓
Xspedius Communications	703.386.2400 or 800.831.0309	✓	✓

Note: A complete, current listing of telephone providers can be found in the White Pages telephone directory.

Water Service

Fairfax Water

P.O. Box 1500

Merrifield, VA 22116 (billing)

8570 Executive Park Avenue

Fairfax, VA 22031 (mailing)

Tel: 703-698-5800 (billing and customer service); 703-698-5613 (after hours)

TDD: 703-698-7025; Fax: 703-289-6133

www.fairfaxwater.org

City of Fairfax

Department of Transit and Utilities

10455 Armstrong Street, Room 205

Fairfax, Virginia 22030

Tel: 703-385-7920; Fax: 703-934-8427

www.fairfaxva.gov/utilities/utilities.asp

City of Falls Church

Department of Public Utilities

300 Park Avenue

Falls Church, VA 22046

Tel: 703-248-5071; Emergencies and after hours: 703-248-5044

Fax: 703-248-5214

www.fallschurchva.gov/government/adminservices/customerService/index.html

Town of Herndon

Water Accounts Office

777 Lynn Street

Herndon, VA 20170 (billing)

P.O. Box 427

Herndon, VA 20172 (mailing)

Tel: 703-435-6800; Fax: 703-787-7325

www.town.herndon.va.us

Town of Vienna

Water and Sewer Department

127 Center Street South

Vienna, VA 22180

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■ VOLUNTEERISM

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