



VIRGINIA ADVANTAGES

Corporate Headquarters



**VIRGINIA ECONOMIC
DEVELOPMENT PARTNERSHIP**

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Say **Yes** to Corporate Headquarters in Virginia

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

- Virginia is home to 65 company headquarters that each have annual revenue of more than \$500 million¹
- Twenty-three companies headquartered in Virginia each have annual revenue of at least \$5 billion¹
- Virginia is also home to the corporate headquarters of 37 Fortune 1000 companies, and many of the largest private companies in the United States
- Forbes.com ranks Virginia 6th best for quality of life in its "Best States for Business 2016"
- A central East Coast location with easy access to major national and international markets
- Located on the East Coast, Virginia offers access to 43% of the U.S. population in a day's drive; fifty-five percent of the U.S. population are within a 750-mile radius
- A port with channel depth of 50-feet and roll-on/roll-off (RORO) access
- An existing business concentration with a large, growing labor pool of skilled, professional workers
- Virginia has the second highest concentration of tech workers in the nation; nearly one of every 10 private sector workers in Virginia works for a technology company²



¹ Virginia Business: 2016 Largest Companies

² Tech America Foundation: Cyberstates 2016

Virginia Offers Global Access:

Virginia's Commercial Airports provide non-stop service to 160 destinations world-wide.

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

Life in Virginia:

- All the amenities necessary to recruit and keep a professional workforce, including colleges and universities offering specialized business and technical degrees
- A variety of natural beauty with mountains, rivers and beaches offering an abundance of outdoor opportunities in 36 state parks, 62 natural areas, 21 natural parks, 5000 miles of trails and 121 national historic landmarks
- Historic markers and attractions across the state including Colonial Williamsburg, the Jamestown Settlement, Mt. Vernon, Monticello, the National D-Day Memorial and numerous civil war sites
- A wide array of cultural activities ranging from institutions such as the Virginia Museum of Fine Arts, the Chrysler Museum, the Virginia Opera, and the Barter Theatre
- Home to more than 424 golf courses, 220 of which are public, many are consistently ranked as some of the best in the country by Golf Magazine and Golf Digest
- Virginia is a wine and craft beer destination unlike any other, with more than 250 wineries and more than 100 craft breweries restaurants and bar surrounded by beautiful scenery, locally sourced meals, quaint small towns and monumental historic sites

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Industries with Headquarters in Virginia:

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

Major Corporate Headquarters in Virginia:

	Company	City	Revenue (\$m)	Fortune 1000 Rank
	Freddie Mac	McLean	61,343,000	43
	General Dynamics Corporation	Falls Church	31,469,000	88
	Capital One Financial	McLean	23,413,000	112
	Northrop Grumman	Falls Church	23,526,000	118
	Altria Group	Richmond	25,434,000	149
	Dollar Tree	Chesapeake	12,609,000	180
	Performance Food Group	Richmond	15,602,700	185
	AES	Arlington	15,695,000	190
	CarMax	Richmond	14,957,962	191
	Computer Science Corporation	Falls Church	7,208,000	233
	Dominion Resources	Richmond	11,683,000	243
	WestRock	Richmond	12,547,800	251
	Hilton Worldwide Holdings	McLean	11,244,000	254
	Norfolk Southern	Norfolk	10,511,000	270
	Owens & Minor	Mechanicsville	9,772,946	291
	Advanced Auto Parts	Roanoke	9,737,018	293

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	Company	City	Revenue (\$m)	Fortune 1000 Rank
	Genworth Financial	Richmond	8,548,000	306
	Huntington Ingalls Industries	Newport News	7,042,000	378
	Markel	Glen Allen	5,369,983	476
Booz Allen Hamilton	Booz Allen Hamilton	McLean	5,324,367	487
	NVR	Reston	5,159,008	498
	Leidos Holdings	Reston	4,974,000	504
	Orbital ATK	Dulles	5,350,499	560
	Science Applications International	McLean	4,196,000	565
	Willis Towers Watson & Co.	Arlington	3,654,160	626
	CACI International	Arlington	3,336,182	673
	TEGNA	McLean	3,050,945	681
	The Brink's Company	Richmond	3,061,000	714
	Graham Holdings Company	Arlington	2,895,090	737
	Alpha Natural Resources	Bristol	2,965,100	743
	Gannett Co.	McLean	2,885,012	752
	Beacon Roofing Supply	Herndon	2,895,580	837
	Universal Corporation	Richmond	2,094,552	902
	NewMarket Corporation	Richmond	2,140,830	934
	MAXIMUS	Reston	2,189,500	943
	Engility Holdings	Chantilly	1,868,117	946
	K2M	Leesburg	***	***
	Corporate Executive Board	Arlington	***	***
	Intel Stat	McLean	***	***
	Motley Fool	Alexandria	***	***

Source: SEC Filings. Virginia Business 2016 Top Virginia Companies. 2016 Fortune 1000

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Education and Training:

Virginia's success as a top business location can be traced to high-quality and well-educated citizens. With one in three residents awarded a bachelor's or advanced degree, the Commonwealth's workforce is one of the most educated in the nation. Some of the nation's best colleges and universities are located in Virginia, many offering undergraduate and graduate programs in all areas of business.

2015-2016 Select Degrees Conferred in Business and Related Programs at Virginia Universities and Colleges	
Program Name	Total
Accounting	2,137
Business Administration and Management	8,811
Business & Commerce	1,445
Finance	734
Management Information Systems	372
Managerial Economics & Operations	503
Marketing	784
Communications	284
Economics	1,133
Law & Legal Support	1,468
Math & Statistics	857
Total Business and Related Degrees Conferred:	18,528

State Council of Higher Education for Virginia (SCHEV) and reflect degrees conferred during the 2015-2016 academic year.

2015-2016 Select Degrees Conferred in IT and Related Programs at Virginia Universities and Colleges	
Program Name	Total
Computer & Software Engineering	396
Computer and Information Sciences	1,593
Computer and Information Systems Security	70
Computer Science	439
Cyber/Computer Forensics and Electronic Operations	60
Electrical & Electronical Engineering	575
Health Information & Medical Records Technology	52
Information Science Studies	395
Information Technology	909
Systems Engineering	234
Total IT and Related Degrees Conferred:	4,723

State Council of Higher Education for Virginia (SCHEV) and reflect degrees conferred during the 2015-2016 academic year.

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Virginia Colleges & Universities Graduate Top Talent:

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

2017 U.S. News and World Report Rankings	
Top Public National Universities	Rank
University of Virginia	2
College of William & Mary	6
Virginia Tech	27
George Mason University	71
Virginia Commonwealth University	87
Best Undergraduate Business Programs	Rank
University of Virginia	6
College of William & Mary	43 (tie)
Virginia Tech	43 (tie)
University of Richmond	77 (tie)
George Mason University	77 (tie)
Best Graduate Business Programs	Rank
University of Virginia (Darden)	11
College of William & Mary (Mason)	71
Best Law Schools	Rank
University of Virginia	8
College of William and Mary (Marshall-Wythe)	33
Washington and Lee University	40
George Mason University	45
University of Richmond (Williams)	55

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Virginia has a Skilled and Talented Workforce:

From an affordable lifestyle and competitive business environment, to a skilled and ready labor force, Virginia is one of the most desirable places for business in America. Corporate headquarters in Virginia enjoy a business-friendly climate characterized by stable and competitive taxes, payroll costs, and lease rates, as well as legislation that protects “at will” employment practices. Data below are sourced from Bureau of Labor Statistics, OES (May 2015).

Selected Occupations	Virginia Employment	Virginia Average Annual Wage
Accountants and Auditors	39,670	\$80,580
Billing and Posting Clerks	11,510	\$37,430
Bookkeeping, Accounting, and Auditing Clerks	41,150	\$39,380
Business Operations Specialists, All Other	30,080	\$84,990
Compensation, Benefits, and Job Analysis Specialists	2,710	\$64,050
Computer and Information Systems Managers	13,830	\$159,200
Computer Network Support Specialists	7,430	\$76,100
Computer Programmers	8,300	\$91,960
Computer Systems Analysts	25,020	\$98,670
Computer User Support Specialists	20,550	\$55,290
Database Administrators	5,830	\$91,970
Financial Analysts	6,980	\$93,840
Financial Managers	12,210	\$147,330
Financial Specialists, All Other	4,420	\$85,070
First-Line Supervisors of Office and Administrative Support Workers	41,520	\$57,220
Human Resources Assistants, Except Payroll and Timekeeping	4,180	\$39,640
Lawyers	16,620	\$135,180
Management Analysts	45,960	\$102,810
Market Research Analysts and Marketing Specialists	16,330	\$70,840
Marketing Managers	3,410	\$153,280
Office Clerks, General	86,770	\$32,220
Receptionists and Information Clerks	30,720	\$28,810
Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	40,630	\$36,170