

## Virginia companies on the Fortune 500

Company	State rank	Fortune rank	Headquarters	Revenue (in millions)
Freddie Mac	1	25	McLean	\$88,262.00
General Dynamics	2	92	Falls Church	32,677.00
Northrop Grumman	3	104	Falls Church	28,058.00
Capital One Financial	4	148	McLean	18,525.00
AES	5	151	Arlington	17,759.00
Altria Group	6	156	Richmond	16,619.00
Computer Sciences (CSC)	7	162	Falls Church	16,144.00
Dominion Resources	8	187	Richmond	14,379.00
Smithfield Foods	9	218	Smithfield	12,202.70
Norfolk Southern	10	241	Norfolk	11,172.00
SAIC	11	245	McLean	10,657.00
Genworth Financial	12	258	Richmond	10,344.00
CarMax	13	279	Richmond	9,402.20
Owens & Minor	14	298	Mechanicsville	8,627.90
Alpha Natural Resources	15	356	Bristol	7,109.20
NII Holdings	16	369	Reston	6,719.30
Dollar Tree	17	373	Chesapeake	6,630.50
Amerigroup <sup>1</sup>	18	385	Virginia Beach	6,318.40
Advance Auto Parts	19	392	Roanoke	6,170.50
MeadWestvaco	20	406	Richmond	6,079.00
ITT Exelis	21	422	McLean	5,839.00
Booz Allen Hamilton	22	439	McLean	5,591.30
Gannett	23	465	McLean	5,240.00
ATK	24	491	Arlington	4,842.30

<sup>1</sup> Amerigroup was acquired by WellPoint Inc. in 2012.

Source: Fortune magazine

## Top 15 announcements by jobs

Company Name	Location	Business	Type	Employment	Investment (millions)
Health Diagnostic Laboratory (HDL)	Richmond	Clinical lab, diagnostics, and clinical trial services	E	706	\$68.50
Intelsat*	Fairfax County	U.S. headquarters; satellite services	N	430	24.80
Navy Federal Credit Union	Frederick County	Member service operation, call center	E	400	20.00
AppAssure Software Inc.	Fairfax County	Software	E	366	0.30
INTEGRITYOne Partners Inc.	Fairfax County	Management and technology consulting	E	352	0.90
Metron Aviation	Loudoun County	Air traffic management products and services	E	350	2.00
Commonwealth Applied Silica Technologies	Campbell County	Process silica ore and extract high-value components	N	300	35.00
GOK International*	Danville	U.S. headquarters; furniture assembly	N	300	12.50
American Airlines	Norfolk	Call center	N	300	0.00
Xerox	Chesapeake	Call center	E	300	0.00
Sutherland Global Services	Chesapeake	Business process outsourcing and analytics services	E	275	6.87
Web Parts LLC	Danville	Computer programming and applications; data center	N	260	10.00
iGATE	Loudoun County	Integrated technology and operations, provides business outcomes-based solutions	N	250	1.02
McKesson Corp.	Frederick County	Distributes medical and surgical supplies	N	205	36.90
Ply Gem Windows	Franklin County	Windows and doors	E	200	9.00

\* Company has headquarters in another country

E: expansion; N: new project.

Source: Virginia Economic Development Partnership, 2012-to date

## Top 20 growth occupations in Virginia, 2010-2020

	EMPLOYMENT			
	Estimated 2010	Projected 2020	% change	Average annual salary
Biomedical engineers	462	905	95.8%	\$99,144
Personal care aides	23,440	41,721	77.9	19,695
Home health aides	13,369	23,539	76.0	19,887
Brickmasons, blockmasons, stonemasons, tile and marble setters	1,336	2,143	60.4	27,269
Interpreters, translators	4,854	7,781	60.3	91,060
Helpers — carpenters	2,501	3,987	59.4	26,564
Meeting, convention & event planners	3,662	5,669	54.8	55,898
Software developers, systems software	31,371	48,184	53.5	112,932
Veterinary technologists and technicians	1,338	2,044	52.7	37,036
Reinforcing iron and rebar workers	365	556	52.3	47,579
Dental hygienists	4,469	6,740	50.8	82,338
Physical therapist assistants	1,698	2,539	49.5	51,162
Physical therapist aides	1,362	2,036	49.4	22,858
Occupational therapy assistants	545	811	48.8	58,983
Market research analysts, and marketing specialists	11,374	16,737	47.1	69,410
Marriage and family therapists	1,349	1,961	45.3	42,922
Epidemiologists	***	***	***	66,373
Audiologists	358	515	43.8	80,920
Biochemists, biophysicists	424	608	43.4	66,971
Medical scientists, except epidemiologists	994	1,423	43.1	101,039

Note: Asterisks indicate nondisclosable data

Source: Virginia Employment Commission

## International investment in Virginia

2011 announced capital investment by internationally owned companies	Investment (millions)
Germany	\$76
Luxembourg	42
Canada	28
Japan	21
Colombia	18
Remaining countries	80

Source: Virginia Economic Development Partnership

## Virginia jobs created by international investment

2011 announced employment by internationally owned companies	Jobs
Switzerland	315
Germany	299
UK	265
Belgium	225
Spain	172
Remaining countries	776

Source: Virginia Economic Development Partnership

## Top 15 announcements by investment

Company	Location	Business	Type	Employment	Investment (millions)
Dominion Virginia Power	Brunswick County	Natural gas-fired power station	E	30	\$1,100.00
Boeing	Arlington County	Regional headquarters; aerospace, aircraft, and related products	E	0	250.00
BAE Systems Ordnance Systems*	Montgomery County	Explosive, propellants for the U.S. Army	E	0	240.00
Sabey Data Center Properties	Loudoun County	Data center	N	65	200.00
Capital One Financial Corp.	Chesterfield County	Data center	E	50	150.00
Celanese Corp.	Giles County	Cellulose acetate tow	E	22	150.00
CNA Corp. (Center for Naval Analysis)	Arlington County	Headquarters; Defense contractor for department of the Navy	E	0	132.00
Health Diagnostic Laboratory (HDL)	Richmond	Clinical lab, diagnostics, and clinical trial services	E	706	68.50
Tak Investments Inc. (ST Tissue)	Isle of Wight County	Recycles waste paper into tissue for napkins and towels	N	85	60.00
Carmeuse Lime & Stone*	Frederick County	Lime and limestone products	E	25	45.00
The Vitamin Shoppe Inc.	Hanover County	Distribution center; nutritional products, vitamins	N	174	39.40
McKesson Corp.	Frederick County	Distributes medical and surgical supplies	N	205	36.90
Commonwealth Applied Silica Technologies	Campbell County	Process silica ore and extract high-value components	N	300	35.00
Goodyear Tire & Rubber Co.	Danville	Aircraft and truck tires	E	143	33.97
Insurance Institute For Highway Safety (IIHS)	Greene County	Vehicle research center; testing facility	E	10	30.00

\* Company has headquarters in another country

E: expansion; N: new project.

Source: Virginia Economic Development Partnership, 2012-to date

## Top 10 sectors by employment in 2011

Industry	New jobs
Professional, scientific and technical services	12,769
Headquarters/division offices	2,145
Nonstore retailers, fulfillment centers	1,843
Administrative, consulting and support services	1,403
Food products	1,051
Wholesalers, distribution — durables	775
Insurance carriers and related activities	735
Fabricated metal products	692
Transportation equipment	656
Plastics and rubber products	587

Source: Virginia Economic Development Partnership

## Top 10 sectors by investment

Industry	Investment (millions)
Data processing, hosting & related (including data centers)	\$960.60
Paper products	447.70
Headquarters/division offices	314.40
Food products	229.10
Professional, scientific and technical services	205.10
Utilities, electric power generation	177.00
Nonstore retailers, fulfillment centers	175.80
Plastics and rubber products	115.80
Wood products	94.80
Chemicals	93.70

Source: Virginia Economic Development Partnership (figures for 2011)

## Total cargo by trade lane

Trade Lane	Export <sup>1</sup>	Import <sup>1</sup>
Africa	3,550.37	308.91
Asia Northeast	7,016.89	1,956.80
Asia Southeast	1,021.76	518.91
Caribbean	450.73	340.60
Central	143.00	56.63
Europe, North	18,955.04	2,108.27
India & Others	3,659.90	606.87
Mediterranean	10,319.33	945.24
Middle East	559.43	90.37
North America	425.03	453.41
Oceania	67.20	48.79
South America	6,156.73	2,327.63

<sup>1</sup> In thousands of short tons in 2011 for cargo at the Port of Virginia.

**Note:** One short ton is equivalent to 2,000 pounds.

Source: U.S. Dept. of Commerce, U.S. Census Bureau, Virginia Maritime Association, Virginia Port Authority

## East Coast port market share

Ports	TEUs <sup>1</sup>	Market share
New York/New Jersey	5,503,485	34%
Savannah, Ga.	2,944,678	18
Hampton Roads	1,918,029	12
Charleston, S.C.	1,381,349	9
Miami, Fla.	914,913	6
Port Everglades, Fla.	911,802	6
Jacksonville, Fla.	900,350	6
Baltimore, Md.	631,802	4
Philadelphia, Pa.	291,091	2
Wilmington, N.C.	287,469	2

<sup>1</sup> Twenty-foot equivalent unit

Source: U.S. Department of Commerce, U.S. Census Bureau, Virginia Maritime Association, American Association of Port Authorities, Virginia Port Authority

## Top 10 commodities by short tons

Exports	Short tons <sup>1</sup>	Imports	Short tons <sup>1</sup>
Mineral fuel, oil, etc.	41,226.99	Mineral fuel, oil, etc.	1,909.37
Woodpulp, etc.	1,243.26	Machinery	607.14
Food waste; animal feed	1,136.70	Fertilizers	572.79
Cereals	1,134.41	Salt; sulfur; earth, stone	491.94
Misc. grain, seed, fruit	1,026.75	Furniture and bedding	484.46
Iron and steel	711.81	Beverages	464.70
Paper, paperboard	642.45	Vehicles, not railway	387.30
Plastic	567.62	Rubber	371.99
Wood	558.96	Paper, paperboard	331.10
Meat	383.30	Wood	288.92

<sup>1</sup> In thousands of short tons at Port of Virginia in 2011.

**Note:** One short ton is equivalent to 2,000 pounds.

Source: U.S. Dept. of Commerce, Census Bureau, Virginia Maritime Association, Virginia Port Authority

## Top 10 commodities by value

Exports <sup>1</sup>	Imports <sup>1</sup>
Machinery \$4,030.00	Machinery \$5,739.16
Plastic 1,776.11	Vehicles, not railway 2,432.95
Pharmaceutical products 1,231.25	Electrical machinery 1,650.20
Organic chemicals 1,222.35	Furniture and bedding 1,451.95
Vehicles, not railway 1,180.30	Rubber 1,423.86
Tobacco 869.80	Toys and sports equipment 1,089.38
Electrical machinery 868.52	Plastic 982.11
Miscellaneous chemical products 669.93	Pharmaceutical products 962.64
Meat 665.32	Organic chemicals 908.13
Iron and steel 654.95	Beverages 848.49

<sup>1</sup> In millions of U.S. dollars for 2011 commodities at the Port of Virginia

Source: U.S. Department of Commerce, Census Bureau, Virginia Maritime Association,

## Top 10 trading partners by total value

Exports <sup>1</sup>	Imports <sup>1</sup>
China \$2,460.27	China \$6,256.95
Germany 2,088.68	Germany 3,729.89
Brazil 1,591.77	India 2,054.40
Netherlands 1,363.45	Japan 1,932.19
United Kingdom 1,224.79	Brazil 1,846.21
Belgium 1,089.51	Italy 1,698.65
Japan 893.20	France 1,237.42
Saudi Arabia 764.28	United Kingdom 949.58
India 737.23	Indonesia 895.51
Egypt 608.61	Singapore 693.59

<sup>1</sup> Amount is in millions.

Source: U.S. Department of Commerce, Census Bureau, Virginia Maritime Association, Virginia Port Authority

## Top 10 trading partners by total cargo

Exports <sup>1</sup>	Imports <sup>1</sup>
Brazil 5,427.48	China 1,624.83
Netherlands 5,273.36	Colombia 1,259.79
Italy 4,818.30	Brazil 777.51
India 3,505.56	Germany 560.18
China 2,877.46	India 524.83
Ukraine 2,806.11	Canada 431.92
France 2,634.09	Italy 348.52
United Kingdom 2,262.31	Trinidad & Tobago 296.15
Turkey 2,196.84	France 295.49
Japan 1,977.24	Turkey 251.84

<sup>1</sup> In thousands of short tons for 2011.

**Note:** One short ton is equivalent to 2,000 pounds.

Source: U.S. Department of Commerce, U.S. Census Bureau, Virginia Maritime Association, Virginia Port Authority

# Virginia's rankings

<b>#1</b>	State with highest concentration of tech workers as a percentage of the private-sector work force, Cyberstates (2011)
<b>#1</b>	Top 10 competitive states of 2011, Site Selection (2012)
<b>#1</b>	Best state for making a living, Money-Rates.com (2012)
<b>#2</b>	Emerging biotech hubs, Business Facilities (2012)
<b>#2</b>	Pro-business state, Pollina Corporate Real Estate Inc. (2012)
<b>#2</b>	Best states for business, Forbes.com (2012)
<b>#2</b>	Economic growth potential, Business Facilities (2012)
<b>#3</b>	America's top states for business, CNBC (2012)
<b>#3</b>	Engineering services employment, Cyberstates (2011)
<b>#3</b>	Best business climate, Business Facilities (2012)
<b>#3</b>	Economic outlook, American Legislative Exchange Council (2012)
<b>#3</b>	Top performing state, Enterprising States Report, National Chamber Foundation (2012)
<b>#4</b>	Total high-tech employment, Cyberstates (2011)
<b>#4</b>	Best overall education system, Education Week, Quality Counts (2012)
<b>#5</b>	Top states by number of projects, Site Selection (2011)
<b>#5</b>	Top state business climate rankings, Site Selection (2012)
<b>#6</b>	Credit quality, Business Facilities (2012)
<b>#6</b>	Best state for business, Chief Executive Magazine (2012)
<b>#6</b>	Corporate tax rate, Tax Foundation (2013)
<b>#6</b>	Top states for future livability, Gallup-Healthway Well Being Index (2012)
<b>#8</b>	Best state for research and development, State Technology & Science Index (2010)
<b>#9</b>	Work-force health and safety, Business Facility (2012)
<b>#9</b>	Best managed state, 24/7 Wall Street (2012)
<b>#12</b>	U.S. business policy index, Small Business and Entrepreneurship Council (2012)
<b>#21</b>	Overall health, America's Health Rankings, United Health Foundation (2012)

Sources: American Legislative Exchange Council, Business Facilities, Cyberstates, National Chamber Foundation, 27WallSt.com, Small Business and Entrepreneurship Council, Site Selection, United Health Foundation, Virginia Economic Development Partnership