



**GO**  
**STAFFORD**  
*Virginia*

**STAFFORD COUNTY**  
**ECONOMIC DEVELOPMENT**  
**PROFILE**

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# What's Next? Stafford.

Everyone has a story that starts and evolves differently. Whether it's business or personal, your story is shaped by the strategy you use to move forward in life or to grow your business. From corporate titans and startups to industry disruptors, the Stafford Advantage can help shape your story. Boasting top infrastructure and intellect, family-friendly amenities and nationally-ranked schools, Stafford's

balance of work and play benefits people—and productivity.

Stafford's ecosystem of assets is purposeful—and powerful. Home to one of the fastest growing and most educated and diverse populations in Virginia, Stafford County has the intellect, incentives, and ideas to propel businesses forward.

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# Top Reasons to be in Stafford County

Our approach to economic development is assertive, and moves are bold. Targeted growth creates a culture of innovation in Stafford County, Virginia.

## THE STAFFORD BUSINESS ADVANTAGE



### AAA Bond Rating

Stafford County enjoys three AAA bond ratings, the highest credit rating available. A rating enjoyed by select cities and counties nationwide, it showcases Stafford's healthy financial position.



### Low Business Costs

Stafford leads with the lowest business costs in northern Virginia. BPOL taxes, imposed in many localities, don't exist in Stafford. Low property tax rates, affordable land, and the best value for Northern Virginia Class A office space puts the savings in perspective.



### Livability

With rolling hills, championship golf courses, and four seasons of recreation, Stafford is an excellent place to call home. Boasting nationally ranked schools, low crime, and well-priced real estate, Stafford is one of the fastest growing counties in Virginia.



### Destination Stafford

Blending work, retail, living, and play in a convenient downtown setting. A multi-generational community development project, it's a space where entrepreneurship, lifestyle, and leisure evolve together.



### Fiber: The Stafford Superhighway

Multiple dark fiber connectivity and proximity to the Metropolitan Area Exchange (MAE) East, the East Coast peering point that hosts 70% of the world's daily internet traffic.



### Technology Forward

From the state-of-the-art distribution centers to Virginia's first Smart Community Testbed and RIoT Accelerator, a network of collaborators is close at hand.

## Location



- Prime I-95 access
- 60% of the US workforce within a day's drive



- 3 international airports within 60 minutes
- 1 regional airport – serves corporate, commercial, and recreational aircraft



- 1 Railway Express – serves passengers
- 1 Railway – serves freight moving



- 4 deep water shipping ports



# Incentives in Stafford, VA

When it comes to business attraction and retention, Stafford responds to the rhythms of the regional economy. From tax relief to workforce training, Stafford's toolkit keeps businesses competitive.



## Tax Advantages

Continually ranked as one of America's top states for doing business by CNBC, Virginia incentivizes investment in its communities. Building upon state incentives, Stafford's competitive tax advantages include:

- No BPOL tax/gross receipts
- Low merchant capital tax on logistics and distribution
- Low property tax
- Aggressive property tax depreciation (detailed schedule)



## Expedited Permitting

Timely approvals minimize costs and speed investment. Stafford front loads the permitting process, facilitating pre-development planning with the appropriate agencies. From planning to zoning, Stafford keeps projects on pace.



## SBA – HUBZones

Stafford County has two Federal HUBZones (Historically Underutilized Business Zone), which encompasses areas near Marine Base Quantico and large tracks of southern Stafford. Benefits include competitive and sole source contracting, and a 10% price evaluation preference in full and open contract competitions, as well as subcontracting opportunities.



## Technology Zone Incentives for New Development or Business Expansion

The Stafford County Board of Supervisors established a Technology Zone, incorporating a large portion of Stafford's primary business areas within the zone boundaries. Under the Technology Zone program, companies that meet qualifying capital investment and job creation requirements may be eligible for expedited review processes, permit fee waivers, and tax relief.



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# Smart Stafford

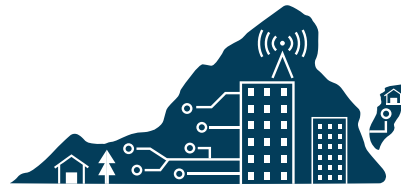
**No Ceilings, New Heights**  
**#SmartStafford**

A community where innovation is boundless, and outliers are embraced. Smart technology is reimagining the ways we work, live, and access resources.

As the home of the Smart Community Testbed in the Commonwealth, Stafford expands entrepreneurial spirit, improves access to education and essential services, creates meaningful jobs, and improves people's lives in powerful ways.

## The Broadband

The expansion of broadband and direct fiber across the county is essential to an interconnected smart community. Stafford County and the Stafford EDA provided funds for the initial expansion of wireless broadband in areas not serviced before. Committed to building upon that success, the County and EDA foster the development of broadband countywide.



**VIRGINIA SMART  
COMMUNITY TESTBED  
STAFFORD, VA**

## The Technology Training

Stafford County offers technology training and the esteemed industry certification, the Certified Information System Security Professional (CISSP). The CISSP certification and other trainings are offered at University of Mary Washington, Germanna Community College, and Cyber Bytes.

The Virginia Smart Community Testbed in Stafford is a public-private launchpad for deploying tech pilot projects and fostering entrepreneurship. This convenience store-turned-Tomorrowland is a place where ideas reign and investment flourishes.

The first in the nation built around an IoT platform, the Testbed integrates 5G and emerging technologies deployed in Smart Cities.

## The Accelerator

The Virginia RIoT Accelerator Program—or VA-RAP—has taken up residence in the Smart Community Testbed. RIoT is a renowned, non-profit that helps communities build vibrant entrepreneurial ecosystems. From research commercialization to startup growth to corporate innovation projects, VA-RAP will increase the impact of traditional business development resources.



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# Destination Stafford

Destination Stafford is a “place” that holds our “community identity” for all of Stafford County, and is a multi-generational community development project. This versatile and adaptable destination encourages entrepreneurial growth, shpwcases our vibrant cultural and commercial district, and diverse restaurants, retail, and myriad housing options to call home.

The vision for Destination Stafford encompasses five goals that foster and create sustainable, healthy growth in Stafford County.

## 1. GROW THE ENTREPRENEURIAL ECOSYSTEM

Serves as a center and catalyst for business growth and inclusion.

Develops and enhances workforce opportunities.

A place that can help foster a vibrant business community, and creates diverse entrepreneurs.

Cultivates smart technology innovation and development.



2. SMART  
STAFFORD



3. TOURISM  
DESTINATION



5. CELEBRATES  
& PRESERVES  
HERITAGE &  
CULTURE



4. QUALITY OF  
LIFE

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# Talent

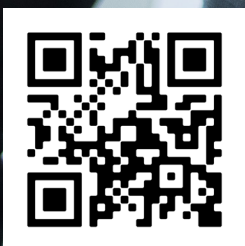
Powered by  
people.

As one of the fastest growing and diversifying communities in Virginia, Stafford has a range of talented citizens. Our greater region is growing and diversifying as well and we will work with your company to connect you to resources to secure Talent for your business.

Together, community and place influence how people work and play. In Stafford, a tight-knit network of community leaders connects talented professionals and their loved ones with employment, childcare, and the tools to thrive. Creating a community with a dynamic sense of place attracts Talent and exciting new industries. Affordable real estate, great schools, tourism, and recreation strengthen jobs and families, and engage citizens and visitors.

The impact that Talent has on business performance can't be overstated, as it's essential to site selection and sustains the economic base. Thus, Stafford's Talent attraction initiatives are purposeful and integrated into existing workforce offerings. Stafford works with business and community leaders to identify workforce and training programs that encourage the development of local Talent. Whether companies prefer one-on-one consulting or educational partnerships, Stafford connects enterprises with high-performing people.

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# Workforce & Training

## PERFORMERS ON POINT

Capability kickstarts profitability in a fast-moving business landscape. Stafford's access to one of the most educated Talent pools in the country brings a performance advantage to every enterprise. With a regional workforce of over 294,000 and growing, Stafford sources Talent locally and in surrounding counties. Increasingly, workers seeking abundant opportunities and shorter commutes settle in Stafford.

From leadership development to skills enhancement, Stafford County businesses tap into a network of private, public, and non-profit service providers to refine workforce needs.

With a trajectory that begins in K-12 education and continues well beyond, Stafford County helps people identify the career or college pathways suited to their skills. Within the Commonwealth—home to CNBC's highest-ranked workforce in the state—leadership potential is in steady supply. From trades training to advanced certifications, workforce partners tailor programs to demand.



“Proximity to Harvard Business Review's “Talent Hotspots” – D.C. and Richmond”

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# Entrepreneurship Development

## Balancing Risk & Reward

Success is hard-fought in a business landscape. Entrepreneurs constantly weigh risk against reward in pursuit of profitability. The process demands heart, head, and entrepreneurial supports along the way.

As an entrepreneurial hub, Stafford helps businesses mitigate risk and access the resources for success. From financing to mentoring, Stafford helps enterprises thrive and grow. It's about helping foster and create that community or "ecosystem" to support entrepreneurs—and we strive to do that.



### Business Connection and Networking

Connects entrepreneurs with each other—and the state, local, and federal resources nurturing growth.



### Technology Security and Innovation

From smart infrastructure to cybersecurity, Stafford is the home to game-changing technologies. Tap into the network—in more ways than one.



### Diversity and Inclusion

A diverse and vibrant applicant and contractor pool enriches any business. Access resources for women, veterans, and minority-owned businesses.



### Community Entrepreneurial Programs

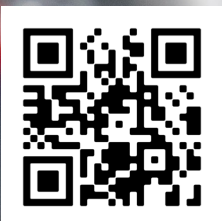
Support doesn't stop at the county line or just with our programs. This series explores the entrepreneurial ecosystem transforming the community, region, and state.



The Virginia RIoT Accelerator Program—or VA-RAP—operates from the Smart Community Testbed. RIoT is a renowned, non-profit that helps communities build vibrant entrepreneurial ecosystems. VA-RAP will increase the impact of traditional business development resources.



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# Financial Programs

Targeted loan programs help Stafford's business community prosper.



## Business Growth Fund

The Business Growth Fund provides market-rate gap financing to businesses for commercial real estate development; furniture, fixtures, and equipment; inventory; and working capital. Eligible businesses include commercial real estate development companies, non-profit organizations, non-profit CDCs engaged in real estate development projects, commercial and industrial businesses, wholesale, retail, service enterprises, advanced technology companies, and manufacturing firms. Businesses must be registered and current with Stafford County.



## Micro Loan Fund

The Micro Loan Program provides low-cost, short-term financing aimed at growth opportunities and immediate needs of new and existing businesses. Eligible businesses include, though are not limited to, retail businesses, service enterprises, small batch manufacturing firms, makers, and advanced technology businesses. Businesses must be registered and current with Stafford County.



## STIL Loan Fund

The Smart Technology Innovation Loan (STIL) is designed to stimulate the growth of new and innovative technology-based businesses in Stafford County. The STIL provides early stage capital to technology companies and businesses as a forgivable loan. The Program is part of the strategy to create new jobs, encourage new business start-ups and expansion, and grow tax base by assisting entrepreneurs and stimulating business growth in the County.



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# Key Industries

A collaboration culture that fuels growth.



## Data Centers

Stafford is the next location for data centers. We are developing speed-to-market sites and other incentives to make that happen. Optimal access to the MAE East peering point for ISP traffic and top Talent

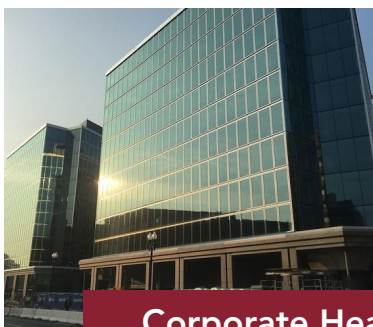
- Aggressive “next place” for data centers
- Competitive regional tax rates
- Fast-track permitting
- Low-cost land, construction, and energy



## Warehousing & Distribution

Collaborative use of global transportation assets benefits “last-mile” distribution

- Centreport is the first-class cluster designed for warehouse and distribution
- Stafford County boasts below-average costs on leases and land
- Direct access to I-95
- 60 minutes to D.C. and Richmond (north to south)



## Corporate Headquarters

Corporations, think-tanks, and headquarters partnering with government agencies enjoy a skilled workforce and easy access to the Nation’s Capital.

- Lowest lease rates in Northern Virginia
- D.C. to Richmond High-Occupancy Toll (HOT) Lanes simplify commutes
- Fast fiber



## Cybersecurity & Technology

From law enforcement to defense, new technologies advance and protect the mission.

- Home to over 50 government cyber contracting firms
- Fast fiber
- Germanna Community College, University of Mary Washington, and GoVA offer certifications and skills training.
- Home to the Virginia Smart Community Testbed

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# Corporate Headquarters



## HEADQUARTER HIGHLIGHTS

- Lowest lease rates in Northern Virginia
- Proximity to Harvard Business Review's "Talent Hotspots" – D.C. and Richmond
- Fast fiber
- D.C. to Richmond High-Occupancy Toll (HOT) Lanes reduce commuting times
- Highly educated workforce
- Executive homes at a substantial savings
- Tourism appeal and a desirable quality of life

## Stafford's Home Base Advantage

With over 30 Fortune 1000 companies headquartered in Virginia, the Commonwealth advances corporate operations on an impressive scale. Stafford's position on the Eastern Seaboard, affordability, and Talent make it the locale for companies seeking quality at a tempting price point.

The costs of labor, congestion, real estate, and taxes determine a company's trajectory. While Northern Virginia's Talent pool is substantial, so too are real estate costs and commuting times. The migration to lower-cost communities with attractive lifestyle amenities make Stafford a contender in the marketplace.



## Corporate Hangers at the Stafford Regional Airport

The convenience of the Stafford Regional Airport (RMN) offers coast-to-coast corporate access without runway traffic—or refueling. The 6,000 ft runway allows operational capabilities and eliminates the need for travel to D.C.-based airports. Located outside the Special Flight Rules Area surrounding D.C., it's simple to take a meeting in Stafford, and fly back in time for dinner.



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# Data Centers

## Stafford: The Big Data Destination

Virginia's tax advantages and bold technology investments make it the digital domain of choice for data processing and hosting services. Home to 20% of all hyperscale data centers worldwide, Virginia hosts the leaders—and the disruptors—dominating the industry.

In Stafford, a vibrant data district is taking shape. Building upon the Commonwealth's existing assets, Stafford boosts the connectivity—and the savings. Just one hour from the worldwide internet hub in Ashburn and two hours from the transatlantic cable port in Virginia Beach, the productivity is high, and the cloud clusters are expanding.

The movement and storage of mass data requires low electricity costs, seamless connectivity, and room for expansion. Ample land, tech infrastructure, and tax advantages make Stafford a destination for big data.

Stafford wants to be the next place for data centers in the NOVA-Fredericksburg Corridor. Ask us how we can encourage your investment.



## Data Center Advantages

- Low electricity costs – approximately 5.9 cents/kwh, with incentive riders available for major data center users
- Lower construction costs
- Low incidence of natural disasters
- Redundant power feeds and fiber connectivity throughout region
- Favorable legislative environment
- Competitive tax rates
- Low business property taxes on computer-related equipment
- Certain data center facilities exempt from sales and use tax

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# Cybersecurity & Technology

## Breakthroughs begin in Stafford

Virginia is a pacesetter in cybersecurity, courtesy of its proximity to federal government and its knack for Talent development. Stafford capitalizes upon these strengths and takes discoveries to the next level. Affordable housing costs, low taxes, and a demonstrated commitment to technology attract and retain technical Talent.

Government agencies energize the high-tech and defense ecosystems in Stafford County. Cybersecurity clusters (and sub-clusters) prosper with the support of anchor organizations like the Marine Corps Base Quantico, the FBI, and a culture that supports discovery.

Stafford's devotion to skills training ensures that professionals meet national demand. Wages in this cluster are 66% higher than the regional average, and the projected growth rate is 4.2% annually over the next ten years.

### Advanced Technology Manufacturing:

- We are eager to encourage new tech-manufacturing in Stafford
- Engineering and testing laboratories are the largest subsector, and an identified area of growth within the county

### Healthcare & Healthcare Technology:

- County's second largest cluster
- The Stafford region is poised to be a hub for destination medical services and medical and diagnostic laboratories
- The Virginia Smart Community Testbed in Stafford fosters rapid innovation

### Smart Tech:

- "Industry 4.0" is transforming every world industry, from cyber to manufacturing
- New innovations and opportunities are available for pilot projects in Stafford's Virginia Smart Community Testbed
- Fast fiber and low-cost energy keep projects on target

### Unmanned Aerial Systems:

- UAS took off in Stafford more than 100 years ago when Samuel Langley launched the Aerodrome No. 5 off of Stafford's Potomac River Shores
- Stafford is primed for success as we are home to Marine Corp Base Quantico and close proximity to Washington, DC
- Virginia is leading the way in UAS technology. The Stafford Regional Airport, sites, and our strategic location foster a growing UAS technology manufacturing ecosystem



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# Warehouse & Distribution

## Where "last mile" is the first priority

Taking stock of its locale midway up the Eastern Seaboard, Stafford curated a warehousing and distribution cluster with unbeatable advantages.



**60%** Within a day's drive of more than 60% of the U.S. population and major domestic market.

### 3M+ Available Buildings & Sites

Since 2018, Stafford has permitted or built over 3.0M SF of distribution centers; we have sites ready for your needs.



### Accessibility

At the intersection of I-95 and major federal highways (U.S. 1 and 17).

**3** Stafford is three hours from deep-water ports in Baltimore and Norfolk.



The Centreport area is a world-class enterprise and logistics park, one of 15 largest sites in Virginia. This shovel-ready development will combine next-gen technology with real cost savings



Stafford offers tax incentive advantages including no Merchant Capital (inventory) Tax on Distribution Centers over 200,000 SF and no Business/Professional/Occupational License (BPOL) Tax (aka no Gross Revenues Tax



Tax credit and grant incentive programs available for companies trading globally



Premier supply chain location

Companies, including Hilldrup, Amazon, DHL, McLane MidAtlantic, and FedEx Ground among them, increasingly choose Stafford for its seamless access to national and global transportation assets. Affordable land and leases make operation costs manageable. Synchronicity between logistics managers, packers, customer service, and drivers keep "last mile" deliveries on time.



Hilldrup™

Moving, Storage, Relocation & Logistics



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# Living in Stafford

In Stafford, people take pride in telling the story—and shaping the next phase of the narrative. Invigorated by the past and excited about what’s to come, they’re rooted in an appreciation of history, culture, and innovation. Staffordians are enthusiastic about the place they call home. From Destination Stafford’s energetic vibe to the leisurely pace by the riverside, there’s a space for every age and stage. Shape the next chapter of the story in Stafford.



## Education

- Stafford County Public Schools serve nearly 28,000 students in 31 nationally-ranked schools.
- Stafford has the largest school division in Virginia, with all schools fully accredited.
- Competitive higher education offerings are available at the University of Mary Washington, Germanna Community College, Virginia Tech, and the Georgia Tech Research Institute (GTRI).
- Virginia is home to some of the nation’s top research and academic institutions, including: University of Virginia, Virginia Tech, George Mason, VCU, and more.
- Several private K-12, undergraduate, and specialized training institutions serve Stafford.



## Neighborhoods and Housing

- Land, leases, and housing costs offer significant savings over comparable communities in the Northern Virginia/D.C. region.
- Property taxes are lower than in Northern Virginia/D.C., and parks, recreational facilities, open spaces, and tourism assets are impressive.
- Housing options are available at every price point, from gated communities to starter homes, townhouses, cluster homes, and apartments.



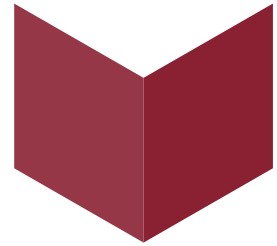
## Healthcare

- Stafford Hospital, part of Mary Washington Healthcare, offers modern facilities, quality care, and a variety of routine and specialty services.
- Kaiser Permanente, an engaged community partner acclaimed for its care and service.
- Numerous healthcare clinics and urgent care facilities serve residents throughout the county



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# Tourism & Recreation



Stafford has been on the front lines of history. George Washington grew up in Stafford on the banks of the Rappahannock. Stone for many of the buildings in Washington, DC were quarried in Stafford. Civil War soldiers walked the county on their way to war. But we're not all about history.



Our growing collection of breweries, wineries and restaurants provide a great entertainment experience. Stafford's outdoor resources include lots of opportunities to get out on the trails and on the water. Our arts and cultural community is painted with renowned artists and the performing arts center is full of entertainment. There's always something to do in Stafford.

Foodies come for the creative fare but leave Stafford eateries with so much more. Recipes are heavy on love and low on pretention, with local ingredients and hospitality as the stars of the show.



Escape to Stafford and embrace the unexpected. Explorations start here. You can learn about all the things to do, places to visit and stay in Stafford by visiting [TourStaffordVA.com](http://TourStaffordVA.com).

## #TourStaffordVA

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# Meet in Stafford County, Virginia

If you're looking to make business a pleasure, a space that's full of possibilities, or a destination that exceeds way beyond meeting expectations, look no further than Stafford, Virginia.



Whether you're looking to host an unforgettable event, business retreat, conference, or meeting, you'll find an incredible range of unique and traditional meeting venues where your team can get down to business—and maybe have some fun while you're at it.

Conveniently located between Washington, D.C., and Richmond, Stafford is a refreshing change of pace from the everyday grind.

Looking to take your work beyond four walls? Stafford's wide-open outdoor spaces offer a refreshing alternative. Drive your business on one of our beautiful golf courses. Jump back in time and discover Stafford's rich arts, culture, and history. If you prefer a more relaxed setting, take a breather in a world-class winery, and get a little taste of Tuscany or grab a beer at our local breweries away from the 9 to 5 hustle.

Our dedicated team is here to help with every detail you need to make your next meeting unforgettable, and our services are completely free of charge. The Stafford County team provides a competitive incentive package for meeting operators to take advantage of, and also offers complementary services like RFP distribution, coordination of site inspections, visitor guides, and VIP experiences.

Whatever you want your next meeting to be, you'll find it in Stafford.

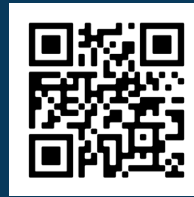
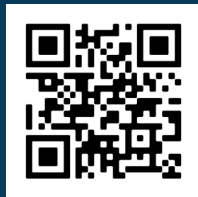


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