

**Economic Trends in  
Metropolitan Washington  
1993 - 1997**

**July 8, 1998**

**Metropolitan Washington Council of Governments  
Department of Human Services, Planning and Public Safety**



This report was made possible through funds  
from COG member jurisdictions



## Economic Trends in Metropolitan Washington, 1993 - 1997

### SUMMARY

**Population** - The region grew by more than 199,300 people between 1993 and 1997. The inner suburbs grew the most in terms of the absolute number of people, while the outer suburbs had the greatest percentage increase in population. The District of Columbia lost 64,600 people between 1993 and 1997. According to COG's Cooperative Forecasts, the number of people in the region will grow by more than 43 percent by the year 2020.

**Employment** - After increasing from 2.14 million jobs in 1992 to 2.17 million in 1993, the number of jobs in the area rose to 2.29 million in 1997. Losses of federal and state government jobs slowed overall employment growth, while the services industries remained the core of the region's job market.

**Federal Spending** - The federal government spent \$62.3 billion in the region in 1997, up from \$59.4 billion in 1996. For the first time, local federal procurement exceeded salaries and wages. The District of Columbia was home to \$23.1 billion of spending, Northern Virginia received \$22.8 billion, and suburban Maryland received \$16.5 billion.

**Construction** - Construction in the Washington increased significantly in the region during 1997. Developers broke ground on nearly 21.3 million square feet of commercial projects -- an increase of just more than 1.5 million from the 1996 total and the greatest amount of new space started in any year since 1989. Led by Fairfax County, local governments issued building permits for more than 26,200 new housing units, down somewhat from the 1996 figure.

**New Home Sales, Mortgage Rates, and Housing Inflation** - The number of new homes sold was nearly 19,400, or more than 500 higher than in 1996. After rising slightly during 1996, mortgage rates dropped in 1997, averaging approximately 7.5 percent for the year. Housing inflation, as measured by the housing component of the Consumer Price Index for All Urban Consumers (CPI-U), decreased to 0.7 percent.

**Inflation** - Overall inflation in the Washington region also fell to 1.8 percent in 1997, largely due to lower costs of housing and transportation. The region's inflation rate in 1997 was half a point below the national rate of 2.3 percent.

**Income** - Total personal income in the Washington region grew by an average of 5.2 percent per year between 1992 and 1996, leading to a 1996 total of \$139.4 billion. On a per capita basis, 1996 income varied greatly by jurisdiction, with a regional average of \$33,177.

**Retail Sales** - Retail sales in the region increased in both nominal and real terms between 1992 and 1996. After slipping from \$43.7 billion in 1994 to \$43.2 billion in 1995, retail sales rose to \$44.0 billion in 1996 (all figures in 1996 dollars).

**Airline Passengers** - More than 43 million passengers flew into or out of the Washington region's three major airports in 1997, an 18.1 percent increase from 1993.

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**DATE:** July 8, 1998

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Human Services, Planning and Public Safety  
Metropolitan Washington Council of Governments

**AGENCY:** The Metropolitan Washington Council of Governments (COG) is the regional organization of the Washington area's major local governments and their elected officials. COG works toward solutions on such regional issues as growth, transportation, affordable housing, air pollution, water supply, water quality, and economic development. COG serves as the regional planning organization for metropolitan Washington.

**REPORT ABSTRACT:** This report provides information on the Washington, DC region's population, employment, federal spending, construction, retail sales, inflation, mortgage rates, and number of passengers served by the area's major airports.

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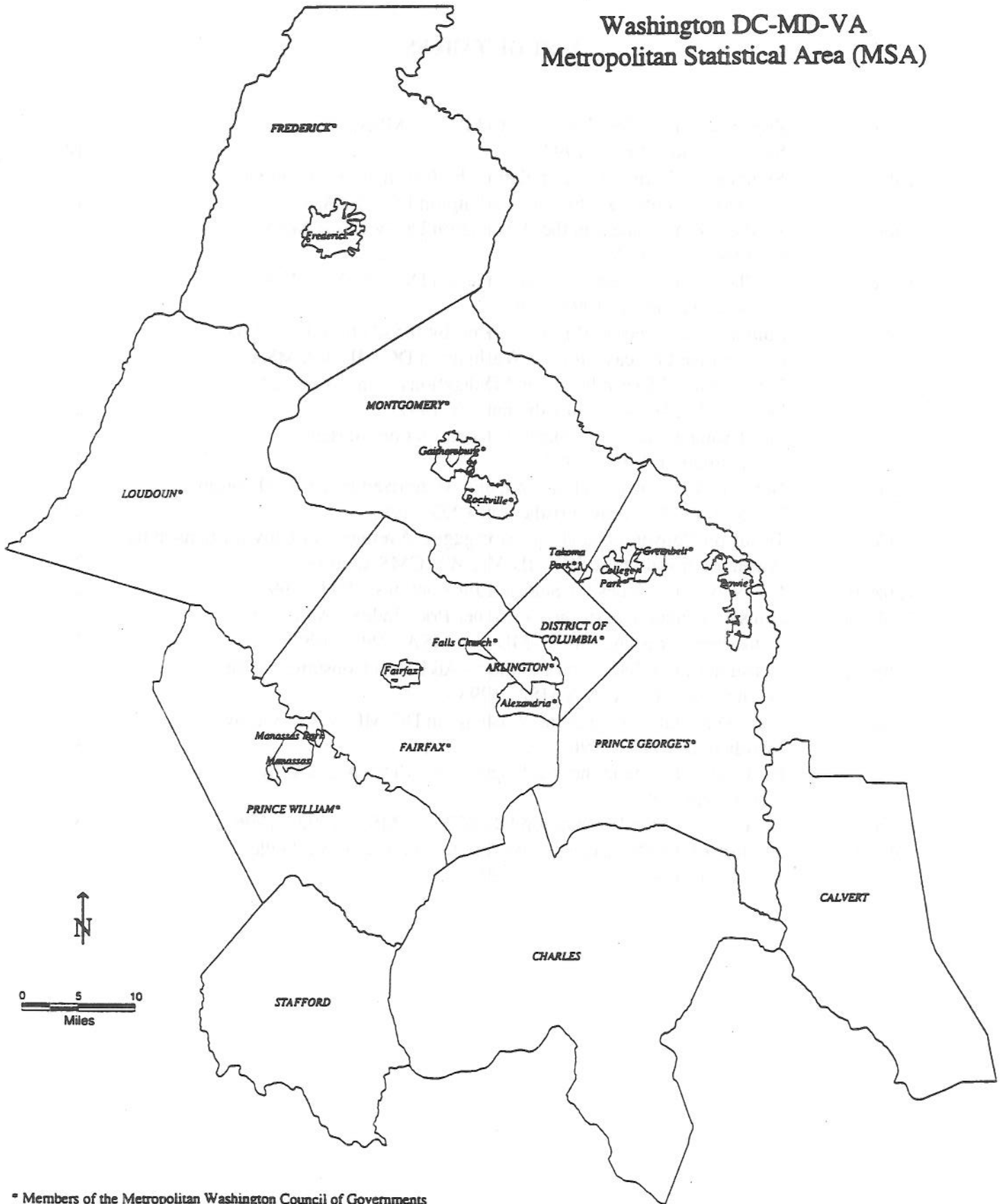
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Washington DC-MD-VA  
Metropolitan Statistical Area (MSA)



\* Members of the Metropolitan Washington Council of Governments  
MSA as defined by the U.S. Office of Management and Budget, 1983.



## Overview of Economic Trends in Metropolitan Washington, 1993 - 1997

### INTRODUCTION

**Economic Trends in Metropolitan Washington** is an annual publication of the Metropolitan Washington Council of Governments. This year's report focuses on economic trends between the years 1993 and 1997, and is divided into sections covering population, employment, federal expenditures and obligations, construction, retail sales, mortgage rates and new home sales, personal income, inflation, and transportation.

Throughout the report, information is presented at different levels of geographic specificity. These levels and their components are outlined below.

#### **The Membership of the Metropolitan Washington Council of Governments** (Jurisdictions with an asterisk in the map)

Members of the Metropolitan Washington Council of Governments are the District of Columbia; Frederick County, Montgomery County, Prince George's County, and the Cities of Bowie, College Park, Frederick, Gaithersburg, Greenbelt, Rockville, and Takoma Park in Maryland; and Arlington County, Fairfax County, Loudoun County, Prince William County, and the Cities of Alexandria, Fairfax, and Falls Church in Virginia.

**The Washington DC-MD-VA Metropolitan Statistical Area (MSA)** (see map), as defined by the Office of Management and Budget in 1983, extends beyond the membership of the Council of Governments. It includes the District of Columbia; Calvert County, Charles County, Frederick County, Montgomery County, and Prince George's County in Maryland; and Arlington County, Fairfax County, Loudoun County, Prince William

County, Stafford County, and the cities of Alexandria, Fairfax, Falls Church, Manassas, and Manassas Park in Virginia. Note that different data items are available for different levels of geographic specificity. See Appendix A for more details.

#### **Central Jurisdictions**

The central jurisdictions are defined as the District of Columbia, Arlington County, and the City of Alexandria.

#### **Inner Suburbs**

The inner suburbs are Montgomery County, Prince George's County, Fairfax County, and the Cities of Fairfax and Falls Church.

#### **Outer Suburbs**

The outer suburbs are defined as Calvert County, Charles County, Frederick County, Loudoun County, Prince William County, Stafford County, and the Cities of Manassas and Manassas Park.

#### **Washington Primary Metropolitan Statistical Area (PMSA)**

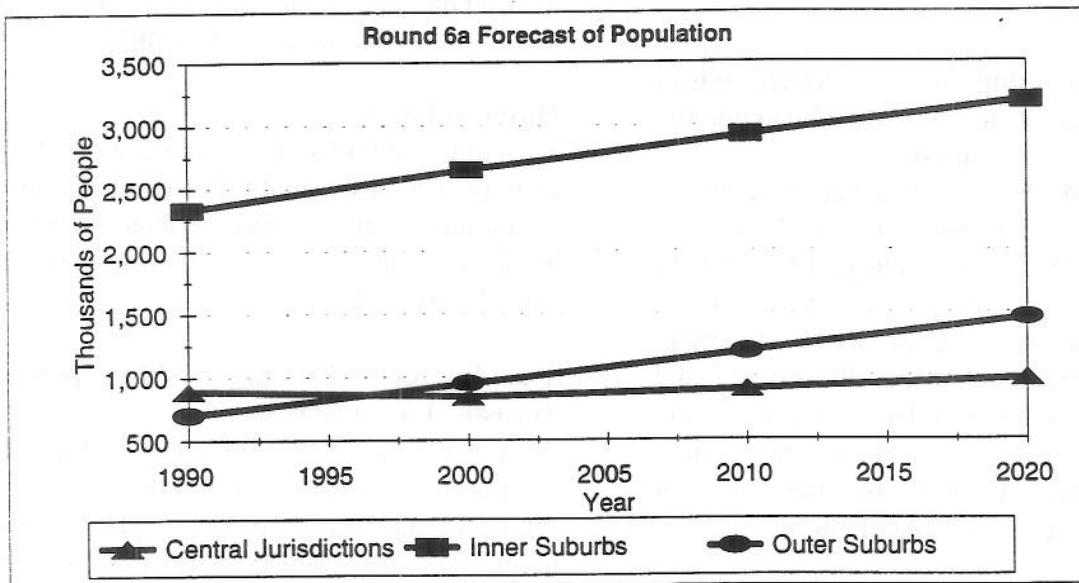
As a result of the 1990 Census, OMB has modified the definition of metropolitan areas for federal statistical purposes. Under the new definition, the Washington PMSA, the Baltimore PMSA, and the Hagerstown PMSA have been combined into a new Consolidated Metropolitan Statistical Area (CMSA). The individual PMSAs are now expanded and separately recognized as PMSAs. Unless otherwise noted, this report continues to use the 1983 OMB definition of the MSA.

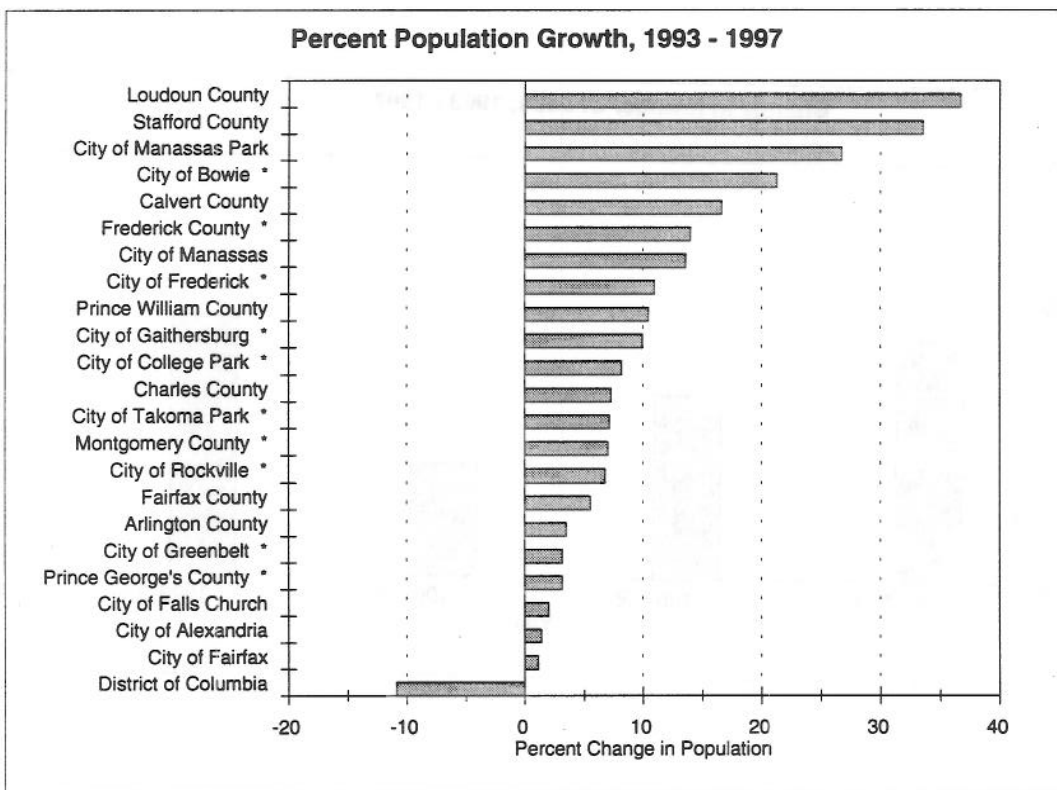
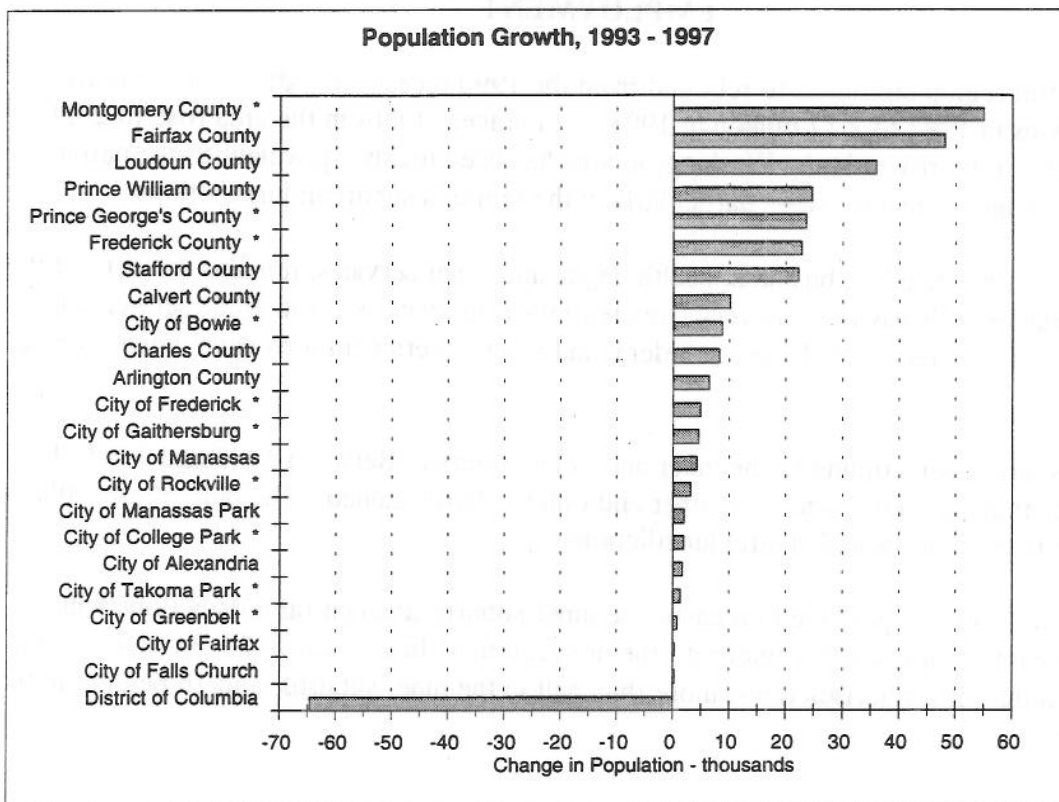
POPULATION

The region grew by more than 199,300 people between 1993 and 1997. The majority of this growth occurred in the region's outer suburbs, which increased by 16.8 percent or 129,300 people. The inner suburbs, with the addition of 126,700 people, grew by 5.2 percent. The region's central jurisdictions had a net loss of 56,700 people, or 6.4 percent, with population decline in the District offsetting increases in Arlington and Alexandria.

Despite the dramatic growth rate in the outer suburbs, the population remains anchored in the inner suburbs, where 60 percent of the region's population lives.

According to COG's Cooperative Forecasts, the inner suburbs will remain the most populous "ring" of the region well into the next century. COG forecasts that in the year 2020, the region will hold more than 5.6 million people (43.2 percent more than the 1990 population). A full 57 percent of the 2020 population is expected to live in the inner suburbs.





\* Data for Maryland cities are also included in appropriate county totals.

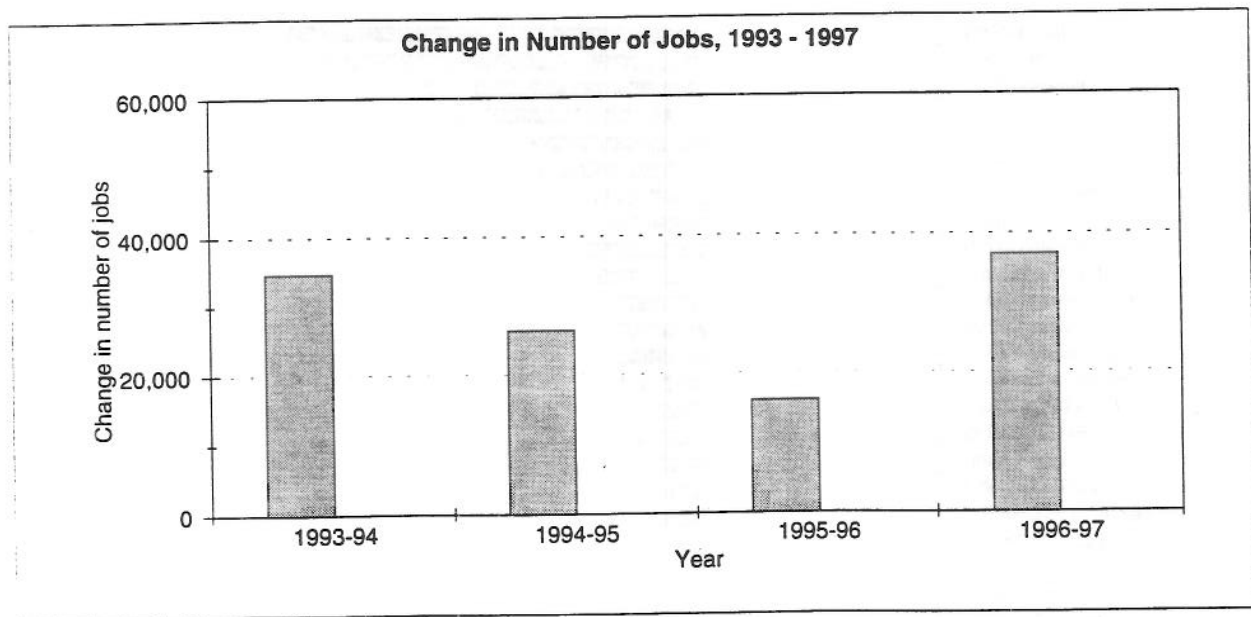
EMPLOYMENT

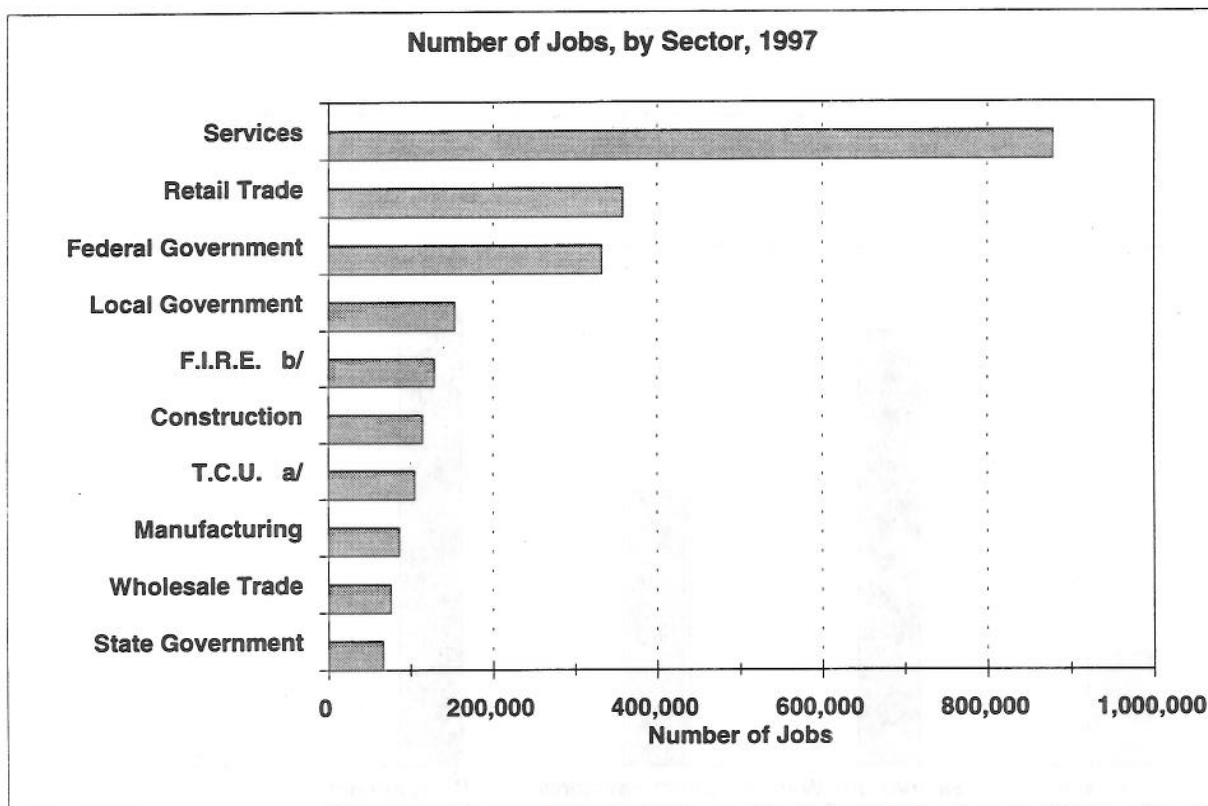
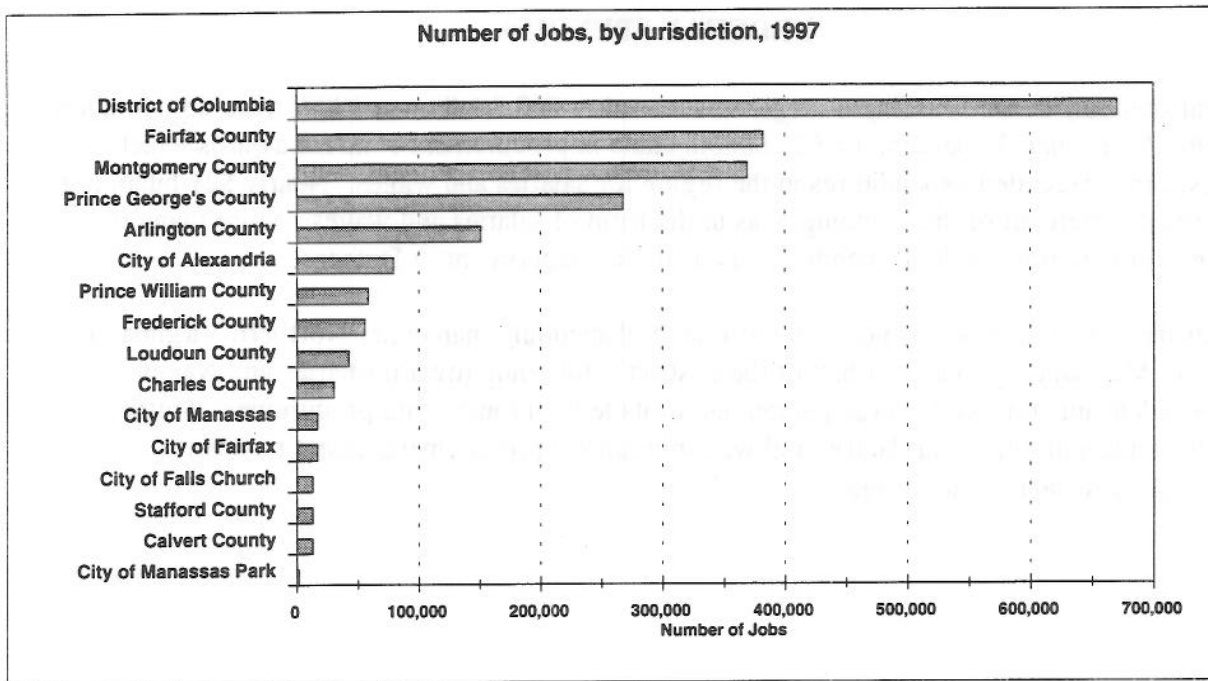
The Washington region continues to rebound from the 1990 recession. After increasing from 2.14 million jobs in 1992 to 2.17 million in 1993, the number of jobs in the area rose to 2.29 million in 1997. Job growth in the Washington area has been nearly equivalent to the nation, while unemployment remains low— particularly in the region’s suburban jurisdictions.

The services sector, including business, health, legal, and other services, remains the core of the region's job market. Nearly two of every five area jobs is in services. And while service jobs have led the region in recovery, losses of federal and state government jobs have limited overall job growth.

The new jobs have been coming to the inner and outer suburbs. Between 1993 and 1997, the central jurisdictions lost jobs, while the inner and outer suburbs gained. The bulk of area jobs remain in the inner suburbs and central jurisdictions.

According to COG's Cooperative Forecasts, the inner suburbs and central jurisdictions will remain the region's employment center into the next century. In the year 2020, 34 percent of all jobs will be in the central jurisdictions, more than half in the inner suburbs, and 16 percent in the outer suburbs.

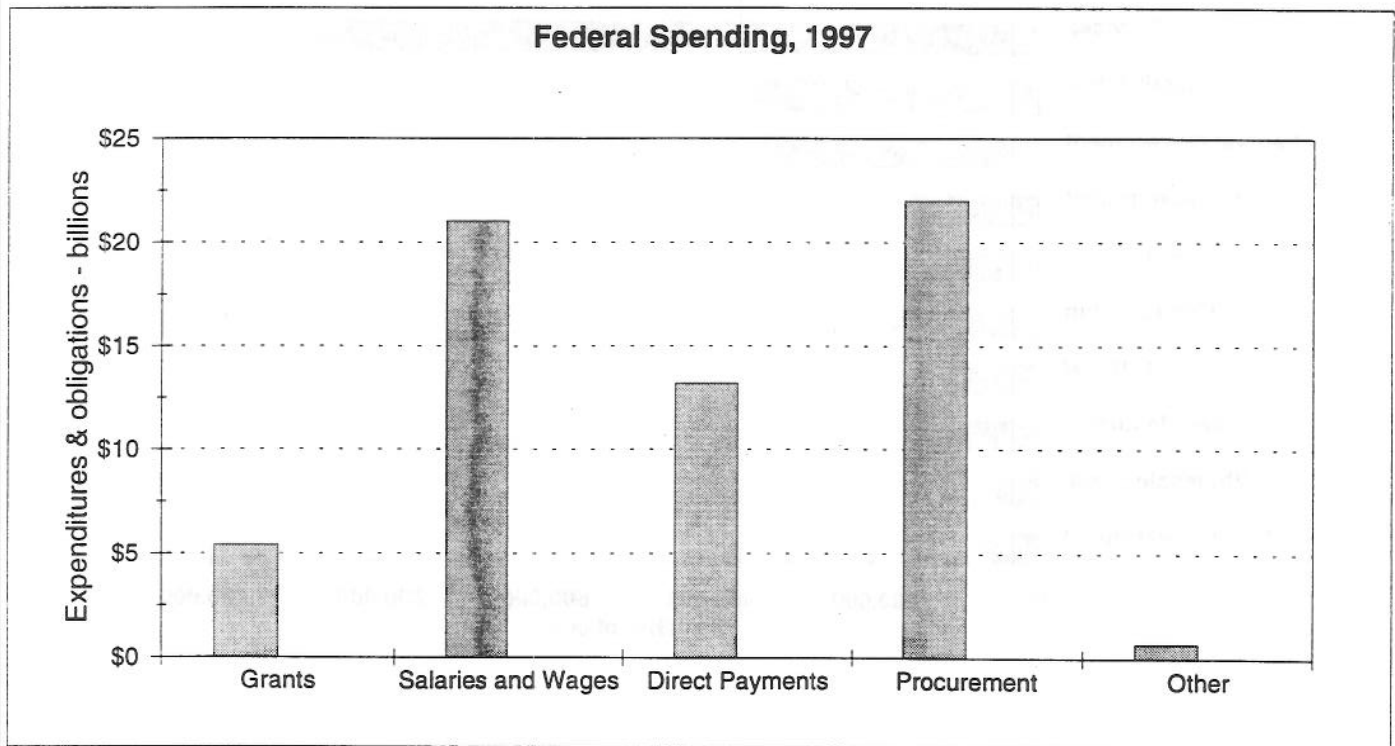




### FEDERAL SPENDING

Federal spending in the Washington region increased to \$62.3 billion in 1997, from \$59.4 billion in 1996. More than 35 percent, or \$22 billion, came in procurement contract awards which, for the first time, exceeded expenditures in the region for salaries and wages. Nearly \$21 billion, or more than 33 percent of the spending, was in the form of salaries and wages. More than 29 percent of the region's federal spending was from the Department of Defense.

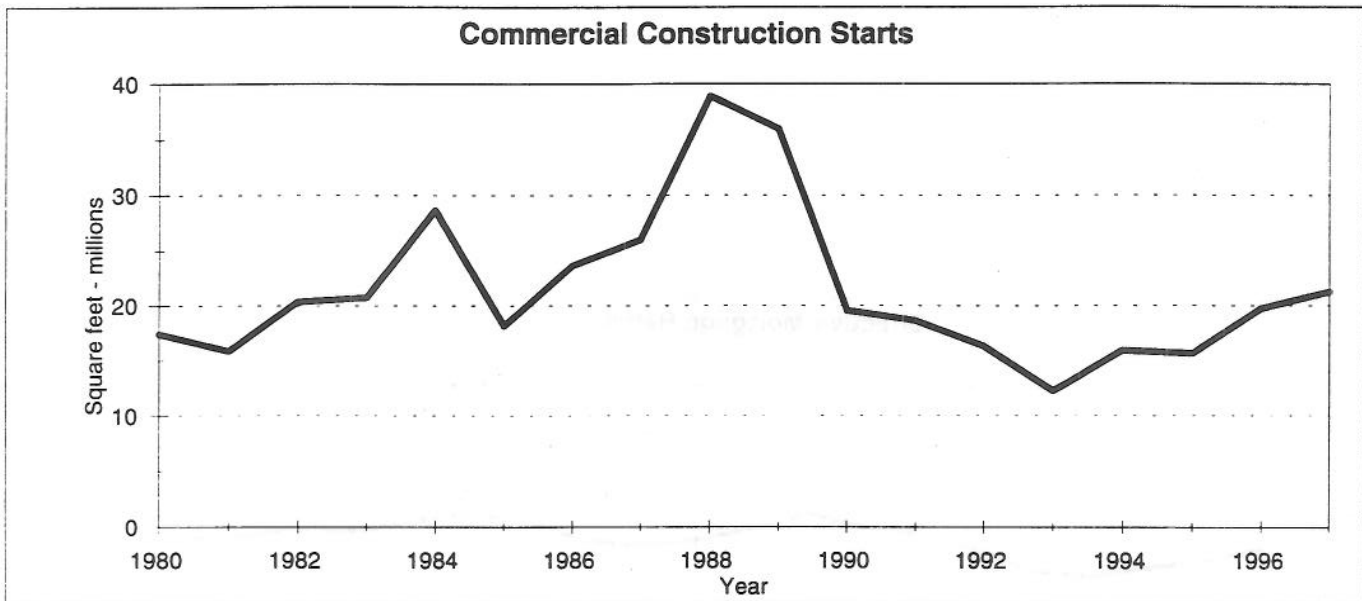
The District of Columbia was home to more federal spending than either Northern Virginia or suburban Maryland, with almost half of the District total going toward salaries and wages. Northern Virginia received a large percentage of its federal funds from procurement contract awards, while suburban Maryland's total was split among procurement, direct payments to individuals, and salaries and wages.



## CONSTRUCTION

Construction in the metropolitan Washington region increased significantly during 1997, with developers breaking ground on nearly 21.3 million square feet of commercial space. This was the greatest amount of new commercial development started in the region in any year since 1989. Fairfax County saw the most new commercial construction with more than 5.4 million square feet, followed by Montgomery County with 4.8 million square feet.

The number of new privately owned housing units authorized in the region decreased slightly from 26,631 in 1996 to 26,231 in 1997. Of the permits that were issued in 1997, more than half were in the inner suburbs.



### NEW HOME SALES, MORTGAGE RATES, AND HOUSING INFLATION

#### *Mortgage Rates*

After rising slightly in 1996, mortgage rates fell slightly in 1997, from 7.8 percent to 7.5 percent.

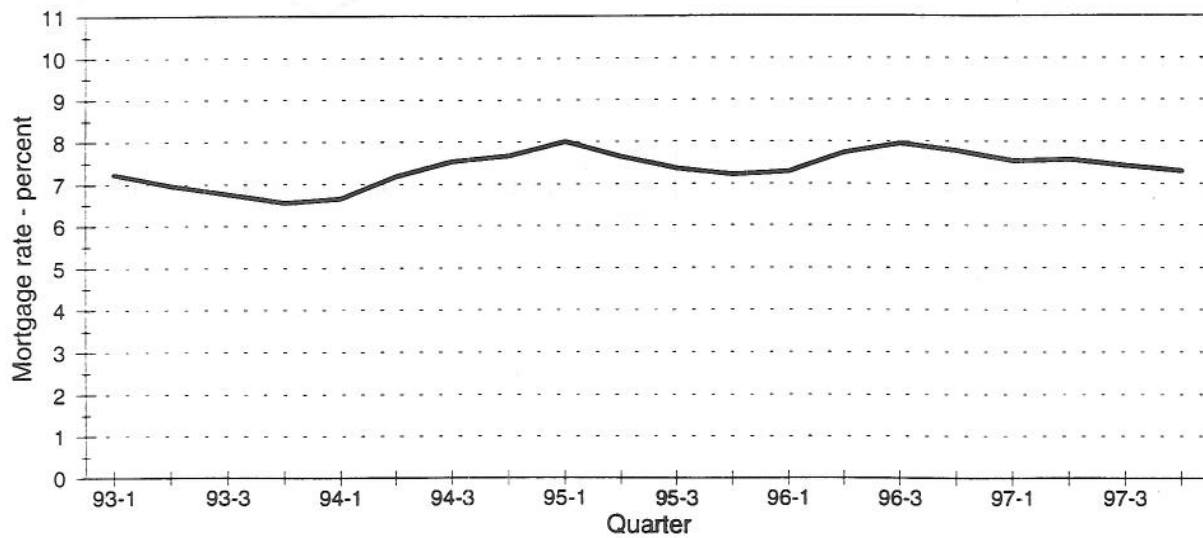
#### *New Homes Sold*

The number of new homes sold in the region remained fairly constant, increasing from 18,848 in 1996 to 19,386 in 1997. Nearly all jurisdictions saw increases in the number of new homes sold.

#### *Housing-related Inflation*

Housing-related inflation in the region decreased to 0.7 percent in 1997 from 1.9 percent in 1996. Nationally, housing inflation was 2.6 percent in 1997. This measure accounts for price changes in rents and mortgage payments, owner costs, fuels, furnishings, and household supplies.

Effective Mortgage Rates

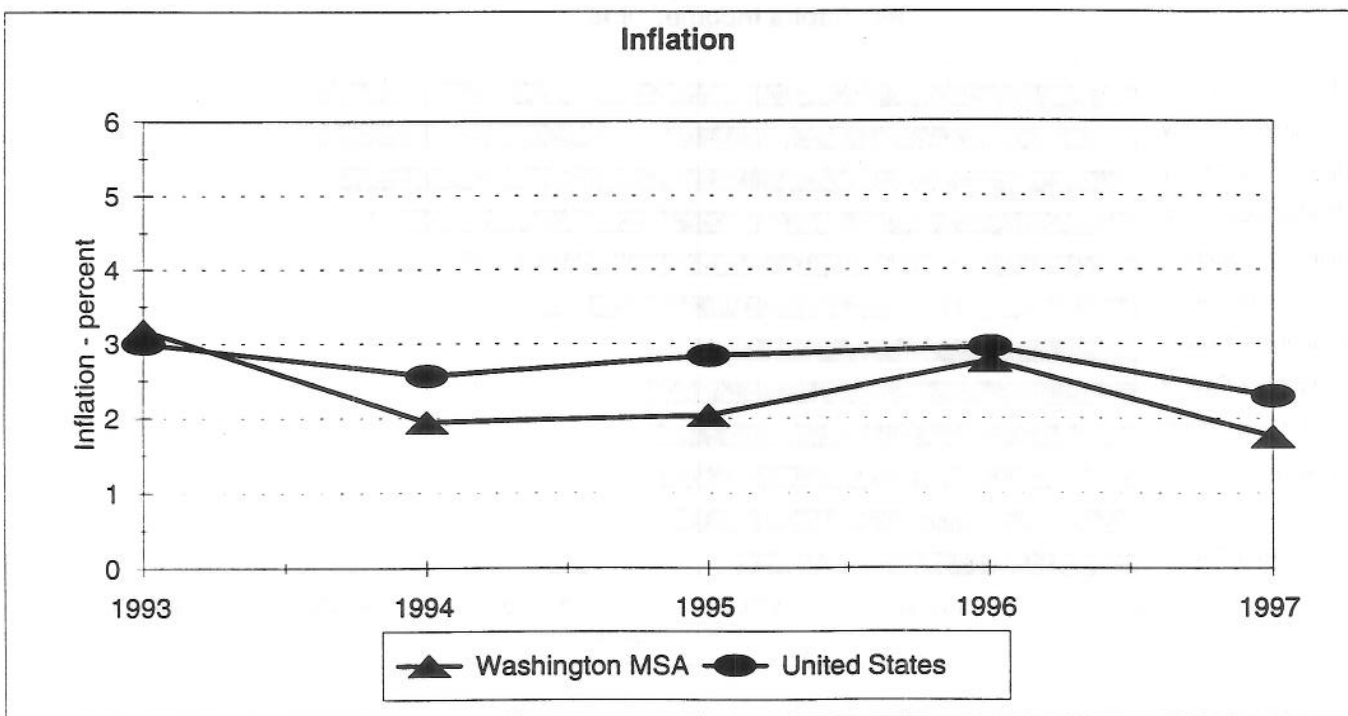




INFLATION

The national Consumer Price Index for All Urban Consumers (CPI-U) increased by only 2.3 percent between 1996 and 1997. Regionally, there was only a 1.8 percent increase. Behind the regional inflation rate were the following topical changes:

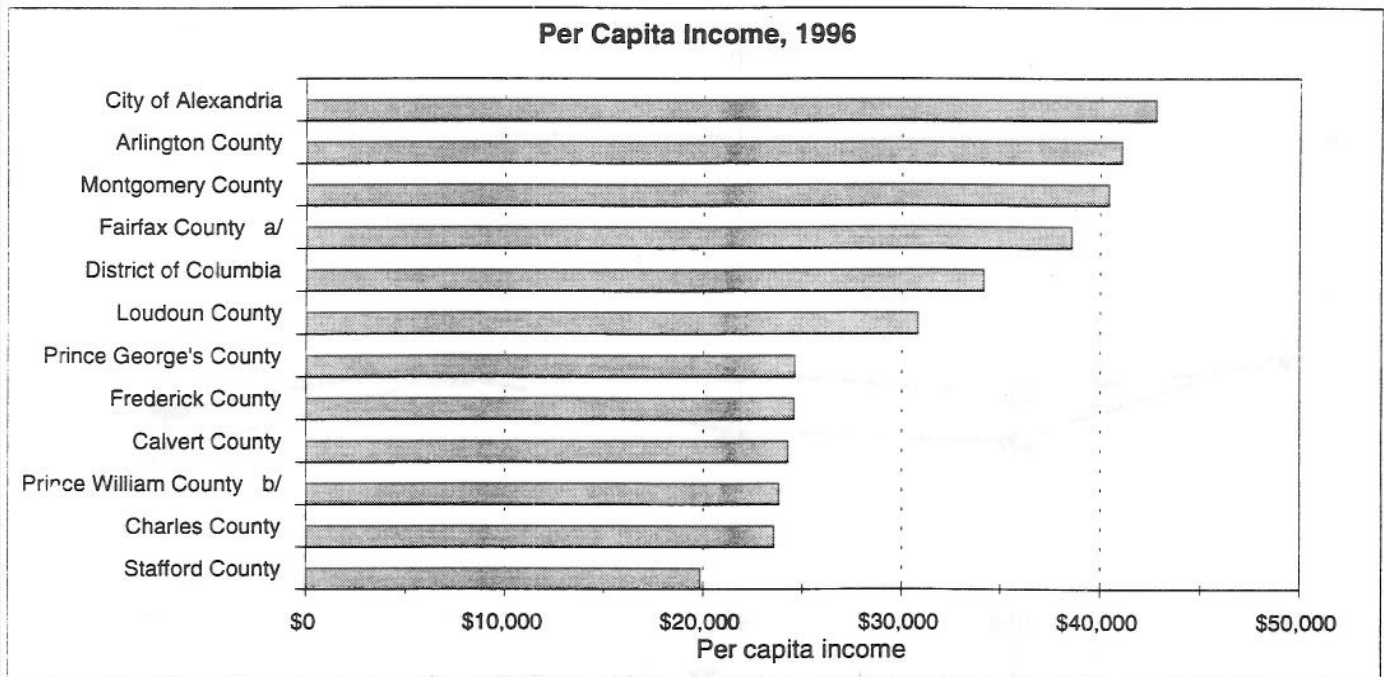
Entertainment	3.3 %
Medical care	4.8 %
Other goods and services	4.3 %
Transportation	1.2 %
Food and beverages	1.8 %
Housing	0.7 %
Apparel and upkeep	2.1 %



### INCOME

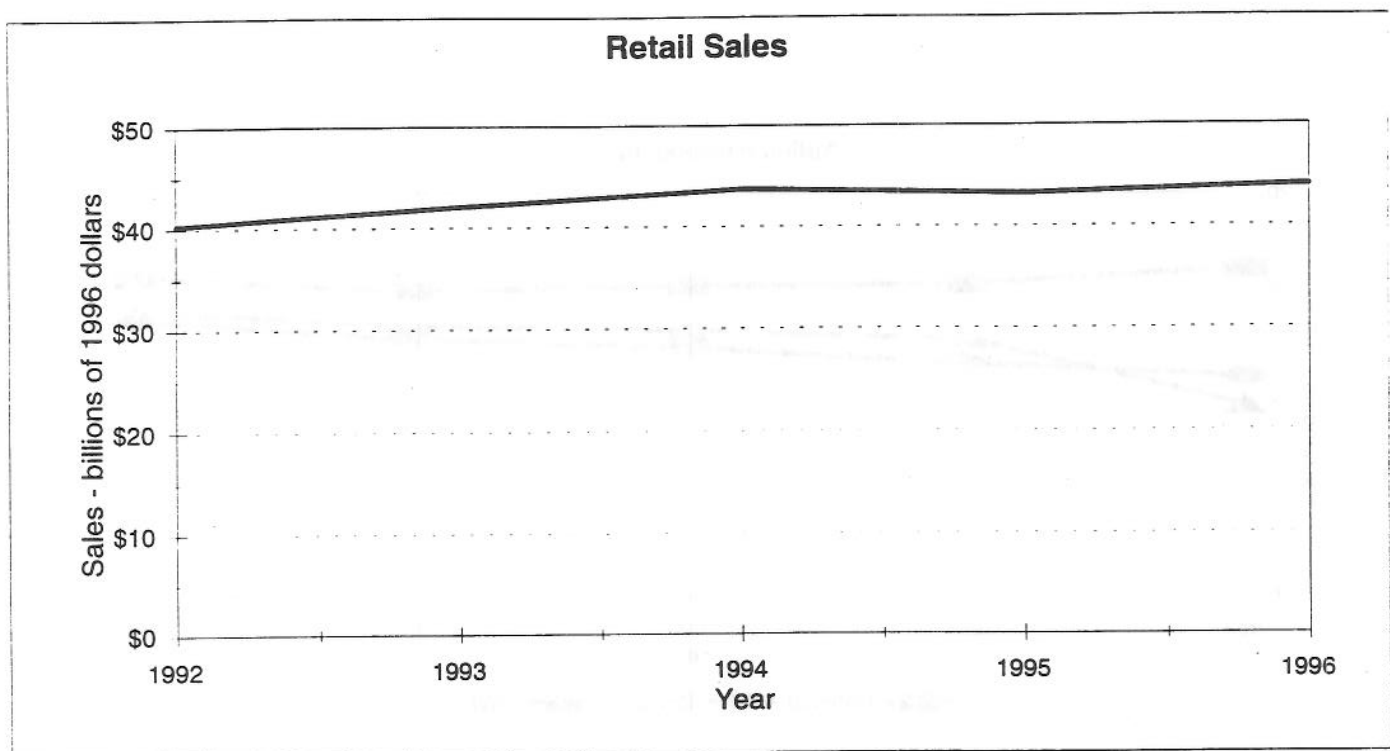
Total personal income in the Washington region grew by an average annual rate of 5.2 percent between 1992 and 1996, leading to a 1996 total of \$139 billion. Total income growth was fastest in the outer suburbs, which increased by an average of 7.4 percent per year.

On a per capita basis, income varied greatly by jurisdiction. The City of Alexandria topped the region in per capita income at \$42,729. Stafford County had the lowest per capita income at \$19,804. The per capita income for the region was \$33,177 in 1996.



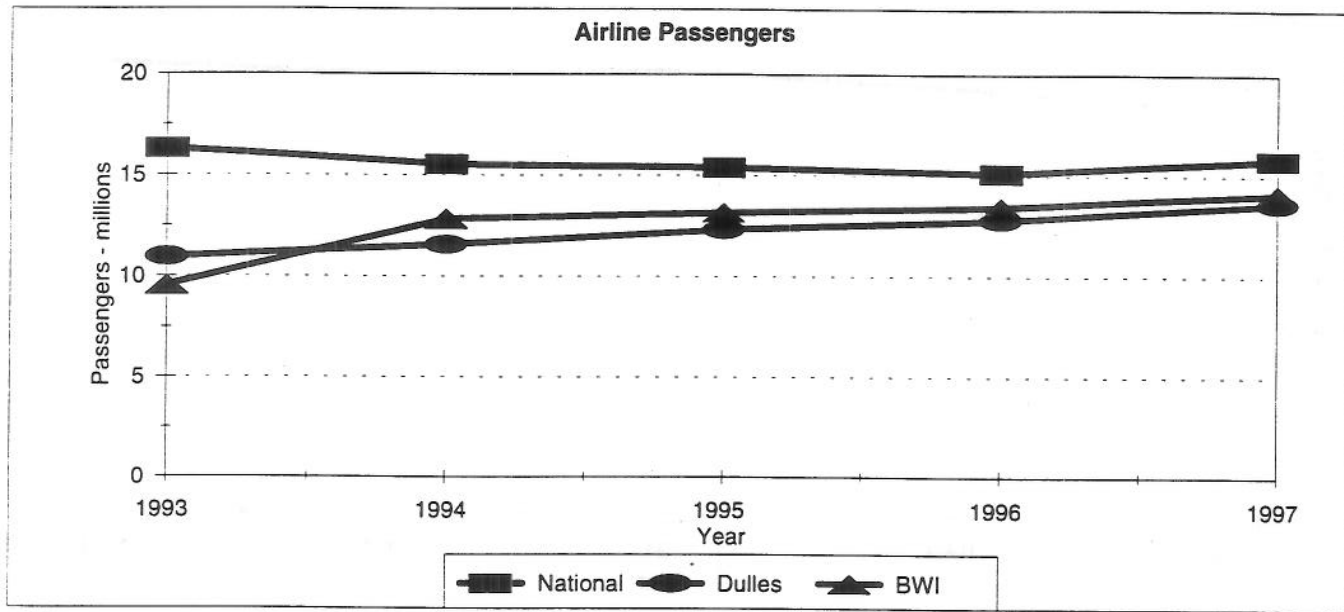
## RETAIL SALES

Retail sales in the region increased in both nominal and real terms between 1992 and 1996. After slipping from \$43.7 billion in 1994 to \$43.2 billion in 1995, local retail sales rose to \$44.0 billion in 1996 (all figures in 1996 dollars). National retail sales also rose again in 1996 after declining (in real terms) between 1994 and 1995.



### AIRLINE PASSENGERS

More than 43 million passengers flew into or out of the Washington region's three major airports in 1997, an 18.1 percent increase from 1993. Washington National, with 15.8 million passengers, led the three airports. Baltimore-Washington International served 14.1 million and Dulles served 13.6 million passengers.



## Detailed Data by Jurisdiction: Economic Trends in Metropolitan Washington, 1993 - 1997

### POPULATION<sup>1</sup>

The region grew by more than 199,300 people between 1993 and 1997. The majority of this growth occurred in the region's outer suburbs, which increased by 16.8 percent or 129,300 people. The inner suburbs, with the addition of 126,700 people, grew by 5.2 percent. The region's central jurisdictions had a net loss of 56,700 people, or 6.4 percent, with population decline in the District offsetting increases in Arlington and Alexandria.

Despite the dramatic growth rate in the outer suburbs, the population remains anchored in the inner suburbs, where 60 percent of the region's population lives.

According to COG's Cooperative Forecasts, the inner suburbs will remain the most populous "ring" of the region well into the next century. COG forecasts that in the year 2020, the region will hold more than 5.6 million people (43.2 percent more than the 1990 population). A full 57 percent of the 2020 population is expected to live in the inner suburbs.

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<sup>1</sup> Narrative in this section is the same as in the Overview section.

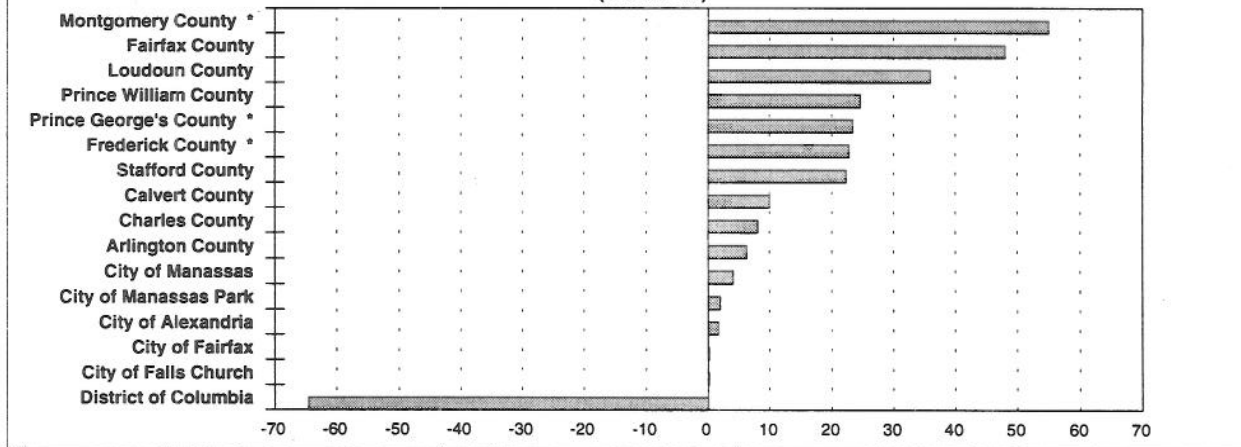
## Region Grew by 199,300 People Between 1993 and 1997

Table 1. Population of the Washington DC-MD-VA MSA, by Jurisdiction, 1993 - 1997

(Thousands of people)

JURISDICTIONS	1993	1994	1995	1996	1997	Change 1993 - 1997	
						Number	Percent
<b>District of Columbia</b>	593.6	567.1	554.3	543.2	529.0	-64.6	-10.9
Calvert County	60.0	62.2	64.6	66.8	70.0	10.0	16.7
Charles County	110.0	110.6	111.3	113.6	118.1	8.1	7.3
Frederick County *	162.8	172.6	174.2	180.8	185.5	22.7	14.0
City of Frederick *	43.8	45.2	46.2	47.5	48.6	4.8	10.9
Montgomery County *	777.7	798.0	810.0	819.0	832.5	54.8	7.0
City of Gaithersburg *	44.7	45.8	46.2	47.3	49.1	4.4	9.9
City of Rockville *	45.0	47.1	47.2	47.5	48.0	3.0	6.7
City of Takoma Park *	17.4	16.9	17.5	17.5	18.6	1.2	7.1
Prince George's County *	752.8	764.1	767.4	773.8	776.3	23.5	3.1
City of Bowie *	40.2	43.2	44.9	45.5	48.7	8.5	21.2
City of College Park *	21.9	21.3	21.3	23.7	23.7	1.8	8.2
City of Greenbelt *	20.3	20.6	20.6	20.7	20.9	0.6	3.2
<b>Maryland Suburbs</b>	<b>1,863.3</b>	<b>1,907.5</b>	<b>1,927.5</b>	<b>1,953.9</b>	<b>1,982.4</b>	<b>119.1</b>	<b>6.4</b>
Arlington County	180.1	183.4	184.0	185.5	186.4	6.3	3.5
City of Alexandria	116.0	116.4	117.0	117.3	117.6	1.6	1.4
Fairfax County	865.0	863.1	879.4	899.7	913.0	48.0	5.6
City of Fairfax	20.0	20.0	20.0	20.0	20.2	0.2	1.2
City of Falls Church	9.8	9.8	10.0	10.0	10.0	0.2	2.0
Loudoun County	97.7	103.5	112.5	123.8	133.5	35.8	36.6
Prince William County	235.8	243.6	250.0	253.5	260.3	24.5	10.4
City of Manassas	30.2	30.9	31.7	33.2	34.3	4.1	13.6
City of Manassas Park	7.1	7.3	8.0	8.0	9.0	1.9	26.8
Stafford County	66.1	74.2	80.3	82.5	88.3	22.2	33.6
<b>Virginia Suburbs</b>	<b>1,627.8</b>	<b>1,652.2</b>	<b>1,692.9</b>	<b>1,733.4</b>	<b>1,772.6</b>	<b>144.8</b>	<b>8.9</b>
<b>MSA. Total</b>	<b>4,084.7</b>	<b>4,126.8</b>	<b>4,174.7</b>	<b>4,230.5</b>	<b>4,284.0</b>	<b>199.3</b>	<b>4.9</b>
<b>Central Jurisdictions</b>	<b>889.7</b>	<b>866.9</b>	<b>855.3</b>	<b>846.0</b>	<b>833.0</b>	<b>-56.7</b>	<b>-6.4</b>
<b>Inner Suburbs</b>	<b>2,425.3</b>	<b>2,455.0</b>	<b>2,486.8</b>	<b>2,522.5</b>	<b>2,552.0</b>	<b>126.7</b>	<b>5.2</b>
<b>Outer Suburbs</b>	<b>769.7</b>	<b>804.9</b>	<b>832.6</b>	<b>862.1</b>	<b>899.0</b>	<b>129.3</b>	<b>16.8</b>

Population Change, 1993 to 1997  
(Thousands)



Source: Local government estimates.

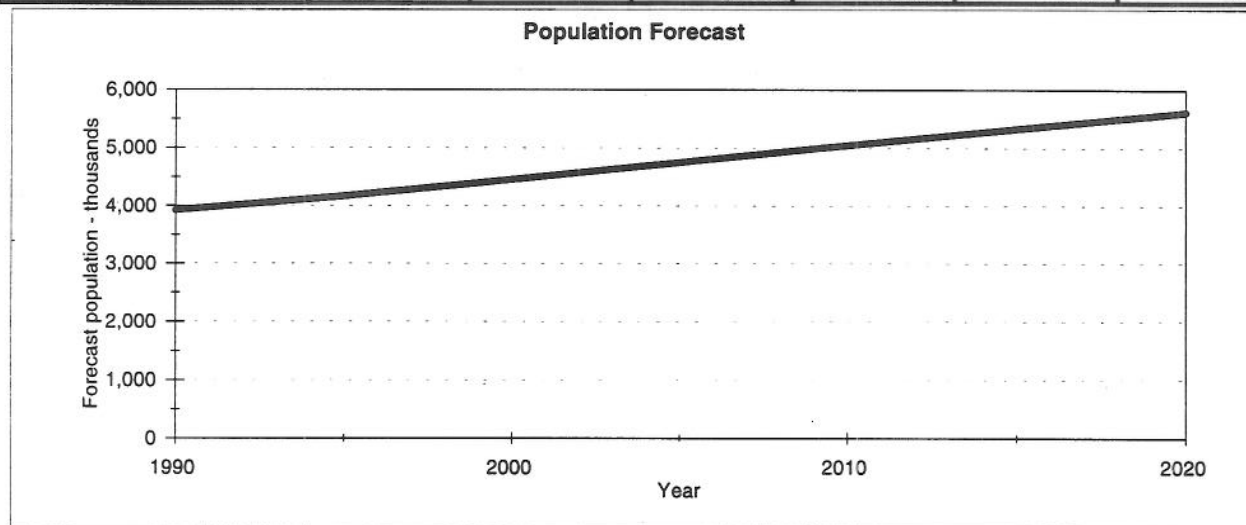
\* Persons in Maryland cities are included in appropriate county totals.

## Population Growth Forecast to be Fastest in Suburbs

Table 2. Summary of Forecast of Population, by Jurisdiction  
Round 6a Cooperative Forecasts for the Washington DC-MD-VA MSA

(Thousands of people)

JURISDICTIONS	1990				Change 1990 - 2020	
		2000	2010	2020	Number	Percent
<b>District of Columbia</b>	<b>606.9</b>	<b>523.3</b>	<b>560.3</b>	<b>624.8</b>	<b>17.9</b>	<b>2.9</b>
Calvert County	51.4	75.0	95.0	122.5	71.1	138.5
Charles County	101.2	123.2	150.1	182.9	81.7	80.8
Frederick County	150.2	194.9	238.3	281.7	131.5	87.5
Montgomery County	757.0	855.0	945.0	1,000.0	243.0	32.1
City of Rockville a/	44.8	51.8	59.1	60.0	15.1	33.8
Prince George's County	729.3	812.2	878.0	943.9	214.7	29.4
<b>Maryland Suburbs</b>	<b>1,789.0</b>	<b>2,060.3</b>	<b>2,306.4</b>	<b>2,531.0</b>	<b>742.0</b>	<b>41.5</b>
Arlington County	170.9	192.0	201.4	212.9	42.0	24.5
City of Alexandria	111.2	127.1	135.3	140.9	29.7	26.7
Fairfax County	818.6	954.3	1,069.9	1,206.3	387.7	47.4
City of Fairfax b/	19.6	21.7	22.7	22.8	3.2	16.3
City of Falls Church	9.6	10.4	10.7	10.9	1.3	13.8
Loudoun County	86.1	149.7	223.9	296.3	210.2	244.1
Prince William County	215.7	280.3	345.4	410.7	195.0	90.4
Independent Cities	34.7	45.1	47.4	50.0	15.3	44.1
Stafford County c/	61.2	78.6	96.0	113.3	52.1	85.0
<b>Virginia Suburbs</b>	<b>1,527.6</b>	<b>1,859.1</b>	<b>2,152.6</b>	<b>2,464.2</b>	<b>936.5</b>	<b>61.3</b>
<b>MSA Total</b>	<b>3,923.6</b>	<b>4,442.7</b>	<b>5,019.3</b>	<b>5,619.9</b>	<b>1,696.4</b>	<b>43.2</b>
<b>Central Jurisdictions</b>	<b>889.0</b>	<b>842.4</b>	<b>897.0</b>	<b>978.5</b>	<b>89.5</b>	<b>10.1</b>
<b>Inner Suburbs</b>	<b>2,334.1</b>	<b>2,653.6</b>	<b>2,926.3</b>	<b>3,194.6</b>	<b>860.5</b>	<b>36.9</b>
<b>Outer Suburbs</b>	<b>700.5</b>	<b>946.7</b>	<b>1,196.0</b>	<b>1,457.4</b>	<b>756.9</b>	<b>108.1</b>



Source: COG, Round 6a Cooperative Forecasts.

a/ Included in Montgomery County total.

b/ Includes Fairfax County group quarters in the Massey Complex, located within the boundaries of the City of Fairfax.

c/ Source: Rappahanock Area Development Commission. The estimates for 2020 are control totals provided by the Virginia Employment Commission (VEC) and should only be used for transportation planning purposes. Incremental five-year estimates have been developed for the purpose of transportation modeling and air quality analysis.

**EMPLOYMENT**

The Washington region continues to rebound from the 1990 recession. After increasing from 2.14 million jobs in 1992 to 2.17 million in 1993, the number of jobs in the area rose to 2.29 million in 1997. Job growth in the Washington area has been nearly equivalent to the nation, while unemployment remains low— particularly in the region's suburban jurisdictions.

The services sector, including business, health, legal, and other services, remains the core of the region's job market. Nearly two of every five area jobs is in services. And while service jobs have led the region in recovery, losses of federal and state government jobs have limited overall job growth.

The new jobs have been coming to the inner and outer suburbs. Between 1993 and 1997, the central jurisdictions lost jobs, while the inner and outer suburbs gained. The bulk of area jobs remain in the inner suburbs and central jurisdictions.

According to COG's Cooperative Forecasts, the inner suburbs and central jurisdictions will remain the region's employment center into the next century. In the year 2020, 34 percent of all jobs will be in the central jurisdictions, more than half in the inner suburbs, and 16 percent in the outer suburbs.

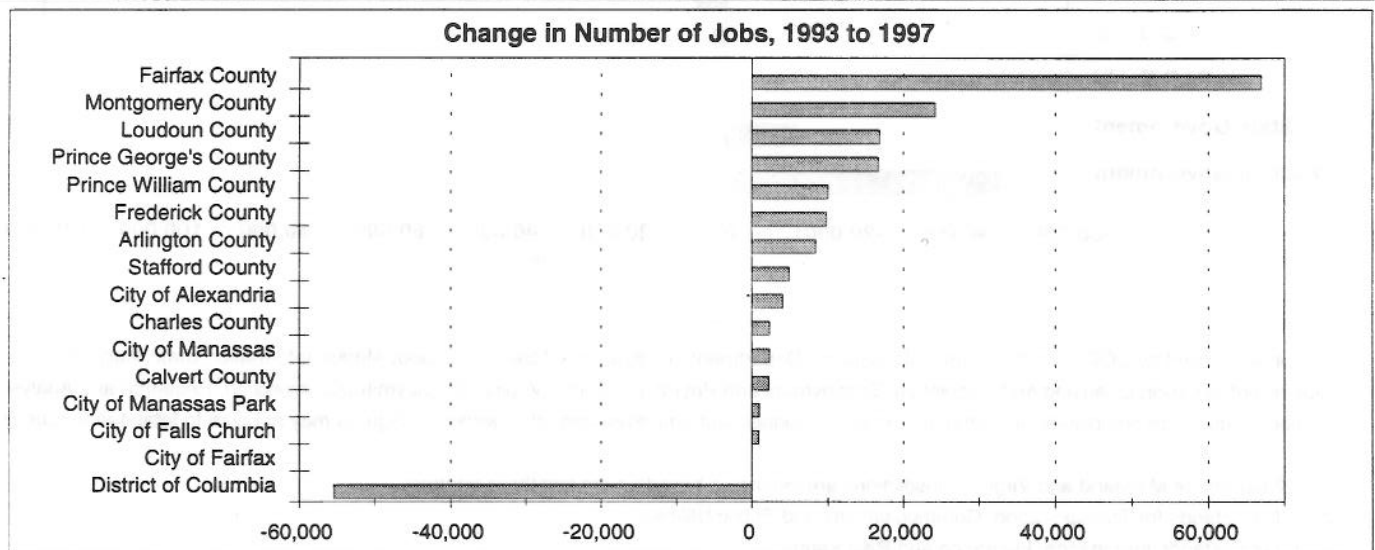


## Inner Suburbs Saw Most New Jobs Between 1993 and 1997

Table 3. At-place Employment in the Washington DC-MD-VA MSA, by Jurisdiction, 1993-1997

(Nonagricultural wage and salary jobs - annual average)

JURISDICTIONS	1993	1994	1995	1996	1997 *	Change 1993-1997
District of Columbia	670,300	658,700	643,300	623,000	614,900	-55,400
Calvert County	12,668	12,939	13,912	14,349	14,794	2,126
Charles County	30,339	31,587	33,010	33,748	32,638	2,299
Frederick County	55,122	58,235	60,201	62,831	64,977	9,855
Montgomery County	369,125	376,871	381,454	384,354	393,151	24,026
Prince George's County	267,544	271,294	276,519	280,492	284,180	16,636
Maryland Suburbs	734,798	750,926	765,096	775,774	789,740	54,942
Arlington County	150,206	151,018	155,704	159,793	158,659	8,453
City of Alexandria	79,246	80,375	81,695	82,547	83,176	3,930
Fairfax County	382,393	401,043	414,952	428,806	449,329	66,936
City of Fairfax	16,197	16,895	16,155	15,742	16,158	-39
City of Falls Church	12,901	12,460	12,564	12,106	13,653	752
Loudoun County	42,067	45,760	49,907	53,906	58,945	16,878
Prince William County	58,529	62,769	64,820	67,504	68,440	9,911
City of Manassas	16,623	16,598	16,790	16,971	18,872	2,249
City of Manassas Park	1,583	1,632	1,994	2,146	2,443	860
Stafford County	12,859	14,207	15,819	16,882	17,794	4,935
Virginia Suburbs	772,604	802,757	830,400	856,403	887,469	114,865
<b>MSA Total</b>	<b>2,177,702</b>	<b>2,212,383</b>	<b>2,238,796</b>	<b>2,255,177</b>	<b>2,292,109</b>	<b>114,407</b>
Central Jurisdictions	899,752	890,093	880,699	865,340	856,735	-43,017
Inner Suburbs	1,048,160	1,078,563	1,101,644	1,121,500	1,156,471	108,311
Outer Suburbs	229,790	243,727	256,453	268,337	278,903	49,113



Source: Compiled by COG from the District of Columbia Department of Employment Services, Labor Market Information Staff; Maryland Department of Labor, Licensing and Regulation, Employment and Payrolls Reports; Virginia Employment Commission, Research and Analysis Division. Figures do not include estimates of military personnel, self-employed and other workers. Figures may not sum to total due to rounding.

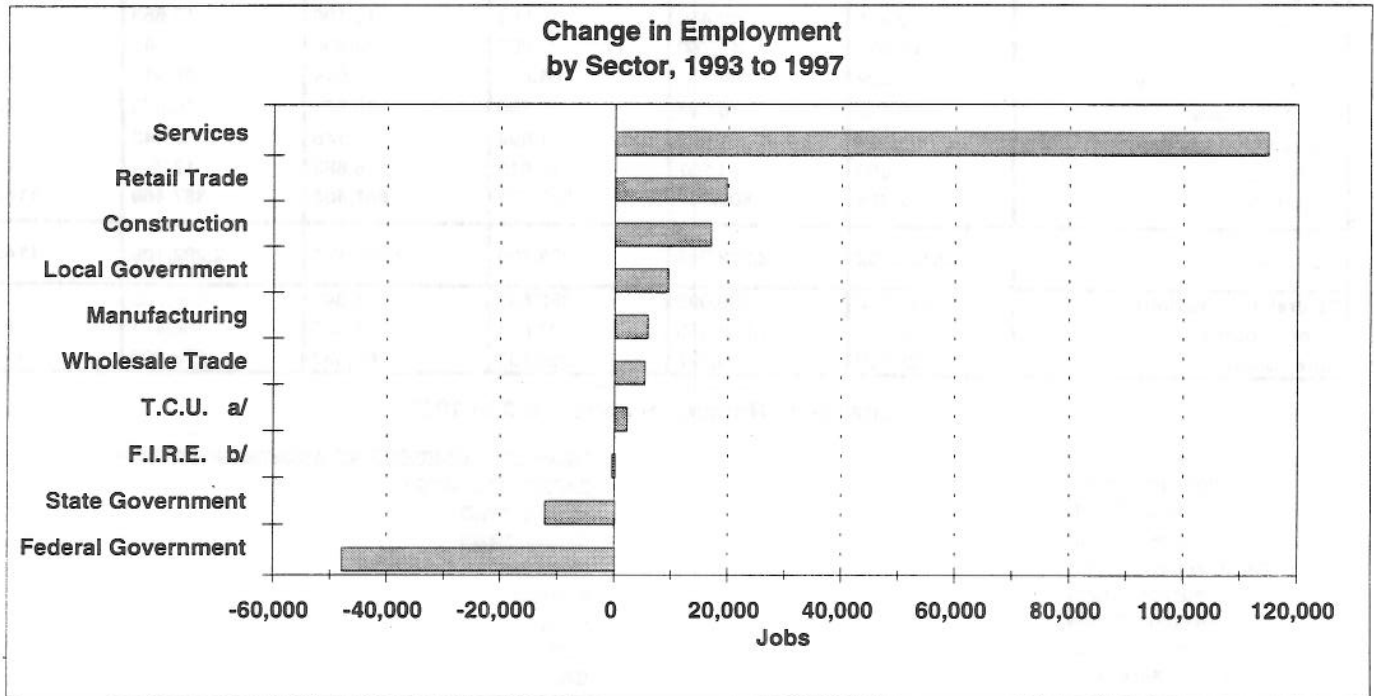
\* 1997 figures for Maryland and Virginia jurisdictions are estimates based on the first three quarters.

## Services Employment Grew, Government Shrank Between 1993 and 1997

Table 4. At-place Employment in the Washington DC-MD-VA MSA, by Industrial Group, 1993-1997

(Nonagricultural wage and salary jobs - annual average)

INDUSTRY SECTOR	1993	1994	1995	1996	1997*	Change 1993-1997
Manufacturing	79,239	80,831	80,277	81,908	85,073	5,834
Construction	97,450	103,910	105,716	108,112	114,527	17,077
T.C.U. a/	102,676	103,547	104,826	104,483	105,035	2,359
Wholesale Trade	69,105	71,707	75,438	74,865	74,513	5,408
Retail Trade	338,041	348,137	357,170	358,030	357,785	19,744
F.I.R.E. b/	127,655	133,096	127,549	124,875	127,391	-264
Services	762,779	783,470	814,795	839,828	877,613	114,834
Federal Government	379,736	365,644	351,016	341,106	331,834	-47,902
Local Government	142,968	145,924	150,139	152,782	152,480	9,512
State Government	78,053	76,117	71,870	69,188	65,858	-12,195
<b>Total</b>	<b>2,177,702</b>	<b>2,212,383</b>	<b>2,238,796</b>	<b>2,255,177</b>	<b>2,292,109</b>	<b>114,407</b>



Source: Compiled by COG from the District of Columbia Department of Employment Services, Labor Market Information Staff; Maryland Department of Labor, Licensing and Regulation, Employment and Payrolls Reports; Virginia Employment Commission, Research and Analysis Division. Figures do not include estimates of military personnel, self-employed and other workers. Figures may not sum to total due to rounding.

\* 1997 figures for Maryland and Virginia jurisdictions are estimates based on the first three quarters.

a/ T.C.U. stands for Transportation, Communications and Public Utilities.

b/ F.I.R.E. stands for Finance, Insurance and Real Estate.

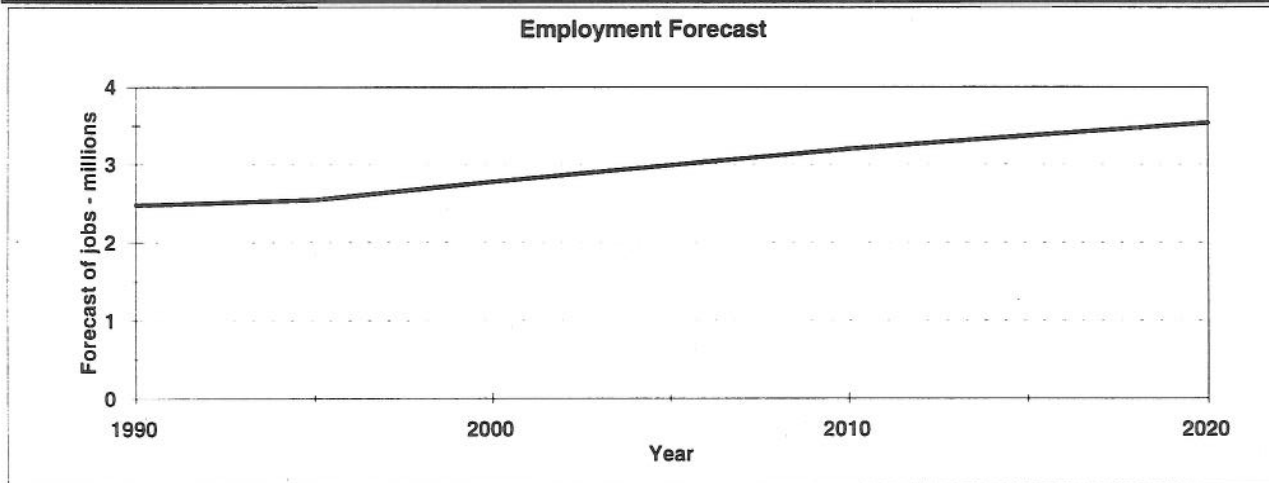
## Number of Jobs in Region Forecast to Increase by 44 Percent

Table 5. Summary of Forecast of Employment, by Jurisdiction  
Round 6a Cooperative Forecasts for the Washington DC-MD-VA MSA

(Thousands of Jobs)

JURISDICTIONS	1990				Change 1990 - 2020	
		2000	2010	2020	Number	Percent
<b>District of Columbia</b>	747.3	709.6	768.5	832.3	85.0	11.4
Calvert County	18.1	24.8	28.3	29.7	11.6	63.9
Charles County	38.7	50.6	58.2	61.4	22.7	58.7
Frederick County	54.0	82.0	106.0	116.0	62.0	114.8
Montgomery County	465.5	500.0	580.0	630.0	164.5	35.3
City of Rockville a/	56.9	73.0	83.0	86.6	29.7	52.3
Prince George's County	310.4	327.2	387.3	451.6	141.3	45.5
<b>Maryland Suburbs</b>	<b>886.7</b>	<b>984.6</b>	<b>1,159.8</b>	<b>1,288.7</b>	<b>402.1</b>	<b>45.3</b>
Arlington County	183.1	200.1	228.9	260.2	77.1	42.1
City of Alexandria	93.2	98.6	110.4	115.9	22.7	24.3
Fairfax County	403.7	526.3	624.7	689.6	285.9	70.8
City of Fairfax b/	26.9	30.8	32.6	32.7	5.8	21.6
City of Falls Church	9.2	9.4	9.5	9.6	0.4	4.5
Loudoun County	39.3	72.7	112.7	152.7	113.5	289.1
Prince William County	68.8	90.6	120.9	147.8	79.0	114.8
Independent Cities	18.7	21.6	24.7	25.4	6.7	36.1
Stafford County c/	11.0	18.2	25.4	32.5	21.5	195.5
<b>Virginia Suburbs</b>	<b>853.8</b>	<b>1,068.4</b>	<b>1,289.8</b>	<b>1,466.4</b>	<b>612.6</b>	<b>71.7</b>
<b>MSA Total</b>	<b>2,487.8</b>	<b>2,762.6</b>	<b>3,218.1</b>	<b>3,587.5</b>	<b>1,099.6</b>	<b>44.2</b>
<b>Central Jurisdictions</b>	<b>1,023.6</b>	<b>1,008.3</b>	<b>1,107.8</b>	<b>1,198.1</b>	<b>174.5</b>	<b>17.0</b>
<b>Inner Suburbs</b>	<b>1,219.7</b>	<b>1,393.7</b>	<b>1,652.8</b>	<b>1,813.5</b>	<b>593.8</b>	<b>48.7</b>
<b>Outer Suburbs</b>	<b>248.6</b>	<b>360.6</b>	<b>476.2</b>	<b>565.6</b>	<b>317.0</b>	<b>127.5</b>

Employment Forecast



Source: COG, Round 6a Cooperative Forecasts. Includes forecasts of military, self-employed, mining and other jobs.

a/ Included in Montgomery County total.

b/ Totals for all years include Fairfax County government employees working in the Massey Complex, located within the City of Fairfax boundaries.

c/ Source: Rappahanock Area Development Commission, November 1997.

**FEDERAL SPENDING**

Federal spending in the Washington region increased to \$62.3 billion in 1997, from \$59.4 billion in 1996. More than 35 percent, or \$22 billion, came in procurement contract awards which, for the first time, exceeded expenditures in the region for salaries and wages. Nearly \$21 billion, or more than 33 percent of the spending, was in the form of salaries and wages. More than 29 percent of the region's federal spending was from the Department of Defense.

The District of Columbia was home to more federal spending than either Northern Virginia or suburban Maryland, with almost half of the District total going toward salaries and wages. Northern Virginia received a large percentage of its federal funds from procurement contract awards, while suburban Maryland's total was split among procurement, direct payments to individuals, and salaries and wages.

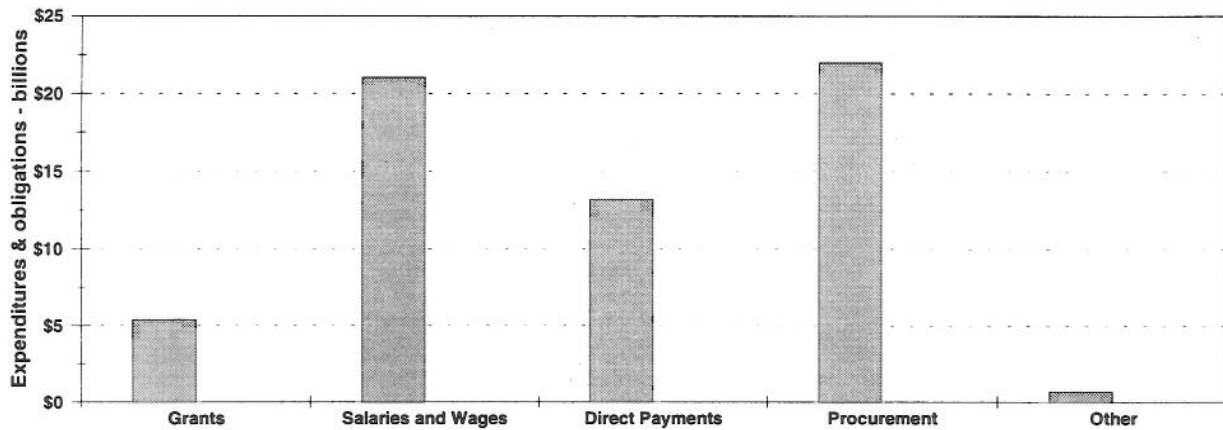
**\$62.3 Billion of Federal Spending in the Region in 1997**

**Table 6. Direct Federal Expenditures and Obligations  
in the Washington DC-MD-VA MSA, by Jurisdiction, FY1997**

(Thousands of Dollars)

JURISDICTIONS	Grant Awards	Salaries and Wages	Direct Payments for Individuals	Procurement Contract Awards	Other	Total	1997 Total	
							Department of Defense	Non-Defense
<b>District of Columbia</b>	<b>\$3,707,354</b>	<b>\$11,597,515</b>	<b>\$2,978,495</b>	<b>\$4,182,581</b>	<b>\$638,711</b>	<b>\$23,104,656</b>	<b>\$2,416,541</b>	<b>\$20,688,115</b>
Calvert County	7,256	6,340	176,097	7,219	570	197,482	20,201	177,281
Charles County	25,063	165,167	298,907	37,487	1,314	527,938	215,791	312,147
Frederick County	40,234	146,204	389,090	67,687	3,055	646,270	149,958	496,312
Montgomery County	593,491	2,543,402	2,571,392	3,188,812	8,888	8,905,985	1,898,538	7,007,447
Prince George's County	254,942	1,552,732	2,077,872	2,279,404	10,616	6,175,566	1,175,436	5,000,130
<b>Maryland Suburbs</b>	<b>920,986</b>	<b>4,413,845</b>	<b>5,513,358</b>	<b>5,580,609</b>	<b>24,443</b>	<b>16,453,241</b>	<b>3,459,924</b>	<b>12,993,317</b>
Arlington County	139,316	2,901,818	649,606	1,948,104	4,345	5,643,189	3,397,906	2,245,283
City of Alexandria	74,180	453,393	680,292	1,430,886	4,574	2,643,325	1,752,996	890,329
Fairfax County	247,941	874,349	2,100,687	6,260,532	10,650	9,494,159	5,052,014	4,442,145
City of Fairfax	50,239	50,839	267,229	1,421,903	1,950	1,792,160	671,111	1,121,049
City of Falls Church	157,351	182,749	149,901	450,319	615	940,935	524,490	416,445
Loudoun County	16,911	197,111	207,799	210,972	5,143	637,936	97,716	540,220
Prince William County	39,280	340,897	403,632	153,302	1,285	938,396	556,684	381,712
City of Manassas	21,295	19,470	104,405	362,603	2,800	510,573	301,958	208,615
City of Manassas Park	4,272	0	2,407	414	0	7,093	242	6,851
Stafford County	16,330	6,654	140,969	1,807	406	166,166	27,335	138,831
<b>Virginia Suburbs</b>	<b>767,115</b>	<b>5,027,280</b>	<b>4,706,927</b>	<b>12,240,842</b>	<b>31,768</b>	<b>22,773,932</b>	<b>12,382,452</b>	<b>10,391,480</b>
<b>MSA Total</b>	<b>\$5,395,455</b>	<b>\$21,038,640</b>	<b>\$13,198,780</b>	<b>\$22,004,032</b>	<b>\$694,922</b>	<b>\$62,331,829</b>	<b>\$18,258,917</b>	<b>\$44,072,912</b>
Percent of Total	8.7	33.8	21.2	35.3	1.1	100.0	29.3	70.7
<b>Central Jurisdictions</b>	3,920,850	14,952,726	4,308,393	7,561,571	647,630	31,391,170	7,567,443	23,823,727
<b>Inner Suburbs</b>	1,303,964	5,204,071	7,167,081	13,600,970	32,719	27,308,805	9,321,589	17,987,216
<b>Outer Suburbs</b>	170,641	881,843	1,723,306	841,491	14,573	3,631,854	1,369,885	2,261,969

**Federal Spending, 1996**



Source: U.S. Dept. of Commerce, Economics and Statistics Administration, Bureau of the Census, Consolidated Federal Funds Report, FY1997.

NOTE: Grant locations represent location of initial recipient. Salary and wage locations represent place of employment. Procurement location is the place of performance, and other data is assigned to the recipient location.

**CONSTRUCTION**

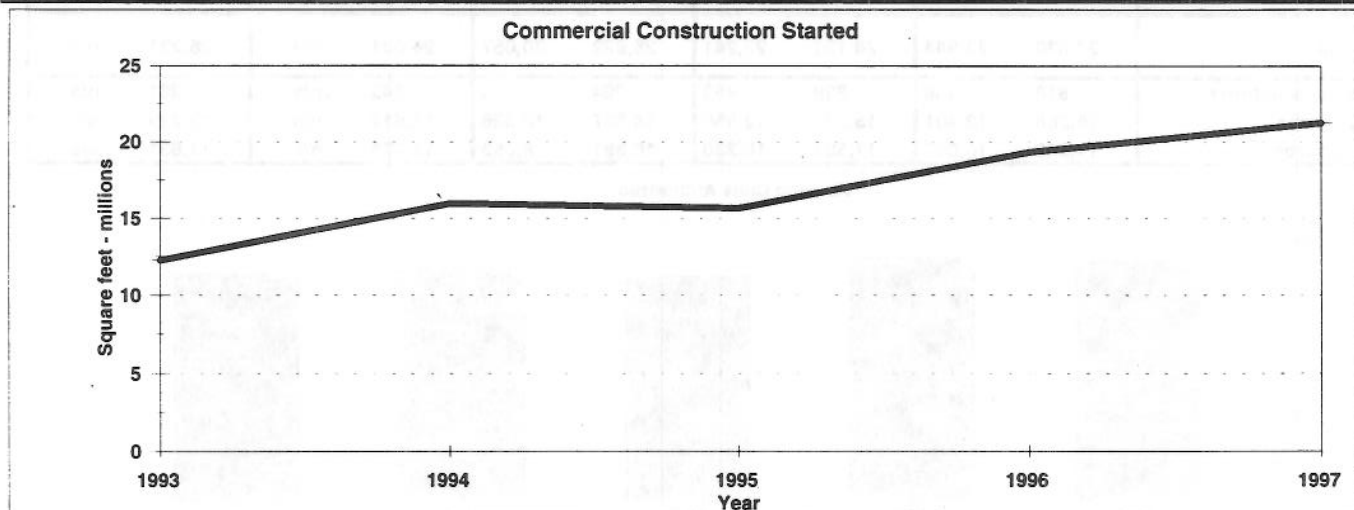
Construction in the metropolitan Washington region increased significantly during 1997, with developers breaking ground on nearly 21.3 million square feet of commercial space. This was the greatest amount of new commercial development started in the region in any year since 1989. Fairfax County saw the most new commercial construction with more than 5.4 million square feet, followed by Montgomery County with 4.8 million square feet.

The number of new privately owned housing units authorized in the region decreased slightly from 26,631 in 1996 to 26,231 in 1997. Of the permits that were issued in 1997, more than half were in the inner suburbs.

## Commercial Construction Reached Record Levels in 1997

Table 7. Total Square Feet of Commercial Construction Started, by Jurisdiction, 1993-1997

JURISDICTIONS	1993	1994	1995	1996	1997	Total 1993-1997
<b>District of Columbia</b>	<b>1,138,339</b>	<b>2,055,248</b>	<b>1,562,112</b>	<b>3,658,324</b>	<b>1,147,461</b>	<b>9,561,484</b>
Calvert County	a/	a/	a/	a/	a/	a/
Charles County	549,430	360,073	316,501	500,585	564,552	2,291,141
Frederick County*	1,423,005	1,223,810	1,797,975	1,272,502	1,759,266	7,476,558
City of Frederick*	n/a	708,700	295,548	166,065	153,993	n/a
Montgomery County*	1,830,469	1,481,769	1,357,582	2,011,428	4,799,968	11,481,216
City of Gaithersburg*	n/a	236,025	148,269	49,350	377,267	n/a
City of Rockville*	n/a	212,000	79,948	310,363	428,647	n/a
City of Takoma Park (pt)*	n/a	0	0	0	0	n/a
Prince George's County*	1,623,356	2,974,816	2,783,595	4,775,211	2,287,690	14,444,668
City of Bowie*	n/a	31,441	328,400	379,835	81,642	n/a
City of College Park*	n/a	23,750	316,610	914,282	194,000	n/a
City of Greenbelt*	n/a	3,000	7,900	7,536	0	n/a
City of Takoma Park (pt)*	n/a	10,000	0	0	0	n/a
<b>Maryland Suburbs</b>	<b>5,426,260</b>	<b>6,040,468</b>	<b>6,255,653</b>	<b>8,559,726</b>	<b>9,411,476</b>	<b>35,693,583</b>
Arlington County	116,948	2,740,753	711,106	304,636	1,154,807	5,028,250
City of Alexandria	106,226	45,100	208,988	916,958	946,374	2,223,646
Fairfax County	3,019,215	2,614,577	3,424,528	3,139,504	5,432,576	17,630,400
City of Fairfax	14,300	195,600	55,310	38,000	229,875	533,085
City of Falls Church	41,000	0	15,233	0	89,017	145,250
Loudoun County	1,300,216	1,307,033	1,319,049	2,027,147	1,730,702	7,684,147
Prince William County b/	1,119,125	956,349	2,108,601	1,079,812	1,124,172	6,388,059
Stafford County	a/	a/	a/	a/	a/	a/
<b>Virginia Suburbs</b>	<b>5,717,030</b>	<b>7,859,412</b>	<b>7,842,815</b>	<b>7,506,057</b>	<b>10,707,523</b>	<b>39,632,837</b>
<b>Region Total</b>	<b>12,281,629</b>	<b>15,955,128</b>	<b>15,660,580</b>	<b>19,724,107</b>	<b>21,266,460</b>	<b>84,887,904</b>
<b>Central Jurisdictions</b>	<b>1,361,513</b>	<b>4,841,101</b>	<b>1,361,513</b>	<b>4,879,918</b>	<b>3,248,642</b>	<b>15,692,687</b>
<b>Inner Suburbs</b>	<b>6,528,340</b>	<b>7,266,762</b>	<b>7,636,248</b>	<b>9,964,143</b>	<b>12,839,126</b>	<b>44,234,619</b>
<b>Outer Suburbs</b>	<b>4,391,776</b>	<b>3,847,265</b>	<b>5,542,126</b>	<b>4,880,046</b>	<b>5,178,692</b>	<b>23,839,905</b>



\* Starts in Maryland cities are included in appropriate county totals.

a/ The Commercial Construction Inventory does not include data for Calvert or Stafford County.

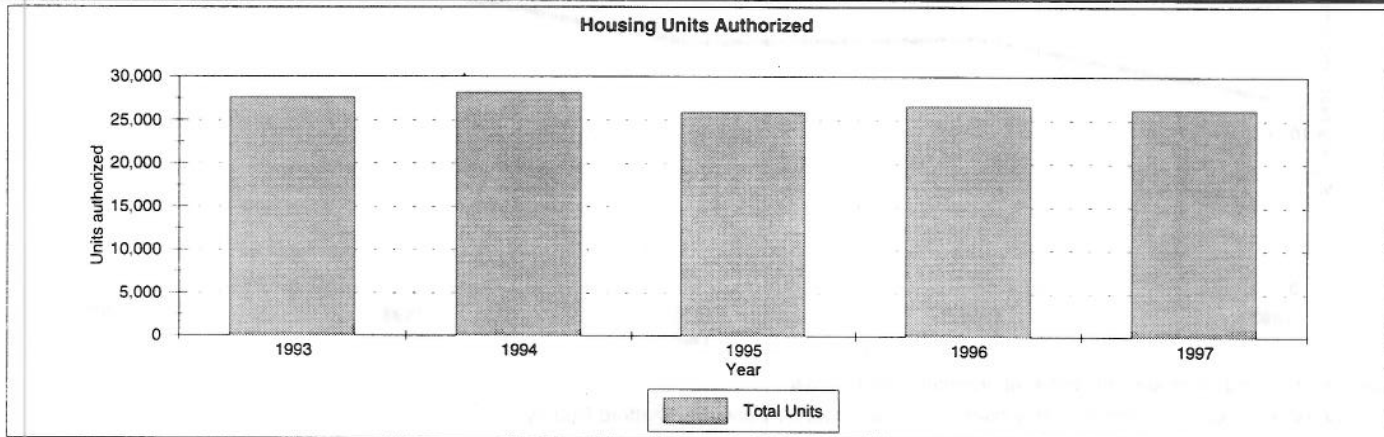
b/ Includes the Cities of Manassas and Manassas Park.

Source: COG Major Commercial Construction Inventory, June, 1998.

## Majority of New Housing in Inner Suburbs

**Table 8. New Privately Owned Housing Units Authorized  
in the Washington DC-MD-VA MSA, by Jurisdiction, 1993-1997**

JURISDICTIONS	1993		1994		1995		1996		1997	
	Total	Single Family	Total	Single Family	Total	Single Family	Total	Single Family	Total	Single Family
<b>District of Columbia</b>	304	98	210	96	35	35	0	0	0	0
Calvert County	957	777	880	856	1,210	764	813	n/a	786	n/a
Charles County	1,094	1,094	1,060	1,046	1,051	1,051	1,175	n/a	1,264	n/a
Frederick County*	2,488	2,012	1,891	1,601	1,525	1,340	1,646	n/a	1,815	n/a
City of Frederick*	493	373	607	384	314	278	323	n/a	396	n/a
Montgomery County*	3,132	2,698	3,590	2,976	3,682	2,833	2,843	n/a	2,992	n/a
City of Gaithersburg*	404	360	333	291	191	135	171	n/a	479	n/a
City of Rockville*	77	77	49	49	23	23	88	n/a	170	n/a
City of Takoma Park (pt)*	n/a	n/a	n/a	n/a	n/a	n/a	0	n/a	0	n/a
Prince George's County*	5,359	4,675	4,242	3,800	3,584	3,474	3,471	n/a	3,561	n/a
City of Bowie*	n/a	n/a	n/a	n/a	n/a	n/a	0	n/a	0	n/a
City of College Park*	n/a	n/a	n/a	n/a	n/a	n/a	0	n/a	0	n/a
City of Greenbelt*	n/a	n/a	n/a	n/a	n/a	n/a	0	n/a	0	n/a
City of Takoma Park (pt)*	n/a	n/a	n/a	n/a	n/a	n/a	0	n/a	0	n/a
<b>Maryland Suburbs</b>	<b>13,030</b>	<b>11,256</b>	<b>11,663</b>	<b>10,279</b>	<b>11,052</b>	<b>9,462</b>	<b>9,948</b>	<b>n/a</b>	<b>10,418</b>	<b>n/a</b>
Arlington County	251	241	344	168	618	328	471	n/a	117	n/a
City of Alexandria	263	157	285	189	251	215	1,071	n/a	744	n/a
Fairfax County	6,775	6,028	7,795	5,688	7,226	4,446	7,187	n/a	7,098	n/a
City of Fairfax	0	0	92	92	132	70	107	n/a	84	n/a
City of Falls Church	0	0	2	2	3	3	6	n/a	4	n/a
Loudoun County	3,018	2,773	3,811	3,046	2,802	2,450	3,191	n/a	3,671	n/a
Prince William County	2,161	1,755	2,309	2,095	2,574	1,837	2,999	n/a	2,878	n/a
City of Manassas	225	205	219	209	201	201	166	n/a	118	n/a
City of Manassas Park	0	0	107	107	48	48	93	n/a	95	n/a
Stafford County	1,603	1,431	1,316	1,270	980	962	1,392	n/a	1,004	n/a
<b>Virginia Suburbs</b>	<b>14,296</b>	<b>12,590</b>	<b>16,280</b>	<b>12,866</b>	<b>14,835</b>	<b>10,560</b>	<b>16,683</b>	<b>n/a</b>	<b>15,813</b>	<b>n/a</b>
<b>MSA Total</b>	<b>27,630</b>	<b>23,944</b>	<b>28,153</b>	<b>23,241</b>	<b>25,922</b>	<b>20,057</b>	<b>26,631</b>	<b>n/a</b>	<b>26,231</b>	<b>n/a</b>
<b>Central Jurisdictions</b>	<b>818</b>	<b>496</b>	<b>839</b>	<b>453</b>	<b>904</b>	<b>578</b>	<b>1,542</b>	<b>n/a</b>	<b>861</b>	<b>n/a</b>
<b>Inner Suburbs</b>	<b>15,266</b>	<b>13,401</b>	<b>15,721</b>	<b>12,558</b>	<b>14,627</b>	<b>10,826</b>	<b>13,614</b>	<b>n/a</b>	<b>13,739</b>	<b>n/a</b>
<b>Outer Suburbs</b>	<b>11,546</b>	<b>10,047</b>	<b>11,593</b>	<b>10,230</b>	<b>10,391</b>	<b>8,653</b>	<b>11,475</b>	<b>n/a</b>	<b>11,631</b>	<b>n/a</b>



Source: U.S. Department of Commerce, Bureau of the Census, C-40 Reports, "Permit Authorized Construction in Selected Permit-issuing Places."



**NEW HOME SALES, MORTGAGE RATES,  
AND HOUSING INFLATION**

*Mortgage Rates*

After rising slightly in 1996, mortgage rates fell slightly in 1997, from 7.8 percent to 7.5 percent.

*New Homes Sold*

The number of new homes sold in the region remained fairly constant, increasing from 18,848 in 1996 to 19,386 in 1997. Nearly all jurisdictions saw increases in the number of new homes sold.

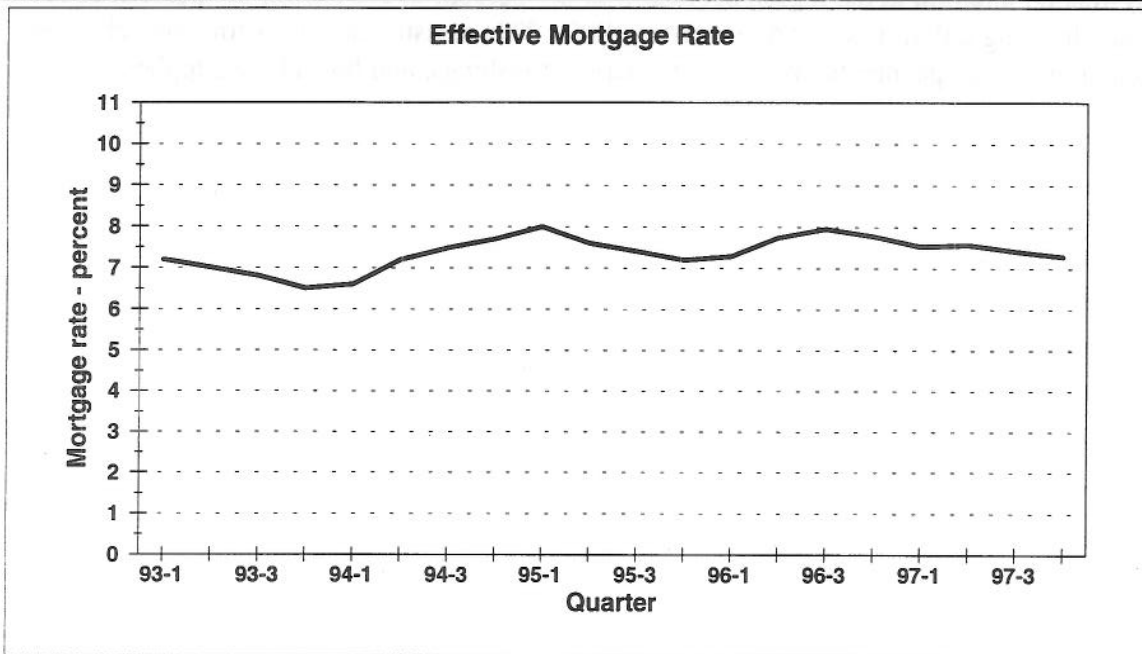
*Housing-related Inflation*

Housing-related inflation in the region decreased to 0.7 percent in 1997 from 1.9 percent in 1996. Nationally, housing inflation was 2.6 percent in 1997. This measure accounts for price changes in rents and mortgage payments, owner costs, fuels, furnishings, and household supplies.

### Mortgage Rates Decreased Slightly During 1997

Table 9. Terms on Conventional Home Mortgages, Averages for Closed Loans in the Washington-Baltimore DC-MD-VA-WV CMSA, 1993-1997

Quarter	Year				
	1993	1994	1995	1996	1997
First Quarter	7.2	6.6	8.0	7.3	7.5
Second Quarter	7.0	7.2	7.6	7.7	7.6
Third Quarter	6.8	7.5	7.4	8.0	7.4
Fourth Quarter	6.5	7.7	7.2	7.8	7.3



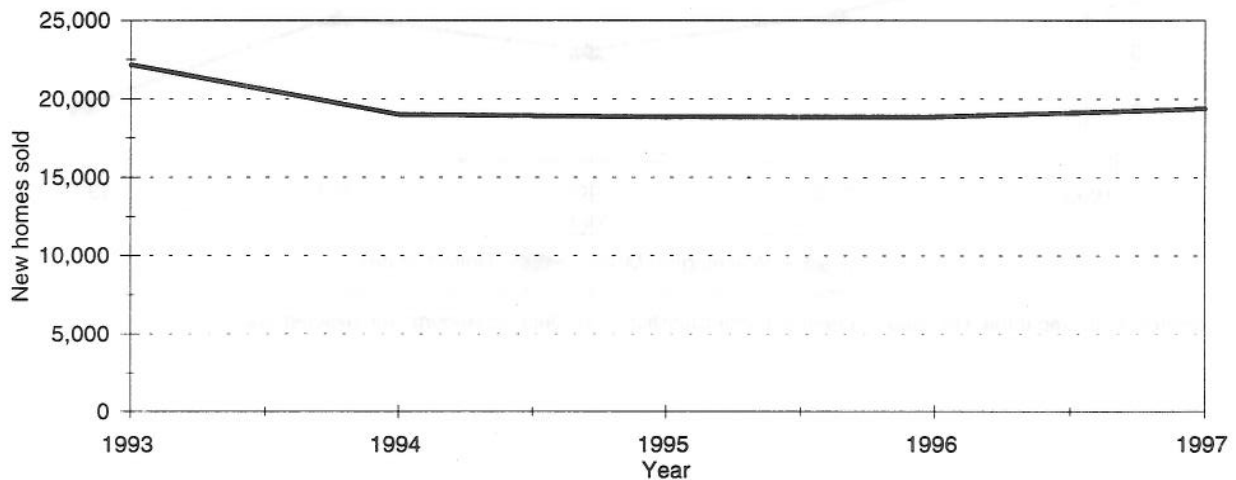
Source: Federal Housing Finance Board News Report. Terms on Conventional Home Mortgages, Averages for Major Metropolitan Areas: Loans Closed

The Number of New-Home Sales Increased Slightly During 1997

Table 10. Net New-Home Sales for Selected Jurisdictions, 1993-1997

JURISDICTIONS	Year					Change 1996-1997	
	1993	1994	1995	1996	1997	Number	Percent
District of Columbia	389	271	220	290	293	3	1.0
Calvert County	a/	a/	a/	a/	a/	a/	a/
Charles County	681	649	659	590	757	167	28.3
Frederick County	1,502	1,205	1,286	1,411	1,415	4	0.3
Montgomery County	3,246	2,752	2,545	2,760	3,077	317	11.5
Prince George's County	4,116	3,169	3,154	3,111	2,747	-364	-11.7
Maryland Suburbs	9,545	7,775	7,644	7,872	7,996	124	1.6
Alexandria/Arlington b/	862	747	743	529	721	192	36.3
Fairfax County c/	5,240	4,537	4,520	4,175	3,916	-259	-6.2
Loudoun County	2,776	2,610	2,566	2,793	3,230	437	15.6
Prince William County d/	2,243	2,218	2,420	2,472	2,461	-11	-0.4
Stafford County	1,118	854	723	717	769	52	7.3
Virginia Suburbs	12,239	10,966	10,972	10,686	11,097	411	3.8
Region Total	22,173	19,012	18,836	18,848	19,386	538	2.9
Central Jurisdictions	1,251	1,018	963	819	1,014	195	23.8
Inner Suburbs	12,602	10,458	10,219	10,046	9,740	-306	-3.0
Outer Suburbs	8,320	7,536	7,654	7,983	8,632	649	8.1

New Homes Sold



Source: Meyers Housing Data Reports, 1998. Includes single-family, townhomes, and condominiums.

a/ Data not available.

b/ Data could not be broken down for individual jurisdiction.

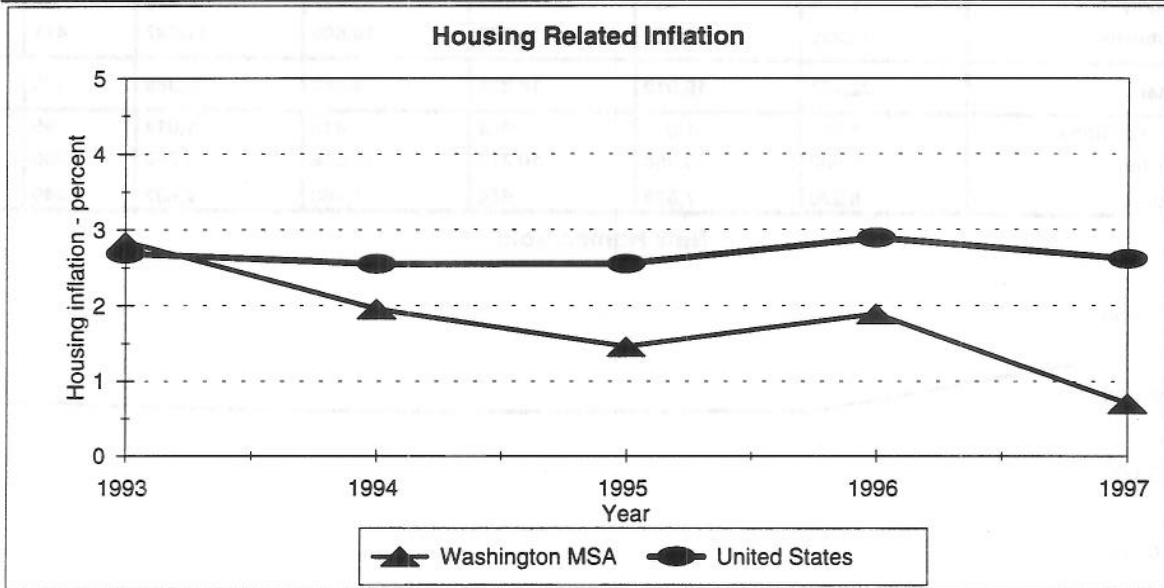
c/ Includes Cities of Falls Church and Fairfax

d/ Includes Cities of Manassas and Manassas Park

### Housing-Related Inflation Low in 1997

Table 11. Housing Component of Consumer Price Index  
 All Urban Consumers, Washington DC-MD-VA MSA, 1993-1997  
 (1982-1984=100)

	1993	1994	1995	1996	1997
<b>Washington-DC-MD-VA MSA</b>					
CPI-U, Housing	148.0	150.9	153.1	156.0	157.1
Housing Inflation Rate (%)	2.8	2.0	1.5	1.9	0.7
<b>United States</b>					
CPI-U, Housing	141.2	144.8	148.5	152.8	156.8
Housing Inflation Rate (%)	2.7	2.5	2.6	2.9	2.6



Source: U.S. Department of Labor, Bureau of Labor Statistics, "CPI Detailed Reports" for selected years.

INFLATION

The national Consumer Price Index for All Urban Consumers (CPI-U) increased by only 2.3 percent between 1996 and 1997. Regionally, there was only a 1.8 percent increase. Behind the regional inflation rate were the following topical changes:

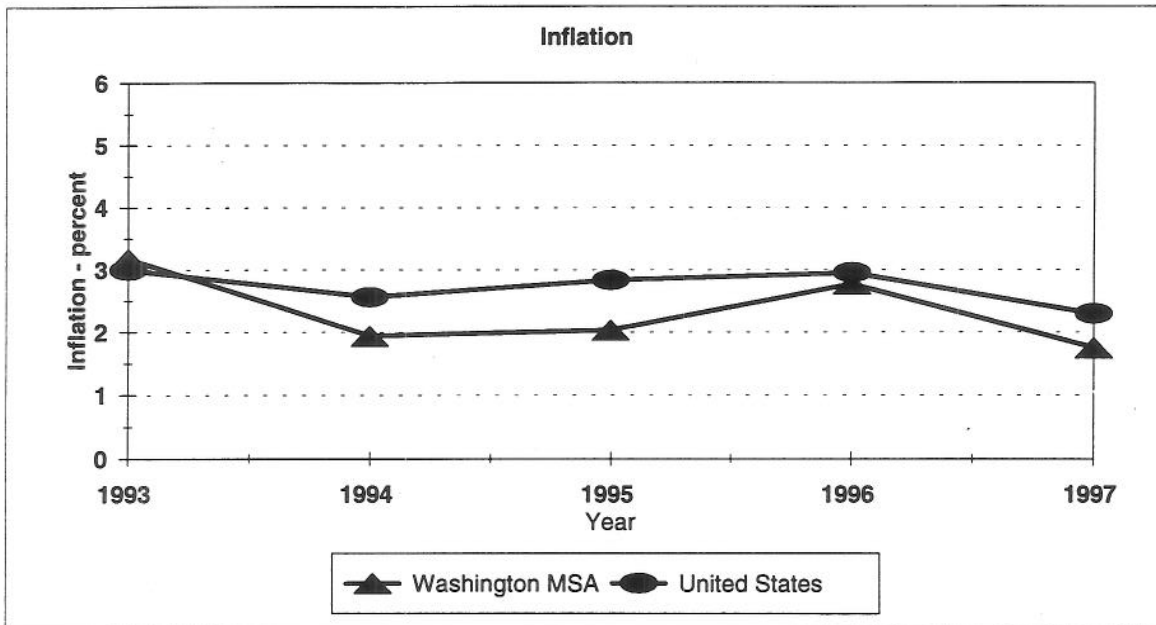
Entertainment	3.3 %
Medical care	4.8 %
Other goods and services	4.3 %
Transportation	1.2 %
Food and beverages	1.8 %
Housing	0.7 %
Apparel and upkeep	2.1 %



## Regional Inflation Rate Was 1.8 Percent in 1997

**Table 12. Consumer Price Index and Inflation - All Urban Consumers  
in the Washington DC-MD-VA MSA, 1993-1997  
(1982-1984=100)**

	1993	1994	1995	1996	1997
<b>Washington DC-MD-VA MSA</b>					
CPI-U	149.3	152.2	155.3	159.6	162.4
Inflation Rate (%)	3.2	1.9	2.0	2.8	1.8
<b>United States</b>					
CPI-U	144.5	148.2	152.4	156.9	160.5
Inflation Rate (%)	3.0	2.6	2.8	3.0	2.3



Source: U.S. Department of Labor, Bureau of Labor Statistics, "CPI Detailed Reports" for selected years.

INCOME

Total personal income in the Washington region grew by an average annual rate of 5.2 percent between 1992 and 1996, leading to a 1996 total of \$139 billion. Total income growth was fastest in the outer suburbs, which increased by an average of 7.4 percent per year.

On a per capita basis, income varied greatly by jurisdiction. The City of Alexandria topped the region in per capita income at \$42,729. Stafford County had the lowest per capita income at \$19,804. The per capita income for the region was \$33,177 in 1996.

Jurisdiction	1992	1993	1994	1995	1996
City of Alexandria	\$42,729	\$43,500	\$44,200	\$45,000	\$45,800
Stafford County	\$19,804	\$20,000	\$20,200	\$20,400	\$20,600
Region	\$33,177	\$34,000	\$34,800	\$35,600	\$36,400



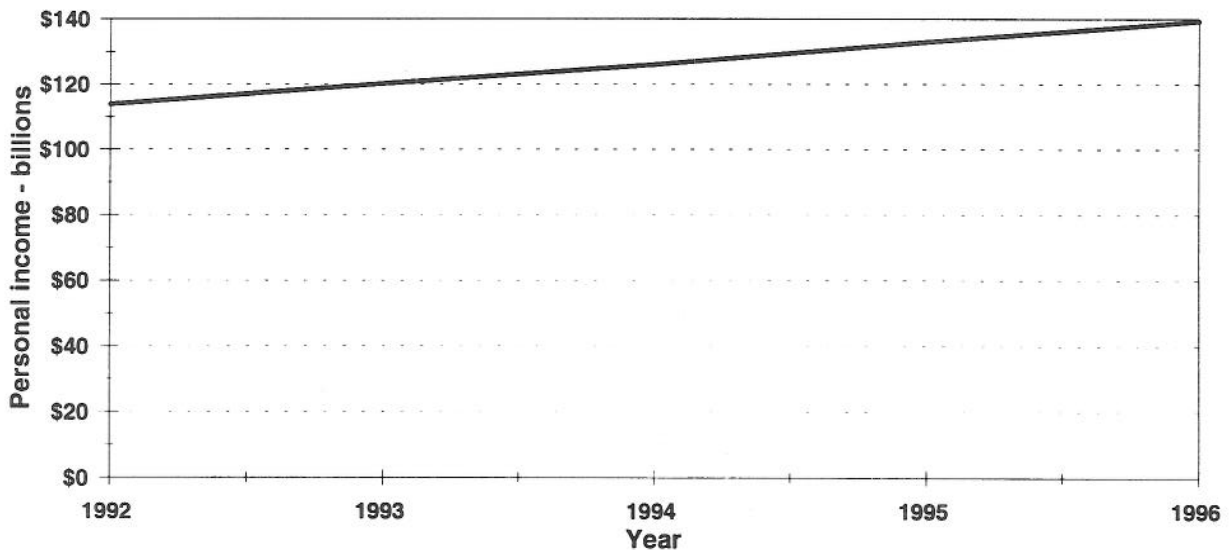
## Personal Income Growth Averaged More Than Five Percent Per Year

Table 13. Total Personal Income in the Washington DC-MD-VA MSA, by Jurisdiction, 1992-1996

(Thousands of dollars)

JURISDICTIONS	Year					Avg. Annual Percent Change 1992-1996
	1992	1993	1994	1995	1996	
<b>District of Columbia</b>	<b>\$16,815,301</b>	<b>\$17,412,679</b>	<b>\$17,792,281</b>	<b>\$18,010,142</b>	<b>\$18,428,430</b>	<b>2.3</b>
Calvert County	1,203,230	1,300,955	1,411,025	1,505,901	1,619,361	7.7
Charles County	2,144,570	2,273,462	2,410,006	2,532,865	2,666,449	5.6
Frederick County	3,360,690	3,601,300	3,873,347	4,144,478	4,409,888	7.0
Montgomery County	26,750,967	28,157,834	29,583,225	31,463,678	32,914,695	5.3
Prince George's County	16,075,885	16,783,520	17,582,963	18,187,903	19,016,725	4.3
<b>Maryland Suburbs</b>	<b>\$49,535,342</b>	<b>\$52,117,071</b>	<b>\$54,860,566</b>	<b>\$57,834,825</b>	<b>\$60,627,118</b>	<b>5.2</b>
Arlington County	5,832,197	6,121,511	6,388,933	6,774,676	7,090,392	5.0
City of Alexandria	3,896,902	4,060,131	4,308,293	4,629,768	4,901,002	5.9
Fairfax County a/	28,671,526	30,512,704	31,916,645	34,037,763	35,904,652	5.8
Loudoun County	2,495,548	2,750,342	3,108,128	3,447,775	3,817,267	11.2
Prince William County b/	5,477,206	5,813,673	6,167,598	6,531,867	6,931,881	6.1
Stafford County	1,223,581	1,350,012	1,457,198	1,564,048	1,680,865	8.3
<b>Virginia Suburbs</b>	<b>\$47,596,960</b>	<b>\$50,608,373</b>	<b>\$53,346,795</b>	<b>\$56,985,897</b>	<b>\$60,326,059</b>	<b>6.1</b>
<b>Region Total</b>	<b>\$113,947,603</b>	<b>\$120,138,123</b>	<b>\$125,999,642</b>	<b>\$132,830,864</b>	<b>\$139,381,607</b>	<b>5.2</b>
<b>Central Jurisdictions</b>	<b>\$26,544,400</b>	<b>\$27,594,321</b>	<b>\$28,489,507</b>	<b>\$29,414,586</b>	<b>\$30,419,824</b>	<b>3.5</b>
<b>Inner Suburbs</b>	<b>\$71,498,378</b>	<b>\$75,454,058</b>	<b>\$79,082,833</b>	<b>\$83,689,344</b>	<b>\$87,836,072</b>	<b>5.3</b>
<b>Outer Suburbs</b>	<b>\$15,904,825</b>	<b>\$17,089,744</b>	<b>\$18,427,302</b>	<b>\$19,726,934</b>	<b>\$21,125,711</b>	<b>7.4</b>

**Total Personal Income**



Source: U.S. Department of Commerce, Bureau of Economic Analysis, Regional Economic Information System.

Data released May, 1998. In 1997 BEA completed significant revisions to this data series for the 1992 to 1996 period.

a/ Data for the cities of Fairfax and Falls Church is included in Fairfax County.

b/ Data for the cities of Manassas and Manassas Park is included in Prince William County.



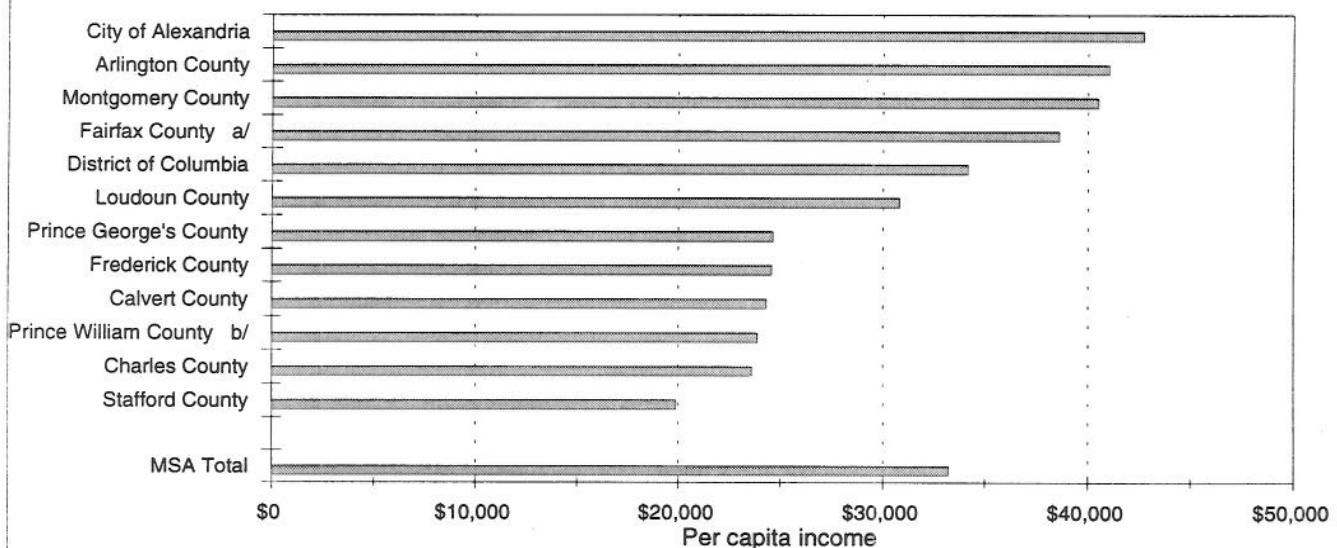
## Per Capita Income Varied by Jurisdiction

Table 14. Per Capita Income in the Washington DC-MD-VA MSA, by Jurisdiction, 1992-1996

(Dollars)

JURISDICTIONS	Year					Avg. Annual Percent Chang 1992-1996	Ratio to MSA 1996
	1992	1993	1994	1995	1996		
<b>District of Columbia</b>	<b>\$28,760</b>	<b>\$30,178</b>	<b>\$31,440</b>	<b>\$32,609</b>	<b>\$34,172</b>	4.4	103%
Calvert County	21,104	21,828	22,723	23,380	24,250	3.5	73%
Charles County	20,298	21,188	22,091	22,741	23,594	3.8	71%
Frederick County	20,901	21,612	22,497	23,520	24,582	4.1	74%
Montgomery County	34,375	35,697	37,142	39,091	40,466	4.2	122%
Prince George's County	21,523	22,380	23,189	23,774	24,639	3.4	74%
<b>Maryland Suburbs</b>	<b>\$26,796</b>	<b>\$27,836</b>	<b>\$28,903</b>	<b>\$30,092</b>	<b>\$31,181</b>	3.9	94%
Arlington County	33,978	35,456	36,792	39,065	41,056	4.8	124%
City of Alexandria	34,209	35,535	37,737	40,614	42,729	5.7	129%
Fairfax County a/	32,543	34,144	35,229	37,093	38,586	4.4	116%
Loudoun County	26,557	27,332	28,766	29,715	30,807	3.8	93%
Prince William County b/	20,629	21,358	22,187	23,108	23,832	3.7	72%
Stafford County	17,468	18,522	18,824	19,583	19,804	3.2	60%
<b>Virginia Suburbs</b>	<b>\$29,820</b>	<b>\$31,119</b>	<b>\$32,190</b>	<b>\$33,847</b>	<b>\$35,123</b>	4.2	106%
<b>MSA</b>	<b>\$28,279</b>	<b>\$29,478</b>	<b>\$30,573</b>	<b>\$31,947</b>	<b>\$33,177</b>	4.1	100%

**Per Capita Income, 1996**



Source: U.S. Department of Commerce, Bureau of Economic Analysis (BEA), Regional Economic Information System. Data released May 1998. In 1997 BEA completed significant revisions to this data series for the 1992 to 1996 period.

a/ Data for the cities of Fairfax and Falls Church is included in Fairfax County.

b/ Data for the cities of Manassas and Manassas Park is included in Prince William County.

**RETAIL SALES**

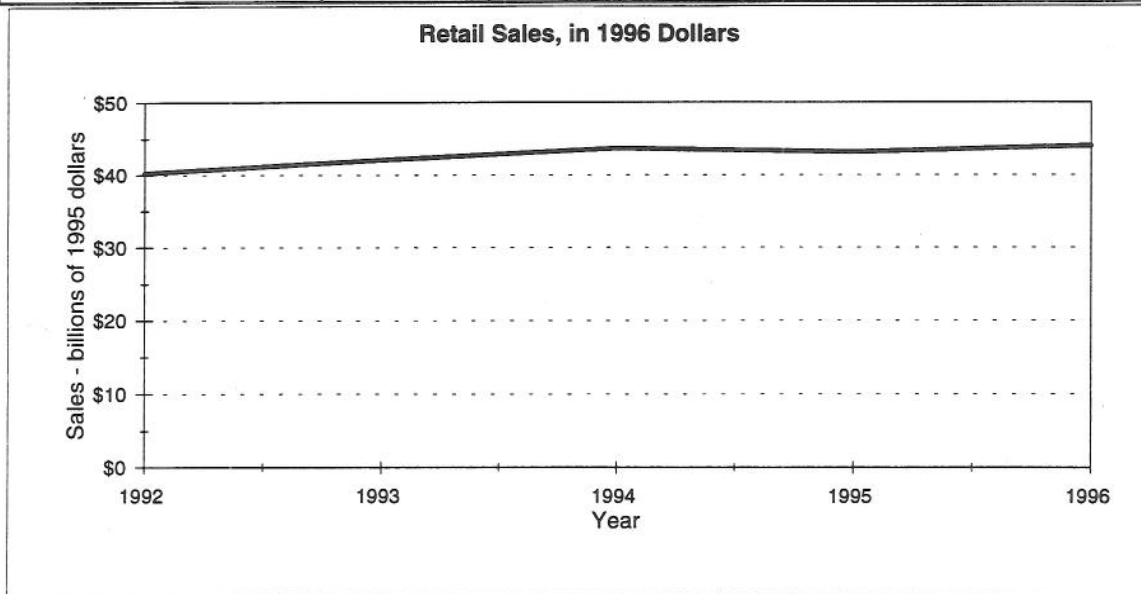
Retail sales in the region increased in both nominal and real terms between 1992 and 1996. After slipping from \$43.7 billion in 1994 to \$43.2 billion in 1995, local retail sales rose to \$44.0 billion in 1996 (all figures in 1996 dollars). National retail sales also rose again in 1996 after declining (in real terms) between 1994 and 1995.

## Retail Sales Increased in Both Nominal and Real Dollars

Table 15. Retail Sales in the Washington DC-MD-VA MSA, 1992 - 1996

(Millions of dollars)

	1992	1993	1994	1995	1996
<b>Washington DC-MD-VA MSA</b>					
Sales reported	\$35,636	\$38,145	\$40,886	\$42,033	\$44,042
Sales reported (1996 dollars)	\$40,280	\$42,073	\$43,707	\$43,197	\$44,042
<b>United States</b>					
Sales reported	\$1,951,589	\$2,075,083	\$2,231,233	\$2,340,817	\$2,464,706
Sales reported (1996 dollars)	\$2,248,196	\$2,320,602	\$2,422,702	\$2,409,936	\$2,464,706



Source: U.S. Department of Commerce, Bureau of the Census, Combined Annual and Revised Monthly Retail Trade, 1996.

**AIRLINE PASSENGERS**

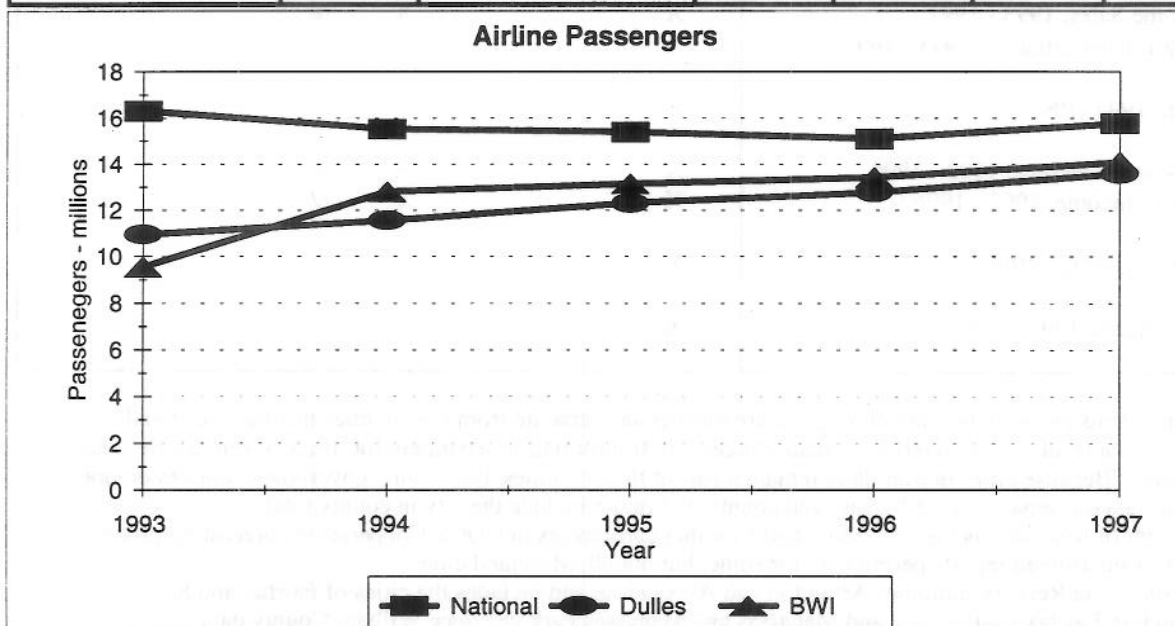
More than 43 million passengers flew into or out of the Washington region's three major airports in 1997, an 18.1 percent increase from 1993. Washington National, with 15.8 million passengers, led the three airports. Baltimore-Washington International served 14.1 million and Dulles served 13.6 million passengers

## Passenger Volume Increased at the Region's Airports in 1997

Table 16. Number of Air Passengers Traveling To or From BWI, Dulles, and National Airports, 1993-1997

(Thousands of Passengers)

	Year					Total Change 1993-1997	
	1993	1994	1995	1996	1997	Passenger	Percent
Baltimore-Washington International	9,548	12,817	13,163	13,432	14,094	4,546	47.6
Washington-Dulles International	10,947	11,561	12,321	12,774	13,604	2,657	24.3
Washington National	16,308	15,517	15,386	15,096	15,774	-534	-3.3
<b>Total Air Passengers</b>	<b>36,803</b>	<b>39,895</b>	<b>40,870</b>	<b>41,302</b>	<b>43,473</b>	<b>6,670</b>	<b>18.1</b>



Source: Federal Aviation Administration and Maryland State Aviation Administration, BWI Airport Comparative Summary Activity; Dulles International Airport, Monthly Air Traffic Summary; Washington National Airport Traffic Summary.

Appendix A. Geographic Specificity of Economic Trends Data

The data presented in this report come from a variety of sources, each with its own methodology and area of coverage. COG works to ensure that the data is presented for as many local governments as possible. Wherever possible, data prepared by COG - including population and commercial construction - includes information for all COG member local governments. COG relies on other data sources, however, for much of the other information in this report and is dependent on the geography used by them.

Data item	Geographic specificity of Economic Trends data		
	Region	Counties & Virginia Indep. Cities a/	All COG members
Population, 1993 - 1997	X	X	X
Population Forecast, 1990 - 2020	X	X b/	
Employment, 1993 - 1997	X	X	
Employment Forecast, 1990 - 2020	X	X b/	
Federal Spending, 1993 - 1997	X	X	
Commercial Construction Starts, 1993 - 1997	X	X	X
New Homes Permitted, 1993 - 1997	X	X	X c/
Effective Mortgage Rates, 1993 - 1997	X		
New Home Sales, 1993 - 1997	X	X d/	
Housing-related Inflation, 1993 - 1997	X		
Inflation, 1993 - 1997	X		
Total Personal Income, 1992 - 1996	X	X e/	
Per Capita Income, 1992 - 1996	X	X e/	
Retail Sales, 1992 - 1996	X		
Air Passengers, 1997 - 1997	X		

- a/ Independents cities in the state of Virginia are distinct and separate from the counties that may surround them. As a result, most government data sources report information separately for these Virginia cities and counties. Because cities in Maryland remain a part of their counties, these same government sources do not report data out separately for the city and county, but rather include the city in county totals.
- b/ The City of Rockville is the only Maryland City that participates in COG's Cooperative Forecasting process.
- c/ The Census Bureau reports permit data for some, but not all, Maryland cities.
- d/ Housing Data Reports combines Arlington and Alexandria, and includes the cities of Fairfax and Falls Church in Fairfax County data and Manassas and Manassas Park in Prince William County data.
- e/ The Bureau of Economic Analysis includes the cities of Fairfax and Falls Church in Fairfax County income data, and Manassas and Manassas Park in Prince William County data.

**Appendix Table 1. Direct Federal Expenditures and Obligations  
in the Washington DC-MD-VA MSA, by Jurisdiction, FY1996**

(Thousands of Dollars)

JURISDICTIONS	Grant Awards	Salaries and Wages	Direct Payments for Individuals	Procurement Contract Awards	Other	Total	1996 Total	
							Department of Defense	Non- Defense
<b>District of Columbia</b>	<b>\$3,408,183</b>	<b>\$11,304,118</b>	<b>\$2,728,453</b>	<b>\$4,579,905</b>	<b>\$657,464</b>	<b>\$22,678,123</b>	<b>\$2,491,501</b>	<b>\$20,186,622</b>
Calvert County	17,431	6,131	154,050	16,423	416	194,451	19,692	174,759
Charles County	36,655	148,082	276,169	70,924	740	532,570	227,490	305,080
Frederick County	79,639	128,797	358,064	71,934	2,501	640,935	153,774	487,161
Montgomery County	560,437	2,570,398	2,134,399	3,149,883	7,613	8,422,730	2,029,468	6,393,262
Prince George's County	406,526	1,469,136	1,916,304	2,156,232	9,244	5,957,442	1,259,688	4,697,754
<b>Maryland Suburbs</b>	<b>1,100,688</b>	<b>4,322,544</b>	<b>4,838,986</b>	<b>5,465,396</b>	<b>20,514</b>	<b>15,748,128</b>	<b>3,690,112</b>	<b>12,058,016</b>
Arlington County	136,923	2,954,753	534,163	1,995,203	3,476	5,624,518	3,556,669	2,067,849
City of Alexandria	73,294	589,035	522,190	1,039,566	4,091	2,228,176	1,410,904	817,272
Fairfax County	188,251	961,782	1,749,935	5,701,263	10,042	8,611,273	5,271,631	3,339,642
City of Fairfax	46,112	52,597	254,873	1,022,964	736	1,377,282	509,735	867,547
City of Falls Church	111,720	169,270	115,494	562,364	561	959,409	594,627	364,782
Loudoun County	20,825	187,580	166,514	162,711	4,190	541,820	57,910	483,910
Prince William County	37,024	310,502	415,119	197,062	1,055	960,762	611,787	348,975
City of Manassas	26,731	22,984	90,863	331,199	994	472,771	288,464	184,307
City of Manassas Park	1,389	416	2,567	599	0	4,971	881	4,090
Stafford County	10,134	6,859	131,283	1,698	249	150,223	32,978	117,245
<b>Virginia Suburbs</b>	<b>652,403</b>	<b>5,255,778</b>	<b>3,983,001</b>	<b>11,014,629</b>	<b>25,394</b>	<b>20,931,205</b>	<b>12,335,586</b>	<b>8,595,619</b>
<b>MSA Total</b>	<b>5,161,274</b>	<b>20,882,440</b>	<b>11,550,440</b>	<b>21,059,930</b>	<b>703,372</b>	<b>59,357,456</b>	<b>18,517,199</b>	<b>40,840,257</b>
Percent of Total	8.7	35.2	19.5	35.5	1.2	100.0	31.2	68.8
<b>Central Jurisdictions</b>	<b>3,618,400</b>	<b>14,847,906</b>	<b>3,784,806</b>	<b>7,614,674</b>	<b>665,031</b>	<b>30,530,817</b>	<b>7,459,074</b>	<b>23,071,743</b>
<b>Inner Suburbs</b>	<b>1,313,046</b>	<b>5,223,183</b>	<b>6,171,005</b>	<b>12,592,706</b>	<b>28,196</b>	<b>25,328,136</b>	<b>9,665,149</b>	<b>15,662,987</b>
<b>Outer Suburbs</b>	<b>229,828</b>	<b>811,351</b>	<b>1,594,629</b>	<b>852,550</b>	<b>10,145</b>	<b>3,498,503</b>	<b>1,392,976</b>	<b>2,105,527</b>

Source: U.S. Dept. of Commerce, Economics and Statistics Administration, Bureau of the Census, Consolidated Federal Funds Report, FY1996.

NOTE: Grant locations represent location of initial recipient. Salary and Wage locations represent place of employment. Procurement location is the place of performance, and other data is located at the recipient location.

Appendix Table 2. Direct Federal Expenditures and Obligations  
in the Washington DC-MD-VA MSA, by Jurisdiction, FY1996

(Thousands of Dollars)

JURISDICTIONS	Grant Awards	Salaries and Wages	Direct Payments for Individuals	Procurement Contract Awards	Other	Total	1995 Total	
							Department of Defense	Non-Defense
District of Columbia	3,045,893	11,393,771	2,685,702	4,092,937	694,101	21,912,505	2,142,583	19,769,922
Calvert County	16,702	6,824	135,296	3,198	223	163,244	19,070	144,174
Charles County	39,606	138,087	252,730	51,759	757	482,916	199,860	283,056
Frederick County	80,013	126,526	329,667	66,728	1,995	604,930	133,026	471,904
Montgomery County	612,983	2,527,775	2,040,579	3,326,603	8,070	8,516,009	1,964,544	6,551,465
Prince George's County	455,023	1,423,616	1,769,884	2,409,929	9,968	8,068,420	1,366,401	6,702,019
Maryland Suburbs	1,204,327	4,222,828	4,528,156	5,858,217	21,013	17,835,519	3,682,901	14,152,618
Arlington County	141,726	2,792,101	498,016	1,837,544	2,854	5,271,969	3,281,120	1,990,849
City of Alexandria	63,705	65,715	548,587	858,220	4,173	2,125,400	1,257,978	867,422
Fairfax County	244,798	877,860	1,828,969	4,752,279	12,108	7,516,012	4,213,568	3,302,444
City of Fairfax	49,785	46,008	243,966	1,315,518	749	1,658,027	531,745	1,126,282
City of Falls Church	125,282	168,824	121,557	123,599	575	539,836	198,089	341,747
Loudoun County	17,807	192,089	181,035	103,987	4,858	478,577	63,831	414,746
Prince William County	78,825	303,900	372,182	165,710	998	821,616	564,373	257,243
City of Manassas	19,727	22,011	94,513	265,019	3,379	404,648	249,768	154,880
City of Manassas Park	3,928	0	5,982	285,019	0	8,924	3,359	5,565
Stafford County	10,253	6,277	124,995	2,456	276	144,257	34,664	109,593
Virginia Suburbs	755,836	4,474,785	4,019,802	9,709,351	29,970	18,969,266	10,398,495	8,570,771
MSA Total	5,006,056	20,091,384	11,233,660	19,660,505	745,084	58,717,290	16,223,979	42,493,311
Percent of Total	8.5	34.2	19.1	33.5	1.3	100.0	27.6	72.4
Central Jurisdictions	3,251,324	14,251,587	3,732,305	6,788,701	701,128	29,309,874	6,681,681	22,628,193
Inner Suburbs	1,487,871	5,044,083	6,004,955	11,927,928	31,470	26,298,304	8,274,347	18,023,957
Outer Suburbs	266,861	795,714	1,496,400	943,876	12,486	3,109,112	1,267,951	1,841,161

Source: U.S. Dept. of Commerce, Economics and Statistics Administration, Bureau of the Census, Consolidated Federal Funds Report, FY1995.

NOTE: Grant locations represent location of initial recipient. Salary and Wage locations represent place of employment. Procurement location is the place of performance, and other data is located at the recipient location.



**Appendix Table 3. Direct Federal Expenditures and Obligations  
in the Washington DC-MD-VA MSA, by Jurisdiction, FY1994**

(Thousands of Dollars)

JURISDICTIONS	Grant Awards	Salaries and Wages	Direct Payments for Individuals	Procurement Contract Awards	Other	Total	1994 Total	
							Department of Defense	Non-Defense
District of Columbia	3,173,517	11,415,021	2,613,049	4,103,030	858,335	22,162,952	2,328,902	19,834,050
Calvert County	17,864	11,433	139,102	6,462	188	175,048	21,127	153,921
Charles County	42,307	143,045	236,893	59,054	709	482,007	203,359	278,648
Frederick County	68,186	126,613	304,832	72,694	1,370	573,696	139,296	434,400
Montgomery County	650,674	2,587,321	2,217,125	2,751,439	3,728	8,210,286	1,975,569	6,234,717
Prince George's County	346,313	1,441,003	1,771,792	2,551,508	3,914	6,114,530	1,470,551	4,643,979
Maryland Suburbs	1,125,344	4,309,415	4,669,744	5,441,157	9,909	15,555,567	3,809,902	11,745,665
Arlington County	134,123	2,852,867	581,516	1,580,445	1,475	5,150,426	3,251,910	1,898,516
City of Alexandria	78,109	662,246	591,250	744,080	3,821	2,079,505	1,178,478	901,027
Fairfax County	211,637	1,009,086	1,747,100	4,725,201	4,619	7,697,643	4,007,808	3,689,835
City of Fairfax	47,323	43,035	209,002	636,378	269	936,006	361,131	574,875
City of Falls Church	117,676	192,737	137,368	123,381	192	571,354	194,735	376,619
Loudoun County	9,752	171,274	157,585	71,242	2,004	411,857	69,715	342,142
Prince William County	114,570	346,543	359,205	142,451	699	963,468	546,989	416,479
City of Manassas	19,984	17,846	72,233	305,642	2,984	418,688	306,312	112,376
City of Manassas Park	3,868	4,946	6,072	185	0	15,071	3,474	11,597
Stafford County	10,775	23,695	114,664	3,118	229	152,482	33,358	119,124
Virginia Suburbs	747,817	5,324,275	3,975,995	8,332,123	16,292	18,396,500	9,953,910	8,442,590
<b>MSA Total</b>	<b>5,046,678</b>	<b>21,048,711</b>	<b>11,258,788</b>	<b>17,876,310</b>	<b>884,536</b>	<b>56,115,019</b>	<b>16,092,714</b>	<b>40,022,305</b>
Percent of Total	9.0	37.5	20.1	31.9	1.6	100.0	28.7	71.3
<b>Central Jurisdictions</b>	<b>3,385,749</b>	<b>14,930,134</b>	<b>3,785,815</b>	<b>6,427,555</b>	<b>863,631</b>	<b>29,392,883</b>	<b>6,759,290</b>	<b>22,633,593</b>
<b>Inner Suburbs</b>	<b>1,373,623</b>	<b>5,273,182</b>	<b>6,082,387</b>	<b>10,787,907</b>	<b>12,722</b>	<b>23,529,819</b>	<b>8,009,794</b>	<b>15,520,025</b>
<b>Outer Suburbs</b>	<b>287,306</b>	<b>845,395</b>	<b>1,390,586</b>	<b>660,848</b>	<b>8,183</b>	<b>3,192,317</b>	<b>1,323,630</b>	<b>1,868,687</b>

Source: U.S. Dept. of Commerce, Economics and Statistics Administration, Bureau of the Census, Consolidated Federal Funds Report, FY1994.

NOTE: Grant locations represent location of initial recipient. Salary and Wage locations represent place of employment. Procurement location is the place of performance, and other data is located at the recipient location.

Appendix Table 4. Direct Federal Expenditures and Obligations  
in the Washington DC-MD-VA MSA, by Jurisdiction, FY1993

(Thousands of Dollars)

JURISDICTIONS	Grant Awards	Salaries and Wages	Direct Payments for Individuals	Procurement Contract Awards	Other	Total	1993 Total	
							Department of Defense	Non-Defense
District of Columbia	3,128,433	10,236,174	2,511,535	4,011,913	829,600	20,717,655	2,807,408	17,910,247
Calvert County	17,117	11,777	123,844	16,851	276	169,866	30,982	138,884
Charles County	34,361	141,748	213,365	72,413	671	462,558	215,103	247,455
Frederick County	45,731	131,838	279,823	63,323	2,141	522,856	129,090	393,766
Montgomery County	458,643	2,432,471	2,076,154	2,716,396	4,037	7,687,703	1,715,996	5,971,707
Prince George's County	304,039	1,420,454	1,665,890	1,901,360	7,419	5,299,162	1,208,545	4,090,617
Maryland Suburbs	859,891	4,138,288	4,359,076	4,770,343	14,544	14,142,145	3,299,716	10,842,429
Arlington County	153,607	2,792,745	556,678	1,428,793	1,477	4,933,299	3,126,637	1,806,662
City of Alexandria	71,518	678,495	556,327	633,482	4,152	1,943,973	1,105,086	838,887
Fairfax County	232,495	1,010,863	1,630,382	4,051,394	9,640	6,934,773	3,493,822	3,440,951
City of Fairfax	43,593	27,514	216,596	622,088	0	909,791	313,815	595,976
City of Falls Church	115,222	192,213	134,354	115,459	453	557,700	195,295	362,405
Loudoun County	28,881	191,366	136,931	48,904	4,182	410,263	45,693	364,570
Prince William County	34,804	328,071	333,021	120,483	1,425	817,803	492,116	325,687
City of Manassas	8,767	8,392	63,010	334,777	1,359	416,305	296,418	119,887
City of Manassas Park	3,959	4,870	8,285	98	0	17,213	5,898	11,315
Stafford County	10,883	23,444	103,114	1,815	256	139,512	32,396	107,116
Virginia Suburbs	703,729	5,257,973	3,738,698	7,357,293	22,944	17,080,632	9,107,176	7,973,456
<b>MSA Total</b>	<b>4,692,053</b>	<b>19,632,435</b>	<b>10,609,309</b>	<b>16,139,549</b>	<b>867,088</b>	<b>51,940,432</b>	<b>15,214,300</b>	<b>36,726,132</b>
Percent of Total	9.0	37.8	20.4	31.1	1.7	100.0	29.3	70.7
Central Jurisdictions	3,353,558	13,707,414	3,624,540	6,074,188	835,229	27,594,927	7,039,131	20,555,796
Inner Suburbs	1,153,992	5,083,515	5,723,376	9,406,697	21,549	21,389,129	6,927,473	14,461,656
Outer Suburbs	184,503	841,506	1,261,393	658,664	10,310	2,956,376	1,247,696	1,708,680

Source: U.S. Dept. of Commerce, Economics and Statistics Administration, Bureau of the Census, Consolidated Federal Funds Report, FY1993.

NOTE: Grant locations represent location of initial recipient. Salary and Wage locations represent place of employment. Procurement location is the place of performance, and other data is assigned to the recipient location.

## APPENDIX B - Local Government Economic Development Offices

**CITY OF ALEXANDRIA, VIRGINIA**

Alexandria Economic  
Development Program, Inc.  
99 Canal Center Plaza  
Suite 4 River Level  
Alexandria, VA 22314  
(703) 739-3820

**ARLINGTON COUNTY, VIRGINIA**

Economic Development Division  
2100 Clarendon Blvd., Rm. 608  
Arlington, VA 22201  
(703) 358-3520

**CITY OF BOWIE, MARYLAND**

City of Bowie Department of Planning  
and Economic Development  
2614 Kenhill Drive  
Bowie, MD 20715  
(301) 262-6200

**CHARLES COUNTY, MARYLAND**

Charles County Economic  
Development Commission  
Box "V"  
LaPlata, MD 20646  
(301) 932-6066  
Metro: (301) 870-2324

**DISTRICT OF COLUMBIA**

Office of Assistant City Administrator for  
Economic Development  
441 4th St., N.W., Suite 1140  
Washington, DC 20005  
(202) 727-6365

**FAIRFAX COUNTY, VIRGINIA**

Fairfax County Economic  
Development Authority  
The Americana Center,  
Tysons Corner  
8300 Boone Blvd., Suite 450  
Vienna, VA 22180  
(703) 790-0600

**CITY OF FALLS CHURCH, VIRGINIA**

Economic Development Coordinator  
Harry E. Wells Building  
300 Park Avenue  
Falls Church, VA 22046  
(703) 241-5101

**FREDERICK COUNTY, MARYLAND**

Economic and Community  
Development Commission  
Winchester Hall  
12 East Church Street  
Frederick, MD 21701  
(301) 694-1058

**CITY OF FAIRFAX, VIRGINIA**

Economic Development Coordinator  
10455 Armstrong Street  
Fairfax, VA 22030  
(703) 385-7850

**LOUDOUN COUNTY, VIRGINIA**

Loudoun County Department of Economic  
Development  
1 Harrison Street, SE - Suite 500  
Leesburg, VA 20177  
(703) 777-0426  
Metro: (703) 478-1850 x426

**CITY OF MANASSAS, VIRGINIA**

Office of Community Development  
9027 Center Street  
Manassas, VA 22110  
(703) 257-8223

**MONTGOMERY COUNTY, MARYLAND**

Office of Economic Development  
101 Monroe Street, Suite 1500  
Rockville, MD 20850  
(301) 217-2345

**PRINCE GEORGE'S COUNTY, MARYLAND**

Prince George's County Economic  
Development Corporation  
9200 Basil Court, Suite 200  
Landover, MD 20785  
(301) 386-5600

**PRINCE WILLIAM COUNTY, VIRGINIA**

Office of Economic Development  
4349 Ridgewood Center Dr., Suite 100  
Prince William, VA 22192-5308  
(703) 631-1480

**CITY OF ROCKVILLE, MARYLAND**

Economic Development Division  
Maryland Avenue & Vinson St.  
Rockville, MD 20850  
(301) 309-3240

**SPOTSYLVANIA COUNTY, VIRGINIA**

Office of Economic Development  
4704 Southport Parkway  
Fredericksburg, VA 22407-2657  
(703) 891-2602

**STAFFORD COUNTY, VIRGINIA**

Economic Development Department  
P.O. Box 339  
Stafford, VA 22554-0339  
(703) 659-8681  
Metro: (703) 690-8222 x681

**STATE OF MARYLAND**

Department of Economic and Employment  
Development of Maryland  
217 E. Redwood St., 10th Flr.  
Baltimore, MD 21202  
(410) 767-6795

**COMMONWEALTH OF VIRGINIA**

Department of Economic Development  
2214 Rock Hill Road, Suite 500  
Herndon, VA 22071  
(703) 689-3058

**THE GREATER WASHINGTON INITIATIVE**

1129 20th St., N.W.  
Suite 200  
Washington, DC 20036  
(202) 466-4980

**METROPOLITAN WASHINGTON  
COUNCIL OF GOVERNMENTS**

777 North Capitol St., N.E. Suite 300  
Washington, DC 20002-4226  
(202) 962-3282