

WASHINGTON, DC

# INTERNATIONAL BUSINESS

**Washington, DC** has many faces. It is the home to the U.S. government while being remarkably international with approximately 180 resident embassies and respected global economic and policy organizations. DC is serviced by three airports with 62 nonstop international destinations and welcomed 23.8 million visitors in 2018.<sup>1</sup>

Directly investing into Washington, DC, creates the opportunity for strong firms to bring new and innovative practices to the city and region, which is ripe with federal contracting opportunities. In 2016, \$73.5b worth of federal contracts went to companies located in the DC metro—17% of the entire federal procurement budget.<sup>2</sup>

Washington, DC, is a thriving marketplace for ideas, innovation, and invention. Among U.S. metropolitan areas, the region has one of the highest percentages of college graduates.<sup>3</sup> More than 100 academic institutions operate programs and degrees in this region, which attract, educate, and help retain exceptional talent.

Washington, DC is a top 5 U.S. market for commercial real estate investment volume.<sup>4</sup>

The Washington, DC region is home to 400 international associations and 1,000 internationally owned companies. Fifteen of the Fortune 500 companies call this region home, and they represent a variety of industries from international hospitality with Hilton Worldwide and Marriott to finance with Capitol One and Fannie Mae. The region is home to engineering and defense giants with General Dynamics, Lockheed Martin, and the Computer Sciences Corporation, as well as technology firms like Amazon, the Advisory Board, and Blackboard.

Washington, DC, is a hub for thought leadership and global policy makers. Organizations such as the World Bank, the International Monetary Fund, the Organization of American States, the Inter-American Development Bank, and the Carnegie Endowment for International Peace consider Washington, DC, as a focal point for critical international conversations about the world economy, global politics, the environment, and peace.

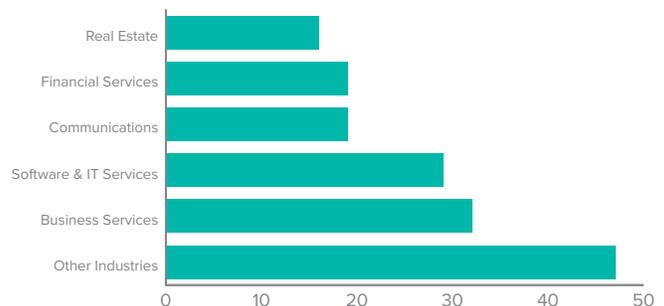
The District of Columbia has the strongest economy in the United States.<sup>5</sup>

#### TOP OVERSEAS MARKETS TO DC (number of visitors, 2018)<sup>6</sup>

1. China	226,000
2. United Kingdom	191,000
3. India	117,000
4. Germany	114,000
5. Brazil	100,000

Since 2003, there have been 164 FDI projects announced within Washington, DC<sup>7</sup>

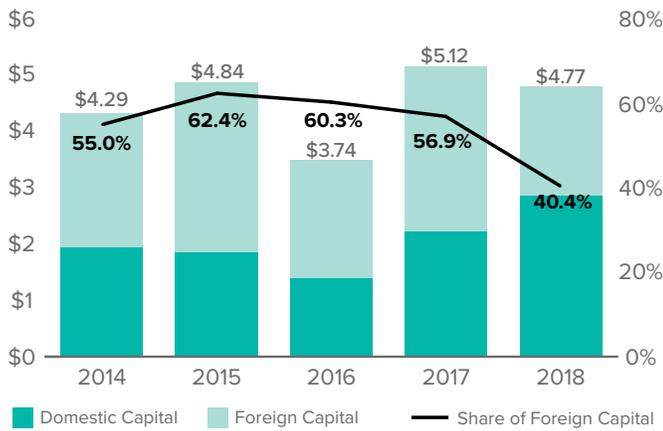
#### FDI TOP INDUSTRY SECTORS IN DC (# of Projects)<sup>8</sup>



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## DC OFFICE SALES (Billions)<sup>9</sup>



## DEMOGRAPHICS & TRAVEL

### Washington, DC Metro Area

Population<sup>10</sup> 6.25 million  
 Median Household income<sup>11</sup> \$97,148

### Washington, DC<sup>10</sup>

Population<sup>9</sup> 702,455  
 Population increase (Since 2010) 16.7%  
 Daytime Population 1.15 million  
 Population with Bachelor's Degree 57%  
 Population with Graduate degree or higher 33%

### Nonstop International Destinations<sup>12</sup>

	Daily Departures	Destinations
Reagan National Airport (DCA)	415	97
Baltimore Washington International Airport (BWI)	325	84
Dulles International Airport (IAD) - domestic	261	87
Dulles International Airport (IAD) - international	70	57

Dulles and Reagan airports served a record 47.5 million passengers in 2018—5% growth from 2017.<sup>13</sup>

## INTERNATIONAL BUSINESS RESOURCES

### DC China Center

[dmped.dc.gov/dc-china-center](http://dmped.dc.gov/dc-china-center)

With locations in Shanghai and Beijing, the DC China Center assists DC businesses with promoting and exporting their goods and services to China. This team also focuses on attracting Chinese foreign direct investment and encouraging Chinese businesses to expand their operations to DC.

### ExportDC

[dmped.dc.gov/page/exportdc](http://dmped.dc.gov/page/exportdc)

ExportDC advises DC-based businesses on how to sell their products and services in other countries. The team helps you determine if your business is export-ready, and counsels you on how to prepare to export.

### EB-5 Immigrant Investor Program

[uscis.gov/eb-5](http://uscis.gov/eb-5)

Designed to stimulate job creation and capital investment by foreign investors, this federal program sets aside EB-5 visas for participants who invest in commercial enterprises associated with approved regional centers.

The Washington metro area has the 3rd highest median household income among major U.S. metro areas.<sup>14</sup>

1. DestinationDC, 2019; 2. Stephen S. Fuller Institute, 2017; 3. CNBC, 2018; 4. CBRE Group, 2018 (net-lease investment volume); 5. Business Insider, 2019; 6. TMI, 2018; 7. SelectUSA, 2019; 8. SelectUSA, July 2009–June 2019; 9. Delta Associates, Real Capital Analytics, 8/2019; 10. US Census Bureau, 2018 Population Estimates; 11. American Community Survey, 2013–2017; 12. BWI, IAD & DCA, retrieved 8/2019; 13. MWAA, 2019; 14. CNBC, 2019