

The logo features a stylized globe at the bottom with yellow and white lines radiating from a central point in North America. Above the globe, a series of thin, white, curved lines sweep across the blue background, creating a sense of motion and connectivity.

greater washington

**AEROSPACE,  
DEFENSE, SECURITY  
& INTELLIGENCE**

Industry Report

PART OF A SERIES OF EXCLUSIVE RESEARCH BY:

**GREATER WASHINGTON  
INITIATIVE**

Regional Economic Development

Washington, DC | Maryland | Virginia

# GREATER WASHINGTON

## A LEADING AEROSPACE & DEFENSE CENTER

The Greater Washington region, including Washington, DC, Northern Virginia, and Suburban Maryland, features one of the world's most extensive and competitive aerospace and defense clusters. With more than 800 aerospace companies, the Pentagon, 11 military installations, and 10 federal agencies involved in aerospace and defense work, the Greater Washington region offers an unparalleled combination of companies, government agencies, military installations, academic institutions, and industry associations.

### TALENT & HUMAN CAPITAL

**Aerospace and tech talent:** The aerospace and defense industry is propelled by human capital, including computer software analysts, engineers, and technicians. Greater Washington has nearly 125,000 workers in aerospace-related occupations, the second highest number among the country's ten largest metropolitan areas.

**Home to aerospace engineers:** Approximately 2,500 aerospace engineers work in Greater Washington — the second highest concentration of such workers among the ten largest metropolitan areas in the US.

**Private sector expertise:** Greater Washington has 60 aerospace- and defense-related companies which have 100 employees or more. Collectively these companies employ approximately 100,000 people in the region.

**Association connections:** With more than 6,600 associations, Greater Washington is home to the world's leading aerospace and defense policymakers and thought leaders.

#### Greater Washington's Human Capital

Aerospace engineers	2,500
Aircraft mechanics and service technicians	1,350
Avionics technicians	80
Computer software engineers, applications	31,050
Computer software engineers, systems software	28,790
Computer systems analysts	28,030
Electrical and electronic engineering technicians	4,110
Electrical and electronic equipment assemblers	1,830
Electrical engineers	5,930
Electronics engineers, except computer	4,760
Engineering managers	6,100
Industrial engineers	3,840
Mechanical drafters	600
Mechanical engineers	5,430
<b>Total Aerospace Employment</b>	<b>124,400</b>

SOURCE: Bureau of Labor Statistics, 2007

#### Top 5 Aerospace Employers

Company	Local Employment
Northrop Grumman	21,100
SAIC	17,500
Lockheed Martin	16,300
BAE Systems	6,700
General Dynamics	6,100

SOURCE: Washington Business Journal Book of Lists, 2009

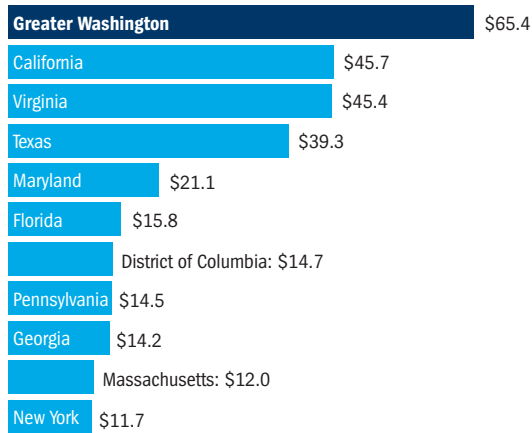
**“Lockheed Martin is proud to be headquartered in the Washington, DC region, offering us close proximity to our government customers and an exceptionally well-educated information technology, systems integration and engineering workforce.”**

Robert J. Stevens  
Chairman, President and CEO  
Lockheed Martin Corporation

“SAIC is a global company with the greatest concentration of our workforce in Greater Washington. The area provides us the highly educated, highly diverse workforce of scientists, engineers and technology expertise we need to grow our business.”

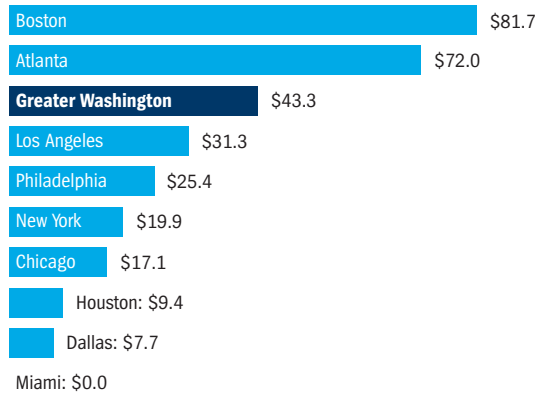
Ken Dahlberg  
 Chairman of the Board and CEO  
 Science Applications International Corporation (SAIC)

**Federal Procurement in Greater Washington versus Top Ten States, 2007 (in billions)**



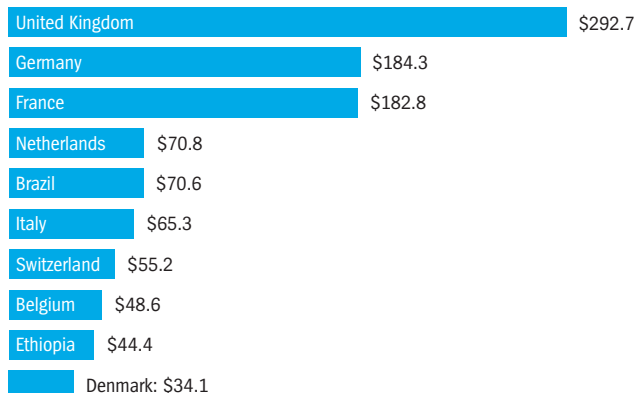
SOURCE: US Census Consolidated Federal Funds Reports

**Aerospace Research & Development, 2007 (per capita expenditures)**



SOURCE: National Science Foundation (includes R&D expenditures in math, computer science, and engineering)

**Greater Washington Aerospace Products & Parts Exports, 2008 (in millions)**



SOURCE: US Census Bureau, Foreign Trade Division

**FEDERAL SPENDING**

**Federal Impact:** Overall federal spending in Greater Washington totalled \$122.3 billion in 2008, an increase of nearly 80% during the past decade. Over the next five years, federal spending in the region will continue to increase significantly.

**Buying Locally:** Purchases of goods and services by the federal government in Greater Washington reached \$65.4 billion in 2007, an increase of more than 135% during the past decade.

**R&D**

**Research Support:** Greater Washington features one of the highest concentrations of research capabilities in the world, with more than thirty-three facilities conducting aerospace- and defense-related research in the region. Facilities range from the Johns Hopkins University Applied Physics Research Lab in Howard County, MD to the National Transportation Safety Board Training Center in Loudon County, VA.

In 2007, aerospace-related R&D activity in Greater Washington exceeded all other comparison regions except for Boston and Atlanta; unlike these cities, both of which are dependent on a single university, aerospace-related research in Greater Washington is supported by dozens of institutions.

**EXPORTS**

**Growing Export Base:** In 2008, aerospace exports in Greater Washington topped \$1.2 billion — an increase of nearly 75% during the previous five years. European countries are among the largest recipients of Greater Washington’s aerospace exports.



## **GREATER WASHINGTON INITIATIVE: Helping Companies Make Informed Decisions**

The Greater Washington Initiative (GWI) is the regional private-public economic development organization representing Washington, DC, Northern Virginia, and Suburban Maryland. GWI's complimentary, confidential services provide companies and site selection consultants with the information they need to make informed decisions about relocating or expanding into Greater Washington.

Contact our team to receive customized information on:

- >> Setting up a business in Greater Washington;
- >> Industry clusters, office costs, labor rates, venture capital, regional taxes;
- >> Best practices on selling to the U.S. Government; and
- >> Connecting with key business and political leaders.

**For statistics and information about the region,  
visit [www.greaterwashington.org](http://www.greaterwashington.org).**

## **GREATER WASHINGTON INITIATIVE**

**Regional Economic Development**

Washington, DC | Maryland | Virginia

1725 I Street NW, Suite 200  
Washington, DC 20006

T 202.857.5999  
F 202.466.4980

[www.greaterwashington.org](http://www.greaterwashington.org)

Toll free from within the US and Canada  
800.555.6783  
UK toll free 0500892691



GREATER WASHINGTON  
Board of Trade