



Washington, DC

INTERNATIONAL BUSINESS OVERVIEW



At its core, Washington, DC is an international city. With nearly a quarter of DC’s population born outside of the US, far exceeding the national average of 13%,¹ over 100,000 immigrant entrepreneurs, and 168 languages spoken,² the international community is woven into the fabric of what makes Washington, DC one of the most dynamic cities in the world. A strong international business community, including more than 177 embassies and proximity to the federal government, makes Washington, DC the ideal location to maximize the return on investment for foreign companies investing in the United States.



WASHINGTON, DC AT A GLANCE³



672,000
POPULATION



34
MEDIAN AGE



\$90,842
MEDIAN
HOUSEHOLD
INCOME



Eastern
TIME ZONE

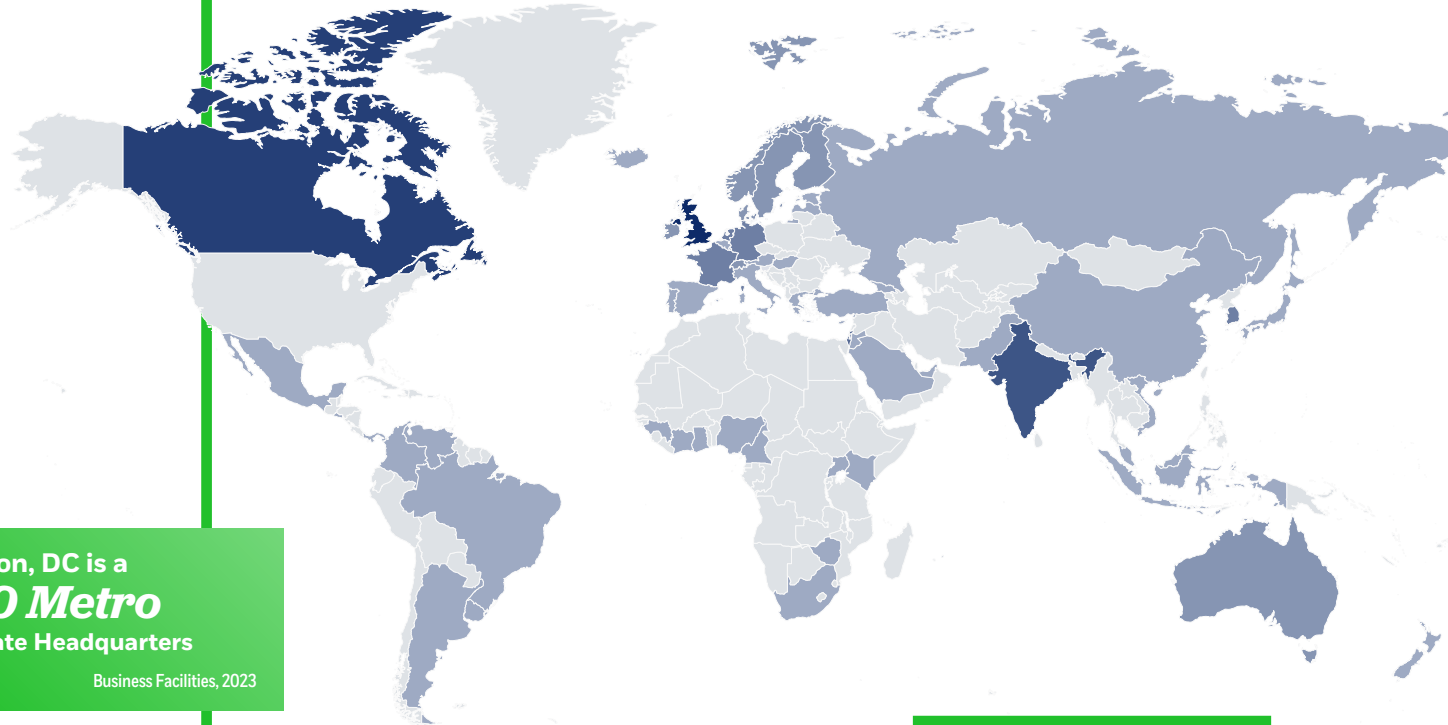
1. Congressional Budget Office, the U.S. Economy, and the Federal Budget April 2023) 2. Source: ACS, 2015-2019 estimates – International to DC Metro. 3. US Census 2020



International Business Presence

There are over 500 international companies with a presence in the Washington, DC Metro Area representing 45 countries.¹ From January 2013 to December 2022, 140 greenfield FDI projects were announced in Washington, DC with an estimated capital expenditure (capex) of \$1.9 billion and an estimated 6,811 jobs created.² The top source markets for FDI in Washington, DC from 2013-2022 were the United Kingdom (\$358 million in capex across 30 projects), China (\$271 million in capex across five projects), and Japan (\$244 million in capex across six projects). The top three industries for FDI were Real Estate, Software and IT Services, and Hotels and Tourism.³

COUNTRIES WITH A PRESENCE IN THE DC METRO AREA (DMV)¹



Washington, DC is a **Top 10 Metro** for Corporate Headquarters

Business Facilities, 2023

COUNTRY	DC	DMV
Total International companies	223	577
Unique Countries	45	62

COUNTRY	DC	DMV
United Kingdom	61	123
Canada	27	60
India	6	40
Israel	5	37
Germany	9	24
Netherlands	7	24
South Korea	3	24

¹Pitchbook, September 2023 ² fDi Markets, 2023 ³ SelectUSA



Union Station

Embrace the competitive edge of the District of Columbia's strategic location in the heart of the Mid-Atlantic and the Northeast Corridor. Within a short flight or train ride to other major markets such as New York City, Boston, Chicago, and Atlanta, your Washington, DC office will be located in the center of a vast customer base with swift access to key markets in the global economy. The District of Columbia positions your company at the crossroads of commerce, fostering unparalleled opportunities for growth and expansion.

The DC metro area provides easy, direct access to major domestic and international destinations via three airports: Reagan National (DCA), Dulles International (IAD), and Baltimore/Washington International (BWI).

Dulles International Airport services 61 direct international destinations, including routes to London, Zurich, Tel Aviv, Cape Town, Dubai, Delhi, Beijing, Tokyo, and Seoul.

Reagan National and Baltimore/Washington International service 105 destinations.



Connected City



AMTRAK

Washington, DC is a major hub for Amtrak, offering convenient rail travel to cities along the Northeast Corridor, including New York City, Philadelphia, and Boston.

- New York City: 2h, 46 mins
- Philadelphia: 1h, 30 mins
- Boston: 6h, 45 mins



METRO

The Washington Metropolitan Area Transit Authority (WMATA) operates an extensive Metro system that connects the city and its suburbs via 6 rail lines and 96 stations, as well as 269 bus routes serving 11,129 stops. It's a popular mode of transportation for daily commuters.



MARC & VRE

The Maryland Area Regional Commuter (MARC) and Virginia Regional Express (VRE) commuter rail services provide additional options for getting to and from DC suburbs in Maryland and Virginia.



Downtown DC

Population & Skilled Workforce

The DC metro area, with 6.4 million residents, is well-positioned for sustainable population growth. The metro area has grown by 12% since 2010, compared to a national growth rate of 8% over the same period¹. Since 2011, the District of Columbia has increased its population by 11% to a total of 672,000 residents.² The DC metro area has drawn population from both surrounding markets and beyond. One in five people in the DC metro area (22.8%) are foreign-born, contributing to the region's ethnic, linguistic, and cultural diversity.

If it were a state, the District would be the country's fifth most diverse state in the U.S.³ DC was ranked #1 City in the U.S. for LGBTQ+ equality⁴. More than 168 languages are spoken in the metro area, with 26% of the population (aged 5+) speaking a language other than English at home⁵. More than 53% of adults in the DC metro area hold a bachelor's degree or higher, compared to 35% nationally. In addition to an impressive 39% of residents holding advanced degrees compared to 14.4% nationally⁶, the region benefits from a dynamic mix of professionals from various industries and leads the nation in Professional, Scientific and Technical Services, Public Administration, and Information industries.

#1 Most Educated
City in the United States⁷

Most Innovative State⁸

23
Michelin Starred Restaurants

20+ Million
Visitors in 2022 to Washington, DC⁹

Washington, DC is rich in cultural and historical institutions, offering a vibrant backdrop for businesses and employees.



Smithsonian Museums: The National Mall is home to 10 Smithsonian museums, such as the National Gallery of Art.



Monuments and Memorials: Explore iconic landmarks like the Washington Monument, Lincoln Memorial, and Martin Luther King Jr. Memorial.



Dining and Cuisine: DC offers diverse culinary experiences, from international cuisine to Michelin-starred restaurants.



The John F. Kennedy Center for the Performing Arts hosts world-class theater, ballet, and musical performances.



Sports and Entertainment: Catch professional sports teams, including the Washington Nationals (baseball), Washington Wizards and Mystics (basketball), DC United and Washington Spirit (soccer), Washington Capitals (hockey), and Washington Commanders (football) in action.

1. U.S. Census Bureau, Population Division. 2. U.S. Census Bureau, Population Division. 3. US Census Bureau, 2021. 4. Human Rights Campaign Foundation, 2020. 5. Detailed Languages Spoken at Home, ACS (2009-13). 6. <https://www.census.gov/newsroom/press-releases/2022/educational-attainment.html> 7. Esri/U.S. Census Bureau, 2016-2020 American Community Survey & Population Division (2021). Based on a comparison of the top 25 most populous metropolitan areas. 8. Wallethub, March 2023. 9. Destination DC



As the seat of the Federal government, Washington, DC provides a unique advantage for companies. Proximity to the nearly 110 Federal agencies¹ creates a simple path for networking and customer service with the US Government.

In Fiscal Year 2022, over 50,000 contracts were awarded to businesses based in Washington, DC totaling \$31 billion dollars in funds.²

CONTRACTS AWARDED IN WASHINGTON, DC BY INDUSTRY

NAME	AWARDED AMOUNT	% OF TOTAL \$ AWARDED IN DC
Computer Systems Design Services	\$4.96B	8.97%
Administrative Management and General Management Consulting Services	\$3.99B	7.21%
Other Computer Related Services	\$3.60B	6.51%
Engineering Services	\$3.16B	5.71%
Custom Computer Programming Services	\$1.37B	2.48%

Source: USASpending.gov

Government Connection



EMBASSY PRESENCE

Washington, DC has more than 177 embassies that call it home. For a company with global ambition, having access to decision makers from all over the globe creates a unique opportunity to run a worldwide enterprise without having to leave the 110 square kilometers of Washington, DC!

COMPANY SPOTLIGHT

PwC, an international auditing, tax, and consulting firm, consolidated its regional offices into a new 182,000 SF Washington, DC office. The 1,700-person regional headquarters opened in 2021. PwC's new office was awarded LEED certification at the Gold level by the US Green Building Council.



1. GSA. 2. USA Spending FY 2022



Economic Incentives and Support

Companies relocating to or expanding within Washington, DC can take advantage of a host of enticing financial incentives and business support services to ensure a seamless transition and foster growth. The District's Vitality Fund offers support for companies expanding headquarters to the District, and the Qualified High Tech Company (QHTC) incentives specifically target tech companies based in DC. More information can be found at ObviouslyDC.com.

- **Vitality Fund:** A multi-year, performance-based incentive program designed to support companies in target industries actively planning to relocate, expand, or retain their physical location in Washington, DC, and to encourage the creation of new jobs.
- **Creative Open Space and Modernization (COSM):** An incentive program designed to support the growth of large companies that make a long-term commitment to locate in the District. Eligible companies can receive an annual tax rebate for up to five years to offset property taxes and tenant improvements.
- **DC Department of Employment Services:** Offers recruitment and hiring support, and a variety of workforce development and training programs to help District employers including On-the-Job Training and Apprenticeship Programs.
- **The District of Columbia Film, Television, and Entertainment Rebate Fund** can provide a rebate to help offset a percentage of the costs for the production of movies, television shows, video productions, and/or infrastructure improvements of studio space in Washington, DC.



As you navigate your path forward in the nation's capital, WDCEP is here to help support your journey. We look forward to hearing from you and how we can grow your company in the District.

Thank You



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