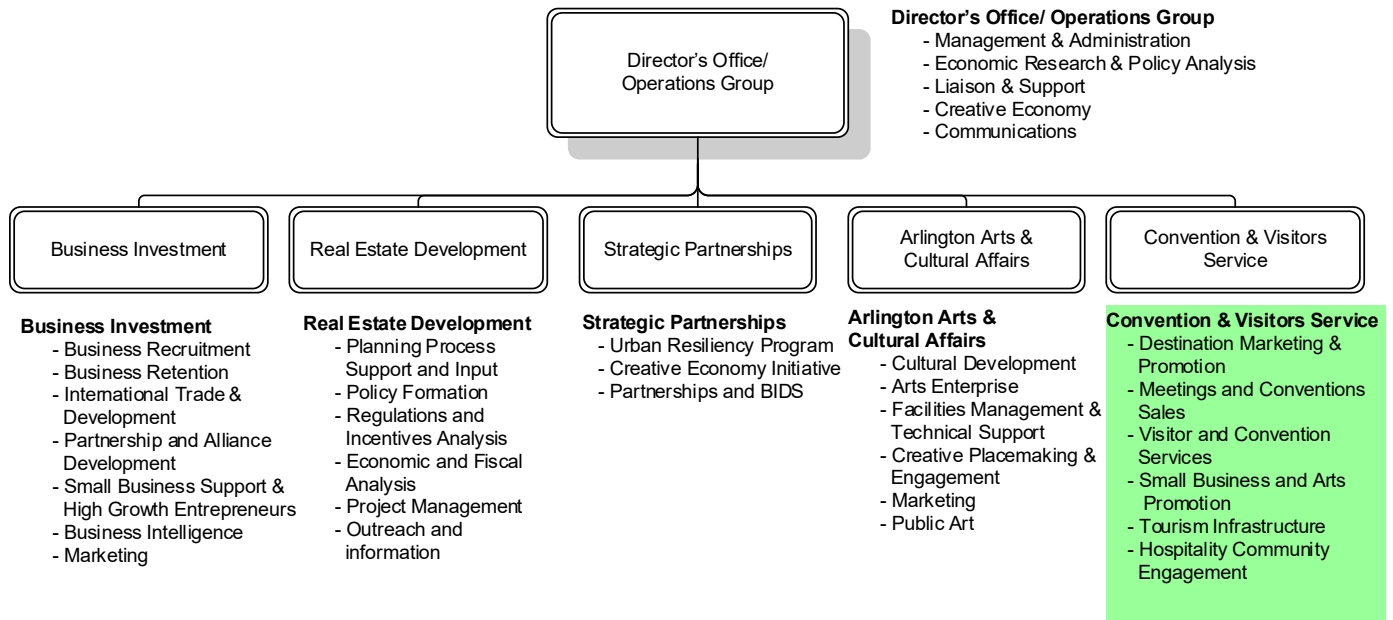


Our Mission: To continue to develop Arlington County as an economically vital, competitive, and sustainable community by providing leadership and services to the business, real estate development, and visitors services sectors of the Arlington economy

LINEs OF BUSINESS



Shaded program is located in the Travel and Tourism Fund

SIGNIFICANT BUDGET CHANGES

The FY 2022 adopted expenditure budget for Arlington Economic Development is \$8,917,852, a three percent increase from the FY 2021 adopted budget. The FY 2022 adopted budget reflects:

- The County Board added funding for a one percent merit pay adjustment, a five percent increase in the range, and an increase to the one-time bonus for staff from \$500 to approximately \$900.
- The County Board also added ongoing funding for the Lee Highway Alliance (\$25,000) and business dataset subscriptions (\$40,000) and one-time funding for Resiliency Arts Grants (\$50,000) as well as added a small business support position (\$113,900, 1.0 FTE) with funding from the American Rescue Plan.
- ↑ Personnel increases due to the adjustments noted above and adjustments to salaries resulting from job family studies (\$20,000), partially offset by lower retirement contributions based on current actuarial projections and a 2.5 percent decrease in Kaiser health insurance premiums.
- ↓ Non-personnel decreases primarily due to the removal of prior year one-time funding for Columbia Pike small business support (\$20,000) and Lee Highway Alliance (\$25,000), adjustments to the annual expense for maintenance and replacement of County Vehicles (\$1,668), and the reductions itemized below.

FY 2022 Adopted Budget Reductions

Director's Office and Real Estate Development Group

- ↓ Reduce trade and promotion funding (\$10,000), administrative operating expenses (\$27,618), and marketing budget (\$21,743).

IMPACT: Targeted reductions in the Director's Office and Real Estate Development will impact economic studies, programming, outreach, administrative operations (e.g., training and office supplies), and marketing.

Business Investment Group

- ↓ Reduce marketing and business engagement activities (\$32,000).

IMPACT: The reduction will potentially result in a lower number of prospect leads and fewer engagement opportunities with the local business community.

DEPARTMENT FINANCIAL SUMMARY

	FY 2020 Actual	FY 2021 Adopted	FY 2022 Adopted	% Change '21 to '22
Personnel	\$6,369,032	\$6,447,752	\$6,719,531	4%
Non-Personnel	2,142,733	2,221,350	2,198,321	-1%
Total Expenditures	8,511,765	8,669,102	8,917,852	3%
Fees (Earned Income)	123,983	172,534	172,534	-
Grants	28,000	4,500	4,500	-
Transfer from Fund 799	84,720	-	-	-
Total Revenues	236,703	177,034	177,034	-
Net Tax Support	\$8,275,062	\$8,492,068	\$8,740,818	3%
Permanent FTEs	46.40	45.40	46.40	
Temporary FTEs	5.50	5.50	5.50	
Total Authorized FTEs	51.90	50.90	51.90	

Expenses & Revenues by Line of Business

	FY 2020 Actual Expense	FY 2021 Adopted Expense	FY 2022 Adopted Expense	% Change '21 to '22	FY 2022 Adopted Revenue	FY 2022 Net Tax Support
Director's Office - Operations	\$2,877,866	\$2,854,957	\$2,866,054	-	-	\$2,866,054
Business Investment	2,176,573	2,308,789	2,485,263	8%	-	2,485,263
Real Estate Development	360,204	469,440	459,803	-2%	-	459,803
Strategic Partnerships	610,608	570,500	570,500	-	-	570,500
Arlington Arts & Cultural Affairs	2,486,515	2,465,416	2,536,232	3%	\$177,034	2,359,198
Total	\$8,511,765	\$8,669,102	\$8,917,852	3%	\$177,034	\$8,740,818

Authorized FTEs by Line of Business

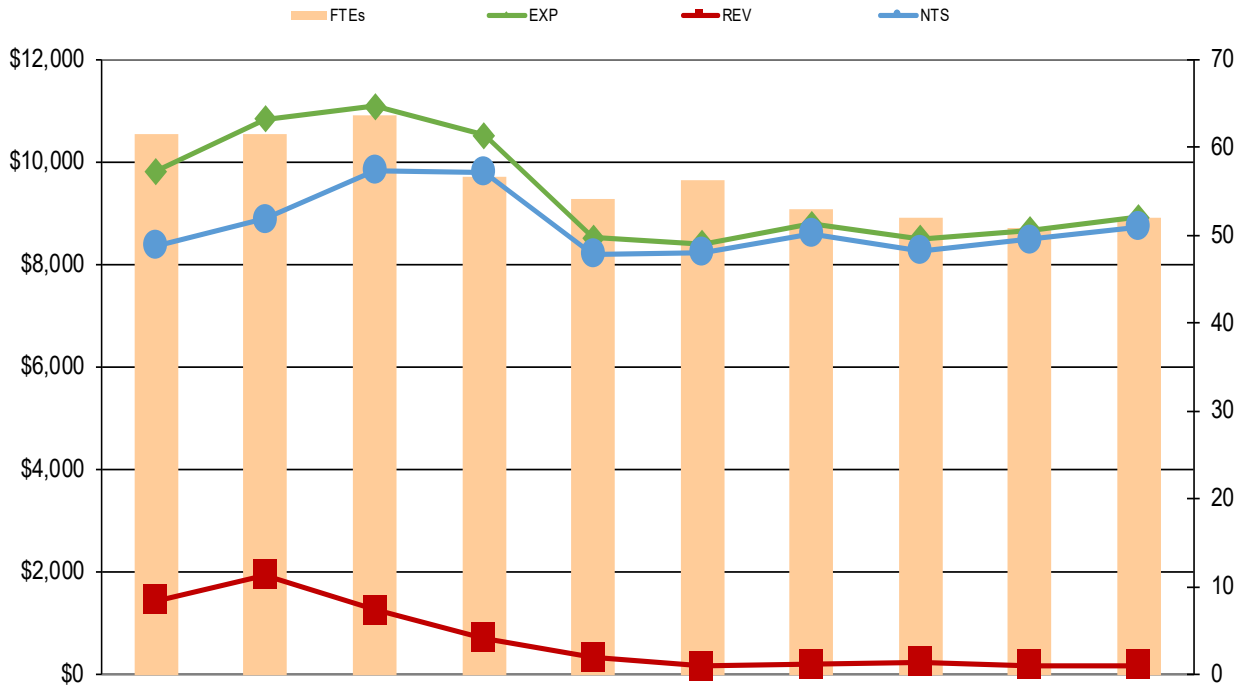
	FY 2021 FTEs Adopted	FY 2022 Permanent FTEs Adopted	FY 2022 Temporary FTEs Adopted	FY 2022 Total FTEs Adopted
Director's Office - Operations	15.00	15.00	-	15.00
Business Investment	13.80	14.80	-	14.80
Real Estate Development	3.00	3.00	-	3.00
Strategic Partnerships	-	-	-	-
Arlington Arts & Cultural Affairs*	19.10	13.60	5.50	19.10
Total	50.90	46.40	5.50	51.90

*FY 2021 Adopted FTE count includes 5.50 temporary FTEs in the Arlington Arts & Cultural Affairs line of business.

Strategic Partnerships Funding Summary

	FY 2020 Actual	FY 2021 Adopted	FY 2022 Adopted	% Change '21 to '22
Ballston Business Improvement District	\$1,460,340	\$1,569,935	\$1,471,612	-6%
National Landing Business Improvement District	2,692,339	4,739,568	4,570,394	-4%
Rosslyn Business Improvement District	3,838,405	4,053,393	4,208,809	4%
Clarendon Alliance	90,000	80,000	80,000	-
Columbia Pike Revitalization Organization (CPRO)	370,000	350,000	350,000	-
Lee Highway Alliance	80,500	85,500	85,500	-
Washington Board of Trade	10,000	10,000	10,000	-
Arlington Sister Cities Association	45,000	45,000	45,000	-
Total	\$8,586,583	\$10,933,396	\$10,821,315	-1%

EXPENDITURE, REVENUE, NET TAX SUPPORT, AND FULL-TIME EQUIVALENT TRENDS



	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022
\$ in 000s	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Adopted Budget	Adopted Budget
EXP	\$9,818	\$10,829	\$11,085	\$10,523	\$8,525	\$8,401	\$8,788	\$8,511	\$8,669	\$8,918
REV	\$1,448	\$1,939	\$1,254	\$712	\$320	\$165	\$191	\$236	\$177	\$177
NTS	\$8,370	\$8,890	\$9,831	\$9,811	\$8,205	\$8,236	\$8,597	\$8,275	\$8,492	\$8,741
FTEs	61.57	61.57	63.57	56.67	54.20	56.20	52.90	51.90	50.90	51.90

Fiscal Year	Description	FTEs
FY 2013	▪ The County Board added an Information Technology position (\$125,000).	1.00
	▪ The County Board added one-year funding for the Base Realignment and Closure (BRAC) Coordinator position (\$148,137) which had been previously grant funded.	1.00
	▪ The County Board added \$30,000 in one-time arts challenge grant funding.	
	▪ The County Board added matching grant funding for the Clarendon Alliance (\$15,000).	
	▪ The County Board added base operating funds (\$15,000) and matching grant funding (\$5,000) for Columbia Pike Revitalization Organization.	
	▪ Personnel expenses increased due to the County Board's addition of funding for a new Step 19 and an increase in the living wage.	
	▪ Personnel included the transfer of 3.0 FTEs from the Travel & Tourism Promotion Fund (TTPF) to the General Fund for organizational demands in the Director's Office and the Business Investment Group (\$284,790).	3.00
	▪ Convention and Visitors Service transferred from the Travel & Tourism Promotion Fund (TTPF) to the General Fund (\$385,624 personnel, \$114,376 non-personnel, 4.8 FTEs).	4.80
	▪ Eliminated FY 2012 one-time funding for retail and small business promotion (\$450,000).	
	▪ Eliminated FY 2012 one-time funding for programming at Lubber Run (\$25,000).	
	▪ Eliminated funding for the Rosslyn Renaissance (\$30,000) and the associated transfer of funding from the Rosslyn Fund trust and agency account (\$30,000).	
	▪ Revenues decreased to reflect the relocation of the Virginia Export Assistance Center (\$30,000) and changes in Artisphere operations (\$228,519).	
	FY 2014	▪ The County Board added one-time funding for the Base Realignment and Closure (BRAC) Coordinator position (\$142,137).
▪ The County Board added one-time funding for nonprofit capacity building for two additional grants (\$20,000) and arts challenge grants (\$30,000).		
▪ Removed FY 2013 one-time funding for the BRAC Coordinator (\$148,137).		(1.00)
▪ Removed FY 2013 one-time funding for arts challenge grants (\$30,000).		
▪ The County Board added \$900,000 in one-time funding for Artisphere to support personnel and non-personnel expenses, which is partially offset by the elimination of ongoing funding in the amount of \$748,028.		
▪ Revenue increased based on changes in Artisphere operational estimates for gifts and donations (\$20,000), facility rental (\$40,600), admission and ticket income (\$118,531), which is partially offset by reductions in catering income (\$132,753).		
▪ Reduced the Arlington Arts Grants Program funding from \$249,100 to \$199,100 (\$50,000).		
▪ <i>The County Board approved 2.0 marketing management FTEs as part of FY 2013 closeout (\$294,983).</i>		2.00

Fiscal Year	Description	FTEs		
FY 2015	<ul style="list-style-type: none"> ▪ The County Board added one-time funding for arts challenge grants (\$30,000) and tourism promotion (\$200,000). ▪ Removed FY 2014 one-time funding for the Base Realignment and Closure (BRAC) Coordinator position (\$142,137). ▪ Removed FY 2014 one-time funding for arts challenge grants (\$30,000) and nonprofit capacity building (\$20,000). ▪ Added additional funding for the Hispanic Business Counselor (\$50,000). ▪ Added ongoing funding (\$158,273) for the Base Realignment and Closure (BRAC) Coordinator position. ▪ Replaced ongoing funding with one-time for nonprofit capacity building (\$45,000). ▪ <i>Added personnel approved at FY 2014 close-out to correct the allocation for a Cultural Affairs Specialist (\$9,589, 0.1 FTE).</i> 	<p>(1.00)</p> <p>1.00</p> <p>0.10</p>		
	FY 2016	<ul style="list-style-type: none"> ▪ The County Board eliminated funding for Artisphere (\$946,659, 14.5 FTEs, 1.0 temporary FTE) and Ballston Science and Technology Alliance (BSTA) (\$25,000). \$1.3 million in one-time funding remains in net tax support for Artisphere as a contingency in order to cover costs associated with the closure of that facility. ▪ The County Board, using a portion of the savings from the closure of Artisphere, reallocated funding to the Cultural Affairs Division in an effort to improve artistic programming across the county and particularly along its metro corridors (\$331,000 personnel, 3.5 FTEs; \$165,659 non-personnel). ▪ The County Board added on-going funding for business investment (\$600,000, 5.0 FTEs), marketing (\$300,000), arts grants (\$16,710), and the Columbia Pike Revitalization Organization (CPRO) (\$100,000). ▪ The County Board restored one-time funding for tourism promotion (\$200,000) and added one-time funding for TandemNSI (\$200,000). ▪ Removed one-time funding for nonprofit capacity building (\$45,000) and arts challenge grants (\$30,000). ▪ <i>Decreased one-time funding for the closure of Artisphere at FY 2015 close-out due to lower than anticipated closure costs (\$400,000).</i> 	<p>(15.50)</p> <p>3.50</p> <p>5.00</p>	
		FY 2017	<ul style="list-style-type: none"> ▪ The County Board added one-time funding for the Marymount Non-Profit Resource Center to work with the Clarendon Alliance (\$25,000). ▪ The County Board shifted \$379,000 of Convention and Visitor Services funding from ongoing to one-time. This funding shift maintains the same level of support for the Travel and Tourism program. ▪ Increased fee revenue to align budget to actuals and anticipated receipts in Cultural Affairs programs (\$9,000). ▪ The temporary FTE count was adjusted to reflect the number of budgeted hours already funded within the Department's budget. There was no change to net tax support. ▪ <i>After budget adoption, the County Board transferred Arlington Convention and Visitor Services from the General Fund to the Travel and Tourism Fund (\$626,148, 5 FTEs, 0.80 Temporary FTEs).</i> 	<p>3.33</p> <p>5.80</p>

Fiscal Year	Description	FTEs
FY 2018	<ul style="list-style-type: none"> ▪ The County Board added one-time funding for Arts Challenge Grants (\$30,000) and one-time funding for AED to conduct a retail and market study along the Columbia Pike corridor on behalf of the Columbia Pike Revitalization Organization (\$150,000). 	
	<ul style="list-style-type: none"> ▪ Converted a temporary employee from the Travel and Tourism Promotion Fund to a permanent full-time to support the front desk and operations (conversion of non-personnel to personnel \$60,000). 	1.00
	<ul style="list-style-type: none"> ▪ Transferred in a position from the Department of Technology Services to support the sales and marketing efforts of ConnectArlington and the transfer in of sales and marketing non-personnel funding for the promotion of ConnectArlington (\$130,000 personnel; \$50,000 non-personnel). 	1.00
	<ul style="list-style-type: none"> ▪ Removed FY 2017 one-time funding for the Marymount Non-Profit Resource Center (\$25,000). 	
FY 2019	<ul style="list-style-type: none"> ▪ The County Board added one-time funding for the Columbia Pike Revitalization Organization (CPRO) (\$5,000) and one-time funding for the Lee Highway Alliance (LHA) (\$25,000). 	
	<ul style="list-style-type: none"> ▪ Eliminated one vacant Strategic Partnerships Executive Liaison (\$143,231). 	(1.00)
	<ul style="list-style-type: none"> ▪ Eliminated funding for the Greater Washington Hispanic Chamber of Commerce (\$6,000) and decreased the ongoing commitment to Arlington Sister Cities Association (\$5,000). 	
	<ul style="list-style-type: none"> ▪ Eliminated the Cultural Affairs humanities program and its associated vacant position (\$77,172). 	(0.80)
	<ul style="list-style-type: none"> ▪ Eliminated a vacant Cultural Affairs new Media Curator position (\$36,225). 	(0.50)
	<ul style="list-style-type: none"> ▪ Eliminated the Connect Arlington marketing program (\$50,000) and associated vacant business development position (\$115,964). 	(1.00)
	<ul style="list-style-type: none"> ▪ Removed one-time funding for the Columbia Pike Retail Market Study (\$150,000) and Arts Challenge Grants (\$30,000). 	
	<ul style="list-style-type: none"> ▪ Removed expenses (\$160,825) associated with the closure of Spectrum Theatre. 	
	<ul style="list-style-type: none"> ▪ Transferred partnership funding (CPRO and LHA) from Non-Departmental (\$210,500). 	
FY 2020	<ul style="list-style-type: none"> ▪ The County Board replaced ongoing funding with one-time funding for the Scenic Studio program (\$108,621). 	
	<ul style="list-style-type: none"> ▪ The County Board replaced ongoing funding with one-time funding for the facility manager at 3700 South Four Mile Run Drive (\$96,663). 	
	<ul style="list-style-type: none"> ▪ The County Board added one-time funding for the Mobile Stage (\$4,550) 	
	<ul style="list-style-type: none"> ▪ The County Board added ongoing funding for the Cultural Affairs literary arts program (\$31,000). 	
	<ul style="list-style-type: none"> ▪ The County Board added one-time funding to the Lee Highway Alliance (\$20,000), the Clarendon Alliance (\$10,000), and the Columbia Pike Revitalization Organization (\$20,000). 	
	<ul style="list-style-type: none"> ▪ The County Board approved one-time funding to retain the Facility Technical Services Director (\$151,202). 	
	<ul style="list-style-type: none"> ▪ Added ongoing funding for a small business support position (\$110,285). 	1.00

Fiscal Year	Description	FTEs
	<ul style="list-style-type: none"> ▪ Reduced funding for administrative support services (\$11,000). ▪ Reduced funding for data subscription licenses (\$35,500). ▪ Eliminated a vacant Audio Production Specialist position (\$108,143). ▪ Eliminated a filled Cultural Affairs Specialist position in the Costume Lab (\$70,761). ▪ Reduced wireless service charges as part of a County-wide review of wireless service providers (\$4,921). 	<p>(1.00)</p> <p>(1.00)</p>
FY 2021	<ul style="list-style-type: none"> ▪ The County Board added one-time funding to the Lee Highway Alliance (\$25,000). ▪ Restored ongoing funding for the Scenic Studio program and the facility manager at 3700 South Four Mile Run Drive (\$208,975). ▪ Eliminated one-time funding for the vacant Facility Technical Services Director position (\$138,135). ▪ Added one-time funding for Columbia Pike small business support (\$20,000). ▪ Increased ongoing funding to the Biz Launch program for small business support (\$35,000). ▪ Increased funding for data subscription licenses (\$17,980). ▪ Removed prior year one-time funding for mobile stage towing services (\$4,550), Lee Highway Alliance (\$20,000), Clarendon Alliance (\$10,000), and Columbia Pike Revitalization Organization (\$20,000). ▪ Increased Scenic Studio fees (\$12,900). ▪ Decreased other fee revenues based on prior year actuals (\$21,366). 	<p>(1.00)</p>
FY 2022	<ul style="list-style-type: none"> ▪ The County Board added funding for a one percent merit pay adjustment, a five percent increase in the range, and an increase to the one-time bonus for staff from \$500 to approximately \$900. ▪ The County Board added ongoing funding for the Lee Highway Alliance (\$25,000). ▪ The County Board added ongoing funding for business dataset subscriptions (\$40,000). ▪ The County Board added one-time funding for Resiliency Arts Grants (\$50,000). ▪ The County Board added a small business support position (\$113,900) with funding from the American Rescue Plan. ▪ Reduced trade and promotion funding (\$10,000), administrative operating expenses (\$27,618), and marketing budget (\$21,743) in the Director’s Office and Real Estate Development Group. ▪ Reduced marketing and business engagement activities (\$32,000) in the Business Investment Group. 	<p>1.00</p>