

Regular Meeting  
Tuesday, December 10, 2024  
8:00 to 9:30 AM

### Agenda

1. Welcome
2. Approval of November Minutes
3. Chair's Report – Bill Dunn
4. AED Director's Report – Ryan Touhill
5. Information and Discussion
  - AED Business Investment Strategies Presentation - Adriana Bonilla (AED Assistant Director, Business Development) and Brandon Bedford (AED Assistant Director, Business Intelligence)
  - Innovation and Startup Ecosystem Panel – Moderated by Tally Wolff (AED Startup Ecosystem Manager) with special guests Wa'il Ashshowwaf (UnStuck Labs), Ian Garrett (Phalanx), and Ryaan Boyd (Black Gov Tech)
6. Working Group Updates
  - Commercial Vacancy Working Group
7. Old Business
  - Transportation Future Advisory Group Update
8. New Business
9. Sendoffs
10. Adjournment

#### Upcoming Meetings:

Regular Commission Meeting: 8AM Tuesday, January 14, 2025

**MEETING MINUTES OF THE  
ARLINGTON COUNTY ECONOMIC DEVELOPMENT COMMISSION**

November 12, 2024

The Economic Development Commission convened its meeting at 8:01 AM on November 12, 2024.

|                            |  |
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| <b>PRESENT (IN-PERSON)</b> | Bill Dunn<br>Tommy Amal<br>Sara Barker<br>Kate Bates<br>Anthony Burchard<br>Steve Cooper<br>Stephen Fedorchak<br>Ben Garthwaite<br>Nick Gregorios<br>Charles Kachadoorian<br>Brad Mason<br>Joseph Oyler<br>Scott Pedowitz<br>Evan Pritchard<br>Paula Sorrell<br>Meredith Sumpter<br>Andy VanHorn |
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|                            |   |
|----------------------------|---|
| <b>PRESENT (VIRTUALLY)</b> | Ryaan Boyd<br>Praveen Meyyan<br>Kevin Yam |
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| <b>ABSENT</b> | Janetta Brewer<br>Ben Joseph<br>Catherine Lynch<br>Sid Mansur<br>Matthew Weinstein |
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**SUMMARY OF PRESENTATIONS/DISCUSSIONS**

*Chair's Report – Bill Dunn*

Chair Dunn emphasized the importance of attending meetings in person to ensure quorum so that the EDC can conduct official business. He encouraged members to be proactive about letting us know if they won't be able to make it to a meeting. Chair Dunn acknowledged the newest Commissioner, Ben Joseph. Dunn also highlighted the recent office vacancy event hosted by the Arlington Chamber of Commerce where Kevin Yam and Kate Ange participated as panelists, which shows that this important work is being recognized.

#### *AED Director's Report – Ryan Touhill*

Director Touhill started by providing follow-up information to answer a Commissioner question about the taxable sales data from last month's Director's report. Touhill acknowledged events that the AED team worked on during the month of October, including DC Startup and Tech Week, the Accelerate Conference that George Mason hosted, and the Hispanic Heritage Month Brunch and Business. He mentioned that adaptive reuse, one of AED's priorities, will go before the County Board on November 16. Lastly, Touhill acknowledged that AED is working to identify areas of economic interest to monitor with the transition to a new administration. Commissioner VanHorn asked that AED staff keep the EDC members in mind if there's anything they can do to help or share knowledge moving forward.

#### *Transportation Presentations*

Jason Stanford of the Northern Virginia Transportation Alliance provided a presentation on the regional transportation outlook. Stanford's presentation provided data around funding and usage by transportation type. He acknowledged how access to transit options impact economic indicators like jobs. His presentation also covered transportation trends pre- and post-pandemic and shared how these trends might shape the future of transportation across the region.

Sarah Crawford from the Arlington County Department of Transportation delivered a presentation on Arlington's multimodal transportation network. She shared that the update to the Master Transportation Plan is underway, and that Arlington's main areas of focus are: biophilia, community energy plan, equity, and safety. She shared data around transportation trends in different areas of Arlington, as well as information around Arlington's investment in Capital Bikeshare and shared mobility programs. She highlighted major transportation projects that are in progress, such as Columbia Pike.

Commissioner Pritchard is representing the EDC in the Transportation Future Advisory Group. Pritchard informed the group that he would be following up after the meeting to gather their feedback and input for him to take back to the advisory group.

Commissioners noted that focus should be placed on moving people most efficiently, looking at transportation through an economic development lens, and protecting the metro.

#### **MOTIONS & ACTIONS/VOTES**

Commissioner Fedorchak moved that the Commission approve the minutes from the October EDC meeting. The motion was seconded, and the Commission unanimously supported the motion.

Commissioner Pedowitz introduced the draft letter for the EDC to send to the County Board in support of the Adaptive Reuse Proposed Policy and Zoning Ordinance Amendment. Commissioner Pedowitz moved to adopt the policy. The motion was seconded, and the Commission unanimously supported the motion.

Meeting adjourned at 9:23 AM.

## Upcoming Events of Note

### **BizArt**

Dec. 11, 2024, 5:00 p.m. - 7:00 p.m.

The Renegade, 3100 Clarendon Blvd., Arlington

<https://www.arlingtoneconomicdevelopment.com/News-Resources/Events/BizArt-Building-Innovation-Between-Art-and-Industry>

### **Wreaths Across America Day**

Dec. 14, 2024

Arlington National Cemetery

<https://www.arlingtoncemetery.mil/WAA/WAA-Day>

### **Winter Artful Weekend**

Dec. 13–15, 2024

Hendry House, 2411 24th St. N., Arlington

<https://www.arlingtonartistsalliance.org/event-details-registration/winter-artful-weekend-2025>



# BUSINESS INVESTMENT GROUP OVERVIEW

● December 2024

# AGENDA

**01** **BIG Overview**

**02** **Business Attraction**

**03** **Business Retention & Expansion**

**04** **Innovation Ecosystem**







**Support Arlington's economic growth by driving innovation to generate demand for office space, create jobs, and cultivate a dynamic business ecosystem through the attraction, retention, and expansion of businesses .**

**Business Investment Group Mission**

# TEAM STRUCTURE



Michael Stiefvater  
*Director*



Brandon Bedford  
*Assistant Director, Business Intelligence*



Adriana Bonilla  
*Assistant Director, Business Development*



Troy Palma  
*Economic Data/  
Research*



Melissa Hines  
*Marketing &  
Sponsorships*



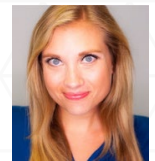
Tally Wolff  
*Startup  
Ecosystem*



Sindy Yeh  
*Business Retention  
& Expansion*



Sumeet Saini  
*Tech  
Startups*



Meghan Norden  
*International  
Attraction*



# BUSINESS SERVICES



## B2B & UNIVERSITY CONNECTIONS

Leverage our knowledge and connections into the Arlington business community, as well as the community college and university systems.



## BUSINESS INTELLIGENCE

Our team is ready to provide customized research, including demographic data, real estate options, tax rates and workforce statistics.



## LIASON SERVICES

Introductions to County departments, community resources, meeting and event planning services, workforce assistance and much more.



## RELOCATION SERVICES

Customized relocation assistance to engage existing employees and help entice new workers to locate to relocated or expanded offices in the area.



## SITE SELECTION SERVICES

Customized assistance, from property and site familiarization tours, real estate connections, incentives, market intelligence and more.

# KEY INDUSTRIES



## ADVANCED COMPUTING

Cutting-edge technologies such as artificial intelligence, cloud computing, machine learning, and quantum computing



## AEROSPACE & DEFENSE TECH

Production of aircraft, spacecraft, defense technologies, and systems to enhance national security and space exploration



## CYBERSECURITY

Involves the protection of digital systems, networks, and data from cyber threats such as hacking, data breaches, and cyberattacks



## GOVERNMENT CONTRACTING

Businesses providing goods and services to government agencies, including defense, infrastructure, technology and consulting



## NONPROFITS & ASSOCIATIONS

Organizations addressing societal needs, supporting community development, and advocating for causes such as educational initiatives



## PROFESSIONAL SERVICES

Specialized companies that provide knowledge-based expertise to businesses, including IT solutions, engineering, accounting/legal/financial, marketing

# FY 2025 METRICS

## Notable Goals

**450,000** Square feet of occupied real estate via BIG Engagement

**2,250** Jobs created or retained via BIG engagement

**700** Business retention/expansion activities

**300** Business attraction outreaches

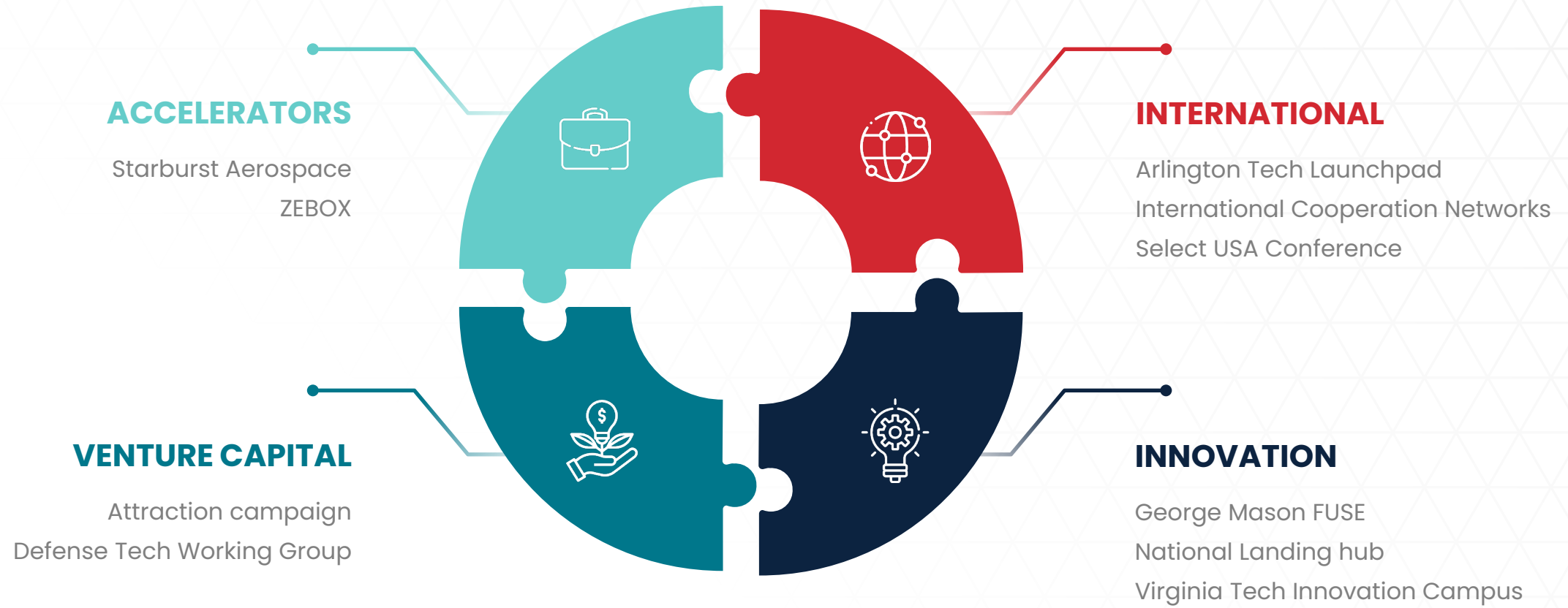
**60** Tech ecosystem partner meetings



# BUSINESS ATTRACTION

# MULTIPLIER EFFECT

Leveraging Initiatives and Partners to Magnify Outcomes



# INTERNATIONAL WORK.

Connecting Arlington with the World Through Cooperation Networks



## Network of International Contacts

OVER

**20 COUNTRIES**



## Business Stakeholder Relationships

OVER

**60 NEW CONNECTIONS**



## Cooperation Networks

ACTIVE MEMBERS

**ACE  
IEDC**



## Vehicles for Continuous Engagement

ACTIVE INITIATIVES

**TECH LAUNCHPAD  
SELECTUSA**



# NOTABLE ATTRACTION SUCCESSES IN 2024

Out-of-Market Moves Remain Limited



## 2U

Former EdTech unicorn going through a transformation period. Relocated headquarters from Lanham, MD to National Landing where they occupy 30,000 SF to be closer to a tech hub.



## CoStar Group

Real estate data and marketplace company on the S&P 500. Relocated headquarters from Washington, D.C. to Rosslyn where they will occupy 150,000 SF and employ 650 workers in purchased building.



## GTT Communications

A leading networking and security as a service provider for multinational organizations. Relocated headquarters from Fairfax County to Ballston, where they occupy 8,000 SF.



# BUSINESS RETENTION & EXPANSION

# Connecting and Expanding

Strategic Initiatives with a Focus on Bolstering Partnerships

**01** Major Employer Visits

**04** Invitations to Current Programming

**02** Fast-Growing Companies

**05** Award Nominations

**03** Quarterly Expiring Lease Report

**06** #LaTech

Space for photo



# NOTABLE EXPANSION SUCCESSES IN 2024



## Enterprise Knowledge

Homegrown IT consulting firm that helps organizations capture, manage, present, and leverage their information. Enterprise Knowledge doubled their Clarendon HQ from 6,000 SF to 12,000 SF.



## Lovelytics

Homegrown consulting firm dedicated to unlocking the transformative power of data, generative AI, and machine learning. Lovelytics expanded their Rosslyn HQ from 5,000 SF to 8,883 SF.



## Venture Global LNG

The liquid natural gas provider purchased the building that houses its Rosslyn HQ for \$143 million, while expanding its footprint from 70,000 SF to 94,744 SF



# INNOVATION ECOSYSTEM

# STARTUP SUPPORT

Arlington Customizes Solutions for Each Business



## Technical Assistance

Virginia SBDC Innovation  
Commercialization Assistance Program,  
Virginia Innovation Partnership



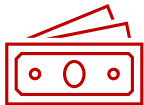
## Talent Solutions

Commonwealth Cyber Initiative,  
university partnerships



## Networking & Events

DC Tech and Startup Week, Citrine  
Angels, Crowdfuel



## Pitch Conferences

Accelerate Breakfasts and Conference,  
Dolphin Tank



## Site Tours & Select USA

Visit us! Global conference each summer  
for companies wanting to open in USA



## Coworking Solutions

Over 20 coworking spaces, including  
industry-focused like Zebox





Encourage the growth and success of  
Arlington technology startups by  
providing access to capital and  
supporting a robust local ecosystem.



Mission Statement  
**Arlington Innovation Fund**

# ARLINGTON INNOVATION FUND

Program Goals



# CATALYST GRANT SUCCESS STORIES

Nine Companies Selected In Pilot Phase



## GenLogs

Hired 11 FTEs

Raised \$6.4 million



## Seamless Transition

Field Testing in Ukraine

Exploring Arlington Lab Space



## Pryze

Signed Major Clients

#LaTech Initiative Partner

# BUILDING COMMUNITY

AIF Sponsored Events Since August 2023



**50**

Supported  
Events



**2200+**

Event  
Attendees



**275**

Startups  
Supported



# AWARDS & RECOGNITION





CONTACT US

# GET IN TOUCH.

**Michael Stiefvater, Director, Business Investment Group,**  
**[mstiefvater@arlingtonva.us](mailto:mstiefvater@arlingtonva.us)**

**Brandon Bedford, Assistant Director, Business Intelligence,**  
**[bbedford@arlingtonva.us](mailto:bbedford@arlingtonva.us)**

**Adriana Bonilla, Assistant Director, Business Development,**  
**[abonilla@arlingtonva.us](mailto:abonilla@arlingtonva.us)**



# STARTUP ECOSYSTEM PANEL



**TALLY WOLFF**

**STARTUP ECOSYSTEM MANAGER  
AED**

→ Moderator



**RYAAN BOYD**

**FOUNDER  
BLACK GOV TECH**

→ EDC Commissioner



**WA'IL ASHSHOWWAF**

**FOUNDER  
UNSTUCK LABS**

→ AIF Ecosystem Support Fund  
grantee



**IAN GARRETT**

**FOUNDER  
PHALANX**

→ AIF Catalyst grantee