

**ARLINGTON ECONOMIC DEVELOPMENT COMMISSION**

Meeting Minutes  
 Regular Meeting  
 Tuesday, March 12, 2024

| <b>Member Name</b>        | <b>Present</b> | <b>Virtual</b> | <b>Absent</b> |
|---------------------------|----------------|----------------|---------------|
| Amal, Tommy               |                |                | X             |
| Bates, Kate               |                |                | X             |
| Boyd, Ryaan               |                |                | X             |
| Brewer, Janetta           | X              |                |               |
| Burchard, Anthony         | X              |                |               |
| Cooper, Steve             | X              |                |               |
| Dunn, Bill                | X              |                |               |
| Fedorchak, Stephen        | X              |                |               |
| Garthwaite, Ben           | X              |                |               |
| Gregorios, Nick           | X              |                |               |
| Lynch, Catherine          |                |                |               |
| Mansur, Sid               | X              |                |               |
| Mason, Brad               |                |                | X             |
| Meyyan, Praveen           | X              |                |               |
| Oyler, Joseph             | X              |                |               |
| Pedowitz, Scott           | X              |                |               |
| Rosales, Karen            | X              |                | X             |
| Sampaio, Flavia           | X              |                |               |
| Schoenfeld, Mary Margaret | X              |                |               |
| Sisk, Avril Ussery        | X              |                |               |
| Sorrell, Paula            | X              |                |               |
| Tate, Jordan              |                | X              |               |
| Van Horn, Andy            | X              |                |               |
| Virasingh, Vicky          |                |                | X             |
| Yam, Kevin                | X              |                |               |
| Weinstein, Matthew        | X              |                |               |

**1. WELCOME AND CALL TOGETHER**

The March EDC (Economic Development Commission) meeting was held at the Arlington Economic Development (AED) office. The meeting was called to order at 8:03 a.m. by Chair Bill Dunn.

## **2. APPROVAL OF MINUTES**

Chair Dunn opened the floor for comments and corrections to February’s meeting minutes. Chair Dunn requested a motion to approve the Feb. 12, 2024, meeting minutes. The motion was introduced, seconded, then carried.

## **3. CHAIR’S REPORT — BILL DUNN**

Chair Bill Dunn briefly addressed the Commission, noting that he would soon turn over the floor to AED Director Ryan Touhill for an overview of the County budget in County Manager Mark Schwartz’s absence (due to his other County obligations). Before doing so, Chair Dunn recognized two commissioners for being inducted into Northern Virginia’s “40 Under 40,” Tommy Amal and Praveen Meyyan. He then shared that he recently participated in several AED-sponsored and local events. Chair Dunn also informed the Commission that Alexandria’s current deal with Monumental Sports was on hold for political reasons, noting that Arlington is not involved in the progress of that deal. Before yielding the floor to Director Touhill, Chair Dunn closed out his report by offering a few final thoughts on the budget:

- AED is not a cost center; it’s a revenue generator.
- Due to high commercial vacancy rates in Arlington and across the country, County Manager Schwartz proposes budget cuts to various departments, including AED.
- County Board Liaison Takis Karantonis is interested in working with the EDC to explore proposals.

## **4. AED DIRECTOR’S REPORT — RYAN TOUHILL**

Director Touhill opened his report by recognizing AED team member Jennifer Aguilar for her meeting logistics work. He then shared the following AED highlights:

- The ACVS team sponsored the Annual Arlington Chamber of Commerce Hospitality Awards in Crystal City.
- The BizLaunch team partnered with the Hyatt Crystal City to host the Minority Vendor Showcase.
- Five Catalyst Grants were recently awarded from the Arlington Innovation Fund.
- Additional money from the Fund helped launch a partnership with Citrine Angels, hosting the organization’s first Female Founder Series session.
- AED team members have participated in two congressional events.
- The first CMRI Request to Advertise (RTA) went before the Board last month. Focal points: offsite parking, parking regulations and other components.
- Upcoming AED events (Women’s Maker’s Fair, BizLaunch Pitch Event)
- CoStar Group relocation update, explanation of \$13.9M payment to Arlington for Gateway Park
  - i. This update sparked a conversation amongst commission members about the need to communicate the community benefit aspect, etc.

## **5. INFORMATION AND DISCUSSION — AED BUDGET PRESENTATION, RYAN TOUHILL**

Director Touhill presented the Fiscal Year 2025 Budget Briefing to the Commission, covering various aspects, including the County budget overview encompassing the annual operating budget and Capital Improvement Program, along with a review of the budget timeline. The

overall County Budget Summary indicated a 5.7% increase from FY 2024, with a specific 3% increase allocated for APS. Additionally, there was a discussion on tax rate adjustments targeting priority needs such as housing, human services, eviction prevention, environment and APS. Workforce investment and details regarding the AED FY 2024 Investments and FY25 Proposed Budget were also highlighted, alongside economic challenges and AED's strategic responses. The presentation delved into the AED Strategic Plan, focusing on business investment, thriving commercial areas, tech job initiatives, nurturing the small business ecosystem and promoting global arts and culture. Proposed changes to AED's budget included expense reductions, minor revenue adjustments, and a decrease in funded full-time employees. Funding reallocations were detailed, impacting core marketing efforts and significant organizational programs.

**6. WORKING GROUP UPDATES**

- The Commercial Vacancy Working Group shared an update on their work to determine how the Group can add value and complement the conversation around CMRI and the work being done. The Group then moved the recommendation to adopt the letter and empower the Chair to amend the dates. It was then seconded and opened for discussion. The motion passed with one opposition.

**7. OLD BUSINESS — None**

**8. NEW BUSINESS — None**