ARLINGTON ECONOMIC DEVELOPMENT COMMISSION

Regular Meeting
Tuesday, November 10, 2026
8:00 to 9:30 AM

Agenda

1. Welcome and Opening Business
    - Approval of October Minutes
    - Chair's Report: Chair Nick Gregorios
    - AED Director's Report: Anna Nissinen
2. Programming and Engagement Update: Commissioner Meredith Sumpter
    - County/Regional Advisory Groups
3. AED Staff Briefing: State of the Office and Real Estate Updates
4. Commercial Vacancy Working Group (CVWG) Update: Chair Nick Gregorios, Commissioner Evan Pritchard
5. EDC Governance and Nominations Update: Commissioner Brad Mason
6. New Business
7. Adjournment

Upcoming Meetings:

Executive Committee Meeting: 8AM Tuesday, December 12, 2026
Regular Commission Meeting: 8AM Tuesday, January 12, 2027 (tentative date)

MEETING MINUTES OF THE
ARLINGTON COUNTY ECONOMIC DEVELOPMENT COMMISSION

October 13, 2026

The Economic Development Commission convened its meeting at 8:04 AM on October 13, 2026.

PRESENT (IN-PERSON)	Nick Gregorios Robin Adams Sara Barker Kate Bates Stephen Fedorchak Betsy Frantz Ben Garthwaite Tracee Gilbert Phillip Green Timothy Jones Ben Joseph Praveen Meyyan Kaly McKenna Paula Sorrell Meredith Sumpter Keith Willis
VIRTUAL	Brian Stout Bill Walsh
ABSENT	Janetta Brewer Charles Kachadoorian Brad Mason Evan Pritchard Andy VanHorn

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SUMMARY OF PRESENTATIONS/DISCUSSIONS

Chair's Report – Chair Nick Gregorios
Chair Gregorios thanked AED staff for coordinating the September visit to Virginia Tech's Innovation Campus and summarized the tour and briefing on the National Innovation Quarter. He previewed the October agenda, which included the annual hospitality update and a panel on the economic role of Arlington's direct-service nonprofit organizations.

AED Director's Report – Director Anna Nissinen
Director Nissinen reflected on her first 90 days and emphasized AED's core mission of supporting economic growth, strengthening the local economy, and expanding the County tax base as Arlington enters another challenging budget cycle. She reported that demand from prospective companies has increased substantially and noted ongoing work on commercial real estate, market demand, and the innovation ecosystem, including the National Innovation Quarter. She also announced that a new director of Business Investment and Economic Competitiveness would begin the following week.

Director Nissinen also highlighted AED's review of the small business and entrepreneurship ecosystem, continued coordination with Arlington's BIDs and neighborhood partnerships, and the role of cultural affairs and tourism in community vibrancy. She reported strong momentum in the quantum technology sector, including a new international headquarters announcement, engagement with UK-based companies, participation in major quantum convenings, and a growing business development pipeline.

Hospitality Update– Emily Cassell, ACVS
Emily Cassell presented ACVS's annual hospitality update, drawing from the September 17 Arlington Hotel Summit. Arlington generated more than $4.6 billion in visitor spending in 2025, supported approximately 17,000 hospitality jobs, and produced $176 million in local tax revenue. Arlington also led the region with 14 percent year-over-year growth in revenue per available room through July, with continued gains reported through early October.

Cassell noted near-term challenges, including the winter slowdown, fewer National Guard hotel stays, and continued weakness in international travel. She outlined options under consideration for sustainable tourism funding, including a Tourism Improvement District, a higher dedicated transient occupancy tax surcharge, and alternative destination marketing organization structures. ACVS also reported nearly 50,000 booked room nights generating more than $9 million in hotel revenue, continued international sales efforts, and targeted destination marketing and public relations initiatives.

Panel Discussion on Arlington Non-Profits
Betsy Frantz moderated a discussion with Leslie Daigle of Arlington Free Clinic, Debby Taylor of National Capital Treatment and Recovery, and Charlie Meng of Arlington Food Assistance Center. Frantz also discussed PathForward's work. The panel focused on the economic and community impact of direct-service nonprofits providing health care, food security, substance use treatment, housing, and homelessness services. The four organizations represented an estimated combined economic impact of approximately $70 million.

- Arlington Free Clinic serves more than 1,700 uninsured adult residents. With a cash budget of approximately $5 million, the organization delivered an estimated $17.2 million in services through staff, volunteers, and donated care.
- National Capital Treatment and Recovery provides residential and outpatient substance use treatment and is developing a new Columbia Pike headquarters to expand services, including programs for women, military members, and clients needing integrated mental health support.
- Arlington Food Assistance Center served more than 9,700 families, representing nearly 24,000 individuals, during the prior year. AFAC reported more than 206,000 visits, a 91 percent increase in family need over five years, and distribution of more than 6 million pounds of food.
- PathForward described its continuum of street outreach, shelter, day services, case management, and housing support, with a focus on dignity and long-term stability.

Panelists emphasized that nonprofits reduce pressure on government and emergency systems, support Arlington's workforce, and collaborate extensively across organizations. Key challenges included rising demand, Medicaid and reimbursement changes, fundraising and capital needs, limited space, workforce housing, and the lack of appropriate placements for medically fragile older adults experiencing homelessness. Commissioners discussed opportunities to strengthen corporate and next-generation giving, increase awareness of nonprofit services, and identify practical ways the Commission and business community could support the sector.

New Business

No New Business.

MOTIONS & ACTIONS/VOTES

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

Meeting adjourned at 9:30 AM.

Upcoming Events

The Rosslyn-Ballston Corridor State of the Market
November 10, 2026, 8:00 a.m. - 12:00 p.m.
Three Ballston Plaza, 1100 N. Glebe Rd, Second Floor, Arlington
https://www.bisnow.com/events/washington-dc/state-of-market/the-rosslyn-ballston-corridor-state-of-the-market-9763

MOVE Conference 2026
November 17, 2026, 9:00 a.m. - 5:00 p.m.
Amazon, Merlin Building, 510 14th St. S, Arlington
https://conference.movechamber.org/

Rosslyn Cheer 2026: Holiday Market
November 21, 2026, 10:00 a.m. - 4:00 p.m.
Central Place Plaza, 1800 N. Lynn St, Arlington
https://www.rosslynva.org/do/rosslyn-cheer-2026-holiday-market

Columbia Pike Small Business Saturday
November 28, 2026
Arlington Mill, Glebe Road, Penrose Square
https://www.columbia-pike.org/small-business-saturday/

The Pike Holiday Market
December 6, 2026, 9:00 a.m. - 1:00 p.m.
Columbia Pike Corridor, Arlington
https://www.stayarlington.com/events/the-pike-holiday-market/

Ballston Holiday Market
December 11, 2026, 3:00 p.m. - 7:00 p.m.
Welburn Square, 909 N. Taylor St, Arlington
https://www.ballstonva.org/event/ballston-holiday-market/

Light Up Clarendon: A Season of Celebration
December 11, 2026, 5:00 p.m. - 8:00 p.m.
Clarendon Metro Park, 3100 Clarendon Blvd, Arlington
https://www.clarendon.org/light-up-clarendon/