

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

### Agenda

1. Welcome and Opening Business
  - Approval of January Minutes
  - Chair's Report: Chair Nick Gregorios
  - AED Director's Report: Acting Director Kate Ange
2. AED Staff Briefing: Commercial Market Resiliency Initiative (CMRI) Update – Marc McCauley, Director, Strategic Investment Group (SIG)
3. EDC Programming and Engagement Update – Commissioner Meredith Sumpter
4. EDC Governance and Nominations Update – Commissioner Brad Mason
5. Adjournment
6. EDC Orientation\*

\* The business portion of the meeting will conclude early and transition into the first EDC orientation session. Newer members are encouraged to attend, and all members and the public are welcome. The session will cover the EDC Charter and Framework for Prosperity, advisory group roles and expectations, and an overview of AED.

#### Upcoming Meetings:

Regular Commission Meeting: 8AM Tuesday, March 10, 2026

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

January 13, 2026

The Economic Development Commission convened its meeting at 8:02 AM on January 13, 2026.

**PRESENT (IN-PERSON)**            Nick Gregorios  
   Sara Barker  
   Kate Bates  
   Steve Cooper  
   Stephen Fedorchak  
   Betsy Frantz  
   Timothy Jones  
   Ben Joseph  
   Brad Mason  
   Kaly McKenna  
   Praveen Meyyan  
   Evan Pritchard  
   Paula Sorrell  
   Meredith Sumpter  
   William Walsh  
   Matthew Weinstein

**PRESENT (VIRTUALLY)**        Brian Stout

**ABSENT**                            Janetta Brewer  
   Ben Garthwaite  
   Charles Kachadoorian  
   Catherine Lynch  
   Joseph Oyler  
   Andy VanHorn

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**SUMMARY OF PRESENTATIONS/DISCUSSIONS**

**2026 State of the County**

*County Board Priorities – County Board Chair Matt de Ferranti*

Chair de Ferranti highlighted uncertainty related to federal workforce contraction and budget pressures. He emphasized that despite these challenges, Arlington’s economic fundamentals remain strong, including a highly educated workforce, a diverse economy, and key institutional assets.

He highlighted progress on office-to-residential conversion through the Commercial Market Resiliency Initiative (CMRI) and noted continued investment and redevelopment activity across Arlington’s commercial corridors. He also emphasized the importance of Metro’s long-term financial sustainability and regional collaboration through the Northern Virginia Regional Commission.

Chair de Ferranti identified the County Board’s primary priorities as stabilizing the economy and positioning Arlington for long-term growth, while also protecting vulnerable populations and advancing inclusive economic growth consistent with community values.

*County Board EDC Liaison Comments – County Board Member Julius D. “JD” Spain Sr.*

County Board Member Spain noted that 2026 is expected to be a challenging year due to fiscal constraints, economic uncertainty, and instability at the federal and state levels. He emphasized the importance of maintaining a strong focus on economic development, including business retention and growth, partnerships with academic institutions, and workforce development.

Member Spain identified affordability as a key priority, stressing the need for a holistic approach encompassing housing, wages, education, healthcare, and economic opportunity. He underscored the importance of inclusive economic growth and ensuring that small businesses are supported alongside larger employers.

He expressed support for an action-oriented Economic Development Commission and encouraged Commissioners to actively engage in shaping priorities and work plans.

*Economic Outlook – Acting AED Director Kate Ange*

Acting Director Ange presented an overview of AED’s mission and outlook. She reviewed recent economic indicators, including rising unemployment, declines in federal jobs, reduced consumer spending, and persistently high office vacancy rates. She also noted areas of resilience, including business retention and expansion and progress on office-to-residential adaptive reuse.

Looking ahead to 2026, Director Ange outlined AED priorities focused on business growth and innovation, support for entrepreneurship and small businesses, tourism promotion funding, placemaking, and continued implementation of CMRI. She emphasized the importance of collaboration with the EDC, County Board, regional partners, and the state.

*EDC Priorities – EDC Chair Nick Gregorios*

Chair Gregorios reflected on the Commission’s 2025 activities and outlined priorities for 2026. He emphasized a focus on increasing the effectiveness and impact of the EDC by prioritizing meaningful engagement, reducing redundancy, and better aligning Commission efforts with AED and County Board needs. He noted the importance of strengthening the Commission’s role in providing actionable, data-informed input on key economic development challenges, including commercial vacancy.

*EDC Programming and Engagement Update – Commissioner Meredith Sumpter*

Commissioner Sumpter provided an update on programming and engagement efforts, highlighting opportunities to deepen Commissioner involvement and better leverage expertise across the Commission. She noted plans to strengthen coordination with other County advisory bodies, prioritize high-impact events and initiatives, and enhance the EDC’s role as a forum for informed discussion on economic development issues.

*EDC Governance and Nominations Update – Commissioner Brad Mason*

Commissioner Mason provided an update on governance and nominations, noting current and upcoming vacancies on the Commission. He outlined plans to strengthen recruitment, onboarding, and retention by identifying desired skill sets and areas of expertise to ensure balanced representation aligned with EDC priorities.

## **MOTIONS & ACTIONS/VOTES**

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

Meeting adjourned at 9:25 AM.

## Upcoming Events

### **State of the Pike**

February 19, 2026, 11:30 a.m. - 1:00 p.m.

Virtual

<https://columbiapikepartnership.app.neoncrm.com/nx/portal/neonevents/events?path=%2Fportal%2Fevents%2F33901>

### **Look: An Unexpected Arts Experience**

February 20-22, February 27-March 1, and March 6-8

3130 Langston Blvd., Arlington

<https://www.lookarlington.com/>

## EDC Engagement and Media Guidelines

### County Commissions and Advisory Groups

- For reference, all Commissions and Advisory Groups can be found [here](#)

### Special Project County Advisory Groups with EDC Representation

- Climate Action Plan Advisory Group – EDC Representative: Paula Sorrell, Alternate: Kaly McKenna
- [Transportation Future Advisory Group](#) – EDC Representative: Kaly McKenna
- [Comprehensive Plan Update](#) – EDC Representative: Evan Pritchard

### Regional Groups with Adjacent EDC Representation

- [Regional Workforce Council](#): Kate Bates and Brian Stout
- [Northern Virginia Regional Commission](#): Tim Jones

### Priority Events for EDC Attendance

*EDC attendance at events should be limited to 2 Commissioners. By definition, Open Meeting requirements must be met when 3 or more advisory group members get together – formally or informally, in person or electronically – and public business (i.e. topics associated with the advisory group’s work) is discussed or transacted.*

- February 20 from 5-7 pm: [Grand Opening of the Look art gallery](#) (RSVP requested) at 3130 Langston Boulevard. This gallery was funded through AED’s new creative placemaking grants that were awarded last year.

### Media Guidelines

From the Advisory Group handbook regarding Commissioner communication with the media:

Working with the media is an important way to communicate with the broader community and publicize the work of the group. However, it is important to establish clear guidelines on who may speak for the group and clarify whether the group speaks in an official capacity for the County.

- In general, the Chair is the only person with authority to speak for the group. Commissions may designate a different spokesperson if they wish.
- The best communication is a clear, accurate summary of group action and decisions.
- Any member who chooses to speak to the press should make clear when their comments are their own, not the position of the group. In addition, as a matter of courtesy, the member should inform the staff liaison and the Advisory Group Chair of the conversation with the press.
- For topics not moving forward for Board action, Advisory Groups must be clear on the position of the County Board before making an official statement on controversial issues involving County policy or program direction. The chairman or staff liaison should contact the County Board Liaison for direction.

- All press releases or official statements should be cleared through the staff liaison to make certain there are no conflicts with County policy or program direction. The Public Affairs Office must be consulted on what is an appropriate news release.
- Advisory group Chairs, members, or staff liaisons should inform the County Board and Press Office when press inquiries are received.



# DIRECTOR'S REPORT

February EDC Meeting

- February 10, 2026



# ECONOMIC UPDATE

## Business and Talent Pipeline Snapshot

- AED supports both sides of the commercial market: addressing **supply** while strengthening **demand**. Our Business Investment Group (BIG) team focuses on demand, while the CMRI effort focuses on repositioning supply.
- The post-COVID pipeline has seen a softening in project successes.

### BIG Pipeline Changes (excluding Amazon)

Timeframe	Number of Successes	Total SF	SF per Success
Jul 2017 – Mar 2020	90	3,667,927	40,754
Jul 2024 – Jan 2026	74	919,224	12,421

- While Arlington remains one of the most highly educated areas and one of the largest tech markets in the country, a few emerging trends to monitor include:
  - Low numbers of new tech jobs compared to other large tech markets
  - Fewer tech degrees awarded in 2023 than 2020
  - Unemployment rate at 3.5% as of Nov. 2025 (compared to 2.3% in Nov. 2024)

# 2026 Major Initiatives

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## Driving Demand

### **For Innovation and Business Growth**

- ✓ National Landing Innovation District
- ✓ Tech Ecosystem and International Tech Launchpad
- ✓ Reimagined Marketing and Communication Strategy
- ✓ Regional and State Engagement for Attraction

### **For Tourism and Visitor Spending**

- ✓ New Tourism Marketing and Promotion Funding Options

### **For Creativity and Entrepreneurship**

- ✓ Small Business Support and Expanded Partnering
- ✓ New CAD Campus and Arts Entrepreneurship Pilot



## Repositioning Supply

### ✓ **Continuation of CMRI**

- ✓ Urban Placemaking
- ✓ Future of Office



# Commercial Market Resiliency Initiative (CMRI) Discussion

February EDC Meeting

● February 10, 2026



# ECONOMIC UPDATE

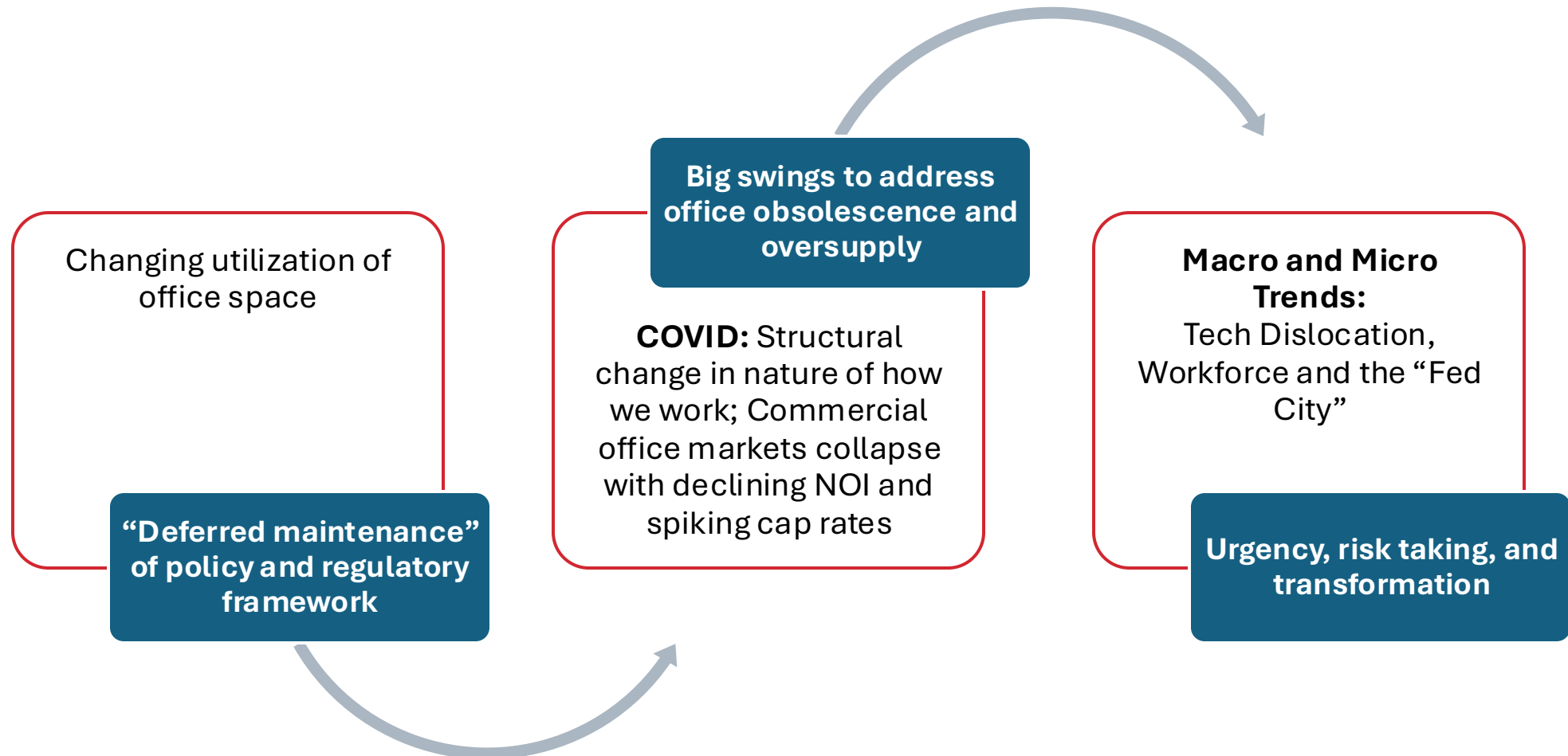
## Snapshot of the Arlington Commercial Market

- **Office vacancy in Arlington peaked at 24% in Q1 2025** and has been hovering around 23.5%.
  - Arlington continues to have the highest office vacancy rate in the region.
  - However, DC, Fairfax, and Montgomery all have more vacant square footage.
- **Arlington's tax base continues to shift more towards residential** (57% vs. 43% commercial), with the office percentage dropping by >10% since 2020.
- Vacancy rates may be stabilizing, but this is not the only challenge. **Discounted sales are pushing cap rates higher**, reducing values even in buildings with full occupancy.
- Multi-family buildings have been supporting the commercial side of the tax base. However, FY25 saw a **slowdown in multi-family construction starts due to higher costs and interest rates**, which means there will be a drop in multi-family deliveries in FY26.
  - This will be followed by an expected uptick in FY27 when several of the newly approved adaptive reuse projects are expected to be completed.
  - Adaptive reuse buildings drop in value during the construction phase.
  - Monitoring: Threats to MF Assessed Values

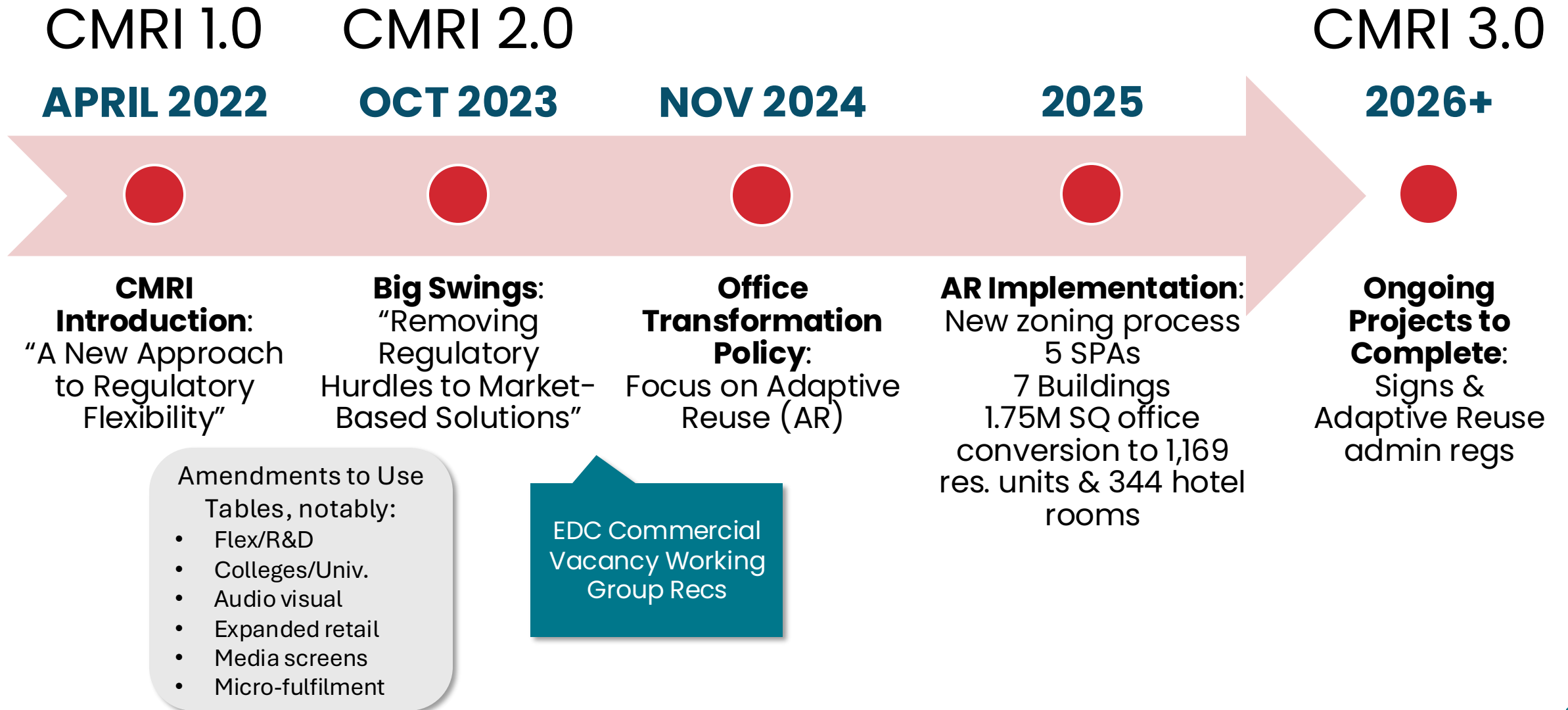
# CMRI EVOLVING MARKET CONTEXT

CMRI at its core is a formal policy and regulatory reaction to observed and projected structural challenges in the commercial markets.

**The challenges have evolved since the CMRI was initiated.**



# A HISTORY OF CMRI



# CMRI FOLLOW UP: POTENTIAL 2026 ITEMS

Allowable Use Tables – Self storage, live work

Additional “quick hit” studies to be considered

Office Transformation Policy/Adaptive Reuse Clean Up

More substantive continuation of past work will compete for resources

Major, Minor, Adm (MMA) Process – Reset

# CMRI 3.0: Focusing and Broadening A Holistic and Urgent Economic Development Response

Double down  
the focus on  
demand –  
supply  
relationship

Urban  
placemaking:  
Place creates  
true  
competitive  
edge

Shift in the  
community  
conversation

Market  
Intelligence  
driving policy  
and reform

Partnerships  
are  
fundamental

# CMRI 3.0 EDC Guidance and Discussion

- CMRI successes and lessons learned
- Investment in Arlington's commercial market – challenges & opportunities
  - Local vs. Macro
- Where in Arlington's processes do you see the most friction, uncertainty, or pain points?
- Stakeholder groups or perspectives to consider



ARLINGTON  
VIRGINIA

**Thank you!**

# Welcome to the Economic Development Commission!



# AGENDA

- 1 EDC Overview: Charter and Framework for Prosperity
- 2 Advisory Groups: Overview and Expectations
- 3 Arlington Economic Development (AED) Overview and Departments
- 4 Resources

# **EDC OVERVIEW**

# EDC CHARTER

- The EDC Charter is the governing document for the Commission.
- **Mission:** The Economic Development Commission's primary responsibility is to advise and assist the Arlington County Board and Arlington Economic Development in carrying out Arlington's economic development strategy, as articulated in the Strategic Plan entitled "Arlington's Framework for Prosperity," and on such other issues and goals as may be deemed important and relevant by the County Board.
- **Vision:** Economic Development will not only sustain, but accelerate, the Arlington economy to add wealth, employment, and quality to the community.
- **Objectives:**
  - Position Arlington as a regional, national and international world-class business and visitor location, and execute meaningful marketing activities.
  - Create leading-edge urban districts with abundant private investment opportunities.
  - Coordinate and provide support and resources to new and existing businesses, small and large.
  - Develop private sector partnerships at all levels to maximize economic development value.

# FRAMEWORK FOR PROSPERITY

- This Framework is designed to provide guidance in implementing strategic decisions that will allow businesses, workers, and residents to work together in sustaining and nurturing Arlington's prosperous and vibrant quality of life as the future economy evolves.
- The Framework features five all-encompassing goals that articulate at the highest level the desired economic development outcomes for a successful community:



**Robust Business Infrastructure**



**Sustainable Economy**



**Innovative Workforce**



**Distinctive Place**



**Equitable and Inclusive Business Environment**

# **ADVISORY GROUPS: OVERVIEW AND EXPECTATIONS**

# ADVISORY GROUPS IN ARLINGTON

- 50+ standing advisory groups provide input to the Arlington County Board on a variety of issues.
- Every meeting of each County advisory group is open to the public.
- Arlington County government relies on the hard work of its many civic-minded volunteer commissioners to help it make decisions that benefit our community.
- Members of the EDC are appointed by the County Board. The current Board Liaison to the EDC is Member Julius D. "JD" Spain, Sr.
- Arlington Economic Development (AED), a department within the Arlington County Government that reports to the County Manager, is the formal liaison to the EDC and the Arts Commission.

# LEGAL REQUIREMENTS

- Under the Freedom of Information Act (FOIA), if requested, advisory group members are required to produce all information, including any emails or notes related to the topic in question.
- Commissions must comply with Open Meeting rules and regulations. Rules apply when 3 or more advisory group members get together – formally or informally, in person or electronically:
  - Meetings publicly posted at least 3 working days ahead
  - Must be open to the public, with a very few legal exceptions
  - At least one copy of all agenda packets and materials made available for public inspection
  - Written minutes made publicly available
  - Permit public to photograph, film, record, or otherwise reproduce any portion of a meeting
  - No voting by secret or written ballot

# EXPECTATIONS

## County Board

- Provide clear guidance
- Ensure timely consideration of all policy recommendations
- Consider the group's advice at Board meetings
- Give regular feedback
- Actively recruit and support new members
- Give the opportunity to provide specific budget advice

## EDC

- Provide direct recommendations and advice
- Bring matters to the Board's attention related to policy implementation or the need for new or revised policies
- Ensure that all external communication is vetted with the County Board Liaison
- Be ambassadors within the community to encourage understanding
- Convene community dialogues, as appropriate, to help educate the Arlington community
- Work cooperatively with staff

## AED Staff Liaison

- Provide subject matter expertise
- Identify upcoming County Board agenda items that may be of interest
- Assist with communication to the County Board
- Assist with outreach to the broader community
- Orient new members
- Support meetings administratively and logistically

# COMMISSIONER EXPECTATIONS

- Work within the group's specific mission
- Understand the role of "policy advisor"
- Practice civility and collaboration
- Communicate and seek understanding of the community's perspectives as one means of identifying effective and acceptable solutions
- Commit to attendance and preparation
  - Unless the EDC decides to hold an "all-virtual" meeting, all meetings require a physical quorum (51% of membership). If physical quorum is not obtained, the meeting must be canceled.
  - In the event a member is unable to attend a meeting in person, or must attend virtually, he/she will provide 48 hours' notice to the Chair and staff liaison ("excused absence"). Members who exceed either (i) one unexcused absence or (ii) two excused absences in a calendar year may be asked to step down.

# AED OVERVIEW

# ECONOMIC DEVELOPMENT IN ARLINGTON



**Fiscal Health**



**Economic Opportunity for All**

# ECONOMIC DEVELOPMENT PARADIGM SHIFT



## Economic Development 1.0

- Company attraction



## Economic Development 2.0

- Talent attraction
- Some quality of place
- Some business expansion
- Limited downtown development



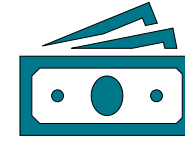
## Economic Development 3.0

- Complete community building
- Placemaking
- Destination development
- Affordability
- Resiliency
- Grow

# WHO WE ARE



50 people



\$10M Budget



# PLACE-BASED PARTNERSHIP ORGANIZATIONS

AED partners with six place-based organizations focused on placemaking and economic vitality for specific areas of the county

- **Business Improvement Districts (BIDs)**
  - Approx. \$10.5M FY26 Funding
  - Funding generated from additional tax on properties within each BID
- **Neighborhood Partnerships**
  - Approx. \$810K FY26 Funding
  - County general funds granted to organizations



# ECONOMIC DEVELOPMENT IS EVERYONE'S BUSINESS

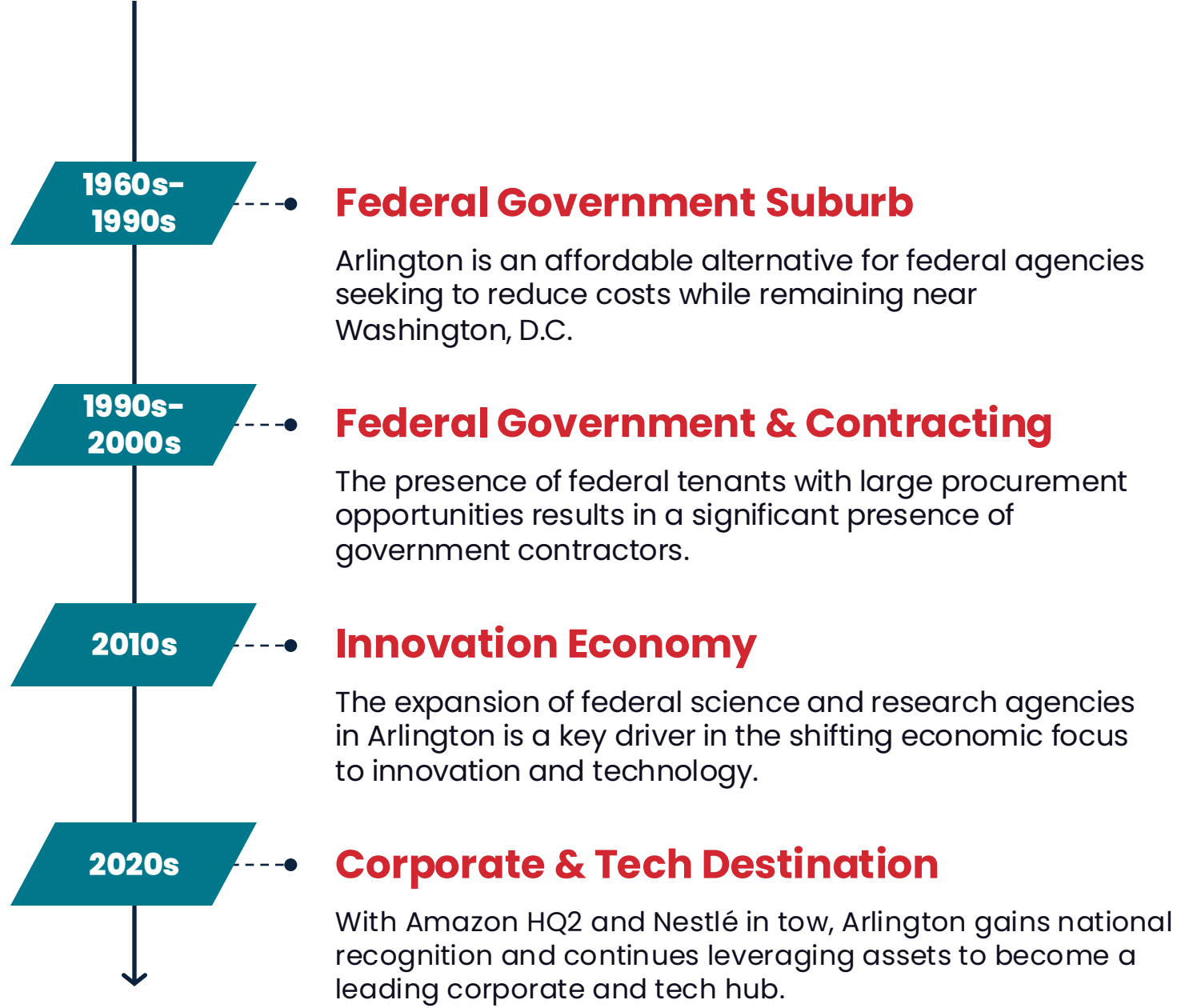
Leveraging our partners is critical to advancing our economic development goals

- County Board
- County Government
- Commonwealth of Virginia
- Business Improvement Districts and Strategic Partnerships
- Regional Partners
- Business Community Organizations and Associations
- Real Estate Community
- Investor Community
- Education Community



# ARLINGTON'S EVOLVING ECONOMY

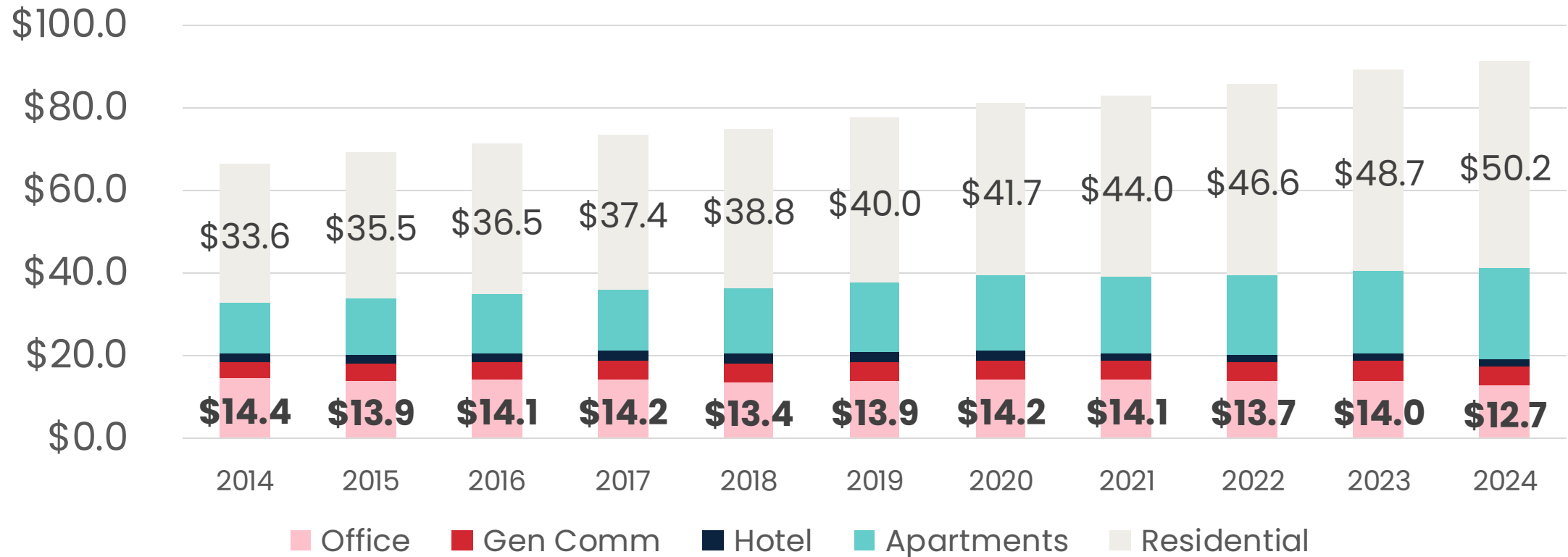
Arlington's economy has changed drastically over the last half century, from a quiet suburb to a booming international corporate and tech hub.



# ECONOMIC TIES TO COMMERCIAL REAL ESTATE

*Declining commercial tax revenue means tax burden shifts to residential property owners and puts county services and infrastructure investments at risk*

ASSESSED VALUES BY LAND USE TYPE BY YEAR IN BILLIONS



# ECONOMIC OPPORTUNITIES ON THE HORIZON

- Office vacancy dropped half a point in the first half of 2025 and held steady through year end
- National competitiveness emphasis of federal spending creating opportunity for technology driven industry growth
- Innovation focus anchored by key private, public and educational institutions
- Quality of life and local talent pool remains strong
- Long term regional strength as an international capital city
- Strong demand in adaptive reuse of aging office properties in 2025



# ECONOMIC DEVELOPMENT GOALS

1

## **All In on Business Investment**

We will build and promote a world-class business environment ready for investment

2

## **All In on Thriving Commercial Areas**

We will reimagine and bolster the vitality of our commercial centers and corridors

3

## **All In on Tech Jobs**

We will attract and retain tech businesses and develop our talent pipeline to cement our position in the tech economy

4

## **All In on Our Small Business Ecosystem**

We will support the small businesses that make Arlington unique and inclusive

5

## **All In on Our Global Arts, Culture and Tourism**

We will invest in arts and culture, while bolstering our creative and tourism industries

# 2026 Major Initiatives

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## **For Innovation and Business Growth**

- ✓ National Landing Innovation District
- ✓ Tech Ecosystem and International Tech Launchpad
- ✓ Reimagined Marketing and Communication Strategy
- ✓ Regional and State Engagement for Attraction

## **For Tourism and Visitor Spending**

- ✓ New Tourism Marketing and Promotion Funding Options

## **For Creativity and Entrepreneurship**

- ✓ Small Business Support and Expanded Partnering
  - ✓ New CAD Campus and Arts Entrepreneurship Pilot
- 



- ✓ Continuation of CMRI
  - ✓ Urban Placemaking
  - ✓ Future of Office
-

# **AED DEPARTMENT OVERVIEW**

# BUSINESS INVESTMENT GROUP

The **Business Investment Group (BIG)** works with companies interested in starting, expanding or relocating their businesses to Arlington.

- **Business Attraction & Retention:** dedicated business investment managers seek to identify and build relationships with companies in Arlington's target industries to support their location or expansion in Arlington
- **Innovation Ecosystem:** aims to expand Arlington's tech ecosystem and support the growth of tech companies through promotion, programs/events, capital and incentives and networking opportunities
- **Business Intelligence:** provides tailored market and economic data to businesses, the county and partners to influence decision-making and promote the benefits of doing business in Arlington



# BIZLAUNCH

**BizLaunch** helps to strengthen the small business and entrepreneurial ecosystem through programming, one-on-one consultations, business intelligence, market research and access to capital – helping businesses start, grow and scale.

- **SOAR Program** provides tailored and specialized technical assistance to small business owners.
- **Open Rewards** is a customer rewards program which lets shoppers earn 5% in reward credits while spending at local small businesses.
- **Consultations, Workshops, and Tools** provided directly through BizLaunch help business owners launch, grow, and expand their businesses.
- **Programs and Networking Events** hosted by BizLaunch offer business owners the opportunity to network with peers and experts.



# STRATEGIC INVESTMENT GROUP

The **Strategic Investment Group (SIG)** is the liaison between the development community and Arlington County government agencies that primarily provides technical assistance and analysis for real estate development projects.

- **Technical Assistance:** offer advice and technical assistance to applicants and County staff on real estate development projects in the areas of design, land use and zoning, economic development and public financing
- **Policy Development:** offer expertise to inform decision-making on policies related to real estate market conditions, planning and land use/zoning
- **Business Improvement Districts:** act as the County liaison to Arlington's three Business Improvement Districts (BIDs)



## **Commercial Market Resiliency Initiative (CMRI)**

In 2024, the County Board approved reuse policy and ordinance changes that seek to reduce the project review time for proposals to repurpose obsolete office buildings by more than half, from over a year to 5 months, and significantly reduce costs of entitlements and required development standards.

# ARLINGTON CONVENTION AND VISITORS SERVICE

**Arlington Convention & Visitors Service (ACVS)** conducts strategic marketing and sales initiatives targeting meeting, leisure and business audiences to drive new overnight hotel stays and local spending that result in Lodging, Meals and Sales tax revenues.

- **Destination Sales:** dedicated destination sales team members promote Arlington to targeted meeting professionals, tour operators and receptive companies (domestic and international) to capture new overnight hotel stays, group dining, events and more
- **Destination Marketing:** through the “All in Arlington” tourism brand, destination marketing professionals apply state-of-the-art advertising, public relations, website and content strategies to inspire travelers to stay, dine, shop and be entertained in Arlington
- **Visitor & Convention Services:** provides tailored visitor information and guidance to travelers before and during their Arlington stays



# CULTURAL AFFAIRS

The **Cultural Affairs Division (CAD)** creates, supports, and promotes the arts by providing grants, facilities and technical resources to arts and arts organizations.



# COMMUNICATIONS & OPERATIONS



**Communications** is responsible for the promotion of Arlington as a business destination through robust and effective branding, messaging and public relations.

The **Operations Division** is responsible for the effective management of AED including financial oversight, human capital, technology and facilities.

# Our Continued Collaboration with EDC

- ✓ Support EDC agenda development to keep you informed so you can advise the County Board
- ✓ Connect economic development priorities to other County strategic priorities
- ✓ Facilitate formal and informal feedback loops to inform AED activities
- ✓ Identify opportunities for EDC member participation and engagement



# RESOURCES

# RESOURCES

- [Advisory Group Handbook](#)
- [EDC Charter](#)
- [EDC Framework for Prosperity](#)
- [EDC Website](#) - Contains upcoming meeting schedule and materials from previous meetings
- Contact Information:
  - EDC Chair: Nick Gregorios ([nicholas.gregorios@avisonyoung.com](mailto:nicholas.gregorios@avisonyoung.com))
  - EDC Programming and Engagement Lead: Meredith Sumpter ([meredithsumpter@gmail.com](mailto:meredithsumpter@gmail.com))
  - EDC Governance and Nominations Lead: Brad Mason ([brad.mason@skanska.com](mailto:brad.mason@skanska.com))
  - AED Staff Liaison: Caitlin Anderson ([canderson3@arlingtonva.us](mailto:canderson3@arlingtonva.us))
  - AED Acting Director: Kate Ange ([kange@arlingtonva.us](mailto:kange@arlingtonva.us))