

Regular Meeting
Tuesday, January 13, 2026
8:00 to 9:30 AM

Agenda

1. Welcome and Opening Business
 - Approval of December Minutes
2. 2026 State of the County
 - County Board EDC Liaison Comments – County Board Member Julius D. “JD” Spain Sr.
 - County Board Priorities – County Board Chair Matt de Ferranti
 - Economic Outlook – Acting AED Director Kate Ange
 - EDC Priorities – EDC Chair Nick Gregorios
3. EDC Programming and Engagement Update – Commissioner Meredith Sumpter
4. EDC Governance and Nominations Update – Commissioner Brad Mason
5. Adjournment

Upcoming Meetings:

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

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

December 9, 2025

The Economic Development Commission convened its meeting at 8:02 AM on December 9, 2025.

PRESENT (IN-PERSON) Kevin Yam
 Nick Gregorios
 Sara Barker
 Kate Bates
 Stephen Fedorchak
 Betsy Frantz
 Ben Garthwaite
 Timothy Jones
 Charles Kachadoorian
 Brad Mason
 Kaly McKenna
 Praveen Meyyan
 Evan Pritchard
 Paula Sorrell
 William Walsh

PRESENT (VIRTUALLY) Steve Cooper
 Meredith Sumpter

ABSENT Tommy Amal
 Janetta Brewer
 Ben Joseph
 Catherine Lynch
 Joseph Oyler
 Brian Stout
 Andy VanHorn
 Matthew Weinstein

SUMMARY OF PRESENTATIONS/DISCUSSIONS

AED Director's Report – Acting Director Kate Ange

Acting Director Kate Ange thanked the Commission for their service and noted 2025's economic challenges, including federal shifts, AI pressures, and local resource constraints. She highlighted key successes: supporting federal worker career transitions, tourism and placemaking initiatives, office conversions, and growth in Arlington's innovation and tech sector through programs like Tech Launchpad. She encouraged continued engagement to strengthen Arlington's economic resiliency in the year ahead.

Innovations in Tech Panel Discussion: Moderated by Commissioner Kaly McKenna, Vice President, Beacon Global Strategies with special guests Ashley Pilipiszyn (Founder and CEO, Besxar), Brendan Karp

(CoFounder and CEO, Obviant), Sean Blackman (Co-Founder and CEO, Nooks), and Jonathan Clifford (Vice President, General Catalyst)

The panel discussed Arlington's growing role in the technology sector, driven by proximity to federal agencies, strong talent, and increasing venture interest. Panelists emphasized opportunities in AI, cybersecurity, and secure collaboration tools, along with challenges such as federal procurement timelines and scaling space needs. They encouraged Arlington to continue supporting the tech ecosystem and flexible workspace options.

Closing Remarks

Vice Chair Gregorios thanked Chair Yam for his years of Commission service, praising his leadership, knowledge, mentorship, and dedication to Arlington's economic and community development. County Board Member Julius D. "JD" Spain Sr. thanked Kevin for holding the Commission together during challenging times, recognizing his innovative ideas, leadership, and empathy. He presented Chair Yam with a County Board certificate of appreciation. Chair Yam thanked the Commission for the opportunity to serve, praised Arlington staff for their professionalism and commitment, and reflected on the "Arlington Way".

MOTIONS & ACTIONS/VOTES

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

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

Meeting adjourned at 9:35 AM.

Upcoming Events

BizLaunch Transformational Challenge and PitchFest

Various dates in January – February 2026

Arlington Economic Development, 1100 N. Glebe Road, Suite 1500, Arlington

<https://www.arlingtoneconomicdevelopment.com/News-Resources/Events/2026-BizLaunch-Transformational-Challenge-and-PitchFest>

Arlington Economic Development

Where we are now and what's next?

January 13, 2026



ARLINGTON
ECONOMIC DEVELOPMENT

ECONOMIC DEVELOPMENT IN ARLINGTON



Fiscal Health



Economic Opportunity for All

ECONOMIC DEVELOPMENT 3.0



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

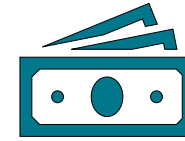
- Complete community building
- Placemaking
- Destination development
- Affordability
- Resiliency
- Grow

Source: Resonance Consultancy

WHO WE ARE



50 people



\$10M Budget



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 Neighborhood Partnerships
- Regional Partners
- Business Community Organizations and Associations
- Real Estate Community
- Investor Community
- Education Community



Successes in 2025



Office conversion projects cause a dip in Arlington's commercial vacancy rate



Arts Focus: Arlington announces two \$50,000 creative placemaking grants

By Sponsor
Published February 26, 2025 at 12:00PM

Commercial Real Estate

Technomics to add hundreds of jobs, more space in Crystal City

Snapshot of Economic Indicators

- **Jobs**
 - Federal workforce contraction and economic uncertainties led to an increase in unemployment (3.2% Sep 2025 vs. 2.3% Sep 2024) but region still below national average of 4.4% ([Source: FRED](#))
 - Federal jobs in Arlington are down 5% YoY; total jobs are down 1.6% ([Source: Brookings](#))
 - As of September, the civilian labor force has decreased 1.4% YoY ([Source: FRED](#))
- **Consumer Spending and Tourism**
 - As of September, consumer spending was down 2.8% YoY ([Source: Brookings](#))
 - Tourism was down in 2025, with hotel occupancy averaging 69.7% compared to 74.0% in 2024, decreasing average RevPAR (Source: Amadeus), and visitor spending decreasing by over 7% ([Source: Brookings](#)) all leading to a decline in TOT and other tax revenues
- **Real Estate Market**
 - Office vacancy remains high (23.4% as of Q3 2025; Source: CoStar) but dipped slightly in 2025; however oversupply of aging office buildings continues to push commercial property values down
 - Seeing an uptick in for sale housing units and the number of days on market, but the ratio of home sales price to original list price remains high ([Source: RedFin](#))
 - FY25 saw a slowdown in multifamily construction starts due to higher costs and interest rates, which means there will be a drop in multifamily deliveries in FY26; however, this will be followed by an expected uptick in FY27 when several of the newly approved adaptive reuse projects are expected to be completed

2026 Major Initiatives



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

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

