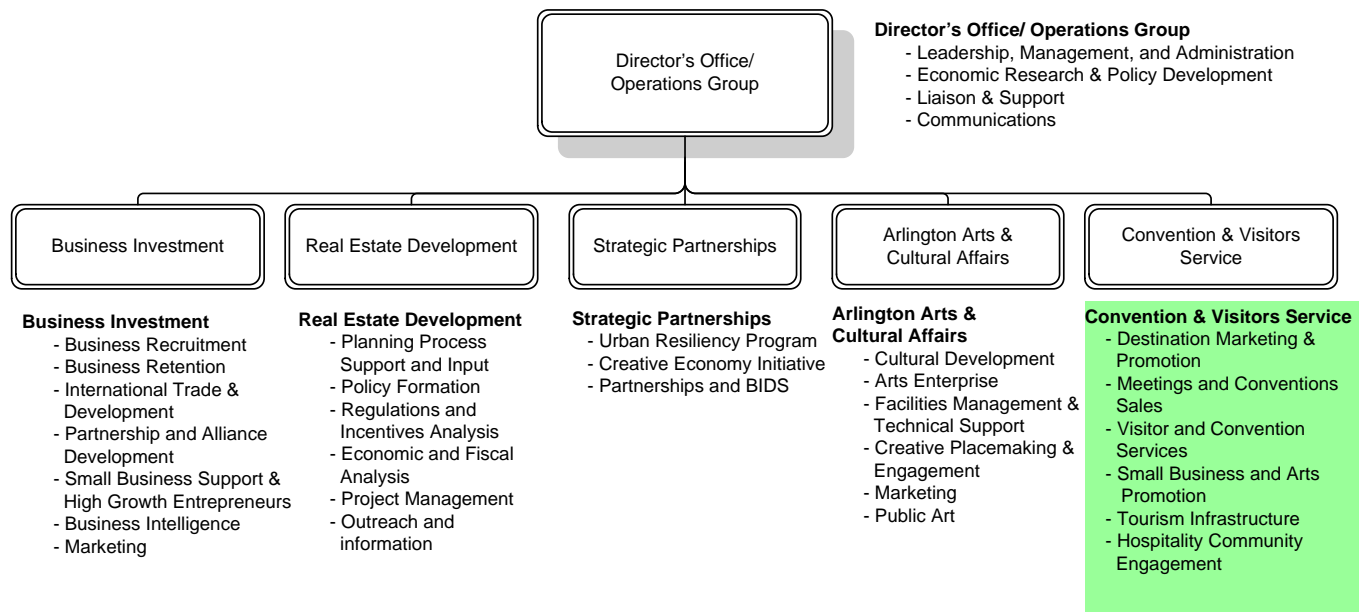


*Our Mission: To continue to develop Arlington County as an economically vital, competitive, and sustainable community by providing leadership and services to the business, real estate development, and visitors services sectors of the Arlington economy*

**LINES OF BUSINESS**



Shaded program is located in the Travel and Tourism Fund

**SIGNIFICANT BUDGET CHANGES**

The FY 2019 adopted expenditure budget for Arlington Economic Development is \$8,747,157, a two percent decrease from the FY 2018 adopted budget. The FY 2019 adopted budget reflects:

- ↑ The County Board added one-time funding for the Columbia Pike Revitalization Organization (\$5,000) and for the Lee Highway Alliance (\$25,000).
- ↓ Personnel decreases due to the reductions itemized below, partially offset by employee salary increases, an increase in the County's cost for employee health insurance, and retirement contributions based on current actuarial projections.
- ↓ Non-personnel decreases due to removing FY 2018 one-time funding for the Columbia Pike Retail Market Study (\$150,000) and Arts Challenge Grants (\$30,000), the closure of Spectrum Theatre and the removal of associated expenses (\$160,825), and the reductions itemized below. Decreases are partially offset by the transfer of partnership funding (CPRO and Lee Highway Alliance) from Non-Departmental (\$210,500), as well as funding adjustments to the annual expense for maintenance and replacement of County vehicles (\$8,250).

## FY 2019 Adopted Budget Reductions

### Strategic Partnerships

- ↓ Eliminate the vacant Strategic Partnerships Executive Liaison (\$143,231, 1.0 FTE).  
IMPACT: Staff now responsible for backfilling the BIDs liaison role will have their responsibilities permanently reallocated, and as a result their time available for primary duties – specifically providing business development and recruitment to reduce the commercial vacancy rate – will be impacted by as much as 30 percent.
- ↓ Eliminate the funding for the Greater Washington Hispanic Chamber of Commerce (GWHCC) (\$6,000).  
IMPACT: The reduction discontinues AED’s formal funding to GWHCC and will necessitate that this organization reallocate or find new funding to continue the specific services facilitated and organized by BizLaunch. There will be no impact to County programs and services.
- ↓ Decrease the ongoing commitment to Arlington Sister Cities Association (ASCA) (\$5,000).  
IMPACT: \$5,000 represents an approximately four percent reduction of ASCA’s current budget. County support is the largest single income category, followed by fundraising activities. This reduction will require the organization to reallocate resources and reprioritize its existing program goals. The organization will need to increase fundraising or cut/modify existing programs.

### Real Estate Development Group

- ↓ Eliminate the Connect Arlington marketing program (\$50,000) and associated vacant business development position (\$115,964, 1.0 FTE).  
IMPACT: The vision of Connect Arlington as an economic development catalyst is under review. AED will not undergo any significant marketing or outreach to businesses specifically targeted for potential early-adopters or likely users of the high-speed dedicated fiber network. The position, which was envisioned to provide sector-specific business development activities by leveraging deep knowledge of fiber users and barriers to entry, will not be filled.

### Cultural Affairs Division

- ↓ Eliminate the Cultural Affairs humanities program and its associated vacant position (\$77,172, 0.8 FTE).  
IMPACT: The following programs will be discontinued or altered:
  - *Moving Words:* Juried poetry competition with winning poems displayed on ART buses
  - *Little Saigon:* Oral history project documenting the Vietnamese community in Arlington
  - *Legacy businesses:* Oral history project documenting historic businesses of Lee Highway and Nauck
  - *Halls Hill Legacy Makers:* Portrait project documenting Halls Hill High view Park community leaders
  - *Poet Laureate:* The Poet Laureate serves as an advocate for poetry and the literary arts
  - *The Poet is In:* Mobile poetry pop-up creating customized original poems for Arlingtonians.
  - *Community Gardens:* Oral history project documenting the diverse cultural make-up of Arlington

**ARLINGTON ECONOMIC DEVELOPMENT**  
DEPARTMENT BUDGET SUMMARY

↓ Eliminate the vacant Cultural Affairs new Media Curator position (\$36,225, 0.5 FTE).

IMPACT: The following types of programs will be discontinued:

- *Full Dome Projections:* Original new media work commissioned for David M. Brown Planetarium
- *How to Video Festival:* Juried competition to create entertaining instructional videos
- *Outdoor Digital Projections:* Original projection commission to celebrate Dia de los Muertos event
- *County Wandering Tours:* Artist led walking tours highlighting and reimagining the planning and evolution of the community

**DEPARTMENT FINANCIAL SUMMARY**

	FY 2017 Actual	FY 2018 Adopted	FY 2019 Adopted	% Change '18 to '19
Personnel	\$6,396,907	\$6,659,543	\$6,595,204	-1%
Non-Personnel	2,184,505	2,305,028	2,151,953	-7%
Subtotal	8,581,412	8,964,571	8,747,157	-2%
Intra-County Charges	(56,881)	-	-	-
<b>Total Expenditures</b>	<b>8,524,531</b>	<b>8,964,571</b>	<b>8,747,157</b>	<b>-2%</b>
Fees (Earned Income)	271,349	349,165	192,000	-45%
Grants	9,500	5,000	5,000	-
Other (including Gifts and Donations)	38,960	-	-	-
<b>Total Revenues</b>	<b>319,809</b>	<b>354,165</b>	<b>197,000</b>	<b>-44%</b>
<b>Net Tax Support</b>	<b>\$8,204,722</b>	<b>\$8,610,406</b>	<b>\$8,550,157</b>	<b>-1%</b>
Permanent FTEs	48.70	50.70	47.40	
Temporary FTEs	5.50	5.50	5.50	
<b>Total Authorized FTEs</b>	<b>54.20</b>	<b>56.20</b>	<b>52.90</b>	

**EXPENSES BY LINE OF BUSINESS**

	FY 2017 Actual	FY 2018 Adopted	FY 2019 Adopted	% Change '18 to '19
Director's Office - Operations	\$2,343,286	\$2,391,523	\$2,803,089	17%
Business Investment	2,148,913	2,181,669	2,238,092	3%
Real Estate Development	330,367	625,523	462,117	-26%
Convention and Visitor Services	1,081	-	-	-
Strategic Partnerships	852,024	1,011,888	575,500	-43%
Arlington Arts & Cultural Affairs	2,848,860	2,753,968	2,668,359	-3%
<b>Total Expenditures</b>	<b>\$8,524,531</b>	<b>\$8,964,571</b>	<b>\$8,747,157</b>	<b>-2%</b>

**STRATEGIC PARTNERSHIPS FUNDING SUMMARY**

	FY 2017 Actual	FY 2018 Adopted	FY 2019 Adopted	% Change '18 to '19
Ballston Business Improvement District*	\$1,581,937	\$1,539,333	\$1,681,199	9%
Crystal City Business Improvement District	2,522,936	2,681,991	2,585,894	-4%
Rosslyn Business Improvement District	3,489,033	3,813,445	3,772,348	-1%
Clarendon Alliance	80,000	80,000	80,000	-
Columbia Pike Revitalization Organization (CPRO)**	200,000	400,000	355,000	-11%
Lee Highway Alliance	50,000	60,500	85,500	41%
Washington Board of Trade	10,000	10,000	10,000	0%
Arlington Sister Cities Association	50,000	50,000	45,000	-10%
<b>Total Expenditures</b>	<b>\$7,983,906</b>	<b>\$8,635,269</b>	<b>\$8,614,941</b>	<b>-</b>

\*The FY 2019 budget for the Ballston Business Improvement District reflects the one-time adopted tax rate in CY 2019. The appropriation will be resolved through a supplemental County Board action.

\*\*The FY 2019 budget for CPRO excludes the \$50,000 allocated to DES for Columbia Pike cleaning program.