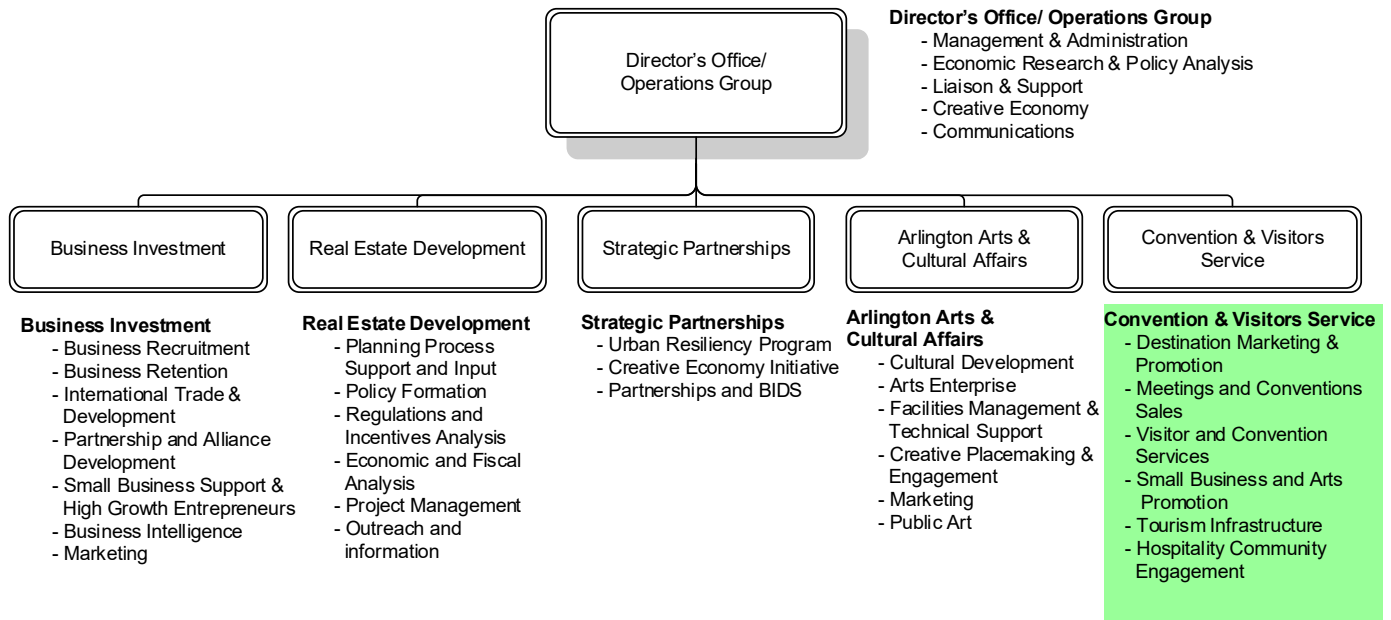


Our Mission: To continue to develop Arlington County as an economically vital, competitive, and sustainable community by providing leadership and services to the business, real estate development, and visitors services sectors of the Arlington economy

LINEs OF BUSINESS



Shaded program is located in the Travel and Tourism Fund

SIGNIFICANT BUDGET CHANGES

The FY 2021 adopted expenditure budget for Arlington Economic Development is \$8,669,102, a one percent decrease from the FY 2020 adopted budget. The FY 2021 adopted budget reflects:

- The County Board added one-time funding for the Lee Highway Alliance (\$25,000) for total funding of \$85,500.
- Personnel changes due to the restoration of ongoing funding for the Cultural Affairs Scenic Studio Manager (\$107,625) and Facilities Manager (\$101,350) and due to an increase in the County's cost for employee health insurance, partially offset by the elimination of one-time funding for a now vacant Facility Technical Services Director position (\$138,135, 1.0 FTE) and lower retirement contributions based on current actuarial projections.
- ↑ Non-personnel increases due to the addition of one-time funding for Columbia Pike small business support (\$20,000), an increase of ongoing funding to the Biz Launch program for small business support (\$35,000), and contractual increases for data subscriptions (\$17,980). These increases are partially offset by adjustments to the annual expense for maintenance and replacement of County vehicles (\$1,058) and due to the removal of prior year one-time funding for the mobile stage towing services (\$4,550), Lee Highway Alliance (\$20,000), Clarendon Alliance (\$10,000), and Columbia Pike Revitalization Organization (\$20,000).
- ↓ Revenue decreases due to lower revenue projections based on prior year actuals (\$21,366) and a reduction in the Virginia Commission for the Arts grant award (\$500), partially offset by an increase in Scenic Studio fees (\$12,900).

DEPARTMENT FINANCIAL SUMMARY

	FY 2019 Actual	FY 2020 Adopted	FY 2021 Adopted	% Change '20 to '21
Personnel	\$6,464,755	\$6,556,667	\$6,447,752	-2%
Non-Personnel	2,325,384	2,178,978	2,221,350	2%
Subtotal	8,790,139	8,735,645	8,669,102	-1%
Intra-County Charges	(2,050)	-	-	-
Total Expenditures	8,788,089	8,735,645	8,669,102	-1%
Fees (Earned Income)	161,316	181,000	172,534	-5%
Grants	29,500	5,000	4,500	-10%
Total Revenues	190,816	186,000	177,034	-5%
Net Tax Support	\$8,597,273	\$8,549,645	\$8,492,068	-1%
Permanent FTEs	47.40	46.40	45.40	
Temporary FTEs	5.50	5.50	5.50	
Total Authorized FTEs	52.90	51.90	50.90	

EXPENSES BY LINE OF BUSINESS

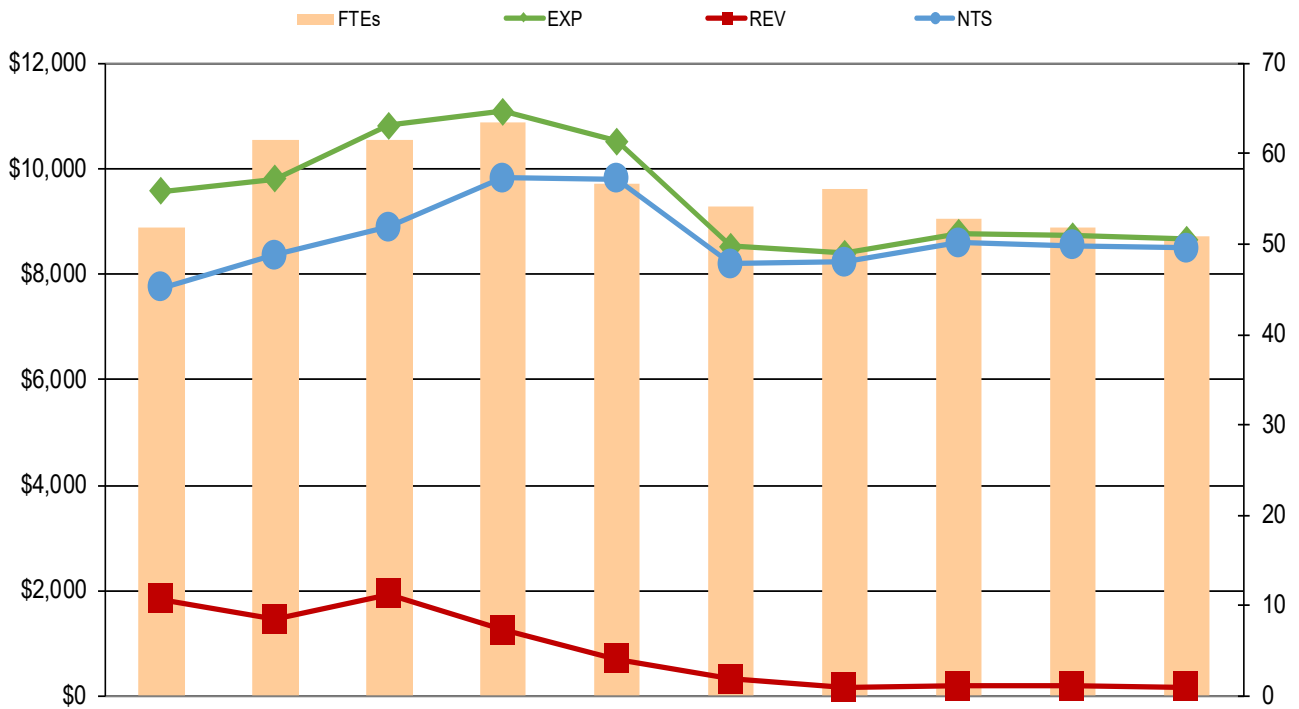
	FY 2019 Actual	FY 2020 Adopted	FY 2021 Adopted	% Change '20 to '21	FY 2021 FTEs Adopted
Director's Office - Operations	\$2,764,330	\$2,816,821	\$2,854,957	1%	15.00
Business Investment	2,138,939	2,256,191	2,308,789	2%	13.80
Real Estate Development	463,886	466,060	469,440	1%	3.00
Strategic Partnerships	652,226	595,500	570,500	-4%	-
Arlington Arts & Cultural Affairs*	2,768,708	2,601,073	2,465,416	-5%	19.10
Total Expenditures	\$8,788,089	\$8,735,645	\$8,669,102	-1%	50.90

*FTE count includes temporary FTEs: Arlington Arts & Cultural Affairs (5.50)

STRATEGIC PARTNERSHIPS FUNDING SUMMARY

	FY 2019 Actual	FY 2020 Adopted	FY 2021 Adopted	% Change '20 to '21
Ballston Business Improvement District	\$1,614,759	\$1,497,516	\$1,569,935	5%
Crystal City Business Improvement District	2,520,507	2,763,656	4,739,568	71%
Rosslyn Business Improvement District	3,704,779	3,938,338	4,053,393	3%
Clarendon Alliance	80,000	90,000	80,000	-11%
Columbia Pike Revitalization Organization (CPRO)	355,000	370,000	350,000	-5%
Lee Highway Alliance	85,500	80,500	85,500	6%
Washington Board of Trade	10,000	10,000	10,000	-
Arlington Sister Cities Association	45,000	45,000	45,000	-
Total Expenditures	\$8,415,545	\$8,795,010	\$10,933,396	24%

EXPENDITURE, REVENUE, NET TAX SUPPORT, AND FULL-TIME EQUIVALENT TRENDS



	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021
\$ in 000s	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Adopted Budget	Adopted Budget
EXP	\$9,587	\$9,818	\$10,829	\$11,085	\$10,523	\$8,525	\$8,401	\$8,788	\$8,736	\$8,669
REV	\$1,829	\$1,448	\$1,939	\$1,254	\$712	\$320	\$165	\$191	\$186	\$177
NTS	\$7,758	\$8,370	\$8,890	\$9,831	\$9,811	\$8,205	\$8,236	\$8,597	\$8,550	\$8,492
FTEs	51.77	61.57	61.57	63.57	56.67	54.20	56.20	52.90	51.90	50.90

Fiscal Year	Description	FTEs
FY 2012	<ul style="list-style-type: none"> ▪ The County Board approved a one-time allocation of \$450,000 for promoting and marketing businesses and cultural events within Arlington County, as well as enhancing small business initiatives. The employees from the Travel and Tourism Promotion Fund will be carrying out these activities from January 1, 2012 through June 30, 2012. ▪ Non-personnel expenses decreased due to the elimination of funding for the Ballston Partnership (\$65,000) due to the creation of the Ballston Business Improvement District, the decrease in funding for the Rosslyn Renaissance (\$10,000) and decrease in lease expense for the Base Realignment and Closure (BRAC) Transition Center (\$23,588). This is partially offset by the restoration of funding for Greater Washington Initiative (\$25,000) and increase in the annual expense for maintenance and replacement of County vehicles (\$765). ▪ Revenues decreased due to the reduction in funding from the Rosslyn Fund trust and agency account for the Rosslyn Renaissance (\$10,000) and the end of grant funding from the Virginia National Defense Industrial Authority (VNDIA) (\$28,448). An extension to the length of the grant has been awarded which will keep the BRAC Transition Center open through mid-FY 2012. ▪ <i>Cultural Affairs, Cultural Affairs' Supplemental Fee Programs, and Artisphere were transferred to Arlington Economic Development from the Department of Parks and Recreation (expense \$5,284,614, revenue \$1,883,658).</i> 	33.77
FY 2013	<ul style="list-style-type: none"> ▪ The County Board added an Information Technology position (\$125,000). ▪ The County Board added one-year funding for the Base Realignment and Closure (BRAC) Coordinator position (\$148,137) which had been previously grant funded. ▪ The County Board added \$30,000 in one-time arts challenge grant funding. ▪ The County Board added matching grant funding for the Clarendon Alliance (\$15,000). ▪ The County Board added base operating funds (\$15,000) and matching grant funding (\$5,000) for Columbia Pike Revitalization Organization. ▪ Personnel expenses increased due to the County Board's addition of funding for a new Step 19 and an increase in the living wage. ▪ Personnel included the transfer of 3.0 FTEs from the Travel & Tourism Promotion Fund (TTPF) to the General Fund for organizational demands in the Director's Office and the Business Investment Group (\$284,790). ▪ Convention and Visitors Service transferred from the Travel & Tourism Promotion Fund (TTPF) to the General Fund (\$385,624 personnel, \$114,376 non-personnel, 4.8 FTEs). ▪ Eliminated FY 2012 one-time funding for retail and small business promotion (\$450,000). ▪ Eliminated FY 2012 one-time funding for programming at Lubber Run (\$25,000). 	1.0 1.0 3.0 4.8

Fiscal Year	Description	FTEs
	<ul style="list-style-type: none"> ▪ Eliminated funding for the Rosslyn Renaissance (\$30,000) and the associated transfer of funding from the Rosslyn Fund trust and agency account (\$30,000). ▪ Revenues decreased to reflect the relocation of the Virginia Export Assistance Center (\$30,000) and changes in Artisphere operations (\$228,519). 	
FY 2014	<ul style="list-style-type: none"> ▪ The County Board added one-time funding for the Base Realignment and Closure (BRAC) Coordinator position (\$142,137). ▪ The County Board added one-time funding for nonprofit capacity building for two additional grants (\$20,000) and arts challenge grants (\$30,000). ▪ Removed FY 2013 one-time funding for the BRAC Coordinator (\$148,137). ▪ Removed FY 2013 one-time funding for arts challenge grants (\$30,000). ▪ The County Board added \$900,000 in one-time funding for Artisphere to support personnel and non-personnel expenses, which is partially offset by the elimination of ongoing funding in the amount of \$748,028. ▪ Revenue increased based on changes in Artisphere operational estimates for gifts and donations (\$20,000), facility rental (\$40,600), admission and ticket income (\$118,531), which is partially offset by reductions in catering income (\$132,753). ▪ Reduced the Arlington Arts Grants Program funding from \$249,100 to \$199,100 (\$50,000). ▪ <i>The County Board approved 2.0 marketing management FTEs as part of FY 2013 closeout (\$294,983).</i> 	<p style="text-align: right;">1.0</p> <p style="text-align: right;">(1.0)</p> <p style="text-align: right;">2.0</p>
FY 2015	<ul style="list-style-type: none"> ▪ The County Board added one-time funding for arts challenge grants (\$30,000) and tourism promotion (\$200,000). ▪ Removed FY 2014 one-time funding for the Base Realignment and Closure (BRAC) Coordinator position (\$142,137). ▪ Removed FY 2014 one-time funding for arts challenge grants (\$30,000) and nonprofit capacity building (\$20,000). ▪ Added additional funding for the Hispanic Business Counselor (\$50,000). ▪ Added ongoing funding (\$158,273) for the Base Realignment and Closure (BRAC) Coordinator position. ▪ Replaced ongoing funding with one-time for nonprofit capacity building (\$45,000). ▪ <i>Added personnel approved at FY 2014 close-out to correct the allocation for a Cultural Affairs Specialist (\$9,589, 0.1 FTE).</i> 	<p style="text-align: right;">(1.0)</p> <p style="text-align: right;">1.0</p> <p style="text-align: right;">0.1</p>
FY 2016	<ul style="list-style-type: none"> ▪ The County Board eliminated funding for Artisphere (\$946,659, 14.5 FTEs, 1.0 temporary FTE) and Ballston Science and Technology Alliance (BSTA) (\$25,000). \$1.3 million in one-time funding remains in net tax support for Artisphere as a contingency in order to cover costs associated with the closure of that facility. 	(15.5)

Fiscal Year	Description	FTEs
	<ul style="list-style-type: none"> ▪ The County Board, using a portion of the savings from the closure of Artisphere, reallocated funding to the Cultural Affairs Division in an effort to improve artistic programming across the county and particularly along its metro corridors (\$331,000 personnel, 3.5 FTEs; \$165,659 non-personnel). 	3.5
	<ul style="list-style-type: none"> ▪ The County Board added on-going funding for business investment (\$600,000, 5.0 FTEs), marketing (\$300,000), arts grants (\$16,710), and the Columbia Pike Revitalization Organization (CPRO) (\$100,000). ▪ The County Board restored one-time funding for tourism promotion (\$200,000) and added one-time funding for TandemNSI (\$200,000). ▪ Removed one-time funding for nonprofit capacity building (\$45,000) and arts challenge grants (\$30,000). ▪ <i>Decreased one-time funding for the closure of Artisphere at FY 2015 close-out due to lower than anticipated closure costs (\$400,000).</i> 	5.0
FY 2017	<ul style="list-style-type: none"> ▪ The County Board added one-time funding for the Marymount Non-Profit Resource Center to work with the Clarendon Alliance (\$25,000). ▪ The County Board shifted \$379,000 of Convention and Visitor Services funding from ongoing to one-time. This funding shift maintains the same level of support for the Travel and Tourism program. ▪ Increased fee revenue to align budget to actuals and anticipated receipts in Cultural Affairs programs (\$9,000). ▪ The temporary FTE count was adjusted to reflect the number of budgeted hours already funded within the Department’s budget. There was no change to net tax support (3.33 FTEs). ▪ <i>After budget adoption, the County Board transferred Arlington Convention and Visitor Services from the General Fund to the Travel and Tourism Fund (\$626,148, 5 FTEs, 0.80 Temporary FTEs).</i> 	3.33 5.80
FY 2018	<ul style="list-style-type: none"> ▪ The County Board added one-time funding for Arts Challenge Grants (\$30,000) and one-time funding for AED to conduct a retail and market study along the Columbia Pike corridor on behalf of the Columbia Pike Revitalization Organization (\$150,000). ▪ Converted a temporary employee from the Travel and Tourism Promotion Fund to a permanent full-time to support the front desk and operations (conversion of non-personnel to personnel \$60,000, 1.0 FTEs). ▪ Transferred in a position from the Department of Technology Services to support the sales and marketing efforts of ConnectArlington and the transfer in of sales and marketing non-personnel funding for the promotion of ConnectArlington (\$130,000 personnel; \$50,000 non-personnel). ▪ Removed FY 2017 one-time funding for the Marymount Non-Profit Resource Center (\$25,000). 	1.0 1.0

Fiscal Year	Description	FTEs
FY 2019	<ul style="list-style-type: none"> ▪ The County Board added one-time funding for the Columbia Pike Revitalization Organization (CPRO) (\$5,000) and one-time funding for the Lee Highway Alliance (LHA) (\$25,000). ▪ Eliminated one vacant Strategic Partnerships Executive Liaison (\$143,231). (1.0) ▪ Eliminated funding for the Greater Washington Hispanic Chamber of Commerce (\$6,000) and decreased the ongoing commitment to Arlington Sister Cities Association (\$5,000). ▪ Eliminated the Cultural Affairs humanities program and its associated vacant position (\$77,172). (0.8) ▪ Eliminated a vacant Cultural Affairs new Media Curator position (\$36,225). (0.5) ▪ Eliminated the Connect Arlington marketing program (\$50,000) and associated vacant business development position (\$115,964). (1.0) ▪ Removed one-time funding for the Columbia Pike Retail Market Study (\$150,000) and Arts Challenge Grants (\$30,000). ▪ Removed expenses (\$160,825) associated with the closure of Spectrum Theatre. ▪ Transferred partnership funding (CPRO and LHA) from Non-Departmental (\$210,500). 	
FY 2020	<ul style="list-style-type: none"> ▪ The County Board replaced ongoing funding with one-time funding for the Scenic Studio program (\$108,621). ▪ The County Board replaced ongoing funding with one-time funding for the facility manager at 3700 South Four Mile Run Drive (\$96,663). ▪ The County Board added one-time funding for the Mobile Stage (\$4,550) ▪ The County Board added ongoing funding for the Cultural Affairs literary arts program (\$31,000). ▪ The County Board added one-time funding to the Lee Highway Alliance (\$20,000), the Clarendon Alliance (\$10,000), and the Columbia Pike Revitalization Organization (\$20,000). ▪ The County Board approved one-time funding to retain the Facility Technical Services Director (\$151,202). ▪ Added ongoing funding for a small business support position (\$110,285). 1.0 ▪ Reduced funding for administrative support services (\$11,000). ▪ Reduced funding for data subscription licenses (\$35,500). ▪ Eliminated a vacant Audio Production Specialist position (\$108,143). (1.0) ▪ Eliminated a filled Cultural Affairs Specialist position in the Costume Lab (\$70,761). (1.0) ▪ Reduced wireless service charges as part of a County-wide review of wireless service providers (\$4,921). 	
FY 2021	<ul style="list-style-type: none"> ▪ The County Board added one-time funding to the Lee Highway Alliance (\$25,000). 	

Fiscal Year	Description	FTEs
	<ul style="list-style-type: none"> ▪ Restored ongoing funding for the Scenic Studio program and the facility manager at 3700 South Four Mile Run Drive (\$208,975). ▪ Eliminated one-time funding for the vacant Facility Technical Services Director position (\$138,135). ▪ Added one-time funding for Columbia Pike small business support (\$20,000). ▪ Increased ongoing funding to the Biz Launch program for small business support (\$35,000). ▪ Increased funding for data subscription licenses (\$17,980). ▪ Removed prior year one-time funding for mobile stage towing services (\$4,550), Lee Highway Alliance (\$20,000), Clarendon Alliance (\$10,000), and Columbia Pike Revitalization Organization (\$20,000). ▪ Increased Scenic Studio fees (\$12,900). ▪ Decreased other fee revenues based on prior year actuals (\$21,366). 	(1.0)