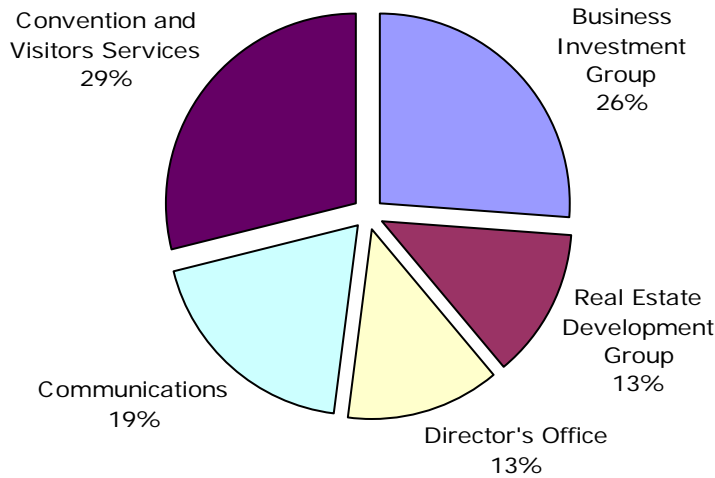
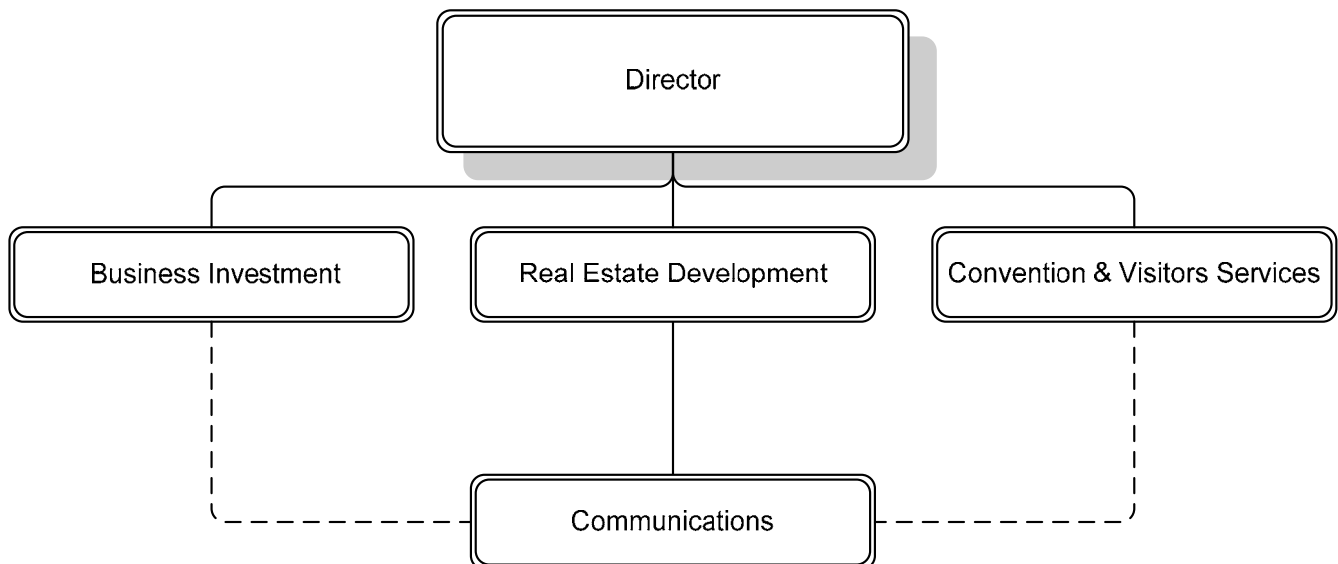


Our Mission: To continue to develop Arlington County as an economically vital, competitive and sustainable community by providing leadership and services to the business, real estate development and visitor services of Arlington economy

Distribution of Department Budget



DEPARTMENTAL ORGANIZATION CHART



FY 2007 PRIORITIES

The FY 2007 priorities of the Department of Economic Development are defined by the Economic Development Strategic Plan. The Department will:

- Position Arlington as a regional, national and international world class business and visitor location, and execute marketing activities toward specific targeted audiences.
- Create leading edge urban districts with ample private investment opportunities. Structure and coordinate specific real estate projects, including the Columbia Pike Initiative, the Conference Center, Courthouse Plaza, Shop Arlington, and Shirlington.
- Drive the County wide efforts to address the Base Re-Alignment and Closure Commission related impacts and opportunities.
- Coordinate and provide direct support to new and existing businesses.
- Facilitate public/private sector partnerships to maximize economic sustainability.
- Foster strong collaboration with the Economic Development Commission on business, tourism and development related issues.

DEPARTMENT FINANCIAL SUMMARY

	FY 2005 Actual	FY 2006 Adopted	FY 2007 Proposed	% Change '06 to '07
Personnel	\$1,723,077	\$1,913,090	\$2,002,555	5%
Non-Personnel	855,116	797,103	800,260	-
Total Expenditures	2,578,193	2,710,193	2,802,815	3%
Fees	-	-	-	-
Grants	25,000	50,000	50,000	-
Total Revenues	25,000	50,000	50,000	-
Net Tax Support	\$2,553,193	\$2,660,193	\$2,752,815	3%
Authorized FTEs	20.0	20.0	20.0	
Funded FTEs	20.0	20.0	20.0	

SIGNIFICANT BUDGET CHANGES

The FY 2007 proposed budget for the Department of Economic Development is \$2,802,815, an increase of \$92,622 or 3 percent from the FY 2006 adopted budget.

- ↑ The FY 2007 proposed budget reflects a two percent market pay line adjustment, a 10% increase in employer health insurance costs, and an increase in employer retirement contributions to maintain full funding of the retirement fund.
- ↑ Non-personnel expenditures increase due to increases in County vehicle charges (\$349) and County telephone charges (\$2,808).

PERFORMANCE MEASURES

	FY 2002 Actual	FY 2003 Actual	FY 2004 Actual	FY 2005 Actual	FY 2006 Estimate	FY 2007 Estimate	FY 2007 Goal
Company announcements	25	61	76	31	30	75	75
New jobs in Arlington	1,446	3,943	4,300	4,124	5,400	4,500	4,500
Retention-expansion jobs	1,200	5,915	5,452	598	1,800	3,500	3,500
Additional leased space (square feet)	600,000	2,296,583	2,489,789	1,300,193	2,000,000	2,000,000	2,000,000
Tax base generated (million)	\$2.70	\$0.70	\$5.40	\$7.10	\$10.15	\$6.94	\$5.00
Economic value of new commercial construction (million)	\$291	\$144	\$75	\$176	\$340	\$254	\$250
Prospects	120	102	180	84	75	120	120
Square feet of prospects	6,000,000	4,986,950	5,285,037	2,546,750	3,000,000	4,000,000	4,000,000
Number of internet visitors	N/A	250,588	229,182	151,603	212,712	285,456	345,871
Percentage of announcements to original prospects	21%	60%	42%	37%	40%	40%	40%
Percentage of evaluations rating BizLaunch Programs as excellent	N/A	N/A	N/A	N/A	90%	95%	95%
Number of BizLaunch workshop attendees	N/A	N/A	706	2,850	2,000	2,000	2,000
Number of BizLaunch one-on-one meetings	N/A	N/A	78	147	180	180	180

FUTURE BUDGET CONSIDERATIONS

- Adding Economic Development Initiatives as forwarded by the Economic Development Commission to provide specific tangible benefits for business to locate in Arlington could impact future budgets.
- The changing federal real estate base in the County that includes a widening gap between federal security requirements and the Arlington product, creating a potential loss of federally funded leased space resulting from the Base Realignment and Closure Commission work and softening of new construction, will likely negatively impact future budgets in 2008 and 2009.
- Demands on DED office space include space management, maintenance, communications, technology, web as a business tool, and managing and operating the Business Center and the Small Business Center.