

ACCOMPLISHMENTS & EVENTS

Economic Development

Technology Week. City Council declared March 10-14 Technology Achievement Week, co-sponsored by the City, the Alexandria Chamber of Commerce, and the Alexandria Economic Development Partnership, Inc. Mayor Donley presented the first Alexandria Technology Achievement Award to Jones Communications, Inc., for its innovative fiber optic cable technology. Finalists included MPR Associates, Inc., the Society for Human Resource Management, VSE Corporation., and UUcom Inc. The Alexandria City Public Schools received special recognition for the Schools' Technology Initiative. A panel of judges evaluated each firm's nomination based on technical achievement and the impact on business, industry and/or the City of Alexandria. The deadline for submitting 1998 Technology Achievement Award nominations is November 14, 1997. Alexandria is home to 164 technology firms employing more than 9,000 workers.

Investment in Economic Development. In adopting the FY 1998 Budget, City Council approved more than \$1.3 million in direct expenditures for economic development, an increase of approximately \$400,000 over last year, including:

- ❖ \$450,432 for the Alexandria Economic Development Partnership, Inc., including funding for a new full-time position that will focus on small business development and work with the new Alexandria Small Business Development Center located at The George Washington University's Graduate Education Center on Duke Street.
- ❖ \$380,413 for the City's direct contribution to the Alexandria Convention and Visitor's Association, and an in-kind contribution, valued at \$38,000, for office space and a visitor's center at the Ramsay House.
- ❖ \$100,000 in continued funding for the marketing fund.
- ❖ \$20,000 for the City's contribution to the Eisenhower Avenue Partnership. This funding will enable the Partnership to continue promoting the Eisenhower Avenue Corridor in cooperation with the private sector.
- ❖ \$100,000 to assist the Potomac West Alliance in the revitalition of the Potomac West area, including Mt. Vernon Avenue and the Route 1-Mount Vernon Avenue Enterprise Zone.
- ❖ \$25,000 for business technology promotion to continue the City's partnership with the business community to foster an expanded technology sector.

❖ \$100,000 for the new Business Assistance Loan Program providing financial assistance to new and existing businesses in the Potomac West area.

In addition, the City will invest \$6 million in Capital Improvement Program funds phased over three years to construct a multi-level, underground garage to preserve and to expand public parking at the Queen-Lee site in Old Town.

Alexandria Small Business Development Center. Located at The George Washington University's Graduate Education Center on Duke Street, the Small Business Development Center is an active partner in the support of Alexandria's small businesses. Its mission is to assist small and medium-sized businesses to improve management skills, productivity and the businesses' ability to generate a profit. Counseling, education and training workshops, and information and referral services are also provided.

Alexandria National Association Campus. This campus at Mark Center offers savings to national association headquarters through shared facilities and services, including a shuttle bus to Metro and National Airport. The Association for Supervision and Curriculum Development broke ground for its new 70,000-square-foot headquarters building in 1997 and plans to occupy its new offices in early 1998.

Recent Business Expansions and Locations. Alexandria businesses expanding in FY 1997 include: A.B. Technologies, Inc. (19,764 sq. ft.); Armed Forces Relief and Benefits Association (15,000 sq. ft.); Burns, Doane, Swecker & Mathis, LLP (96,000 sq. ft.); DynCorp, Inc. (10,578 sq. ft.); The Eastern Group (78,000 sq. ft.); and Virginia Imports, Inc. (46,000 sq. ft.). New businesses locating to Alexandria include: American Society for Industrial Security (Arlington); Association of Air-Medical Services (Pasadena, CA); Association of Consulting Foresters of America (Bethesda); National Association for Support of Long Term Care (Austin, TX); Structured Solutions, Inc. (Fairfax); and Trados (Germany).



In June, City Council held a community meeting in the Center Court at Landmark Mall, which is a major contributor of sales tax revenue to the City. Promotion of retail activity at Landmark Mall is one of the City's economic development priorities.