

**City of Alexandria, Virginia**  
**FY 2026 Proposed Operating Budget & CIP**  
**Budget Questions & Answers**

**April 25, 2025**

**Question:**

Can you provide a breakdown of funds the Council has provided or dedicated in the past three years to local business organizations (Chamber, WEBA, Boutique District, Old Town Business Association) or business themed events (Plaid Friday, Small Business Saturday), if any. That would include ARPA funds or other one-time funds or partnerships.

**Response:**

- a. The AEDP small business team hosts monthly business association meetings and provides best practices and information to leadership of these groups, to include paid membership in the International Downtown Association (IDA).
  - b. In Fall 2023, [AEDP launched a new small business team](#)-4 staff people, as well as small business counselors, all of whom provide direct assistance to small business, including independently owned retailers. Services offered include one-on-one counseling and workshops, connections with the local community and guidance on access to capital.
  - c. In 2022, AEDP awarded \$534,265.75 in City-allocated ARPA-funds to eight business associations. According to the ALX B2B Business Association Grant requirements, business associations that received grants exceeding \$50,000 were required to have a 20% match. The total match from four of the grant recipients was \$85,175.35. Bringing the total project budget, including the match, to \$619,441.10.
    - 1. The Chamber ALX was awarded \$17,500
    - 2. The West End Business Association (WEBA) was awarded \$50,000
    - 3. The Old Town Business Association was awarded \$100,000 with a match of \$29,965.01
    - 4. Alexandria Minority Business Association was awarded \$50,000
    - 5. The Del Ray Business Association was awarded \$95,765.75, with a match of \$13,797.19
    - 6. Eisenhower Avenue Public-Private Partnership was awarded \$88,000 with a match of \$31,702.50
    - 7. Old Town North Alliance was awarded \$83,000 with a match of \$9,710.65
    - 8. The Social Responsibility Group was awarded \$50,000
- a. Visit Alexandria: Regularly promotes individual businesses, neighborhoods and events. As part of that work, it has provided in-kind marketing support through marketing plans for

Plaid Friday and Small Business Saturday, and execution of Summer & Winter Restaurant Weeks and Sidewalk Sale.

- b. In 2020, AEDP distributed \$6,365,000 in ARPA, CARES Act, and Industrial Development Authority generated funds to small businesses through three grants: Back to Business Round 1, Back to Business Round 2, and All-Weather. Grant criteria required "locally owned and operated." A full list of recipients can be viewed online here:

<https://alexandriaecon.org/grants/>

Back to Business Grant - Round 1

1. 303 grants awarded, providing \$3,490,000 in funds to small businesses
2. Funds were distributed in July 2020

Back to Business Grant - Round 2

3. 249 grants awarded, providing \$2,395,000 in funds to small businesses
4. Funds were distributed in December 2020

All Weather Grant - Round 3

5. 96 grants awarded, providing \$480,000 in funds to small businesses
6. Funds were distributed in December 2020

- c. The City utilized ARPA funds to create an Economic Recovery Manager at AEDP, who created and administered direct grant programs and services to support the small business community.