

# ARLINGTON ECONOMIC DEVELOPMENT

//Annual Report FY2025





WELCOME



EDC OFFICE  
HEADQUARTERS

WE CAN.  
WE DO.



1717





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# ***ECONOMIC DEVELOPMENT IN ARLINGTON***

## **Economic Development Services**

Economic Development Services (EDS) for the City of Arlington drives long-term prosperity by fostering a competitive, business-friendly environment and advancing initiatives that stimulate meaningful economic growth. Focused on attracting, retaining and expanding businesses, EDS supports entrepreneurs, established companies and international investors. Its Business Retention & Expansion program provides tailored assistance that helps Arlington companies grow and remain competitive.

EDS delivers site selection guidance, incentive structuring, corporate relocations, market access support and navigation of regulatory processes. Through regional, national and global partnerships, EDS has strengthened Arlington's position as a destination for foreign direct investment—supported by its soft-landing program for international companies entering the U.S. market.

EDS also leads the city's global engagement efforts, having reactivated the Sister Cities of Arlington program and serving as liaison to its new board. Locally, EDS leads transformative downtown revitalization efforts in close collaboration with the Downtown Arlington Management Corporation to strengthen commercial activity and urban vitality.

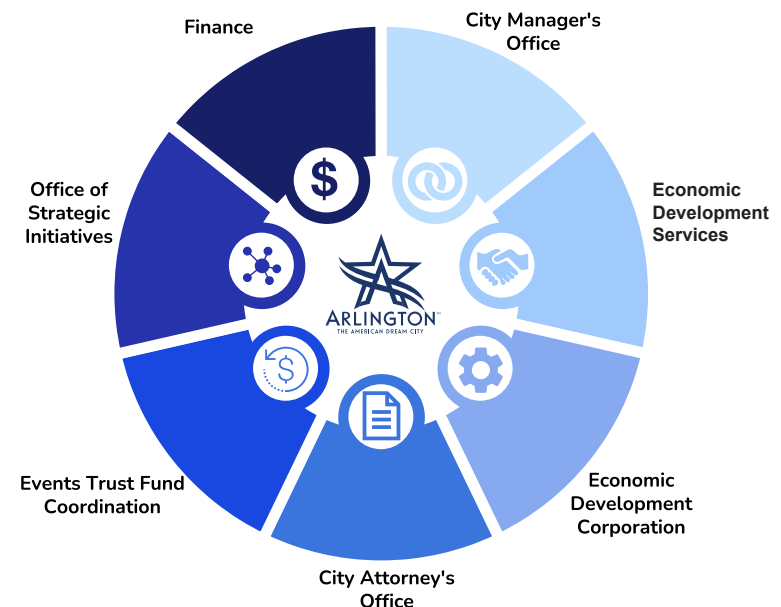
## **Economic Development Services Staff**

**Gus Garcia**, Director, Economic Development Services

**Marcus Young**, Senior Economic Development Specialist

**Josh Mejia**, Economic Development Specialist

## **Components of Economic Development**





## Economic Development Corporation (EDC) Story

The City of Arlington has long sought to foster job creation and economic development, as then “boy Mayor” Tom Vandergriff illustrated in the 1950s when he successfully landed the General Motors Assembly Plant that recently celebrated 70 years of existence. Arlington took a serious step in that direction when the City Council created the EDC in 2015—and put an exclamation point on it when City residents voted on a quarter-cent sales and use tax to fund it in 2020. Those dedicated dollars allow us to recruit business and industry, help local companies grow and generate quality job opportunities.



EDC Board Members

Guided by a seven-member board, professional staff and a strategic plan, the Arlington EDC strives to create a vibrant, globally connected and innovative community that fosters equitable growth for all.

### Left to Right:

**Gerald Alley**, **Robyn Barrere**,  
**Mo'ya Haddad** (Vice President),  
**Michael Jacobson** (President),  
**Jollyn Mwisongo** (Secretary),  
**Paul Corson**.

(\*Not Pictured: **John Whiteley** (Treasurer))

## Working Together

The success of economic development in Arlington depends on multiple City partners working in tandem, including the City of Arlington Economic Development Services, the Arlington Economic Development Corporation and the Arlington Convention and Visitor's Bureau.

The partnership between the Arlington EDC and Economic Development Services is at the heart of the “**We Can. We Do.**” spirit of economic development in Arlington. The two teams working together allow flexibility in what projects can be funded – there's no idea too big or too small.

Large events are another economic driver in Arlington – from conventions to Rangers games, there are endless possibilities for activation in the Entertainment District's numerous venues. The City and the Arlington EDC work closely with the Convention and Visitor's Bureau to help bring large events and conferences to the city, as well as to engage prospective businesses who may be interested in moving to Arlington.

## EDC Staff

**Marty Wieder**, Executive Director  
**Kay Brown-Patrick**, Assistant Executive Director  
**Richard Nevins**, Assistant Executive Director  
**Hayden Blackburn**, Director of Innovation & Entrepreneurship  
**Christie Goodman Duke**, Director of Targeted Attraction & State Affairs  
**Teresa Burnett**, Communication Coordinator  
**Estela Bush**, EDC Coordinator  
**Jessica Byerly**, Project Manager  
**Erin Clark**, Public Funds Administrator  
**Galen Gatten**, Assistant City Attorney  
**Stephanie Q. Hall**, Operations & Events Administration  
**Kevin McGlaun**, Real Estate Consultant



Our Team



# AWARDS & RANKINGS

## D CEO COMMERCIAL REAL ESTATE AWARDS

### Community Impact Award

*National Medal of Honor Museum*

## DALLAS BUSINESS JOURNAL BEST REAL ESTATE DEALS AWARDS

### Community Impact Award

*National Medal of Honor Museum*

## EXCELLENCE IN ECONOMIC DEVELOPMENT AWARDS

### International Economic Development Council

*Gold, Arlington EDC Website,*

*General Purpose Website*

*Bronze, LiftFund Interest Buydown Program,  
Innovative Financing*

# NO. 10

## HARDEST-WORKING CITY

### IN AMERICA

*WalletHub*

# TOP 3

## TEXAS CITY FOR WORKING WOMEN

*Elevate Leadership*

# NO. 15

## BEST LARGE CITY TO START A BUSINESS

*WalletHub*

# NO. 29

## TOP MEETING DESTINATIONS IN NORTH AMERICA

*Cvent*

# NO. 6

## BEST LARGE METRO FOR STEM PROFESSIONALS

*CoworkingCafe*

## TEXAS ASSOCIATION OF MUNICIPAL INFORMATION OFFICERS

### TAMI Awards

*First Place, Arlington EDC Website*

*First Place, FY2024 Economic Development  
Annual Report*

## CITY-COUNTY COMMUNICATIONS & MARKETING ASSOCIATION

### Savvy Awards

*First Place, Arlington EDC Website*

# NO. 4

## MOST DIVERSE CITY

### IN THE U.S.

*WalletHub*



# DEMOGRAPHICS

## ARLINGTON, TX (2024)



Population

**397,742**



Average Home Sales Price

**\$363,296**



Bachelor's Degree or Higher

**33.60%**



Median Household Income

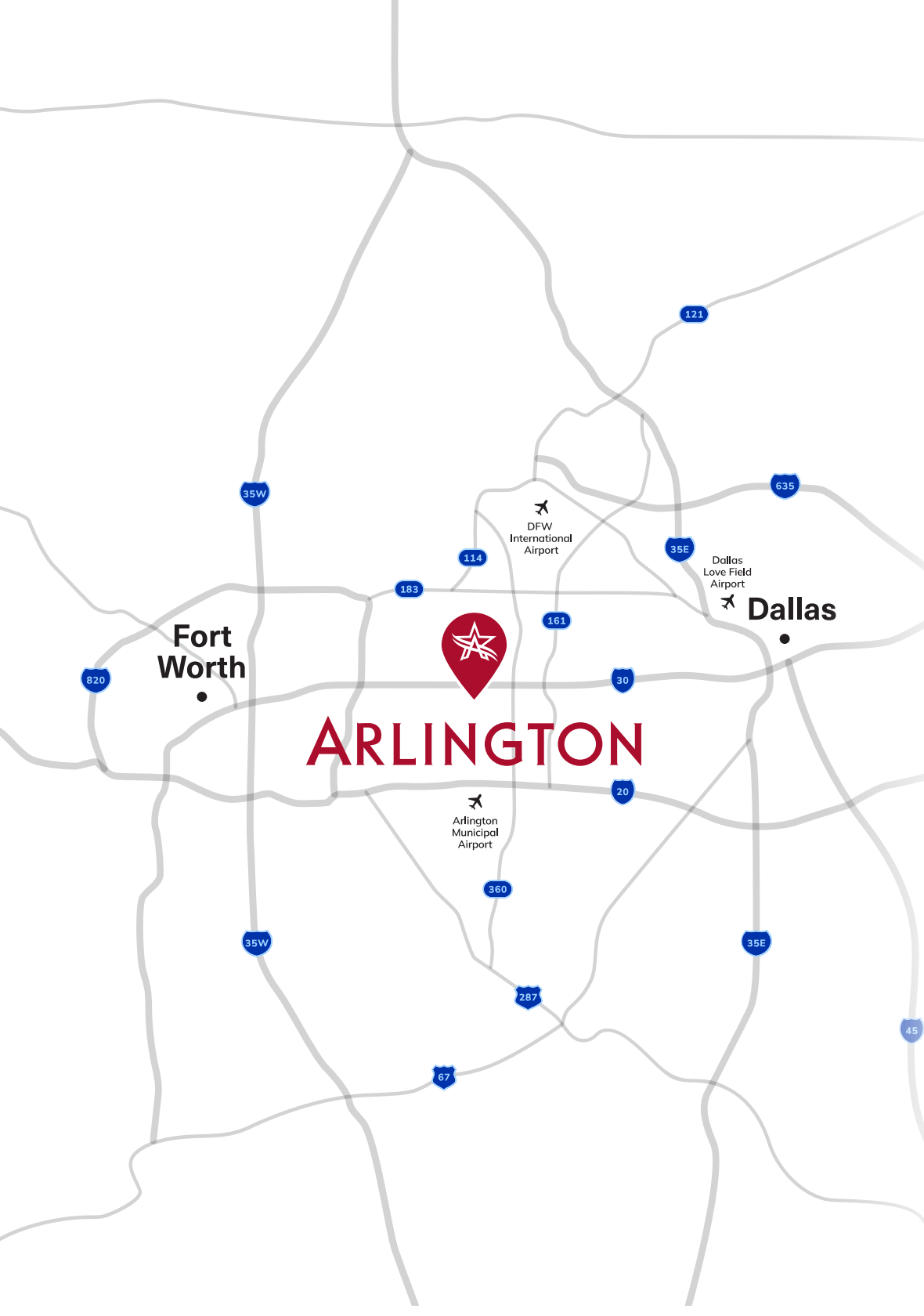
**\$75,171**



Households

**146,132**

*American Community Survey (ACS) 2024 5-Year Estimates*





# ***ECONOMIC DEVELOPMENT METRICS FY25***



**1,110**

**JOBS COMMITTED  
TO ADD**

**107**

**MARKETING & RECRUITMENT  
EVENTS ATTENDED**

**165**

**BUSINESS RETENTION  
VISITS**

**08**

**STATE REQUEST FOR INFORMATION  
(RFI) RESPONSES**



**\$312,633,834**

**TOTAL FUNDING COMMITTED  
TO PROJECTS**

**48**

**CURRENT  
PROSPECTS**

**6**

**PROJECTS  
APPROVED**



# STRATEGIC PLAN

## Bond Rating

The Arlington EDC earned an initial **Aa1** rating from Moody's and an **AA** rating from Standard & Poor's for its first time financing sales tax revenue bonds, augmented by the City's **Aa1/AAA** ratings from Moody's and Standard & Poor's. This reflects favorably overall on the City's financial stability due to its broad sales tax revenue base, little historical sales tax collection volatility due to its broad sales tax revenue base and little historical sales tax collection volatility.



## Strategic Plan Goals

### GOAL 1: COMPETITIVE POSITIONING

The elevation of Arlington's competitive positioning in the region to capture a larger share of high-wage, high-impact growth.

### GOAL 2: TRANSFORMATIONAL REDEVELOPMENT

The rejuvenation and transformation of key economic centers into vibrant destinations. Special attention must be paid to disadvantaged populations.

### GOAL 3: HIGH-IMPACT COMMUNITY DEVELOPMENT

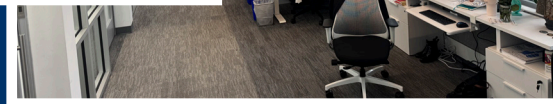
The creation of the amenities and assets that will secure Arlington's position as a major activity hub in the Metroplex.





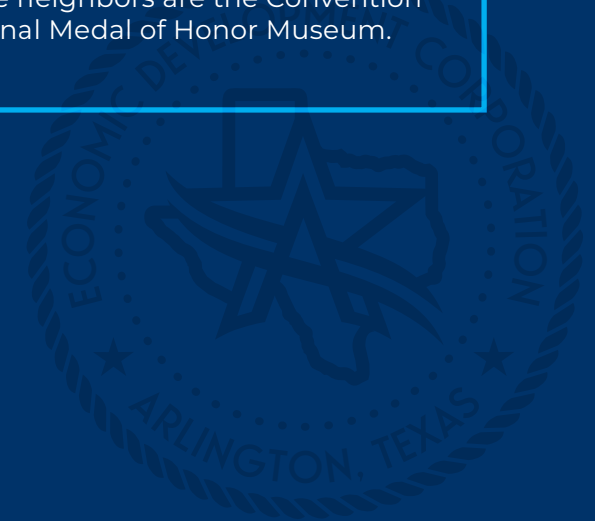
# ARLINGTON DEVELOPMENT NETWORK - DEVNET

The EDC successfully launched its monthly DevNet networking series, hosting 5 events in FY25. A place where brokers, developers and other industry professionals gather to exchange ideas, information, development updates and more. Each event features a curated Q&A panel highlighting different areas of interest, like corporate office activity, redevelopment, retail and manufacturing, among others.



## EDC HQ COMPLETE

After having a temporary office home inside Spark Coworking and the Ballpark Way side of Choctaw Stadium, the EDC moved into their new home on the Randol Mill side of the stadium in February. Their office neighbors are the Convention & Visitor's Bureau and the National Medal of Honor Museum.





## Strategic Solutions Fund

The EDC successfully relaunched the Strategic Solutions Fund, a partnership with the Texas Manufacturing Assistance Center (TMAC), established to help Arlington-based companies accelerate their growth and productivity. Through the fund, eligible Arlington businesses can qualify for up to \$10,000 or \$5,000, based on employee count.

## IEDC Award for Innovative Financing

The Interest Buydown Program, a partnership with LiftFund, was established as part of the EDC's small business initiatives in FY24. At the conclusion of FY25, it has awarded over \$600,000 to 12 businesses, with over 100 jobs created and retained.

The program won a Bronze Award in the Innovative Financing category at the International Economic Development Council (IEDC) 2025 Excellence in Economic Development Awards. The EDC provided funds to the City to pay for expenditures necessary to repair and replace water infrastructure along West Main Street, which freed up City Funds to instead be used for the Interest Buydown Program.

## Industry-Specific Small Business Cohorts

As part of ongoing small business support initiatives, the EDC introduced a new free program: Industry-Specific Small Business Cohorts. The cohorts focus on scaling, sustainability and strategy refinement, meeting once a week for a month. In FY25, the Professional Services industry focus kicked off the program, successfully helping 12 businesses.







## EDC PROJECT

# E-SPACE

The E-Space North American HQ and Airport Development project continued to gather momentum in FY25. Transaction documents were approved, including a sublease between the City, the EDC and tenant E-Space, as well as a Chapter 380 agreement pertaining to water and sewer facilities for the project site. The project leverages EDC sales tax revenues, not to exceed \$115 million, to create Arlington EDC-owned real estate assets, which furthers economic impact at the airport.







## ECONOMIC IMPACT OF THE E-SPACE PROJECT

**2,000+**  
**HIGH-WAGE**

## HIGH-TECH JOBS CREATED

**\$8B**

**IN TOTAL SALARIES  
GENERATED**

**\$27M**

***IN NET BENEFITS  
TO THE CITY, TARRANT COUNTY  
AND AISD OVER 30 YEARS***





# BEN THANH PLAZA

## EDC PROJECT

The Arlington EDC and the City partnered with managers of Ben Thanh Plaza, HKT Management, to enhance the property. The goal is to increase tourism, improve the International Corridor and foster a thriving, community-focused environment in the 13.1 acre shopping center, which houses around 50 stores and over a dozen dining options.

In exchange for these improvements with a minimum capital improvement expenditure of \$3,545,000, the Arlington EDC will reimburse up to \$1,645,000 for the costs of constructing infrastructure. By reimagining spaces that inspire exploration, culture and connection, we are not just revitalizing infrastructure, we are laying the foundation for a dynamic destination where residents and visitors can gather.

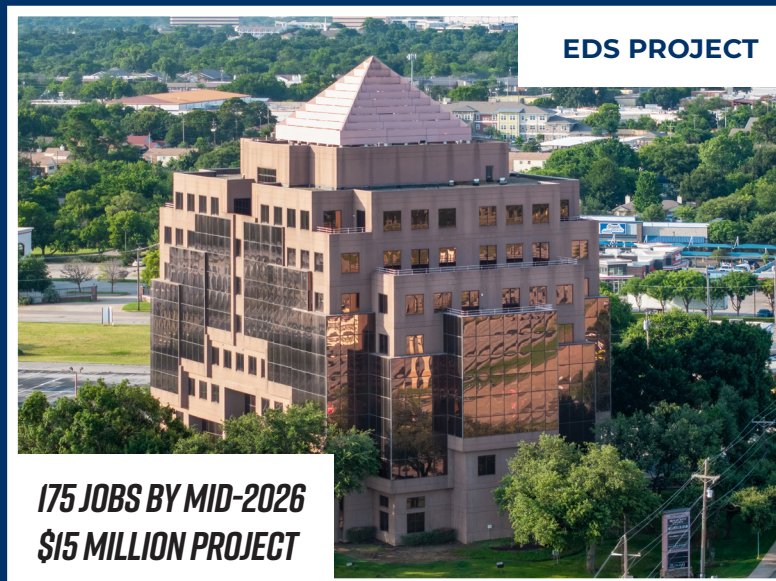
### Property improvements include:

- Resurfaced parking lots
- Outdoor central plaza for community events
- Improved landscaping
- Refreshing building interiors and exteriors

# TEXAS TRUST CREDIT UNION HEADQUARTERS

Texas Trust Credit Union will move its headquarters to their location at 1531 North Cooper St. The project will include substantial building enhancements, including updates to HVAC and elevator systems, lobby renovations and exterior improvements.

Under the agreement with the City, Texas Trust will receive a 75% tax abatement on the increased property value for 10 years, conditional upon meeting specific improvement and employment conditions by the end of 2025. The project garners significant capital investment in a well-known building site, growth in the company's employee base and the initiation of Class A development that will attract more corporations to Arlington.



## EDS PROJECT

**175 JOBS BY MID-2026**  
**\$15 MILLION PROJECT**



## EDS PROJECT

# CROWNE PLAZA

The Crowne Plaza Suites is investing in improvements that will transform it into an upper upscale hotel designation, including updated furnishings, fixtures and equipment in the 200 guest rooms and common areas, and converting the indoor pool to an additional 5,000 sq. ft. of meeting space (bringing the total meeting space to 14,000 sq. ft.)

The City entered into a 10-year performance agreement with Equinox, where the City will provide \$3,250,000 in assistance over the course of fiscal years 2025-2027.



**\$24 MILLION IN IMPROVEMENTS,  
UPPER UPSCALE RATING**

## EDC AND CVB PROJECT

# UFL HEADQUARTERS

The United Football League (UFL) picked Arlington as its year-round corporate headquarters home and football operations hub. The headquarters encompasses multiple facilities in the city, consisting of office space, training camps and the UFL's innovation division: FAST, or Football Advancement through Sports Technology.



**LARGEST CORPORATE OFFICE LEASE IN TARRANT  
COUNTY IN 24 MONTHS (111,409 SQ. FT.).**







**EDC PROJECT**

**660 TOTAL NEW JOBS**  
**156 HIGH-WAGE JOBS AVERAGING \$122,000**

# SALCOMP

Salcomp is one of the world's leading manufacturers of power supplies for mobile and electronic devices, established in 1973. Headquartered in Salo, Finland, the company has production plants and offices around the globe, with over 12,000 employees.

Salcomp established their U.S. headquarters in Arlington, expanding the footprint at their current facility to include three additional production lines and boost local employment, filling new jobs with UT Arlington graduates and local residents.

The EDC will provide payments not to exceed \$1,876,622, to include 30% of the infrastructure and site improvements, establishment of their U.S. headquarters and a job hiring grant up to \$2,500 per local resident or UTA graduate.

## BALFOUR LOFTS

The Balfour Lofts redevelopment project in Downtown Arlington was initially approved in early FY25, but additional parcel assemblage allowed the developer, Pershing Development LLC, to expand the project scope to increase their investment. The initial proposed investment was approx. \$14 million, adding 65 market-rate apartments on 1.605 — the proposed expansion would add an additional 34 apartment units on more acreage, for a total of 99-units on 2.087 acres.

To support the project, the Arlington Tax Increment Reinvestment Zone Number #1 approved a \$1.55 million grant to be used for public improvements, including public water and sewer capacity expansion, burying of power poles and public street parking, sidewalks and art, among others.

**EDS PROJECT**

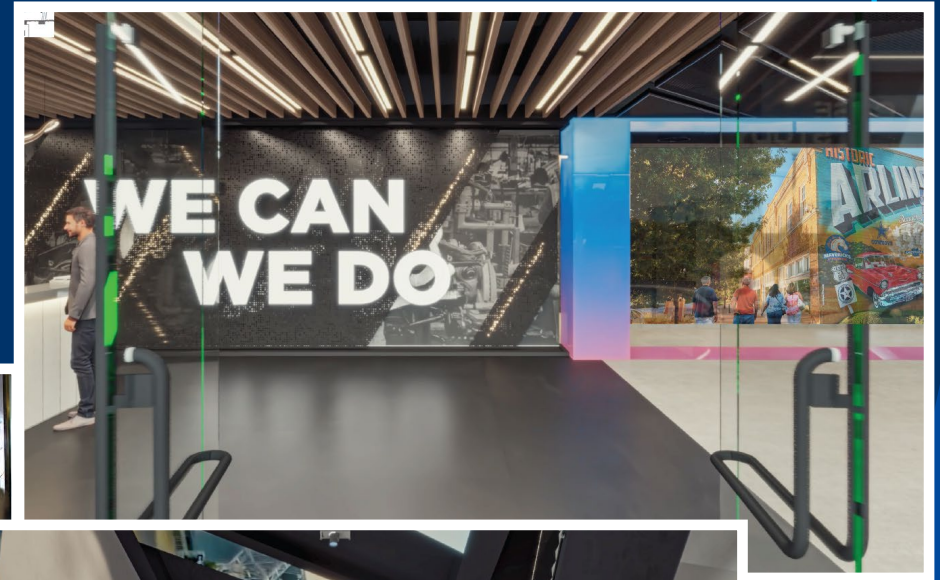




# ARLINGTON SHOWROOM PROGRESS

Progress continues on the future Arlington Showroom, which will be housed in the current Convention & Visitors Bureau lobby and serve as an interactive exhibit to showcase the city to prospective businesses.

The City and the EDC engaged Selbert Perkins for conceptual design, and have hired SBL Architects (with Selbert Perkins as a subcontractor) to do the architectural drawings (schematic design, design development and construction documents). The goal is to complete design and be under construction by the end of FY26, with the project being finished Spring 2027.





EDC AND CVB PROJECT

# MEDAL OF HONOR MUSEUM 'MISSION TO INSPIRE SPECTACULAR'



After a three-year construction effort, the National Medal of Honor Museum celebrated its official opening with a spectacular public celebration and ribbon cutting attended by 32 Medal of Honor Recipients, national and military leaders, celebrities and musical guests.

Following the ribbon cutting, the Mission to Inspire Spectacular lit up the sky with fireworks

and drones, accompanied by video and a variety of musical arrangements, to commemorate the milestone in a 360-degree storytelling marvel.



# JAPAN-TEXAS ECONOMIC SUMMIT

The U.S.-Japan Council announced the return of the Japan-Texas Economic Summit on May 11 through 13, 2026 in Arlington (where the event will be hosted for three consecutive years). This premier gathering of business, investment and political leaders is dedicated to advancing economic collaboration between Japan and the Lone Star State, and reflects a shared commitment to partnership through commercial vision, policy alignment and investment.



EDC PROJECT



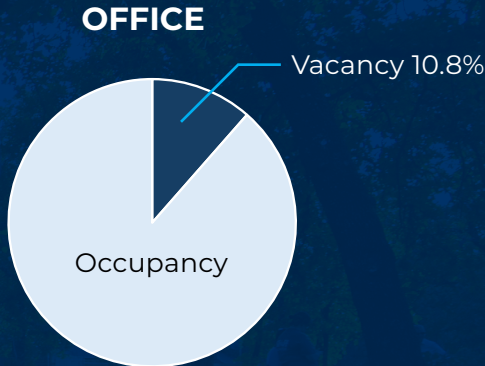
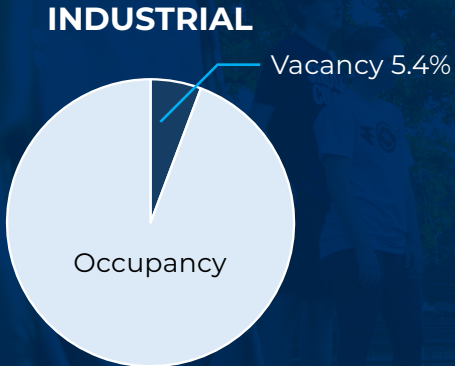
# ECONOMIC INDICATORS

ARLINGTON, TX	2024 ANNUAL	2023 ANNUAL
Unemployment Rate	5.70%	3.80%
Employment	213,346	219,125
No. of Houses Sold	3,085	3,204
Average House Price	\$363,296	\$357,555
Educational Attainment*	41.90%	40.40%

Texas Labor Market Information; Texas A&M Research Center; U.S Census Bureau  
\*Educational Attainment is percentage of the population age 25+ with an Associate's degree or higher.



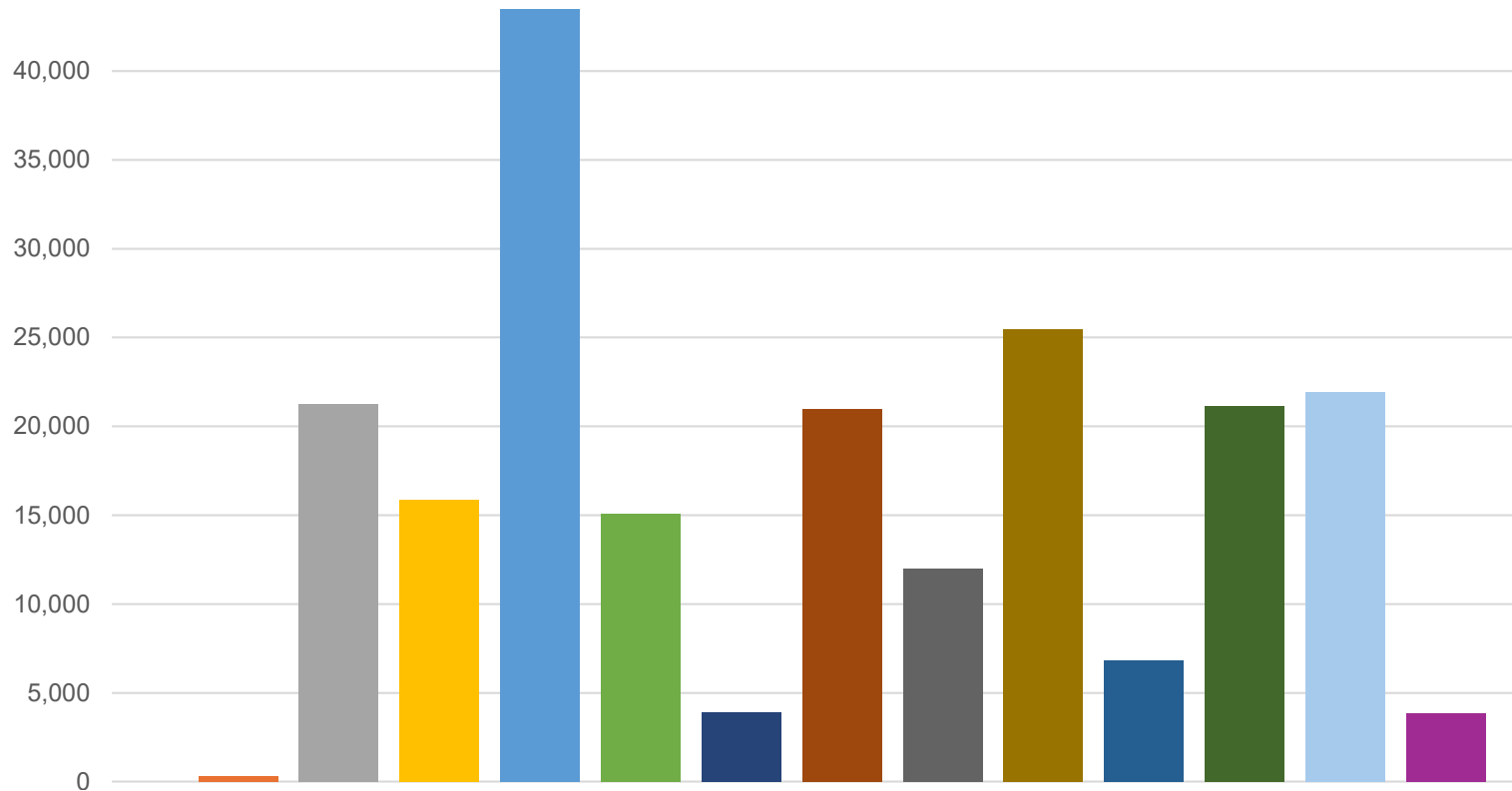
U.S. Bureau of Economic Analysis (BEA)



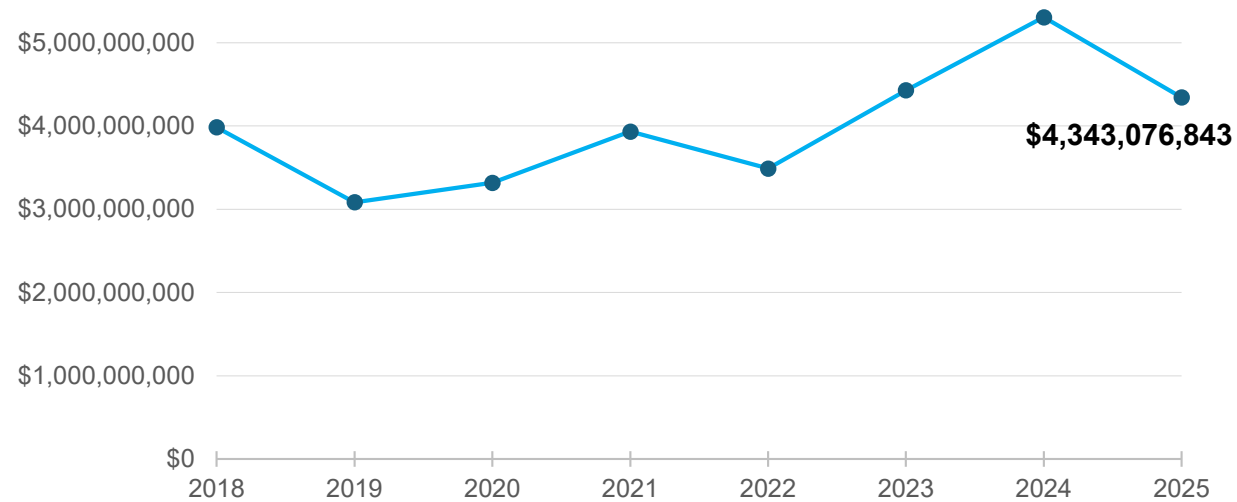
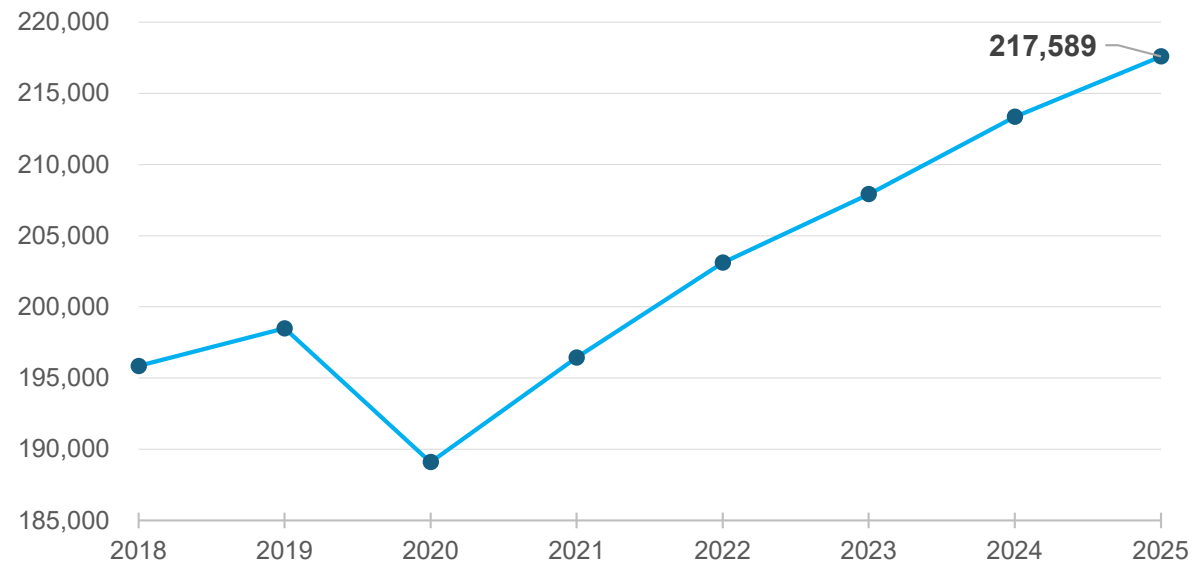
Source: CoStar (Industrial, Office, Retail 2025)



WORKFORCE DISTRIBUTION BY INDUSTRY SECTOR | ARLINGTON, TX 2024





**BUSINESS PERSONAL PROPERTY TOTAL VALUE 2018-2025****Total Increase in Value: \$359,650,631 (+9.03%)****EMPLOYMENT GROWTH IN ARLINGTON 2018-2025****Total Increase in Employment: 21,740 (+11.1%)***Source: Texas Labor Market Information – LAUS (Local Area Unemployment Statistics)*



# FINANCIAL INFORMATION

## ECONOMIC DEVELOPMENT CORPORATION (As of January 26, 2026)

ARLINGTON EDC FUNDS FLOW PROJECTION	ACTUAL FY21	ACTUAL FY22	ACTUAL FY23	ACTUAL FY24	ACTUAL FY25
Beginning Balance	-	10,853,564	33,352,739	55,029,631	67,826,208
Sales Tax Revenue	11,164,714	24,115,528	23,849,011	24,554,781	24,206,111
Investment Income	-	137,745	912,453	2,963,905	2,487,320
Other Revenue	-	(888,339)	273,566	(803,604)	1,248,570
Available to Fund Ops and Projects	11,164,714	34,218,498	58,387,768	81,744,713	95,768,209
Operations	311,151	865,759	1,572,471	1,283,496	5,862,065
Available to Fund Projects	10,853,564	33,352,739	56,815,297	80,461,217	89,906,144
Project Funding	-	-	7,631,350	12,635,009	28,466,371
Total Funded and Committed	-	-	7,631,350	12,635,009	28,466,371
Value of Fixed Assets (Land)	-	-	5,822,084	-	1,786,148
Ending Balance / Available to Fund New Projects	10,853,564	33,352,739	55,006,031	67,826,208	63,225,921

## OFFICE OF ECONOMIC DEVELOPMENT

ARLINGTON, TX	FY26 ADOPTED	FY25 ADOPTED
Operations	\$586,080	\$591,093
Program Funding	\$263,774	\$211,890
Total Budget	\$849,854	\$802,983





**UTA LIFE SCIENCES  
BUILDING RENOVATION &  
EXPANSION**

**210,612 SF TOTAL (87,800 SF ADDITION;  
142,000 SF RENOVATION)  
ADDS RESEARCH LABS, TEACHING LABS,  
CLASSROOMS, AND STUDENT SPACES  
BUDGET: \$180M | COMPLETION: FALL 2027**







101 W. Abram St., Arlington TX 76010 | [ArlingtonTX.gov](http://ArlingtonTX.gov)