



Better Business For A Better Falls Church

RESOURCE GUIDE FOR DISPLACED BUSINESSES



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DISCLAIMER: Nothing contained within this document is intended to constitute legal advice and is provided for informational purposes only. Readers should not act upon this information without seeking professional counsel.

Introduction

SMALL AND LOCAL BUSINESSES are an essential component of Falls Church's local economy and the Falls Church Chamber of Commerce's membership. They not only create well-paying jobs, but deliver vital services, generate sales tax revenue, and contribute to the unique character and livability of the City's neighborhoods.

Small and local businesses are also particularly active in community service and volunteerism, and provide goods that are not generally available from larger competitors. For these reasons and more, preservation of the City's unique local businesses is a Chamber priority.

In recent years, Falls Church has experienced increased development activity that has changed the character of the City's business landscape. By and large, the Chamber believes that new development presents Falls Church with a vibrant urban experience, and delivers new offices, retail, entertainment venues, customers and clients, and highly-demanded housing. The City is poised to witness additional development in the future, and it is anticipated that such redevelopment will be the primary source of new Class A retail and office space in the City.

While the Chamber welcomes investment and new development, it acknowledges the potential for business displacement. Individual businesses can find themselves overwhelmed, and can sometimes struggle to adjust to the new environment. Too often, local businesses may not know how to navigate local offices and agencies, understand the resources available to them, or have a flexible strategic business plan that can accommodate redevelopment.

The Chamber believes it can play an affirmative role in assisting its members with this process. It has prepared this document to set forth policies, identify best practices, and provide information on tools that will help them find ways to maintain their presence in the City and address challenges presented by new development. To be clear, the Chamber will not interpose its judgment or in any way seek to interfere with private leasehold agreements between tenants and property owners. The City's retail and office market is changing, and existing businesses must change with it. Each business must take responsibility for planning for its future, securing adequate space in which to operate, and understand the potential for, and consequences associated with, redevelopment.

At the same time, the Chamber anticipates that market-attentive, adaptable, high-performing businesses can compete with newcomers to the Falls Church market, and can be successful in



While the City of Falls Church can create local business programs and improve City processes, local businesses often need additional, on-the-ground support to meet their potential. The Falls Church Chamber is an excellent resource that can support the Little City's local business ecosystem.

finding premium space in both new and older buildings. Accordingly, this document is offered as a way to encourage local businesses to be aware of the development process and be able to access the resources necessary to withstand the potential for displacement.

This document is primarily focused on assisting tenants and owners located within the City of Falls Church. However, the Chamber's membership stretches beyond the City's corporate limits, and every effort has been made to provide information that is universally applicable across jurisdictional boundaries. To that end, the Chamber is available to assist tenants and owners navigate the business relocation and development approval process in Fairfax County, Arlington County, and beyond.

Potential Causes of Business Displacement

Understanding the causes of business displacement is vital for business planning. Local businesses can find themselves in need of new space for a variety of reasons including, but not limited to, eminent domain for public projects (e.g., roads, public facilities, etc.), lease expirations, eviction due to lease termination or breach of contract (e.g., tenant has not made timely lease payments), rent increases contemplated by the contract or as part of a lease renewal, and redevelopment by the owner.

Get To Know: The Falls Church Chamber of Commerce

The Falls Church Chamber of Commerce is an independent, non-profit membership organization founded in 1947. The Chamber is governed by a Board of Directors pursuant to the Chamber's Bylaws. The Board meets the second Tuesday of each month.

The Chamber's mission is to promote local business interests in order to foster economic prosperity and civic well-being in the greater Falls Church community. It advances its mission by supporting business and community growth and development, providing members with educational, marketing, and networking opportunities, advocating Chamber positions on critical business issues, and encouraging quality business ethics and community respect.

Local businesses are a vital asset to the City, and the Chamber supports their long-term success. Whether by engaging with the local business community, providing better customer service at City Hall, or connecting business owners to capital, the Chamber helps provide a foundation for a stronger local economy.

As part of its advocacy on behalf of local businesses, the Chamber's Legislative Committee monitors and advises the Chamber on legislative and regulatory issues on the local, state, and federal levels, and promotes the interests of our membership.

To assist with the retention and expansion of existing local businesses, and to ensure a strong membership base, the Chamber has crafted a series of strategic initiatives, included as Appendix B to this resource guide, and updated on the Chamber's website, located at www.fallschurchchamber.org. The Chamber may also be contacted at (703) 532-1050.