

WHAT'S NEW IN 2022 IN ALEXANDRIA?

Virtual Meeting January 27, 2022

Thank You to Our Partners







Thank You to Our Charter Members

GEORGE WASHINGTON'S MOUNT * VERNON







PATRICIA WASHINGTON

President & CEO Visit Alexandria

Agenda

Research and Trends Update

New Openings and Experiences in Alexandria

Development Update

2022 Marketing Tools and Opportunities

Breakout Rooms for Q&A





WALTER CLARKE

Principal Vice President, Head of Small Business Burke & Herbert Bank



RESEARCH AND TRENDS UPDATE

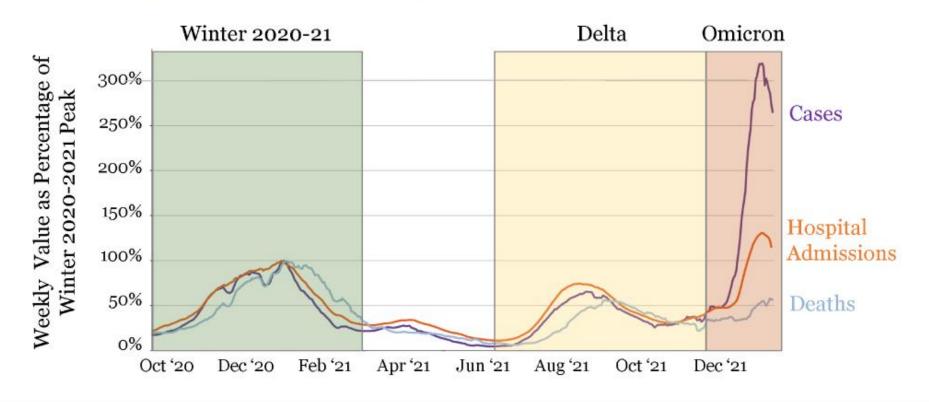
Vito Fiore

VP of Marketing & Research, Visit Alexandria

COVID-19 Situation Update



Cases, hospitalizations, and deaths during Omicron period compared with Delta period and Winter 2020–21





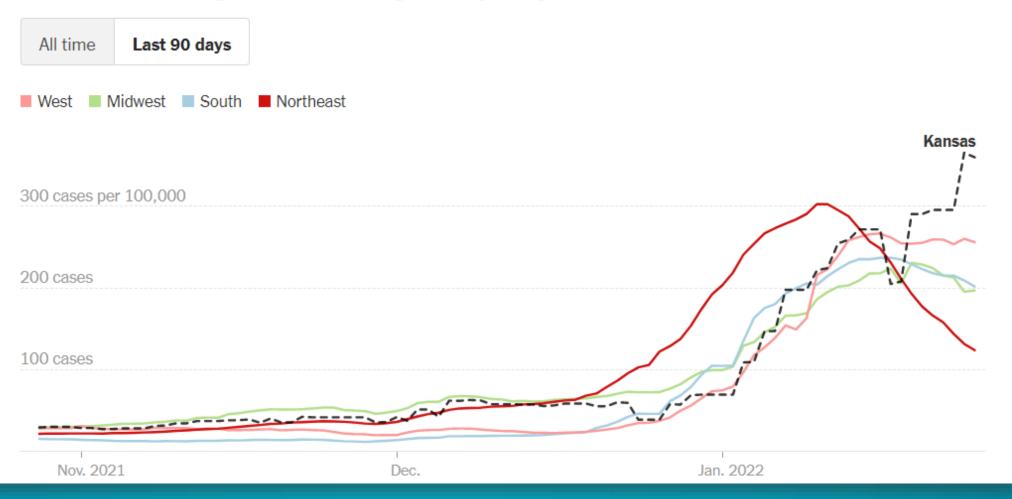


Source: CDC State Reported Data and Unified Hospital Dataset

Source: CDC, January 26, 2022

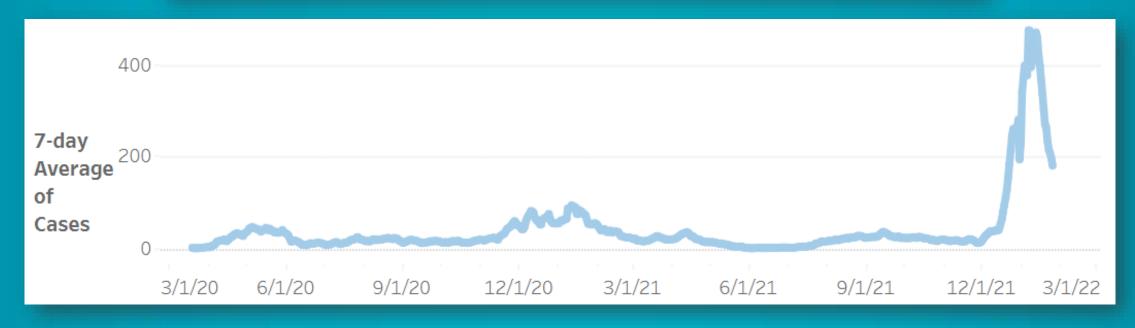
Cases by region

This chart shows how average daily cases per capita have changed in different parts of the country. The state with the highest recent average cases per capita is shown.



Source: New York Times, January 26, 2022





Source: City of Alexandria, Virginia Department of Health, January 26, 2022

US COVID-19 Cases – IHME Projection



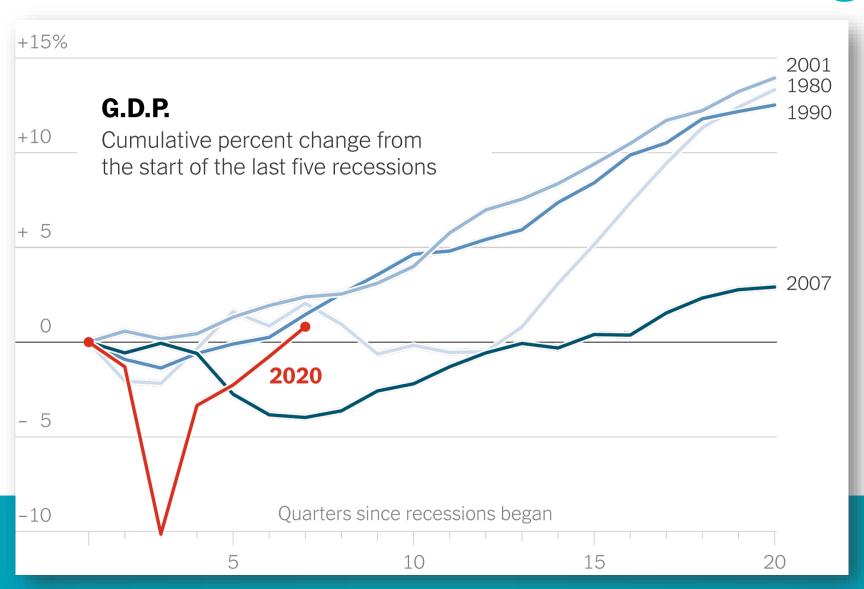
Source: Institute for Health Metrics and Evaluation, January 21, 2022



US Economy: Swift Recovery, Ongoing Challenges



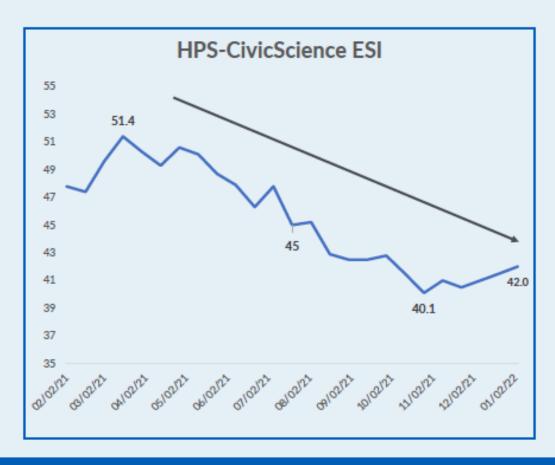
Overall Economic Growth Strong

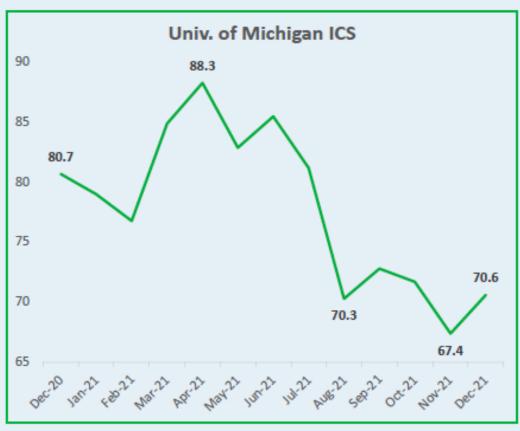


Source: New York Times

...But Consumer Sentiment Weak

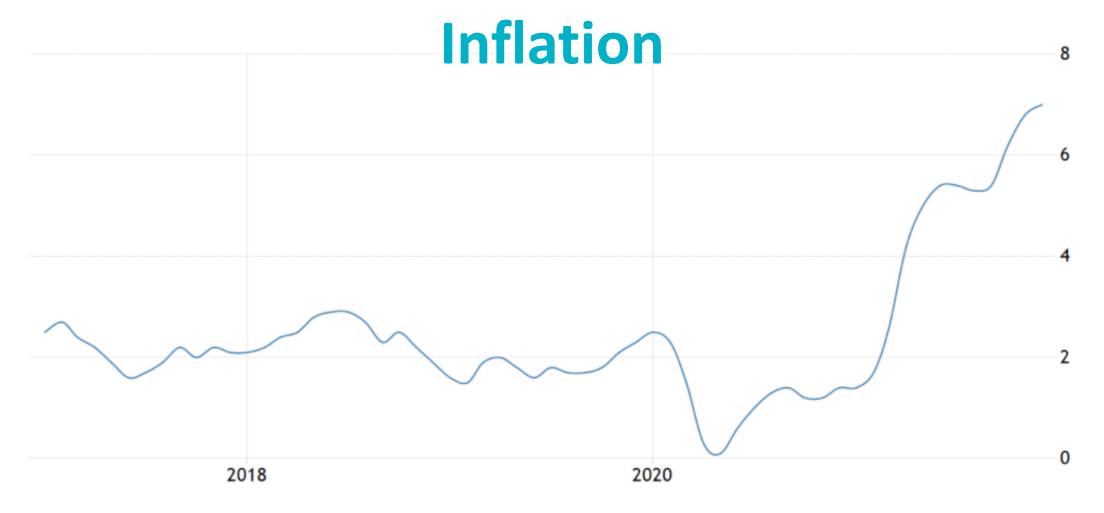
Consumer sentiment trends in 2021





Sources: HPS-Civic Science; University of Michigan – Survey of Consumers

Source: Harmelin Media, Consumer Trends 2022 webinar

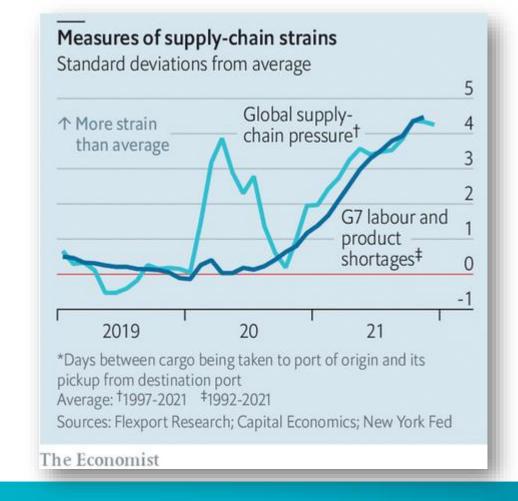


SOURCE: TRADINGECONOMICS.COM | U.S. BUREAU OF LABOR STATISTICS



Supply Chain Concerns





Supply Chain Woes Could Worsen as China Imposes New Covid Lockdowns

American manufacturers are worried that China's zero-tolerance coronavirus policy could throw a wrench in the global conveyor belt for goods this year.

Alexandria :

Sources: The Economist, New York Times

Omicron Workforce Impact

Va. ABC stores to adjust opening hours as employees impacted by COVID-19

Zeke Hartner | zhartner@wtop.com January 20, 2022, 5:19 PM



PUBLISHED TUE, JAN 11 2022-8:51 AM EST | UPDATED TUE, JAN 11 2022-6:44 PM EST











Smithsonian reduces hours at zoo and most museums because of covid-related staff shortages

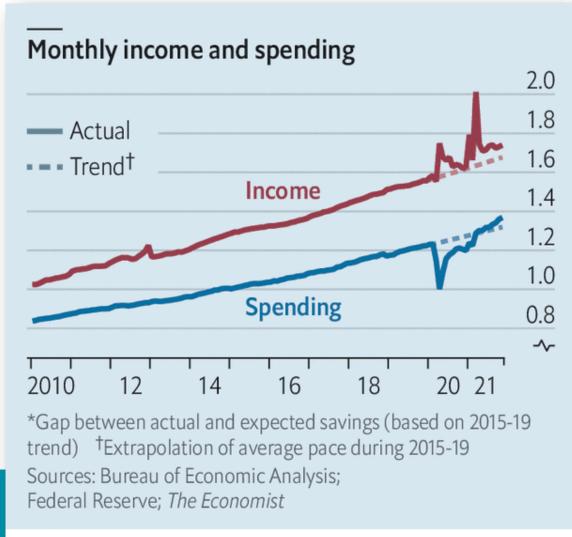


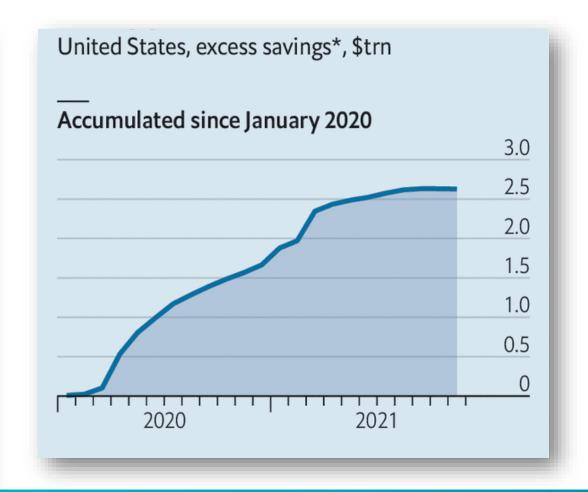
Sources: WTOP, CNBC, Washington Post

Consumer Behavior Shifts



Excess Savings

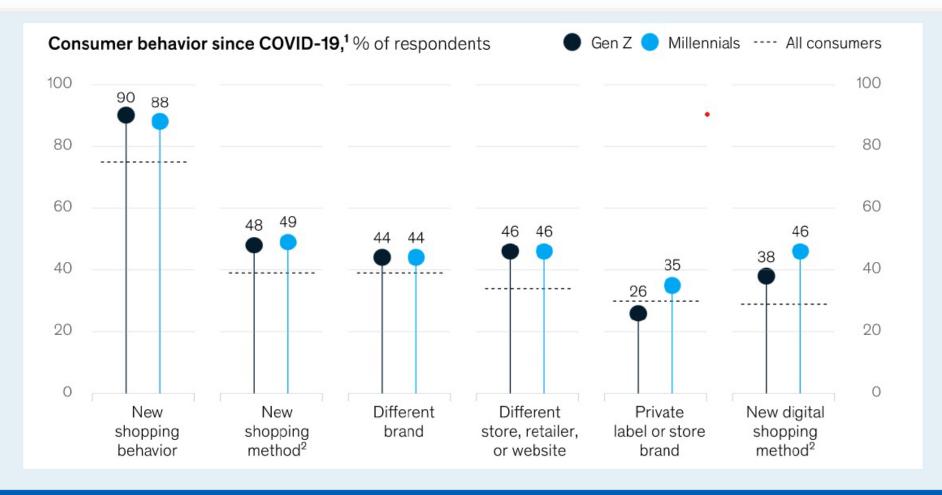






The Economist

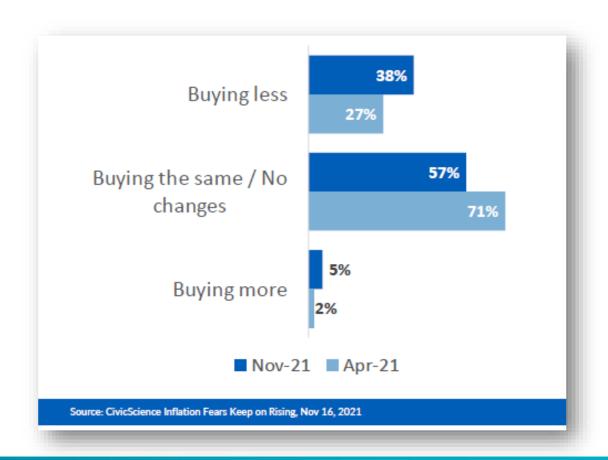
Shopping Shifts = Marketing Opportunity

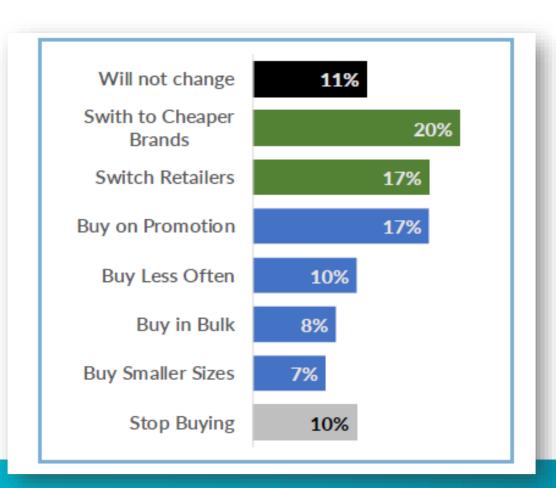


Source: McKinsey & Company, OCT 2021 Consumer Sentiment Survey / Report; 1 Question - Since the COVID-19 crisis started which of the following have you done; 2 Includes curbside pickup & delivery apps



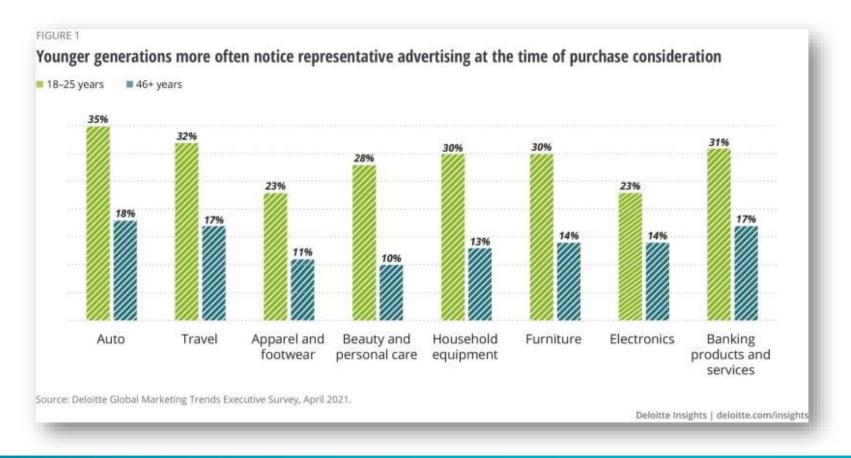
Consumers Adapt to Inflation







Representation and Social Responsibility



"57% of consumers are more loyal to brands that *commit* to addressing social inequities in their actions" – Deloitte Insights, October 2021



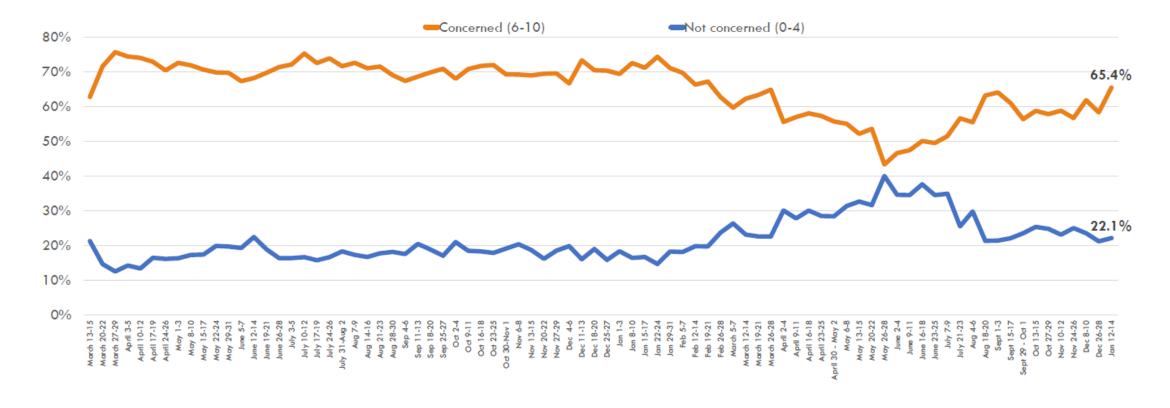
Source: Harmelin Media, Consumer Trends 2022 webinar

Traveler Sentiment



PERSONAL HEALTH CONCERNS (MAR 2020 - JAN 2022)

Question: Thinking about the current coronavirus situation, in general, HOW CONCERNED ARE YOU PERSONALLY about contracting the virus? (Please answer using the scale below)

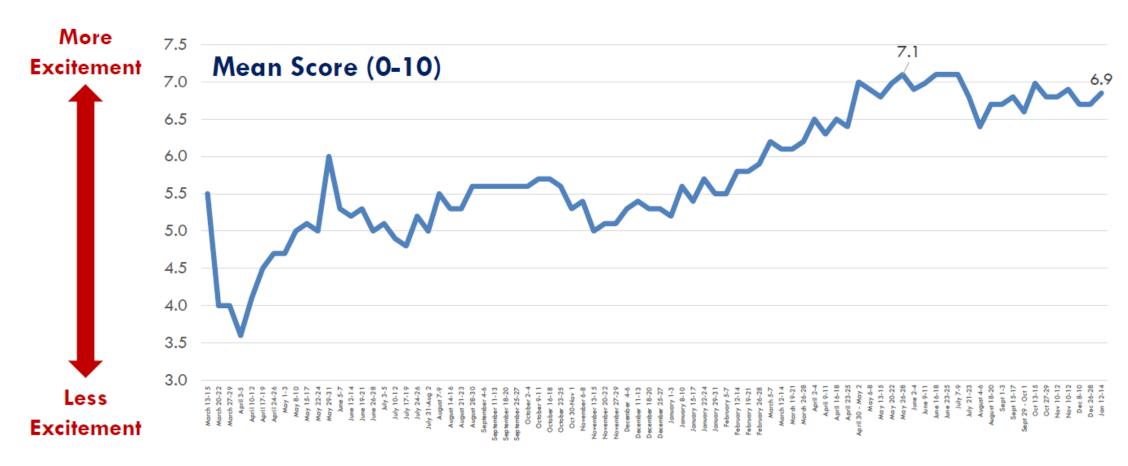


(Base: Waves 1-82. All respondents, 1,200+ completed surveys each wave.)



EXCITEMENT TO TRAVEL NOW

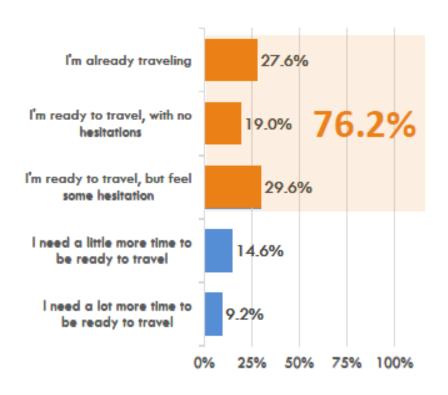
Question: Imagine that a good friend (or close family member) asks you to take a weekend getaway with them sometime in the next month. How excited would you be to go? (Assume the getaway is to a place you want to visit)





TRAVEL STATE-OF-MIND

Question: When it comes to getting back out and traveling again, which best describes your current state of mind? (Select one)





Data collected January 12-14, 2022)

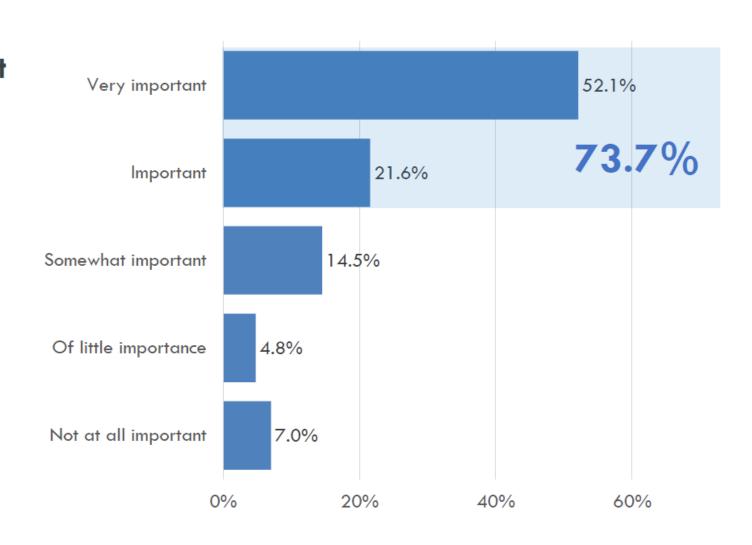




IMPORTANCE OF COVID-19 SAFETY PROTOCOLS CONTINUATION

Question: How important is it to you that the destinations you visit are continuing to maintain careful COVID-19 safety protocols and practices? (Select one)

(Base: Wave 82 data. All respondents, 1,202 completed surveys. Data collected January 12-14, 2022)

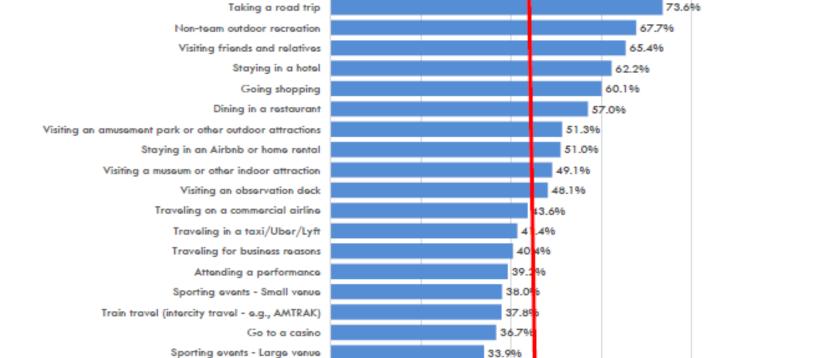




SAFETY PERCEPTIONS OF TRAVEL ACTIVITIES

Question: At this moment, how safe would you feel doing each type of travel activity?

(Base: Wave 82 data. All respondents, 1,202 completed surveys. Data collected January 12-14, 2022)



20%

Attending a conference or convention

Traveling outside the United States

Traveling on a cruise line

Intercity bus travel

096

Traveling by bus or motor coach on a group tour

Top 2 Box Score—% Selecting "Somewhat safe" or "Very safe"

32.7%

40%

Average = 45.5%

80%

60%

30.2%

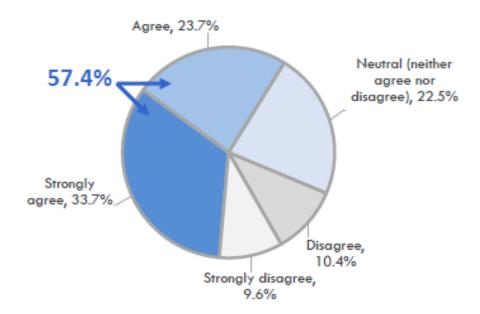
29.6%

28.9% 28.4%

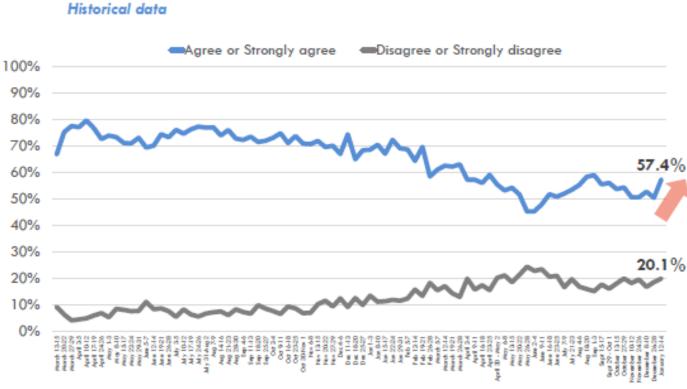


How much do you agree with the following statement?

Statement: I will be unlikely to attend any conferences or conventions until the coronavirus situation is resolved.



(Base: Wave 82 data. All respondents, 1,202 completed surveys. Data collected January 12-14, 2022)



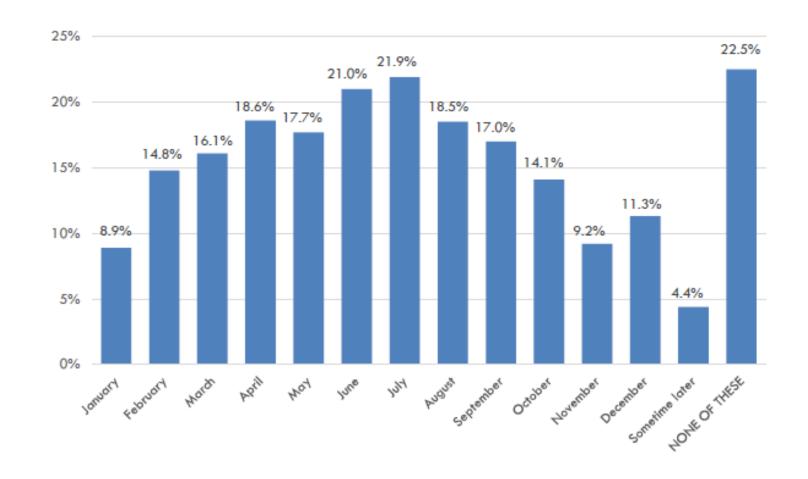


65% of late 2021 meetings leads for Visit Alexandria will actualize after April 2022.

MONTHS OF EXPECTED OVERNIGHT TRIPS IN 2022

Question: Even if only
tentatively scheduled, in which
months do you currently plan to
take any OVERNIGHT TRIPS?
(Select all that apply)

(Base: Wave 82 data. All respondents, 1,202 completed surveys. Data collected January 12-14, 2022)



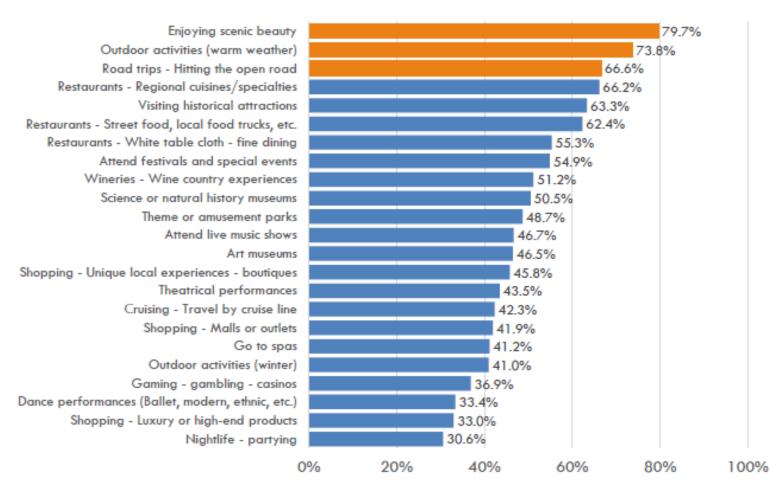


INTEREST IN TRAVEL ACTIVITIES (NEXT 12 MONTHS)

Question: In the NEXT TWELVE (12) MONTHS, how interested are you in taking LEISURE TRIPS which would include the following?

(Base: Wave 82 data. All respondents, 1,202 completed surveys. Data collected January 12-14, 2021)



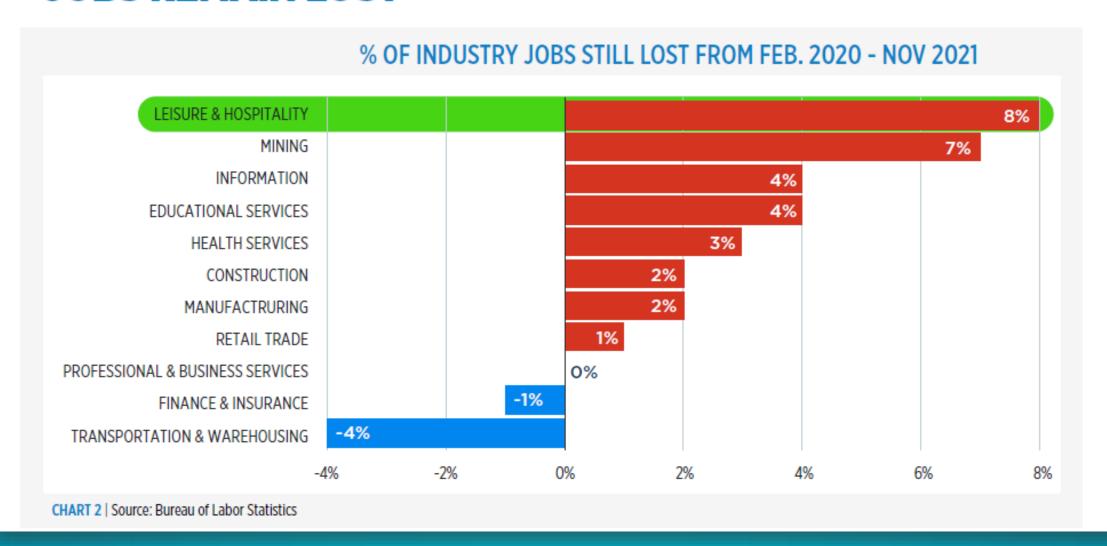




Tourism Industry Recovery

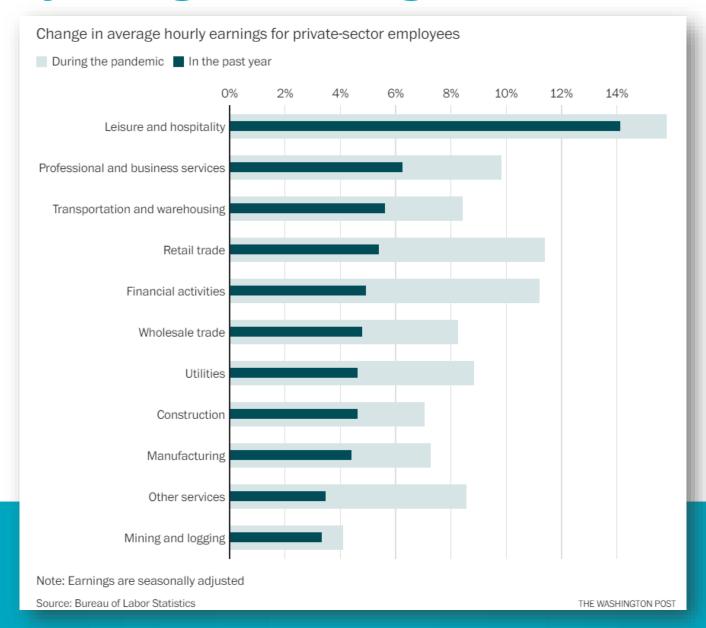


ONE IN 12 LEISURE AND HOSPITALITY JOBS REMAIN LOST

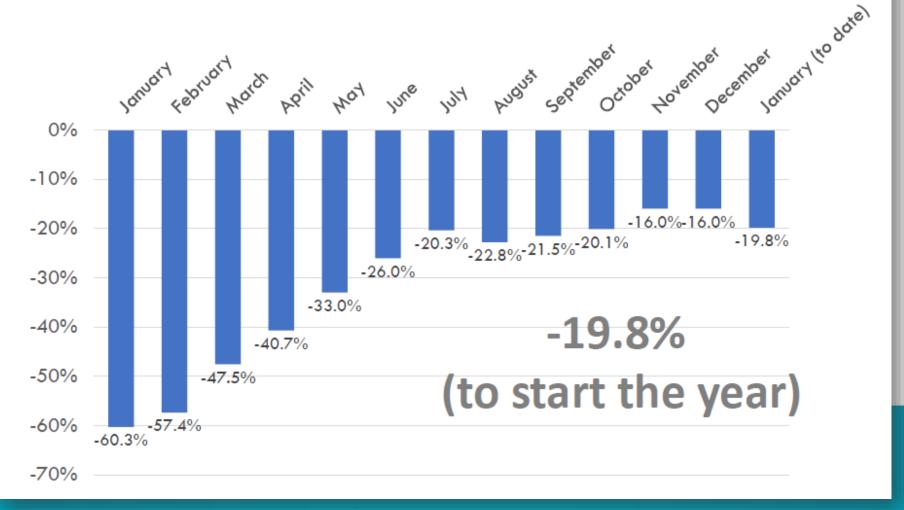


Source: US Travel

Hospitality Wages Rising Faster than Others



TSA Traveler Throughput (2019 vs. 2021/22)

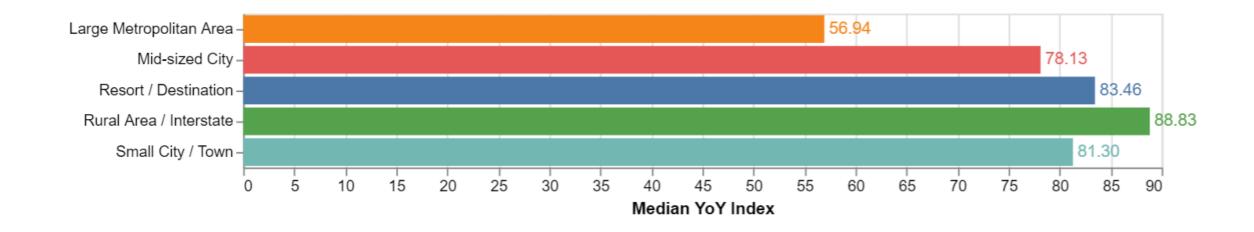


Source: Kalibri Labs

	Destination	11/18- 11/24	11/25- 12/01	12/02- 12/08	12/09- 12/15	12/16- 12/22	12/23- 12/29
	Chicago	81%	81%	81%	82%	85%	59%
	New York	92%	91%	90%	87%	72%	46%
	LA	85%	86%	78%	79%	84%	59%
	Dallas	87%	88%	87%	91%	117%	82%
	Washington,	72%	73%	75%	78%	81%	49%
	Atlanta	75%	74%	73%	69%	85%	57%
	Orlando	96%	102%	97%	102%	123%	74%
	San Francisco	73%	72%	69%	67%	68%	49%
	Miami	121%	109%	107%	112%	124%	98%
	Seattle	66%	64%	62%	57%	66%	41%
	Boston	79%	84%	79%	74%	79%	47%
	Total U.S.	87%	86%	86%	88%	98%	65%

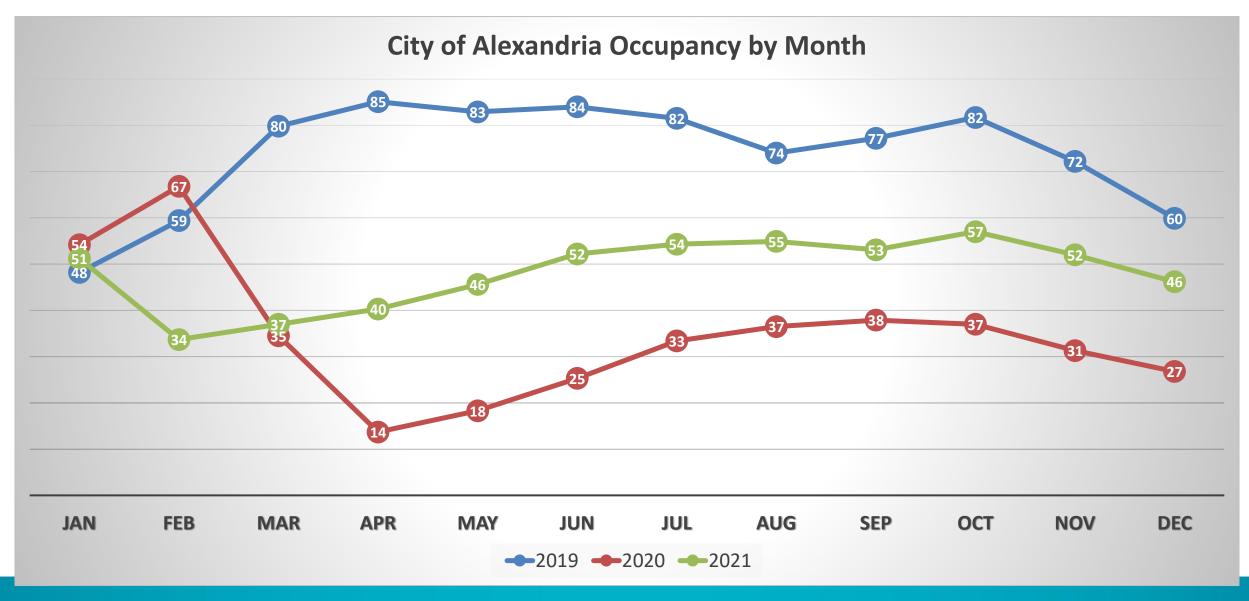
Source: Kalibri Labs

Major Metro Areas Slower to Recover (US Hotel RevPAR Indexed to 2019=100)



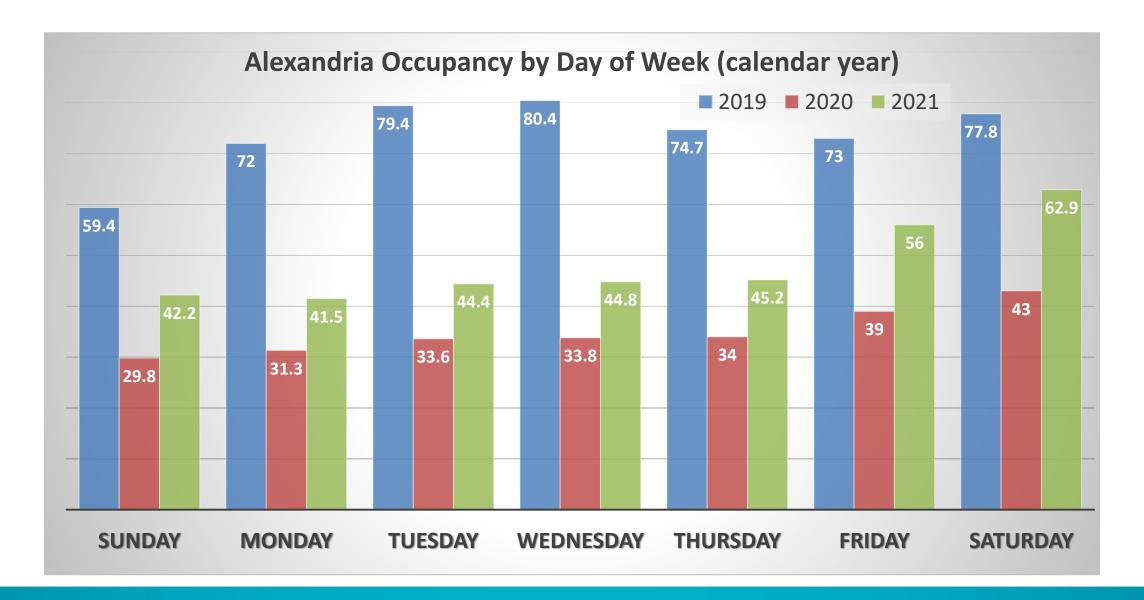


Source: Kalibri Labs



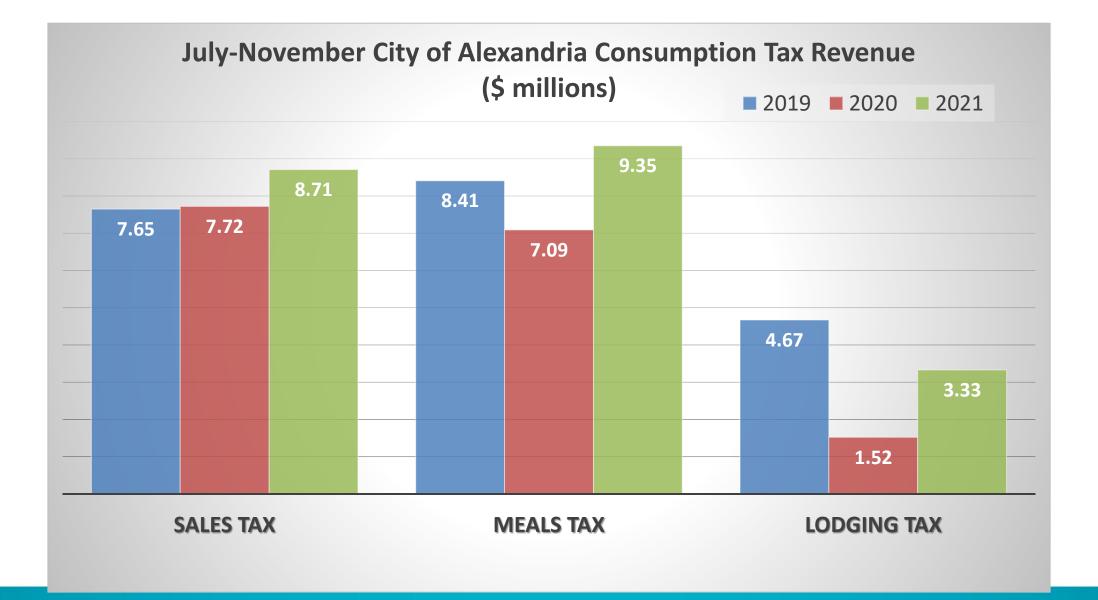


Source: STR





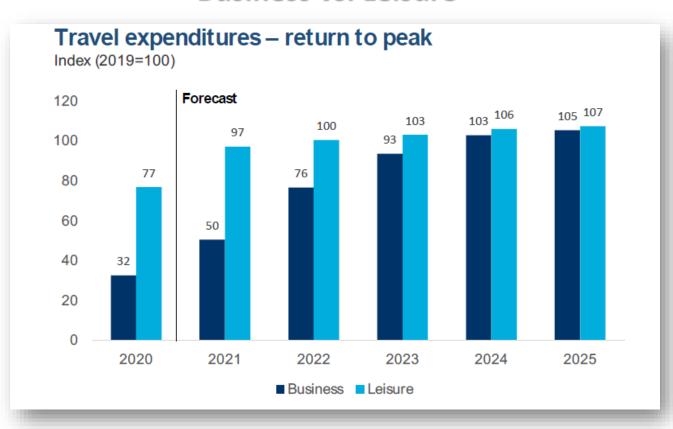
Source: STR



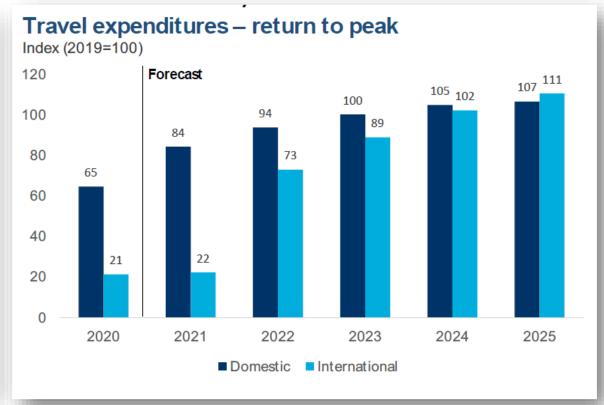


US Travel Spending Forecast

Business vs. Leisure



Domestic vs. International







NEW OPENINGS AND EXPERIENCES IN ALEXANDRIA

Claire Mouledoux

Sr. VP of Communications, Visit Alexandria

New at the Waterfront

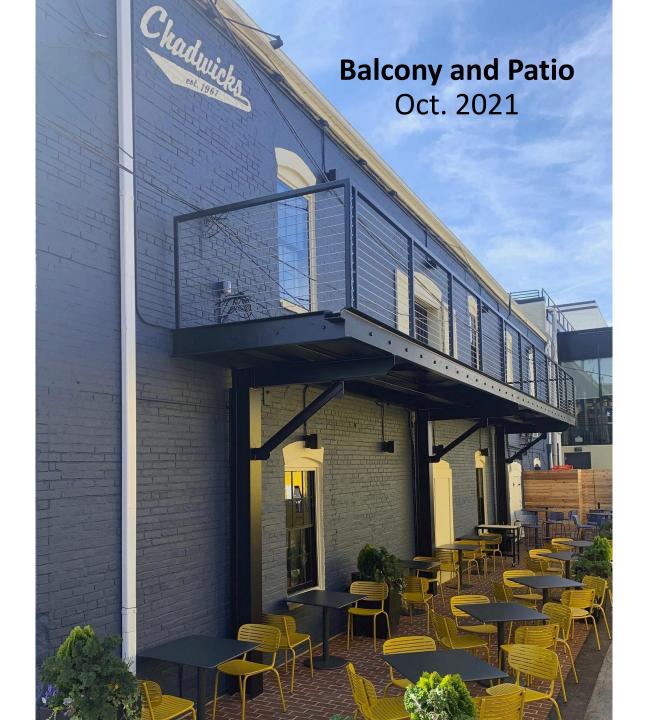




Robinson Landing

Restaurants Opened Early 2021







New Prince Street Location with Roof Deck
June 2021

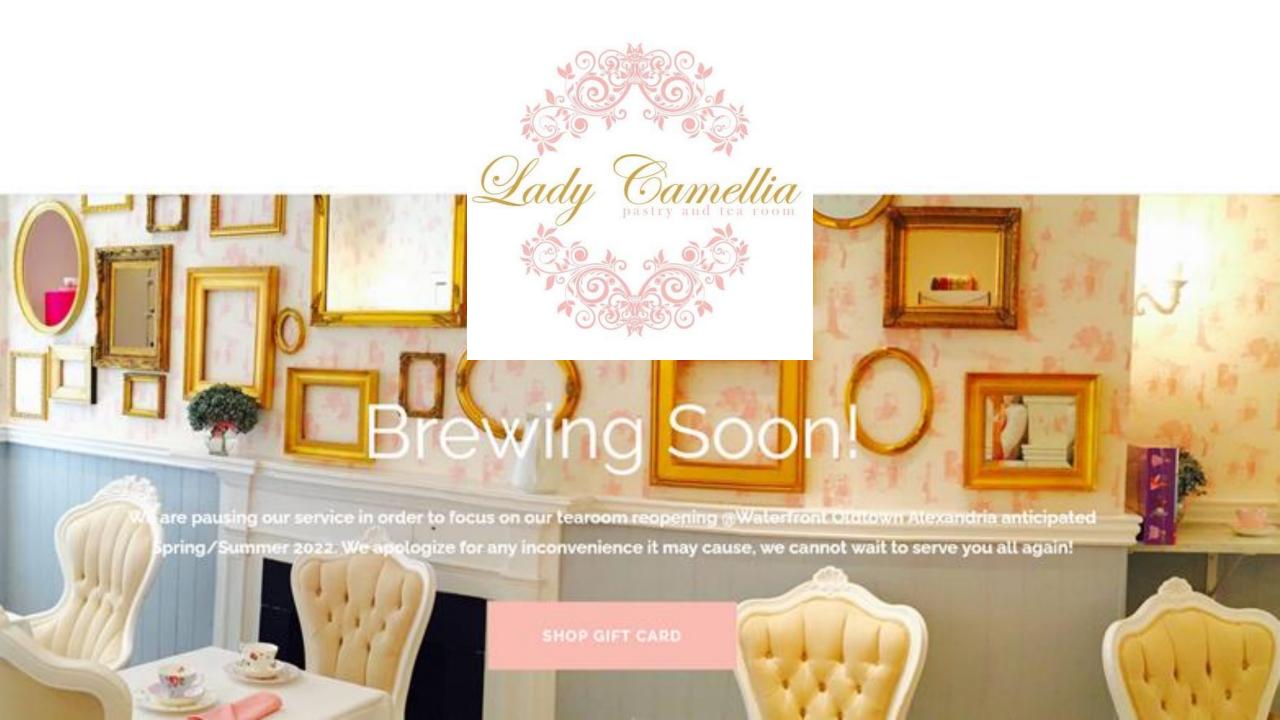








Partnership Announced Sept. 2021



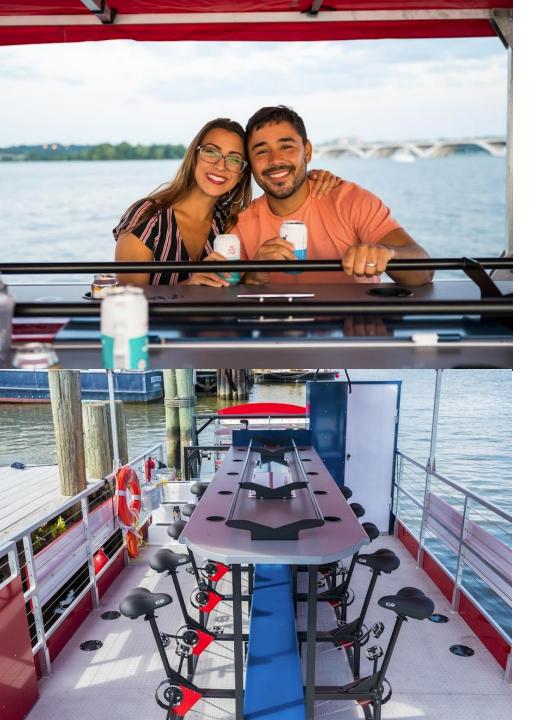


Fourth in annual *Site See: New Views in Old Town* series presented by the City's Office of the Arts

Created by R & R STUDIOS

Late March to November 2022



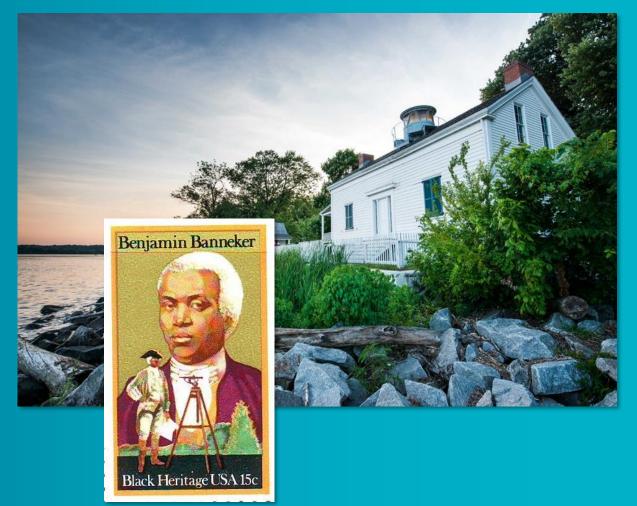






Launched in Alexandria May 2021
Launching 2022 season with larger vessel

Cruising 4x per month





African American Heritage Trail southern route
Launching Spring 2022

New Interpretive Signs at Waterfront Park
"The Domestic Slave Trade"
and "Foot of King Street"
Nov. 2021



New Permanent Exhibition Opens February 2022







Pedestrian Block and Outdoor Dining





Black History News



Freedom House Museum Reopening Spring 2022 with 3 Powerful New Exhibitions



Primary Exhibition by Howard+Revis Design

h+r

Determined: The 400-year Struggle for Black EqualityTraveling Exhibition

Before the Spirits are Swept Away

African American Historic Site Paintings by Sherry Z. Sanabria

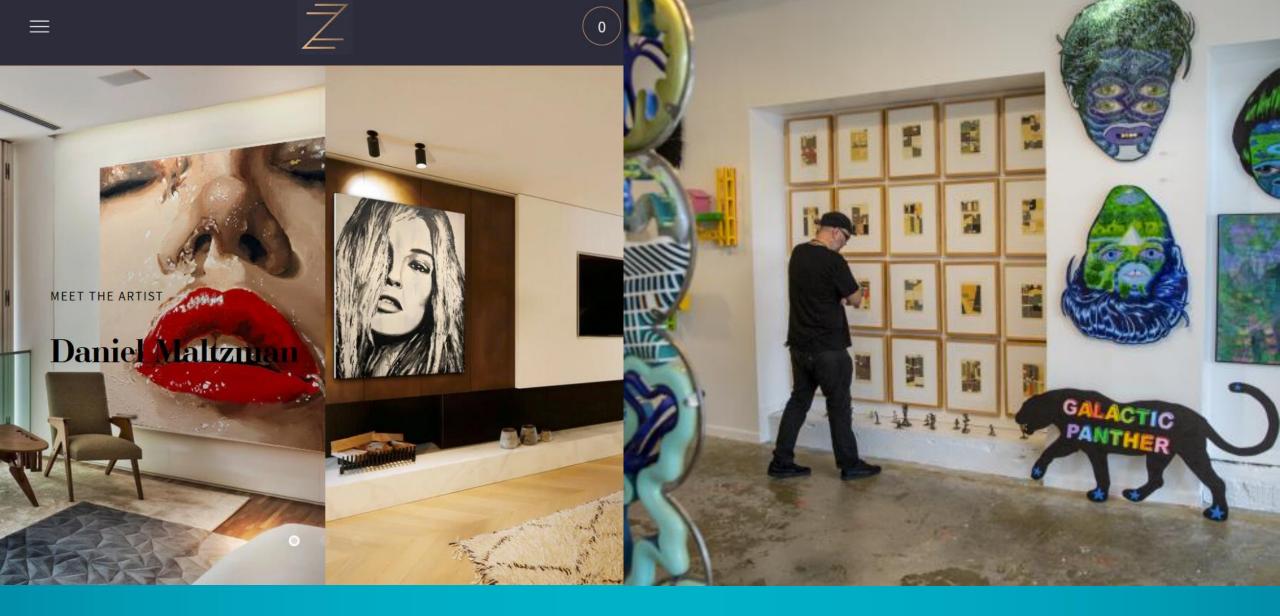
1315 Duke Street

New Arts Experiences





Good Night Moon Room at the Torpedo Factory Art Center
Created and curated by artist Lisa Schumaier
Extended to March 13, 2022



Zinat GalleryOpened Nov. 2021

Galactic Panther Art Gallery
Opened Aug. 2021

Sculpture by Kirk Sees
Pat Miller Square

Floral InstallationKaizen Tavern





Confluent Threads by Project One Studio

Ellen Coolidge Burke Branch Library Fall 2021

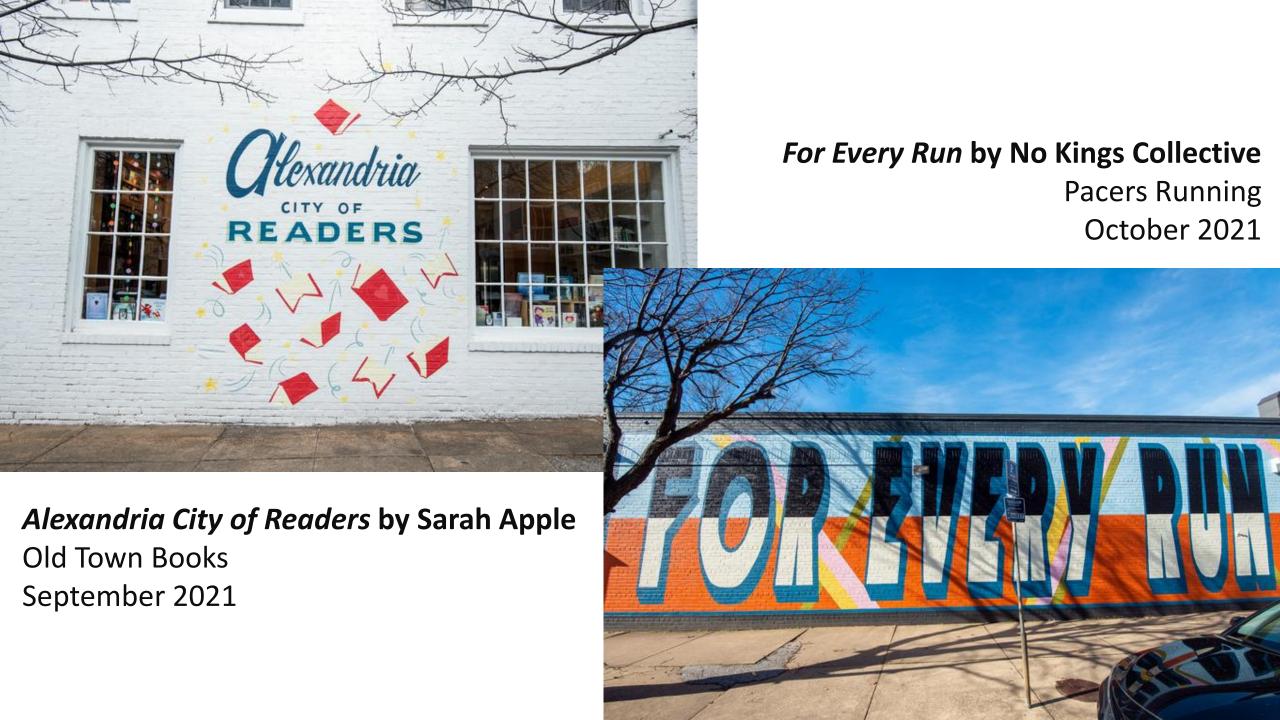
City of Alexandria's Office of the Arts in partnership with Alexandria Library





A Bright Idea by Nicholas Zimbro and Shepard Norman

Building Momentum's The Garden Fall 2021







Mural by Elise Ketch
Pedego Alexandria
September 2021
Mural changes 1-2x per year



Portrait of poet and activist Amanda Gorman



Mural by Joanna Kosmides Edwards Linder Academy Summer 2021



Childhood portraits of civil rights leader Rep. John Lewis and former Supreme Court Justice Ruth Bader Ginsburg

Artisans and Makers Retail Trend







B.E.S.T. Gift Shop Opened Oct. 2021

Featuring the work of artisans with disabilities from across the U.S.







Intertribal Creatives

Pop-up Dec. 2020
Permanent Summer 2021
New Offerings in 2022

MADEIN ALX

ARTISTS & CREATORS & MAKERS

Featured Items









2022 Lunar Calendar

Escape Notice Games: Stolen at Sea All Things Rose Luxury Bath Set

'Mo Katz' Mystery Series by John Adam Wasowicz

Launched Online Nov. 2020

2022 Pop-ups in Spring/Summer and Holidays











Expanded Business in 2021





Opened in October 2021

National Retailers

SIMON PEARCE

Opened July 2021



Opened January 2022



Dining Trends





Cocktails and Mocktails



New Cocktails

- Old Hat Bar & Kitchen,
 January 2022, Old Town
- Pop-up Bar from Homegrown Restaurant Group, Del Ray

New Mocktails

- Umbrella Dry Drinks, pop-up February 2022, Old Town
- ESP Tea & Coffee, February 2021, Old Town



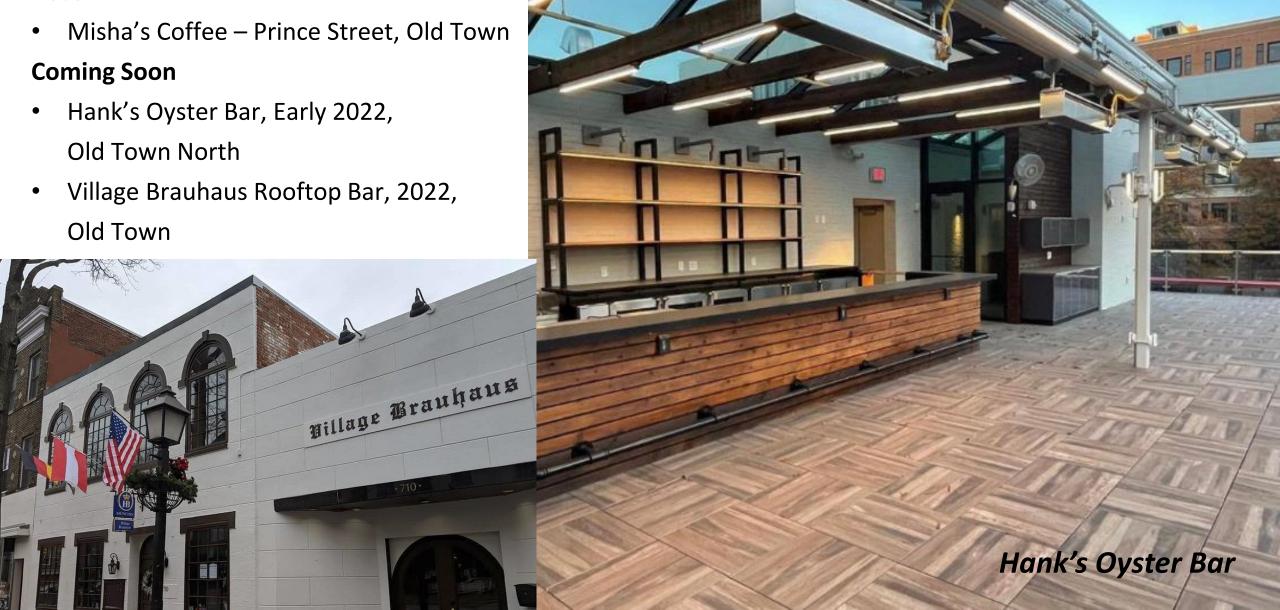
Umbrella Dry Drinks



ESP Tea & Coffee

Rooftops

Recent



Bagels and Bakeries







Second Location, Early 2022, Old Town



Late Spring 2022, Old Town

Artisan Coffee and Tea

New

- Turkish Coffee Lady, January 2022, Old Town
- Cortado Café, October 2021, West End
- Aslin Coffee, November 2021, West End
- Mae's Market and Café, August 2021, Old Town
- Misha's Coffee Prince Street, June 2021, Old Town
- ESP Tea & Coffee, February 2021, Old Town

Coming Soon

- Mudhouse Coffee Roasters, TBD 2022, Old Town
- Electric Café, TBD 2022, West End
- Lady Camellia Pastry and Tea Room, Spring/Summer 2022, Old Town



Turkish Coffee Lady



Mae's Market & Café









Emmy Squared

Delightful Diners

Coming Soon

- Beeliner Diner, Early 2022, West End
- Bob & Edith's Diner, TBD 2022, Old Town
- Matt & Tony's, March 2022, Del Ray

Pizza Party

Coming Soon

 Frank Pepe Pizzeria Napoletana, Summer 2022, West End

New

- Emmy Squared, June 2021, Old Town
- Stracci, March 2021, Del Ray

More New Restaurants



Ferman's Bar & Grill



Hangry Joe's Hot Chicken

New

- Ferman Bar & Grill, July 2021, Arlandria
- Bonchon Chicken, Jan. 2022, West End

Coming Soon

- Hangry Joe's Chicken, Early 2022, West End
- Roha Ethiopian Restaurant, TBD 2022, West End
- Foxtrot, Early 2022, Old Town



Bonchon Chicken



Pets



Better CTTES for pets A MARS PETCARE PROGRAM







Sat., April 2, 2022

Nov. 2021

Spring 2022



Hotels







Hilton Alexandria Mark Center

Multimillion dollar renovation complete Jan. 2022





LORIEN

hotel & spa®

Independent hotel as of Jan. 2022

Managed by Davidson Hotels & Resorts' Lifestyle and luxury collection, Pivot Division



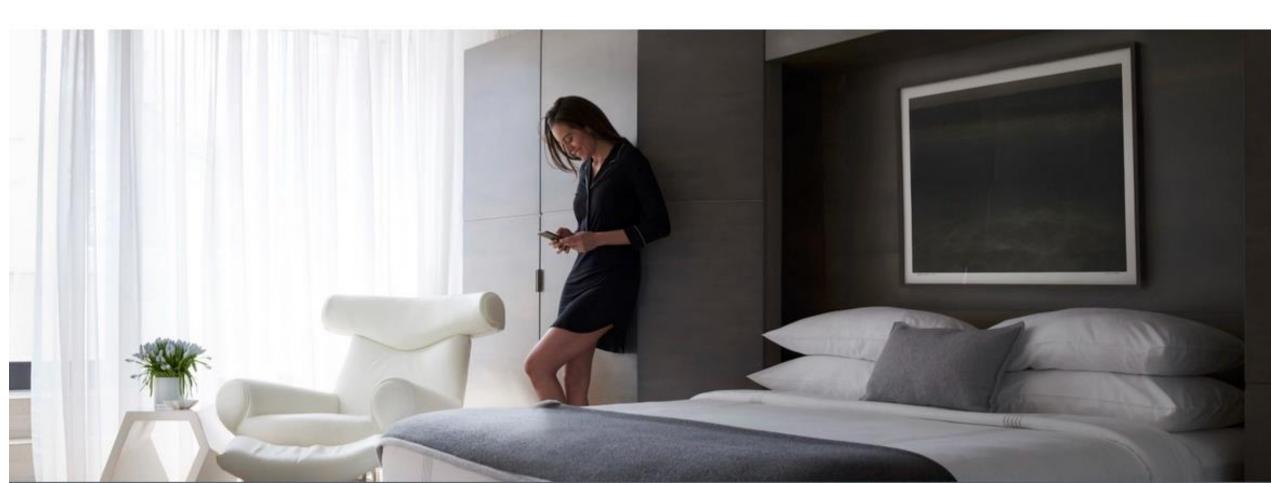




Opened March 2021

aka.

THE WORLD'S MOST LIVABLE HOTELS



Meetings and Leadership Training





LEADERSHIP * INSTITUTE



McChrystal Group



New Program Enhancements

The Fred Smith National Library at George Washington's Mount Vernon

• 2022 re-launch of <u>The Situation Room:</u> Experience Washington's Cabinet.

Building Momentum

Recently expanded <u>corporate training offerings</u>

- Welding team building
- Boat regatta
- Full day team building
- Custom sessions

Wedding Trends





Wedding Trends

- Micro-weddings
- Unique venues with outdoor and indoor space
- Desire to support local businesses for services, gifts, favors
- Seeking vendors that represent a couple's respective communities and/or orientation
- Individual servings trend for catering





DC Happenings



DC Happenings

Events hope to return in-person following virtual format or cancellations

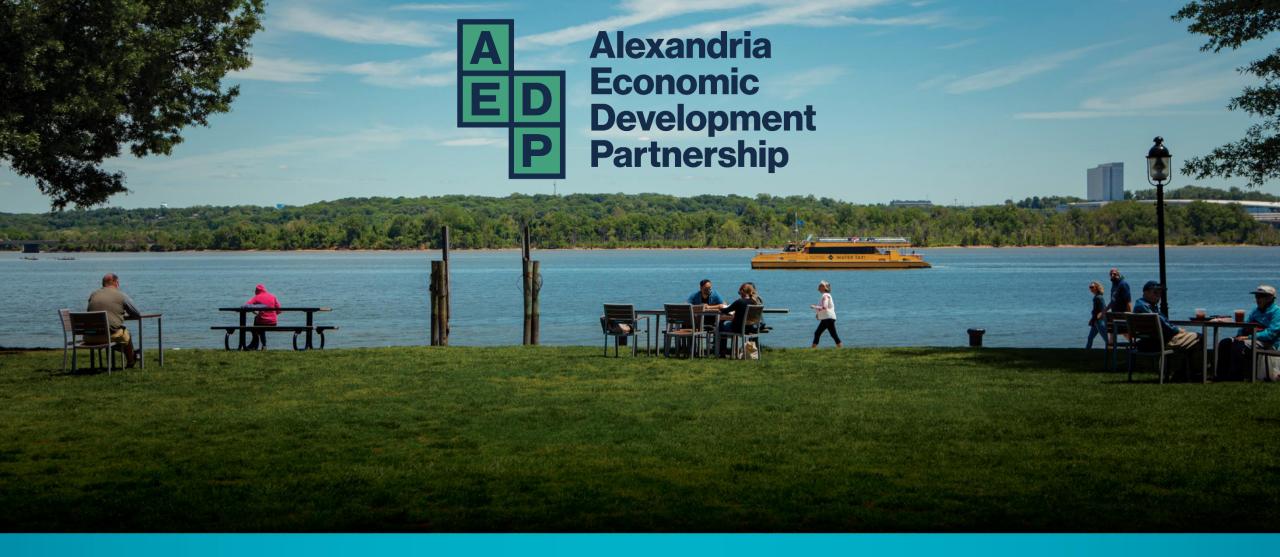
- National Cherry Blossom Festival, Citywide
 March 20 April 17, 2022
- Smithsonian Folklife Festival, National Mall Late June 2022

Memorials and anniversaries

- Harriet Tubman Bicentennial, Citywide March 2022
- 160th Anniversary of Emancipation Day, Citywide April 16, 2022
- Lincoln Memorial Centennial and Rehabilitation May 2022







DEVELOPMENT UPDATE

Christina Mindrup

Vice President, Real Estate, Alexandria Economic Development Partnership

WHAT'S NEW IN 2022

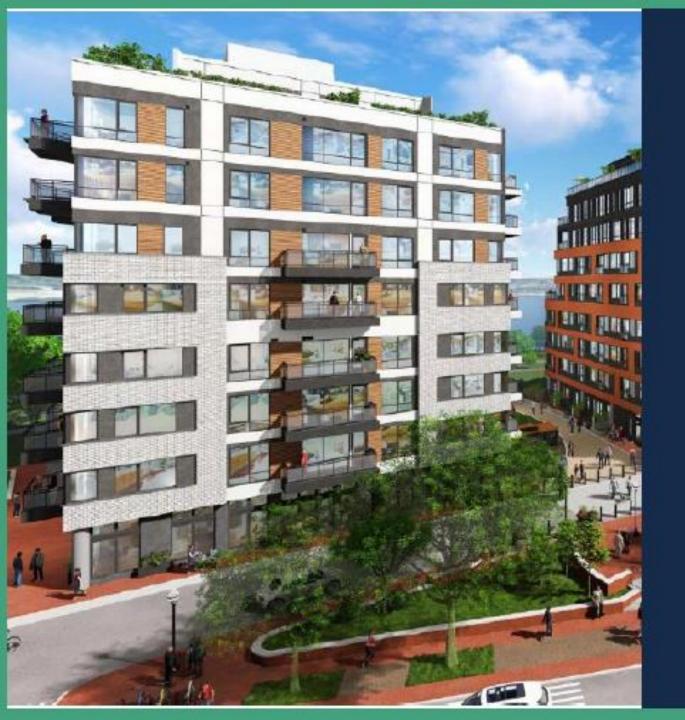


Development in ALX
Christina Mindrup, Vice President, Real Estate
January 27, 2022



OLD TOWN NORTH







Tidelock

- 1111, 1033, 1055 N Fairfax street
- Former APTA buildings (95,000 sf)
- 2.5 FAR 30% bonus density
- 234 units in two buildings.
 - o Bldg A 65 unit condo bldg.
 - o Bldg B 169 unit apartment blg
 - Bldg C 8,200 sf building restaurant/performance space
 - o 5,000sf arts use split in Bldg B & C
 - o Tentative Levine School of Music







PRGS Site

- Hilco Redevelopment Partners
- Former power plant site approximately 15 acres
- 2.1 million square feet of mixed use development
- 7th Community Meeting held January 27th at 6:30pm https://www.hilcoredev.com/projects/hrp-alexandria

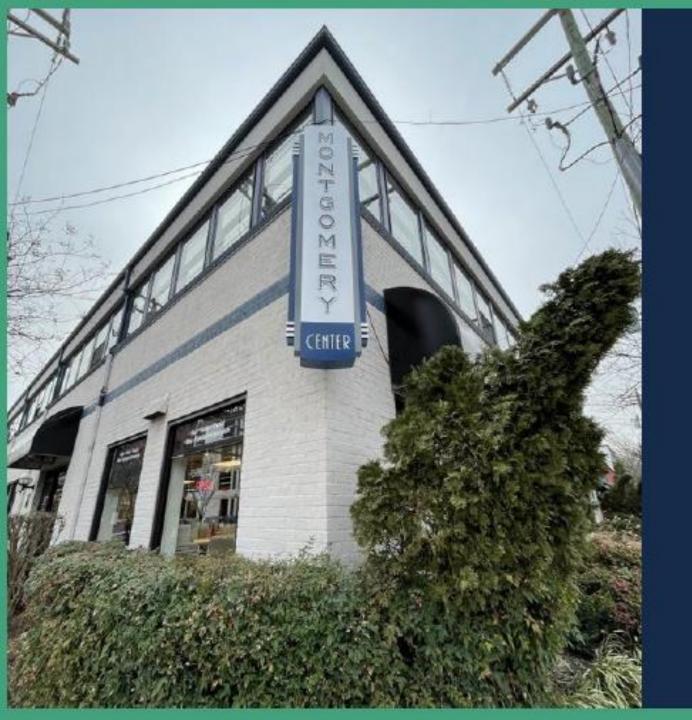




- Carr Properties
- Office to Residential conversion
- 250 residential apartment and townhouse
- Arts and Retail space.







Montomery Center

- Carr Properties
- Retail and office conversion of approx. 2 acre city block
- Up to 360 residential units
- Arts anchor



POTOMAC YARD







- Developer: JBG Smith
- Delivery: October 2024
 - Phase 1: 300,000 SF
 - Phase II and III: Additional 300,000 SF
- Anchoring 1.2 million square feet of additional mixed-use office, residential and retail development













OAKVILLE TRIANGLE







- Block A1 Multifamily
- Block A2 INOVA Healthplex
- Block B Multifamily
- Block C Self Storage
- Block D Townhomes





699 PRINCE STREET



699 PRINCE STREET- HISTORY





Hotel George Mason

- Opened in 1926 and operational for 45 years
- Six story, 106 rooms with running water (luxury at the time!)
- Featured a ballroom, first floor diner and added large, rooftop neon signage in the 1930s



699 PRINCE STREET - FUTURE



- 134 Rooms
- Ballroom, restaurant, bar, and rooftop f&b
- 19 FT jobs, 90+ PT jobs
- Almost \$70 million investment
- City's first tourism zone



CARLYLE CROSSING





LOVE WHAT YOU DO AT Legmans Food Markets

THANK YOU.





MEMBER SALES & MARKETING TOOLS

Tom Kaiden Chief Operating Officer, Visit Alexandria

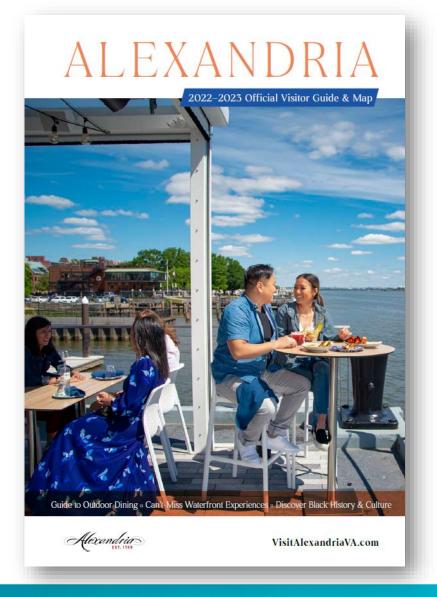
VisitAlexandria.com Website



- Website redesign launches this Spring
- 个个 Usage
- Forecast 3.0 million visits (2.3 last year)
- Ad format changes
- ↑ User experience →
 Ad slots limited

Image above from existing site





Official Visitor Guide

- 2022-23 issue released March 18
- 250,000 copies
- Distribution 95 locations
- Circulation ↑ 25K (10%) next year
- Ads sold out in 2022 (...so reserve early)
- Current advertisers have priority
- From \$200/month (½ the rate of comparable publications)
- Timing: Oct. 1 listings, Nov. 1 ads



Meetings, Groups & Weddings



- Small, local meetings are in
- Regional focus
- Member highlights in new qtly. newsletter
- Major events:
 - May: Natl Assoc of Realtors overflow
 - May: Police Week
 - October: Marine Corps Marathon
- 22 DC citywides
- Weddings
 - Alexandria Living bringing back
 Showcase, April 10 at Alexandrian
 - 2 Blog posts—Trends (Apr) & Guide to Planning in Alexandria (Dec)

Meet the Sales Team in breakout room following the meeting



Member Marketing Tools

Visitor Center:

- 45K visitors forecast in FY 22
- Free brochure slot
- Tour info & tickets
- Event tickets
- Merchandise sales

Promotions:

- New hotel promotion
- Restaurant Weeks
- Sidewalk Sale
- Shop Small Week/Holiday
 Promotion



Communications:

- Public relations
- Social media
- visitALX blog

Membership:

- News You Can Use
- Research briefings
- What's New
- Summer Social
- Annual Meeting
- New admin office





Visit Alexandria: Member Promotions & Marketing Programs Annual Planner

Each year, Visit Alexandria offers its members the opportunity to participate in a number of marketing programs and promotions. This form is intended for internal use to help you plan your participation for the year by checking off the ones you are interested in. An estimated timeline is also included, so you can keep an eye out for correspondance with specific sign up details and deadline information closer to the actual date(s) for each promotion. If you would like additional information or if you have any questions, please contact Trisha Meisner at tmeisner@visitalexva.com or (703) 652-5368.

Program Name	Member Category	Cost	Member Sign-Up*	Event/Launch Date	Yes	No
Customized Listings on Visit Alexandria's Website	All	Free	Ongoing	Ongoing		
Online Advertising on Visit Alexandria's Website	AII	\$100-\$1,000/mo	Ongoing	Ongoing		
Visitor Center Brochure Distribution	All	Free	Ongoing	Ongoing		
Breakfast with the President	All	Free	Varies	Varies		
Seasonal Content Submissions	All	Free	Varies by Season	Varies by Season		
What's New Meeting	All	\$15	January	January		
Summer Seasonal Hotel Package	Hotel	Free	April	June-September		
Summer Social	AII	\$15	June	June		
Sidewalk Sale	Retail	Free	June	August		
Summer Restaurant Week	Restaurant	Free	June	August		
The Official Visitor Guide Customized Listing	All	Free	August	March		
The Official Visitor Guide Advertising	All	\$2,250-\$17,600	August	March		
Annual Meeting	All	\$25	September	September		
The Official Alexandria Menu Book	Restaurant	Free	September	November		
Holiday Shopping Weekend	Retail	Free	September	November		
Restaurant Openings & Dining on Major Holidays	Restaurant	Free	October	November-January		
Ninter Restaurant Week	Restaurant	Free	November	January/February		
Ninter Seasonal Hotel Package	Hotel	Free	November	January-March		



2022 Programs Summary



Visit Alexandria: 2022 Member Promotions & Marketing Programs Summary

Each year, Visit Alexandria offers its members the opportunity to participate in members-only marketing programs and promotions. This document includes a short summary of each opportunity to help you better understand and take advantage of those that will support your business. You will receive additional correspondence with specific details and deadlines closer to the actual date(s) for each promotion. Please reach out to Trisha Meisner with any questions.

Trisha Meisner, Member Relations Manager (703) 652-5368 | tmeisner@visitalexva.com

Note: Due to the ongoing COVID-19 pandemic, some of the promotions and events may be modified to comply with safety procedures and regulations. Please use this summary as a general guide but be sure to review individual sign-up emails from Trisha for the most up-to-date information and participation

Members are also encouraged to review the monthly "News You Can Use" member newsletter, sent by Trisha on the first business day of every month. Newsletters will include calls for content, marketing opportunities and sign-up information for our promotions throughout the year. Be sure to add "@visitalexva.com" to your email's safe senders list so you do not miss any communications from our





When: Ongoing throughout the year

Visit Alexandria's website is being redesigned for 2022, so look for the all-new version in the spring. But, whether it's the current or new version, the website is the number one vehicle to reach visitors, with web traffic on track to reach a record three million visits in the coming year! Our website is carefully designed and organized to help users plan their trip, with numerous pages highlighting Alexandria's unique experiences, restaurants, shops, hotels and more. Members can edit their customized listings via the Visit Alexandria extranet. We can provide access for multiple users to the extranet, if necessary.



Best City:

Alexandria, VA

Best Virginia Hotels:

- The Alexandrian
- Hyatt Centric Old Town
- Lorien Hotel & Spa
- Morrison House



TLWorldsBest.com/Vote



Breakout Rooms Open Now

1. Communications

- Media relations
- Blog
- Social media
- New content

2. Meeting Sales

- Meetings
- Groups
- Weddings
- Facility rentals
- International

3. Opportunities & Research

- Trends and travel research
- Member benefits
- Visitor Guide
- Website
- Visitor Center

E-mail Melanie or Trisha... anytime! MFallon@visitalexva.com
TMeisner@visitalexva.com

