

**Executive Study**

Table 1: 1. First, how long has your firm been located in Arlington County?

	<b>Total</b>
Base	119
Less than one year	3 3%
1 - 5 years	16 13%
6 - 10 years	20 17%
11 - 15 years	24 20%
16 - 20 years	14 12%
More than 20 years	41 34%
Prefer not to answer	1 1%

Executive Study

Table 2: 2. What is the primary work or business of your organization?

	<u>Total</u>
Base	120
Non-profit organization, trade association	22 18%
Defense contracting	17 14%
Business, personnel, or professional services	16 13%
Banking, finance, insurance, real estate	16 13%
Hospitality, restaurants, hotels, tourism	10 8%
Education	7 6%
Technology consulting	5 4%
Retail or wholesale trade	4 3%
Construction, building trades	2 2%
Manufacturing	2 2%

(continued)

**Executive Study**

Table 2: 2. What is the primary work or business of your organization?  
(continued)

	<u>Total</u>
Base	120
Public administration, government	1 1%
Other	18 15%

**Executive Study**

Table 4: 3. Which of the following best describes your organization?

	<b>Total</b>
Base	120
Private company	76 63%
Non-profit organization or association	32 27%
Federal government agency	4 3%
State government agency	1 1%
Other	6 5%
Prefer not to answer	1 1%

Executive Study

Table 6: 4. How many work locations does your organization have in the Washington metropolitan region?

	<u>Total</u>
Base	120
1	68 57%
2	20 17%
3	11 9%
4	1 1%
5	3 3%
6	1 1%
7	1 1%
9	1 1%
11	3 3%
12	1 1%

(continued)

Executive Study

Table 6: 4. How many work locations does your organization have in the Washington metropolitan region?  
(continued)

	<u>Total</u>
Base	120
14	1 1%
15	2 2%
18	1 1%
24	1 1%
25	1 1%
28	1 1%
50	1 1%
305	1 1%
350	1 1%
Mean	9

Executive Study

Table 7: 5. How many of these work locations are in Arlington County?

	<u>Total</u>
Base	120
1	93 77%
2	14 12%
3	5 4%
5	4 3%
7	1 1%
10	1 1%
11	1 1%
64	1 1%
Mean	2

**Executive Study**

Table 8: 6. Please select the area that best describes the primary location of your worksite in Arlington County.

	<b>Total</b>
Base	120
Rosslyn	28 23%
Ballston	20 17%
Crystal City / National Airport	17 14%
Clarendon	12 10%
Court House	10 8%
Virginia Square	8 7%
North Arlington	7 6%
Shirlington	7 6%
Columbia Pike	5 4%
East Falls Church	4 3%
Other	2 2%

Executive Study

Table 10: 7. About how many employees work for your organization at all locations in the Washington metropolitan region?

	<u>Total</u>
Base	118
1	7 6%
2	4 3%
3	6 5%
4	3 3%
5	5 4%
6	5 4%
7	2 2%
10	3 3%
11	1 1%
13	1 1%

(continued)

Executive Study

Table 10: 7. About how many employees work for your organization at all locations in the Washington metropolitan region?  
(continued)

	<u>Total</u>
Base	118
15	2 2%
16	1 1%
17	2 2%
20	5 4%
21	1 1%
22	1 1%
25	1 1%
30	4 3%
34	1 1%
35	1 1%

(continued)

Executive Study

Table 10: 7. About how many employees work for your organization at all locations in the Washington metropolitan region?  
(continued)

	<u>Total</u>
Base	118
40	5 4%
42	2 2%
45	2 2%
50	5 4%
60	1 1%
65	1 1%
70	1 1%
75	2 2%
80	1 1%
85	1 1%

(continued)

Executive Study

Table 10: 7. About how many employees work for your organization at all locations in the Washington metropolitan region?  
(continued)

	<u>Total</u>
Base	118
100	5 4%
102	1 1%
110	1 1%
112	1 1%
120	2 2%
135	1 1%
140	1 1%
143	1 1%
150	1 1%
160	1 1%

(continued)

Executive Study

Table 10: 7. About how many employees work for your organization at all locations in the Washington metropolitan region?  
(continued)

	<u>Total</u>
Base	118
165	1 1%
200	1 1%
220	2 2%
225	1 1%
240	2 2%
250	2 2%
265	1 1%
400	1 1%
410	1 1%
450	1 1%

(continued)

Executive Study

Table 10: 7. About how many employees work for your organization at all locations in the Washington metropolitan region?  
(continued)

	<u>Total</u>
Base	118
475	1 1%
550	1 1%
600	1 1%
1000	1 1%
1200	1 1%
1500	2 2%
1600	1 1%
5000	1 1%
5388	1 1%
500	3 3%

(continued)

Executive Study

Table 10: 7. About how many employees work for your organization at all locations in the Washington metropolitan region?  
(continued)

Base	<u>Total</u> 118
Mean	232

Executive Study

Table 11: 8. Of this total, about how many employees work at locations in Arlington County?

	<u>Total</u>
Base	116
1	9 8%
2	4 3%
3	7 6%
4	3 3%
5	6 5%
6	5 4%
7	3 3%
10	2 2%
11	2 2%
13	1 1%

(continued)

Executive Study

Table 11: 8. Of this total, about how many employees work at locations in Arlington County?  
(continued)

	<u>Total</u>
Base	116
15	1 1%
16	1 1%
17	2 2%
18	2 2%
20	4 3%
22	1 1%
25	2 2%
30	4 3%
34	1 1%
35	2 2%

(continued)

Executive Study

Table 11: 8. Of this total, about how many employees work at locations in Arlington County?  
(continued)

	<u>Total</u>
Base	116
40	7 6%
42	2 2%
45	3 3%
50	4 3%
60	1 1%
65	1 1%
70	1 1%
75	2 2%
80	1 1%
85	1 1%

(continued)

Executive Study

Table 11: 8. Of this total, about how many employees work at locations in Arlington County?  
(continued)

	<u>Total</u>
Base	116
95	1 1%
100	4 3%
102	1 1%
110	2 2%
120	1 1%
125	1 1%
140	1 1%
150	1 1%
165	1 1%
200	3 3%

(continued)

Executive Study

Table 11: 8. Of this total, about how many employees work at locations in Arlington County?  
(continued)

	<u>Total</u>
Base	116
220	1 1%
240	1 1%
245	1 1%
250	2 2%
400	1 1%
405	1 1%
450	2 2%
540	1 1%
600	2 2%
1200	1 1%

(continued)

Executive Study

Table 11: 8. Of this total, about how many employees work at locations in Arlington County?  
(continued)

	<u>Total</u>
Base	116
1288	1 1%
500	1 1%
Mean	100

**Executive Study**

Table 12: 9. Next, considering all factors that are important to your organization as a place to locate your business, how would you rate Arlington County?

	Rating						
	Total	1 - Not very good	2	3	4	5 - Very good	Don't know
Arlington County	118	2	2	11	29	74	0
Mean	100.0	1.7	1.7	9.3	24.6	62.7	0.0

## Executive Study

Table 13: 9A. Why did you give that rating?

	<b>Total</b>
Base	98
Access to transportation/ major highways	39 40%
Great location	30 31%
Close to Washington, DC	20 20%
Amenities in the area	17 17%
Proximity to customers	12 12%
Lack of affordable office space	5 5%
Other responses	41 42%

Executive Study

Table 15: 10a-m. When your organization considers alternative locations for locating your business or part of your business, how important are each of these attributes in the decision process: Summary of means

	<u>Total</u>
	118
10l. Quality of transportation system	4.6
10c. Availability of skilled workforce	4.3
10m. Reputation of area	4.3
10d. Proximity to customers	4.3
10b. Availability of business support services	3.9
10a. Tax structure, tax incentives	3.4
10f. Attractive residential communities	3.3
10e. Affordable housing for your employees	3.2
10i. Quality of education, K-12	3.1
10j. Accessibility to quality colleges and universities	3.0

(continued)

Executive Study

Table 15: 10a-m. When your organization considers alternative locations for locating your business or part of your business, how important are each of these attributes in the decision process: Summary of means  
(continued)

	<u>Total</u>
	118
10h. Accessibility of entertainment opportunities	2.9
10k. Workforce training opportunities	2.9
10g. Accessibility of recreational opportunities	2.7

Executive Study

Table 16: 10a-m. When your organization considers alternative locations for locating your business or part of your business, how important are each of these attributes in the decision process?

	Total	Importance					Don't know
		1 - Not very important	2	3	4	5 - Very important	
10a. Tax structure, tax incentives	118	22	11	19	24	39	3
10b. Availability of business support services	116	3	8	28	33	42	2
10c. Availability of skilled workforce	118	6	3	11	23	72	3
10d. Proximity to customers	118	11	3	8	17	79	0
10e. Affordable housing for your employees	118	16	15	33	26	24	4
10f. Attractive residential communities	118	18	8	31	35	23	3
10g. Accessibility of recreational opportunities	118	27	14	42	26	6	3
10h. Accessibility of entertainment opportunities	117	20	18	40	25	11	3
10i. Quality of education, K-12	117	19	16	29	26	22	5
10j. Accessibility to quality colleges and universities	115	19	20	30	27	17	2

(continued)

**Executive Study**

Table 16: 10a-m. When your organization considers alternative locations for locating your business or part of your business, how important are each of these attributes in the decision process?  
(continued)

	Total	Importance					Don't know
		1 - Not very important	2	3	4	5 - Very important	
10k. Workforce training opportunities	117	25	17	37	22	14	2
10l. Quality of transportation system	117	3	1	5	25	83	0
10m. Reputation of area	116	3	1	14	37	59	2
Mean	100.0	12.6	8.9	21.5	22.7	32.2	2.1

Executive Study

Table 17: 10A. What is the single most important attribute in selecting a location to relocate your business?

	<u>Total</u>
Base	105
Proximity to customers	38 36%
Access to transportation/ major highways	18 17%
Location (unspecified)	8 8%
Cost/affordability	8 8%
Quality of workforce	6 6%
Affordable office space	5 5%
Affordable housing	4 4%
Tax incentives	3 3%
Close to DC	3 3%
Other responses	22 21%

(continued)

**Executive Study**

Table 17: 10A. What is the single most important attribute in selecting a location to relocate your business?  
(continued)

	<b>Total</b>
Base	105
Nothing in particular	1 1%
Don't know/Refused	1 1%

**Executive Study**

Table 20: 11a-m. Now using this same list, based on your experience with locating your business in Arlington County, please rate Arlington County's performance in delivering on the attributes, using a scale of 1-5 for your answer.

	Total	Rating					Don't know
		1 - Not very good	2	3	4	5 - Very good	
11a. Tax structure, tax incentives	117	13	11	36	23	5	29
11b. Availability of business support services	117	1	7	22	45	31	11
11c. Availability of skilled workforce	116	0	4	17	44	39	12
11d. Proximity to customers	116	1	4	12	25	66	8
11e. Affordable housing for your employees	117	22	37	26	12	5	15
11f. Attractive residential communities	117	0	2	22	46	35	12
11g. Accessibility of recreational opportunities	117	1	4	26	48	22	16
11h. Accessibility of entertainment opportunities	117	5	3	25	44	29	11
11i. Quality of education, K-12	116	1	0	20	29	35	31
11j. Accessibility to quality colleges and universities	115	1	3	23	39	34	15

(continued)

**Executive Study**

Table 20: 11a-m. Now using this same list, based on your experience with locating your business in Arlington County, please rate Arlington County's performance in delivering on the attributes, using a scale of 1-5 for your answer.  
(continued)

	Total	Rating					5 - Very good	Don't know
		1 - Not very good	2	3	4			
11k. Workforce training opportunities	116	3	6	28	32	16	31	
11l. Quality of transportation system	117	3	5	12	32	61	4	
11m. Reputation of area	117	0	4	11	33	63	6	
Mean	100.0	3.4	5.9	18.5	29.8	29.1	13.3	

Executive Study

Table 21: 12. How satisfied are you with the transportation system in the Washington metropolitan region? Overall, how satisfied are you with the regional transportation system?

	Satisfaction						
	Total	1 - Not at all satisfied	2	3	4	5 - Very satisfied	Don't know
Washington metropolitan region	120	10	15	34	32	29	0
Mean	100.0	8.3	12.5	28.3	26.7	24.2	0.0

Executive Study

Table 22: 13. And how satisfied are you with the transportation system in Arlington County?

	Satisfaction						
	Total	1 - Not at all satisfied	2	3	4	5 - Very satisfied	Don't know
Arlington County	120	6	9	29	36	38	2
Mean	100.0	5.0	7.5	24.2	30.0	31.7	1.7

**Executive Study**

Table 23: 14. Are you aware of the transportation support services offered by Arlington County?

	<b>Total</b>
Base	120
Yes	91 76%
No	29 24%

**Executive Study**

Table 24: 15. How familiar are you with county transportation services?

	<b>Total</b>
Base	<u>87</u>
Not at all familiar	1 1%
Somewhat familiar	61 70%
Very familiar	25 29%

Executive Study

Table 25: 16. Have you ever used any of the transportation support services offered by Arlington County?

	<u>Total</u>
Base	87
Yes	46 53%
No	39 45%
Don't know	2 2%

Executive Study

Table 26: 17. How do you rate Arlington County's transportation support services?

	Rating						Don't know
	Total	1 - Not very good	2	3	4	5 - Very good	
Arlington County	46	0	2	13	21	10	0
Mean	100.0	0.0	4.3	28.3	45.7	21.7	0.0

**Executive Study**

Table 27: 18. Do you know which county organization provides transportation services to Arlington County residents, employees, and visitors?

	<b>Total</b>
Base	89
Yes	36 40%
No	53 60%

**Executive Study**

Table 29: 19. If you had \$100 to allocate across the following parts of Arlington County's Transportation System, how would you do it?

	<b>Total</b>
	<u>118</u>
Transportation infrastructure - roads	53
Transportation infrastructure - bus, bike paths, walking paths, etc.	27
Transportation services - information-based support services that help you maximize transit use, bicycling, walking, car	19

**Executive Study**

Table 32: 21a-k. In what ways and to what extent does the quality of the transportation system in Arlington County affect your organization's ability to conduct business?

	<b>Affect of Quality of Transportation System on Organization</b>						
	<b>Total</b>	<b>Very negatively</b>	<b>Somewhat negatively</b>	<b>Not at all</b>	<b>Somewhat positively</b>	<b>Very positively</b>	<b>Don't know</b>
21a. Ability to recruit employees	116	4	14	14	47	33	4
21b. Ability to retain employees	116	3	15	20	43	29	6
21c. Employee attendance	116	1	16	17	45	28	9
21d. Employee health	117	2	8	41	29	9	28
21e. Access to broad workforce	117	1	13	11	45	34	13
21f. Emergency preparedness	116	2	11	33	25	20	25
21g. Employee morale	118	2	16	22	49	18	11

(continued)

**Executive Study**

Table 32: 21a-k. In what ways and to what extent does the quality of the transportation system in Arlington County affect your organization's ability to conduct business?  
(continued)

		<u>Affect of Quality of Transportation System on Organization</u>					
	<u>Total</u>	<u>Very negatively</u>	<u>Somewhat negatively</u>	<u>Not at all</u>	<u>Somewhat positively</u>	<u>Very positively</u>	<u>Don't know</u>
21h. Employee productivity	117	2	11	24	46	19	15
21i. Cost or time to deliver products / services to customers	117	1	16	33	34	18	15
21j. Customers' ability to reach our business location	118	1	14	15	46	35	7
21k. Cost or time to obtain supplies or deliveries	117	1	14	31	34	21	16
Mean	100.0	1.6	11.5	20.3	34.5	20.6	11.6

**Executive Study**

Table 33: 22a-m. Following is a list of transportation information services or benefit programs that your organization or another organization might make available to employees at your worksite to help with their travel to work. In the first column, check all the services or benefits that are available to your employees. For those that are not available now, indicate if you would consider or would not consider offering it.

	Total	Availability			Don't know
		Available now	Would consider	Would not consider	
22a. Transit schedules	116	60	33	5	18
22b. Information on transit, carpooling, and other types of transportation employees could use to get to work	115	52	38	9	16
22c. Bicycle lockers or racks	117	47	35	24	11
22d. Guaranteed Ride Home	115	11	52	27	25

(continued)

Executive Study

Table 33: 22a-m. Following is a list of transportation information services or benefit programs that your organization or another organization might make available to employees at your worksite to help with their travel to work. In the first column, check all the services or benefits that are available to your employees. For those that are not available now, indicate if you would consider or would not consider offering it.

(continued)

	Total	Availability			Don't know
		Available now	Would consider	Would not consider	
22e. Work schedules that permit employees to choose their work arrival and departure times	116	65	11	32	8
22f. Compressed workweek, in which employees work a full-time schedule in fewer than five days per week	116	32	21	50	13
22g. Allowing some or all employees to work at home at least occasionally	115	60	16	32	7
22h. Reserved or preferential parking for employees who carpool or vanpool	115	25	29	42	19

(continued)

Executive Study

Table 33: 22a-m. Following is a list of transportation information services or benefit programs that your organization or another organization might make available to employees at your worksite to help with their travel to work. In the first column, check all the services or benefits that are available to your employees. For those that are not available now, indicate if you would consider or would not consider offering it.

(continued)

	Total	Availability			Don't know
		Available now	Would consider	Would not consider	
22i. Metrochek, SmartBenefits, or other financial benefit for employees who ride trains or buses to work	116	42	35	19	20
22j. Cash or other financial benefit for employees who carpool or vanpool to work	116	10	31	52	23
22k. Assistance finding a partner for a carpool or vanpool	116	14	40	31	31
22l. Pre-tax account employees can use to pay transportation costs	116	23	43	24	26
22m. SmarTrip cards for electronic payment on Metrorail, Metrobus or Metro parking	116	37	43	15	21

## Executive Study

Table 35: 24. Has your organization benefited in any of the following ways by offering these services to employees?

	<b>Total</b>
Base	96
Made it easier to recruit employees	43 45%
Improved productivity	38 40%
Reduced absenteeism	26 27%
Reduced turnover	25 26%
Reduced operating costs	15 16%
Alleviated parking shortage	12 13%
Other	6 6%
Don't know	31 32%

**Executive Study**

Table 37: 25. Arlington Transportation Partners (ATP) is a county government organization that offers free transportation information and services to employers and residential communities in Arlington County. ATP assists employers and property managers in offering transportation benefit programs that will help their employees and residents get around the Washington region. What is your relationship with ATP?

	<b>Total</b>
Base	114
Am not aware of this organization	42 37%
Have heard of ATP but do not use their services	38 33%
Currently use ATP services	11 10%
Have used ATP services in the past, but do not currently	5 4%
Other	3 3%
Don't know	15 13%

Executive Study

Table 39: 26. If ATP's assistance had not been available to your company, how likely would your company have been to implement transportation services or benefit programs?

	<u>Total</u>
Base	16
<b><u>Unlikely</u></b>	8 50%
Very unlikely	3 19%
Somewhat unlikely	5 31%
<b><u>Neither unlikely nor likely</u></b>	1 6%
<b><u>Likely</u></b>	7 44%
Somewhat likely	4 25%
Very likely	3 19%

Executive Study

Table 40: 27. Are you interested in having a representative from Arlington Transportation Partners contact you or someone in your organization about transportation information or benefit programs they could provide to your organization?

	<u>Total</u>
Base	104
Yes	16 15%
No	76 73%
Don't know	12 12%

**Executive Study**

Table 42: 28. ATP is looking for companies to profile in corporate sales materials that showcase the many advantages of employer involvement/assistance in their employees' commutes. These materials are used to inform other employers about the popularity of ATP programs among employees and the difference these programs make in employee recruiting and retention. Would you be interested in being profiled as a case study?

	<b>Total</b>
Base	120
Yes	6 5%
No	114 95%

**Executive Study**

Table 44: 29. How long have you been with your current company?

	<b>Total</b>
Base	119
Less than one year	9 8%
1 - 5 years	25 21%
6 - 10 years	30 25%
11 - 15 years	16 13%
16 - 20 years	15 13%
More than 20 years	24 20%

**Executive Study**

Table 45: 30. Do you live in Arlington County?

	<b>Total</b>
Base	116
Yes	38 33%
No	78 67%

**Executive Study**

Table 46: 31. What is your title?

	<u>Total</u>
Base	120
Vice President / Executive Vice President / Senior Vice President	25 21%
Director / Executive Director / Senior Director	25 21%
President	14 12%
CEO	13 11%
Owner	13 11%
General Manager	8 7%
CFO	4 3%
COO	3 3%

(continued)

**Executive Study**

Table 46: 31. What is your title?  
(continued)

	<u>Total</u>
Base	120
Chairman	1 1%
Other	14 12%

**Executive Study**

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