

GAZELLE GRANT

The Arlington County Gazelle Grant program offers competitively selected economic development performance grants between \$10,000 and \$150,000¹. The goal of the program is to build on efforts to expand and diversify the local economy and attract fast-growing technology companies to Arlington.

Base Eligibility Criteria

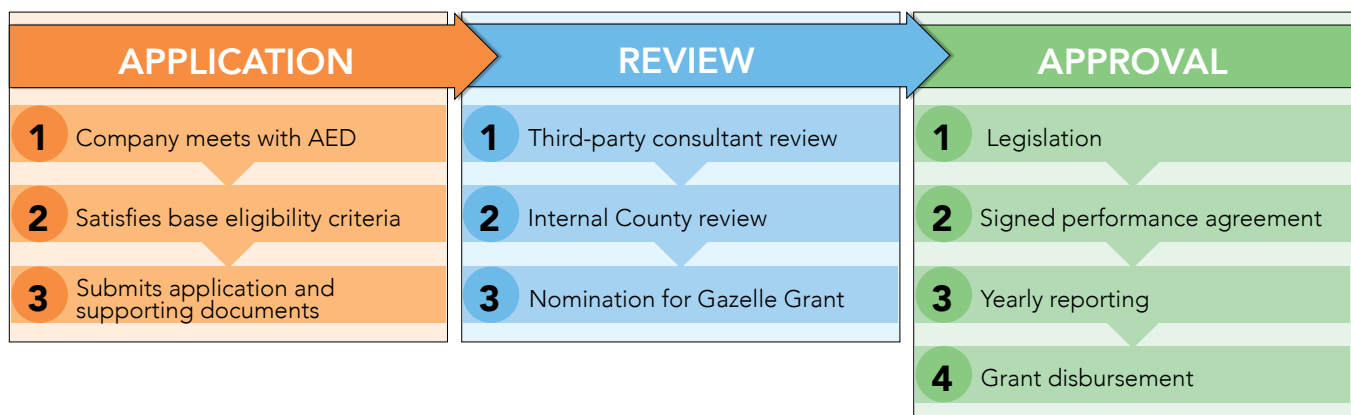
Businesses that are eligible to apply for a Gazelle Grant must meet the following base criteria:

- Growing for-profit technology company or a tech catalyst organization with proven business and financial success;
- New company to Arlington or an existing company with at least 30% job growth over a three-year performance period;
- Three-year commitment to occupy office space in Arlington² with a move-in date within the next 12 months; and
- Demonstrated ability to raise capital.

Selection and Approval Process

Companies meeting the base criteria must undergo a comprehensive review process and be assessed on factors including but not limited to; the experience of the company's leadership, strength of business model, amount of capital raised, potential to grow, alignment with targeted sectors, number and salary of jobs, square footage and length of lease, and the return on investment to Arlington County. Targeted industry sectors include cybersecurity, data analytics, e-commerce, edtech, fintech, green IT, healthcare IT, national security IT and robotics.

A company must submit an application, business plan and financials to be vetted by a third-party consultant and an internal County review committee. Once nominated through this process, the Gazelle Grant award is subject to the creation of the appropriate legislation and subsequent formal approvals from the Arlington County Board and Arlington County Industrial Development Authority. Finally, the company is required to sign a performance agreement outlining the requirements, grant repayment conditions if performance metrics are not achieved and reporting processes associated with the project over the three-year performance period.



¹ Gazelle grant award amounts are based on the estimated fiscal and economic return on investment to Arlington County.

² Office space criteria requires at least a three-year lease for companies new to Arlington. Existing Arlington companies must lease additional space for at least three years. Leasing/occupying space within co-working or incubator/accelerator space excluded. The competitiveness of a company's site selection decision will be taken into consideration.