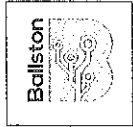
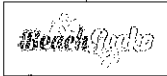


ANNUAL CORPORATE SPONSORS

March 3, 2017

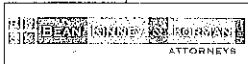


The Honorable Terence R. McAuliffe, Governor  
Commonwealth of Virginia  
Office of the Governor  
P.O. Box 1475  
Richmond, Virginia 23218



Dear Governor McAuliffe:

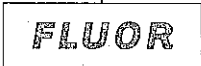
On behalf of the Arlington Chamber of Commerce, I write to urge you to sign H.B. 1960, Delegate Tim Hugo's bill related to local government regulation of trespass towing from private property in Northern Virginia.



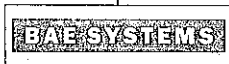
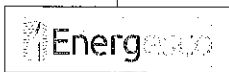
Trespass towing is an issue that significantly affects the Arlington business community and the ability of businesses to provide parking for their customers, clients and employees. Availability of limited parking spaces can serve as the lifeblood of a small business, particularly in the retail industry. Such space is already at a premium in an urban business environment such as Arlington.



As a community, we pride ourselves on the smart-growth principles through which our County has developed into a thriving, mixed-use community. However, policies intended to promote the use of transit and discourage single occupancy vehicle travel combined with a lack of public parking infrastructure have exacerbated the shortage of parking needed to serve these small businesses. Our area has a parking problem, not a towing problem.



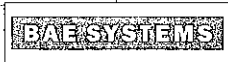
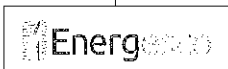
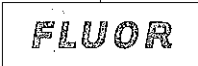
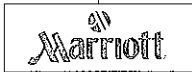
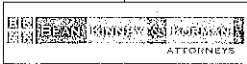
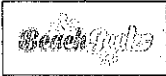
Late last year the Arlington County Board adopted an extremely burdensome second authorization requirement for trespass towing in an effort to address a perceived problem of predatory towing. This was approved despite opposition from the Arlington County Manager, the Arlington Chamber of Commerce and numerous other business groups, the Arlington Economic Development Commission and the Arlington County Police Department representatives on the Trespass Towing Advisory Board. The Arlington County Police Department's data demonstrated that of the 18,642 tows conducted within the County, only 7 resulted in violations by the towing company. That amounts to 0.0375 percent, an efficiency any business would strive for. This presents clear evidence that Arlington County does not suffer from a predatory towing problem, but a parking problem.



The "second authorization" requirement is an extreme measure. All data shows that vehicles being towed are illegally parked on private property. If the "second authorization" policy is allowed to take effect, it will present a significant administrative burden on our local businesses. As we work to make the Commonwealth the best state to do business in, we need to prevent onerous burdens such as this one from being implemented on the great people working to create, maintain and grow successful businesses.



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H.B. 1960 would preserve the authority of a local government to require real-time authorization of trespass tows, except where a private business contract exists between the property owner and the towing provider governing which vehicles may or may not be towed from a property based on a clearly elaborated list of violations. The bill would further institute consumer protections to prohibit aggressive towing practices and further penalize towers found to have conducted improper tows.

The Arlington Chamber urges you to exercise executive action to sign H.B. 1960 into law. We were pleased to secure the support of the Virginia Chamber of Commerce, the Northern Virginia Chamber of Commerce and the Prince William Chamber of Commerce for this bill as well. Thank you for your consideration. Should you have any questions or require any additional information, please contact me directly at 703-525-2400, extension 206 or [kbates@arlingtonchamber.org](mailto:kbates@arlingtonchamber.org).

Best Regards,  
*Kate Bates*  
Kate Bates  
President & CEO