



6/12/2026

Bill Edd, Harris Teeter Regional Manager
c/o Miguel Turcios, Store Manager
4250 Campbell Ave, Arlington VA 22206

Dear Bill,

Thank you again for sitting down with me impromptu during your first visit to the Harris Teeter store in the Village at Shirlington on May 15.

In one sentence, we want to point out the strategic value to your company and to the community of renovating this small but significant 20-year-old store sooner rather than later.

As I was able to show you when we walked outside, the Village at Shirlington is undergoing a long-awaited major streetscape improvement that will keep it competitive as a top destination for both residents and visitors from all over the DMV. Federal Realty Investment Trust (FRIT), owner of the mixed retail area and your landlord, is investing \$16 million in this project. It's a terrific design and we are very excited.

The SCA has worked closely with FRIT throughout this effort. We played a role in pushing for County approval at key points when it ran into obstacles. Geoff Sharpe, FRIT Vice President for Creative Planning & Development, is copied here.

People love to come to Shirlington, and when they do, it's generally to do at least two things. Top of that list is "picking up a few things at HT." This store was one of the first Harris Teeters in an urban setting and with two levels. People said it couldn't be done. Now it is a fixture.

The Shirlington store has an unusual customer base, similar to that of a true urban area. Your repeat customers include not just residents of the surrounding area far beyond Shirlington, but the restaurant kitchens, merchants, and businesses in the Village.

FRIT can offer full marketing statistics for South Arlington. They tell us that, according to location analytics from Placer.ai, 3.3 million cell phones ping annually in the Village.

Here's what happens right on the same block as your store:

- Signature Theater employs 700+ artisans, artists, and staff each year and has 115,000 annual audience members.
- Arlington Public Library attracts approximately 200,000 visitors annually (750 - 800 per day, weekends on average 1,000 per day).
- Hilton Garden Inn housed 57,000 people last year.
- Arlington County Trades Center (behind the store) employs approximately 600 people, many of whom come through a back gate directly to the grocery store parking garage to shop and buy lunch at the HT deli counter.

- Not to mention the three apartment buildings and one high-rise condominium within 3 blocks. Or all the thousands of visitors to our restaurants.

The Shirlington Civic Association (SCA) is one of 50 similar local volunteer organizations in Arlington County that work on a wide range of citizen needs and concerns. In its first decade, the SCA has brought significant amounts of funding and public projects to the Village area. We interface with the County government on parking and urban planning approvals, represent the needs of our HOAs and rental buildings on public safety, parks, beautification, and roads, and support our nonprofits such as WETA, Signature Theatre, and the Animal Welfare League of Arlington, and so on. We are currently delivering a \$500,000 pedestrian safety project to install flashing beacon lights at the end of the street where your grocery store is located.

I was anxious to speak with regional management because we are starting to hear more negative comments about the store. This is not the fault of the staff. It's aging infrastructure, outdated design, old flooring, electric and lighting. These are just some of the many contributing factors, but weeks-long elevator outages in 2025 unfortunately served to confirm the view of the store as out of date. I will write to you separately about some of the comments we've gotten.

In closing, we have been looking for an opportunity to call to your company's attention to two things:

- 1) While valued and valuable, this store is also increasingly old and tired, and it seems obvious that HT needs to renovate it at some point.
- 2) The substantial investment taking place in the Village mixed retail property surrounding the store right now provides a great opportunity to reintroduce the store to South Arlington.

We hope and trust HT is part of Shirlington for the long term. Wouldn't it be great to have a grand re-opening of this store with all the bells and whistles that you, FRIT, and our community could bring to it?

Sincerely,

Edith R. Wilson
president@shirlingtoncivicassociation.org
(703) 347-1382

Cc: Miguel Turcios, Store Manager
Geoff Sharpe, FRIT Vice President for Creative Planning & Development
Bobby Crider, Shirlington Civic Association

Encl: June 2026 renderings of FRIT streetscape improvements