



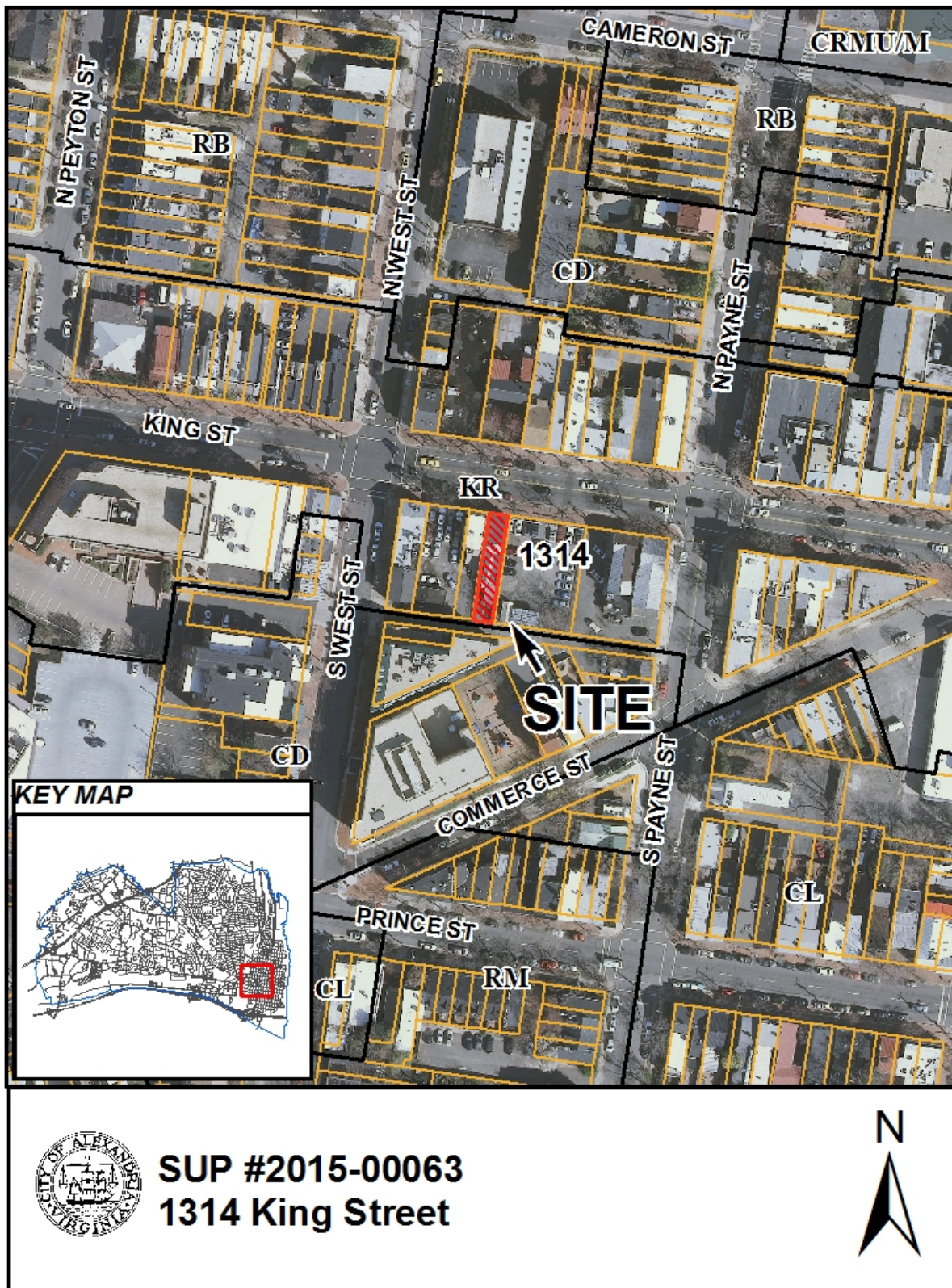
***DOCKET ITEM #14***  
***Special Use Permit #2015-0063***  
***1314 King Street - Marlowe Ink***

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<b>Application</b>	<b>General Data</b>	
Public hearing and consideration of a request for an amusement operation	<b>Planning Commission Hearing:</b>	September 1, 2015
	<b>City Council Hearing:</b>	September 12, 2015
<b>Address:</b> 1314 King Street	<b>Zone:</b>	KR/King Street
<b>Applicant:</b> James Marlowe	<b>Small Area Plan:</b>	Old Town

**Staff Recommendation:** APPROVAL subject to compliance with all applicable codes and ordinances and the recommended permit conditions found in Section III of this report.

**Staff Reviewers:** Ann Horowitz, [ann.horowitz@alexandriava.gov](mailto:ann.horowitz@alexandriava.gov)



## **I. DISCUSSION**

The applicant, James Marlowe, requests Special Use Permit approval to operate an amusement establishment, a tattoo business, at 1314 King Street.

### **SITE DESCRIPTION**

The subject property is one lot of record with 20 feet of frontage on King Street, a depth of 100 feet, and a total lot area of 2,100 square feet. The rear of the lot has 22 feet of frontage on a public alley. A two story building with one commercial tenant space on the first floor and one residential apartment on the upper floor is located on the site.

A mix of commercial and residential uses surrounds the subject site on the 1300 block of King Street. Six retail establishments, four restaurants, one office, and one personal services operation are located on this block. Additionally, the subject property abuts a site proposed for redevelopment where a non-conforming automobile sales business was previously located. The block also contains a non-conforming automobile sales establishment that is operating in accordance with SUP#2014-0115, scheduled to expire in August 2016. Several residential units are located on the upper floors of the buildings.



### **BACKGROUND**

Several retail businesses including a rug establishment, a computer store, an art and framing gallery, and a men's clothing store have previously operated in the first floor tenant space. In July 2015, the applicant opened a fine art gallery that features fine art and clothing created by tattoo artists.

City Council approved SUP#94-0358 in December 1994 for an amusement business, operating as a palm reader, on the second floor of the subject site. Currently, a residential unit is located on the second floor.

### **PROPOSAL**

The applicant seeks SUP approval to operate an amusement enterprise as a tattoo establishment which will include body piercing services, on the first floor of the subject building, as an addition to the gallery currently located in the tenant space. This proposal is similar to the applicant's existing business in Fairfax City that he has operated since 2001. The applicant proposes to expand his business with a tattoo operation in Alexandria and states he would provide a safe, creative, and professional environment for body art services at this location. The 1,300 square foot tenant space would be designed with the accessory art gallery and client waiting area at the



front of the tenant space. Three tattoo stations and one piercing station would be located in a private area behind the gallery. Up to six employees a day would work at the establishment, providing tattoo and body piercing services by appointment for approximately 20 clients a week. Appointments include client consultations as well as tattoo procedures during sessions scheduled for 45-minutes to two hours, depending on the complexity of the design. In addition to fine art and clothing, the applicant would sell aftercare products for clients. The business would be open 1 p.m. to 8 p.m., Sunday and Monday; 1 p.m. to 9 p.m., Tuesday through Thursday; and 11 a.m. to 10 p.m., Friday and Saturday. In addition, a seven space parking reduction is also requested as part of this proposal.

### PARKING

According to Section 8-200(A)(13) of the Zoning Ordinance, an amusement enterprise requires one parking space for every 200 square feet of floor area. The applicant would need to provide seven parking spaces. The parking space behind the building is not available for the applicant as it is required for the residential unit on the upper floor. Despite several attempts, the applicant was unsuccessful in leasing seven required parking spaces within 500 feet of the business and, therefore, is requesting a full parking reduction.

### ZONING/MASTER PLAN DESIGNATION

The subject property on which the commercial building is located is zoned KR/King Street Retail. Pursuant to Section 6-702(A)(2)(a) of the Zoning Ordinance, amusement establishments, such as tattoo businesses, are allowed only with a Special Use Permit in the KR/King Street Retail zone.

The proposed use is consistent with the Old Town Small Area Plan chapter of the Master Plan which designates the property for commercial use.

## **II. STAFF ANALYSIS**

Staff supports the applicant's request to operate a tattoo establishment, offering body piercing, and an accessory art gallery, with a parking reduction at 1314 King Street. The proposed use, focusing on body art, would complement the area's existing art-related offerings by including another genre of artistic expression along the King Street corridor. Minimal neighborhood impacts are anticipated given the relatively low number of clients expected each week. Potential impacts regarding odor and noise would not result from the proposed use.

Although a negative connotation has been generally associated with tattoo establishments, the evolving industry is becoming part of the mainstream due to the growing popularity of body art as a form of personal and artistic expression. Moreover, the applicant's proposal is emblematic of a new generation of tattoo establishments: businesses that emphasize artistry and creativity in the production of tattoos and piercing. The applicant's decision to include an engaging fine art gallery with the tattoo business substantiates the emerging definition of body art as an art form.

To introduce his business concept, the applicant invited neighborhood residents and businesses to two open houses at the Alexandria art gallery in August. Additionally, several testimonials from Fairfax City business owners, non-profit organizations, and clients regarding the applicant's existing operation and professional character accompanied the SUP request. Further, staff supports the full parking reduction given that a minimal number of appointment-only clients are expected each day, resulting in a negligible parking impact. Nonetheless, the applicant would inform clients of the location of area parking garages, as mandated in Condition 12. Public transportation is also a convenient option for clients and employees through the Metro, King Street Trolley, DASH and Metro buses, and Capital Bikeshare. The applicant must encourage employees to use public transportation as stated in Condition 11 and employees are required to park off-street if they drive, as referenced in Condition 10.

Standard conditions have been included, such as employee education on SUP conditions, the use of sealed trash receptacles, and the proper disposal of waste products, and are included in this report as Conditions 4, 5, and 6, respectively.

Staff recommends approval of the applicant's request to subject to the conditions contained in this report.

### **III. RECOMMENDED CONDITIONS**

Staff recommends **approval** subject to compliance with all applicable codes and ordinances and the following conditions:

1. The Special Use Permit shall be granted to the applicant only or to any business or entity in which the applicant has a controlling interest. (P&Z)
2. The applicant and all tattoo and body piercing providing staff shall obtain all required state, federal and local licenses and certificates prior to opening its place of business. This establishment must be registered with The Board for Barbers and Cosmetology. (P&Z) (Health)
3. The hours of operation for the business shall be limited to between 1 p.m. and 8 p.m., Sunday and Monday; 1 p.m. and 9 p.m., Tuesday through Thursday; and 11 a.m. and 10 p.m., Friday and Saturday. (P&Z)
4. The applicant shall conduct employee training sessions on an ongoing basis, including as part of any employee orientation process, to discuss all special use permit provisions and requirements. (P&Z)
5. Trash and garbage shall be placed in sealed containers which do not allow odors to escape and shall be stored inside or in a closed container which does not allow invasion by animals. No trash and debris shall be allowed to accumulate on-site outside of those containers. (P&Z)

6. All waste products including but not limited to organic compounds (solvents and cleaners) shall be disposed of in accordance with all local, state and federal ordinances or regulations. (T&ES)
7. Supply deliveries, loading, and unloading activities shall not occur between the hours of 11:00pm and 7:00am. (T&ES)
8. All loudspeakers shall be prohibited from the exterior of the building, and no amplified sounds shall be audible at the property line. (T&ES)
9. The applicant shall control any odors, smoke and any other air pollution from operations at the site and prevent them from leaving the property or becoming a nuisance to neighboring properties, as determined by the Department of Transportation & Environmental Services. (T&ES)
10. The applicant shall require its employees who drive to use off-street parking. (T&ES)
11. The applicant shall encourage its employees to use public transportation to travel to and from work. Within 60 days of SUP approval, the business shall contact the Transportation Planning Division at 703-746-4686 for information on establishing an employee transportation benefits program. (T&ES)
12. The applicant shall direct patrons to the availability of parking at nearby public garages and shall participate in any organized program to assist with both employee and customer parking for businesses. (T&ES)
13. The Director of Planning and Zoning shall review the Special Use Permit after it has been operational for one year, and shall docket the matter for consideration by the Planning Commission and City Council if (a) there have been documented violations of the permit conditions which were not corrected immediately, constitute repeat violations or which create a direct and immediate adverse zoning impact on the surrounding community; (b) the Director has received a request from any person to docket the permit for review as the result of a complaint that rises to the level of a violation of the permit conditions, or (c) the Director has determined that there are problems with the operation of the use and that new or revised conditions are needed. (P&Z)

STAFF: Alex Dambach, Land Use Division Chief, Planning and Zoning;  
Ann Horowitz, Urban Planner

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Staff Note: In accordance with section 11-506(c) of the zoning ordinance, construction or operation shall be commenced and diligently and substantially pursued within 18 months of the date of granting of a special use permit by City Council or the special use permit shall become void.

#### IV. CITY DEPARTMENT COMMENTS

Legend: C - code requirement R - recommendation S - suggestion F - finding

##### Transportation & Environmental Services:

- F-1 T&ES has no objection to the parking reduction. (T&ES)
- R-1 All waste products including but not limited to organic compounds (solvents and cleaners) shall be disposed of in accordance with all local, state and federal ordinances or regulations. (T&ES)
- R-2 Supply deliveries, loading, and unloading activities shall not occur between the hours of 11:00pm and 7:00am. (T&ES)
- R-3 All loudspeakers shall be prohibited from the exterior of the building, and no amplified sounds shall be audible at the property line. (T&ES)
- R-4 The applicant shall control any odors, smoke and any other air pollution from operations at the site and prevent them from leaving the property or becoming a nuisance to neighboring properties, as determined by the Department of Transportation & Environmental Services. (T&ES)
- R-5 The applicant shall require its employees who drive to use off-street parking. (T&ES)
- R-6 The applicant shall encourage its employees to use public transportation to travel to and from work. Within 60 days of SUP approval, the business shall contact the Transportation Planning Division at 703-746-4686 for information on establishing an employee transportation benefits program. (T&ES)
- R-7 The applicant shall direct patrons to the availability of parking at nearby public garages and shall participate in any organized program to assist with both employee and customer parking for businesses

##### Code Enforcement:

- F-1 The following comments are for SUP. Once the applicant has filed for a building permit and additional information has been provided, code requirements will be based upon that information and the building permit plans. If there are any questions, the applicant may contact Charles Cooper, Plan Review division at [Charles.cooper@alexandriava.gov](mailto:Charles.cooper@alexandriava.gov) or 703-746-4197.
- C-1 A building permit, plan review and inspections are required for proposed use. Additional permits may be required based on scope of work.

C-2 New construction must comply with the current edition of the Uniform Statewide Building Code (USBC).

Fire:

F-1 No comments or concerns.

Health:

R-1 This establishment must be registered with The Board for Barbers and Cosmetology.

Parks and Recreation:

No comments received

Police Department:

No comments received





## APPLICATION

# SPECIAL USE PERMIT

**SPECIAL USE PERMIT #** 2015-0063

**PROPERTY LOCATION:** 1314 King Street, Alexandria, VA 22314

**TAX MAP REFERENCE:** 064.03-12-08

**ZONE:** KR

**APPLICANT:**

**Name:** James Marlowe

**Address:** 1314 King Street, Alexandria, VA 22314

**PROPOSED USE:** Tattoo and Piercing Studio

☒ **THE UNDERSIGNED**, hereby applies for a Special Use Permit in accordance with the provisions of Article XI, Section 4-11-500 of the 1992 Zoning Ordinance of the City of Alexandria, Virginia.

☒ **THE UNDERSIGNED**, having obtained permission from the property owner, hereby grants permission to the City of Alexandria staff and Commission Members to visit, inspect, and photograph the building premises, land etc., connected with the application.

☒ **THE UNDERSIGNED**, having obtained permission from the property owner, hereby grants permission to the City of Alexandria to post placard notice on the property for which this application is requested, pursuant to Article IV, Section 4-1404(D)(7) of the 1992 Zoning Ordinance of the City of Alexandria, Virginia.

☒ **THE UNDERSIGNED**, hereby attests that all of the information herein provided and specifically including all surveys, drawings, etc., required to be furnished by the applicant are true, correct and accurate to the best of their knowledge and belief. The applicant is hereby notified that any written materials, drawings or illustrations submitted in support of this application and any specific oral representations made to the Director of Planning and Zoning on this application will be binding on the applicant unless those materials or representations are clearly stated to be non-binding or illustrative of general plans and intentions, subject to substantial revision, pursuant to Article XI, Section 11-207(A)(10), of the 1992 Zoning Ordinance of the City of Alexandria, Virginia.

James Marlowe

Print Name of Applicant or Agent

10405 Main Street

Mailing/Street Address

Fairfax, VA

City and State

22030

Zip Code

*James Marlowe*

Signature

703-499-1732

Telephone #

marloweink@gmail.com

Email address

6/2/15

Date

Fax #

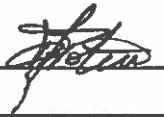
**ACTION-PLANNING COMMISSION:** \_\_\_\_\_

**ACTION-CITY COUNCIL:** \_\_\_\_\_

**SUP #2015-00063**  
1314 King St – Marlowe Ink  
Application Materials  
Submitted: 6/8/2015

**PROPERTY OWNER'S AUTHORIZATION**

As the property owner of 1314 King Street, Alexandria, VA 22314, I hereby  
 (Property Address)  
 grant the applicant authorization to apply for the Amusement & Entertainment SUP use as  
 (use)  
 described in this application.

Name: Marie PortierPhone: 703-286-5779Please Print  
Address: 1314 King Street, Alexandria, VA 22314 #3Email: cpeace03@gmail.comSignature: Date: 6/1/15

1. Floor Plan and Plot Plan. As a part of this application, the applicant is required to submit a floor plan and plot or site plan with the parking layout of the proposed use. The SUP application checklist lists the requirements of the floor and site plans. The Planning Director may waive requirements for plan submission upon receipt of a written request which adequately justifies a waiver.

☐ Required floor plan and plot/site plan attached.

☐ Requesting a waiver. See attached written request.

2. The applicant is the (check one):

☐ Owner

☐ Contract Purchaser

☒ Lessee or

☐ Other: \_\_\_\_\_ of the subject property.

State the name, address and percent of ownership of any person or entity owning an interest in the applicant or owner, unless the entity is a corporation or partnership, in which case identify each owner of more than ten percent.

James Marlowe, 10405 Main Street, Fairfax, VA 22030 Full owner of Marlowe Ink

Marie Portier, 1314 King Street, Alexandria, VA 22314 Full owner of property

# OWNERSHIP AND DISCLOSURE STATEMENT

Use additional sheets if necessary

**1. Applicant.** State the name, address and percent of ownership of any person or entity owning an interest in the applicant, unless the entity is a corporation or partnership, in which case identify each owner of more than ten percent. The term ownership interest shall include any legal or equitable interest held at the time of the application in the real property which is the subject of the application.

Name	Address	Percent of Ownership
1. JAMES MARLOWE	10405 Main Street, Fairfax, VA 22030	100%
2.		
3.		

**2. Property.** State the name, address and percent of ownership of any person or entity owning an interest in the property located at 1314 King Street, Alexandria, VA 22314 (address), unless the entity is a corporation or partnership, in which case identify each owner of more than ten percent. The term ownership interest shall include any legal or equitable interest held at the time of the application in the real property which is the subject of the application.

Name	Address	Percent of Ownership
1. MARIE PORTIER	1314 King Street, Alexandria, VA 22314	100%
2.		
3.		

**3. Business or Financial Relationships.** Each person or entity indicated above in sections 1 and 2, with an ownership interest in the applicant or in the subject property are require to disclose any business or financial relationship, as defined by [Section 11-350 of the Zoning Ordinance](#), existing at the time of this application, or within the 12-month period prior to the submission of this application with any member of the Alexandria City Council, Planning Commission, Board of Zoning Appeals or either Boards of Architectural Review. **All fields must be filled out completely. Do not leave blank. (If there are no relationships please indicated each person or entity and "None" in the corresponding fields).**

For a list of current council, commission and board members, as well as the definition of business and financial relationship, [click here](#).

Name of person or entity	Relationship as defined by Section 11-350 of the Zoning Ordinance	Member of the Approving Body (i.e. City Council, Planning Commission, etc.)
1. JAMES MARLOWE	None	None
2. MARIE PORTIER	None	None
3.		

**NOTE:** Business or financial relationships of the type described in Sec. 11-350 that arise after the filing of this application and before each public hearing must be disclosed prior to the public hearings.

As the applicant or the applicant's authorized agent, I hereby attest to the best of my ability that the information provided above is true and correct.

6/2/15

Date

James Marlowe

Printed Name

  
Signature

If property owner or applicant is being represented by an authorized agent such as an attorney, realtor, or other person for which there is some form of compensation, does this agent or the business in which the agent is employed have a business license to operate in the City of Alexandria, Virginia?

☐ **Yes.** Provide proof of current City business license

☒ **No.** The agent shall obtain a business license prior to filing application, if required by the City Code.

## NARRATIVE DESCRIPTION

**3. The applicant shall describe below the nature of the request in detail so that the Planning Commission and City Council can understand the nature of the operation and the use. The description should fully discuss the nature of the activity. (Attach additional sheets if necessary.)**

SEE ATTACHED

This image shows a single page of white paper with horizontal ruling lines. The lines are evenly spaced and extend across the width of the page, providing a template for handwriting practice or general writing. There are no margins, text, or other markings on the paper.

## **Narrative Description for King Street Studios**

### **History of Marlowe Ink**

Marlowe Ink, a high-end tattoo and piercing studio in Fairfax, Virginia has been owned and operated by James Marlowe since 2001. Marlowe Ink is a well-respected, profitable business on Main Street. At this time the business intends to expand its operation to the King Street commercial district in Alexandria, Virginia. Upon its grand opening, King Street Studios will employ one manager, two licensed tattoo artists, one rotating guest tattoo artist and one licensed body piercer.

Marlowe Ink has a history of bringing professional tattoo art and body piercings for customers in the Northern Virginia community. Their growth and popularity has expanded to DC and Maryland with clients coming from as far away as Pennsylvania. The studio's artists demonstrate their artistic talents primarily through permanent body tattoos, but also in art gallery showings at the Artbot Gallery in Fairfax. Tattoos and piercings are performed by skilled and experienced individuals with exceptional knowledge of the latest practices.

Furthermore, Marlowe Ink has a proven reputation for operating a clean, safe tattoo business that is inviting to a wide variety of clients. Their goal is to provide a pleasing and high quality body art experience, whether it's for the first time client or a seasoned collector, Marlowe Ink appeals to many generations.

### **Services and Products Provided**

King Street Studios will provide introductory, basic and full tattoos in addition to body piercings.

Introductory tattoos are for those who are new to tattoos. They are basic, small designs by the artists or standard public-domain designs. Custom designs cannot be provided as an introductory tattoo. These tattoos can generally be finished in 45 minutes and with a minimum amount of consultation with the client.

Basic tattoos offer some consultation with the client, a wider number of colors, and about an hour of work with an artist.

Full sessions allow creative freedom for the artist to create customization of a design or an original design for a customer. Full session customers generally sit for a minimum of 2 or more hours per tattoo.

Body piercings are performed with a single use, sterilized piercing needle without anesthesia. Jewelry inserted will be sterilized and single use, non-returnable, and of the highest quality materials.

All piercing and tattoo needles are single use and disposed of in an appropriate sharps/medical waste containers. All tattoo supplies are single use and disposable. All jewelry and instruments used for piercings are properly sterilized and disinfected in an autoclave prior to use. Our autoclave is maintained and serviced on a monthly schedule with spore tests run by an independent laboratory to ensure that our equipment meets the highest standards and in proper working order.

King Street Studios will also sell branded products in the store with designs created by the shop's tattoo artists. These can include t-shirts, hoodies, bags, caps, posters, and potentially other items. Aftercare products, brought to you by H2Ocean, will be available for purchase. This brand specializes in developing natural products that aide in the safe and effective healing of tattoos and piercings without harmful chemicals.

#### **Economic Benefit**

The tattoo business is a thriving business, generating billions of dollars of profit. According to Tattoo Artists Market Research Report, tattoos are a \$3 billion industry with an annual growth rate of 2.9% employing more than 17,000 people within the United States.

According to a March 2014 Fox News survey, the number of Americans reporting they have two or more tattoos has nearly doubled in the last seven years: 14 percent today, up from 8 percent in 2007.

"As new generations embrace their own ideas of self-expression, tattoos and piercings have become an increasingly relevant part of the identity equation," according to an article in *Revue Magazine*.

A recent Pew Research Center statistic shows 38 percent of 18 to 29 year olds have at least one tattoo and nearly half of those Millennials have been tattooed between two and five times. Additionally, 23 percent have a non-earlobe piercing, a figure approximately six times the amount in the 30-plus demographic.

Furthermore, a research review by the US Chamber of Commerce Foundation focusing on the Millennial Generation noted that this cohort-80 million people strong-makes up 25 percent of the population. And according to *Advertising Age* magazine, millennials will spend more than \$200 billion annually starting in 2017, and \$10 trillion in their lifetimes.

#### **Compliance with Virginia Licensing Regulations: Tattoo Artists and Piercers**

Each tattoo artist must be licensed by Virginia's DPOR and must have completed a minimum of five hours of health education to include but not limited to bloodborne disease, sterilization, and aseptic techniques related to tattooing and first aid and CPR that is acceptable to the board are not required to complete subdivision 5 of this



subsection. All of Marlowe Ink's tattoo artists are in compliance with Virginia's DPOR licensing regulations.

In accordance to local regulations and laws for biohazard disposal, King Street Studios will utilize local services to properly and safely dispose of waste.

The location of interest has available off street parking. Location occupancy will average 12 people.

**Community Involvement and Engagement**

As evidenced by its performance in Fairfax, King Street Studios plans to be an active participant in community events to include Old Town Alexandria's multiple art and cultural exhibits, parades, festivals, and seasonal events.

**USE CHARACTERISTICS**

4. The proposed special use permit request is for *(check one)*:

☒ a new use requiring a special use permit,  
☐ an expansion or change to an existing use without a special use permit,  
☐ an expansion or change to an existing use with a special use permit,  
☐ other. Please describe: \_\_\_\_\_

5. Please describe the capacity of the proposed use:

- A. How many patrons, clients, pupils and other such users do you expect?  
Specify time period (i.e., day, hour, or shift).

Average 20 clients: Sun-Mon 1-8pm, Tue-Thu 1-9pm, Fri-Sat 11am-10pm

- B. How many employees, staff and other personnel do you expect?  
Specify time period (i.e., day, hour, or shift).

4-6 employees: Sun-Mon 1-8pm, Tue-Thu 1-9pm, Fri-Sat 11am-10pm

6. Please describe the proposed hours and days of operation of the proposed use:

Day:

Sunday-Monday

Hours:

1:00 pm-8:00 pm

Tuesday-Thursday

1:00 pm-9:00 pm

Friday-Saturday

11:00 am-10:00 pm

7. Please describe any potential noise emanating from the proposed use.

- A. Describe the noise levels anticipated from all mechanical equipment and patrons.

Tattooing requires the use of a small mechanical device, which emits a very small amount of buzzing sound similar to that of hair clippers. Patrons are typically engaged in one-on-one conversations with the tattoo artist and no more than one person accompanying the client. Music from a single source will be kept at a level that will not disturb our neighbors.

- B. How will the noise be controlled?

The floor manager/receptionist will be responsible for maintaining noise levels (i.e. music and clients in the lobby) at a respectable level so as not to disturb clients getting work done. Each artist will manage their own clients.

8. Describe any potential odors emanating from the proposed use and plans to control them:

No odors are expected.

9. Please provide information regarding trash and litter generated by the use.

- A. What type of trash and garbage will be generated by the use? (i.e. office paper, food wrappers)  
Drawing paper, paper towels, disposable gloves.  
Biohazard needles will be held in approved sharps containers
- B. How much trash and garbage will be generated by the use? (i.e. # of bags or pounds per day or per week)  
7 bags per week (one/day)
- C. How often will trash be collected?  
Trash will be removed from the premises daily and placed in a trash receptacle for weekly pick up by a commercial trash and refuse service. Special procedures for biohazard materials are employed.
- D. How will you prevent littering on the property, streets and nearby properties?  
Staff will be responsible for assessing and maintaining the property throughout the day, remove stray litter and manage street to curb appeal. Additionally, our staff will provide a suitable trash container for public use in the property.

10. Will any hazardous materials, as defined by the state or federal government, be handled, stored, or generated on the property?

☐ Yes. ☒ No.

If yes, provide the name, monthly quantity, and specific disposal method below:

- 11.** Will any organic compounds, for example paint, ink, lacquer thinner, or cleaning or degreasing solvent, be handled, stored, or generated on the property?

☒ Yes.      ☐ No.

If yes, provide the name, monthly quantity, and specific disposal method below:

Inks used are for tattoo purposes only and are not disposed.

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- 12.** What methods are proposed to ensure the safety of nearby residents, employees and patrons? Sanitation of surfaces are employed following every procedure in accordance with local health department requirements.

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## ALCOHOL SALES

- 13.**
- A. Will the proposed use include the sale of beer, wine, or mixed drinks?
- ☐ Yes      ☒ No
- If yes, describe existing (if applicable) and proposed alcohol sales below, including if the ABC license will include on-premises and/or off-premises sales.

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**PARKING AND ACCESS REQUIREMENTS**

14. A. How many parking spaces of each type are provided for the proposed use:

~~6~~ \_\_\_\_\_ Standard spaces  
 \_\_\_\_\_ Compact spaces  
 \_\_\_\_\_ Handicapped accessible spaces.  
 \_\_\_\_\_ Other.

Planning and Zoning Staff Only

Required number of spaces for use per Zoning Ordinance Section 8-200A \_\_\_\_\_

Does the application meet the requirement?

☐ Yes ☐ No

B. Where is required parking located? (check one)

☐ on-site

☒ off-site

If the required parking will be located off-site, where will it be located?

~~Street parking~~ \_\_\_\_\_

**PLEASE NOTE:** Pursuant to Section 8-200 (C) of the Zoning Ordinance, commercial and industrial uses may provide off-site parking within 500 feet of the proposed use, provided that the off-site parking is located on land zoned for commercial or industrial uses. All other uses must provide parking on-site, except that off-street parking may be provided within 300 feet of the use with a special use permit.

C. If a reduction in the required parking is requested, pursuant to Section 8-100 (A) (4) or (5) of the Zoning Ordinance, complete the PARKING REDUCTION SUPPLEMENTAL APPLICATION.

☐ Parking reduction requested; see attached supplemental form

15. Please provide information regarding loading and unloading facilities for the use:

A. How many loading spaces are available for the use? None

Planning and Zoning Staff Only

Required number of loading spaces for use per Zoning Ordinance Section 8-200 \_\_\_\_\_

Does the application meet the requirement?

☐ Yes ☐ No

- B. Where are off-street loading facilities located? King Street and surrounding cross roads
- C. During what hours of the day do you expect loading/unloading operations to occur?  
N/A no loading or unloading during operations.
- D. How frequently are loading/unloading operations expected to occur, per day or per week, as appropriate?  
N/A no loading or unloading during operations.

16. Is street access to the subject property adequate or are any street improvements, such as a new turning lane, necessary to minimize impacts on traffic flow?

Street access to the property is adequate.

## SITE CHARACTERISTICS

17. Will the proposed uses be located in an existing building? ☒ Yes ☐ No
- Do you propose to construct an addition to the building? ☐ Yes ☒ No
- How large will the addition be? \_\_\_\_\_ square feet.

18. What will the total area occupied by the proposed use be?

1300 sq. ft. (existing) + \_\_\_\_\_ sq. ft. (addition if any) = 1300 sq. ft. (total)

19. The proposed use is located in: (check one)

- ☐ a stand alone building
- ☐ a house located in a residential zone
- ☐ a warehouse
- ☐ a shopping center. Please provide name of the center: \_\_\_\_\_
- ☐ an office building. Please provide name of the building: \_\_\_\_\_
- ☒ other. Please describe: Row house in commercial district of King Street

End of Application



REVISED

"Amendment"

SUP # \_\_\_\_\_



## APPLICATION - SUPPLEMENTAL

7-31-15

### PARKING REDUCTION

**Supplemental information to be completed by applicants requesting special use permit approval of a reduction in the required parking pursuant to section 8-100(A)(4) or (5).**

**1. Describe the requested parking reduction.** (e.g. number of spaces, stacked parking, size, off-site location)

This is a request to reduce the required parking spaces from seven (7) to allow the required spaces to be zero (0).

**2. Provide a statement of justification for the proposed parking reduction.**

See attached.

**3. Why is it not feasible to provide the required parking?**

See attached

**4. Will the proposed reduction reduce the number of available parking spaces below the number of existing parking spaces?**

\_\_\_\_ Yes. ☒ No.

**5. If the requested reduction is for more than five parking spaces, the applicant must submit a *Parking Management Plan* which identifies the location and number of parking spaces both on-site and off-site, the availability of on-street parking, any proposed methods of mitigating negative affects of the parking reduction.**

**6. The applicant must also demonstrate that the reduction in parking will not have a negative impact on the surrounding neighborhood.**

# Justification Statement

Parking Reduction Request  
1314 King Street  
Alexandria, Virginia

**REVISED**

Trish McMaugh  
4113 Hamlin Ave,  
Chantilly VA, 20151

June 11, 2015

City of Alexandria  
Department of Planning and Zoning

King Street Studios  
James Marlowe  
10405 Main Street  
Fairfax, Virginia 22030

RE: Parking Reduction Request  
King Street Studios

Dear Sir,

This request is for the required seven parking spaces to be reduced to allow for 3 off-site parking spaces to be provided. The applicant will secure by lease 3 parking spaces directly adjacent to the site. Written contract copy will be provided to the City.

Due to the lack of available parking in the downtown area it is not feasible to provide the full required number of spaces.

The use of public transportation in many different venues are available as these are a few of the resources most used by ALL local businesses and residents in the area. This area has an extraordinary amount of public transportation services provided to the King Street Business Community. This reduction will allow King Street Studios to operate in the same manner as all the surrounding business.

In addition to the public transportation the open to the public street parking will also support this request.

- Metro / at this station – these services are available
- 1900 King Street  
Alexandria, VA 22301



**Parking**  
Daily: \$0.00 all day  
30 short-term metered spots.  
Reserved: None



**Bikes:** There are 34 bike racks and 20 lockers at this station. Bikesharing is available near or at this station. See map.



**Carsharing:** Available at this station. Read more.

**REVISED**



**Bus Maps:** Bus service from this station

- **King Street Trolley ( Free)**
- Free King Street Trolley
- For making your way along historic King Street in the heart of Old Town Alexandria, there's no easier, quicker way than the Free King Street Trolley. With stops every two blocks from the waterfront to the King St - Old Town Metrorail station, the trolleys provide easy on-off access to the more than 180 shops, restaurants and attractions found on Alexandria's main street.

- **Bike Share**

#### **Bikes**

Alexandria was named amongst the "Top Cycling Destinations" in 2013 by Virginia Living magazine, and with our number of bikeshares, rental services and trails, it's easy to see why. Alexandria is dedicated to providing safe and easily accessible routes for cyclists, even those just looking for a quick spin. Whether you're in need of a repair, locks or the perfect place to explore, Alexandria's bike rental facilities will help you get on the road.

Capital Bikeshare puts over 1800+ bicycles at your fingertips. You can choose any of the 200+ stations across Washington, D.C., Arlington, VA, and Alexandria, VA and return it to any station near your destination. Check out a bike for your trip to work, Metro, run errands, go shopping, or visit friends and family. Join Capital Bikeshare for a day, 3 days, a month, a year or try our new daily key option, and have access to our fleet of bikes 24 hours a day, 365 days a year. The first 30 minutes of each trip are free. Each additional 30 minutes incurs an additional fee

- **DASH Bus**

The **Alexandria Transit Company's (ATC)** DASH system provides safe, reliable, and courteous **bus** service within the City of **Alexandria**

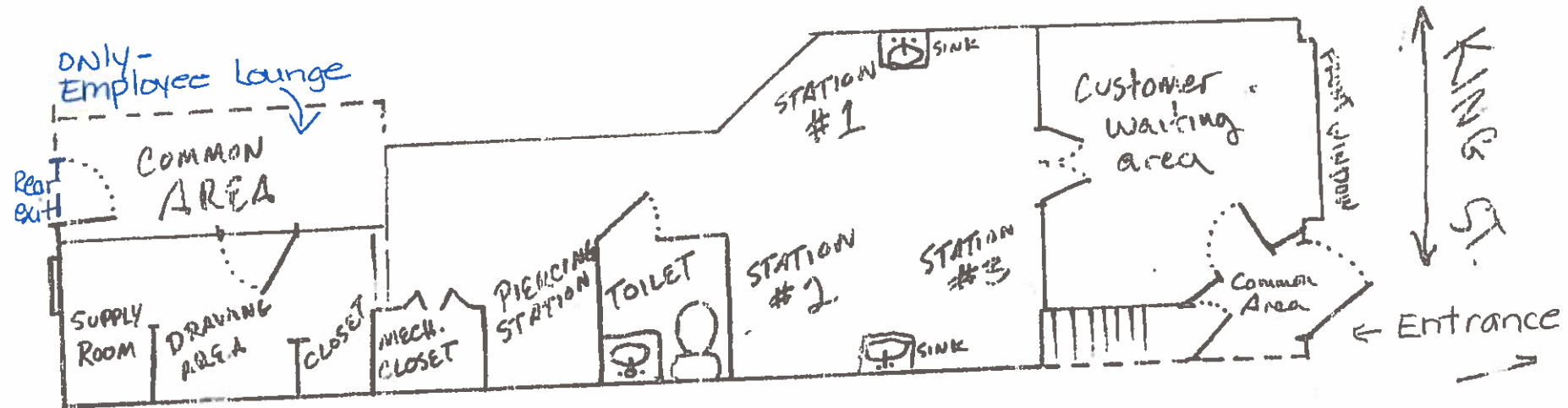
These means of transportation are currently the charm of the downtown and ease of transportation. This business will only add to the ridership of each means.

The reduction will not have a negative impact on any adjacent properties as this is what most of the local business offer as well.

Thank you for your consideration of this parking reduction and anticipate a positive impact that this business will provide to the King Street Business Community.

King Street Studios  
1314 King Street  
James Marlowe  
1300 A

SUP #2015-00063  
1314 King St - Marlowe Ink  
Application Materials  
Submitted: 6/2/2015

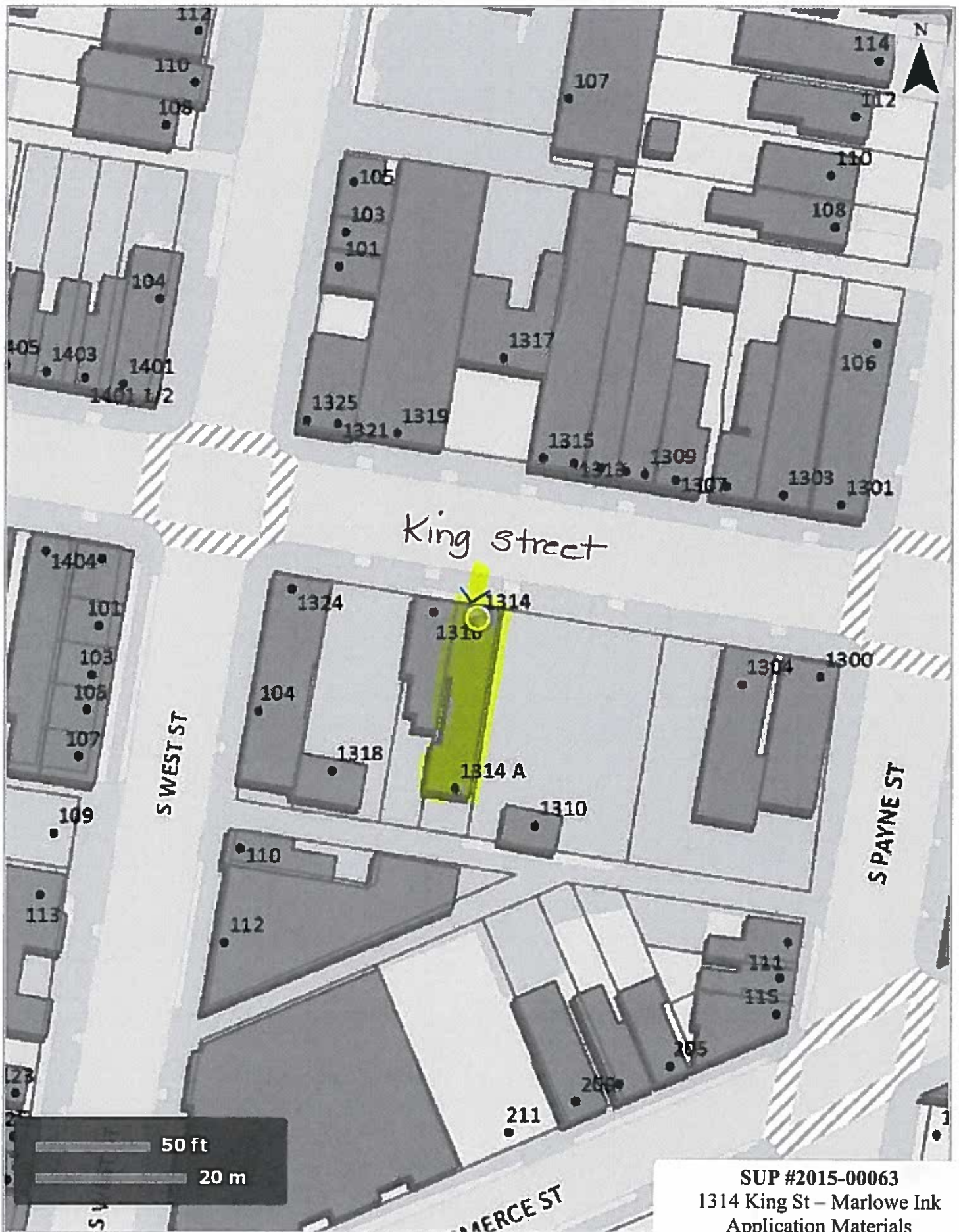


FLOOR PLAN for 1314 KING ST #1

Rear exist employee only.



# 1314 King Street Alexandria, VA 22314



## **Testimonials on behalf of James Marlowe**

### **Fairfax Businesses**

- ☐ The Auld Shebeen  
3971 Chain Bridge Road  
Fairfax, VA 22030
- ☐ The Standard  
10409-C Main Street  
Fairfax, VA 22030
- ☐ The Factory Tees and Vintage Apparel  
10409 Main Street  
Fairfax, VA 22030
- ☐ Mobius Records  
4007 University Drive  
Fairfax, VA 22030

### **Charity & Non-Profit**

- ☐ Stillbrave Childhood Cancer Foundation  
Tom Mitchell, Executive Director
- ☐ The DC Rollergirls  
Adrienne Schreiber, President

### **Marlowe Ink Client**

- ☐ Brion and Heather Biggie



**MBD1, LLC**  
Trading As The Auld Shebeen  
3971 Chain Bridge Road  
Fairfax, VA 22030-3315  
Telephone (703) 293-9600

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May 26th, 2015

Alexandria City Council  
301 King Street #2300  
Alexandria, VA 22314

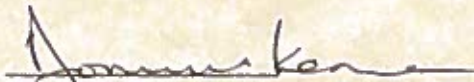
Re: Marlowe Ink

Dear Council Members,

I am one of the owners of The Auld Shebeen Irish Pub & Restaurant located in the City of Fairfax. I understand that Marlowe Ink is looking to open a store in the city and I would like to offer our support in their venture. In our 10 years in business we have had nothing but a great relationship with our neighbor Marlowe Ink. The owners, staff and their customers have been great patrons of ours over the years and have had nothing but a positive impact on our business and the community. We have had the pleasure of hosting their annual "Toys for Tots" fundraiser here at the holidays and with there commitment the event continues to grow!

I honestly believe that the introduction of Marlowe Ink to the City of Alexandria would have nothing but a positive effect on local businesses and your community.

Respectfully yours,



Dominic Keane  
Partner

Alexandria City Council  
301 King Street #2300  
Alexandria, VA 22314

May 30, 2015

Dear Alexandria City Council,

My husband and I recently started a new business in the city of Fairfax called The Standard barbershop. Having never started a personal business before, we had no way of knowing what lay before us but we knew we had found the right place after speaking with several of the local shop owners; and in particular, Marlowe Ink. When we started construction back in December, James and his staff stopped by to check in on us, offered us help, and were genuinely excited to have us as their neighbor. James Marlowe and his entire staff offered an overwhelming amount of support from the very beginning and we were grateful for their overwhelming commitment to our success. They made it a point to introduce themselves to us, introduced us to other local business owners, and took it upon themselves to help market and advertise our barbershop among their own clientele using their social media platform.

This is when I realized that they were more than just a tattoo shop; they were also an invaluable resource for new and upcoming businesses owners. Before establishing our own roots in this city, we slowly came to realize that Marlowe Ink's history and longevity in this town really was the glue that kept these smaller businesses together. James cares about the community and about who comes and goes. As for his business, he takes pride in his craft. They have one of the most beautiful shops I have ever stepped foot in. It's clean, inviting, friendly and professional. The staff reflects James vision and high standards. He has an extensive book of business and his loyal customers reflect the quality of his professionalism.

We believe having an established business such as Marlowe Ink in the Old Town Alexandria area would not only generate more income for the city but also add to the diversity of this community. Bringing people from all walks of life, culture and tradition is what makes an area interesting and exciting.

Marlowe Ink has been instrumental in revitalizing small businesses in the city of Fairfax. They have shown us that no matter what type of industry you are in, it is important to love what you do and at the same time offer value to the community. My husband and I feel that they have paved the way for us and we look to them as THE REAL STANDARD in how to operate a successful business. We are proud to have them as our neighbor.

Sincerely,

Tommy and Wendy Cheung



To: Alexandria City Council  
301 King Street #2300  
Alexandria, VA 22314

From: Stan Darke  
Owner, DMV TEES, The Factory Tees and Vintage Apparel  
10409 Main St.  
Fairfax, VA 22030

Dear Council,

My name is Stan Darke, owner of DMV TEES and The Factory Tees and Vintage Apparel, and I'm writing this letter on behalf of James Marlowe, and Marlowe Ink Tattoo Shop in Fairfax, VA.

I am a fellow business owner and neighbor of James and Marlowe Ink for about 5 years, since 2010, in the Old Town area of Fairfax City. My shop consists of a mix of vintage clothing, original t-shirt designs, and we offer custom screenprinting and embroidery. We were in Burke for 8 years before relocating to the City of Fairfax, at which point we were quickly welcomed by the crew at Marlowe Ink and brought into the Old Town Fairfax community. Marlowe Ink became a client of ours, switching from their prior apparel vendor, in order to keep the business local and support a small neighboring business. We have continued to provide screenprinting services to Marlowe Ink since 2010. They are one of our best local customers and are wonderful neighbors.

For some, the first thought of a "tattoo shop" might give hesitation and skepticism of whether that is a positive or negative for a community. But knowing and experiencing what Marlowe Ink has done to help Fairfax sustain its customer base in the Old Town section of the city, I would strongly encourage that small amount of skepticism to be put to rest. Marlowe Ink has a steady flow of a wide variety of customers- from college students of all ages to retired war veterans. The reputation of the artists at Marlowe Ink brings people from all over to witness the creativity of these talented young men and women.

James and his employees have been very active the growth Old Town Fairfax. Together, we have sustained slow times through a tough economy and seen many small businesses come and go. Fairfax has not (yet) had the growth we would have all hoped for, but because of shops like Marlowe Ink and other successful start ups, more and more stable businesses are coming into town and setting up shop. Now, one can see dozens of people strolling along Main Street, on a weekday afternoon. This was not always the case, but Marlowe Ink has been a driving force in bringing people to the city and helping to rebuild a retail presence in Fairfax.

Working with other local businesses is one of the keys to the rebound in Fairfax, and the folks at Marlowe Ink have been leaders in that arena. Their employees have made it a point to welcome and get to know fellow shop owners, new business owners, and employees of various businesses. As well as lending a helping hand in referring customers to these new shops, they also frequent neighboring businesses and patronize their stores. This helps build a strong business community.

As we, ourselves, contemplate growing our business and have explored the idea of opening a second shop (possibly in Old Town Alexandria), I am excited and encouraged that James Marlowe and his staff recognizes the potential of growth by expanding into your historic city. From someone who spends 1-2 evenings a week in Old Town Alexandria, shopping and dining at some of the fine spots along King Street and Union Street, I appreciate the fact that Marlowe Ink hopes to bring even more diversity to the area with their beautiful art gallery and custom work. I am confident it will be a strong focus of upper King Street and will bring even more creative and unique establishments to that section of Old Town. I hope your council takes the time to get to know this warm group of people and help support Marlowe Ink in growing their small business. I can assure you that they will be a positive addition to the community. If you have any questions or comments, please feel free to contact me by email or at the phone number below, and thank you for taking the time to read this letter.

Sincerely,

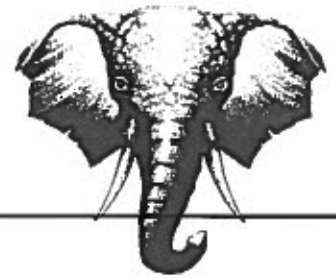


Stan Darke

# MOBIUS RECORDS

4007 University Drive    Fairfax, VA 22030    703-865-0039

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June 1, 2015

Alexandria City Council

301 King Street # 2300

Alexandria, VA 22314

To Whom It May Concern,

I am writing this letter as a reference for James Marlowe. I am the owner of Mobius Records in Fairfax City which is around the corner from Marlowe Ink. Not only am I a fellow Fairfax City business owner, I am a personal friend of James. I first met James in 2001 when he became my tattoo artist. I had heard about James' talent and was excited to work with him. During that appointment, I was impressed by James' honesty, professionalism and courtesy. He was easy to get along with and was excited about my tattoo. Since then, we have become friends and I look forward to all of my tattoo appointments with him. He is a positive and encouraging person who has become an important part of my life and my family's life. As a father, I want my children to be surrounded by people who will be a positive influence on them and James is just that. When I decided to open my business in Fairfax City, James was my biggest supporter. He not only encouraged me to open the business, he gave me advice and helped me along the way. He was interested in developing a positive and welcoming environment in Fairfax City. He saw the potential in developing an artist community in Fairfax City and knew that a partnership within the local businesses would help to develop a community feel and bring business to the area.

As one of the first local business in our artist- community, he and Marlowe Ink are the backbone of the community that is being developed in Fairfax City. He has supported my business as well as other small businesses in the area. One of the ways that he supports us, is by being an example of a successful small business. Marlowe Ink is a perfect example of a welcoming and professional business with a clean environment and friendly customer service. Customers feel welcome as soon as they enter Marlowe Ink regardless if it is the first visit or one of many. James has put together a staff of courteous, friendly and professional people who have developed a tattoo shop that showcases the artistry of tattoos in a positive way. They work well as a team to support each other and protect the positive reputation that James has worked hard to develop. The customers at Marlowe Ink have done their research and have chosen the shop with a strong reputation for courteous and quality artists.

Any business that James brings to the city of Alexandria would be a great addition to the city. He would not only better the neighborhood by bringing in a business that helps to develop a sense of community, but he would bring in educated clients and draw in a new, expanded demographic to the city of Alexandria which would definitely increase revenue in the city. He would also work with neighboring businesses to help to develop a sense of community and a place that will draw people to the area. He understands the importance of working with other businesses in order to be successful. The city of Alexandria will be improved with the addition of Marlowe Ink. Please contact me with any questions.

Dempsey Hamilton

Owner- Mobius Records



June 1, 2015

Dear,  
Alexandria City Council  
301 King Street #2300  
Alexandria, VA 22314

My name is Tom Mitchell I am the Executive Director of the Stillbrave Childhood Cancer Foundation based here in the Washington D.C. Metro area. I am writing today in regards to Mr. James Marlowe and his business, Marlowe Ink Tattoo. I have had the honor of being in relationship with Mr. Marlowe both on a personal and a business level for going on 30 years now. While there is much favorable history between us over the course of so many years I feel it more important to speak to you directly about his character as it relates to our relationship today.

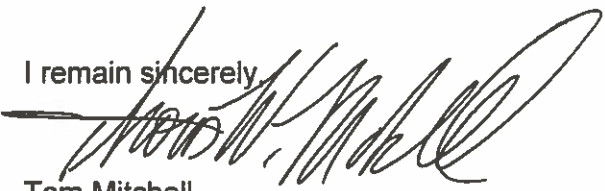
My organization is a community based foundation that provides non-medical supportive care to children with cancer and their families primarily in the D.C., Maryland and Virginia area, although we have a growing outreach into the Philadelphia and NYC areas as well. Marlowe Ink Tattoo have been, and continue to be, huge financial supporters of Stillbrave sponsoring most if not all of our events in one fashion or another. Most recently we put on a benefit at Nats Park in D.C. for several hundred families of children with cancer. Mr. Marlowe and his tattoo studio sponsored our "kids area" providing moon bounces, facepainters, games and more. Often, of their own accord, they have in-shop fundraisers such as t-shirts sales with all proceeds going to benefit Stillbrave.

On sadder occasions they have provided memorial tattoos free of charge to our families whose children have lost their battles to childhood cancer. The parents feel a connection through their tattoos that keep their children's memory alive. In addition Marlowe Ink has opened their doors to us and allowed us to film Public Service Announcements in their studio to further our advocacy and outreach.

In conclusion I would like to leave you with this, if I were going to allow a tattoo studio to do business in Old Town Alexandria I would choose James Marlowe to be the one to run it. His level of professionalism and his commitment to the community we ALL serve is very sound. His conviction to his community based business model are second to none. He would bring much to the table and your community would be strengthened by his presence.

Please feel free to contact me if I can be of further assistance.

I remain sincerely,



Tom Mitchell  
Executive Director  
Stillbrave Childhood Cancer Foundation  
[tom.mitchell@stillbrave.org](mailto:tom.mitchell@stillbrave.org)  
703-250-8777



★ ★ ★ *In Derby We Trust*  
**DC ROLLERGIRLS**

To:  
Alexandria City Council  
301 King Street #2300  
Alexandria, VA 22314

From:  
DC RollerGirls  
PO Box 75033  
Washington, DC 20013

Dear Alexandria City Council,

My name is Adrienne Schreiber and I am the President of DC RollerGirls, the DC area's premier flat track roller derby league. Founded in 2006, we are about to celebrate our tenth season anniversary. Our mission is to promote athleticism, the physical and mental strength of our members and associates, and the independence of our athletes. The league is a 501(c)(3) non-profit, run entirely by our volunteer members.

Collectively, our voice is powerful. As one of the earliest organizational affiliates of the Women's Flat Track Derby Association, roller derby has exploded, not just in DC, but globally in just one decade to include over 4000 leagues around the world, an extraordinarily competitive game, and two World Cups that included teams from 30 different countries on six continents.

We run every aspect of our league, utilizing the skills and expertise of our membership. Our graphic artists create promotional materials and advertisements. Our event planners host games around the DC Metro Area, bringing in as many as 2500 fans to watch and cheer. The legal team negotiates contracts and reviews compliance. We have women whose public relations and journalist backgrounds underscore our media and publicity outreach. Fitness and health professionals help guide and grow our athletic training and new member skills. Our backgrounds and professional foci are incredibly diverse, from former couch potatoes to seasoned athletes, and from stay-at-home-moms to corporate presidents and business owners. We put the enormous amounts of education and expertise to work for the betterment of our league and our community, not only keeping our own business running, but also giving back over \$20,000 and hundreds of volunteer hours to our partner organizations. And a very large number of these women? They have tattoos.

DC RollerGirls has had a stalwart supporter in Marlowe Ink for several years now. Marlowe Ink has contributed over \$3,000 in sponsorship to the league, including significant cross-promotion on social media and vendor tables at our games. We are committed to supporting those who support us, and for this reason, I offer my endorsement of Marlowe Ink's petition to open a new location in Alexandria. Every single one of Marlowe Ink's tattoo artists and jewelry professionals has worked with skaters from DC RollerGirls. Our members and associates spend their money wisely. We choose to support businesses that we strongly believe drive our community forward. We utilize the spending power of our dollars and put our money towards the goods, services, and yes, tattoo shops, that we recommend wholeheartedly.

We choose to participate in a sport that does not receive huge fanfare (yet!). We play the game because we love it. We run our business with seasoned professionalism and strategic drive. We support our community and are excited to continue to patronize such an excellent addition to the business district. Marlowe Ink will expand the demographic and targeted market of the area, bringing in increased revenue, in addition to increasing foot traffic and appeal as they are already an engaged and community-minded shop. Alexandria is a beautiful location - indeed the locale for several roller derby weddings to date! - and we look forward to Old Town's first tattoo shop. Staffed by incredibly caring and professional artists, Marlowe Ink will continue to add value and charm in our community.

Please don't hesitate to contact me with any further questions you may have.

In partnership,

Adrienne F. Schreiber  
President, DC RollerGirls



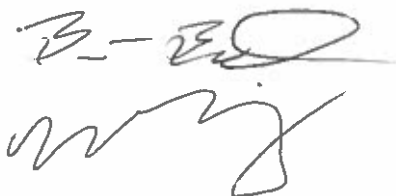
To whom it may concern,

The City of Alexandria is willing to hear the case for Marlowe Ink to expand into Old Town and we couldn't think of a better business to join the city's community. My wife and I have been getting tattoos from Marlowe Ink for the past three years. As prior military, federal contractors currently working in the Northern Virginia area, we are typically held to a high degree of professionalism and standards; therefore when we decided it was time to start our tattoos, Marlowe Ink was the clear choice. The reason that choice was made so clear was due to the outstanding professionalism and talent maintained by the artists and management. Their work, the shop and the manner in which they conduct themselves are of the highest quality and we could not be happier in our choice of tattoo shops.

Over the years it has surprised us how many people we work with that have also chosen Marlowe Ink as their primary shop for tattoos, which speaks to the quality and professionalism of Marlowe Ink. Old Town is a wonderful part of Alexandria and to us it seems like a natural fit to incorporate Marlowe Ink into the community. We look forward to visiting Marlowe Ink's new location in Old Town in the future!

Respectfully,

Brion & Heather Biggie

The image shows two handwritten signatures in black ink. The top signature is a stylized, cursive 'B' followed by a horizontal line and another stylized 'B'. The bottom signature is a more fluid, cursive signature that appears to be 'H. Biggie'.

## King Street Studios Petition



Tattoos have long been a hobby for some, and with the recent proliferation of tattoo-related television shows, interest in them is broadening. Today, more than 45 million Americans have at least one tattoo.

Leading researchers conclude that tattoos have become something of a trademark for Millennials—a recent Pew Research Center study showed that 40 percent of adult Americans age 18-29 have between 1-6 permanent ink tattoos. Annual spending on tattoos in the US is \$1,650,500,000, with the cost of a large tattoo averaging [nationally] \$150/hour. [Statistics are based on April 2015 research by the Pew Research Center.]

With an increasing number of adults getting tattoos, this permanent body art is becoming more accepted—fewer people think it is related to deviant behavior, as still can be the perception among older generations. The negative stigma once associated with people who have tattoos is on the decline. The evolving positive associations with tattoos are projected to continue to rise and the trend to get tattooed will increase. We believe this is good for Alexandria's King Street.

Therefore, We, the undersigned supporters of this petition, ask Alexandria City Council to approve the request for Special Use Permit to James Marlowe, proprietor of King Street Studio, to be located at 1314 King Street, Alexandria, VA, 22314.

# King Street Studios

## Business Plan

June 2015

James Marlowe, Owner

10405 Main Street

Fairfax, VA 22030

703-383-0699

marloweink@gmail.com

## Table of Contents

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2. Company Description.....	6
3. Market Research.....	7
4. Product/Service Line.....	10
5. Marketing & Sales.....	12
6. Financial Projections.....	13

## **1. EXECUTIVE SUMMARY**

### **1.1 Product**

King Street Studios will provide introductory, basic and full tattoos in addition to body piercings.

Introductory tattoos are for those who are new to tattoos. They are basic, small designs by the artists or standard public-domain designs. Custom designs cannot be provided as an introductory tattoo. These tattoos can generally be finished in 45 minutes and with a minimum amount of consultation with the client.

Basic tattoos offer some consultation with the client, a wider number of colors, and about an hour of work with an artist.

Full sessions allow creative freedom for the artist to create customization of a design or an original design for a customer. Full session customers generally sit for a minimum of 2 or more hours per tattoo.

Body piercings are performed with a single use, sterilized piercing needle without anesthesia. Jewelry inserted will be sterilized and single use, non-returnable, and of the highest quality materials.

All piercing and tattoo needles are single use and disposed of in an appropriate sharps/medical waste containers. All tattoo supplies are single use and disposable. All jewelry and instruments used for piercings are properly sterilized and disinfected in an autoclave prior to use. Our autoclave is maintained and serviced on a monthly schedule with spore tests run by an independent laboratory to ensure that our equipment meets the highest standards and in proper working order.

King Street Studios will also sell branded products in the store with designs created by the shop's tattoo artists. These can include t-shirts, hoodies, bags, caps, posters, and potentially other items. Aftercare products, brought to you by H2Ocean, will be available for purchase. This brand specializes in

developing natural products that aide in the safe and effective healing of tattoos and piercings without harmful chemicals.

## **1.2 Customers**

A fall 2006 survey by the Pew Research Center found that 36% of Americans aged 18 to 25, and 40% of those ages 26 to 40, have at least one tattoo.

According to a March 2014 Fox News survey, the number of Americans reporting they have two or more tattoos has nearly doubled in the last seven years: 14 percent today, up from 8 percent in 2007. People under age 45 are twice as likely as those 45 and over to have one (31 percent vs. 14 percent). A third of those under age 30 have a tattoo (34 percent). One in five in this age group has three or more (19 percent).

Nearly half of women under age 35 have gotten tattooed, almost double their male counterparts (47 percent vs. 25 percent). It's the reverse among those 65 and over: three times as many senior men as women have a tattoo (14 percent vs. 4 percent).

By a 58-32 percent margin, voters say "no" when asked the simple question: Do you like tattoos? Yet 55 percent of those under age 35 say "yes." That rises to 64 percent for women under 35. 36 percent of the military veterans and those currently serving in the armed forces have at least one tattoo. That's double the number for those who haven't served (18 percent).

Tattooed Americans: Men (21 percent), women (22 percent), whites (21 percent), blacks (21 percent), Democrats (24 percent), independents (21 percent), Republicans (19 percent) and white evangelical Christians (18 percent).

## **1.3 What Drives Us**

Raise the standards of tattooing in Northern Virginia. Educate the public about tattoos so they can make the best choices to fit their personal desires. King Street Studios' goal is to provide a pleasing and high quality body art experience, whether it's for the first time client or a seasoned collector, our expertise and vision will appeal to many generations.

We are community based. As a collective group of artists, we pull inspiration and creativity from our environment, always striving to put the best product and service forward. Our level of commitment and dedication to body art and body modification paves the way for future generations looking to embrace their individuality through tattoos and piercings.

## **2. COMPANY DESCRIPTION**

### **2.1 Mission Statement**

Provide safe, creative, professional tattoo art for customers in the Alexandria area of Northern Virginia through both tattoos and other products featuring art by the shop's tattoo artists.

### **2.2 Principal Members**

James Marlowe, Proprietor

Daniel Zelsman, Tattoo Artist

Kim, Business Manager

### **2.3 Legal Structure**

Virginia LLC



### **3. MARKET RESEARCH**

#### **3.1 Industry**

According to Tattoo Artists Market Research Report, tattoos are a \$3 billion industry with an annual growth rate of 2.9% employing more than 17,000 people within the United States.

The Tattoo Artists industry has a moderate level of capital intensity. In 2014, for every dollar spent on labor, the industry incurs an estimated \$0.15 in capital expenditures. Similar to many service oriented sectors, tattoo parlors are human capital-intensive in many aspects of their operations, including the designing and applying of tattoos, as well as providing aftercare tattoo services.

As a result, wages are expected to comprise 19.1% of industry revenue in 2014, which has steadily increased over the past five years, in line with many tattoo parlors hiring more part-time workers on a project-by-project basis.

#### **3.2 Customers**

A fall 2006 survey by the Pew Research Center found that 36% of Americans aged 18 to 25, and 40% of those ages 26 to 40, have at least one tattoo.

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Tattooed Americans: Men (21 percent), women (22 percent), whites (21 percent), blacks (21 percent), Democrats (24 percent), independents (21 percent), Republicans (19 percent) and white evangelical Christians (18 percent).

### **3.3 Competitors**

The majority of companies operate just one establishment. Companies compete through word-of-mouth recommendation and advertising. Since there are a large number of tattoo parlors in the United States, companies can compete by locating in areas with a large amount of pedestrian traffic. Demand for these services is dependent on per capita disposable income, as well as changing consumer attitudes towards tattooing.

### **3.4 Competitive Advantage**

Marlowe Ink benefits from a 10-year history and sound reputation as a high-end custom tattoo shop on Main Street in Fairfax, Virginia. It is highly respected by the tattoo community as well as the business community.

### **3.5 Regulations**

**18 VAC 41-50-80. Tattoo parlor, limited term tattoo parlor, or permanent cosmetic tattoo salon license.**

A. Any individual wishing to operate a tattoo parlor, limited term tattoo parlor, or permanent cosmetic tattoo salon shall obtain a tattoo parlor license, limited term tattoo parlor license, or permanent cosmetic tattoo salon license in compliance with § 54.1-704.1 of the Code of Virginia.

B. A tattoo parlor license, limited term tattoo parlor license, or permanent cosmetic tattoo salon license shall not be transferable and shall bear the same name and address of the business. Any changes in the name, address, or ownership of the parlor or salon shall be reported to the board in writing within 30 days of such changes. New owners shall be responsible for reporting such changes in writing to the board within 30 days of the changes.

C. In the event of a closing of a tattoo parlor or permanent cosmetic tattoo salon, the board must be notified by the owners in writing within 30 days of the closing, and the license must be returned by the owners to the board.

D. Any individual wishing to operate a tattoo parlor in a temporary location must have a tattoo parlor license or limited term tattoo parlor license issued by the board.

E. A limited term tattoo parlor license is effective for five consecutive days prior to the expiration date.

F. A person or entity may obtain a maximum of five limited term tattoo parlor licenses within a calendar year.

G. A person or entity may obtain a maximum of two limited term tattoo parlor licenses within a 30 consecutive days time period. Each tattoo artist must be licensed Virginia's DPOR and must have completed a minimum of five hours of health education to include but not limited to bloodborne disease, sterilization, and aseptic techniques related to tattooing and first aid and CPR that is acceptable to the board are not required to complete subdivision 5 of this subsection.

## **4. PRODUCT/SERVICE LINE**

### **4.1 Product or Service**

King Street Studios will provide introductory, basic and full tattoos in addition to body piercings.

Introductory tattoos are for those who are new to tattoos. They are basic, small designs by the artists or standard public-domain designs. Custom designs cannot be provided as an introductory tattoo. These tattoos can generally be finished in 45 minutes and with a minimum amount of consultation with the client.

Basic tattoos offer some consultation with the client, a wider number of colors, and about an hour of work with an artist.

Full sessions allow creative freedom for the artist to create customization of a design or an original design for a customer. Full session customers generally sit for a minimum of 2 or more hours per tattoo.

Body piercings are performed with a single use, sterilized piercing needle without anesthesia. Jewelry inserted will be sterilized and single use, non-returnable, and of the highest quality materials.

All piercing and tattoo needles are single use and disposed of in an appropriate sharps/medical waste containers. All tattoo supplies are single use and disposable. All jewelry and instruments used for piercings are properly sterilized and disinfected in an autoclave prior to use. Our autoclave is maintained and serviced on a monthly schedule with spore tests run by an independent laboratory to ensure that our equipment meets the highest standards and in proper working order.

King Street Studios will also sell branded products in the store with designs created by the shop's tattoo artists. These can include t-shirts, hoodies, bags, caps, posters, and potentially other items. Aftercare products, brought to you

by H2Ocean, will be available for purchase. This brand specializes in developing natural products that aide in the safe and effective healing of tattoos and piercings without harmful chemicals.

#### **4.2 Pricing Structure**

Tattoo services are priced at \$180/hour

#### **4.3 Product/Service Life Cycle**

N/A

#### **4.4 Intellectual Property Rights**

N/A

#### **4.5 Research & Development**

N/A

## **5. MARKETING & SALES**

### **5.1 Growth Strategy**

Make the experience one that consistently emphasizes the health and care of customers to ensure the safety of the clients, employees, and the business. Work with talented and experienced artists who are encouraged to express their talent, originality, creativity and signature style.

Securing a rotation of nationally and internationally known tattoo artists to do guest spots will put our studio on the map for traveling talent. Hosting tattoo artists with varying styles increases the demand and popularity of our location. Creating a roster of well known professionals in the Tattoo Industry drives interest and brings attention to the local economy.

### **5.2 Communication**

Traditional and digital marketing strategies to include but not limited to social media, direct text messaging, earned media, advertising, local canvassing, website promotions, word-of-mouth, referrals.

### **5.3 Prospects**

Encourage repeat customers to return and bring potential new clients from their networks.

## 6. FINANCIAL PROJECTIONS

### 6.1 Revenue and Expense Projections

	1/1/16-12/31/16	1/1/17-12/31/17	1/1/18-12/31/18
<b>INCOME</b>			
Income-Piercing	\$42,000	\$48,000	\$53,000
Income-Tattooing	\$216,000	\$240,000	\$260,000
<b>Income Totals</b>	<b>\$258,000</b>	<b>\$288,000</b>	<b>\$313,000</b>
<b>EXPENSES</b>			
Rent	\$51,000	\$53,000	\$55,000
Subcontractors	\$103,000	\$108,000	\$113,000
Payroll	\$27,000	\$29,000	\$31,000
Bank/Credit card fees	\$450	\$480	\$500
Insurance	\$8,500	\$8,800	\$9,000
Licenses and Taxes	\$8,200	\$8,500	\$8,800
Telephone	\$3,600	\$3,800	\$4,000
Utilities	\$6,000	\$6,200	\$6,300
Operating Supplies	\$18,000	\$20,000	\$23,000
Equipment purchases	\$2000	\$2200	\$2500
<b>Expense Totals</b>	<b>\$227,750</b>	<b>\$239,980</b>	<b>\$253,100</b>
<b>Net Profits</b>	<b>\$30,250</b>	<b>\$48,020</b>	<b>\$59,900</b>

## **6.2 Assumptions for Profit and Loss Projections**

Assumptions include profits from sales generated by 1 full time receptionist, 2 full time independently contracted tattoo artists and 1 full time independently contracted piercer, plus an occasional guest tattoo artist.

## **6.3 Assumptions for Cash Flow Analysis**

Assumptions are based on a three-year lease at King Street Studios.



1	Name	City	State	Postal Code	Country	Signed On
2	james marlowe	fairfax	Virginia		United States	5/27/2015
3	Elaine Selfridge	Dillwyn	Virginia	23936	United States	5/27/2015
4	Diana Dawa	Springfield	Virginia	22150	United States	5/27/2015
5	Stephanie Guiton	Burke	Virginia	22015	United States	5/27/2015
6	Brenda Heine	Fairfax	Virginia	22033	United States	5/27/2015
7	Stephanie Wenzell	Fairfax	Virginia	22033	United States	5/27/2015
8	Elizabeth Shipp	Alexandria	Virginia	22306	United States	5/27/2015
9	Karen Weishampel	Springfield	Virginia	22152	United States	5/27/2015
10	elizabeth carroll	The Plains	Virginia	20198	United States	5/27/2015
11	Penny Donas-Mozin	Alexandria	Virginia	22312	United States	5/27/2015
12	Heather Venable	Alexandria	Virginia	22309	United States	5/27/2015
13	Christine McGee	Chantilly	Virginia	20152	United States	5/27/2015
14	Tiffany Bruce	Gainesville	Virginia	20155	United States	5/27/2015
15	Alice Prael	Greenbelt	Maryland	20770	United States	5/27/2015
16	meaghan hudson	Arlington	Virginia	22204	United States	5/27/2015
17	Michelle Zelsman	Alexandria	Virginia	22307	United States	5/27/2015
18	ken wilson	Dumfries	Virginia	22025	United States	5/27/2015
19	Chad Brown	Reston	Virginia	20191	United States	5/27/2015
20	Kellyn Hoffman	Washington	District of Columbi	20010	United States	5/27/2015
21	Dennis Fleming	Rockville	Maryland	20851	United States	5/27/2015
22	MaryAnn Vega	Woodbridge	Virginia	22193	United States	5/27/2015
23	Michelle clark	Fairfax	Virginia	22030	United States	5/27/2015
24	Jessica Lawter	Woodbridge	Virginia	22193	United States	5/27/2015
25	Joshua Holderness	Fairfax	Virginia	22030	United States	5/27/2015
26	Toni Hitchcock	Culpeper	Virginia	22701	United States	5/27/2015
27	Celia Shortley	Arlington	Virginia	22204	United States	5/27/2015
28	Kristen Hayes	Alexandria	Virginia	22314	United States	5/27/2015
29	Patrick Johnston	Alexandria	Virginia	22309	United States	5/27/2015
30	Andrew Hctor	Cincinnati	Ohio	45233	United States	5/27/2015
31	Matthew Tewksbury	Falls Church	Virginia	22046	United States	5/27/2015
32	Sherry Keen	Fredericksburg	Virginia	22405	United States	5/27/2015
33	Erika Huff	Stafford	Virginia	22554	United States	5/27/2015
34	John Burton	Sterling	Virginia	20164	United States	5/27/2015
35	Christy Chason	Arlington	Virginia	22202	United States	5/27/2015
36	Amy Carter	Valdosta	Georgia	31602	United States	5/27/2015
37	susan diggs	Virginia Beach	Virginia	23462	United States	5/27/2015
38	Nathan Solloway	Alexandria	Virginia	22307	United States	5/27/2015
39	Nicholas Flom	Centreville	Virginia	20121	United States	5/27/2015
40	Carol Howard	Burke	Virginia	22015	United States	5/27/2015
41	James Lavelle	Arlington	Virginia	22202	United States	5/27/2015
42	Justin Beverage	Fairfax	Virginia	22033	United States	5/27/2015
43	TITI HOANG	Alexandria	Virginia	22310	United States	5/27/2015
44	Alex Luna	fairfax	Virginia	22031	United States	5/27/2015
45	Faith Little	Middletown	Ohio	45044	United States	5/27/2015
46	Josh Breen	Reston	Virginia	20190	United States	5/27/2015
47	Stuart Caban-Siegel	Walden	New York	12586	United States	5/27/2015

48	Logan Tenney	Sterling	Virginia	20164	United States	5/27/2015
49	John Richard Young	East Norriton Townsh	Pennsylvania	19401-1531	United States	5/27/2015
50	Anya Gladun	Washington	District of Columbi	20001	United States	5/27/2015
51	Joel Van Goor	New Orleans	Louisiana	70116	United States	5/27/2015
52	chrissy fauls	Manassas	Virginia	20109	United States	5/27/2015
53	Justin McGovern	Springfield	Virginia	22151	United States	5/27/2015
54	Jeffrey Scott	Reston	Virginia	20190	United States	5/27/2015
55	Karen nestlerode	Alexandria	Virginia	22310	United States	5/27/2015
56	Jacqueline Griggs	Shelton	Washington	98584	United States	5/27/2015
57	Stefan kozemchak	Fairfax	Virginia	22033	United States	5/27/2015
58	Erica Emery	Marshall	Virginia	20115	United States	5/27/2015
59	Stephanie Bui	Chippendale	Virginia	22123	United States	5/27/2015
60	Jessica Kallista	Fairfax	Virginia	22030	United States	5/27/2015
61	Ellen DeMucci	Stafford	Virginia	22554	United States	5/27/2015
62	David DeVon	Waldorf	Maryland	20602	United States	5/27/2015
63	Shea Eastridge	Fairfax	Virginia	22030	United States	5/27/2015
64	Amanda Todd	Centreville	Virginia	20120	United States	5/27/2015
65	Jamie DeSimone	Annandale	Virginia	22003	United States	5/27/2015
66	JC Charles	Alexandria	Virginia	22302	United States	5/27/2015
67	Courtney McLain	Colorado Springs	Colorado	80903	United States	5/27/2015
68	Kathleen Bowman	Manassas	Virginia	20111	United States	5/27/2015
69	Jean santa Maria	Savannah	Georgia	31405	United States	5/27/2015
70	James Morris	Aldie	Virginia	20105	United States	5/27/2015
71	Christina Mitton	Vienna	Virginia	22181	United States	5/27/2015
72	Meredith Quinn	Fairfax	Virginia	22033	United States	5/27/2015
73	Juliet Purll	Arlington	Virginia	22201	United States	5/27/2015
74	Larry Clark	Beaverton	Oregon	97007	United States	5/27/2015
75	olga Neizvestnaya	Herndon	Virginia	20170	United States	5/27/2015
76	Harjas Singh	Bay Shore	New York	11706	United States	5/27/2015
77	Armando Solano	Gainesville	Virginia	20155	United States	5/27/2015
78	John Ugis	Arlington	Virginia	22204	United States	5/27/2015
79	Laura Berlin	Falls Church	Virginia	22044	United States	5/27/2015
80	Scott sketo	Stafford	Virginia	22554	United States	5/27/2015
81	suzanne watts	Alexandria	Virginia	22311	United States	5/27/2015
82	Danielle Hunt	Washington	District of Columbi	20018	United States	5/27/2015
83	Kelsey Hart	Alexandria	Virginia	22315	United States	5/27/2015
84	Gabriel worden	White Plains	Maryland	20695	United States	5/27/2015
85	Michael Kohrt	Alexandria	Virginia	22314	United States	5/27/2015
86	Antonia Nagle	Reston	Virginia	20191	United States	5/27/2015
87	Rachel kelly	Centreville	Virginia	20121	United States	5/27/2015
88	Michelle Toney	Alexandria	Virginia	22301	United States	5/27/2015
89	David Richards	Alexandria	Virginia	22306	United States	5/27/2015
90	Helen Kaufmann	San Diego	California	92122	United States	5/27/2015
91	Jennie Ritt	Dumfries	Virginia	22025	United States	5/27/2015
92	Loyd Coonrod	Alexandria	Virginia	22303	United States	5/27/2015
93	Jean Beard	fairfax	Virginia	22030	United States	5/27/2015
94	Margaret harris	Alexandria	Virginia	22308	United States	5/27/2015

95	Tom Robinson	Alexandria	Virginia	22314 United States	5/27/2015
96	Ed park	Springfield	Virginia	22152 United States	5/27/2015
97	Kelley Milligan	Fairfax	Virginia	22030 United States	5/28/2015
98	Tim fontaine	McLean	Virginia	22102 United States	5/28/2015
99	Jennifer Cowser	Alexandria	Virginia	22306 United States	5/28/2015
100	Kari Kilcullen	Clifton	Virginia	20124 United States	5/28/2015
101	Bobby Ferguson	Manassas	Virginia	20110 United States	5/28/2015
102	Lisa Knott	Arlington	Virginia	22204 United States	5/28/2015
103	john siske	Manassas	Virginia	20111 United States	5/28/2015
104	Rebecca Abel	Burke	Virginia	22015 United States	5/28/2015
105	Kury Cobham	Washington	District of Columbi	20010 United States	5/28/2015
106	Allison Swanberg	McLean	Virginia	22102 United States	5/28/2015
107	Rick Trevino	Manassas	Virginia	20111 United States	5/28/2015
108	Bryan Williams	Lovettsville	Virginia	20180 United States	5/28/2015
109	Shannon McLendon	Centreville	Virginia	20120 United States	5/28/2015
110	Jay Prescott	Springfield	Virginia	22150 United States	5/28/2015
111	brad quasebarth	Alexandria	Virginia	22308 United States	5/28/2015
112	Michele Pevahouse	Wardensville	West Virginia	26851 United States	5/28/2015
113	Erich Heider	Jamesburg	New Jersey	8831 United States	5/28/2015
114	Cindy Lanham	Alexandria	Virginia	22315 United States	5/28/2015
115	Matthew Hill	Reston	Virginia	20190 United States	5/28/2015
116	Rula Mufto	Ashburn	Virginia	20147 United States	5/28/2015
117	Amy Flynt	Alexandria	Virginia	22302 United States	5/28/2015
118	Amreen Dhindsa	McLean	Virginia	22102 United States	5/28/2015
119	Charlie Zachmann	Leesburg	Virginia	20176 United States	5/28/2015
120	Pete Montacute	Vienna	Virginia	22182 United States	5/28/2015
121	Charity Ave	Alexandria	Virginia	22314 United States	5/28/2015
122	eloisanne bruce	Great Mills	Maryland	20634 United States	5/28/2015
123	Bruce Prescott	Round Rock	Texas	78665 United States	5/28/2015
124	susan Bruce	Round Rock	Texas	78665 United States	5/28/2015
125	Ashley Carter	Ponte Vedra Beach	Florida	32082 United States	5/28/2015
126	julie bossinger	Burbank	California	91501 United States	5/28/2015
127	Joshua Liotta	Stephenson	Virginia	22656 United States	5/28/2015
128	Amanda Norton	Vienna	Virginia	22180 United States	5/28/2015
129	Mike Pendlebury	Reston	Virginia	20191 United States	5/28/2015
130	Mickey Chagnon	Hyattsville	Maryland	20785 United States	5/28/2015
131	Pat McMahan	Alexandria	Virginia	22314 United States	5/28/2015
132	Bernadette Brazil	Burke	Virginia	22015 United States	5/28/2015
133	John A	Fairfax	Virginia	22032 United States	5/28/2015
134	Angela Wall	Lorton	Virginia	22079 United States	5/28/2015
135	Jovana Pellerito	Alexandria	Virginia	22314 United States	5/28/2015
136	Taylor Hanson	Lorton	Virginia	22079 United States	5/28/2015
137	Bonnie Tudor	Springfield	Virginia	22152 United States	5/28/2015
138	john wren	Fairfax	Virginia	22032 United States	5/28/2015
139	Anna Pelot	Reston	Virginia	20190 United States	5/28/2015
140	D.J. Donahue	Alexandria	Virginia	22304 United States	5/28/2015
141	Dakota Averill	Fairfax	Virginia	22030 United States	5/28/2015

142	Patrick Walsh	Annandale	Virginia	22003	United States	5/28/2015
143	Allison Lynskey	Fairfax	Virginia	22033	United States	5/28/2015
144	Michael Allan	Fairfax	Virginia	22033	United States	5/28/2015
145	Ashley Badgley	Washington	District of Columbi	20017	United States	5/28/2015
146	Jennifer Hall	Greenbelt	Maryland	20770	United States	5/28/2015
147	Jennifer Bateman	Arlington	Virginia	22203	United States	5/28/2015
148	Scott White	Herndon	Virginia	20171	United States	5/28/2015
149	Christopher William	Springfield	Virginia	22150	United States	5/28/2015
150	Jacob Jay	Washington	District of Columbi	20012	United States	5/28/2015
151	lindsay martin	McLean	Virginia	22102	United States	5/28/2015
152	Laura W	Springfield	Virginia	22153	United States	5/28/2015
153	Dempsey Hamilton	Fairfax	Virginia	22030	United States	5/28/2015
154	Spencer carlin	San Francisco	California	94117	United States	5/28/2015
155	Kestra Mathis	Fountain	Colorado	80817	United States	5/28/2015
156	Lynn Smith	Chico	California	95927	United States	5/28/2015
157	KRISTINA GALLAHER	PENSACOLA	Florida	32526	United States	5/28/2015
158	Kirsten Norman	Arlington	Virginia	22204	United States	5/28/2015
159	Mary Atallah	Charles City	Virginia	23030	United States	5/28/2015
160	Tom cottrell	Varteg		np4 7sd	United Kingdom	5/28/2015
161	Brion biggie	rrston	Virginia	20191	United States	5/28/2015
162	Joseph trimmer	Henrico	Virginia	23231	United States	5/28/2015
163	Stefanie Kniezewski	Leesburg	Virginia	20176	United States	5/28/2015
164	Karl moran	Washington	District of Columbi	20003	United States	5/28/2015
165	Danielle Boucher	herndon	Virginia	20171	United States	5/28/2015
166	Robert Horner	Henrico	Virginia	23229	United States	5/28/2015
167	Jackson Eberlin	Lake Elsinore	California	92530	United States	5/28/2015
168	Dominic Gallerano	Falls Church	Virginia	22043	United States	5/28/2015
169	cortney hungerford	Alexandria	Virginia	22302	United States	5/28/2015
170	Wendy Wong	Fairfax	Virginia	22030	United States	5/28/2015
171	Brian Mishoe	Frederick	Maryland	21701	United States	5/28/2015
172	Craig Williams	Ashburn	Virginia	20148	United States	5/28/2015
173	heather biggie	Reston	Virginia	20191	United States	5/28/2015
174	Leonard Bannach	Stevensville	Maryland	21666	United States	5/28/2015
175	Juston Reynolds	Alexandria	Virginia	22309	United States	5/28/2015
176	Katie Ugis	Alexandria	Virginia	22306	United States	5/28/2015
177	James tourtellotte	Herndon	Virginia	20170	United States	5/28/2015
178	Sean rodriguez	Arnold	Maryland	21012	United States	5/28/2015
179	Alex Machado	Washington	District of Columbi	20010	United States	5/28/2015
180	Megan Atkinson	Alexandria	Virginia	22314	United States	5/28/2015
181	Bryan Athey	Alexandria	Virginia	22310	United States	5/28/2015
182	Matt pellerito	Alexandria	Virginia	22314	United States	5/28/2015
183	Daniel Zelsman	Alexandria	Virginia	22307	United States	5/28/2015
184	Emily Ison	Washington	District of Columbi	20012	United States	5/28/2015
185	Peter Larkin	Alexandria	Virginia	22301	United States	5/28/2015
186	Alex Griffin	Springfield	Virginia	22150	United States	5/28/2015
187	terese davis	Bloomfield	New Jersey	7003	United States	5/28/2015
188	Martin Burkard	Arlington	Virginia	22204	United States	5/28/2015

189	Thomas Cheung	Fairfax	Virginia	22030 United States	5/28/2015
190	Tom Mitchell	Burke	Virginia	22015 United States	5/28/2015
191	Caitlin Barbieri	Fairfax	Virginia	22032 United States	5/28/2015
192	Erin Martin	Ashburn	Virginia	20147 United States	5/28/2015
193	Alyse Carter	Silver Spring	Maryland	20904 United States	5/28/2015
194	Stephanie Ellis-Mee	Alexandria	Virginia	22310 United States	5/28/2015
195	Ammy Doeden	Stephens City	Virginia	22655 United States	5/28/2015
196	Nykolle Crosby-Blac	Annandale	Virginia	22003 United States	5/28/2015
197	Cathy Fretwell	Waynesboro	Virginia	22980 United States	5/28/2015
198	Joshua Hunter	Washington	District of Columbi	20017 United States	5/28/2015
199	jeff Sanderson	Ashburn	Virginia	20147 United States	5/28/2015
200	Scott Doeden	Stephens City	Virginia	22655 United States	5/28/2015
201	Benjamin Thomas	Atlanta	Georgia	30306 United States	5/28/2015
202	Courtney Binder	Virginia Beach	Virginia	23452 United States	5/28/2015
203	Kelsey Kellner	Iasi		9009 Germany	5/28/2015
204	Adrian Anderson	Arlington	Virginia	22206 United States	5/28/2015
205	Karen Alexander	Springfield	Virginia	22153 United States	5/28/2015
206	Phillip Achee	Reston	Virginia	20190 United States	5/28/2015
207	Patrick Bleakney	Ashburn	Virginia	20147 United States	5/28/2015
208	ian Bryant	Tupelo	Mississippi	38801 United States	5/28/2015
209	Thomas Routon	Chesapeake	Virginia	23321 United States	5/28/2015
210	Ellen Errico	Woodbridge	Virginia	22192 United States	5/28/2015
211	Patricia Hamilton	Springfield		22151 Belgium	5/28/2015
212	Phil Gamble	Philadelphia	Pennsylvania	19136 United States	5/28/2015
213	Whitney Staiger	Alexandria	Virginia	22305 United States	5/28/2015
214	Tracy Racey	Warrenton	Virginia	20186 United States	5/28/2015
215	Jordan Bruch	Springfield	Virginia	22150 United States	5/28/2015
216	Lynn Espinoza	Mechanicsville		20659 Mexico	5/28/2015
217	Lori Holmes	Middlesex	New Jersey	8846 United States	5/28/2015
218	Amy Milo	Washington	District of Columbi	20001 United States	5/28/2015
219	Bobby Mahoney	Alexandria	Virginia	22314 United States	5/28/2015
220	Jo Daingerfield	Gulf Breeze, FL	Florida	32563 United States	5/28/2015
221	Jimena Oswalt	Alexandria	Virginia	22315 United States	5/28/2015
222	AnnaLee Bond	Cartersville	Georgia	30121 United States	5/28/2015
223	Devin Cassidy	Alexandria	Virginia	22314 United States	5/28/2015
224	Joshua Cromer	Harrisonburg	Virginia	22802 United States	5/28/2015
225	Ethan Thomson	Reston	Virginia	20191 United States	5/28/2015
226	Michael Gillespie	Springfield	Virginia	22152 United States	5/28/2015
227	Madison Fischer	Fairfax	Virginia	22031 United States	5/28/2015
228	Jeremy Mader	Sterling	Virginia	20164 United States	5/28/2015
229	Cody Hott	Midlothian	Virginia	23114 United States	5/28/2015
230	melussa feld	Alexandria	Virginia	22305 United States	5/28/2015
231	Kelly Anchell	Midlothian	Virginia	23112 United States	5/28/2015
232	Chad Gallaher	Pensacola	Florida	32526 United States	5/28/2015
233	Raegan Miller	Linden	Virginia	22642 United States	5/28/2015
234	amy moir	Harrisonburg	Virginia	22801 United States	5/28/2015
235	Allie Chudoba	Annandale	Virginia	22003 United States	5/28/2015

236	Becky Petersen	Fairfax	Virginia	22030 United States	5/28/2015
237	Bob Dugan	Springfield	Virginia	22154 United States	5/28/2015
238	Jacqueline Revell	Fairfax	Virginia	22031 United States	5/28/2015
239	Robert Pizzi	alexandria	Virginia	22306 United States	5/28/2015
240	Cameron Odom	Petersburg	Virginia	23803 United States	5/28/2015
241	Christian Hunter	Alexandria	Virginia	22310 United States	5/28/2015
242	nadine bowyer	Rapidan	Virginia	22733 United States	5/28/2015
243	Dawn Julias	South Riding	Virginia	20152 United States	5/28/2015
244	DeAmn Shaffer	Alexandria	Virginia	22302 United States	5/28/2015
245	david centers	Alexandria	Virginia	22301 United States	5/28/2015
246	Joyce Lacovara	Woodbridge	Virginia	22191 United States	5/28/2015
247	aaron deal	Falls Church	Virginia	22042 United States	5/28/2015
248	Michael OBrien	Santee	California	92071 United States	5/28/2015
249	Michael Williams	Centreville	Virginia	20120 United States	5/28/2015
250	Lorenzo Hernandez	Aldie	Virginia	20105 United States	5/28/2015
251	Aj morton	Alexandria	Virginia	22302 United States	5/28/2015
252	Robert Moore	Springfield	Virginia	22150 United States	5/28/2015
253	Jon Pacella	Brentwood	Maryland	20722 United States	5/28/2015
254	Sam Hanks	Fairfax	Virginia	22030 United States	5/28/2015
255	Christine Osborne	Frederick	Maryland	21703 United States	5/28/2015
256	Karen Cordano	Syracuse	New York	13210 United States	5/28/2015
257	Stephen Fleming	Washington	District of Columbi	20007 United States	5/28/2015
258	Joe Fitzpatrick	Falls Church	Virginia	22042 United States	5/28/2015
259	Brendan Taylor	Falls Church	Virginia	23041 United States	5/28/2015
260	dawn galbreath	Alexandria	Virginia	22312 United States	5/28/2015
261	Wes Fleming	Fairfax	Virginia	22031 United States	5/28/2015
262	Anthony DeRosa	Fairfax	Virginia	22031 United States	5/28/2015
263	Kelsi Steffensen	Chantilly	Virginia	20151 United States	5/28/2015
264	Irene White	Navarre	Florida	32566 United States	5/28/2015
265	JJ Bell	Frederick	Maryland	21701 United States	5/28/2015
266	Lisa Alward	Woodbridge	Virginia	22192 United States	5/28/2015
267	ted mac	Alexandria	Virginia	22312 United States	5/28/2015
268	Matt Eissler	Austin	Texas	78752 United States	5/28/2015
269	Corey Plaughter	Centreville	Virginia	20121 United States	5/28/2015
270	Barbara Parker	Falls Church	Virginia	22044 United States	5/28/2015
271	Debra Duffin	Arlington	Virginia	22210 United States	5/28/2015
272	Elicia Lopez	Lorton	Virginia	22079 United States	5/28/2015
273	Rebecca Upchurch	Leesburg	Virginia	20176 United States	5/28/2015
274	ron shillingburg	Fairfax	Virginia	22031 United States	5/28/2015
275	Frank Behnke	Dumfries	Virginia	22025 United States	5/28/2015
276	Paul Campbell			2137 Australia	5/28/2015
277	Leigh-Anne Dresser	Alexandria	Virginia	22315 United States	5/28/2015
278	Erin Thorn	Leesburg	Virginia	20175 United States	5/28/2015
279	Matisha Montgome	Alexandria	Virginia	22314 United States	5/28/2015
280	Jon Shaffer	Alexandria	Virginia	22314 United States	5/28/2015
281	scott salb	Centreville	Virginia	20120 United States	5/28/2015
282	susannah Monteith	Alexandria	Virginia	22308 United States	5/29/2015

283	Dominique D'Angelis	North Arlington	New Jersey	7031	United States	5/29/2015
284	Lindsay Crucey	Harrisonburg	Virginia	22802	United States	5/29/2015
285	Jessica Jellison	Atlanta	Georgia	30308	United States	5/29/2015
286	Tommy Nash	baltimore	Maryland	21211	United States	5/29/2015
287	Traci Mielke	Vienna	Virginia	22182	United States	5/29/2015
288	Adam Katkhouda	burke	Virginia	22015	United States	5/29/2015
289	Chris Serino	Warrenton	Virginia	20187	United States	5/29/2015
290	Heather Miller	Falls Church	Virginia	22043	United States	5/29/2015
291	Darrin Snyder	Springfield	Virginia	22152	United States	5/29/2015
292	Brandi Schindler	Front Royal	Virginia	22630	United States	5/29/2015
293	Danielle Lee	Oakton	Virginia	22124	United States	5/29/2015
294	Jenn Moran	Falls Church	Virginia	22046	United States	5/29/2015
295	Isabelle Jaynes	Berryville	Virginia	22611	United States	5/29/2015
296	Devin Gibson	Fairfax	Virginia	22030	United States	5/29/2015
297	sarah kamins	Arlington	Virginia	22201	United States	5/29/2015
298	Samantha Engstrom	Silver Spring	Maryland	20902	United States	5/29/2015
299	Debbie Street	Springfield	Virginia	22153	United States	5/29/2015
300	Michelle Crabtree	Alexandria	Virginia	22308	United States	5/29/2015
301	William morris	Alexandria	Virginia	22307	United States	5/29/2015
302	Gina Turner	Moss Point	Mississippi	39562-8280	United States	5/29/2015
303	audrey samara	Pompano Beach	Florida	33076	United States	5/29/2015
304	Vu Nguyen	Alexandria	Virginia	22314	United States	5/29/2015
305	Rick Toms	Emmitsburg	Maryland	21727	United States	5/29/2015
306	Virginia Davis	Clifton	Virginia	20124-2244	United States	5/29/2015
307	Gwyndolyn Vela	Henrico	Virginia	23228	United States	5/29/2015
308	Jen L	Oakton	Virginia	22124	United States	5/29/2015
309	Carolyn Rangel	Chantilly	Virginia	20151	United States	5/29/2015
310	Alexandra Works	Alexandria	Virginia	22304	United States	5/29/2015
311	Roya Giordano	Leesburg	Virginia	20175	United States	5/29/2015
312	Marty Silva	Beverly	New Jersey	8010	United States	5/29/2015
313	Dustin Foley	Falls Church	Virginia	22043	United States	5/29/2015
314	Lisa Davis-Woolwine	Alexandria	Virginia	22306	United States	5/29/2015
315	Ashley Jackson	Moorpark	California	93021	United States	5/29/2015
316	Wade Woolwine	Alexandria	Virginia	22303	United States	5/29/2015
317	Modi Ahmed	Washington	District of Columbi	20005	United States	5/29/2015
318	Andrew Quisenberry	Clifton	Virginia	20124	United States	5/29/2015
319	Justine Hu	Alexandria	Virginia	22304	United States	5/29/2015
320	Amy Falcon	Springfield	Virginia	22153	United States	5/29/2015
321	David Jones	Annandale	Virginia	22003	United States	5/29/2015
322	Timothy Artis	Alexandria	Virginia	22306	United States	5/29/2015
323	Melina Shifflett	Alexandria	Virginia	22309	United States	5/29/2015
324	Megan Lucks	Springfield	Virginia	22150	United States	5/29/2015
325	Georgette Tsongos	Centreville	Virginia	20121	United States	5/29/2015
326	Amber Thompson	Petersburg	Virginia	23803	United States	5/29/2015
327	natalie salinas	haymarket	Virginia	20169	United States	5/29/2015
328	Raelyne Lynn	Alexandria	Virginia	22301	United States	5/29/2015
329	Kyle Wright	Chantilly	Virginia	20151	United States	5/29/2015

330	Bryan Ojeda	Alexandria	Virginia	22304	United States	5/29/2015
331	Stan Darke	Falls Church	Virginia	22042	United States	5/29/2015
332	Heather Knight	Alexandria	Virginia	22301	United States	5/29/2015
333	Evelyn Reyes	Annandale	Virginia	22003	United States	5/29/2015
334	Courtney williams	Burke	Virginia	22015	United States	5/29/2015
335	Jennifer Love	Woodbridge	Virginia	22191	United States	5/29/2015
336	Brandi Tates	Bluemont	Virginia	20135	United States	5/29/2015
337	Carrie Kraft	Falls Church	Virginia	22042	United States	5/29/2015
338	Jane Ruby	Stephens City	Virginia	22655	United States	5/29/2015
339	cornell felton	Arlington	Virginia	22206	United States	5/29/2015
340	Casey Klein	Sterling	Virginia	20164	United States	5/29/2015
341	In Tec	Reston	Virginia	20191	United States	5/29/2015
342	Scott Mason	Baltimore	Maryland	21224	United States	5/29/2015
343	Samantha DeMott	Alexandria	Virginia	22304	United States	5/29/2015
344	Conor Dolan	Alexandria	Virginia	22314	United States	5/29/2015
345	Bobby Seigle	Burke	Virginia	22015	United States	5/29/2015
346	Sarah Hinkhouse	Fairfax	Virginia	22030	United States	5/29/2015
347	Melita doyle	Manassas	Virginia	20112	United States	5/29/2015
348	Marc Mireni	Oakland	California	94605	United States	5/29/2015
349	Christa Cosby	Annandale	Virginia	22003	United States	5/29/2015
350	Marcy Anderson	Fairfax Station	Virginia	22039	United States	5/29/2015
351	Missy Kramer	Springfield	Virginia	22153	United States	5/29/2015
352	Melinda Magee	Waynesville	Missouri	65583	United States	5/29/2015
353	Bridget Straight	Tallahassee	Florida	32305	United States	5/29/2015
354	Angel Morales	Falls Church	Virginia	22041	United States	5/29/2015
355	Jez Craig	Phoenix	Arizona	85040	United States	5/29/2015
356	Sara Byers	Alexandria	Virginia	22315	United States	5/29/2015
357	sean lenehan	Alexandria	Virginia	22304	United States	5/29/2015
358	Stephen Elias	Chester Gap	Virginia	22623	United States	5/29/2015
359	Jeannette Herrera	Woodbridge	Virginia	22192	United States	5/29/2015
360	Michael Maestri	Falls Church	Virginia	22043	United States	5/29/2015
361	Christine Onidi	Arlington	Virginia	22206	United States	5/29/2015
362	Wesley walsworth	Fayetteville	North Carolina	28305	United States	5/29/2015
363	marcus moore	Sterling	Virginia	20165	United States	5/29/2015
364	Charon Henning	Chamberlain	South Dakota	57325	United States	5/29/2015
365	Wyatt Becquette	Washington	District of Columbi	20004	United States	5/29/2015
366	Abigail Wright	North Hollywood	California	91602	United States	5/29/2015
367	jennifer house	Washington	District of Columbi	20002	United States	5/29/2015
368	Jasmine Fulton	Burke	Virginia	22015	United States	5/29/2015
369	Jessica Chavez	Lorton	Virginia	22079	United States	5/29/2015
370	Amanda piazza	Clifton	Virginia	20124	United States	5/29/2015
371	kelly mcmanus	Fairfax	Virginia	22033	United States	5/29/2015
372	Adrienne Betancour	League City	Texas	77573	United States	5/29/2015
373	Rhonda Carvell	Reston	Virginia	20191	United States	5/29/2015
374	Joe Hunter	Woodbridge	Virginia	22192	United States	5/29/2015
375	Amy Lee	Lorton	Virginia	22079	United States	5/29/2015
376	amanda finco	Virginia Beach	Virginia	23451	United States	5/29/2015



377	Molly Pavilonis	Front royal	Virginia	22630 United States	5/29/2015
378	samuel david	Alexandria	Virginia	22309 United States	5/29/2015
379	Nicole Cannon	Alexandria	Virginia	22308 United States	5/30/2015
380	Lauar Newberry	Lorton	Virginia	22079 United States	5/30/2015
381	Jessica Cain	Woodbridge	Virginia	22192 United States	5/30/2015
382	Katherine frazier	Burke	Virginia	22015 United States	5/30/2015
383	Megan Shaff	Arlington	Virginia	22206 United States	5/30/2015
384	Pablo Campos	Pensacola	Florida	32514 United States	5/30/2015
385	curt d	Falls Church	Virginia	22042 United States	5/30/2015
386	Tessa Daugherty	Lincoln	Nebraska	68502 United States	5/30/2015
387	timothy abernathy	Lorton	Virginia	22079 United States	5/30/2015
388	Chacris Boonyoo	Alexandria	Virginia	22309 United States	5/30/2015
389	Adam Weber	Hood River	Oregon	97031 United States	5/30/2015
390	Amanda Bowman	Mount Airy	North Carolina	27030 United States	5/30/2015
391	Elyse simpson	Woodbridge	Virginia	22193 United States	5/30/2015
392	Valerie Steenstra	Arlington	Virginia	22207 United States	5/30/2015
393	Nicole suarez	Herndon	Virginia	20171 United States	5/30/2015
394	Robert Bryant	Ashburn	Virginia	20148 United States	5/30/2015
395	James Betz	Fairfax	Virginia	22031 United States	5/30/2015
396	Chris works	Alexandria	Virginia	22304 United States	5/30/2015
397	kelly vandell	Vienna	Virginia	22180 United States	5/30/2015
398	Collin Smith	Woodbridge	Virginia	22192 United States	5/30/2015
399	rooy debruin	Aldie	Virginia	20105 United States	5/30/2015
400	Rebecca Berkson	Great Falls	Virginia	22066 United States	5/30/2015
401	Frances Wheeler	Winston-Salem	North Carolina	27106 United States	5/30/2015
402	Shelly Urrutia	Fairfax	Virginia	22033 United States	5/30/2015
403	colin schreiber	Woodbridge	Virginia	22192 United States	5/30/2015
404	Chaney Hindman	Alexandria	Virginia	22304 United States	5/30/2015
405	Crystal Solano	Springfield	Virginia	22150 United States	5/30/2015
406	Lauren Meznarich	Woodbridge	Virginia	22191 United States	5/31/2015
407	kati wagner	Woodbridge	Virginia	22192 United States	5/31/2015
408	Alan Simensky	Bethesda	Maryland	20817 United States	5/31/2015
409	Susan Cole	Warrenton	Virginia	20187 United States	5/31/2015
410	Richard MacRaidl	Centreville	Virginia	20121 United States	5/31/2015
411	Shane Worth	Washington	District of Columbi	20007 United States	5/31/2015
412	Marissa Peters	Bristow	Virginia	20136 United States	6/1/2015
413	Kristen Hurst	Atlanta	Georgia	30329 United States	6/1/2015
414	Anthony hill	Fairfax	Virginia	22030 United States	6/1/2015
415	Jamison Eckert	Ringwood	New Jersey	7456 United States	6/2/2015
416	Andrew Alter	Reston	Virginia	20191 United States	6/2/2015
417	jen mccahill	Washington	District of Columbi	20011 United States	6/2/2015
418	Andrea Fitzpatrick	Hagerstown	Maryland	21742 United States	6/2/2015
419	Stephanie dillon	Alexandria	Virginia	22310 United States	6/2/2015
420	Lora ann Hamilton	Fairfax	Virginia	22030 United States	6/2/2015
421	Bryan Strevig	Ashburn	Virginia	20146 United States	6/2/2015
422	Betsy Shepard	Surry	Virginia	23883 United States	6/2/2015
423	Brent Cotton	Woodbridge	Virginia	22192 United States	6/2/2015

424	Leslie Sturges	Annandale	Virginia	22003	United States	6/3/2015
425	Marcelo Santander	Santiago		22311	Chile	6/3/2015
426	Terry Looney	Falls Church	Virginia	22042	United States	6/3/2015
427	William White	Alexandria	Virginia	22308	United States	6/3/2015
428	Melissa McIntyre	Woodbridge	Virginia	22193	United States	6/3/2015
429	Crystal Harris	La Vergne	Tennessee	37086	United States	6/3/2015
430	Amanda fonshill	Falls Church	Virginia	22046	United States	6/3/2015
431	Lauryn Sheiry	Chantilly	Virginia	20151	United States	6/3/2015
432	Stacy Brookover	Bloomfield	New Jersey	7003	United States	6/3/2015
433	chris anderson	Surry	Virginia	23883	United States	6/3/2015
434	Anne Charbeneau Z	Lorton	Virginia	22079	United States	6/3/2015
435	Elisa schlacter	Alexandria	Virginia	22308	United States	6/3/2015
436	Marco spires	Rock Point	Maryland	20682	United States	6/3/2015
437	Amanda Fagan	Vero Beach	Florida	32967	United States	6/3/2015
438	Jessica zadlo	Alexandria	Virginia	22314	United States	6/3/2015
439	Chelsea Corney	Alexandria	Virginia	22305	United States	6/3/2015
440	Jon D'Angelo	Springfield	Virginia	22152	United States	6/3/2015
441	Chris Dunn	Falls Church	Virginia	22043	United States	6/3/2015
442	Staec Capell	Chantilly	Virginia	20152	United States	6/3/2015
443	Kelli Sussan	Lake Placid	Florida	33852	United States	6/3/2015
444	Brandon Boling	Annandale	Virginia	22003	United States	6/3/2015
445	misti furr	Williamsburg	Virginia	23185	United States	6/3/2015
446	Kelly Sayers	Fort Belvoir	Virginia	22060	United States	6/3/2015
447	Jeremy Sanchez	Surry	Virginia	23883	United States	6/3/2015
448	Veronica Carufel	Falls Church	Virginia	22042	United States	6/3/2015
449	Amber Gould	Alexandria	Virginia	22314	United States	6/3/2015
450	Colin dorritY	Alexandria	Virginia	22304	United States	6/3/2015
451	Ashton Walters	Hamilton	Virginia	20158	United States	6/3/2015
452	Bob Rumpler	Savannah	Georgia	31419	United States	6/3/2015
453	susan corvello	Spring Grove	Virginia	23881	United States	6/3/2015
454	Brandon Mckee	Woodbridge	Virginia	22191	United States	6/3/2015
455	Jeff Davis	Smithfield	Virginia	23430	United States	6/3/2015
456	Hoby Albright	Arlington	Virginia	22213	United States	6/3/2015
457	Zooley Smith	Leesburg	Virginia	20176	United States	6/3/2015
458	Samantha McGover	Springfield	Virginia	22151	United States	6/3/2015
459	Katie S	Springfield	Virginia	22151	United States	6/3/2015
460	Betty Grubb	Midlothian	Virginia	23112	United States	6/3/2015
461	Jacquelyn Mallow	Burke	Virginia	22015	United States	6/3/2015
462	Maura McConnell	Alexandria	Virginia	22301	United States	6/3/2015
463	Alexa Bashaw	Burke	Virginia	22015	United States	6/3/2015
464	Nichol Daniels	Woodbridge	Virginia	22193	United States	6/3/2015
465	David Kowalski	Vienna	Virginia	22180	United States	6/3/2015
466	Stephen Schlacter	Alexandria	Virginia	22308	United States	6/3/2015
467	Kim O'Keefe	Burke	Virginia	22015	United States	6/3/2015
468	Allan Mace	Berkeley Springs	West Virginia	25411	United States	6/3/2015
469	Bobi Richardson	Sherwood	Oregon	97140	United States	6/3/2015
470	Keiome Meadows-C	Triangle	Virginia	22172	United States	6/3/2015

471	Jimmie Walsh	Annandale	Virginia	22003 United States	6/3/2015
472	joseph hansen	Arlington	Virginia	22206 United States	6/3/2015
473	Kevin Braddock	Fairfax	Virginia	22031 United States	6/3/2015
474	Tausha Nunez	Woodbridge	Virginia	22193 United States	6/3/2015
475	Javier Padilla	Alexandria	Virginia	22304 United States	6/3/2015
476	Mary Cave	Fairfax Station	Virginia	22039 United States	6/3/2015
477	Carolina Seth	Reston	Virginia	20190 United States	6/3/2015
478	John Nielsen	Alexandria	Virginia	22312 United States	6/3/2015
479	Rachelle Craft	Ashburn	Virginia	20147 United States	6/3/2015
480	nicole moss	alex	Virginia	22307 United States	6/3/2015
481	Angie Graf	Annandale	Virginia	22003 United States	6/3/2015
482	Chris clarke	Leesburg	Virginia	20176 United States	6/3/2015
483	Eric reid	Alexandria	Virginia	22301 United States	6/3/2015
484	Stephen Coons	Annandale	Virginia	22003 United States	6/3/2015
485	Diana Barrett	Alexandria	Virginia	22304 United States	6/3/2015
486	Ohoroho Khan	Dhaka	Bangladesh		6/3/2015
487	Daniel Mallon	Alexandria	Virginia	22301 United States	6/3/2015
488	Abraham Wine	Annandale	Virginia	22003 United States	6/3/2015
489	Dale Dunlap	Arlington	Virginia	22201 United States	6/3/2015
490	Sabrina Day	Arlington	Virginia	22201 United States	6/3/2015
491	Jose deLeon	Centreville	Virginia	20120 United States	6/3/2015
492	Brandy scroggins	Annandale	Virginia	22003 United States	6/3/2015
493	Jessica Robertson	Alexandria	Virginia	22314 United States	6/3/2015
494	Marcia matthews	Media	Pennsylvania	19063 United States	6/3/2015
495	Caroline Faiella	Alexandria	Virginia	22314 United States	6/3/2015
496	Jodo lane	Manassas	Virginia	20110 United States	6/3/2015
497	Amy Worth	Woodbridge	Virginia	22192 United States	6/3/2015
498	tina giles	Ranson	West Virginia	25438 United States	6/3/2015
499	Taylor Meyers	Springfield	Virginia	22151 United States	6/3/2015
500	Ruby Almaguer	Annandale	Virginia	22003 United States	6/3/2015
501	Jonathan Freeman	Arlington	Virginia	22204 United States	6/3/2015
502	Paul posey	Alexandria	Virginia	22301 United States	6/3/2015
503	Jacqlyn sicklet	Falls Church	Virginia	22046 United States	6/3/2015
504	Jonathan Logan	Springfield	Virginia	22153 United States	6/3/2015
505	Shannon D'Angelo	Alexandria	Virginia	22310 United States	6/3/2015
506	Bob Spewak	Falls Church	Virginia	22041 United States	6/3/2015
507	Leigh Ann Renzulli	Washington	District of Columbi	20057 United States	6/3/2015
508	Lance Eastwood	Alexandria	Virginia	22310 United States	6/3/2015
509	Tami Hatridge	Alexandria	Virginia	22301 United States	6/3/2015
510	Kathy Hartness	Fall Church	Virginia	22042 United States	6/3/2015
511	Meghan Doptis	Moultonborough	New Hampshire	3254 United States	6/3/2015
512	Corbett Buford	Arlington	Virginia	22203 United States	6/3/2015
513	Melissa Kelley	Alexandria	Virginia	22301 United States	6/3/2015
514	Erin Bradford	Manassas	Virginia	20112 United States	6/3/2015
515	David Benzino	Arlington	Virginia	22207 United States	6/3/2015
516	Lauren McMahon	Alexandria	Virginia	22309 United States	6/3/2015
517	Shelley White	Alexandria	Virginia	22301 United States	6/3/2015

518	David Kastner	Englewood	Colorado	80112 United States	6/3/2015
519	kathleen Harper	Alexandria	Virginia	22304 United States	6/3/2015
520	steve crossett	Alexandria	Virginia	22301 United States	6/3/2015
521	Kristin Nilson	Springfield	Virginia	22150 United States	6/3/2015
522	Ashley Amidon	Alexandria	Virginia	22301 United States	6/3/2015
523	Elizabeth DeMarco	Wenatchee	Washington	98801 United States	6/3/2015
524	Timothy Okeefe	Youngstown	New York	14174 United States	6/3/2015
525	Rebecca Gaunt	Richmond	Virginia	23224 United States	6/3/2015
526	Courtney Earll	Ashburn	Virginia	20147 United States	6/3/2015
527	Anna Cooper	McLean	Virginia	22102 United States	6/3/2015
528	Joli Joson	Alexandria	Virginia	22314 United States	6/3/2015
529	Brooke Regensburg	Alexandria	Virginia	22307 United States	6/3/2015
530	Sarah Gaunt	Alexandria	Virginia	22305 United States	6/3/2015
531	James Sanner	Cape Coral	Florida	33993 United States	6/3/2015
532	Pam Fulcher	Fairfax	Virginia	22032 United States	6/3/2015
533	Matthew Riegner	Fairfax	Virginia	22031 United States	6/3/2015
534	Rozzlyn Pierce	Woodbridge	Virginia	22192 United States	6/3/2015
535	Lauren zoller	Arlington	Virginia	22205 United States	6/3/2015
536	Tricia Hatridge	Alexandria	Virginia	22301 United States	6/3/2015
537	Erik Engstrom	Woodbridge	Virginia	22192 United States	6/3/2015
538	William Taylor	Alexandria	Virginia	22302 United States	6/3/2015
539	Sean maguire	Alexandria	Virginia	22304 United States	6/3/2015
540	myriam souaya	Alexandria	Virginia	22301 United States	6/3/2015
541	Richard Chetelat	Alexandria	Virginia	22310 United States	6/3/2015
542	Dixie Ross	Washington	District of Columbi	20003 United States	6/3/2015
543	Sam Westerman	Alexandria	Virginia	22310 United States	6/3/2015
544	Jonathan Leopold	Dumfries	Virginia	22026 United States	6/3/2015
545	Christian Lanoue	Burke	Virginia	22015 United States	6/3/2015
546	Robert Dotson	Vista	California	92081 United States	6/3/2015
547	Martha Beggs	Alexandria	Virginia	22301 United States	6/3/2015
548	John Conforti	Moultonborough	New Hampshire	3254 United States	6/3/2015
549	Hannah Benjamin	SeaTac	Washington	98198 United States	6/3/2015
550	Julio Marengo	Alexandria	Virginia	22304 United States	6/3/2015
551	DANNY Mendoza	Alexandria	Virginia	22302 United States	6/3/2015
552	Elsie Torres	Alexandria	Virginia	22311 United States	6/3/2015
553	Maria Dominguez	Woodbridge	Virginia	22193 United States	6/3/2015
554	Lauren Wynia	Alexandria	Virginia	22310 United States	6/3/2015
555	Kathryn Bowers	Alexandria	Virginia	22304 United States	6/3/2015
556	Vanessa McKay	Chantilly	Virginia	20151 United States	6/3/2015
557	Claudia Silva	Burke	Virginia	22015 United States	6/3/2015
558	Lauren Brownlee	Alexandria	Virginia	22307 United States	6/3/2015
559	Yecenia Ruiz	Alexandria	Virginia	22306 United States	6/3/2015
560	Amanda Royalty	Brooklyn	New York	11225 United States	6/4/2015
561	Manuel Padilla	Frederick	Maryland	21701 United States	6/4/2015
562	Sarah Christie	Alexandria	Virginia	22303 United States	6/4/2015
563	Diana Caceres	Springfield	Virginia	22151 United States	6/4/2015
564	Gilbert Gordon	Springfield	Virginia	22153 United States	6/4/2015

565	Rebecca Portillo	Lorton	Virginia	22079	United States	6/4/2015
566	Mere Fletcher	Alexandria	Virginia	22310	United States	6/4/2015
567	Gabriela Guzman	Alexandria	Virginia	22310	United States	6/4/2015
568	Lily mejia	Alexandria	Virginia	22304	United States	6/4/2015
569	Maria palma	Manassas	Virginia	20109	United States	6/4/2015
570	Liese Armstrong	Herndon	Virginia	20171	United States	6/4/2015
571	Chris Cunningham	Alexandria	Virginia	22312	United States	6/4/2015
572	Alex Kang	Alexandria	Virginia	22307	United States	6/4/2015
573	Brandi palma	Alexandria	Virginia	22309	United States	6/4/2015
574	Nick Diaz	Ellicott City	Maryland	21042	United States	6/4/2015
575	Matthew Jessie	Manassas	Virginia	20109	United States	6/4/2015
576	Antoine SAUNDERS	Vienna	Virginia	22180	United States	6/4/2015
577	patty mantilla	Alexandria	Virginia	22304	United States	6/4/2015
578	Penelope Page	Falls Church	Virginia	22042	United States	6/4/2015
579	Luci Blodgett	Alexandria	Virginia	22306	United States	6/4/2015
580	Jennifer Daum	Vienna	Virginia	22182	United States	6/4/2015

## Change.org Petition with Comments

Name	City	State	Zip	Country	SignedOn	Comment
1 Elaine Selfridge	Dillwyn	VA	23936	United States	5/27/2015	I think Alexandria needs more diversity.
2 diana dawa	Springfield	VA	22150	United States	5/27/2015	It's needed!
3 Elizabeth Shipp	Alexandria	VA	22306	United States	5/27/2015	I would love to see a tattoo shop in Old Town!!
4 elizabeth carroll	The Plains	VA	20198	United States	5/27/2015	Tattoo Studios are highly respectable businesses that provide an incredible artistic service. Tattoo shops cater to people of all ages and will attract a buying clientele to the Old Town Area that will frequent restaurants and shops as well. Tattoo Artists are licensed, highly skilled and professional. Every tattoo shop I visit contains a visual feast of artwork, design and culture.
5 Penny Dona's-Mozingo Arlington		VA	22206	United States	5/27/2015	I think the points made in the petition are extremely valid ones and a new business with the potential for impressive revenues equals increased taxes paid to the city. Win/win :-)
6 Heather Venable	Alexandria	VA	22309	United States	5/27/2015	I'm signing because, Marlowe Ink is a professional, and talented group of artists. They uphold only the highest standards when it comes to professionalism, sanitation, and customer service. Marlowe Ink will be a wonderful addition to the beautiful and colorful shops on King Street.
7 Christine McGee	Chantilly	VA	20152	United States	5/27/2015	As a local business owner in Alexandria myself, I would love nothing more than for the great people of Marlowe Ink to join us locally!
8 Michelle Zelsman	Alexandria	VA	22307	United States	5/27/2015	James is a respectable business man and a supporter of the businesses that surround him.
9 Chad Brown	Reston	VA	20191	United States	5/27/2015	Its time for Alexandria to welcome a tattoo shops r the corresponding business
10 Jessica Lawter	Dale City	VA	22193	United States	5/27/2015	James Marlowe and his group are a class act organization. Don't just judge a book by its cover. Get some ink, bet it won't be the last one. Doooo it
11 Patrick Johnston	Alexandria	VA	22309	United States	5/27/2015	Im signing because, the people of Marlowe Ink are a great group of professional artists. I know several of the artists there, and they have each left a kind personable impression. They run a clean and friendly business, and as a local business owner myself, I would love for them to open in Alexandria.
12 Matthew Tewksbury	Falls Church	VA	22046	United States	5/27/2015	Marlowe Ink have set a standard for tattoo, piercing, and art in the Northern VA/DC area. They constantly provide the highest quality art and service, and provide much more than just tattoos and piercings to the community of Fairfax.
13 Erika Huff	Stafford	VA	22554	United States	5/27/2015	I know Marlowe ink and have gotten my tattoos from there and plan on getting more. James Marlowe and his crew deserve to have another place
14 Stuart Caban-Siegel	Walden	NY	12586	United States	5/27/2015	I'd like to be able to patronize this shop someday.
15 Anya Gladun	Washington	DC	20001	United States	5/27/2015	It would be a wonderful addition to an already pretty area with lots of character. Everyone would enjoy
16 Justin McGovern	Springfield	VA	22151	United States	5/27/2015	I am a frequent visitor to the area and think that a tattoo shop would fit in nicely here. I'm also a client of the person who started this petition,
17 Ellen DeMucci	Stafford	VA	22554	United States	5/27/2015	and his shop does the best work and has an excellent reputation. If anyone should have a tattoo parlor on King Street, it's James Marlowe. I support all artists!
18 Shea Eastridge	Fairfax	VA	22030	United States	5/27/2015	James and the artists he employs would be wonderful for Old Town, they are talented and honest people who do great things in the community!
19 Amanda Todd	Centreville	VA	20120	United States	5/27/2015	James Marlow has always been a upstanding and respectable member of the tattoo community as an artist and shop owner.
20 Jamie DeSimone	Annandale	VA	22003	United States	5/27/2015	Old Town is home to many small, local owned businesses. It is a unique and artsy area and I think a great tattoo shop would really round it out.
21 Courtney McLain	Colorado Springs	CO	80903	United States	5/27/2015	I love Marlowe ink
22 Jean Santa Marta	Savannah	GA	31405	United States	5/27/2015	James Marlowe is brilliant and a creative genius AND he is my son.
23 Jim Morris	Aldie	VA	20105	United States	5/27/2015	I've been a client for many years and cannot think of a single reason that James and his crew would not make an incredible addition to Old Town.
24 Christina Mitton	Vienna	VA	22181	United States	5/27/2015	This shop is fantastic. Quality shops are hard to find
25 Larry Clark	Beaverton	OR	97007	United States	5/27/2015	I support small business thriving and providing a great service in the vibrant city of Alexandria, Virginia.
26 John Ugis	Arlington	VA	22204	United States	5/27/2015	It's wrong to shut out a good business run by good people just because people are judgmental about what they sell or services provided.
27 David Richards	Alexandria	VA	22306	United States	5/27/2015	Old Town is a thriving community built on small businesses. I have an on-going business relationship with James Marlowe and in my experience, not only does he run a very successful small business in Fairfax, he brings an important voice to the community. As a fellow small business owner,
28 Jennie Ritt	Dumfries	VA	22025	United States	5/27/2015	I strongly support his tattoo business in Alexandria and I hope the City Council sees the wisdom in saying yes to King Street (Tattoo) Studio. I love tattoos and think they deserve a spot in my hometown!

## Change.org Petition with Comments

It is hard to find responsible, ethical, and clean artists who know and respect the art of tattooing. Marlowe Ink is one of the few and would bring

5/27/2015 artistry and foot traffic that would produce more revenue to King St.

5/28/2015 Because Marlow Ink is awesome and professional business.

5/28/2015 I believe in the American system.

5/28/2015 James is the best in NOVA deserves the best. Everybody knows about him and he will be a great source of revenue for Alexandria.

I've been both a customer of James Marlowe's Fairfax shop as well as a friend of the artists there. They're all true professionals, talented artists, and kind, thoughtful people. One of James Marlowe's shops would be an asset to Old Town Alexandria, bringing in revenue, spreading art, and encouraging community and charity involvement. This is not the seedy biker gang tattoo shop that people often think of: it is a clean, professional business that is frequented by those who appreciate quality and good customer service.

5/28/2015 These guys and gals are great! Professional and super talented! Keep art alive don't suppress!!!

5/28/2015 I'm signing this petition because I currently work in Old Town Alexandria and I think this shop would be a great addition to the city.

I have personally known James and some of the other tattoos for close to a decade, and they are, without a doubt the most professional, clean, and friendly staff I've ever met. Not only would I be pleased to see their business grow, but I would love to see a shop of this caliber in the old town area. Please consider approving their application.

5/28/2015 Marlowe tattoo shop is a well established & respected shop and is a valuable artistic venture in any location!

5/28/2015 I support this business because it is GREAT!

5/28/2015 They are a clean and professional business that does great work.

5/28/2015 They have remarkable work ethics, tremendous talent

People from all walks of life have tattoos. It is important for a city/ community to allow its residents to express themselves in safe and creative ways. Having a well respected tattoo shop will likely have an added benefit of bringing in new potential customers to neighboring businesses and restaurants. Win win.

41 Julie 8

Burbank

CA

91501 United States

5/28/2015 I support James and his tattoo'n...that's why.

42 Joshua Liotta

Stephenson

VA

22656 United States

I've been getting tattooed for many years and have been a patron of Marlowe ink in Fairfax for the past four years. I've been to many tattoo shops in my day and the people at Marlowe are by far the most professional clean and easy going people in any shop I've been to. They do a lot to invest in the local community in Fairfax including a lot of work with local charities. I can not think of a better more reputable group of people in the local tattoo industry than them. Marlowe will bring a lot of positivity to Alexandria

22182 United States

22309 United States

22079 United States

43 Mike Pendlebury

44 Patrick McMahon

45 Angela Wall

Vienna

Alexandria

Lorton

46 Taylor Hanson

47 Bonnie Tudor

Lorton

Alexandria

VA

VA

22079 United States

22309 United States

I work in Old Town Alexandria and spend a lot of time there. I think allowing a shop on King Street would be great for tourists. Lots of upscale areas have tattoo shops such as Georgetown and downtown Ellicott City.

5/28/2015 I believe in free expression, and, as an Alexandria resident, this is something I want in the City.

5/28/2015 Tattoos as a way of art culture should be accepted by the city council.

5/28/2015 We need more options

Marlowe Ink takes the art of tattooing to a new level of class and professionalism. If Alexandria were to have a new tattoo shop - THIS is the group Alexandria needs.

I have known these sweet and wonderful guys a few years now. They are not just talented artists, but good people making an honest living :)

5/28/2015 Support the arts!

Marlowe Ink is the most reputable shop I know of. They are incredibly professional and an overwhelmingly positive addition to any neighborhood. Their sense of community is inspiring.

22314-4 United States

Alexandria

VA

22030 United States

54 Dempsey Hamilton

Fairfax

VA



## Change.org Petition with Comments

As a resident of Florida, I am a collector of artwork from Mr. James Marlowe. My artist husband, is a wearer of Mr. Marlowe's art. Please allow the shop, Marlowe Ink, to move to the King Street location. Mr. Marlowe is not only a successful and humble business man, he is also an amazing artist with a positive attitude. Thank you for your consideration.

55	KRISTINA GALLAHER	PENSACOLA	FL	32526	United States	5/28/2015	Kristina Gallaheer, Pensacola,FL tattoos, people who do them, and people who make them are awesome.... But also incredibly normal tax-paying Americans who should have the right to open a legal, safe, and legitimate business 'cuz 'Murrocal I'd love to see it come To fruition Talent like this cannot be wasted, and if you don't agree to this you are wasting someone's talent. Please sign and approve this talent for all you tattoo lovers out there!!! Thanks I have tattoos, but even if I didn't, I think businessmen and women deserve the opportunity to try out their skills. Tattoos are cool! I believe James and his crew are upstanding members of society and their shop has become a staple in Fairfax and would be a great addition. To old towns growing business population. I grew up in Alexandria. VA I support tattooing It's long over due.... The city needs more creativity and cultural awareness. This would be a good fit for Alexandria and its eclectic clientele and show that as a community they are willing to move forward with positive change. I support change As an appointed Small Business Specialist to the Federal Government, nothing make me happier than seeing new, small businesses pop up in my community! As a member of the old town community, I support king street studios
56	Kirsten norman	Arlington	VA	22204	United States	5/28/2015	
57	Mary Atallah	Charles City	VA	23030	United States	5/28/2015	
58	Tom cottrell	Varteg	WLS	np4	7sd United Kingdom	5/28/2015	
59	Stefanie Kniezewsk	Leesburg	VA	20176	United States	5/28/2015	
60	Jackson Eberlin	Lake Elsinore	CA	92530	United States	5/28/2015	
61	Dominic Gallerano	Falls Church	VA	22043	United States	5/28/2015	
62	cortney peguese	alexandria	VA	22304	United States	5/28/2015	
63	Brian Mishoe	Frederick	MD	21701	United States	5/28/2015	
64	Juston Reynolds	Alexandria	VA	22309	United States	5/28/2015	
65	james tourtellotte	Herndon	VA	20170	United States	5/28/2015	
66	Sean Rodriguez	Berlin	MD	21811	United States	5/28/2015	
67	Bryan Athey	Alexandria	VA	22310	United States	5/28/2015	
68	Daniel Zelsman	Alexandria	VA	22307	United States	5/28/2015	
69	alex griffin	Springfield	VA	22150	United States	5/28/2015	I believe that art comes in all forms and beauty is in the eye of the beholder. Art can bring people together and transcends cultural lines. Marlowe Ink has been and continues to be a huge supporter of the local childhood cancer community and such compassion and commitment I'm signing because I visit Alexandria and King Street often. I love the shops and the eclectic nature of all the unique places, but I think a tattoo shop would enhance the art culture even more. Tattoos can be beautiful and powerful works of art. Tattoo Artists are hard working, responsible, conscientious creators and I count quite a few among my friends. Old town would benefit greatly from their commerce. I know these wonderful artists and business people and they would be a great addition to the community I It's a smart idea. These guys are some of the best in the business and are top notch. I am a frequent visitor of the King Street community and I feel this would improve the artistic aspects of the community There are already enough restaurants on King Street. Mix it up! I support most of small businesses because I think that is where most of the HEART of America can be found. This will support diversity and acceptance. As a member of the younger generation, Tattoos are fully accepted in our culture and tattoo parlors themselves are friendly, community driven locations in my experience Fuck yeah tattoos I believe this shop has a right to exist. This is a talented group of artists that are in need of a change. I have had the pleasure of meeting and being tattooed by Mr. Marlowe and several other artists that work with him. This is a highly professional group of fine people. Let's do the right thing.
70	Tom Mitchell	Springfield	VA	22151	United States	5/28/2015	
71	Alyse Carter	Silver Spring	MD	20904	United States	5/28/2015	
72	Stephanie Ellis-Meehar	Brooklyn	NY	11225	United States	5/28/2015	
73	Joshua Hunter	Washington	DC	20017	United States	5/28/2015	
74	Benjamin Thomas	Atlanta	GA	30316	United States	5/28/2015	
75	Thomas Routon	Chesapeake	VA	23321	United States	5/28/2015	
76	Patricia Hamilton	Springfield	DC	22151	Belgium	5/28/2015	
77	Jo Daingerfield	Gulf Breeze, FL	FL	32563	United States	5/28/2015	
78	Jimena oswalt	Alexandria	VA	22315	United States	5/28/2015	
79	Ethan Thomson	Reston	VA	20191	United States	5/28/2015	
80	Cody Hott	Midlothian	VA	23114	United States	5/28/2015	
81	melussa feid	Alexandria	VA	22305	United States	5/28/2015	
82	Chad Gallaheer	Pensacola	FL	32526	United States	5/28/2015	Thank you, Chad Gallaheer
83	Becky Petersen	Fairfax	VA	22030	United States	5/28/2015	I support what they stand for and they support the fight against Childhood cancer Marlowe Ink is a fantastic shop with high standards and outstanding quality. The most respectable tattoo parlor I have ever been in. The pride they take in their work and they manner in which they run their shop is inspiring. I love tattoos these are wonderful artists and people and they would make a great addition to the community.
84	Bob Dugan	Springfield	VA	22154	United States	5/28/2015	
85	Chris Hunter	Chicago	IL	60606	United States	5/28/2015	
86	aaron deal	Falls Church	VA	22042	United States	5/28/2015	

## Change.org Petition with Comments

87 Michael O'Brien	San Diego	CA	92109	United States	5/28/2015	James is an amazing artist
88 Lorenzo Hernandez	Herndon	VA	20171	United States	5/28/2015	As someone that sees tattoos as a work of art I support a new tattoo shop in the area.
89 Aj morton	Alexandria	VA	22302	United States	5/28/2015	It's a great idea
90 Christine Osborne	Frederick	MD	21703	United States	5/28/2015	Thank you for being a huge supporter in the local childhood cancer community
91 Stephen Fleming	Washington	DC	20007	United States	5/28/2015	I'm signing because James runs an amazing tattoo shop, does beautiful work and is a good friend
92 Joe Fitzpatrick	Falls Church	VA	22042	United States	5/28/2015	I have tattoos, and I appreciate the art of tattooing. I support small business growth in Virginia as well. Let's make this happen!
						I'm an accounting and finance professional who was looking for a 'nice' shop that does great work. After some research I found this shop, had a couple new tattoos and a tough-up done there and I can only say great things about the shop and it's artists and staff. Clean shop. Friendly, fun and talented people. I would highly recommend. This would be a great addition to Alexandria!
93 Debra Duffin	Arlington	VA	22210	United States	5/28/2015	
94 Elicia Lopez	Lorton	VA	22079	United States	5/28/2015	Tattoos are awesome.
95 Frank Behnke	Dumfries	VA	22025	United States	5/28/2015	Deez Nutz
96 Paul Campbell			2137	Australia	5/28/2015	Tattoos are a beautiful expression of ones self... And also of the tattooists artistry. Two parts coming together to make the whole
97 Susannah Monteith	Alexandria	VA	22308	United States	5/29/2015	Tattoos are beautiful and I'd love to see this approved in our area.
						James Marlowe is a good man and a good business owner. He owns a busy, successful tattoo shop in Fairfax where I have the honor of working every other month. The people I work alongside are all talented, down to earth, all around great people. James and his crew would be a lovely, positive addition to any neighborhood.
98 Dominique D'Angelo	North Arlington	NJ	7031	United States	5/29/2015	James is a true professional. He has always been supportive of his community and clients. He has proven that he has what it takes to make a successful business work.
99 Heather Miller	Falls Church	VA	22043	United States	5/29/2015	I support Tattoos and independent business.
100 Darrin Snyder	Springfield	VA	22152	United States	5/29/2015	Marlowe Ink is not just any tattoo shop...
101 audrey samara	Pompano Beach	FL	33076	United States	5/29/2015	Marlowe Tattoo has been a positive present in Fairfax for years! I think it would be a great addition to the City of Alexandria.
102 Jen L	Herndon	VA	20171	United States	5/29/2015	
103 Roya Giordano	Leesburg	VA	20175	United States	5/29/2015	You deserve to be wherever you wish to set up shop! Your current location & store in nice & clean! I only had a small world tattooed on my wrist there ( my only tatto ever) but I truly enjoyed the experience, your staff & the atmosphere was all great! Best of luck ! #MathiasStrong
						I am a neighboring business owner in Old Town Fairfax, VA. Marlowe Ink's staff have been the most warm and welcoming individuals in the business community. They operate a clean and professional business, they frequently participate in local and charitable events and their staff actively encourage their customers to frequent other local businesses to help stimulate the growth of their community. Marlowe Ink's professional image and highest regards for hospital grade sterilization attract a loyal patronage that travel far and wide to seek out their services.
104 Dustin Foley	Falls Church	VA	22043	United States	5/29/2015	Any city would benefit greatly by having Marlowe Ink expand into their community.
105 Timothy Artis	Alexandria	VA	22306	United States	5/29/2015	I'd like to have a good tattoo shop more locally
106 Melina Furtado	Alexandria	VA	22309	United States	5/29/2015	I got my very first tattoo done by James Marlowe! He is a fantastic artist and a kind man.
107 Jennifer Iove	Woodbridge	VA	22191	United States	5/29/2015	Tattoos are an important part of many cultures throughout our world.
108 cornell felton	lorton	VA	22199	United States	5/29/2015	I'm COVERED in TATTOOS and LOVE everyone and I want others to feel as AMAZING!!!
109 Melita Doyle	Manassas	VA	20112	United States	5/29/2015	tattoos are rad.
110 Bridget Straight	Watertown	NY	13601	United States	5/29/2015	The artists at Marlowe's studio are great. I come from out of state to go there.
111 Angel Morales	Falls Church	VA	22041	United States	5/29/2015	this is an opportunity to the community to expand on what everyone else has already experience in old town Fairfax, a very professional crew and amazing art all around
112 Jeannette Herrera	Woodbridge	VA	22192	United States	5/29/2015	I've been a long time supporter of MarLowe Ink and resident in northern VA for over 40 years. I know several business owners in old town Alexandria and any of them would be happy to have such an upstanding and thriving business next to their shop. King Street would benefit from their presence
113 Michael Maestri	Falls Church	VA	22043	United States	5/29/2015	These guys do top quality work, and are always very professional and respectful. I feel like a shop here would mesh very well with how artsy Old Town is. People there really support the arts. A classier shop like this would fit in an area like that beautifully.
114 Christine Onidi	Arlington	VA	22206	United States	5/29/2015	It is awesome
115 Charon Henning	Chamberlain	SD	57325	United States	5/29/2015	James Marlowe is the right person to run this shop. He will set the bar of excellence high for this area and bring a wonderful addition to King Street.
116 Abigail Wright	North Hollywood	CA	91602	United States	5/29/2015	I think of this as not only a way to bring more business to Alexandria but more art, which is already a wonderful part of the city.
117 Jennifer house	Washington	DC	20002	United States	5/29/2015	It's my right. It's our right.

## Change.org Petition with Comments

People's perceptions of tattoo shops are no longer what they use to be. Tattoo Shops should no longer be associated as shops that bring "riff-raff" into the neighborhoods; but rather shops that bring a great source of revenue and people into thriving communities. No longer are tattoos taboo, but are becoming the norm amongst all social classes that it is no longer unusual to see a tattoo on a doctor, lawyer and many other white collar workers. As we become more accepting of other races, religion and sexual preferences, shouldn't we then be ready to remove stereotypes that prevent successful businesses from opening strictly because of their profession.

I was born and raised in Alexandria and recently moved to Florida, Marlowe ink is the best tattoo shop in the DC metro area and would bring art, culture and respectable business to old town Alexandria.

5/30/2015 tattoos are cool and James is a great guy  
Freedom of expression, freedom of art.

5/30/2015 Without ART, EARTH would just be EH

5/30/2015 James and his business will be a great asset for Alexandria.

James Marlow and his artist are incredible people and would bring a lot to Alexandria. Old town is already a pretty artistic place why not add some more.

Since My husband and I have moved here 7yrs ago, we have found that this shop has been the most friendliest, cleanest, and most professional! All the artist are very talented!! I have been working with them for the past 3yrs! I am currently getting both sleeves worked on, which they are almost completed!! Every where I go, I have received many compliments!!! Love them!!! They will be great in old town Alexandria !!

5/31/2015 I'm signing because I love Marlowe Ink tattoo. Had work done by James many times including him tattooing my 66yr old mother. He's a talented artist and a solid business man. An Old Town location would be absolutely awesome. Kudos to James and his crew.

6/2/2015 The Fairfax location is the most professional and clean tattoo shop I have ever experienced. More of the same would do nothing but improve the world.

6/2/2015 King St. needs this tattoo shop!!!

6/2/2015 I've known James Marlowe for over 20 years. He is professional, courteous, and his business would be an asset to any community.

6/3/2015 Tattoos are a respected art form and the shop will complement Alexandria's reputation as a city that supports the arts.

6/3/2015 I agree and support!

6/3/2015 I own a tattoo shop in Nashville, TN and would do anything to help out another good shop.

6/3/2015 James is awesome!

6/3/2015 old town needs a talented and knowledgeable tattoo shop

6/3/2015 Should have a chance to open a business .

6/3/2015 its the right thing to do!!

6/3/2015 I support this business and realize the great community it would bring to our area.

6/3/2015 I love tattoos

Marlow Ink gives back to the community. They continue to be a dedicated supporter of the D.C. Roller girls - a group of strong, athletic, professional women in the DC, Virginia, Maryland area. Furthermore, I have sought their professional services over the past year I have gone to their artists for 5 tattoos, I have recommended them to several of my friends and colleagues. There professionalism is unlike any other shop I have ever been to and it is for this reason in addition to the others that they would be a good fit for the King Street business district.

6/3/2015 I believe in this... I love tattoos... And it would be an awesome location for this shop! ^\_^

tattoos are now a part of our culture and not a seedy or negative thing and free commerce means people should be able to do business as they wish. As long as it's safe and legal, which tattooing is. Even have to be licensed in Virginia to tattoo.

6/3/2015 I like tattoos hope the are priced will when they do open

I know the group of professionals that will be opening the tattoo shop...and it will be an asset for the city of Alexandria as a business to show that the city is an avant garde destination.

These guys are great at what they do and take great care of their customers. The tattoo my artist gave me truly is a work of art and should be treated as such; support local talented artisans.

6/3/2015 I think tatto shops have come a long way, and something tasteful that draws dollars to King Street is good!

6/3/2015 Tats are friendly

118 Laura Newberry	Lorton	VA	22079	United States	5/30/2015	tattoos are cool and James is a great guy Freedom of expression, freedom of art.
119 Pablo Campos	Pensacola	FL	32514	United States	5/30/2015	Without ART, EARTH would just be EH
120 Curt Dorman	Falls Church	VA	22042	United States	5/30/2015	James and his business will be a great asset for Alexandria.
121 Amanda Bowman	Mount Airy	NC	27030	United States	5/30/2015	James Marlow and his artist are incredible people and would bring a lot to Alexandria. Old town is already a pretty artistic place why not add some more.
122 Val Steenstra	Arlington	VA	22207	United States	5/30/2015	
123 Rooy Debeuin	Sterling	VA	20104	United States	5/30/2015	
124 Crystal Solano	Springfield	VA	22150	United States	5/30/2015	
125 Lauren Mezharich	Woodbridge	VA	22191	United States	5/31/2015	I'm signing because I love Marlowe Ink tattoo. Had work done by James many times including him tattooing my 66yr old mother. He's a talented artist and a solid business man. An Old Town location would be absolutely awesome. Kudos to James and his crew.
126 Andrew Alter	Reston	VA	20191	United States	6/2/2015	The Fairfax location is the most professional and clean tattoo shop I have ever experienced. More of the same would do nothing but improve the world.
127 Andrea Fitzpatrick	Hagerstown	MD	21742	United States	6/2/2015	King St. needs this tattoo shop!!!
128 Betsy Shepard	Surry	VA	23883	United States	6/2/2015	I've known James Marlowe for over 20 years. He is professional, courteous, and his business would be an asset to any community.
129 Leslie Sturges	Annandale	VA	22003	United States	6/3/2015	Tattoos are a respected art form and the shop will complement Alexandria's reputation as a city that supports the arts.
130 Melissa McIntyre	Woodbridge	VA	22193	United States	6/3/2015	I agree and support!
131 Crystal Harris	La Vergne	TN	37086	United States	6/3/2015	I own a tattoo shop in Nashville, TN and would do anything to help out another good shop.
132 Chris anderson	Surry	VA	23883	United States	6/3/2015	James is awesome!
133 Jessica zadlo	Alexandria	VA	22314	United States	6/3/2015	old town needs a talented and knowledgeable tattoo shop
134 Chris dunn	Falls Church	VA	22043	United States	6/3/2015	Should have a chance to open a business .
135 Kelli Sussan	Lake Placid	FL	33852	United States	6/3/2015	its the right thing to do!!
136 Ashton Walters	Hamilton	VA	20158	United States	6/3/2015	I support this business and realize the great community it would bring to our area.
137 Brandon Mckee	Woodbridge	VA	22191	United States	6/3/2015	I love tattoos
138 Samantha McGovern	Springfield	VA	22151	United States	6/3/2015	Marlow Ink gives back to the community. They continue to be a dedicated supporter of the D.C. Roller girls - a group of strong, athletic, professional women in the DC, Virginia, Maryland area. Furthermore, I have sought their professional services over the past year I have gone to their artists for 5 tattoos, I have recommended them to several of my friends and colleagues. There professionalism is unlike any other shop I have ever been to and it is for this reason in addition to the others that they would be a good fit for the King Street business district.
139 Kelome Meadows-Olse	Triangle	VA	22172	United States	6/3/2015	I believe in this... I love tattoos... And it would be an awesome location for this shop! ^_^
140 Jimmie Walsh	Annandale	VA	22003	United States	6/3/2015	tattoos are now a part of our culture and not a seedy or negative thing and free commerce means people should be able to do business as they wish. As long as it's safe and legal, which tattooing is. Even have to be licensed in Virginia to tattoo.
141 Kevin Braddock	Fairfax	VA	22031	United States	6/3/2015	I like tattoos hope the are priced will when they do open
142 Javier padilla	Alexandria	VA	22304	United States	6/3/2015	I know the group of professionals that will be opening the tattoo shop...and it will be an asset for the city of Alexandria as a business to show that the city is an avant garde destination.
143 Mary Cave	Fairfax Station	VA	22039	United States	6/3/2015	These guys are great at what they do and take great care of their customers. The tattoo my artist gave me truly is a work of art and should be treated as such; support local talented artisans.
144 John Nielsen	Alexandria	VA	22312	United States	6/3/2015	I think tatto shops have come a long way, and something tasteful that draws dollars to King Street is good!
145 Chris clarke	Leesburg	VA	20176	United States	6/3/2015	Tats are friendly

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146 Jessica Robertson	Alexandria	VA	22314 United States	6/3/2015	Old Town Alexandria is too uptight and I am a tattoo advocate
147 Jodo lane	Manassas	VA	20110 United States	6/3/2015	Hands down a great shop with great people!
148 Ruby Almague	Annapdale	VA	22003 United States	6/3/2015	Tattoos are art.
149 Paul Posey	Alexandria	VA	22301 United States	6/3/2015	king street needs some excitement - jazz it up! Great shop; great people.
150 N A	Alexandria	VA	22310 United States	6/3/2015	They should have an opportunity to succeed, just like any other business.
151 Meghan Doptis	Moultonborough	NH	3254 United States	6/3/2015	I believe in James Marlowe and that he will provide a clean and professional shop with quality artists putting out great tattoos! I think this would be a wonderful addition to King Street- I've known James Marlowe for 30 years and he is a wonderful person and very very
152 Shelley White	Alexandria	VA	22301 United States	6/3/2015	successful small business owner.
153 David Kastner	Englewood	CO	80112 United States	6/3/2015	sure
154 steve crossett	Alexandria	VA	22301 United States	6/3/2015	I'm ok with people expressing themselves in this way
155 Kristin Nilson	Springfield	VA	22150 United States	6/3/2015	tattoo is art!
156 Elizabeth DeMarco	Wenatchee	WA	98801 United States	6/3/2015	I am a former VA resident and still have family living in the area... a Business should be able to be anywhere. James runs a good clean shop and would be an asset to Old Town!
157 Courtney Earll	Ashburn	VA	20147 United States	6/3/2015	I love Marlowe Ink's work and business! They're friendly, kind and most of clean and a safe environment! It would add to the awesomeness that
158 James sanner	Cape Coral	FL	33990 United States	6/3/2015	I am moving to the area and am a supporter of tattoos being done in a clean and legal establishment
159 Matthew Riegner	Fairfax	VA	22031 United States	6/3/2015	Marlowe Ink has been long standing in downtown Fairfax City and has carried a long positive reputation in the community. I feel that reputation
160 Rozzlyn Pierce	Woodbridge	VA	22192 United States	6/3/2015	for standards and quality will be carried to any location Mr. Marlowe would place a location.
161 Tricia Hatridge	Alexandria	VA	22301 United States	6/3/2015	I think it will be beneficial to the community and bring in more revenue. why not?!
162 Erik Engstrom	Dumfries	VA	22025 United States	6/3/2015	I am signing because I approve. There is nothing wrong with a tattoo shop in Alexandria. America is all about freedom, freedom of speech,
163 Dixie Ross	Washington	DC	20003 United States	6/3/2015	freedom to own your own business. This type of business will add culture to the Alexandria area.
164 Sam Westernman	Alexandria	VA	22310 United States	6/3/2015	Marlowe Tattoos has been producing quality art for a long time. Please help make their work even more accessible to others!
165 Robert Dotson	Vista	CA	92081 United States	6/3/2015	Marlowe Ink is a very respectful establishment and would do only good for the Olde Town Alexandria environment.
166 Julio Marengo	Alexandria	VA	22304 United States	6/3/2015	I grew up in NoVa and I would love for to see this go through.
167 Kathryn Bowers	Alexandria	VA	22304 United States	6/3/2015	I'm a tattoo Artist and I have nothing bit positive visions towards tattoos. We need more diverse businesses in Alexandria!
168 Manuel Padilla	Alexandria	VA	22312 United States	6/4/2015	I lived in Alexandria, VA for about 9 years, and supported all businesses located in Old Town. I am a tattooed educator and can't wait to go back
169 Gabriela Guzman	Alexandria	VA	22310 United States	6/4/2015	to Alexandria and visit this tattoo shop and support the economy of such great city.
170 Lily Mejia	Alexandria	VA	22304 United States	6/4/2015	I'm signing because having a tattoo is a way of expressing yourself, if individualises a person. And this tattoo shop is great
171 Alex kang	Alexandria	VA	22307 United States	6/4/2015	Alexandria needs a shop so people don't travel out of the city. I think it would be good for out city
172 Antoine SAUNDERS	Vienna	VA	22180 United States	6/4/2015	I WANT TATTOOS!!!!!! Cause she's amazing!!!
173 patty mantilla	Alexandria	VA	22304 United States	6/4/2015	I agree with opening a tattoo shop in Alexandria
174 Maisie Lyman	San Francisco	CA	94122 United States	6/4/2015	Why on earth shouldn't the tattoo shop be on king street?
175 Eileen Pounder	Fredericksburg	VA	22407 United States	6/4/2015	I don't have a tattoo but a lot of people I know do and I support their decision to have one.
176 Faye Long	Falls Church	VA	22043 United States	6/4/2015	I believe there should be more tattoos shops that are home to real true artists with talent, respect and pride in their trade.
177 eric meyersen	Leesburg	VA	20176 United States	6/4/2015	Because we have the right to pursue happiness in life and in work. 1. Old Town needs store fronts to be filled, not vacant like I have been so used to seeing over the past few years. The city needs the commercial revenue. 2. If there can be TWO erotic shops on King Street, I think you can approve an upscale tattoo parlor.
178 Rob Domeyko	Alexandria	VA	22302 United States	6/4/2015	King street needs a tattoo shop!!!
179 Marian Richards	Alexandria	VA	22314 United States	6/4/2015	Tattoos are life, learn to evolve
180 Andrew titmus	Waterford	VA	22317 United States	6/4/2015	I need new tattoos for when I come home for the holidays.
181 Will Howard	Alexandria	VA	20190 United States	6/5/2015	Nothing says deviant more than the big American flag tattoo on my back.
182 William Seth	Reston	VA	22315 United States	6/5/2015	I heard they do great work!
183 Jennifer Williams	Alexandria	VA	22305 United States	6/6/2015	Tattoos are art!
184 Sofia burton	Alexandria	VA	20005 United States	6/6/2015	I would give his shop business!
185 Jennifer Moore	Washington	DC	22181 United States	6/6/2015	Marlowe Ink rocks and it would be silly to not let this happen.
186 Anna Fucking Hill	Vienna	VA	22114 United States	6/6/2015	I love my tattoos and support bringing a tattoo shop to the bustling streets of Alexandria.
187 Whitney Moore	Crofton	MD			

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188 James Henry	Stephens City	VA	22655 United States	6/6/2015 I enjoy going to Old Town and am a tattoo enthusiast.
189 Brandon Silver	Springfield	VA	22152 United States	6/6/2015 I'm signing as a manager of an Old Town business who thinks Old Town Old Town have enough businesses that target younger generations.
190 Rebecca Chuvalas	Alexandria	VA	22301 United States	6/7/2015 Our bodies are canvas waiting for beautiful artwork, and there needs to be a little more beauty in this world!
191 Tim Broutin	Alexandria	VA	22304 United States	6/7/2015 give a use permit, let the market decide.
192 Coni Cesaro	Lorton	VA	22079 United States	6/8/2015 Great owner, business, & employees.
193 Cindy Baggett	Alexandria	VA	22303 United States	6/10/2015 If the City of Alexandria will allow a porn shop on King Street, they should approve a tattoo shop!
194 Kat Velkoff	Chantilly	VA	20151 United States	<p>The right to bodily autonomy is as important a feminist issue, including (among other things) abortion and tattoos. We must all be allowed to choose what we do with our bodies. As a woman, a feminist, and a voter, I would be very upset if politicians were telling me what I could and could not do with my body, provided that it is safe and legal, which tattoos and piercings are. Please do not turn this shop away because of your personal opinions about people with tattoos. I have a few and I plan on getting more. I have worked tirelessly on numerous political campaigns in Virginia and Maryland for democrats and gay marriage and I will not sit back as the politicians I have worked so hard to get elected execute the exact laws I have fought so hard against. I've heard so many politicians say that we need to leave a woman's decisions about her body up to her.</p> <p>6/11/2015 Let's stick to that for all people and let them decide what to do with their bodies.</p> <p>Although I personally do not chose to have a tattoo I believe that this is an issue of individual choice and see no reason not to allow this business in Alexandria.</p> <p>6/11/2015 Freedom of expression</p> <p>6/11/2015 Alexandria deserves an excellent tattoo shop</p> <p>6/11/2015 I support small, locally owned businesses.</p> <p>6/11/2015 My son is a great tattoo artist and they should not have to petition to have a shop ANYWHERE - I thought this was a free country.</p> <p>6/12/2015 I'm signing because this is a great business with great artists.</p> <p>6/12/2015 James is great and runs a great business!</p> <p>6/12/2015 I know this man's talents and the way he keeps his shops!</p> <p>6/12/2015 I love tattoos!</p> <p>6/12/2015 Tattooing is a form of expressionism and should be covered under free speech.</p> <p>6/12/2015 I love old town &amp; would love a tattoo shop there!</p> <p>James Marlowe has built an excellent business in Fairfax. His tattoo shop would make an excellent addition to Alexandria's thriving business area.</p> <p>6/12/2015 QUALITY all the way!</p> <p>6/12/2015 James Marlowe is a consummate professional and all around good person.</p> <p>James Marlowe and his staff are great people with a stellar reputation. He has run a very clean &amp; successful business in Northern VA for a great number of years, and would only contribute to positive growth in Alexandria.</p> <p>6/12/2015 Love some ink!</p> <p>6/13/2015 I live in Alexandria now, and would love a tattoo shop near by.</p>
195 Seth Morrison	Arlington	VA	22202 United States	
196 Robin leitch	Woodbridge	VA	22191 United States	
197 Ed Dunn	Alexandria	VA	22312 United States	
198 Lori Carey	Springfield	VA	22152 United States	
199 Wendy Moore	Herndon	VA	20170 United States	
200 Frank Felge	Washington	DC	20010 United States	
201 Anthony Valenti	Spotsylvania	VA	22553 United States	
202 Emily Rose	Boerne	TX	78006 United States	
203 Tyrone Gerst	Alexandria	VA	22304 United States	
204 Stephanie Sejersen	Saint Robert,	MO	65584 United States	
205 Kiersten Weaver	Fort Belvoir	VA	22060 United States	
206 Diana Bryan	Broadlands	VA	20148 United States	
207 Alicia Finch	Reston	VA	20190 United States	
208 Cynthia Cashwell	Edgewater	MD	21037 United States	
209 Nick Wescott	Alexandria	VA	22309 United States	
210 Emily Saunders	Ocean City	MD	21842 United States	
211 Hayden Abernathy	garner	NC	27259 United States	<p>James Marlowe has an excellent reputation, among customers and tattooers alike. I can say with upmost confidence that his shop attracts mostly young to middle aged professionals and college students, and would be excellent for the community and local economy.</p> <p>Old Town is becoming way too homogenized with chain restaurants and stores. Pretty soon there won't be anything there you can't find everywhere else. Let's bring back the original feeling of the neighborhood, and support eclectic, small businesses.</p> <p>Because im also a tattooer of 15 years in san francisco...we need true tattoo parlors .i agree..not just some shop....support for true Artist .bettering the tattoo industry....and cities revenue.taxes etc</p>
212 cecilia guay	Alexandria	VA	22307 United States	
213 robert quinn	San Francisco	CA	94133 United States	
214 Juli Trotter	Fort Myers Beach	FL	33931 United States	
215 Kelly Wingfield	Winchester	VA	22602 United States	<p>6/23/2015 I grew up in that area. culture is key to that city. and art. I am an artist with not one single tatoo but think they are beautiful! I'm all for this!!</p> <p>6/23/2015 I believe in the right to express ones's self also it's a great place with great artist!!</p>