



## COMMERCIAL DEVELOPER

# Digest



January 2024

## UNLOCKING OPPORTUNITIES:

### How to collaborate with our economic development office

A new publication especially for you

Welcome to York County's quarterly e-newsletter for the commercial real estate community! As we embark on a promising new year, the Economic & Tourism Development (ETD) team is eager to reinforce our commitment to fostering commercial growth and prosperity in the county.

We understand the pivotal role that you—our development partners—play in shaping our local economy, and we're here to ensure your success by offering a range of strategic resources and support, including:

- **Free property marketing**
- **Business networking events**
- **Tailored market insights**
- **Permitting and processing assistance**

ETD stands ready to be your partner in navigating the evolving landscape of our county. When you win, we all win! Together, let's unlock unprecedented opportunities and build a thriving future for our community.



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## Meet our team

With the merging of the County's Economic Development and Tourism departments in 2021 and the retirement of long-time Economic Development Director Jim Noel in 2022, the ETD team has undergone quite a few changes over the past few years. We'd like to reintroduce ourselves to you. Our leadership team now consists of Director Kristi Olsen-Hayes and Deputy

Director Darren Williams. We'd love to get to know you, so read more about us below. If you're in the Historic Yorktown area, don't hesitate to reach out or stop by to say hello.



**Kristi Olsen-Hayes**

*Director of  
Economic & Tourism Development*

Kristi leads the County's economic development efforts to attract and maintain a strong business presence that adds to the overall quality of life in York County. She also oversees the development, delivery, and performance of integrated external marketing efforts to promote tourism and stimulate economic activity.

Kristi began her career with Busch Gardens/Water County USA, where she served in various guest services and marketing positions. She built upon that experience in additional marketing positions at the Jamestown-Yorktown Foundation and Colonial Williamsburg Foundation, where she worked as a National Sales Manager prior to moving to York County.

In 2002, Kristi became the County's very first Tourism Coordinator. She worked diligently and passionately



**Darren Williams**

*Deputy Director of  
Economic & Tourism Development*

New to this role, Darren started his career in York County in 2008 with the County's Department of Public Works. In 2013, he joined the Office of Tourism Development as Waterfront Operations Coordinator, and over the past 10 years, his responsibilities and involvement in departmental oversight expanded to Waterfront Operations Supervisor and, most recently, Chief of Waterfront Operations.

Darren has been actively involved in the growth and management of personnel and facility operations including part-time and full-time staff, the Freight Shed, trolley and pier operations, as well as parking and special events. Darren has also served as the department's representative on various boards, committees and commissions, and has made yearly presentations to the Board of Supervisors on

to lay the groundwork for developing community events, attracting tall ships, and increasing overall visitation to the area. She now leads a team of 11 full-time staff who, in addition to strategic economic and tourism initiatives, plan and execute more than 70 annual events in Yorktown.

department activities.

Since the County combined its Economic and Tourism Development offices, Darren has stepped up to learn more about economic development and has been an integral part in the research and planning for many important proposals, including the Water Street Improvement Project and the Dockmaster Building.

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## How we can help you

### **Got a client looking for commercial property in York County?**

Reach out to us—we can help you close the deal! We provide many free services to help businesses locate or expand here, including **incentives** and permitting assistance from an experienced ombudsman. We can also connect you with appropriate state-level partners for additional assistance programs and resources.

### **Help us help you!**

Add [econdev@yorkcounty.gov](mailto:econdev@yorkcounty.gov) to your e-news and property update email lists, so we are made aware of your listings and can promote them for you for free. We feature available commercial properties on our **Facebook page**, monthly business e-news, on our **website**, and within our own **interactive property database**. Don't miss out on these valuable, complimentary, promotional opportunities.

Be first to know with our  
**DEVELOPMENT DASHBOARD!**

Property Search

Monthly Property Sales Report

Land Use Map

News/Media Coverage

Current Adopted CIP Budget

GIS Mapping

Site Plan Tracking

Subdivision Tracking

Monthly Building/Demo Permits



Capital Improvements Project Map



Elevation Contour Map



GIS Data Dashboard



Bikeways & Walkways Map



VDOT Projects - York County

Want to know what's coming to the County? Wondering what's going on with that site next door?

Check out the *Development Dashboard* for details on recent property sales, assessments, building permits, site plans, and much more!

VISIT DASHBOARD

## Featured Properties

### Introducing Perry Junction, a rare flex-space option

This brand-new 20,000 SF Class A warehouse office space is available for lease in a rare freestanding industrial building with grade doors. Perry Junction offers exceptional design flexibility for a single 20,000 SF user, or may be divided to offer multi-tenant occupancy: Unit #1 is 11,786 SF and Unit #2 is 8,075 SF. The building's flexibility allows for either 100% office, 100% warehouse, or a flex combination.

Perfect for industrial manufacturing, warehouse, assembling, and fulfillment use. Located just off of Interstate 64 (Exit 242B) in Busch Industrial Park.

- Sought-after York County location with a Williamsburg address
- Zoned EO—Economic Opportunity for a variety of uses allowed by right
- 15 minutes from Newport News/Williamsburg International Airport
- Tenant pays electric, janitorial, dumpster, and data/internet
- Landlord pays taxes, insurance, and common area maintenance





[BROKER POLICY](#)

[PROPERTY FLYER](#)

## MARK YOUR CALENDAR

Each year, the EDA hosts several business networking events that are free to attend. These events offer unique opportunities for area development professionals to meet our team, as well as members of the County's **Planning and Development Services Department**, and to mix and mingle with local business owners who may need your services in the future.

Coming up in March, you're invited to join us for the EDA's annual Distinguished Business Affair, an awards reception where we honor the most significant commercial development in the County for the prior year.



# DISTINGUISHED BUSINESS AFFAIR



*We invite you to join us for this exciting event honoring two of York County's most distinguished businesses from 2023.*

THURSDAY  
**MARCH 14, 2024**  
6:00 pm - 8:00 pm

— **THE FREIGHT SHED** —

Riverwalk Landing | 331 Water Street, Yorktown, 23690

*The awards ceremony will begin promptly at 6:00 pm, followed by a networking reception from 6:30 pm - 8:00 pm. Business attire.*

HOSTED BY:

The York County Economic Development Authority and  
Department of Economic & Tourism Development

SPONSORED BY:

Dominion Energy, Greater Williamsburg Chamber of Commerce,  
Henderson, Inc., Mid-Atlantic Commercial, Plains All American Pipeline,  
TowneBank, and York County Chamber of Commerce

**PLEASE RSVP BY FRIDAY, MARCH 1, 2024**  
TO [ECONDEV@YORKCOUNTY.GOV](mailto:ECONDEV@YORKCOUNTY.GOV) OR (757) 890-3317

RSVP

## Property reassessment has pros & cons

This year was a reassessment year in York County, which occurs every two

years. Fair market values for most of the area's properties have increased significantly, following market trends across the country.

This is, of course, great news for property sellers and owners looking to cash out on newfound equity to buy equipment or finance major repairs or additions. It can also be used as a promotional tool for development professionals marketing area properties to buyers.

Unfortunately, higher values may feel like just another tax hike for owners not looking to sell. If you or someone you know believes the adjustments to their property are incorrect, there is an appeal process in place. For more information, visit:

**[Real Estate Assessment Office website](#)**

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## Keep in touch with us

- **Add us to your e-news and property update email lists** so we know your listings and can promote them for you for free via our e-news, social media, website, and even directly to prospects we meet with!
- **Reach out to us when you have a client looking, leasing, buying, or developing commercial property in York County.** Our experienced staff and online **Development Guide** can help your clients navigate the County's permitting processes and discuss any applicable incentives or assistance programs available.
- **Forward this e-news to your colleagues and friends** in the local development community, so they can also keep up to date with York County happenings and developments. They can **[subscribe here](#)**.

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