



2017 ANNUAL REPORT

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YESYORKCOUNTY.COM



Economic Development



SHEILA NOLL
2017 CHAIRMAN YORK COUNTY BOARD OF SUPERVISORS (BOS)

"The Board of Supervisors has continued to make economic development a strategic priority and provide fiscal resources to sustain ongoing initiatives. In addition to our focus on revitalizing the Route 17 Commercial Corridor, we are supporting new regional endeavors. Our Go Virginia grant award will allow the formation of a new and exciting economic development vehicle, a Regional Industrial Facilities Authority (RIFA)"

RICK MOBERG
2017 CHAIRMAN YORK COUNTY ECONOMIC DEVELOPMENT AUTHORITY (EDA)

"The Economic Development Authority's strong support of existing businesses paid major dividends in 2017. Marina Electrical Equipment expanded through the acquisition of the former Altria York Manufacturing Facility, growing from 27,000 square feet to 147,000 square feet. The Snow Companies acquired and initiated renovation of the 38,000 square foot Waller Mill Office Building. Both of the transactions rescued long-vacant facilities and will result in significant employment growth. "



HOME-BASED BUSINESS ASSISTANCE PROGRAM

The York County Home-Based Business (HBB) Assistance Program is a comprehensive economic development initiative developed to help the home-based portion of our business community grow and thrive. The program includes a Transition Grant, an annual Home-Based Business Resource Fair & Conference, and a monthly Home-Based Business Lunch & Learn Series, all of which provide resources, support and opportunities for our home-based business owners.

\$2,000
 in HBB
 Transition
 Grants
 Awarded

Program Awards and Recognition

In 2017, York County Economic Development was awarded an International Economic Development Council (IEDC) Gold Award and a National Association of Counties (NACo) Award for the creation and implementation of the Home-Based Business Assistance Program. Additionally, the ground-breaking program was selected as one of NACo's Top 100 Brilliant Ideas at Work Across the Nation and won the overall Best Achievement Award from the Virginia Association of Counties (VACo).

Lunch & Learns

Co-sponsored by the York County Economic Development Authority and the York County Chamber of Commerce, the Home-Based Business

Lunch & Learn Series is a monthly educational seminar that features various speakers who give tips and information specifically targeted to the concerns of Home-Based Businesses.

OVER 175
 Attendees at
 2017 HBB Lunch
 & Learns



Resource Fair & Conference

The York County Economic Development Authority and the York County Chamber of Commerce co-hosted the area's 3rd Annual Home-Based Business Resource Fair & Conference. This informative event featured general sessions on the *Top 3 Items Every Home-Based Business Owner Needs To Know* about various topics, such as taxes, banking, marketing, time management, organization, local ordinances, and much more. Afternoon breakout sessions delved deeper into topics specific to direct sales and network marketing companies as well as more traditional home-based businesses. The event, which was held on Friday, October 20th, at the Williamsburg Stryker Center, received excellent reviews from the attendants.

**2017 HBB
 RESOURCE FAIR &
 CONFERENCE**
100+ Attendees
15 Speakers
20 Exhibitors



EDA INCENTIVES: GRANTS/LOANS GIVEN

The EDA provided two economic development grants totaling \$250,000 to existing York County companies. In February, \$200,000 was awarded to The Snow Companies to assist with the renovation of the 38,000 square foot Waller Mill Office Building, which had been vacant for over five years. In May, the EDA awarded \$50,000 to York Veterinary Hospital for the renovation and expansion of their facility on Route 17. This work will also improve the developability of adjacent commercial sites.

**NEW
 BUSINESSES
 609**





DID YOU KNOW:
DODD RV RECOGNIZED AS
NATIONAL DEALER OF THE YEAR
BY DEALERRATER.COM



DID YOU KNOW:
VIRGINIA BEER COMPANY NAMED
BEST IN CLASS BY BEER ADVOCATE
AND CELEBRATES 1ST YEAR

NEW BUSINESSES/GRAND OPENINGS

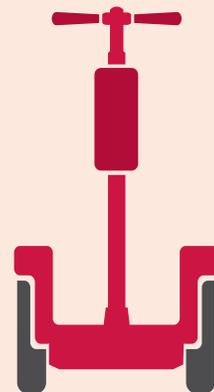


- The Crossings on the Peninsula
- Fresenius Kidney Care
- Jimmy da Greek's
- American Revolution Museum
- Marina Electrical Equipment
- Carolina BBQ
- 3 Amigos
- Jose Tequilas Mexican Grill
- Mark Irwin State Farm
- DroniCar
- Uncle Nick's Meats
- Taco Bell – Kiln Creek
- Snow Companies
- Chill Out Ice Cream Bar & Grill
- Jam Central Station
- In Balance Mobile Yoga
- Sweet Caroline's Marketplace
- Union Brothers (Re-opening)
- Commonwealth Senior Living (re-opening)
- Grunow's Kitchen (re-opening)

**This list represents just a sampling of new businesses in York County in 2017. For a full list, visit www.YesYorkCounty.com.*

UNDER CONSTRUCTION/ COMING SOON

- Casa Pearl
- Dodd RV Expansion
- Play A Round Family Fun Center
- Riverside Rehabilitation Hospital
- The Chipper USA
- York Veterinary Hospital Expansion



DID YOU KNOW:
PATRIOT TOURS
& PROVISIONS
RANKED TOP
10 BEST
GUIDED TOURS
IN VIRGINIA

DID YOU KNOW:
ITA INTERNATIONAL RECOGNIZED
BY GOVERNOR MCAULIFFE
FOR ONGOING COMMITMENT
TO HIRING VETERANS

ECONOMIC DEVELOPMENT EVENTS



2017 Distinguished Business Affair

The York County EDA awarded Spain Commercial with the 2017 William Rogers "Poor Potter" Award, for their significant investment in York County. Spain's latest building has 18,000 sq. ft. of commercial flex space, with 15,000 s.f. already leased to new York County businesses. Spain Properties has been an excellent corporate citizen over the many years they've been located in York County. In addition to this development, the company has also built several other high-quality flex and

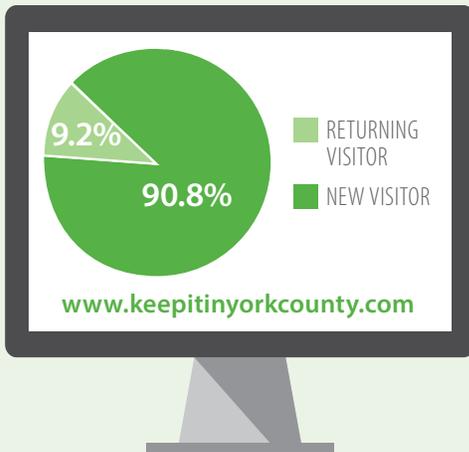
office spaces, totaling over 60,000 square feet, throughout the County. This type of space, which was previously hard to find, has helped several existing businesses grow and has attracted many new businesses to the County. The York County Chamber of Commerce recognized Wormley Creek Marina as the 2017 John D. "Pete" Sterrett Jr. Small Business of the Year. The marina was established in 1956 and one of the largest marinas in York County.

DID YOU KNOW:
ITA INTERNATIONAL NAMED
TO INC. 5000 LIST FOR 5TH TIME



DID YOU KNOW:
ALEWERKS TOPPED
'BEST BREWERY' COMPETITION
IN HAMPTON ROADS

BUY LOCAL WEBSITE



FEATURED BUSINESSES
1500+



WEBSITE PAGE VIEWS
8,111



WEBSITE SESSIONS
2,701



AVERAGE SESSION
3.11 min



PAGES/SESSION
3.00



INDIVIDUAL USERS
2,047

REGIONAL INITIATIVES



ChefsGo Academy

The Office of Economic Development provided financial support for a unique hospitality industry training program in 2017. The ChefsGo Academy established a regional apprentice program for students aspiring to have a career in culinary arts.

The program was initiated by fine dining restaurants in the Greater Williamsburg area, which also support the program through internships and training opportunities.



Peninsula Localities Win GO Virginia Grant

The state's GO Virginia board awarded a \$150,000 grant to the six Peninsula localities for the formation of a Regional Industrial Facility Authority (RIFA) and engineering work to support Phase One development of an unmanned systems testing & demonstration facility. The formation of the RIFA will establish a regional economic development authority that can support multiple projects and, most importantly, will allow the participating communities to share tax revenue. Once formed, the RIFA's first project will be the development of the area's first drone park on surplus state property, located in York County.



Greater Williamsburg Partnership

The GWP initiated its first full-year marketing calendar with several major events conducted, including two co-marketing opportunities with the Virginia Economic Development Partnership, The Northwest Food and Beverage Show in Oregon and a Homeland Security Conference in Washington D.C. The GWP responded to twelve prospect opportunities that represented over \$730 million in capital investment and over 1,384 potential new jobs for the region. A private investor program launched in 2017, resulting in over \$27,000 in three-year commitments, as a result of meetings with only 20% of targeted partners.



Launchpad: Greater Williamsburg Business Incubator

Two years ago, Launchpad, Greater Williamsburg's joint small business incubator, started a journey to develop a world-class business incubator that fosters a successful entrepreneurial community. Launchpad has successfully brought together entrepreneurs and small businesses, mentors, coaches, industry leading experts and investors to further this goal.



COUNTY NEWS YORKTOWN RANKED IN TOP 100 BEST CITIES FOR BUILDING WEALTH

ROUTE 17 REVITALIZATION

Property Acquisition Program

In April, the EDA acquired its first property under the Route 17 Revitalization Program. The County razed four dilapidated structures on the property. Work is underway to extend sewer service to the site. Staff initiated the implementation of a marketing plan to promote development of the 1.25 acres, located at 7120-7124 George Washington Memorial Highway. The plan is focused on attracting an upscale full-service restaurant.

Staff is also working with Public Works on a stormwater project across Route 17, which will serve this property and improve overall drainage in this area.

BUSINESS ANNIVERSARIES

20TH ANNIVERSARY

- Cousins Towing & Recovery
- Rite Aid
- Lightfoot Pit Stop
- Andrea's Italian Restaurant
- Victory Personal Storage
- Dress Barn
- Bay Flooring & Interiors
- Papa John's Pizza
- York Tax
- Robinson Engineering Inc
- AMF York Lanes
- Great Atlantic Hot Tubs
- Dallas E. Millen

25TH ANNIVERSARY

- Gary Staples Plumbing
- Styles by Venus LTD
- Water Country USA
- Alexander's Photography
- Thomas W. Butterfoss DMD PC
- Auto Haus of Yorktown
- Phillips & Associates Realty

30TH ANNIVERSARY

- R.E. Michel Company LLC
- Associates of York
- Colonial Kitchens & Cabinets
- Hair Cuttery

35TH ANNIVERSARY

- Barricade Rentals Inc
- Davis & Associates PC
- Holiday Chevrolet Cadillac
- The Pizza Shop

40TH ANNIVERSARY

- Law Office of James W. Elliott
- Equipment Inc
- Long John Silver's Seafood
- Blackies Used Parts
- On the Hill Gallery
- Williamsburg Campark LLC
- True Value

**This list represents the active business licenses in York County in 2017. It may not be all-inclusive of long-term businesses that have changed ownership or names.*

A fundraising campaign was launched with a goal of \$30,000, of which \$10,000 has already been raised. Launchpad has worked with more than 55 businesses in various capacities and has had seven successful exits/graduations. Launchpad hosts an average of 7-8 entrepreneurial events that attract between 150-200 each month.



W&M Event

The 7th annual joint VIP Homecoming Tailgate was co-hosted by the Triangle's three Economic Development Offices, and William & Mary's Economic Development Office and Cohen Career

Center. Over 75 attendees dropped by the event to interact with fellow alumni and colleagues and to meet with local and regional economic development officials and staff, who discussed how Greater Williamsburg is the perfect place, not only to attend college, but to start, move or expand their business.



START Peninsula 6.0

York County is proud to be a founding sponsor of START Peninsula, the region's premiere annual business idea pitch competition. This year's event was held from November 3-5 at the Stryker Center in Williamsburg. From over 100 attendees, 28 braved the stage to pitch

their unique business ideas to a panel of judges. The budding entrepreneurs formed teams and worked to develop their concepts over the course of the weekend, with help from various volunteer mentors and coaches. On Sunday, the top three were awarded prize money and complimentary business services, such as office space in one of the area's incubators, legal services, coaching, and more. Congratulations to the 2017 winners - MadSkills, Affordify, and Muddy Marley's Dog Wash.

Business Appreciation Reception

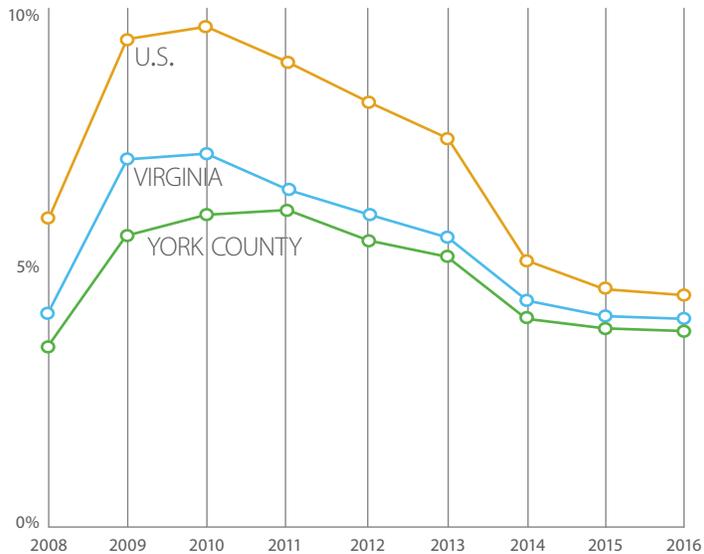
Each year the three Greater Williamsburg Localities join together to host a Business Appreciation Reception, honoring the region's existing businesses. York County hosted this year's Memorial Day-themed event at the

Freight Shed in Historic Yorktown, with over 130 business owners in attendance.



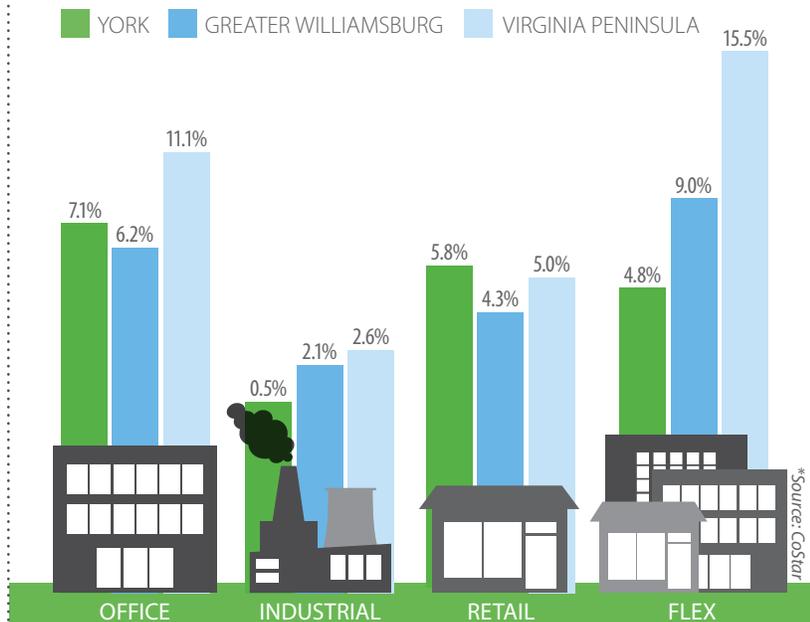
DID YOU KNOW:
THREE YORK COUNTY
BUSINESSES AWARDED
COASTAL VIRGINIA MAGAZINE'S
COMMUNITY IMPACT AWARDS –
ARCPHOR, BRITTANY'S BEAUTY
BAR, & COOKIE TEXT

UNEMPLOYMENT TRENDS



*Source: VEDP 2017 Community Profile

VACANCY RATES



*Source: CoStar

BUILDING PERMITS

Calendar Year	Residential Permits		Commercial Permits	
	No. of Units	Dollar Value	No. of Units	Dollar Value
2012	139	23,194,557	112	9,950,593
2013	259	40,071,209	224	13,425,996
2014	118	38,635,026	196	18,480,147
2015	115	28,943,969	156	28,180,272
2016	85	18,338,651	99	9,480,635
2017	167	35,145,861	92	16,509,119

*Source: York County Division of Building Regulation

BUSINESSES LEASED PER SQUARE FEET

2016 **244,638**

2017 **249,116**

*Source: CoStar

TOP EMPLOYERS

NAVAL WEAPONS STATION/
CHEATHAM ANNEX

2,628

YORK COUNTY SCHOOLS

2,223

U.S. COAST GUARD STATION

1,457

SENTARA WILLIAMSBURG
REGIONAL MEDICAL CENTER

830

WATER COUNTRY

791

YORK COUNTY GOVERNMENT

790

WAL-MART
(TABB & LIGHTFOOT)

767

GREAT WOLF LODGE

468

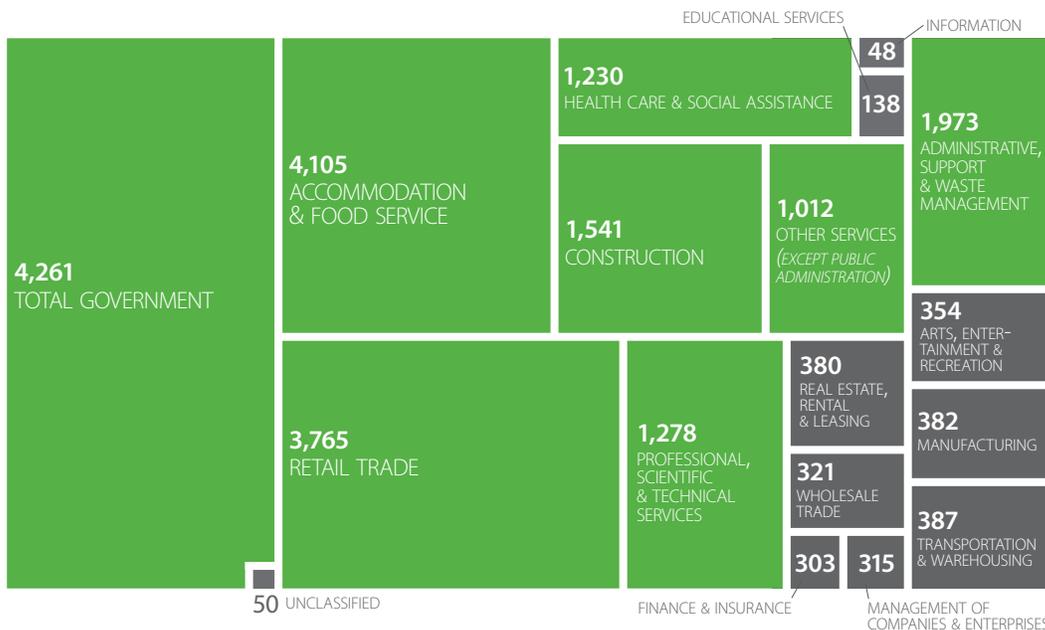
YMCA (TABB & LIGHTFOOT)

422

KROGER

235

EMPLOYMENT BY INDUSTRY



*Source: VEDP 2017 Community Profile