

# COUNTY OF YORK

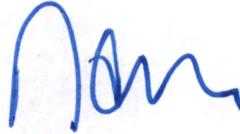
## MEMORANDUM

**DATE:** May 23, 2023

**TO:** York County Board of Supervisors

**FROM:** Neil A. Morgan, County Administrator

**SUBJECT:** Initial Thoughts on Property Acquisition Program



At your May 16, 2023 meeting, Vice Chairman Roane asked me to suggest some ideas related to developing a property acquisition program. Accordingly, this narrative is provided for the Board's consideration.

### THE BIG QUESTIONS

There are fundamental questions that need to be considered in pursuing this concept. The first question is the purpose of the program. Is the desire to purchase undeveloped land to block development permanently? Is the core idea to buy undeveloped land for the purpose of "land banking" with the clear intent to facilitate development at some future date in a manner consistent with the County's preferences? An alternative approach would be to purchase targeted, developed property that has become run down either for conversion to green space or for redevelopment.

Another big question is what scale of effort is envisioned and what resources would the County be prepared to put into such a program? If it were to be an ongoing effort to acquire significant acreage a funding source would be needed. If, on the other hand, the approach was an occasional opportunistic purchase, it might be possible to use County reserves, use one-time year-end surplus funds or, perhaps, delay something in the CIP.

A critical consideration is what procedure would be used to identify potential properties and how any type of negotiation to establish a purchase price would unfold. It is assumed that the County would not want to use eminent domain for this program. The implication is that efforts to buy targeted properties would be extremely expensive because landowners will know the County is interested. It would be reasonable to expect voluntary purchase prices to be in the range of two to three County assessed fair market values under the above-described scenario.

### SCALE AND FINANCIAL ASSUMPTIONS

For the sake of discussion, let's say the purpose of the program was to buy two to ten-acre parcels in any zoning category for any number of purposes. In an average year, one five-acre parcel would be acquired through voluntary negotiation. Depending on variables such as location, zoning, and utility access, the assessed price could vary drastically. If one assumed a per acre cost of \$50,000 on the low end, such a program would need an annual budget of \$250,000. If structures were on the property the price would be higher

as would property along commercial corridors, or if the parcels had by-right residential zoning designations. If some of the properties we were to pursue had such characteristics, a budget of \$500,000 annually is probably more realistic for a single meaningful annual purchase.

#### PROGRAM DESIGN

An important question is how the County would decide what properties were of interest and whether the County was purchasing it directly or through others such as the EDA. One could consider a systematic review of all potential properties within certain parameters and come up with some kind of priority ranking. Again, Board policy guidance would be needed on the front end in order for the staff to understand how properties should be ranked. Then there is the question of confidentiality. If such a report was public, the County would telegraph to potential sellers its interest. In my experience, when a property owner believes the government wants to buy their property, they usually hold out for a value far beyond the assessed fair market and often more than elected officials can support and staff can recommend.

A secretive negotiation process has other problems. The reality is that most owners will sell their property faster and less expensively to another private party than they will to a government entity. One way to overcome this problem is to employ a third party to negotiate for an unnamed client. This strategy has the advantage of leveling the negotiating “playing field”. On the other hand in a community like York County, there is a good chance that a prospective seller would figure out the County’s interest in any case. Additionally, some might object to using a third party because it is by definition not a transparent process.

An alternative that I have successfully used in the past is a procedure that combines transparency and flexibility. We used this process to acquire three run-down properties along the George Washington Highway which is now the Beale’s construction site. The technique we used grew out of my experience purchasing property in Downtown Newport News during the 1990s. The attached report describes the version of this strategy first used in York County about six years ago.

This approach requires publicly identifying a group of properties that the County might be interested in with the clear understanding we are not committed to buying any one in particular. The message to property owners and commercial realtors would be that the County may be interested in your property but only at a reasonable price. If you have other plans or too high of a price, the County would look elsewhere. This approach has the advantage of keeping asking prices from getting out of control because potential sellers understand that the government is prepared to take a pass and is not desperate to purchase a particular parcel. Of course, the limitation of this strategy is that it requires strategic patience, and if there really is a particular parcel that is the focus, the above described approach does not work.

## CONCLUSION AND NEXT STEPS

There are clearly many different ways to implement a property acquisition program. Depending on the purpose of the undertaking, the County may wish to utilize its EDA as the purchasing agent. Work to further define the purpose and scale of the program would be needed before any meaningful program could be structured and implemented. If the Board of Supervisors is interested in pursuing any of the ideas expressed in this report, I would suggest that a work session be scheduled to explore this matter further.

### Attachment:

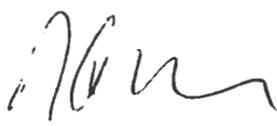
- Proposed Route 17 Revitalization Property Acquisition Program

# COUNTY OF YORK

## MEMORANDUM

**DATE:** October 18, 2016 (BOS Mtg. 11/1/16)

**TO:** York County Board of Supervisors

**FROM:** Neil Morgan, County Administrator 

**SUBJECT:** Proposed Route 17 Revitalization Property Acquisition Program

Improving the Route 17 Corridor has long been an important focus of York County's government and citizens. It is effectively our "main street" and is the focal point for much of our commerce and employment. It is also highly traveled and is experienced daily by many citizens and visitors alike. The Board of Supervisors confirmed the importance of this corridor when it identified Route 17 corridor redevelopment as a critical economic development priority in its 2016 Strategic Priority review. It's ongoing value from a tax base, employment, and community identity standpoint is clear. The completion of the VDOT project along a major portion of the thoroughfare creates new opportunities and brings new urgency to the necessity of revitalizing our commercial hub.

Consistent with the direction of the Board of Supervisors, the Office of Economic Development (OED) and the Economic Development Authority (EDA) Route 17 Revitalization Committee have been working on a program to accelerate quality commercial redevelopment in the Route 17 Corridor. The basic concept is to acquire targeted commercial parcels that have development potential when assembled with nearby property. High priority targets for this effort are often encumbered with dilapidated structures that hinder their redevelopment, and reduce the desirability of nearby properties along the county's highest value commercial corridor. By acquiring these parcels selectively at fair, but not exorbitant prices, the EDA will have the ability to improve the property's appearance (through demolition/lot clean-up) and offer them at competitive prices for desired development proposals. With limited public resources, we believe this strategy of targeted, opportunistic acquisition will allow the County to leverage needed private investment. The general goal will be to position acquired properties for higher end redevelopment in conjunction with the private sector.

OED staff and the EDA committee have narrowed the targets to six areas in the corridor. A "bucket map", providing basic property information, location on Route 17 and site photographs, has been developed for each of the six areas. Each bucket map also contains a narrative regarding the pros and cons of each area from an acquisition and future development perspective. A copy of each bucket map is attached. The locations were selected using a number of factors including, but not limited to:

- Property condition and potential to remove blighted structures
- Property's usefulness for future development in concert with adjacent/nearby parcels
- Environmental and/or utility constraints
- Property listed for sale or owner's expressed willingness to sell

- Presence or lack of occupants or tenants
- Property reasonably priced based on fair market value
- Potential affordability for acquisition

It is important to reiterate that this proposed acquisition program is strictly voluntary. No property owner would ever be obligated or pressured to sell and the EDA would be under no obligation to purchase any particular parcel. Potentially impacted property owners and interested commercial realtors would all have access to information regarding the EDA's efforts and rationale for this undertaking. For this long-term strategy to succeed, the county must be transparent, patient, and welcoming of follow-on private redevelopment proposals.

The Route 17 corridor has a strong commercial core, and some areas have development potential without public sector intervention. However, many parts of the corridor do not have a strong demographic appeal, particularly for chain restaurants and retail, which require minimum population densities within a certain radius. Additionally, the presence of older, dilapidated structures tends to dampen investment interest and increase development costs. The high median household incomes along the corridor could support higher-end, independent, retail and restaurant establishments. By offering locations that are prepared for development and available at a lower cost, we may be able to stimulate this type of investment. At a minimum we should be able to improve the corridor's appearance, which will benefit the existing commercial endeavors. In order to provide context for this program, the Planning Division has prepared an overview document entitled "Route 17 Corridor Revitalization Strategy" that is attached.

This program has been placed on the agenda for your approval and endorsement for funding. Based on market pricing in the Route 17 corridor and the specific areas that have been targeted, a budget of \$500,000 for the program's first year should allow us to make a significant property or multiple-property acquisition. The EDA endorsed this program and funding request at its August 30, 2016, meeting and highly recommends the Board's support of this program. In that the County has reserves identified for Economic Development, no appropriation is needed to support this program at this time. When a voluntary purchase is successfully negotiated by the EDA consistent with their program, I would advise the Board and request an appropriation on a parcel specific basis.

The EDA is also taking a hard look at resurrecting the Route 17 Property Improvement Grant Program as another tool to accelerate commercial improvements. The proposed property acquisition program, coupled with our existing tools like the Demolition Loan Program, should enable us to work more effectively towards a significantly upgraded York County "Main Street".

Tom Anderson, EDA Vice Chairman, and EDA Member Vern Lockwood comprised the EDA Committee for this effort, along with former EDA member Brad Berrane. Mr. Anderson and Mr. Lockwood plan to present this program proposal to the Board at the November 1, 2016 work session.

JNoel/3318

Attachments

## Route 17 Corridor Revitalization Strategy Overview Document

### Introduction

George Washington Memorial Highway, better known simply as Route 17, has long been York County's main commercial corridor. On County zoning and land use maps dating back to 1957, the most consistent and recognizable feature is the ribbon of red – indicating commercial development, either existing or planned for the future – that runs a little more than eight miles from the Colonial National Historical Park to the Newport News city line. With up to 50,000 vehicles a day, Route 17 functions as both a main street and a major highway, serving County residents as well as commuters traveling between the Middle Peninsula and employment centers on the southern Peninsula and south Hampton Roads.



The dual roles of this transportation artery are reflected in the character of development along the corridor. From the upscale “new urbanist” mixed-use projects under construction at the northern end, to the longstanding salvage yards at the southern end, development along the Route 17 corridor can best be described as an eclectic mix of old and new, commercial and residential. The corridor has big box retail, small strip centers, large chain stores and small independent business. Commercial development is interspersed with nonconforming single-family detached houses and mobile home parks that were built long ago, when the Zoning Ordinance allowed residential uses in commercial districts or, in some cases, before the County even had a Zoning Ordinance.

The 2013, York County Comprehensive Plan, *Charting the Course to 2035*, states, “As the County’s primary commercial and transportation corridor, Route 17 (George Washington Memorial Highway) is recognized in the Comprehensive Plan as an area worthy of special consideration.” Indeed, the Route 17 corridor has been the focus of numerous planning and economic development efforts dating back at least two decades. While these efforts, described below, have yielded positive results, the opportunity exists for further improvement through public sector investment in development and redevelopment to allow the Route 17 corridor to achieve its full potential, from the standpoint of both community aesthetics and revenue generation.

### Route 17 Master Plan (1996)

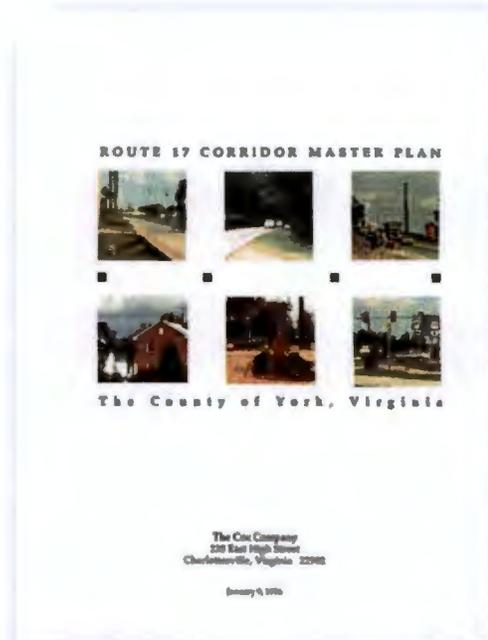
In the mid-1990s, the Board of Supervisors contracted with the Cox Company, a Charlottesville-based planning consultant, to analyze the economic vitality, aesthetic quality, and natural assets of the Route 17 corridor and prepare recommendations for its enhancement. Among other things, this study recommended public investment in landscaping enhancements in the medians and along the shoulders of Route 17. This recommendation served as the catalyst for median and shoulder landscaping improvements that were installed south of the Route 134/Route 17 intersection in 2000. As those landscaping improvements continue to mature, they demonstrate the positive impact that a comprehensive planting plan can have.

### Route 17 Revitalization Committee (2003-04)

Landscaping by itself cannot cure some of the basic problems that lie beyond the right-of-way line along the corridor. Identifying and recommending ways to turn those issues into opportunities was the main focus of the ad hoc Route 17 Revitalization Committee formed in 2003 in response to the expressed goal, re-affirmed by the Board of Supervisors at a goal-setting retreat, of improving the Route 17 corridor. The Board assigned primary planning and implementation responsibility to the Industrial (now Economic) Development Authority, which established a committee to develop an action plan for recommendation to the Board of Supervisors.

The Route 17 Revitalization Committee began its work by assembling maps, photographs, and other documentation concerning the existing and previous character of the Route 17 corridor. These photo records, as well as current and 1974 aerial photographs, tell a story about the evolution of Route 17 as the lower County's principal transportation artery and commercial "main street." In some cases, the images painted a very positive picture of successful, thriving, and attractive businesses, while in other instances the picture was not as positive, as evidenced by abandoned, boarded-up, and overgrown properties where multiple businesses had started and failed time and again.

The committee produced an action plan aimed at improving the appearance and preserving the economic vitality of the Route 17 corridor through a combination of grant programs and public infrastructure investments to encourage property owners to make improvements. To stimulate reinvestment in the commercial property on the Route 17 corridor, the Revitalization Committee recommended that financial assistance (matching grants on a dollar-for-dollar basis up to a maximum award of \$20,000) from the County's Economic Development Fund be offered for a Route 17 Commercial Property and Building Improvement Incentive Program. Many of the businesses on Route 17 and on other commercial corridors are small operations that generally may have very little capital available for improving the appearance of their property. In many cases the businesses are leasing the property from owners who have no motivation to improve the building and/or property. A number of the small strip centers in these commercial areas are leasing to small local businesses that do not pay high rents; hence, the owners of these centers may not be inclined to make major renovations since their current net operating profit is very low. This grant program, which proved to be very popular and resulted in a number of successful renovation projects, provided a financial incentive for



commercial property owners to improve building façades, signage, landscaping, and general site conditions.

Following another recommendation of the Route 17 Revitalization Committee, the Board of Supervisors adopted a tax exemption program for the Route 17 corridor in 2004. Many properties in the County's commercial corridors are occupied by older structures, and it is likely that some owners are hesitant to renovate or expand because improvements can result in increased real estate assessments and an increased tax burden. Section 58.1-3221 of the *Code of Virginia* provides authority for localities to provide for partial real estate tax exemptions for commercial and industrial structures that are at least twenty (20) years old. The exemption may be made available for up to fifteen (15) years. By providing a real estate tax exemption for property improvements to older commercial structures, owners could have a real incentive to improve and maintain the quality of their property.

Another component of the revitalization program involved regulatory change. Specifically, in 2005, the Board of Supervisors created the Route 17 Corridor overlay district, which runs along Route 17 between Cook Road and the Newport News city line. The provisions of this overlay zoning district do not change the list of uses allowed by the underlying zoning classification; rather, they address architectural design and appearance with the objective of ensuring that new or redevelopment projects are compatible with their surroundings and present a positive image on the County's major tourist entry corridors (as enabled by the terms of Section 15.2-2306 of the *Code of Virginia*). These provisions include many of the same architectural design standards of the Tourist Corridor Management (TCM) overlay district established in 1995 and applied to various transportation corridors. They were adopted as a direct result of the work and recommendations of the Route 17 Revitalization Committee and have had a positive influence on the appearance of new or renovated development along the Route 17 corridor.

Also in 2005, the Board of Supervisors established a second overlay zoning district at the recommendation of the Route 17 Revitalization Committee. The intent of this Route 17 Commercial Corridor Revitalization District, which applies to physically constrained properties along Route 17 that meet certain criteria, is to encourage and facilitate the effective and attractive rehabilitation and/or redevelopment of "blighted" or otherwise challenged development sites on the Route 17 corridor through the relaxation of certain requirements that are identified as impediments to investment.

#### Comprehensive Plans (2005 and 2013)

The need to address the problem of blighted commercial structures along Route 17 and other major corridors in the County was a topic of significant discussion among the members of the ad hoc Steering Committee appointed by the Board of Supervisors to oversee the 2004-05 Comprehensive Plan review and update. As part of that Plan update, the County contracted with a survey research firm to conduct a telephone survey of County residents, the purpose of which was to obtain statistically valid data regarding general community goals relating to the physical development of the County. The survey included several questions relating to commercial revitalization initiatives. The response of the citizens, shown in the table below, indicates strong support for commercial redevelopment and revitalization initiatives. Particularly noteworthy is the support expressed for County acquisition and demolition of vacant, rundown business properties, which received an overall score of 4.09 on a scale of importance from 1 to 5. Support was especially strong, as it was for all the commercial revitalizations, among lower County residents, most of whom likely travel on Route 17 on a daily basis.

Level of Importance on a scale of 1 to 5, with 1 being Not Important and 5 being Extremely Important	Lower County	Upper County	Total County
Encourage new businesses to move into empty commercial properties	4.31	4.27	4.31
Ensure that all new businesses have attractive landscaping	4.13	4.00	4.10
Purchase and tear down vacant, rundown business properties along major roads to improve the area's appearance	4.10	4.04	4.09
Require new businesses or those being renovated along major roads to meet certain architectural design standards to make sure they are visually attractive	3.96	3.90	3.95
Source: Continental Research, Inc., <i>County of York Comprehensive Plan Opinion Survey</i> (February 2005)			

Consistent with these findings from the citizen survey, the 2005 Comprehensive Plan, *Charting the Course to 2025*, recommended that the County pursue the acquisition of maintenance and landscape easements on blighted properties and, in some cases, purchase of the properties themselves, to achieve both aesthetic and economic development objectives:

*“For various reasons, commercial and residential properties sometimes become vacant and are not maintained properly. These situations range from vacant lots that are not mowed frequently enough to commercial structures that become dilapidated and are prime graffiti targets. Code enforcement efforts sometimes work in these cases but often are very ineffective, particularly in the absence of a comprehensive property maintenance ordinance. Even properly maintained abandoned properties can be a ‘blight’ on a neighborhood or corridor. For example, along Route 17 there are properties with old vacant buildings or properties where the building has been demolished yet the concrete or asphalt parking lots and driveways remain. These properties are not attractive and, in many cases neither the buildings nor other improvements could be salvaged for use in a redevelopment scheme for the property. For aesthetic and marketing purposes, the best short-term solution for many would be to simply remove all of the old remnants and grass/landscape the site.*

*In 1997 the County was faced with a dilapidated building situation next to the Yorktown Library. An old service station was abandoned and the out-of-town owner was not maintaining the property. County staff was able to convince the owner to raze the structure but could not require that the grounds be cleaned and maintained to the same standard as the adjacent library property. In order to accomplish this the County requested that the owner dedicate/donate a landscaping and maintenance easement that allowed County forces to remove the debris on the property, plant shrubs and grass, and properly maintain the grounds. This same approach could be selectively used to address problem properties where all other avenues, including building maintenance codes (if adopted), have failed. The goal of such a program, which could be targeted to specific corridors or areas, would be to effect significant aesthetic improvements on the targeted property in order to stop its blighting influence and facilitate the property's sale and renovation. Ideally, such results could be achieved through an easement arrangement, thus allowing the County to make the aesthetic improvements but with the property remaining in private ownership. **However, in certain other situations it may be necessary for the County to pursue an outright purchase of the property in order to implement the desired aesthetic improvements and to make the property (or properties) more marketable and better able to accommodate redevelopment, and with an ultimate objective of resale to the private sector. The County should be prepared and willing to pursue such approaches as necessary.** [Emphasis added]*

Implementation of the 2005 Comprehensive Plan began with a County-wide multi-property rezoning process that lasted from June 2006 through February 2007. By late 2007, the economic downturn that would ultimately grow into the “great recession” had begun. With the resulting shortfall in County revenues, funds have not been available for the implementation of any kind of property acquisition program. Nevertheless, the basic idea – that is, that the County should work to spur private development and redevelopment along major commercial corridors through the acquisition of strategically located properties and the removal of blighted and/or nonconforming structures that detract from the appearance and market appeal of the surrounding areas – did not go away, and the language from the 2005 Comprehensive Plan excerpted above was carried forward into the 2013 Comprehensive Plan update, *Charting the Course to 2035*. In addition, the Land Use and Economic Development elements of the Plan set forth numerous objectives and implementation strategies related to the visual improvement and economic revitalization of major transportation corridors in general and Route 17 in particular:

### **Objectives**

- Enhance the long-term visual attractiveness of the County's major commercial corridors.
- Encourage the adaptive re-use of existing blighted properties.
- Maintain higher development performance standards at major “gateway” entrances and along major “gateway” corridors.
- Promote the adaptive re-use of existing vacant, blighted commercial properties in key, highly visible locations by purchasing selected properties, demolishing existing structures, improving the sites, and preparing them for redevelopment by the private sector.
- Continue the Route 17 revitalization effort and extend it to other commercial corridors, including Bypass Road, Merrimac Trail, and Second Street.

### **Implementation Strategies**

- Maintain higher standards of development at major gateways into historic Yorktown and Colonial Williamsburg, including the Colonial Parkway, Cook Road, Goosley Road, Route 17 (north of Cook Road), Pocahontas Trail, Route 143 west of Queen Creek, Route 132, By-pass Road, and Richmond Road.
- Use the following tools to improve the Route 17 Corridor and other commercial corridors where deemed appropriate:
  - preserve and protect existing mature trees to the extent feasible,
  - establish new landscaped areas within the right-of-way as well as within existing and new development,
  - maximize building setbacks so as to provide opportunities for incorporation of green areas in highly visible areas and the retention of appropriate amounts of green space in the event of right-of-way expansion,
  - establish appropriate standards to ensure visually attractive signage, display, and storage associated with business activity, and
  - require the underground placement of new utilities and encourage the underground placement of existing utilities.

- Utilize the VDOT Revenue Sharing Program or the Transportation Enhancements Program to obtain matching funding to support new or expanded streetscaping/landscaping enhancements along the following “gateway” corridors in the County:
  - Route 17 (George Washington Memorial Highway)
  - Route 171 (Victory Boulevard)
  - Route 134 (Hampton Highway)
  - Route 173 (Denbigh Boulevard)
  - Route 105 (Fort Eustis Boulevard)
  - Route 199
  - Route 143 (Merrimac Trail)
  - Route 60 (Pocahontas Trail, Bypass Road, Richmond Road)
  - Route 162 (Second Street)
  - Mooretown Road
  - East Rochambeau Drive
- Continue allocating County funds to cover the cost of increased frequency mowing of medians and shoulders along all or portions of the above-named “gateway” corridors.
- Provide business incentives to offer:
  - Free design assistance to businesses interested in property improvements;
  - Matching Grant funding for implementing improvements;
  - Tax exemption for value enhancements associated with renovations.
- Facilitate rehabilitation of abandoned and “blighted” properties in areas targeted for enhancement and prepare them to accommodate redevelopment proposals through negotiation of landscape/maintenance easements or fee simple purchase.

### Conclusion

Just as the Route 17 commercial corridor has evolved over time, so too have the County zoning policies and development standards applicable to the properties along the corridor. The Zoning Ordinance Table of Land Uses has been amended over the years to ensure that only appropriate uses are allowed and to require a Special Use Permit in cases where the use might be appropriate only in certain commercial areas or subject to certain conditions. Moreover, new development along the corridor is now subject to architectural design standards intended to ensure aesthetic quality, while improvements to existing businesses, paid for in part with public grant funding, have enhanced the appearance of the corridor.

The logical next step for both the aesthetic and, perhaps more importantly, the economic revitalization of the Route 17 is for the County to initiate a public investment strategy involving the identification of key focus areas along the Route 17 corridor that are under-developed and/or in need of redevelopment and the targeting of specific parcels within these focus areas for purchase, blight removal, and ultimate resale to the private sector. Since the goal would be not just to facilitate the redevelopment of these parcels but to spur private sector investment in nearby properties as well, the selection criteria would include the economic development potential of not just the parcels themselves but also of adjacent or nearby properties. Parcel size (approximately two to four acres at most), availability, and affordability would also be important criteria.

In order to achieve specific economic development goals, sometimes it is necessary to stimulate private investment with public dollars. In the case of the Route 17 corridor, the inability to reach neces-

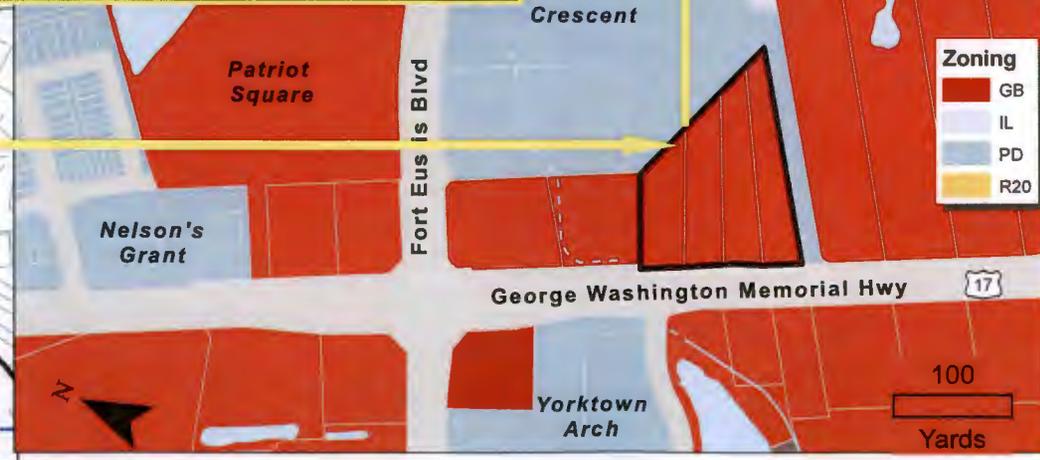
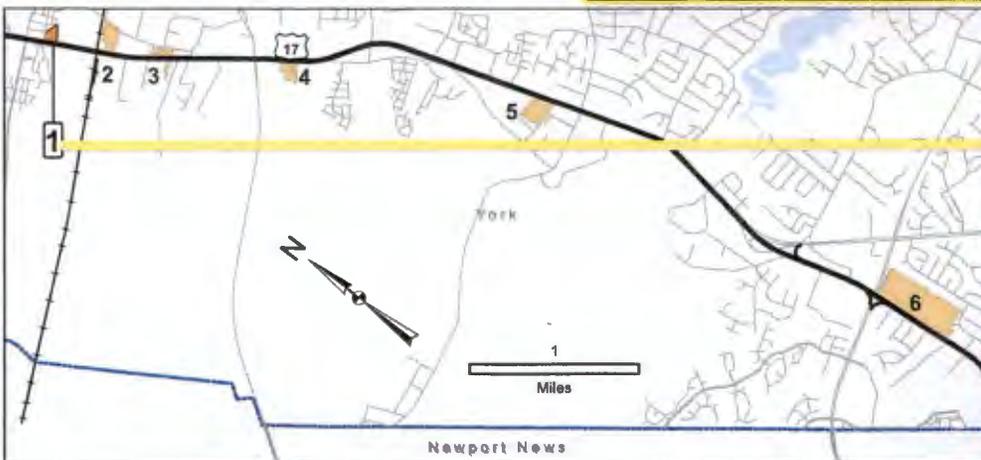
sary population densities has precluded higher levels of private sector investment in the niche restaurant and retail developments that the County wants. Therefore, the proposed investment strategy in this document may be necessary to lower the risk profile for these targeted high-end, independent restaurants and retail shops. The desired outcome of this strategy is a significantly upgraded commercial corridor.

# Map Number 1 - US 17 Developments

# of Parcels	Tot'l Asmnt	Tot'l Lnd Asmnt	Tot'l Imp Asmnt	Tot'l GIS Acres	Tot'l Deed Acres
4	\$1,147,000	\$1,137,000	\$10,000	3.55	4.03

Address	GPIN	Owner Name	Lnd+Imp Asmnt	Lnd Asmnt	Imp Asmnt	GIS Acres	Deed Acres
7914 GEO WASH MEM HWY	Q08b-4625-3435	RALPH ETUX & S G FRIEDMAN GOLDSTEIN	\$271,000	\$271,000	\$0	0.88	1.04
7900 GEO WASH MEM HWY	Q08b-4736-3301	COMPANY MORGAN-MARROW	\$252,000	\$252,000	\$0	0.95	0.96
7908 GEO WASH MEM HWY	Q08b-4688-3367	BERTHEL M ETALS MOORE	\$292,000	\$282,000	\$10,000	0.92	1.08
7920 GEO WASH MEM HWY	Q08b-4531-3505	SEVENTEEN PATRIOTS LLC	\$332,000	\$332,000	\$0	0.8	0.95

- Utilities available & no evidence of wetlands impact.
- Opportunity to remove a non-conforming, blighted, residential structure.
- Assemblage is in proximity to the developing Fort Eustis/Route 17 Gateway Crossing.
- Property is actively being marketed and could be acquired for a reasonable price.
- **Limited redevelopment opportunities due to small overall size. (3.55 acres)**

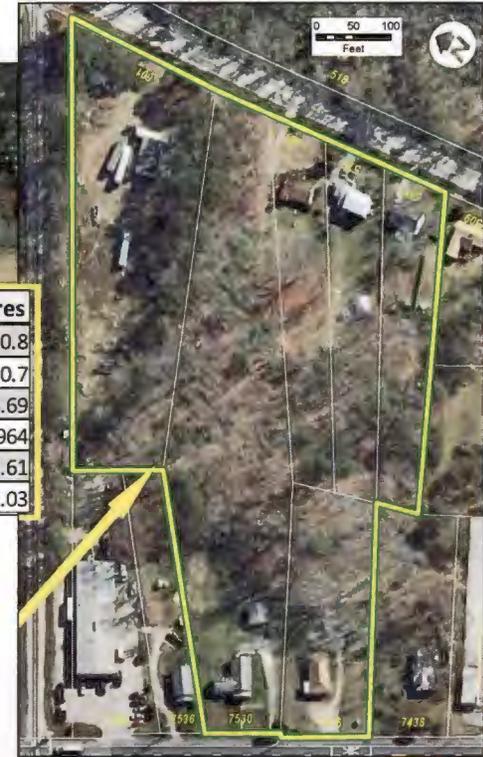


# Map Number 2 - US 17 Developments

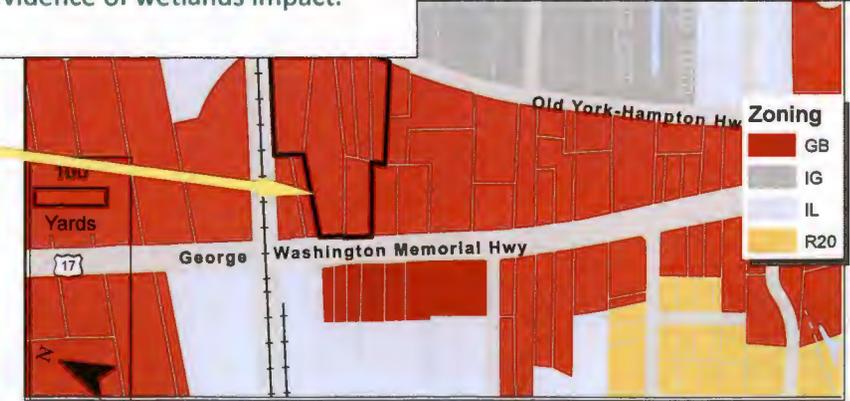
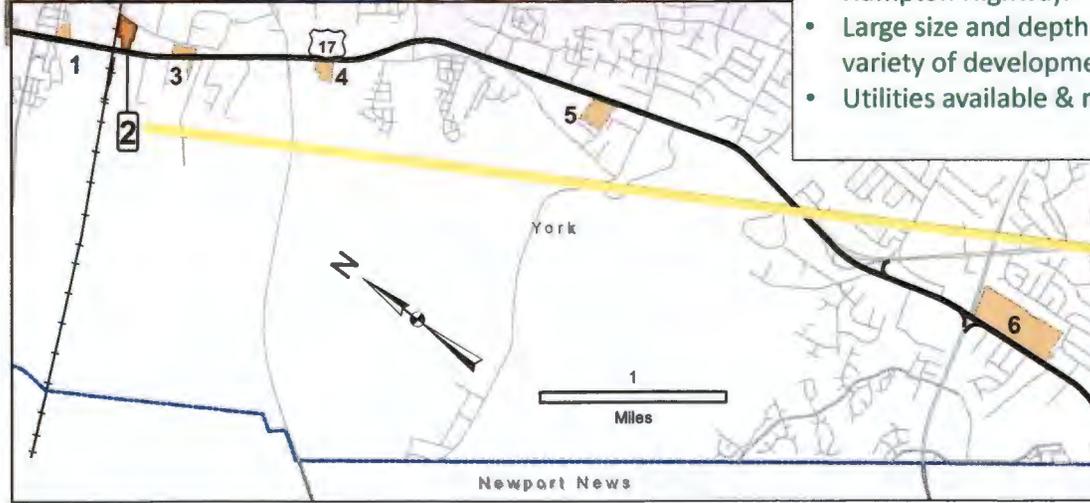
# of Parcels	Tot'l Asmnt	Tot'l Lnd Asmnt	Tot'l Imp Asmnt	Tot'l GIS Acres	Tot'l Deed Acres
6	\$1,542,000	\$1,442,000	\$100,000	7.53	7.794



Address	GPIN	Owner Name	Lnd+Imp Asmnt	Lnd Asmnt	Imp Asmnt	GIS Acres	Deed Acres
521 OLD YORK-HAMPTON HWY	R08c-0829-1925	DELORIS L TRUSTEE BORUM	\$159,000	\$139,000	\$20,000	0.71	0.8
515 OLD YORK-HAMPTON HWY	R08c-0838-1855	DELORIS L TRUSTEE BORUM	\$162,000	\$122,000	\$40,000	0.71	0.7
511 OLD YORK-HAMPTON HWY	R08c-0848-1783	KENNETH K & HOFFMAN	\$140,000	\$120,000	\$20,000	0.71	0.69
7516 GEO WASH MEM HWY	R08c-0463-1703	TATTOOS INK INC	\$262,000	\$252,000	\$10,000	0.86	0.964
7530 GEO WASH MEM HWY	R08c-0621-1924	LILLIAN REGINA TRUSTEE OF EDLOW	\$509,000	\$499,000	\$10,000	2.48	2.61
601 OLD YORK-HAMPTON HWY	R08c-0787-2164	C D S PARTNERS LLC	\$310,000	\$310,000	\$0	2.06	2.03



- Opportunity to remove multiple non-conforming, blighted, residential structures.
- Assemblage has access to both Route 17 and Old York-Hampton Highway.
- Large size and depth of assemblage would allow for a variety of development scenarios.
- Utilities available & no evidence of wetlands impact.



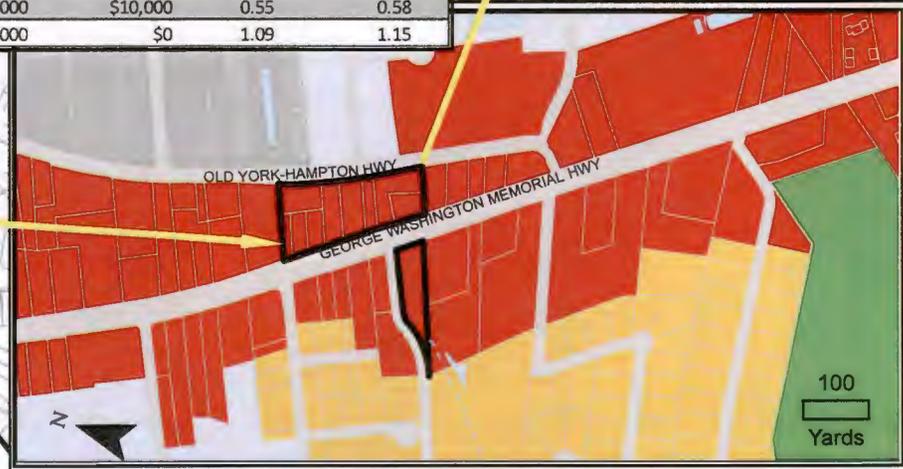
# Map Number 3 - US 17 Developments

- Ability to remove multiple blighted commercial & residential structures.
- We have acquired extensive property information associated with a former prospective purchaser's due diligence work.
- Property is actively being marketed and could be acquired for a reasonable price.
- Potential for assisting County with completing a drainage project.
- Assemblage has access to both Route 17 and Old York-Hampton Highway.
- **Property will require a sewer extension with a grinder pump.**
- **Entry spacing on Route 17 and poor soils may increase development costs.**



# of Parcels	Tot'l Asmnt	Tot'l Lnd Asmnt	Tot'l Imp Asmnt	Tot'l GIS Acres	Tot'l Deed Acres
10	\$1,664,500	\$1,592,000	\$72,500	5.2	5.32

Address	GPIN	Owner Name	Lnd+Imp Asmnt	Lnd Asmnt	Imp Asmnt	GIS Acres	Deed Acres
7216 GEO WASH MEM HWY	R08c-1093-0540	HARRY O ETALS WHITE	\$119,000	\$119,000	\$0	0.33	0.39
7214 GEO WASH MEM HWY	R08c-1135-0475	HARRY O ETALS WHITE	\$144,000	\$134,000	\$10,000	0.33	0.44
7120 GEO WASH MEM HWY	R08c-1423-0127	LEO H JR SULIK	\$152,600	\$146,000	\$6,600	0.4	0.42
7200 GEO WASH MEM HWY	R08c-1283-0344	DAVID P ETUX CAMPBELL	\$196,000	\$196,000	\$0	0.64	0.64
7124 GEO WASH MEM HWY	R08c-1361-0222	SHIRLEY ANN SULIK WHITE	\$334,900	\$289,000	\$45,900	0.78	0.83
313 OLD YORK-HAMPTON HWY	R08c-1252-0587	DONALD E & EVELYN MATHEWS SHIELDS	\$122,000	\$122,000	\$0	0.58	0.56
---	R08c-1065-0591	---	---	---	---	0.2	---
7130 GEO WASH MEM HWY	R08c-1326-0275	C R P LC	\$108,000	\$108,000	\$0	0.3	0.31
7208 GEO WASH MEM HWY	R08c-1232-0426	C R P LLC	\$187,000	\$177,000	\$10,000	0.55	0.58
7119 GEO WASH MEM HWY	R07a-1012-4956	F W LLC	\$301,000	\$301,000	\$0	1.09	1.15



**Zoning** IG IL GB R20 RC

# Map Number 4 – US 17 Developments

Address	GPIN	Owner Name	Lnd+Imp Asmnt	Lnd Asmnt	Imp Asmnt	GIS Acres	Deed Acres
101 BRICK CHURCH RD	R07d-3183-2003	PART SPENCER FAMILY LTD	\$414,600	\$274,000	\$140,600	0.63	0.63
108 SPENCER LN	R07d-3123-1847	SPENCER FAMILY LTD PART	\$102,000	\$77,000	\$25,000	0.24	0.24
6401 GEO WASH MEM HWY	R07d-3259-1773	SPENCER FAMILY LTD PART	\$1,574,300	\$1,349,000	\$225,300	4.13	4.13

# of Parcels	Tot'l Asmnt	Tot'l Lnd Asmnt	Tot'l Imp Asmnt	Tot'l GIS Acres	Tot'l Deed Acres
3	\$2,090,900	\$1,700,000	\$390,900	5	5



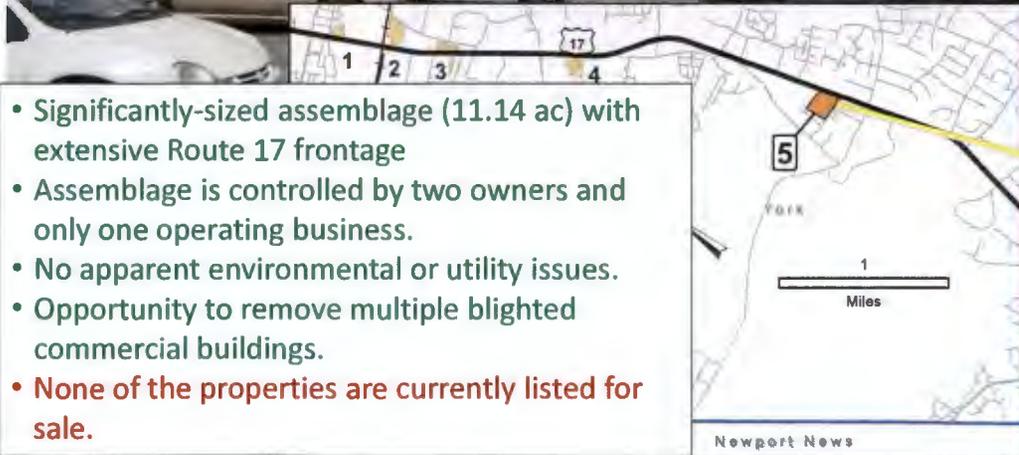
- Property is controlled by one owner who is interested in selling.
- Significant Route 17 frontage at a signaled intersection.
- Opportunity to redevelop outdated commercial structures.
- Acquisition of this property could be utilized to leverage redevelopment of the adjacent mobile home park.
- **Property currently supports five operating businesses.**



# Map Number 5 - US 17 Developments

# of Parcels	Tot'l Asmnt	Tot'l Lnd Asmnt	Tot'l Imp Asmnt	Tot'l GIS Acres	Tot'l Deed Acres
5	\$2,410,000	\$2,350,000	\$60,000	11.14	11.02

Address	GPIN	Owner Name	Lnd+Imp Asmnt	Lnd Asmnt	Imp Asmnt	GIS Acres	Deed Acres
4703 GEO WASH MEM HWY	S05a-2175-4772	E S & R B HOLDINGS INC	\$336,000	\$331,000	\$5,000	0.97	0.95
4633 GEO WASH MEM HWY	S05a-2213-4656	E S & R B HOLDINGS LLC	\$241,000	\$241,000	\$0	0.7	0.69
4723 GEO WASH MEM HWY	S05a-2138-4922	VALIANOS DEV CO	\$428,900	\$390,000	\$38,900	1.15	1.12
4739 GEO WASH MEM HWY	S06c-2073-0143	VALIANOS DEV CO	\$402,200	\$401,000	\$1,200	1.17	1.15
4727 GEO WASH MEM HWY	S05a-1784-4899	DEVELOPMENT CO VALIANOS	\$1,001,900	\$987,000	\$14,900	7.15	7.11



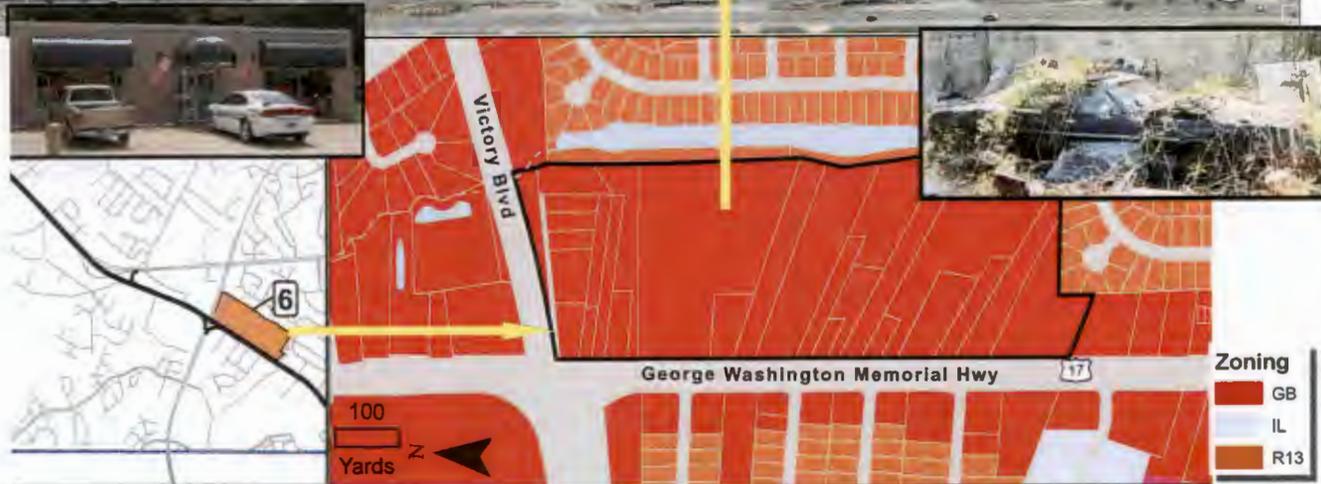
- Significantly-sized assemblage (11.14 ac) with extensive Route 17 frontage
- Assemblage is controlled by two owners and only one operating business.
- No apparent environmental or utility issues.
- Opportunity to remove multiple blighted commercial buildings.
- **None of the properties are currently listed for sale.**

# Map Number 6 - US 17 Developments

# of Parcels	Tot'l Asmnt	Tot'l Lnd Asmnt	Tot'l Imp Asmnt	Tot'l GIS Acres	Tot'l Deed Acres
28	\$12,488,600	\$11,200,000	\$1,288,600	53.45	52.163954



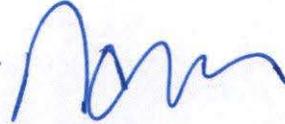
- Long-standing redevelopment target.
- Highly-desired retail location with adequate acreage for big box users.
- Frontage on Victory Blvd. & Route 17 with very high traffic counts.
- Unknown environmental liability and timing issues associated with property clean up.
- Asking prices are much higher than assessed values.
- Property development will require significant road improvements.



# COUNTY OF YORK

## MEMORANDUM

**DATE:** June 6, 2023  
**TO:** York County Board of Supervisors  
**FROM:** Neil A. Morgan, County Administrator  
**SUBJECT:** Notification of Certain Procurements



In accordance with the Board's policy for the procurement of items in the County's approved Capital Improvements Program (CIP) involving the procurement of goods and services costing between \$50,000 and \$100,000, or when otherwise stipulated by a prior resolution, notification is hereby given that staff has completed the procurement arrangements for the following County projects:

- Utilizing an Omnia Partners cooperative contract under the Region 4 Education Service Center, Contract #R220401, an award was made to Corby Energy Services, Inc., for the emergency repair of a broken water pipe at Randolph Street in the amount of \$88,512.
- The County conducted a public solicitation and placed an order Walter C. Via Enterprises, for the emergency repair of the Pinehurst Pump Station in the amount of \$90,000.

Dudley/3717