

**MINUTES**  
**REAL ESTATE HOLDINGS COMMITTEE**  
of the  
**JAMES CITY COUNTY ECONOMIC DEVELOPMENT AUTHORITY**  
Offices of Kaufman & Canoles, 4801 Courthouse Street, Suite 300  
Williamsburg, VA 23188  
June 7, 2017  
8:00 AM

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**A. CALL TO ORDER**

**B. ROLL CALL**

Paul W. Gerhardt  
Robin D. Carson  
Christopher J. Odle, Chairman

Teresa Fellows, EDA Recording Secretary

**C. REVIEW CURRENT REAL ESTATE HOLDINGS**

Mr. Odle stated that he had a conversation with County Administration regarding its thoughts for the focus and direction of the Authority and its limited funding. Out of that discussion came some very clear thoughts and opinions on what should be done with these two properties. It is hopeful that from these discussions some clarity of direction will be developed.

The EDA owns the parcel at the James River Commerce Park and it leases a parcel of land at the James City County Marina.

**D. DISCUSS OPTIONS FOR JAMES RIVER COMMERCE PARK PARCEL**

Mr. Odle gave an overview of the Miller Group's interest in building the Shell Building last year. While the Miller Group chose not to move forward with the project, the EDA did receive a copy of the study done by The Timmons Group that identified some potential problems. However, staff and the Authority are more informed about the items that need to be addressed in the short term.

Discussion ensued about the approved site plan for the Shell Building, concluding that if ever there was a time to go to a Request for Proposals (RFP) for a developer to come in and build a spec warehouse, now is probably the time. E-commerce and industrial activity is very active right now, and as distributors grow in the e-commerce sector, warehousing and distribution centers nearer to the end-user are getting harder to find. There is also a potential need for refrigerated warehousing as well. If the RFP is unsuccessful, then the Authority can continue to proceed with it being a shovel-ready site for a potential prospect.

Discussion ensued regarding how to handle the land if a developer responded to an RFP, whether it should be a ground lease or sale of the land to the developer. The recommendation of the Committee would be to enter into a ground lease with any potential developer to protect the Authority's asset and to provide a revenue stream.

Discussion continued about the RFP process and what information should be included, who would draft the RFP and what reasonable expectations the Authority could have of the developer. The Committee decided to recommend to the Authority to proceed with an RFP.

**E. DISCUSS OPTIONS FOR BALANCE OF LAND AT JAMES CITY COUNTY MARINA**

Mr. Odle briefly described his conversation with County Administration regarding the highest and best use for the balance of the land. He stated that he was told that residential development is not wanted and that it needs to be something for the community. Therefore, given those guidelines, what should be recommended?

Discussion ensued about creating a place that will attract tourists but also be attractive to the local community. San Antonio, Texas and Greenville, South Carolina have both taken little strips of water access and turned them into wonderful senses of place and this area has the potential to become something similar. There are so many places around the world that have accomplished this, but the area needs to be looked at holistically, as there is considerable waterfront in this area that is owned by the County. Many ideas were banded about, including opening a good seafood restaurant with a large deck overlooking the water, and then possibly an amphitheater and a multipurpose building for events and weddings. Once this is established, then it could begin to creep around the rest of shoreline toward Jamestown Beach. A major point discussed was that the whole area needs to master planned.

In summary, for the Marina the thought is to look at similar-sized cities that have created a waterfront destination and a sense of place. This would help determine usage and density, and the Committee would then be able to take a concept to the Administration for feedback. It was also discussed that when the County begins rehabilitation of the Marina, someone from the Committee should be involved. That way, both sides are working together instead of each being developed in a vacuum.

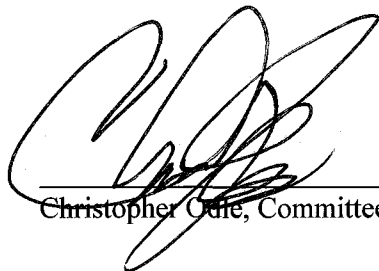
**F. ADJOURNMENT**

1. Adjourn until 8 a.m. on July 11, 2017, at the Offices of Kauffman & Canoles, 4801 Courthouse Street, Suite 300, Williamsburg, VA 23188

A motion to Adjourn was made by Robin Carson, the motion result was Passed.  
AYES: 3 NAYS: 0 ABSTAIN: 0 ABSENT: 0

Ayes: Carson, Gerhardt, Odle

At 9:05 a.m., Mr. Odle adjourned the Committee.

  
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Christopher Odle, Committee Chair

  
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Teresa Fellows, Recording Secretary