



Town of Warrenton
21 Main Street
Warrenton, Virginia 20186

March 24th, 2026

Dear Mayor Nevill & Members of the Warrenton Town Council,

On behalf of the Chamber of Commerce and our member businesses, we write to express our strong support for the proposed redevelopment of the historic Warren Green Hotel and the related investment in the 18 Court Street property. We believe this project represents a meaningful opportunity to strengthen the Town of Warrenton's economy, support local businesses, and enhance the overall vitality of our historic downtown.

Since 2021, the Fauquier County Board of Supervisors has explored options to return the Warren Green building to its original role as a boutique hotel. In 2024, the Board formally initiated a strategic process aimed at transitioning this important community asset back into productive economic use. Currently, the property generates no revenue for the town. Redevelopment would transform it into a productive asset that provides significant financial and economic benefits to both the Town of Warrenton and Fauquier County.

The economic advantages of this project are substantial however the most meaningful benefits will be realized at the town level. Assuming an average daily rate of \$325 with a 70% occupancy rate, the current 4% lodging tax would generate approximately \$85,000 annually. This revenue would be further supplemented by food and beverage tax receipts generated from the hotel as well as hotel guests patronizing other local restaurants throughout Warrenton. These two revenue streams alone would well offset the estimate annual cost of maintenance and result in a notable net gain to the town.

Beyond tax revenue, this project would help to drive an incremental economic advantage for the town and the taxpayer. Visitors that stay multiple days exploring our town stimulate greater support and opportunity for our businesses, restaurants, retailers, and service providers.

Additionally, overnight visitor spending brings with it additional economic advantages.

Every dollar spent by an overnight guest represents revenue that would not otherwise enter the local economy. These outside dollars expand economic activity rather than simply redistributing existing local spending. Multiday visitors typically spend their dollars across sectors beyond just lodging, such as dining, retail, and recreation, creating a broader economic ripple effect that supports local wages and incremental tax revenue. By providing for overnight visitation in the center of Warrenton, the Warren Green redevelopment would allow the town to capture a greater share of this visitor spending and ensure those outside dollars flow directly into our local businesses and tax base.

Middleburg, Charlottesville, and other similar communities across Virginia have demonstrated how thoughtfully developed lodging strengthens local economies by successfully leveraging boutique hotels and historic accommodations to capture significant visitor spending, reinforcing vibrant downtown districts and drawing outside dollars that support local businesses and municipal revenues.

Parking concerns have also been addressed through collaboration between the county and the development team. Solutions include the use of a county-owned lot located at the corner of West Lee Street and John Marshall Street, ensuring that access and convenience for visitors and residents remain a priority.

The Warren Green building has long been a cornerstone of Warrenton and Fauquier County history having served as a hotel with a popular dining room, a tavern, and even a school. During its time as a hotel and gathering place, it welcomed many notable visitors and served as a central meeting place for the community. Restoring the building to its historic purpose provides an opportunity not only to preserve this legacy but also to reestablish it as a vibrant hub for hospitality, dining, and community activity.

Returning the Warren Green building to use as a boutique hotel will create a powerful multiplier effect for commerce and the local tax base. Overnight accommodations in Old Town will encourage visitors to extend their stays and engage more deeply with local businesses.

For these reasons, the Fauquier Chamber of Commerce strongly believes the redevelopment of the Warren Green property represents not only an opportunity, but a strategic investment in the economic future of Warrenton. We see daily the dedication and resilience of our local business community, and projects that attract visitors and introduce new dollars into our local economy are among the most effective ways to strengthen that foundation.

We respectfully encourage the Town Council to work collaboratively with the County and the development partners to move this project forward so that Warrenton can continue to grow as a destination that celebrates its history while supporting the long-term prosperity of its businesses and residents.

Thank you for your time and consideration.

Sincerely,



Ray Knott
Vice Chair of Economic Development
& Legislative Affairs
The Fauquier Chamber of Commerce



Priscilla Hottle
Board Chair
Fauquier Chamber of Commerce