

# A ROADMAP FOR FAUQUIER COUNTY TO THRIVE AND PROSPER IN THE 21<sup>ST</sup> CENTURY

## Fauquier County Land

Whether you own beautiful rolling hills of open spaces or a home in a great neighborhood, the land of Fauquier is something we all care about. Fauquier's land is our common rallying cry. It is what makes us unique. The question isn't just who owns it; it's how we all participate in its future and share in both its burdens and benefits.

28 May 2026 V3



The conclusions in this report are not paid or sponsored by public, private or non-profit entity. It has not been prepared for any organization, nonprofit, political party or candidate or other entity. It has been created by citizens of Fauquier for the sole purpose of helping facilitate a dialog on how we can sustain both the landscape we cherish and the community that gives it life.

# Change Record

1. Final Presentation for Fauquier Forward 27 May 2026 V2: Baseline presented at Fauquier Forward Town Hall Event
2. Updated Final Presentation for Fauquier Forward 28 May 2026 V3 Final: Updated to make change to slide 32 to reflect to state “Total deferred tax value amount” as opposed to “Total deferred tax amount”.

# Presenter Disclosure Statement – Jay Heroux, Private Citizen

My name is Jay Heroux. I prepared this report. I am a private citizen and 33-year resident of Fauquier County. My wife and I own property at 112 Fairfax Street in Warrenton. I am currently an employee of the Department of the Air Force. A current OGE 450 financial disclosure is on file and approved by the Air Force General Counsel. My community involvement includes volunteering on the PATH Foundation Community Action Committee, former board member at Ethnos College, service as a former Fauquier Hospital Chaplain, and participation in the Rooted Motel Ministry and Wood Ministry at Warrenton Baptist Church. I am also a former appointed member of the Warrenton Town Council.

This report is independent and entirely self-funded. No one has paid me for its content, conclusions, or recommendations. All data used was either publicly available on the Fauquier County website or provided to me upon request by the Fauquier County Commissioner of the Revenue Office.

I was appointed by the Warrenton Town Council to serve on a citizen advisory committee providing input to the Town and its paid consultant as the Town considers possible zoning changes. This role is purely advisory — I have no approval authority. My advisory focus has been primarily on homelessness. I am not, and have never been, a developer, real estate agent, land use attorney, paid zoning consultant, or any other type of land use lobbyist for any person, business, government, or nonprofit. My only prior role relating to land use was as a member of the Warrenton Town Council and on the current committee.

In the interest of full transparency: I own publicly traded stock in companies spanning information technology, industrial, energy, retail, and commercial sectors. I have no insider knowledge of, or special relationship with, any company with interests in Fauquier County. I am an ordinary shareholder with no special voting rights. I am not petitioning any government body for permits, zoning changes, or special use approvals of any kind. I am not affiliated with Fauquier Forward, Protect Fauquier, the Piedmont Environmental Council, Citizens for Fauquier County, or any similar advocacy organization.

I am not a land use or zoning expert, and this report may contain errors. I welcome corrections and clarifications. I used Anthropic AI to assist in interpreting county financial, ordinance and other data and to assist in developing estimates and presentation materials.

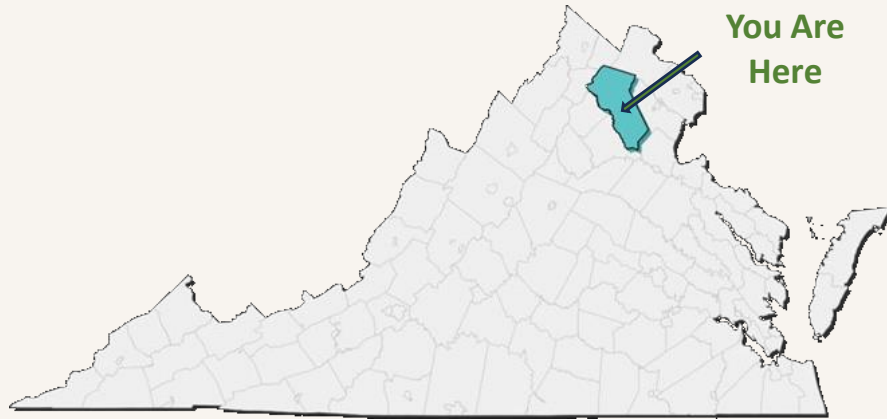
***My sole purpose is to offer an average citizen's understanding of Fauquier County's basic land characteristics — how land is used, what it costs us, and what choices we face. This information is intended to encourage an honest, informed conversation about how to build a prosperous, healthy, and safe future for all Fauquier County residents.***

**OK...off we go. Let's learn about the place we call home – Fauquier County**

# Fauquier County, Virginia - Our Home



Source: Fauquier County 2025 Annual Comprehensive Financial Report, US Census Bureau 2024 ACS and Fauquier County Commissioner of Revenue Data



*Fauquier County Is One of 95 Counties In Virginia.*

**651** Square Miles  
8<sup>th</sup> Largest County in  
Virginia

**416,640**  
Total Acres  
651 x 640 Acres Per Square Mile

**Estimated Population: 75,865 (CY2024)**

Source: Fauquier County 2026 Budget Request

**118,576**

**Protected Acres – In Conservation  
Easement – 28.4% of Land.**

Source: Fauquier County Commissioner of Revenue  
Data Request Response 6 March 2026

**34,580**

**Total Parcels (2024)**

Source: Fauquier County 2025 Annual  
Comprehensive Financial Report

**28,971**

**Housing Units  
12,400 In Rural Areas**

US Census 2024 ACS Estimate

**19**

**Total Zoning Districts**

Fauquier County Zoning Ordinances

**188,562**

**2022 Estimated Farm Acres  
4<sup>th</sup> Largest in Virginia**

2022 US Census of Agriculture For  
Fauquier County

**8**

**Service Districts**

2024 Fauquier County Annual  
Comprehensive Financial Report

# How Does Fauquier County Compared To The Rest of Virginia?



Source: Note: U.S. Census Bureau TIGER/Line geographic database (2020 Census).

## Top 10 VA Counties By Land Area

| Rank | County       | Land Area (sq mi) |
|------|--------------|-------------------|
| 1    | Pittsylvania | 968.94            |
| 2    | Augusta      | 967.00            |
| 3    | Rockingham   | 849.09            |
| 4    | Halifax      | 817.84            |
| 5    | Bedford      | 753.02            |
| 6    | Albemarle    | 720.70            |
| 7    | Franklin     | 690.43            |
| 8    | Fauquier ★   | 647.45            |
| 9    | Southampton  | 599.15            |
| 10   | Rockbridge   | 597.56            |

# Fauquier County, Virginia – Compared to Our Eastern Neighbors



Sources: Land area — U.S. Census Bureau (Fauquier: 651 sq mi; Loudoun: 521 sq mi; Prince William: 348 sq mi). Acres — derived at 640 acres/sq mi). Population — Loudoun County 2025 OMB Budget Report, Prince William County FY25 Budget Appendix. Fauquier Budget Request FY26

## Fauquier County

651

Square Miles

416,640 Acres

8<sup>th</sup> Largest County In Virginia

Population: 75,865

Density: ~116 People Per Square Mile

## Loudoun County

521

Square Miles

333,430 Acres

4<sup>th</sup> Most Populous County In Virginia

Population: 455,193

Density: ~819 People Per Square Mile

## Prince William County

348

Square Miles

222,720 Acres

2<sup>nd</sup> Most Populous County In Virginia

Population: 495,174

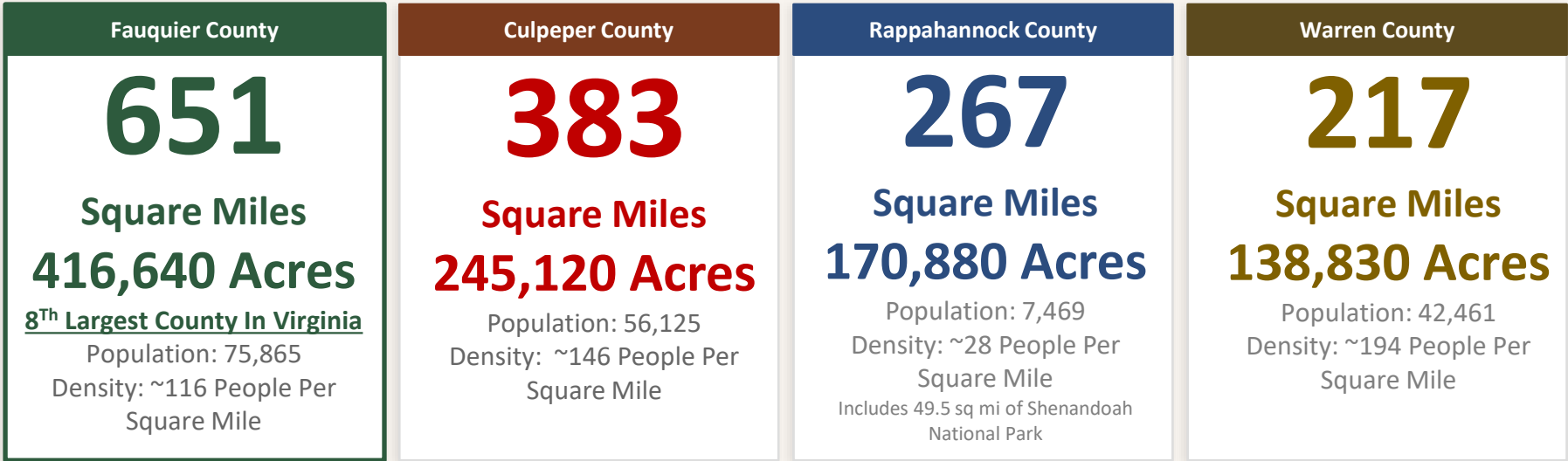
Density: ~1,422 People Per Square Mile

## Land Area Comparison

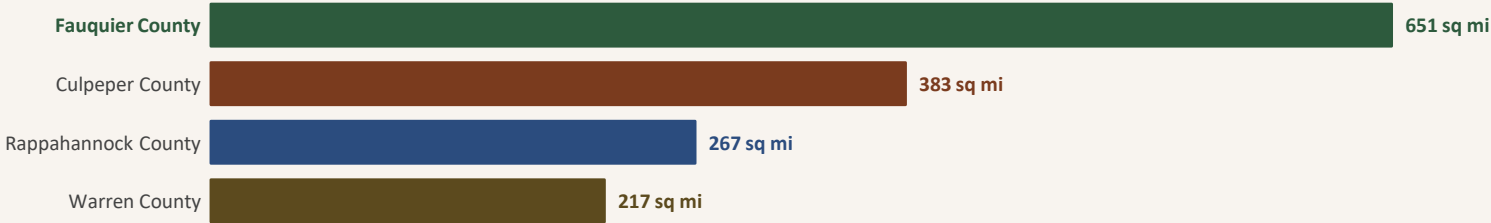


# Fauquier County, Virginia – Compared to Our Western Neighbors

Sources: Land area (sq mi) — U.S. Census Bureau: Fauquier 651, Culpeper 383, Rappahannock 267, Warren 217. Acres derived at 640 acres/sq mi. Population — U.S. Census Bureau ACS 2024 estimates. Culpeper area confirmed by culpepercounty.gov. Wikipedia/Census Bureau used for Rappahannock and Warren.

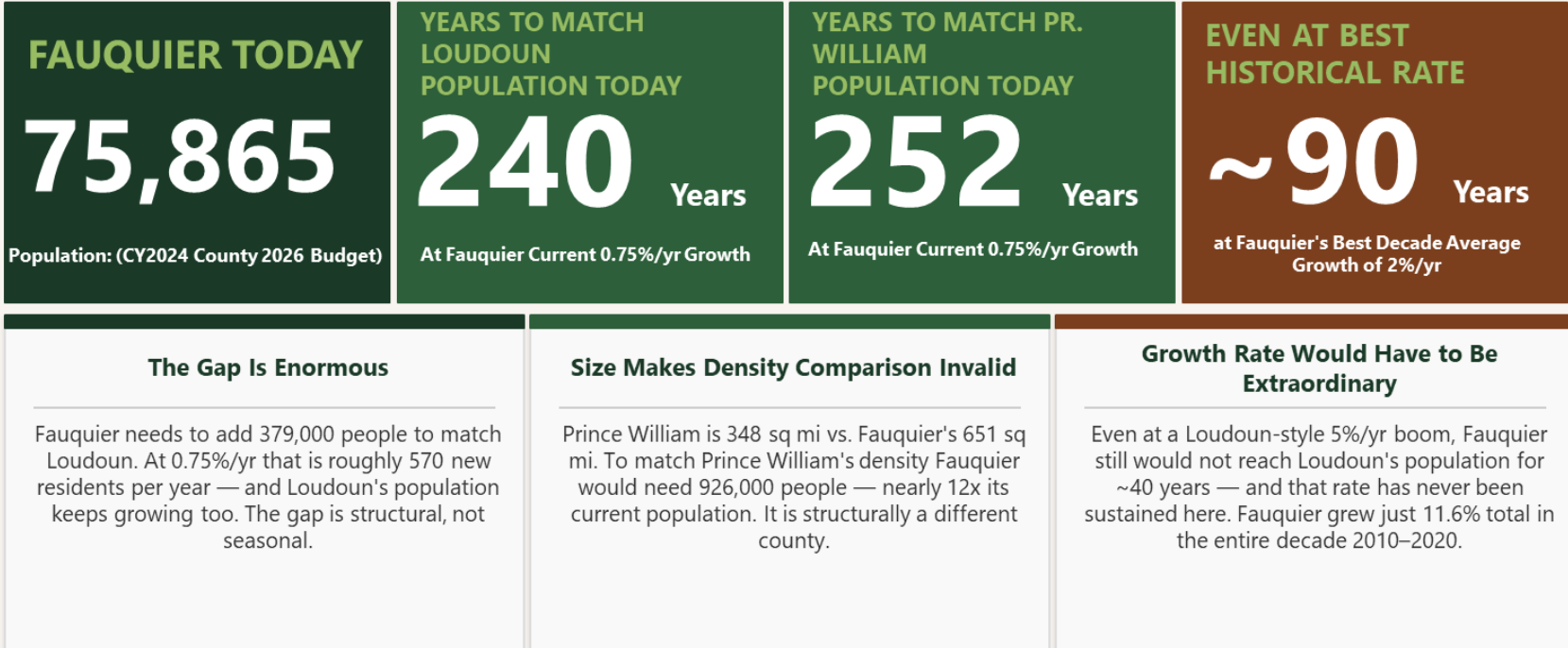


Land Area Comparison



# Population Growth: “We Are Going to Look Like Prince William or Loudoun”

Fauquier is growing. But reaching the levels of our eastern neighbors requires significant growth and structural/legal changes.



Population Data Sources: U.S. Census Bureau ACS 2024. Growth rates: Weldon Cooper Center / Census Bureau historical estimates (Fauquier 0.75%/yr recent; 1.14% 10-yr avg)..  
Model Source – J. Heroux With Assistance from Anthropic AI

**Action: The Board of Supervisors should disclose to the citizens and taxpayers annually; its population forecast based on a set of conditions. This number is important to the community and cannot be based on scare tactics.**

# Fauquier County Districts

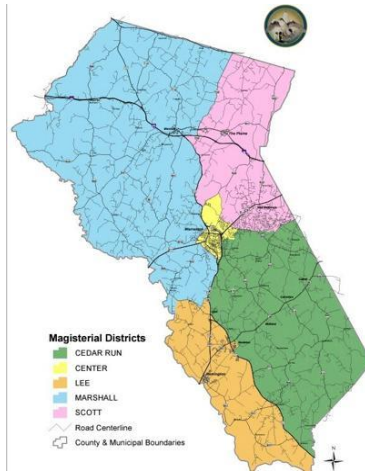
Sources: Fauquier County Website



## Magisterial Districts

5

### Electoral Districts

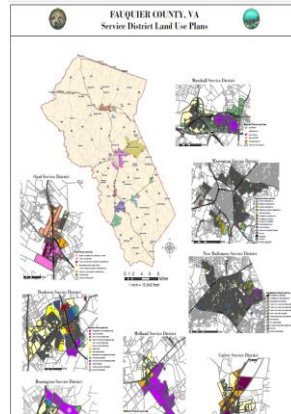


Center, Cedar Run, Lee,  
Marshall, Scott  
Governs elections & Board

## Service Districts

8

### Dense Areas

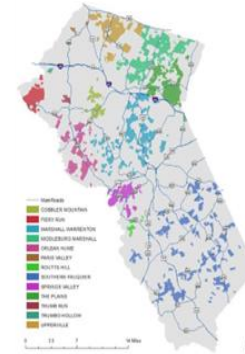


Bealeton, Catlett, Marshall,  
Midland, New Baltimore,  
Opal, Remington, Warrenton

## Ag & Forestal Districts

13

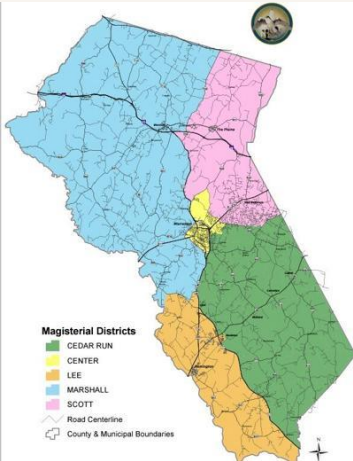
### Protected Farm Zones



930 parcels · 75,830 acres  
18.2% of county land  
10-year renewable terms

# Our Land Use – The Magisterial Districts

Source: Size Data Based On US Census Bureau ACS 2024

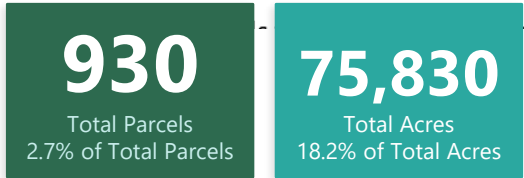
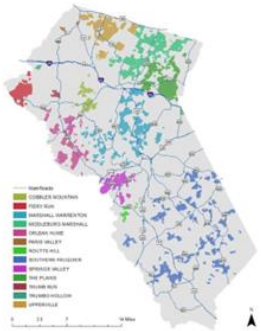


|                | Marshall | Cedar Run | Scott  | Lee    | Center |
|----------------|----------|-----------|--------|--------|--------|
| Sq Miles       | 261.4    | 161.3     | 125.2  | 80.1   | 20.0   |
| % of County    | 40%      | 25%       | 19%    | 12%    | 3%     |
| Residents      | 14,548   | 13,450    | 16,033 | 15,993 | 15,841 |
| Housing Units  | 5,922    | 4,954     | 5,994  | 5,343  | 6,408  |
| Density /sq mi | 56       | 83        | 128    | 200    | 792    |

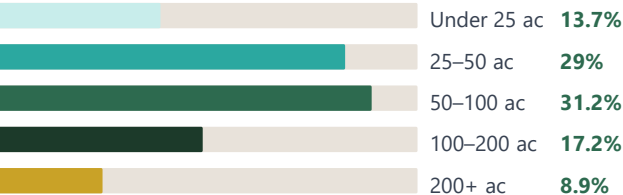
# Our Land Use – The Agricultural and Forestal Districts



Chapter 48 VA Code: Provides a means for a mutual undertaking by landowners and localities to protect and enhance agricultural and forestall and as a viable segment of the Commonwealth’s economy and as an economic and environmental resource of major importance



## PARCEL SIZE BREAKDOWN



## PARCELS BY DISTRICT

| District            | Parcels | % Share | Expiration |
|---------------------|---------|---------|------------|
| Southern Fauquier   | 218     | 23.4%   | June 2032  |
| Marshall/Warrenton  | 157     | 17%     | June 2030  |
| Middleburg/Marshall | 129     | 13.9%   | June 2032  |
| Orlean/Hume         | 96      | 10.3%   | June 2030  |
| Upperville          | 84      | 9%      | June 2029  |
| The Plains          | 84      | 9%      | June 2030  |
| Springs Valley      | 63      | 6.8%    | June 2029  |
| Fiery Run           | 42      | 4.5%    | June 2033  |
| Cobbler Mountain    | 29      | 3.1%    | June 2032  |
| Routts Hill         | 12      | 1.3%    | June 2033  |
| Thumb Run           | 10      | 1.1%    | June 2033  |
| Paris Valley        | 3       | 0.3%    | June 2032  |
| Trumbo Hollow       | 3       | 0.3%    | June 2033  |

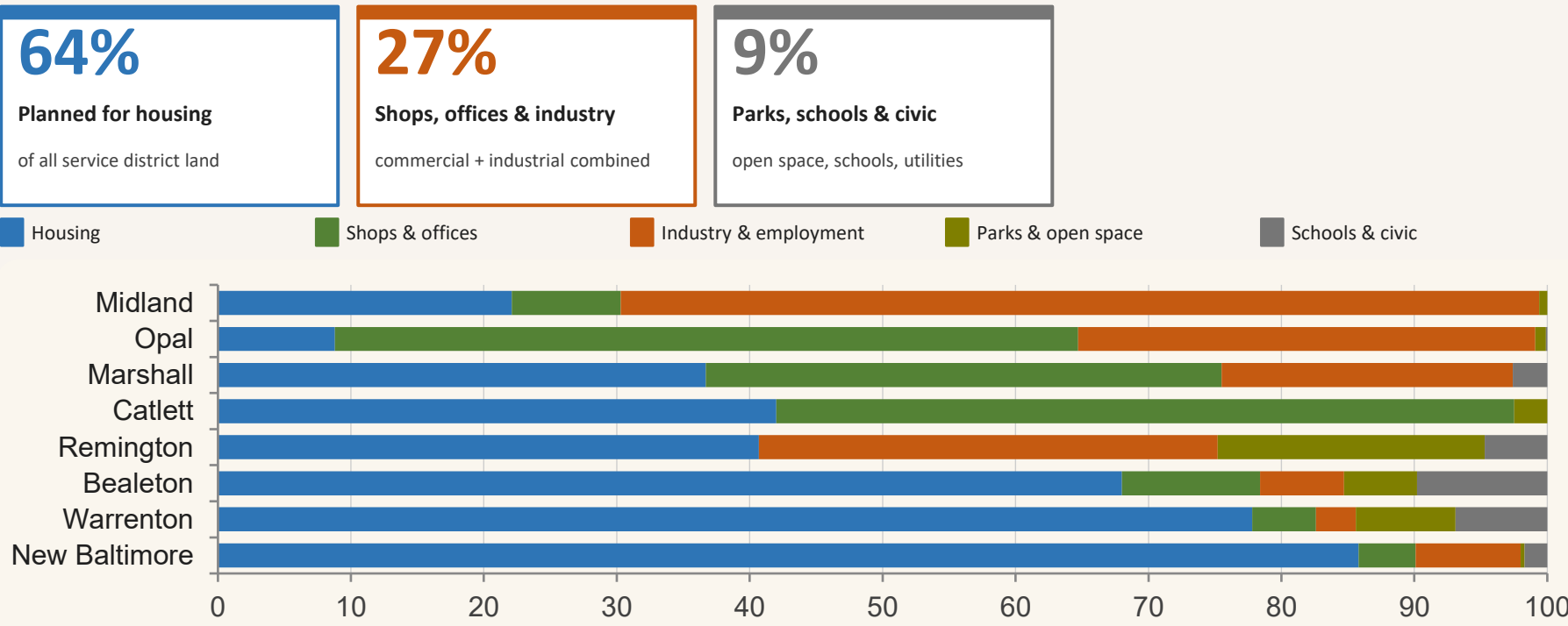
**Key Finding:** 343 parcels (36.9%) totaling 38,256 acres (50.4% of acreage) are also under Conservation Easement — protecting over half the forestal land twice over. Two districts expire in 2029.

# Fauquier County Service Districts



Sources: Fauquier County Website and Fauquier County Commissioner of Revenue GIS Download February 2026

## How is land use planned in the service districts?



Now that we know the basics about our land, lets look at how we organize it into land uses.

# Our Land Use – How We Organize The Land Through Zoning

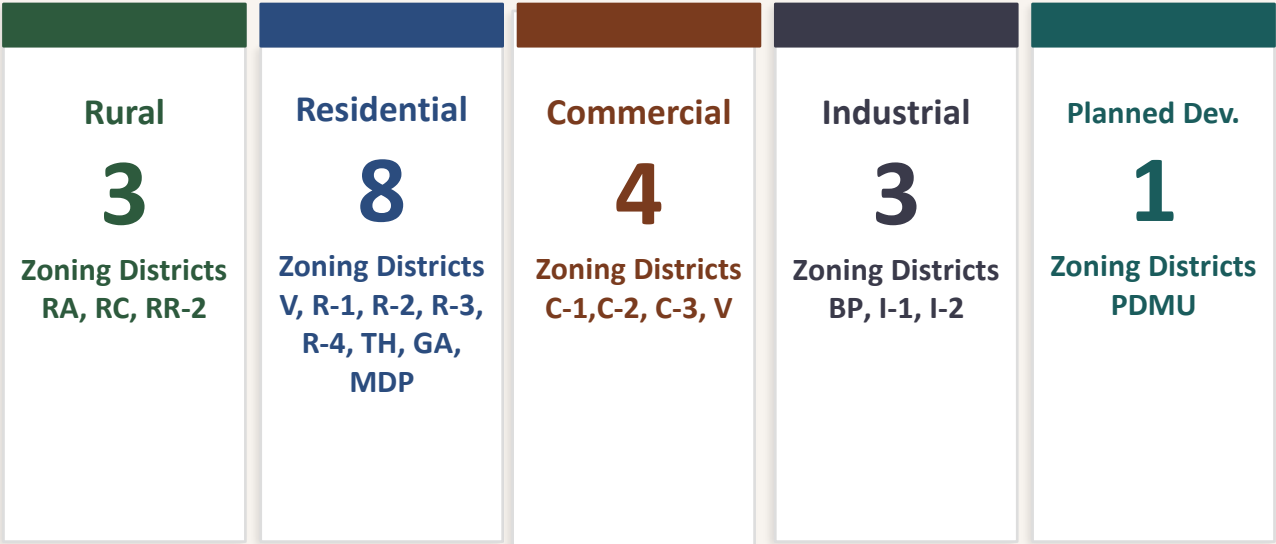
Source: Fauquier County Zoning Ordinance Chapter 3



## Fauquier County Zoning Districts

Every acre of Fauquier County falls into one of the county's zoning districts, organized into categories that define what can be built, where, and how much.

Base zoning districts are established in **Article 3** of the Zoning Ordinance. Special and Overlay Districts are established separately in **Article 4**.



### Special & Overlay Districts (Article 4) — Not primary zoning districts

PRD (Planned Residential Dev.) | PCID (Planned Commercial Industrial Dev.) | MU-Bealeton (Mixed Use Special District)  
Marshall Code: MR (Marshall Residential), MT (Marshall Town), MG (Marshall Gateway) | AH (Affordable Housing Overlay) | HA (Historic Area) | FP (Floodplain) | AP (Airport Area) | CEI (Conservation Easement Incentive)

# Our Land Use – How We Organize The Land Through Zoning

Source: Fauquier County Zoning Ordinance Article 3



| Rural — 3                     | Residential — 8                        | Commercial — 4                        | Industrial — 3                | Planned Dev. — 1                          |
|-------------------------------|----------------------------------------|---------------------------------------|-------------------------------|-------------------------------------------|
| <b>RA</b> Rural Agricultural  | <b>V</b> Village (Residential-Village) | <b>C-1</b> Commercial Neighborhood    | <b>BP</b> Business Park       | <b>PDMU</b> Planned Development Mixed Use |
| <b>RC</b> Rural Conservation  | <b>R-1</b> Residential (1 du/ac)       | <b>C-2</b> Commercial Highway         | <b>I-1</b> Industrial Park    |                                           |
| <b>RR-2</b> Rural Residential | <b>R-2</b> Residential (2 du/ac)       | <b>C-3</b> Commercial Shopping Center | <b>I-2</b> Industrial General |                                           |
|                               | <b>R-3</b> Residential (3 du/ac)       | <b>CV</b> Commercial Village          |                               |                                           |
|                               | <b>R-4</b> Residential (4 du/ac)       |                                       |                               |                                           |
|                               | <b>TH</b> Townhouse                    |                                       |                               |                                           |
|                               | <b>GA</b> Garden Apartment             |                                       |                               |                                           |
|                               | <b>MDP</b> Manufactured Dwelling Park  |                                       |                               |                                           |

# Our Land Use – Service Districts and Land Use Types



Types is a term created for this analysis. It groups together similar land use titles. The service districts use different titles for these “types”. This is simply a way to see visually and generally, how the service districts design land use. Data Source: 2021 FC Service District Land Use Plan.

**55**

**Total Zone Types**

*across all 8 districts*

**15**

**Warrenton**

*most zone types — county seat*

**5**

**Midland**

*fewest — 5 zone types*

**7**

**Categories**

*Commercial, Office, Industrial,, Residential, Open Space,, Public Service, Mixed Use*

|                                        | Opal       | Warrenton   | New<br>Baltimore | Catlett    | Remington   | Midland    | Bealeton    | Marshall   |
|----------------------------------------|------------|-------------|------------------|------------|-------------|------------|-------------|------------|
| Commercial<br><i>7 zone types</i>      | 1<br>types | 3<br>types  | 2<br>types       | —          | —           | —          | 1<br>types  | 1<br>types |
| Office<br><i>3 zone types</i>          | 1<br>types | 1<br>types  | 1<br>types       | —          | —           | —          | —           | —          |
| Industrial<br><i>8 zone types</i>      | 2<br>types | 1<br>types  | 1<br>types       | 1<br>types | 2<br>types  | 1<br>types | 2<br>types  | 1<br>types |
| Residential<br><i>18 zone types</i>    | 2<br>types | 4<br>types  | 5<br>types       | 1<br>types | 3<br>types  | 1<br>types | 3<br>types  | 2<br>types |
| Open Space<br><i>3 zone types</i>      | 1<br>types | 1<br>types  | —                | 1<br>types | 2<br>types  | 1<br>types | 1<br>types  | —          |
| Public Service<br><i>10 zone types</i> | 1<br>types | 4<br>types  | 2<br>types       | 1<br>types | 4<br>types  | 1<br>types | 5<br>types  | 1<br>types |
| Mixed Use<br><i>5 zone types</i>       | —          | —           | 2<br>types       | 2<br>types | —           | 1<br>types | 2<br>types  | —          |
| Other<br><i>1 zone types</i>           | —          | 1<br>types  | —                | —          | —           | —          | —           | 1<br>types |
| TOTAL ZONE TYPES                       | 8<br>total | 15<br>total | 13<br>total      | 6<br>total | 11<br>total | 5<br>total | 14<br>total | 6<br>total |

# How The Land Fits Into These Zoning Designations



RA

RC

R-zones

V/MU



RA + RC (Rural)  $\approx$  90% of county | Residential 5.4% | Village & Mixed 3.8% | Commercial 0.3% | Industrial 0.5%

Source: Fauquier Co. Comprehensive Plan,  
GIS/Planning Staff | \* = estimated

**20.4%**

**RA**  
**86,095 Acres**  
Rural Agriculture

Generally, contains those areas where agriculture and forestry are the predominant uses or where significant agricultural lands or large lot farmette type residential development exists. The regulations are designed to assist in the protection and preservation of the agricultural uses and to mitigate land use conflicts between agricultural uses and appropriately limited residential development.

Description Source: Chapter 3 of Fauquier County Zoning Ordinances

**69.6%**

**RC**  
**294,065 Acres**  
Rural Conservation

Contains those mountains which are environmentally sensitive, have physical limitations and contain much of the County's timber resource. The regulations are designed with emphasis on the conservation of these areas to minimize the potential adverse environmental impact while providing for compatible very low-density residential uses

Description Source: Chapter 3 of Fauquier County Zoning Ordinances

**5.4%**

**22,969 acres**  
**Residential (R-zones)**

R1/R2/R4, Townhouse, Garden Apt, MDP, PRD. Concentrated in service districts.

**3.8%**

**16,202 acres**  
**Village & Mixed (V/MU)**

Village, Marshall zones, Mixed Use Bealeton, RR2. Small rural communities.

**0.3%**

**1,144 acres**  
**Commercial (C-zones)**

CV, C1, C2, C3, BP. Primarily in service districts & villages.

**0.5%**

**1,925 acres**  
**Industrial (I-zones)**

I1, I2, PCID. Located in service districts near infrastructure.



# What do the Zoning Ordinances allow us to do on this land?

Source: Article 3 of the Fauquier County Zoning Ordinance – Use Categories – Sections 3-301 through 3-332 · 32 Category Sections

32

Total Sections

9

Use Groups

7

Waiver Types

3

## Residential

Sections 3-301 – 3-303

3 sections

5

## Community / Civic

Sections 3-304 – 3-308

5 sections

2

## Recreation

Sections 3-309 – 3-310

2 sections

3

## Public / Utility

Sections 3-311 – 3-321

3 sections

3

## Commercial

Sections 3-312 – 3-314

3 sections

3

## Industrial

Sections 3-315 – 3-317

3 sections

2

## Land / Resource

Sections 3-318 – 3-319

2 sections

3

## Special

Sections 3-322 – 3-324

3 sections

8

## Waivers & Modifications

Sections 3-325 – 3-332

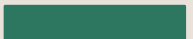
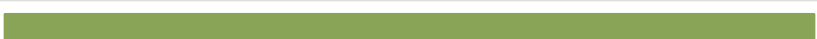
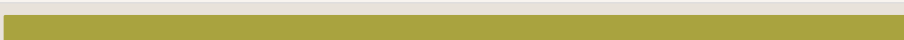
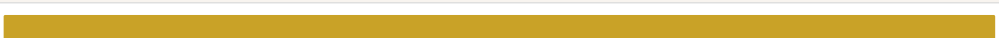
8 sections

Now that we know the basics about our land, lets look at some common uses – starting with housing ....



# A “Sliding Scale” Allows Housing While Preserving the RA-RC Land.

Section 2-308 of the Fauquier Ordinances limits the number of houses that can be built on rural land and requires most of the land to remain *open forever*.

| PARCEL SIZE (ACRES) | LOTS PERMITTED | NUMBER OF PERMITTED LOTS                                                               |
|---------------------|----------------|----------------------------------------------------------------------------------------|
| 0 – 9.99            | 1              |  1    |
| 10 – 19.99          | 2              |  2   |
| 20 – 34.99          | 3              |  3   |
| 35 – 54.99          | 4              |  4   |
| 55 – 79.99          | 5              |  5   |
| 80 – 104.99         | 6              |  6   |
| 105 – 129.99        | 7              |  7   |
| 130 – 154.99        | 8              |  8   |
| 155 – 179.99        | 9              |  9   |
| 180 – 204.99        | 10             |  10  |
| 205 +               | 11+            |  11+ |

★ 205 acres and above: 11 lots, plus one additional lot for each additional 50 acres beyond 205 acres.

Source: Fauquier County Zoning Ordinance and Chapter 8 of Fauquier County Comprehensive Plan – Chapter 8 Title is Rural Land Use Plan



# A “Sliding Scale” Allows Housing While Preserving the RA-RC Land.

Source: Section 2-308 of the Fauquier Ordinances. This is an illustration of the formula/scale in the ordinance

How many houses can be built depends on the size of the original parent parcel as of May 21, 1981 — not its current size.

## A small farm

20 – 34.99 acres

*About 15-19 football fields*

MAX HOUSES ALLOWED



3 houses

OPEN LAND PROTECTED BY CODE

**85%** ~25 acres stays open  
must remain undeveloped

3 houses maximum. At 85% open space, roughly 25 of 30 acres stays untouched farmland or forest.

## A mid-size farm

35 – 54.99 acres

*About 20-42 football fields*

MAX HOUSES ALLOWED



4 houses

OPEN LAND PROTECTED BY CODE

**85%** ~38 acres stays open  
must remain undeveloped

4 houses maximum. At 85% open space, over 38 acres of a 45-acre farm stays as open rural land.

## A large estate

205+ acres

*About 155 football fields*

MAX HOUSES ALLOWED



11 houses

OPEN LAND PROTECTED BY CODE

**85%** ~174 acres stays open  
must remain undeveloped

11 houses on 205 acres — plus 1 more per additional 50 acres. Over 174 acres stays as protected open land.



# How Many Homes Do We Think Can Be Built on Our RA-RC Land?

Fauquier is ~90% rural land. That's roughly 375,000 acres of farms, forests, and fields. The question citizens ask: *could all of that be developed someday?* Here's an estimate. The county does not publish a formal estimate. This is a best guess using published acreage and regulations on lot sizes.

**This is an Estimate Created By Me. It is NOT a Fauquier County Government Official Estimate. and Many Factors Can Influence It.**

**HYPOTHETICAL- THIS IS NOT HAPPENING!**

**WITHOUT** any protection – The Rural Use Plan and Zoning Regulations go away totally.

*If Fauquier were zoned like a typical suburb (1 home/acre)*

**375,000** Theoretical Homes

**100% — all land built out**

- No limits on lot size
- No open space required
- Developer decides density
- Fields → subdivisions overnight

**THE REGULATION – THE MAXIMUM ON PAPER**

**WITH** the Sliding Scale – The regulations remain in place – the estimates MAX housing to build.

*The law caps lots by parcel size & requires 85% open space*

**~15,000** Theoretical Maximum

**4.0% of that capacity**

- ~1 home per 20–25 acres
- 85% of every parcel stays open
- Rights frozen since 1981
- Septic & road limits cut further

**REALITY – PROJECTION OF WHAT COULD HAPPEN**

**After PROTECTION** programs – The most likely as land protections reduce available lots.

*Conservation easements, PDR, Ag/Forestal Districts in place*

**~8,000** Realistic Remaining Potential

**2.1% of that capacity**

- ~100,000+ acres under easement
- PDR retires more rights yearly
- Ag/Forestal: 50-ac minimum lots
- Fauquier leads Virginia in PDR

**Action: The Board of Supervisors should disclose to the citizens and taxpayers annually; its count of existing housing units and its forecast of what capacity could potentially be turned into housing. This number is important to the community and cannot be based on scare tactics.**



# Fauquier Agriculture At a Glance

Source: USDA 2022 Census of Agriculture — Fauquier County, Virginia



**1,040**

Farms (2022)  
10% less than 2017



**188,562**

Agriculture Acres



**35,206**

Hay Acreage



**11,757**

Soybeans Acreage



**5,386**

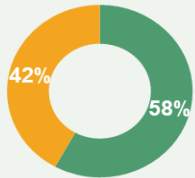
Corn for Grain Acreage

## SALES & INCOME



**\$68M**

2022 Total Fauquier Agriculture Sales • 1% of Virginia Total



**1%**

**State Total Agriculture Sales**

Source: USDA Ag Census 2022

## EXPENSES & NET INCOME



**\$103M**

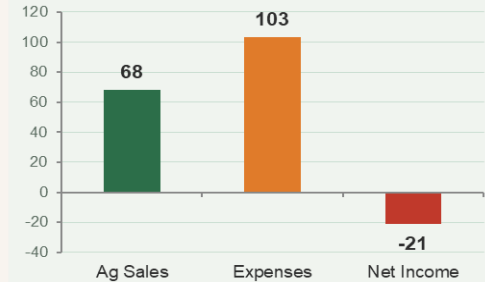
Total Farm Expenses



**-\$21M**

Net Cash Farm Income

## SALES vs EXPENSES



**Action: A more recent and accurate data set on our agriculture industry is needed. We need to determine if it requires assistance, where, and how. Better information is needed on how Fauquier can differentiate and compete in the Agriculture space.**



# Fauquier Agriculture At a Glance

Source: USDA 2022 Census of Agriculture — Fauquier County, Virginia

## WHO FARMS FAUQUIER?

USDA 2022 Census of Agriculture

# 1,981

Total Producers

### SEX

Male **1,108** (56%)

Female **873** (44%)

### AGE

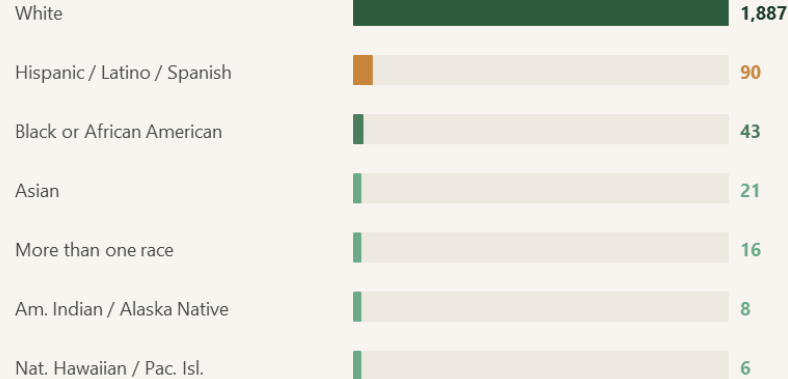
Under 35 168 (8%)

35 – 64 **1,075** (54%)

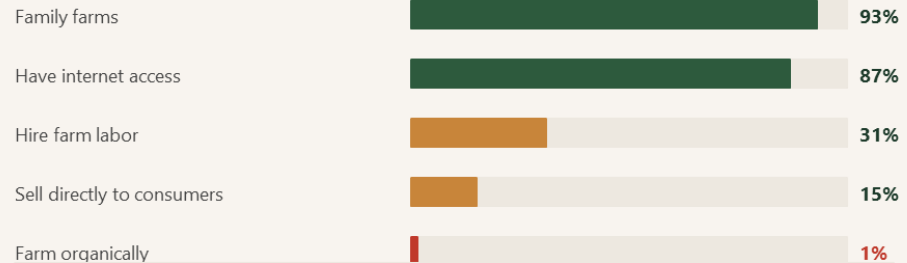
65 & Older 738 (37%)

Note: One farm may have up to 4 listed producers.

## RACE & ETHNICITY



## FARM CHARACTERISTICS (% of farms)



**288** producers with military service **652** new & beginning farmers



# Fauquier Agriculture At a Glance – Top Crops in Acres

Source: USDA 2022 Census of Agriculture — Fauquier County, Virginia

## Forage (Hay/Haylage)

35,206 ac (51.6% of cropland)

## Soybeans

11,757 ac (17.2% of cropland)

## Corn for Grain

5,386 ac (7.9% of cropland)

## Wheat for Grain

3,116 ac (4.6% of cropland)

## Corn for Silage

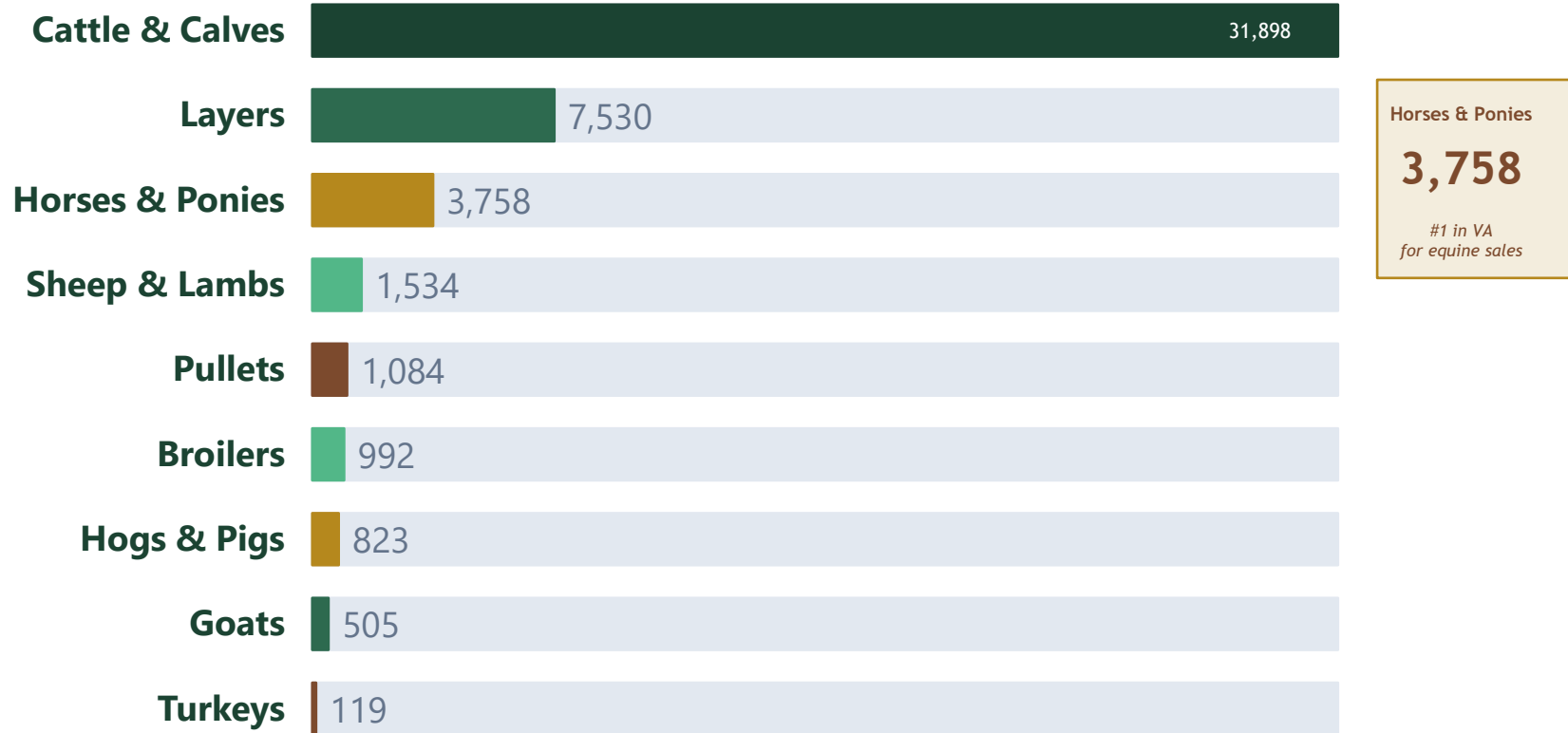
1,924 ac (2.8% of cropland)

*Note: Percentages are share of total cropland (68,239 acres). Forage dominates at 51.6% — reflecting Fauquier's cattle and equine economy.*



# Fauquier Agriculture At a Glance – Top Livestock

Source: USDA 2022 Census of Agriculture — Fauquier County, Virginia



*Fauquier County ranked #1 in Virginia for Horse, Pony, Mule, Burro & Donkey sales (\$4.9M) per the 2022 USDA Census.*



# Who Are Fauquier's Farmers?

Source: USDA 2022 Census of Agriculture — Fauquier County, Virginia

## FARM SIZE — 78% Are Small Farms Under 180 Acres

| Farm Size               | # Farms    | % of Total |
|-------------------------|------------|------------|
| 1 to 49 acres           | 507        | 48%        |
| 50 to 179 acres         | 316        | 30%        |
| <b>180 to 499 acres</b> | <b>105</b> | <b>10%</b> |
| <b>500 to 999 acres</b> | <b>75</b>  | <b>7%</b>  |
| <b>1,000+ acres</b>     | <b>37</b>  | <b>4%</b>  |

## SALES — 37% Sell Less Than \$2,500 Per Year

| Annual Farm Sales         | # Farms    | % of Total |
|---------------------------|------------|------------|
| <b>Less than \$2,500</b>  | <b>388</b> | <b>37%</b> |
| <b>\$2,500 to \$9,999</b> | <b>223</b> | <b>21%</b> |
| \$10,000 to \$49,999      | 255        | 25%        |
| \$50,000 to \$99,999      | 59         | 6%         |
| <b>\$100,000 or more</b>  | <b>115</b> | <b>11%</b> |

**37% of Fauquier Farms Have Less Than \$2,500 in Sales. 78% of Fauquier farms sell less than \$10,000/year. Is the current land use tax structure best serving these farmers?"**

**THE QUESTION:** How is the \$1.26B land-use tax deferral helping? We are the 4<sup>th</sup> largest county in agriculture acres but are only 1% of the sales.

**Next, lets get to know more about our Commercial and Industrial land.....**

# Fauquier Commercial and Industrial Land Overview



Sources: Fauquier County Zoning Ordinances and Commissioner of Revenue Assessment Report March 2026: January 2026 Assessment Data

## Fauquier Total Land Area

651

Square Miles — 8th  
Largest County in Virginia

416,640

Total Acres (651 × 640  
acres per sq mile)

## LAND USE — COMMERCIAL & INDUSTRIAL



0.3%

of County Land is  
Commercial



0.5%

of County Land is  
Industrial



1,144

Commercial Acres

C-1, C-2, C-3, CV, BP



1,925

Industrial Acres

I-1, I-2, PCID

## ASSESSED VALUE



\$21.7B

2026 Total Assessed Value

All property in Fauquier County



\$1.2B

Commercial & Industrial  
Combined 2026 Assessed Value



5.8%

C&I Combined Value  
out of Total Assessed Value



# Fauquier Commercial Land Use At a Glance

Source: Chapter 3 of Fauquier County Zoning Ordinance

**C-1**

**Neighborhood**

*Small-scale retail & services  
for nearby neighborhoods*

- ▶ Retail shops < 20,000 sq ft
- ▶ Restaurants & convenience stores
- ▶ Banks & financial offices
- ▶ Professional offices < 50K sq ft
- ▶ Day care centers
- ▶ Churches (Minor, SP; Major, SE)
- ▶ Post office
- ▶ Hotel / Motel (SE)
- ▶ Museum (SP)
- ▶ Preschool / Nursery school

**C-2**

**Highway**

*Auto-oriented commercial;  
freestanding businesses*

- ▶ Auto sales, repair & car wash
- ▶ Truck stops & fuel yards
- ▶ Hotel / Motel (permitted)
- ▶ Retail up to 50,000 sq ft (SE above)
- ▶ Fast food & drive-throughs
- ▶ Outdoor recreation (golf, etc.)
- ▶ Veterinary clinics
- ▶ Motor freight terminals (SP)
- ▶ Bus/rail passenger terminal (SP)
- ▶ Indoor sports center ≤ 25K sq ft

**C-3**

**Shopping Center**

*Large community & regional  
retail centers*

- ▶ Retail centers 50K–100K sq ft (SE)
- ▶ Retail > 100,000 sq ft (SE)
- ▶ Anchor stores & big box retail
- ▶ Colleges & universities
- ▶ Indoor theatres
- ▶ Bowling alleys & skating rinks
- ▶ Conference centers (permitted)
- ▶ Arena / Stadium (SE)
- ▶ Medical care facilities (SE)
- ▶ Spectator sports venues (SE)

**CV**

**Village Comm.**

*Commercial serving village  
communities*

- ▶ Small retail & services
- ▶ Farm supply stores (SP)
- ▶ Home occupations
- ▶ Preschool (Admin SP)
- ▶ Day care centers (SP)
- ▶ Post office (SP)
- ▶ Indoor Sports Ctr ≤ 25K (A/SP)
- ▶ Veterinary clinic (SP)
- ▶ Museum (SP)
- ▶ Minor place of worship (SP/SE)

P = Permitted by Right | SP = Special Permit (Board) | SE = Special Exception (Board) | A = Administrative Permit | X = Site Plan Required



# Fauquier Commercial Land Use At a Glance

Source: Chapter 3 of Fauquier County Zoning Ordinance

## BP — Business Park

*Clean commercial & light industrial in Service Districts.  
Data centers: Service District only.*

- ▶ Professional offices (all sizes)
- ▶ Business & personal services
- ▶ Indoor sports centers (all sizes)
- ▶ Retail sales in conjunction w/ uses
- ▶ Wholesale & processing uses
- ▶ Data centers (Service District only)
- ▶ Limited industrial uses
- ▶ Veterinary clinics
- ▶ Financial institutions
- ▶ Motor freight terminal (A/SE)
- ▶ Technical schools (A/SP)

## I-1 — Industrial Park

*Light-to-medium industrial, indoors & outdoors. Minimal environmental impact. Limited public-access allowed.*

- ▶ Manufacturing & fabrication
- ▶ Warehousing & distribution
- ▶ Wholesale & processing
- ▶ Office/business service uses
- ▶ Retail sales incidental to use
- ▶ Motor freight terminals (A/SE)
- ▶ Truck stops (SP)
- ▶ Bus/rail freight terminal
- ▶ Mining / quarrying (SE)
- ▶ Electrical generating plants (SE)
- ▶ Solid waste transfer station (SE)

## I-2 — Industrial General

*Full range of heavy industry with significant environmental impacts. Public access discouraged.*

- ▶ Heavy manufacturing
- ▶ Chemical & materials processing
- ▶ Extraction / mining (SE)
- ▶ Asphalt & concrete batching
- ▶ Large-scale warehousing
- ▶ Wholesale & bulk storage
- ▶ General industrial processing
- ▶ Utility infrastructure (SE)
- ▶ Truck stops (SP)
- ▶ Motor freight terminals (SE)
- ▶ Abattoir (SE)

▶ Technical school, indoor (A/SP)

▶ Biosolids storage facility (SE)

P = Permitted by Right | SP = Special Permit (Board) | SE = Special Exception (Board) | A = Administrative Permit | X = Site Plan Required

# Fauquier Commercial and Industrial Land Overview



Source: [fauquierbusiness.com](http://fauquierbusiness.com) | Fauquier County Dept. of Economic Development | ACFR FY2025

## LOCATION & CONNECTIVITY

 45 min southwest of Washington D.C.

 Direct access: I-66, I-95, I-81

 Warrenton-Fauquier Airport (KHWY) — general aviation facility

 Rail, port & freight connections via surrounding infrastructure

 Within the #1 U.S. data center market corridor

## KEY DEVELOPMENT SITES — READY NOW

### Catlett Station II

Shovel-ready greenfield — industrial/flex

### Remington Business Park

Industrial park, infrastructure in place

### Convergent Technology Park

Tech-focused campus near Remington

### Early Family Property

US-29 corridor, Warrenton — mixed commercial

### JJCS Investments Property

Oxford Way, Warrenton — commercial/office

## BUSINESS INCENTIVES AVAILABLE:

- |                                                  |                                           |                                          |
|--------------------------------------------------|-------------------------------------------|------------------------------------------|
| ✓ Tax incentive zones in all 8 Service Districts | ✓ BPOL & personal property tax reductions | ✓ Microloans & small business grants     |
| ✓ Expedited permitting & fee waivers             | ✓ State VEDP incentive programs           | ✓ Workforce training via Laurel Ridge CC |

**Action: The Board of Supervisors should disclose to the citizens and taxpayers annually; an accurate count of how much of Fauquier's commercial and industrial zoned land is being used, is vacant and its total assessed value. This number is important to the community to understand if we are maximizing or minimizing our commercial and industrial land use.**

# Fauquier Commercial and Industrial Land Overview



Sources: FY2025 Fauquier County Annual Comprehensive Annual Report and Virginia Employment Commission

## PRINCIPAL EMPLOYERS

|    |                                                          |
|----|----------------------------------------------------------|
| 1  | <b>Fauquier Co. School Board</b><br>1,000+ employees     |
| 2  | <b>County of Fauquier</b><br>500–999 employees           |
| 3  | <b>U.S. Dept. of Transportation</b><br>500–999 employees |
| 4  | <b>Fauquier Health System</b><br>250–499 employees       |
| 5  | <b>Walmart Associates</b><br>250–499 employees           |
| 6  | <b>Apt-Ability</b><br>250–499 employees                  |
| 7  | <b>Town of Warrenton</b><br>100–249 employees            |
| 8  | <b>White Horse OPCO LLC</b><br>100–249 employees         |
| 9  | <b>Food Lion LLC</b><br>100–249 employees                |
| 10 | <b>CES Consulting</b><br>100–249 employees               |

## TOP ASSESSED VALUE PAYERS

| REAL PROPERTY                                       | PERSONAL PROPERTY                          |
|-----------------------------------------------------|--------------------------------------------|
| Virginia Elec. & Power (Dominion)<br>\$513M · 3.00% | Amazon Data Services<br>\$105M · 0.66%     |
| Old Dominion Electric Co-op<br>\$79M · 0.46%        | Microsoft Corporation<br>\$51M · 0.32%     |
| Fauquier Medical Center LLC<br>\$70M · 0.41%        | Trustnovation<br>\$43M · 0.27%             |
| Northern VA Electric Co-op<br>\$40M · 0.23%         | Data Center Vint Hill<br>\$34M · 0.21%     |
| Warrenton Center LLC<br>\$34M · 0.20%               | H&E Equipment Services<br>\$9M · 0.06%     |
| Amazon Data Services<br>\$31M · 0.18%               | Extreme Steel Crane & Rig.<br>\$7M · 0.04% |
| Rappahannock Electric Coop<br>\$28M · 0.17%         | Fauquier Medical Center<br>\$7M · 0.04%    |
| Norfolk Southern Railway<br>\$22M · 0.13%           | Comcast CA/MD/PA/VA<br>\$7M · 0.04%        |
| Verizon Virginia LLC<br>\$22M · 0.13%               | Vulcan Construction<br>\$6M · 0.04%        |

*Top 10 real: \$863M (5.05% of total) · Top 10 personal: \$275M (1.72% of total)*

## ECONOMIC PROFILE

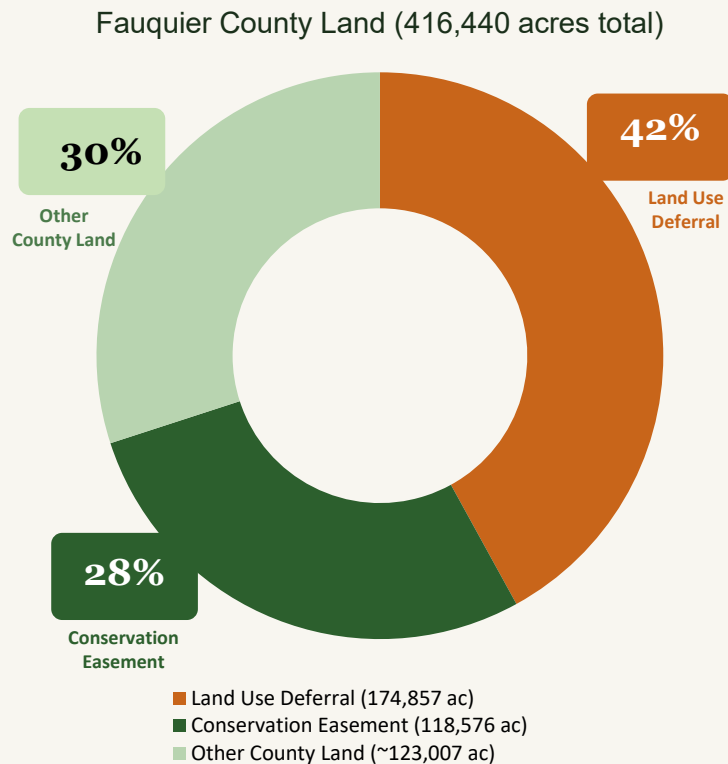
|       |                                               |
|-------|-----------------------------------------------|
| 90%   | of businesses have fewer than 20 employees    |
| 97    | new startup firms in Fauquier in FY2025       |
| 3.2%  | unemployment rate June 2025 (vs. 3.6% VA avg) |
| 2,683 | county government employees (FY2025)          |

Next, lets get to know more about our Protected Land....

# Protected Land –Two Types: Conservation Easements and Land Use Deferrals



Source: Comprehensive Plan and Fauquier County Commission of Revenue 2026 Assessment Report



|                        | Conservation Easements             | Land Use Deferrals                 |
|------------------------|------------------------------------|------------------------------------|
| Duration               | Permanent — runs with land forever | Temporary — owner can exit anytime |
| Administration         | VOF, County, or Land Trusts        | County Commissioner of Revenue     |
| Development protection | Land permanently protected         | No development restriction         |
| Tax impact (annual)    | \$12.6M deferred (low fiscal risk) | \$1.26B deferred (41.5% avg rate)  |
| Exit penalty           | Irrevocable — cannot exit          | 5-year rollback tax only           |
| Farming requirement    | No guarantee of active farming     | Must qualify as agricultural use   |
| Fiscal risk to county  | Low — small tax deferral           | Higher — large tax base removed    |

Source: Fauquier County Commissioner of Revenue 2026. Total county acreage: 416,440 acres (unincorporated). \$1.26B = total deferred tax amount on land use properties; land remains on tax rolls at reduced assessed value.

# Looking at Conservation Easements and Land Use Assessment Types



Source: Fauquier County Commissioner of Revenue Report March 2026

Together these two programs protect 293,433 acres — 69.5% of Fauquier County's total land area — from intensive development.

## Conservation Easements

*Permanent voluntary legal restrictions on development*

 Protected acres **118,576**

 Fair market value (land) **\$474.6M**

 Improvements value **\$1.08B**

 Total fair market value **\$1.55B**

 Total deferred tax amount **\$12.6M**

 Total taxable value **\$1.54B**

Easements are permanent — land stays protected even when ownership changes. Fauquier leads Virginia in PDR acreage.

## Land Use Assessment

*Reduced taxation for qualifying agricultural & forestal land*

 Enrolled acres **174,857**

 Fair market value (land) **\$1.82B**

 Improvements value **\$1.22B**

 Total fair market value **\$3.04B**

 Total deferred tax value amount **\$1.26B**

 Total taxable value **\$1.78B**

Deferred taxes are recaptured (5-year rollback) if land is converted to non-qualifying use or rezoned to higher intensity.

# Conservation Easements Overview

Source: Fauquier County Commission of Revenue GIS Download 2026 – Note GIS captures the spatial view – the whole property. Assessment data captures legal assessment per the deed. Per assessment the number is 118,576.



1,739

Conservation Easements



199,324

Acres Protected



47.8%

County Land Protected

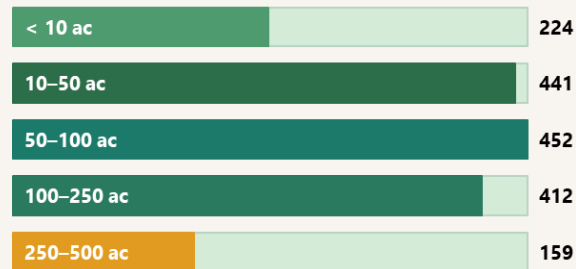


114.6

Avg Parcel Size (ac)

## TOP CONSERVATION EASEMENT HOLDERS BY ACRES

|                    |                    |
|--------------------|--------------------|
| VOF Open Space     | 118,846 ac (59.6%) |
| Open Space         | 23,188 ac (11.6%)  |
| PDR (Farmland)     | 21,544 ac (10.8%)  |
| County of Fauquier | 16,708 ac (8.4%)   |
| Land Trust of VA   | 9,669 ac (4.9%)    |
| Nature Conservancy | 3,300 ac (1.7%)    |
| PEC                | 2,400 ac (1.2%)    |
| Other (8 holders)  | 3,669 ac (1.8%)    |



**Most common: 50-100 acres**

452 parcels • 26% of all easements

Largest single easement: 1,092 acres (VOF)

# Conservation Easements Overview



Source: Fauquier County Commission of Revenue GIS Download 2026

Note GIS captures the spatial view – the whole property. Assessment data captures legal assessment per the deed. Per assessment the number is 118,576.

## VOF OPEN SPACE — DOMINANT HOLDER



# 118,846

**Virginia Outdoors Foundation**

794 parcels • avg 149.7 ac each • 60% of all protected land

All Others

# 80,478

acres across  
15 other holders

## Share of total protected acres

60%  
VOF

40%  
Other

|                    |           |
|--------------------|-----------|
| Open Space         | 23,188 ac |
| PDR (Farmland)     | 21,544 ac |
| County of Fauquier | 16,708 ac |
| Land Trust of VA   | 9,669 ac  |
| Nature Conservancy | 3,300 ac  |

## PDR — PURCHASE OF DEVELOPMENT RIGHTS (Farmland Protection)



# 155

**PDR Parcels**



# 21,544

**Acres Protected**



# 139

**Average Parcel Size**



## What is PDR?

The Purchase of Development Rights program compensates landowners to permanently restrict development, keeping farmland in agricultural use. PDR parcels average 139 acres — the largest avg of any program — reflecting its focus on working farms.

# Our Protected Land Challenge We Need to Face As a Community



~68%

of Fauquier land in  
conservation or land use

293K

total acres in  
protected/deferred status

\$1.28B

in assessed value  
deferred from tax rolls

4,945

total enrolled  
parcels

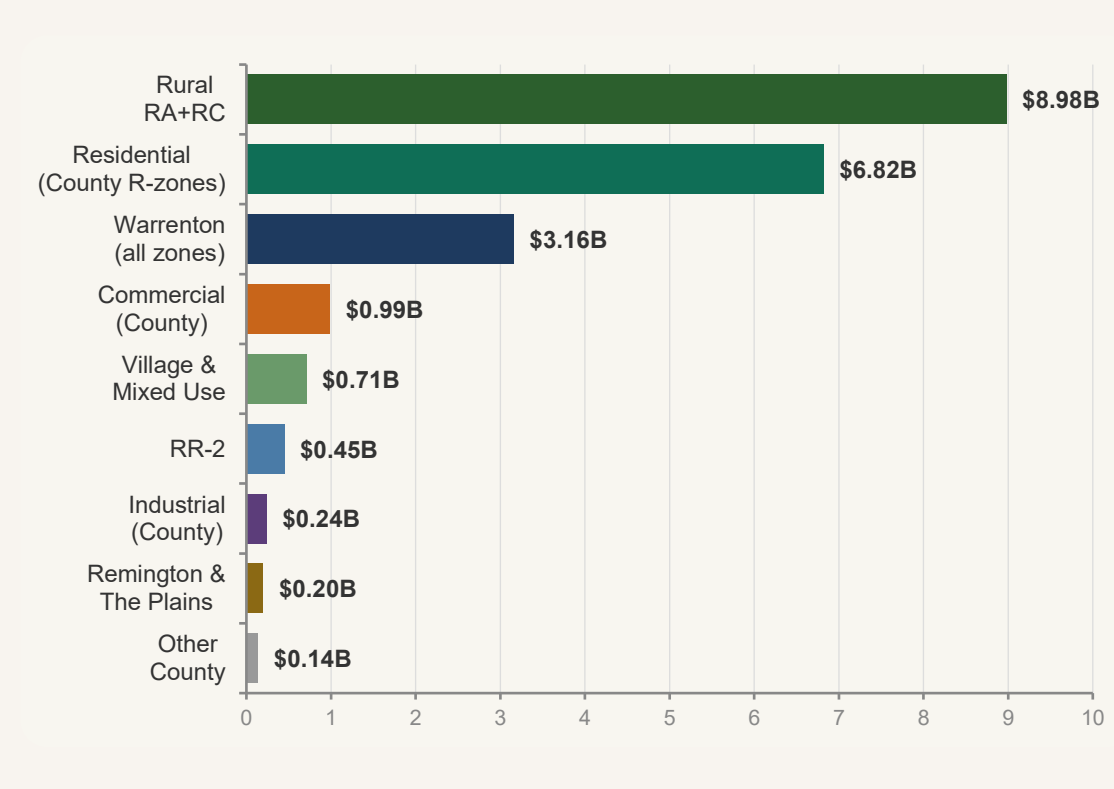
**Action: With approximately 68% of county land shielded from full market-rate taxation, a small and shrinking slice of the tax base must fund all public services — schools, roads, public safety — for all 75,865 residents. This fiscal concentration is the central challenge facing Fauquier's long-term viability.**

**Next, lets get to know more about how much this land is worth – assessments....**

# How much is all this land worth? 2026 Assessed Value

Source: Fauquier County Commissioner of Revenue Data Call Request, March 2026. Residential includes all County R-zones, PRD, TH, GA, MDP, RR-2, Village, Warrenton, Remington & The Plains. Commercial includes County C-1/C-2/C-3/CV/BP/PCID.

\$



| Zone      | Jurisdiction | Total    | % of All |
|-----------|--------------|----------|----------|
| RA        | County       | \$8.058B | 37.1%    |
| R-1       | County       | \$4.119B | 19.0%    |
| PRD       | County       | \$1.013B | 4.7%     |
| Warrenton | Town         | \$3.163B | 14.6%    |
| R-2       | County       | \$0.930B | 4.3%     |
| RC        | County       | \$0.922B | 4.2%     |
| V         | County       | \$0.646B | 3.0%     |
| R-4       | County       | \$0.582B | 2.7%     |
| BP        | County       | \$0.350B | 1.6%     |
| RR-2      | County       | \$0.454B | 2.1%     |
| PCID      | County       | \$0.310B | 1.4%     |
| C-2       | County       | \$0.235B | 1.1%     |
| I-1       | County       | \$0.130B | 0.6%     |

\$8.98B

41.4%

RA + RC (Rural)

\$11.28B

52.0%

All Residential

\$1.01B

4.7%

Commercial (County)

\$238M

1.1%

Industrial (County)

# How much is all this land worth?

## 2025 Total Taxable Real Property Value Using Commissioner of Revenue Data March 2026

\$

| Zone                                           | % of County Land Area |               | % of Assessed Value (Source: Fauquier Co. March 2026 data) |         |
|------------------------------------------------|-----------------------|---------------|------------------------------------------------------------|---------|
| <div>RA</div> <div>Rural Agriculture</div>     | <div></div> 20.4%     | 86,095 acres  | <div></div> 44%                                            | \$8.06B |
| +23.6pp value vs land                          |                       |               |                                                            |         |
| <div>RC</div> <div>Rural Conservation</div>    | <div></div> 69.6%     | 294,065 acres | <div></div> 5%                                             | \$0.92B |
| -64.6pp value vs land                          |                       |               |                                                            |         |
| <div>R-zones</div> <div>Residential</div>      | <div></div> 5.4%      | 22,969 acres  | <div></div> 37.2%                                          | \$6.82B |
| +31.8pp value vs land                          |                       |               |                                                            |         |
| <div>V/MU</div> <div>Village &amp; Mixed</div> | <div></div> 3.8%      | 16,202 acres  | <div></div> 7%                                             | \$1.28B |
| +3.2pp value vs land                           |                       |               |                                                            |         |
| <div>Commercial</div> <div>C-zones</div>       | <div></div> 0.3%      | 1,144 acres   | <div></div> 3.8%                                           | \$0.70B |
| +3.5pp value vs land                           |                       |               |                                                            |         |
| <div>Industrial</div> <div>I-zones</div>       | <div></div> 0.5%      | 1,925 acres   | <div></div> 3%                                             | \$0.55B |
| +2.5pp value vs land                           |                       |               |                                                            |         |

**Key Insight:** RC covers 69.6% of county land but holds only 5.0% of assessed value. R-zones cover just 5.4% of land but hold 37.2% of value. Commercial + Industrial = 0.8% of land, yet 6.8% of value.

Land area: Fauquier Co. Comprehensive Plan, GIS/Planning Staff (\* = estimated) | Assessed value: Fauquier Co. Assessor data, March 2026 (county zones only; excludes Warrenton, Remington, The Plains)



# Where Do We Spend The Tax Revenue From All This Assessed Property?

Source: Fauquier County FY26 Adopted Budget

## WHERE IT COMES FROM



|                           |         |       |
|---------------------------|---------|-------|
| \$165.1M 70.8%            |         |       |
| State Revenue             | \$28.7M | 12.3% |
| Other Local Taxes         | \$24.9M | 10.7% |
| Federal Revenue           | \$4M    | 1.7%  |
| Use of Money & Property   | \$3M    | 1.3%  |
| Permits, Fees & Licenses  | \$2M    | 0.9%  |
| Other (Misc, Fines, etc.) | \$5.6M  | 2.4%  |

## WHERE IT GOES — GENERAL FUND EXPENDITURES

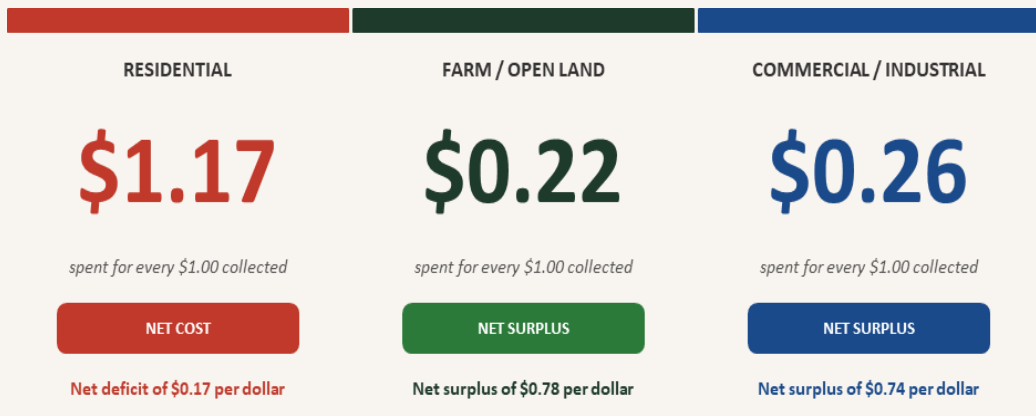
|                                       |          |       |
|---------------------------------------|----------|-------|
| Schools (Transfer to School Division) | \$106.1M | 45.5% |
| Public Safety (Sheriff, Fire Rescue)  | \$28M    | 12%   |
| General Government                    | \$23.1M  | 9.9%  |
| Health & Welfare                      | \$16.5M  | 7.1%  |
| Debt Service (Transfer)               | \$11.9M  | 5.1%  |
| Culture (Parks, Library, College)     | \$9.7M   | 4.2%  |
| Community Development                 | \$8M     | 3.4%  |
| Public Works                          | \$6.9M   | 3%    |
| Judicial Administration               | \$6.4M   | 2.7%  |
| Capital & Other Transfers             | \$12.6M  | 5.4%  |
| Non-Departmental                      | \$4.3M   | 1.8%  |

**Key Takeaway:** Nearly half of every General Fund dollar — \$0.45 — goes directly to schools. Property taxes fund 70.8% of all county revenue. Residential land generates that revenue but costs \$1.17 in services for every \$1.00 collected (2015 COCS Study).



# What Do Community Services Cost In Fauquier?

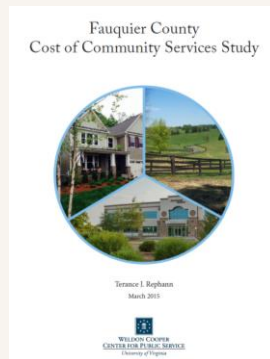
Source: 2015 UVA Weldon Cooper Fauquier County Cost of Community Services Study (COCS) Table 4-2.  
Paid for By Fauquier County Government and VA Department of Agriculture



In FY2014, residential properties generated \$186M in taxes but consumed \$217.4M in services — a \$31.4M gap (-16.8%). Schools are the primary driver: each new household adds children but limited new commercial tax base.

Agricultural and open space land generated a surplus of \$5.6M in FY2014. Low service demands (no schools, minimal roads/emergency) make farm land fiscally efficient — even at reduced land use tax rates.

Commercial and industrial properties generated a \$21.9M surplus in FY2014. These uses create jobs and tax revenue while drawing minimal school enrollment costs — the strongest fiscal return of any land use type.



A Cost of Community Services study measures how much each land use type costs in public services vs. how much it generates in tax revenue — for every \$1.00 collected.

Fauquier last COCS was in 2015.

Much has changed in the region and economy. Federal and state funding patterns, cost of living and government, farm demographics, and the county's commercial tax base have all shifted since 2015.

**Action: Authorize an updated Fauquier County COCS Study so the citizens can understand the cost of residential, commercial/industrial and agriculture use.**



# A Hypothetical Scenario – Slight Changes To Our Land Use

| Policy                                                                                                                               | Annual revenue                        | Rate reduction              | Avg home saves               |
|--------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------|-----------------------------|------------------------------|
| <b>One large industrial high-tech facility</b><br><i>Real estate + equipment personal property tax combined</i>                      | <b>\$8–12M / yr</b><br>annual revenue | <b>5–7¢</b><br>per \$100 AV | <b>\$230–320</b><br>per year |
| <b>25% of land use deferral → full market value</b><br><i>\$315M of \$1.26B deferred FMV converted to taxable base</i>               | <b>\$3.1M / yr</b><br>annual revenue  | <b>1.8¢</b><br>per \$100 AV | <b>\$83</b><br>per year      |
| <b>20% growth in commercial assessed value</b><br><i>\$1.58B → \$1.90B (+\$316M new AV at current tax rate)</i>                      | <b>\$3.0M / yr</b><br>annual revenue  | <b>1.8¢</b><br>per \$100 AV | <b>\$83</b><br>per year      |
| <b>Maximize existing commercial land</b><br><i>Fill vacant / underutilized commercial-zoned acres — no rezoning needed</i>           | <b>\$2–4M / yr</b><br>annual revenue  | <b>1–2¢</b><br>per \$100 AV | <b>\$46–92</b><br>per year   |
| <b>All combined — realistic 10-year scenario</b><br><i>Avg home bill today: \$4,452 → could reach ~\$3,952 (saving \$460–550/yr)</i> | <b>\$15–20M/yr</b>                    | <b>9–12¢ per \$100 AV</b>   | <b>\$415–550 / yr</b>        |

**Action: Authorize an updated Fauquier County COCS Study so the citizens can understand the cost of residential, commercial/industrial and agriculture use. Give the community scenarios to consider for balancing our revenues, land use and tax base. Without real data, fear and fake promises fill the vacuum.**

# A ROADMAP FOR FAUQUIER COUNTY TO THRIVE AND PROSPER IN THE 21<sup>ST</sup> CENTURY

## Conclusions

Fauquier County is a unique place. But times are changing in this whole region. Action and working together to find the productive and prosperous balance of community and conservation for all our citizens is our most important mission right now. If we wait, we will be forced to react. And that never works out.



The conclusions in this report are not paid or sponsored by public, private or non-profit entity. It has not been prepared for any organization, nonprofit, political party or candidate or other entity. It has been created by citizens of Fauquier for the sole purpose of helping facilitate a dialog on how we can sustain both the landscape we cherish and the community that gives it life.

# What We Can Do Together? Be More Informed and Engaged

| THE ASK                                                                                                                                                                                                     | WHO ACTS             | WHY HELPFUL?                                                                                                                                                                                                                                           |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 01 Require annual public disclosure of which land use deferral parcels are actively farmed vs. enrolled but idle.                                                                                           | Board of Supervisors | \$1.26B in assessed value is deferred from county tax rolls under this program. Citizens who fund public services deserve to know what that investment is producing on the ground.                                                                     |
| 02 Commission a local team to produce an updated agricultural economic impact study using current farm data — the last meaningful data is from USDA in 2022. This includes an updated COCS study.           | County Administrator | Fauquier leads Virginia in protected farmland. But 58% of farms sell under \$10K/year and the average farm loses money. Facts — not assumptions — should guide how we support this sector. Citizens need to know the cost of services across land use. |
| 03 Publish annual estimates of housing capacity and population growth under current zoning and protection levels                                                                                            | Board of Supervisors | Without trusted public data, fear fills the vacuum. Citizens cannot make informed decisions about their community's future based on worst-case scenarios from either side of the debate.                                                               |
| 04 Publish an annual commercial and industrial land use report — how much is occupied, vacant, and what value it generates for the county                                                                   | Board of Supervisors | Less than 1% of Fauquier's land is zoned commercial or industrial. Citizens deserve to know whether that land is working as hard as it can before any broader land use conversation happens.                                                           |
| 05 Establish a broadly representative Citizens Advisory Group to develop a 50-year vision for Fauquier — with balanced membership across landowners, farmers, renters, young residents, and business owners | Citizen Organized    | A vision built by all of Fauquier is harder to dismiss than one built by any single interest. The goal is not to pick winners — it's to make sure every citizen has a seat at the table.                                                               |

The choice isn't between conservation and growth. It's whether we shape change deliberately — or let fiscal crisis shape it for us.

# Some Final Thoughts ...

## 01 The Regional Economy Is Shifting Under Our Feet

Federal civilian employment has fallen to its lowest level since 1966 — a 330,000-job decline since March 2025. Government contracting, Fauquier's economic backstop for decades, is next. The region's historic fiscal cushion is shrinking. Fauquier needs a plan that doesn't depend on it.

## 02 Our Farm Economy Needs Honest Attention

The average Fauquier farm operator is over 60. The 2022 USDA data shows 58% of farms generate under \$10,000 in sales annually. When the current generation steps back, who farms this land — and under what structure? That question deserves a serious answer, not a slogan

## 03 What Is the Balance For Conservation vs. Community Access?

70% of Fauquier land is in conservation or land use deferral status. Citizens help fund these programs through their taxes. What do they get in return? More public access, more agritourism, more local food infrastructure, and more trail connectivity would make conservation a shared benefit — not just a private one.

## 04 Our Children Need a Place in This County's Future

The nature of work is changing. Remote and hybrid work means more young adults can stay or return to Fauquier. But they need housing they can afford and jobs beyond retail and government. What does Fauquier's economy look like for the generation that grew up here?

## 05 Every Dollar Matters — Spent Here or Elsewhere

Fauquier has less than 1% of its land in commercial and industrial use. When residents drive to Gainesville or Culpeper to shop, eat, or work, that economic activity leaves the county permanently. Thoughtful, targeted commercial growth in the right locations isn't sprawl — it's fiscal self-sufficiency.

The choice isn't between conservation and growth. **It's whether we shape change deliberately — or let fiscal crisis shape it for us.**

## Some Final Thoughts ...

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*“All great change in America begins at the dinner table.”*

*Ronald Reagan*