



BUSINESS DEVELOPMENT RESOURCE GUIDE

The **Central Virginia Partnership's Business Development Resource Guide** connects investors and partners with regional influential business leaders committed to driving growth and innovation in Central Virginia.

**Make Central Virginia the location for your
next *Bold* venture!**



 CentralVirginia.org
LivingCentralVA.org

**Central Virginia Partnership for
Economic Development**
1001 Research Park Blvd, Suite 301
Charlottesville, VA 22911



Contact: Helen Cauthen, President
hcauthen@centralvirginia.org
434.979.5610



Central Virginia Partnership for
Economic Development

Business Development Resource Guide



Accounting



Hantzmon Wiebel
www.HWLLP.cpa
Sponsor Level: Leadership
Jennifer Lehman, CEO
jlehman@hwllp.cpa

Airports



Charlottesville Albemarle Airport
www.GoCHO.com
Sponsor Level: Executive
Jason Burch, CEO
jburch@gocho.com

Asphalt/Aggregate Materials



Chemung Contracting Corporation/Cedar Mountain Stone
www.CedarMountainStone.com
Sponsor Level: Leadership
Ed Dalrymple, Jr., President
edalrymple@dalholding.com



Luck Companies
www.LuckCompanies.com
Sponsor Level: Ambassador
Linwood Thomas, Director, Greenfield Development
linwood.thomas@luckcompanies.com

Automobile Dealerships



Carter Myers Automotive Group
www.CMACars.com
Sponsor Level: Friend
Liza Borches, Owner
lborches@cmacars.com

Banks/Credit Unions



Atlantic Union Bank
www.AtlanticUnionBank.com
Sponsor Level: Leadership
John Young, Regional President,
Central Western Virginia
johnj.young@atlanticunionbank.com



Bank of America
www.BankofAmerica.com/Charlottesville
Sponsor Level: Friend
Michael D. Lyster, Senior Vice
President-Business Banking
michael.lyster@bofa.com



Bank of the James
www.BankoftheJames.com
Sponsor Level: Ambassador
Jared Feury, Market President
jfeury@bankofthejames.com



Blue Ridge Bank
www.MyBRB.com
Sponsor Level: Supporter
John Chamberlin, Relationship
Manager
john.chamberlin@mybrb.com



C & F Bank
www.CFFC.com
Sponsor Level: Friend
Amanda Litchfield, Regional Market
Executive
alitchfield@cffc.com



Carter Bank
www.CarterBank.com
Sponsor Level: Supporter
Judson Foster, Senior Vice President
judson.foster@carterbank.com



First Citizens Bank
www.FirstCitizens.com
Sponsor Level: Friend
Kelly Dye, Senior Vice President
kelly.dye@firstcitizens.com



Fulton Bank
www.FultonBank.com
Sponsor Level: Friend
Giles Sydnor, Commercial Relationship
Banker
gsydnor@fultonbank.com

Business Development Resource Guide

Banks/Credit Unions (cont.)



Pioneer Bank

www.PioneerBks.com

Sponsor Level: Friend

Reid Young, Senior Vice President

ryoung@pioneerbks.com



Truist

www.Truist.com

Sponsor Level: Friend

Steve Lamanna, Vice President

steve.lamanna@truist.com



United Bank

www.BankWithUnited.com

Sponsor Level: Supporter

Robert Wood, Jr., Market President

robert.wood@bankwithunited.com



UVA Community Credit Union

www.UVACreditUnion.org

Sponsor Level: Leadership

Susan Gruber, President & CEO

susan.gruber@uvacreditunion.org

Biotechnology



AgroSpheres

www.AgroSpheres.com

Sponsor Level: Friend

contact@agrospheres.com

Business Services



Capital River Advisors

www.CapitalRiverAdvisors.com

Sponsor Level: Friend

Ethan Dunstan, Principal

contact@capitalriveradvisors.com



Civil Solutions

www.CivilSolutionsToday.com

Sponsor Level: Friend

Jane Dittmar, Managing Partner

civilsolutionstoday@gmail.com



McGriff Insurance

www.McGriff.com

Sponsor Level: Friend

Chris Powell, Senior Vice President, Regional

Employee Benefits Leader

christopher.powell@mcgriff.com

Business Services (cont.)



MoneyWise

www.MoneyWisePayroll.com

Sponsor Level: Ambassador

Sean Shanks, President

sean@moneywisepayroll.com



Northwestern Mutual

www.NM.com

Sponsor Level: Friend

Gary Taylor, Managing Director

gary.taylor@nm.com



OneDigital

www.OneDigital.com

Sponsor Level: Supporter

Roger Higgins, Principal

rhiggins@onedigital.com

Community Partners



Charlottesville Regional Chamber

www.CvilleChamber.com

Sponsor Level: Supporter

Andrea Copeland, COO

andrea.copeland@cvillechamber.com



Thomas Jefferson Planning District Commission

www.TJPDC.org

Sponsor Level: Friend

Christine Jacobs, Executive Director

cjacobs@tjpdcc.org

Business Development Resource Guide

Construction



Barton Malow Builders

www.BartonMalow.com
Sponsor Level: Ambassador
Robert Menasco, Senior Project Manager
robert.menasco@bartonmalow.com



Clark Construction Group, LLC

www.ClarkConstruction.com
Sponsor Level: Leadership
Jeremy Jenkins, Project Executive
jeremy.jenkins@clarkconstruction.com



Gilbane Building Company

www.GilbaneCo.com
Sponsor Level: Supporter
Rachel Pest, Business Development Manager
rpest@gilbaneco.com



Hourigan Construction Corporation

www.Hourigan.group
Sponsor Level: Ambassador
Rebecca Ivins, Client Solutions Manager
rebecca.ivins@hourigan.group



Martin Horn

www.MartinHorn.com
Sponsor Level: Supporter
Ted Horn, CEO
ted@martinhorn.com



Whiting-Turner

www.Whiting-Turner.com
Sponsor Level: Friend
Mike Anderson, Vice President
mike.anderson@whiting-turner.com

Data Centers



Amazon Web Services

www.AWS.Amazon.com
Sponsor Level: Leadership
Jordan Tate, Manager, Economic Development (Mid-Atlantic)
jhsnelli@amazon.com

Development



Cathcart Group

www.CathcartGroup.com
Sponsor Level: Ambassador
Ann Cathcart, Marketing Manager
acathcart@cathcartgroup.com



Great Eastern Management

www.GEMC.com
Sponsor Level: Ambassador
John Neal, Director, Property Operations
jneal@gemc.com



Milestone Partners

www.MilestonePartners.com
Sponsor Level: Friend
Frank Stoner, Founding Partner
fstoner@milestonepartners.com



Seminole Trail Management

www.SeminoleTrailManagement.com
Sponsor Level: Friend
Tim Slagle, Manager
trslagle@embarqmail.com



Southern Development Homes

www.Southern-Development.com
Sponsor Level: Friend
Frank Ballif, President
frank.ballif@southern-development.com



Stony Point Development Group

www.StonyPointDB.com
Sponsor Level: Friend
Chris Henry, President
chenry@stonypointdb.com



The Caton Companies/MSc

www.MSc-Rents.com
Sponsor Level: Friend
Steve Houchens, Development Manager
shouchens@msc-rents.com

Business Development Resource Guide

Development (cont.)

WM Development /
Historic Woolen Mills

WM Development-Historic Woolen Mills

www.HistoricWoolenMills.com/the-redevelopment
Sponsor Level: Friend
Brian Roy, Owner/Manager
brianhroy@gmail.com



Woodard Properties

www.WoodardProperties.com
Sponsor Level: Friend
Anthony Woodard, CEO
anthony@woodardproperties.com



UVA Foundation

www.UVAFoundation.com
Sponsor Level: Champion
Deborah van Eersel, Chief Administrative Officer and Director of Marketing
dvaneersel@uvafoundation.com

Engineering/Environmental Services/Architects



Dewberry

www.Dewberry.com
Sponsor Level: Supporter
Kristen Costello, Market Segment Leader
kcostello@dewberry.com



ECS Mid-Atlantic LLC

www.ECSLimited.com
Sponsor Level: Friend
Thomas DeGaetano, Senior Vice President
tdegaetano@ecslimited.com



Henningsen Kestner Architects

www.HenningsenKestner.com
Sponsor Level: Friend
Christian Henningsen, Owner
chris@henningsenkestner.com



Montrose Environmental

www.montrose-env.com
Sponsor Level: Friend
Sharon Drummond, Operations Manager
shdrummond@montrose-env.com

Engineering/Environmental Services/Architects (cont.)



Timmons Group

www.Timmons.com
Sponsor Level: Supporter
Craig Kotarski, Land Development
craig.kotarski@timmons.com

Fuel



Tiger Fuel Company

www.TigerFuel.com
Sponsor Level: Ambassador
Gordon Sutton, President
suttong@tigerfuel.com

Healthcare



Sentara Martha Jefferson Hospital

www.Sentara.com
Sponsor Level: Leadership

Heavy Civil/Site Development

FAULCONER

Faulconer Construction

www.FaulconerConstruction.com
Sponsor Level: Ambassador
Ed Stelter, Vice President
estelter@faulconerconstruction.com



S.L. Williamson Company, Inc.

www.SLWilliamson.com
Sponsor Level: Ambassador
Blair Williamson, President
blair@slwilliamson.com

Business Development Resource Guide

Higher Education

GERMANNA

Germanna Community College

www.Germanna.edu
Sponsor Level: Leadership
Dr. Janet Gullickson, President
jgullickson@germanna.edu



Piedmont Virginia Community College

www.PVCC.edu
Sponsor Level: Leadership
Dr. Jean Runyon, President
jrunyon@pvcc.edu



University of Virginia

www.Virginia.edu
Sponsor Level: Champion
Pace Lochte, Assistant Vice President,
Economic Development
lochte@virginia.edu

Legal Services



Flora Pettit, PC

www.FPLegal.com
Sponsor Level: Supporter
Brian Craddock, Attorney at Law
bac@fplegal.com



Williams Mullen

www.WilliamsMullen.com
Sponsor Level: Ambassador
Valerie Long, Attorney at Law
vlong@williamsmullen.com

Manufacturing/Distribution



Bingham & Taylor

www.BandT-US.com
Sponsor Level: Supporter
Matt Houston, Chief of Operations
mhouston@bandt-us.com



Gropen

www.Gropen.com
Sponsor Level: Friend
T.J. Ronayne, President
tronayne@gropen.com



Har-Tru, LLC

www.HarTru.com
Sponsor Level: Friend
Pat Hanssen, President
phanssen@hartru.com

Manufacturing/Distribution (cont.)



MPS / Macmillan Publishers

www.us.Macmillan.com/MPS
Sponsor Level: Friend
Jeff Harris, Senior Vice President
jharris@macmillan.com



Pepsi-Cola Bottling of Central Virginia

www.PepsiCVA.com
Sponsor Level: Ambassador
Suzanne Jessup Brooks, Executive Vice President
zan@pepsicva.com



Performance Signs

www.PerformanceSigns.net
Sponsor Level: Friend
Katherine Morris, Owner
kmorris@performancesigns.net

Marketing/Web Design

Storyware

Storyware

www.Storyware.co
Sponsor Level: Leadership
Todd Wickersty, Co-founder
todd@storyware.co



The Ivy Group

www.IvyGroup.com
Sponsor Level: Friend
Julia Prince, Managing Director
jprince@ivygroup.com

Media



29 News

www.29News.com
Sponsor Level: Ambassador
Laura Serbon, General Manager
laura.serbon@29news.com

Real Estate



NEST Furnished Living Solutions

www.NestFurnishedLiving.com
Sponsor Level: Friend
Gary LeFeuvre, Owner/General Manager
gary@nestfurnishedliving.com



Real Estate III Commercial

www.RE3CP.com
Sponsor Level: Friend
Bill Howard, President
bill.howard@re3cp.com

Business Development Resource Guide

Utilities



American Electric Power

www.AEP.com

Sponsor Level: Friend

Whitney Czelusniak, Economic and
Business Development Manager

wbczelusniak@aep.com



Central Virginia Electric Cooperative/Firefly

www.MyCVEC.com

Sponsor Level: Supporter

Gary Wood, CEO

gwood@mycvec.com



Columbia Gas

www.NiSource.com

Sponsor Level: Supporter

Gina Slaunwhite, Director, Major
Accounts, Commercial & Industrial

gslaunwhite@nisource.com



Dominion Energy

www.DominionEnergy.com

Sponsor Level: Executive

Gizelle Curtis, Economic Development
Manager

gizelle.f.curtis@dominionenergy.com



Rappahannock Electric Cooperative

www.MyREC.Coop

Sponsor Level: Champion

Kayla Coleman, Economic
Development Principal

kcoleman@myrec.coop



Tenaska

www.Tenaska.com

Sponsor Level: Friend

Marih Salvat De Jesus, Operations
Manager

msalvatdejesus@tenaska.com

Waste Management



van der Linde Recycling

www.vanderLindeRecycling.com

Sponsor Level: Friend

Andrea Johnson, CEO

andrea@vanderlinderecycling.com