



# BUSINESS DEVELOPMENT RESOURCE GUIDE

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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.

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



 [CentralVirginia.org](http://CentralVirginia.org)  
[LivingCentralVA.org](http://LivingCentralVA.org)

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



**Contact: Helen Cauthen, President**  
[hcauthen@centralvirginia.org](mailto:hcauthen@centralvirginia.org)  
434.979.5610



Central Virginia Partnership for  
Economic Development

# Business Development Resource Guide



## Accounting

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**Hantzmon Wiebel**  
[www.HWLLP.cpa](http://www.HWLLP.cpa)  
Sponsor Level: Leadership  
Jennifer Lehman, CEO  
[jlehman@hwllp.cpa](mailto:jlehman@hwllp.cpa)

## Airports

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**Charlottesville Albemarle Airport**  
[www.GoCHO.com](http://www.GoCHO.com)  
Sponsor Level: Executive  
Jason Burch, CEO  
[jburch@gochoco.com](mailto:jburch@gochoco.com)

## Asphalt/Aggregate Materials

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**Chemung Contracting Corporation/Cedar Mountain Stone**  
[www.CedarMountainStone.com](http://www.CedarMountainStone.com)  
Sponsor Level: Leadership  
Ed Dalrymple, Jr., President  
[edalrymple@dalholding.com](mailto:edalrymple@dalholding.com)



**Luck Companies**  
[www.LuckCompanies.com](http://www.LuckCompanies.com)  
Sponsor Level: Ambassador  
Linwood Thomas, Director, Greenfield Development  
[linwood.thomas@luckcompanies.com](mailto:linwood.thomas@luckcompanies.com)

## Automobile Dealerships

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**Carter Myers Automotive Group**  
[www.CMACars.com](http://www.CMACars.com)  
Sponsor Level: Friend  
Liza Borches, Owner  
[lborches@cmacars.com](mailto:lborches@cmacars.com)

## Banks/Credit Unions

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**Atlantic Union Bank**  
[www.AtlanticUnionBank.com](http://www.AtlanticUnionBank.com)  
Sponsor Level: Leadership  
John Young, Regional President,  
Central Western Virginia  
[johnj.young@atlanticunionbank.com](mailto:johnj.young@atlanticunionbank.com)



**Bank of America**  
[www.BankofAmerica.com/Charlottesville](http://www.BankofAmerica.com/Charlottesville)  
Sponsor Level: Friend  
Michael D. Lyster, Senior Vice  
President-Business Banking  
[michael.lyster@bofa.com](mailto:michael.lyster@bofa.com)



**Bank of the James**  
[www.BankoftheJames.com](http://www.BankoftheJames.com)  
Sponsor Level: Ambassador  
Jared Feury, Market President  
[jfeury@bankofthejames.com](mailto:jfeury@bankofthejames.com)



**Blue Ridge Bank**  
[www.MyBRB.com](http://www.MyBRB.com)  
Sponsor Level: Supporter  
John Chamberlin, Relationship  
Manager  
[john.chamberlin@mybrb.com](mailto:john.chamberlin@mybrb.com)



**C & F Bank**  
[www.CFFC.com](http://www.CFFC.com)  
Sponsor Level: Friend  
Amanda Litchfield, Regional Market  
Executive  
[alitchfield@cffc.com](mailto:alitchfield@cffc.com)



**Carter Bank**  
[www.CarterBank.com](http://www.CarterBank.com)  
Sponsor Level: Supporter  
Judson Foster, Senior Vice President  
[judson.foster@carterbank.com](mailto:judson.foster@carterbank.com)



**First Citizens Bank**  
[www.FirstCitizens.com](http://www.FirstCitizens.com)  
Sponsor Level: Friend  
Kelly Dye, Senior Vice President  
[kelly.dye@firstcitizens.com](mailto:kelly.dye@firstcitizens.com)

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## Banks/Credit Unions (cont.)



### Pioneer Bank

[www.PioneerBks.com](http://www.PioneerBks.com)  
Sponsor Level: Friend  
Reid Young, Senior Vice President  
[ryoung@pioneerbks.com](mailto:ryoung@pioneerbks.com)



### Truist

[www.Truist.com](http://www.Truist.com)  
Sponsor Level: Friend  
Steve Lamanna, Vice President  
[steve.lamanna@truist.com](mailto:steve.lamanna@truist.com)



### United Bank

[www.BankWithUnited.com](http://www.BankWithUnited.com)  
Sponsor Level: Supporter  
Robert Wood, Jr., Market President  
[robert.wood@bankwithunited.com](mailto:robert.wood@bankwithunited.com)



### UVA Community Credit Union

[www.UVACreditUnion.org](http://www.UVACreditUnion.org)  
Sponsor Level: Leadership  
Susan Gruber, President & CEO  
[susan.gruber@uvacreditunion.org](mailto:susan.gruber@uvacreditunion.org)



### Virginia Credit Union Business Services

[www.VACU.org](http://www.VACU.org)  
Sponsor Level: Supporter  
Peyton Wright, Vice President, Senior Business Relationship Manager  
Business Services  
[peyton.wright@vacu.org](mailto:peyton.wright@vacu.org)

## Biotechnology



### AgroSpheres

[www.AgroSpheres.com](http://www.AgroSpheres.com)  
Sponsor Level: Friend  
[contact@agrospheres.com](mailto:contact@agrospheres.com)

## Business Services



### Capital River Advisors

[www.CapitalRiverAdvisors.com](http://www.CapitalRiverAdvisors.com)  
Sponsor Level: Friend  
Ethan Dunstan, Principal  
[contact@capitalriveradvisors.com](mailto:contact@capitalriveradvisors.com)



### Civil Solutions

[www.CivilSolutionsToday.com](http://www.CivilSolutionsToday.com)  
Sponsor Level: Friend  
Jane Dittmar, Managing Partner  
[civilsolutionstoday@gmail.com](mailto:civilsolutionstoday@gmail.com)

## Business Services (cont.)



### McGriff Insurance

[www.McGriff.com](http://www.McGriff.com)  
Sponsor Level: Friend  
Chris Powell, Senior Vice President,  
Regional Employee Benefits Leader  
[christopher.powell@mcgriff.com](mailto:christopher.powell@mcgriff.com)



### MoneyWise

[www.MoneyWisePayroll.com](http://www.MoneyWisePayroll.com)  
Sponsor Level: Ambassador  
Sean Shanks, President  
[sean@moneywisepayroll.com](mailto:sean@moneywisepayroll.com)



### Northwestern Mutual

[www.NM.com](http://www.NM.com)  
Sponsor Level: Friend  
Gary Taylor, Managing Director  
[gary.taylor@nm.com](mailto:gary.taylor@nm.com)



### OneDigital

[www.OneDigital.com](http://www.OneDigital.com)  
Sponsor Level: Supporter  
Roger Higgins, Principal  
[righiggins@onedigital.com](mailto:righiggins@onedigital.com)

## Community Partners



### Charlottesville Regional Chamber

[www.CvilleChamber.com](http://www.CvilleChamber.com)  
Sponsor Level: Supporter  
Andrea Copeland, COO  
[andrea.copeland@cvillechamber.com](mailto:andrea.copeland@cvillechamber.com)



### Goodwill Industries of the Valleys

[www.goodwillvalleys.com](http://www.goodwillvalleys.com)  
Sponsor Level: Friend  
Julie Vick, Director, Office of the CEO and Administration  
[jvick@goodwillvalleys.com](mailto:jvick@goodwillvalleys.com)



### Thomas Jefferson Planning District Commission

[www.TJPDC.org](http://www.TJPDC.org)  
Sponsor Level: Friend  
Christine Jacobs, Executive Director  
[cjacobs@tjpdcc.org](mailto:cjacobs@tjpdcc.org)

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## Construction



**Barton Malow Builders**  
[www.BartonMalow.com](http://www.BartonMalow.com)  
Sponsor Level: Ambassador  
Paul Littlefield, Senior Director  
[paul.littlefield@bartonmalow.com](mailto:paul.littlefield@bartonmalow.com)



**Clark Construction Group, LLC**  
[www.ClarkConstruction.com](http://www.ClarkConstruction.com)  
Sponsor Level: Leadership  
Jeremy Jenkins, Project Executive  
[jeremy.jenkins@clarkconstruction.com](mailto:jeremy.jenkins@clarkconstruction.com)



**Gilbane Building Company**  
[www.GilbaneCo.com](http://www.GilbaneCo.com)  
Sponsor Level: Supporter  
Rachel Pest, Business Development Manager  
[rpest@gilbaneco.com](mailto:rpest@gilbaneco.com)



**Hourigan Construction Corporation**  
[www.Hourigan.group](http://www.Hourigan.group)  
Sponsor Level: Ambassador  
Dillon Porter, Vice President  
[dillon.porter@hourigan.group](mailto:dillon.porter@hourigan.group)



**Martin Horn**  
[www.MartinHorn.com](http://www.MartinHorn.com)  
Sponsor Level: Supporter  
Ted Horn, CEO  
[ted@martinhorn.com](mailto:ted@martinhorn.com)



**Whiting-Turner**  
[www.Whiting-Turner.com](http://www.Whiting-Turner.com)  
Sponsor Level: Friend  
Mike Anderson, Vice President  
[mike.anderson@whiting-turner.com](mailto:mike.anderson@whiting-turner.com)

## Data Centers



**Amazon Web Services**  
[www.AWS.Amazon.com](http://www.AWS.Amazon.com)  
Sponsor Level: Leadership  
Jordan Tate, Manager, Economic Development (Mid-Atlantic)  
[jhsnelli@amazon.com](mailto:jhsnelli@amazon.com)

## Development



**Cathcart Group**  
[www.CathcartGroup.com](http://www.CathcartGroup.com)  
Sponsor Level: Ambassador  
Ann Cathcart, Marketing Manager  
[acathcart@cathcartgroup.com](mailto:acathcart@cathcartgroup.com)



**Great Eastern Management**  
[www.GEMC.com](http://www.GEMC.com)  
Sponsor Level: Ambassador  
John Neal, Director, Property Operations  
[jneal@gemc.com](mailto:jneal@gemc.com)



**Milestone Partners**  
[www.MilestonePartners.com](http://www.MilestonePartners.com)  
Sponsor Level: Friend  
Frank Stoner, Founding Partner  
[fstoner@milestonepartners.com](mailto:fstoner@milestonepartners.com)



**Seminole Trail Management**  
[www.SeminoleTrailManagement.com](http://www.SeminoleTrailManagement.com)  
Sponsor Level: Friend  
Tim Slagle, Manager  
[trslagle@embarqmail.com](mailto:trslagle@embarqmail.com)



**Southern Development Homes**  
[www.Southern-Development.com](http://www.Southern-Development.com)  
Sponsor Level: Friend  
Frank Ballif, President  
[frank.ballif@southern-development.com](mailto:frank.ballif@southern-development.com)



**Stony Point Development Group**  
[www.StonyPointDB.com](http://www.StonyPointDB.com)  
Sponsor Level: Friend  
Chris Henry, President  
[chenry@stonypointdb.com](mailto:chenry@stonypointdb.com)



**The Caton Companies/MSc**  
[www.MSc-Rents.com](http://www.MSc-Rents.com)  
Sponsor Level: Friend  
Steve Houchens, Development Manager  
[shouchens@msc-rents.com](mailto:shouchens@msc-rents.com)

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## Development (cont.)

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WM Development /  
Historic Woolen Mills

### WM Development-Historic Woolen Mills

[www.HistoricWoolenMills.com/the-redevelopment](http://www.HistoricWoolenMills.com/the-redevelopment)  
Sponsor Level: Friend  
Brian Roy, Owner/Manager  
[brianhroy@gmail.com](mailto:brianhroy@gmail.com)



### Woodard Properties

[www.WoodardProperties.com](http://www.WoodardProperties.com)  
Sponsor Level: Friend  
Anthony Woodard, CEO  
[anthony@woodardproperties.com](mailto:anthony@woodardproperties.com)



### UVA Foundation

[www.UVAFoundation.com](http://www.UVAFoundation.com)  
Sponsor Level: Champion  
Rebecca Ivins, Research Parks Director  
[rivins@UVAfoundation.com](mailto:rivins@UVAfoundation.com)

## Engineering/Environmental Services/ Architects

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 Dewberry

### Dewberry

[www.Dewberry.com](http://www.Dewberry.com)  
Sponsor Level: Supporter  
Kristen Costello, Market Segment Leader  
[kcostello@dewberry.com](mailto:kcostello@dewberry.com)



### ECS Mid-Atlantic LLC

[www.ECSlimited.com](http://www.ECSlimited.com)  
Sponsor Level: Friend  
Thomas DeGaetano, Senior Vice President  
[tdegaetano@ecslimited.com](mailto:tdegaetano@ecslimited.com)



### Henningesen Kestner Architects

[www.HenningesenKestner.com](http://www.HenningesenKestner.com)  
Sponsor Level: Friend  
Christian Henningesen, Owner  
[chris@henningesenkestner.com](mailto:chris@henningesenkestner.com)



### Timmons Group

[www.Timmons.com](http://www.Timmons.com)  
Sponsor Level: Supporter  
Craig Kotarski, Land Development  
[craig.kotarski@timmons.com](mailto:craig.kotarski@timmons.com)

## Fuel

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### Tiger Fuel Company

[www.TigerFuel.com](http://www.TigerFuel.com)  
Sponsor Level: Ambassador  
Gordon Sutton, President  
[suttong@tigerfuel.com](mailto:suttong@tigerfuel.com)

## Healthcare

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### Sentara Martha Jefferson Hospital

[www.Sentara.com](http://www.Sentara.com)  
Sponsor Level: Leadership  
Michele Carroll, Vice President, Operations  
[mgcarro1@sentara.com](mailto:mgcarro1@sentara.com)

## Heavy Civil/Site Development

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 Falconer

### Falconer Construction

[www.FalconerConstruction.com](http://www.FalconerConstruction.com)  
Sponsor Level: Ambassador  
Ed Stelter, Vice President  
[estelter@falconerconstruction.com](mailto:estelter@falconerconstruction.com)



### S.L. Williamson Company, Inc.

[www.SLWilliamson.com](http://www.SLWilliamson.com)  
Sponsor Level: Ambassador  
Blair Williamson, President  
[blair@slwilliamson.com](mailto:blair@slwilliamson.com)

# Business Development Resource Guide



## Higher Education

GERMANNA

### Germanna Community College

[www.Germanna.edu](http://www.Germanna.edu)  
Sponsor Level: Leadership  
Dr. Janet Gullickson, President  
[jgullickson@germanna.edu](mailto:jgullickson@germanna.edu)



### Piedmont Virginia Community College

[www.PVCC.edu](http://www.PVCC.edu)  
Sponsor Level: Leadership  
Dr. Jean Runyon, President  
[jrunyon@pvcc.edu](mailto:jrunyon@pvcc.edu)



### University of Virginia

[www.Virginia.edu](http://www.Virginia.edu)  
Sponsor Level: Champion  
Pace Lochte, Assistant Vice President,  
Economic Development  
[lochte@virginia.edu](mailto:lochte@virginia.edu)

## Legal Services

FLORA  
PETTIT

### Flora Pettit, PC

[www.FPLegal.com](http://www.FPLegal.com)  
Sponsor Level: Supporter  
Brian Craddock, Attorney at Law  
[bac@fplegal.com](mailto:bac@fplegal.com)



### Williams Mullen

[www.WilliamsMullen.com](http://www.WilliamsMullen.com)  
Sponsor Level: Ambassador  
Valerie Long, Attorney at Law  
[vlong@williamsmullen.com](mailto:vlong@williamsmullen.com)

## Manufacturing/Distribution



### Bingham & Taylor

[www.BandT-US.com](http://www.BandT-US.com)  
Sponsor Level: Supporter  
Matt Houston, Chief of Operations  
[mhouston@bandt-us.com](mailto:mhouston@bandt-us.com)

GROPEN

### Gropen

[www.Gropen.com](http://www.Gropen.com)  
Sponsor Level: Friend  
T.J. Ronayne, President  
[tronayne@gropen.com](mailto:tronayne@gropen.com)



### Har-Tru, LLC

[www.HarTru.com](http://www.HarTru.com)  
Sponsor Level: Friend  
Pat Hanssen, President  
[phanssen@hartru.com](mailto:phanssen@hartru.com)

## Manufacturing/Distribution (cont.)



### MPS / Macmillan Publishers

[www.us.Macmillan.com/MPS](http://www.us.Macmillan.com/MPS)  
Sponsor Level: Friend  
Jeff Harris, Senior Vice President  
[jharris@macmillan.com](mailto:jharris@macmillan.com)



### Pepsi-Cola Bottling of Central Virginia

[www.PepsiCVA.com](http://www.PepsiCVA.com)  
Sponsor Level: Ambassador  
Suzanne Jessup Brooks, Executive Vice  
President  
[zan@pepsicva.com](mailto:zan@pepsicva.com)



### Performance Signs

[www.PerformanceSigns.net](http://www.PerformanceSigns.net)  
Sponsor Level: Friend  
Katherine Morris, Owner  
[kmorris@performancesigns.net](mailto:kmorris@performancesigns.net)

## Marketing/Web Design

Storyware

### Storyware

[www.Storyware.co](http://www.Storyware.co)  
Sponsor Level: Leadership  
Todd Wickersty, Co-founder  
[todd@storyware.co](mailto:todd@storyware.co)



### The Ivy Group

[www.IvyGroup.com](http://www.IvyGroup.com)  
Sponsor Level: Friend  
Julia Prince, Managing Director  
[jprince@ivygroup.com](mailto:jprince@ivygroup.com)

## Media



### 29 News

[www.29News.com](http://www.29News.com)  
Sponsor Level: Ambassador  
Laura Serbon, General Manager  
[laura.serbon@29news.com](mailto:laura.serbon@29news.com)

## Real Estate



### MacKenzie Commercial Virginia

[www.MacKenzieCommercial.com/Virginia](http://www.MacKenzieCommercial.com/Virginia)  
Sponsor Level: Friend  
Sam Orr, Executive Vice President  
[sam.orr@mackenziecommercial.com](mailto:sam.orr@mackenziecommercial.com)



### NEST Furnished Living Solutions

[www.NestFurnishedLiving.com](http://www.NestFurnishedLiving.com)  
Sponsor Level: Friend  
Gary LeFeuvre, Owner/General Manager  
[gary@nestfurnishedliving.com](mailto:gary@nestfurnishedliving.com)

# Business Development Resource Guide

## Real Estate (cont.)

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### Real Estate III Commercial

[www.RE3CP.com](http://www.RE3CP.com)  
Sponsor Level: Friend  
Bill Howard, President  
[bill.howard@re3cp.com](mailto:bill.howard@re3cp.com)

## Utilities

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### American Electric Power

[www.AEP.com](http://www.AEP.com)  
Sponsor Level: Friend  
Whitney Czelusniak, Economic and  
Business Development Manager  
[wbczelusniak@aep.com](mailto:wbczelusniak@aep.com)



### Central Virginia Electric Cooperative/Firefly

[www.MyCVEC.com](http://www.MyCVEC.com)  
Sponsor Level: Supporter  
Gary Wood, CEO  
[gwood@mycvec.com](mailto:gwood@mycvec.com)



### Columbia Gas

[www.NiSource.com](http://www.NiSource.com)  
Sponsor Level: Supporter  
Gina Slaunwhite, Director, Major  
Accounts, Commercial & Industrial  
[gslaunwhite@nisource.com](mailto:gslaunwhite@nisource.com)



### Dominion Energy

[www.DominionEnergy.com](http://www.DominionEnergy.com)  
Sponsor Level: Executive  
Gizelle Curtis, Economic Development  
Manager  
[gizelle.f.curtis@dominionenergy.com](mailto:gizelle.f.curtis@dominionenergy.com)



### Rappahannock Electric Cooperative

[www.MyREC.Coop](http://www.MyREC.Coop)  
Sponsor Level: Champion  
Kayla Coleman, Economic  
Development Manager  
[kcoleman@myrec.coop](mailto:kcoleman@myrec.coop)



### Tenaska

[www.Tenaska.com](http://www.Tenaska.com)  
Sponsor Level: Friend  
Marih Salvat De Jesus, Operations  
Manager  
[msalvatdejesus@tenaska.com](mailto:msalvatdejesus@tenaska.com)