

## INVESTORS & PARTNERS 2018-19

### LOCALITIES

Augusta County  
Bath County  
City of Buena Vista  
City of Harrisonburg  
Highland County  
City of Lexington  
Page County  
Rockbridge County  
Rockingham County  
Shenandoah County  
City of Staunton  
City of Waynesboro

### DIAMOND

InterChange Group, Inc.  
James Madison University

### PLATINUM

Atlantic Union Bank  
Dominion Virginia Power  
Farm Credit  
Nielsen Builders, Inc.  
Shentel

### GOLD

Bank of America Merrill Lynch  
BB&T & McGriff Insurance  
Cottonwood Commercial Realty  
Froehling & Robertson, Inc.  
Lantz Construction Company  
PBMares, LLP

### SILVER

Alliance Engineering  
Andros Foods North America  
Augusta Cooperative Farm Bureau  
Augusta Health  
Balzer and Associates  
Bank of the James  
Blue Ridge Architects

Blue Ridge Insurance Services, Inc.  
Branch & Associates, Inc.  
Cadence, Inc.  
Cathcart Group  
Classic Kitchen & Bath  
Columbia Gas  
CornerStone Bank  
DASCOM Americas Corporation  
Design Electric  
Devils Backbone Brewing Company  
Draper Aden Associates  
DuPont Community Credit Union  
Dynamic Aviation  
Elk Logistics  
F&M Bank  
First Bank & Trust Company  
FirstBank  
Friendship Industries  
Funkhouser Real Estate Group  
Hampton Inn & Suites Woodstock, VA  
Harman Construction  
Harrisonburg Electric Commission  
Howard Shockey & Sons, Inc.  
IntraPac  
Kanawha Stone Company  
Kjellstrom+Lee  
LD&B Insurance and Financial Services  
Lenhart Pettit  
Lumos Networks  
McClung Companies  
McKee Foods  
Merck & Company  
MillerCoors  
NIBCO Inc.  
Qualified Staffing  
Racey Engineering  
Railside Enterprises  
Rockingham Cooperative Farm Bureau  
Rockingham Insurance Company  
Rockydale Quarries Corporation  
Route 11 Potato Chips

Sentara RMH Medical Center  
Shenandoah Valley Electric Cooperative  
Shenandoah Valley Regional Airport  
Skyline Roofing  
Spencer Home Center  
Speyside Bourbon Cooperage, Inc.  
SRI International  
Sunnyside Communities  
Superior Concrete  
SW Funk Industrial Contractors  
Sysco  
The Gaines Group  
The Power Connection  
Timmons Group  
Triangle Realtors  
United Bank  
Valley Engineering  
Vector Industries  
Virginia National Bank  
Virginia Poultry Growers Cooperative  
Washington Gas  
Wharton, Aldhizer & Weaver  
White's Travel Center, LLC  
WHSV-TV3

### INTRODUCTORY

Blue Ridge Bank  
Converge Local  
Dove Development and Consulting  
Emergent Financial Services  
First Citizens Bank  
Hotel Madison & Shenandoah Valley  
Conference Center  
Institute of Certified Professional  
Managers  
Valley Global  
Virginia Mennonite Retirement  
Community

### BRONZE

Appeal Production  
Blue Ridge Safety Association  
Bradford Staffing  
Brothers Craft Brewing  
Cave Hill Corporation  
CHEFS Catering  
ChieDO Labs  
Crescent Development  
CrossKeys Vineyards  
CUED-In  
Denbigh & Associates  
Ecosystem Services, LLC  
ECS  
Environmental Standards  
Excel Heating and Cooling  
George Pace  
IT Decisions  
M.G. Newell  
Pale Fire Brewing  
Queen City Creative  
Secure Futures  
Shenandoah Valley Builders Association  
Shenandoah Valley Railroad Co.  
Shenandoah Valley Technology Council  
Skyler Innovations  
Staunton Innovation Hub  
Thalhimer  
Velocity Property Group

### EDUCATION PARTNERS

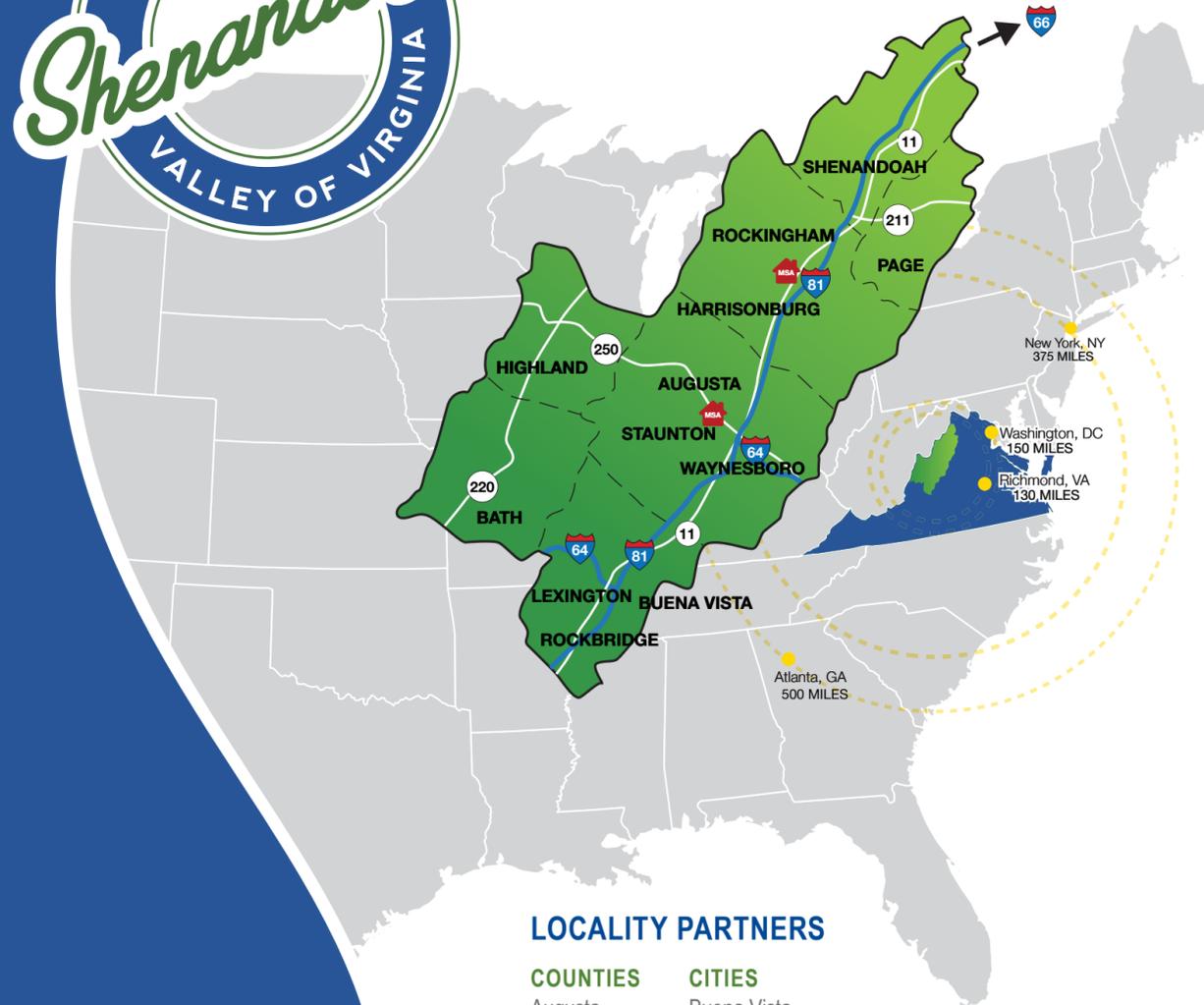
Blue Ridge Community College  
Bridgewater College  
Dabney S. Lancaster Community College  
Eastern Mennonite University  
Fishburne Military School  
Lord Fairfax Community College  
Mary Baldwin University  
Massanutten Technical Center  
Washington & Lee University

### PARTNER ORGANIZATIONS

Bath County Chamber of Commerce • Central Shenandoah Planning District Commission • GO Virginia Region 8 • Greater Augusta Regional Chamber of Commerce  
Harrisonburg-Rockingham Chamber of Commerce • Highland County Chamber of Commerce • Lexington, Buena Vista, Rockbridge Chamber of Commerce  
Luray-Page Chamber of Commerce • Northern Shenandoah Valley Regional Commission • Shenandoah County Chamber of Commerce • Shenandoah Valley Innovation Coalition  
Shenandoah Valley Small Business Development Center • Shenandoah Valley Tourism Partnership • Shenandoah Valley Travel Association  
Shenandoah Valley Workforce Development Board • Virginia Career Works – Shenandoah Valley Region • Virginia Department of Agriculture and Consumer Services  
Virginia Department of Housing and Community Development • Virginia Department of Small Business and Supplier Diversity • Virginia Economic Developers Association  
Virginia Economic Development Partnership • Virginia Maritime Association • Virginia Port Authority



## FIND YOUR FUTURE IN THE SHENANDOAH VALLEY



### LOCALITY PARTNERS

COUNTIES	CITIES
Augusta	Buena Vista
Bath	Harrisonburg
Highland	Lexington
Page	Staunton
Rockbridge	Waynesboro
Rockingham	
Shenandoah	



PHYSICAL ADDRESS: 220 University Boulevard Suite 2100 Harrisonburg, Virginia 22807

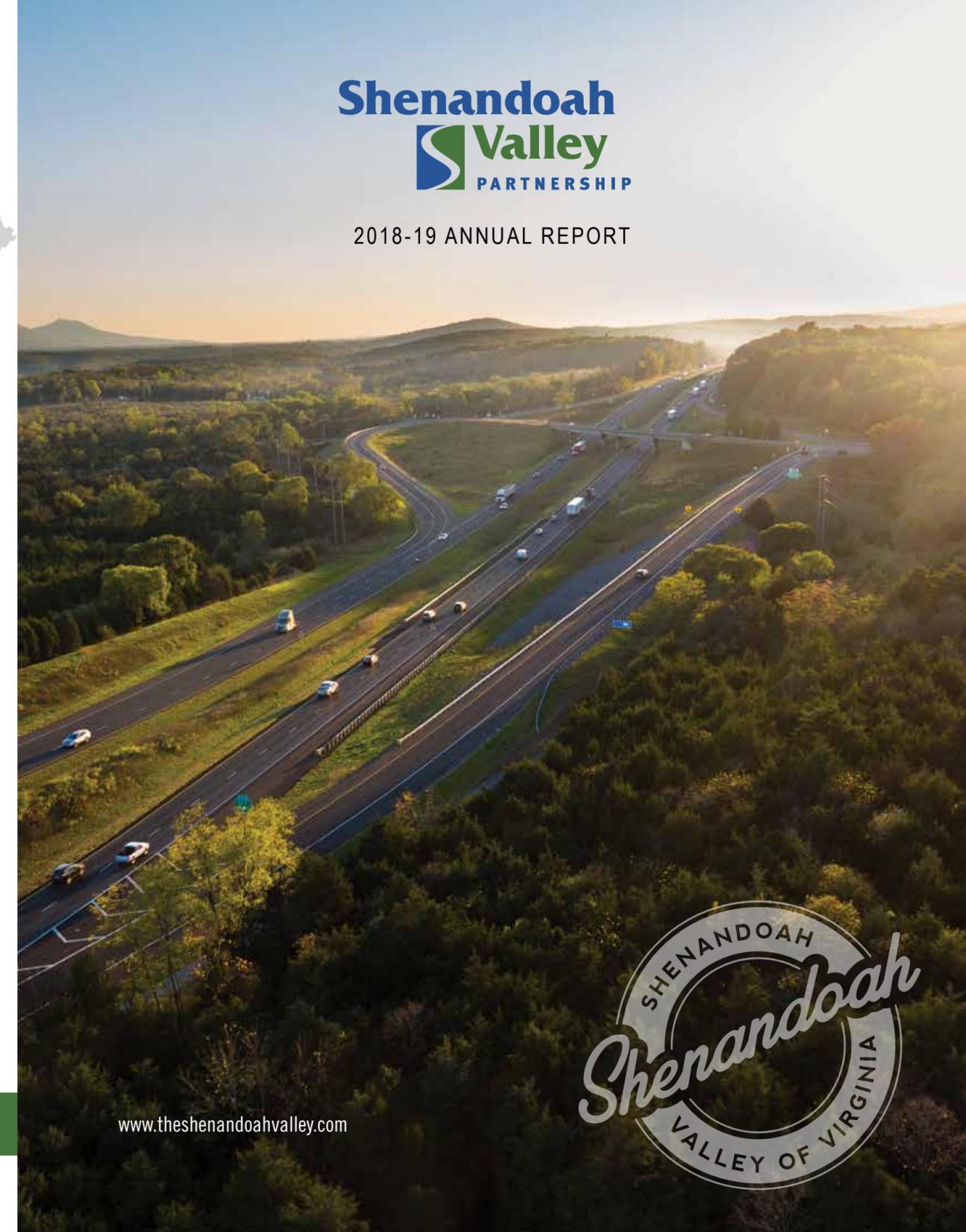
MAILING ADDRESS: P.O. Box 2241 Harrisonburg, Virginia 22801

[www.theshenandoahvalley.com](http://www.theshenandoahvalley.com)

[@SVPPartnership](#) [Shenandoah Valley Partnership](#)



2018-19 ANNUAL REPORT



[www.theshenandoahvalley.com](http://www.theshenandoahvalley.com)



The Shenandoah Valley Partnership is your resource to explore investing in this region and connecting with key business, government, and workforce leaders. Contact our team today to learn more about the opportunities and advantages for finding your company's future in the Shenandoah Valley.



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## LETTER FROM THE EXECUTIVE DIRECTOR & CHAIRMAN

Dear Shenandoah Valley Partnership Investors and Partners,

In January, the Shenandoah Valley and I-81 Corridor was recognized by Colliers International as one of the "10 Emerging Industrial Markets to Watch" in 2019. As Colliers International acknowledges, the Shenandoah Valley is poised to take advantage of our attributes including our thriving transportation network, strong labor market and available developable land as location advantages. We strategically leveraged this great news through digital communication and marketing channels, solidifying our region as a serious contender in the site selection process.

Throughout the year, we connected with our local, regional and state-wide partners at our Fall Connect Event, Executive Director Meet and Greet, and Spring Economic Development Forum. We used this time to listen to your ideas and suggestions for how our organization will continue executing our core mission: bringing new business to the Shenandoah Valley, helping existing businesses expand, and guiding strategic workforce development in our region. This feedback laid the foundation of our strategic approach to serve not only the diverse localities which we represent, but also the citizens that deserve the opportunity for an improved quality of life, and the ability to see their children grow, remain and prosper in the Shenandoah Valley.

Combining traditional economic development activities with community development and tourism initiatives, the Shenandoah Valley Partnership (SVP) launched a refocused direction through convergent economic development as outlined in our Strategic Plan. We are embracing non-traditional sectors to enhance the Shenandoah Valley's competitiveness, particularly as it relates to workforce, which will have a direct impact on the improvement of the talent pipeline for existing and new business. This refocused, strategic direction will allow for a cross-pollination of ideas that will set the region apart.

We are continuing to collaborate with our diverse set of partners and, through a renewed focus on investor relations, developed new opportunities for engagement among our private-sector investors. Through your self-selected financial contribution, you can now access additional business-development opportunities and have a larger impact on regional economic development growth.

We launched Phase II of the award-winning In-Demand Job Series thanks to the collaborative efforts of the SVP, the Shenandoah Valley Workforce Development Board and WHSV-TV3. The year-long campaign kicked off during National Apprenticeship Week and will continue to market high-demand, high-growth and high-wage occupations and apprenticeship opportunities among our regional employers.

As we look forward to our upcoming fiscal year, we want to thank our 12 localities, over 130 private-sector investors, and countless strategic partners for your generous support of our mission and ongoing efforts to increase the economic prosperity and quality of life in the Shenandoah Valley.

Sincerely,

**Jay A. Langston, Ph.D.**  
Executive Director  
Shenandoah Valley Partnership

**Keith May**  
Chairman  
Shenandoah Valley Partnership  
Board of Directors

## FY18-19 ANNOUNCEMENTS AND LEAD GENERATION ACTIVITIES

COMPANY NAME	LOCATION	BUSINESS DESCRIPTION	NEW JOBS	INVESTMENT (MMS)
Hershey Chocolate of Virginia, Inc.	Augusta County	Leading North American chocolate producer and global snacks company	65	104.4
Merck & Co., Inc.	Rockingham County	Biopharmaceutical manufacturing expansion	152	1000
Flow Alkaline Spring Water*	Augusta County	Provider of naturally alkaline spring water	51	15.5
Speyside Bourbon Stave Mill in Virginia, Inc.*	Bath County	Stave mill for craft beverage industry	45	0.114
Dynovis, Inc.	Rockbridge County	Manufacturer of rapid development shelters and aerostats	44	0.592
PharmaCann	City of Staunton	Pharmaceutical processing and distribution of cannabinal	60	20
Mercury Paper*	Shenandoah County	Converted paper product manufacturing	73	17.2
Sumitomo Machinery Corporation of America*	Augusta County	Global leader in power transmission and recognized as one of the premier power transmission and control solution	0	6
InterChange Cold Storage, LLC	Rockingham County	Third party logistics and warehousing provider	88	41.6
NIBCO of Virginia	Augusta County	Metal fittings and flow control products provider	30	14
Packaging Corporation of America	City of Harrisonburg	Corrugated packaging manufacturer	0	35.3
Stable Craft Brewing	Augusta County	Farm brewery	7	0.5
			<b>TOTAL</b>	<b>615</b>
				<b>\$1.255B</b>

\*indicates foreign affiliation

## LEAD GENERATION ACTIVITIES

Team SVP represented the Shenandoah Valley across the country **meeting one-on-one with site location consultants and corporate decision makers in New York, New Jersey, Wisconsin, Minnesota and the Site Selectors Guild Annual Conference** to promote available properties, key attributes that support business growth, and project resource partners. We also **hosted 10 site selectors and Virginia Economic Development Partnership (VEDP) Project Managers and International Team on familiarization tours** to experience Shenandoah Valley transportation, manufacturing, supply chain, talent pipeline and more in action. Hosting these types of visits allows the SVP to enhance influencer awareness of our region's value proposition for business. In turn, having our region top of mind will better prepare these influencers as they represent a multitude of current and future clients looking for new business locations.



▲ In May 2019, Merck announced an investment of up to \$1 billion in their Shenandoah Valley facility thanks to a custom workforce solution for future talent pipeline, strong partnerships with state and community leadership, and a powerful existing labor force.



◀ Members of VEDP International Team toured the construction of the InterChange Cold Storage facility in June 2019. This \$41.6 million investment will meet a growing need for additional cold storage across the region, saving producers money on transportation and boosting the regional economy.

▶ In September 2018, the SVP hosted seven of the country's premier Site Location Consultants (SLCs) for a two-day tour of the Shenandoah Valley's economic development assets, specifically focused on the food and beverage industry. The SLCs enjoyed spending time with local, regional, and state public and private-sector leaders touring manufacturing facilities, hearing directly from the region's top food and beverage CEOs, experiencing locally-sourced meals, seeing top transportation and logistics assets, and learning about our collaborative workforce and education partners.



## LEADERSHIP

### BOARD OF DIRECTORS

The Board includes public officials, business leaders and partner organizations representing industry sector and regional diversity. The Board of Directors oversees development and implementation of regional economic development initiatives and provides a balanced approach to economic growth and stability.

### NON-LOCALITY

Mr. Greg Campbell Executive Director, Shenandoah Valley Regional Airport  
Mr. Tony Biller President & CEO, Nielsen Builders, Inc.  
Mr. Scot Lilly Agribusiness/Farm Credit Express Specialist, Farm Credit of the Virginias  
Mr. Emmett Toms Manager External Affairs, Dominion Virginia Power  
Mr. Keith May Owner, Cottonwood Commercial Realty  
Mr. Greg Godsey Senior Vice President, Commercial Market Executive, Atlantic Union Bank  
Dr. John Downey President, Blue Ridge Community College  
Mr. Chip Harvill Vice President, Cadence  
Mr. Chris Kyle Vice President of Industry Relations & Regulatory, Shentel  
Dr. Melissa Lubin Dean, Outreach & Engagement, James Madison University  
Mr. Charles Hendricks Principal, The Gaines Group  
Mr. Devon Anders President, InterChange Group, Inc.

### LOCALITY

Ms. Carolyn Bragg Board of Supervisors, County of Augusta  
Ms. Brenda Garton Interim City Manager, City of Lexington  
Mr. Greg Hitchin Economic Development Director, City of Waynesboro  
Mr. Robin Sullenberger Economic Development Authority, County of Highland  
Mr. Casey Armstrong Assistant County Administrator, County of Rockingham  
Mr. Brian Shull Economic Development Director, City of Harrisonburg  
Ms. Jenna French Director of Tourism & Economic Development, County of Shenandoah  
Mr. Sam Crickenberger Director of Community Development, Rockbridge County  
Mr. Eddy Hicklin Board of Supervisors, County of Bath  
Mr. Jay Scudder City Manager, City of Buena Vista  
Mr. Mark Stroupe Board of Supervisors, County of Page  
Mr. Billy Vaughn Director of Community & Economic Development, City of Staunton

### PARTNERS

Ms. Bonnie Riedesel Executive Director, Central Shenandoah Planning District Commission  
Mr. Brandon Davis Executive Director, Northern Shenandoah Valley Regional Commission

### EXECUTIVE COMMITTEE

Mr. Keith May Chair  
Mr. Chris Kyle Vice-Chair & Development Committee Chair  
Mr. Brian Shull Treasurer/Secretary  
Mr. Greg Hitchin Marketing Committee Chair  
Dr. Melissa Lubin Workforce & Education Committee Chair  
Dr. John Downey Past-Chair

## OVERVIEW

The Shenandoah Valley Partnership (SVP) serves as your regional economic development organization that continues to lead the growth and progress of economic development activity in the Shenandoah Valley. The SVP promotes the region's economic prosperity through capital investments and job creation by working collaboratively with 12 localities, over 130 private-sector investors and numerous state-wide strategic partners. Through regional cooperation, the SVP brings together business, government, education leaders and strategic partners to improve the region's prosperity and quality of life.

## UNIVERSITY-BASED ECONOMIC DEVELOPMENT

The Shenandoah Valley Partnership (SVP) is a Sponsored Program of James Madison University (JMU). Operating under JMU's Department of Outreach and Engagement, SVP serves as a catalyst by utilizing JMU's resources to create mutually beneficial partnerships and advance educational opportunities. This strategic partnership ensures a direct collaboration among the university, businesses, non-profit organizations and government.

