

**Shenandoah**  
**Valley**  
PARTNERSHIP

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

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

**2020-2021 ANNUAL REPORT**



## LETTER FROM THE EXECUTIVE DIRECTOR & CHAIRMAN

Dear Shenandoah Valley Partnership Investors and Partners,

The Shenandoah Valley has once again proved its resilience. Our localities are exceptional and spearheaded many funding efforts to help small business. Higher education and training partners are proactive and quickly responsive to industry workforce development needs. The private sector continues to support economic growth, conveying the indefatigable determination and resourcefulness of our industries. **Thanks to collaborative efforts, the Shenandoah Valley benefited from the announcement of more than \$143 million in investment and 634 new jobs over the past 12 months.**

Team SVP has continued marketing missions and lead generation efforts. **A unique concept came to life this year through the launch of virtual cooking classes.** This series of engaging events has received rave reviews from site selectors and tells our story of strong food and beverage manufacturing expertise through good food and fellowship. **In November, we were fortunate to host six site selectors for an in-person Familiarization Tour.** While here, site selectors heard directly from some of the region's top manufacturing, logistics and food and beverage plant managers; experienced some of our best transportation assets; learned about our collaborative workforce and higher education partners; and safely met with a variety of local, regional and state public and private-sector leaders.

Focus on the importance of talent acquisition and site development was intensified during the SVP Strategic Plan update. **A new website - [ShenandoahValleyLiving.com](http://ShenandoahValleyLiving.com) - was launched for non-Shenandoah Valley residents to discover what it's like to live life in the Shenandoah Valley.** The Shenandoah Valley's premier quality of life is one of our largest economic development assets and our new website shares the many reasons we're proud to call this region home. **The Shenandoah Valley Life Podcast, a compliment to the new website, is produced monthly to feature guest speakers who talk about what it's like to live, work and engage in the Shenandoah Valley.**

**In March, the State GO Virginia Board granted funding for the Shenandoah Valley Partnership to improve site enhancements in GO Virginia Region 8.** Receiving this GO Virginia grant is critical for improving the inventory of sites in the Shenandoah Valley by enhancing the region's available product portfolio for business development and site selection. Sites proposed for this program are those that were identified in the region that have the greatest return on investment made possible by both the public and private sector investments and commitments to the market.

The excellent SVP staff and Board of Directors are leveraging best practices learned over the past 12 months to develop our future plan of work. With your partnership and financial support, our organization will continue to encourage new capital investment and job creation, advocate for existing business expansions, and assist with regional workforce development efforts. We remain encouraged by our universal commitment to improving the Shenandoah Valley's prosperity and quality of life.

Sincerely,

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

Chris Kyle  
Chairman  
Shenandoah Valley Partnership  
Board of Directors



The Shenandoah Valley Partnership (SVP) is your resource to explore investing in this region and connecting with key business, government, and workforce leaders. Serving as the regional economic development and marketing organization, SVP promotes the region's economic prosperity through capital investments and job creation by working collaboratively with 12 localities, over 120 private-sector investors and numerous state-wide strategic partners. Contact our team today to learn more about the opportunities and advantages for finding your company's future in Virginia's iconic Valley.



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Shenandoah Valley Life

@SVPPartnership

Shenandoah Valley Partnership



# 2020

ANNUAL MEETING  
LIVE FROM

*Pale Fire*  
BREWING CO

July



Aug

Sept

VIRTUAL LUNCH & LEARN  
VIRTUAL NETWORKING & EDUCATIONAL EVENT

ECONOMIC  
DEVELOPMENT  
FORUM  
LIVE FROM THE  
HIGHLAND CENTER

Oct

ECONOMIC  
DEVELOPMENT FORUM  
LIVE FROM WHITE'S  
TRAVEL CENTER



Dec

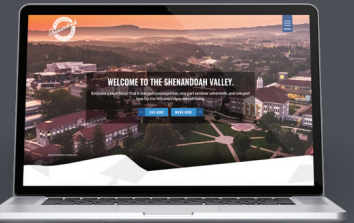


Nov

IN-PERSON  
FAMILIARIZATION TOUR  
WITH 6 SITE SELECTORS

# 2021

Jan



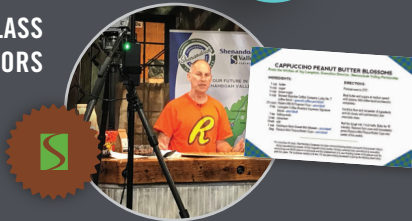
SHENANDOAH VALLEY LIFE  
PODCAST LAUNCHED #SVLife



VIRTUAL MARYLAND  
BUSINESS INVESTMENT  
CALL TRIP WITH VEDP

Feb

VIRTUAL COOKING CLASS  
WITH 8 SITE SELECTORS



Mar



GO VIRGINIA GRANTS SVP  
FUNDS FOR SITE ENHANCEMENT

Apr

COLLIERS INTERNATIONAL RECOGNIZES  
THE SHENANDOAH VALLEY AMONG  
**10** EMERGING U.S. INDUSTRIAL  
MARKETS TO WATCH IN 2021

SITE SELECTORS GUILD VIRTUAL ROUNDTABLE

VIRTUAL MINNESOTA / WISCONSIN  
BUSINESS INVESTMENT CALL TRIP  
WITH VEDP

Jun

May

VIRTUAL COOKING CLASS  
WITH 7 SITE SELECTORS

VIRTUAL NEW YORK /  
NEW JERSEY BUSINESS  
INVESTMENT CALL TRIP  
WITH VEDP





FY20-21

ANNOUNCEMENTS

COMPANY NAME	LOCATION	BUSINESS DESCRIPTION	NEW JOBS	INVESTMENT (MM\$)
SIBO USA*	City of Harrisonburg	New manufacturer of closure solutions for tubes, containers, and other packaging systems and establishment of U.S. corporate headquarters	24	2.61
Modine Manufacturing Co.	Rockbridge County	Expansion of data center cooling solutions manufacturer	60	7.03
Ryzing Technologies	City of Staunton	Expansion of designer and manufacturer of textile-based engineering solutions	31	0.15
Overlook Produce and Farm Adventures	Rockingham County	Expansion of farm market to include produce packing facility and retail market pavilion	6	0.85
Valley Guard Supply	City of Harrisonburg	New Personal Protective Equipment manufacturer	45	1.00
Smiley's Ice Cream	Rockingham County	Expansion of ice cream producer to include new manufacturing facility and retail store	8	1.15
Pure Shenandoah	Rockingham County	New industrial hemp fiber processing and cannabidiol (CBD) oil extraction facility	24	3.28
Christian Light Publications	City of Harrisonburg	Expansion of Christian learning materials publisher	0	0.40
Amazon	City of Waynesboro	Building lease to operate Delivery Station	-	0.00
International Automotive Components Group (IAC Group)*	Shenandoah County	Expansion of global supplier of automotive components	47	4.65
Shenandoah Valley Organic	City of Harrisonburg	Expansion of second state-of-the-art facility for family-owned organic chicken company	110	64.25
Dynamic Aviation Group, Inc.	Rockingham County	Expansion for company focused on special-mission aviation solutions for government and commercial organizations worldwide	207	47.87
The Plant Company of Virginia LLC	Augusta County	New greenhouse operations	22	10.55
VIRTEX	City of Waynesboro	Expansion of new product line at existing Electronics Manufacturing Service (EMS) Provider	50	0.00
TOTAL			634	\$143.78MM

FY20-21

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.

EXECUTIVE COMMITTEE

Mr. Chris Kyle	Chair
Dr. Melissa Lubin	Vice-Chair & James Madison University Representative
Mr. Greg Godsey	Secretary/Treasurer
Mr. Peirce Macgill	City Economic Development Designee
Mr. Casey Armstrong	County Economic Development Designee
Mr. Keith May	Past Chair

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. Bryan Smith	Economic Development Manager, Dominion Energy
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
Ms. Beth Alltop	Marketing & Communications Specialist, Cadence
Mr. Chris Kyle	Vice President of Industry Relations & Regulatory, Shentel
Dr. Melissa Lubin	Dean, Professional & Continuing Education, James Madison University
Mr. Charles Hendricks	Principal, The Gaines Group
Mr. Chris Thompson	VP of Business Development, InterChange Group, Inc.

LOCALITY

Ms. Pam Carter	Board of Supervisors, County of Augusta
Mr. James Halasz	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. Peirce Macgill	Assistant Director of Economic Development, City of Harrisonburg
Ms. Jenna French	Director of Tourism & Economic Development, County of Shenandoah
Ms. Brandy Flint	Business Development Assistant, Rockbridge County
Mr. Roy Burns	Board of Supervisors, County of Bath
Mr. Jason Tyree	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

# INVESTORS & PARTNERS 2020-2021

## DIAMOND

InterChange Group, Inc.  
James Madison University  
Truist

## PLATINUM

Atlantic Union Bank  
Augusta Health  
Bank of America  
Dominion Energy  
Farm Credit of the Virginias  
Holtzman Corp.  
Nielsen Builders, Inc.  
Shentel

## GOLD

Appeal Production  
Cottonwood Commercial Realty  
Froehling & Robertson, Inc.  
Lantz Construction Company  
Massanutten Resort  
Mather Architects  
Riddleberger Brothers, Inc.  
United Bank  
Whittington Consulting

## SILVER

Alliance Engineering  
Andros Foods North America  
AT&T  
Balzer and Associates  
Bank of the James

Blue Ridge Bank  
Blue Ridge Insurance Services, Inc.  
Branch Builds, Inc.  
Cadence, Inc.  
Cathcart Group  
Clark & Bradshaw  
Classic Kitchen & Bath  
Columbia Gas  
Comcast Spotlight  
CornerStone Bank  
Design Electric  
Devils Backbone Brewing Company  
Draper Aden Associates  
DuPont Community Credit Union  
Dynamic Aviation  
F&M Bank  
First Bank & Trust Company  
First Citizens Bank  
FirstBank  
Frazier Quarry  
Friendship Industries  
Funkhouser Real Estate Group  
GENEDGE  
Harman Construction  
Harrisonburg Electric Commission  
Hotel Madison & Shenandoah Valley  
Conference Center  
Howard Shockey & Sons, Inc.  
IntraPac  
Kjellstrom+Lee  
Lantz & Gochenour Investment Group of  
Janney Montgomery Scott LLC  
LD&B Insurance and Financial Services

Lenhart Pettit  
Lumos Networks — A Segra Company  
McKee Foods  
Merck & Company  
NIBCO Inc.  
PBMares, LLP  
Pioneer Bank  
Qualified Staffing  
Railside Enterprises  
Rockingham Cooperative Farm Bureau  
Rockydale Quarries Corporation  
Shenandoah Valley Airport  
Shenandoah Valley Electric Cooperative  
Skyline Roofing  
Spencer Home Center  
Sunnyside Communities  
Superior Concrete  
SW Funk Industrial Contractors  
Sysco  
The Gaines Group  
The Whiting-Turner Contracting  
Company  
Timmons Group  
Triangle Realtors  
Valley Engineering  
Vector Industries  
Virginia Mennonite Retirement  
Community  
Virginia Poultry Growers Cooperative  
Washington Gas  
Wharton, Aldhizer & Weaver  
White's Travel Center, LLC

## BRONZE

Blue Ridge Safety Association  
Cave Hill Corporation  
CHEFS Catering  
Crescent Development  
CrossKeys Vineyards  
Ecosystem Services, LLC  
ECS  
Environmental Standards  
George Pace  
IT Decisions  
Nolen Frisa Associates  
Queen City Creative  
Sanford Holshouser Economic  
Development Consulting, LLC  
Secure Futures  
Shenandoah Valley Railroad Co.  
Shenandoah Valley Technology Council  
Staunton Innovation Hub  
Thalhimer  
Velocity Property Group

## EDUCATION PARTNERS

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

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## 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

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## 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 Community Capital Fund • Shenandoah County Chamber of Commerce  
Shenandoah Valley Builders Association • 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 Manufacturers Association • Virginia Maritime Association • Virginia Port Authority



# FIND YOUR FUTURE IN THE SHENANDOAH VALLEY



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

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## LOCALITY PARTNERS

### COUNTIES

Augusta  
Bath  
Highland  
Page  
Rockbridge  
Rockingham  
Shenandoah

### CITIES

Buena Vista  
Harrisonburg  
Lexington  
Staunton  
Waynesboro