Every day building our tomorrow
Every day we are building our tomorrow. By working together with our local businesses and our citizens, we have the vision, the imagination, the plans and the ability to build a bright future for this city and the generations to follow.

Linda T. Johnson  
Mayor, City of Suffolk

Suffolk is well positioned for continued growth and prosperity.

2014 at a glance:

448 new jobs created
1,048,596 square feet impacted
$56,371,000 new business investment
$59,576,500 expanding business investment
AAA credit rating
100 best places to live in America
40.69% population growth

Population growth in Hampton Roads  
Projected through 2020  
Suffolk now boasts 89,586 residents

Suffolk leadership works to build a better tomorrow

Source: Weldon Cooper Center for Public Service, University of Virginia

Suffolk City Council  
Back row, left to right:  
Timothy J. Johnson  
Lue R. Ward, Jr.  
Roger W. Fawcett  
Donald Z. Goldberg  
Front row, left to right:  
Curtis R. Milteer, Sr.  
Linda T. Johnson, Mayor  
Leroy Bennett, Vice Mayor  
Michael D. Duman
Strategic planning, key location, a highly-trained workforce and business-friendly environment once again catapulted Suffolk to the position of one of the fastest growing cities in Virginia and a top pick for business development in 2014. New and expanding business investment was an impressive $115,947,500, resulting in more than one million square feet impacted and almost 450 new jobs created. Suffolk’s Mid-Atlantic coastal location and proximity to the Port of Virginia, its easy access to rail and expanding road hubs, a skilled and diversified workforce, and plenty of room to expand were the major factors in attracting companies from the U.S. and abroad looking to relocate or expand operations.

**Suffolk: Virginia’s Caffeine Capital**

The newly acquired ICE designation for the Port of Virginia opened opportunities for expanded development in the coffee import, roasting and distribution business, lending the nickname “Virginia’s Caffeine Capital” to the city. Massimo Zanetti Beverage USA and J.M. Smucker announced expansions, capitalizing on the news of increased coffee imports. Pacorini Global Services USA, the world’s largest provider of logistics for the global coffee market, established operations in Suffolk.

**Suffolk receives AAA credit rating**

Suffolk achieved AAA credit rating for the first time following upgrades by Standard & Poor’s Ratings Services on the city’s outstanding general obligation bonds and long-term rating. The AAA rating represents the credit-worthiness of the city and provides assurance that Suffolk has the highest quality bonds with the least amount of risk. All three recognized reporting agencies upgraded the city’s ratings. Standard & Poor’s noted that Suffolk had become one of the fastest growing areas of the region.

**Suffolk moves your world**

The growing logistics industry in Suffolk welcomed a new California-based company, Friant & Associates who announced a $17.4 million expansion and plans to create 166 new jobs. Friant’s innovative and customizable high-end office systems will be manufactured and distributed from CenterPoint Intermodal Center.

**Navy Command Established**

Navy Information Dominance Forces (NAVIDFOR) stood up, and is now a global readiness-focused Type Command, responsible for organizing, manning, training and overseeing all Navy Information Dominance capabilities. NAVIDFOR consolidates the missions formerly managed by Navy Cyber Commands and other pertinent commands, and will remain in Suffolk. Rear Adm. Matthew J. Kohler relieved Rear Adm. Diane E. H. Webber as Commander, NAVIDFOR.

**Quality of life redefined**

Health care was front and center as Suffolk citizens gained greater access to advanced medical facilities and top-rated physicians, expanding options and offering convenience. A long-standing Suffolk company, Birdsong Peanuts, marked its centennial as it served customers in the U.S. and abroad. Local entrepreneurs successfully opened unique businesses, alongside national brands, contributing to the character of the city and enhancing the quality of life.

Suffolk has proved once again that every day it is building your world, your community, your brands, your history, bigger opportunities and a brighter future for everyone. There has never been a better time to be in Suffolk.
MZB invests in a better cup of coffee

Massimo Zanetti Beverage USA announced plans to begin producing its latest beverage product called Filter Cups™ at its manufacturing plant located in Wilroy Industrial Park. The eco-friendly, one cup design, uses less plastic than other single-serve cup formats and can be used in the Keurig Green Mountain K-Cup® brewer. “The revolutionary, new open-filter design brews a superior cup of coffee, allowing our consumers to see, smell and taste a difference,” said Brian Kubicki, Vice President of Marketing. The $4 million investment to install a new production line is expected to create 10 new jobs. Massimo Zanetti Beverage USA is one of the world’s largest coffee roasters and manufactures brands such as Chock full o’Nuts®, Hills Bros.®, and Kauai Coffee®. This latest announcement follows on the heels of other major distribution and warehouse expansions in the city in recent years. “Massimo Zanetti Beverage USA’s growth in our community has been astounding, and we couldn’t be happier that Suffolk is where these new innovations, products and jobs are created,” declared Mayor Linda T. Johnson.

Chock full o’Nuts coffee, roasted and packaged by Massimo Zanetti Beverage USA in Suffolk, was featured on Donald Trump’s NBC reality television show The Celebrity Apprentice, garnering national exposure for the brand. Competing celebrity teams were tasked with planning, recording and editing a viral video for Chock full o’Nuts.

J.M. Smucker Company

J.M. Smucker Company announced plans to invest $4 million in their liquid coffee processing facility in Wilroy Industrial Park and expand storage space by 13,000 square feet to allow for more raw materials and support future growth opportunities. The new investment will also allow the facility to receive additional Folgers® whole-roasted coffee blends in “super sacks” and includes $1 million in advanced warehousing and processing equipment. J.M. Smucker Company officials noted that Suffolk, the Port of Virginia and the Commonwealth of Virginia had the perfect mix of what the company needed to grow. J.M. Smucker Company, in addition to the Folgers coffee brand, is known for Jif® peanut butter and Smucker’s® jams.

Unilever Lipton

In 2014, the Unilever Lipton facility upgrade entered Phase II and Phase III with $29.5 million invested to increase efficiency for the six billion tea bags manufactured annually at the Suffolk location. This was part of a $96.2 million, six-year overall plant improvement. Unilever Lipton made the decision to remain in Suffolk and invest in new machinery and upgrades as opposed to moving out of state partially due to the tea-making experts employed at the Suffolk facility, proximity to the Port of Virginia where much of the tea the plant processes is imported, and the company’s 60-year history in Suffolk.

Pacorini Global Services USA, the largest provider of logistics services for the global coffee market, selected a 150,000-square-foot warehouse facility in Northgate Industrial Park for its newest location, investing over $500,000 and creating 10 new jobs. The Italian, multinational group provides services for a broad range of customers in the...
transportation, warehousing and handling industry. “The Port of Virginia, along with the growing coffee processing industry of Hampton Roads made the decision easy to establish a new facility,” remarked Charles G. Smith, Jr., Pacorini Vice President and COO. He also noted the recent ICE designation factored into the decision. John F. Reinhart, CEO and Executive Director of the Port of Virginia, commented, “Pacorini’s history and expertise in coffee handling enhances the rapidly expanding network of coffee storage and production facilities supported by the Port. This is a gain for Virginia and the region that translates into jobs, revenue and growth in the economy.”

International Coffee Exchange
The coffee roasting, packaging and handling industry received a boost this year when the Port of Virginia announced it would be certified as a point of delivery for International Coffee Exchange (ICE) “C” futures contracts. The ICE designation allows exchange-graded coffee imports coming into Virginia and stored in exchange-licensed warehouses to be delivered against the futures contract. The Port of Virginia, now the second largest coffee port on the East Coast, has seen coffee imports increase significantly over the past year and projects a doubling of volume in the next two years. The fast growth pace is good news for the coffee handling, packaging and roasting business in Hampton Roads.

Suffolk has developed a special niche with our expansive food and beverage industry sector, so much so that we think of ourselves as the “Caffeine Capital of Virginia.”

Mayor Linda T. Johnson
Friant & Associates, headquartered in Oakland, California, announced an expansion of its furniture manufacturing operation by investing $17.4 million to establish its first Virginia location in CenterPoint Intermodal Center. The company manufactures innovative and customizable high-end office systems at prices unmatched in the industry. Suffolk will benefit from the new location and new employer that plans to create 166 new jobs.

Governor Terry McAuliffe welcomed Friant to Virginia and Suffolk. “The unrivaled global access provided by the Port of Virginia was a major factor in winning this tremendous project, and Friant & Associates will also be able to capitalize on Virginia’s outstanding business climate and our world class workforce,” he remarked.

The Virginia Department of Economic Partnership worked with Suffolk, the Port of Virginia and Hampton Roads Economic Development Alliance to secure the project. Governor McAuliffe approved a $200,000 grant from the Governor’s Opportunity Fund, and Friant will also receive benefits from the Port of Virginia Economic and Infrastructure Development Zone Grant Program. Additional support will be provided through Virginia Jobs Investment Program.

Speaking of Friant’s new 357,000-square-foot facility, Paul Friant, Founder and CEO said, “It will be a clean canvas for us. It will be a building with all of the newest technology — state-of-the-art machinery.”

Another factor in the decision to establish an East Coast location was the efficiency of the Port of Virginia. Company executives noted that time sensitivity was important in serving customers on the East Coast and were impressed with the ability of the Port to keep product flowing through. The impending expansion of the Panama Canal that will double the Canal’s capacity was another aspect in the decision to locate in Suffolk. “They will be able to get more product to the East Coast with a shorter route through the Canal,” noted Kevin Hughes, Director of Economic Development.

Virginia competed with Baltimore, Maryland for the Friant expansion. The professional and knowledgeable response by the regional team, and the state’s ability to put together incentives made the decision for Suffolk and Virginia a reality.

BASF announced a $4.5 million expansion to update one of their existing product lines at the Suffolk location. BASF is the leading chemical company in the world, combining economic success and environmental protection. The Water Solutions business based at the Suffolk site manufactures polyacrylamide used in a variety of water treatment applications. The expansion will provide opportunities to develop programs and test environments for practical, hands-on simulations for skilled trade employees and chemical operators to practice in a safe environment. The BASF Suffolk site began production in 1983 and uses green energy in the form of landfill gas to power boilers for steam generation that accounts for approximately 65 percent of the site’s overall utilities.

California Cartage makes room for more
California Cartage Company, or Cal Cartage, is a California-based 3PL (third party logistics) company located at Virginia Commerce Center as well as Commonwealth Commerce Center. The business opened in Suffolk in 2011, and in 2014 expanded the Commonwealth Commerce Center location by adding 200,000 square feet of space for a total of 336,074 square feet. Cal Cartage provides warehousing and distribution services for Target Import Warehouse, and the expanded site gives them convenient access to Target, the Port of Virginia and the Interstate system.

Let the games begin
The first-ever Hampton Roads LogisticXGames were held in June at the Ace Import Redistribution Center at CenterPoint Intermodal Center. Six logistics companies participated in the friendly competition created to highlight the supply chain and logistics industry. The games, including events such as Pallet Puzzle Sprint and Pick/Pack Hurdle, also helped build employee pride, fostered teamwork principles and reinforced safety standards. “This event represented a great opportunity to highlight the workforce that makes Virginia, Hampton Roads and Suffolk a major and growing force in the logistics industry,” said Kevin Hughes, Director of Economic Development.
Birdsong Peanuts, America’s oldest peanut processor, marked its 100th anniversary in 2014. The company, established in 1914 in Courtland, Virginia by Thomas Henry Birdsong, began as a feed-and-seed store, but by the 1930s had expanded into shelling peanuts. When the original factory burned in 1939, Amedeo Obici, founder of Planters Peanuts, convinced Birdsong to move to Suffolk where the plant is still in operation.

Since then, Birdsong Peanuts has expanded exponentially to become a major supplier of peanuts to nationally recognized brands across the U.S. and in 35 foreign countries. Peanuts processed by Birdsong are bought directly from farmers, then cleaned, shelled and shipped to manufacturers who turn them into your favorite peanutty foods, from peanut butter to peanut candy treats. In fact, if you eat a food containing peanuts made in the U.S., chances are you are eating Birdsong peanuts.

Today, company CEO George Birdsong looks to the future, taking a lead role in the Peanut Genome Initiative, which will sequence the peanut’s DNA in order to grow new varieties that will have higher yield and be more resistant to disease. “This is the future of the peanut industry,” said Birdsong. “The PGI will help ensure the vitality of peanut crops for the next 100 years.”

A five-generation, family-owned business, Birdsong Peanuts takes pride in “giving back” to the community, a value instilled by founder T. H. Birdsong. The company partners with customers and communities, sponsoring many local civic and charitable organizations in Suffolk and the region.

Suffolk City Council recognized Birdsong on its centennial with a Special Proclamation presented at the regular council session on October 1, 2014, “for its longstanding business and continued economic vitality in our community, positively impacting the quality of life for our citizens.”

A century old and going strong, Birdsong has a bright future, but is proud of its roots in peanuts.
New and expanding ventures in the medical health sector offer Suffolk residents the most advanced techniques and treatments in health care. With many options available, new offerings include primary care, specialties, dentistry and even advanced care for the family pet.

Bon Secours: Good Help
Bon Secours Virginia Medical Group announced the opening of Bon Secours Suffolk Primary Care, a new practice that offers residents quality primary care in a convenient location. The new practice is located at 148 Burnetts Way, Suite 107, in Freedom Plaza Shopping Center. The 7,200-square-foot office houses medical providers and represents a $1 million investment. “As a health care system that is focused on improving the overall health of our community, Bon Secours continues to be focused on providing exceptional — personalized, primary care services and preventive care,” said Michael K. Kerner, CEO, Bon Secours Health System. Bon Secours Suffolk Primary Care is the most recent expansion of medical services by Bon Secours Virginia Medical Group to Suffolk.

Bon Secours Health Center at Harbour View also announced the expansion of Millie Lancaster Women’s Center to include another mammography room with digital breast tomosynthesis, or 3-D imaging technology. 3-D imaging is the latest innovation in early breast cancer detection that offers the best advantage to achieve a five-year survival rate. Women in Suffolk and surrounding communities now have another tool for exceptional health care.

Sentara expands services
Sentara Belleharbour continues to expand the footprint and services in their northern Suffolk location. A new buildout at the campus consists of 12,000 square feet of clinical space and houses physical therapy, an expanded Sentara Belleharbour Breast Center, Sentara Cardiology and non-invasive cardiac testing. The Sentara Obici campus expanded oncology services with the addition of advanced technology to detect cancer earlier and offer more comprehensive and effective treatments.

Innovative oncology care
Virginia Oncology Associates have moved their location to the Sentara Obici Hospital campus and partnered with Sentara Obici to provide unparalleled access to the most innovative, advanced therapies and latest technologies in cancer treatment for Suffolk residents. The new space is almost 5,500 square feet, houses five medical providers and provides oncology patients with an easily accessible, high-quality, one-stop treatment option.

Harbour View Oral and Facial Surgery
Harbour View Oral and Facial Surgery opened at Harbour Breeze Professional Center in June. Anne E. Morgan, DDS, MD and John A. Morgan, DDS, MD are a unique brother and sister team bringing oral and maxillofacial medical services to Harbour View. Both Dr. Morgans are trained medical doctors in addition to licensed dentists and oral surgeons, and offer routine dental and emergency care. The new investment represents about 3,000 square feet of space and $125,000.
Harbour View Health Center
A new Class A medical office building located at 5839 Harbourview Boulevard is under development in the heart of the Harbour View medical community. The two-story facility spans 25,000 square feet of space and represents a $5.75 million investment. “The Harbour View area is a growing and vibrant market,” said Peter Abraham, the exclusive leasing agent with Harvey Lindsay Commercial Real Estate. “The new medical office building will provide much needed services and will be a welcome addition to the entire community.” The fully leased facility has a planned opening of June 2015.

Bennetts Creek Veterinary Care
The new Bennetts Creek Veterinary Care clinic opened in November, marked by a ribbon cutting with Mayor Linda T. Johnson. Co-owners Robert M. Johnson, DVM and Brandon R. Wichman, DVM chose to relocate the practice from Bennetts’s Creek Shopping Center and invest in new construction due to population growth in the area and the success of the business. The new 9,000-square-foot clinic is triple the space of the former facility and features six exam rooms, a large comfortable waiting area, advanced diagnostics, pharmacy, surgery, larger intensive care unit, increased staff and other improvements. A separate entrance for canines and felines adds convenience for their patients’ owners. Emily R. Worthy, DVM also practices at the clinic. “We always strive to provide the highest care for our patients,” said Dr. Wichman. “This new state-of-the-art facility will allow us to reach even higher levels of patient care and customer service.”

Zak-Ramsay Dental Office
Heather Zak-Ramsay, DDS, owner of Family Dentistry, expanded her office on Holland Road for general and cosmetic dentistry. The new office represents a $544,000 investment.

Pariser Dermatology Specialists has located a new office at Harbour Breeze Professional Center, Building 5. Established in 1946, the practice offers medical and surgical procedures. The Suffolk office is the seventh Hampton Roads location.

Trudeau Endodontics
Michael Trudeau, DDS established an office at 1510 Breezeport Way in Harbour View Professional Center, Building 2. The new practice specializes in advanced dental treatment and represents 2,500 square feet of space.

Eastern Virginia Ear, Nose and Throat Specialists
providing comprehensive care in general ear, nose and throat, opened a new 6,211-square-foot office located at 1037 Champions Way, Suite 107. This is the third Hampton Roads location for the practice.

Michael A. Lepore, Jr., MD a board certified obstetrician/gynecologist affiliated with Sentara Obici Hospital, opened a new practice in Harbour View Professional Center, Building 2 representing about 2,000 square feet of space.

Virginia Eye Consultants expanded to a new location on Pruden Boulevard with a $1.7 million investment in renovations and high-tech equipment. The 50-year-old practice also has offices in Norfolk, Hampton and Smithfield.
Small business, big impact: love local grows in Suffolk

Small Business Saturday wins big
The Department of Economic Development and Suffolk News-Herald partnered to boost the marketing efforts of locally owned, small businesses by sponsoring a contest using social media in conjunction with Small Business Saturday. Shoppers could post a photo to Facebook with #SmallBizSuffolk while doing their holiday shopping at a favorite small business within the city. Four lucky winners were randomly chosen from all the entries to win a $250 gift card. “This successful campaign only has room to grow,” remarked Kevin Hughes, Director of Economic Development. “We could literally see the activity as folks came out to support small business in Suffolk.”

Ahhh, River Yoga
Sue Blei and her husband Michael fulfilled a dream of opening a yoga studio in October at Bennett’s Creek Shopping Center. River Yoga is unique to Suffolk as it is the first solely dedicated yoga studio in the city. Sue is a certified yoga instructor with a background in education. Classes offered include traditional hatha for beginners, vinyasa for advanced students, and yoga fusion for a more upbeat and energized experience. “I love teaching students how yoga helps to reduce stress while gaining strength, flexibility and a sense of peacefulness and serenity,” said Sue. “My husband and I are delighted to bring yoga to this area for the first time.”

Authentic Indian cuisine for the culinary novice
Rajput, Suffolk’s first Indian food restaurant, has opened in Harbour View. Mayor Linda T. Johnson and Lt. Governor Ralph Northam cut the ribbon at the Grand Opening in September. The restaurant features dozens of authentic northern and southern Indian menu items including meat, vegetarian and vegan selections. Owner Paul Chhabra is delighted to be part of the supportive Suffolk community. “Everyone has been so warm and welcoming of our business since we first began working toward opening this new restaurant,” he exclaimed. This newest location of Rajput is an excellent fit to the culinary atmosphere developing in Suffolk and is the third location for Chhabra.

Maya Couture: Here comes the bride
Owner Maya Holihan officially opened the doors on the new downtown location for Maya Couture On Main at a ribbon cutting ceremony in January. Holihan brings New York City haute couture experience from fashion houses Gianni Versace and Vera Wang to downtown Suffolk. Expanding the concept of the flagship Norfolk store, Holihan offers top name, off-the-rack designer gowns for brides with time constraints or on a tight budget. Holihan focuses on stellar service and the luxurious experience. “I am honored and excited to bring Maya Couture to the city and to contribute to the economic revitalization of beautiful, historic downtown,” said Holihan.

Stillwater House Tea Room: where the kettle is always on
A premier historic building in downtown known as the Townsend House is now home to Stillwater House Tea Room. Owner Diane Kippes had always wanted to open a tea room and thought the historic location was the perfect fit for serving pots of tea in fine china with elegant linens. Stillwater House is also the ideal place for bridal showers and etiquette classes. Kippes remarked, “I have the privilege and honor to open these doors to the lovely residents of Suffolk and surrounding communities.”

A little attitude goes a long way
Adornment With Attitude’s motto is “Always give more than you take” and they endeavor to put a “unique touch with love” into all they do. So, the full service gift and florist shop in Suffolk is aptly named Adornment With Attitude. Specializing in fresh flower arrangements with unusual presentations, owners Krista Teller-Claybough and Theresa Angelillo opened their second location on Bridge Road behind A. Dodson’s home décor gift shop, another Love Local favorite.

Downtown banners add a distinctive flair
Putting the spotlight on historic downtown, the new slogan “Distinctly Downtown” capitalizes on one of Suffolk’s unique business districts. New banners in bright colors are displayed downtown featuring Art and Soul, Love Local, Appetizing, and Legendary, a hat tip to Mr. Peanut.
Godwin, Harbour View, and Downtown Corridors

2014. Shamin Hotels announced construction of a 94-room Hampton Inn to be located on Centerbrooke Lane. The 56,000-square-foot hotel will be the first Hampton Inn for Suffolk, offering a new lodging option for visitors and providing a fresh brand to a broad base of customers.

Hampton Inn
The expanding Godwin Corridor welcomed new development in 2014. Shamin Hotels announced construction of a 94-room Hampton Inn to be located on Centerbrooke Lane. The 56,000-square-foot hotel will be the first Hampton Inn for Suffolk, offering a new lodging option for visitors and providing a fresh brand to a broad base of customers.

Bush & Taylor Attorneys at Law
Bush and Taylor, P.C., a newly formed attorney group, opened offices at 160 West Washington Street in the former Pender and Coward building. Partners Justin Bush and Fred Taylor have a combined 15 years experience, and believe the location will help them serve the community well. The firm focuses on Suffolk citizens’ legal needs specializing in litigation, criminal law, personal injury and family law. They also view the location as contributing to the revitalization success of downtown.

Madison Building
The Madison Building, a two-story, 20,000-square-foot, Class A building located in Godwin Office Park, is being offered for medical offices. With proximity to Sentara Obici Hospital and increased development, the new construction will be a beneficial addition to the area and represents a $4.6 million investment.

TASTE Unlimited
TASTE and Riverfront Shoppes
Riverfront Shoppes, a new 39,000-square-foot retail and office development in Harbour View announced a signed lease with TASTE Unlimited. TASTE is a specialty food retailer and café with six locations throughout Hampton Roads. Jon Pruden, CEO of TASTE, believes that his family’s long history in Suffolk makes the city a natural place for expansion.

New One-Stop City Hall
The new Suffolk City Hall opened in October, consolidating city services in a central location and offering convenience for citizens conducting business at City Hall. The beautiful new facility, located at 442 West Washington Street, is a cornerstone in downtown revitalization and a catalyst for new investment.

Washington Square
A ribbon cutting and grand opening was held in December for the Washington Square $8 million, mixed-use project. The Monument Companies and Sensei Development successfully completed the renovation of eight buildings that revitalized an entire city block, featuring 68 loft apartments and 5,000 square feet of mixed office/retail space.
## Expanding Businesses in 2014

<table>
<thead>
<tr>
<th>Map</th>
<th>Firm</th>
<th>Product/Services</th>
<th>Target Industries</th>
<th>New Jobs</th>
<th>Sq. Ft.</th>
<th>Investment</th>
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<tbody>
<tr>
<td>1.</td>
<td>A. Morton Thomas &amp; Associates</td>
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<tr>
<td>24.</td>
<td>Virginia Dermatology</td>
<td>Medical - patient services</td>
<td>Medical</td>
<td>5</td>
<td>5,306</td>
<td>$100,000</td>
</tr>
<tr>
<td>25.</td>
<td>Virginia Oncology Associates</td>
<td>Medical - patient services</td>
<td>Medical</td>
<td>3</td>
<td>5,496</td>
<td>$200,000</td>
</tr>
<tr>
<td>26.</td>
<td>Walgreens</td>
<td>Retail - consumer goods</td>
<td>Retail</td>
<td>15</td>
<td>14,390</td>
<td>$4,500,000</td>
</tr>
<tr>
<td>27.</td>
<td>Walmart - Main St.</td>
<td>Retail - consumer goods</td>
<td>Retail</td>
<td>0</td>
<td>0</td>
<td>$50,000</td>
</tr>
<tr>
<td>28.</td>
<td>Zak-Ramsay Dental Office</td>
<td>Medical - dental</td>
<td>Medical</td>
<td>0</td>
<td>2,720</td>
<td>$544,000</td>
</tr>
</tbody>
</table>

**Total Expanding Businesses**

- **New Jobs**: 85
- **Square Footage**: 302,533
- **Investment**: $59,576,500

### Growth by Target Industries:

- **Office & Administration**: 3%
- **Retail**: 30%
- **Warehousing & Distribution**: 3%
- **Medical**: 14%
- **Advanced Manufacturing**: 39%
- **Food & Beverage Processing**: 3%
- **Hospitality**: 8%

- **Office & Administration**: 6%
- **Retail**: 12%
- **Warehousing & Distribution**: 34%
- **Medical**: 6%
- **Advanced Manufacturing**: 36%
- **Food & Beverage Processing**: 1%
- **Hospitality**: 5%

**New Jobs**

- **Office & Administration**: 10%
- **Retail**: 19%
- **Warehousing & Distribution**: 19%
- **Medical**: 12%
- **Advanced Manufacturing**: 19%
- **Food & Beverage Processing**: 32%
- **Hospitality**: 7%
### New Businesses in 2014

#### Every day building Our Businesses

<table>
<thead>
<tr>
<th>Map</th>
<th>Firm</th>
<th>Product/Services</th>
<th>Target Industries</th>
<th>New Jobs</th>
<th>Sq. Ft.</th>
<th>Investment</th>
</tr>
</thead>
<tbody>
<tr>
<td>29.</td>
<td>Adornment with Attitude</td>
<td>Retail - floral</td>
<td>Retail</td>
<td>4</td>
<td>500</td>
<td>$10,000</td>
</tr>
<tr>
<td>30.</td>
<td>All a Bloom Florist</td>
<td>Retail - floral</td>
<td>Retail</td>
<td>3</td>
<td>1,500</td>
<td>$10,000</td>
</tr>
<tr>
<td>31.</td>
<td>Allongé Dance Academy</td>
<td>Service - dance studio</td>
<td>Retail</td>
<td>3</td>
<td>900</td>
<td>$10,000</td>
</tr>
<tr>
<td>32.</td>
<td>Bella Fabric</td>
<td>Retail - fabric</td>
<td>Retail</td>
<td>3</td>
<td>900</td>
<td>$11,000</td>
</tr>
<tr>
<td>33.</td>
<td>Blonde Boutique and Salon</td>
<td>Retail - salon</td>
<td>Retail</td>
<td>2</td>
<td>5,000</td>
<td>$17,000</td>
</tr>
<tr>
<td>34.</td>
<td>Bush &amp; Taylor P.C.</td>
<td>Office - legal</td>
<td>Office &amp; Administration</td>
<td>6</td>
<td>5,000</td>
<td>$625,000</td>
</tr>
<tr>
<td>35.</td>
<td>Cosmic Pizza</td>
<td>Retail - food services</td>
<td>Retail</td>
<td>4</td>
<td>4,278</td>
<td>$15,000</td>
</tr>
<tr>
<td>36.</td>
<td>Dr. Michael A. Lepore Jr.</td>
<td>Medical - patient services</td>
<td>Medical</td>
<td>0</td>
<td>1,950</td>
<td>$50,000</td>
</tr>
<tr>
<td>37.</td>
<td>East Coast Taco Company</td>
<td>Retail - food services</td>
<td>Retail</td>
<td>6</td>
<td>2,000</td>
<td>$20,000</td>
</tr>
<tr>
<td>38.</td>
<td>Eastern Virginia Ear, Nose &amp; Throat</td>
<td>Medical - patient services</td>
<td>Medical</td>
<td>8</td>
<td>6,211</td>
<td>$200,000</td>
</tr>
<tr>
<td>39.</td>
<td>First Team Subaru</td>
<td>Retail - automobile sales and service</td>
<td>Retail</td>
<td>0</td>
<td>18,000</td>
<td>$7,000,000</td>
</tr>
<tr>
<td>40.</td>
<td>Friant &amp; Associates</td>
<td>Manufacturing - furniture</td>
<td>Advanced Manufacturing</td>
<td>166</td>
<td>357,000</td>
<td>$17,400,000</td>
</tr>
<tr>
<td>41.</td>
<td>Hampton Inn</td>
<td>Hotel - hospitality</td>
<td>Hospitality</td>
<td>38</td>
<td>56,000</td>
<td>$8,000,000</td>
</tr>
<tr>
<td>42.</td>
<td>Harbour View Health Building</td>
<td>Office - speculative</td>
<td>Office &amp; Administration</td>
<td>0</td>
<td>25,000</td>
<td>$5,750,000</td>
</tr>
<tr>
<td>43.</td>
<td>Harbour View Oral &amp; Facial Surgery</td>
<td>Medical - patient services</td>
<td>Medical</td>
<td>3</td>
<td>3,000</td>
<td>$125,000</td>
</tr>
<tr>
<td>44.</td>
<td>Jeff’s Sir Cakes A Lot</td>
<td>Retail - food services</td>
<td>Retail</td>
<td>4</td>
<td>1,600</td>
<td>$15,000</td>
</tr>
<tr>
<td>45.</td>
<td>Kay Jewelers</td>
<td>Retail - jewelry</td>
<td>Retail</td>
<td>5</td>
<td>1,300</td>
<td>$25,000</td>
</tr>
<tr>
<td>46.</td>
<td>Madison Building</td>
<td>Office - speculative</td>
<td>Office &amp; Administration</td>
<td>0</td>
<td>20,000</td>
<td>$4,600,000</td>
</tr>
<tr>
<td>47.</td>
<td>Maya Couture On Main</td>
<td>Retail - bridal</td>
<td>Retail</td>
<td>4</td>
<td>1,856</td>
<td>$20,000</td>
</tr>
<tr>
<td>48.</td>
<td>Michelle’s Shop, Consign, Enjoy</td>
<td>Retail - consignment store</td>
<td>Retail</td>
<td>2</td>
<td>1,400</td>
<td>$10,000</td>
</tr>
<tr>
<td>49.</td>
<td>North Saratoga Street Mall</td>
<td>Retail - speculative</td>
<td>Retail</td>
<td>9</td>
<td>1,513</td>
<td>$120,000</td>
</tr>
<tr>
<td>50.</td>
<td>Pacorini</td>
<td>Distribution - coffee</td>
<td>Warehousing &amp; Distribution</td>
<td>10</td>
<td>150,000</td>
<td>$500,000</td>
</tr>
<tr>
<td>51.</td>
<td>Pariser Dermatology</td>
<td>Medical - patient services</td>
<td>Medical</td>
<td>7</td>
<td>6,211</td>
<td>$70,000</td>
</tr>
<tr>
<td>52.</td>
<td>Rajput Indian Cuisine</td>
<td>Retail - food services</td>
<td>Retail</td>
<td>8</td>
<td>3,010</td>
<td>$3,000,000</td>
</tr>
<tr>
<td>53.</td>
<td>Rapid Deployable Systems</td>
<td>Distribution - containment systems</td>
<td>Warehousing &amp; Distribution</td>
<td>10</td>
<td>23,760</td>
<td>$30,000</td>
</tr>
<tr>
<td>54.</td>
<td>River Yoga</td>
<td>Service - yoga studio</td>
<td>Retail</td>
<td>2</td>
<td>1,400</td>
<td>$50,000</td>
</tr>
<tr>
<td>55.</td>
<td>Riverfront Shoppes</td>
<td>Retail - speculative</td>
<td>Retail</td>
<td>0</td>
<td>37,429</td>
<td>$6,000,000</td>
</tr>
<tr>
<td>56.</td>
<td>Steingold &amp; Mendelson</td>
<td>Office - legal</td>
<td>Office &amp; Administration</td>
<td>1</td>
<td>1,400</td>
<td>$18,000</td>
</tr>
<tr>
<td>57.</td>
<td>Stillwater House Tea Room</td>
<td>Retail - food services</td>
<td>Retail</td>
<td>5</td>
<td>900</td>
<td>$28,000</td>
</tr>
<tr>
<td>58.</td>
<td>Suffolk Pawn and Gun</td>
<td>Retail - pawn shop</td>
<td>Retail</td>
<td>3</td>
<td>900</td>
<td>$15,000</td>
</tr>
<tr>
<td>59.</td>
<td>Sunrise Home Care</td>
<td>Medical - patient services</td>
<td>Medical</td>
<td>3</td>
<td>500</td>
<td>$10,000</td>
</tr>
<tr>
<td>60.</td>
<td>TASTE Unlimited</td>
<td>Retail - food services</td>
<td>Retail</td>
<td>25</td>
<td>2,500</td>
<td>$700,000</td>
</tr>
<tr>
<td>61.</td>
<td>Uncork’d</td>
<td>Retail - wine and beer</td>
<td>Retail</td>
<td>4</td>
<td>945</td>
<td>$40,000</td>
</tr>
<tr>
<td>62.</td>
<td>Vickie Warren Insurance Agency</td>
<td>Office - insurance</td>
<td>Office &amp; Administration</td>
<td>4</td>
<td>800</td>
<td>$20,000</td>
</tr>
<tr>
<td>63.</td>
<td>Virginia Eye Consultants</td>
<td>Medical - patient services</td>
<td>Medical</td>
<td>8</td>
<td>0</td>
<td>$1,700,000</td>
</tr>
<tr>
<td>64.</td>
<td>Zoyo Yogurt</td>
<td>Retail - yogurt shop</td>
<td>Retail</td>
<td>3</td>
<td>1,400</td>
<td>$157,000</td>
</tr>
</tbody>
</table>

| Total New Businesses | 363 | 746,063 | $56,371,000 |
| Total Expanding Businesses | 85 | 302,533 | $59,576,500 |

Grand Total | 448 | 1,048,596 | $115,947,500 |
Homearama showcase returns for fourth visit to Suffolk

The Waterfront at Parkside, a beautiful traditional neighborhood development in northern Suffolk, was the site of Tidewater Builders Association’s (TBA) annual fall Homearama. This showcase of custom-built homes was designed and fully furnished to demonstrate the latest in construction, decorating, landscaping and technological innovations. The Waterfront at Parkside was the ideal location to spotlight one of Suffolk’s newest, family-centric developments with pristine marsh and deep-water views of Bennett’s Creek. The community also featured a million-dollar clubhouse/fitness center with outdoor pool and grilling stations, miles of sidewalks, inviting common spaces and a lush five-acre park. Although tucked away from the hustle and bustle of everyday life, the community is conveniently located minutes from I-664, medical facilities, Bennetts Creek Crossing and Harbour View.

The Suffolk House was built by Sam Cohen of the Joey Corp. featuring a 3,000-square-foot transitional Craftsman floor plan. As a Love Local – Buy Suffolk initiative, the Suffolk House featured wares from 14 area local businesses. Additionally, the Department of Economic Development held a popular “Picture Yourself in Suffolk” Facebook selfie contest, with winners receiving gift baskets containing a variety of edibles and goodies from local businesses.

Awards & Accolades

Command Post Technologies and Reed Integration were both ranked on the 2014 Inc. 5000 list of the fastest-growing private companies in America in the government services category. Reed Integration was also named one of Hampton Roads “Roaring 20” by Hampton Roads Business Journal in their annual awards program, recognizing the fastest growing companies in the region.

Harper’s Table, an award-winning downtown restaurant, added another first place recognition in The Virginian Pilot’s 100th Taste Test contest for their original cocktail Catoctin Creek Organic Mosby’s Spirit using Virginia white rye whiskey.

Vintage Tavern made number six of “The Top 30 Places to Dine in Virginia Before You Die” by The Virginian Pilot’s “Food Lovers’ Guide to Virginia.” Vintage Tavern was noted for pork raised on nearby farms as the centerpiece of many dishes, and the restaurant’s ambient atmosphere.

Elizabeth River Landscape Management was awarded Suffolk Small Business of the Year, given annually by Hampton Roads Chamber of Commerce. The award is based primarily on growth, financial health and community involvement. Owner Jason Fawcett founded the business in 2003 and the company has three locations, 130 employees and over 1,000 clients.

EternaWell Fitness was named by Hampton Roads Chamber of Commerce as one of the “Top 10 to Watch Businesses.” Holistic health specialists, EternaWell therapists and practitioners offer classes and wellness coaching for those looking to improve their health and wellbeing. The yoga and fitness center is located in Harbour View.

Land Planning Solutions, a civil engineering, land planning, landscape design, and residential design, celebrated their tenth anniversary at their location in Harbour View. LPS is known for creativity and talent.

Economic Development team promotes Suffolk’s outstanding business opportunities

The Suffolk Department of Economic Development clocked-in a productive and effective year, conducting around 500 industry visits with existing Suffolk businesses and 70 visits with prospects. The staff promoted business opportunities and resources offered by the city through a variety of media, and participated in various conferences. Suffolk’s operational advantages were presented to out-of-market businesses and consultants during marketing missions to Illinois, New York and New Jersey. The Department also partnered with Virginia Economic Development Partnership, Hampton Roads Economic Development Authority, Virginia Port Authority and the Hampton Roads Chamber of Commerce to further connect with the business audience. The annual Business Appreciation Picnic was immensely successful as the Economic Development team reached out to Suffolk businesses, offering an opportunity for fun fellowship and casual networking. To learn more, visit our redesigned website at YesSuffolk.com.

The Suffolk Economic Development team from left to right: Terry Smith, Kevin Hughes, Jennifer Schmack, Deanna Holt and Gregory Byrd.
You're in good company

Map Key:
- New Business
- Expanding Business

See pages 12 and 13 for listings
Every day building our tomorrow

City of Suffolk
Department of Economic Development
P.O. Box 1858
Suffolk, Virginia 23439
757-514-4040
YesSuffolk.com

It’s a good time to be in Suffolk