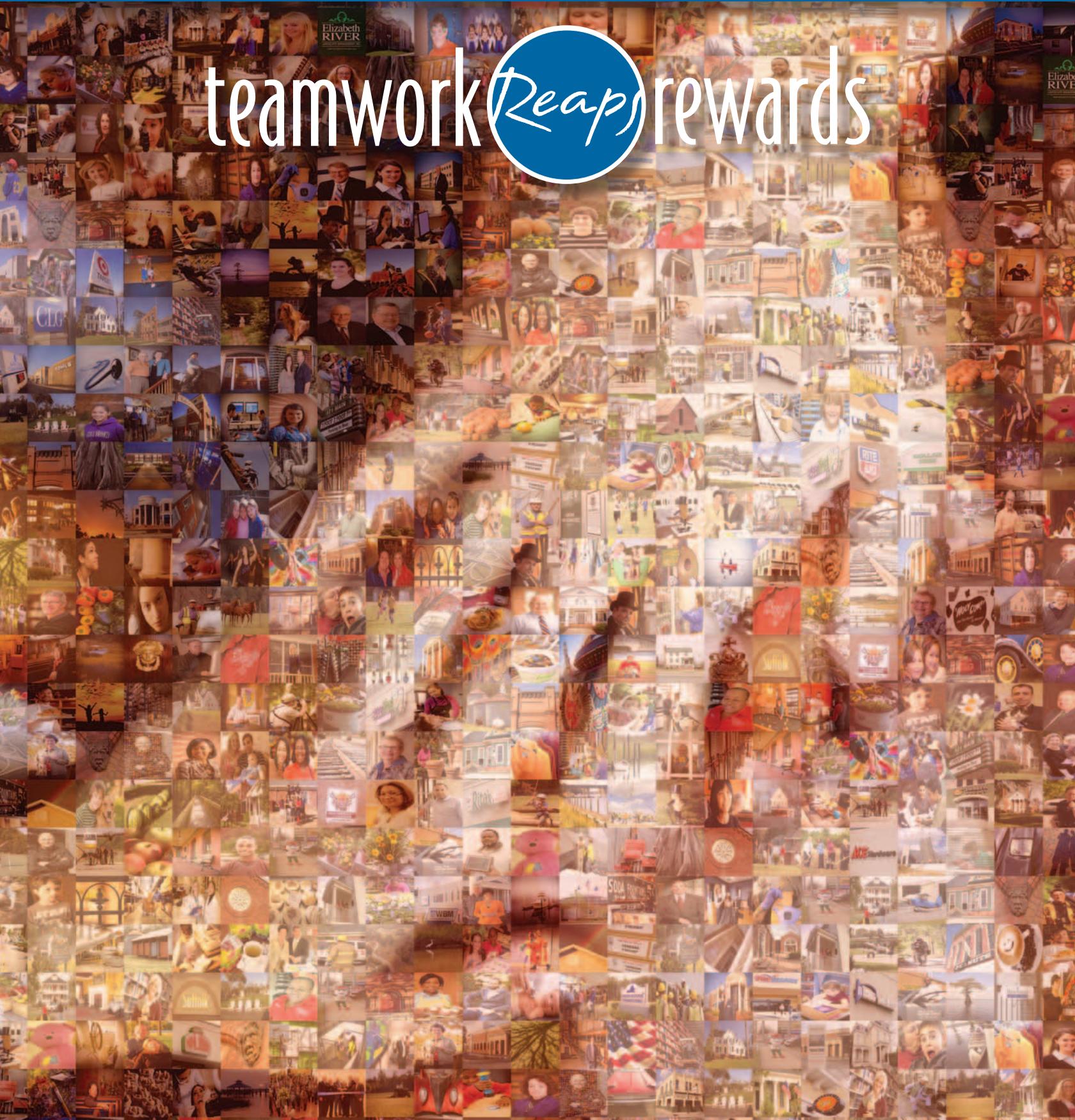


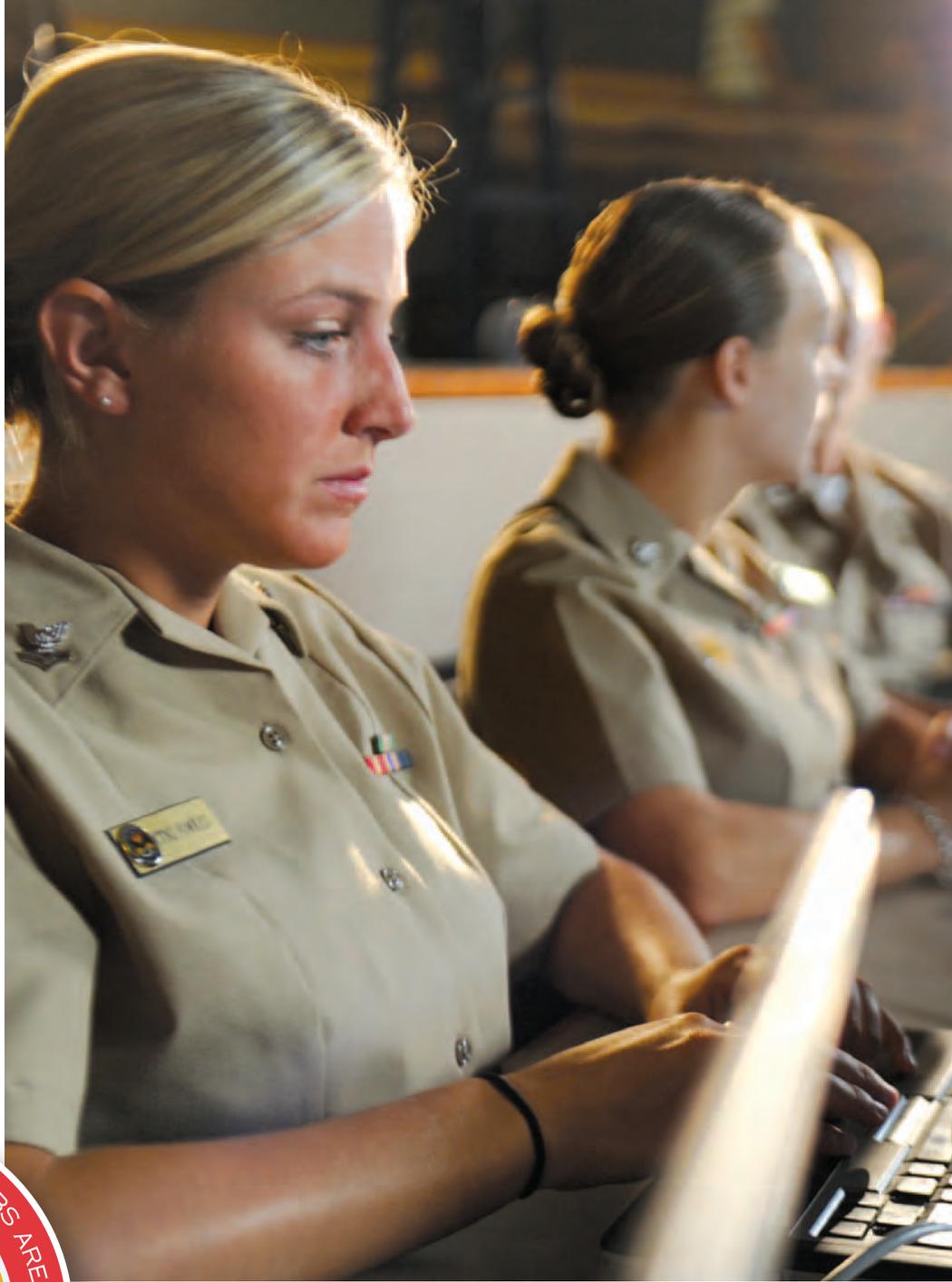
CITY OF SUFFOLK ECONOMIC ACTIVITY REPORT 2012

teamwork *Reaps* rewards



The distinction our City has earned is the product of the hard work, determination and teamwork by our citizens to build Suffolk into an attractive place for business.

Linda T. Johnson  
Mayor, City of Suffolk



Suffolk Selected  
**100 Best  
Places to Live**  
by CNN Money

## 2012 at a glance

**1,957**  
new jobs created

**1,026,542**  
new and leased  
commercial square footage

**\$94,371,598**  
new investment

## Reaping the benefits of teamwork

The 2012 Economic Activity Report is a tribute to the perseverance, planning and teamwork of an entire community—private citizens and public servants, business and industry, military and civilian—all who value the rewards of teamwork. There is no substitute for collaboration, and every page of the report is a testimony that teamwork and hard work pays off—for our citizens, our city and our region.

The buzz about Suffolk's success has gone viral. *CNN Money* magazine recognized Suffolk among the "Top 100 Best Small Cities to Live" in 2010. Now, Suffolk ranks ninth in their Top 25 list of cities "Where the jobs are in 2012."

Suffolk demonstrated astounding job growth of 43 percent from 2000 to 2011. Job creation continued to be a combined effort in 2012. The Navy's decision to move its Cyber Defense Forces, consisting of three commands and support staff, into the former U.S. Joint Forces Command site in northern Suffolk, equates to over 1,500 new jobs coming to Suffolk.

Impressive economic growth is reflected in the numbers: \$62.3 million in new business capital investment and \$32 million in established business expansion. Economic development initiatives attracted target industries such as food and beverage

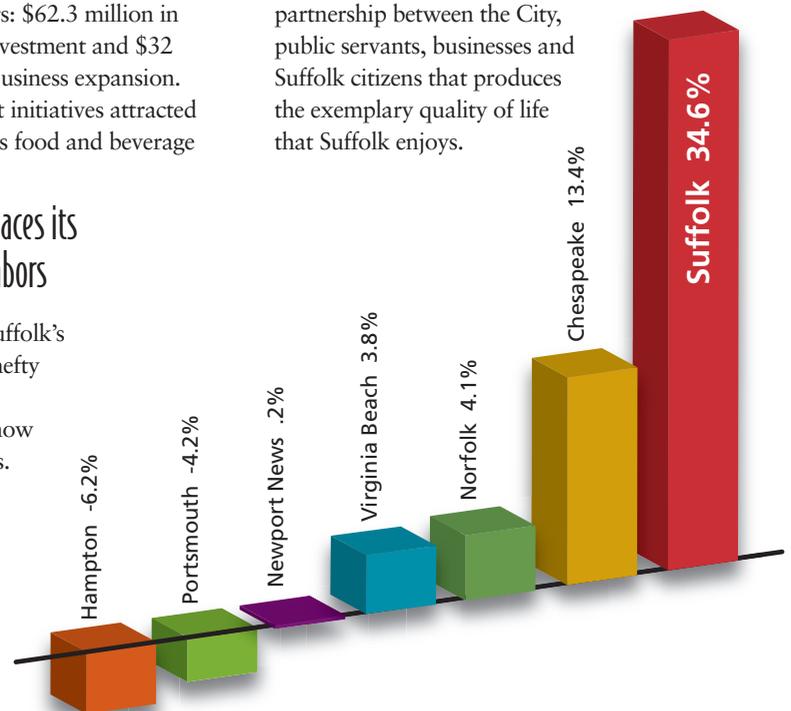
processing, advanced manufacturing, warehousing and distribution, technology and medical. Coffee production and warehousing proved to be very important to the Suffolk economy in 2012, with major corporate investment announcements. Demand for office and administration space increased, and national retail brands entered the market or expanded.

It is also important to highlight the small businesses that are part of the fabric of Suffolk. According to the U.S. Chamber of Commerce, small businesses employ over half of all U.S. workers and account for 75 percent of new jobs. The Suffolk Department of Economic Development launched the *Love Local, Buy Suffolk* campaign to encourage support of existing small businesses, and to attract and promote new, local entrepreneurs.

With a favorable business climate, proximity to the Port of Virginia, access to major transportation networks, a diversified and skilled workforce and ample available land for development, it's no surprise that Suffolk continues to attract and promote new and expanding business investment. It is truly the partnership between the City, public servants, businesses and Suffolk citizens that produces the exemplary quality of life that Suffolk enjoys.

## Suffolk's growth outpaces its Hampton Roads neighbors

From 2000 to 2011, Suffolk's population grew by a hefty 34.6%. Fueled by new development, the city now boasts 86,463 residents.



## Major manufacturers make their home in Suffolk



### Trans-Ocean relocates operations from Asia

Trans-Ocean, a premier manufacturer and distributor of area rugs, home accessories and pillows for leading national and international brands such as Tommy Bahama, CB2 (a division of Crate and Barrel), Restoration Hardware, Front Gate and Macy's, announced they will expand operations at their current site in Suffolk Industrial Park. "It is wonderful to see Trans-Ocean invest in our community and our country by bringing operations and jobs from overseas to Suffolk," said Mayor Linda T. Johnson. The new project will relocate laminating, laser cutting and other types of sewing operations, which are currently being performed in Asia, to Suffolk. Blowing machines used to stuff pillows and cushions will also relocate to the Suffolk site. The three-phase, \$1.1 million investment will reduce imports and create long-term savings and benefits for the company. Trans-Ocean also plans a 30,000-square-foot expansion to the current 100,800-square-foot facility over five years. "After almost two decades in the Hampton Roads area, we are pleased to continue to add value to our company by expanding our operations," said Operations Executive Lou Koprivec. "Having the extra land and the capability to expand was paramount in our decision to come to Suffolk."

### Suffolk Iron Works

Continuously operating in Suffolk for over 100 years, Suffolk Iron Works recently announced a new capital investment of \$200,000 and the creation of eight new jobs. The steel fabrication business purchased a plasma and oxyfuel machine for cutting steel up to four inches thick. Suffolk Iron Works serves major industries including commercial construction, railroad and manufacturing.



### Sumitomo selects Suffolk as part of 2015 Manufacturing Vision

Sumitomo Machinery Corporation of America (SMA) selected Suffolk as the location for their new centralized distribution center to consolidate all purchasing and stock inventories, and streamline order flow for their North American customers. "For almost 25 years Sumitomo has been a proud member of the Hampton Roads business community," said Ronald J. Smith, SMA President and CEO. "We are excited about this opportunity to expand our growing business in the region with the opening of a brand new, state-of-the-art distribution center in the City of Suffolk." The 60,000-square-foot distribution warehouse is located in Virginia Regional Commerce Park off Route 460. The Suffolk location enables the center to reap the benefits of operating in a foreign trade zone (FTZ) environment. It was also chosen for proximity to the Port of Virginia.



## Coffee giants savor the aroma of success



### Western Branch Metals

Western Branch Metals, the nation's largest boat shaft distributor and manufacturer of the Aqualoy brand of stainless steel boat shafting and rudders, announced a \$1 million capital investment in a new multi-axis CNC lathe with milling capabilities. The company is located in Suffolk Industrial Park. Commented Dick Barber, Vice President, "The new equipment allows us to expand our product offerings and move into new markets."

### Dana Holding Corporation

Bridgeway Commerce Center II is the new home of Dana Holding Corporation, a global automotive parts distributor and leader in the design, manufacture and distribution of a variety of commercial vehicle systems, modules and services. The expansion and growth of Dana increased their need for warehouse and distribution facility space, so Liberty Property Trust responded by building and leasing the new 126,000-square-foot, Class A facility located adjacent to Bridgeway Commerce Center I. Craig Cope, Vice President and City Manager for Liberty Trust Virginia region noted, "Our new project in Bridgeway Commerce Center and expansion of our portfolio speaks to the growing demand for warehouse and distribution facilities in Suffolk's growing hub." Liberty Property Trust owns, leases and manages 26 properties, providing approximately 1.8 million square feet of space in the Hampton Roads region.



Two of the nation's largest coffee companies have invested in major expansions to fuel the growing demand for a great cup of coffee. Food and beverage processing is an important target industry for Suffolk's economy, and these latest developments speak to the pro-business environment cultivated in Suffolk to assist this industry to grow and prosper.

### Continental Terminals

Continental Terminals, one of the foremost corporations in the green coffee bean industry, has expanded their operations in Suffolk by purchasing a new facility in Wilroy Industrial Park.

The new \$2.7 million facility is used for administration, sample roasting, sorting, storage and distribution. The 68,750-square-foot building will also be used for custom blending. With this latest expansion, Continental Terminals now provides over 325,000 square feet of dedicated operational space in the Hampton Roads region.

"We are pleased to be taking this leap forward in our leading role supporting the green coffee industry and coffee roasters. This new facility will add to our capacity to give quality service to our customers and room to grow as we continue to expand our operations," said President Douglas Martocci, Sr.

Continental Terminals is a family-owned and operated business established in 1958. They primarily manage receiving, storage and distribution of green coffee (coffee not yet roasted). In addition, they also handle cocoa, bottled water, tea, paper, rubber and various metals. They are the largest handler of specialty coffee in the United States.



### Massimo Zanetti Beverage USA

Massimo Zanetti, one of the largest coffee roasters in the nation, has expanded with a new distribution and storage warehouse in Virginia Regional Commerce Park. The new facility adds 67,500 square feet to their Suffolk operations and 30 new employees.

Recent growth, proximity to the Port of Virginia and access to transportation made Suffolk the natural choice for the expansion.

In addition to the expansion, Massimo Zanetti invested in a Rotary Fluidized Bed (RFB) roaster located at the manufacturing plant in Wilroy Industrial Park. The new \$5 million roaster features an updated design that uses high velocity air to keep the coffee in continual motion during the roasting process, which means more evenly roasted beans for less cost with more flexible operating conditions. The capacity of the RFB is more than double that of the older models.

Massimo Zanetti Beverage USA markets nationally recognized retail brands including Chock full o'Nuts, Hills Bros., Segafredo Zanetti, MJB, and Chase & Sanborn. The company also produces proprietary and private label coffee, tea and drink mix for customers throughout North America and around the world.

## Innovation through renovation



### The First Lady of Suffolk

One of Suffolk's premier event venues, The First Lady of Suffolk, expanded their spectacular historic Queen Anne-style mansion by adding a 2,500-square-foot ballroom and an outdoor deck and gazebo with a total investment of \$750,000. The restored 8,000-square-foot home is located in downtown and was built in 1907. The First



Lady is a favorite location for special events including weddings, family reunions, parties and meetings. The showcase venue opened to host events in 2008 after extensive renovations.



### Historic Gwaltney Country Store

An old general store dating from the 19th century and possibly the oldest building in Chuckatuck was saved from demolition thanks to some concerned citizens and the Suffolk Economic Development Authority (EDA). The vacant structure had fallen into disrepair and was condemned because of its poor condition. But in May, *Preservation Virginia* named it an endangered historic site, and Greater Chuckatuck Historical Foundation presented a plan of preservation to current owner Kent Gwaltney. Gwaltney also partnered with the EDA façade grant program in 2012 when he renovated Farmer's Feed and Seed in downtown.



### Harper's Table

Chef and owner Harper Bradshaw aims to create "unforgettable hospitality and dining for our guests" at one of Suffolk's newest downtown restaurants, Harper's Table. The 90-seat restaurant was the result of a historic building revitalization at 122 North Main Street. During the renovation, Bradshaw was surprised to uncover a pristine Coca-Cola mural painted on an interior brick wall. The mural is believed to be over a century old and considered a rare find among historians. Harper's Table menu features locally sourced products prepared with a Southern flair and focuses on high quality cuisine, reasonable prices and exceptional service.

## Awards bring great rewards



### 2012 Small Business of the Year

Remedies Salon Spa and Barbershop has been named Suffolk Small Business of the Year by the Hampton Roads Chamber of Commerce. A

unique business model that combines a beauty salon, day spa and barbershop, Remedies has met with continued success and growth in the Suffolk community. "We are extremely proud of our staff and equally grateful to our dedicated customers," said Rhonda Bunch, director. "We will work hard to live up to the expectations of this wonderful award." The Chamber offers the award to recognize performance, financial success, community involvement and ethical business practices.



### The Cove Center of Veterinary Expertise

The Cove received the 2012 Community

Development Award sponsored by the *Hampton Roads Messenger*. The annual award is given to companies that exemplify a good business model. The Cove, nominated by the Suffolk Department of Economic Development, was recognized for their business expansion and increased hiring. The awards were announced at the "Small Business Thinking Large" conference. The Cove is an advanced care emergency and specialty veterinary practice offering 24/7 critical care.



### Command Post Technologies

*Inside Business* awarded Command Post Technologies a spot on their

2012 Roaring 20 awards program honoring 20 of Hampton Roads' most dynamic businesses. With a mission to provide training to the military, Department of Homeland Security and first responders, Command Post Technologies has experienced exponential growth since opening in 2008. Said CEO Scott J. Biscotti, "We offer a highly realistic immersive environment. The realistic approach has attracted more and more training units." Biscotti also attributed the company's growth to the high-quality workforce in Suffolk.

## Healthy investments for a healthier Suffolk



**CHKD Nansemond Pediatrics and CHKD Diagnostic and Therapy**

CHKD Nansemond Pediatrics has expanded their family and community-oriented medical practice that specializes in infants, children and adolescents. The expansion of the practice is located at 418 Market Street. CHKD has also opened a new children's health center near Obici Hospital. The center will offer Suffolk's only dedicated pediatric and X-ray services along with physical, occupational and speech therapies.



### NowCare Urgent Care

Suffolk Medical Associates and NowCare Urgent Care broke ground on a \$3 million, 13,000-square-foot facility in November. The new office is conveniently located near Obici Hospital on Route 10. It will consist of specialties including Urgent Care, Occupational Health and Family Medicine. NowCare Medical Center opened in 1981 and has centers throughout the Hampton Roads region.



### Center for Arthritis and Rheumatic Diseases

The Center for Arthritis and Rheumatic Diseases opened at 1033 Champions Way, adding another quality health care choice for Suffolk residents. The Center evaluates and treats arthritis, systemic rheumatic disease and osteoporosis. Physicians at the Center serve on the faculty of Eastern Virginia Medical School. This is the second Hampton Roads location for the medical practice.



### Virginia Neurology and Sleep Center

Suffolk welcomed the newly constructed location of Virginia Neurology and Sleep Center at 3897 Bridge Road in Harbour View. This unique health care center, where board-certified physicians are trained in both sleep medicine and neurology, provides services such as sleep apnea diagnosis and therapy, sleep studies, EEG, EMG testing, nerve conduction studies and epilepsy monitoring. The new 14,000-square-foot location features fully integrated electronic health records (EHR) and a brand new six-bed sleep lab with a \$3 million capital investment.



### Home Health Care Expands

Following a national trend of a growing demand for home health care, two new providers have expanded in Suffolk.

Nannie Home Health Care provides personal and nursing care in the home setting. Founded in 2007, the company has experienced steady growth and success. President and Administrator Naomi Boone looks forward to serving the Suffolk community as she sees a growing demand for home health care services.

After four years of steady growth, Home Instead Senior Care hosted a ribbon cutting in June at their new location at 3614 Pruden Boulevard. They are part of an international group of franchised senior



home care agencies. Owners Larry and Nell Neal credit the company's success to their dedicated staff and the support received from Suffolk residents.

## Shared vision brings rewards



### Main Street Marketplace

Suffolk's newest retail center, Main Street Marketplace, opened at the site of the former Suffolk Health Department building. The project is the result of a shared vision, perseverance and teamwork. When the Health Department moved to the new 64,500-square-foot facility at Hall Avenue in 2009, the City Council transferred the old property to the Economic Development Authority (EDA). Looking to boost retail redevelopment on the Main Street corridor, the EDA sold the property to KLS Development Group with a vision for developing and marketing the site. Thanks to partnership and cooperation, two new 10,000-square-foot buildings house several national retail operations. "A shared vision to create a productive and high quality development for this important commercial corridor has resulted in another Suffolk success story as we continue to attract and retain businesses," said Economic Development Director Kevin Hughes.

### More national retailers invest in Suffolk



# Local businesses form the backbone of our economy



Placing local consumers and small businesses at the heart of a strong economic outreach, the Suffolk Department of Economic Development in partnership with Independent We Stand, launched a new campaign to identify local businesses and encourage shoppers to buy their products and services. A comprehensive marketing campaign was developed for *Love Local, Buy Suffolk* featuring logo recognition, brochures, social media, outdoor and broadcast campaigns.

Nationwide, small businesses create 75% of new jobs, employ just over half of all U.S. workers and create higher paying jobs. So it makes good sense to encourage the establishment and growth of local small businesses.

Local businesses are the backbone of our diverse and dynamic business community. By supporting our local businesses and "Love Local, Buy Suffolk" campaign, we are able to help our businesses grow and preserve the unique character of this wonderful city.

Mayor Linda T. Johnson



## Holland's Country Gourmet

The Holland family has been serving up fresh produce and delicious country cooking to Suffolk citizens for over 40 years. Originally opened to sell their produce at the Old City Market, Holland's

Country Gourmet is a local downtown favorite. As the City has continued to grow, so has Holland's, expanding services to include in-store dining, catering and a long list of classic country to-go items that are prepared fresh daily. A remodel and update to the current location at 100 Commerce Street makes it easier to offer better service to their customers. Owner Jeanette Holland is pleased with the new look. "We wanted a French country motif to highlight our gourmet theme. It's been really great and I think our customers truly appreciate it."



## Hog Pen Restaurant

Kelly Hufton's dream was realized in July when he opened The Hog Pen at 6713 South Quay Road. The house specialty is smoked-daily barbeque along with hamburgers, chicken wings with house-made sauce, loaded French fries and sandwiches. "We are already exceeding our sales projections and want to thank our patrons for that," said Hufton. The Hog Pen is a great dining addition to the Village of Holland.



## C-Fit Studio

Owner Connie Womack believes that healthy people are more productive and happy, and local residents now have the opportunity to be just that when they get in shape at C-Fit Studio.

The 3,000-square-foot fitness club opened at 143 North Main Street in September. Womack is a certified personal trainer with 13 years experience in different fitness environments. C-Fit offers classes in yoga, Zumba and pilates, plus the Kinetic Athletic Olympic System (KAOS) a workout targeted to core strength. Womack's goal is to "bring an alternative to the traditional gym setting and create a more approachable and personalized experience."



## Serendipity

A new hair salon with a New York SoHo atmosphere, but providing true Southern hospitality, opened at 100 North Main Street in January. Serendipity Hair Salon has a

relaxed setting where customers can both figuratively and literally "let their hair down" according to LaTroy Brinkley, owner and lead stylist.

# When you spend \$100 at an independent business, \$68 returns to Suffolk



**C3Vino**  
C3Vino, dedicated to “corks, cheese, and charcuterie,” celebrated

their grand opening with a ribbon cutting in August. Co-owners Randy Withers and Valerie Morrison stock specialty wines and cheeses from Virginia and around the world. Shoppers can also choose imported and craft beers, olives, crackers, snacks and gift baskets. “We did a lot of research before coming to downtown Suffolk,” said Withers. “We know Suffolk is on the verge of big things and we are excited to be opening here.” C3Vino is located at 115 West Washington Street.



## N'Dulge

N'Dulge Eclectic Soul Cuisine opened its doors at 200 East Washington Street in April. Tasty soul food is the staple at this new eatery featuring signature fried chicken, collard greens, mac n' cheese and other delicious dishes. The wide selection of food is homemade and the restaurant serves lunch and dinner. Owner Dwayne Godwin invites the community to come to N'Dulge for not only delicious food, but also for remarkable customer service in a casual environment.



## La Parrilla Mexican

Promising to serve the “best fajitas and chimichangas in town,” La Parrilla

Mexican Grill has opened a second location at Bridge Road. The new location is in addition to the Harbour View restaurant. Both locations feature authentic Mexican food.



## Cut N' Shears

Cut N' Shears hosted a grand opening and ribbon cutting in March at their new location in the Freedom Plaza Shopping Center. Co-owners Travis and Tausha George and

Marrico Simpson said their goal and mission is to make every person feel their best, one cut at a time. They offer a broad range of professional services including haircuts, styling, color, straightening, perms and waxing. Giving back to the community is also a priority and they continually look for ways to support worthy causes.



## Phyllis Foster Driving School

Serving Suffolk for over 10 years, the school expanded at 180 East Washington Street marked by a ribbon cutting ceremony in

February. The professional and certified driving instructors at Phyllis Foster Driving

School offer safe driving instruction and increased driver confidence. The school offers courses in conjunction with the Department of Motor Vehicles and the Virginia Department of Education. Owner Rennee Townsend compares driving to baseball because it is the one who gets home safely that counts. “That is one of the reasons we teach that safety is always first,” she said.



## Monarch Bank

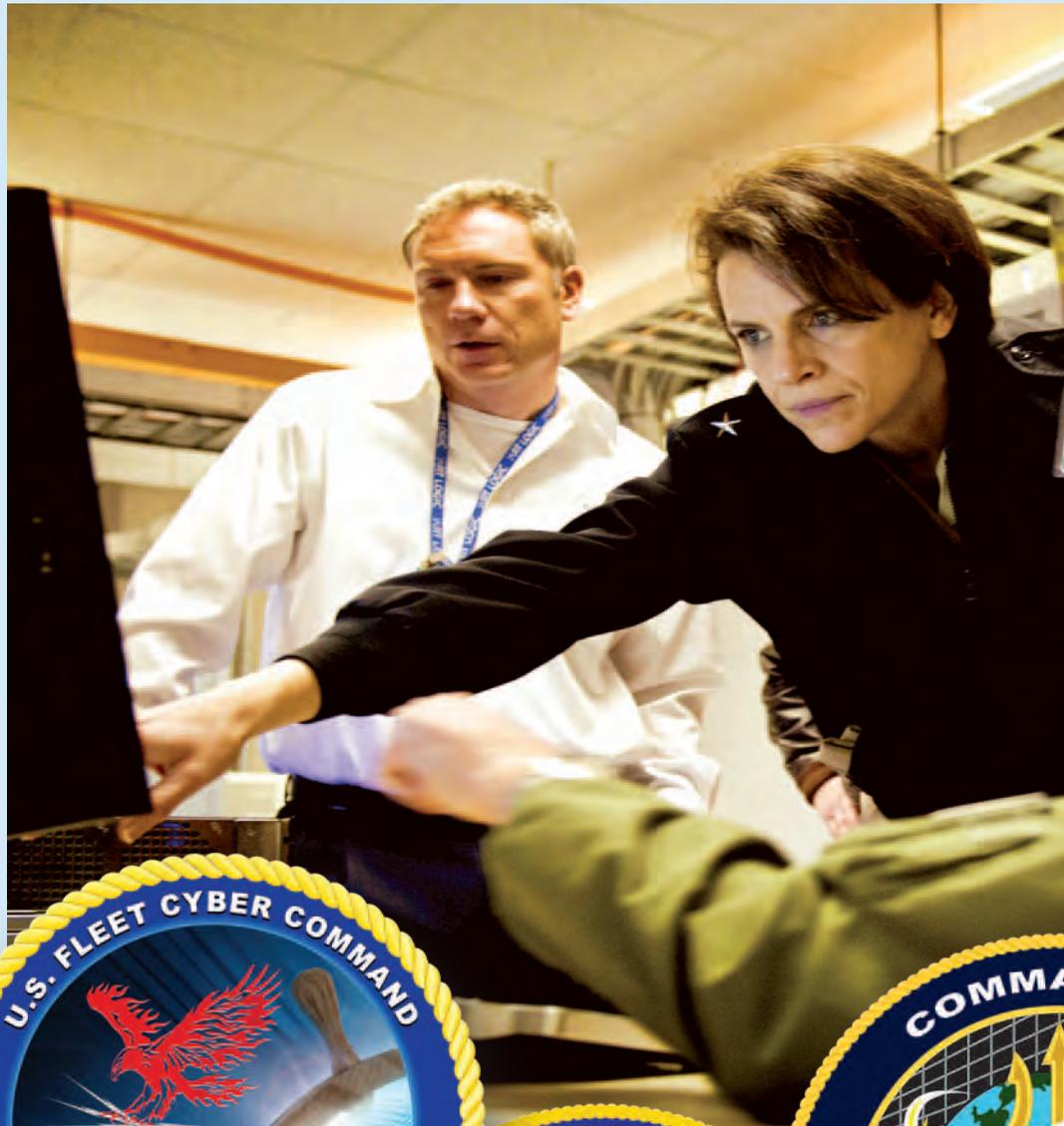
“Monarch Bank is excited to officially enter the Suffolk marketplace,” said Neal Crawford, Monarch Bank President. The new investment in Suffolk not only creates new jobs, but also offers Suffolk residents another excellent banking choice. Community banking at its core is a commitment to building relationships with local businesses and families, and that type of value-added, relationship-style of banking offered by Monarch Bank fits well with Suffolk’s values. Monarch Financial Holdings, Inc. is the parent company of Monarch Bank and also includes OBX Bank and Monarch Mortgage. The new location is 2999 Corporate Lane off Godwin Boulevard, near Sentara Obici Hospital.

“The work that is performed by brave men and women at these Naval Commands is so important and intimately tied to all the freedoms we hold dear. It is a privilege to welcome the Navy’s Cyber Defense team to our community.

Selena Cuffee-Glenn  
City Manager, City of Suffolk



## High-tech warriors sail into Suffolk with arrival of Navy Cyber C



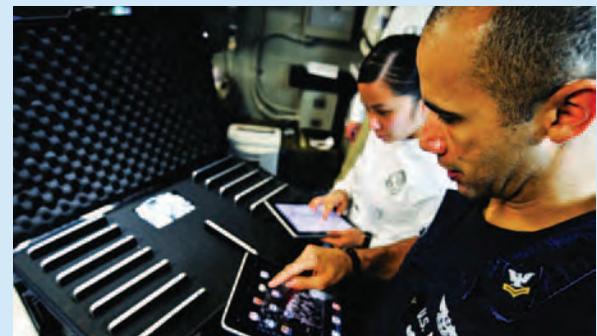
Rear Adm. Gretchen Herbert  
Commander,  
Navy Cyber Forces

# r Commands



## Teamwork reaps rewards

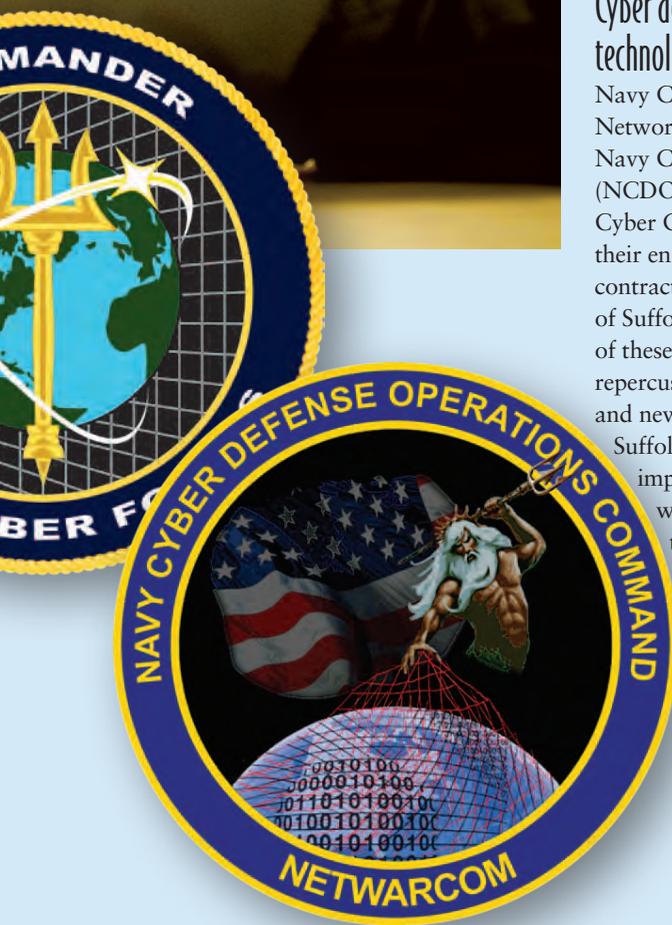
On August 9, 2010, U.S. Secretary of Defense Robert Gates announced the disestablishment of the United States Joint Forces Command (USJFCOM). A response from Virginia, Hampton Roads and Suffolk elected officials was immediate and imposing. Mayor Linda Johnson and the Suffolk City Council collaborated with U.S. Senator Mark Warner, former U.S. Senator Jim Webb, Governor Bob McDonnell, Congressman Randy Forbes, Congressman Bobby Scott, Congressman Rob Wittman and former Congressman Glenn Nye on a multifaceted approach to combat the USJFCOM announcement. Suffolk adopted and embraced the Three R's as a strategy to move the City forward: *Reject* the disestablishment announcement; *Retain* the most important aspects of USJFCOM in Suffolk; and *Replace* the job loss with new employment opportunities. Suffolk's strategy proved most successful, especially as USJFCOM retained 1,200 employees, and three Naval Commands and support staff will relocate over 1,500 technology jobs to Suffolk where they will occupy over 200,000 square feet of research and development space.



## Cyber defense invests in Suffolk's technology corridor

Navy Cyber Forces (CYBERFOR), Naval Network Warfare Command (NNWC), Navy Cyber Defense Operations Command (NCDOC) and staff from U.S. Fleet Cyber Command/U.S. TENTH fleet and their enlisted personnel, civilian staff and contractors will begin operating in the City of Suffolk in September 2013. The impact of these new operations will have positive repercussions for retailers, restaurants, hotels and new housing opportunities throughout Suffolk. The Navy clearly realizes the importance of these relocations and will be investing over \$54 million in the facilities. "We want to ensure a smooth transition for our Navy Cyber Forces sailors and their families, as well as for the residents of Suffolk," said Rear Adm. Gretchen Herbert, Commander

of Navy Cyber Forces. The industry of cyber security is becoming more and more important for our nation's defense as well as the conveniences which most are accustomed to in today's world. In fact, President Obama has declared that the "cyber threat is one of the most serious economic and national security challenges we face as a nation" and that "America's economic prosperity in the 21st century will depend on cyber security." The jobs and investment by the Navy in Suffolk provides a unique and special opportunity for Suffolk and the entire Hampton Roads region to play a key role in the advancement of both public and private cyber security industry.



## Expanding Businesses in 2012

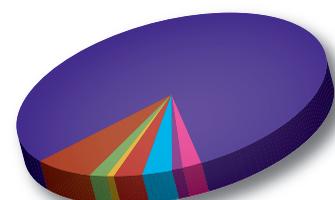
Map Key	Firm	Product/Services	Target Industries	New Jobs	Sq Ft	Investment
1	Massimo Zanetti	Food processing - coffee production	Food & Beverage Processing	10	67,500	\$5,000,000
2	Phyllis Foster Driving School	Service - driving school	Other	0	3,200	\$10,000
3	Gwaltney's Country Store	Retail - general store	Retail	0	4,800	\$10,000
4	Farmer's Feed and Seed	Retail - general store	Retail	0	17,000	\$50,000
5	M&M Silk Flowers	Retail - flower arrangements	Retail	0	1,070	\$50,000
6	Dana Corporation	Automotive distribution	Warehousing & Distribution	2	126,000	\$8,300,000
7	Suffolk Iron Works	Steel fabrication	Advanced Manufacturing	8	0	\$200,000
8	Western Branch Metals	Maritime manufacturing	Advanced Manufacturing	2	0	\$1,000,000
9	Dollar Tree	Retail - consumer goods	Retail	15	10,200	\$1,200,000
10	CHKD Pediatrics and Diagnostic & Therapy	Medical - patient services	Medical	12	20,000	\$675,000
11	Now Care Urgent Care & Suffolk Medical	Medical - patient services	Medical	15	13,000	\$3,000,000
12	The First Lady	Special events	Hospitality	0	3,800	\$750,000
13	La Parilla	Retail - food services	Retail	20	2,500	\$100,000
14	Pizza Hut	Retail - food services	Retail	10	1,400	\$125,000
15	Virginia Neurology & Sleep Center	Medical - patient services	Medical	5	14,580	\$3,200,000
16	Continental Terminals	Food processing - coffee blending	Food & Beverage Processing	30	68,750	\$2,700,000
17	N'Telos	Retail - telecommunications	Retail	6	1,000	\$175,000
-	Panera Bread	Retail - food services	Retail	12	5,000	\$350,000
-	AT&T	Retail - telecommunications	Retail	6	1,000	\$8,000
-	Sleepy's	Retail - mattresses	Retail	5	4,500	\$15,000
-	Sweet Frog	Retail - food services	Retail	6	1,400	\$200,000
18	Command Post Technologies	Service - military, government	ModSim & Technology	3	2,000	\$25,000
19	Sports Medicine	Medical - patient services	Medical	1	1,800	\$300,000
20	Bon Secours InMotion Physical Therapy	Medical - patient services	Medical	0	0	\$136,271
21	Papa John's	Retail - food services	Retail	0	0	\$40,000
22	Sentara Obici Hospital	Medical - patient services	Medical	0	0	\$61,500
23	Therapy Concepts	Medical - patient services	Medical	0	3,593	\$45,000
24	United American Steel	Steel fabrication	Advanced Manufacturing	0	9,000	\$75,000
25	Sentara BelleHarbour	Medical - patient services	Medical	0	0	\$246,900
26	TowneBank	Office - support services	Office & Administration	0	5,000	\$425,000
27	Rite Aid	Retail - consumer goods	Retail	0	0	\$171,292
28	Trans-Ocean	Manufacturing - rugs and textiles	Advanced Manufacturing	0	0	\$275,000
29	Holland's Restaurant	Retail - food services	Retail	0	0	\$125,000
30	American Condenser	Distribution - automotive	Warehousing & Distribution	0	5,000	\$0
31	Elizabeth River Lawn & Landscaping	Lawn and landscaping	Other	19	15,200	\$1,500,000
32	Mills Marine & Ship Repair	Marine and ship repair	Office & Administration	4	5,000	\$200,000
33	Home Instead Senior Care	Medical - patient services	Medical	0	0	\$20,000
34	Art Fx	Distribution - clothing	Warehousing & Distribution	5	40,000	\$80,000
35	1Foot 2Foot	Medical - patient services	Medical	0	0	\$30,000
36	Salvation Army	Community center	Other	4	22,400	\$1,200,000
<b>Total Expanding Businesses</b>				<b>200</b>	<b>475,693</b>	<b>\$32,073,963</b>

## New Businesses in 2012

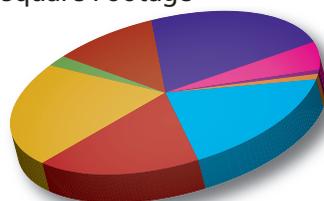
Map Key	Firm	Product/Services	Target Industries	New Jobs	Sq Ft	Investment
37	Main Street Marketplace	Retail- speculative	Retail	0	22,000	\$3,000,000
38	Clinton R. Stackhouse Jr., Federal Trustee	Office - lawyer	Office & Administration	14	5,650	\$20,000
39	Dept. of Motor Vehicles, Truck Driving	Service - certification	Other	4	131,073	\$20,000
40	Sumitomo	Distribution - gear parts	Warehousing & Distribution	20	60,000	\$1,000,000
41	Center for Arthritis & Rheumatic Diseases	Medical - patient services	Medical	10	4,886	\$75,000
42	Hog Pen Restaurant	Retail - food services	Retail	6	3,000	\$150,000
43	Montessori Academy	Education	Other	25	18,000	\$2,650,000
44	Navy Cyber Forces	Navy cyber defense	ModSim & Technology	460	114,045	\$20,000,000
-	Naval Network Warfare Command	Navy cyber defense	ModSim & Technology	386	34,000	\$12,000,000
-	Navy Cyber Defense Operations Command	Navy cyber defense	ModSim & Technology	484	34,000	\$11,000,000
-	U.S. Fleet Cyber Command	Navy cyber defense	ModSim & Technology	248	34,000	\$11,000,000
45	Rita's Italian Ice	Retail - food services	Retail	10	1,600	\$75,000
46	C3Vino	Retail - food services	Retail	4	945	\$20,000
47	Harper's Table	Retail - food services	Retail	7	2,200	\$250,000
48	Cut N'Shears	Retail - salon	Retail	8	1,100	\$60,000
49	C-Fit Studio	Service - fitness studio	Retail	3	3,000	\$15,000
50	Aaron's	Retail - home goods	Retail	6	6,400	\$10,000
51	Madigan's Restaurant	Retail - food services	Retail	3	2,400	\$100,000
52	Nannie Home Health	Medical - patient services	Medical	3	2,000	\$20,000
53	Cordially Invited	Retail - stationery supplies	Retail	3	2,400	\$30,000
54	Davenport & Company	Office - financial	Office & Administration	5	1,000	\$30,000
55	N'Dulge Eclectic Soul Cuisine	Retail - food services	Retail	4	2,000	\$20,000
56	Nuts for Wildlife	Food processing - animal feed	Food & Beverage Processing	20	50,000	\$600,000
57	Serendipity Hair Salon	Retail - salon	Retail	5	5,000	\$10,000
58	Monarch Bank	Retail - banking	Retail	6	5,500	\$42,635
59	New Day Office Furnishings	Office - supplies	Office & Administration	13	4,650	\$100,000
<b>Total New Businesses</b>				<b>1,757</b>	<b>550,849</b>	<b>\$62,297,635</b>
<b>Grand Total</b>				<b>1,957</b>	<b>1,026,542</b>	<b>\$94,371,598</b>

## Growth by Target Industries:

### New Jobs



### Square Footage



### Investment



## More reasons to celebrate



### TowneBank

A ribbon cutting ceremony in October marked the

official opening of TowneBank's new 45,000-square-foot Operations Center, along with the dedication of Towne University, the company's 16,000-square-foot education facility. Towne University provides a conference-style venue for seminars and meetings, and classroom training for its 1,500 bank employees.



### Ace Hardware

Ace Hardware celebrated the grand opening of its new redistribution

center with a ribbon cutting in July. Located in CenterPoint Intermodal Center, Ace Hardware Redistribution Center is 336,960 square feet and can manage up to \$40 million in goods.



### NEXCOM

Navy Exchange Service Command (NEXCOM) celebrated the

opening of their 350,000-square-foot distribution center with a ribbon cutting. The facility consolidates freight and distribute goods to 152 Navy Exchange and Marine Corps outlets in the mid-Atlantic and other regions.

The cover mosaic image of "Teamwork in Suffolk" was generated using AndreaMosaic, created by Andrea Denzier at AndreaPlanet.com.

## Teamwork reaps awards

### Top ten in jobs

CNN Money announced that Suffolk was #9 in their annual 2012 "Where the jobs are" listing. Suffolk was selected based on an astonishing job growth rate of 43% from 2000 to 2011. Superlatives mentioned that helped move Suffolk into the top 10 on the list included proximity to the Port of Virginia, a variety of businesses including manufacturing and warehousing, growing retail and quality of life.



### 100 Best Small Cities

Suffolk is rated one of "America's 100 Best Small Cities" by *CNN Money* magazine. *CNN Money* rates these cities on strong job opportunities, great schools, low crime, low taxes, quality health care and a true sense of community.

### SEDC Award

The Southern Economic Development Council (SEDC) has awarded the City of Suffolk, Suffolk Department of Economic Development an Award of Merit in the annual SEDC Communication Awards competition. The awards recognize and showcase the leading marketing work done by economic development professionals throughout the South. Suffolk's winning entry was the 2011 Economic Activity Report "Surging Ahead" which showcased 47 new and expanding businesses, 908 jobs created and \$103 million in new capital investment. SEDC President

Gene Stinson presented the award and stated, "Suffolk was one of the organizations that hit the mark this year with its campaign that not only showed creativity, but solid messaging and effectiveness at reaching its target audience."

The Suffolk Economic Development team from left to right: Jennifer Schmack, Gregory Byrd, Terry Smith, Kevin Hughes and Deanna Holt.

### Suffolk Tourism wins three statewide awards

The Suffolk Division of Tourism received top honors at the Virginia Association of Convention and Visitors Bureaus (VACVB) in May. For the fourth consecutive year VACVB presented the VIRGO Travel and Tourism Awards paying tribute to individuals, groups,



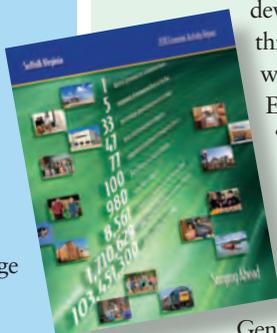
businesses and destination marketing organizations that significantly contribute to Virginia's economy through

tourism promotion and development. The Suffolk Division of Tourism received the VIRGO Award for Best Visitor Center for the repurposed Nansemond County Courthouse and newly constructed event Pavilion; Best Eco-Tourism Initiative for the 10th Annual Suffolk Swamp Roar Motorcycle Rally that raises awareness of the Great Dismal Swamp National Wildlife Refuge; and Best Heritage Tourism Initiative for the "Legends of Main Street: A Suffolk Ghost Walk" as a dynamic,



low-cost way to cultivate an interest in Suffolk's history and heritage while generating tourism revenue. An additional VIRGO was awarded,

in partnership with Coastal Virginia Tourism Alliance along with Suffolk's regional neighbors, for Best Regional Marketing Initiative.

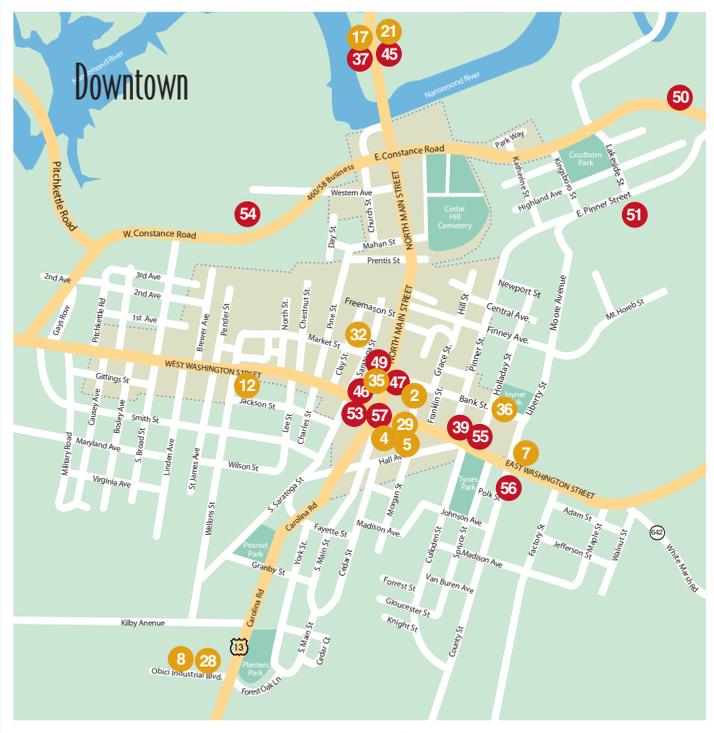


# Find yourself in good company

## Map Key:

- New Business
- Expanding Business

See pages 12 and 13 for listings



# City of Suffolk

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



# YesSuffolk.com

*It's a good time to be in Suffolk*