



VIRGINIA'S
HAMPTON
ROADS
ECONOMIC DEVELOPMENT ALLIANCE

“Achieving More Together”
2007-2011
Campaign Close-Out Report

SUBMITTED BY:
RESOURCE DEVELOPMENT GROUP
MARCH 2007

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CAMPAIGN OVERVIEW

| | <u>Five-Year Commitments</u> | <u>Campaign Goal</u> | <u>Status</u> |
|-------------------------|----------------------------------|--------------------------|---------------|
| 155 Committed Investors | \$6,728,175 | \$7,500,000 | 91% |
| | <u>Five-Year Requests</u> | | |
| 18 Pending Accounts | \$825,000 | | |

Of the remaining 18 Pending Accounts:

- 12 are previous Alliance investors - \$505,000 in five-year requests
- 6 are new potential investors - \$320,000 in five year requests

Of the 155 Committed Investors:

- 19 are new program investors 12%
- 37 renewing investors increased their investment 24%
- 74 renewing investors pledged the same amount 48%
- 25 renewing investors decreased their pledge amount 16%

51 campaign prospects declined to invest

- 11 were previous Alliance investors – representing \$167,500/ 5 years
- 40 were new potential investors

68 campaign prospects declined an appointment

- 12 were previous Alliance Investors – representing \$72,500/ 5 years

65 campaign prospects were contacted but we were unable to schedule

A total of 224 solicitation calls were conducted

- 155 committed 69%
- 18 pending 8%
- 51 declined investment 23%
- 133 unable to schedule/declined investment

COMMITTED INVESTORS - INDUSTRY SECTORS

| | 2002 - 2006 | 2007 - 2011 | |
|----------------------------------|------------------|------------------|--------------|
| | INVESTMENT | PLEDGE | |
| Accounting | 2.3% | 2.3% | |
| Cherry, Bekaert and Holland, LLP | \$25,000 | \$37,500 | |
| Goodman & Company | \$35,000 | \$37,500 | |
| KPMG LLP | \$35,000 | \$36,500 | |
| Witt Mares | \$25,000 | \$25,000 | |
| McPhillips, Roberts & Deans, PLC | <u>\$25,000</u> | <u>\$25,000</u> | |
| | \$145,000 | \$161,500 | 12% Increase |
| Agricultural | <1% | <1% | |
| Birdsong Peanuts | <u>\$20,000</u> | <u>\$20,000</u> | |
| | \$20,000 | \$20,000 | 0% Increase |
| Architects/Engineers | 3% | 3.4% | |
| Woolpert Inc. | \$25,000 | \$25,000 | |
| CMSS Architects, P.C. | \$25,000 | \$25,000 | |
| Clark Nexsen, P.C. | \$25,000 | \$25,000 | |
| LandMark Design Group | \$30,000 | \$25,000 | |
| MSA, P.C. | \$25,000 | \$25,000 | |
| MMM Design Group | \$0 | \$25,000* | |
| ECCT LLP | \$0 | \$25,000* | |
| McKinney and Company | \$12,500 | \$12,500 | |
| HBA Architecture & Engineering | \$12,500 | \$12,500 | |
| Cox, Kliewer & Company, PC | \$0 | \$12,500* | |
| Kimley-Horn and Associates Inc | \$0 | \$7,500 | |
| Engineering Services, Inc. | <u>\$12,500</u> | <u>\$7,500</u> | |
| | \$167,500 | \$227,500 | 35% Increase |

* = Investors joined the Alliance in the last 2-3 years.

| Attorneys | 6% | 5.7% | |
|--------------------------------------|------------------|------------------|--------------|
| Kaufman & Canoles, PC | \$75,000 | \$75,000 | |
| Willcox & Savage | \$60,000 | \$75,000 | |
| Vandeventer Black LLP | \$80,000 | \$75,000 | |
| Troutman Sanders LLP | \$35,000 | \$50,000 | |
| Williams Mullen | \$50,000 | \$50,000 | |
| Hunton & Williams | \$25,000 | \$25,000 | |
| McGuireWoods, LLP | \$25,000 | \$25,000 | |
| Patten, Wornom, Hatten & Diamonstein | <u>\$0</u> | <u>\$12,500</u> | |
| | \$350,000 | \$387,500 | 11% Increase |

| Automotive | 2.6% | 2% | |
|---------------------------------------|------------------|------------------|--------------|
| Checkered Flag Motor Car Company | \$25,000 | \$25,000 | |
| Casey Auto Group | \$0 | \$25,000 | |
| The Pomoco Group, Inc. | \$16,000 | \$25,000 | |
| Hampton Motor Corp | \$0 | \$12,500 | |
| Hall Automotive | \$12,500 | \$12,500 | |
| Suttle Motor Corporation | \$5,000 | \$5,000 | |
| R K Chevrolet-Buick | \$12,500 | \$0 | |
| Priority Chevrolet - Priority Toyota | \$12,500 | \$0 | |
| Freedom Automotive | \$25,000 | \$0 | |
| Beach Ford, Inc. | \$25,000 | \$0 | |
| Southern Hospitality Automotive Group | \$25,000 | \$0 | |
| | \$158,500 | \$105,000 | 33% Decrease |

| Banking | 26% | 26% | |
|------------------------------------|------------|------------|--|
| SunTrust Bank | \$450,000 | \$525,000 | |
| Wachovia Bank, NA | \$375,000 | \$500,000 | |
| Bank of America | \$350,000 | \$350,000 | |
| TowneBank | \$25,000 | \$250,000 | |
| BB&T | \$200,000 | \$200,000 | |
| RBC Centura | \$50,000 | \$75,000 | |
| Langley Federal Credit Union | \$25,000 | \$50,000 | |
| 1st Advantage Federal Credit Union | \$5,000 | \$25,000 | |
| Monarch Bank | \$0 | \$25,000 | |

Banking (cont.)

| | | | |
|---------------------------------|--------------------|--------------------|--------------|
| ABNB Federal Credit Union | \$25,000 | \$25,000 | |
| Old Point Financial Corporation | \$12,500 | \$25,000 | |
| Resource Bank | \$12,500 | \$15,000 | |
| Bank of Hampton Roads | \$0 | \$12,500 | |
| Farmers Bank | \$12,500 | \$0 | |
| Citizens and Farmers Bank | \$7,500 | \$0 | |
| Virginia Company Bank | <u>\$5,000</u> | <u>\$0</u> | |
| | \$1,555,000 | \$1,757,500 | 13% Increase |

Business Services

| | 1% | <1% | |
|----------------------------|-----------------|-----------------|--------------|
| HSBC-North America | \$25,000 | \$25,000 | |
| Trilogy Design Group, Inc. | \$0 | \$12,500* | |
| AmeriComm | \$25,000 | \$0 | |
| Wood Vending Services | <u>\$12,500</u> | <u>\$0</u> | |
| | \$62,500 | \$37,500 | 33% Decrease |

Communications

| | 4% | 3% | |
|--------------------------------|------------------|------------------|-------------|
| Cox Communications | \$100,000 | \$125,000 | |
| Verizon Communications | \$110,000 | \$75,000 | |
| TCi Business Telephone Systems | \$0 | \$25,000* | |
| Continental VisiNet Broadband | \$5,000 | \$0 | |
| Cingular Wireless | <u>\$25,000</u> | <u>\$0</u> | |
| | \$240,000 | \$225,000 | 7% Decrease |

Construction Supply

| | <1% | <1% | |
|--------------------------------|-----------------|-----------------|--------------|
| Titan America LLC | \$25,000 | \$25,000 | |
| Chesapeake Masonry Corporation | <u>\$7,500</u> | <u>\$0</u> | |
| | \$32,500 | \$25,000 | 23% Decrease |

| Contractors / General | 7% | 5.3% | |
|--|------------------|------------------|--------------|
| W. M. Jordan Company, Inc. | \$55,000 | \$50,000 | |
| MEB General Contractors | \$40,000 | \$50,000 | |
| Clancy & Theys Construction | \$30,000 | \$50,000 | |
| McKenzie Construction Company | \$25,000 | \$25,000 | |
| The Whiting-Turner Contracting Company | \$0 | \$25,000 | |
| Hudgins Contracting Corporation | \$5,000 | \$25,000 | |
| VIRTEXCO Corporation | \$15,000 | \$25,000 | |
| Henderson, Inc. | \$0 | \$25,000 | |
| Pembroke Enterprises, Inc. | \$15,000 | \$15,000 | |
| Challenge Constructors, Inc. | \$12,500 | \$12,500 | |
| RGI General Contractors | \$12,500 | \$12,500 | |
| Gray Construction | \$0 | \$12,500 | |
| C. W. Brinkley, Inc. | \$12,500 | \$12,500 | |
| Hoy Construction, Inc. | \$25,000 | \$12,500 | |
| Compo Construction Company | \$0 | \$12,500* | |
| Jack L. Massie Contractor, Inc. | \$5,000 | \$0 | |
| S. B. Ballard Construction | \$50,000 | \$0 | |
| Hourigan Construction Corp. | \$25,000 | \$0 | |
| Armada Hoffler | \$75,000 | \$0 | |
| Ritchie-Curbow Construction Company, Inc | <u>\$5,000</u> | <u>\$0</u> | |
| | \$407,500 | \$365,000 | 10% Decrease |
| Contractors / Specialty | <1% | <1% | |
| Damuth Trane | \$25,000 | \$25,000 | |
| Warwick Plumbing & Heating Corporation | <u>\$15,000</u> | <u>\$15,000</u> | |
| | \$40,000 | \$40,000 | 0% Increase |
| Distributors | 1.4% | <1% | |
| Atlantic Dominion Distributors | \$30,000 | \$30,000 | |
| PAPCO Oil Company | \$12,500 | \$12,500 | |
| Evans Distribution Systems | \$0 | \$12,500* | |
| Wal-Mart Import Distribution Center | \$5,000 | \$5,000 | |
| SYSCO Food Services of Hampton Roads, Inc. | <u>\$25,000</u> | <u>\$0</u> | |
| | \$72,500 | \$60,000 | 17% Decrease |

| Education | 2.3% | 2.2% | |
|---|------------------|------------------|--------------|
| Tidewater Community College | \$50,000 | \$50,000 | |
| Regent University | \$25,000 | \$25,000 | |
| Old Dominion University | \$25,000 | \$25,000 | |
| ECPI College of Technology | \$25,000 | \$25,000 | |
| Thomas Nelson Community College | \$5,000 | \$12,500 | |
| Virginia Wesleyan College | <u>\$12,500</u> | <u>\$12,500</u> | |
| | \$142,500 | \$150,000 | 5% Increase |
| Employment Agencies | <1% | <1% | |
| Snelling Personnel Services | \$12,500 | \$12,500 | |
| Don Richard Associates, Inc. | \$12,500 | \$12,500 | |
| The Lee Group | \$5,000 | \$0 | |
| Kelly Engineering Resources | <u>\$5,000</u> | <u>\$0</u> | |
| | \$35,000 | \$25,000 | 29% Decrease |
| Health Care | 5% | 6% | |
| Sentara Healthcare | \$150,000 | \$150,000 | |
| Riverside Regional Medical Center | \$50,000 | \$100,000 | |
| Children's Hospital of The King's Daughters | \$50,000 | \$50,000 | |
| Chesapeake General Hospital | \$25,000 | \$37,500 | |
| Bon Secours Health System | <u>\$50,000</u> | <u>\$50,000</u> | |
| | \$275,000 | \$387,500 | 41% Increase |
| Home Builders | <1% | <1% | |
| Dragas Companies, The | \$12,500 | \$15,000 | |
| Franciscus | <u>\$0</u> | <u>\$1,000</u> | |
| | \$12,500 | \$16,000 | 28% Increase |
| Hospitality | 1% | <1% | |
| Norfolk Waterside Marriott | \$0 | \$25,000 | |
| Beck Company | \$5,000 | \$0 | |
| Radisson Hotel - Hampton | \$1,500 | \$0 | |
| Tidewater Hotels & Resorts | <u>\$50,000</u> | <u>\$0</u> | |
| | \$56,500 | \$25,000 | 56% Decrease |

| Insurance | 2% | 1.3% | |
|---|------------------|-----------------|--------------|
| Marsh USA, Inc. | \$25,000 | \$25,000 | |
| The USAA Foundation, A Charitable Trust | \$25,000 | \$25,000 | |
| Anthem Blue Cross and Blue Shield | \$50,000 | \$25,000 | |
| GEICO Direct | \$0 | \$15,000 | |
| EDS | \$25,000 | \$0 | |
| C. D. West and Company | <u>\$5,000</u> | <u>\$0</u> | |
| | \$130,000 | \$90,000 | 30% Decrease |

| Investment Firms | 1% | 1.2% | |
|--------------------------|-----------------|-----------------|--------------|
| Capital Group Companies | \$25,000 | \$37,500 | |
| Wachovia Securities | \$5,000 | \$25,000 | |
| Summit Group of Virginia | <u>\$30,000</u> | <u>\$25,000</u> | |
| | \$60,000 | \$87,500 | 46% Increase |

| Leisure/Travel | <1% | <1% | |
|---------------------------|-----------------|-----------------|---------------|
| AAA of Tidewater Virginia | \$0 | \$25,000 | |
| CI Travel | <u>\$12,500</u> | <u>\$25,000</u> | |
| | \$12,500 | \$50,000 | 400% Increase |

| Manufacturing | 2.4% | 1.9% | |
|-------------------------------|------------------|------------------|-------------|
| Ferguson Enterprises, Inc. | \$50,000 | \$50,000 | |
| ALPAK Container Corporation | \$25,000 | \$25,000 | |
| Sara Lee Foodservice | \$25,000 | \$25,000 | |
| Mitsubishi Chemical USA, Inc. | \$20,000 | \$20,000 | |
| Wärtsilä Lips, Inc. | \$12,500 | \$12,500 | |
| Anheuser Busch | <u>\$12,500</u> | <u>\$0</u> | |
| | \$145,000 | \$132,500 | 9% Decrease |

| Maritime | 1.6% | 3.2% | |
|-------------------------------|-------------|-------------|--|
| Virginia Port Authority | \$0 | \$100,000 | |
| MAERSK Line, Limited | \$25,000 | \$30,000 | |
| ALPAK Container Corporation | \$25,000 | \$25,000 | |
| Northrop Grumman Newport News | \$0 | \$25,000 | |
| Dominion Terminal Associates | \$5,000 | \$15,000 | |

Maritime (cont.)

| | | | |
|---|-----------------|------------------|---------------|
| D. D. Jones, Inc. | \$17,500 | \$12,500 | |
| Givens Inc. | \$12,500 | \$12,500 | |
| Zim American Integrated Shipping Services | <u>\$12,500</u> | <u>\$0</u> | |
| | \$97,500 | \$220,000 | 125% Increase |

Media

| | | | |
|-------------------------------|------------------|------------------|--------------|
| | 11.4% | 9.1% | |
| Virginian-Pilot, The | \$500,000 | \$500,000 | |
| WVEC Television, Inc. | \$25,000 | \$25,000 | |
| Inside Business | \$42,500 | \$25,000 | |
| WTKR-TV | \$25,000 | \$25,000 | |
| WAVY-TV 10 and Fox 43 WVBT-TV | \$50,000 | \$25,000 | |
| The Daily Press, Inc. | \$25,000 | \$21,000 | |
| New Dominion Pictures | \$25,000 | \$0 | |
| Darden Publishing | <u>\$1,000</u> | <u>\$0</u> | |
| | \$693,500 | \$621,000 | 10% Decrease |

Miscellaneous

| | | | |
|---------------------------------------|-----------------|-----------------|--------------|
| | <1% | <1% | |
| Brand Fuel Promotions | \$0 | \$12,500* | |
| Southeastern Public Service Authority | <u>\$15,625</u> | <u>\$0</u> | |
| | \$15,625 | \$12,500 | 20% Decrease |

Real Estate

| | | | |
|--------------------------------|-----------------|------------------|--------------|
| | 1.5% | 2.1% | |
| The Runnymede Corporation | \$30,000 | \$40,000 | |
| Drucker & Falk | \$20,000 | \$25,000 | |
| Harbor Group International | \$25,000 | \$25,000 | |
| Great Atlantic Management, LLC | \$12,500 | \$25,000 | |
| Abbitt Management | \$0 | \$12,500 | |
| Harrison & Lear, Inc. | <u>\$5,000</u> | <u>\$12,500</u> | |
| | \$92,500 | \$140,000 | 51% Increase |

Real Estate (Developers)

| | | | |
|------------------------------------|-------------|-------------|--|
| | 2.7% | 1.9% | |
| Ellis-Gibson Development Group | \$37,500 | \$25,000 | |
| Liberty Property Trust | \$25,000 | \$25,000 | |
| Continental Properties Corporation | \$17,500 | \$25,000 | |

| | | | |
|---------------------------------|------------------|------------------|--------------|
| Robert Brown & Associates, Inc. | \$18,450 | \$25,000 | |
| Dragas Companies, The | \$12,500 | \$15,000 | |
| Hudson Enterprises | \$0 | \$12,500 | |
| Gee's Group | \$12,500 | \$2,500 | |
| Hamner Development Company | \$7,500 | \$2,500 | |
| The Commonwealth Company | \$5,000 | \$0 | |
| Craig Davis Properties | \$5,000 | \$0 | |
| Busch Properties Inc. | <u>\$25,000</u> | <u>\$0</u> | |
| | \$165,900 | \$132,500 | 20% Decrease |

Real Estate (Realtors)

| | 4.4% | 3.6% | |
|---|------------------|------------------|-------------|
| William E. Wood & Associates, Realtors | \$35,000 | \$50,000 | |
| GVA Advantis | \$35,000 | \$40,000 | |
| CB Richard Ellis of Virginia | \$25,000 | \$25,000 | |
| NAI Harvey Lindsay Commercial Real Estate | \$25,000 | \$25,000 | |
| Greg Garrett Realty | \$10,000 | \$25,000 | |
| S. L. Nusbaum Realty Co. | \$25,000 | \$25,000 | |
| ReMax - The Will Carder Real Estate Team | \$0 | \$25,000* | |
| Long & Foster Real Estate, Inc. | \$0 | \$25,000* | |
| Thalhimer/Cushman & Wakefield | \$12,500 | \$12,500 | |
| Prudential McCardle Realty | \$5,000 | \$5,000 | |
| Divaris Real Estate | \$15,000 | \$0 | |
| Nancy Chandler Associates | \$12,500 | \$2,500 | |
| Rose & Womble Realty Company | \$30,000 | \$0 | |
| Mid-Atlantic Commercial Realty | \$5,000 | \$0 | |
| John Yancey Companies | <u>\$5,000</u> | <u>\$0</u> | |
| | \$240,000 | \$260,000 | 9% Increase |

Retail

| | 2.9% | 1.1% | |
|---------------------------------------|------------------|-----------------|--------------|
| Farm Fresh Supermarkets | \$50,000 | \$50,000 | |
| MacArthur Center | \$25,000 | \$25,000 | |
| Mall Properties, Inc. (Coliseum Mall) | \$50,000 | \$1,000 | |
| Dollar Tree Stores, Inc. | \$50,000 | \$0 | |
| Warwick Shopping Center | <u>\$5,000</u> | <u>\$0</u> | |
| | \$180,000 | \$76,000 | 58% Decrease |

| | | | |
|----------------------------------|--------------------|--------------------|---------------------|
| Technology | 1.9% | <1% | |
| KITCO Fiber Optics | \$25,000 | \$25,000 | |
| Electronic Systems, Inc. | \$37,500 | \$25,000 | |
| Actcom Inc. | \$25,000 | \$10,000 | |
| ZEL Technologies, Inc. | \$5,000 | \$5,000 | |
| Keane, Inc. | <u>\$25,000</u> | <u>\$0</u> | |
| | \$117,500 | \$65,000 | 45% Decrease |
| Transportation | 3.5% | 3.8% | |
| Norfolk Southern Corporation | \$100,000 | \$150,000 | |
| Norfolk Airport Authority | \$108,675 | \$108,675 | |
| Hampton Roads Transit | <u>\$5,000</u> | <u>\$0</u> | |
| | \$213,675 | \$258,675 | 21% Increase |
| Utilities | 2.1% | 4.8% | |
| Dominion Virginia Power | \$50,000 | \$200,000 | |
| Virginia Natural Gas, Inc. | \$57,500 | \$100,000 | |
| Columbia Gas of Virginia | <u>\$25,000</u> | <u>\$25,000</u> | |
| | \$132,500 | \$325,000 | 145% Increase |
| Warehousing | <1% | <1% | |
| Commonwealth Storage Corporation | <u>\$12,500</u> | <u>\$5,000</u> | |
| | \$12,500 | \$5,000 | 60% Decrease |
| | \$6,100,000 | \$6,728,175 | 10% Increase |

COMMITTED INVESTORS - ALPHABETICAL

| <u>Organization</u> | <u>Contact Name</u> | <u>Five-Year Pledge</u> |
|---|------------------------------|--------------------------------|
| 1st Advantage Federal Credit Union | Adrian Casey Duplantier, Jr. | \$25,000 |
| AAA of Tidewater Virginia | Carol Ormond | \$25,000 |
| Abbitt Management | Charles Wornom | \$12,500 |
| ABNB Federal Credit Union | Carl Ratcliff | \$25,000 |
| Actcom Inc. | Jon Paradis | \$10,000 |
| ALPAK Container Corporation | Gary Pirko | \$25,000 |
| Anthem Blue Cross and Blue Shield | Matthew Manock | \$25,000 |
| Atlantic Dominion Distributors | Robin Ray | \$30,000 |
| Bank of America | Charles Henderson | \$350,000 |
| Bank of Hampton Roads | Jack W. Gibson | \$12,500 |
| BB&T | Robert Boyd | \$200,000 |
| Birdsong Peanuts | George Birdsong | \$20,000 |
| Bon Secours Hampton Roads Health System | Richard Hanson | \$50,000 |
| Brand Fuel Promotions | Robert Fiveash | \$10,000 |
| C. W. Brinkley, Inc. | Mark Brinkley | \$12,500 |
| Capital Group Companies | Diane Sawyer | \$37,500 |
| Casey Auto Group | Art Casey | \$25,000 |
| CB Richard Ellis of Virginia | Scott Adams | \$25,000 |
| Challenge Constructors, Inc. | John R. Oliphant | \$12,500 |
| Checkered Flag Motor Car Company | Edward Snyder | \$25,000 |
| Cherry, Bekaert and Holland, LLP | Kurt Taves, CPA CVA | \$37,500 |
| Chesapeake General Hospital | Christopher Mosley | \$37,500 |
| Children's Hospital of The King's Daughters | James Dahling | \$50,000 |
| CI Travel | Tom Mountjoy | \$25,000 |
| Clancy & Theys Construction | James Tollenaere | \$50,000 |
| Clark Nexsen, P.C. | Kenneth Stepka | \$25,000 |
| CMSS Architects, P.C. | Burrell Saunders | \$25,000 |
| Columbia Gas of Virginia | Carl Levander | \$25,000 |
| Commonwealth Storage Corporation | John Sims | \$5,000 |
| Compo Construction Company | Kevin Long | \$5,000 |
| Continental Properties Corporation | Donald Perry | \$25,000 |
| Cox Communications | Franklin Bowers | \$125,000 |

| | | |
|--------------------------------|--------------------|-----------|
| Cox, Kliewer & Company, PC | Jerry Cox | \$7,500 |
| D. D. Jones, Inc. | Robert Jones | \$12,500 |
| Damuth Trane | Clinton Damuth | \$25,000 |
| Divaris Real Estate | Gerald Divaris | \$2,500 |
| Dominion Terminal Associates | Charles Brinley | \$15,000 |
| Dominion Virginia Power | Max Bartholomew | \$200,000 |
| Don Richard Associates, Inc. | Charles Greene | \$12,500 |
| Dragas Companies, The | Helen Dragas | \$15,000 |
| Drucker & Falk | Wendy Drucker | \$25,000 |
| ECCT LLP | Michael Gurcke | \$15,000 |
| ECPI College of Technology | Mark Dreyfus | \$25,000 |
| Electronic Systems, Inc. | Daniel Cooper | \$25,000 |
| Ellis-Gibson Development Group | Doulgas Ellis | \$25,000 |
| Engineering Services, Inc. | Walton Burkheimer | \$7,500 |
| Evans Distribution Systems | Leslie Ajlouny | \$5,000 |
| Farm Fresh Supermarkets | Ronald Dennis | \$50,000 |
| Ferguson Enterprises, Inc. | Chip Hornsby | \$50,000 |
| Franciscus | Frank Spadea | \$1,000 |
| Gee's Group | Michael Gianascoli | \$2,500 |
| GEICO Direct | Joseph R. Thomas | \$15,000 |
| Givens Inc. | Keith Helton | \$12,500 |
| Goodman & Company | Thomas Wilson | \$37,500 |
| Gray Construction | Leslie Jones | \$12,500 |
| Great Atlantic Management, LLC | Aubrey Layne | \$25,000 |
| Greg Garrett Realty | Greg Garrett | \$25,000 |
| GVA Advantis | Deborah Stearns | \$40,000 |
| Hall Automotive | Thaddeus Nowak | \$12,500 |
| Hamner Development Company | William Hamner | \$2,500 |
| Hampton Motor Corp | Lewis Wood | \$12,500 |
| Harbor Group International | Jordan Slone | \$25,000 |
| Harrison & Lear, Inc. | Robert Sherman | \$12,500 |
| HBA Architecture & Engineering | Bruce Pritchard | \$12,500 |
| Henderson, Inc. | Rick Logan | \$25,000 |
| Hoy Construction, Inc. | James Craig | \$12,500 |
| HSBC-North America | Susan Mollura | \$25,000 |

| | | |
|---|------------------|-----------|
| Hudgins Contracting Corporation | Lester Hudgins | \$25,000 |
| Hudson Enterprises | Ernie Hudson | \$12,500 |
| Hunton & Williams | Gregory Stillman | \$25,000 |
| Inside Business | Mike Herron | \$25,000 |
| Kaufman & Canoles, PC | Vince Mastracco | \$75,000 |
| Kimley-Horn and Associates Inc | Jack Bagby | \$7,500 |
| KITCO Fiber Optics | Shep Miller | \$25,000 |
| KPMG LLP | Stephen Evans | \$36,500 |
| LandMark Design Group | Larry Barry | \$25,000 |
| Langley Federal Credit Union | Jean Yokum | \$50,000 |
| Liberty Property Trust | Craig Cope | \$25,000 |
| Liebherr | Joachim Janka | \$10,000 |
| Long & Foster Real Estate, Inc. | Ron Pearman | \$15,000 |
| MacArthur Center | James Wofford | \$25,000 |
| MAERSK Line, Limited | John F. Reinhart | \$30,000 |
| Mall Properties, Inc. (Coliseum Mall) | Raymond Tripp | \$1,000 |
| Marsh USA, Inc. | Corinne Glass | \$25,000 |
| McGuireWoods, LLP | John Padgett | \$25,000 |
| McKenzie Construction Company | Bob McKenzie | \$25,000 |
| McKinney and Company | Franklyn Wilson | \$12,500 |
| McPhillips, Roberts & Deans, PLC | Edward Amorosso | \$25,000 |
| MEB General Contractors | Tom Atherton | \$50,000 |
| Mitsubishi Chemical USA, Inc. | John Canfield | \$20,000 |
| MMM Design Group | Thomas Herbert | \$20,000 |
| Monarch Bank | Neal Crawford | \$25,000 |
| MSA, P.C. | Robert Miller | \$25,000 |
| NAI Harvey Lindsay Commercial Real Estate | Michael McCabe | \$25,000 |
| Nancy Chandler Associates | Lisa Chandler | \$2,500 |
| Norfolk Airport Authority | Kenneth R. Scott | \$108,675 |
| Norfolk Southern Corporation | F. Blair Wimbush | \$150,000 |
| Norfolk Waterside Marriott | Terry Hitt | \$25,000 |
| Northrop Grumman Newport News | Bill Ermatinger | \$25,000 |
| Old Dominion University | Roseann Runte | \$25,000 |
| Old Point Financial Corporation | Robert Shuford | \$25,000 |
| PAPCO Oil Company | John Malbon | \$12,500 |

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| Patten, Wornom, Hatten & Diamonstein | Robert Hatten | \$12,500 |
| Pembroke Enterprises, Inc. | Frederick Napolitano | \$15,000 |
| Prudential McCardle Realty | Kimber Smith | \$5,000 |
| RBC Centura | William Newell | \$75,000 |
| Regent University | Lowell Morse | \$25,000 |
| ReMax - The Will Carder Real Estate Team | Gregory Chaplain | \$20,000 |
| Resource Bank | Ted Grell, Jr. | \$15,000 |
| RGI General Contractors | Garrick Blount | \$12,500 |
| Riverside Regional Medical Center | Richard J. Pearce | \$100,000 |
| Robert Brown & Associates, Inc. | Robert Brown | \$25,000 |
| S. L. Nusbaum Realty Co. | Miles Leon | \$25,000 |
| Sara Lee Foodservice | Gary Wright | \$25,000 |
| Sentara Healthcare | David Bernd | \$150,000 |
| Snelling Personnel Services | Sonja Paulk | \$12,500 |
| Summit Group of Virginia | Jeffrey Silverman | \$25,000 |
| SunTrust Bank | Jerome Clark | \$525,000 |
| Suttle Motor Corporation | Steven Suttle | \$5,000 |
| TCi Business Telephone Systems | Doug Shewbridge | \$15,000 |
| Thalhimer/Cushman & Wakefield | Edward A. Kimpel | \$12,500 |
| The Daily Press, Inc. | Ernest Gates | \$21,000 |
| The Pomoco Group, Inc. | Rick Gallaer | \$25,000 |
| The Runnymede Corporation | Michael Barrett | \$40,000 |
| The USAA Foundation, A Charitable Trust | Ron Racinowski | \$25,000 |
| The Ware Company | John Berquist | \$10,000 |
| The Whiting-Turner Contracting Company | John Berotti | \$25,000 |
| Thomas Nelson Community College | Charles Taylor | \$12,500 |
| Tidewater Community College | Deborah DiCroce | \$50,000 |
| Titan America LLC | Dan Osborne | \$25,000 |
| TowneBank | Robert Aston | \$250,000 |
| Trilogy Design Group, Inc. | Drew Fockler | \$10,000 |
| Troutman Sanders LLP | Thomas Lucas | \$50,000 |
| Vandeventer Black LLP | William E. Franczek | \$75,000 |
| Verizon Communications | Laura Barnes | \$75,000 |
| Virginia Natural Gas, Inc. | Hank Linginfelter | \$100,000 |
| Virginia Port Authority | Jeff Keever | \$100,000 |

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| Virginia Wesleyan College | William Greer | \$12,500 |
| Virginian-Pilot, The | Bruce Bradley | \$500,000 |
| VIRTEXCO Corporation | Michael Aliff | \$25,000 |
| W. M. Jordan Company, Inc. | John R. Lawson II | \$50,000 |
| Wachovia Bank, NA | John P. Matson | \$500,000 |
| Wachovia Securities | Richard Bagley | \$25,000 |
| Wal-Mart Import Distribution Center | Brien Craft | \$5,000 |
| Warwick Plumbing & Heating Corporation | Royden Goodson | \$15,000 |
| WAVY-TV 10 and Fox 43 WVBT-TV | Doug Davis | \$25,000 |
| Willcox & Savage | Hugh Patterson | \$75,000 |
| William E. Wood & Associates, Realtors | Richard Thurmond | \$50,000 |
| Williams Mullen | Thomas R. Frantz | \$50,000 |
| Witt Mares | Alan Witt | \$25,000 |
| Woolpert Inc. | John Ballard | \$25,000 |
| WTKR-TV | Frank Chebalo | \$25,000 |
| WVEC Television, Inc. | Lawrence Nicholson | \$25,000 |
| Wärtsilä Lips, Inc. | Douglas Fockler | \$12,500 |
| ZEL Technologies, Inc. | Charles Mitchell | <u>\$5,000</u> |
| Totals | | \$6,728,175 |

COMMITTED INVESTORS - DESCENDING

| <u>Organization</u> | <u>Contact Name</u> | Five-Year <u>Pledge</u> |
|---|----------------------------|------------------------------------|
| SunTrust Bank | Jerome Clark | \$525,000 |
| Virginian-Pilot, The | Bruce Bradley | \$500,000 |
| Wachovia Bank, NA | John P. Matson | \$500,000 |
| Bank of America | Charles Henderson | \$350,000 |
| TowneBank | Robert Aston | \$250,000 |
| BB&T | Robert Boyd | \$200,000 |
| Dominion Virginia Power | Max Bartholomew | \$200,000 |
| Sentara Healthcare | David Bernd | \$150,000 |
| Norfolk Southern Corporation | F. Blair Wimbush | \$150,000 |
| Cox Communications | Franklin Bowers | \$125,000 |
| Norfolk Airport Authority | Kenneth R. Scott | \$108,675 |
| Virginia Natural Gas, Inc. | Hank Linginfelter | \$100,000 |
| Riverside Regional Medical Center | Richard J. Pearce | \$100,000 |
| Virginia Port Authority | Jeff Keever | \$100,000 |
| Verizon Communications | Laura Barnes | \$75,000 |
| RBC Centura | William Newell | \$75,000 |
| Willcox & Savage | Hugh Patterson | \$75,000 |
| Kaufman & Canoles, PC | Vince Mastracco | \$75,000 |
| Vandeventer Black LLP | William E. Franczek | \$75,000 |
| Williams Mullen | Thomas R. Frantz | \$50,000 |
| Farm Fresh Supermarkets | Ronald Dennis | \$50,000 |
| Ferguson Enterprises, Inc. | Chip Hornsby | \$50,000 |
| Langley Federal Credit Union | Jean Yokum | \$50,000 |
| Tidewater Community College | Deborah DiCroce | \$50,000 |
| Bon Secours Hampton Roads Health System | Richard Hanson | \$50,000 |
| Children's Hospital of The King's Daughters | James Dahling | \$50,000 |
| W. M. Jordan Company, Inc. | John R. Lawson II | \$50,000 |
| Troutman Sanders LLP | Thomas Lucas | \$50,000 |
| Clancy & Theys Construction | James Tollenaere | \$50,000 |
| MEB General Contractors | Tom Atherton | \$50,000 |
| William E. Wood & Associates | Richard Thurmond | \$50,000 |
| GVA Advantis | Deborah Stearns | \$40,000 |

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|---|------------------------------|----------|
| The Runnymede Corporation | Michael Barrett | \$40,000 |
| Capital Group Companies | Diane Sawyer | \$37,500 |
| Cherry, Bekaert and Holland, LLP | Kurt Taves, CPA CVA | \$37,500 |
| Chesapeake General Hospital | Christopher Mosley | \$37,500 |
| Goodman & Company | Thomas Wilson | \$37,500 |
| KPMG LLP | Stephen Evans | \$36,500 |
| Atlantic Dominion Distributors | Robin Ray | \$30,000 |
| MAERSK Line, Limited | John F. Reinhart | \$30,000 |
| Wachovia Securities | Richard Bagley | \$25,000 |
| Greg Garrett Realty | Greg Garrett | \$25,000 |
| The USAA Foundation | Ron Racinowski | \$25,000 |
| Summit Group of Virginia | Jeffrey Silverman | \$25,000 |
| Drucker & Falk | Wendy Drucker | \$25,000 |
| Old Point Financial Corporation | Robert Shuford | \$25,000 |
| CMSS Architects, P.C. | Burrell Saunders | \$25,000 |
| Henderson, Inc. | Rick Logan | \$25,000 |
| Checkered Flag Motor Car Company | Edward Snyder | \$25,000 |
| Northrop Grumman Newport News | Bill Ermatinger | \$25,000 |
| MSA, P.C. | Robert Miller | \$25,000 |
| Marsh USA, Inc. | Corinne Glass | \$25,000 |
| 1st Advantage Federal Credit Union | Adrian Casey Duplantier, Jr. | \$25,000 |
| Witt Mares | Alan Witt | \$25,000 |
| LandMark Design Group | Larry Barry | \$25,000 |
| HSBC-North America | Susan Mollura | \$25,000 |
| Damuth Trane | Clinton Damuth | \$25,000 |
| Columbia Gas of Virginia | Carl Levander | \$25,000 |
| NAI Harvey Lindsay Commercial Real Estate | Michael McCabe | \$25,000 |
| McGuireWoods, LLP | John Padgett | \$25,000 |
| ABNB Federal Credit Union | Carl Ratcliff | \$25,000 |
| Woolpert Inc. | John Ballard | \$25,000 |
| Hudgins Contracting Corporation | Lester Hudgins | \$25,000 |
| ECPI College of Technology | Mark Dreyfus | \$25,000 |
| Robert Brown & Associates, Inc. | Robert Brown | \$25,000 |
| Monarch Bank | Neal Crawford | \$25,000 |
| McKenzie Construction Company | Bob McKenzie | \$25,000 |

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| WTKR-TV | Frank Chebalo | \$25,000 |
| Liberty Property Trust | Craig Cope | \$25,000 |
| Hunton & Williams | Gregory Stillman | \$25,000 |
| Titan America LLC | Dan Osborne | \$25,000 |
| Electronic Systems, Inc. | Daniel Cooper | \$25,000 |
| ALPAK Container Corporation | Gary Pirko | \$25,000 |
| WVEC Television, Inc. | Lawrence Nicholson | \$25,000 |
| WAVY-TV 10 and Fox 43 WVBT-TV | Doug Davis | \$25,000 |
| Inside Business | Mike Herron | \$25,000 |
| VIRTEXCO Corporation | Michael Aliff | \$25,000 |
| Harbor Group International | Jordan Slone | \$25,000 |
| Ellis-Gibson Development Group | Douglas Ellis | \$25,000 |
| S. L. Nusbaum Realty Co. | Miles Leon | \$25,000 |
| Continental Properties Corporation | Donald Perry | \$25,000 |
| CI Travel | Tom Mountjoy | \$25,000 |
| The Whiting-Turner Contracting Company | John Berotti | \$25,000 |
| McPhillips, Roberts & Deans, PLC | Edward Amorosso | \$25,000 |
| Anthem Blue Cross and Blue Shield | Matthew Manock | \$25,000 |
| MacArthur Center | James Wofford | \$25,000 |
| Sara Lee Foodservice | Gary Wright | \$25,000 |
| Regent University | Lowell Morse | \$25,000 |
| Norfolk Waterside Marriott | Terry Hitt | \$25,000 |
| Casey Auto Group | Art Casey | \$25,000 |
| CB Richard Ellis of Virginia | Scott Adams | \$25,000 |
| AAA of Tidewater Virginia | Carol Ormond | \$25,000 |
| KITCO Fiber Optics | Shep Miller | \$25,000 |
| Great Atlantic Management, LLC | Aubrey Layne | \$25,000 |
| The Pomoco Group, Inc. | Rick Gallaer | \$25,000 |
| Old Dominion University | Roseann Runte | \$25,000 |
| Clark Nexsen, P.C. | Kenneth Stepka | \$25,000 |
| The Daily Press, Inc. | Ernest Gates | \$21,000 |
| Birdsong Peanuts | George Birdsong | \$20,000 |
| MMM Design Group | Thomas Herbert | \$20,000 |
| ReMax - The Will Carder Real Estate Team | Gregory Chaplain | \$20,000 |
| Mitsubishi Chemical USA, Inc. | John Canfield | \$20,000 |

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| Resource Bank | Ted Grell, Jr. | \$15,000 |
| ECCT LLP | Michael Gurcke | \$15,000 |
| Pembroke Enterprises, Inc. | Frederick Napolitano | \$15,000 |
| Warwick Plumbing & Heating Corporation | Royden Goodson | \$15,000 |
| TCi Business Telephone Systems | Doug Shewbridge | \$15,000 |
| Dominion Terminal Associates | Charles Brinley | \$15,000 |
| GEICO Direct | Joseph R. Thomas | \$15,000 |
| Long & Foster Real Estate, Inc. | Ron Pearman | \$15,000 |
| Dragas Companies, The | Helen Dragas | \$15,000 |
| Patten, Wornom, Hatten & Diamonstein | Robert Hatten | \$12,500 |
| Hoy Construction, Inc. | James Craig | \$12,500 |
| D. D. Jones, Inc. | Robert Jones | \$12,500 |
| Thomas Nelson Community College | Charles Taylor | \$12,500 |
| RGI General Contractors | Garrick Blount | \$12,500 |
| PAPCO Oil Company | John Malbon | \$12,500 |
| Wärtsilä Lips, Inc. | Douglas Fockler | \$12,500 |
| Virginia Wesleyan College | William Greer | \$12,500 |
| Hall Automotive | Thaddeus Nowak | \$12,500 |
| Hudson Enterprises | Ernie Hudson | \$12,500 |
| Givens Inc. | Keith Helton | \$12,500 |
| Abbitt Management | Charles Wornom | \$12,500 |
| McKinney and Company | Franklyn Wilson | \$12,500 |
| Thalhimer/Cushman & Wakefield | Edward A. Kimpel | \$12,500 |
| C. W. Brinkley, Inc. | Mark Brinkley | \$12,500 |
| Harrison & Lear, Inc. | Robert Sherman | \$12,500 |
| Gray Construction | Leslie Jones | \$12,500 |
| Don Richard Associates, Inc. | Charles Greene | \$12,500 |
| Hampton Motor Corporation | Lewis Wood | \$12,500 |
| HBA Architecture & Engineering | Bruce Pritchard | \$12,500 |
| Snelling Personnel Services | Sonja Paulk | \$12,500 |
| Challenge Constructors, Inc. | John R. Oliphant | \$12,500 |
| Bank of Hampton Roads | Jack W. Gibson | \$12,500 |
| Actcom Inc. | Jon Paradis | \$10,000 |
| Liebherr | Joachim Janka | \$10,000 |
| Brand Fuel Promotions | Robert Fiveash | \$10,000 |

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| Trilogy Design Group, Inc. | Drew Fockler | \$10,000 |
| The Ware Company | John Berquist | \$10,000 |
| Kimley-Horn and Associates Inc | Jack Bagby | \$7,500 |
| Engineering Services, Inc. | Walton Burkheimer | \$7,500 |
| Cox, Kliewer & Company, PC | Jerry Cox | \$7,500 |
| Wal-Mart Import Distribution Center | Brien Craft | \$5,000 |
| Suttle Motor Corporation | Steven Suttle | \$5,000 |
| Commonwealth Storage Corporation | John Sims | \$5,000 |
| Prudential McCardle Realty | Kimber Smith | \$5,000 |
| Compo Construction Company | Kevin Long | \$5,000 |
| ZEL Technologies, Inc. | Charles Mitchell | \$5,000 |
| Evans Distribution Systems | Leslie Ajlouny | \$5,000 |
| Gee's Group | Michael Gianascoli | \$2,500 |
| Divaris Real Estate | Gerald Divaris | \$2,500 |
| Nancy Chandler Associates | Lisa Chandler | \$2,500 |
| Hamner Development Company | William Hamner | \$2,500 |
| Franciscus | Frank Spadea | \$1,000 |
| Mall Properties, Inc. (Coliseum Mall) | Raymond Tripp | <u>\$1,000</u> |
| Totals | | \$6,728,175 |

PENDING ACCOUNTS

| <u>Organization</u> | <u>Contact Name</u> | <u>Phone</u> | <u>Five-Year Request</u> |
|----------------------------------|---------------------|----------------|--------------------------|
| Smithfield Foods Inc | Larry Pope | (757) 365-3000 | \$150,000 |
| Dominion Enterprises* | Conrad Hall | (757) 640-4000 | \$125,000 |
| Armada Hoffler* | Kris Inderlied | (757) 366-4000 | \$75,000 |
| EDS* | Mark Little | (757) 361-4000 | \$50,000 |
| Stihl Inc | Ken Waldron | (757) 486-9305 | \$50,000 |
| S. B. Ballard Construction* | Stephen Ballard | (757) 440-5555 | \$50,000 |
| Tidewater Hotels & Resorts* | Thomas Lyons | (757) 425-5422 | \$50,000 |
| Rose & Womble Realty Company* | Jim Rose | (757) 340-6655 | \$30,000 |
| Citizens and Farmers Bank* | Vernard Lockwood | (757) 952-1671 | \$25,000 |
| Gateway Bank | Steven Layden | (757) 422-4055 | \$25,000 |
| Busch Properties Inc.* | Robin Carson | (757) 253-1703 | \$25,000 |
| Mid-Atlantic Commercial Realty* | Buddy Spencer | (757) 867-8777 | \$25,000 |
| Newport News Credit Union | Monte Crawl | (757) 928-8901 | \$25,000 |
| LTD Management Company | Shelley Smith | (757) 410-8920 | \$25,000 |
| Cingular Wireless* | Rick Anderson | (757) 852-2674 | \$25,000 |
| Lyll Design Architects | Raymond Lyall | (757) 622-6306 | \$25,000 |
| New Dominion Pictures* | John Barry | (757) 923-1300 | \$25,000 |
| Retail Alliance of Hampton Roads | Donald Porter | (757) 455-9338 | <u>\$20,000</u> |
| * = Previous Investor | | | \$825,000 |

Smithfield Foods, Inc. - Larry Pope (757) 365-3000

Chip and Dave Bernd made the call on Larry Pope on January 5th. Smithfield has not been a previous Alliance investor. I have asked Dave Bernd to contact Larry and encourage their participation.

Request: \$30,000 annually

Dominion Enterprises - Conrad Hall (757) 640-4000

Chip, Dave Bernd and Keith Norden met with Conrad Hall on November 15th. Dominion has been at the Board level of \$5,000 annually. I have asked Dave Bernd to follow up with Conrad Hall.

Request: \$25,000 annually

Armada Hoffler - Louis Haddad (757) 366-4000

Jones and Chip met with Lou Haddad, Tony Nero and Kris Inderlied on February 7th. Armada Hoffler has been an investor at the \$15,000 per year level.

Request: Renew at \$15,000 annually

EDS - Mark Little (757) 361-4000

Towers Perrin has been a Board level investor at the \$5,000/year level. We met with Mark in August of 2006 and with their merger last year, their decision about our funding request will be made in April.

Request: \$10,000 annually

Stihl, Inc. - Ken Waldron (757) 485-9305

Chip met with Peter Mueller in September and with Ken Waldron, V.P. of Marketing in January. Stihl has not been a previous Alliance supporter and Ken mentioned recently that they will make their funding decision in mid-March.

Request: \$10,000 annually

S.B. Ballard - Steve Ballard (757) 440-5555

We had a very difficult time scheduling a meeting with Steve. Chip sent the campaign materials to Steve and spoke with him by telephone in mid-February regarding their continued support. Steve would not indicate whether they will renew their financial support. We will definitely need leadership assistance to secure his ongoing involvement and financial support.

Request: Renew at \$10,000 annually

Tidewater Hotel & Resorts - Thomas Lyons (757) 425-5422

Chip met with Tom Lyons in August 2006. Tom was pleased with the work of the Alliance, but I have been unable to secure his commitment to renew his support. We need leadership help to contact Tom and encourage his continued financial support.

Request: \$10,000 annually (\$5,000 cash and \$5,000 of in-kind support in the form of complimentary sleeping rooms, meeting space, etc.)

Rose & Womble Realty - Jim Rose (757) 340-6655

Rose & Womble has been a Board level investor at the \$5,000 level per year. Chip met with Jim Rose on January 18th. Jim is viewing his investment in terms of what their return on investment has been or might be. He is reluctant to renew their support as in his view they have not seen any referrals from Alliance recruitment efforts.

Request: \$5,000 annually.

Citizens & Farmers Bank - Vern Lockwood (757) 952-1671

Chip met with Vern Lockwood on January 15th. C&F Bank has been a Peninsula investor at the \$1,500/year level. Chip will continue to follow up with Vern. Decision expected by mid-March.

Request: \$5,000 annually.

Gateway Bank - Steve Layden (757) 422-4055

Chip met with Steve Layden on January 12th and they are still considering our investment request. Gateway would be a new investor as they have not participated in the past. Leadership contact with Steve would prove helpful in encouraging their involvement.

Request: \$5,000 annually.

Busch Properties - Robin Carson (757) 253-1703

Jerry Clark is in contact with Robin regarding their continued financial support. Our funding request would include Busch Gardens, Busch Properties and the Busch Brewery.

Request: \$7,500 annually.

Mid-Atlantic Commercial - Buddy Spencer (757) 867-8777

Chip met with Buddy Spencer and Fred Paris on January 10th. Mid-Atlantic has been a Peninsula investor at the \$1,000 per year level. As a prominent real estate firm operating in the region, we have asked them to elevate their financial support. We will need leadership assistance to contact Buddy and encourage their financial commitment.

Request: \$5,000 annually.

Newport News Credit Union - Monte Crowl (757) 928-8901

We met with Monte in early November and recently learned that they intend to join the Alliance Investor team. They have not finalized their investment level yet, but their decision should be forthcoming this week. Chip will follow up with Monte.

Request: \$5,000 annually.

LTD Management - Kim Schlick (757) 409-9561

We received a verbal commitment that LTD will participate at the Board level of \$5,000 annually. We have not received their pledge form yet and Chip will continue to follow up with Kim to secure their completed pledge form.

Cingular Wireless - Rick Anderson (757) 852-2674

Cingular has been a Board level investor at the \$5,000 per year level. Our funding request is still pending due to senior management changes, which has delayed their decision making. Chip will continue to follow up with Rick.

Request: \$5,000 annually

Lyall Design Architects - Randy Lyall (757) 622-6306

Chip met with Randy in mid-November and he indicated that they would come aboard. Chip will follow up with Randy this week to secure their commitment.

Request: \$5,000 annually

New Dominion Pictures - John Barry (757) 923-1300

Chip met with John Barry in mid October – he is pleased with the Alliance and continues to be very supportive. New Dominion has been a Board level investor at the \$5,000 per year level. The company is experiencing current cash flow issues and their investment decision has been delayed. Bill Newell will continue to follow up with John to encourage their continued financial support.

Request: \$5,000 annually.

Retail Alliance - Donald Porter (757) 455-9338

We have submitted a foundation grant request to the Retail Alliance Foundation. We expect to receive their decision at their April Board meeting. Chip will continue to follow up with Don Porter.

Request: \$20,000 one time investment.

DECLINED INVESTMENT

| <u>Organization</u> | <u>Contact Name</u> | <u>Previous Investment</u> | <u>Five-Year Request</u> |
|--|----------------------------|-----------------------------------|---------------------------------|
| Dominion Realty Advisors | David Richards | \$0 | \$12,500 |
| Norfolk State University | Paul Shelton | \$0 | \$25,000 |
| Tri-Cities Beverage Corp | A. Jack Georgalas | \$0 | \$25,000 |
| Lillian Vernon Corp | Michael Muoio | \$0 | \$25,000 |
| Portfolio Recovery Associates | Steven Fredrickson | \$0 | \$12,500 |
| Amerigroup Corporation | Jeffrey McWaters | \$0 | \$100,000 |
| Earl Industries | Jerry Miller | \$0 | \$25,000 |
| Davenport & Co LLC | William R. Emerson | \$0 | \$25,000 |
| UBS Financial Services | Barry Pollara | \$0 | \$12,500 |
| Merrill Lynch, US Private Client Group | Dave Hogan | \$0 | \$25,000 |
| Northern Star Credit Union | Roger Early | \$0 | \$25,000 |
| Smith Barney | Rodney Lineberry | \$0 | \$25,000 |
| E.V. Williams | Thomas Partridge | \$0 | \$50,000 |
| Cooper Real Estate | Jeff Cooper | \$0 | \$12,500 |
| Mid-Atlantic Coca Cola Bottling | Kathy Haney | \$0 | \$25,000 |
| The Flagship Group | Chris G. Burns | \$0 | \$25,000 |
| ECS LLC - Mid Atlantic | T. Christopher Hahn | \$0 | \$25,000 |
| Branscome | Buddy League | \$0 | \$25,000 |
| Verizon Wireless | Elizabeth Fairchild | \$0 | \$50,000 |
| Wermers Development | Jeff Wermers | \$0 | \$12,500 |
| Ainsley-Widener | Bob Widener | \$0 | \$25,000 |
| Century Concrete, Inc. | Preston White | \$0 | \$25,000 |
| CMA CGM | Frank Baragona | \$0 | \$25,000 |
| Bay Chevrolet | Walter Wilkins | \$0 | \$25,000 |
| Huff Poole & Mahoney PC | Michael T. Sciancalepore | \$0 | \$25,000 |
| CH2M Hill | Glenn Rehberger | \$0 | \$25,000 |
| Canon Virginia, Inc. | N. Scott Millar | \$0 | \$25,000 |
| Hearndon Construction | Bill Darden | \$0 | \$12,500 |
| Sullivan, Andrews & Taylor PC | Gerald Sullivan | \$0 | \$12,500 |
| Jones, Blechman, Woltz & Kelly PC | Herbert Kelly | \$0 | \$25,000 |
| QVC, Inc. | Mike Barrett | \$0 | \$25,000 |
| Supreme Foods, Inc. | Michael Dilday | \$0 | \$25,000 |

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| Rountree Construction Co. | Wayne Rhodes | \$0 | \$12,500 |
| Old Dominion Freight Line | Jesse Horne | \$0 | \$25,000 |
| The Breeden Co | Jessica Simmermon | \$0 | \$25,000 |
| Tidewater SKANSKA | John Krovic | \$0 | \$25,000 |
| Lynnhaven Mall | John Westbrook | \$0 | \$12,500 |
| Patrick Henry Mall | Lou Kanzletter | \$0 | \$25,000 |
| Continental VisiNet Broadband | Paul Diemer | \$5,000 | \$12,500 |
| John Yancey Companies | Robert Yancey | \$5,000 | \$25,000 |
| Newport News-Williamsburg Intl. Airport | James Evans | \$5,000 | \$25,000 |
| Virginia Company Bank | Jon Nystrom | \$5,000 | \$12,500 |
| PeakLogix | Ron Rechenbach | \$5,000 | \$12,500 |
| Ritchie-Curbow Construction Company, Inc | Joseph C. Ritchie Jr. | \$5,000 | \$12,500 |
| Farmers Bank | Richard Holland | \$12,500 | \$25,000 |
| Southern Hospitality Automotive Group | Michael King | \$25,000 | \$25,000 |
| Beach Ford, Inc. | Thomas Barton | \$25,000 | \$25,000 |
| Olympia Development Corporation | Cecil Cutchins | \$25,000 | \$25,000 |
| Dollar Tree Stores, Inc. | Macon Brock | <u>\$50,000</u> | <u>\$50,000</u> |
| | | \$167,500 | \$1,212,500 |

COULD NOT SCHEDULE

Organization

Status

| | |
|--|--------------------|
| Affordable Homes LLC | Could Not Schedule |
| AmeriComm* | Could Not Schedule |
| Arc Electric, Inc | Could Not Schedule |
| Azalea Realty & Development Group | Could Not Schedule |
| Bangel, Bangel & Bangel LLP | Could Not Schedule |
| Basic Construction | Could Not Schedule |
| Bay Disposal, Inc. | Could Not Schedule |
| Bay Mechanical | Could Not Schedule |
| Bay West Transit | Could Not Schedule |
| Baymark Construction Corporation | Could Not Schedule |
| Bionetics Corp | Could Not Schedule |
| Brown, Denslow, Black & Billups, PC | Could Not Schedule |
| Bynum Finance Corp | Could Not Schedule |
| CA Barrs Contractor, Inc. | Could Not Schedule |
| Capital Concrete, Inc. | Could Not Schedule |
| CarMax | Could Not Schedule |
| Charles Barker Automotive | Could Not Schedule |
| Chartway Federal Credit Union | Could Not Schedule |
| Coastal Masonry | Could Not Schedule |
| Commonwealth Construction Co Inc | Could Not Schedule |
| Compass Technology Management | Could Not Schedule |
| CostPlus World Market | Could Not Schedule |
| Craig Davis Properties* | Could Not Schedule |
| Dam Neck Properties | Could Not Schedule |
| Decker, Cardon, Thomas, Weintraub & Neskis | Could Not Schedule |
| Dickerson & Smith Law Group | Could Not Schedule |
| Eagle Systems Inc. | Could Not Schedule |
| Energy Services Group | Could Not Schedule |
| FHC Health Systems* | Could Not Schedule |
| Gallagher Associates | Could Not Schedule |
| Globe Iron Construction Company | Could Not Schedule |
| Gold Key Resorts | Could Not Schedule |
| Hampton Roads Contractors | Could Not Schedule |

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|---------------------------------|--------------------|
| Hardee Realty Co | Could Not Schedule |
| Harris Connect, Inc | Could Not Schedule |
| Issues and Answers Network, Inc | Could Not Schedule |
| ITAC Engineers & Constructors | Could Not Schedule |
| Jack L. Massie Contractor, Inc. | Could Not Schedule |
| Keane, Inc. | Could Not Schedule |
| Kelly Engineering Resources | Could Not Schedule |
| LandAmerica | Could Not Schedule |
| Letton Gooch | Could Not Schedule |
| Little Joe's Auto | Could Not Schedule |
| M & G Electronics Corp | Could Not Schedule |
| Map Mobile Communications | Could Not Schedule |
| Modern Environments | Could Not Schedule |
| Noland Co | Could Not Schedule |
| Phillips Automotive | Could Not Schedule |
| Portsmouth Lumber Corp | Could Not Schedule |
| R K Chevrolet-Buick* | Could Not Schedule |
| Sprint-Nextel | Could Not Schedule |
| Stephens Office Supply | Could Not Schedule |
| SYSCO Food Services* | Could Not Schedule |
| The Katsias Co | Could Not Schedule |
| The Lee Group* | Could Not Schedule |
| Tidewater Settlement | Could Not Schedule |
| Tower Park Corporation | Could Not Schedule |
| Tysinger Dodge & Mercedes-Benz | Could Not Schedule |
| Unidyne LLC | Could Not Schedule |
| United Property Associates | Could Not Schedule |
| Vanasse Hangen Brustlin, Inc | Could Not Schedule |
| Wainwright Real Estate | Could Not Schedule |
| Waste Industries Inc | Could Not Schedule |
| Waterside Capital Corp | Could Not Schedule |
| Workflow One | Could Not Schedule |

* = Previous Alliance investor

DECLINED APPOINTMENT

Organization

Status

| | |
|--------------------------------------|----------------------|
| AG Edwards | Declined Appointment |
| AMSEC | Declined Appointment |
| Anheuser Busch* | Declined Appointment |
| Arrington Commercial Interiors | Declined Appointment |
| Associated Distributors, Inc | Declined Appointment |
| Axial Advisory Group | Declined Appointment |
| Baynor, Inc. | Declined Appointment |
| BECO | Declined Appointment |
| Boyd Homes | Declined Appointment |
| C & M Industries, Inc | Declined Appointment |
| C. D. West and Company* | Declined Appointment |
| Cavalier Ford | Declined Appointment |
| Centex | Declined Appointment |
| Chesapeake Bank | Declined Appointment |
| Chesapeake Homes | Declined Appointment |
| Chesapeake Masonry Corporation* | Declined Appointment |
| Chesapeake Square Mall | Declined Appointment |
| Chubb & Son | Declined Appointment |
| Colonial Chevrolet | Declined Appointment |
| Commonwealth Bankshares Inc | Declined Appointment |
| Consolidated Beverage of Tidewater | Declined Appointment |
| Cooper, Spong & Davis, P.C.* | Declined Appointment |
| Electrical Suppliers, Inc | Declined Appointment |
| First American Title Insurance | Declined Appointment |
| Flagship Title Services Inc | Declined Appointment |
| Freedom Automotive* | Declined Appointment |
| General Dynamics Information Systems | Declined Appointment |
| Glasser & Glasser, P.L.C.* | Declined Appointment |
| Green Gifford Motor Corp | Declined Appointment |
| Hampton Roads Transit* | Declined Appointment |
| Heritage Bank & Trust | Declined Appointment |
| Higgerson-Buchanan, Inc. | Declined Appointment |
| Horton & Dodd, PC | Declined Appointment |

| | |
|---------------------------------------|----------------------|
| Hourigan Construction Corp.* | Declined Appointment |
| Johns Brothers | Declined Appointment |
| JTM Development Corporation | Declined Appointment |
| Kempsville Building Materials Inc | Declined Appointment |
| Kinnach Ford | Declined Appointment |
| Kirby Mechanical Contractors | Declined Appointment |
| KIS Computers | Declined Appointment |
| Kline Realty Company | Declined Appointment |
| LeClair Ryan | Declined Appointment |
| Marlyn Development | Declined Appointment |
| Michael Baker Corp | Declined Appointment |
| Miller Oil Company | Declined Appointment |
| National Roofing Corporation | Declined Appointment |
| OK James Construction, Inc. | Declined Appointment |
| Pender & Coward PC | Declined Appointment |
| Pepsi | Declined Appointment |
| Perry Buick Pontiac Subaru | Declined Appointment |
| Precon Construction Company | Declined Appointment |
| Priority Chevrolet - Priority Toyota* | Declined Appointment |
| Reliance Staffing Services | Declined Appointment |
| Rosewell Homes, Inc | Declined Appointment |
| Sadler Building Corporation | Declined Appointment |
| Shriver and Holland Associates* | Declined Appointment |
| Sperry Van Ness | Declined Appointment |
| Stewart Title & Management | Declined Appointment |
| Sun Bay Contracting | Declined Appointment |
| Sussex Development Corp | Declined Appointment |
| TCS Materials, Inc. | Declined Appointment |
| URS Corp | Declined Appointment |
| Warwick Shopping Center* | Declined Appointment |
| Waste Management of Hampton Roads | Declined Appointment |
| Wolcott Rivers Gates | Declined Appointment |
| Wood Vending Services* | Declined Appointment |
| Zukerman & Assoc Ltd | Declined Appointment |

* = Previous Alliance investor

IN-KIND CONTRIBUTIONS

Investors

Annual Value

Norfolk International Airport

\$20,735

Dominion Virginia Power

\$15,000

Port of Virginia

\$10,000

Waterside Marriott Hotel

\$ 5,000

Summit Group

\$ 4,000

Virginia Wesleyan University

\$ 2,500

CI Travel

\$ 2,000

\$59,235

CAMPAIGN PROSPECTS

Re-solicit in late summer/early fall

| <u>ORGANIZATION</u> | <u>CONTACT</u> | <u>TIME FRAME</u> | <u>SUGGESTED REQUEST</u> |
|----------------------------|-----------------------|--------------------------|---------------------------------|
| Virginia Company Bank | New CEO | June | \$ 2,500/year |
| Amerigroup Corporation | John Littel | August | \$10,000/year |
| Cooper Real Estate | Jeff Cooper | August | \$ 2,500/year |
| Lillian Vernon | Michael Muoio | September | \$ 5,000/year |
| Mid-Atlantic Coca Cola | Kathy Haney | September | \$ 5,000/year |
| Northern Star Credit Union | Roger Early | September | \$ 5,000/year |
| Old Dominion Freight Line | Jesse Horn | September | \$ 2,500/year |
| Patrick Henry Mall | Lou Kanzletter | September | \$ 5,000/year |
| QVC, Inc. | Mike Barrett | September | \$ 2,500/year |
| The Flagship Group | Chris Burns | September | \$ 5,000/year |



HREDA Campaign Leadership

CAMPAIGN CO-CHAIRS

G. Robert Aston, Jr.
TowneBank

David L. Bernd
Sentara Healthcare

R. Bruce Bradley
Landmark Publishing

Thomas R. Frantz
Williams Mullen

Claude (Chip) Hornsby
Wolseley plc/Ferguson

John R. Lawson II
W.M. Jordan Co.

Vincent J. Mastracco, Jr.
Kaufman & Canoles

Rondra "Ronnie" M. Matthews
The Daily Press, Inc.

Frederick J. Napolitano
Pembroke Enterprises, Inc.

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Riverside Regional Medical Center

Deborah K. Stearns
GVA Advantis

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Runnymede Corporation

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Robert Brown & Assoc.

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Casey Auto Group

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Maersk Line, Limited

Edward B. Snyder
Checkered Flag Automotive

Alan S. Witt, CPA
Witt Mares

Jean M. Yokum
Langley Federal Credit Union