



HANOVER COUNTY

ECONOMIC DEVELOPMENT

VIRGINIA • USA



2024-2025
ANNUAL REPORT



Over the past 50 years, **Kings Dominion** in Hanover County, Virginia has transformed from a regional amusement park into one of the state’s premier entertainment destinations. Opening in 1975 with just a handful of rides and attractions, the park has steadily expanded through the decades.

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Angela C. Wright, Marketing Manager
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ECONOMIC DEVELOPMENT AUTHORITY

Trey M. Hayden, Chair
Elizabeth O. Rafferty, Vice-Chair
Carey Carlisle, Treasurer
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Wayne Waldrop
Sam A. Zeidan
James “Jack” Zemp

On the cover: Hanover Mercantile ribbon cutting photo courtesy of Audrey Biringer/Hanover Chamber of Commerce.

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FROM THE DIRECTOR



BRANDON S. TURNER
Director

“From developing innovative workforce solutions to securing new suppliers and customers, Hanover’s strong and diverse businesses remain committed to solving problems both large and small—an enduring beacon of resilience in a global economy that often feels more turbulent than calm.”

+ 7.8%

Hanover GDP

CY22-CY23 (pg. 35)

+ 8.6%

Lodging Tax Revenue

FY24-FY25 (pg. 28)

+ 13.28%

Average Annual Wages

CY23-CY24 (pg. 32)

Dear Community Stakeholders,

Every year brings new and unforeseen challenges to the global economy. From tariffs and trade policies to wars and geopolitical instability, FY2025 was no exception. And while we may like to think Hanover County is immune to issues in far-off regions, in an increasingly interconnected global economy, those challenges can have a real impact on our local businesses. Yet the resiliency of Hanover’s business community continues to impress our department every single day. From developing innovative workforce solutions to securing new suppliers and customers, Hanover’s strong and diverse businesses remain committed to solving problems both large and small—an enduring beacon of resilience in a global economy that often feels more turbulent than calm.

Despite the challenges of the past year, Hanover County continued to experience strong economic performance. Leasing activity surged over the last six months in both industrial and retail sectors, welcoming a wide range of businesses such as CB Flooring, L&C Cabinetry and Qdoba into our community. Prospect activity from national and international companies remains above historic averages, as trends like onshoring and growth in sectors such as data and manufacturing continue to rise. In FY2025, the County’s labor force reached a record high of 63,110, while unemployment hovered around 3% for the year. Average annual wages also hit a record high, increasing 13.28% to \$60,900—reflecting both inflation-driven wage growth and strong capital investment. Vacancy rates remain well below state and national averages across retail, office, industrial, and flex sectors. Although industrial and flex space vacancies have ticked up slightly from historic lows, they still remain tight as the Richmond market now ranks among the lowest in the U.S. for vacancy rates, according to CoStar.

The Department of Economic Development also had another successful year engaging with our existing businesses, visiting and interacting with hundreds of companies large and small—from Porvair to Cascades. Through partnerships with outstanding organizations such as the Dominion Energy Innovation Center, the Small Business Development Center, and the Hanover Chamber of Commerce, we hosted or sponsored several events and workshops focused on business operations, entrepreneurship, support, and engagement. In June 2025, we proudly launched the Heart of Hanover Business Awards, a new program that recognized a wide variety of businesses across multiple categories, including our Legacy and Marc S. Weiss awards. Community support for this initiative far exceeded expectations, with tens of thousands of votes submitted for favorite businesses over a two-month period.

While there is much to celebrate, the County did witness a net loss of nearly 1,000 jobs over the past year—led by declines in construction, manufacturing, information technology, and management of companies—mirroring broader national trends. Though unemployment remains low, it has gradually increased throughout the year, again reflecting state and national patterns. Fortunately for Hanover, the anticipated arrival of data center projects—and the suppliers needed to build and support those facilities—should generate significant job opportunities for the community over the next 10 to 20 years.

Looking ahead to FY2026, the Department of Economic Development will continue to work closely with both new and existing businesses to enhance career and investment opportunities throughout the County. We are especially excited to collaborate with the newly launched Hanover Tourism Department to grow this sector in ways our department previously lacked the time and resources to pursue. We also look forward to launching a new website, completing a strategic plan, increasing the visibility and engagement of the Economic Development Authority (EDA), hosting more business-focused events, and addressing both emerging and ongoing challenges as they arise. Our continued mission is to foster a strong business community—one where businesses not only choose to locate, but remain and thrive for generations to come.

In closing, I want to extend my heartfelt thanks to County leadership, our local, regional, and state partners, our citizens, and—most of all—the businesses of Hanover County. Without each and every one of you, the success of the Department of Economic Development—and the overall economic health and well-being of Hanover County—would not be possible.

Sincerely,
Brandon S. Turner
Brandon S. Turner

Staff at the Department of Economic Development not only perform business attraction, retention, and marketing duties, but also serve and actively participate on a number of boards, committees, and commissions throughout the County and region. Each of these organizations works to grow and enhance facets of the community critical for supporting and developing a robust business environment. In addition, staff belong to a number of professional organizations to help further networking opportunities and education in our field.

Boards, Committees & Commissions

- | | |
|---|--|
| • Activation Capital | • Hanover Economic Development Committee |
| • Dominion Energy Innovation Center (DEIC) | • Hanover & King William Habitat for Humanity – Multiple Committees |
| • Greater Richmond Partnership (GRP) – Multiple Committees | • Hanover Public Schools Career and Technical Education Advisory Committee |
| • Hanover County 250th Committee | • PlanRVA Comprehensive Economic Development Strategy (CEDS) Committee |
| • Hanover County Economic Development Authority | • Richmond Region Tourism (RRT) - Board Liaison and Attractions Marketing |
| • Hanover County Information Technology Initiatives Committee | • Virginia Career Works Business Solutions Team (BST) |
| • Hanover County Municipal Airport Master Plan - Airport Users Committee | • Virginia Economic Developers Association (VEDA) – Multiple Committees/Groups |
| • Hanover Education Foundation Superintendent’s Business Advisory Council (BAC) | |

Professional Organizations

- | | |
|--|---|
| • ChamberRVA | • Market Ashland Partnership |
| • Commercial Real Estate Women (CREW) | • Southern Economic Development Council |
| • Greater Richmond Association for Commercial Real Estate (GRACRE) – Multiple Committees | • Virginia Commonwealth University Real Estate Circle of Excellence |
| • Hanover County Chamber of Commerce | • Virginia Economic Development Association |
| • International Economic Development Council | • Virginia Manufacturers Association |

ECONOMIC DEVELOPMENT AUTHORITY

In FY2025, the **Hanover County Economic Development Authority (EDA)** made significant progress in becoming a more engaged and proactive partner in the County’s strategic development. The seven-member board, appointed by the Hanover County Board of Supervisors and representing each district, promotes targeted investments through collaboration, conducting studies, and issuing Industrial Revenue Bonds.



To handle an increased workload and support multiple initiatives, the EDA began meeting monthly this past year. They also updated key governing documents, including adopting their first Fiscal Policy, Remote Meeting Policy, and Remote Attendance Policy. In FY2026, the EDA plans to review additional policies to improve flexibility and enhance operations.

In June 2025, the EDA held its first strategic planning session in years to refine its vision, mission, and goals and to conduct a SWOT analysis. The insights gained will help shape both short- and long-term objectives for the Authority.

Visibility remains a major priority, as many businesses are unaware of the EDA’s role and services. To address this, the EDA plans to increase community presence by participating in events such as the Mountain Road Gateway Small Area Plan, ribbon cuttings, key project meetings, and sponsoring the Heart of Hanover Business Awards in June 2025.



One important revenue source for the EDA is the issuance of Industrial Revenue Bonds (IRBs), which generate fees that can fund a variety of economic development initiatives. This year, the EDA collaborated with The Virginia Home on issuing up to \$70 million in IRBs to support construction of their new Hanover campus (see page 13).



Hanover County Economic Development Authority

The Hanover County Economic Development Authority (EDA) is a seven-member appointed board established by the Hanover County Board of Supervisors in 1967 pursuant to the Industrial Development and Revenue Bond Act to promote industry and develop trade by inducing manufacturing, industrial, and commercial enterprises to locate in and/or remain in the Commonwealth and Hanover County.

- Trey Hayden**, Chair
Cold Harbor District
- Elizabeth O. Rafferty**, Vice-Chair
Chickahominy District
- Carey Carlisle**, Treasurer
Beaverdam District
- Ronald E. “Ed” Kieper, Jr.***
Mechanicsville District
- Wayne Waldrop****
South Anna District
- Sam A. Zeidan**
Henry District
- James L. “Jack” Zemp**
Ashland District

*Since February 2025
**Since March 2025

YEAR IN REVIEW



August 2024
Bon Secours Ashland Emergency Center breaks ground on 20,000 s.f. facility
(pg. 19)



September 2024
Stony Run Commons is announced by commercial real estate developer
(pg. 15)



November 2024
Lutron Electronics completes \$28 million facility expansion
(pgs. 16-17)



March 2025
Crescent Business Center breaks ground on 4-building expansion totaling 240,000 s.f. of new industrial space
(pg. 8)



May 2025
The Shops at Rutland Grove, a new 13,800 s.f. retail/office development welcomes its first tenant, Hanover Mercantile
(pg. 14)



May 2025
Kroger Marketplace breaks ground on new 123,000 s.f. store to replace its existing 58,000 s.f. store on Mechanicsville Turnpike
(pg. 15)



September 2024
NEFCO Construction Supply expands at Northlake Distribution Center - Bldg. C
(pg. 18)



September 2024
Vicom hosts ribbon cutting and open house at its new facility in Mechanicsville
(pg. 12)



February 2025
The Virginia Home completes purchase of 70 acres for new \$134 million, 160-bed residential facility
(pg. 13)



April 2025
The Heart of Hanover, a rebranded business awards event, is announced including a new publicly nominated & voted on business award contest
(pgs. 22-23)



May 2025
Kenworth Sales Company celebrates grand opening of new 2-building 78,000 s.f. sales, leasing and service facility
(pg. 12)



June 2025
Lakeridge Logistics Center Building 2 is announced as fully leased by developer
(pg. 9)

PRODUCT DEVELOPMENT



Crescent Business Center

Located along I-95 just north of downtown Richmond, Crescent Business Center (CBC) boasts five shallow-bay industrial buildings spanning a total of 262,256 square feet on approximately 20 acres in the Ashland district. Currently at full occupancy, CBC hosts multiple tenants such as Electronic Systems, Werres Corporation, and Sunbelt Rentals. The Richmond industrial market is among the strongest performers in the Mid-Atlantic, maintaining a 95% occupancy rate. This market is driven by a robust interstate transportation system and proximity to Norfolk, the sixth largest port in the United States.

In August 2022, Merritt Properties acquired CBC, including an additional 19 acres available for new development. To meet the market’s demand for flexible, well-located industrial spaces, Merritt announced in March 2025 that it had broken ground on Phase I of a four building expansion project totaling 240,000 square feet, bringing sought-after Class A light industrial space to the rapidly growing greater Richmond market. Phase I of the expansion, comprised of the first two buildings, will deliver Fall 2025 with the first building 90% pre-leased to Agiliti, a medical equipment supply and management company, and CB Flooring, a commercial flooring and tile contractor.



After a slowdown in industrial development and delivery over the past few years, several projects commenced and/or were completed in FY 2025, bringing more space to the market for new businesses to locate as well as existing Hanover businesses looking to expand.

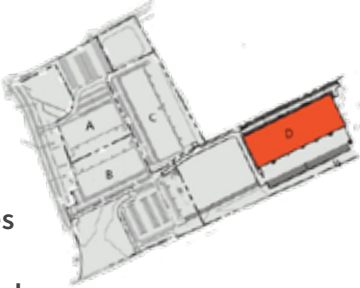
Northlake II

Northlake II is a four-building, two-phased development in the Ashland district offering 345,000 s.f. across three Class A industrial buildings in Phase I. Each building features LED lighting, ESFR sprinklers, dock-high doors, trailer drop areas, and 32’ ceiling heights. Phase I features 106 dock doors and parking for 417 vehicles.

In early 2024, Matan Companies announced that they had delivered and fully leased the first three buildings in Phase I to tenants including Ferguson, Chadwell Supply, Envoy Solutions, BradyPLUS, Jones Signs and Haskell Hardware.



Construction of Phase Two for the approximately 200,000 s.f. Industrial Building D will commence in late 2025 with expected completion in 2026.



Situated approximately 15 miles north of Richmond along the I-95 corridor, Northlake II is ideal for warehouse and logistics, pharmaceutical, food and beverage production, and light manufacturing operations.

Lakeridge Logistics Center

Lakeridge Logistics Center is a new speculative industrial project under construction along the southern Lakeridge Parkway corridor. Situated on 27 acres, this 250,000-square-foot, two-building development is less than a mile from the I-95 interchange at Sliding Hill Road. This location is ideal for worker amenities, as it is midway between the growing Winding Brook development and the revitalization projects at Virginia Center Commons, and is close to retail, food, and lodging opportunities.

- Two 124,750 square feet Class A industrial warehouse buildings for a total of 249,500 square feet
- Subdividable down to 25,000 square feet
- Zoned M-1 Industrial
- <1 mile from I-95 via Sliding Hill Road
- Building 1 delivery: Q3 2025



Lakeridge Logistics Center - Building 2 is fully leased. Trane U.S. Inc., L&C Cabinetry, and Riverstone Logistics, LLC have each signed long-term leases, occupying a combined total of more than 124,000 square feet of premier industrial space. (See pages 13 and 18.)

DATA CENTER DEVELOPMENT

The pandemic and growth of Artificial Intelligence have accelerated the use of digital platforms and cloud services, generating a surge in data center development along with numerous industries and businesses needed to service this rapidly growing sector.

The Greater Richmond Region, including Hanover County, is emerging as a key player in Virginia’s evolving data center market. As demand for artificial intelligence applications and digital services grows, the need for new data centers across the U.S. is accelerating. While Northern Virginia has long been the hub for this industry, expansion is now shifting southward, with the Hanover/Richmond area at the forefront of this growth. Although no large data center facilities have yet been formally announced in Hanover, interest is rising for strategic sites—such as the recently rezoned Tract Technology Park near Doswell. Hanover is well positioned to capture a portion of this rapidly expanding sector, which is expected to generate thousands of high-wage jobs and billions in capital investment over the next two decades.

Growth of Data Center Supply Chains

Data Centers require a significant supply chain network from construction to operation. Everything from steel for the buildings, to HVAC supplies for cooling, to servers for processing must be manufactured and/or stored near these facilities. As a result, proximity to reliable infrastructure and logistics hubs has become a key factor in site selection. Hanover County, along with the Greater Richmond Region, has seen a strong uptick in announcements and leases for companies supplying the growing data center sector in the area.



Data Center Leasing and Capital Market Trends

Source: U.S. Data Center Update | Q2 2025 | Presented by Avison Young

Demand Drivers - Digitalization

Data created and replicated worldwide (zettabytes)

The global datasphere is expected to double between 2025 and 2028, driven by data-heavy technologies like AI, robotics and advanced digital tools.

As devices become smarter and more connected, and as businesses shift to cloud and 5G-enabled systems, the volume of data generated and stored continues to grow rapidly.



Greater Richmond Market Rankings Nationwide (as of report Q2 2025)

*Northern Virginia Ranking

Largest Colocation Inventory	Largest YTD Inventory Increase	Highest Net Absorption Rate	Lowest Vacancy Rate <0.5%
#7*#1	#1*#4	#1*#6	#5*#2



Colocation is the practice of housing multiple entities—such as servers—in a shared, professionally managed facility. Instead of building and maintaining their own data centers, businesses rent space in colocation facilities to benefit from reduced capital costs, scalability, expert support, and high reliability. These facilities provide essential services including space, power, cooling, internet connectivity and security.

Source: U.S. Data Center Update | Q2 2025 | Presented by Avison Young



BUSINESS INVESTMENT

Capital investment remained historically strong this past year, buoyed by projects representing a variety of industries and sectors.

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**NEW BUSINESSES,
EXPANSIONS &
ANNOUNCEMENTS**



Vicom hosted an open house and held a ribbon cutting ceremony at its new facility in Hanover County on September 19, 2024. The Virginia Beach-based IT company has constructed a 31,000-square-foot office and warehouse facility at 9335 Cool Spring Road in Mechanicsville. The company occupies 24,000 square feet with the remaining 7,000 square feet available for lease. An employee-owned company started in 2001, Vicom provides audio-video and communication tech systems for commercial clients. **iSoft Solutions**, a sister company to Vicom, also cut ribbon for its new space located within the same building.



DEUTZ Corporation has expanded its Power Center network with the addition of DEUTZ Power Center Mid-Atlantic at 11089 Leadbetter Road. Located just north of Richmond, this new Power Center will service the states of Virginia, West Virginia and Maryland. The Power Center features a fully stocked parts counter, with on-site and mobile technicians on staff to provide regularly scheduled and emergency service of DEUTZ engines, either at the Power Center in Hanover County or at the customer's location. The new location will also provide application engineering and technical sales resources to original equipment manufacturers.



Kenworth Sales Company broke ground on a new 78,000-square-foot facility in the Ashland district in the fall of 2023. The new truck center, which celebrated its grand opening and ribbon cutting on May 21, 2025, consists of two buildings on a 31-acre site with 24 service bays, a body shop with 18 more bays, an extended parts inventory, new and used truck sales, and truck rental and leasing. It will employ 80 people in total, including approximately 20 new hires. W. M. Jordan Co. provided preconstruction and construction management at-risk services. Started in Harrisonburg, VA as Truck Enterprises Inc. in 1961, this location is now part of a dealership network consisting of 35 locations in ten states as part of the Utah-based Kenworth Sales Company.



Mid-Atlantic Roofing Supply
Mid-Atlantic Roofing Supply (MARS), headquartered in North Carolina with 22 locations across nine states, is a provider of top-quality residential and commercial roofing materials. In May 2025, MARS announced the opening of its leased 32,000 s.f. facility in the Hanover Industrial Air Park at 11253 Leadbetter Road. The company cites proximity to key logistical routes as an advantage for anticipating timely material arrival.



L&C Cabinetry
L&C Cabinetry, a supplier of high-quality wholesale kitchen cabinets and flooring solutions exclusively for industry professionals, including builders, contractors, and interior designers, leased 44,812 square feet at Lakeridge Logistics Center on Lakeridge Parkway in the Ashland district. Founded in 2005, L&C Cabinetry maintains a strong presence across Virginia, North Carolina, and Tennessee.



Riverstone Logistics, LLC
Riverstone Logistics, LLC, specializing in final mile delivery, freight brokerage, and tailored logistics solutions, leased 47,228 square feet at Lakeridge Logistics Center on Lakeridge Parkway in the Ashland district. Founded in 2017 and headquartered in Charlotte, North Carolina, Riverstone Logistics provides on-demand and dedicated solutions catered to individual business logistics needs.



The Virginia Home, a 501 (c)(3) nonprofit care community serving adults living with physical disabilities, acquired a 70-acre site in Hanover County for \$8.7 million in January 2025. Plans call for a \$134 million, 160-bed residential facility across a 190,000-square-foot, one-story building to be constructed near the intersection of Pole Green and Bell Creek roads. The project completion is anticipated to occur in late 2027.

The Virginia Home stated in a certificate of public need (COPN) application filed with the state in May 2024 that it expected to pay for the new facility through multiple funding sources. The document specified that the organization expected to use a combination of a fundraising campaign, endowment funds, reserve funds and the sale of the existing Richmond facility to help finance the move to Hanover County. Additional funding to support construction of the new facility was secured in November 2024 with up to \$70 million in Industrial Revenue Bonds issued through the Hanover County Economic Development Authority.



The Virginia Home was named as one of 91 employers by the Richmond Times Dispatch as a Richmond Top Workplace for 2025. A total of 1,653 companies, nonprofit organizations and government divisions were asked to participate and 119 were surveyed. Surveys went to 42,590 workers, and 22,702 responded. Of those workplaces surveyed, 91 qualified as Top Workplaces based on the strength of employee feedback.



Population growth, both in Hanover and especially neighboring Henrico counties, along with increased tourism visitation have resulted in a surge of new hospitality, retail, and food service businesses and developments along major corridors in the County.



Hanover Mercantile, the first business to open in The Shops at Rutland Grove, celebrated its ribbon cutting and grand opening on May 2, 2025. The carefully curated shop offers local provisions, wine, beer, apothecary, and gifts. The store also hosts weekly workshops such as flower arranging and paint nights. *GameDay Grille is set to open in September.



The Shoppes at Rutland Place, located at the intersection of Chamberlayne Road (Route 301) and Rutlandshire Drive in Mechanicsville, was completed in 2021 and is now fully leased with the recent additions of **Lucky Road Run Shop** and a free standing **Starbucks** with drive-thru window. The owners of **PBR-Hanover**, EAT Restaurant Partners, is adding **Wong's Tacos** on a .89 acre parcel located behind PBR.



Business Investment: Food Service

Ash & Olive, touting its flame to table Euro-American cuisines, opened at 107 S. Railroad Avenue in the Town of Ashland. A gas-fired stone oven brings artisanal pizzas, panuozzo sandwiches, and other fire-kissed dishes to life.



Classic Coffee & Tea opened at 112 Thompson Street in the Town of Ashland on September 2, 2024. The family-operated café serves custom beverages and also houses a bookstore.



Il Forno, opened on July 16, 2024 at 435 England Street in the Town of Ashland, serves Italian favorites but aslo offers other cuisine options along with a full bar and cocktail menu.



Honey Baked Ham Company opened on September 9, 2024 at 7362 Bell Creek Road in Mechanicsville. This new location can seat 25 guests for dine-in, and also takes pickup and online orders for it high quality products.



Chipotle Mexican Grill opened on October 15, 2024 at 9178 Chamberlayne Road bringing the first "Chipotlane" drive-thru pickup lane to Mechanicsville.



OUTPARCELS AVAILABLE STONY RUN COMMONS

Washington Hwy at Sliding Hill Rd | Heart of Virginia Commons submarket | Glen Allen, VA (Richmond MSA)



In September 2024, Twin Rivers Capital, LLC, a Charleston, SC-based commercial real estate developer, announced the the purchase of 10300 Washington Highway, known as Stony Run Commons, in Glen Allen, VA. Twin Rivers master planned the 22± acre development into eleven individual out-parcels securing tenants 7-Eleven, Bank of America, Aldi Grocery, Panda Express, and a 120-room Hyatt Studio Hotel among others. Stony Run Commons is located less than one mile from the Virginia Center Commons sports/mixed-use village style redevelopment on Route 1 in Glen Allen.



Kroger Breaks Ground on New Marketplace Store

Kroger is constructing a new expanded store in Mechanicsville, just a short distance from its current location. The new 123,000-square-foot Kroger Marketplace on 16 acres under construction at 6468 Mechanicsville Turnpike, will replace the existing 58,000-square-foot store. The \$40 million project will feature a Starbucks, cheese counter, pharmacy, home goods, clothing, and a gas station with 18 fuel pumps. The new store is expected to open in early 2026, with nearly 300 employees, including many new hires.



Mechanicsville Turnpike
Groundbreaking
May 15, 2025



Shaken Not Spurred Expands in Hanover County, VA

Shaken Not Spurred launched in 2024 when Hanover County resident Karie Brooks converted a two-horse trailer into a mobile cocktail bar for events. In May 2025, the business expanded with the addition of a food truck and the opening of its first brick-and-mortar location. The new 1,800-square-foot, two-story space at 8169 Pine Ridge Road in Mechanicsville serves as both storage for the mobile trailers and a consultation lounge where guests can explore event pricing and services.

BUSINESS EXPANSIONS

Lutron Electronics, a family-owned company founded in 1961 and headquartered in Coopersburg, Pennsylvania, is a trusted global leader in lighting controls, automated shading solutions, and intelligent fixtures for residential and commercial applications.

In September 2022, Lutron announced a \$28.3 million investment to build a 145,000-square-foot manufacturing facility adjacent to its existing 60,000-square-foot factory in Northlake Business Park in the Ashland district.

The groundbreaking took place on November 1, 2022, and construction of the building was completed in 2024. In addition, the company invested in new on-site amenities including a pavilion and walking trails.

This expansion increases Lutron's manufacturing capacity for shading solutions and is expected to create approximately 200 new jobs in Hanover County. The new facility will focus on producing high-volume shade products, while the existing plant will shift to specialty shade solutions.

The company offers more than 15,000 energy-saving products, available in more than 100 countries. In the United States alone, these products help save an estimated 10 billion kilowatt-hours of electricity annually. The company's pioneering innovations—including the first solid-state electronic dimmer invented by founder Joel Spira—are preserved in the archives of the Smithsonian's National Museum of American History in Washington, D.C.

Lutron systems are used worldwide in major office buildings, hospitals, hotels, and universities to efficiently manage lighting, comfort and energy usage. Their technology is also featured in iconic landmarks such as the White House, Statue of Liberty, and Empire State Building. Renowned museums including the Louvre rely on Lutron's precise lighting control to help preserve delicate works of art.

This expansion in Hanover County underscores Lutron's commitment to innovation and its strategic growth within Virginia's robust manufacturing sector.



"We look forward to continuing our relationship with the Hanover County community and further supporting our global customers with increased manufacturing capacity."

Ed Blair
Lutron President
September 15, 2022 / Governor of Virginia Announcement



NEFCO Expands at Northlake Distribution Center



NEFCO Construction Supply LLC is a family-owned construction supply company based in East Hartford, Connecticut. Since its founding in 1981, NEFCO has grown to 63 locations across 29 states, offering a wide range of products and services to professional speciality contractors.

In September 2024, NEFCO signed a lease for a 163,853-square-foot expansion at the Northlake Distribution Center – Building C, located at 11800 N. Lakeridge Parkway in the Ashland district. This expansion follows the 2021 opening of its 83,000-square-foot distribution center within the same building. Since then, NEFCO has seen significant growth in the Virginia, Maryland, and North Carolina markets.



TRANE U.S. Supply

TRANE U.S. Supply leased 32,170 square feet at Lakeridge Logistics Center in the Ashland district. This move from their current location within Hanover County supports their continued growth and enhances their ability to serve HVAC professionals with greater efficiency. As a leading supplier of OEM and wholesale HVAC parts, equipment, and technical support, TRANE Supply provides contractors with reliable HVAC solutions.



LECTROTAB

LECTROTAB, a designer and manufacturer of premium quality electromechanical trim tab systems for the leisure and commercial marine markets, moved from 7,500 s.f. to an 11,500+ s.f. office/warehouse space within the Hanover Industrial Airpark. Since their introduction to the market in 1997, Lectrotab trim tabs have been distributed worldwide. They are used on all types of boats including pleasure, fishing, commercial, and air boats.



FESCO Emergency Sales

FESCO Emergency Sales, a third-generation family-owned dealership, has served the Mid-Atlantic region since 1953. Headquartered in Elkridge, Maryland, FESCO is a trusted name in the Fire Apparatus and EMS industry, representing top emergency vehicle manufacturers. Known for quality sales, prompt service, and custom vehicle graphics, FESCO recently expanded to a larger, company-owned facility in the Hanover Industrial Airpark.

BUSINESS ANNOUNCEMENTS

CREATIVE NAMED AS A BEST PLACE TO WORK IN VIRGINIA

Creative is a premier supplier of workplace furniture and technology solutions based in the Ashland district specializing in transforming office environments into functional, efficient, and aesthetically pleasing spaces. The company offers a wide range of high-quality office furniture, ergonomic solutions, and cutting-edge technology that cater to both small businesses and large enterprises. In 2025, Creative received an esteemed recognition by earning a spot on the Virginia Business Magazine's Best Places to Work in Virginia list. This honor reflects the company's dedication to creating a positive and supportive work environment for its employees. Their commitment to employee satisfaction and workplace innovation is a key factor behind their continued success and their ability to attract top talent in the industry. As both a leader in workplace solutions and an exemplary employer, Creative is not just helping businesses thrive through functional office environments; they are also setting the standard for what it means to be a great place to work.



CREATIVE

SARGENT CORPORATION CELEBRATES 30 YEARS

Sargent Corporation, an employee-owned heavy civil construction contractor based in Hanover County turned 30 years old in 2025. The company is a team of more than 500 employee-owners that build various infrastructure projects throughout the Northeast and Mid-Atlantic regions.

HANOVER COMPANIES RANK ON 2025 INC. 5000 LIST

Allied Instructional Services and **BWS Landscaping** were both named to the 2025 Inc. 5000 list of the nation's fastest growing companies. Virginia had 277 companies on this year's list with Richmond-area businesses accounting for 32 of those rankings.

HOOBER INC. BECOMES KUBOTA DEALER IN ASHLAND, VA

Hooper, Inc.'s Hanover location has become an authorized Kubota construction dealer. Founded in 1941, the family-owned dealership headquartered in Pennsylvania aims to provide better service, parts inventory, and support in Virginia, offering Kubota construction equipment and full maintenance services.

FIRST ARRIVING AND EMS LOGIK ANNOUNCE PARTNERSHIP

First Arriving, a Hanover, VA-based provider of data-driven solutions to the public safety industry, has partnered with Utah-based **EMS Logik** to provide an innovative integration which streamlines and enhances medication management practices in high-pressure environments.

CORGIBYTES MERGES WITH CALIFORNIA-BASED IT COMPANY

Corgibytes, an Ashland-based software maintenance company, has merged with the California-based **C Infinity Solutions**. This merger allows C Infinity to enhance its software modernization capabilities, while Corgibytes will continue to focus on product development under the C Infinity brand.

Ashland Emergency Center Under Construction

Bon Secours is making a significant investment in the health and well-being of Hanover County with the construction of the **Bon Secours Ashland Emergency Center**. This state-of-the-art facility aims to provide 24/7 emergency medical services and advanced imaging capabilities to better serve the growing population of the Ashland district and surrounding areas. With increasing demand for emergency care and medical imaging, Bon Secours recognized the need for expanded services. The new 10-bed emergency center will be staffed by board-certified emergency physicians and nurses, ensuring patients receive high-quality care at all hours. The facility will also feature CT and MRI imaging, improving access to diagnostic services for residents. The Virginia Department of Health officially approved the facility, allowing construction of the 20,000 s.f. free-standing building to move forward with an expected opening in late 2025.



11400 N. Lakeridge Parkway, Ashland, VA



ABB, a global electrical technology firm with a traction factory located in Mechanicsville, VA, announced in March 2025 a collaboration with **Stadler US** to advance sustainable rail transport in the United States. Under this joint effort, ABB will supply its traction converters and Pro Series Traction Batteries for new trainsets serving Metra in Illinois and Caltrans in California—marking a major step toward greener rail travel nationwide. In June 2023, ABB announced the opening of its new \$6 million manufacturing, distribution, and repair center in Hanover County to support its Motion Traction division. This division offers a comprehensive range of high-performance products for use in passenger railway cars and e-mobility commercial vehicles.

BUSINESS ENGAGEMENT

Hanover County Hosts 2024 Business Appreciation Event

The 2024 Hanover County Business Appreciation event was held on September 18th at James River Cellars Winery. Hosted by the Hanover County Department of Economic Development, with assistance from the Hanover Chamber of Commerce, the event was sponsored by Wegmans, along with support from Creative, Timmons Group, Bon Secours, Rappahannock Electric Cooperative, and Luck Companies.

The evening featured a celebration of Hanover’s Legacy Businesses and the presentation of the Marc S. Weiss Award. Legacy Businesses are companies that have been part of the Hanover community for 50 years or more. Since the Legacy Business Awards program began in 2018, 61 local businesses from a wide range of industries have been recognized for their long-standing contributions. This year’s event brought together more than 140 local business leaders, community partners, and elected officials to honor these enduring businesses and their impact on the community.

2024 Legacy Business Honorees
Mechanicsville District



Dorn’s Body & Paint | 60 years

E. Granville Wade, Jr., Inc. | 72 years

*Not present at event



Blazer Heating, Air and Plumbing Named 2024 Marc S. Weiss Award Recipient



Pictured L-R: John A. Budesky, Hanover County Administrator; Bobby Broyles, Blazer Heating, Air & Plumbing; Ryan Hudson, Hanover County Supervisor-Mechanicsville District

Blazer Heating, Air & Plumbing, was named the recipient of the 2024 Marc S. Weiss Award at the Hanover County Business Appreciation event. The award, presented by County Administrator, John A. Budesky, was accepted by Bobby Broyles of Blazer Heating, Air & Plumbing.

Blazer, founded in 1989 by Scott Broyles, operates with the belief that the quality of their service over quantity is of paramount importance. The company demonstrates a lasting commitment to leadership and service within the local community through its involvement with an extensive list of organizations. In 2023, Blazer was awarded the Hanover County Spirit of Volunteerism Commitment to Community Award and Virginia’s prestigious Governor’s Volunteerism and Community Service Award for Outstanding Small Business.

The vision and purpose of the Marc S. Weiss Award is to recognize a Hanover-based business or entity which has demonstrated a lasting commitment to innovation, meaningful growth, global involvement, and leadership and service within the Hanover community.

During FY25, our department conducted 149 business visits and assisted 146 Hanover businesses with a variety of needs and requests.

Business Event Collaborations Offer Cost Free Programs

Hanover County encourages small businesses to innovate, prosper, and grow by offering comprehensive support and resilience-building tools. Through Hanover County Economic Development (HCED)’s extensive network and partnerships—such as ongoing collaborations with SCORE Richmond mentors—the County co-hosts a variety of high-impact workshops, seminars, and events throughout the year.

In May 2025, HCED collaborated with the Emergency Management Alliance of Central Virginia and PlanRVA to provide a free Disaster Recovery Workshop at Hanover Tavern led by Lt. Daniel Gordon with the Hanover Fire-EMS Department. Participants learned how to assess vulnerability, develop emergency-response and business-continuity plans, and access recovery resources to minimize disruption. To further support local businesses, HCED unveiled its dedicated Emergency & Disaster Planning Resources page. This valuable toolkit includes actionable forms, alert subscriptions, and guidance from local, state, and federal agencies—helping firms proactively prepare for emergencies and streamline their recovery process.

Emergency Management Alliance of Central Virginia
PlanRVA

EVERY BUSINESS NEEDS A PLAN

LEARN HOW TO PREPARE AND PLAN TO KEEP YOUR BUSINESS OPERATING DURING DISASTERS.

DISASTER RECOVERY WORKSHOP FOR BUSINESSES | MAY 6, 2025
9:00 - 11:00 A.M.
HANOVER TAVERN

Questions: Ann Glave, Hanover County Economic Development
Email: aglave@hanovervirginia.com | Phone: 804-365-6459

SCORE BUSINESS MENTORING

SCORE Richmond is offering free business workshops.

REGISTER TODAY! **April 22** How to win the war on talent @ Allen Library
May 27 Using social media for business @ Ashland Library
June 24 What your banker wishes you knew about business @ Allen Library

Supporting partners: HANOVER COUNTY, ASHLAND LIBRARY, ALLEN LIBRARY

Business First Hanover’s Valuable Outreach

Hanover County’s Department of Economic Development continues to advance local business growth through its Business First Hanover initiative. The program connects existing companies with essential resources—including workforce development, financing, permitting guidance, and strategic planning—to help reduce barriers and encourage investment. Quarterly Business Walks offer an opportunity for staff to meet directly with business owners and managers, gathering insights through informal, on-site conversations. These visits help identify operational needs and opportunities, with follow-up support provided as appropriate.

B HANOVER BUSINESS FIRST

Stay here. Grow here.



Energy Tech 2025, held on March 6th at the Science Museum of Virginia, brought together energy industry leaders, innovators, and stakeholders to explore the future of energy technology in a decarbonizing world.

Sponsored and coordinated, in part, by the **Dominion Energy Innovation Center** in Ashland, attendees gained exclusive access to expert-led sessions, valuable networking opportunities, and cutting-edge insights into managing load growth, enhancing grid resilience, and enabling distributed energy resources. The event featured a keynote speaker and included a series of engaging panels covering fusion power, battery storage development, distributed energy resources, new tools for customer load growth, and new frontiers in power generation. Additional highlights included lightning talks with industry experts, an Innovation Track focused on hardware and software product development, and the Virginia Energy Startup Pitch Competition. Experts from organizations such as Dominion Energy shared insights and innovations shaping the evolving energy landscape. Brandon Turner with Hanover County Economic Development attended the event.

ENERGY TECH 2025

March 6, 2025 at the Science Museum of Virginia

PRINCIPAL SPONSOR: Dominion Energy

Thank you to our sponsors for powering the next generation of ideas

HOSTING SPONSORS: INNOVATION CENTER, simple thread, OCEAN AERO

SPARK SPONSORS: [Logos]



Celebrating Excellence: The Inaugural Heart of Hanover Business Awards

On June 11, 2025, Hanover County proudly hosted the inaugural Heart of Hanover Business Awards, a new tradition honoring the outstanding businesses that contribute to the county's vibrant economy and community spirit. The event, held at the Richmond Times-Dispatch building in Mechanicsville, celebrated a diverse array of local enterprises—from historic landmarks to innovative startups—that embody the heart and soul of Hanover.

This community-driven awards program was made possible through the dedicated collaboration of Hanover County Economic Development with the Hanover Education Foundation, the Hanover Chamber of Commerce, and the Richmond Times-Dispatch, and generous support from sponsors including the Hanover County Economic Development Authority and Luck Companies. The ceremony featured seven public-voted categories and three committee-selected honors, each recognizing excellence in various sectors of the local economy.

The Richmond Times-Dispatch played a key role in launching the first Heart of Hanover Business Awards by hosting the nomination and voting process on its website. From April 14 to May 1, 2025, community members submitted nominations for local businesses across seven categories. The top 10 nominees in each category then moved on to a public voting phase, held from May 5th to May 16th. Winners, chosen by popular vote, were announced at the awards luncheon event.

Public-Voted Award Winners

The public's enthusiasm was evident, with over 600 businesses nominated and more than 22,000 votes cast across the seven categories.

1. **Destination Business of the Year:**
Ashland Theatre
2. **Health & Wellness Business of the Year:**
Root Modern Dentistry
3. **Manufacturer of the Coolest Thing Made in Hanover:**
Center of the Universe Brewing Company
4. **Nonprofit of the Year:**
The Lucky Paw Foundation
5. **Restaurant of the Year:**
The Caboose Market & Café
6. **Retail Business of the Year:**
Refunkit
7. **Service Business of the Year:**
Creative Enterprise Powerwashing



* Received the most votes of any category.

Business Engagement

Businesses enthusiastically embraced the Heart of Hanover Business Awards contest, creating and sharing a wide range of creative social media posts to rally nominations and votes. Through engaging videos and eye-catching graphics, they highlighted a deep passion for and commitment to the community. Once the finalists and winners were announced, the businesses proudly celebrated the recognition online—sharing the news, thanking supporters, and expressing pride in being part of Hanover's thriving business landscape.



Committee-Selected Honors

In addition to the public-voted categories, three committee-selected awards were presented to four recipients. These awards highlight the enduring impact and commitment of local businesses to the county's growth and prosperity.



Pictured Top Left: Curt Meyers & Steve Potter, Porvair Filtration Group; John Budesky, County Administrator | Top Right: Brandon Turner, HCED Director; Brielle Jackson, Ashland Nursing and Rehabilitation Center; Faye Prichard, Board of Supervisors | Bottom Left: Danielle Floyd, Board of Supervisors; John O'Connor & Rory O'Connor, The Landmark Company; Armon Smith, HCED Deputy Director | Bottom Right: Jeff Stoneman, Board of Supervisors; Brian Rath, Kings Dominion

Marc S. Weiss Award

This award recognizes the top business of the year for excellence in investment, community involvement, and workforce development.

- **Porvair Filtration Group** (see page 25)

Design and Building Improvement Award

This award recognizes a business that has made significant improvements or has constructed an innovative space.

- **The Landmark Company – Shops at Rutland Grove** (see page 14)

Legacy Business Award

This award recognizes businesses with 50 or more years of continuous operation in Hanover.

- **Ashland Nursing and Rehabilitation Center** (50 years)
- **Kings Dominion** (50 years) (see page 28)

Community Impact

The Heart of Hanover Awards not only recognized business excellence but also fostered a sense of community pride and engagement. The event underscored the importance of supporting local enterprises that enrich the cultural and economic fabric of Hanover County.

As Hanover County looks to the future, the Heart of Hanover Business Awards will continue to serve as a beacon of inspiration, celebrating the achievements of local businesses and their vital role in shaping a thriving community.



MARKETING & PROSPECT DEVELOPMENT



In March 2025, HCED Director Brandon Turner attended the SelectUSA trade mission in Portugal and Spain with delegations from Virginia, the U.S. Department of Commerce and other states in the U.S. Over the course of five days, the group visited four different cities, attending numerous networking and speaking engagements as well as meeting directly with over 25 companies looking to invest in the United States.

Hanover County Economic Development (HCED) continues to collaborate with the Greater Richmond Partnership (GRP) and the Virginia Economic Development Partnership (VEDP) to attract new business prospects and respond to inquiries about the community. HCED also actively promotes the County to national and international markets through targeted media campaigns, engagement with site consultants, and participation in marketing and trade missions.

83 Prospect Leads

In FY2025, Hanover County Economic Development responded to 83 prospect inquiries—defined as active projects seeking sites or buildings within the County or broader region. These inquiries came from both businesses considering relocation to Hanover and existing companies exploring expansion opportunities. The leads represented a wide range of industries, including pharmaceuticals, data centers (both end users and supply chain partners), logistics, and various advanced manufacturing operations.

91 Prospect Visits

HCED hosted 91 prospect visits to the community in FY2025. These visits included not only businesses considering a location in the County, but also site consultants and international trade representatives exploring Hanover on behalf of the companies they represent. While some meetings continue to be held virtually, there has been a notable increase in face-to-face visits over the past few years—reflecting a strong preference for in-person engagement and firsthand experiences of the community and available properties.



French-American Business Summit

HCED's Armon Smith attended the French-American Business Summit at the French Embassy in Washington D.C. in October 2024. The Summit focused on "Artificial Intelligence on both sides of the Atlantic" in all sectors of activity. French and American companies, institutions and organizations showcased their products and/or services to a public of international professionals, and networked with potential clients, partners, and renowned experts.



VA Economic Summit & Forum on Intl. Trade

The Virginia Economic Summit & Forum on International Trade held at Greater Richmond Convention Center in December 2024 was attended by HCED's Brandon Turner and Armon Smith. The 2024 Forum convened business leaders and industry experts to discuss the connection between energy and economic development, as well as the infrastructure challenges and opportunities in making economic development planning decisions.



ChamberRVA InterCity Visit

ChamberRVA's InterCity Visit program enables an environment where the Richmond Region's leaders can engage in meaningful dialogue and generate innovative ideas from peer cities. This year's visit to Greenville, South Carolina was held from April 29–May 2, 2025, and was attended by HCED's Brandon Turner, County Administrator John Budesky, and Board of Supervisors members Faye Prichard and Sean Davis.



SelectUSA Investment Summit

The SelectUSA Investment Summit, hosted by the U.S. Department of Commerce, was held in National Harbor, Maryland from May 11-14, 2025 and attended by HCED's Armon Smith. The Summit is a premier event for promoting foreign direct investment into the United States and offers opportunities for networking, learning, and making connections between investors and U.S. economic development organizations.

Connecting Continents: Hanover Joins GRP on European Business Marketing Mission

In April 2025, HCED Deputy Director Armon Smith participated in a European marketing mission led by the Greater Richmond Partnership (GRP) alongside regional economic development partners. The mission focused on Germany, Switzerland, and Austria, with the delegation spending two days in each country. During the trip, they met with more than ten companies—ranging from life sciences to manufacturing—that expressed interest in expanding operations to the United States. Armon highlighted the strengths of Hanover County and the Greater Richmond region in these discussions. As part of the mission, Armon also visited the global headquarters of Anton Paar in Graz, Austria. Anton Paar, whose Americas headquarters is located in Hanover County, hosted Armon and other regional partners for a full day with its corporate leadership. The visit included a comprehensive tour of the company's facilities, including its manufacturing floors, training school, on-site restaurant, brewery, and offices.



Armon Smith visits Anton Paar GmbH Headquarters, Graz, Austria. Inset: Anton Paar USA North American Headquarters, Hanover County, VA

Hanover County Makes Its Debut at the Winter Fancy Foods Show in Las Vegas

In January 2025, HCED Deputy Director Armon Smith represented Hanover County at the Winter Fancy Foods Show in Las Vegas—marking the county's first-ever appearance at this premier global event. The show gathers leading food and beverage companies from around the world, offering a prime platform for networking and business development. Partnering with the Virginia Economic Development Partnership, HCED connected with over 30 companies exploring opportunities to expand into the U.S. market. Armon shared the compelling advantages of doing business in Hanover County and the Greater Richmond region, positioning the area as a strategic hub for growth and innovation.



Porvair Featured in New Testimonial Video

Effective economic development marketing isn't just about stats and support programs—it's about people and purpose. Hanover's testimonial video series uses authentic business voices to tell a layered story of cutting edge innovation, community integration, career-building opportunities, and the County's infrastructure advantages. With companies like Hanover Foils, Anton Paar USA, Pixel Factory Data Center and CodeBlue Technology taking part, these videos serve as persuasive tools in attracting investment, skilled workers, and supportive partners as well as enchancing community pride!



In June 2025, Hanover Economic Development debuted another compelling testimonial video spotlighting **Porvair Filtration Group**—capturing not only the company's advanced technology, but also its deep roots in the local community. Based in Ashland, Porvair is a global leader in high performance filtration systems used across aerospace, defense, and industrial industries—from scrubbing CO₂ aboard the International Space Station to supporting satellite launch systems and military aircraft. In the video, General Manager Steve Potter underscores the company's role in critical systems by commenting: "We're often behind the scenes. You wouldn't know that we're there, but every system in the world has a filter on it...we make a number of them here in Hanover County."

Porvair's testimonial video exemplifies how spotlighting real companies through honest storytelling can humanize high-tech industries and reinforce a region's brand as a destination for innovation and opportunity. It's not just a success story—it's a strategic asset in Hanover's economic development playbook.

To view the video, visit www.hanovervirginia.com/locate-your-business/business-success-stories.

A Sampling of Other Events Attended in FY2025

- Central Virginia Local Government Purchasing & Construction Expo
- ChamberRVA Annual Meeting
- DEIC Center Street Pitch Competition
- Energy Tech 2025
- Engage Hanover Citizens Academy
- Export Connections: Launching Globally from Central Virginia
- Greater Richmond Partnership Annual Meeting
- Hanover Chamber of Commerce - multiple events
- Hanover Habitat for Humanity Harvest of Hope
- Hanover U.S. Route 33 Gateway Small Area Plan
- Ignite Sparked by the Better Business Bureau
- PlanRVA Small Jurisdictions Meeting
- Richmond Region Tourism Visitor's Experience Meetings
- RVA757 Convergence Conference
- PlanRVA Small Jurisdictions Economic Developers Meetings
- VCU Real Estate Trends Conference

FY25 Lead Generation	VEDP Virginia Economic Development Partnership	37 leads 45%	GREATER RICHMOND PARTNERSHIP	30 leads 36%	HANOVER COUNTY VIRGINIA	16 leads 19%
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Hanover’s Hiring App Receives Recognition from VACo



The Hiring in Hanover, VA app was honored with a VACo Achievement Award, a competitive recognition open to local governments across Virginia. In August, the Virginia Association of Counties (VACo) announced 45 winners of the 2024 Achievement Awards, chosen from a record 145 entries. These awards highlight innovative and effective programs that address local challenges. Hanover County also earned an award for its Hanover DASH Specialized Transportation program. Previously, in 2023, the Hiring App received national and regional recognition, earning a Gold Award for Excellence from the International Economic Development Council and the VEDA G.O.A.T. Award from the Virginia Economic Developers Association.

Hiring In Hanover, VA App Connects Businesses and Jobseekers



As businesses adapted to new working conditions brought on by the pandemic, Hanover County Economic Development (HCED) quickly recognized the need for a local job board to support both employers and job seekers. In response, HCED launched the Hiring in Hanover, VA app in July 2020 using the Glide web-based platform, following numerous requests from Hanover-based businesses. The app is accessible on any device—mobile, tablet, or desktop—and can be easily shared via a web link or QR code. It has been well received by the business community, which has expressed appreciation for both the department’s support and the added visibility for their job openings. Since its launch, the app has garnered over 9,500 views. HCED continues to seek opportunities to enhance the app and expand its marketing reach. In addition to regular features in the department’s newsletter and social media posts, the app is actively promoted during business visits and Business First walks.

E-Newsletter Features Hanover Properties and Employers

Hanover County Economic Development’s monthly newsletter, which debuted in February 2024, serves as a dynamic platform for showcasing the region’s business opportunities by spotlighting both featured properties and featured employers. It highlights prime commercial and industrial real estate available for development or lease—complete with location advantages, zoning details, and access to infrastructure, and information link—making it a valuable resource for site selectors and expanding businesses. The featured employer section includes a brief description of the company and provides a direct link to its listing on the Hiring in Hanover, VA app, helping connect local job seekers with real career opportunities. Together, these spotlights reinforce Hanover’s reputation as a thriving, business-friendly destination where companies can grow and succeed. To subscribe, use the QR Code on the the back cover.



Hanover Shopping Season Campaign

Throughout November and December of 2025, our department encouraged consumers through its Hanover Shopping Season campaign to “Shop Local” and to consider dedicating part of their holiday spending in support of local and small businesses. The campaign touted the County’s retail establishments, restaurants, personal service providers, and other businesses that count on customer patronage. The campaign was promoted through social media posts and print ads in The Mechanicsville-Ashland Local, and encompassed Black Friday Shopping Deals, Shop Small Saturday, and Cyber Monday. A special blog post with social media shares encouraged consideration of support to local nonprofits on Giving Tuesday. The hashtag #HereInHanoverVA was used on all posts. Citizens and businesses are also encouraged to use this hashtag to share everything wonderful about Hanover. Hanover Shop Local Season leverages the Shop Local–#HereInHanoverVA campaign, and utilizes the Here In Hanover, VA App which features restaurants, specialty shops, breweries, wineries and fun things to do in Hanover County. During the campaign, the app’s homepage was modified to market Hanover Shopping Season. The app also provides a link to ZoomBusiness-Hanover which is a free directory available to all types of businesses to be included.



May 2025 Promotional Campaigns

During the month of May 2025, Hanover County Economic Development continued promotion of its educational social media campaign to recognize the Small Business Administration’s Small Business Week (May 4-10), International Economic Development Council’s Economic Development Week (May 12-16) and Virginia Business Appreciation Month. During the first week, posts provided tips on ways to support and promote small businesses. The second week included daily posts educating about the important functions of economic development organizations. In recognition of Virginia Business Appreciation month, our department shared business workshops and provided workforce assistance through promotion of the department’s Hiring In Hanover, VA App.



HCED promoted the free two-day Virtual Summit that occurred on May 6 & 7, 2025 as part of Small Business Administration’s Small Business Week. The online event included expert educational presentations, an exhibit hall, networking, and a mentoring lounge for attendees to ask questions. Workshop topics included artificial intelligence, ecommerce, cybersecurity, business plans, long-range planning and more.





AGRICULTURE & TOURISM

Kings Dominion's Unveils Record-Breaking Wing Coaster, Rapterra

Kings Dominion, located in Doswell, Virginia, unveiled Rapterra in March 2025, a groundbreaking wing coaster that stands as the world's tallest and longest launched wing coaster. Debuting during the park's 50th anniversary, Rapterra offers an exhilarating experience that promises to redefine thrill-seeking adventures.

Inspired by the mythical Jungle Hawk, Rapterra's backstory centers around the discovery of an ancient shrine dedicated to the creature. This shrine, buried beneath volcanic rock, was unearthed by archaeologists, unleashing the spirit of the Jungle Hawk and its formidable powers. Riders embark on a journey to harness these powers, experiencing the thrill of flight and the awe of ancient legends.

Rapterra is set to be a game-changer in the world of roller coasters, offering an unprecedented combination of speed, height, and immersive storytelling. As Kings Dominion celebrates five decades of thrilling experiences, Rapterra stands as a testament to the park's commitment to innovation and adventure.

Kings Dominion Featured in Hanover County Business Success Story Video: Visit www.hanovervirginia.com/locate-your-business/business-success-stories.

Kings Dominion Recognized as a Hanover County Legacy Business at The Heart of Hanover Event (See page 23.)



In 2025, Kings Dominion celebrated its 50th anniversary in Hanover County with a year-long series of special events and attractions. In addition to the new coaster, Rapterra, the park also introduced a variety of live entertainment options for its "Golden Summerbration," including the return of the Singing Mushrooms, 50 Years of Fun Street Party, the Clown Band, and a new nighttime light show called Light the Night, which illuminated the Eiffel Tower and International Street with synchronized effects. Additionally, guests enjoyed interactive exhibits showcasing the park's history and exclusive anniversary merchandise. The 50th celebration offered a unique opportunity for both long-time fans and new visitors to experience the park's rich history and exciting new attractions.

\$240,440,663
VISITOR EXPENDITURES (CY24)

Source: Virginia Tourism Corporation

\$1,689,834
HOTEL TAX REVENUE (FY25)

Source: Richmond Region Tourism

According to the 2024 Economic Impact of Visitors in Virginia prepared for the Virginia Tourism Corporation, more than \$240 million was spent by visitors in Hanover County in calendar year 2024, a 2.8% increase over the previous calendar year and a new high record. Virginia's tourism industry generated a record high \$35.1 billion in visitor spending in 2024, an increase of 5.4% from the previous year with the Central Virginia Region accounting for more than \$6 billion of the state's total, which is a 4.2% increase from 2023. The tourism industry in Virginia directly supported more than 229,000 jobs in 2024, an increase of nearly 5,000 jobs relative to 2023.

In Hanover County, local tax receipts for the 2025 fiscal year generated \$1,689,834 in lodging taxes, which represents an 8.67% increase from last fiscal year. The County, along with the Richmond Region as a whole, set another year-over-year record for annual occupancy tax revenue in FY 2025. While national data points to some economic headwinds, the region's performance remained strong during the fiscal year. Regional lodging occupancy was up each month in the first two quarters of 2025, with sports tourism, short-term rentals, and weekend events driving room night demand. The region continues to benefit from its affordability, connectivity, and positioning as a drive-market destination.

Hanover Establishes New Tourism Department

Hanover County is actively supporting its tourism sector with the establishment of a new tourism department. This initiative includes the creation of two key positions starting in FY2026: the Director of Tourism and a Tourism Specialist. The Director will lead the department, overseeing strategic planning, public relations, and community engagement to promote the county's attractions and events, while the Tourism Specialist will provide essential support with administrative tasks and coordination. Both positions will collaborate with the Virginia Tourism Corporation, Richmond Region Tourism, and other local tourism businesses and organizations to enhance Hanover County's visibility as a travel destination and foster economic growth through increased tourism and community involvement.



Hanover Debuts New Holiday Ornament



In a festive celebration of local heritage, Hanover County designed and sold its first official holiday ornament, featuring the iconic historic Hanover Courthouse. Offered through the Hanover Parks and Recreation Department, the ornament quickly became a cherished keepsake for residents and visitors alike. The project was a collaborative effort, with Hanover County Economic Development playing a key role in coordinating with the vendor to bring the detailed design to life. Proceeds from the 2024 ornament sales supported the Hanover County Museum of History and Culture, helping preserve and promote the rich history of the area for future generations.

Ag Spotlight: Engel Family Farms

Engel Family Farms, a 30,000-acre operation based in Hanover County and spanning Virginia and North Carolina, focuses on sustainable grain production through regenerative farming practices. Founded by Kevin and Denise Engel in 1991 and rooted in a rich agricultural history, the farm primarily grows corn, soybeans, and wheat. The farm has transitioned to no-till farming—an approach that enhances soil health, retains moisture, and improves yields while lowering costs. Over time, the method has proven successful, especially on the farm's sandy, drought-prone soil. Participation in sustainability programs like Perdue's and Bayer's ForGround has further supported their environmental goals. In 2023, Engel Family Farms was named as a Top Producer of the Year award finalist by Farm Journal.



Fall Line Trail

The **Fall Line Trail** is a planned 43-mile-long regional, multi-use paved trail that will connect Ashland to Petersburg providing a safe and accessible route for pedestrians, cyclists, and other non-motorized users. Several sections of the trail already existed or were planned in localities' comprehensive and special area plans, including the existing 0.6-mile Ashland Trolley Line Trail in the Town of Ashland. The 4.8-mile segment running through Hanover County toward Henrico includes a new bridge over the Chickahominy River, and was completed in late Summer of 2025. These local efforts contribute to a larger 13-mile continuous stretch from Ashland to Richmond, forming a key part of the overall regional trail network slated for full completion by 2031.



I Am Tourism Workshop

In December 2024, Covenant Woods in Mechanicsville hosted a session of the **I Am Tourism (IAT) Ambassador program**. Several team members from Hanover County government attended the free and informative training, including Armon Smith from Economic Development and staff from the Communications and Community Engagement department. The IAT program, offered by the Richmond Region Tourism Foundation, is designed to help participants explore local attractions and view the region through the eyes of a visitor. Each session includes a classroom component, a networking activity, and a guided bus tour. Graduates receive a certificate, an IAT Ambassador pin, and access to the digital Greater Richmond Attractions Discovery Pass.



VA 250 - Hanover County

Hanover County has been actively involved in the **Virginia American Revolution 250 (VA250)** commemoration, showing its commitment through a 2022 Board of Supervisors resolution and formation of a local committee. This group has planned a wide range of events, including art expos, historical encampments at Scotchtown, courthouse readings of the Hanover Resolves, and interactive programs like reenactments and expert talks. The County also hosts pop-up exhibits, community history crawls, and themed shows. To keep residents informed and engaged, Hanover County launched a dedicated Facebook page—HanoverVA250—featuring updates, event details, and photos of their commemorative activities.

The Here In Hanover VA App Turns 5

Hanover County Economic Development is celebrating a momentous milestone: the Here in Hanover, VA App has officially turned five years old!

Launched in the early days of the pandemic in July 2020, it started as a simple restaurant directory but rapidly grew into a full-fledged community and tourism resource. The app now features an extensive directory of retailers, service providers, historic sites, parks, trails, events, festivals, and seasonal promotions—playing a central role in the County's "Shop Local – Here in Hanover" initiative. Accessible on any device via Glide Apps, it has become an essential tool for residents and visitors alike to discover local businesses, support small enterprises, and explore everything Hanover County offers.

Here's to five years—and many more—of connecting community, commerce, and local pride!



INITIATIVES

Department Initiatives

Roundtables Provide Key Insights and Future Strategy Development

In the winter of 2025, Economic Development hosted six roundtable events with approximately 50 participating businesses and organizations. The purpose was to conduct a SWOT analysis—identifying the Strengths, Weaknesses, Opportunities, and Threats related to Economic Development in the County. Participants praised the County for its market location, pro-business environment, strong community partnerships, quality of life, safety, and education. However, areas for improvement were also highlighted, including infrastructure, underutilization of the Economic Development Authority (EDA), and limited availability of sites and buildings. Together with the EDA's strategic planning session (see page 6), these findings will inform the development of a comprehensive Strategic Plan for the Department of Economic Development, beginning in FY2026.

Revamping the Economic Development Website for a Modern and Inclusive User Experience

As the fiscal year ended, the Economic Development Department officially began working with Whittington Consulting on a complete redesign of its website. The current site, which serves entrepreneurs, existing businesses, and potential investors, is more than a decade old—outdated by modern digital standards. The new website will feature both existing and updated content in a more user-friendly, visually engaging format. It will also support multiple languages and comply with federally mandated ADA accessibility standards. The revamped site is anticipated to launch in Spring 2026.

County & Regional Initiatives



Connect Hanover

The **Connect Hanover** initiative continues to advance steadily, with fiber “last-mile” construction now underway. On November 20, 2024, Hanover County and All Points Broadband celebrated the launch of this critical phase, marking a major milestone toward providing high-speed internet to roughly 8,000 homes and businesses. According to County timelines, All Points began mainline fiber construction in eastern Hanover in Q4 2024, with home connections expected to start in Q2 2025 and continue through Q3 2026. Concurrently, Brightspeed is progressing in western parts of the County. Coordination with utility partners and alignment with Hanover’s broadband goals makes Connect Hanover a strong driver toward bringing reliable high-speed internet to underserved parts of the County.



Route 33 Gateway

Hanover County’s **Route 33 Gateway (Mountain Road) Small Area Plan** focuses on guiding future development across 950 acres near the former Tyson Foods site along Mountain Road. The plan sets a detailed framework for infrastructure improvements, development areas and standards, and design standards that preserve the rural gateway character. Extensive community engagement—including surveys and public workshops in early and mid-2025—helped shape the plan’s priorities, such as trail connections, business types, and visual guidelines. A draft was released in July 2025, and residents continue to provide feedback through the County’s Engage Hanover platform. The final plan will help inform future rezoning requests and development proposals in this strategically important corridor.



Talent Pathways Initiative

The **Talent Pathways Initiative (TPI)**, a program of the statewide GO Virginia Board, supports the analysis of regional workforce needs and identifies the skills and training required to help Virginians fill in-demand jobs. In 2023, Hanover County partnered with GO Virginia Region 4, Brightpoint Community College, and other Central Virginia communities and organizations to secure a TPI grant focused on workforce needs in two key industries in the Richmond Region: pharmaceuticals and information technology. The resulting reports, completed and shared with partners in June 2025, outline current and projected employment trends in these sectors, along with strategies to strengthen and grow the workforce. Both reports are available for viewing on the Hanover County Department of Economic Development website.



Atlee Station YMCA Celebrates Expansion Project

The Atlee Station Family YMCA in the Rutland area of Mechanicsville, VA is currently undergoing an expansion project. The YMCA purchased nine acres of adjacent land with plans that include a new facility that will serve as a gathering place for the community, several new amenities including an adaptive playground designed to be inclusive for youth of all abilities, a pavilion with a multi-purpose classroom intended to expand program offerings and community activities, multi-use sports fields allowing for expanded recreation opportunities and youth sports programs, and new sidewalks to be constructed along Atlee Road to provide safe and accessible access to the YMCA. The project is supported by the community and various partners, including the Hayes Family, RCI Builders, Reesebrooks Land Development, Benchmark Construction, and HHHunt. A ribbon cutting was held on June 4, 2025.

FACTS & FIGURES

Total Business Establishments

4,354

Source:
U.S. Bureau of Labor Statistics
QCEW, Q4-CY2024



Major Private Sector Employers (100+ Employees)

- Amazon Fulfillment Services Inc.
- Bon Secours Health Systems Inc.
- Kings Dominion
- RMC Events
- Wal Mart
- Supervalu Wholesale Operations
- Owens & Minor Distribution Inc.
- Federal Express
- Food Lion
- Woodfin Oil Company
- Carter Machinery Company
- Wegmans
- The Home Depot
- Kroger
- AMF Bowling Companies
- James River Equipment
- Covenant Woods
- LogistiCare Solutions
- Vitamin Shoppe Distribution Center
- Walgreen Company
- VSC Fire and Security Inc.
- Bell Nursery USA, LLC
- Cascades
- Lutron

Source: VEC - Q4-CY24



VIRGINIA #4

Virginia has consistently ranked in the Top 10 every year since the study began in 2007 and has claimed the #1 spot six times.

Hanover County Public Schools

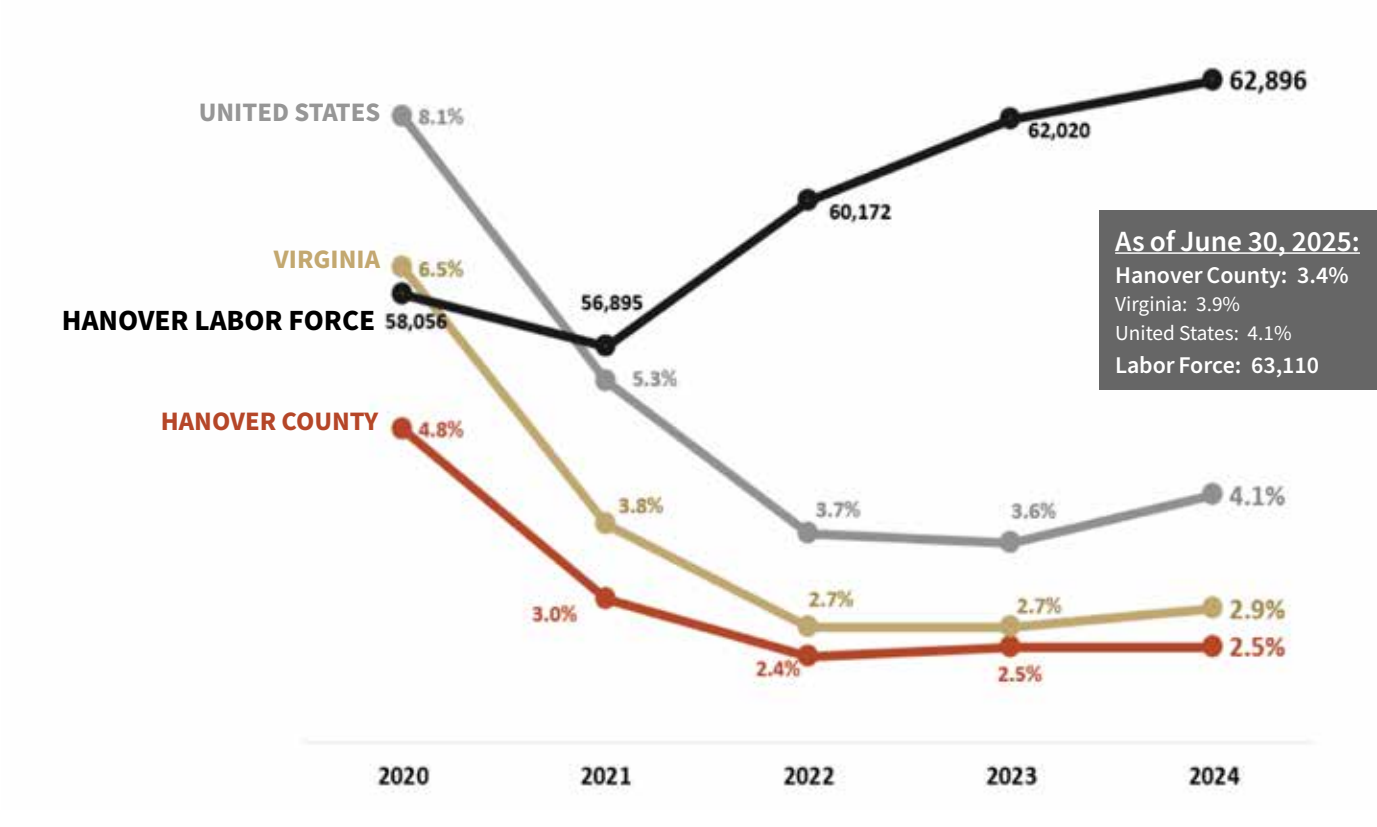
95.8% Fully Accredited Virginia Department of Education based upon Virginia Standards of Learning assessments	National Blue Ribbon School of Excellence Awards 10	15th Largest School Division in Virginia Number of Students Served 16,500+
2024 On-Time Graduation Rate* 96.2% *12 consecutive years exceeding 95%	65% 2024 Graduates Earning an Advanced Diploma	98 Career & Technology Course Offerings 94 National Board Certified Teachers



For more Virginia and Richmond Region accolades, visit our partners at the Virginia Economic Development Partnership and Greater Richmond Partnership.

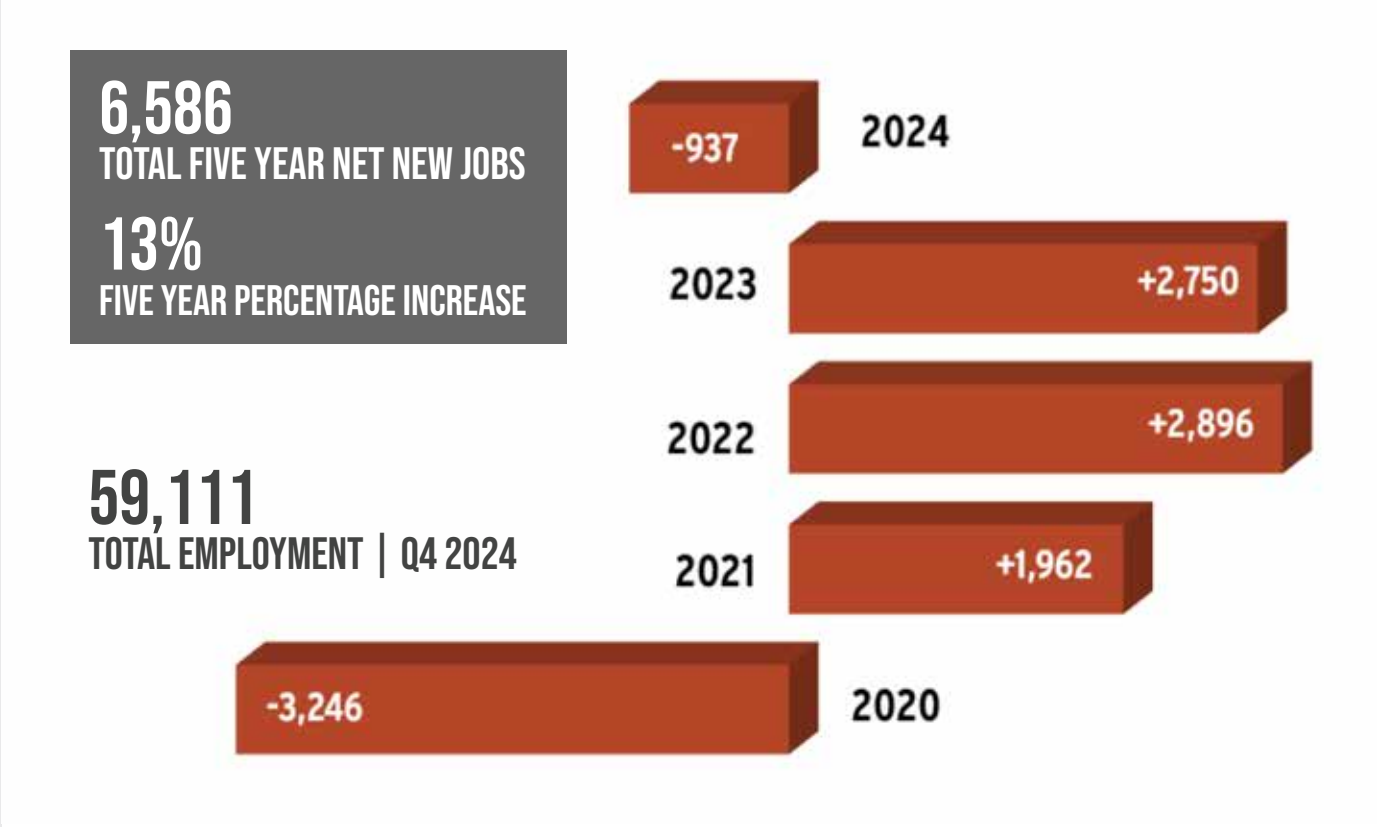


UNEMPLOYMENT & LABOR FORCE



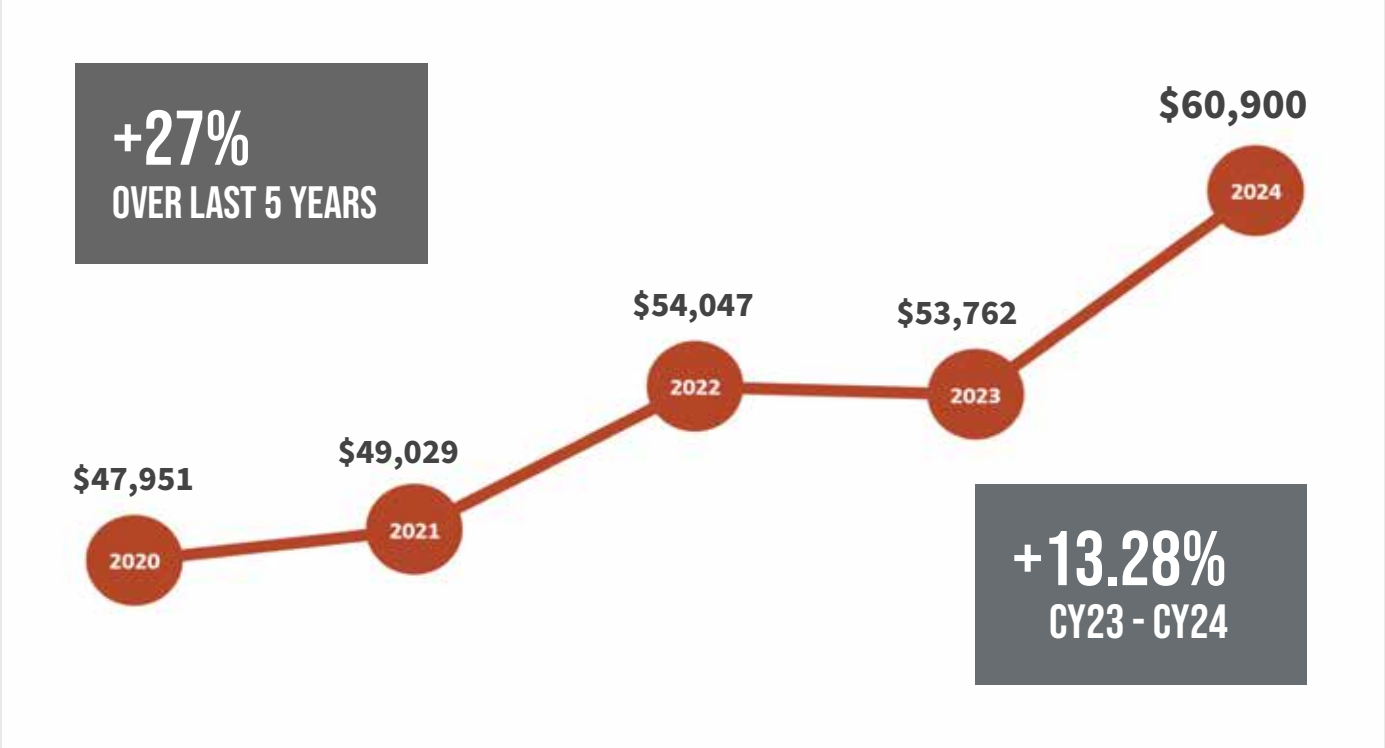
Source: VEC/QCEW, Q4-CY. VEC data subject to adjustment.

NET NEW JOBS IN ALL INDUSTRIES



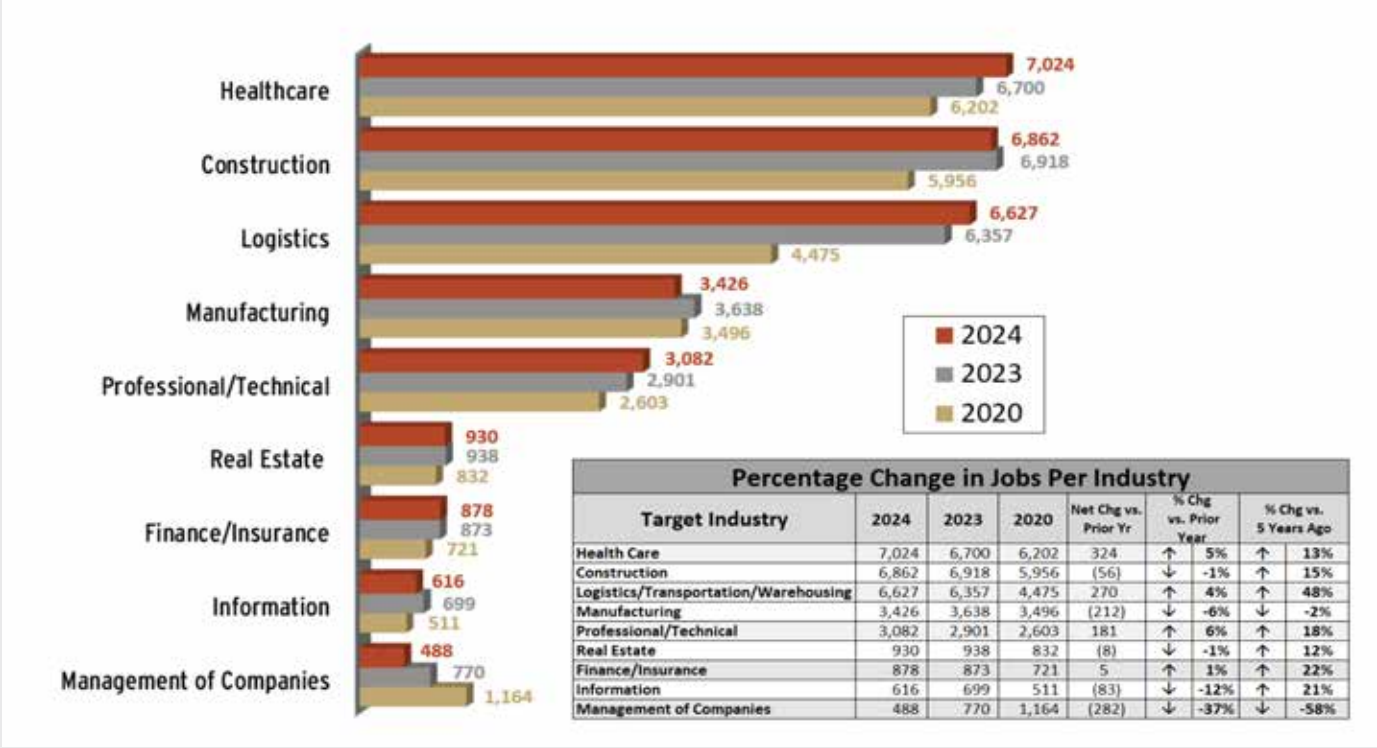
Source: BLS/QCEW, Q4-CY.
Data subject to adjustment by U.S. Bureau of Labor Statistics (BLS).

AVERAGE ANNUAL WAGES



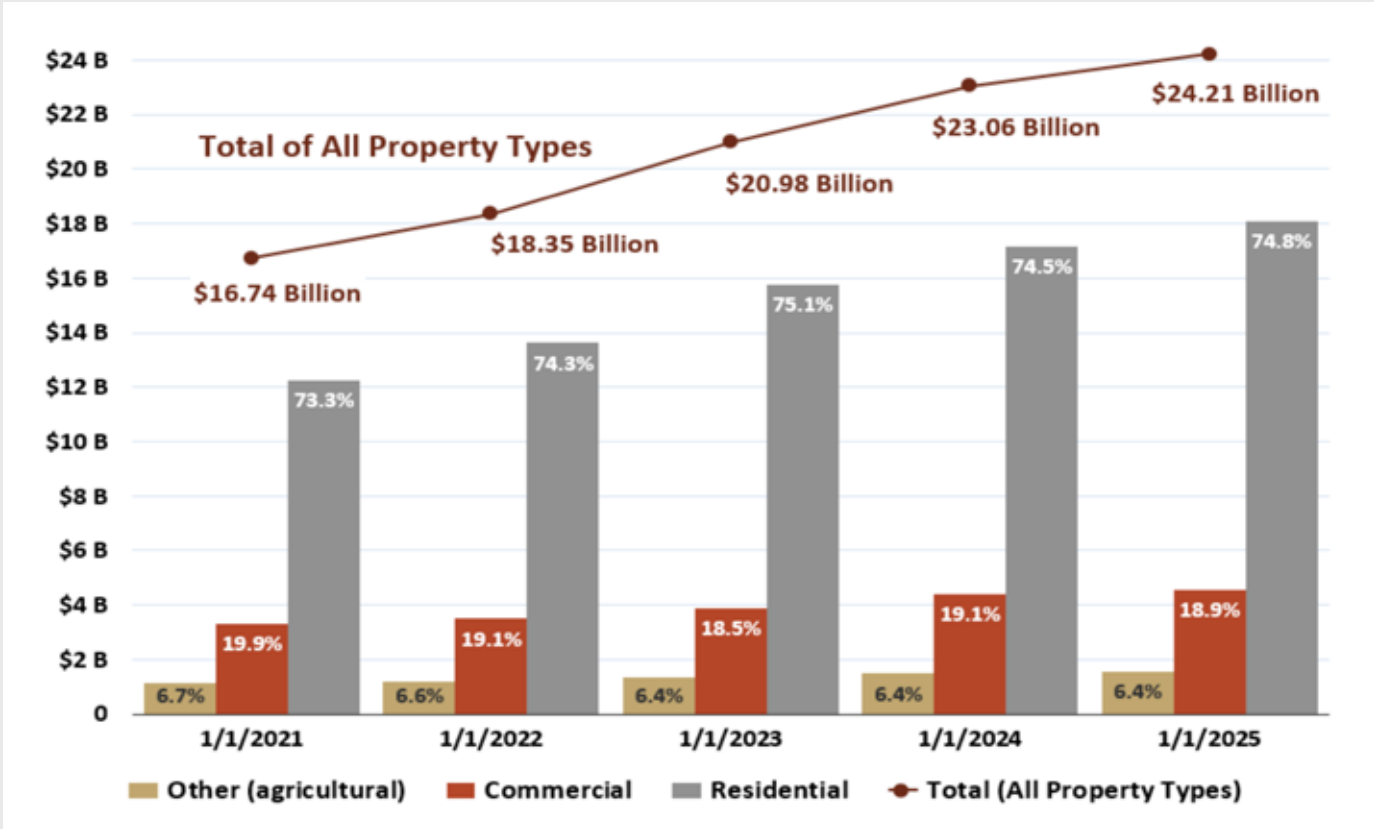
Source: Jobs EQ, CY.

NET CHANGE IN NUMBER OF JOBS PER TARGET INDUSTRY



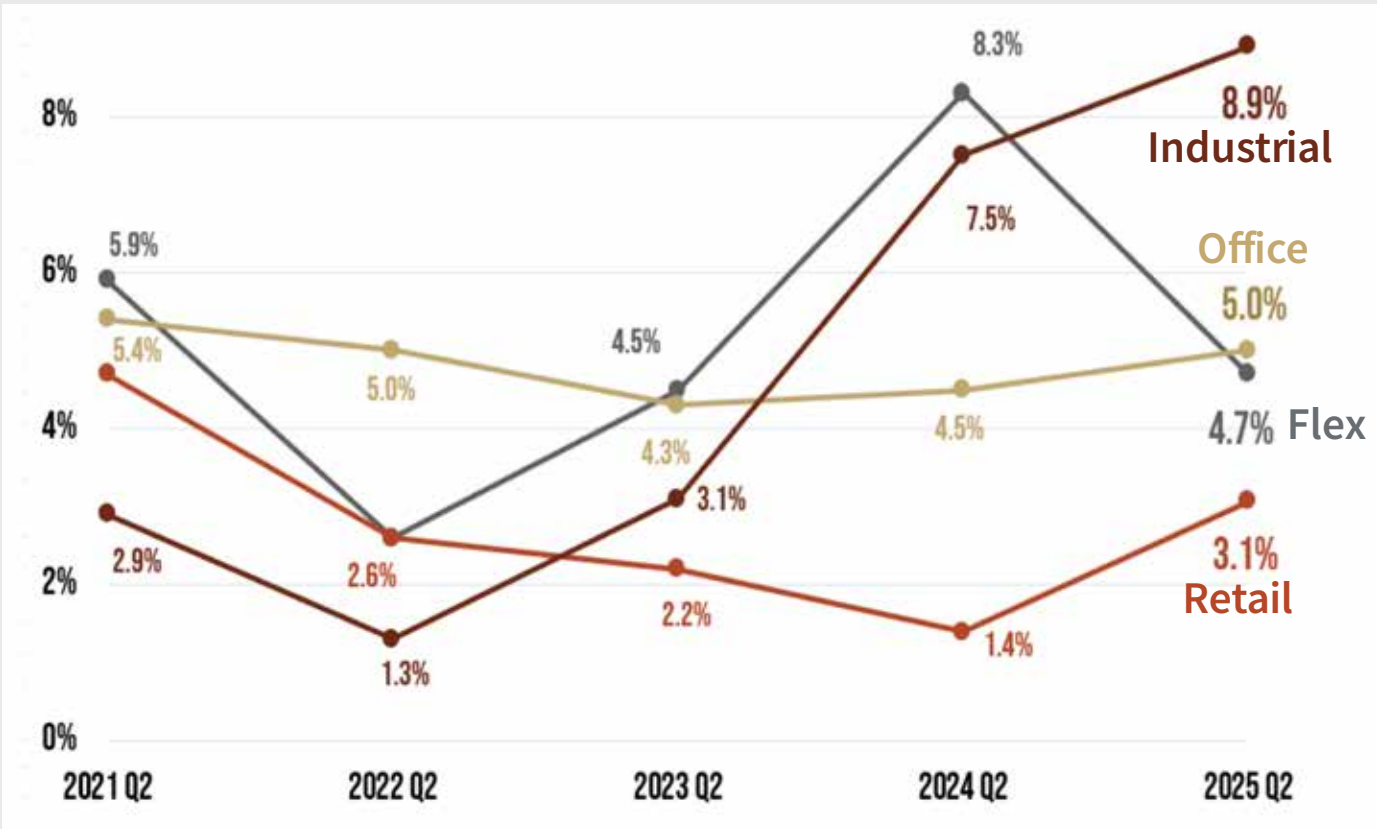
Source: BLS/QCEW, Q4-CY. BLS data subject to adjustment.

PERCENTAGE OF TOTAL TAXABLE ASSESSED VALUE BY PROPERTY TYPE



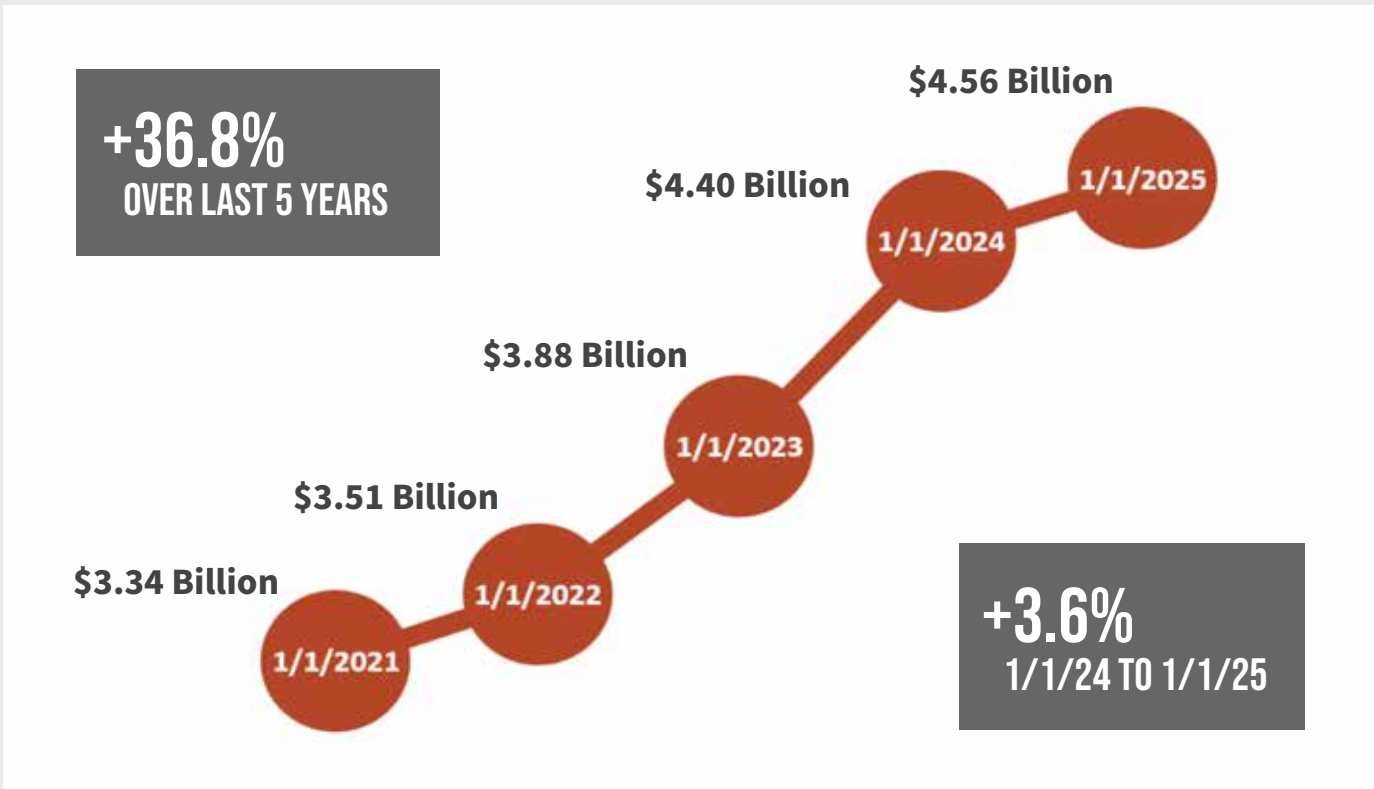
Source: Hanover County Assessor's Office. Data based on previous CY as of January 1.

VACANCY RATES BY PROPERTY CLASS



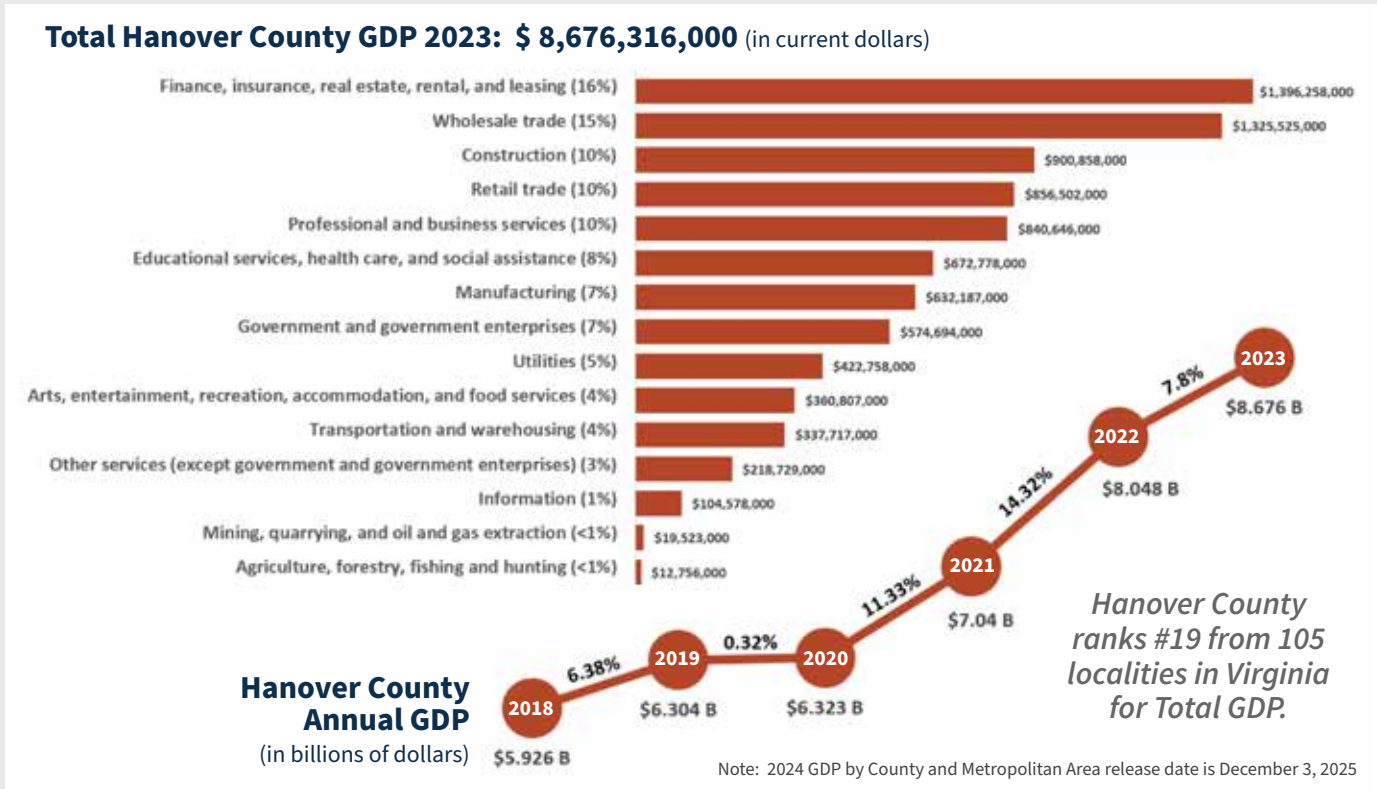
Source: CoStar, Q2-CY.

TOTAL TAXABLE ASSESSED VALUE OF COMMERCIAL PROPERTY



Source: Hanover County Assessor's Office. Data based on previous CY as of January 1.

HANOVER COUNTY GROSS DOMESTIC PRODUCT (GDP)



Source: U.S. Bureau of Economic Analysis (BEA)/Regional Data/GDP & Personal Income

Hanover County

Department of Economic Development

Providing local assistance for businesses looking to relocate or expand within Hanover County including site selection, workforce development solutions, incentives and technical support that will encourage investment and growth in our community to enhance the lives of our citizens.

INNOVATE. PROSPER. GROW.

With record employment and GDP numbers, along with dozens of recent new companies and expansion projects, Hanover County's pro-business environment continues to show results.

Sectors such as warehousing and logistics have cooled somewhat from pandemic highs, but are still historically robust as Hanover County and the Richmond Region continue to offer a strong value proposition as a logistics hub. Increasing interest from manufacturing, construction, and data center sectors will bring economic diversity to the region in the coming years. Thanks to years of success and increased visibility on the national and international scenes, Hanover continues to be a wonderful place in which to live, play, and conduct business.

Many reasons businesses continue to express interest in Hanover County include:

MARKET PROXIMITY

Access to I-95, I-295, I-64 and other major highways places Hanover County within a day's drive of nearly half of the population of the United States, and is especially close to major Northeast markets.

QUALITY OF LIFE

Citizens in Hanover County have an unparalleled quality of life with outdoor amenities, a strong healthcare system, and one of the top public school districts in the State. And if big city amenities are in order, Richmond is just a short drive away.

COST TO DO BUSINESS

Hanover County has some of the lowest tax rates in the Greater Richmond Region as companies weigh their return on investment and cost to conduct business.

STRONG, WELL RUN GOVERNMENT

Hanover County is one of the smallest U.S. counties by population to have a AAA bond rating from all three bond ratings agencies. Fiscal stability is paramount to the County. Additionally, businesses reap the benefits of a low, stable tax structure and minimal business regulation.



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