

"Our location in Virginia is strategic and provides us the dual opportunities to draw from an area rich with a strong work ethic, as well as to serve the industrial companies in the Mid-Atlantic region."

James Templeton, Vice President of Operations, Allfirst

Advanced Manufacturing



Allfirst: safety and integrity first Allfirst LLC, an industrial general contractor, was founded in 2000 by CEO Les Hall with a business philosophy based on honesty, work and timely delivery. However, in order to expand the company, new workers needed. Finding employees was a challenge because not enough individuals wanted to be in the trades, making it difficult to hire, train and retain. Hall set out to solve the problem by offering an apprenticeship at the company, partnering with Virginia Jobs Training Program (VJIP). VJIP is a state-funded program that helps reduce the costs of workforce management for new and expanding companies. He calls VJIP a "win-win" because the program offers support for in-house training without excessive red tape." Allfirst was featured by *Inside Business* as a 2016 Roaring 20 Award honoree, noting the company's growth and ability to maintain long-term customer relationships.



Sacrificial anodes make a positive impact on ships

Canada Metal (Pacific) Ltd. (CMP) is a leading provider of marine products. Darrick Lemaster, General Manager, operates the Suffolk subsidiary located in Suffolk Industrial Park which produces commercial marine anodes marketed under the Martyr Anodes brand. These sacrificial anodes are applied to ships in order to protect the hulls and engines from corrosion, and CMP is the only commercial manufacturer of anodes in Virginia. Lemaster explains that the proprietary process used in manufacturing the aluminum anodes is environmentally friendly because they are cadmium free and lighter in weight than traditional anodes. Proximity to the Port of Virginia allows CMP to serve the military and commercial shipping industry, and to reach East Coast customers in a timely way.

A decade of serving the community

Suffolk Workforce Development Center celebrated its 10-year anniversary. The Center has grown from serving 1,300 citizens to over 16,000 annually, providing services to employers, veterans, job seekers and young adults by aiding in career assistance and resources necessary to improve quality of life.



FAM Tour wins fans Hampton Roads Economic Development Alliance (HREDA) hosted state visitors from Virginia Economic Development Partnership (VEDP) for a Familiarization (FAM) Tour of the region, showcasing business assets and resources. Friant & Associates was in the spotlight for the Suffolk portion of FAM. Friant opened a 357,000-square-foot, \$17 million facility at CenterPoint Intermodal Center in 2014 to manufacture high end, customizable office furniture. Those on the tour learned first-hand about the region, fostering awareness and growth, allowing VEDP to better tell the story of Hampton Roads as they market economic development for Virginia.



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