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ALL STORIES ARE WRITTEN BY GERALD GOAD - PUBLIC INFORMATION SPECIALIST (INTERN) FOR CARROLL COUNTY.

GERALDGOAD@CARROLLCOUNTYVA.ORG EXT. 3194

AmeriPumps, LLC To Bring 125 New Jobs To Carroll

Ameripumps, LLC will bring 125 jobs to the area and will have an initial capital investment of more than \$4.6 million, in addition to basing a corporate aircraft at the Twin County Airport.

Governor Timothy M. Kaine announced that AmeriPumps, LLC, a manufacturer of portable water pumps used in the construction and mining industries, hurricane recovery and aboard ships and boats, will invest more than \$4.6 million to move its headquarters and manufacturing facility from Chattanooga, Tenn. to the Town of Hillsville in Carroll County.

The company, which will assemble, ship and service water pumps throughout North America and the Western Hemisphere, will create 125 new jobs with Virginia successfully competing with Tennessee for the project.

"This is tremendous news for Hillsville and Carroll County," said Governor Kaine. "AmeriPumps' decision to open this facility demonstrates that the region, previously affected by economic downturn, is on the rebound. The company will find no shortage of capable

employees with a strong work ethic, and I look forward to AmeriPumps' success in Virginia."

AmeriPumps has a strong business relationship with Sykes International, which is the largest industrial pump manufacturer in the world. Sykes has earned and maintained a reputation for building the most reliable dry priming dewatering



pump for some of the most challenging applications imaginable to man. Due to this strong relationship, AmeriPumps is the sole authorized manufacturer of Sykes Pump in the Western Hemisphere, which includes Canada, the United States, Central and South America.

"We are extremely excited to establish our Corporate Headquarters and Manufacturing operations in Hillsville and we look forward to being a part of the Hillsville/Carroll County business community for many years to come," said Doug Zukowski, President of AmeriPumps. "The decision to relocate our operations to Virginia was based on the strong work ethic and available

workforce in this geographic region along with the quality of life only found in this part of Virginia. We certainly appreciate the leadership and hard work from the Virginia Economic Development Partnership, the Carroll County Administration and the Town of Hillsville and others for assisting us in making Hillsville our new home."

The Virginia Economic Development Partnership worked with the Town of Hillsville, Carroll County and Virginia's @Corridor to secure the project for Virginia. Governor Kaine approved \$150,000 from the Governor's Opportunity Fund to assist Carroll County with the project. The Virginia Tobacco Indemnification and Community Revitalization Commission approved \$100,000 in Tobacco Region Opportunity Funds for the project. The company is eligible to receive state benefits from the Virginia Enterprise Zone Program, administered by the Virginia Department of Housing and Community Development. The Virginia Department of Business Assistance will provide training assistance through the Virginia Jobs Investment Program.

Sam Dickson – Chairman of the Carroll County Board of Supervisors said during the announcement, "Today is a celebration of the work that has been completed in the past to get us to the point we are today but also a celebration of the present. Today is a "Present" to Carroll County and the Blue Ridge Crossroads Region. This is a very special announcement for many reasons.

(more on page 2)

(from page 1) Using this new approach to Economic Development of working to 'grow our own through Entrepreneurship' has resulted in more than 300 new jobs in the region and \$12 million in Capital Investment and has started 76 businesses. Today, we are happy to say that we will be adding to these numbers significantly!"

Liz Povar – Director of Business Development for the Virginia Economic Development Partnership said, "Beyond the results achieved, Carroll County's emphasis on an Entrepreneurial strategy as one part of a comprehensive overall economic development plan is evidence of solid local leadership with a vision. With Carroll and the Blue Ridge Crossroads implementing the vision by dedicating staff time, financial resources, and building partnerships create the opportunities for success today and in the future. This is a best practice example from which many other communities can learn."



AmeriPumps, LLC will reside off of Expansion Drive inside the Town of Hillsville and Carroll County.

Don Branscome, one of the company owners of AmeriPumps, LLC said, "As you know, DLB has been a stable employer of Carroll County for many years. We are a construction company that builds bridges, constructs, repairs water and waste water projects and a few other things such as the



development of the land at "Wildwood", Exit 19 on I-77. We operate across the Commonwealth on a regular basis and surrounding states. Tom

Sullivan, a friend of mine and now partner approached me about an opportunity to purchase a 'Pump Company'. I have known Tom for many years and he was a Commercial /Industrial Pump Salesman for another company at the time. He along with Doug Zukowski of Chattanooga shared the vision of where we could buy AmeriPumps and become a leader in the field. One of our competitors does about \$300 million in sales each year. We plan to re-allocate the business from the 'big boys' as we move forward."

Dickson continued by thanking the Town of Hillsville for the \$50,000 incentive, along with thanking the Tobacco Commission for their \$100,000 contribution and also the \$150,000 from the Governor's Opportunity Fund.

"Much work must be accomplished to see the

amazing influence this company will have on Carroll County and the region," Dickson says. "These 125 jobs will come and they will not be a broken promise as we have experienced in the past. As I said earlier, it is always nice to hitch your wagon to a winning Horse. Today, Carroll County is firmly hitched to an up and coming world leader!"

Del. Bill Carrico was in attendance for the announcement. "AmeriPumps, LLC is a state of the art company that Carroll County citizens will be blessed to have for job opportunities, Carrico said. "I'm really excited for them to establish in Carroll and there has been a lot of work involved in making this happen. This will be a huge benefit for our region."

County Administrator Gary Larrowe said, "AmeriPumps is a world-class operation that will be operating from the world-class community of Carroll County. It is not everyday that a Western Hemisphere Headquarters lands in Southwest Virginia and Carroll County in particular. We are exceptionally excited to have a long close connection to AmeriPumps and her allies, Caterpillar and Sykes Pumps."

For more information on Ameripumps, LLC, please visit the company's website at www.ameripumps.com.

WATCH THE AMERIPUMPS, LLC PRESENTATION! (5 Parts)

Link: http://www.youtube.com/profile_videos?user=CarrollVA&pr

Cana Service Center Hosts Grand Opening

Entrepreneurial Business Development Program Opens 76th Business in the Blue Ridge Crossroads Region.

On July 14, the ribbon was cut and a celebration was held as Cana Service Center opened their new business – located at 14314 Fancy Gap Highway /U.S. 52 just past the Cana Post Office.

"If you treat your customers right, they'll treat you right," said Tony Sawyers, co-owner of Cana Service Center.

Sawyers, along with Shannon Wilson partnered in making their dream a reality – opening their very own automotive service shop.

Cana Service Center offers general maintenance repair on most vehicle makes and models with specializing in Chrysler products. In addition to repair, the business also offers state inspections.

With the work Cana Service Center provides, Sawyers said he predicts to be very

successful by serving as the only service center in the Cana community.

"We want to keep our customers happy," said Sawyers.

"Customers are number one and we are happy to bring loyal and high quality service to everyone."



According to Sawyers, he has a passion of repairing vehicles ever since he was 17 years old.

Sawyers and Wilson both were employed at a nearby automotive dealership before deciding to go into business for themselves. Their concept now is to offer more of a personal care in a small business environment.

Sawyers and his wife Sharon, along with Wilson and his wife Melissa – all owners of Cana Service Center thanked County Administrator Gary Larrowe, Dallas Garrett of the Blue Ridge Crossroads Economic Development Authority, the Carroll County Board of Supervisors and the Carroll County Industrial Development Authority for their assistance in the development of their business.

Supervisor of the Fancy Gap district Manus McMillian thanked Sawyers and Wilson for their hard work and determination in opening up their own business in the community.

For more information on Cana Service Center, call (276) 755 – CARS "2277".

Virginia Bikers Association Holds Charitable Rally

The Virginia Bikers Association hosted their 3rd annual Thunder on the Mountain motorcycle rally at the Lake Ridge RV Resort in Carroll.

Over 200 motorcyclists rode through the county as the Virginia Bikers Association held their 3rd annual "Thunder On The Mountain" bike rally on July 25-27 at the Lake Ridge RV Resort in Carroll.

"This was a huge success for the Association and it was great to support two great charitable organizations in the county," said Wes Hurst, Supervisor for Carroll County and Treasurer for the Virginia Bikers Association.

The event was held to raise money for St. Jude Children's Research Hospital and the Carroll County Charitable Fund. **(continued on page 3)**

(continued from page 2) Throughout the weekend, live music was performed by The Thunder Valley Band, Stoke Row and Back Country. A motorcycle poker run was held on the morning of July 26, followed by a



motorcycle rodeo and bike show late in the evening. On Sunday, the Christian Bikers Association held a biker church service for everyone in attendance.

Thunder On The Mountain was sponsored by Lake Ridge RV Resort, The Motorcycle Law Group of Virginia, Direct Dodge, New River Nissan, and the Harley Davidson Shop of Wytheville.



The Virginia Bikers Association, formerly known as the State Motorcycle Rights Organization, works to help preserve the rights and image of motorcyclists. VABA meets monthly on the 2nd Saturday of every month at Cavalier Cafe in Hillsville, VA at 6:00 p.m.

For more information on the VABA, please visit the organization's website at www.vabikersassoc.org.

Twin County Hospice Holds Camp

At the Kanawha Valley Ranch in Dugspur, Twin County Hospice held their 10th annual Camp Healing Hearts.

Children from all ages came out to remember the life of a loved one at Camp Healing Hearts on July 25.

"Today is one of the most rewarding events we do – being able to offer a service to children that is dealing with a loss in their family," said Meta Smith, Director of Twin County Hospice.



Camp Healing Hearts is an event sponsored by Twin County Hospice for any child in the area that has lost a family member or a friend.

This year's camp was held at the Kanawha Valley Ranch in Dugspur with making it Hospice's 10th annual event.

From 9 a.m. to 5 p.m., around 40 children from elementary to teenage participated in several events and activities, including covered wagon rides, roping lessons and horseback riding.

A memorial service for lost loved ones was held with a prayer led by Rev. Chad Winter of Haven Rest Bible Church in Galax. As everyone sang "Go Rest High On That Mountain," a song made famous by country music artist Vince Gill, each child released a balloon featuring an attached personal message to their deceased family member or friend.

"This has been a very successful day in helping our children cope with their loss," said Larissa Baker, Clinical Nursing Supervisor for Twin County Hospice. "We get more and more children coming out every year. Our camp is open to any child in the area that has suffered the loss of a friend or family member in the past."

For more information on Camp Healing Hearts, contact Twin County Hospice at (276) 236-0973.

Mount Rogers Hosts Grand Opening of New Facility

The Mount Rogers Community Mental Health and Mental Retardation Services Board hosted an open house for their new Fernwood Center headquarters in Carroll.

By formerly having multiple offices located throughout the Blue Ridge Crossroads region, Mount Rogers now has one headquarters that stations them all – the Fernwood Center, located at 6999 Carrollton Pike in Carroll County.

"We're very excited to be celebrating the use of this building," said Lisa Moore, Executive Director of Mount Rogers Community Mental Health and Mental Retardation Services Board.

"Previously, the programs we offer have been located at several different locations, but now we're happy to consolidate all of these services into one."



The Fernwood Center offers services of counseling, youth and extended care, with also having a designated training room for staff, a meditation room and a nature preservation area.

"We're very proud of this facility," said Rhea Lawrence, board member for Mount Rogers. "Before, we were scattered out all over the counties by having several offices. This way we're able to bring them all together."

Mount Rogers Community Mental Health and Mental Retardation Services Board is one of 40 Community Services Boards in Virginia. Their facilities offer services for mental health, substance abuse, and mental retardation. The agency serves on a regional jurisdiction by serving the citizens of the City of Galax and Bland, Carroll, Grayson, Smyth, and Wythe Counties.

To contact the Fernwood Center, please call (276) 238-5600.

To view a video from the center's open house, log onto <http://www.youtube.com/watch?v=2yk2pZHDSTk>.

Carroll Welcomes New Business Development Specialist

New Business Development Specialist brings experience from the corporate executive level to assist with Carroll's Entrepreneurial Business Development Program.

Carroll County is pleased to announce that Mr. Bernie Deck has taken over the open position of Business Development Specialist.



"I like to work with people – helping them realize their dreams while helping to improve the county by assisting with the development of small businesses," said Deck.

Deck will bring additional horsepower to the county's already successful Entrepreneurial Business Development Program, which has created over 350 jobs with capital investment of \$17 million since its beginning in 2006.

Dr. Dallas Garrett, Carroll's former Business Development Specialist, is now working with a more regional effort as Director of the Small Business Development Center in Galax.

Deck brings to Carroll 25 years experience of working in the business world, both corporate and in the small business sector.

From 1984 to 1999, Deck served as vice president of marketing for Valvoline International in Rotterdam, The Netherlands - supervising marketing staff of six Pan-European and Middle East Regions. In 1998, Deck served as the executive assistant to the president of Valvoline.

As an entrepreneur, Deck was a co-founder and president of (continued on page 4)

(continued from page 3) of eTank Systems, a company specializing in remote wireless tank monitoring and petroleum logistics, from 2000 to 2004.

With the experience he acquired from starting and later selling eTank Systems, Deck continued his career by accepting a position as vice president of Sales and Marketing with SMARTLogix – a competitor with 45 employees in which he also assisted with its foundation.

By having the hobby of going biking, Deck gives credit of being led to the county area by riding on the New River Trail. Stating that he fell in love with the area after his experience on the trail, Deck decided to move to the Twin Counties from his residence in Charlotte, N.C.

“I’ve met more people in Galax so far than my 5 years living in Charlotte,” said Deck after commenting on the positive sense of community being shown to him since his arrival.

“With the numerous strengths Carroll is blessed to have, the tremendous friendly atmosphere shown by our folks is one of the largest,” said County Administrator Gary Larrowe.

“Since large industries are hard to attract during this day in time, Carroll’s Business Development program is doing a great job in creating jobs for people in our county,” said Supervisor Andy Jackson.

“I want to continue the energy and enthusiasm that has been shown through Dr. Garrett and Gary Larrowe in creating small businesses and building the concept of entrepreneurship to Carroll County. These are sharp people that are on a mission. I’m looking to do something I will enjoy by acting as a consultant for entrepreneurs and individuals wishing to start their own business or improve their current business status,” Deck said.

Deck’s office is located adjacent to the office of the Southwest Virginia Farmers Market at 497 Farmers Market Drive in Hillsville. He can be reached at (276) 730-3019.

Entrepreneurial Business Development Program Creates Over 400 Jobs With \$17 Million Capital Investment

A FEATURE ARTICLE IN VaCo’s COUNTY CONNECTIONS NEWSLETTER - <http://www.vaco.org>

The Blue Ridge Crossroads region has suffered major job losses due to businesses closing their doors over the past five years. However, a new approach to Economic Development has emerged. Dr. Dallas Garrett has been successful in filling much of the void by providing assistance with the “Creation of Business” and enhancing

entrepreneurship in Carroll, Grayson and the City of Galax.

“The way I see it, we’ve replaced one of the large industries that closed its doors,” said Garrett.



Since the beginning of Carroll County’s Business Development program, Garrett has assisted with the creation

of 428 new jobs through entrepreneurial businesses with a capital investment of \$17 million.

Garrett retired and moved to Carroll County in 2003 after serving 20 years in creating business incubator programs across the nation. When realizing he could not stay away from the business profession, Garrett became Carroll’s first ever Business Development Specialist in 2006 – assisting with the creation of 19 new small businesses employing 95 new workers his first year. Carroll County Administrator, Gary Larrowe said that the 2006 year goal was to work with 100 local companies and Dr. Garrett exceeded the goal and worked with 112 Carroll companies.

The Business Development program has been recognized as one of the best local entrepreneurial programs in the Commonwealth – receiving the Best Practices Award from The Center Council for Rural Virginia in 2007. This award is given annually by the Council for Rural Virginia to recognize outstanding individual commitment and service to the advancement of rural communities and/or issues in Virginia.

“The Center Council for Rural Virginia believes that entrepreneurial business has been the strength of rural Virginia for 400 years. Carroll County (and now that of the Blue Ridge Crossroads Region) is positioning her ‘rural assets - her people’ to step into a globally competitive market,” said Glen Sink – Executive Director of the Center Council for Rural Virginia. “The Council recognized the forward progress of Carroll County at Virginia’s 2007 Annual Rural Summit as a model for Rural Virginia.”



“Beyond the results achieved, Carroll County’s emphasis on an entrepreneurial strategy as one part of a comprehensive overall economic development plan is evidence of solid local leadership with a vision,” said Liz Povar – Director of Business Development for the Virginia Economic Development Partnership. “With Carroll and the Small Business Development Center implementing the vision by dedicating staff time, financial resources, and building partnerships create the opportunities for success today and in the

future. This is a best practice example from which many other communities can learn.”

“This program is exciting and making a difference in not only the economy, but in the lives of families,” said Gary Larrowe – County Administrator for Carroll. “Most localities focus on the attraction of large “Game”, however, our economic development strategy includes job creation through entrepreneurship and going after the backbone group of small business. The work that Dallas has done with Carroll’s economic development and now the region has been tremendous in assisting with entrepreneurial businesses in our area.”

Carroll’s Business Development program has expanded as Garrett is now working in a more regional effort in providing his service to not only Carroll, but also in Grayson County and the City of Galax as Director of the Small Business Development Center of the Blue Ridge Crossroads Economic Development Authority (BRCEDA).

Even though Garrett is now being shared regionally, Carroll continued to expand their initial program by hiring a new Business Development Specialist, Mr. Bernie Deck. “Why not support the things that are working?” said Larrowe.

Carroll County Board of Supervisor Member, Manus McMillan said, “I was hesitant in sharing the program with the region but it was the correct thing to do. We must help our friends in all aspects of life and here is another way we can support each other by sharing a great program to grow our local economy”.

Garrett committed, “We assist people through whatever process is necessary. After explaining the services we provide to local entrepreneurs who are interested in starting or expanding their own business, assistance is given. “Blue Ridge Crossroads Region” has many citizens with a multitude of wonderful business ideas as well as a willingness to invest time, energy and effort into making the business a success. Our office will do anything necessary to help them complete a business plan successfully as well as helping them find funding sources.”

Some of the SBDC services include developing a business plan, providing financial connections and conducting several follow-up visits in making sure plans for new businesses go as smooth as possible.

Garrett has assisted with a huge variety of new businesses – from the opening of an automotive service center to an embroidery service to now a large manufacturing business.

“Dallas was a huge asset in getting my business getting started,” said Greg Dickerson, owner of Dickerson’s Farm Equipment - another one of Garrett’s. “He worked really good with us and he offered a flexible time schedule in which we could conveniently meet with him on a regular basis.” (County Administrator Gary Larrowe was a contributor to this article.)