



TROUTMAN  
SANDERS

presents

T H E

VENTURIE

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25TH ANNIVERSARY CELEBRATION

THE TOP  
25  
OF THE PAST 25

Recognizing Greater Richmond's  
top 25 entrepreneurs of the past 25 years.

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# The Venture Forum

Twenty five years ago, the Greater Richmond economy was characterized by businesses relying on tobacco, aluminum and trains, locally headquartered banks, homegrown Fortune 500-size retailers and a stable manufacturing base. The world has changed in the past 25 years and the Greater Richmond economy has changed along with it.

Through it all, the Venture Forum has been the social network where entrepreneurs, investors and the service providers supporting the entrepreneurial community could network. Many of its Five Minute Forum speakers have gone on to grow successful companies and its *Greater Richmond's Companies to Watch*, *Entrepreneur's Fair* and other programs have been used to promote the entrepreneurial community both inside and outside our geographic area.

As the Venture Forum celebrates its 25th Anniversary, it has taken the opportunity to look back and recognize some of the top entrepreneurs during this time period. As you will see, the Greater Richmond area has a proven track record for starting and growing successful entrepreneurial businesses in a wide variety of industries in all kinds of economic conditions. And we are sure the future will be no different.

Best regards,  
Carl Johnson  
Chairman  
Venture Forum's 25th Anniversary Celebration

For more information on the Venture Forum, go to:  
[www.ventureclub.com](http://www.ventureclub.com)  
For more information on doing business in the Greater Richmond area,  
go to the Greater Richmond Partnership website at [www.grpva.com](http://www.grpva.com)



**BRYAN BOSTIC**  
2B TECHNOLOGY, INC.  
developed  
reservation,  
scheduling  
& ticketing solutions  
for visitor attractions  
worldwide. It was sold  
to Ticketmaster  
in 2000  
for \$24 million.



**DEAN DODRILL**  
AMTEVA TECHNOLOGIES  
was a pioneer  
in unified messaging  
using open standards.  
It was sold  
to Cisco  
in 1999  
at a  
\$170 million  
valuation.



**FRAN DIRKSMEIER,  
DAN NEUWIRTH**  
AGILITY HEALTHCARE  
SOLUTIONS, LLC  
provides technology  
solutions that improve  
hospital patient care  
management &  
operational work flow.  
It was sold to  
GE Healthcare in 2008.



**BRIAN CALLAGHAN,  
WIN SHERIDAN,  
JEFF VEATCH**  
APEX SYSTEMS, INC.  
is an information  
technology staffing  
& workforce solutions  
firm that has grown  
to over \$380 million  
in revenues and  
a staff of 800  
– the 8th largest IT  
staffing firm in the US.



**DR. DAVID BOSTWICK  
MD, MBA**  
BOSTWICK LABORATORIES  
provides anatomic  
& clinical pathology  
laboratory services  
specializing in the  
monitoring & diagnosis  
of cancer. It reported over  
\$100 million in revenue in  
a 2008 IPO filing it later  
pulled due to market  
conditions & currently em-  
ploys over 500.



**TING XU**  
**EVERGREEN ENTERPRISES**  
 Evergreen Enterprises, Inc. is an international provider of unique product lines for home, garden, gifting & collegiate vendors. It has grown to over \$220 million in sales and employs over 2,000 in the US and internationally, with 350 employees being in Richmond.



**JAMES E. UKROP**  
**FIRST MARKET BANK**  
 created a joint venture with Ukrop's supermarkets and grew to 300 employees before merging with Union Bank to create the largest Richmond-area community bank. Mr. Ukrop has been associated with many other successful businesses.



**H. HITER HARRIS, III,**  
**CHRISTOPHER H. WILLIAMS**  
**HARRIS WILLIAMS & Co.**  
 is a premier middle-market advisor serving clients worldwide. It sold to PNC Bank in 2005. At the time it had 110 employees.



**TONYA MALLORY**  
**HEALTH DIAGNOSTIC LABORATORIES, INC.**  
 is a CAP accredited leader in health management, offers a comprehensive test menu of risk factors and biomarkers for cardiovascular & related diseases. HDL has grown from a startup to over 150 employees in less than a year.



**GORDY FOX**  
**HOME CARE DELIVERED, INC.**  
 specializes in home delivery of medical supplies. It is venture capital-funded and has grown to over 100 employees.



**RICHARD FAIRBANK,**  
**NIGEL MORRIS**  
**CAPITAL ONE**  
 Capital One Financial Corporation provides various financial products and services to consumers, small businesses, & commercial clients in the United States, Canada, & the United Kingdom. A spin-off of Signet Bank, it has grown to \$13 billion in revenue and 28,000+ employees, with 6,800 in the Richmond area.



**SLAUGHTER FITZ-HUGH,**  
**SANDY WILLIAMSON**  
**CAPTECH VENTURES, INC.**  
 is a national technology consulting firm offering a full suite of services including management consulting, systems integration & data management. It is an Inc 5000-ranked company reporting \$34 million in revenues, 186 employees and a 3 year growth rate of 60%.



**AUSTIN LIGON,**  
**RICHARD SHARP**  
**CARMAX**  
 is the largest used car retailer in the US with \$7.5 billion in revenue. A spin-off of a local Fortune 500 company, it now employs about 1,000 full time positions locally.



**BILL GOODWIN**  
**CCA INDUSTRIES, INC.**  
 is a diversified holding company which oversees various businesses, investments & real estate holdings including CCA Financial, Bag Boy Company, The Jefferson Hotel, The Hermitage Hotel, Kiawah Island Resort and Sea Pines Resort in Hilton Head Island, S.C.



**ROBERT L. LYNCH**  
**CYMED INC.**  
 provides medical transcription & medical records management services to health care providers. CyMed sold in 2006 for \$35 million.



# The Venture Forum Top 25 of The Past 25



**KAREN BOOTH  
ADAMS**

**HOT TECHNOLOGY  
HOLDINGS**

is a technology incubator & investor group behind 10 successful Richmond start-ups including IronWorks, Fahrenheit Technology, Posh Tots, Genesis Consulting and others.



**ERIC S. EDWARDS,  
EVAN T. EDWARDS**

**INTELLIJECT, LLC**

is a specialty pharmaceutical company dedicated to developing combination drug/device products that empower patients to control & gain freedom from their medical conditions. They signed a multimillion dollar licensing deal with Sanofi-aventis for their Epipen-replacement technology.



**WILLIAM LOVING,  
SCOTT WALKER**  
**IRONWORKS CONSULTING**

is a management, IT & Web consulting firm with multiple offices. It recently moved into a new 35,000 square foot headquarters.



**GARY D. LECLAIR,  
DENNIS M. RYAN**  
**LECLAIR RYAN**

is an entrepreneurial law firm that provides business counsel and client representation in matters of corporate law and high-stakes litigation. It has grown to over 300 attorneys and 250 staff.



**STAN MAUPIN,  
RON MOORE**  
**OFFICE AMERICA**

was one of the first "big box" office supply retailers in the U.S. & was later purchased by Staples.



**JIM BRADY**  
**PAYERPATH, INC.**

provides web-based solutions to improve the business of healthcare —for providers & payers alike. It was sold to Misys for \$49 million.



**THEO J. DE WOLFF**  
**ATLANTIC RENEWABLE  
ENERGY**

was the largest East Coast-based producer of wind energy at the time of its sale to PPM Energy in 2005. He now invests through Robcar Investments.



**STUART HOLT**  
**RESPONSE MARKETING  
GROUP, LLC**

is an integrated communications agency & database-driven direct marketing firm. It was sold to Snyder Communications at a value of \$52 million in 1998.



**DAVE BOSHER,  
SHAWN BOYER**  
**SNAGAJOB.COM**

is the nation's largest online community of hourly workers. It has registered over 20 million job seekers in its first ten years.



**JOHN WHITLOCK**  
**THE WHITLOCK GROUP**

is the world's largest privately-held audiovisual systems integration company. It has grown to over 350 employees.