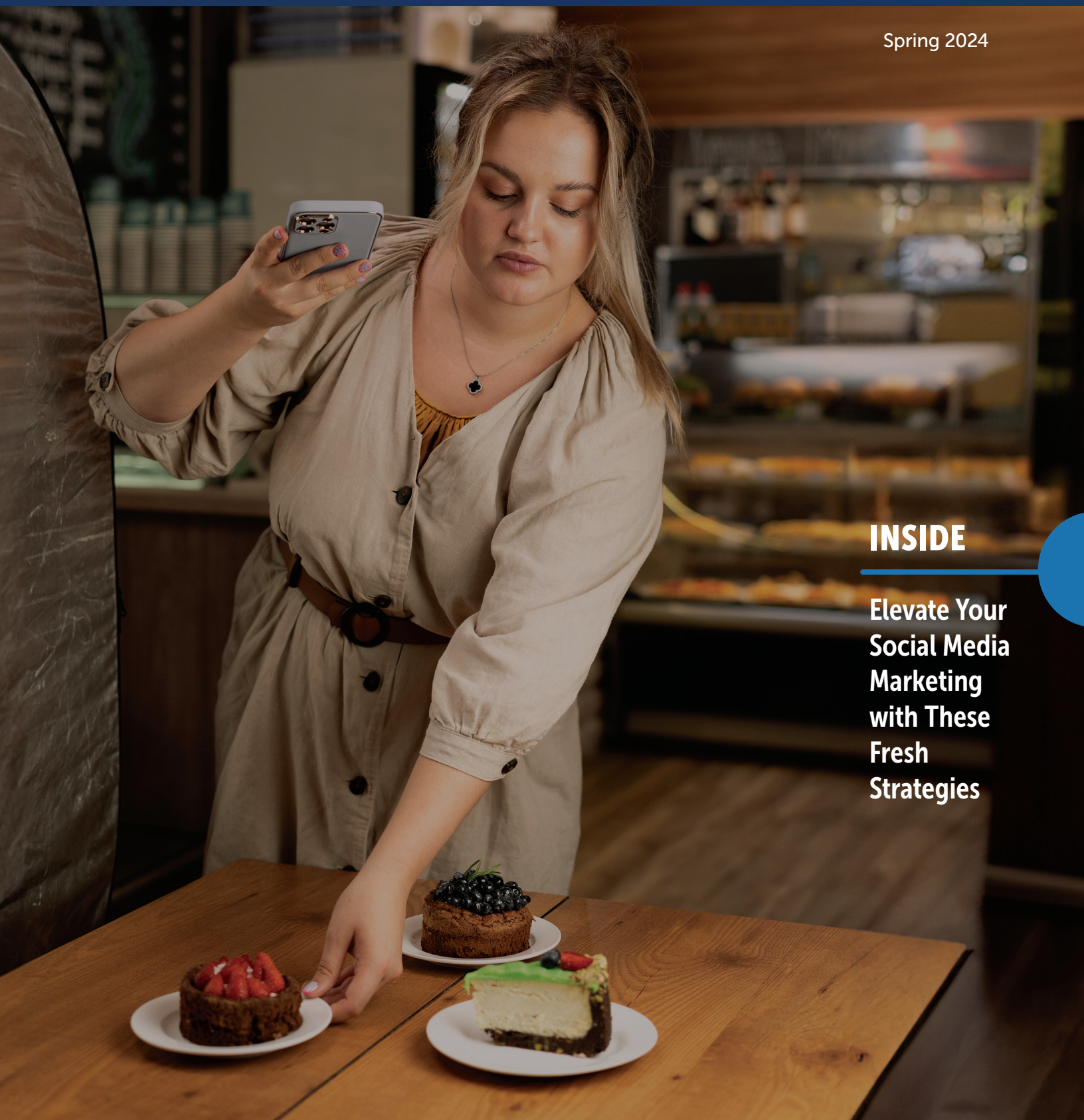
DollarBank

Business INSIGHTS

The Magazine for Hampton Roads Business Professionals

Spring 2024



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READERSHIP SURVEY

Please take a few moments to let us know your thoughts about Business Insights Magazine and how it may better serve your needs.



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Business Insights celebrates its one year anniversary.



I wanted to take a moment to highlight and celebrate the one-year anniversary of our Business Insights magazine. From the start, our main goal has been to provide you, the Hampton Roads business community, with a valuable resource for making informed decisions, and we are thrilled with the positive response we've received so far. We are truly grateful for your support and feedback, and we're excited to keep building on that.

In this issue, we've included a link to our readership survey. We would be thrilled if you could take a few minutes to participate. Your thoughts and opinions are incredibly important to us and will help us shape the future of our publication. We genuinely value your input, so please don't hesitate to share your ideas and suggestions.

In the last issue of Business Insights, I expressed my gratitude to the Dollar Bank team for their exceptional efforts and achievements in growing our Division. In this issue, I would like to extend my appreciation to some key individuals who may not be well-known to our customers, but have played a crucial role in Dollar Bank's success in Hampton Roads.

Our Advisory Board is made up of a remarkable group of experts from various backgrounds, including business owners, entrepreneurs, attorneys, accountants, construction professionals and finance experts. What sets them apart is not only their knowledge and experience, but also their deep connection to the communities we serve. They provide invaluable guidance and advice on the market, helping us stand out. Their industry-specific knowledge and willingness to share have been instrumental to our growth.

This group of individuals also agreed to share some valuable insights that are highlighted within this issue of the magazine. We are grateful for their willingness to contribute and for their ongoing support of Dollar Bank and Business Insights.

Once again, I want to express my sincere gratitude to you, for your continued support and engagement with Business Insights. Your feedback and participation in the readership survey will help us enhance our publication and better serve your needs. We look forward to continuing this journey, bringing you insightful and valuable content in 2024 and beyond!



David Paradise

Senior Vice President, Virginia Division

Elevate Your Social Media Marketing with These Fresh Strategies

What a difference a decade makes. In 2011, half of American adults were on social media; in 2021 (the most recent available data), nearly three-quarters (72%) were, says Pew Research Center. Over the years, user demographics have diversified to include all age groups, genders, races, educational attainment and income levels. In short, people enjoy hanging out online, and business leaders have taken notice.

A 2022 survey of small business owners found that 70% invest in social media advertising, with Facebook, YouTube and Instagram topping the list of channels they use. Companies incorporate unpaid opportunities into their social media marketing strategies as well, sharing content and engaging in conversations that build awareness of their brands, people, community involvement and values. Today, setting your brand or business apart from your competition means being part of the discussion — talking with people rather than to them — on social media.

Just as the social media landscape has evolved, so have strategies for getting the best results from your marketing using social platforms. Leveraging user-generated content and working with influencers are two strategies many companies have added to their social media efforts to strengthen their bonds with potential and established customers.

Leveraging User-Generated Content

Word of mouth has long been heralded as a mighty marketing tool. We tend to trust people we respect — friends, colleagues, family — to give us good product and service recommendations. Today, as people connect with more and more friends, family members, associates and even strangers on social media, each individual has the potential to build a much broader sphere of influence. When these individuals post reviews, photos, videos or testimonials highlighting your products, services or brand, this user-generated content (UGC) can be extraordinarily powerful in encouraging potential customers to patronize your business.

UGC's power stems from its authenticity. Ninety percent of consumers say that authenticity is important to them as they decide which brands to support, and what could be more authentic than an actual customer voluntarily posting praise of a brand?

Here's the best part: If you reach out to the person who created the post and get their permission to share it through your own social media channels, on your website, in your stores, etc., you can really put that authenticity to work for you. You can also take the following steps to increase the amount of UGC that's created:

- Encourage customers to share their experiences with your brand. Let them know — through your social media channels, on the checkout page of your website, on printed sales receipts, etc. — that you'd be grateful for their reviews.
- Create excitement around your brand. Branded hashtags



and competitions can inspire customers to be part of your brand community and offer you an opportunity to engage with a loyal group of followers.

- Acknowledge the people who create content about your brand. Respond to their comments, like their posts and thank them for taking the time to share their experiences.
- Reach out to your most ardent fans to see if they would be interested in working with you on an advertising campaign or testimonial video. Their participation can help ground your efforts in authenticity and genuine enthusiasm for your brand.

Working with Influencers

Influencer marketing takes the word-of-mouth concept a step further. Social media influencers are people who build online reputations for their expertise in a particular industry or area. They build a following through videos, posts and podcasts, and often recommend certain products or services to their followers. Influencers known for their style sense, for example, might endorse a brand of cosmetics. The content they create and deliver for that brand might include a makeup demonstration using (and touting) several products. A college athlete might promote and demonstrate athletic equipment.

As you might expect, digital natives, particularly those who are members of Gen Z, are the most likely consumer group to follow influencers, but other groups follow as well. In 2022, Pew Research found that 72% of 18- to 29-year-old social media users were following influencers. Among 30- to 49-year-olds, 44% were; and among those 50 to 64 years old, 26% were. Further, four in 10 adults under 30, three in 10 ages 30 to 49, and two in 10 who were 50 or older said they had purchased something after seeing an influencer or content creator post about it.

If you haven't worked with an influencer yet, you may be surprised to learn that you don't have to work with a high-priced celebrity to get results. You can start with a fairly small budget, seeking individuals who are open to accepting a product or service as payment, at least until you gauge the effectiveness of this approach. Then you can work out a monetary deal based on results.



How do you find and engage with the right influencer?

- Use an influencer marketing platform or app - There are a broad range of electronic tools designed to help businesses establish and manage influencer relationships. Search "influencer marketing tools."
- Do your own online research – Searches such as "Norfolk influencers," "Cleveland-area bloggers," "Pittsburgh social media influencers" or "athleisure influencers" may help you zero in on someone who's influential in your local market(s) or your industry.
- Ask family, friends and members of your business network for recommendations — If they follow influencers, they'll be happy to share their knowledge.

Once you have a list of potential influencer partners, see what they're posting, determine whether they might be a good fit and, if so, reach out to them (through direct messaging, not a public post). Express your interest, ask about their requirements or fees, and see if they may be interested in having a conversation.

As social media continues to evolve, opportunities to promote your products and services grow. Watch for new trends taking hold with the brands you know and trust, and think about whether they have potential for your own business.

Meet Robert Hollosy

Vice President, Business Banking Product and Marketing Manager

Robb has more than two decades of financial services marketing experience. He is the editor of Business Insights magazine and has extensive experience in multi-channel marketing, segment management, branding, advertising, direct-mail and market research.





Business INSIGHTS from Our 2024 ADVISORY BOARD

We interviewed several of our advisory board members, who shared insights into leadership, business savvy and the Hampton Roads community.

To the rest of the country, the Hampton Roads region is a great place to visit. Tourists enjoy the myriad oceanfront activities and landmarks, the Historic Triangle, military and science museums, state parks and much more. To those of us who live, work and do business here, it's also a dynamic market characterized by a collaborative, forward-thinking spirit.

"The Hampton Roads community is vibrant. Business and community leaders are always looking toward the future — how we can help our region continue to thrive by embracing opportunity and innovation," said Dollar Bank Senior Vice President David Paradise. "Among these leaders are Dollar Bank's advisory board members, who meet regularly with our Virginia leadership team to discuss regional business activities and trends, as well as the community's evolving banking needs."

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The Dollar Bank advisory board includes:

Eric Apperson
Theodore (Ted) Colna
Richard Crouch
Trey Dudley
Johnny Garcia
Robert G. (Bob) Gurnee
Angela Kerns
Tara Ramsey
John (JR) Reddecliff

LEADERSHIP TIPS

What are the most important attributes of successful leaders today?

JOHN (JR) REDDECLIFF: Today's workforce is much different from my generation and my parents' generation. We were taught to go to work, work hard, do what the boss says, and then get up and do it all again the next day. The younger generation is motivated differently. They want to be understood. Listening becomes much more important for today's leaders, so they can understand these motivations and adapt to both their team and the other leaders they're working with. Flexibility, empathy and open-mindedness are all key to meeting people where they are and leading effectively.

John (JR) Reddecliff co-owns three Saladworks franchise locations in Virginia Beach and Chesapeake, and is co-owner and president of Lookout Associates, t/a Definitive Homes, an award-winning residential construction company in Virginia Beach.

(continued on page 8)

LEADERSHIP TIPS

What are the most important attributes of successful leaders today?

ANGELA KERNS: The ability to adapt and change is critical to leaders today, as are strong interpersonal skills. It's no secret that the rate of change, especially with technology, has been rapid. As leaders, we need to be aware of the changing environment and create new ways to take advantage of emerging tools and ways of thinking while maintaining the human element. New software and AI will continue to be excellent tools, but they cannot replace the compassion and understanding we can show for clients and team members.

Angela Kerns is the managing shareholder at Wall, Einhorn & Chernitzer, P.C. She provides a wide range of advisory and consulting services to clients in the areas of real estate, not-for-profit, employee benefit plans and deal structuring.



Angela Kerns
Managing Shareholder, Wall, Einhorn & Chernitzer, P.C.



Theodore (Ted) Colna, CPA
Shareholder, Zukerman & Associates

"Take advantage of emerging tools and ways of thinking while maintaining the human element."

ERIC APPERSON: The most important attributes of successful leaders are empathy, integrity and honesty. Leaders should be inquisitive, logical and decisive; have short-term, mid-term and long-term vision; be flexible; and have the ability to communicate clearly with inspiration. True leaders also embrace surrounding themselves with complementary talent. They are comfortable working alongside people who are smarter than they are in certain aspects/areas of the business.

Eric Apperson is president of Construction and Development at Armada Hoffler, a vertically integrated, self-managed real estate investment trust that develops, builds, acquires and manages multifamily, office and retail properties primarily in the Mid-Atlantic and Southeast.

"Powerful visions and missions belong to the team rather than to any individual."



Eric Apperson
President of Construction & Development, Armada Hoffler

How do you continue to grow and develop as a leader?

ANGELA KERNS: I seek out new things to learn and surround myself with other driven professionals. Fortunately for me, there is no shortage of learning opportunities in the accounting world: Every new client or business connection broadens my view. I firmly believe the more you can accept change as the norm, the more you will learn and grow while maintaining a positive attitude.

What advice do you most often share with up-and-coming entrepreneurs or other leaders?

JOHNNY GARCIA: When I mentor young entrepreneurs, I tell them, "Don't be afraid to make a mistake." Scared money makes no money — you can't be afraid to make a decision or to put an investment out there. I've learned more from the mistakes I've made than from any of the degrees I earned. I wouldn't be where I am today if I didn't swing for the fences.

It's important to understand, too, that entrepreneurism is fickle. If you made a left turn when you should have made a right, it could mean the difference between being a $100 million company and busting within the first two years. And while you can't necessarily strategize being in the right place at the right time, you can and should make yourself visible. Let people know who you are and what you do, be open to new opportunities and embrace emerging technology — that's the future of business.

Johnny Garcia is founder and CEO of SimIS, an information technology company providing government and commercial clients with products and services related to modeling and simulation training, cybersecurity and more. He also owns several healthcare and golf-related businesses.

RICHARD CROUCH: Don't be afraid to admit what you don't know. There's no weakness in that, and there are certainly benefits to surrounding yourself with people who may have more knowledge or expertise than you in certain areas. It's critical to develop a team of trusted advisors — CPAs, attorneys, brokers or other specialists — as early in your journey as you can. Make sure they know one another and are working toward a unified strategy to help look out for your best interests.

Also, don't be reluctant to adapt and evolve in your role or scope of duties. Be willing to grow with your company, and consider finding a mentor. It helps to talk with somebody who has been through it, recognizes what worked well for them and what mistakes they made, and can share how they learned from it.

Richard Crouch is a principal at Woods Rogers Vandeventer Black PLC and chairs the firm's Business Section. His business and commercial transactions practice includes commercial real estate acquisitions, dispositions, leasing, development and finance.



John (JR) Reddecliff
Entrepreneur, Antipasta Ventures, Miljac Ventures, Okra Ventures, Lookout Associates

JOHN (JR) REDDECLIFF: I tell entrepreneurs to become comfortable with taking risks and to believe in themselves when it comes to making good decisions: when to go for it and when to dial it back. I was a banker for 16 years, and was taught to limit risk and play it safe. When I went out on my own, I found out quickly that I needed a whole different mindset. When you understand how to balance risk with reward and apply that philosophy to each decision you make, you open up greater potential for your business to succeed.

> "It helps to talk with somebody who's been through it, learning what worked well for them and what mistakes they made."

BUSINESS SAVVY

How do you align your organization with your vision and mission?

TREY DUDLEY: One of the things I've learned through years in leadership is that the most powerful visions and missions belong to the team rather than to any individual. Our team works collaboratively to establish where we'd like to go, and then we move forward with strategies, policies and procedures to make that happen. It's about all of us — every member of our team, our families and the broader community — and so everyone is empowered to share their ideas, insights and feelings. This approach

(continued on page 10)

strengthens our organization and goes a long way to instill feelings of ownership and belonging.

Trey Dudley is an executive vice president and partner at First Financial Group (FFG), one of the largest independently owned financial services firms in the Mid-Atlantic. He is also a founder and principal of VETSTEPS, a nonprofit providing apprenticeship opportunities for military veterans interested in becoming financial advisors.

How do you generate innovative ideas in your organization?

ERIC APPERSON: My philosophy has always been to consistently, in some form or fashion, meet with a cross section of executives and employees from all levels of the company to discuss problems, solutions and how the team can do things better. These discussions typically yield innovative ideas that we implement about 80% of the time. Not every new idea gets implemented, and leaders need to feel comfortable deciding which do not, understanding that it's their responsibility to ultimately establish the direction of the company moving forward. Teams need to see their leaders lead.



Robert G. (Bob) Gurnee
Chairman of the Board, Retail Alliance



Tara Ramsey
President & CEO, Instant Systems

OUR COMMUNITY

What makes you most proud about the Hampton Roads community? What specifically excites you about the year to come?

TARA RAMSEY: I am thrilled about the future of Hampton Roads, a region brimming with potential and achievements that inspire pride and excitement. If I were to pick one thing that truly ignites my enthusiasm, it would be the unprecedented level of collaboration among business, civic and public leaders across our cities. Dedicated business leaders from groups such as the Greater Norfolk Corporation, Virginia Beach Vision, the Portsmouth Partnership and the Chesapeake Alliance are working with civic and public leaders to address today's critical issues — equitable economic development, achievable housing, sea level rise, etc. — and creating new avenues to the future through ventures like the development of coastal Virginia offshore wind and the ultrafast transatlantic broadband cable. The focus of these partnerships on cultivating our future workforce in harmony with esteemed institutions like Old Dominion University, Norfolk State, Virginia Wesleyan, Tidewater Community College, William & Mary and others also ensures we are ready to embrace the opportunities and overcome the challenges of tomorrow.

Tara Ramsey is president and CEO of Instant Systems, a business dedicated to developing and delivering next-generation biotechnology products and services. Instant Systems' corporate offices, production facilities, and R&D and distribution centers are located in Norfolk and Virginia Beach.



Richard Crouch
Principal, Woods Rogers Vandeventer Black PLC

"Giving back is a way to give thanks to that supportive community."

Why is it important to give back to the community? How do you give back?

RICHARD CROUCH: When we look at our individual successes, it's important to remember that we're part of something larger, and that a good portion of our success is attributable to the community around us. Giving back is a way to give thanks to that supportive community. I devote time to the special needs community through organizations including Eggleston, which provides vocational training and employment opportunities for adults with special needs, and Team Hoyt and Team Achilles, which provide athletic programs for people with disabilities who enjoy racing. I don't even think of my involvement as giving back, because I enjoy it so much; I get a lot out of it spiritually and emotionally.



Trey Dudley
Executive Vice President & Partner, First Financial Group

TREY DUDLEY: I don't look at it as giving back to the community so much as creating value in our community. The more value we create, the better everyone does — the community, our firm, and our teammates and their families. We go for that win-win-win in everything we do. On the nonprofit front, First Financial Group and I are also committed to helping veterans train for careers in the financial services industry. If a particular veteran isn't a good fit for our VETSTEPS financial advisor apprenticeship program, we reach out to our network to connect them with other potential career opportunities.

> "If we come from underserved communities, it's our obligation to volunteer and extend opportunities for others to grow and thrive."

JOHNNY GARCIA: I was a poor Mexican kid. I grew up working in the fields of Texas with my grandparents, parents, cousins, aunts and uncles in the late '70s. I knew then that the only way I could do what I wanted was through education. What I've seen way too often in my lifetime is that, in underserved communities, people don't realize the importance of education until it's too late. I wanted to be the face of change that young Latinos and other minority youth could look at and say, "If he can do it, then I can do it, too." That's why I'm so committed to community involvement — to mentorship, STEM programs and entrepreneurship for all. I believe that if we have any ability, especially if we come from underserved communities, it's our obligation to volunteer and extend opportunities for others to grow and thrive.



Johnny Garcia, Ph.D.
Founder and CEO, SimIS



Virginia Division Quarterly Advisory Board Meeting

LONELY AT THE TOP:

4 Steps to Combat Entrepre

Anyone who thinks the phrase "It's lonely at the top" is a cliché probably doesn't own a business. Being an entrepreneur can be an extremely lonely endeavor.

As your company's leader, you make decisions every day that can affect the well-being of not only the business but also the people involved: your family, your employees and their families, customers, suppliers, investors and other stakeholders. That's a lot of pressure for one person to shoulder.

It's not healthy or wise to carry that burden alone. From the personal perspective, loneliness can cause mental and emotional strain that may manifest as physical symptoms and even disease. From the business perspective, making all of your business decisions alone limits your bandwidth for bringing forth fresh new ideas and strategies. Diversity of thought is vital to making good decisions, developing innovative solutions and growing your business to its full potential.



Don't Just Cope — Take Action!

If you've ever had that lonely-at-the-top feeling, read on. These four ideas may help you overcome the challenges of solitude and put you on a path to healthier leadership:

1. Connect with peers.

Why think through every tough issue yourself when there are so many business owners just like you who are open to sharing their experiences and insights? Whether you're seeking like-minded individuals to support and enhance your own ideas or people who have a totally different perspective who can help you think in exciting new ways, you don't have to go at it alone!

Where do you begin? Join your local chamber. Get active on the social networks where your peers hang out — start conversations, comment on LinkedIn posts, share relevant articles, congratulate others on their achievements, etc. Participate in local business networking events and live trade events. Perhaps most importantly, reach out to your network and conduct an online search to identify a peer advisory group that aligns with your needs for ongoing interaction and support.

As a member of a peer advisory group, you will be part of a give-and-take culture that provides you with a sounding board, brainstorming partners, fresh insights, been-there-done-that anecdotes and more. The diversity of knowledge, expertise and experiences within a peer advisory group can be amazing. You learn from them, they learn from you, and you all learn new things together.

Fellow entrepreneurs have the capacity to understand the business challenges you're going through in a way your friends or family members may not be able to. They can help you stay true to your vision, ensure that you're holding yourself accountable for reaching your goals and navigate the emotional strain of running your business.

2. Rely on trusted mentors, coaches and advisors.

Sometimes entrepreneurs feel as if they need to know everything about running their business. Not so. It makes perfect sense to seek the counsel of others

neurial Isolation

who have expertise in areas where you may not, or who can step back and see the big picture of your business more completely and objectively than you can.

Here are three types of people who should be part of your inner circle:

Mentors are people who have achieved what you are striving to achieve. Mentors give back, either through a formal mentorship program or casual introduction, by extending a hand to the next business owner coming up. You never know where you'll meet a potential mentor: within your peer group, at a trade event, at a social function, etc. Or maybe you've identified someone and just need to introduce yourself and propose the idea of a mentor relationship. Once you've secured a mentor, you can agree to regularly scheduled or as-needed meetings.

Business coaches are paid professionals focused on keeping you on track with your goals and vision. They remind you that you can drive more significant results by working on your business rather than in it and help you strategize the best path forward.

Professional advisors include accountants, lawyers, bankers and others you rely on for specialized advice. Choose advisors who are knowledgeable and accessible so that you can make well-informed decisions no matter how complex a challenge or opportunity may be.

Your mentors, coaches and advisors may play a role at a specific time in your company's growth or they may change over the years as you, your business and your business needs evolve.

3. Celebrate your own, and your team's, achievements.

It's easy to become consumed in reaching the next, and the next, and the next goal. Take time to bask in the gratification of reaching each of those goals, no matter how small they may seem. For small personal achievements, a quiet, mind-clearing cup of coffee or lunch with a friend may be enough. For larger achievements — you reached your quarterly sales goal or landed that big client — celebrate with your team, to not only recognize those who were instrumental in the achievement of that particular goal but also give yourself and others a well-deserved emotional lift. Remember: You're a leader, but you're also part of something bigger.

4. Take care of yourself. Business owners are notorious for working long hours.

That's not ideal for you or your business. You get tired — burned out. You may not be as pleasant to work with as a well-rested you. And your ability to make good decisions and get things done may be compromised. Research, after all, shows that productivity falls off sharply after 50 hours of work in a week and bottoms out after 55 hours.

You know how important work-life balance is to your employees' productivity, peace of mind and overall job satisfaction; the same holds true for you. Take time off. Stay connected with your family and friends. Engage in hobbies. Go on vacations. Connect with nature. Sleep! Get medical checkups. Reenergize repeatedly.

Lonely at the top? It can be. But it doesn't have to be. Make these four actions priorities, and relief is on its way.

Meet Clint Minarik

Senior Vice President, Corporate Banking

Clint has more than 18 years of commercial banking experience. As a U.S. Marine Corps veteran, with business ownership experience in a various sectors, he brings a unique perspective to his clients.

Phone: 757-451-4001

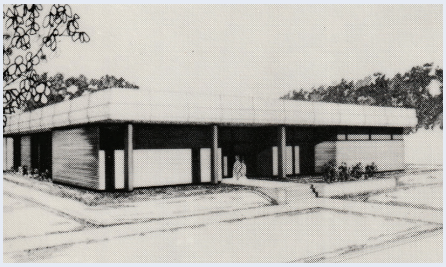
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Part 3

The Virginia Story

A history of the financial institutions that were the foundation of Dollar Bank's Virginia operations.



Architect's rendering by Dudley, Morrisette, Cederquist and Associates. In the 1970s, the firm designed a number of notable buildings in the Norfolk area.



Construction in progress.

LANT FLT NorVa Federal Credit Union needed a modern facility to support their operations handling a growing customer base. They were working in 3,000 sq ft of space and needed, ideally, 7,000 sq ft, plus parking.

In October 1970, a committee appointed by credit union president Cdr. William J. McMahon, USN (Ret.) began pursuing options: either expanding into existing rooms at the Breakers EM Club, or leasing land on U.S. Navy property and constructing a new headquarters building.

The quest took nearly four years. The credit union's needs had to compete with factors that were unusual for a financial institution – namely, naval operations. Their search for suitable land was complicated by things like safety procedures – "regulations concerning quantity-distance arcs required for handling explosives," according to a letter to McMahon from Captain S.G. Anders, Jr., USN. Space was at a premium, and fleet necessities received top priority.

Eventually, however, the credit union's requests were granted, and a parcel of land on Hampton Road was allocated to the institution. Credit union employees and directors celebrated the grand opening of their new headquarters building in 1974.



Admiral Ralph W. Cousins, USN, Commander-in-Chief, U.S. Atlantic Fleet, cuts the ribbon at the dedication of the credit union's new headquarters, 1974. Credit union president W.J. McMahon is third from left.

Community Corner

Supporting Youth Education in Virginia



In October 2023, the Dollar Bank Foundation made a $10,000 contribution to the Chesapeake Public Schools Educational Foundation. The funds helped with unique projects at two different schools within the Chesapeake public school system.

Deep Creek Elementary STEM Lab

Michelle Ferebee, principal, Deep Creek Elementary in Chesapeake was thrilled to provide students with a new science, technology, engineering and math (STEM) lab with funding from the Dollar Bank Foundation.

"Students want to learn and grow, and what better way to help them grow than learning in a fun, exciting, yet productive way," Ferebee said. "This lab will provide students an opportunity to get outside of their normal classroom and inside of a lab created to hold science experimentations and investigations. It will also allow them to engage in hands on learning with all the materials they need at their fingertips."

Western Branch Intermediate School Book Vending Machine

Craig Daniel, principal, Western Branch Intermediate School is using the funds to promote reading among students in grades three through five with a book vending machine. "We want to promote strong and engaged readers. This fosters a love of learning and reading at early age," Daniel said.

Daniel wants students to have access to books and wants them to enjoy reading too. "I love reading books, having book fairs, going to the book fairs and this is a modern twist on that feeling," Daniel said. The students will be able to use the book vending machines by earning tokens for positive behavior, good grades, teacher input and more, according to Daniel.

Dave Paradise, Senior Vice President of the Virginia Division emphasized the importance of ensuring the funds are allocated towards enriching experiences that genuinely serve the children and the community. "These programs align with Dollar Bank's values and reflect our mission to strengthen communities. If you help the school system reach students at an early age, that's an investment in the future of the community itself. This is our second year partnering with the Chesapeake Public Schools Educational Foundation and we have a great relationship with them," Paradise said.



Civic 50

Hampton Roads Honoree

Volunteer Hampton Roads, in collaboration with Points of Light, the world's largest volunteer service organization, has introduced the inaugural Regional Civic 50 survey. This survey, inspired by a national program, serves as a benchmark for exceptional corporate citizenship. It highlights how companies can utilize their time, skills, and resources to make a positive social impact within their organizations and communities.

The Civic 50 survey aims to identify and celebrate the 50 most community-oriented companies in Hampton Roads. These companies are selected based on their community engagement programs, focusing on four key dimensions: resource investment, integration across business functions, institutionalization through policies and systems, and impact measurement. By shining a spotlight on the practices of these community-minded companies, Volunteer Hampton Roads aims to inspire and guide other business leaders in transforming good intentions into effective business practices.

We are delighted to announce that Dollar Bank was recognized as an honoree of The Civic 50 Hampton Roads by Volunteer Hampton Roads and Points of Light. This prestigious distinction reflects our ongoing dedication to aligning our values with the needs of our customers and community. We are honored and grateful for this recognition.



What our Hampton Roads locations can do for you.

Since 1855, Dollar Bank has grown to become a large, full service, regional bank renowned for providing the highest quality banking solutions and services to individuals and businesses. Every day we work to empower our customers, invest in our employees and strengthen the communities we serve by providing financial opportunity for everyone.

Schedule an appointment today.

We're here to help.

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757-548-7037

Greenbrier Square Office
1720 Sentinel Drive
Suite 100
Chesapeake, VA 23320
757-543-0044

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Chesapeake, VA 23320
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757-427-1088

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757-481-7178
757-481-7234 - Loan Center

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4700 Virginia Beach Boulevard
Virginia Beach, VA 23462
757-233-0001

Providence Square Office & Loan Center
983 Providence Square
Shopping Center
Virginia Beach, VA 23464
757-495-0002
757-495-0006 - Loan Center

Peninsula Business Banking Loan Center
700 Tech Center Parkway
Newport News, VA 23606
757-222-5076 - Loan Center

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