

C'ville Central

In March, 2013, Toan Nguyen and Betsy Patrick formed C'ville Central, a Benefit Corporation with the mission of harnessing the region's economic power and channeling it to small, women, and minority-owned (SWaM) businesses in the Charlottesville region. C'ville Central is a general contractor that contracts with residential and institutional markets in the Charlottesville area.

Currently, there are four divisions: cleaning services, handyman services, landscaping, and painting. Residential and large institutions will contract directly with C'ville Central for services and C'ville Central will be responsible for the delivery and quality of those services.

SWaM businesses often face challenges in key areas such as marketing, customer service, and cashflow management. Additionally, these businesses are too small to be able to respond to the bid and proposal requests from large institutions. Member businesses of C'ville Central receive benefits that offset those obstacles, such as advertising exposure, superior customer management systems, and a guaranteed 7-day payment plan. C'ville Central functions as an aggregator, uniting small contractors to bid on large contracts and then subbing out work to member businesses while maintaining a high standard of quality, and professional service, with an emphasis on dependability and personal relationships.

C'ville Central will serve as a critical link between the anchor institutions in Charlottesville (UVA, Martha Jefferson, PVCC, etc...) and small, local businesses. This link will ultimately lead to job creation in our region.

On April 8th, the City of Charlottesville, Albemarle County, and the Charlottesville Regional Chamber of Commerce will co-sponsor an information session with C'ville Central which SWaM businesses can attend to learn about C'ville Central. The event will be held at the Albemarle Country Office Building, at McIntire and Preston, at 5:30 PM to 7:30 PM.

Toan Nguyen is a graduate of the Architecture School and the Darden Business School at the University of Virginia. He is the co-founder of C'ville Coffee. He is also the co-founder of the Community Investment Collaborative, a non-profit, micro-lending organization dedicated to providing entrepreneurial opportunities to everyone, specifically targeting minorities, refugees, and formerly incarcerated individuals.

Betsy Patrick is a graduate of the School of Law at the University of Virginia. She is the co-founder of C'ville Coffee.