



### **Don Balzer:**

Donald J. Balzer Jr PE, graduated in 1977 from Virginia Tech with a BS in Civil Engineer. Upon graduation began working for J.K. Timmons and Associates (Timmons Group) for 7 years where he obtained his Professional Engineering License. He then left Timmons, to start Balzer and Associates (B&A) in 1984. As President of B&A he grew that company to 220 employees with an annual revenue of 18 million. Retiring at the age of 50 from B&A he began a construction company.

Now known at Benchmark Construction LC. He obtained his Class “A” Contractors license and in addition to Benchmark, began other companies (bought or created). They are RDS Utilities, Magnum Hauling, and Classic Concrete with total employees around 120 with annual sales of 35 million. In 1998 he along with 7 others and 8 million dollars in capital started Southern Community Bank and Trust now known as Village Bank. He served as Vice Chairman of the board until he retired from the bank in 2013. The bank has grown from 8 million to over 500 million today.

In addition to overseeing the various companies, Don is a land developer with his first subdivision (Cross Creek) completed in 1985. Since then he has developed over 4000 lots along with several commercial projects. Currently he is developing approximately 300 lots per year for some of RVA’s top 10 builders.

Don brings to Branchway Development extensive knowledge in business, engineering, construction, and banking.

### **Scott O’Connell:**

**Vice President** of 2150 Management Co. where he has direct day-to-day management oversight responsibility of its various divisions, including Clay Street Builders, Benchmark Construction of Virginia, RDS Utilities, Classic Concrete, Magnum Hauling and 402 Properties. Given the breadth of services offered by this group of companies, Scott possesses a significant depth of knowledge and experience in all phases of residential, commercial and site construction, as well as land development, and property management. Graduating with a degree in Building Construction along with a minor in Business Administration from Virginia Tech, he began his professional career (after “hands-on” stints learning the trades literally from the ground up during high school and college) with L.F. Jennings doing commercial construction in Falls Church, VA. Progressing from Assistant Project Manager to Project Manager to Director of Jennings’ in-house concrete company, Scott then relocated to RVA in 2005 and took on the task of building Benchmark, then a small 9-person Site Development firm, into a multifaceted group of firms addressing all phases of the construction discipline and today employing over 100 individuals. Along the way he has also been an active member of the Powhatan Rotary and sat on the Board of Directors of Miss Utility of Virginia (VA811). A native of Lancaster, PA, his roots are now firmly planted in RVA where he lives in Midlothian with his wife and 3 children.



**Todd Chalmers:**

Todd Chalmers is an Executive Vice President and is the Engineering Department Head in Balzer and Associates' Richmond office. Todd is responsible for the planning and design of residential land development projects in central and eastern Virginia. Todd is involved in all stages of his projects, from conceptual design to completion and his experience includes roads, stormwater, sanitary, water infrastructure design, floodplain analysis, best management practices (BMP) design, erosion and sediment control, and construction management. Todd is frequently in contact with federal, state, and local regulatory agencies, in addition to serving on the Regulatory Advisory Panel of the Department of Conservation to assist in the development of new Virginia State Storm Water Control Regulations.

Of Todd's many strengths, he is a strong facilitator between the owner and review agencies. He believes the key to any successful project is constant and open communication among all members of the project team, considering the impact of even the smallest of challenges that may affect schedule or cost. Todd's communications skills, project management experience, and knowledge of various kinds of engineering and site development challenges, make him an asset to any project team he is apart off, allowing him to effectively and efficiently plan for the road ahead.