

SAMPLE ADD-ON MAP 01

Add-on target map: HVAC, plumbing & electrical in Southern Virginia

PLATFORM PE-backed residential HVAC/plumbing/electrical platform with Virginia brands | **TERRITORY** Hampton Roads, Roanoke–Lynchburg–Danville, New River Valley | **BAND** Class A, 20+ yrs (p.7)

31

in-band add-on candidates, all VA Class A licensed

17

verified independent (no platform or PE deal found)

6

sub-markets: 4 next to owned brands, 2 with none

0

paid databases used

Start from what the platform owns

Owned brand	City	Public facts (platform site, press releases)	
Owned brand A	Virginia Beach	Virginia Beach HQ; serves VB, Norfolk, Chesapeake, Portsmouth; joined 2025	Mapped
Owned brand A (former Norfolk shop)	Norfolk	Norfolk shop acquired 2025, folded into brand A Dec 2025	Mapped
Owned brand B	Rocky Mount	Rocky Mount HQ; serves Roanoke, Lynchburg, Danville; joined 2026	Mapped
Owned brands C, D	Sterling; Manassas	Northern Virginia; outside this territory	Not mapped

Where the add-ons sit

Sub-market	Owned presence	Play	Targets
South Hampton Roads	Owned brand A core (VB, Norfolk, Chesapeake, Portsmouth)	DENSITY	7
Virginia Peninsula	No owned brand; owned brand A lists Southside cities only	GAP	8
Roanoke Valley & Franklin Co.	Owned brand B HQ (Rocky Mount); serves Roanoke	DENSITY	7
Lynchburg	Served by owned brand B per its acquisition release	DENSITY	2
Danville, Martinsville & Southside	Served by owned brand B (Danville); Halifax Co. not listed	DENSITY / EDGE	5
New River Valley	No owned brand; adjacent to Roanoke	GAP	2

What this is not

- **Not outreach.** No owner has been contacted, and this sample contains no contact details.
- **Not a buyer list for sellers.** It maps targets for one platform. It does not market any business.
- **Not the searcher list.** Our 15–80–employee searcher lists are a separate product. This band is the larger shops platforms buy.

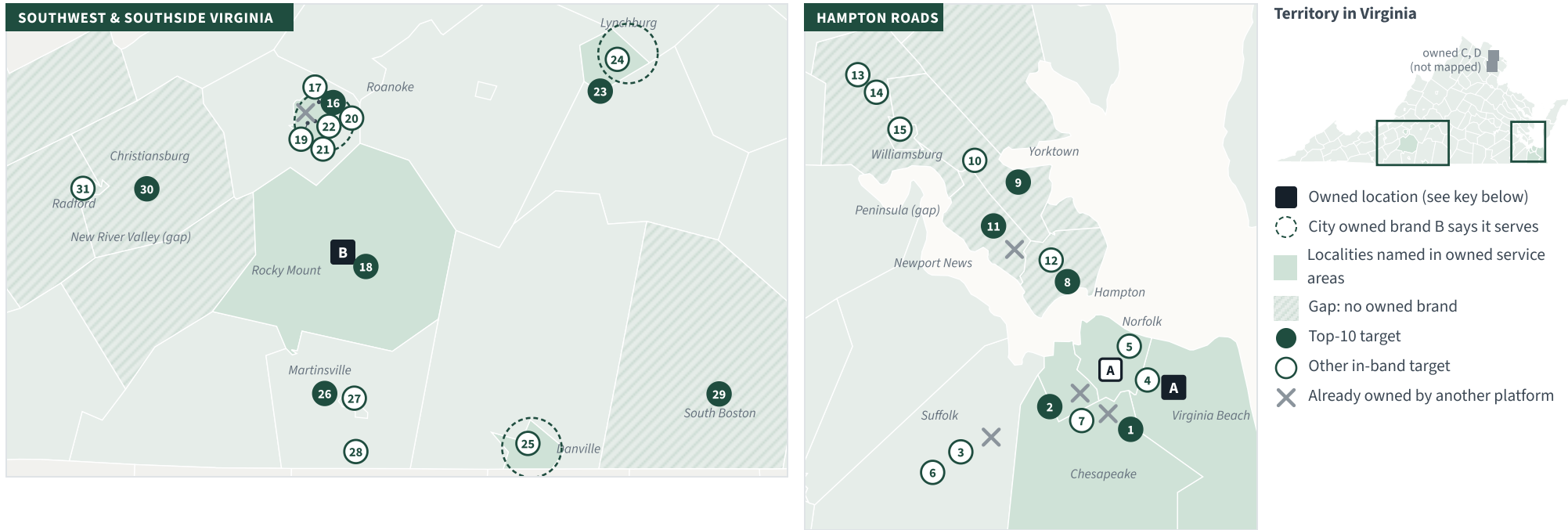
How we built it

- Owned locations from the platform's brands page and press releases (quick pass; no deal histories).
- Every candidate matched to a current Virginia DPOR contractor licence (Class A, trade specialties, first-licensed date).
- Owners and start dates from BBB profiles and company About pages; scale only where a public source states it.
- Competitor-owned shops removed; each removal is cited on p.7.

Same map, your platform.

\$3,000 per territory. Owned-location anchor, gap map, 25–40 screened add-on candidates with owners and sources, plus the CSV. Email your platform and territory to info@shortlistmemo.com. We confirm scope in writing before work starts.

The map: owned locations and add-on targets together



A = Owned brand A (Virginia Beach); outlined A = former Norfolk shop merged into A · B = Owned brand B HQ (Rocky Mount). Dots are placed at the business address city; thin leaders mark dots nudged apart for legibility.

South Hampton Roads

Owned brand A core (VB, Norfolk, Chesapeake, Portsmouth)

- 1 **Simmons** · Chesapeake
- 2 **Weather Makers** · Chesapeake
- 3 Atlantic Shores · Suffolk
- 4 Colonial · Norfolk / Virginia Beach
- 5 A.B. Parker & Son · Norfolk
- 6 Eure · Suffolk
- 7 Atlantic Coast · Chesapeake
- × Smith & Keene (Cascade Services)
- × Math Mechanical (Paramount Mechanical)
- × Comfort Solutions of Tidewater (Paramount Mechanical)

Virginia Peninsula

No owned brand; owned brand A lists Southside cities only

- 8 **Kearney & Sons** · Hampton
- 9 **Bud's Plumbing** · Yorktown
- 10 **Wright's** · Yorktown / Williamsburg
- 11 **Smiley's** · Newport News / Portsmouth
- 12 **Comfort Technology** · Hampton
- 13 **Williamsburg** · Toano
- 14 **Nelson's** · Toano
- 15 **Weather Crafters** · Williamsburg
- × Hunter Mechanical (Thermal Concepts)

Roanoke Valley & Franklin Co.

Owned brand B HQ (Rocky Mount); serves Roanoke

- 16 **Cundiff** · Roanoke
- 17 **Bud Weaver** · Roanoke
- 18 **Wisler Plumbing** · Rocky Mount
- 19 **Paramount** · Roanoke
- 20 **J.E. Patsell** · Vinton
- 21 **Kesterson** · Roanoke
- 22 **Main** · Roanoke
- × Southern Trust (Service Country)

Lynchburg

Served by owned brand B per its acquisition release

- 23 **Wooldridge Heating** · Lynchburg
- 24 **Maddox Air** · Lynchburg

Danville, Martinsville & Southside

Served by owned brand B (Danville); Halifax Co. not listed

- 25 **Superior** · Danville
- 26 **McKinney** · Fieldale
- 27 **Bryant's** · Martinsville
- 28 **Vipperman** · Ridgeway
- 29 **Rogers** · South Boston

New River Valley

No owned brand; adjacent to Roanoke

- 30 **McGrady-Perdue** · Christiansburg
- 31 **New River** · Radford

Top 10 to diligence first, with owner notes

Ranked on published scale, fit against the owned footprint, and a clear owner or succession signal. Owners are named only from public business records (BBB, company sites, trade press). No personal contact details.

1 Kearney & Sons + Weather Makers [map](#) #8/2

Hampton + Chesapeake · 2 × (20 vehicles, 20+ techs) per company sites · since 1980 / 1971 · high confidence

Owner note: BBB lists John Rowland as owner of Kearney & Sons and John O. Rowland as President of Weather Makers. Weather Makers' site calls Kearney its sister company. One owner conversation covers two sub-markets.

Why an add-on: Covers the Peninsula gap and owned brand A's Southside core in one owner conversation.

3 Wisler Plumbing, Heating, Cooling & Electric [map](#) #18

Rocky Mount (+ Roanoke, Salem) · ~\$20M multi-trade; 3 offices (CertainPath profile; company site) · since 1986 · high confidence

Owner note: Brothers James (President) and Brian Wisler bought the business from their father in 2014 and added HVAC in 2020. A CertainPath profile puts it at about \$20M, multi-trade.

Why an add-on: Head-to-head with owned brand B in Rocky Mount; three offices, all inside owned brand B's area. Large, but single-region.

5 McKinney Heating & Air Conditioning [map](#) #26

Fieldale (Martinsville) · 27 employees (BBB) · since 1972 · high confidence

Owner note: Tommy and Matt McKinney are listed as owners (BBB). 27 employees; in the family since 1972.

Why an add-on: Henry County base between owned brand B's Rocky Mount HQ and Danville.

7 Simmons Heating & Cooling [map](#) #1

Chesapeake · ~30 employees, 20 vehicles (company site) · since 1964 · high confidence

Owner note: Beau Allegood, President (BBB). Allegood family since 1981 (site). A LinkedIn "acquired" tag refers to a New York namesake, not this company.

Why an add-on: Single-market Chesapeake shop inside owned brand A's service area: route density, not a new region.

9 McGrady-Perdue Heating & Cooling [map](#) #30

Christiansburg · "more than 30 employees" (company site) · since 2001 · high confidence

Owner note: Kevin McGrady, President (BBB). More than 30 employees per its site. The cleanest entry into the New River Valley.

Why an add-on: New River Valley white space one county west of Roanoke; a single-market shop.

2 Bud's Plumbing, Heating, A/C & Electric [map](#) #9

Yorktown (+ Chesapeake office) · 2 offices (Yorktown, Chesapeake); tri-trade (BBB; company site) · since 1969 · high confidence

Owner note: Robert Nelson, President (BBB), with a general manager in place. Operating since 1969. The licence sits under a differently named entity at the same address, so confirm the legal structure early.

Why an add-on: A ready-made bridge: a Peninsula base plus a Chesapeake office inside owned brand A's core.

4 Cundiff Heating & Air Conditioning [map](#) #16

Roanoke (+ Lynchburg) · 3 locations (2 Roanoke, 1 Lynchburg) (BBB) · since 1979 · high confidence

Owner note: Founder Jerry Cundiff is still President 47 years on (BBB): the clearest timing signal in the Roanoke set. Next generation not public.

Why an add-on: Covers both of owned brand B's northern markets (Roanoke, Lynchburg) in one deal.

6 Rogers Heating & Cooling [map](#) #29

South Boston · 36 employees, 22 trucks (Aug 2024) (Southern PHC trade profile) · since 1996 · high confidence

Owner note: Second generation: Joey Rogers took over in 2018 from his father, who founded it in 1996. 36 staff and 22 trucks per Southern PHC (Aug 2024). A growth-mode owner, so expect growth-asset pricing.

Why an add-on: Halifax Co. base east of Danville, which owned brand B does not list: edge expansion by add-on.

8 Smiley's Heating & Cooling [map](#) #11

Newport News / Portsmouth · 3 locations (BBB) · since 1986 · high confidence

Owner note: Larry Smiley, President (BBB). Family-owned since 1986; three BBB-listed locations.

Why an add-on: Three locations across the Peninsula and Portsmouth: straddles the gap and owned brand A's core.

10 Wooldridge Heating, Air, Electrical & Plumbing [map](#) #23

Lynchburg · "area's largest residential dealer of heating and air equipment" (company site (self-described)) · since 1975 · high confidence

Owner note: CEO Dana Marr. Employee-owned (ESOP) since 2007, so any deal runs through the ESOP trustee. Worth mapping, but a slower process.

Why an add-on: The scale add-on for owned brand B's Lynchburg service area; single-market.

All 31 in-band candidates

#	Company · sources	City	Owner (public source)	Since	VA licence · class · first licensed	Estimated scale (source)	Independence check	Why an add-on, not a platform
South Hampton Roads: Owned brand A core (VB, Norfolk, Chesapeake, Portsmouth)								
1	Simmons Heating & Cooling site · BBB · DPOR	Chesapeake	Beau Allegood, President (BBB)	1964 (site; BBB start 1967)	2701029752 Class A · 1987	~30 employees, 20 vehicles (company site)	VERIFIED Allegood family since 1981 (site). A LinkedIn "acquired" tag belongs to a New York namesake.	Single-market Chesapeake shop inside owned brand A's service area: route density, not a new region.
2	Weather Makers site · BBB · DPOR	Chesapeake	John O. Rowland, President (BBB)	1971 (BBB)	2701013567 Class A · 1974	20 service vehicles; 20+ licensed techs (company site)	VERIFIED Site says locally owned; names Kearney & Sons (Hampton) as its sister company. No transaction found.	Southside HVAC operator with a Peninsula sister: adds density plus a bridge into the gap.
3	Atlantic Shores Heating & Cooling site · BBB · DPOR	Suffolk	Shawn Nystrom, President (BBB)	1995 (site, BBB)	2705146116 Class A · 2012	not public (Class A licence; WaterFurnace GeoPro Master Dealer) (DPOR; company site)	VERIFIED Family-owned since 1995 (site). No transaction found.	Suffolk base reaches west of owned brand A's listed cities; HVAC-only, single market.
4	Colonial Air Conditioning & Heating Services BBB · DPOR	Norfolk / Virginia Beach	David P. Gregory, President (BBB)	1976 (BBB)	2705041383 Class A · 1997	not public (Class A licence, 50 years) (DPOR; BBB)	SCREENED BBB principal is the president; no website found; news search not run.	Long-tenured Norfolk/VB HVAC licensee inside owned brand A's core; a customer-base tuck-in.
5	A.B. Parker & Son site · BBB · DPOR	Norfolk	Mark Parker, owner (BBB); third generation (site)	1952 (site, BBB)	2701027040 Class A · 1985	not public (Class A, tri-trade licence) (DPOR)	SCREENED Third-generation family business per site; news search not run.	Norfolk tri-trade shop inside owned brand A's core; adds plumbing and electrical density.
6	Eure Heating & Cooling BBB · DPOR	Suffolk	George Eure, President (BBB)	1983 (BBB)	2705021596 Class A · 1993	not public (Class A licence) (DPOR)	SCREENED Named family principal on BBB; news search not run.	Western Suffolk coverage at the edge of owned brand A's area.
7	Atlantic Coast Heating & Cooling site · BBB · DPOR	Chesapeake	Mike Barham, President (BBB, site)	2004 (BBB)	2705129911 Class A · 2009	not public (Class A licence) (DPOR)	SCREENED Founder-run per BBB and site; news search not run.	Chesapeake HVAC shop in owned brand A's core ZIP codes: pure density.
Virginia Peninsula: No owned brand; owned brand A lists Southside cities only								
8	Kearney & Sons site · BBB · DPOR	Hampton	John Rowland, owner (BBB)	1980 (BBB)	2701022725 Class A · 1982	20 service vehicles; 20+ techs (company site)	VERIFIED Sister company of Weather Makers (per Weather Makers site). No transaction found.	Hampton base in the Peninsula gap. With its Southside sister, one conversation covers both sides of the water.
9	Bud's Plumbing, Heating, A/C & Electric site · BBB · DPOR	Yorktown (+ Chesapeake office)	Robert Nelson, President (BBB)	1969 (BBB)	2705055178 Class A · 2000	2 offices (Yorktown, Chesapeake); tri-trade (BBB; company site)	VERIFIED No transaction found. The licence at the same address is held by "Virginia Air Pro Heating & Air Conditioning Inc"; confirm the legal entity.	A ready-made bridge: a Peninsula base plus a Chesapeake office inside owned brand A's core.
10	Wright's Heating & Air Conditioning site · BBB · DPOR	Yorktown / Williamsburg	Wilson Wright Jr., owner (BBB)	2001 (BBB); site says 1969	2705092599 Class A · 2005	2 locations (BBB)	SCREENED Family-run per site (third generation); news search not run.	Peninsula multi-trade licensee with two locations; a gap fill.



All 31 in-band candidates (continued)

#	Company · sources	City	Owner (public source)	Since	VA licence · class · first licensed	Estimated scale (source)	Independence check	Why an add-on, not a platform
Virginia Peninsula: No owned brand; owned brand A lists Southside cities only								
11	Smiley's Heating & Cooling site · BBB · DPOR	Newport News / Portsmouth	Larry Smiley, President (BBB)	1986 (BBB)	2705129088 Class A · 2009	3 locations (BBB)	VERIFIED Family-owned since 1986 (site). No transaction found.	Three locations across the Peninsula and Portsmouth: straddles the gap and owned brand A's core.
12	Comfort Technology site · BBB · DPOR	Hampton	Lee Chapman, owner (BBB)	1994 (site; BBB start 1999)	2705076692 Class A · 2003	not public (Class A licence) (DPOR)	VERIFIED Veteran- and woman-owned (site). The only "acquired" result was a New York namesake (Halco, 2021), not this company.	Hampton HVAC shop: an entry point into the Peninsula gap.
13	Williamsburg Heating & Air Conditioning BBB · DPOR	Toano	not public (BBB lists a Secretary/Treasurer only)	1996 (BBB)	2705044213 Class A · 1998	not public (Class A licence) (DPOR)	SCREENED No parent shown on BBB; news search not run.	Upper Peninsula (James City Co.) coverage that owned brand A lacks.
14	Nelson's Heating & Cooling site · BBB · DPOR	Toano	Chris Nelson, President; Dan Nelson, VP; co-founders (site, BBB)	2004 (BBB)	2705084136 Class A · 2004	not public (Class A licence) (DPOR)	SCREENED Founder-run per site; news search not run.	Founder-run Upper Peninsula shop; fills the gap toward Williamsburg.
15	Weather Crafters site · BBB · DPOR	Williamsburg	Jim Smith Jr., runs daily operations (site); VP (BBB)	1971 (site, BBB)	2701011571 Class A · 1972	not public (Class A licence, 55 years) (DPOR)	VERIFIED Second generation runs it (site). A separate Richmond operation's assets went to ARS in 2016; the Williamsburg company remains family-run.	Second-generation Williamsburg shop; fills the Peninsula gap.
Roanoke Valley & Franklin Co.: Owned brand B HQ (Rocky Mount); serves Roanoke								
16	Cundiff Heating & Air Conditioning site · BBB · DPOR	Roanoke (+ Lynchburg)	Jerry Cundiff, President and founder (BBB)	1979 (BBB)	2701021240 Class A · 1981	3 locations (2 Roanoke, 1 Lynchburg) (BBB)	VERIFIED Founder still President. No transaction found.	Covers both of owned brand B's northern markets (Roanoke, Lynchburg) in one deal.
17	Bud Weaver Heating & Air Conditioning site · BBB · DPOR	Roanoke	Chris Weaver, President; Wes Weaver, VP (BBB)	1948 (site, BBB)	2701004401 Class A · 1957	not public (Class A licence since 1957) (DPOR)	VERIFIED Weaver family officers (BBB). No transaction found.	Roanoke-only HVAC brand since 1948: density under owned brand B.
18	Wisler Plumbing, Heating, Cooling & Electric site · BBB · DPOR · mycertainpath.com	Rocky Mount (+ Roanoke, Salem)	James Wisler, President; Brian Wisler, co-owner (site, BBB)	1986 (BBB)	2705093064 Class A · 2005	~\$20M multi-trade; 3 offices (CertainPath profile; company site)	VERIFIED Brothers bought it from their father in 2014 (site). No transaction found.	Head-to-head with owned brand B in Rocky Mount; three offices, all inside owned brand B's area. Large, but single-region.
19	Paramount Heating & Air Conditioning BBB · DPOR	Roanoke	Harry Gallatin, owner (BBB)	1984 (BBB)	2701025796 Class A · 1983	not public (Class A, tri-trade licence) (DPOR)	SCREENED Owner named on BBB; news search not run.	Roanoke tri-trade licensee: density under owned brand B.
20	J.E. Patsell Heating & Air Conditioning BBB · DPOR	Vinton	Janice Patsell, owner (BBB)	1971 (BBB)	2701011990 Class A · 1973	not public (Class A, tri-trade licence) (DPOR)	SCREENED Family name on BBB; news search not run.	East Roanoke Valley (Vinton) tri-trade licensee: density.
21	Kesterson Heating & Air Conditioning BBB · DPOR	Roanoke	Stephen Kesterson, President (BBB)	1978 (BBB)	2705068101 Class A · 2002	not public (Class A licence) (DPOR)	SCREENED Quick search found no transaction; family principal on BBB.	Roanoke HVAC shop: density.

All 31 in-band candidates (continued)

#	Company · sources	City	Owner (public source)	Since	VA licence · class · first licensed	Estimated scale (source)	Independence check	Why an add-on, not a platform
Roanoke Valley & Franklin Co.: Owned brand B HQ (Rocky Mount); serves Roanoke								
22	Main Heating & Air Conditioning site · BBB · DPOR	Roanoke	Roy Main, owner (BBB)	1977 (BBB)	2705074734 Class A · 2003	not public (Class A licence) (DPOR)	SCREENED Quick search found no transaction; family principals on BBB.	Roanoke HVAC shop: density.
Lynchburg: Served by owned brand B per its acquisition release								
23	Wooldridge Heating, Air, Electrical & Plumbing site · BBB · DPOR · lynchburgbusinessmag.com	Lynchburg	Dana Marr, CEO (BBB); employee-owned (ESOP) since 2007	1975 (BBB)	2705075569 Class A · 2003	"area's largest residential dealer of heating and air equipment" (company site (self-described))	VERIFIED ESOP since 2007 (Lynchburg Business Magazine). Independent but not founder-owned; a sale runs through the ESOP trustee.	The scale add-on for owned brand B's Lynchburg service area; single-market.
24	Maddox Air, Electrical & Plumbing site · DPOR	Lynchburg	John Maddox, President; Andy Maddox, VP (company team page)	2008 (DPOR cert)	2705120962 Class A · 2008	not public (Class A, tri-trade licence) (DPOR)	SCREENED Family officers on company site; news search not run.	Lynchburg tri-trade shop (commercial-leaning); density.
Danville, Martinsville & Southside: Served by owned brand B (Danville); Halifax Co. not listed								
25	Superior Heating & Air Conditioning site · BBB · DPOR	Danville	John Walden, President (BBB)	1962 (BBB)	2705122271 Class A · 2008	not public (Class A licence; commercial department) (DPOR; company site)	VERIFIED Walden-owned; no transaction found. Licence match is probable (held as "John S Walden IV Inc").	Danville HVAC with a commercial arm, inside owned brand B's Danville area.
26	McKinney Heating & Air Conditioning site · BBB · DPOR	Fieldale (Martinsville)	Tommy McKinney and Matt McKinney, owners (BBB)	1972 (BBB)	2705169822 Class A · 2018	27 employees (BBB)	VERIFIED Family owners on BBB. No transaction found.	Henry County base between owned brand B's Rocky Mount HQ and Danville.
27	Bryant's Plumbing & Heating site · BBB · DPOR	Martinsville	David Bryant, President (BBB)	1955 (BBB)	2701008727 Class A · 1967	not public (Class A licence since 1967) (DPOR)	SCREENED Family principal on BBB; news search not run.	Martinsville plumbing plus HVAC since 1955; adds plumbing depth.
28	Vipperman Air Conditioning & Refrigeration site · BBB · DPOR	Ridgeway	Jay Vipperman and Jason Vipperman (BBB)	1971 (BBB)	2705016186 Class A · 1992	not public (Class A licence) (DPOR)	SCREENED Family principals on BBB; news search not run.	Henry County HVAC on the Martinsville–Danville corridor.
29	Rogers Heating & Cooling site · BBB · DPOR · southernphc.com	South Boston	Joey Rogers, President; Alyssa Rogers, VP (BBB)	1996 (Southern PHC, BBB)	2705075734 Class A · 2003	36 employees, 22 trucks (Aug 2024) (Southern PHC trade profile)	VERIFIED Second generation since 2018 (Southern PHC). No transaction found.	Halifax Co. base east of Danville, which owned brand B does not list: edge expansion by add-on.
New River Valley: No owned brand; adjacent to Roanoke								
30	McGrady-Perdue Heating & Cooling site · BBB · DPOR	Christiansburg	Kevin McGrady, President (BBB)	2001 (BBB)	2705088253 Class A · 2004	"more than 30 employees" (company site)	VERIFIED Family officers on BBB. No transaction found.	New River Valley white space one county west of Roanoke; a single-market shop.
31	New River Heating & Air Conditioning site · BBB · DPOR	Radford	Thomas Hannifan, President and founder (BBB, site)	1986 (site, BBB)	2705068048 Class A · 2002	not public (Class A, multi-trade licence) (DPOR)	VERIFIED Founder-led; family member on staff (site). No transaction found.	Radford multi-trade licensee: a second New River Valley foothold.

Removed: already owned by another platform

Shop	City	Owner, date	Source
Smith & Keene Home Services	Chesapeake	Cascade Services, Sep 2024	www.prnewswire.com
Southern Trust Home Services	Roanoke	Service Country (PE-backed), Nov 2025	cookma.com · pitchbook.com
Math Mechanical (commercial)	Portsmouth	Paramount Mechanical (Stonebridge Partners), Nov 2024	www.stonebridgepartners.com
Comfort Solutions of Tidewater (commercial)	Suffolk	Paramount Mechanical (Stonebridge Partners), May 2025	www.stonebridgepartners.com
Hunter Mechanical (commercial)	Newport News	Thermal Concepts (Trivest / Halmos), Apr 2026	www.businesswire.com
Service Experts (Salem)	National operator; not an independent add-on.		
One Hour Heating & Air (Virginia Beach)	Franchise location; excluded.		
Blazer Heating, Air & Plumbing (Mechanicsville)	Southern Home Services, May 2026. Outside this territory; noted for context.		
Weather Crafters (Richmond/Chester operation)	Assets sold to ARS in 2016 (PRWeb). The Williamsburg company (target 15) is separate and family-run.		

Size band used

Established in-market operators, the size platforms buy as tuck-ins. Each included shop has:

- a current **Virginia Class A** contractor licence (no job or annual-volume cap; required once annual contracting exceeds \$750k), and
- **20+ years** of operation, or multiple locations, and
- where published, a **scale signal**. Published figures in this set run from 27 employees to about \$20M revenue.

Excluded: Class B/C licensees (capped under \$750k a year), owner-operator shops under roughly 15 staff, and anything big enough to be a platform itself. This is not the 15–80-employee searcher band.

Verification

- **Verified independent (17)**: a founder or family principal is named on BBB or the company site, and a targeted search for acquisitions returned no platform, PE or strategic buyer.
- **Screened (14)**: BBB, site and licence show no parent, but no targeted news search was run. Treat as likely independent, not confirmed.
- Licences are from the DPOR regulant lists (public downloads). The DPOR web lookup sits behind a CAPTCHA and was not used.
- Virginia SCC entity records were **not pulled** (the portal did not respond), so legal names and officers are not checked against state filings.
- Employee counts are mostly not public. "Not public" means we found no figure; we do not estimate.
- Owned locations come from a quick pass of the platform's brands page and press releases. Deal histories and org details are out of scope.

Held out: below band or unverified

Shop · city	Reason
A/C Masters · Yorktown	Clear succession (son named future owner; Gazette-Journal, Oct 2024) and a Class A licence, but a directory lists 5–9 employees. Below band until phone-screened.
Air Handlers Heating & Cooling · Chesapeake	Family-run since 1986, but holds a Class B licence (annual contracting under \$750k). Below band on licence evidence.
Ron's Plumbing, Heating & AC · Hampton	Class B licence. Below band on licence evidence.
Goin Heating & AC · Madison Heights	Class B licence; the site calls itself "a small family-owned company".
Climatemakers of VA · Virginia Beach	Family-owned since 1953 (site), but no licence matched in the DPOR list and public listings disagree on the owner. Unverified.
Woods Family Heating & AC · Roanoke	No licence matched in the DPOR list. Unverified.
Riverside Heating & AC · Newport News	3 BBB locations, but no owner named publicly (GM only) and no licence matched.
Advantage Heating & Cooling · Williamsburg	Licence record does not match the trading name.
Rex's Plumbing, Heating & AC · Newport News	Owner not public.
E.L. Sawyer Heating & Cooling · Chesapeake	Conflicting start dates; Class C licence.
Dameron Plumbing & Heating · Danville	13 employees (BBB). Below band.
Absolute Comfort; Hare's; Energy Pro · Virginia Beach / Portsmouth	Absolute Comfort holds a Class B licence; Hare's (2009) and Energy Pro (2012) are under 20 years old. Below band.
Blacksburg Plumbing, Heating & Electrical · Blacksburg	Multi-trade since 1974 (BBB). Not screened in this pass; a candidate for the New River Valley list.