

DOWNER & ASSOCIATES: CHARLOTTESVILLE'S SOURCE FOR SUCCESS



(L TO R) BILL DOWNER, CAROLYN BETTS, MASON GRAHAM, AMORET BRUGUIERE, BENTON DOWNER & LISA ZANGLA

■ BY JIM BREWER

Helping companies buy, sell, and lease real estate is the business of Downer & Associates. For almost 30 years (10 with Downer & Associates), Benton Downer, Principal Broker at Downer & Associates, has dedicated himself and his company to help businesses become successful and help Charlottesville become a better place to live.

Since the company was founded in 1998, the commitment has always been "To be the best commercial real estate company in Central Virginia on customer service and satisfaction".

"Our goal is to build a better community one transaction at a time", Benton noted. "I believe that a very high level of personal service is still possible in this business. We are a local company that is built on dedication to our customers and this community."

Its commitment to the community is the driving force that defines Downer & Associates in this market. "I have never asked staff or agents to give back; I just seem to be lucky that this

company is comprised of individuals who are passionate about giving something back to this community", comments Benton. "I knew we did a lot, but when I sat down and started looking at what the people in this small company have contributed in time and money over the last few years to different churches, the SPCA, Stone-Robinson school; weekly visits to Westminster Canterbury Health Center; and gifts of time and money to local charities like Alzheimer's Association, MS Society, Charlottesville Free Clinic, City of Charlottesville Local Services, and Virginia Home for Boys and Girls, I was stunned."

In addition, Downer & Associates has worked tirelessly for the Charlottesville Area Association of Realtors' Workforce Housing Fund since its inception. In 2007 alone, the company donated in excess of \$4,000 of leasing commissions to Workforce Housing, the fund that helps teachers, policemen, firemen, and others in the workforce to be able to live where they work.

Benton added, "We have also volunteered for the Workforce Housing benefit concerts, as well as taking a lead sponsorship role in the B-52's concert last fall".

Downer & Associates has annually supported the Free Enterprise Forum, as well as the Thomas Jefferson Area United Way. For the past four years, the Charlottesville-based commercial realty firm has participated in the Laurence E. Richardson Day of Caring. "Our participation in the event is coordinated by office manager Lisa Zangla, then we close the office, and we all go!"

Recently, Downer & Associates was a tent sponsor for the Pink Ribbon Polo Match, and several employees regularly run in the Charlottesville Women's 4-Miler to benefit breast cancer research.

"We think we have built a great corporate workplace environment, created a family atmosphere, and in the process, have become quite successful as a commercial company. I am proudest of the footprint we are leaving to make Charlottesville a better place to work and live."

■ DOWNER & ASSOCIATES ■

Benton Downer,
Principal Broker

909 East Market Street

434-296-0545

www.downerandassociates.com