

## the history

A UVA legend for over 20 years, The Biltmore is home to Charlottesville's only "Beach Bar" and the city's largest outdoor patio area. Pop down Elliewood Avenue (right off of UVA's "Corner") and see us – and by all means, come hungry. You'll want to try our house-smoked BBQ, huge salads and sandwiches, the famous Thumbs 'n Toes, and the soon-to-be-famous Crusties.

The Biltmore offers a wide variety of dining and social areas year-round. During the warmer months, join us for a game of Cornhole or visit the beach bar for a tasty frozen beverage. Chilly? Warm up by our outdoor heaters or beside the fireplace in one of our rustic dining rooms. Add fantastic daily specials, friendly service, and a packed calendar of parties & social events to all this, and it's no wonder The Biltmore has been a Corner tradition for more than two decades!

The Biltmore was created in 1989 to offer a casual dining destination on Elliewood Avenue. The building it occupies was erected in 1947 and was home to Ellie Wood Page (for whom the street was named) and her mother, Eliza Mason Page. Their home was also used as a boarding house for visitors of the University of Virginia. Mrs. E. M. Page closed her boarding house in 1954. Numerous businesses and restaurants occupied the space until The Bilt finally took the reins.

In 2009, the restaurant was purchased by Andy McClure and a large outdoor "beach bar" was added to the site's already numerous dining and drinking areas. This unique corner of our sprawling space has since been adopted as a prized meeting place on The Corner.

There's plenty here to explore, and even more to love... We hope you will enjoy the coziness, charm, and endless options of The Biltmore as much as we do!

## the company

The Biltmore belongs to a restaurant group called The Virginian Restaurant Company (The VRC) that is currently composed of The Virginian Restaurant, The Biltmore Grill, Citizen Burger Bar Charlottesville, Citizen Burger Bar Clarendon (Arlington), Citizen Burger Bar Carytown (Richmond), Citizen Bowl Shop in Charlottesville, along with a couple other concepts on the horizon. All of these restaurants (with the exception of Citizen Clarendon and Citizen Carytown) are in Charlottesville and all are owned by Andy McClure. The VRC is heavily focused on its employees being the driving force behind all of its success. There is a strong focus on training, management, and building loyalty. Through perks and rewards unique to the restaurant industry, like establishing a company minimum wage or shutting down and taking all of the employees to an outdoor party, The VRC has maintained an extremely low level of turnover and high level of employee loyalty.

## the owner

I grew up in Alexandria and went to the University of Virginia and studied finance at the McIntire School of Commerce (graduating in 2001). While in school, I waited tables at local college restaurants to help support myself. I was an ok server, but I was a better debater, and after months of hearing how I would do things differently and joking about buying the restaurant, the owners of the tiny but venerable Virginian started to take me seriously. In August of 2001, at the ripe old age of 22, I became a restaurant owner. A consummate optimist and a burgeoning pragmatist, I actually spent the first year of ownership thinking I could work my finance job in New York and absentee own the Virginian at the same time. For any restaurateurs out there, they know how ridiculous that is. I wasn't gone long, but when I came back restaurants became my life. The struggles of a small business owner are almost impossible to properly convey, but one could argue the more you've had to struggle, and the more you've had to sacrifice, the more you appreciate coming out on the other side, and I am not short on appreciation. The Virginian did take a long time to get on the right path, but eventually it allowed me to open a second restaurant, and once that became stable I began work on purchasing and renovating the Biltmore (another restaurant I worked at in college), building the largest outdoor bar and patio area in town. After buying and selling another restaurant on the UVA Corner, all of this led to Citizen Burger Bar, a restaurant and concept I had wanted to try forever, and a place whose success and reception has been profoundly humbling. We have a number of other concepts in the pipeline, including the recent opening of our bowl shop, Citizen Bowl. Overall, my company is employee focused. I believe the best restaurant and business owners realize that their employees are more important than they are. Finding and guiding good people makes this company what it is. I can't thank all of my employees and all of my guests enough.

I am so grateful for all of those people who have helped me along the way, but particularly my family. My younger brother and sister who are always willing to lend a hand, and especially my older brother, who was the first GM this company ever had, my mother who never stops thinking of new ideas, and my father, whose wisdom and support and guidance are the only reasons I am even remotely successful.

—Andy McClure (Owner – The Virginian Restaurant Company)