



## Appalachian Power awards economic development funds to assist with business recruitment and retention

*EDGE grant program awards City of Roanoke \$10,000*

Appalachian Power has awarded \$160,000 in grant funds throughout the company's service territory in West Virginia and Virginia to assist communities with business recruitment and retention efforts.

Eleven localities and nonprofits will receive grants ranging from \$5,000 to \$20,000 through the company's Economic Development Growth Enhancement (EDGE) program administered by John Smolak, economic and business development director. The funds will be used for site development or to support marketing and promotion, or new business development and retention.

"We received multiple submissions that were outstanding," Smolak said. "There are a number of programs with enormous potential and we are proud to be a partner in that success."

President and COO Charles Patton said the EDGE grant program is representative of the company's commitment to local communities. "Appalachian Power has a dedicated and experienced team of employees who work hard to support the economic development staff and programs in the localities and communities we serve. This program reinforces our commitment to that effort."

Award winners include:

- In West Virginia, the Putnam County Development Authority for engineering associated with the expansion of the county's business park; the Lincoln County Development Authority for a new economic development strategic planning analysis; Advantage Valley Inc. for a new international business development marketing initiative; the City of Bluefield for a new economic development website and small business commercialization center; the Charleston Area Alliance for a new comprehensive economic development website; and the New River Gorge Regional Development Authority to support small business entrepreneurial growth and real estate training.
- In Virginia, Franklin County for engineering services and studies for the development of a new industrial business park; Washington County for a community branding program and marketing materials; Amherst County for a new economic development strategic plan; the City of Roanoke Economic Development Office for a new marketing video; and the Blue Ridge Crossroads Economic Development Authority to support additional marketing of the Wildwood Commerce Park.

Wayne Bowers, City of Roanoke economic development director, said the funds will enhance our department's marketing efforts. "This is yet another example of the important assistance Appalachian Power Company offers to local economic development organizations," Bowers said.

In Franklin County, Va., the funds will support development of a new business park. "Thank you once again for your assistance and generosity," said Michael Burnette, economic development director.

Appalachian Power is a utility unit of American Electric Power, one of the largest electric utilities in the United States, delivering electricity to nearly 5.4 million customers through 223,000 miles of distribution lines in 11 states. AEP owns the nation's largest electricity transmission system, a more than 40,000-mile network that includes more 765-kilovolt extra-high voltage transmission lines than all other U.S. transmission systems combined. AEP also ranks among the nation's largest generators of electricity, owning approximately 32,000 megawatts of generating capacity in the U.S. AEP's headquarters are in Columbus, Ohio



### IN THIS ISSUE

- 2/SPOTLIGHT ON BUSINESS
- 3/FEATURED BIZLINK
- 4/BUS SERVICE COMES TO RCIT
- 5/THE INVESTMENT OF TOURISM
- 6/RANDOLPH TO LEAD ROANOKE REGIONAL CHAMBER
- 7/RESEARCH IN ROANOKE
- 8,9/TRAINING & EVENTS
- 10,11/DEVELOPMENT OPPORTUNITIES

## Spotlight on Business ~ Food Prep Service of Roanoke



Jim Thomas, owner of Food Prep Services (FPS) Roanoke, opened his business in 2015 and is passionate about creating changed behaviors in individuals by offering healthy, convenient and affordable food. The company offers delivery or pickup. Jim explains the philosophy of his company in the following Spotlight on Business. For more information on FPS Roanoke, visit [www.http://www.fps.hasanapp.com](http://www.fps.hasanapp.com), call 540.855.7092 or visit Facebook at Food Prep Services Roanoke.

America is facing a health crisis. Over 70% of America is overweight or obese. 1 in 5 deaths are attributed to weight related diseases. How did this happen? Why is it being allowed to continue? There are a few prominent reasons, some of which can be readily fixed.

Let me start with a simple question: What did you have for lunch? The majority of people answer with: "Nothing", "Fast Food", "Frozen Lunch" or some kind of quick, cheap snack. Following this question is: Do you think that was a healthy choice? The answer, of course, is "NO".

Why did we eat it then? Why did we skip a meal? Why do we, as a society, make these sacrifices to our well being and then think our genetics are to blame for our health? The answer is alarmingly simple: It's all we can afford, that fits our cramped schedule.

So if the root of our health problems is our diet, not genetics, sedentary lifestyle or anything else the internet would like you to believe, then how do you fix it?

Again, simple answers are often the best: provide food that is healthy, convenient and is the same price fast food restaurants charge (or better). At Food Prep Service Roanoke, that is our vision. We want to allow everyone to have access to healthy, nutritious food. Not full of preservatives. Not a bunch of processed ingredients that you can't pronounce. Simple, whole foods with low or no sodium seasoning.

Let me return to our health crisis and share a personal insight along with some relevant statistical data. In the 1950's, our obesity rate was around 9%. Childhood obesity was around 4% in 1965. Today, these numbers are at a staggering 33% for adults and 18% for children. What changed? A number of things, however one thing changed that stands out to me. We lost our mothers.

Disregard any fad diet, internet wizardry or celebrity juice binge and think about the family dynamics of the 1950s. Mom made us healthy, balanced meals morning, noon and night. There was a protein, a carb and a vegetable (which we ate, regardless of how bad we thought it tasted). Occasionally, there was meatloaf.

This has drastically changed. Mom went to work. She was replaced with Fast Food, Takeout and Pizza Delivery. Our Sunday treat of getting a soda from the store has changed into a daily routine. Again, I ask: Do you think this is healthy?

Of course not. But, what if it was? What if we had access to these meals again for less than what we are spending already? What if eating healthy was no longer expensive? What if it didn't take all our free time to shop and prep meals for the week? We would have a real chance to combat rising obesity rates in America by giving Americans a choice. A choice we want. A choice we need.

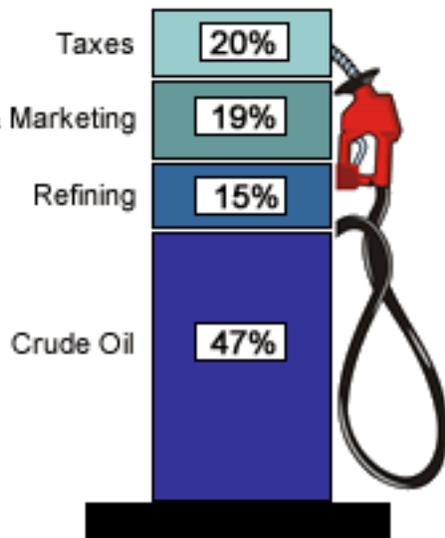
I spent the last 3 years working as a manager of a nutrition store here in Roanoke. Every day I had countless conversations about how diet is 80% of the results in weight loss or any fitness routine. Exercise and supplements cannot compensate for a poor diet. Everyday, I heard people tell me they couldn't eat better because "It's too expensive", "I don't have time" and "I hate cooking".

Prior to that time, I graduated with honors from Virginia Tech with a degree in Biological Sciences. I focused on Cellular Biology and Nanotechnology. I left my position as manager to return to school. I was looking at Jefferson College of Health Sciences and their amazing Physician's Assistant program and weighing it against trying to get into medical school. Ultimately, I had an epiphany. If I were to complete any of these programs, I would be having the same conversations with people I had at my last job. I envisioned saying "I'm sorry, I can't take you off your blood pressure medication, diabetes medication or cholesterol medication" because you need to lose twenty pounds. Let me be VERY clear: taking Lipitor, Metformin or Lisinopril will never CURE anything. They are designed to treat the symptoms only.

The treatment we need, as a society, is access to affordable, healthy food. Only then do we stand a chance at combating the health crisis facing America. Each and every one of us are responsible for what we put into our bodies. With over 200 million Americans overweight, this puts 20-40% of us at increased risk for weight related diseases. How can we fix a healthcare system when the population is broken?

Creating easy access to good food is a great start! There are options people can choose already. The problem is that food gets shipped to you, frozen, and it is expensive. Our plan is to create a nationwide chain of Food Prep Service restaurants and we are starting here, in Roanoke. This will allow us to provide healthy meals that are never frozen at a highly competitive price across the nation. When everyone has access to the food they need to be healthy, at the price they can afford, we can make a difference.

Regular Gasoline (October 2015)  
Retail Price: \$2.29/gallon



## Drive Small in 2016

This holiday shopping season, you probably read something about the Shop Small movement. This effort promotes the importance of spending and keeping money in our communities by patronizing our small, locally owned businesses. But if you spent any time over the holidays stuck in rush-hour traffic or circling a mall parking lot looking for a decent space, you've seen another area where our local economies are bleeding money: the gas in our cars.

About 90% of what we spend on every gallon of gas leaves our local economies. According to the U.S. Energy Information Administration, here's how the cost of a gallon of gas breaks down:

- 20% taxes
- 19% distribution and marketing
- 15% refining
- 47% crude oil

About half of what is paid in taxes goes to the Federal gas tax, so really only a little over 10% stays around in the form of state and local taxes. Fully 81% of what you spend on a gallon of gas leaves not only the local economy, but Virginia in some way. Even more importantly, the 47% dedicated to crude oil – much of that is probably leaving the country altogether.

When you save money on your transportation costs by using options like carpooling, bicycling, and taking the bus, it means more money in your pocket and more money to spend at the amazing

local restaurants, shops, and attractions right here in central and southwest Virginia. And every dollar you spend here is more likely to stay here and get spent again and again – about half of every dollar spent at a local business is reinvested locally, versus 14% spent at a national retailer.

What are some ways you can drive small to help support the valley's economy? Here are a few ideas:

- Carpool to work with your coworkers on Mondays, then use what you save to take everyone to lunch at a local restaurant.
- Buy a monthly bus pass for commuting and other trips. Take what you'll save to visit a local bookstore and buy some reading material for your rides.
- Walk or bike to your neighborhood grocery store rather than driving to a big box store. Use what you'll save to splurge on a local craft brew.

The holiday shopping season may be over, but your commute takes place each day. So, along with shopping small, consider driving small – this winter, and all through the year!

Article submitted by Jeremy Holmes,  
RIDE Solutions

## Featured BizLink ~

### Virginia Businesses Can Get Ready Now for Emergencies



Tropical storms and hurricanes, bomb threats, flooding, droughts, tornados, power outages. All types of emergencies can strike Virginia. Is your business ready? Some studies show that up to 40% of businesses do not reopen after a disaster.

Make sure that you and your employees are prepared, starting with these steps:

Make a building evacuation plan and practice it regularly.

Look at your heating, ventilation and air conditioning system. Be sure you know how to turn it off if you need to. Also, is the system secure, or can it be upgraded to better filter potential contaminants?

Think about what to do if your employees can't go home.

Make sure you have appropriate supplies on hand.

Visit the following Featured BizLink and see a short video on why small businesses need a continuity plan

<http://www.vaemergency.gov/ready-virginia/business>



## Valley Metro to Provide Express Service to Roanoke Centre for Industry and Technology



Beginning January 7, 2016, Valley Metro announced they will provide new express service from Campbell Court in downtown Roanoke to the Roanoke Centre for Industry and Technology (RCIT) during morning and afternoon peak periods. The new service, which will run on a six-month trial basis, provides a transportation option for passengers who work at businesses within RCIT which is located on the north side of US 460 East.

Valley Metro service is now available Monday through Saturday from 6:25 to 9:25 am and from 3:10 to 6:45 p.m. There will be 4 stops in the industrial park: Blue Hills Village, Elizabeth Arden, Wholesome Harvest Bakery and Semco.

After servicing RCIT, the new route will service the Route 31 and Route 32 stops on King Street, Dunkirk Avenue, Midway Street and Wise Avenue.

The Roanoke Centre for Industry and Technology (RCIT) was initially a 300 acre, City-owned industrial complex located just minutes from Interstates 581 and 81. This industrial park was acquired, developed and marketed by the City and nine sites in the park have been utilized, leaving approximately 40 acres for additional development.

Recognizing the economic potential of site availability, City Council authorized the purchase of an additional 140 acres in 1990. The additional land expanded the industrial park, enabling the City to continue its excellent record of attracting top corporations, enhancing the tax base, and creating jobs for its citizens.

For more information regarding the new bus route, please contact Valley Metro at 540.982.2222 or visit the website at [www.valleymetro.com](http://www.valleymetro.com). For questions regarding RCIT, please call 540.853.2715.



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Simply email [lisa.soltis@roanokeva.gov](mailto:lisa.soltis@roanokeva.gov) with your contact information including name & email address.

Also, check us out on Facebook or visit City of Roanoke Department of Economic Development at [www.BizRoanoke.com](http://www.BizRoanoke.com).

Check Out Biz Roanoke on RVTV Channel 3!

BizRoanoke is a monthly program highlighting economic activity and programs within the City of Roanoke.

Tune into RVTV Channel 3 to learn more or follow this link to our most recent show: <http://bit.ly/1Nlact7>.

Visit us on Facebook!

DID YOU KNOW?

The City of Roanoke Department of Economic Development is on Facebook! Please "like" us today!

  "like" us on Facebook

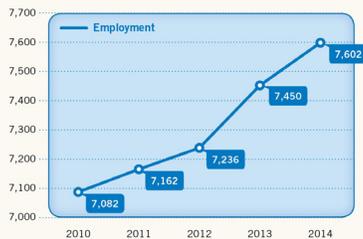
## VIRGINIA'S BLUE RIDGE®

ROANOKE VALLEY

### Tourism is an Investment – Visioning for our Region’s Future.

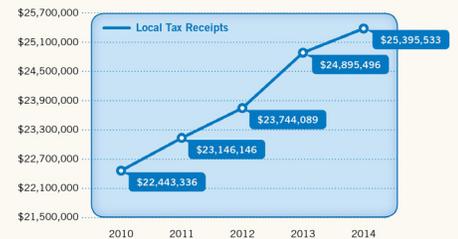
The Roanoke Valley Convention & Visitors Bureau (RVCVB) is planning ahead for the future growth of this region in an effort to continue on an upward trend. The Bureau is identifying tourism opportunities to enhance this region’s attractiveness not only for visitors, but to residents as well. Several key areas of focus include but are not limited to Arts, Culture and Heritage, Infrastructure, Outdoor Recreation, Meetings, Conventions & Events. Visioning for the future requires local governments and private industry working together for a positive outcome. The Roanoke Valley Convention & Visitors Bureau invites you to share your ideas at our Destination Visioning website, [www.VBRDestinationVision.com](http://www.VBRDestinationVision.com).

#### VIRGINIA'S BLUE RIDGE EMPLOYMENT



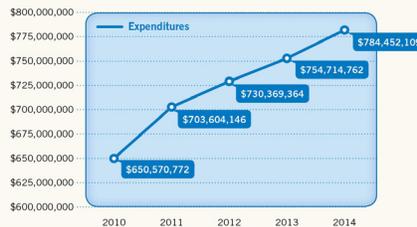
Source: Virginia Tourism Corporation

#### VIRGINIA'S BLUE RIDGE LOCAL TAX RECEIPTS



Source: Virginia Tourism Corporation

#### VIRGINIA'S BLUE RIDGE TRAVEL EXPENDITURES



Source: Virginia Tourism Corporation



Jonathan McCoy

### What do you love about Roanoke?

"Roanoke is one of those cities that has the perfect balance between reaching for new heights and not forgetting its roots. I love this city and all that it has to offer and I am proud to be a part of the larger Roanoke community."

Jonathan McCoy  
Student  
George Mason University

## RANDOLPH TO CHAIR ROANOKE REGIONAL CHAMBER

The Roanoke Regional Chamber, Western Virginia's largest business organization, has elected officers and directors for 2016. Ken Randolph, president of Rockydale Quarries Corp., has been elected chair. Other officers are: F.B. Webster Day, Spilman Thomas & Battle, past-chair; Nathan Kerr, Scott Insurance, chair-elect; Mark Hudzik, Member One Credit Union, vice chair of public policy; Todd Morgan, MB Contractors, vice chair of economic development; Eddie Hunter, First Citizens Bank, vice chair of membership; Chris Wingfield, Brown, Edwards & Company, vice chair of operations/treasurer; H. Joseph "Joe" Jones, Appalachian Power, vice chair at large; Terry Jamerson, The Roanoke Times, vice chair at large; Todd Putney, Medical Facilities of America, vice chair at large; and Joyce Waugh, Roanoke Regional Chamber, president and secretary.

New members of the 2016 Board of Directors are: Dr. N.L. Bishop, Jefferson College of Health Sciences; Greg Brock, Firefli; Cora Carpenter, Paint Nite Roanoke; Dr. Kay Dunkley, Virginia Tech Roanoke Center; Katherin Elam, Junior Achievement of Southwest Virginia; Nancy Oliver Gray, Hollins University; Matt Huff, Poe & Cronk; Dr. Cynda Johnson, Virginia Tech Carilion School of Medicine; Penelope Kyle, Radford University; Joseph LaScala, Elizabeth Arden; Michael Maxey, Roanoke College; Dr. Thomas McKeon, Roanoke Higher Education Center; Jamal Millner, M3Grafix; Dr. Robert Sandel, Virginia Western Community College; Ssunny Shah, Ramada Inn Conference Center; Rick Webster, Union Bank; and Arika Zink, WFXR.

Continuing to serve on the board are: G.B. Cartledge, III, Grand Home Furnishings; Martha Chester, Hughes Associates Architects & Engineers; John D'Orazio, RGC Resources, Inc.; Beth Doughty, Roanoke Regional Partnership; Elda Stanco Downey, Roanoke Spanish LLC; Scott Gunn, Doctors Express Roanoke; Don B. Halliwill, Carilion Clinic; Landon Howard, Roanoke Valley Convention & Visitors Bureau; K.C. Huang, The Center for College and Career Services; Kevin Lockhart, SunTrust Banks; Nancy May, LewisGale Regional Health System; Mike McAllister, Cox; Patience O'Brien, County of Roanoke; Jason Price, Advance Stores, Inc.; Eric Stelter, Wells Fargo; Wayne G. Strickland, Roanoke Valley-Alleghany Regional Commission; Lori D. Thompson, LeClair Ryan; and Tina Workman, Downtown Roanoke, Inc.



Ken Randolph  
President  
Rockydale Quarries Corporation

## CDL Program at Virginia Western Finishes Successful Year with 86 Percent Job Placement Rate *As trucking industry forecasts predict driver shortages, demand for CDL training will grow*

Virginia Western Community College announces that through its partnership with CDS Tractor Trailer Training, 251 students graduated and received a Class A Commercial Driver's License (CDL) in 2015 with a job placement rate of 86 percent. As the shortage of truck drivers continues to grow nationally, Virginia Western and CDS plan to maintain their partnership and expand opportunities for future students.

According to an analysis by the American Trucking Association released in October 2015, the trucking industry was short about 38,000 drivers in 2014 and was expected to be short nearly 48,000 by the end of 2015. If the current trend holds, the shortage may balloon to almost 175,000 by 2024.

The CDL program at Virginia Western consists of 160 hours of classroom and hands-on training to prepare students to work in the industry. The priority is to help students earn their license and become employed.

There are currently 10 to 15 companies that recruit with CDS onsite each month, and there is a network of more than 100 companies to place students in local, regional or over the road opportunities.

"I'm happy I was a part of this program," said Leonard Casey, a recent graduate. "It helped me line up a great job that wouldn't have been possible before."

More than 75 percent of the 281 students who enrolled in the CDL program in 2015 graduated and received a Class A License. That level of success is a testament to the strong curriculum.

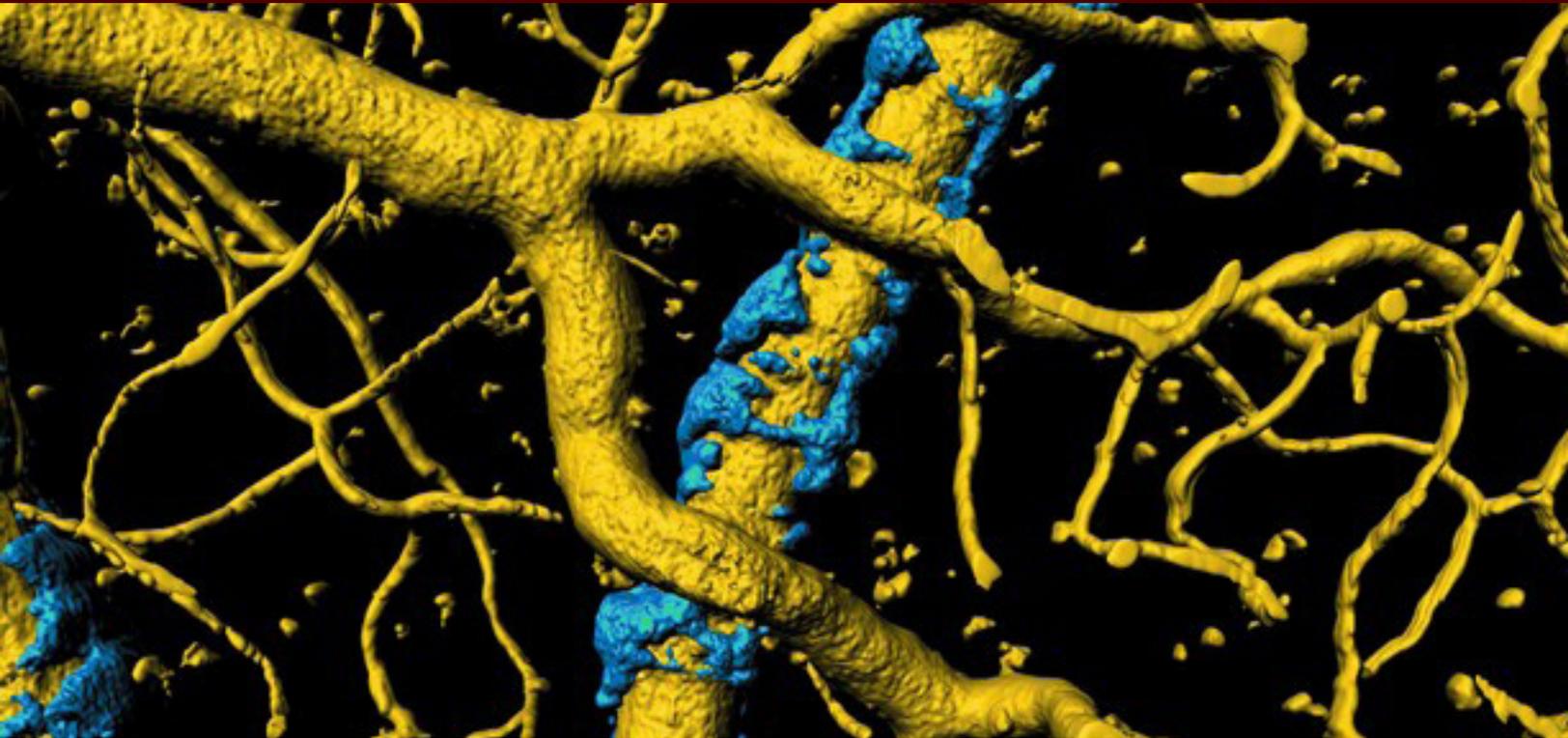
"The students who come through this program are well-prepared to join this high-demand industry," said Dan Semones, program coordinator in Virginia Western's Workforce Solutions. "CDS Tractor Trailer Training has the experienced instructors who can help students earn the credentials they need to get ahead and earn a great salary."

Individuals interested in the CDL program are encouraged to contact Crystal Kennedy at (540) 857-6188 or [ckennedy@virginiawestern.edu](mailto:ckennedy@virginiawestern.edu).

With nearly 13,000 students on the college's main campus in Southwest Roanoke City, to our satellite locations at the Roanoke Higher Education Center in Downtown Roanoke, Greenfield Education & Training Center in Daleville, and the Franklin Center in Rocky Mount, Virginia Western Community College is committed to providing affordable, accessible, and quality educational opportunities and workforce training to meet individual, community, and global needs. Visit [www.virginiawestern.com](http://www.virginiawestern.com) to learn more.



## Research in Roanoke ~ Virginia Tech Carilion Research Institute scientists gain insight into cause of Alzheimer's symptoms



*A buildup of misfolded proteins causes an exoskeleton (in blue) to form around blood vessels (in gold) in the brain.*

Virginia Tech Carilion Research Institute scientists have uncovered a mechanism in the brain that could account for some of the neural degeneration and memory loss in people with Alzheimer's disease.

The researchers, together with scientists at the University of Alabama at Birmingham School of Medicine, discovered that a common symptom of Alzheimer's disease – the accumulation of amyloid plaques along blood vessels – could be disrupting blood flow in the brain. The results were published November 23 in the journal *Brain*.

"We've always been interested in how glial cells interact with blood vessels," said Harald Sontheimer, director of the Center for Glial Biology in Health, Disease, and Cancer at the Virginia Tech Carilion Research Institute and senior author of the paper. "Astrocytes are the most populous cell type in the brain and even outnumber neurons."

Sontheimer also noted the importance of astrocyte function in the brain.

"Astrocytes serve many support functions, such as shuttling nutrients from blood vessels to nerve cells or removing their waste products," said Sontheimer, who is also the I. D. Wilson Chair in Virginia Tech's College of Science. "They also control the diameter of blood vessels to assure proper nutrient and oxygen delivery to the brain and maintenance of the blood-brain barrier. In response to injury and disease, however, astrocytes become reactive and change many of their supportive properties."

Sontheimer's team discovered that the astrocytes' blood flow regulation is disrupted by plaques formed of misfolded proteins around blood vessels. In a healthy brain, amyloid protein fragments are routinely broken down and eliminated.

The presence of amyloid proteins around blood vessels in the brain is a hallmark of Alzheimer's disease, yet it wasn't understood if the proteins did any harm. Now, Sontheimer's team has found that they do.

"We found that amyloid deposits separated astrocytes from the blood vessel wall," said Stefanie Robel, a research assistant professor at the Virginia Tech Carilion Research Institute and a coauthor of the paper. "We also found that these amyloid deposits form an exoskeleton around the blood vessels, a kind of cast that reduces the pliability of the vessels."

## Starting a construction project? We'll help you move forward.

Whether you are just starting a business or are well established and now seek to expand or relocate, your success is a critical component to the City of Roanoke's prosperity, economic stability and community vitality.

Starting or growing your business typically requires a significant investment of both financial and personal resources and it is our desire to assist you in making the most informed decisions possible to protect those resources. Our goal is to both inform you of the economic development services and programs which you may be qualified to receive, and to help you navigate the regulatory process required to ensure that your business has a positive impact on the community, is safe to occupy, and opens as quickly as possible.

The Department of Economic Development in conjunction with the Department of Planning, Building & Development has developed a business reference guide. Please note that as each business and its existing or proposed location is unique, so too will be the procedures you may need to undertake to comply with City and Commonwealth of Virginia codes and regulations. This guide is offered as a general overview and is not an exhaustive list of all the regulations which may apply to your specific business. We urge you to contact our departments as necessary to ensure a successful business launch, expansion or relocation.

For questions regarding the programs and services offered through the Department of Economic Development, located at 117 Church Ave., SW, please call 540.853.2715. For questions regarding city permits and requirements, please contact the Permit Center, located in Room 170 of the City of Roanoke Municipal Building at 215 Church Ave., SW, or call 540.853.1090.



City staff is available to meet with you, your contractors and your design team before you select a location for your business and before any applications are completed to help you understand and meet permitting requirements.

To access the Business Reference Guide visit <http://www.roanokeva.gov/DocumentCenter/View/1186>.

## Training & Events

Thursday, January 21, 2016  
RBTC TECH & TOAST  
ANNUAL MEMBERSHIP MEETING  
7:45 - 9 a.m.

Join the January Tech & Toast and receive an annual update from the leadership on accomplishments of the organization in 2015, and events and programs planned for 2016. As the RBTC continues to grow and position the region's technology community, we encourage you to become engaged in the organization. Board members and representatives from each of the RBTC member communities will be in attendance to help attendees become more engaged.

**Location:** Sheraton Roanoke Hotel & Conference Center, 2801 Hershberger Road, NW, Roanoke, VA

**Cost:** RBTC Members \$25; Non-Members \$48

**Information/Registration:** Visit <https://rbtc.tech/rbtc-events/tech-toast/>

Wednesday, January 27, 2016  
WoTECH - An RBTC COMMUNITY  
FOR WOMEN IN TECHNOLOGY  
11:30 a.m. - 1:30 p.m.

What does it feel like to be a Woman in Technology here in the Roanoke-Blacksburg region right now? And how do you want it to feel? Join executive and leadership team coach, Kathy Baske Young, who will create an experience for attendees to explore these questions individually and as a larger group. This will be a fun and thought-provoking experience designed to evoke deep dialogue and creative conversations. Opportunities and challenges will be identified, and a path forward will be co-created. Attendees will gain clarity on what they want for themselves and input will also help RBTC better understand what is needed to support growth and success moving forward.

**Location:** Roanoke College, Wortmann Ballroom

**Cost:** RBTC Members \$20; Non-Members \$28

**Information/Registration:** Visit <https://rbtc.tech/rbtc-events>

## IMPLEMENTING LEAN

*Operational excellence for local government*

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\$319/person

The Hotel Roanoke and Conference Center

 VirginiaTech  
*Invent the Future*  
Virginia Tech Roanoke Center

*Save the Date*  
*More information to come.*



ROANOKE  
ECONOMIC DEVELOPMENT

To Register: [www.cpe.vt.edu/ilean](http://www.cpe.vt.edu/ilean)

## Research in Roanoke ~ continued from page 7

The exoskeleton is known as a vascular amyloid. Its inelasticity might result in lower blood flow, which could account for Alzheimer's symptoms, such as memory lapses, impaired decision-making, and personality changes.

"Vascular amyloid may be the culprit in Alzheimer's disease symptoms, especially considering that the amyloid exoskeleton might limit the supply of oxygen and glucose to the brain regions that need them most," Sontheimer said. "This could also explain the cognitive decline in people with Alzheimer's disease, as the disease is associated with reduced cerebral blood flow."

While the scientists don't fully understand the role of vascular amyloid in Alzheimer's disease, they now have a possible therapeutic target to study. "It may be helpful to remove the deposits to allow for appropriate blood flow," Robel said. "The problem is we don't know. It might be harmful to remove vascular amyloid at late stages of the disease; maybe they're actually holding the vessels together."

The researchers' next step will be to examine blood vessels once the amyloid deposits are removed. "Vascular amyloid is strangling the blood vessels," Sontheimer said. "By removing them, maybe we'll be able to restore blood flow regulation. Perhaps it'll turn out vascular amyloid is preventing further degeneration. Whatever the case, we'll certainly learn something new."

*Written by Ashley WennersHerron, VTCRI*

## Conflict Management



Managed conflict is a healthy way to bring important issues to light and strengthen your relationships with co-workers, bosses, and customers.

Conflict may be created unintentionally by what people (ALL OF US) say and do and we are not aware of how our behavior and communication styles create confusion and negative feelings for others and even ourselves.

This 3-hour workshop will focus on new ways to communicate to manage conflict and improve relationships.

**February 5, 2016**

**9:00 am - Noon**

Registration Fee (includes materials, instruction, and a **one hour personal coaching session**): \$279

Register online by February 1, 2016

[www.cpe.vt.edu/conman](http://www.cpe.vt.edu/conman)

Interested in other upcoming courses? visit [www.vtrc.vt.edu](http://www.vtrc.vt.edu)

For more information:  
Roanoke: Erin Burcham  
erinb1@vt.edu or 540-767-6145

## Training & Events

- continued from Page 8

Thursday, February 4, 2016  
VTCRI DISTINGUISHED PUBLIC LECTURE HEALTH CARE IN AMERICA: FROM POLITICS TO PROGRESS!  
5:30 - 6:30 p.m.

Darrell G. Kirch, M.D., is president and chief executive officer of the Association of American Medical Colleges (AAMC) and will present this public lecture. Today's political, economic, and health realities present significant opportunities to shape the U.S. health care system so it provides better care to more people at reasonable cost. U.S. health care has entered a period of massive transformation, presenting opportunities to address health disparities and access issues. The country's medical schools and teaching hospitals have been leaders in recognizing and seizing these opportunities to create and sustain a health care system that is team based, highly collaborative, and above all, patient centered.

**Location:** The Virginia Tech Carilion Research Institute, Room M106  
2 Riverside Circle, Roanoke, VA 24016

**Cost:** Free Public Lecture

**Information/Registration:** Visit [http://research.vtc.vt.edu/events/2016/feb/04/darrell\\_kirch/](http://research.vtc.vt.edu/events/2016/feb/04/darrell_kirch/)

Tuesday, February 9, 2016

**BUSINESS BASICS**

4 - 7 p.m.

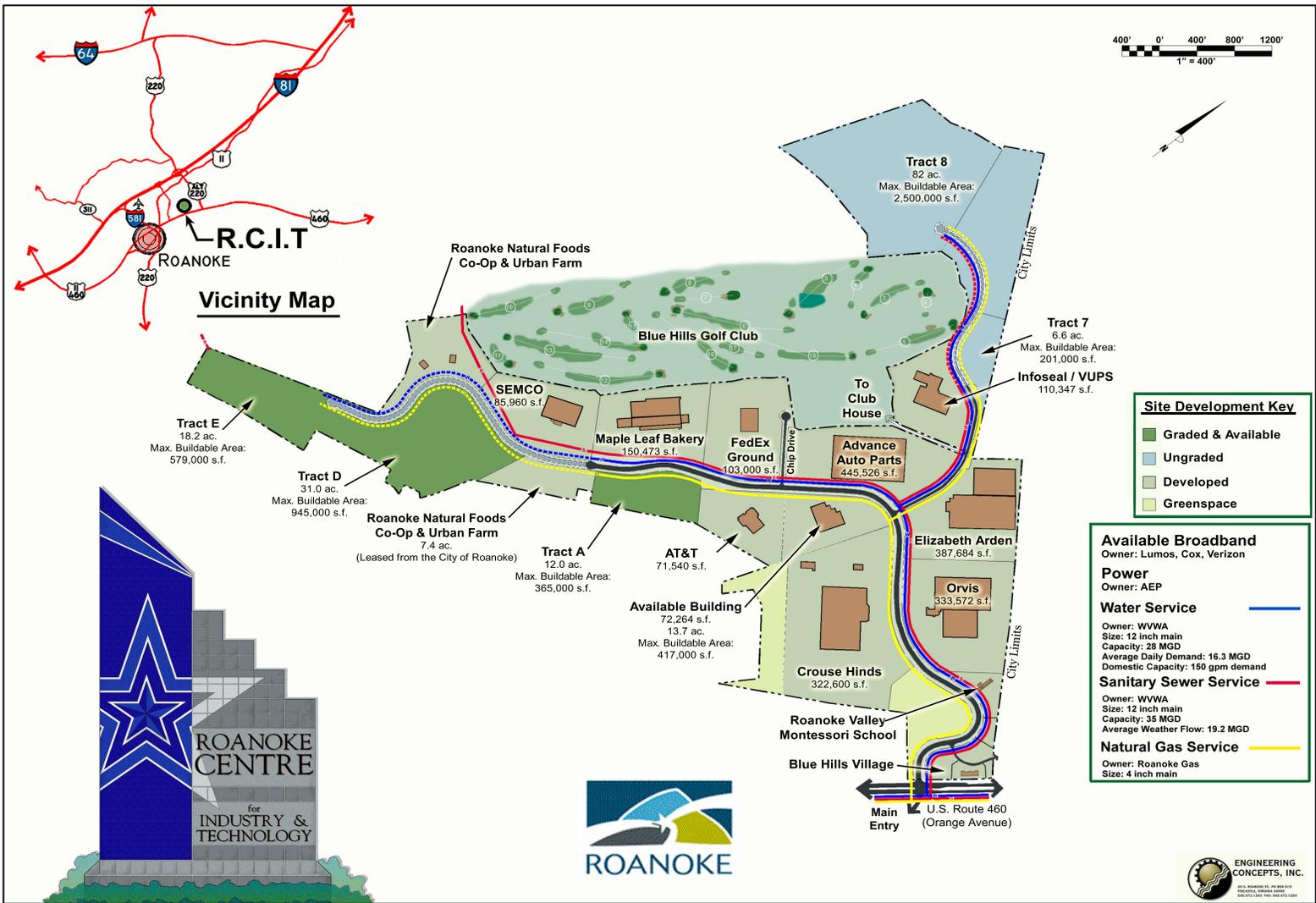
Business Basics is an introduction to owning your own business. Topics covered briefly in the 3 hour class include legal entities, basic accounting, tax issues, permitting and licensing, writing a business plan, marketing basics, and market research. Upon class completion, attendees have an opportunity to schedule a one-on-one appointment with a professional business counselor.

**Speaker:** Tom Tanner

**Location:** Roanoke Chamber of Commerce, 210 S. Jefferson Street, Roanoke, VA

**Cost:** \$20

**Information/Registration:** Visit <https://clients.virginiasbdc.org/Events>



## Roanoke Centre for Industry & Technology

### Development Opportunities in the City of Roanoke

- 440 acres designed for light manufacturing
- Enterprise Zone location, with City of Roanoke and state incentives
- Located on Highway 460 close to I-81 and I-581
- Home to regional, national and multinational corporations
- All utilities available
- Protective covenants to ensure investment
- Five sites available
- Three graded and ready to go
- Sites range from 6.6 to 31 acres

For more information, contact the Dept. of Economic Development at 540.853.2715 or email [econdevl@roanokeva.gov](mailto:econdevl@roanokeva.gov).

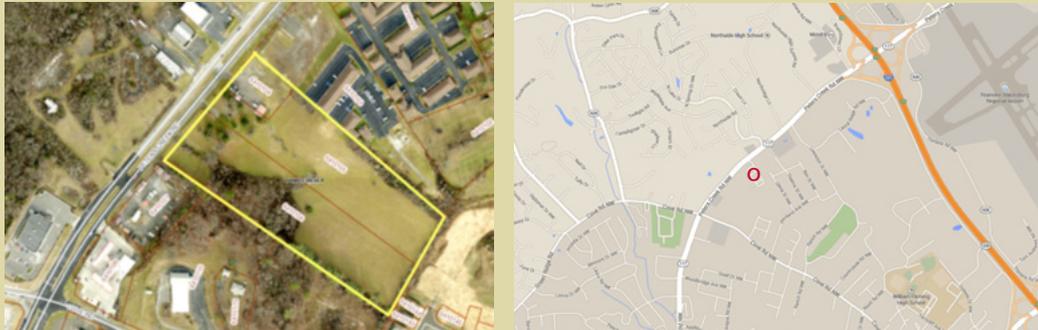


Tract D ~ Roanoke Centre for Industry and Technology

## Development Opportunity

Property for Sale Located at 2903 Peters Creek Road, NW

For Sale: \$1,695,000



The City of Roanoke (owner) is accepting proposals for the purchase of three adjoining parcels located at 2903 Peters Creek Road, NW; Tax Map Numbers 6410104, 6410105 and 6410106. The combined acreage is approximately 11.8 acres, a portion of which is zoned Commercial Large Site (conditional) and the remaining portion is zoned Commercial General.

Conveniently located just minutes from Interstates I-581/220, and I-81, the site offers bi-directional access to Peters Creek Road, NW. Current traffic count is approximately 18,000 vehicles per day.

For complete property details please follow the link to the City of Roanoke's GIS system and use the Search/Query function by entering the following parcel ID Tax Numbers: 6410104, 6410105 and 6410106.

GIS link: <http://gisre.roanokeva.gov/>

### How to Propose:

Proposals for the property must contain the following elements and be accompanied by the required signature form available on the Economic Development website under Available Properties, Peters Creek Road.

Proposals for the property must contain the following elements:

- Identification of the property and any adjacent property involved in your development
- Concept plan of the intended development including use, location and size of any buildings, number of units and a timeline for the completion of the project
- Description of the qualifications and experience of the proposer/developer
- Business Plan and Financial Plan for the project
- Offer amount for the property

Proposals will be reviewed and evaluated for compatibility to the City of Roanoke's Comprehensive Plan and Neighborhood Plan. The proposer will be contacted after sufficient time for staff review.

Please submit your written proposal to:

Rob Ledger, Manager, Department of Economic Development  
117 Church Avenue, SW Roanoke, VA 24011

Or submit by email to: [econdevl@roanokeva.gov](mailto:econdevl@roanokeva.gov).