

# BizNews



(From left to right) Chris Beam, Appalachian's President and Chief Operating Officer, Governor Terry McAuliffe, and AEP Transmission Vice President Bob Wagner participate in recent American Electric Power (AEP) announcement.

## Governor McAuliffe Announces 102 New Jobs in the City of Roanoke

~American Electric Power Co. to invest \$12.7 million to establish AEP Transmission operation in downtown Roanoke~

Governor Terry McAuliffe announced on November 14, 2017 that American Electric Power Co. (AEP) will invest \$12.7 million to establish its AEP Transmission operation in the City of Roanoke. AEP is modernizing, rebuilding, and expanding electricity transmission lines throughout its service area, covering 11 states and 200,000 miles. AEP Transmission will occupy nearly 47,000 square feet on two floors of sister company Appalachian Power's renovated facility in downtown Roanoke. The project will create 102 new, high-paying jobs, and 93 existing employees will also transfer to the downtown Roanoke location at 40 Franklin Road, SW.

In addition to the remodeling and repurposing of four of the building's six floors for the new and current employees, Appalachian will construct a multi-level parking structure over part of its existing parking area to house vehicles for the new employees. Construction and remodeling should be completed and all personnel in place by Spring 2019. The AEP Transmission employees will join 200 Appalachian Power employees with offices now in the Franklin Road building. Some AEP Transmission employees are currently housed at Appalachian Power's John Vaughn Center near Exit 141 of Interstate-81 in Roanoke County.

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## Governor McAuliffe Announces 102 New Jobs in the City of Roanoke ~ *continued from Page 1*

“This project is a major win for Virginia, as the City of Roanoke transmission operation will manage the systematic upgrading and modernization of AEP’s entire grid, representing a \$4 billion company investment across its service territory,” said Governor McAuliffe, speaking at the announcement event. “The rapid growth of AEP Transmission will create more than 100 high-paying, advanced degree jobs, and is spurring the revitalization of Appalachian Power’s unique facility in downtown Roanoke. AEP is a major player in the transition to renewable energy, and we are proud that the commonwealth will play a prominent role in the next generation of energy as we continue to diversify and build the new Virginia economy.”

American Electric Power, based in Columbus, Ohio, is focused on building a smarter energy infrastructure and delivering new technologies and custom energy solutions to its customers. AEP’s more than 17,000 employees operate and maintain 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—and more than 224,000 miles of distribution lines to efficiently deliver safe, reliable power to nearly 5.4 million regulated customers in 11 states. AEP is also one of the nation’s largest electricity producers with approximately 33,000 megawatts of diverse generating capacity, including 4,200 megawatts of renewable energy.

AEP’s family of companies includes utilities AEP Ohio, AEP Texas, Appalachian Power (in Virginia and West Virginia), AEP Appalachian Power (in Tennessee), Indiana Michigan Power, Kentucky Power, Public Service Company of Oklahoma, and Southwestern Electric Power Company (in Arkansas, Louisiana and east Texas). AEP also owns AEP Energy, AEP Energy Partners, AEP OnSite Partners, and AEP Renewables, which provide innovative competitive energy solutions nationwide.

Appalachian Power has one million customers in Virginia, West Virginia, and Tennessee (as AEP Appalachian Power).

“The commonwealth’s energy industry has a direct economic output of \$18.3 billion and is an important pillar of our economy, thanks to key contributors like AEP and Appalachian Power,” said Secretary of Commerce and Trade Todd Haymore. “The companies have been incredible corporate partners with the commonwealth for decades, and this significant expansion and investment reaffirms their commitment to Virginia. The addition of 102 highly skilled jobs and renovation of an existing asset downtown will add tremendous value to the city and the region.”

“Appalachian Power is pleased to welcome almost 200 AEP Transmission employees into our Franklin Road office space, which has been a fixture in downtown since 1947,” said Chris Beam, Appalachian’s President and Chief Operating Officer. “Not only do we think this move of sister-company employees into our existing building will be beneficial to the workplace environment, but we see the influx of these new employees into downtown Roanoke as a benefit to its continued growth and vitality.”

The Virginia Economic Development Partnership (VEDP) worked with the City of Roanoke and the Roanoke Regional Partnership to secure the project for Virginia. VEDP will support AEP’s new job creation through its Virginia Jobs Investment Program (VJIP). VJIP provides consultative services and funding to companies creating new jobs or experiencing technological change to support employee training activities. As a business incentive supporting economic development, VJIP reduces the human resource costs of new and expanding companies. VJIP is state-funded, demonstrating Virginia’s commitment to enhancing job opportunities for its citizens. The company is also eligible to receive state benefits from the Virginia Enterprise Zone Program, administered by the Virginia Department of Housing and Community Development.

City of Roanoke Mayor Sherman P. Lea, Sr. stated, “The City of Roanoke appreciates AEP’s significant new investment in its Franklin Road facility. For 70 years Appalachian Power has had a strong presence at this location. These new jobs demonstrate a continuing commitment to downtown and will be a great boost to the Roanoke economy.”

“Roanoke continues to embrace the 21st century economy, and with that comes great investments, like American Electric Power’s announcement today,” said Congressman Bob Goodlatte. “I’m happy to welcome AEP Transmission and more than 100 new, high-skilled jobs to Roanoke. I look forward to the growth of the presence of AEP and Appalachian Power in Roanoke.”

“I am pleased American Electric Power Company is investing \$12.7 million dollars to upgrade and expand its transmission operation in the City of Roanoke,” said Senator John Edwards. “This is another economic boost to our growing economy in Roanoke and will provide over 100 new job opportunities in our region.”

“AEP’s new investment will provide 102 high paying jobs to our region,” said Delegate Sam Rasoul. “This will encourage new economic growth in our region. We are glad to have AEP investing \$12.7 million into the City of Roanoke.”

## EARTH FARE OPENS FIRST LOCATION IN VIRGINIA

*Roanoke residents are invited to Live Longer With Earth Fare®*



Earth Fare, the authentic specialty organic and natural foods grocery store, opened its newest location on November 8, 2017 at 2203 Franklin Road, offering Roanoke residents the convenience of healthier, happier shopping. The store is Earth Fare's first in the state of Virginia.

The grand opening celebration began with a ribbon cutting and a \$3,000 charitable donation to the Roanoke Community Garden Association, funding a public garden in the Roanoke area. Throughout the day, hundreds of shoppers enjoyed product demonstrations, giveaways, and entertainment.

With 44 locations across the Southeast and Midwest and many more locations to come, Earth Fare is a national brand with local roots, and demonstrates a commitment to each community it serves. Earlier this year, Earth Fare hosted a Local Vendor Fair in search of the area's best local products for the new store. The company interviewed dozens of local artisans and growers before selecting a variety of vendors, including Homestead Creamery.

To hear what the Roanoke shoppers would want out of the new store, Earth Fare connected with a wide range of community members through its Community Advisory Board. The Board is comprised of local health and wellness experts, as well as residents and community leaders. These individuals have been integral in tailoring the retailer's approach to the in-store experience and within the community to ensure the store's offerings meet the needs of local shoppers.

"We could not be more thrilled to now offer Roanoke residents a place to shop conveniently for their families, knowing their carts are full of only the healthiest, tastiest foods," said Frank Scorpiniti, president and CEO of Earth Fare. "We are thankful to our local vendors and Community Advisory Board for helping Earth Fare build the best healthy offering, specific to Roanoke."

Earth Fare made headlines earlier this year when they challenged Americans to take control of their health through their food choices and Live Longer With Earth Fare®. Since 1975, Earth Fare has distinguished itself as a leader in the healthy foods industry by developing a unique Food Philosophy, ensuring that all products sold are free of a variety of unacceptable ingredients, found on Earth Fare's Boot List. In addition, Earth Fare offers more than 750 private brand food products sourced using only non-GMO ingredients, with more added to shelves each day.

Beyond groceries, the new store will also feature Earth Fare's Heirloom Organic Juice Bar, which serves 100 percent Certified Organic smoothies and juices, and offers custom blends as well as convenient, freshly prepared bottles to go. Shoppers will also find a wide variety of organic choices at Earth Fare's Roanoke Kitchen, featuring a salad bar, hot foods bar, pizza station, sandwich counter, and conveniently packaged meals-on-the-go. Shoppers can enjoy a homemade meal without the work, whether dining in the 80-seat cafe with free Wi-Fi or taking it home.

Founded in 1975, in Asheville, North Carolina, Earth Fare is one of the largest natural and organic retailers in the country with 44 locations across 10 states in the Southeast, mid-Atlantic and Midwest. Their full-service philosophy incorporates the highest food Quality Standards in the industry with compelling value, friendly and knowledgeable service, and a superior shopping experience. It's a philosophy that makes it easy to live a healthier lifestyle, every day.  
Live Longer with Earth Fare®

Learn more about Earth Fare's fresh approach to improving lives through a healthier lifestyle at [www.earthfare.com](http://www.earthfare.com).



The long anticipated opening of Earth Fare took place on November 8. The Roanoke store is the company's first entry into the Virginia market and is located at 2203 Franklin Road. Enjoy these pictures! To learn more, visit [www.earthfare.com](http://www.earthfare.com).



## THE TOWER ANNOUNCES NEW LIGHTING PROGRAM

In conjunction with the annual City of Roanoke Christmas Tree lighting ceremony on Friday evening December 1st, Roanoke's tallest building, reaching 364 feet in the sky unveiled a new initiative to become more energy efficient and provide enhanced recognition for the entire Roanoke Valley.

That evening, in celebration of the holiday season, the crown of the Tower was illuminated in a festive light show. The new LED lighting system is capable of displaying 16 million colors. Each fixture joins the "IoT" (Internet of Things) and can be individually controlled to create spectacular effects. The lighting system is capable of staging dazzling light shows to celebrate major holidays and other special events.

The new Phillips Colorblast Intellihue LED lighting system replaces the Tower's existing metal halide lighting system which consumed 11,000 watts of power. The new computer controlled LED system will consume a mere 2,200 watts. This is just one of the many initiatives being introduced to enable the Tower to realize greater energy efficiency and visibility in the community as the premier Class-A Office Building.

The Tower is exclusively Leased and Managed by Poe & Cronk Real Estate Group.

Poe & Cronk serves as the Exclusive Leasing and Management Firm of the Tower. The firm is comprised of a team of real estate professionals with more than 300 combined years of experience and more than \$1B in real estate transaction knowledge in selling, leasing, and managing commercial, industrial, and investment real estate. In business for more than 30 years, Poe & Cronk provides commercial and investment real estate services throughout the Commonwealth of Virginia.



## Research in Roanoke ~

### Scientists watch the CLOCK gene for potential epilepsy connections



Gregorio Valdez, Ph.D.

*Photo: David Hungate*

Epilepsy affects 2.2 million people in the United States, according to the Epilepsy Foundation. A new discovery by scientists has determined that the loss of a gene best known for its role in establishing circadian rhythms — the body's innate cycles that include sleeping at night and being awake during the day — can lead to particular type of epileptic seizures, called focal cortical epilepsy.

The most common cause of this type of epilepsy is focal cortical dysplasia, where clusters of nerve cells in the brain's cerebral cortex are dysfunctional or inappropriately connected to other nerve cells. This disorder is the most common cause of the most common cause of seizures in the U.S. pediatric population, accounting for almost half of all epilepsy surgery performed on children.

The multi-institutional research team, including Gregorio Valdez, an assistant professor at the Virginia Tech Carilion Research Institute, said the discovery could provide insight into non-genetic causes of epilepsy. The study, published in October in the journal *Neuron*, was led by Judy S. Liu, an assistant professor of neurology at the Children's National Medical Center in Washington DC who recently relocated to Brown University.

"CLOCK is best known as a regulator for the sleep-wake cycle," said Valdez, who is also an assistant professor of biological sciences in Virginia Tech's College of Science. "However, CLOCK is now known to have other roles in the brain, including in the formation of neuronal circuits. Because we found less CLOCK in epileptogenic compared to healthy brain tissue, we became interested in its potential involvement in affecting neural circuits that cause epilepsy when disrupted."

The Children's National research team collected human brain tissue samples from patients at their seizures' originating point.

"We now know that CLOCK helps maintain the excitation and inhibition in the brain, a prerequisite for normal brain function," Valdez said. "We theorized that when CLOCK is decreased, there are either too many excitatory or too few inhibitory synapses. Either one leads to too much neuronal activity and thus seizures."

The researchers modeled mouse lines with targeted deletions of the CLOCK gene in neurons and found fewer inhibitory synapses.

"These findings open another avenue for treating epileptic seizures that arise from genetic and non-genetic causes," Valdez said. "Our challenge now is to figure out where targeting CLOCK or one of its many effectors is most beneficial for preventing the loss of inhibitory synapses, and thus seizures."

Valdez will continue to work with Liu and collaborators from Children's National Medical Center, the Second Affiliated Hospital and Yuying Children's Hospital of Wenzhou Medical University, the school of medicine at the University of Colorado, the University of Virginia Health System, Georgetown University, the University of Maryland School of Medicine, and Brown University. They're currently exploring approaches to restore levels — and function — of CLOCK, with the goal of preventing seizures.

*Written by Ashley WenersHerron - VTCRI*



## 2017 Passenger Traffic Continues to Grow at ROA in October

*October traffic was up 1.2% year over year at the  
Roanoke-Blacksburg Regional Airport*

October saw the Roanoke-Blacksburg Regional Airport post a 1.2% increase in passengers on a year over year basis. Year to date traffic at the airport has increased 1.3% compared to 2016. Year to date 512,025 passengers have flown via ROA.

Strong community support, additional flights, increased capacity, and improved airline operational reliability have all played roles in the continuation of passenger growth, which began in September of 2016. The airport is currently on track to have its busiest year since 2012.

"We are pleased to see this positive trend continue into the fall of 2017," stated Timothy T. Bradshaw, A.A.E., executive director of the Roanoke Regional Airport Commission. "Passenger demand is a critical factor when speaking with airlines regarding improving and increasing air service to our region. Our carriers have added capacity at ROA and our customers have utilized it. We appreciate the support of our community choosing to fly ROA."

The Commission continually works with the airlines to improve reliability, reduce air fare and upgrade equipment serving the region. This has played a significant role in the increase of passengers using the airport. In addition, the commission has invested resources to promote the services available at ROA and sincerely thanks customers for choosing to fly ROA.

The Roanoke-Blacksburg Regional Airport is the primary airport for Virginia's Blue Ridge. ROA serves over 600,000 passengers per year via 4 airlines (American Airlines, Delta Airlines, United Airlines, and Allegiant Air) with nonstop service to 6 (Atlanta, Charlotte, Chicago, New York LaGuardia, Philadelphia, and Washington Dulles) hub cities as well as weekly flights to Orlando Sanford International Airport and St. Pete-Clearwater International Airport. To learn more, please visit [www.flyroa.com](http://www.flyroa.com).



Featured BizLink  
<https://rbtc.tech/>  
Roanoke-Blacksburg Technology Council

The RBTC is a member-driven association working to promote the growth of the Roanoke-Blacksburg technology community and is the essential business resource for technology entrepreneurs and companies seeking to achieve greater success. Membership ranges from emerging technology firms to the largest employers in the region. The RBTC is building a community that is a catalyst for innovation, inspiration, success, and leadership within the Roanoke-Blacksburg region.

The RBTC works hard at building community for the region's technology sector through meaningful relationships. Unifying the region through intentional programming and focus on developing a regional innovation ecosystem, the RBTC operates at the highest levels of integrity and is honest, transparent, confidential, and supportive. Members are dynamic and bring energy and excitement to everything undertaken and as thought-leaders are never content with the status quo. They are always looking towards the future.

The RBTC strives to add value in the greater work of building a strong region and believes the future is a bright one and that the region can be recognized globally for its innovation, entrepreneurship, and talent assets. The organization consistently ranks as one of the leading technology hubs in the nation. To learn more, visit the featured BizLink above.

## TRANSPORTATION OPTIONS FOR THE HOLIDAYS

With the holidays approaching it's time to start thinking of gift shopping. Of course, when it comes to shopping the best strategy is to shop small, supporting the wide variety of locally-owned business across the valley to keep our dollars in the pockets of our friends and neighbors.

If you want to stretch the value of every dollar you spend, in addition to shopping small you can drive small: take advantage of transportation options that allow you to get where you need to go, but with a lot fewer miles on your own car. By doing things like walking to the local shops, taking the bus to a lunch date, or carpooling to work with friends, you can cut your transportation expenses in half – meaning more money to support or local businesses.

The impact of driving small isn't just about saving money – it's keeping money here in the Roanoke Valley. Did you know that about 90% of what we spend on every gallon of gas leaves our local economy? 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, that 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 chain store.

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



**90% OF WHAT YOU SPEND ON  
A GALLON OF GAS LEAVES THE  
LOCAL ECONOMY.**

**SHOP SMALL, DRIVE SMALL TO  
KEEP YOUR DOLLARS RIGHT HERE  
IN CENTRAL AND SOUTHWEST  
VIRGINIA.**

**#DriveSmall**

RIDE Solutions  
A PROGRAM OF THE REGIONAL COMMISSION



- 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.
- Bike with your family to a local show – saving money on gas and supporting live music.

And when the holiday shopping season is over, your commute continues to take place every day. So, along with shopping small, consider driving small – this winter, and all through the year!

For more information visit [ridesolutions.org](http://ridesolutions.org) to explore your transportation options.



## Slow Down and Have a Conversation!

In case you hadn't noticed, a cult of busyness has taken over our society. If you aren't working all the time, the cultural narrative suggests you need to move faster. Quietude and taking time to reflect are vices to be avoided at all costs. Any action without a clear purpose is shunned.

While this can lead to productivity in some isolated circumstances for certain people, it can also be quite harmful. We know it can have severe impacts on both family and personal health. But, it could also be a hindrance to your business!

Research has already suggested that all-encompassing busyness stunts creativity. When you push yourself to the bone, there is no time for thinking things through. Whatever path becomes available first, winds up being the path taken. The value of reflection and thoughtfulness get run over in the rush to move forward.

But, perhaps the biggest problem with idolizing busyness is not allowing space for real conversations. A genuine conversation is the foundation of every good relationship and relationships are what define our businesses.

Has there ever been anything worthwhile that didn't start with a conversation? Whether it sparks an idea, establishes a relationship or grows an existing project, conversations are fundamental to building anything worthwhile.

When we don't take the time to engage in conversations, it becomes impossible to build new relationships and develop the trust necessary to form a partnership. How foolish would it be to invest time, energy and/or money in the venture of an individual you haven't had a conversation with?

However, it is not enough to simply engage in conversations. These conversations must be real and genuine. That means you have to actually care about what the other party has to say. You have to listen first and foremost. The conversation cannot be a path to a goal. Rather, it has to be enough in and of itself.



This is especially difficult when you become too embroiled in your own busyness to look up. Someone that is cursed to think they are, or need to be, "too busy" is only likely to want to talk about their project. After all, in this mindset anything not immediately productive is going to be dismissed. But, these individuals become uninteresting quickly and turn off people they could learn from.

These missed conversations could be more significant than anything else you do today. When we take a risk and allow ourselves to engage in authentic conversations, we are most often rewarded. Whether you learn something, are sparked to think something new or make a new connection. Seldom is a real conversation worthless.

These interactions can be seen every day at places like the CoLab. Taking a few minutes to talk over coffee or lunch can lead to all kinds of new possibilities. But, folks that just put their head down and work all the time, are likely to miss many exciting possibilities.

So consider yourself challenged to take some time to be quiet and reflective. Plan a coffee with someone you have been meaning to talk to. Allow yourself to be distracted for at least a few minutes a day by an interesting conversation.

It is in these moments really exciting ideas come to fruition!

## TRAINING & EVENTS

# Mayor Lea's Business Summit



## The Gig Economy: Are you a Solopreneur or a Side-Gigger?



- Put your years of experience to work for you
- Gig-Economy: Zero to Revenue in 30 days
- Earn extra money - Keep your day job

Tuesday January 9, 2018 | 9 AM - 12 PM  
Grandin Colab | 1327 Grandin Road  
Register at [goo.gl/FsA8Rx](http://goo.gl/FsA8Rx)

## Sponsored By:



## TRAINING & EVENTS

### Virginia Western to provide Leadership Bootcamps in downtown Roanoke

*Monthly workshop to impart essential soft skills to advance in manufacturing, IT, healthcare industries*

Virginia Western Community College will offer a comprehensive one-day Leadership Bootcamp monthly beginning in April at the RAMP business accelerator in downtown Roanoke. The eight-hour workshop will be held the first Friday of each month, and will help individuals build important leadership skills such as team work, communication and soft skills, time management, emotional intelligence, the ability to build trust and generational divides.

“Business leaders around the Roanoke Region have indicated they want more opportunities for future leaders to build these type of skills, and this workshop will deliver,” said Milan Hayward, Vice President of Workforce Solutions at Virginia Western. “In our new classroom in the RAMP facility, individuals will gain essential soft skills they need to advance in an existing business or grow their own businesses as entrepreneurs.”

WHAT: Leadership Bootcamp

WHEN: 9 a.m.-5 p.m. on the first Friday of each month

WHERE: RAMP business accelerator, Gill Memorial Building, 709 S. Jefferson St., Roanoke, VA

COST: \$285 + \$99 in materials/books fees for assessments; class size limited to 20 students; registration required by the first of each month

SIGN UP: <http://www.viriniawestern.edu/ramp/index.php>

CONTACT: Samantha Steidle, Innovation Officer, at 540-857-6738 or [ssteidle@viriniawestern.edu](mailto:ssteidle@viriniawestern.edu).

As part of the workshop, participants will complete a team work cycle assessment to better understand the four phases and eight roles of a project cycle they prefer to work within. They will also complete a DISC assessment to discover and understand their behavioral style and how to become more effective in communicating and working with others.

With more than 12,000 students on the college’s main campus in Southwest Roanoke City, to our satellite locations at the 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. To learn more, visit [www.viriniawestern.edu](http://www.viriniawestern.edu).

**VIRGINIA WESTERN**  
Celebrating 50 Years

**RAMP**  
THE ROANOKE-BLACKSBURG ACCELERATOR

## Commercial Property for Sale \$299,000



Approximately 1.09 acres located on Blue Hills Drive are available for sale and commercial development. The parcel (Lot 6) is located at the entrance to The Roanoke Centre for Industry and Technology (RCIT), just off of Orange Avenue (north side of Route 460). This Roanoke City Tax Parcel #7160119 is zoned Commercial-General (conditional), is level and suitable for office or commercial use. Public utilities are available and the listing agent can provide information regarding the Blue Hills Concept Plan.

RCIT is one of Western Virginia's premiere industrial parks with approximately 2,500 employees. The 440-acre park was initially developed by the City of Roanoke in 1980, and was expanded in 1992. RCIT is adjacent to US Route 460 and offers quick access to Interstate 581 (approximately 3.4 miles), Interstate 81 (approximately 6.9 miles), less than 4 miles to the Norfolk Southern Bulk Transfer Terminal, and 8 miles to Roanoke-Blacksburg Regional Airport.

RCIT will be home to the new Deschutes Brewery, and currently houses Advance Auto Parts Distribution Center, AT&T, Creative Kids School, Eaton, Elizabeth Arden, FedEx Ground, Heritage Point/Roanoke Natural Foods Co-op, InfoSeal, Orvis, SEMCO, Virginia Utility Protective Services/VA811, and Wholesome Harvest Baking.

For more information, contact:  
Thomas S. Turner Property Listings  
Senior Associate Broker  
Hall Associates, Inc.  
112 Kirk Avenue, S.W.  
Roanoke, VA 24011  
(540) 857-5858 or [tsturner@rev.net](mailto:tsturner@rev.net)

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Development  
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today!



## Check it Out! City Owned Available Property

The City of Roanoke has a variety of properties, from existing buildings to buildable sites presently available for acquisition. The purchase of City property must be approved by Council; this requires potential buyers to submit a proposal for the property. For more information on available properties and the proposal process, please visit the links below:

<http://www.bizroanoke.com/Start,-Locate,-Expand/Sites-and-Buildings/Available-Sites.aspx>

<http://www.bizroanoke.com/Start,-Locate,-Expand/Sites-and-Buildings/Available-Buildings.aspx>



## Development Opportunity

### Property for Sale Located at 2903 Peters Creek Road, NW

### \$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)

For more information please contact the Department of Economic Development at 540-853-2715.

## Renovation/Reuse Opportunity Former Fishburn Park Caretaker's Home Proposal Deadline: March 30, 2018 at 4:00 p.m.



An approximate 0.75 acre portion of property including a former caretaker's cottage is available for renovation and reuse opportunities. The property, located at 2424 Brambleton Ave., S.W. (Tax Map Number 1470301), is adjacent to the entrance of Fishburn Park along the Murray Run Greenway which extends from Grandin Road to Colonial Avenue. A portion of the cottage was built in the late 1820's and the City of Roanoke has owned the property since 1925.

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

### How to Propose:

Proposals for the property must contain the following elements and be accompanied by the required Surplus Property Sale Proposal and Signature Form available on the Department of Economic Development website at "Available Properties" and listed as "Former Fishburn Park Caretaker's Home."

- Business Plan outlining the intended use of the property and proposed financing of its renovation/reuse. The plan must include the location and size of any proposed buildings and a renovation timeline for the existing cottage from the initial due diligence period to the completion of the project
- Renovation/Reuse plan outlining proposed physical improvements to the cottage and proposed actions to retain/restore character defining architectural features of the cottage
- Description of the qualifications and experience of the proposer and developer
- Other proposed conditions and/or contingencies associated with the project

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

For more information please contact the Department of Economic Development at 540-853-2715.