



Governor McAuliffe Announces 115 New Jobs in the City of Roanoke

Atlantic Credit and Finance, a subsidiary of Encore Capital Group, to invest \$4 million for expansion.

Governor Terry McAuliffe announced January 4, 2018 that Atlantic Credit and Finance, (ACF), a subsidiary of Encore Capital Group, and a leading servicer of unsecured, consumer-distressed assets, will invest \$4 million to expand its operations in the City of Roanoke. The company will move to a new, 50,000-square-foot office at 111 Franklin Road in downtown Roanoke. Virginia successfully competed against Michigan and Minnesota for the project, which will create 115 new jobs and retain 244 existing positions.

“Atlantic Credit and Finance has been a major employer and valuable member of the Roanoke community for more than 20 years, and we are thrilled the company has decided to reinvest and expand in the Commonwealth,” said Governor McAuliffe. “The combination of Virginia’s pro-business climate, unparalleled education system, and outstanding talent pool make the Commonwealth an ideal location for corporate headquarters. We are confident Atlantic Credit and Finance will continue to thrive in Roanoke, and thank the company for contributing to our efforts to diversify and build the new Virginia economy.”

Established in 1996 and headquartered in Roanoke, Virginia, ACF is a leading servicer of unsecured, consumer-distressed assets. Acquired by Encore Capital Group in 2014, ACF has remained in Roanoke, and is now expanding, because of the exceptional talent and community amenities of the region.

“Atlantic Credit and Finance’s decision to grow in Roanoke reaffirms the company’s commitment to the Commonwealth, and we are thrilled this top employer found a state-of-the-art space to accommodate its sizeable growth in the city,” said Secretary of Commerce and Trade Todd Haymore. “Competitive expansions are a strong testament to the company’s local workforce, and Atlantic Credit and Finance will continue to benefit from a pipeline of top-notch talent coming out of the region’s acclaimed universities and community college training programs.”

“We expect to grow our call center capacity in the coming years, and Roanoke has everything we’re looking for in a partner for this expansion,” said Shawn Thomas, Vice President of Operations for Encore Capital Group. “We’ve gotten incredible support from the community and its leaders. We’re excited to invest in a best-in-class facility to provide our employees with an exceptional work environment and to provide even more meaningful career opportunities for people in the region.”

The Virginia Economic Development Partnership worked with the City of Roanoke and the Roanoke Regional Partnership to secure the project for Virginia. Governor McAuliffe approved a \$250,000 grant from the Commonwealth’s Opportunity Fund to assist the City with the project. Atlantic Credit and Finance is eligible to receive state benefits from the Virginia Enterprise Zone Program, administered by the Virginia Department of Housing and Community Development. Funding services to support the company’s employee training activities will be provided through the Virginia Jobs Investment Program.

“We are pleased Atlantic Credit and Finance has chosen to expand its operations in the Star City,” said City of Roanoke Mayor Sherman P. Lea, Sr. “The company has been a great corporate citizen in Roanoke for many years and we welcome them to its new downtown corporate offices. The jobs created by this expansion will certainly have a positive impact on our economic development and add to the vibrancy of Roanoke.”

“The Economic Development Authority is delighted to partner with Atlantic Credit and Finance on this expansion project,” added Damon Williams, Chair of the City of Roanoke Economic Development Authority (EDA). “One of the EDA’s core missions is the fostering of economic growth. This expansion project will bring hundreds of jobs into downtown and will have a substantial economic impact on Roanoke’s already thriving downtown core.”

“Atlantic Credit and Finance has served our community for over 20 years,” said Delegate Sam Rasoul. “Its recent investment of \$4 million shows continual support to our Southwestern Virginia workforce. This expansion will provide our region with 115 new jobs and we are thrilled to have such a company investing in the future of Roanoke.”

IN THIS ISSUE

- 1/ATLANTIC CREDIT AND FINANCE
- 2/SPOTLIGHT ON BUSINESS
- 3/VBR UPDATE/GREAT START IN 2018
- 4/KROGER DONATES TO FEEDING AMERICA
- 5-6/RESEARCH IN ROANOKE
- 7/REGIONAL AIRPORT UPDATE
- 8/RIDE SOLUTIONS UPDATE
- 9/COLAB REPORT
- 10-13/TRAINING & EVENTS
- 14-16/DEVELOPMENT OPPORTUNITIES

Spotlight on Business ~

Blue Ridge Apothecary - Just What the Doctor Ordered *Roanoke's smallest pharmacy may also be the region's most unusual.*



What do you do when you are allergic to an ingredient, such as lactose, in a medication your physician has prescribed for you? Suppose you are a cat with thyroid problems, and you are determined not to swallow a pill? Or, perhaps a specific medicine has worked well for you in the past, but suddenly that product is no longer available.

Enter Blue Ridge Apothecary located at 2122 Colonial Avenue, the region's sole, compounding-only pharmacy. Pharmacist Graham H. Stephens started his company nearly twenty years ago, and since then he and his staff have helped people, and their pets, by compounding medicines that are otherwise commercially unavailable. An interview with Graham provides helpful insight into how the ancient craft of compounding can be of benefit today.

What exactly is compounding? Do you really use a mortar and pestle to mix prescriptions?

Compounding is a return to the roots of pharmacy; it involves making medicines, specifically for each patient, based on a doctor's prescription. In fact, personalized medicine is both a throw back to the way pharmacy was practiced up until the early 20th century and it is also part of current, cutting-edge thinking to tailor medications to achieve better outcomes in today's complex healthcare arena.

Yes, mortars and pestles are still among the best equipment available to pulverize and mix powders, and we utilize them every day. We also use additional equipment like you would find in most labs such as beakers, graduated cylinders for precise measuring, and electronic scales to weigh minute amounts of chemicals. The quality of the end product is very important to us, so we often process our products through an ointment mill to ensure the powdery ingredients are pulverized as much as possible within the cream base. Some of our cream, lotion, and ointment bases are formulated to push the active ingredients into the skin, and some of them have very familiar sounding names such as petrolatum, coconut or olive oil.

What are some of the reasons why someone might require a compounded prescription?

Some of the most common reasons for compounded medications include formulating products, such as bio-identical hormones, for which there is no manufactured product available. We compound hormones for men and women in just about every way possible – capsules, creams, ointments, liquid suspensions, and under-the-tongue lozenges and liquids. Additionally, through compounding, we can formulate the medicine in a wide variety of dosage strengths or forms. For instance, some mass-produced medicines may only be available in capsule form, and if the patient cannot swallow a capsule, in many cases we can re-formulate the medicine into a liquid. To make it even better, we have over a hundred flavors to mask any unpleasant aftertastes.

Other reasons to compound involve preparing the product without any offending ingredients such as gluten or other fillers the patient may be allergic to or in some way find offensive. And, in situations of discontinued medicines or drug shortages, compounding fills an immediate need in the market as patients would have no other way to obtain the medication. We also make medicines for animals that can be rubbed in their inner ear flap instead of trying to get them to swallow a pill; they seem to love our grilled chicken flavoring. Or, in the case of really picky cats, we'll even chop up sardines and compound the medicine in the oil.

How did you get into compounding? Is that all you do?

Before moving back to Roanoke, I was acquainted with several compounding pharmacies out-of-state, and I believed this area would benefit from having a dedicated compounding pharmacy, so we only sell compounded medications by prescription. I think we are the only pharmacy in the region that does not sell any manufactured drugs; it's a bit unusual to think of a pharmacy where you can't buy any pills.

Blue Ridge Apothecary fills a unique market niche by providing customized medications based on a triad among our pharmacy, medical providers, and their patients. Every day we see the benefits of personalizing medication for each customer, and we are grateful to be able to help so many people, and their pets, with specialty compounded products.

To learn more about Blue Ridge Apothecary, visit them on Facebook or call 540.345.6480.

Start off the New Year as a Partner with Visit Virginia's Blue Ridge



Roanoke City tourism related businesses are invited to become a partner with [Visit Virginia's Blue Ridge](#) (VBR) free of charge. There has never been a more important time to take advantage of this opportunity than right now in the [seventh year of consecutive record growth](#). Relying on our marketing tools will help you successfully connect your business with visitors.

[Visit VBR](#) is the official destination marketing organization for this region with proven marketing programs. [Click here](#) to learn how you can become a partner and gain increased marketing exposure as a Visit VBR Partner.

9 Tips to Get 2018 Off to a Great Start

by Peter Osborne, principal of Friction-Free Communications for PRNewsonline

Most of this post is about simplifying your life or building stronger relationships as you enter 2018. There's no time like today to get started.

1. Unsubscribe ruthlessly. Go into your Outlook and sort by From. There will be newsletters you found valuable once but no longer open. Unsubscribe quickly from the ones you don't read. If you have lots of Unread messages, click that category first. Then think about creating folders for newsletters you want to keep and file older ones there.
2. Delete. Start with emails (minding your company's Document Disposal rules). Consider keeping only the last message in a string (and the one-offs where you were the only recipient). Then move on to files. Do you really need to keep Versions 1-14 of an effort to build a presentation? Maybe, if you created something you loved that ultimately landed on the cutting-room floor. Pull that slide or slides out of the presentation and stash it/them. Clean your desktop. Create sub-folders to make things easier to find without the Search function. Be ruthless (yes, there's that word again).
3. Build a habit. Look at your review of emails and identify an area as an "Opportunity," and start working to fix that. If your manager didn't identify an opportunity formally (or you don't have a manager), ask someone where you could improve. For me, a new habit is blocking out time on my Outlook calendar for deliverables and color-coding by project or category. Life happens, and events will move, but I'm finding this a great way to prioritize what I really want/need to get done. It may also help you realize when you're most productive, which will be a scheduling boon. Put your new habit on Outlook as a weekly (or even a daily) appointment so it becomes more than a one-off.
4. Buy a box of decent Thank-You stationery and a book of stamps. Write your notes, but be specific. Avoid using email for this. Think about how you've felt in the past when someone wrote you a short, thoughtful note. Make this a habit too.
5. Put all the thank-you notes and praise that you've received into an email folder. And print them out. There will come a time when you're at a low point and pulling those out will give you an incredible lift. It will also remind you who might be your friend when you need to make a business case for something that's important to you.
6. Make a list of all the things you hate to do. Then focus on doing one of those things every day (or at least every week). Put that on your calendar too.
7. Get to know someone better. Over coffee or a meal, ask how you can help them be more successful. Ask about their goals for 2018, and then ask which ones will be the most challenging. It may help you rethink how you ask them for support or at least enable you to put their challenges into perspective. In a related idea...
8. Introduce people. It's important to be a creator but you also want to be seen as a connector. Go through your LinkedIn network and introduce people to each other. If you know someone who's out of work or looking for work (and yes, those may be two different things), introduce them to someone who might be able to help.
9. Read a book, business or otherwise. Get a fresh perspective on a problem you may be having. Take notes. Get around to reading something someone else recommended and then, if you like it, call that person and say thanks.

Bonus idea: Take time during this slow time of the year and pull customer letters to see if they align with your brand message.

What about you? What will you be doing over the next few days to get off to a terrific start in 2018?

Kroger Foundation Donates Food Truck To Feeding America Southwest Virginia

First in Nation Gift as Part of Zero Hunger | Zero Waste



Kroger Foundation has donated a new food truck to meet a crisis need of Feeding America Southwest Virginia. The new Kenworth 26' refrigerated box truck was unveiled at the Bonsack Kroger in mid-November for its inaugural run picking up food from Kroger and delivering it to the Food Bank.

The Kroger Foundation grant was approximately \$133,000 for the truck, accessories and first year of insurance costs.

“The truck is the first to be donated from the Kroger Foundation across the nation as part of the company’s new initiative, Zero Hunger | Zero Waste,” said Allison McGee, corporate affairs manager of Kroger’s Mid-Atlantic Division. When the Food Bank informed us of the crisis, we knew this was an ideal opportunity for the Kroger Foundation to demonstrate its commitment to end hunger in southwest Virginia,” added McGee.

“We found ourselves in a dire situation when our old truck broke down and could not be repaired, said Pamela Irvine, CEO of Feeding America Southwest Virginia. Without the truck, our ability to pick up food for the hungry was reduced tremendously. Kroger came through for us as they have time after time for years,” added Irvine. In Southwest Virginia, we’re fortunate to have a company that cares for the community as Kroger does.”

Launched in September, Kroger’s Zero Hunger | Zero Waste initiative is a national effort aimed at ending hunger in the communities Kroger calls home and eliminating waste across the country by 2025.

“No family in a community we serve should ever go hungry, and no food in a store we operate should ever go to waste, said J.T. Harp, vice president of Kroger’s Mid-Atlantic Division. More than 40 percent of the food produced in the U.S. goes unconsumed each year, while one in eight people struggle with hunger, added Harp. Kroger is going to change that starting here and now.”

Kroger operates 23 stores in southwest Virginia from the Roanoke Valley to Bristol.

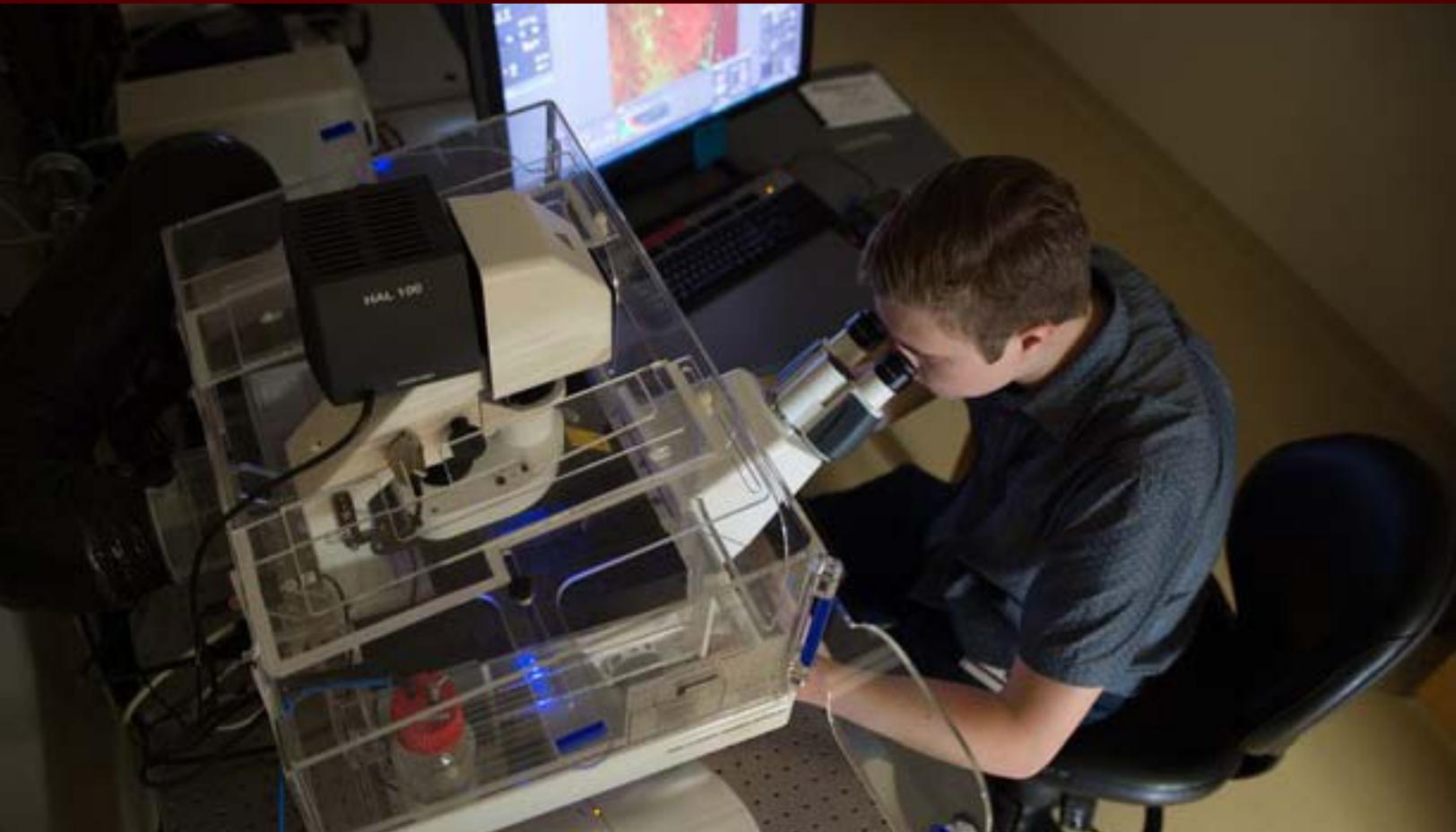
In 2016, Kroger donated 1.2 million meals through Feeding America Southwest Virginia and gave the Food Bank more than 1.4 million pounds of food. The company also sponsors food drives throughout the year and gives clothing to the needy through the Food Bank. They have donated \$70,000 to create the Kroger Volunteer Training Center and sponsor a program for deliveries and pickups of food through Kroger’s distribution partner, Atlas Logistics. Additionally, the Kroger Reclamation Center was outfitted to process nonperishable goods and donated food.

Feeding America Southwest Virginia, with distribution centers in Salem and Abingdon, channeled more than \$28 million worth of food and grocery related products through a network of 332 partner feeding programs in its 26-county, 9-city region that provide food or meals to those in need. The agency says approximately 150,000 people in southwest Virginia struggle to have enough food to eat.



Research in Roanoke ~

VTCRI summer undergraduate neuroscience research federally funded for five more years



James Cole worked in a neuroscience laboratory at the Virginia Tech Carilion Research Institute as a part of the pilot neuroSURF program. The program, which places undergraduate students in working labs with scientific mentors, was recently awarded federal funding for the next five summers.

A summer pilot program for undergraduate neuroscience research at the Virginia Tech Carilion Research Institute proved so successful that National Institute of Neurological Disorders and Stroke, of the National Institutes of Health, has provided \$500,000 of funding for another five years.

“We brought in 13 undergraduate students to spend two months working in the laboratories at the VTCRI and learn about the brain in health and in disease,” said Michael Fox, who directs the VTCRI Developmental and Translational Neurobiology Center. Fox started and directed the Neuroscience Summer Undergraduate Research Fellowships, which he dubbed neuroSURF. “The students’ work culminated in a presentation on an independent research project and significantly more research experience than their counterparts.”

The program provides a stipend and housing for students who haven’t had the opportunity to conduct research before. The charter neuroSURF class had undergraduates from Virginia Tech, as well as Bridgewater University, Christopher Newport University, the College of William & Mary, Harvard University, Hollins University, the University of Virginia, and Virginia State University.

“Working in a laboratory and learning about neurobiological research has really motivated me to continue my scientific career in graduate school,” said James Cole, who worked in Fox’s laboratory during the summer. He’s originally from Roanoke, and is completing his undergraduate degree in neuroscience at the College of William & Mary. After graduation, he plans to earn a doctoral degree in neurobiology. “I highly recommend the neuroSURF program to anyone interested in pursuing research in neuroscience.”

Research in Roanoke ~ *continued from Page 5*

VTCRI summer undergraduate neuroscience research federally funded for five more years

The pilot program allowed Fox and his colleagues to see what the students appreciated and what could use improvement.

“VTCRI is uniquely suited to provide hands-on, independent research experience in an environment of transdisciplinary collaboration,” said Fox, who is also an associate professor of biological sciences in Virginia Tech’s College of Science. “With the pilot program under our belt, we are now tweaking our program to better provide students with unique professional development courses, seminars that highlight the world-class science at VT and Carilion, and mentoring from both faculty and graduate students.”

The grant provides \$4,000 stipends to undergraduate fellows and additional funding for research supplies for up to 15 undergraduate students to participate in neuroSURF every summer through 2022. The VTCRI invested \$67,000 to fund the initial pilot program, and will continue to support neuroSURF by providing housing to any undergraduate fellows that need it.

As part of the NIH funded program, a new addition to the neuroSURF program will be the inclusion of two local high school students from the Roanoke Valley Governors School. These students will receive a stipend and will participate in all aspects of the program.

“Nervous system research is one of the most promising endeavors of all science,” said Michael Friedlander, VTCRI’s founding executive director and Virginia Tech’s vice president for Health Sciences and Technology. “It is simply too important to be left solely to career neuroscientists or even postdoctoral fellows or graduate students who have been working on a particular problem for many years. Fresh new ideas and perspectives from undergraduates or even high school students are important and welcomed.”

Friedlander continued, calling the neuroSURF program a two-way street.

“The students receive mentoring while working at the frontiers of contemporary brain research and the faculty get to hear their ideas and perspectives. In neuroscience, you never know from where the next great idea may come—art, biology, chemistry, computer science, economics, engineering, math, or psychology,” Friedlander said. “This program is a wonderful opportunity for students from varied backgrounds who want to work right alongside innovative neuroscientists such as Dr. Fox and the many other VTCRI brain research faculty to advance our of understanding brain and mind.”

This initial introduction to the field is beneficial to both the students and the field as a whole, according to Friedlander and Fox.

“Our goal is to capture the attention of students early on in their academic careers, to help define their future path in science,” Fox said.

Applications for the program are due by February 1, 2018.

Written by Ashley WengersHerron - VTCRI



2017 Passenger Traffic Continues to Grow at ROA in November

*November traffic was up 0.5% year over year at the
Roanoke-Blacksburg Regional Airport*

November saw the Roanoke-Blacksburg Regional Airport post a 0.5% increase in passengers on a year over year basis. Year to date traffic at the airport has increased 1.2% compared to 2016. Through the first eleven months of 2017, a total 566,168 passengers have flown via ROA compared to 559,456 in 2016 and 552,310 in 2015.

The strong support of the community, additional capacity, and improved airline operational reliability have all played roles in the continuation of sustained 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 through 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.



Roanoke-Blacksburg Regional Airport Debuts New Lost and Found Process Provided by Crowdfind



Roanoke-Blacksburg Regional Airport recently partnered with Lost and Found software provider, *Crowdfind*, bringing the best-in-class platform to the airport market. Through the partnership, passengers will benefit from an improved travel experience while airport staff manages a more simplified process.

"Our clients in the music festival and sports arena spaces have had a lot of great feedback from their customers, so it's great to see how easily Crowdfind has benefitted a space like Roanoke-Blacksburg Airport," notes Dan Sullivan, Crowdfind's General Manager.

Crowdfind utilizes an Instagram-style lost and found page on the Roanoke-Blacksburg Airport's website. Passengers can search through photos of the lost and found inventory 24/7 and submit claims for their property. All items pass through a verification process before being reunited with their owner via shipping or in-person pickup. With access to the lost and found webpage 24/7, passengers are able to search for their missing item resulting in peace of mind during the stressful situation of locating a lost item.

Following a successful test where over 100 lost items were returned to the rightful owners with lost and found phone calls decreasing by 50%, an extension of the partnership throughout 2018 is in place. Roanoke-Blacksburg Regional Airport is leading the way for Crowdfind expansion to other transportation hubs. Both parties look forward to providing better, more efficient customer service to those individuals passing through the Roanoke-Blacksburg Regional Airport.

RESOLVE TO EXPLORE YOUR TRANSPORTATION OPTIONS



Every new year is an opportunity to set new goals. No doubt most of us have made resolutions to improve our lives some way in the new year. Perhaps you have set a goal to get healthier, or save a little more for retirement or college this year, or maybe to tread a little more lightly on the planet. Perhaps you just want to challenge yourself to try something new this year.

Making resolutions is easy – the hard part is keeping them. Fortunately, we can all do one thing to support all these resolutions: take advantage of our transportation options! Here are some ways biking, walking, carpooling, and public transit can help keep those 2018 promises:

- I resolve to try something new -
 - Use Google Maps' trip planning tool to look for your closest bus stop. Just pull up Google Maps on your smartphone or computer and click the bus icon. You'll see information about Valley Metro, the Star Line Trolley, and the Smart Way Bus.
- I resolve to get healthier -
 - Walk or bike to a neighborhood store instead of driving across town.
 - If your commute is too long to switch to cycling, consider park-and-biking by driving your bike to a parking area and completing your trip on two wheels. Submit a Safe Bike Route Request at ridesolutions.org to find the safest route from home to your destination.
- I resolve to save more money -
 - Carpooling can save you \$3,000 a year or more off your commute expenses. Even carpooling just one day, one way cuts your commute costs by 20% . Sign up for a free match list at ridesolutions.org.
- I resolve to be greener -
 - Every gallon of gas you don't use saves 20 pounds of CO2 from entering the atmosphere, not to mention the other pollutants such as particulates, nitrous oxides, and carbon monoxide that affect air quality right here in the Roanoke Valley.
 - Every mile you don't drive helps keep the planet and our community cleaner – all while saving you money, helping you get healthier, and providing an excellent reason to explore our community!

Like any resolutions it's best to take it slow – pick one day a week to carpool to work, walk with your family to the neighborhood pizza place, or bike to a friend's house for dinner. No matter where you're going in Roanoke, there are lots of ways to get there – and even a small change can have a big impact on your health, pocketbook, and the community.

Visit ridesolutions.org or call 1-866-424-3334 to get started.



Saying Thanks for A Year of Growth

Every New Year provides an opportunity for reflection. What have we learned? What successes do we need to celebrate? What opportunities have we failed to fully grasp?

As Roanokers look back on 2017, it can only be with a small smile and more than a hint of optimism. Our region continues to grow and there is no indication it is slowing down. The victories of past years are now bearing fruit as we see Deschutes Brewery and Ballast Point stake their claims on the region. Meanwhile, there were a slew of new successes to recognize. The list of wins compiled by local economic development offices is becoming quite impressive.

The growth of the Virginia Tech-Carilion School of Medicine and Research Institute continues to have ripple effects across the region. The truly cutting-edge research coming out of this facility will be a boon for our area for years to come. It is thrilling to see that all parties involved are focused on growing this already successful enterprise.

Additionally, we have seen a fantastic foundation set up at the Regional Acceleration and Mentoring Program (RAMP) with the Roanoke Blacksburg Technology Council (RBTC) and Virginia Western Community College doing powerful work. This is such an important component of our burgeoning entrepreneurial ecosystem. It will be exciting to watch its growth.

Here at the CoLab, we have seen much of this excitement first hand. We have seen numerous interesting companies come into our space this past year. And, perhaps even more exciting, we have seen a few companies outgrow us this past year. Meanwhile, we have been able to continue offering fascinating presentations of all kinds while formulating some exciting new programming.

Now there is no doubt Roanoke still has problems. Some geographic areas still lag substantially behind others. Opportunities are not as prevalent and equitably distributed as we might like. Overall, there are still very pressing issues needing resolution. We clearly don't have all the answers. But, this should not stop us from taking a moment to look at the positives and thank those responsible.

So, we'd like to say thanks to...

-Our local governments - which deserve a lot of credit for the success of our region. The City of Roanoke Economic Development team has done some incredible work and doesn't often get to talk about it. The City libraries continue to do important work and expand their impact in exciting ways. Lastly, the overall leadership the City of Roanoke has provided should not be underestimated.

-Our local chambers of commerce - who continue to do exceptional work. Having these active entities around to support our small businesses has been crucial to our continued growth. Again, much of their work happens behind the scenes. But, it should not be forgotten.

-Our Small Business Development Center - which continues to be one of the best resources in the region. They work tirelessly to support those that have a business idea or want to grow their existing business.

-RBTC & RAMP - who continue to grow and push our technology sectors forward. They continue to provide such valuable opportunities to learn and build connections. Meanwhile, they have launched one of the most important new projects in the region, RAMP.

-Virginia Western Community College - which is pushing the boundaries of what a community college can be. Their entrepreneurial and workforce development programming are crucial components of our region's foundation.

-Roanoke Regional Partnership, Roanoke Valley-Alleghany Regional Commission & Virginia's Blue Ridge - who all do tremendous work promoting and building a stronger community. Each of these organizations has their role to play and each does an exemplary job propelling us forward.

-The countless other organizations and individuals who are championing what Roanoke is and can be - who make this all work.

While the above organizations are crucial, we all depend on a foundation of support from passionate individuals and organizations working behind the scenes. There are far too many of you to name, but we do want to take a moment to express our gratitude. Thanks for all that you do that never gets recognized!

We still have things that must be done. But with the people we have working in the area right now, it is with great hope we move forward. Together we will do great things in 2018, and beyond!

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

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.

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.

VIRGINIA WESTERN
Celebrating **50 Years**

RAMP
THE ROANOKE-BLACKSBURG ACCELERATOR

TRAINING & EVENTS



GET TRAINED. GET CERTIFIED.
GET TO WORK.



Virginia Western Community College's Workforce Programs
provide skills and credentials in a format to meet your career pathway!

Register now: <https://viriniawestern.augusoft.net/>

**WE HAVE FUNDING ASSISTANCE
QUESTIONS? Call us at 540-857-6076**

BUSINESS COURSES

- Project Management Professional (PMP) Exam Prep
- SHRM Exam Prep
- Teacher – Career Switcher Program

ENTREPRENEURSHIP

- Entrepreneurial Mindset: Gig Economy Edition
- Fab Lab at VWCC – Introductory classes in CAD, Laser Cutting and 3-D Printing

HEALTHCARE

- Clinical Medical Assistant
- Medical Administrative Assistant (CMAA)
- Medical Billing Specialist
- Pharmacy Technician

MANUFACTURING

- Basic Manufacturing Skills (stand alone or part of Industrial Maintenance Technician Program)
- Machining – Milling and Turning and coming soon: Machining Fundamentals
- Industrial Maintenance Technician Program – Basic Manufacturing Skills, Manufacturing Maintenance and two Welding classes, FCAW and GMAW
- Welding – FCAW and GMAW

PROFESSIONAL DEVELOPMENT

- Basic Contractor's Licensing
- Dental X-Ray

TRANSPORTATION

- Commercial Driver's License (CDL-A)
- Motorcycle 3 wheel experienced rider
- Motorcycle Experienced Rider

TRAINING & EVENTS



Understanding and Addressing the Contributions of Racial Residential Segregation to Cardiovascular Disease Risk



Dr. Kiarri Kershaw, PhD, MPH

When: January 16, 2018, 5:30 p.m.

Who: Kiarri Kershaw, PhD, MPH
Assistant Professor of Preventive Medicine, Northwestern Feinberg School of Medicine

Where: Virginia Tech Carilion School of Medicine, M106
2 Riverside Circle, Roanoke, VA 24016

Dr. Kershaw's scholarship as a social epidemiologist focuses on understanding the contributions of the social environment to cardiovascular health and health disparities. Her most recent research explores the health impacts providing individuals with opportunities to move to neighborhoods with more health-promoting resources and improving access to resources in segregated neighborhoods.

Kershaw is an assistant professor of preventive medicine at Northwestern Feinberg School of Medicine.

This lecture will be open to the public. Registration not required.

Prevention of Obesity and Diabetes

When: February 8 , 2018, 5:30 p.m.

Who: Griffin P. Rodgers, M.D., M.A.C.P.
Director, National Institute of Diabetes and Digestive and Kidney Diseases, National Institutes of Health;
Chief, Molecular and Clinical Hematology Branch/NIDDKD
Chief, Molecular Hematology Section, Molecular and Clinical Hematology Branch/NIDDKD

Where: Virginia Tech Carilion Research Institute
2 Riverside Circle, Roanoke, VA 24016

This is a free event. The host is Michael J. Friedlander, Ph.D.

A 5 p.m. reception will be held prior to this lecture which is open to the public.

For more information, please call 540-526-2002, or send an e-mail.



Griffin P. Rodgers, M.D., M.A.C.P.

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

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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

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

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