

BizNews



Governor McAuliffe Announces Steel Dynamics to Invest \$28 Million to Upgrade Technology and Retrain Employees

~ Steel producer and metal recycler will retrain 307 employees and expand manufacturing operation ~

Governor Terry McAuliffe announced in February that Steel Dynamics, one of the largest domestic steel producers and metals recyclers in the United States, will invest \$28 million in its Roanoke Bar Division in the City of Roanoke to purchase new equipment and make facility enhancements, including railroad track upgrades, and increasing capacity of its rolling mill operations. Working in partnership with the Virginia Jobs Investment Program (VJIP), Steel Dynamics' 307 existing employees will be retrained to operate the new machinery.

"With more than 400 employees in Virginia, Steel Dynamics has been an important corporate partner to the City of Roanoke and the Commonwealth for over 60 years," said Governor Terry McAuliffe. "Advanced manufacturing is a key element of a successful economy, and the company's products are used across a wide variety of markets including agriculture, automotive, construction, energy and mining, among others. Steel Dynamics' decision to reinvest in its operation and retrain more than 300 employees on new, modernized technology demonstrates a firm commitment to the Roanoke Valley, and we are proud to offer the Virginia Jobs Investment Program's critical workforce training resources. We thank this leading manufacturer for assisting us in our ongoing efforts to diversify and build the new Virginia economy."

"Steel Dynamics has built a strong reputation in the Roanoke region and in Virginia, which will be bolstered by these infrastructure enhancements and the retraining of 307 existing employees on new machinery," said Secretary of Commerce and Trade Todd Haymore. "Virginia is an ideal home for manufacturing companies looking to grow, as evidenced by more than \$13 billion invested in this critical sector in the past decade alone. We thank Steel Dynamics for its corporate partnership, and look forward to continued success."

Since 1955, Steel Dynamics Roanoke Bar Division has been engaged in the manufacturing, scrap processing, and marketing of merchant steel products and billets. The company's Roanoke steel mini-mill melts scrap steel in an electric arc furnace and continuously casts the molten steel into billets, which are rolled into merchant steel products consisting of angles, plain rounds, flats and channels. The Steel Dynamics Roanoke Bar Division markets its products to steel service centers, fabricators and original equipment manufacturers.

"We appreciate the partnership that has been built over the years with the Commonwealth of Virginia and City of Roanoke, and are excited to continue that partnership through investment in the Roanoke Bar Division expansion that will allow us to utilize existing excess melting and casting capability to increase rolling capacity and further diversify our product mix," said Joe Crawford, Steel Dynamics Vice President and Roanoke Bar Division General Manager.



The Virginia Economic Development Partnership (VEDP) will support Steel Dynamics' retraining 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 eligible to receive state benefits from the Virginia Enterprise Zone Program, administered by the Virginia Department of Housing and Community Development, as well as rail access funding from the Virginia Department of Rail and Public Transportation.

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“The City of Roanoke congratulates Steel Dynamics on their commitment to significant investment in the Roanoke facility, and the retraining of much of their workforce,” said City of Roanoke Mayor Sherman Lea. “Steel Dynamics has been an integral member of our community for over 60 years, and has been an outstanding corporate citizen while providing hundreds of well-paying jobs which support many families in the Roanoke Valley. We look forward to working with Steel Dynamics on this expansion project, and wish them continued success in the future.”

We are delighted to have Steel Dynamics here as a major employer in the Roanoke Valley and are grateful for their investments in Roanoke and its people,” said Delegate Sam Rasoul. “It is exciting to see their continued dedication to offering training so that the workforce can learn new skills. These opportunities are a win for both Roanoke and the new Virginia economy.”

“This is an important addition to our local economy for Steel Dynamics to expand its investment in advanced manufacturing in the City of Roanoke,” said Senator John Edwards. “This will create job opportunities and future growth to our local economy.”



City of Roanoke Awarded Grant to Extend Blue Hills Drive

The U.S. Economic Development Administration (EDA) has awarded the City of Roanoke a grant in the amount of \$1,514,280 to be used to extend Blue Hills Drive from its present terminus to the location of the planned Deschutes Brewery in the Roanoke Centre for Industry and Technology.

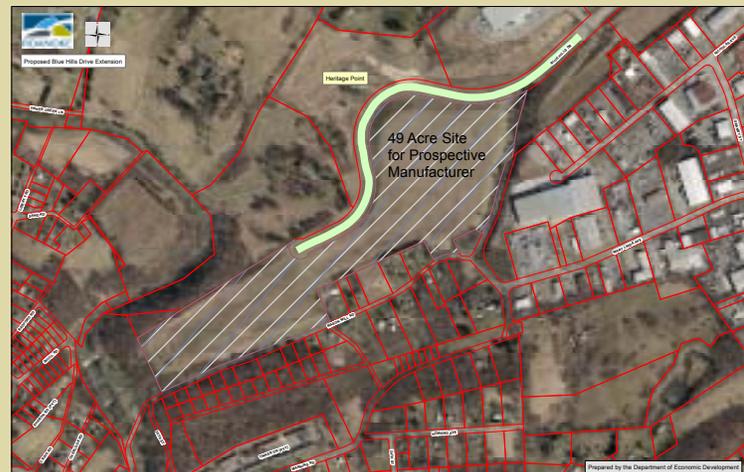
The total estimated cost of the roadway extension is \$3,028,560, which includes the road, curb and gutter, associated drainage, street lights, water and sewer extensions, sidewalks on one side, and landscaping. The EDA grant will fund one-half of the costs. The city also plans to seek a grant of \$650,000 from the Virginia Department of Transportation Economic Development Access Fund for this project. The remaining project costs will be paid from city funds.

Deschutes plans to start construction of its East Coast brewery in early 2019. Work on the roadway extension will commence next year in order to be completed before brewery construction begins. Deschutes expects to invest \$95,000,000 in building, machinery, and other costs. Initially 108 employees will be hired, with the number increasing to 154 with a future planned expansion of the brewery. The roadway extension will also provide better access to the Heritage Point farm site owned by the Roanoke Natural Foods Co-op.

The mission of the Economic Development Administration, an agency within the U.S. Department of Commerce, is to lead the federal economic development agenda by promoting competitiveness and preparing the nation’s regions for growth and success in the worldwide economy.

“The city is pleased to obtain this grant to enable us to construct this important roadway link to the Deschutes site in a timely manner,” said City Manager Chris Morrill. “I want to express my appreciation to the EDA Office in Philadelphia who worked closely to make this funding possible and to Senators Tim Kaine and Mark Warner, and Congressman Bob Goodlatte who expressed support for our application.”

For further information please contact Wayne Bowers, Director of Economic Development, wayne.bowers@roanokeva.gov, 540-853-5831.



Balance WellSpace is Welcomed Addition to South Roanoke Neighborhood

Balance WellSpace is an almost-13,000 square foot integrative wellness center located in South Roanoke. The facility has been operating since November 2013, and has recently added a Nurse Practitioner and functional medicine program to their already existing chiropractic practice, fitness center, and day spa.

With two chiropractors, two massage therapists (including one esthetician), and three certified trainers, the practice was already a well-rounded facility that cared for a wide range of clients and any number of needs. Now, with the addition of a Nurse Practitioner and functional medicine, Balance WellSpace is the first truly integrated wellness center in the Roanoke area.



Caylin Shepard, NP joined the team in January. She has been in practice for 8 years and will be overseeing Balance WellSpace's physical medicine program in addition to leading their Medical Weight Loss programs.

The center already offers chiropractic care, passive physical therapy modalities (which includes but is not limited to electrical muscle stimulation, ultrasound, intersegmental traction, cold laser therapy, the Graston Technique for scar tissue and adhesions, and spinal decompression therapy), physical rehabilitation and massage services. The spa offers various types of massage, including Swedish, deep tissue, hot stone, and medicupping. Skincare is also available, and the program focuses on waxing, facials, and the Eminence Organics product line—a brand found in some of the top spas around the world.

The facility has a fully-equipped functional training studio and both 30 and 60-minute personal and small group training sessions available for purchase, as well as a monthly package that can be broken into two payments.

Under the supervision of their Nurse Practitioner, Balance WellSpace now offers a medical weight loss program with several options to help patients lose necessary weight - from a few pounds to more than a 100. The goal of the facility is to help people achieve their goal of ideal weight, while learning necessary skills to maintain that weight loss.

For those looking to make real changes to lifestyle, the facility also features a nutritional lifestyle program called the Keyes Ingredients, which helps patients learn how to eat for optimal health. The Keyes Ingredients is a lifestyle education program designed to teach people how to focus on eating better ingredients to improve their overall health.

The program is based on extensive blood work (Balance WellSpace offers complete blood work labs assessing lipids; lipoproteins; Apolipoproteins; inflammatory markers; diabetic tests; liver, kidney, muscle, and thyroid function tests; genetic risk factors for heart disease, and many other tests not typically ordered through standard testing). After blood work comes back, the team at Balance teaches patients how to eat through a methodical and proven method, and physician-grade nutritional supplements are available as needed. At Balance WellSpace, healthy weight loss and lowered blood pressure, glucose levels, cholesterol, and other blood lipids are a regular occurrence.

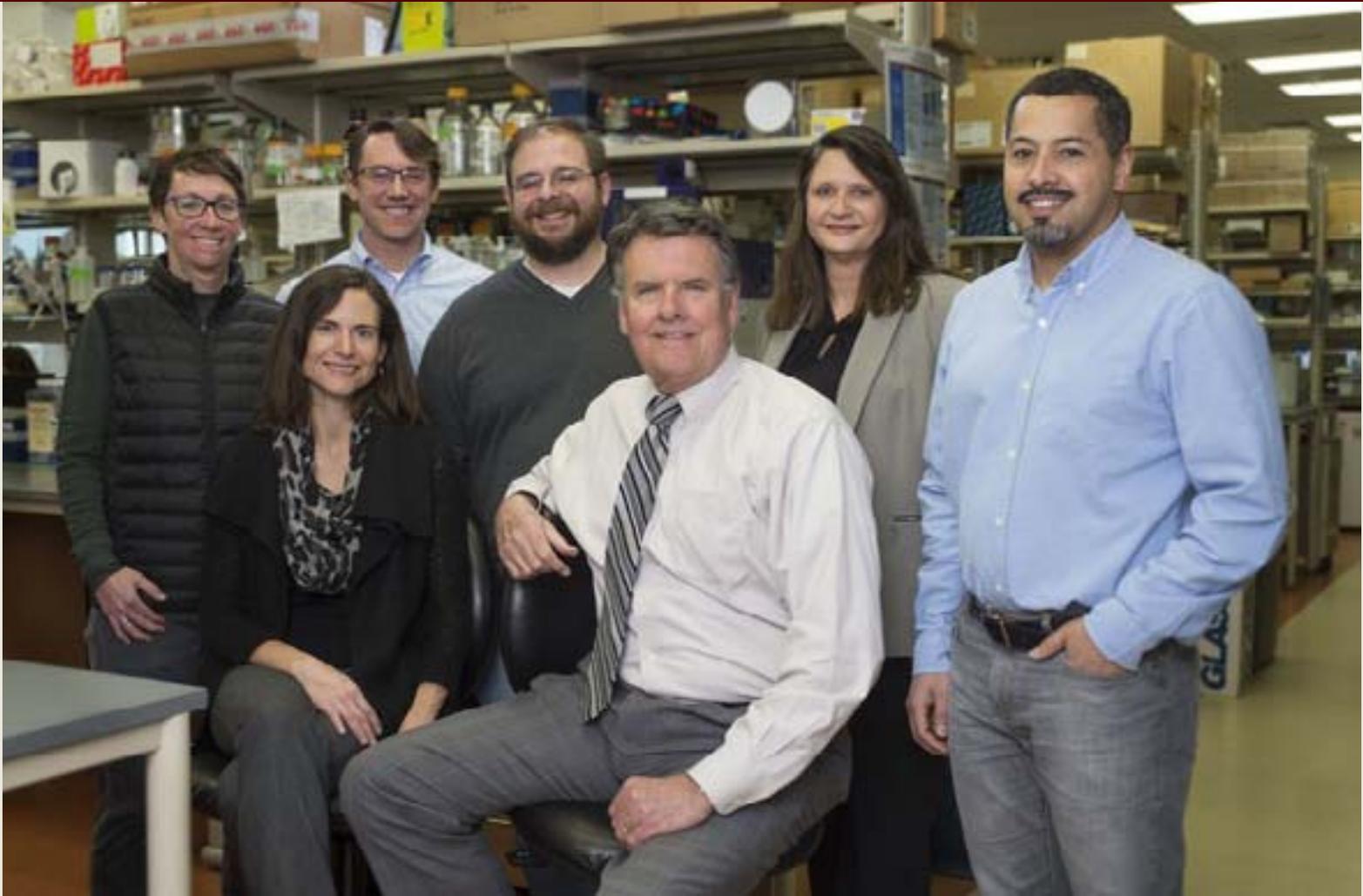
The recent expansion at Balance WellSpace into medicine came as the staff saw a need in the community for an integrated approach to help manage patients' overall care on a number of levels. Founder Jennifer Walker, chiropractor and owner of Balance WellSpace says her goal was "to establish a collaborative environment that would allow us to work off each of our strengths and develop a plan to address our patient's complaints."

Indeed, Balance WellSpace has always been a fantastic wellness facility in Roanoke, but with these new additions, the center is even more capable to see, treat, and optimize the health of each and every patient who walks through the door.

To learn more about Balance WellSpace located at 2110 Carolina Avenue, visit <http://www.balanceroanoke.com> or call (540) 343-0055.

Research in Roanoke ~

Virginia Tech Carilion Research Institute to host Brain Awareness Week



Michael J. Friedlander (fifth from left), executive director of the Virginia Tech Carilion Research Institute, announced plans for Brain Awareness Week 2017 with scientists (from left) Deborah Kelly, Audra Van Wart, Michael Fox, Stephen LaConte, Stephanie DeLuca, and Greg Valdez.

The brain never finishes growing up. It begins to develop before birth and progresses at a ferocious pace through infancy, childhood, and adolescence. Even across a lifetime, the brain never stops changing.

Scientists will reveal more about what they have learned about the brain's developmental journey when the Virginia Tech Carilion Research Institute opens its doors for its fifth annual Brain School during Brain Awareness Week from March 13-19. "This is a fantastic and fun opportunity for our scientists and the public to have a conversation," said Michael J. Friedlander, executive director of the Virginia Tech Carilion Research Institute. "Right here in Roanoke, remarkable discoveries are being made that influence the worldview of neuroscience, and we want residents to learn more about what our students, fellows and faculty work on, and to share in their successes."

Friedlander said Brain School organizers — including Audra Van Wart, an assistant professor and director of education and training at the institute, and Michael Fox, an associate professor and director of the institute's Center for Developmental and Translational Neurobiology — are working to build a full slate of attractions, which will include presentations by Virginia Tech Carilion Research Institute scientists, national experts, and possible activities with Roanoke area restaurants.

Research in Roanoke ~ *Continued from Page 4*

Highlighting the scientific presentations will be a lecture by Greg J. Duncan, a distinguished professor from the University of California, Irvine, who will talk about “Early Childhood Education: What Works and What Doesn’t.”

Duncan will review his research, which shows children from low-income households are a year behind high-income children in math and reading achievement when they start kindergarten. These gaps change little over the course of their subsequent schooling.

He will summarize the available evidence regarding which expenditures on early childhood education programs constitute worthy social investments in the human capital of children.

Every March, Brain Awareness Week unites the efforts of organizations worldwide in a weeklong celebration of the brain. It is spearheaded internationally by the Dana Foundation, a private philanthropic organization that supports brain research, and by the Virginia Tech Carilion Research Institute in the Roanoke and New River Valley region.

Other Virginia Tech Carilion Research Institute organizers are assistant professor Deborah Kelly, associate professor Stephen LaConte, research assistant professor Stephanie DeLuca, and assistant professor Gregorio Valdez.

“The campaign is aimed at increasing public awareness about the progress and benefits of brain research,” said Friedlander, who is an elected member of the Dana Foundation and is also Virginia Tech’s vice president for health sciences and technology.

“Although the Virginia Tech Carilion Research Institute has a wide range of research thrusts in addition to neuroscience, brain research is a vital and important part of its portfolio and it is why this area is becoming known for transforming Virginia from the train state to the brain state,” Friedlander said. “We hope to engage as many community members as possible and share the excitement of brain discoveries, making us all more aware of our brains and their tremendous potential and adaptability to multiple challenges.”

Additional Brain Awareness Week activities are being developed and will be announced. Visit <http://research.vtc.vt.edu> to learn more. ~ *Written by John Pastor for VTCRI.*

Bringing Global Health Home

Travel around the world in two evenings during the Virginia Tech Carilion School of Medicine’s spring Mini Medical School, which will explore issues relating to global health and international medicine. The Mini Medical School, titled “Bringing Global Health Home,” will be held April 5 and 12, from 6 to 8 p.m. both nights. The school, located at 2 Riverside Circle in Roanoke, will serve as the classroom.

Thomas Kerkering, professor of medicine at the school and chief of infectious diseases at Carilion Clinic will present on April 5th. During his 35-year career, Kerkering traveled internationally to put his expertise to work. One of his notable global health-related projects was Ebola work for the World Health Organization in Sierra Leone in 2014.

Kerkering will be followed by a series of short presentations by local organizations engaged in international medical outreach and education. These will include: TEAM Malawi, Our Lady of Perpetual Help Catholic Church’s Haiti Project, Orphan Medical Network International (OMNI), Second Presbyterian Church, Kimoyo, Ltd, and Global Health Educators.

On the second night, April 12th, the Mini Medical School will feature a presentation by Cynda Johnson, dean of the Virginia Tech Carilion School of Medicine, and Dave Trinkle, associate dean for community and culture, on the school’s international rotation program for students. This will be followed by lively presentations by fourth-year students who recently returned from clinical medicine electives in Brazil, France, and India. A reception will follow.

Registration for the spring Mini Medical School is \$10 for both nights. Registration is required.





VIRGINIA'S BLUE RIDGE HITS 7TH YEAR OF CONSECUTIVE RECORD GROWTH IN 2016

For the first time ever, Virginia's Blue Ridge lodging industry experienced record Room Revenue totaling over \$101 million, a 1.8% increase over the previous year. Approximately 1.2 million hotel rooms were sold resulting in an increase of 1.7% according to STR, INC. A record number of sports groups and events held in 2016 attributed to this growth. Tourism is BIG business generating over \$800 million annually in direct spending and 7,793 jobs. Having a strong tourism industry is vital to job creation and economic growth in Virginia's Blue Ridge.



Williamson Road Restaurants Showcase the Finest in Cuisine *International and Local Flavors Return with Restaurant Week* WRABA Restaurant Week specials offered March 6th through March 12th.

Williamson Road restaurants are getting ready to prepare the best in culinary fare as Restaurant Week returns March 6th through March 12th. The festivities begin with gift certificate giveaways from participating restaurants. Be sure and check out these media outlets for a chance to win!



**Restaurant
Week** March 6 - 12

Celebrate Williamson Road's
Diverse Cuisine!

Visit wraba.org for participating restaurants! 

- The Valley's Music Place 101.5
- 3/6-3/9 via our Facebook Event Contests as a NEW FEATURE!

All are invited to join in celebrating Williamson Road's restaurants and explore the many diverse offerings and flavors available. While eating out, patrons are encouraged to discover the other types of businesses on Williamson Road.

To learn which restaurants are participating, visit to www.wraba.org, click on the "Restaurant Week" button and review the participating restaurants, their menus as well as lunch and dinner specials. Choose the restaurant you wish to visit today, make reservations (if needed) and go! Maps, driving directions and a picture of the restaurant are on the site for your convenience. "The Restaurant Week" button goes live on March 6th!

"Sneak Peek" posts will be made to the WRABA Facebook page, Tweeted via @1WRABA and posted on our LinkedIn Page.

There are new and exciting restaurants that have opened on Williamson Road since our last event proving once again we are truly the melting pot of Roanoke! So come celebrate the wonderful dining that is a part of what makes Williamson Road so great!

The Williamson Road Area Business Association, Inc. (WRABA) is a nonprofit 501C (6)], voluntary membership organization and exists to encourage, foster and initiate economic development and quality of life improvements in the Williamson Road Area. For more information, visit www.wraba.org or call

Featured BizLink

Sustainability Local Foods

<http://rvarc.org/sustainability/local-foods/>

The Roanoke Valley-Alleghany Regional Commission is working with area stakeholders to develop a Regional Food System Plan to promote and expand the existing food infrastructure within the greater Roanoke Valley and surrounding areas with expected outcomes of stimulating economic development, improving area livability, preserving existing natural resources, and increasing food access. Additional meetings and resources will be upcoming. For more information, please contact us at ewells@rvarc.org or 540.343.4417.



Last Chance to Submit to the Bike Shorts Film Festival!

The Bike Shorts Film Festival is the region's longest running, locally-focused festival of short works. Started in 2010 at Downtown Roanoke's Shadowbox Microcinema, the festival has grown to accept and screen works from around the world and from right here in southwest and central Virginia.

The rules of the festival are simple: submit a short film (10 minutes or fewer, recommended) that has something to do with bicycles. Festival organizers prefer narrative, story driven films over documentaries of bike tours, though all submissions are considered.

Past screenings have included zombie flicks, love stories, horror movies, sci-fi romps, and caper films. Alongside entries from Spain, London, Toronto, Italy, and Hong Kong have appeared works from Pulaski, Roanoke, Lynchburg, and Blacksburg. As the festival has grown, organizers have worked hard on the celebration to be a platform for local filmmakers to be seen on our regional silver screens, with a goal of making sure local films make up half the screen time for the entire festival.

To further encourage local talent, the festival has added a Best Teen Film category to its line-up of juried awards with corresponding cash prizes. While films made by youngsters have always been included in the festival, this is the first time festival organizers have been able to create a special category to encourage teen filmmakers.

The festival will hold its premiere on Friday, April 28th at the Grandin Theatre in Roanoke, with screenings to follow at Blacksburg's Lyric Theatre, the Masonic Theatre in Clifton Forge, the Academy Center for the Arts in Lynchburg, and Martinsville's Rives Theatre. In addition to the several juried prizes that will be awarded at the premiere, each regional screening will award an Audience Choice award to be voted upon, live, at the end of the screening.

Submissions for the 2017 festival are due by midnight, March 31st. More information on rules and registration can be found online at www.ridesolutions.org/bikeshorts.



Bikeshare coming soon to the Roanoke Valley, but we need your input!

RIDE Solutions is working hard to make the Roanoke's bikeshare system the best it can be, and for that we need your help!

We want to know what the community wants from a bikeshare system: where you would go, how you would use it, what you might pay. We've launched a brief [5-Second Survey](#) to give you a chance to tell us what would make this system work for you. Taking the survey provides valuable feedback to us – and puts you in the running for one of 10 \$5 Starbucks gift cards! Visit the survey by visiting <https://www.surveymonkey.com/r/KHRPHFW>.

Our bikeshare system will rely on sponsorships from local organizations to be successful. Right now, we are pleased to have Downtown Roanoke Inc., Carilion Clinic, and Garland Properties on board as confirmed sponsors. Sponsoring a single bike or an entire station can be a great benefit to your business – from the recognition you'll get on the bikes, bike stations, on the mobile app and on the website, to the great member benefits and discounts you'll be able to offer your employees and customers.

To request sponsorship information, contact RIDE Solutions Director Jeremy Holmes at jholmes@rvarc.org.



American Impressionism in the Garden Blooms at the Taubman Museum of Art This Spring! *Exhibition features 30 significant works on view together for first time ever by renowned artists to include John Singer Sargent, Frederick Childe Hassam and William Merritt Chase*

The Taubman Museum of Art is pleased to present American Impressionism in the Garden, a special ticketed exhibition featuring significant paintings and sculptures by renowned American artists who celebrated gardens as a compelling subject during an era of vibrant gardening culture. On view for the first time together, these works by artists such as John Singer Sargent, Frederick Childe Hassam and William Merritt Chase explore the tremendous impact of the Impressionist art movement (1880-1910) on American artists at the turn of the 19th century.

Organized by the New York Botanical Garden, American Impressionism in the Garden includes several new loans of art selected by the Taubman Museum of Art. The exhibition includes works of art from major institutions across the United States, including the Metropolitan Museum of Art in New York, N.Y., Crystal Bridges Museum of American Art in Bentonville, Ark., and Chrysler Museum of Art in Norfolk, Va., among others.

During the late 19th century, many American Impressionist artists studied alongside their French counterparts in Paris and Giverny to capture light's fleeting effects by painting en plein air, meaning outside and not in a studio. Back in the United States, they distinguished themselves from their French counterparts by depicting uniquely American subjects—notably, the garden.

"Their embrace of Impressionism's brilliant palette and vibrant brushwork inspired these artists to create masterful images of the American garden - both public and private," said Amy Moorefield, deputy director of exhibitions and collections at the Taubman Museum of Art. "The American Garden Movement, in turn, nurtured popular appreciation for gardens, creating a large and enthusiastic audience for these beautiful paintings well into the 1920s."

During this vibrant period in horticultural history, many Americans who could afford to move outside cities into suburbs began to beautify their homes with gardens. A symbol of "the good life," gardens were considered a sanctuary enhancing health and wellbeing. Private homes incorporated conservatories, terrariums, greenhouses, and gardens to be filled with flora, both regional and exotic.

In the late 1800s, the invention of gardening clubs and how-to books accelerated Americans' interest. Additionally, the era saw the development of major urban parks, the U.S. national park system, and widespread popularity of a simplified domestic garden style inspired by the informal dooryard gardens of the colonial era. The American old-fashioned garden featured domestic horticultural beauty such as hollyhocks, peonies, irises, lilies, foxgloves, cornflowers, bleeding hearts, columbines, primroses, and sweet peas as the standards, flowers that are still beloved today. It was this lushly planted "homegrown" garden that inspired American Impressionists.

In addition to painters depicting the specimens of the gardens, American Impressionist artists such as Maria Oakey Dewing, Hugh Henry Breckinridge, and John H. Twachtman created their own gardens as living works of art and outdoor studios for en plein air painting. Several of the artists exhibited worked together in artist colonies in picturesque locations, with one of the most popular being at renowned gardener Florence Griswold's large family home in the coastal village of Old Lyme, Conn., titled Lyme Art Colony. Coined the "American Giverny," Lyme Art Colony attracted artists Mathilde Brown, Edmund William Greacen, and Childe Hassam to paint and commune with nature.

American Impressionists' vibrant paintings of the nation's native and verdant gardens emboldened the public to look at their own private and public spaces in a new light. In an era of rapid industrialization, these fragrant gardens and the beautiful paintings that depicted them provided necessary respite for Americans from the quickly changing times.

American Impressionism in the Garden was initiated by The New York Botanical Garden in Bronx, N.Y., and was curated in part by Linda S. Ferber, Ph.D. Travel of this exhibition is made possible by the National Endowment for the Humanities. Major support was provided by National Endowment for the Humanities: Exploring the human endeavor, as well as the LuEsther T. Mertz Charitable Trust, National Endowment for the Arts, New York State Council on the Arts with the support of Governor Andrew M. Cuomo and the New York State Legislature, and Gillian and Robert Steel. Any views, findings, conclusions, or recommendations expressed in this exhibition do not necessarily represent those of the National Endowment for the Humanities.

The Taubman Museum of Art's presentation of American Impressionism in the Garden is made possible in part by the generous support of Sally and Walter Rugaber; Member One Federal Credit Union; WDBJ7; The Roanoke Times; the National Endowment for the Humanities; the Virginia Tourism Corporation and Virginia Is For Lovers; the National Endowment for the Arts; and the Virginia Commission for the Arts.

The Taubman Museum of Art is an American art museum located in the heart of downtown Roanoke, Va. Designed by noted architect Randall Stout and accredited by the American Alliance of Museums, the Taubman Museum of Art is home to a renowned permanent collection and offers 15-20 annual exhibitions showcasing work by global, national and regional artists. Museum hours are Wednesday-Saturday 10 a.m. to 5 p.m. and Sunday 12-5 p.m. Additional hours include every First Friday and Third Thursday when the Museum is open until 9 p.m. Free general daily admission is sponsored in part by American Electric Power Foundation and Haley Toyota. For additional event, exhibition and programming information, visit TaubmanMuseum.org or call 540.342.5760.



CoLab Fosters Business With a Collaborative Spirit

We have seen over the past several years that the idea of coworking has spread across the country, and even the world. It is hard to tell what exactly has led to this movement taking off. However, it may have something to do with the fact that one of the biggest tenets of the coworking movement has been to value collaboration over competition. Most of the businesses and individuals working out of our own CoLab here in Roanoke could choose to work anywhere. The collaborative spirit of the CoLab is a big part of why they come and stay.

This can be seen on several levels. First, we see the companies we house often collaborate with one another. This has taken myriad forms. Such a relationship is often developed around using the services that other member companies provide. But, collaboration has also been focused around an exchange of leadership advice and lessons. It has even taken the form of one company investing in another. But, in the end, each of these instances comes out of the collaborative spirit fostered by the space.

This also manifests itself inside of the companies served by the CoLab. One member last week expressed they loved the energy their team gets out of being able to see each other at their desks. So, rather than the typical segmented office setup, they prefer to all be close together and feeding off one another. This may not work for everyone, but it is hard to deny that it has been wildly successful for this company.

Lastly, the CoLab's individual members are always collaborating with one another. If you need something, there is almost always a member to provide the service addressing the need. Having such a collaborative network benefits all of the members. Even if they don't need it right this minute, it acts as a security blanket of resources to call on in the future.

This collaborative spirit is not always easy to find in our national business community. The concept of competition is one we are much more comfortable with. Competition always will, and should, be part of our business community. However, the CoLab is showing that perhaps there is great strength and opportunity to be found in being collaborative.

Instead of being worried all the time, the collaborative spirit allows for a more proactive approach to relationships. Instead of always being protective, companies are actively seeking new opportunities through working together. It is essentially moving the conversation from being one of scarcity to being one of plenty.

The debate is clearly not over about which way is best. There has been great success achieved through both paths. However, there are little signs that collaboration is at least challenging the established paradigm of competition. This can be seen in places like coworking spaces, local chambers of commerce, and mentorship networks around the country.

The CoLab team is very proud of the collaboration found within its walls. It has become such a large part of the success stories the CoLab has produced, that it would be hard to imagine these stories without it. That is not to say success wouldn't have happened. It just would have looked different. And for now, the picture of success at the CoLab is quite a pretty one.

For more information about the CoLab and coworking, email Brad Stephens at brad@colabroanoke.com. Or stop by 1327 Grandin Road for a visit.



TRAINING & EVENTS



VIOLENCE IN THE WORKPLACE

Active Shooter Workshop Series

This intensive, two-part course is designed to assist our business community in preventing, planning and responding to workplace violence and active shooter incidents.

PART ONE - PREPARATION

The first segment focuses on preparing for a violent event and addresses key topics such as threat assessment, security planning, response procedures, working with law enforcement, and Emergency Action Plan development.

March 28, 2017

8:00 AM - 12:00 PM

South County Library

6303 Merriman Road

<https://violenceinworkplace-pt1.eventbrite.com>

PART TWO - COLLABORATION

The second part of the training will focus on participants collaborating with law enforcement, Fire/EMS and peers on finalizing their individual Emergency Action Plan.

April 4, 2017

8:00 AM - 12:00 PM

Berglund Center, Exhibit Hall

710 Williamson Road

<https://violenceinworkplace-pt2.eventbrite.com>

This two-part workshop is **FREE** but **ADVANCE** registration is required.



If you have questions, please call
Jessica Fintel at 772-2185.



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 on the first Friday of each month, except for July, 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, except July, beginning on April 1, 2017.
- 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 540-857-6076 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.



TRAINING & EVENTS

VT KnowledgeWorks

April 12 2017



VIRGINIA TECH STUDENTS: DEVELOP YOUR ENTREPRENEURIAL IDEAS, ENHANCE YOUR UNDERSTANDING OF A SUCCESSFUL BUSINESS VENTURE, AND SHOWCASE YOUR CREATIVITY AT THE...

GLOBAL ENTREPRENEURSHIP CHALLENGE SEMIFINALS

Students compete to earn **\$15,000** in scholarships and eligibility for the VT KnowledgeWorks 2017 Global Student Entrepreneurship Challenge finals next August, where student teams from around the world compete for the **\$25,000** grand prize. All participants must be full-time students at Virginia Tech, and the average age of the team must be less than 28.

To enter, submit a 1-page summary of your business concept by February 10 at www.vtknowledgeworks.com. A panel of faculty and local entrepreneurial business leaders choose semifinalists to then submit a 3-5 page business concept document by March 3.

Finalists are chosen by a panel of local entrepreneurial business leaders and investors. VT KnowledgeWorks assists the finalists in the preparation of their presentations. Finalists present their business concepts at the Global Entrepreneurship Challenge Semifinals on April 12.

INNOVATION

Virginia Tech Students win up to \$40,000!

TRAINING & EVENTS

Tuesday, March 14, 2017
4 - 7 p.m.

BUSINESS BASICS 2017

Are you considering starting a new business? Not sure what you need to do and what steps to take? Then this is the class for you! Business Basics is an introduction to owning your own business. Topics covered include deciding on a legal entity structure, basic accounting and tax issues, steps you need to take for permits and licensing, steps to writing a business plan and basics of marketing and market research. We cover the nine steps to market research to determine if your business idea makes sense. Class is for individuals in business, or those thinking of starting a business, even if it might be years in the future. The class is 3.0 hours long so these topics will only be briefly covered. Upon completing the class you will have the opportunity to schedule a one-on-one appointment with one of the professional business counselors in our office. We do not charge anything for our one-on-one sessions. For questions or more details, please call Tom Tanner at 983-0717 ext 103.

Speaker: Tom Tanner

Location: Roanoke Regional Small Business Development Center, Chamber of Commerce Building, 210 S. Jefferson St.,
Roanoke, VA

Fee: \$ 20.00

Tuesday, March 21, 2017
8:30 - 10:30 a.m.

SOCIAL MEDIA AND THE LAW

In today's social media climate, there are a number of legal issues that individuals and businesses face. Josh Treece, with Woods Rogers PLC, will discuss the legal implications of social media and how you can best protect yourself from these legal issues. The class is only 2 hours long so these topics will only be briefly covered. Upon completing the class you will have the opportunity to schedule a one-on-one appointment with one of the professional business counselors in our office. Payment may be made by sending in a check made out to the Roanoke Regional Small Business Development Center to 210 S. Jefferson Street, Roanoke VA 24011. Of following the payment screen at the end of the registration process. For questions please call Tom Tanner at 983-0717 ext 223. Cash payment can be made in person, or paid the day of the event.

Speaker: Josh Treece

Location: Roanoke Regional Small Business Development Center, Chamber of Commerce Building, 210 S. Jefferson St.,
Roanoke, VA

Fee: \$ 20.00

Tuesday, May 9, 2017
8:30 a.m. - 1:30 p.m.

2017 SPRING CAREER AND LIFESTYLE FAIR

The City of Roanoke, County of Roanoke and City of Salem Offices of Economic Development, in collaboration with sponsors Arevo Group, Freedom First Credit Union, Roanoke Valley SHRM and WDBJ7 are pleased to announce the 2017 Spring Career & Lifestyle Fair to be held on Tuesday, May 9, 2017. The event will take place at the Berglund Center Special Events Hall located at 710 Williamson Road. For questions, contact Lisa Soltis@lisa.soltis@roanokeva.gov.

Location: Berglund Center Special Events Hall

Fee: Vendor space free for City of Roanoke, County of Roanoke and City of Salem businesses.

TRAINING & EVENTS

LEAN ACADEMY

The **Lean Academy**, hosted by Virginia Tech, is designed to support the needs of all participants in government, from front-line workers, through supervisors and managers, up to and including senior leaders. Employees at all levels have important roles to play in lean transformation and new capabilities and behaviors must be cultivated at each level. Special features include networking opportunities with government leaders from all over the U.S., simulations that relate to workplace conditions, and experienced practitioners who will facilitate the classes.

Lean Academy courses include:

- Executive Overview : Lean Transformation
- Introduction to Lean Thinking
- Lean Practitioner
- Lean Supervisor

Executive Overview : Lean Transformation

This course is designed for managers and senior executives who will serve as lean leaders and function as the developer of coaches, the designer of systems that develop people, and the leaders of organizational transformation. Course content will focus on how to plan and design a strategy of implementation and the messaging needed to communicate a clear vision and direction. Participants will discover ways to organize cross functional teams that put lean improvements into practice.

March 30 & 31, 2017

March 30 9:00 - 4:00 pm

March 31 8:30 - 1:00 pm

Tuition: \$499/ person or
\$459 for companies sending 3 or more

Location:

The Hotel Roanoke and Conference Center

110 Shenandoah Avenue
Roanoke, Virginia 24016



For more information:

Erin Burcham
Erinb1@vt.edu or 540-767-6100

Check it Out! City Owned Available Property

The City of Roanoke has a variety of properties, from existing buildings to buildable sites, that are 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>

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

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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.