

Groundbreaking Ceremony Held for New Roanoke Facility

\$15.7 million facility will be shared by the City of Roanoke and VA811



Roanoke Stakeholders participate in July 16 Groundbreaking Ceremony.

The City of Roanoke and Virginia811 (VA811) held a groundbreaking ceremony on July 16 for a new Emergency Communications Center to house the city's E-911 Center and the VA811 Call Center. Located at 1830 Blue Hills Circle in the Roanoke Centre for Industry and Technology, the facility will create a culture to promote innovative thinking, information sharing, and an increased awareness and interaction with our community.

"We are celebrating the beginning of a new era – not only in emergency communications, but in a special public/private partnership to provide those communications," said Mayor Sherman Lea. "This new facility will build on the E-911 Center's solid reputation, setting the stage for continued growth in technology and development of the Center for decades to come."

The city's E-911 Center receives more than 250,000 calls each year; Virginia 811 receives more than 1.25 million calls each year. To accommodate both agencies' volume of calls, the new building will be divided into three areas – a call center for each agency and common spaces.

Features of the new center will include:

- Space dedicated for a robust training environment
- Room for expansion as needs change in the 911 services industry
- Space for a backup center for neighboring jurisdictions without hindering current operations
- Fully-redundant and resilient power, water, and HVAC
- Administrative office space, conference and small meeting rooms, and clerical/copy areas essential to the operation of each entity

The total budget for the project is \$15.7 million, and this cost will be shared by the city and VA811. Construction is anticipated to take at least 12-months to complete.

For more information, contact Sonya Roman, Manager of the City of Roanoke E-911 Center, at 540-853-2945 or sonya.roman@roanokeva.gov; or Steve Light, Director of External Affairs for VA811, at 540-761-9655 or slight@va811.com.

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Spotlight on Business ~

Unleashed Dog Bakery and Boutique Opens in Downtown Roanoke



Dogs have a way of changing somebody's outlook on life and there are endless life lessons that we can learn from them: loyalty, forgiveness, compassion, unconditional love, acceptance, enthusiasm, and so much more. We sought a fun way to celebrate the joy that dogs bring us and decided to open Unleashed LLC Dog Bakery & Boutique.

Our dream began with a leap of faith and was furthered by an obsessive adoration of dogs – two in particular: Daisy (Border Collie mix) and Zoey (Siberian Husky mix). We began our business in 2015 as a mobile bakery that traveled throughout Southwest Virginia to local weekend events. After the overwhelming amount of support received over the years, we decided to take the next step and open our first retail location in Downtown Roanoke. We were fortunate enough to work with an incredible developer and crew in order to make our dream a reality - and we're now part of the luxurious historic Ponce De Leon; a unique, pet friendly, contemporary apartment complex right in the heart of Downtown Roanoke!

With a passion for the health and happiness of our own dogs – we promise to supply real, simple, wholesome, high-quality dog treats baked preservative free and with simple ingredients that pet parents can trust. In understanding that many dogs suffer from various allergies – we also offer grain-free, gluten-free, vegetarian, all natural, vegan and organic treat options. We partner with small businesses across the United States who share our values in order to provide over forty unique selections of treats. We also carry a small selection of treats made for both dogs and cats – including salmon, cod, haddock and clam treats!

Spotlight on Business ~

Unleashed Dog Bakery and Boutique Opens in Downtown Roanoke - *continued from Page 2*

In addition to our treats, our boutique offers products for both you and your pet! We strive to offer the best selection of USA made specialty toys, gifts and accessories such as custom handmade leashes and collars, locally-crafted food bowls, greeting cards, jewelry, and other items that will express your love of dogs! We work with other small and local businesses to provide you with the best options around and are constantly updating our stock of accessories and gifts for dogs and people alike to ensure that we are offering the products you desire. Our boutique offerings will continually change as we develop new business relationships with talented crafters here in the Roanoke Valley.

Here at Unleashed, our mission is to provide our customers with an opportunity to do more with their money than simply make a purchase. We deliberately partner with businesses that give back to organizations, both local and world-wide, that are making a difference for dogs in need. From funding for local rescue organizations, to meals and toys for shelter dogs, to funding to help pair companion dogs with veterans suffering from PTSD or funding for K9 body armor; your purchases make a difference and we're thrilled to be a part of that.

We will also be working paw-in-paw with MuttHub, a volunteer effort driven entirely from a passion for dogs and our community. Together, we desire to provide opportunities for adoptable dogs to be seen, adored and adopted throughout the Roanoke Valley. For more information about how you can support MuttHub's mission of helping every local shelter dog find their forever home, please visit www.mutthub.org.

We can't thank you enough for your support and business and we can't wait to meet each and every one of you (and your dogs, of course!). Be sure to follow us on Facebook, Instagram and Twitter under the handle @UnleashedLLC. You can also visit our website at www.unleashedva.com to see our calendar of events. More importantly, be sure to come visit us at our store located at 131 Campbell Avenue, Suite D, Roanoke, VA 24011. We're open Thursdays & Fridays, 12pm-6pm, Saturdays, 10am-6pm, and Sundays, 2pm-6pm.





ARENA FOOTBALL RETURNS TO ROANOKE IN 2019!



In a press conference held on July 9, 2018, Berglund Center announced the return of indoor arena football to Roanoke, welcoming the Virginia Iron Horses to Roanoke in the spring of 2019. The National Gridiron League (NGL) will debut a new spring indoor football league in twelve U.S. cities in March, 2019. Roanoke's team, the Virginia Iron Horses, will play its first home game in the spring of 2019.

The NGL was founded in 2017 as a minor league alternative to the National Football League to become a respectable destination for recent college football graduates. Based in the Southeast, the League will draw many of its players from college football's major conferences. The NGL launched in the hopes of providing an exceptional quality product on the field and to have a positive community impact off the field.

"Citizens of the Roanoke Valley have a great love of sports in all forms," stated Mayor Sherman Lea, "and we are pleased to expand our choices and welcome the National Gridiron League to our community. We encourage fans of the game and citizens to support our newest professional team, the Virginia Iron Horses."

The last arena football team in this area was the Roanoke Steam, which played at Berglund Center (then Roanoke Civic Center) for three years and folded in May, 2002. Its departure left a void for the 1,200 (average) fans who supported the team.

"Fans of arena football will be excited and entertained by the level of talent the NGL will bring to Roanoke," said Berglund Center's General Manager, Robyn Schon. "We believe the Virginia Iron Horses will deliver an impressive and respectable product that will be fun for families and fans alike. We look forward to a great season of indoor arena football!"

NGL Commissioner, Joe McClendon, offers his reasoning for choosing to bring his league to the Star City. "Roanoke and Southwest Virginia are special places, further made special by the people. Everything about the city fits the brand of the National Gridiron League – we're young, we're diverse, we're on the rise, and we aren't afraid of hard work. We believe these characteristics are a reflection of the people of Roanoke and Virginia's Blue Ridge. In addition, the region has demonstrated an unmatched passion for college football for over twenty years. That passion and pride deserve a professional football team to call their own. We are proud to join the City of Roanoke and Berglund Center to bring professional football to Virginia's Blue Ridge."

President of Visit Virginia's Blue Ridge, Landon Howard adds, "Visit Virginia's Blue Ridge (VBR) has long recognized sports tourism as one of the hottest tickets in our region establishing VBR Sports earlier this year. We welcome the NGL expansion team to Berglund Center as the newest sporting event to attract visitors to the area."



Season tickets for the Virginia Iron Horses go on sale this fall. For more information on the Virginia Iron Horses and League, visit NationalGridiron.com.



Research in Roanoke ~

VTCRI scientist earns third concurrent grant from the National Cancer Institute to study breast cancer



Deb Kelly, PhD.

Photo: David Hungate

Deb Kelly, an associate professor at the Virginia Tech Carilion Research Institute, was awarded \$2.1 million by the National Cancer Institute (NCI) to study the protein that gives rise to a hard-to-treat form of breast cancer. This is her third concurrent R01 grant, which funds a specific line of research for five years, from the NCI of the National Institutes of Health (NIH).

“The awarding of three concurrent R01 research grants, through the rigorous NIH peer-review process, from the National Cancer Institute to an individual early to mid-career scientist who is working on different aspects of a common problem is highly unusual,” said Michael Friedlander, executive director of the VTCRI and Virginia Tech’s vice president for health sciences and technology. “It is indicative of the high regard that Debbie’s colleagues have for her and her work.”

Kelly’s work hinges on seeing what is technologically possible, and then moving beyond those limitations.

“To solve a problem, we need to see it,” Kelly said in what has become the mantra of her research program. “Our research program aims to reimagine the way we view cancer by examining the physical changes and damage to unwitting proteins implicated in causing hereditary forms of the disease. Each NCI-funded project works toward achieving that goal in a different way.”

Kelly, who is also an associate professor of biological sciences in the College of Science at Virginia Tech, is working to better detect, prevent, and repair the mutations found in cancers related to the breast cancer susceptibility protein, BRCA1.

“Mutations in BRCA1 are heavily linked to the development of triple negative breast cancer,” Kelly said. “This invasive breast cancer threatens the lives of women everywhere, and there is no precise treatment for the disease.”

To strategically elucidate insights into the inner-workings of BRCA1, Kelly employs a three-prong approach.

Research in Roanoke ~ *continued from Page 5*

First is the development of new tools. BRCA1 binds with other molecules within the cell to form assemblies. In health, BRCA1 makes these connections to repair DNA and helps suppress tumors. In cancer, mutations in BRCA1 allows the cell to multiply uncontrollably until a tumor develops. Even if the tumor is surgically removed, cancer can recur and metastasize elsewhere in the body.

To understand BRCA1's role in these activities, Kelly needs to be able to view it at different interaction points. In collaboration with the company, Protochips Inc., her team engineered semi-conductor chips that can be tuned to capture BRCA1 as it interacts with different molecules within the cell. The team then takes snapshots of the protein and its associated complexes using cryo-electron microscopy. This technique, known as cryo-EM, earned its developers the Nobel Prize in Chemistry in 2017.

These innovations allowed Kelly's team to become the first to visualize the structure of BRCA1 in health and in cancer.

In addition to imaging innovations, Kelly and her team also conduct biological and chemistry experiments to understand the functional deficits in the BRCA1 protein system.

With the funding of her second National Cancer Institute grant, Kelly's team identified a "hotspot" modification on BRCA1. The researchers treated this region of the protein with enzymes called deubiquitinases, effectively removing the deformation. Preliminary work indicates that the actions of the protein can also be restored to some extent.

"We're trying to outsmart cancer cells with new tools and techniques," Kelly said. "We're working toward a new vision of how breast cancer forms, returns, and expands in our bodies."

With the support of her most recent National Cancer Institute grant, Kelly is focusing on multi-scale imaging. She'll collaborate with Elizabeth Alli, an assistant professor of cancer biology at Wake Forest University, and Mark Yeager, a professor of molecular physics and biological physics at the University of Virginia School of Medicine. Her team at the VTCRI includes Zhi Sheng, an assistant professor, and Rob Gourdie, a professor and director of the VTCRI Center for Heart and Regenerative Medicine.

"We're expanding our work to study how molecular and cellular variability in genomic maintenance are influenced by different mutations through multiple scales of imaging and analysis," Kelly said.

To better connect the cryo-EM structural work with functional studies of breast cancer-related mutations, the scientists will also use confocal microscopy to follow BRCA1 in live cancer cells. Together, these analyses provide a new lens to see how genetic mutations change the nuanced behaviors of cells and their underlying molecular players.

"By combining our cryo-EM structural findings with live cell imaging, we expect to obtain the first integrated view of breast cancer protein assemblies in the functional state of acting upon DNA in real-time," Kelly said.

This first-of-its-kind information will provide new insight on how BRCA1 operates—or fails to operate—with other molecules in cellular repair, especially as the cancer returns or spreads to other organs.

"The return of the disease presents a major concern for breast cancer survivors. What if it comes back? What if it comes back in my brain, or liver, or bones?" Kelly said. "We expect to apply the knowledge we gain from our work to new therapeutic designs aimed at stopping recurrence and metastasis."

Kelly noted that BRCA1 is implicated in several other cancers, including pancreatic cancer.

"People across the globe—no matter their makeup or background—are vulnerable. Cancer doesn't discriminate. Cancer doesn't care who you are," Kelly said. "We're fighting for everyone."

Contact: Ashley WennersHerron - VTCRI



Passenger Traffic Continues to Grow at ROA

June traffic was up 9% year over year at the Roanoke-Blacksburg Regional Airport as 2018 continues trend of strong traffic growth.



The Roanoke-Blacksburg Regional Airport continues to see 2018 traffic increase with June traffic up 9% on a year over year basis. June 2018 saw 60,543 passengers fly via ROA compared to 55,526 in June of 2017, an increase of 5,017 passengers.

Strong community support and improved airline operational reliability have all played roles in the continuation of sustained passenger growth, which began in September of 2016. June 2018 saw 9% passenger growth over June 2017. Year to date 2018 traffic is up 7.8% versus 2017 which equates to 22,590 more passengers. At this pace the airport is on track to have its busiest year since 2007.

“We are pleased to see this positive trend continue into 2018, especially given our strong traffic numbers in 2016 and 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 customers are using our existing air service and the carriers have taken note. We appreciate the support of our community choosing to fly ROA. Between our traffic growth and Small Community Air Service grant we are hopeful of obtaining additional air service”.

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 our customers for choosing to fly ROA.

The Roanoke-Blacksburg Regional Airport is the primary airport for Virginia's Blue Ridge and the New River Valley. ROA serves over 616,000 passengers per year via 4 airlines (American Airlines, Delta Airlines, United Airlines, and Allegiant Air) with nonstop service to 6 hub cities (Atlanta, Charlotte, Chicago, New York LaGuardia, Philadelphia, and Washington Dulles) as well as weekly flights to Orlando Sanford International Airport and St. Pete-Clearwater International Airport.

To learn more about the Roanoke-Blacksburg Regional Airport, please visit www.flyroa.com.



WARNER, KAINE & GOODLATTE ANNOUNCE \$750,000 IN FEDERAL FUNDING FOR ROANOKE REGIONAL AIRPORT TO BRING NON-STOP SERVICE TO DALLAS, DENVER, AND/OR DETROIT

U.S. Senators Mark Warner and Tim Kaine and Congressman Bob Goodlatte recently announced \$750,000 in federal funding to help the Roanoke Regional Airport Commission bring new non-stop service from Roanoke Regional Airport to Dallas/Ft. Worth, Texas; Denver, Colorado; and/or Detroit, Michigan. The Commission can use the funds for a revenue guarantee, a marketing program, and fee waivers. This effort was a community collaboration where the Roanoke Regional Chamber and the Botetourt Chamber of Commerce worked with local businesses, who are frequent users of Roanoke Regional Airport, to secure pledges to match these funds. The Roanoke Regional Airport Commission led the process to secure the public sector funding. This funding was formally announced at the Roanoke Regional Chamber in a press conference on July 10, 2018.

“Roanoke Regional Airport is vital to the economic health of the entire region and Virginia as a whole. We are proud to announce these grant dollars that will ensure the airport continues to offer flights that attract tourism and business and offer Virginians more travel options,” the Senators and Congressman said. “Congratulations to the Airport Commission and the local Chambers that worked so hard together to secure these funds.”

“The Roanoke Regional Airport Commission is thrilled to have been awarded a Small Community Air Service Development Grant. We sincerely appreciate the support from the community and our stakeholders, including Sens. Kaine and Warner and Rep. Goodlatte. We are hopeful that given two and a half’s years of passenger growth, these funds will help secure additional service to Dallas/Ft. Worth, Denver and/or Detroit. Air service is a critical component for economic development and we feel this is a significant step in the right direction,” Tim Bradshaw, Executive Director of the Roanoke Blacksburg Regional Airport, said.

“Better connectivity from ROA will open new markets throughout the country for existing businesses and help attract new investment in the Roanoke region. We are excited to see how this grant will improve service from ROA, and we appreciate the Roanoke Regional Airport Commission’s commitment to supporting our community’s needs and economic growth,” Joyce Waugh, Roanoke Regional Chamber President & CEO, said.

“Collaborative efforts such as this support existing business travel needs, ensure our region remains attractive to new business, and create new economic opportunities. We look forward to continuing to work with our regional partners and our elected representatives to bring more opportunity to rural areas in Virginia’s Blue Ridge,” Sheri Winesett, Botetourt Chamber of Commerce Executive Director, said.

The funding was awarded through the Small Community Air Service Development Program (SCASDP) under the Department of Transportation. These funds help smaller communities address air service access and high fares.

Featured BizLink

<http://www.dhcd.virginia.gov/index.php/component/content/article/346.html>

Opportunity Zones

The Federal Tax Cuts and Jobs Act of 2017 included provisions for a new revitalization tool, the Opportunity Zone and Opportunity Fund. Broadly speaking, the Zones and Funds will allow investors to receive tax benefits on currently unrealized capital gains by investing those gains in qualified census tracts (Opportunity Zones).

Check out this Featured BizLink above to learn more!





The Joys & Pitfalls of Being A Mission-Driven Business

No one knows what the future of business really looks like. Will the rise of software as a service continue? Will increasing technical innovation lead to the elimination of many unskilled jobs? Will retail rebound?

What does appear to be pretty clear is that the number of mission-driven businesses is only going to continue to increase. Social entrepreneurship is a buzzword you will likely hear more often as we move forward.

Locally, the CoLab is a prime example of this trend. We are a business which incorporates a social purpose into just about everything we do. But, what does that mean?

It means we have multiple metrics to measure our success. As with all businesses, we care about being sustainable and making money. But, we also care about creating a stronger Roanoke Region. In order to consider ourselves successful, we need to be fostering innovative thinking, supporting entrepreneurs and small businesses, and helping increase the economic prosperity of this area.

Having multiple goals like this comes with problems. We have to keep both goals in mind at all times. But, inevitably, we sometimes must choose which to prioritize at the time. It requires a delicate balancing act.

Further, it requires us to recognize how intertwined our two goals are. We know we cannot have the impact desired without making money and being sustainable. Similarly, we know we cannot be financially sustainable without being impactful.

While there is no doubt that having more than one goal can make things difficult when creating long-term strategies or making day-to-day decisions, it is worth noting there are significant positive outcomes to consider. Mission-driven businesses tend to have more loyal customers and employees. Customers like the buzz they get from contributing to something bigger than themselves. Meanwhile, employees are likely to become invested when they are focused on more than simply making money.

The most significant benefit to having a mission-driven business is simply being part of creating something positive. We all know how draining it can be to start and run a business. Motivation ebbs and flows. Things become frustrating or boring with time. The buzz of building your own business almost always fades with time. But, if the business is part of something bigger, it can be a powerful way to stay motivated and focused when the going gets tough.

Bottomline, these mission-driven businesses are becoming ever more common and this trend does not appear to be ending anytime soon. While it is not for everyone and has unique problems, this growth in popularity seems to be a positive trend. It is good for business. It is good for our planet. It is good for us all!

For more information, contact Brad Stephens, Director of Roanoke CoLab at brad@colabroanoke.com by email or 540.524.2702 by telephone. Stop by the Roanoke CoLab at 1327 Grandin Road, Roanoke, VA 24015.



~Business Bits

Asking the Right Questions

Oftentimes as managers and leaders, we rush in to identify and solve problems. In our well-intentioned effort to do this, we can unwittingly encourage excuses. A simple review of the questions we are asking our employees may illuminate why this happens. In fact, asking the wrong questions in the effort to see employee improvement can be counterproductive.

As an example, let's say the situation is that you've received poor customer feedback about an employee and you want to meet with him/her.

The first instinct is usually to ask "why". Why were you short with this customer? Why was this customer not satisfied? Why didn't you seek the support of your supervisor at the appropriate time in this customer interaction? Asking "why" questions is asking the wrong questions. When you ask why, you are asking for your employee to provide excuses, reasoning, and a spin on the situation. Employees who are underperforming always welcome the question "why". It begins to let them off the hook and it is also looking to the past. Do not protect underperformers by asking them "why".

Change the questions and you can eliminate entertaining excuses.

Instead, ask "what happens when..."

Instead, ask "how often are you..."

Instead, ask "what can you do differently..."

By doing so your employee must look toward the future and begin to provide an action plan for improvement, not an excuse for poor customer service. Change your questions, change the dynamic.

Business Bits is brought to you by Lesa Hanlin, Executive Director, Virginia Tech, Roanoke Regional Initiatives. For more information call 540-767-6100 or email Lesa@vt.edu.



TRAINING & EVENTS

OSHA COMPLIANCE TRAINING



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WHERE: Roanoke Higher Education Center

WHEN:

- August 6-9 • OSHA 3095 – Electrical Standards & NFPA 70E (\$795.00)
- Oct 22 – 25 • OSHA 511 – Occupational Safety and Health Standards for General Industry (\$795.00)
- Oct 29 – Nov 1 • OSHA 510 – Occupational Safety and Health Standards for the Construction Industry (\$795.00)
- November 5 – 8 • OSHA 500 – Trainer Course in Occupational Safety and Health Standards for the Construction Industry (\$795.00)
- November 13 – 16 • OSHA 501 – Trainer Course in Occupational Safety and Health Standards for General Industry (\$795.00)
- December 10 – 12 • OSHA 3115 – Fall Protection (\$745.00)
- December 13 • Fall Protection Train the Trainer (\$249.00)

REGISTER: Registration material can be found online at www.oshamidatlantic.org or call 1.800.875.4770. For more information, contact Carla Jackson at 540.767.6010 or via email at carla.jackson@education.edu.



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TRAINING & EVENTS

NEW VIRGINIA - Scaling4Growth PUBLIC INFORMATION SESSIONS

The Virginia Department of Small Business and Supplier Diversity (VSBSD) in partnership with Interise.org, a non-profit, will be offering a cohort for NEW VIRGINIA - SCALING4GROWTH

This is a six-month program for business owners to learn how to scale up and increase revenue and job creation.

Small business owners interested MUST meet the minimum requirements:

- In business at least three (3) years
- Revenue of at least \$250,000
- One other full time person working in the company besides the majority owner
- The majority owner is the participant (51% ownership or more); substitutes may not participate
- Certified as a SWaM (small, woman-owned, or minority-owned) by the Virginia Department of Small Business and Supplier Diversity

Join us to learn more about this upcoming program!

Date

Wednesday, August 8th, 2018
10:00 am to 12:00 pm

Location

South County Library
6303 Merriman Road
Roanoke, VA 24018

No fee, but space is limited; reservation is required.
Email ramain.gohar@sbsd.virginia.gov for reservations.



TRAINING & EVENTS

Business Smart Start 2018

Tuesday 4:00 to 7:00 PM ~ August 14, 2018

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

Are you considering starting a new business? Not sure what you need to do and what steps to take? Then Start Your Business Smart!

Business Smart Start 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.

Pre-Registration is required at <https://clients.virginiabdc.org/workshop.aspx?ekey=130380010>

Fee: \$ 20.00

Please make payment by credit card at the end of registration, sending in a check prior to class, or stopping by our office and paying by check. Credit card payments cannot be accepted over the phone. We do not give refunds, however if you miss class, you can attend another class.

Speaker: Tom Tanner

Phone: (540) 983-0717 x 103

Email: sbdc@roanokechamber.org



FACTS & SNACKS

Facts & Snacks at the Virginia Tech Roanoke Center
Thursday, August 30 – 3 - 4 p.m.

The U.S. takes the hardest financial hit when it comes to data breaching. At our next Facts & Snacks we will discuss the importance of Cyber Security.

RSVP to Martha Franklin, mpfrankl@vt.edu, if you'd like to attend. Event is free. Register by August 27th, limited seating. Free parking to the first 20 registrants! Visit our Facebook page at <https://business.facebook.com/events/254920925105913/> for more details!

TRAINING & EVENTS

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EXAM PREP CLASS: THURSDAYS, 9/20-11/29/18, 6:00-9:30PM

CONTACT US TODAY!

QUESTIONS, CAREER PLANNING,
FINANCIAL ASSISTANCE, & MORE

Amanda Decker 440.827.4379

careernavigators@virginiawestern.edu



TRAINING & EVENTS

2018



VIOLENCE IN THE WORKPLACE WORKSHOP

Join us for a **FREE Active Shooter Course**

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

Thursday, August 23 | 8:00 am - 12:00 pm
South County Library
6303 Merriman Road, Roanoke, VA 24018

This preparation 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.

The workshop is **FREE**, but **ADVANCED REGISTRATION** is required at:
[ViolenceWorkshop2018.Eventbrite.com](https://www.eventbrite.com/e/violence-workshop-2018)

For more information contact:
Jessica Fintel, Roanoke County Economic Development
(540) 772-2069 or JFintel@RoanokeCountyVA.gov

TRAINING & EVENTS

2018

Calling all Small Businesses, Startups and
Entrepreneurs in Virginia's Blue Ridge!



Selling to the Commonwealth Moving Your Business Forward

Are you looking for new sales growth markets?
Join us for a **FREE** Workshop!

Tuesday, September 25 | 1:00 - 3:30 pm
South County Library
6303 Merriman Road, Roanoke, VA 24018

Discover the opportunities and steps to connecting to Virginia's \$8 billion government marketplace. Learn how to run reports to identify agency targets, spend history, and how to get registered/steps to SWaM & Micro certification.



The workshop is **FREE**, but **ADVANCED REGISTRATION** is required at:
SBSD.Virginia.gov/Events/EVA/

For more information contact:

Jay Brenchick, Roanoke County Economic Development, (540) 772-2070

Lisa Soltis, City of Roanoke Economic Development, (540) 853-1694

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 12.1 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.