

New River Valley “Economic Development” Resource Center

Table of Contents	Page
• Business Planning/Development	2
• Chambers of Commerce	3-4
• Colleges/Universities Economic Development	4
• Distribution/Logistic Support including Rail Service	5
• Incentives	5
• Incubator Programs	6
• International Trade Assistance (including Port of Entry #1412 & FTZ #238)	7-8
• Lending Programs	9
• Local Government Economic Development	10-12
• Regional Economic Development Organizations	12
• Research Assistance	13
• Research Centers	13-14
• Retail/Commercial/Downtown Development Organizations	14
• State/Federal Agencies	15-16
• Technology Councils	17
• U.S. Government Programs/Property	17
• Utility Providers	17-18
• Workforce Development/Services	18-19

Business Planning/Development

New River Valley Small Business Development Center (“SBDC”)
Southwest Region SBDC

Mr. David Shanks

Director

6226 University Park Drive, Suite 2300

Radford, VA 24141

ph 540-831-7027

fax 540-831-6735

e-mail: dshanks@radford.edu

website: www.bac.radford.edu

Radford University Business Assistance Center (“RU BAC”)

Mr. Ken Hall

Director

6226 University Park Drive

Radford, VA 24141

ph 540-831-6235

fax 540-831-5580

e-mail: kehall@radford.edu

website: www.bac.radford.edu

Virginia Tech Business Technology Center

Dr. Richard “Dick” Daugherty

Director

2000 Kraft Drive, Suite 2005

Blacksburg, VA 24060

ph 540-443-9290

fax 540-443-3534

e-mail: daugherty@vt.edu

website: www.pamplin.vt.edu/btc

Virginia Tech Corporate Research Center

Dr. Joe Meredith

President

1872 Pratt Drive, Suite 1000

Blacksburg, VA 24060

ph 540-961-3600

fax 540-961-2304

e-mail: joe.meredith@vtcrc.com

website: www.vtcrc.com

Chambers of Commerce

Floyd County Chamber of Commerce

Ms. Diane Davidson

Executive Director

202 S. Locust St.

PO Box 510

Floyd, VA. 24091

ph 540-745-4465

e-mail: chamber@swva.net

website: www.visitfloyd.org

Giles County Chamber of Commerce

Ms. Barbara Stafford

Executive Director

101 South Main Street

Pearisburg, VA 24134

ph 540-921-5000

fax 540-921-3892

e-mail: gcc@i-plus.net

website: www.gilescounty.org/chamber/chamber.html

Montgomery County Chamber of Commerce & Visitors Center

Mr. Shane Adams

President/CEO & Director of Tourism

103 Professional Park Drive

Blacksburg, VA 24060

ph 540-552-2636

fax 540-552-2639

e-mail: sadams@montgomerycc.org

website: www.montgomerycc.org/visitors.htm

Pulaski County Chamber of Commerce

Ms. Dawn Adams

Executive Director

4440 Cleburne Boulevard

Dublin, Virginia 24084

ph 540-674-1991

e-mail: dkadams@swva.net

website: www.pulaskichamber.info/

Radford Chamber of Commerce
Ms. Michelle Linkous
Executive Director
27 West Main Street
Radford, VA 24141
ph 540-639-2202
fax 540-639-2228
e-mail: radford@i-plus.net
website: www.radfordchamber.com

Colleges & Universities Economic Development Offices

New River Community College
Mr. Ron Chaffin
Vice President for Workforce Development
5251 College Drive
PO Box 1127
Dublin, VA 24084
ph 540-674-3613
fax 540-674-3649
e-mail: nrchaffr@nr.edu
website: www.nr.edu/workforce/

Radford University
Mr. Ken Hall
Director
6226 University Park Drive
Radford, VA 24141
ph 540-831-6235
fax 540-831-5580
e-mail: kehall@radford.edu
website: www.bac.radford.edu

Virginia Tech Office of Economic Development
Dr. Theodore J. Settle
Director
702 University City Blvd (0373)
Blacksburg, Virginia 24061
ph 540-231-5278
fax 540-231-8850
e-mail: settle@vt.edu
website: www.econdev.vt.edu

Distribution/Logistic Support including Rail Service

Camrett Logistics

Mr. F. Wayne Blaylock

Manager

600 Newbern Road

Dublin, VA 24084

ph 540-674-8827

e-mail: wblaylock@camrett.com

website: www.camrett.com

Norfolk Southern

Mr. Dan L. Motley

Industrial Development Manager

110 Franklin Road SE

Roanoke, VA 24042-0012

ph 540-981-4586

fax 540-981-4226

e-mail: dlmotley@nscorp.com

website: www.nscorp.com

Volvo Logistics

Mr. Andy Lukoff

Vice President

7900 National Service Road, DR-42

Greensboro, NC 27409

ph 336-393-3865

fax 336-393-4751

e-mail: andy.lukoff@volvo.com

website: www.volvologistics.com

Incentives

Incentives in the Commonwealth of Virginia are offered by two different sources. One is the local level (see “Local Government Economic Development” contacts) and the other is at the state level (see “State Agencies – the Virginia Economic Development Partnership”).

Incubator Programs

Jacksonville Center

Mr. David St Lawrence

Executive Director

220 Parkway Lane South

Floyd, VA 24091

ph 540-745-2784

e-mail: david@jacksonvillecenter.org

website: www.jacksonvillecenter.org

New River Valley Competitiveness Center

Ms. Yolanda Hunter

Incubator Manager

6580 Valley Center Drive

Radford, VA 24141

ph 540-633-6730

fax 540-633-6768

e-mail: yhunter@nrfdc.org

website: www.nrvdc.org/nrvcc.html

VT KnowledgeWorks

Mr. Jim Flowers

Director

2200 Kraft Drive, Suite 1000

Blacksburg, VA 24060

ph 540-443-9100

fax 540-443-9106

e-mail: jim.flowers@vtnknowledgeworks.com

website: www.vtnknowledgeworks.com

International Trade Assistance
(including Port of Entry #1412 & FTZ #238)

Allegheny Brokerage Company, Inc.

Mr. Jim Loux

President

New River Valley Airport

5389 CV Jackson Road, Suite 1

Dublin, VA 24084

ph 540-674-0900

fax 540-674-2700

e-mail: jloux@acustomsbroker.com

website: www.acustomsbroker.com

The Hipage Company Inc.

Mr. Matt Herring

Resident Vice President

251 West Main Street

Dublin VA 24084

ph 540-674-3916

fax 540-674-3917

e-mail: mherring@hipage.com

website: www.hipageco.com

International Division of the Virginia Economic Development Partnership

Ms. Diane M. Thomas

International Trade Manager

16325 Taylor Place

Suite 300

Abingdon, VA 24211

ph 276-623-1536

fax 276-623-1542

e-mail: dthomas@yesvirginia.org

website: www.yesvirginia.org/International_Trade/Default.aspx

New River Valley Economic Development Alliance

Mr. Aric H. Bopp

Executive Director – Grantee for Foreign Trade Zone #238

6226 University Park Drive – Suite 2200

Radford, VA 24141

ph 540-267-0007

fax 540-267-0013

e-mail: abopp@nrvalliance.org

website: www.nrvalliance.org

Radford University International Trade Center (“RU ITC”)

Mr. David Denny

Director

6226 University Park Drive

Radford, VA 24141

ph 540-831-5212

fax 540-831-6735

e-mail: dwdenny@radford.edu

website: <http://btp.radford.edu/ba/itc.shtml>

Stellar Trade Support

Ms. Cornelia Steinert

Owner

4807 Colley Avenue

Suite 8

Norfolk, VA 23508

ph 757-489-0475

fax 757-489-4366

e-mail: corneliasteinert@hotmail.com

U.S. Customs Office for Port of Entry #1412

Mr. Michael N. Kirkpatrick

Port Director

New River Valley Airport

Route 100 North

Dublin, VA 24084

ph 540-674-4414

fax 540-674-4527

e-mail: michael.kirkpatrick@dhs.gov

website: www.dhs.gov

Lending Programs

Virginia Small Business Financing Authority (“VSBFA”)

Mr. Scott E. Parsons

Executive Director

707 E. Main Street, Suite 300

Richmond, Virginia 23219

ph 866-248-8814

fax 804-371-8111

e-mail: scott.parsons@dba.virginia.gov

website: <http://www.dba.state.va.us/financing/>

Business Finance Group Inc.

Ms. Dawn H. DeHart

Loan Officer

212 S. Jefferson Street

Roanoke, VA 24011

ph 540-342-4181

fax 540-342-3536

e-mail: ddehart@businessfinancegroup.org

website: www.businessfinancegroup.org

Virginia Economic Development Partnership – Finance

Mr. Jerry Giles

Director of Finance

901 East Byrd Street

P.O. Box 798

Richmond, VA 23218-0798

ph 804-545-5703

fax 804-545-5701

e-mail: jgiles@yesvirginia.org

website: www.yesvirginia.org

Local Government Economic Development

Floyd County

Ms. Lydeana Martin

Director of Community and Economic Development

PO Box 218

Floyd, VA 24091

ph 540-745-9380

fax 540-745-9305

e-mail: lmartin@floydcova.org

website: www.floydcova.org

Giles County

Mr. Chris McKlarney

County Administrator

315 N. Main Street

Pearisburg, VA 24134

ph 540-921-4368

fax 540-921-4391

e-mail: cmcklarn@gilescounty.org

website: www.gilescounty.org

Montgomery County

Mr. Bob Isner

Director of Economic Development

755 Roanoke Street – Suite 2 H

Christiansburg, VA 24073-3184

ph 540-382-5732

fax 540-381-6888

e-mail: bisner@naxs.com

website: www.yesmontgomeryva.org

Pulaski County

Mr. Shawn Utt

Director of Community and Economic Development

143 Third Street, NW, Suite 1

Pulaski, VA 24301

ph 540-980-7737

fax 540-980-7717

e-mail: sutt@pulaskicounty.org

website: www.pulaskicounty.org

Radford City
Mr. Basil Edwards
Director of Economic Development
619 Second Street
Radford, VA 24141
ph 540-267-3168
fax 540-731-3699
e-mail: edwardsbd@radford.va.us
website: www.radford.va.us

Town of Blacksburg
Mr. Marc Verniel
Town Manager
300 South Main Street
PO Box 90003
Blacksburg, VA 24062-9003
ph 540-961-1130
fax 540-961-1875
e-mail: mverniel@blacksburg.gov
website: www.blacksburg.gov

Town of Christiansburg
Mr. Lance Terpenney
Town Manager
100 East Main Street
Christiansburg, VA 24073
ph 540-382-6128
e-mail: tmanager@christiansburg.org
website: www.christiansburg.org

Town of Dublin
Mr. Bill Parker
Town Manager
PO Box 1066
101 Dublin Park Road
Dublin, VA 24084
ph 540-674-4798
fax 540-674-4803
e-mail: whparker@dublinva.net
website: www.dublintown.org

Town of Pearisburg
Mr. Ken Vittum
Town Manager
112 Tazewell Street
Pearisburg, VA 24134
ph 540-921-0340
fax 540-921-0086
e-mail: kvittum@pearisburg.org
website: www.pearisburg.org

Town of Pulaski
Dr. John B. White
Director of Economic Development
42 1st Street NW
PO Box 660
Pulaski, VA 24301
ph 540-994-8631
fax 540-994-8607
e-mail: jwhite@pulaskitown.org
website: www.pulaskitown.org

Regional Economic Development Organizations

New River Valley Economic Development Alliance
Mr. Aric H. Bopp
Executive Director
6226 University Park Drive – Suite 2200
Radford, VA 24141
ph 540-267-0007
fax 540-267-0013
e-mail: abopp@nrvalliance.org
website: www.nrvalliance.org

Research Assistance

New River Valley Planning District Commission (“NRVPDC”)

Mr. Dave Rundgren

Executive Director

6580 Valley Center Drive – Suite 124

Radford, VA 24141

ph 540-639-9313

fax 540-831-6093

e-mail: dave.nrvpdc@nrvdc.org

website: www.nrvdc.org

Virginia Economic Bridge (“VEB”)

Mr. Carl E. Mitchell, M.S.

President

6226 University Park Drive – Suite 1200

Radford, VA 24141

ph 540-831-6398

fax 540-831-6397

e-mail: cmitchel@radford.edu

website: www.virginiaeconomicbridge.org

Virginia Tech Office of Economic Development

Dr. Theodore J. Settle

Director

702 University City Blvd (0373)

Blacksburg, Virginia 24061

ph 540-231-5278

fax 540-231-8850

e-mail: settle@vt.edu

website: www.econdev.vt.edu

Weldon Cooper Center for Public Service

website: www.coopercenter.org

Research Centers

Virginia Tech Corporate Research Center

Dr. Joe Meredith

President

1872 Pratt Drive, Suite 1000

Blacksburg, VA 24060

ph 540-961-3600

fax 540-961-2304

e-mail: joe.meredith@vtcrc.com

website: www.vtcrc.com

* Numerous other “research centers” exist throughout Virginia Tech & Radford University (associated with each respective university and their departments and programs) but this is the major research center in the region that provides permanent space to business and industry. For example, VT has over 100 university specific research centers – please contact the respective economic development contact for that university/college as outlined in this document.

Retail/Commercial/Downtown Development Organizations

Blacksburg Partnership

Ms. Diane S. Akers, CPA, CEcD

Executive Director

202 South Main Street – Suite 200

Blacksburg, VA 24060

ph 540-443-2008

fax 540-552-5182

e-mail: diane@combizsolutions.com

website: www.blacksburgpartnership.org

Main Street Radford

Ms. Becky Haupt

Executive Director

27 West Main Street

Radford, VA 24141

ph 540-731-3656

e-mail: info@mainstreetradford.org

website: www.mainstreetradford.org

Radford Bridges

Mr. Jeff Price

Chairman

ph 540-639-3027

e-mail: pwrealty@swva.net

Greater Pulaski Alliance

Mr. Jeff Jones

President

20 South Washington St.

Pulaski, VA 24301

ph 540-994-4200

fax 540-994-5861

e-mail: jeffjones@helloworld.com

Partnership for Floyd

Ms. Kamala Bauers

Program Manager

ph 540-745-4216

e-mail: kbauers@WallResidences.com

State/Federal Agencies

Department of Environmental Quality (“DEQ”)

Dr. Michael J. Scanlan

Air Permit Manager

3019 Peters Creek Road

Roanoke, VA 24019

ph 540-562-6723

fax 540-562-6729

e-mail: mjscanlan@deq.virginia.gov

website: www.deq.virginia.gov

USDA Rural Development

Mr. Travis Jackson

Area Director

75 Hampton Boulevard

Christiansburg, VA 24073–2707

ph 540-382-0267 x117

fax 540-381-5604

e-mail: travis.jackson@va.usda.gov

website: <http://www.rurdev.usda.gov/va/offices/christians.htm>

Virginia Department of Business Assistance (“DBA”)

Ms. Sandy Ratliff

Business Services Manager

Virginia Department of Business Assistance

468 East Main St.

Abingdon, VA .24210

ph 276-676-3768

fax 276-676-5575

e-mail: sandy.ratliff@dba.virginia.gov

website: www.dba.virginia.gov

Virginia Economic Development Partnership (“VEDP”)

Ms. Laura Leigh Savage

Project Manager/Regional Liaison

901 East Byrd Street

P.O. Box 798

Richmond, VA 23218-0798

ph 804-545-5744

fax 804-545-5701

e-mail: lsavage@yesvirginia.org

website: www.yesvirginia.org

Virginia Department of Transportation (“VDOT”)

Mr. David Clarke, P.E.

Residency Administrator

105 Cambria Street

Christiansburg, VA 24073

ph 540-381-7200

e-mail: David.Clarke@vdot.virginia.gov

website: www.virginiadot.org

Virginia Department of Rail and Public Transportation

Mr. Kevin B. Page

Director of Rail Transportation

1313 East Main Street

Suite 300

Richmond, VA 23219

ph 804-786-3963

fax 804-225-2664

e-mail: kevin.page@drpt.virginia.gov

website: www.drpt.virginia.gov

Virginia Manufacturer’s Association

Mr. Brett A. Vassey

President & CEO

1108 E. Main St., Suite 700

Richmond, VA 23219-2805

ph 804-643-7489

fax 804-780-3853

e-mail: bvassey@vamanufacturers.com

website: www.vamanufacturers.com

Virginia Center for Innovative Technology

Dr. Gary R. Atkinson

Regional Director – Western Virginia Region

2214 Rock Hill Road, Suite 600

Herndon, VA 20170-4228

ph 540-776-2726

e-mail: gary@cit.org

website: www.cit.org

Technology Councils

NCTC

Mr. Cory Donovan

Executive Director

ph 540-767-6282

e-mail: cory@thetechnologycouncil.com

website: www.thetechnologycouncil.com

U.S. Government Property/Programs

Radford Army Ammunition Plant Development

Managed by the New River Valley Economic Development Alliance

Mr. David W. (Dave) Ratcliff

Senior Program Manager RFAAP ARMS

6226 University Park Drive – Suite 2200

Radford, VA 24141

ph 540-267-0007

fax 540-267-0013

e-mail: dratcliff@nrvalliance.org

website: www.rfaap.com

Utility Providers

Appalachian Power (“AEP”)

Mr. David Bennett

Project Manager

4600 Newbern Road

Pulaski, VA 24301

ph 540-994-1133

fax 540-994-1319

e-mail: dlbennett@aep.com

website: www.aep.com

Atmos Energy

Mr. Michael Vallet

Manager

PO Box 1208

Radford, VA 24141

ph 540-639-1120

e-mail: michael.vallet@atmosenergy.com

website: www.atmosenergy.com

Norfolk Southern
Mr. Dan L. Motley
Industrial Development Manager
110 Franklin Road SE
Roanoke, VA 24042-0012
ph 540-981-4586
fax 540-981-4226
e-mail: dlmotley@nscorp.com
website: www.nscorp.com

Radford City Electric Provider
Mr. Basil Edwards
Director of Economic Development
619 Second Street
Radford, VA 24141
ph 540-267-3168
fax 540-731-3699
e-mail: edwardsbd@radford.va.us
website: www.radford.va.us

Workforce Development/Services

New River Community College (“NRCC”)
Mr. Ron Chaffin
Vice President for Workforce Development
5251 College Drive
PO Box 1127
Dublin, VA 24084
ph 540-674-3613
fax 540-674-3649
e-mail: nrchafr@nr.edu
website: www.nr.edu/workforce/

Virginia Employment Commission (“VEC”)
Mr. Perry Cole
Manager
206 Third Avenue
Radford, VA 24141-4767
ph 540-831-4127
fax 540-831-6137
e-mail: perry.cole@vec.virginia.gov
website: www.vaemploy.com

Virginia Department of Business Assistance – Workforce Services

Ms. Stephanie Taylor

Project Manager

VA Highlands Small Business Incubator

851 French Moore Jr. Blvd, Suite 110

Abingdon, VA 24210

ph 276-676-5571

fax 276-676-5575

e-mail: stephanie.taylor@dba.virginia.gov

website: www.dba.virginia.gov

New River/Mt. Rogers Workforce Investment Board (“WIB”)

Mr. Ronnie Martin

Executive Director

6580 Valley Center Drive – Suite 119

Radford, VA 24141

ph 540-633-6764

fax 540-633-2502

e-mail: rmartin@nrfdc.org

website: www.nrmrwib.org

Virginia Tech – Outreach Program Development

Dr. Jeri Childers

Director

702 University City Blvd (0364)

Blacksburg, VA 24061

ph 540-231-9982

e-mail: jlc@vt.edu

website: www.outreach.vt.edu