

Economic Development News

a publication from the Department of Economic Development

Volume 1, Issue 26

May 2005

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Special points of interest:

- Passenger #'s Soar @ CHO
- Rolling Stones Coming
- Nextel Store Opens

NEW-

- "Thursday Tunes at Noon" start 6/2 on the mall



SAGE MOON CELEBRATES 1ST YEAR

If there is something about the Sage Moon Gallery that just draws you in – you are certainly not alone. This eclectic art gallery located on the east end of the Downtown Mall has a purposefully inviting and relaxing atmosphere. "We wanted to create an environment so people could take time to look at art" says co-owner Morgan MacKenzie-Perkins. The colorful walls, large plants, overstuffed sofas and soft music all combine to make a unique experience for the customer.

When Morgan and her husband Jim opened the gallery in April 2004 they set out to do a "big art gallery" and bring a wide variety of artistic styles from local, national and international artists to Charlottesville. The 5,200 square foot gallery currently displays original art from 70 artists. And following Morgan and Jim's belief that everyone can and should enjoy fine art, the pieces are available in a wide range of prices.

Although Morgan and Jim left the comfy confines of retirement, they are clearly happy with their choice to own and operate an art gallery. And the decision to locate downtown was an easy one. "We see it as the center for arts and entertainment," says Morgan, adding "Great things will happen, we just need the patience to get through."

Since opening they estimate about 50% of their business has been from visiting out-of-state customers – some as far as New York, California and Florida. Many are also now using the new online gallery to view the latest works. For locals the gal-



Jim & Morgan inside the Sage Moon

lery is open 7 days a week from 10-7 and later on summer weekends. As the gallery has filled they have placed an additional 40 works on rotating display in the Bank of America lobby at Barracks Road Shopping Center.

The next time you visit the mall drop by the Sage Moon to check out the wide variety of art work on display or just relax a bit in the comfortable and welcoming atmosphere. The gallery is located at 420 E. Main St, or online at <http://www.sagemoongallery.com>.

VPTC 2005 TECH AWARDS

The Virginia Piedmont Technology Council (VPTC) recently honored the winners of its Tech Awards 2005. The VPTC Tech Awards recognize individuals and organizations that use technology to positively impact the region and local, national and international marketplaces. The winners include:



Tech Awards Winners

“And if you’re overwhelmed by how the technology is changing and how to cope with it ... not to worry because our kids will know what to do with it,”

Stuart McKee

National Technology

Officer -Microsoft

at VPTC Awards Dinner

Directed Vapor Technologies International, Inc. – Rocket Award for the technology-based firm that has moved with noteworthy speed from concept towards commercialization.

Charles Werner, Charlottesville Fire Department – Spotlight Award for the technology-based firm or individual that has brought significant positive attention to the region.

Privaris, Inc. – Breakthrough Award for the technology-based enterprise or individual that has achieved a remarkable breakthrough or quantum advance.

Robert E. Burnett, University of Virginia – Navigator Award for the individual or entity that has demonstrated significant leadership in the local or regional high-tech community.

Frank Friedman, Piedmont Virginia Community College – Community Award for the technology-based individual or organization that has demonstrated the greatest commitment to improving the quality of life in Central Virginia through community involvement.

John Peterson, University of Virginia Library – Chairman’s Award for the individual who has shown exemplary volunteer contributions.

John Hunter, Venable School – Red Apple Award for the educator, in -12 or higher education, who clearly and consistently is able to do the most with resources available in exciting and preparing students for the possibilities in technology.

NEW ONLINE CERTIFICATION FOR SMALL, WOMAN-, AND MINORITY- OWNED BUSINESS

Governor Mark Warner recently announced the launch of a simple, online application for businesses to become certified as a small, woman-, or minority-owned business (SWAM). The automated process is designed to make certification and recertification more accessible and more convenient for SWAMs seeking to work with the Virginia Department of Minority Business Enterprise (VDMBE) to compete for the \$5 billion the Commonwealth spends each year on goods and services. The application is now available online at <http://www.dmb.e.virginia.gov/services.html>.

NEWSWORTHY NOTES



April 22nd marked the opening of a new retail location for **Nextel** in the city. The store carries a full range of tele-communication hardware as well as access to the many service plans offered by the company. Managing partner **Torrance Hampton** says the location was chosen based on its proximity to UVA. “We hope to develop strategic partnerships with the university as well as serve the retail needs of the students and this location gets that done for us,” says Torrance. The store is open daily and is located at 2206 B Fontaine Avenue.

The latest entrant into the Charlottesville restaurant scene is **Fresco** which now occupies the former Baja Rapido space at Central place on the Downtown mall. The eatery, which opened in early April features “**good, fast, affordable**” **Mexican fare** for eat-in and take-out. Fresco is open Monday through Saturday for lunch and dinner and patio seating is available.

Studio Baboo the “**biggest little bead store**” in Charlottesville has relocated to a larger more prominent location. As of early May the specialty bead store featuring beads from around the world had moved into the newly renovated first floor retail space in the former SNL Securities building on the mall. If you need a bead be sure to visit Studio Baboo.

The Rolling Stones – the venerable rock band that just keeps on rolling, have announced a date in Charlottesville as part of the group’s **World Tour 2005-2006**. The concert will take place on October 6th at the University of Virginia’s 61,000 seat Scott Stadium. The Charlottesville stop is part of a 35-city swing through North America that begins in Boston in August and includes shows in New York, Philadelphia, and San Francisco. The high-energy event will surely generate much excitement as it attracts fans from throughout Virginia and beyond to the Charlottesville area. Local businesses are likely to see a significant boost as a result. And it won’t be the last time either, as the university has committed to continue bringing high-visibility acts to the area.



Felicia Rogan the founder and owner of **Oakencroft Vineyard and Winery** has been named **Tourism Person of the Year by the Charlottesville-Albemarle Convention & Visitors Bureau**. The award was presented at the bureau’s annual tourism reception on May 10th. Rogan is a longtime booster of the local wine industry and tourism in Central Virginia. She was a pioneer in the wine industry that is now a 40-million dollar a year business. Virginia has over 80 wineries that draw more that 500,000 tourists a year and pump more than \$95 million dollars into the state’s economy.

Thursday Tunes at Noon

Join friends and co-workers for live acoustical music on the East End of the Downtown Mall every Thursday beginning June 2nd from 12-2.

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The Office of Economic Development works to expand the Charlottesville tax base and to provide quality job opportunities for its citizens through new business development, retention/expansion initiatives, and workforce training.

The office also coordinates and administers the functions of the Charlottesville Industrial Development Authority (CIDA). The Authority issues revenue bonds and assists with front end capital for projects. Please call our office for more information.

Charlottesville Economic Development News is a publication of the City of Charlottesville Department of Economic Development. The newsletter is intended to keep all stakeholders abreast of economic improvements and opportunities in the City of Charlottesville. Please e-mail your comments and suggestions to engel@charlottesville.org.

UPCOMING EVENTS

June 1 - UVA's 6th Annual Spring Vendor Fair

The fair provides an opportunity for faculty and staff with direct purchasing responsibility to meet vendors and learn about their products and services. For more information contact Charles Kidd at 434-924-3507.

June 15 - VPTC Annual Meeting, 11:30 a.m.

The seventh annual meeting of the Virginia Piedmont Technology Council will be held to elect next year's leadership. For more information, visit www.vptc.org.

June 16 - Central VA International Trade Network, 8 a.m.

Doing Business with China Part II —With Ruobing Yu and Adam Haverson. For more information call 434-979-5610.

June 21 - CVG Networking Event

Build your business network for success in Charlottesville as we bring together entrepreneurs, service providers and investors for a fun filled, productive evening of food, drinks and interesting people in The Presidents Box located in Scott Stadium, UVA. For more information, visit www.cville-venture.org.

June 23 – Becoming a Powerful Business Leader Series.

Produced by the Charlottesville Regional Chamber of Commerce in cooperation with the Leadership Charlottesville Alumni Association. Call (434) 295-3141 for info.