



# MONITOR

## TECHNICAL BRIEF

Spring 2006

### Inside this issue

Hanging Flower Baskets -  
A Catalyst for  
Cooperation

3

History moves across  
the Street

4

Cumulative Statistics

5

People, Places &  
Happenings

6

Downtown Development  
Calendar

8

*The Virginia Department of Housing and Community Development's Main Street Program provides downtown revitalization technical assistance to Virginia communities, using the National Main Street Center's Four Point Approach™ (Organization, Promotion, Design & Economic Restructuring) to comprehensive preservation-based revitalization of historic commercial districts.*



Department of Housing and  
Community Development

## Streetscapes... First Impressions Are Lasting Impressions

By Jerry Van Eimeren

**H**ave you ever gone into a business or home and it was dingy, dirty, unorganized, unattractive or just plain dull? Your first impression probably was that they just didn't CARE. Plus, that poor impression would probably stay with you and deter you from ever returning. You may even encourage others not to go either. Well, we need to look at our downtown shopping district, our Main Street, in the same way. What will be a visitor's first impression? Will they come back and will they tell others to visit? Yes, we have façade restorations, window dressings, lampposts, trees and banners but what else can we do?



*Wave petunias in full bloom cascade over the sides of one of South Boston's 36 downtown hanging flower baskets.*

### April Showers Bring May Flowers

Winter is behind us as are the memories of the holiday lights twinkling throughout downtown that made everything bright and brought people into town to admire and shop. Now, a new season, Spring, is here and once again we want to make our downtown bright and inviting. People are visual by nature and being a newer Main Street community, we at Destination Downtown South Boston, Inc. (DDSB) wanted to have a more visual impact downtown so that people in our town could see that progress was being made in the revitalization of our downtown. That is how the idea of the hanging flower basket

project was born. The idea was researched using the Main Street List Serv and then brought to the Design committee for discussion.

### Design Committee Due Diligence

The first step was the five W's... WHO, WHAT, WHY, WHEN & WHERE. Who was going to do the different tasks associated with the project? What are the different tasks that need to be done? Why are we doing this project in the first place? (In other words... what are the projected results?) When should this project be started and how long will it take and when will it end? Where are we going to hang these

flower baskets and where is the funding coming from? Then of course comes the biggest question... HOW MUCH will it cost?

The first task was to write a letter to the Town Manager requesting permission to hang plants on the lampposts. Once that was obtained we had to determine a total cost for the project. We counted 108 lampposts in the downtown business district. We knew that in the first year of this project our budget would not allow us to put a basket on every post so we selected 36 posts with strategic locations to start. Next we had to find the baskets. We contacted our local downtown nursery and negotiated the best price we could on black wrought iron baskets with moss lining. Now

*(continues on page 2)*

that we could get baskets, we needed a bracket to attach them to the posts. We contacted a local metal works company that used to be in downtown before growing and moving to the industrial park. The owner was a fan of downtown revitalization and agreed to make the brackets at cost. One final step in the material gathering process was to price out flowers and soil. We went back to our local nursery and found that 'wave petunias' would work best in the



*DDSB Board Member "Poo" Roberts prepares a hanging flower basket.*

baskets because they are more heat resistant and will flow over the basket and cascade toward the ground. We decided on a good soil mixture used with a time-release fertilizer for the planting mix.

### **Maintenance, Maintenance, Maintenance**

It was decided that the Design committee chair and I would put up the baskets, so that piece of the puzzle was solved. However, maintenance is the big key to success or failure of your flower basket project. The big question was who was going to water the plants. First, we decided that the plants would be put up in early or mid May and remain until right after Labor Day. That meant four months of watering. We contacted a downtown church youth organization who needed to raise funds for a project and they agreed to water the plants 3 to 4 times per week depending on rain conditions for \$225 per month. A local tractor supply store was willing to loan us a large water container with hose and sprayer that we outfitted on a wagon that could be pulled around town. The kids, along with an adult sponsor, have done an excellent job.

### **Sponsors**

We had all of our planning done in about two weeks time and now decided that we would sell sponsorships of the baskets to help offset the

costs. We knew that in this first year we could not have all the costs paid, but in subsequent years the costs would go down because we already owned the baskets and brackets. This was not intended to be a money making project, just another step in our streetscape beautification. We decided to sell a sponsorship for \$50. The sponsor would have their name or a dedication put on a plaque that went into the basket with the flowers.

The Design committee presented their proposal to the Board for its approval. The project received approval primarily because the committee had 'done their homework' and presented it in the form of a work plan, using the planning sheets provided by Virginia Main Street.

### **Time for Action**

All the materials were ordered and a planting party was planned at a committee member's house. We had a great time planting the containers and the next day we put them up.

### **Pride Returns Downtown**

The baskets were a big hit with everyone downtown and people were coming downtown noticing a difference. It even inspired many of the merchants to put flower boxes in front of their business. The bright color brought added life and even inspired a couple of 'letters to the editor' in the local papers. We sent out flyers for sponsorship of the baskets a little late but still received 24 sponsorships out of 36 baskets. Overall we covered over half of our total cost of the project with sponsorships.

### **Problems & Suggestions for Solutions**

We are now entering our second year of the hanging flower basket program. Since this year the state is encouraging all Virginia towns to plant a red,

white & blue flower garden at each entrance to their town in honor of the Jamestown 400th anniversary celebration in 2007, we have decided to use that theme in our hanging baskets this year. The state has a brochure and flyer with suggested plants for the garden and I would encourage you to work with your local nursery for suggested hanging plants. One problem we experienced in the first year is that we planted smaller (4 1/2 inch) plants and they took some time to really grow, so this year we are starting with larger (6 inch) plants. We also decided against the slow release fertilizer (which we feel may have 'burned' some of the plants last year) in favor of using the Miracle-Gro potting soil and then using Miracle-Gro liquid in the water every two weeks. This year we also intend to start our sponsorship campaign earlier and advertise it in the local papers. We also understand that July and August are critical months for heat and we are prepared to have our baskets watered daily if we encounter a very dry summer season.

### **Final Thoughts**

Downtown is definitely brighter with the color of the flowers. South Boston is a small town (8,500 people) in South Central Virginia and even though we have lost our tobacco, textile and agricultural glory of old, we continue to celebrate our small town values and continued new growth. We are confident in our future and know that the hanging flower basket project is just a small piece of the puzzle to restoration and revitalization. This year we have also purchased six benches with our logo to add to our streetscape. We certainly would encourage any city or town in Virginia to look at your streetscape downtown and consider a hanging flower basket project.

*Jerry Van Eimeren is the Main Street Manager for Destination Downtown South Boston, Inc. Prior to moving to South Boston he lived in California and worked as a motivational speaker. For more information, you can contact Jerry at 434-575-6246 or [jerry@downtownsouthboston.com](mailto:jerry@downtownsouthboston.com)*

# Hanging Flower Baskets - a Catalyst for Cooperation

By Jeremiah Christopher

A good, working relationship between a community group and local government is essential for effective downtown revitalization. This is also true for projects designed to cooperatively enhance the physical appearance of downtown, such as hanging flower baskets or other planting programs. While these programs have definite costs (both initial and ongoing), they offer immediate visual impact and, because of their appeal to volunteers and sponsors, make them a perfect project for the Main Street or downtown development organization in a community. They can effectively raise the funds and volunteer hours needed to get the beautification project started. However, the ongoing, sometimes daily maintenance of these plantings and the special equipment needed to accomplish this often makes the local government, particularly the public works or parks department, a valuable partner for the program to succeed all season long.

The importance of a strong public-private partnership in successful and sustainable hanging flower basket programs is highlighted by a recent survey of all 20 Virginia Main Street Communities and 50 DHCD Commercial District Affiliates. Each was asked if they currently had a hanging flower basket or similar program, who sponsors the program, and whether they were willing to devote more resources to it. Most (63 percent) of the survey's 35 respondents stated that they did have a program in place; these were either hanging flower baskets, planters, street banners, or some combination.

While each program's funding and maintenance came from a variety of sources, such as the municipality's department of public works, merchant associations or volunteers, 77 percent of the time the local government played an important role.

There were some communities, such as **Waynesboro**, **Leesburg**, and **Marion** where the municipality both sponsors and maintains the plantings. Conversely, in communities such as **Staunton**, **South Boston** and **Scottsville**, there is no direct municipal involvement. In most cases, however, the situation is similar to **Lexington's**, where the Rockbridge County Council of Garden Clubs recruits individuals and organizations to sponsor a basket(s) that the city then hangs and maintains.

A recurring theme in the survey from communities with hanging flower basket programs is that while they have significant, positive impact on their downtown, these programs can be costly. Jane Beasley of **Woodstock** echoed this sentiment when saying, "The basket project, which began in 2001, was a real catalyst for our organization. However, I must warn you though that maintenance is neither easy nor inexpensive, but our community loves them and is very proud of them." Before ultimately discontinuing the program several years ago, **Lynchburg's** 13 flower baskets in a key two-block area cost \$6,000 to plant and maintain for the season.

The **Staunton** Downtown Development Association pays a private contractor almost \$13,000 to plant, hang and maintain 44 hanging flower baskets along Beverley Street.

In almost every case where a community did not have such a program in place, they cited a lack of funding as the primary reason. Therefore, finding sufficient sponsorships is often the most important step to

getting a program started. The Town of **Clifton Forge** provides different levels of sponsorships, \$25 for a flower basket, \$50 for flower boxes, and \$100 for flower beds – which also get the sponsor a small plaque with their name on it or a dedication placed in the bed. Respondents also mentioned getting free or at cost materials from local florists and garden centers as a way to control costs.

Among all respondents, regardless of whether or not they had a program in place, most were interested in either starting a new program or expanding their existing program. Further, 71 percent said that they would be willing to devote more resources to expansion or creation of a hanging flower basket program. The most mentioned resources that respondents said they would be willing to provide to promote a program were funding (often through sponsorship solicitations) and volunteer hours.

Hanging flower basket programs not only add beauty to downtown, they also provide an excellent opportunity for forming and strengthening partnerships between local governments and community organizations concerned

with downtown. When each party has something valuable they can contribute to a project that both groups support, a strong and lasting partnership can be formed.



*A hanging flower basket in downtown Leesburg.*

*Jeremiah Christopher, Program Assistant with the Virginia Main*

*Street Program, will be graduating this May from Virginia Commonwealth University with a Master of Urban and Regional Planning.*

# History Moves Across the Street

By Lisa Ha

An historic home in downtown Harrisonburg was scheduled to be demolished last summer. The Smith House, thought to be the fourth oldest home in Harrisonburg, has instead been saved and moved to a new location at 311 South Main Street.

## The Road to Preservation

In May 2005, the Daily News-Record, Harrisonburg's primary newspaper, faced the decision of whether to leave downtown or expand on their current site. The preferred option of expansion had the unfortunate consequence that the newspaper's longtime neighbor, the Smith House, would have to be demolished.

"This is an example of why it's important to keep your eyes and ears open," says Eddie Bumbaugh, Harrisonburg Downtown Renaissance's (HDR) Executive Director. "If you hear about the possibility of demolition or another project that would be detrimental to downtown, check it out immediately."

Bumbaugh set up a meeting between the newspaper's Editor and General Manager, Peter Yates, and Harrisonburg City Manager Roger Baker. "The issue was approached in a non-confrontational manner. Once

### The Main Street ListServ

A benefit of being a member of the National Main Street Network, the Main Street ListServ is a discussion forum about commercial district revitalization and historic preservation. It allows users to post questions to the Main Street community, as well as search a database of previous discussions. A convenient digest version, where all the day's discussion is compiled into a single e-mail, is also available. Go to: [www.mainstreet.org](http://www.mainstreet.org) and look under "Members Area."



*Moving the Smith House necessitated the closing of Liberty Street and loss of electricity in the area around the house. The two-hour creep across Liberty Street and through a parking lot was a veritable race according to officials, who expected the move to take all day.*

we all understood the reasoning and needs of the other parties, we began searching for alternatives."

The final compromise: the owners of the Smith House donated it to the city, who in turn moved the house to a nearby location on City-owned property. The City now leases it to the Arts Council of the Valley for a dollar per year.

"I knew the Arts Council of the Valley was also seeking new offices and possibly gallery space, preferably along Main Street," Bumbaugh recalls. "In keeping with the Virginia Main Street philosophy of clustering, the spot chosen is beside the Virginia Quilt Museum and a block from the Hardesty-Higgins House, both historic homes that have been repurposed to include museums and Harrisonburg's Tourism and Visitor's Center."

## Collaboration Benefits Entire Community

After HDR made the connection between the newspaper, the city, and the Arts Council, Bumbaugh was able to step back and watch new

relationships form. "This has been a great example of partnership," according to Robin Iten-Porter, Executive Director of the Arts Council of the Valley. "All the pieces fell in place to save an historic property, expand services for local artists and arts organizations, and finally give the Arts Council offices a permanent home."

The Arts Council conducted a capital campaign to pay for insurance and renovations, and handled all paperwork during the process of the move, which the city appreciated. "It was fairly simple for us," says Miriam Dickler, Public Information Office for the City of Harrisonburg. "We were lucky to have a piece of land and to be able to make a major contribution. The city is proud to see the Arts Council and the Smith House contributing to the redevelopment of the Main Street corridor."

*Lisa Ha, Program Manager of Harrisonburg Downtown Renaissance, can be contacted at (540) 432-8922 or [hdr@ci.harrisonburg.va.us](mailto:hdr@ci.harrisonburg.va.us).*

# Virginia Main Street Cumulative Statistics 1984 - 2005

Community	Businesses Created	Jobs Created	Volunteer Hours Invested+	Rehabs Completed	Private Investment*	Five Year Leveraging*
Bedford	214	476	27,459	390	\$11,589,422	\$36.22
Berryville	117	232	9,082	231	\$10,604,456	\$31.74
Culpeper	271	580	14,701	331	\$30,401,121	\$25.47
Danville	47	103	3,206	72	\$2,586,826	\$7.08
Franklin	227	663	21,371	404	\$24,096,260	\$11.47
Harrisonburg	51	179	16,861	42	\$3,704,561	\$22.61
Lexington	211	512	16,208	278	\$13,608,245	\$4.74
Luray	6	19	5,134	24	\$138,300	\$9.50
Lynchburg	63	543	45,740	60	\$32,784,107	\$13.60
Manassas	140	558	19,589	92	\$23,873,478	\$16.89
Marion	153	459	12,432	139	\$21,800,551	\$51.87
Martinsville	202	547	11,367	102	\$7,265,789	\$37.51
Orange	345	821	12,929	535	\$18,977,827	\$30.88
Radford	137	529	12,291	166	\$8,570,758	\$15.81
Rocky Mount	60	158	15,802	120	\$9,265,403	\$8.18
South Boston	17	32	3,606	59	\$4,564,667	\$25.14
Staunton	204	652	11,571	362	\$43,427,663	\$66.80
Warrenton	167	911	25,524	493	\$22,375,760	\$36.56
Waynesboro	60	121	8,127	20	\$1,812,234	\$5.21
Winchester	340	1,274	17,902	211	\$39,247,002	\$48.25
Inactives (11)	771	1,365	10,430	739	\$33,814,126	N/A
<b>Totals</b>	<b>3,803</b>	<b>10,730</b>	<b>321,328</b>	<b>4,870</b>	<b>\$364,508,556</b>	<b>\$21.92</b>

Source: Virginia Main Street Program monthly reports.

Notes: + Volunteer Investment figures for 1997 - 2005 only.

\* Adjusted for inflation and expressed in current dollars.

## Moving Historic Buildings

Although it is a delicate and complicated process, Americans have been moving buildings since the 18th century, according to the National Trust for Historic Preservation. Historically, buildings were moved primarily because it was cheaper than constructing entirely new ones. Today, Americans are more likely to move a house in an effort to save it from destruction.

To learn more about the case against moving an historic structure and planning a possible move in your town, visit:  
[www.nationaltrust.org/help/moving\\_historic\\_buildings.html](http://www.nationaltrust.org/help/moving_historic_buildings.html).

However, when it comes to structures that have historical significance, preservationists agree that moving them should be considered only as a last resort. Even the most carefully planned and executed relocation can compromise some of the building's historic integrity and "sense of place" within the community.

## A few helpful tips:

- Make a thorough documentation of the house in its original location. Measured drawings are extremely important to have if the house is historically significant.
- The International Association of Structural Movers (IASM) is a good place to start looking for a contractor.
- Insurance is a must. Make sure the house-moving firm is covered.
- You will need moving permits from state and local highway departments and police escorts.

## Health Insurance Guides Available for Small Businesses

One of the most intractable problems downtown business owners face is finding affordable health insurance for themselves and their employees. Research shows that individuals working in small companies are twice as likely to be uninsured as are individuals working in companies with more than 50 employees. While most employers believe providing health insurance is a sound business decision, as it reduces employee turnover and has other benefits, its cost and the difficulty to properly research coverage options are significant barriers to them doing so.

To overcome this, a cooperative effort involving the U.S. and Virginia Departments of Health developed an informative Web site designed specifically for small businesses in Virginia with questions about health insurance.

On the Net: <http://www.insuremorevirgini-ans.org/SmallBusinessGuide>

## Virginia Main Street Celebrates 20 Years

On March 24, almost 200 individuals from across the state filled the main ballroom at the newly renovated Stonewall Jackson Hotel & Conference Center in Staunton to celebrate 20 years of the Virginia Main Street program (VMS). Starting with just five communities two decades ago, VMS has raised awareness about the



Robin Miller addresses the audience at the VMS 20th Anniversary Celebration in Staunton.

importance of downtowns to successful community economic development and currently provides services to 20 designated communities and more than 50 DHCD Commercial District Affiliates. In 2005, cumulative private investment in VMS designated communities topped \$364.5 million, more than 3,800 businesses were created, retained or expanded and the number of jobs created since the program began reached more than 10,700.

A keynote address delivered by Robin Miller, of respected historic property redevelopers Miller & Associates, emphasized the importance of developing historic buildings into market-rate residential and mixed-use projects in the downtowns of Virginia Main Street communities. Miller used Staunton as an example, where his firm recently completed a residential condominium project in the Old YMCA Building and is set to begin a larger, mixed-use project later this year.

In addition to recognizing the achievements of Main Street communities' volunteers, local leaders, local governments and private investors, the awards ceremony also acknowledged VMS founding father John Marles, who passed away suddenly in 2005. In keeping with John Marles' dedication to helping communities be successful, VMS will give professional development scholarships in his name.

The newly re-appointed DHCD Director, Bill Shelton, presented the Virginia Main Street Milestone Awards which recognize designated Main Street communities for excellence in two categories: amount of private investment dollars and number of volunteer hours contributed toward improving downtowns. Seven communities received awards for their attraction of private investment to their Main Street districts. They are: **Harrisonburg** for \$1 million;

**Berryville** for \$10 million; **Manassas** and **Marion** for \$20 million; **Culpeper** and **Lynchburg** for \$30 million; and **Staunton** for \$40 million, the most ever achieved by a VMS community.

People, Places  
&  
Happenings  
resources & news  
you can use 

Eight communities received awards for volunteerism: **Luray** for 5,000 hours; **Radford** for 10,000; **Harrisonburg** and **Lexington** for 15,000 hours; **Franklin** for 20,000 hours; **Bedford** and **Warrenton** for 25,000 hours; and **Lynchburg** for an outstanding 45,000 hours of volunteer service. According to the 2005 national average, an hour of volunteer time equates to \$18.04.

## New Financing Partner for Downtown Development Opens for Business

Virginia Community Capital, Inc. (VCC), a new Community Development Financial Institution officially opened for business April 1 this year. Created by the Department of Housing and Community Development (DHCD) through Virginia Works, and formed by three Virginia housing and community development focused non-profits, VCC focuses on activities that support affordable housing, create jobs, revitalize neighborhoods, and expand community services. The organization, which operates statewide, offers flexible capital in the forms of loans (and ultimately investments), technical assistance to newer groups, and a willingness to consider projects with little equity, to take second or third collateral positions on loans, and to be part of a multi-funding scenario.

They currently offer a Mixed-use Commercial/Housing Permanent Mortgage Loan product designed to finance the acquisition and rehabilitation of aging downtown structures for conversion to upper floor(s) affordable housing and rehabilitation of street level, commercially leased space. Loan amounts

range from \$50,000 to \$250,000 with rates based on current market conditions (as of February 2006, 5 to 6 percent for qualified applicants based on Underwriting Analysis). They will be offering more products and initiating a website later this year.

*For additional information contact:*  
Jane Henderson, President  
Virginia Community Capital, Inc.  
(540) 260-3126 ext. 316  
jhenderson@chpc2.org

## Architecture and Planning Awards Bestowed on South Boston's Prizery Building

The Community Arts Center Foundation, the organization that led the Prizery renovation effort, was honored by the Virginia Chapter of the American Planning Association at their Annual Conference in Portsmouth on March 30. The group received an honorable mention in the Outstanding Implementation Tool Award. The following week, the Hampton Roads Chapter of the American Institute of Architects gave the project's architects an Excellence in Design Award in the preservation category for their work on the project.

## Kathy Frazier Receives VMS Distinguished Service Award

At the Virginia Main Street 20th Anniversary Celebration on March 24, Virginia Main Street gave its highest honor to Kathy Frazier, principal of



Kathy Frazier

Frazier Associates in Staunton. Bill Shelton, Director of the Virginia Department of Housing and Community Development, who presented the award said that "There

is no single person who has worked with Virginia Main Street communities longer and shown such commitment - heart and soul - to the principles of Main Street."

Ms. Frazier has worked with Virginia Main Street since the program began in 1985 and has spent thousands of hours assisting historic downtowns by providing architectural services and counseling about historic rehabilitation. Her work has helped to spark millions of dollars in historic rehabilitation and downtown revitalization projects. "I feel tonight like this is my Academy of Awards," said Frazier. "I am overwhelmed and deeply honored."

## New VHDA Loan Product Available for Mixed-Use Projects

The Virginia Housing Development Authority (VHDA), the State's affordable housing finance agency, has unveiled a new loan product for the often hard-to-finance building projects that incorporate both commercial and residential uses. The creation of this new product was initiated more than a year ago when VHDA received a loan request from someone looking to create upper story housing over commercial space in an historic, downtown building and the agency realized they did not currently offer a product to meet that need.

Now, VHDA's Mixed-Use/Mixed-Income Loan Program offers the opportunity to finance the acquisition, construction and/or rehabilitation of developments to promote mixed-use, mixed-income housing in qualified revitalization areas. By having a mixed-income requirement for the projects it finances (20% of the units must be available to households at 150% of Area Median Income), VHDA helps accomplish its mission of providing quality affordable housing. Further, such developments promote diversity by providing housing for a mixture of income groups while also providing access to neighborhood retail services within the same community. Some of the program's other attractive underwriting standards are:

- 90% Loan to Value: For Profit Developers
- 100% Loan to Value: Non-Profit Developers

- Non-recourse loans
- Minimum Debt Coverage Ratio 1.10
- 30 year loan terms for new construction or adaptive reuse
- 25 year loan terms for rehabilitation

*For additional information contact:*  
Costa Canavos, Comm. Housing Officer  
VHDA  
(804) 343-5735  
costa.canavos@vhda.com

## People

**Luray Downtown Initiative, Inc.** has made **Catherine Stewart** the new Executive Director for the organization. She succeeds Diana Scharf who resigned in December 2005. Stewart is a graduate of Luray High School. She previously served as the assistant office manager for her family's business, Luray Copy Service, which is located on Main Street.

**Linda Exley**, a Bedford resident with a long-standing involvement in community activities, is the new executive director of **Bedford Main Street, Inc.** Prior to this, Ms. Exley worked for the City of Bedford Parks and Recreation Department. She has also owned and operated a Centertown Bedford business and served on the Bedford Main Street Board of Directors in the mid 90s.

### Virginia Main Street Monitor

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VIRGINIA DEPARTMENT OF  
HOUSING AND  
COMMUNITY DEVELOPMENT

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## DOWNTOWN DEVELOPMENT CALENDAR

### May '06

- 3 Transit-Oriented Development in suburban communities and small towns, WebCast (LISC, 212-455-9800, [www.lisc.org](http://www.lisc.org))
- 9 Zoning: Bliss or Bane. Rezoning as meaningful public review or as a treacherous gauntlet for development, Richmond (ULI-Richmond, 800-321-5011, [www.uli.org](http://www.uli.org))
- 15 Are you a business owner or thinking of opening a business or enterprise? Be sure to attend the Enterprise Fair, Galax (Virginia Department of Business Assistance, 276-236-0435, [www.dba.state.va.us](http://www.dba.state.va.us))
- 20 Learning from a Landmark: Masonry & Woodwork Conservation at Menokin, Warsaw (APVA Preservation Virginia, 804-648-1889, [www.apva.org](http://www.apva.org))
- 23 Your Board and Fundraising: An Introductory Class for Small Nonprofits, Washington, D.C. (The Foundation Center, 202-331-1400, [www.fdncenter.org](http://www.fdncenter.org))

### June '06

- 4-7 National Main Streets Conference, New Orleans ([www.mainstreet.org/conference](http://www.mainstreet.org/conference))
- 12-16 Grantseeker Training Institute, Washington, D.C. (The Foundation Center, [www.fdncenter.org](http://www.fdncenter.org)). Note: Program limited to 20 participants.
- 22 Your Board and Fundraising: An Introductory Class for Small Nonprofits, Washington, D.C. (The Foundation Center, 202-331-1400, [www.fdncenter.org](http://www.fdncenter.org))
- 23-28 Bike Virginia 2006 - Tour de Love Bike Tour. (Bike Virginia, <http://www.bikevirginia.org/2006/index.htm>)

### July '06

- 19-20 **Virginia Main Street Summer Tool Kit Training**, South Boston (804-371-7030 or [www.dhcd.virginia.gov/mainstreet](http://www.dhcd.virginia.gov/mainstreet))