



# MONITOR

## TECHNICAL BRIEF

Spring 2005

### Inside this issue

Virginia Main Street's 2004 Annual Report is Now Available

3

Making "Small Deal" Tax Credit Projects Work

4

People, Places & Happenings

6

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

## Jamestown 2007 and Virginia Tourism Corporation Partner to Commemorate 400 Years

Be sure to attend the annual Virginia Governor's Conference on Tourism, April 24-26, in Richmond to learn how your community can profit from this statewide marketing effort.

By Linda Stanier

In 2006 and 2007, America will commemorate an event that changed the world—the 1607 founding of Jamestown, Virginia, the first permanent English settlement in North America where, as eloquently described by President Theodore Roosevelt, “the history of what has



Bedford is participating in the Virginia 2007 Community Program. Landscape improvements to Centertown Park will be completed in time for the community's "Hometown Reunion" in 2007.

now become the United States really begins.” America's cherished legacies of free enterprise, representative government, rule of law and cultural diversity first took root at Jamestown.

Virginians have observed Jamestown anniversaries every 50 years in a spectacular manner, and the upcoming **America's 400th Anniversary** promises to be the most memorable yet. Jamestown 2007, an agency of the Commonwealth of Virginia, is working with local, state and national groups to stage an exciting 18-month series of national and international Signature Events. Reaching millions of people through live participation, national broadcasts and ongoing news coverage, these Signature Events will put Virginia in the world spotlight—and on the “must-see” destination lists of travelers everywhere.

Virginians are preparing to welcome these visitors in high style. An integral part of Jamestown 2007's commemorative plans is the Virginia 2007 Community Program, which provides citizens a unique opportunity to highlight their local heritage, culture, and contributions to Virginia's vital role in the development of the nation. As of February 28, 2005,

108 communities encompassing more than 88 percent of the Commonwealth's population have applied for and received official Virginia 2007 Community status—more than a five-fold increase since the program was launched by Governor Mark Warner in the summer of 2003. Almost all of the 20 designated Virginia Main Street communities are participating in the Virginia 2007 Community Program, either on a municipal or county level. Several Main Street managers, including **Scott Smith** in **Bedford**, **Susan Bailey** in **Berryville**, **Anne Williams** in **Franklin**, **Ken Heath** in **Marion**, and **Jay Harrison** in **Orange**, are even chairing their communities' commemoration activities.

Many communities are embarking on ambitious projects that include renovations of historic buildings and landmarks, new visitor centers and kiosks, heritage tours, interpretive markers and historic trails,

(continues on page 2)

written and pictorial histories, special library reading programs, public school art contests, street and park beautification, and commemorative gardens. These projects reflect the goals of the commemoration by encouraging economic development and enhancing community quality of life, as well as providing activities and facilities attractive to tourists.

"It's exciting to see so many Virginians seize this unique chance to showcase their past and present—and to create new legacies for the future," said Jeanne Zeidler, executive director of Jamestown 2007. "The communities' plans are impressive and developing rapidly. Our goal is to facilitate networking and help communities determine how to take advantage of the contacts, resources, and partnerships Jamestown 2007 is developing at the statewide and national levels."

One of Jamestown 2007's most important statewide partners is the Virginia Tourism Corporation (VTC), which recently launched a statewide advertising campaign in preparation for the commemoration and is actively working to increase awareness and visibility for the 400th Anniversary.

VTC's marketing plan offers a number of opportunities for Virginia 2007 Communities to share in the benefits of the commemoration. "A comprehensive Web strategy, information fulfillment initiative and a brand new publication dedicated to 400th anniversary programs and activities around the Commonwealth are just some of the components of our three-year marketing and communications plan," stated Diane Béchamps, vice president, Strategy & Marketing, VTC. "Community tourism leaders should be sure to attend The Governor's Conference in Richmond on April 24th – 26th and

VTC's presentation to learn the details of how to participate and capitalize on our plans. Communities can check [www.VATC.org](http://www.VATC.org) to view or download the complete VTC Jamestown 2007 four phase marketing plan."

VTC also is playing a key role in the first of the commemoration's Signature Events. *The Godspeed Sail*, which begins in late May 2006. The new replica of one of the original colonists' three ships will spread the word about America's 400th Anniversary to Alexandria, Va., Washington, DC, Baltimore, Philadelphia, New York City, Boston, and Newport, R.I. The Godspeed's "Landing Party" will include a 5,000 square-foot "Virginia on the Move" pavilion intended to showcase the wealth of Virginia's diverse vacation destinations and activities. VTC is coordinating the pavilion, which will offer opportunities for regional and community participation.

The *Godspeed Sail* will be followed in 2006 by the **225th Anniversary of the Siege at Yorktown** on the weekend of October 19. Thousands of re-enactors and hundreds of active military units, international dignitaries and military leaders will join there in a special "Salute to the Men and Women in Uniform". During November 2006, a National Teach-In will engage and enlighten millions of school children nationwide about the legacies of Jamestown via an electronic classroom broadcast live from Historic Jamestown and Jamestown Settlement.

The year commemoration will see the spring debut of **The World of 1607** exhibit at Jamestown Settlement, featuring rare treasures on loan from major museums and international collections. In late April, the initial landfall of the settlers in Virginia will be

commemorated during **The River Sail**. Godspeed will then re-trace the route that led to Jamestown, stopping at festivals and events along the James River.

Of course, the premier signature event will be **America's Anniversary Weekend**, a three-day event of pageantry and performances centered at Historic Jamestown and Jamestown Settlement. The President and First Lady, Queen Elizabeth II and other members of the Royal Family have been invited to participate in this landmark event, scheduled for the weekend of May 13, 2007.

America's 400th Anniversary commemoration will also salute Jamestown legacies with such programs as **African-American Heritage Events** and **Virginia Indian Cultural Activities**. Virginia culture will be featured on the National Mall in Washington D.C. as part of the annual **Smithsonian Folklife Festival** in late June 2007. Completing the signature events will be the prestigious **Forum on the Future of Democracy**, a yearlong series of conferences on the development and future of democracy, held at several Virginia universities and culminating with a global summit of world leaders in Fall 2007.

More than a dozen additional special events during the commemorative period are being planned by national and international groups and private organizations. Information about America's 400th Anniversary, including the Virginia 2007 Community Program, can be found at [www.Jamestown2007.org](http://www.Jamestown2007.org).

*Linda Stanier is Manager, Special Events and Projects for Jamestown 2007, which is coordinating efforts and initiatives to commemorate the 400th anniversary of Jamestown, the first permanent English settlement in the Americas. Prior to joining Jamestown 2007, Ms. Stanier was a senior vice president at Ruder Fin, Inc., a public relations firm headquartered in New York City.*



Marion's "Lunchtime on the Lawn" concert series is one of the many activities going on in conjunction with the 2007 commemoration

# Virginia Main Street's 2004 Annual Report is Now Available

Each year, Virginia Main Street publishes an annual report that summarizes the program's work over the past year. In 2004, Virginia Main Street served a total of 78 communities across the state. More than 2,000 downtown professionals, business and property owners, local government officials and other downtown stakeholders benefited from on-site Main Street services.

To obtain a copy of Virginia Main Street's 2004 Annual Report, contact us at 804-371-7030 or e-mail: [mainstreet@dhcd.virginia.gov](mailto:mainstreet@dhcd.virginia.gov).

## CUMULATIVE PROGRAM STATISTICS 1985 - 2004

### Economic Impacts on Main Street

Businesses created, retained and expanded:	3,499
Jobs to date:	9,647
Cost per job 2000 - 2004:	\$3,365

### Physical Improvements <sup>1</sup>

#### Private Investment 1985 - 2004

Cumulative rehabilitations:	4,501
Cumulative investment in rehabilitation:	\$299 million
Average investment per rehabilitation:	\$66,451

#### Public Investment 1985 - 2004

Cumulative improvements:	481
Cumulative investment in improvements:	\$115.7 million

### Program Funding for Main Street

#### Leveraging in 2000 - 2004 <sup>1</sup>

Ratio of budget to all investment:	\$19.05
Ratio of budget to private investment:	\$11.55
Ratio of budget to public investment:	\$ 7.50

#### Value of volunteers 1997 - 2004 <sup>2</sup>

Estimated market value of volunteer time :	\$4.4 million
Hours contributed by volunteers:	254,067

#### Notes and Sources

All figures are from the Virginia Main Street Database (VMSSD) except where noted.

1. All monetary figures have been adjusted for inflation using the Consumer Price Index.

2. Independent Sector, *Giving and Volunteering in the United States*. Independent Sector's value of a volunteer hour is based on annual Bureau of Labor Statistics average hourly wages and increased by 12 percent to account for benefits.

# Making "Small Deal" Tax Credit Projects Work

Federal and state historic tax credits have made an incredible impact on historic commercial districts throughout Virginia. Numerous rehabilitation projects were only made possible through the use of the historic tax credits. But for many property owners, especially those that are interested in smaller rehabilitation projects, the historic tax credits seem unattainable. We are reprinting a recent article from the national Main Street News that outlines the National Trust for Historic Preservation's new Small Deal Fund. This new program is targeted to smaller scale projects—projects that are often found in Virginia's Main Street communities. The article describes how the Small Deal Fund was used in Staunton to rehabilitate the former Eakleton Hotel into the R.R. Smith Center for History and Art.

By Joe Pettiford and Erica Stewart

## How the Small Deal Fund Works

The 20 percent federal rehabilitation tax credit, while a significant engine for preservation in larger cities and projects, is virtually unknown on many Main Streets.

Owners of small historic tax credit projects are typically unable to utilize the 20 percent federal rehabilitation tax credit, which equals 20 percent of the amount spent on a certified rehabilitation of a certified historic

structure. The tax credit is a dollar-for-dollar reduction in the amount of taxes owed, and many small property owners simply do not have enough tax liability to redeem the credit. For those who do, IRS rules can restrict the owner's ability to fully access the value of the credit.

If owners of larger projects find themselves in this position, they can turn to so-called "syndicators," who essentially purchase the credits, typically at 90 to 95 percent of their face value, and funnel them to corporations who can utilize the tax benefit. However, this is not an option for small project owners because the syndication transaction costs are generally too high to make the investment cost-effective for either the owner or the investor.

The National Trust Small Deal Fund (SDF) is able to overcome this financial barrier for smaller projects. The SDF utilizes standardized investment term (i.e., equity pay-in schedule and tax credit pricing) documents for each deal. This keeps the closing costs (le-

gal and accounting fees, for example) very low.

SDF makes an initial good faith contribution to the project and the vast majority of the tax credit equity investment is paid upon receipt of final project approval by the National Park Service as determined by the historic certification application. The remainder is paid at negotiated performance benchmarks.

The fact that the bulk of the equity is paid in after the project reaches important milestones also reduces the risk of the investment, thereby minimizing the investor's due diligence requirements and, in turn, its transaction costs. The result is a no-frills, user-friendly solution to rehabilitating smaller but vitally important historic Main Street-type properties.

In the case of the National Trust Small Deal Fund, the investor is Chevron Texaco. Once the Small Deal Fund negotiates the closing with the project developer, Chevron Texaco provides the capital for the purchase of the tax credits and becomes the beneficiary of the tax credit. The National Trust Community Investment Corporation's role is to locate and refer deals through its national network of historic preservation partners, including its Main Street and Community Partners networks, Historic Hotels of America,

National Trust Regional Offices, and the Trust's State and Local Partners Program.

## Forging a Partnership in Staunton

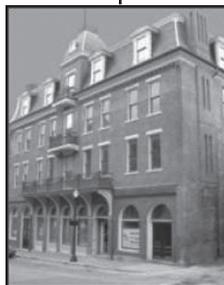
The R.R. Smith Center for History and Art project in Staunton, can be credited with helping forge the partnership that led to the National Trust Small Deal Fund. The project, to rehabilitate the former Eakleton Hotel in this Virginia Main Street community's historic downtown and turn it into an art museum and local archives, falls outside of the investment guidelines of the National Trust's Banc of America Historic Tax Credit Fund.

The Fund's staff forwarded the project to Tax Credit Capital in hopes that the Small Deal Fund could syndicate the deal. Indeed, its standard underwriting terms and the flexibility of its investor enabled the SDF to make a tax credit equity investment where the Banc of America Historic Tax Credit Fund could not. A partnership was soon formed, whereby Tax Credit Capital gains another feeder source for the SDF pipeline and smaller, Main Street-scale historic rehabilitation projects gain access to important tax credit equity that would otherwise be unavailable to them.

In 1998, the Staunton-Augusta History and Arts Alliance purchased the Eakleton Hotel, intent on rescuing the 1895 property from neglect and finding a home for the county's rich history and arts record. To this end, the Alliance has undertaken a \$4.3



The former Eakleton Hotel in Staunton before rehabilitation.



The former hotel after rehabilitation, completed through the Small Deal Fund

million rehabilitation project to restore the luster to this once grand structure, which most recently housed a furniture store, and create the R.R. Smith Center for History and Art.

This climate-controlled archival and educational facility will serve the arts, history, culture, tourism, and economic development opportunities in the community. The Augusta County Historical Society will house its collection of manuscripts, photographs, and architectural drawings by Collin and Sons, one of the premier collections of its kind in the county, within its walls; on-site research facilities will provide public access to previously unavailable materials through the Center's Local and Family History Library; the Preservation Resource Center will offer education, advocacy, and technical support for architectural preservation; and adult and children's

classes will be held on varied subjects including drawing, painting, pottery, and other arts. The R.R. Smith Center will also provide office space for each of the three organizations in addition to shared conference space, a catering kitchen, lecture hall, and a gift shop.

Support for this project has come from several key sources, including \$710,000 in federal tax credit equity from the National Trust Small Deal Fund and \$625,000 in state tax credit equity from the Virginia Historic Tax Credit Fund (also managed by Tax Credit Capital). Eighty-five percent of the federal tax credit equity will be paid once the project receives Part 3 (final) approval from the National Park Service, with the remainder paid in after six months of break-even or better operations (the state tax credit equity amount will be paid in one lump sum).

Other sources include grant funding from the City of Staunton, TEA-21, CDBG and HUD and approximately \$250,000 in-kind donations and \$880,000 in pledge contributions. Phase I of the project—the exterior work—was completed in 2002 and Phase II—the interior work—commenced in the fall of 2004 and was finished this winter.

For more information on the Small Deal Fund or to submit a deal for consideration, visit [www.ntcicfunds.com](http://www.ntcicfunds.com)

*Reprinted with permission from Main Street News, October 2004. © National Main Street Center, National Trust for Historic Preservation. Joe Pettiford is a Senior Program Associate in the National Trust Community Revitalization department. Erica Stewart serves as the marketing and communications coordinator for the department's loan and tax credit programs*

## Historic Tax Credits Refresher

### Federal Tax Credits

For complete information on how to qualify, earn, and redeem the 20 percent and the 10 percent federal rehabilitation tax credits, visit the National Trust's Rehabilitation Tax Credit Guide, available at [www.ntcicfunds.com](http://www.ntcicfunds.com).

**Eligibility:** The 20 percent federal rehabilitation tax credit is available to certified historic structures. Certified historic structures are either individually listed in the National Register of Historic Places or contributing structures in registered historic districts. Structures eligible for the credit include properties rehabilitated for commercial, industrial, agricultural, or residential rental purposes.

**Qualified Projects:** The amount of the credit is equal to 20 percent of qualified rehabilitation expenses. The owners must conduct a rehabilitation certified by the National Park Service, with concurrence from the Virginia Department of Historic Resources to ensure that the rehabilitation project design and construction are consistent with the historic character of the original building.

**Administration:** The federal tax credit program is jointly managed by the National Park Service, the Virginia Department of Historic Resources and the Internal Revenue Service.

**Contact:** Virginia Department of Historic Resources, 804-367-2323, [www.dhr.virginia.gov](http://www.dhr.virginia.gov)

### State Tax Credits

Virginia offers a 25 percent state tax credit for commercial and owner-occupied residential properties.

**Eligibility:** National and state register properties qualify.

**Qualified Projects:** Reconstruction and improvements must amount to at least 25 percent of the assessed value for owner-occupied buildings and at least 50 percent for non-owner-occupied buildings. There are no caps, and the carryover is 10 years. Department of the Interior standards apply. The state credit may be split off and sold separately. Approximately 300 projects have been approved since the program began in 1997.

**Contact:** Virginia Department of Historic Resources, 804-367-2323, [www.dhr.virginia.gov](http://www.dhr.virginia.gov)

## Lynchburg Named a Great American Main Street Semifinalist

In January, the National Trust for Historic Preservation named **Lynchburg** a 2005 Great American Main Street semifinalist. That makes the community a contender for one of five winner's slots to be announced at the National Main Streets Conference in Baltimore, Maryland, May 8-11. The Great American Main Street award honors exceptional accomplishments in revitalizing America's historic and traditional downtowns and neighborhood commercial districts.

The National Main Streets Conference is the premier conference for commercial district revitalization. Small and rural towns, suburban-ring communities, large and mid-sized cities, and urban neighborhood business districts can all benefit from the ideas, solutions, issues, and networking opportunities this conference has to offer. For more information on the National Main Streets Conference, visit: [www.mainstreet.org](http://www.mainstreet.org). 

## Virginia Main Street and CLUE Group Partnering to Offer Business Development Services to Communities

**Kennedy Lawson Smith**, former director of the National Main Street Center, and now a principal of the Community Land Use and Economics (CLUE) Group in Arlington, is partnering with the Virginia Main Street program to offer affordable business development services to designated Main Street communities and DHCD Commercial District Affiliates. Communities can choose from a menu of CLUE services, including: retail sales gap analyses; comprehensive market analyses; and business development strategic planning. Ms. Smith has already conducted sales gap analyses for newly-designated Main Street communities **Harrisonburg**, **Luray** and **South Boston**, and in the com-

ing months will be conducting similar studies for **Orange**, **Lynchburg** and **Staunton**. DHCD Commercial District Affiliate communities **Buena Vista**, **Nelson County** (Lovingston & Nellysford), and **Brookneal** will also be working with Ms. Smith to conduct sales gap analyses. The studies will analyze the gap between potential sales and actual sales in these communities. In addition, the studies will identify the square footage of additional retail space realistically supportable in the pertinent downtowns over the next five years.



*Kennedy Smith, second on right, visits with the Destination Downtown South Boston Board.*

Virginia Main Street community **Bedford** has hired CLUE to complete a more comprehensive market analysis for its historic Centertown area. CLUE will be conducting a retail sales gap analysis, as well as downtown customer intercept surveys, and will be outlining a business development strategy for Centertown. 

## Franklin Representatives Lend a Helping Hand to North Carolina Community

This past November, **Anne Williams**, Executive Director of the Downtown **Franklin** Association was contacted by Mark B. Clasby, Executive Director of the Economic Development Commission of Haywood County, North

Carolina, inquiring if Franklin could assist his county with flood recovery efforts. Haywood County, North Carolina, located in the western part

*People, Places  
&  
Happenings  
resources & news  
you can use *

of the state near Maggie Valley, was hit by not one but two 500 year floods in 10 days in the fall of 2004.

And why did Haywood County contact Franklin? In September of 1999, the downtown historic district of Franklin was devastated by flood waters from Hurricane Floyd. Over 180 businesses were under five feet of water for five days. Franklin was fortunate to receive assistance, both financially and spiritually, from all areas of the country. Franklin's downtown is now back and flourishing, and currently boasts a 92 percent occupancy rate.

Anne Williams and Franklin downtown businessman Benny Burgess traveled to Haywood County in late November and spoke at a town meeting, which was arranged by the Haywood County Economic Development Commission and the Small Business Center, and attended by local business people, government officials, media and citizens. Anne and Benny shared a Power Point presentation with the group on Franklin's flood and recovery and answered questions from the audience.

Upon returning to Franklin, Anne remarked, "It was a very unsettling experience to ride through their community and see the piles of debris along the roadside and the buildings with flood water lines and broken out windows everywhere. Benny and I felt as if we were back in time to our flood days, it was such a familiar site." Anne has since talked with Mark Clasby, and recovery efforts continue in Haywood County, although slowly. Anne summed up her experience,

saying, "I know that it helped the people of Haywood for us to come and tell our stories. I feel that we at least gave them hope to see that, yes, you really can recover from this devastation. The community has to pull together as a whole and work toward the common goal of recovery. That is what we did in Franklin and we were honored to be able to share our story with Haywood County." 

### PHCC Creative Enterprises Artisans Center Moves to Uptown Martinsville

In March, Patrick Henry Community College (PHCC) moved its Creative Enterprises Artisans Center into a vacant Heilig Meyers building in the Uptown district of **Martinsville**. The building will be used for seven classrooms large enough for approximately 20 students, while another section will be divided into 10 spaces and sublet to artisans to both demonstrate and sell their art. The Artisans Center is a relatively new certificate program that is offered through CraftNet, an international network of 16 colleges whose members work together to strengthen education and training programs for creative-based enterprises. PHCC is the only college in Virginia that is a member of CraftNet.

Martinsville Uptown Association (MURA) Executive Director **Marshall Stowe** said of the Center, "I think it's going to be a great addition to uptown, primarily because it'll bring students and the public who are interested in what they're producing. I'm overjoyed that they will be occupying the facility." PHCC received a façade improvement grant from MURA to make improvements on the building's exterior. 

### National Register Districts Listed in Two Virginia Main Street Communities

**Harrisonburg's** historic commercial district was listed in the National Register of Historic Places in January.

**Harrisonburg Downtown Renaissance** was instrumental in educating local citizens on the benefits of National Register listing and hiring a consultant to complete the nomination. The West **Radford** Historic Commercial District also gained National Register status in January. This new designation will complement the adjacent East Radford Historic District, the area served by the Virginia Main Street program and listed in the National Register in 2000. Listing a district in the National Register of Historic Places is an honorary designation by the National Park Service and allows property owners to take advantage of federal and state tax credits for buildings within the district boundaries. For more information on the National Register of Historic Places, visit: [www.cr.nps.gov/nr](http://www.cr.nps.gov/nr). 

### SEED Grant Program

The Virginia Department of Housing and Community Development's Office of Community Capacity Building will be accepting applications for its 2006 Seed Fund Capacity Building Support Program grant cycle. The program is a one-year capacity building and operating support program for organizations engaged in community development activities. Each organization competitively selected to participate must demonstrate a desire to be a partner in receiving intensive technical assistance to strengthen and improve the operating performance of their organization.

The program offers intensive technical assistance through strategic investments in governance, finance, administrative systems, staffing, marketing, collaboration, partnering and information systems. Based on an organization's performance in reaching its capacity building goals, the program will award grants of up to \$20,000 for operational costs and activities. The application deadline is **April 29, 2005**.

*For more information about the 2006 round of SEED Grants, contact Desi*

*Wynter at [desi.wynter@dhcd.virginia.gov](mailto:desi.wynter@dhcd.virginia.gov) or 804-786-1150.* 

### People

In February, **Martinsville** Uptown Revitalization Association hired new Executive Director **Marshall Stowe**. Marshall is a retired banker with 39 years experience in the field, almost exclusively in the Martinsville area. In addition to his work in the banking industry, Marshall has experience in nonprofit governance. He is an officer and director on various nonprofit boards, including Patrick Henry Community College, Harvest Foundation and the local Industrial Development Authority. 

#### **Virginia Main Street Monitor**

is published by the  
Virginia Main Street Program  
Office of Community Revitalization  
& Development  
Virginia Department of Housing  
& Community Development

Amy Yarcich, Program Manager

Courtney Anderson,  
Downtown Revitalization Planner

Sarah Dillard Pope,  
Downtown Revitalization Planner

Rowena Fratarcangelo,  
Program Assistant

Barbara Knight, Executive Secretary

501 N. Second St.,  
Richmond VA 23219  
Phone 804-371-7030  
Fax 804-371-7093

E-mail: [mainstreet@dhcd.virginia.gov](mailto:mainstreet@dhcd.virginia.gov)

Web site:

[www.dhcd.virginia.gov/Mainstreet](http://www.dhcd.virginia.gov/Mainstreet)



VIRGINIA DEPARTMENT OF  
HOUSING AND  
COMMUNITY DEVELOPMENT

501 North Second Street  
Richmond, Virginia 23219

## DOWNTOWN DEVELOPMENT CALENDAR

### April '05

24-26 2005 Virginia Governor's Conference on Travel & Tourism, Richmond, VA (Virginia Tourism Corporation, [www.vatc.org](http://www.vatc.org))

### May '05

1-31 2005 National Preservation Month (National Trust for Historic Preservation, [www.nationaltrust.org](http://www.nationaltrust.org))  
**8-11 2005 National Main Streets Conference**, Baltimore, MD (National Main Street Center, [www.mainstreet.org](http://www.mainstreet.org))  
 14-16 2005 Spring Conference, International Downtown Association, Norfolk, VA (202-393-6801, [www.ida-downtown.org](http://www.ida-downtown.org))  
 15-21 Virginia Business Appreciation Week (Department of Business Assistance, 804-371-8200, [www.dba.virginia.gov](http://www.dba.virginia.gov))

### June '04

**12-14 Virginia Downtown Development Association Annual Conference**, Richmond, VA (757-363-3930 or [charlotte.anders@vt.gov](mailto:charlotte.anders@vt.gov))  
 17 Architecture in America: International Origins and Influences, Richmond, VA (National Trust for Historic Preservation/ERA, 973-496-5628, [www.era.com/eraabout/nationaltrust.html](http://www.era.com/eraabout/nationaltrust.html))  
 19-24 The 2005 International Rural Network Conference and Exchange of Experiences, Abingdon, VA (Rural Policy Research Institute, <http://irn.rupriconvene.org/index.htm>)

### July '04

**19-20 Virginia Main Street Summer Tool Kit Training**, Danville, VA (Virginia Main Street [mainstreet@dhcd.virginia.gov](mailto:mainstreet@dhcd.virginia.gov), 804-371-7030)