



## **NEWS RELEASE | ECONOMIC DEVELOPMENT & TOURISM**

Contact: Samantha Bagbey  
Project Manager  
O. 434.793.1753

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### **Workshop to provide practical tools for local developers and community advocates**

The Danville Office of Economic Development & Tourism (DOEDT), in collaboration with Virginia Housing, will host a Small Scale Development Workshop on Thursday, February 26, 2026, from 8:30am-5pm, at the Institute for Advanced Learning & Research, 150 Slayton Avenue, Danville.

This full-day training, led by the nationally recognized Incremental Development Alliance, will provide participants with practical, hands-on instruction in neighborhood-based development. Attendees will learn how to evaluate potential projects, understand how buildings generate revenue, and explore how small-scale developers work alongside architects, lenders, and local officials to bring projects to life.

#### **Who Should Attend:**

- Aspiring real estate developers interested in neighborhood-based projects
- Community advocates and organizers
- Financial institutions
- Local government officials and economic development professionals
- Architects, designers, and builders
- Property owners considering development projects
- Community members passionate about neighborhood revitalization and improvement

#### **Workshop Topics:**

- The incremental development approach and its role in building local wealth
- Business models and skill assessments for new developers
- Project sizing through zoning, financing, and code analysis
- Navigating zoning and permitting processes
- Financing strategies with banks and private investors

DOEDT Project Manager, Samantha Bagbey, said, "This workshop is about helping our community discover potential, not problems. By equipping participants with practical development skills and strategies, we aim to empower local residents and leaders to see opportunities in every space and turn those opportunities into projects that strengthen neighborhoods and build lasting community wealth."

"Small-scale development is a vital tool for strengthening local economies and creating housing that fits community needs," said Chris McNamara, Senior Strategic Housing Officer, Virginia Housing. "Virginia Housing is excited to partner with the City of Danville to bring this training to the region. We encourage local leaders, planners, small developers, lenders and community advocates to attend this workshop to gain practical skills and build capacity for sustainable, community-driven growth."

Event partners include the Southern Virginia Regional Alliance, Danville Pittsylvania Chamber of Commerce, and surrounding localities, Halifax County, Mecklenburg County, Pittsylvania County, Henry County, and Patrick County. Sponsorship opportunities are available for interested businesses and organizations.

Space is limited. Early bird pricing will end January 30, 2026. To learn more, view a full agenda, and register, click here: <https://www.discoverdanville.com/small-scale-development-workshop/>

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#### **About the Danville Office of Economic Development & Tourism**

The Danville Office of Economic Development & Tourism recruits and retains businesses for the Danville area. The office provides information on available sites and buildings, incentives and other financial resources and offers a website designed for the business community: [www.discoverdanville.com](http://www.discoverdanville.com).