



*Citizens working together for a better Wetzel County*

## **BUSINESS & INDUSTRY FACT BOOK**



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## **WE WANT YOUR BUSINESS IN WETZEL COUNTY!**

Primary reasons why you should consider doing business in our area:

1. Location to reach major markets;
2. Strong existing business and industry base;
3. Excellent labor force;
4. Number of transportation shipping options;
5. Access to quality higher education;
6. Outstanding public education opportunities;
7. Excellent utility rates;
8. Incentives to make a difference;
9. An outstanding quality of life, and
10. Affordable industrial and business sites.

This business and industrial fact book will detail why you should consider locating your business in Wetzel County, West Virginia.

The region has a rich industrial heritage and a bright future as local corporations respond to changes in the international marketplace. Historically, our area's economy is very diverse as we are not dependent upon a single industry for jobs; rather, we thrive with employment in the chemical, aluminum, glass, coal, petroleum, service, construction, timber and retail industries.

Our workers are truly world class as they continue to excel while making the transition from traditional manufacturing processes to the highly skilled tasks and technologies of the modern workplace.

The education system is working with industry to prepare students to compete in the world marketplace and this is taking place as local businesses become partners in education with the local schools.

We are an attractive location for business expansion due to the commitment of state, county and local officials and business leaders who take an active interest in the progress of the community. Please take this opportunity to examine how locating in Wetzel County can help make your project a success!

## Location & Transportation

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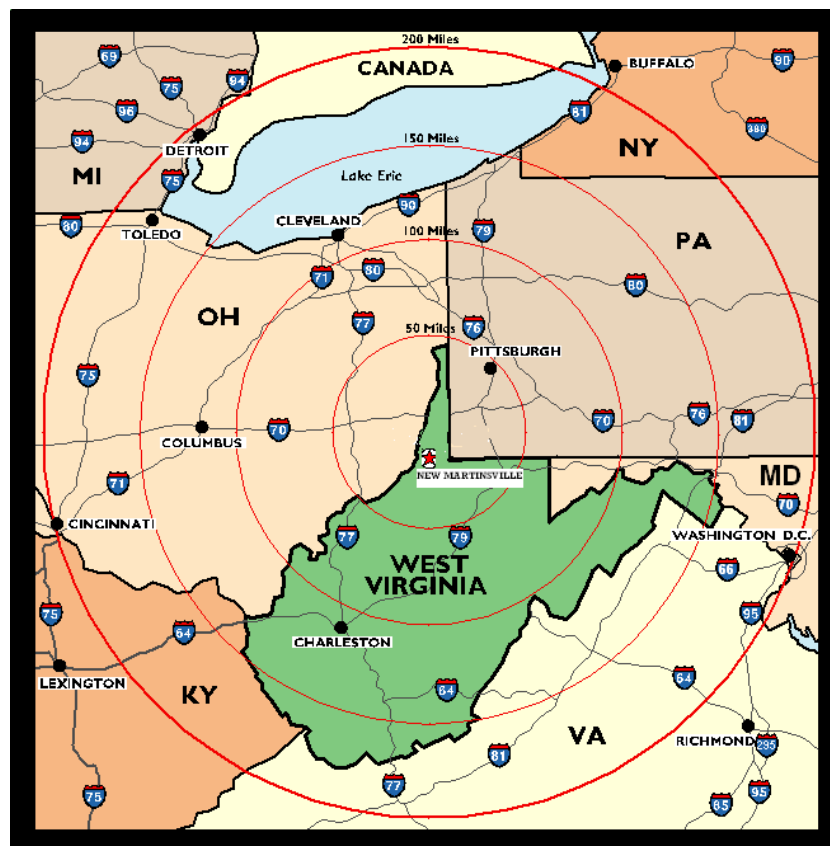
### LOCATION

Wetzel County, West Virginia is located at the base of the northern panhandle in the Ohio Valley, roughly equidistant from two larger markets, Wheeling, WV-Steubenville, OH and Parkersburg, WV-Marietta, OH. As a result, excellent opportunities exist for businesses and industries to service both markets from one central location, **WETZEL COUNTY**.

Wetzel County is a rural county with a 2008 census population of 16,329. The county seat is New Martinsville with a population of 5,564. New Martinsville serves as the hub of business activity for the region. Other communities in the area include Paden City, Sistersville, Middlebourne, Pine Grove and Hundred in West Virginia, and Woodsfield, Hannibal and Sardis in Ohio.

Within a 500 mile radius of New Martinsville can be found all or part of 24 states and half of the national retail market. Sixty percent of the nation's manufacturing employment and 48% of the wholesale, retail and service sector employment are found within this region. Additionally, 51% of overall national employment is located here.

The primary local market, the greater New Martinsville area, consists of a 15 mile radius including most of Tyler and Wetzel Counties in West Virginia and parts of Monroe County in Ohio. The full local market area extends beyond the three counties to include the area within a 30 mile radius of New Martinsville.



# TRANSPORTATION

Wetzel County is an excellent location to transport goods and services across the country and the world. The area's transportation needs are serviced with well-developed rail, barge and highway infrastructure.

## Highways

Located 32 miles north of Wetzel County is Interstate 70, a major east-west route for the shipment of goods and services. Currently, over 50,000 vehicles travel daily through the interchange at Wheeling, WV. Interstate 70 connects with Interstate 79 which is 25 miles east of Wheeling. I-79 is a major north-south interstate.

Located 35 miles south of Wetzel County is Interstate 77, a major north-south shipping route. Interstates 70, 79 and 77 link the area to the entire interstate system and provide excellent access in all directions.

Locally, the area is serviced north and south by West Virginia State Route 2 in West Virginia and Ohio Route 7 in Ohio. These two routes offer excellent access to the Wheeling-Steubenville and Parkersburg-Marietta markets. To service the Morgantown-Clarksburg market, West Virginia State Routes 7 & 20 travel east from New Martinsville with Route 7 passing through Morgantown and Route 20 through Clarksburg.

## Distances To Major Cities

Pittsburgh, Pa	96 miles	Roanoke, VA	340 miles
Charleston, WV	150 miles	Indianapolis, IN	345 miles
Columbus, OH	156 miles	Detroit, MI	360 miles
Cleveland, OH	210 miles	Richmond, VA	375 miles
Cincinnati, OH	210 miles	Philadelphia, PA	380 miles
Washington, DC	273 miles	Charlotte, NC	400 miles
Baltimore, MD	275 miles	Toronto, ON	430 miles
Buffalo, NY	320 miles	New York, NY	450 miles
Louisville, KY	330 miles	Chicago, IL	490 miles

## Distance To Local Markets

Wheeling, WV	32 miles	Clarksburg, WV	57 miles
Marietta, OH	39 miles	Steubenville, OH	58 miles
Parkersburg, WV	45 miles	Morgantown, WV	63 miles

## Trucking

Wetzel County makes an excellent shipping point from which to serve a majority of the industrial, commercial, and consumer markets in the United States. This is a highly competitive trucking market with over 20 motor freight companies maintaining offices in the metropolitan area.

## Trucking continued

The following delivery times were furnished by the dispatcher of a large national carrier with terminal facilities in the Wheeling area. (Delivery times may not reflect direct service.)

<u>Midwest</u>	<u>Delivery</u>	<u>Southeast</u>	<u>Delivery</u>
Cedar Rapids, IA	Three days	Memphis, TN	Three days
Milwaukee, WI	Three days	Nashville, TN	Two days
Chicago, IL	Two days	Lexington, KY	One-two days
South Bend, IN	One day	Atlanta, GA	Two-three days
Detroit, MI	One day	Columbia, SC	Three days
Cleveland, OH	Overnight	Jacksonville, FL	Four days
Columbus, OH	Overnight	New Orleans, LA	Four days
<u>Northeast</u>		<u>Southwest</u>	
Pittsburgh, PA	Overnight	Dallas, TX	Four days
New York, NY	Three days	Houston, TX	Four days
Philadelphia, PA	Three days	Oklahoma City, OK	Three-four days
Boston, MA	Three days	Little Rock, AK	Four days
<u>Mid-Atlantic</u>		<u>West</u>	
Washington, DC	Two days	Denver, CO	Four days
Baltimore, MD	Two days	Los Angeles, CA	Four days
Raleigh, NC	Three days	Seattle, WA	Four days

### Local Air Service

There are many local airports throughout the region. The Wood County Airport serves the Parkersburg-Marietta area and the Wheeling-Ohio County Airport services the Wheeling market. The Wheeling-Ohio County Airport is intended to serve as a regional airport and is approximately a 40 mile drive from Wetzel County.

The city of New Martinsville has a small airport that serves Wetzel County, while the city of Moundsville has an airport 25 miles north of Wetzel County.

### Commercial Air Service

The 75-gate Pittsburgh International Airport, a \$750 million facility completed in October, 1992, serves the commercial air service needs of the area and is 90 miles north of Wetzel County. This 12,080 acre major hub facility provides over 500 flights each day -- with non-stop air service to 112 North American cities and direct international service to London and Frankfurt.

It is reported a total of serving 8,710,291 passengers in 2008. The 1.2 million sq.ft. X-shaped airside terminal, which is expandable to 93 gates, is connected to a landside passenger terminal by a 2,500 foot tunnel and shuttle system for passengers. Parking is available for 17,420 vehicles. Airport limo service is available.

## Commercial Air Service continued

Carriers serving the Greater Pittsburgh International Airport include:

Southwest Airlines	United Airlines	Direct Air
US Airways	USA3000 Airlines	Midwest
Air Canada	American	USAir
Air Tran Airways	Continental Airlines	USAir Express
Jetblue Airways	Delta	

Pittsburg Airport is the fourth largest airport by land area owned in the nation. The airport's three cargo carriers account for over 100 million pounds of freight per year.

### Rail

CSX Transportation provides rail service to Wetzel County. CSX Transportation also owns barge and truck transportation divisions whose services are available in the area. CSX serves local industry by shipping products and materials for all the major corporations through Wetzel County to their final destinations. Although facilities are available for barge transfer, there is no local container or piggyback services offered.

The Greater New Martinsville area is a very cost effective rail shipping point. CSX operates a rail yard in the Brooklyn section of New Martinsville and also owns a number of rail-served industrial sites in the region.

### Barge

By virtue of its location on the Ohio River, the area has excellent water transportation north beyond Pittsburgh and downriver to the Mississippi and Missouri Rivers and all the other navigable tributaries which serve most of the central United States. The Ohio River accounts for over one-third of the maritime cargo moving inland in the United States each year, (approximately 275 million tons) and by comparison handles more cargo per year than the Panama Canal.

The Ohio River is open for navigation year round except in the rare occasion when the river has a major flood or freeze. Within recent years two new locks and dams were built in the area as part of a general comprehensive upgrading of the Ohio navigation system by the Army Corps of Engineers. The new dams provide deeper pools and longer uninterrupted stretches of water which reduce the number of locks to negotiate.

Source: U. S. Army Corps of Engineers

# GEOGRAPHIC CHARACTERISTICS

## Climate

Wetzel County and the mid-Ohio Valley enjoy four distinct seasons. Typically, summer temperatures remain mild, with few days reaching 90 degrees Fahrenheit and night time lows in the 60's. Spring and fall days are generally in the 60's to mid-70's with lows ranging through the 40's and 50's. Our hardwood covered hills produce spectacular foliage colors in the fall. Spring summons blossoms to the trees and wildflowers in abundance. Winters produce frequent snows, but severe cold is infrequent. Roadway snow removal is prompt and efficient.

The last frost generally occurs in April and the first frost of fall in late October, giving an annual growing season of 180 days. The first appreciable snowfall typically occurs in late November and the last in early April. Humidity is low to moderate most of the time (Morning: 78% Afternoon 57%).

Cooling degree days have averaged 686 and heating degree days have averaged 6035 in the last twenty years. Precipitation has averaged 36.7 inches over the same period. Average annual snowfall over the past five years has been 10 to 25 inches.

### MEAN TEMPERATURES (Fahrenheit, base: 30 years):

Jan	Feb	Mar	April	May	June	July	Aug	Sept	Oct	Nov	Dec
30.0	31.1	39.8	51.0	61.8	70.3	74.3	72.6	66.3	54.9	43.0	33.0

## Land Area

Included in the region are three counties; Monroe County, Ohio; Tyler County, and Wetzel County, West Virginia. Monroe County has a land mass of 456 square miles. Tyler County covers 260.1 square miles while Wetzel County consists of 360.47 square miles.

## Geology and Land Use

The region, throughout much of its geologic past, had been covered by ancient inland seas, coastal plains and lush swamps which resulted in the deposition of hundreds of feet of sedimentary rock. These rock strata consist of layers of sandstone, shale, limestone and coal beds. The Ohio River and its tributaries have cut through the relatively flat-lying strata to form the topography we see today. Much of the modern business and residential development has occurred in the alluvium (water deposited) filled valleys of the river and tributaries. This constitutes a high percentage of the level, developable land in the area. In recent years flooding has been mitigated by flood control dams located in the head waters of the Ohio River and on most of its major tributaries.



## Geology and Land Use continued

With an increasing demand for urban land development, some changes in the earlier pattern have already taken place. Urban and suburban residential areas have developed on ridges and slopes adjacent to existing towns. Commercial and light industrial areas have in some cases been established within areas where the costs of correcting unfavorable slopes, soil conditions and water resources previously curbed development. With continued economic pressure, there is a trend toward accepting somewhat higher costs of site preparation. At present, there are still sufficient, well-located land areas available for development.

The Soil Conservation Service provides detailed soils data which indicates two broad categories of local soils. The first is found along the alluvial plains and lower elevations. This soil is generally well suited for development. The second, which is found on slopes and higher elevations, is generally suitable for residential and other light urban development.

Source: Bel-O-Mar Regional Council & WV Geological and Economic Survey

## NATURAL RESOURCES

### Oil and Gas

Although geologists have long known about the natural gas resources of the Marcellus Shale formation, the depth and tightness of the shale made gas exploration and extraction very difficult and expensive. Interest has increased significantly of late due to:

- Recent enhancements to gas well development technology, specifically horizontal drilling and hydraulic fracturing,
- The proximity of high natural gas demand markets in New York, New Jersey and New England and
- The construction of the Millennium Pipeline through the Southern Tier.

Questions have been raised about possible environmental and community impacts. Most concerns are related to water use and management and the composition of the fluids used for fracturing the shale. These are discussed below.

Landowners have been approached by energy and land management companies about leasing their land.

The Marcellus Shale is a black shale formation extending deep underground from Ohio and West Virginia northeast into Pennsylvania and southern New York. Although the Marcellus Shale is exposed at the ground surface in some locations in the northern Finger Lakes area, it is as deep as 7,000 feet or more below the ground surface along the Pennsylvania border in the Delaware River valley. Drilling activity is expected to focus on areas where the Marcellus shale is deeper than 2,000 feet.

## **Sand/Gravel**

The region contains sand and gravel resources in the channel, islands, floodplain and terraces of the Ohio River. The floodplain and terraces are the low lying, relatively flat areas that occur intermittently along the length of the river. Although communities, industries, and mine and industrial waste cover much of the floodplain and terraces, there are some unoccupied areas.

The sand and gravel in the Ohio River Valley is also important as a ground water reservoir providing water for individuals, communities, and industries. It also acts as a filter to clean river water pumped from wells near the river.

## Water

The principal water sources are wells and the Ohio River. Wells drilled in the gravel, alluvium and other strata along the river valleys typically yield over 300 gallons per minute and can exceed 3,500 gpm yields. Typical yields in other locations are less than 20 gallons per minute.

The ground water quality in the area is generally good in both the alluvium and consolidated rock aquifers. Available data shows that the median concentrations of chemicals are within acceptable drinking water limits in all cases except for hardness.

The other principal source of water, the Ohio River, offers virtually unlimited supply for process water and for domestic uses. The lowest estimated flow still provides better than three billion gallons per day through the region. Normal flows are twice that amount.

For additional information contact:

West Virginia Geological and Economic Survey  
PO Box 879  
Morgantown, West Virginia 26508  
Ph: 304-594-2331  
Fax: 304-594-2575  
Website: [www.wvgs.wvnet.edu](http://www.wvgs.wvnet.edu)

## Timber

The timber stands found in the area are primarily hardwood with oak and hickory predominant. Reserves are estimated at 1,060.6 mmbf in Wetzel County. Harvesting accounts for only a quarter to a third of the annual timber growth.

Source: WV Division of Forestry  
Website: [www.wvforestry.com](http://www.wvforestry.com)

## Demographics

Wetzel County is one of 55 counties in West Virginia. Its 2008 population was 16,329

Total 2008 Population	Ohio County	Marshall County	Wetzel County	Belmont County, OH	City of Wheeling
<b>Total Population</b>	44,363	33,120	16,329	68,278	28,913
Male	20,816	16,186	8,586	33,950	13,208
Female	23,547	16,934	9,107	34,328	15,705
<b>Age</b>					
Under 5 years	2,384	1,651	1,007	3,491	1,679
Median Age	43.4	43.1	40.4	40.9	42.4
Over 18 years	35,354	26,351	13,489	54,862	23,489
% of population	79.7 %	79.6 %	76.2 %	80.4 %	80.4 %
65 years and over	8,341	5,620	2,861	11,943	6,033
% of population	18.8 %	17.0 %	16.2 %	17.5 %	20.6
<b>Households by Type</b>					
Total households	42,795	16,032	8,313	31,322	15,497
% Family below Poverty Level	13.9 %	15.2 %	19.8 %	14.6	18.0 %
Population 25 years or over	30,823	23,805	12,287	49,025	5,731
High School graduate or higher	87.3 %	85.2 %	77.6 %	80.9 %	81.9 %
Bachelor's degree or higher	23.9 %	11.4 %	10.4 %	11.1 %	23.2 %
<b>Population 15 years and over</b>					
% Never Married	24.2 %	22.7 %	22.6 %	17.2 %	27.0 %
% Married	54.3 %	49.7 %	63.8 %	65.5%	48.4 %
% Widowed	3.8 %	2.2 %	2.64 %	3.4 %	11.5 %
% Divorced	11.07 %	12.6 %	10.92 %	13.8%	11.5 %
Persons living in households	44,757	32,011	17,523	63,882	28,217
Average persons per household	2.77	2.44	2.45	2.4	2.2
<b>Group Quarters</b>					
Persons living in group quarters	2,670	856	170	3,216	1,622
Institutionalized persons	584	581	121	3,038	584
<b>Race and Origin</b>					
White	93.7	98.1	99.5	94.7	92.3
Black	3.7	0.4	0.1	3.6	5.0
% of total population					
American Indian, Eskimo, Aleut	0.1	0	0.1	0.2	0.1
% of total population					
Asian	0.9	0.5	0.3	0.4	1.0
% of total population					
Native Hawaiian or Pacific Islldr.	0.1	-	-	-	0.1
% of total population					
Other race	0.1	0.1	-	0.9	0.1
Hispanic origin (of any race)	0.7	0.8	0.4	0.5	0.8
% of total population					
Median Family Income <sup>1</sup>	\$38,379	\$39,532	\$39,574	\$39,549	\$33,070

<sup>1</sup>Median Household Income 2008 model-based estimates – U.S. Census Bureau

Source: U.S. Department of Commerce, Bureau of Census 2008

## Housing Profile

Subject	Number	Percent
<b>OCCUPANCY STATUS</b>		
Total housing units	8,313	100.0
Occupied housing units	7,164	86.2
Vacant housing units	1,149	13.8
<b>TENURE</b>		
Occupied housing units	7,164	100.0
Owner-occupied housing units	5,625	78.5
Renter-occupied housing units	1,539	21.5
<b>VACANCY STATUS</b>		
Vacant housing units	1,149	100.0
For rent	169	14.7
For sale only	100	8.7
Rented or sold, not occupied	144	12.5
For seasonal, recreational, or occasional use	420	36.6
For migratory workers	0	0.0
Other vacant	316	27.5
<b>RACE OF HOUSEHOLDER</b>		
Occupied housing units	7,164	100.0
One race	7,132	99.6
White	7,106	99.2
Black or African American	3	0.0
American Indian and Alaska Native	4	0.1
Asian	16	0.2
Native Hawaiian and Other Pacific Islander	2	0.0
Some other race	1	0.0
Two or more races	32	0.4
<b>HISPANIC OR LATINO HOUSEHOLDER AND RACE OF HOUSEHOLDER</b>		
Occupied housing units	7,164	100.0
Hispanic or Latino (of any race)	27	0.4
Not Hispanic or Latino	7,137	99.6
White alone	7,082	98.9
<b>AGE OF HOUSEHOLDER</b>		
Occupied housing units	7,164	100.0
15 to 24 years	223	3.1
25 to 34 years	935	13.1
35 to 44 years	1,351	18.9
45 to 54 years	1,441	20.1
55 to 64 years	1,256	17.5
65 years and over	1,958	27.3
65 to 74 years	1,063	14.8
75 to 84 years	654	9.1
85 years and over	241	3.4

Source: 2008 US Census

## Local Government

Tyler and Wetzel Counties, West Virginia and Monroe County, Ohio are governed by three-member county commissions. Within Wetzel County, there are six incorporated municipalities including New Martinsville, Paden City, Pine Grove, Hundred, Smithfield and Littleton. The remainder of the county is unincorporated.

New Martinsville is the largest community within Wetzel County and also functions as the county seat. It is governed by a mayor/council form of government.

## Personal Income

### PER CAPITA PERSONAL INCOME

In 2007, Wetzel had a per capita personal income (PCPI) of \$27,472. This PCPI ranked 21st in the State, and was 93 percent of the State average, \$29,385

### TOTAL PERSONAL INCOME

In 2007, Wetzel had a total personal income (TPI) of \$450,978

### COMPONENTS OF TOTAL PERSONAL INCOME

Total personal income (TPI) includes net earnings by place of residence; dividends, interest, and rent; and current transfer receipts received by the residents of Wetzel. In 2007, net earnings accounted for 55.5 percent of TPI (compared with 58.8 percent in 1997); dividends, interest, and rent were 13.3 percent (compared with 16.2 percent in 1997); and transfer receipts were 31.2 percent (compared with 25.0 percent in 1997). From 2006 to 2007, net earnings increased 4.2 percent; dividends, interest, and rent increased 7.2 percent; and transfer receipts increased 6.3 percent. From 1997 to 2007, net earnings increased on average 2.1 percent; dividends, interest, and rent increased on average 0.7 percent; and transfer receipts increased on average 5.0 percent.

### EARNINGS BY PLACE OF WORK

Earnings by persons employed in Wetzel increased from \$171,827\* in 2006 to \$183,529\* in 2007, an increase of 6.8 percent. The 2006-2007 state change was 4.5 percent and the national change was 4.9 percent. The average annual growth rate from the 1997 estimate of \$142,172\* to the 2007 estimate was 2.6 percent. The average annual growth rate for the state was 4.3 percent and for the nation was 5.4 percent.

\* All income estimates with the exception of PCPI are in thousands of dollars.  
Regional Economic Information System Bureau of Economic Analysis

## Safety

The Uniform Crime Report for 2006 indicated that state of West Virginia ranked 40<sup>th</sup> with 1 being the highest rank Washington DC.

## ***Labor & Industry***

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### **L A B O R**

#### **Labor Force Data**

	August 2001	August 2008
	<u>Wetzel</u>	<u>Wetzel</u>
Labor Force	7,970	6,521
Employment	7,310	6,009
Rate (%)	8.2	7.8

Source: WV Labor Force Statistics by County, WV Bureau of Employment Programs.

# WETZEL COUNTY

CALENDAR YEAR 2008

## MONTHLY REPORT ON THE CIVILIAN LABOR FORCE, EMPLOYMENT, AND UNEMPLOYMENT \*

JAN\* FEB\* MAR\* APR\* MAY\* JUN\* JUL\* AUG

### LABOR FORCE STATISTICS

CIVILIAN LABOR FORCE	6,479	6,563	6,446	6,437	6,436	6,623	6,580	6,554
TOTAL EMPLOYMENT	5,850	5,898	5,853	5,948	5,969	6,068	6,144	6,166
TOTAL UNEMPLOYMENT	629	665	593	489	467	555	436	388
UNEMPLOYMENT RATE	9.7	10.1	9.2	7.6	7.2	8.3	6.6	5.9

### NONFARM EMPLOYMENT BY INDUSTRY

Female, with percent of employed female population			
1.	Health Care	1,024	19.66%
2.	Educational Services	574	11.02%
3.	Accommodation and Food Services	572	10.98%
4.	Finance and Insurance	320	6.14%
5.	Chemical Manufacturing	288	5.53%
6.	Social Assistance	258	4.95%
7.	Public Administration	248	4.76%
8.	Admin, Support, and Waste Management	236	4.53%
9.	Food and Beverage Stores	222	4.26%
10.	Department and Other General Stores	220	4.22%
11.	Professional / Scientific / Tech Services	140	2.69%
12.	Personal and Laundry Services	120	2.30%
13.	U.S. Postal Service	74	1.42%
14.	Metal Manufacturing	64	1.23%
15.	Construction	62	1.19%
16.	Miscellaneous Manufacturing	60	1.15%
17.	Clothing and Apparel Including Shoes	58	1.11%
18.	Pharmacies and Drug Stores	48	0.92%
19.	Religious / Grantmaking / Civic / Similar Organizations	48	0.92%
20.	Arts / Entertainment / Recreation	46	0.88%

Male, with percent of employed male population			
1.	Chemical Manufacturing	1,376	18.72%
2.	Construction	1,006	13.68%
3.	Metal Manufacturing	814	11.07%
4.	Mining	328	4.46%
5.	Public Administration	308	4.19%
6.	Utilities	272	3.70%
7.	Educational Services	264	3.59%
8.	Truck Transportation	256	3.48%
9.	Health Care	206	2.80%
10.	Admin, Support, and Waste Management	190	2.58%
11.	Agriculture / Forestry / Fishing / Hunting	188	2.56%
12.	Professional / Scientific / Tech Services	184	2.50%
13.	Finance and Insurance	152	2.07%
14.	Accommodation and Food Services	128	1.74%
15.	Food and Beverage Stores	122	1.66%
16.	Motor Vehicle and Parts Dealers	114	1.55%
17.	Repair and Maintenance	108	1.47%
18.	Broadcasting and Telecommunications	96	1.31%
19.	Wood Manufacturing	96	1.31%
20.	Religious / Grantmaking / Civic / Similar Organizations	82	1.12%

2008 Data



Source: WV Bureau of Employment Programs, 2009 Wage Rates

<b>Wetzel - Employment &amp; Wages 2008</b>				
<b>Industry</b>	<b>Units</b>	<b>Employment</b>	<b>Total Wages</b>	<b>Average Weekly Wage</b>
<b>TOTAL, ALL INDUSTRIES</b>	441	4,425	112,331,607	488.19
<b>TOTAL, PRIVATE SECTOR</b>	388	3,244	73,570,944	436.13
<b>NATURAL RESOURCES AND MINING</b>	13	26	745,308	551.27
<b>CONSTRUCTION</b>	42	342	13,620,877	765.90
<b>23 Construction</b>	42	342	13,620,877	765.90
236 Construction of buildings*	10	26	457,829	338.63
238 Specialty trade contractors	29	312	13,125,656	809.02
23822 Plumbing and HVAC contractors	7	46	1,660,317	694.12
2383 Building finishing contractors*	4	73	2,961,084	780.06
2389 Other specialty trade contractors	12	170	7,533,868	852.25
23891 Site preparation contractors	7	80	3,699,513	889.31
238912 Nonresidential site preparation contractors	4	72	3,516,461	939.23
23899 All other specialty trade contractors	5	90	3,834,355	819.31
<b>MANUFACTURING</b>	11	128	3,584,867	538.60
<b>31-33 Manufacturing</b>	11	128	3,584,867	538.60
321 Wood product manufacturing*	4	29	737,636	489.15
<b>TRADE, TRANSPORTATION, AND UTILITIES</b>	102	1,132	27,707,252	470.69
<b>42 Wholesale trade</b>	6	20	615,444	591.77
423 Merchant wholesalers, durable goods	3	13	350,103	517.90
<b>44-45 Retail trade</b>	79	983	19,836,222	388.06
441 Motor vehicle and parts dealers	12	99	2,782,338	540.46
4413 Auto parts, accessories, and tire stores	10	47	1,139,933	466.42
44131 Automotive parts and accessories stores*	7	30	551,320	353.40
44132 Tire dealers*	3	16	588,613	707.46
442 Furniture and home furnishings stores	3	16	244,113	293.40
443 Electronics and appliance stores*	4	24	615,289	493.02
444 Building material and garden supply stores	9	93	2,395,291	495.31
44413 Hardware stores*	5	69	1,758,066	489.98
445 Food and beverage stores	8	150	2,743,233	351.69
445110 Supermarkets and other grocery stores	5	116	2,102,960	348.63

447	Gasoline stations*	12	77	1,104,903	275.94
448	Clothing and clothing accessories stores	5	47	576,107	235.73
452990	All other general merchandise stores	9	54	791,445	281.85
453	Miscellaneous store retailers	12	64	1,116,845	335.60
4532	Office supplies, stationery, and gift stores	4	17	185,510	209.85
4539	Other miscellaneous store retailers	4	35	827,859	454.87
<b>48-49</b>	<b>Transportation and warehousing</b>	<b>13</b>	<b>120</b>	<b>6,926,848</b>	<b>1,110.08</b>
484	Truck transportation	3	16	294,106	353.50
486	Pipeline transportation*	5	79	5,646,602	1,374.54
488	Support activities for transportation	3	20	819,900	788.37
<b>INFORMATION</b>		<b>8</b>	<b>44</b>	<b>1,532,373</b>	<b>669.75</b>
<b>51</b>	<b>Information</b>	<b>8</b>	<b>44</b>	<b>1,532,373</b>	<b>669.75</b>
517	Telecommunications*	4	21	1,197,272	1,096.40
<b>FINANCIAL ACTIVITIES</b>		<b>41</b>	<b>206</b>	<b>4,929,042</b>	<b>460.13</b>
<b>52</b>	<b>Finance and insurance</b>	<b>23</b>	<b>134</b>	<b>3,450,157</b>	<b>495.13</b>
522	Credit intermediation and related activities	16	93	2,185,224	451.87
5221	Depository credit intermediation	11	79	1,747,869	425.48
522110	Commercial banking	10	67	1,431,939	411.00
524	Insurance carriers and related activities*	7	41	1,264,933	593.31
<b>53</b>	<b>Real estate and rental and leasing</b>	<b>18</b>	<b>72</b>	<b>1,478,885</b>	<b>395.00</b>
531	Real estate	12	49	957,759	375.88
5311	Lessors of real estate	8	22	489,596	427.96
532	Rental and leasing services	6	23	521,126	435.73
5322	Consumer goods rental	4	18	423,594	452.56
<b>PROFESSIONAL AND BUSINESS SERVICES</b>		<b>38</b>	<b>170</b>	<b>4,058,575</b>	<b>459.12</b>
<b>54</b>	<b>Professional and technical services*</b>	<b>26</b>	<b>81</b>	<b>1,950,310</b>	<b>463.04</b>
5411	Legal services*	6	20	622,341	598.40
5419	Other professional and technical services	3	16	238,808	287.04
<b>56</b>	<b>Administrative and waste services</b>	<b>9</b>	<b>83</b>	<b>2,092,265</b>	<b>484.77</b>
561	Administrative and support services	6	35	833,382	457.90
562	Waste management and remediation services	3	48	1,258,883	504.37
<b>EDUCATION AND HEALTH SERVICES</b>		<b>39</b>	<b>479</b>	<b>9,977,383</b>	<b>400.58</b>
<b>62</b>	<b>Health care and social assistance</b>	<b>38</b>	<b>468</b>	<b>9,952,706</b>	<b>408.96</b>
621	Ambulatory health care services	26	228	4,712,300	397.46
6211	Offices of physicians*	7	42	1,091,260	499.65
6212	Offices of dentists*	6	36	632,609	337.92
6213	Offices of other health practitioners	9	69	1,248,785	348.04

6241 Individual and family services	3	44	675,512	295.25
<b>LEISURE AND HOSPITALITY</b>	53	570	5,520,550	186.25
<b>71 Arts, entertainment, and recreation*</b>	12	54	510,505	181.81
7132 Gambling industries*	9	33	321,924	187.60
7139 Other amusement and recreation industries	4	21	188,581	172.69
<b>72 Accommodation and food services</b>	41	516	5,010,045	186.71
721 Accommodation*	4	43	507,218	226.85
722 Food services and drinking places	38	473	4,502,827	183.08
72211 Full-service restaurants*	14	192	1,733,210	173.60
7222 Limited-service eating places*	22	276	2,740,178	190.92
722211 Limited-service restaurants	19	264	2,675,637	194.90
<b>OTHER SERVICES</b>	39	146	1,890,151	248.96
<b>81 Other services, except public administration</b>	39	146	1,890,151	248.96
811 Repair and maintenance	13	32	626,240	376.35
8111 Automotive repair and maintenance	10	29	523,866	347.38
812 Personal and laundry services	13	54	780,799	278.06
8121 Personal care services*	5	23	332,026	277.62
8122 Death care services	6	24	375,460	300.85
812210 Funeral homes and funeral services	4	19	295,113	298.69
813 Membership associations and organizations	9	56	389,005	133.60
81341 Civic and social organizations*	7	31	285,178	176.90
<b>GOVERNMENT</b>	53	1,181	38,760,663	631.15
<b>FEDERAL GOVERNMENT</b>	14	45	1,767,272	755.25
<b>STATE GOVERNMENT</b>	12	122	3,685,790	580.98
61 Educational services	1	21	618,191	566.12
62 Health care and social assistance	2	42	1,184,579	542.38
<b>LOCAL GOVERNMENT</b>	27	1,014	33,307,601	631.69
61 Educational services	10	440	16,573,997	724.38
62 Health care and social assistance	2	304	10,470,704	662

# LABOR OVERVIEW

## State of West Virginia

The State of West Virginia is dedicated to its work force and believes that the quality of West Virginia employees is unmatched. Whatever the employer's need, West Virginia has the people and the resources to provide efficient and productive employees.

With a labor force of over 813,000, West Virginia can provide quality-oriented "ready to work" labor in a wide range of fields. The majority of workers are concentrated within the prime working age range of 20 to 44, and the future West Virginia labor force will continue to expand as it draws on a large pool of younger citizens. With assets like these, West Virginia will be able to supply labor to business and industry for many years to come.

Not only does the State have an adequate supply of labor, but West Virginia's long tradition of manufacturing and basic industry specialization has guaranteed a highly skilled work force. Over 79,000 workers are employed in our manufacturing sector, specializing in everything from chemical production to steel making. Recently, a large number of information-based service sector businesses have discovered the advantages of a West Virginia work force for "back office operations", sales and service centers, telemarketing groups and data processing facilities. The growth of the service sector has been remarkable and now totals over 228,000 employees.

Perhaps the greatest advantage of West Virginia labor is the fact that West Virginians take pride in their work. Employers in this State know about the low absenteeism and hard work that contribute to high productivity levels. They are also well aware that West Virginia workers stay on the job, as evidenced by the encouragingly low statistics on work stoppages in recent years. In short, employers in the State are eager to boast about the outstanding quality of West Virginia workers and products.

## Wetzel County

The people of the area are proud of their communities, their families, themselves and their jobs. A strong regional work ethic exists because of the types of industry that evolved in the area. The coal and steel industries produced a "hard working people" who toiled under less than reasonable conditions for long hours, while the area's craftsmen took pride in the works they created from wood, glass and metal. A further tribute to the area's people is the fact that the area continues to be one of the safest regions in the United States.

Previous residents seem to return when new positions open in the community. As the local economy has diversified over the past several years, workers have managed to become extremely resourceful and have utilized their strengths and productivity in new areas.

A major study by Bell Atlantic Business Research, "West Virginia: The Location for Your Office of the Future", dated August, 1991, examined several labor related factors and found that the loyal, stable work force of the area is highly rated for productivity, ease in training, low turnover, low absenteeism and dependability.

The area's diversification from heavy industry to state of the art manufacturing, information-service based operations and advanced technology research operations has opened up new opportunities for the area's steady stream of high school, business and technical school, community college and four year college graduates. Wage rates in this area are well below those of the northeast United States and less than the nearby metropolitan areas of Pittsburgh, Columbus and Cleveland.

## Metro Wheeling

The people of the Metro Wheeling area are proud of their community, their families, themselves and their jobs. A strong regional work ethic exists because of the types of industry which evolved in the region; the coal and steel industries produced a "hard-working people" who toiled under less than reasonable conditions for long hours, while the area's craftsmen took pride in the works they created from wood, glass and metal.

A testament to the quality of life in West Virginia is that residents have been reluctant to leave the valley to gain employment elsewhere and those that have left seem to always return when new positions open in the community. As the local economy has diversified over the past several years, local workers have also managed to become extremely resourceful and utilize their strengths and productivity in new skill areas.

A major study by Bell Atlantic Business Research, "West Virginia: The Location for Your Office of the Future," examined several labor related factors and found that the loyal, stable work force of the area is highly rated for productivity, ease in training, low turnover, low absenteeism and dependability.

The area's diversification from heavy industry to state of the art manufacturing, information-service-based office operations and advanced technology/research have opened up new opportunities for the area's steady stream of high school, business and technical school, community college and four-year college graduates. Wage rates in these areas are well below those of the northeast United States, and less than the nearby metropolitan areas of Pittsburgh, Columbus and Cleveland.

## Major Area Employers (Non-Retail)

Company	Product	Employment
Ormet Corporation	Aluminum	2,500
Bayer	Chemicals	1,470
PPG Industries	Chemicals	810
Wetzel County Public Schools	Education	425
Wetzel County Hospital	Health Care	220
New Martinsville Health Care	Health Care	140
Sistersville Hospital	Health Care	102
Columbian Chemicals Company	Chemicals	80
Consolidated Natural Gas	Natural Gas	67
West Virginia Northern Community College (full & part-time)	Education	43
	Total:	5,777

# NEW BUSINESS START-UP DIRECTORY

## FEDERAL IDENTIFICATION NUMBER

Application forms are available through the Internal Revenue Service Office:

Phone: 1-800-829-4933

Online: [www.irs.gov](http://www.irs.gov)

## WV FRANCHISE (BUSINESS) LICENSE

West Virginia State Tax Department, Division of Excise and License Taxes, Registration Section:

Phone: (304) 558-2500.

Online: [www.state.wv.us](http://www.state.wv.us)

## CITY VENDORS LICENSE AND B & O

City of New Martinsville - Treasurer's Office, Municipal Building, (304) 455-9120.

## BRICK STREET MUTUAL (formerly West Virginia Workers' Compensation Commission)

West Virginia Workers Compensation (304) 926-3400.

## WV WITHHOLDING TAX

West Virginia State Tax Department, Division of Taxpayer Services,

Phone: (304) 558-3333

Online: [www.wvtax.gov](http://www.wvtax.gov)

## WV EMPLOYMENT SECURITY

West Virginia Department of Employment Security, (304) 558-2630.

## COUNTY PROPERTY TAX RETURN (BASED ON 6/30 FIGURES)

Wetzel County Sheriff's Office, County Courthouse, (304) 455-8218 or Wetzel County Assessor's Office, County Courthouse, (304) 455-8216.

## BUSINESS INSPECTION

City of New Martinsville:	Building Inspector	(304) 455-9130
	Electric Inspector	(304) 455-9130
	Fire Inspector	(304) 455-9115
	Police Department	(304) 455-9100
Wetzel County:	Health Department	(304) 337-2001

# BUSINESS AND INDUSTRY RESOURCES

## Wetzel County Chamber of Commerce

In late 1991, the New Martinsville Area Chamber of Commerce, the New Martinsville Main Street Project and the Wetzel County Economic Development Association began meeting to discuss the possible merger of these three separate economic development organizations into one cooperative organization. That organization is the Greater New Martinsville Development Corporation (WETZEL COUNTY CHAMBER OF COMMERCE), a non-profit organization whose mission is to help maintain existing employment and to create new job opportunities for Wetzel County residents while stabilizing and expanding the local tax base. In 2007 the WETZEL COUNTY CHAMBER OF COMMERCE's name was changed to the Wetzel County Chamber of Commerce to be more inclusive of the entire county. In addition the organization is being split into two parts to include traditional Chamber of Commerce activities as well as an economic development arm. This will enable the Chamber to become more actively involved in advocacy and legislative issues.

The Wetzel County Chamber of Commerce

Vision: To be a strong partner in the enhancement and unification of Wetzel County's economic, cultural and civic welfare.

Mission: Our mission is to create a broad understanding and appreciation of the many opportunities in the Wetzel County area by promoting the assets and advantages of our communities with our four strategic pillars

- Valued Resources
- Advocacy and Partnership
- Community Engagement
- Economic Growth

The Wetzel County Chamber of Commerce is very active in community events and provides numerous services to the business community. Major events or services sponsored include:

- Annual Dinner
- Christmas Parade
- Membership Luncheons
- Business Seminars
- Technical Assistance for Businesses and Individuals
- Special Event Coordination
- Representation
- Business Retention Program

For additional information, contact:

Wetzel County Chamber of Commerce  
201 Main Street  
New Martinsville, WV 26155  
304-455-3825  
E-mail: [chamber@wetzelcountychamber.com](mailto:chamber@wetzelcountychamber.com)  
Website: [www.wetzelcountychamber.com](http://www.wetzelcountychamber.com)



## Small Business Development Center

The Small Business Development Center (SBDC) at West Virginia Northern Community College is part of the college's efforts in economic development and part of the state's SBDC program. The SBDC provides management assistance to both existing and prospective small business owners.

Assistance is in two general areas. First, the SBDC provides seminars on topics of interest to the small business community. These are held on Northern's three campuses (Wheeling, Weirton and New Martinsville) throughout the year. The second area is one-on-one counseling with businesses. Areas of assistance include business start-up, business planning, loan packaging, marketing, recordkeeping, procurement, and budgeting.

The SBDC also sponsors a six-week entrepreneurship training program for local residents interested in starting their own business. Sessions are held twice a year in Wheeling.

For more information, contact:

Donna Schramm  
Small Business Development Center  
West Virginia Northern Community College  
1740 Market Street  
Wheeling, WV 26003  
304-214-8973  
E-mail: [donna.l.schramm@wv.gov](mailto:donna.l.schramm@wv.gov)

## Bel-O-Mar Regional Council

The Bel-O-Mar Planning Commission was established in 1969 by eleven local governments located in Ohio and Marshall Counties, West Virginia and Belmont County, Ohio. The West Virginia Legislature, in 1972, created Planning and Development Districts across the state at which time Wetzel County was added to Bel-O-Mar's planning region. In 1974, the Bel-O-Mar Regional Planning Commission was reorganized into a council of governments, thus the present title of Bel-O-Mar Regional Council and Interstate Planning Commission.

The Bel-O-Mar Regional Council (Bel-O-Mar) is a regional organization comprised of local member governments in the region, who cooperatively participate in comprehensive planning to provide for the efficient management of limited resources and revenues for the general welfare of all citizens in the region. The elected officials from municipal and county governments, designated local, state and federal government representatives, and appointed members from the private and public sector make up the Bel-O-Mar board. Board members appoint members to the Executive Committee. The Executive Committee members from Ohio, Marshall and Wetzel counties constitute the CEDS Committee.

The Bel-O-Mar Regional Council (Bel-O-Mar) is an interstate regional planning and development council of governments whose service area for economic development planning includes Marshall, Ohio, and Wetzel Counties in West Virginia and Belmont County in Ohio. In addition, the U.S. Economic Development Administration has designated Ohio, Marshall, and Wetzel counties in West Virginia as an Economic Development District (EDD).

Bel-O-Mar's purpose is to foster a cooperative effort in planning, programming, implementing and developing local and regional plans, programs and projects. This process is accomplished through the joint participation of citizens and elected officials to promote the general welfare of the region.

For more information, contact:

Bel-O-Mar Regional Council  
105 Bridge Street Plaza  
PO Box 2086  
Wheeling, WV 26003  
304-242-1800  
Website: [www.belomar.org](http://www.belomar.org)

## National Technology Transfer Center (NTTC)

Congress established the Robert C. Byrd National Technology Transfer Center in 1989 to link U.S. industry with federal labs and universities that have the technologies, facilities, and researchers that industry needs to maximize product development opportunities. With operations in Wheeling, WV, and Alexandria, VA. The National Technology Transfer Center is committed to developing lasting partnerships among industry, academia, and government agencies.

Thriving for twenty years, the NTTC focuses on providing essential services nationwide for the commercialization of technologies developed by federal agencies and other clients. In addition, NTCC research the commercial and government marketplace to locate available technologies that meet their clients array of needs.

NTTC involves professional experts in variety of areas:

- Intellectual property management
- Engineering
- Computer information/Database development
- Market analysis
- Professional and technical writing, publications production
- Graphic design
- Business and manufacturing consulting
- Financial analysis
- Training

Federal agreements exist among the NTTC, the Department of Commerce's National Institute of Standards and Technology (NIST), and the National Electronics Association. NTTC provides businesses with the guidance and resources necessary to scan the enormous pool of potentially appropriate research projects underway in the federal government's scientific community. NTTC is staffed by technology access agents who can quickly match companies with contacts from federal laboratories doing research in your field. A hotline is provided for this access 1-800-678-NTTC. These contacts can be utilized to:

- Secure answers to technical questions.
- Explore licensing opportunities.
- Pursue cooperative research and development agreements.

NTTC also includes an electronic bulletin board, which provides:

- "Business Gold" - a list of the latest in breakthrough federal laboratory technologies available for licensing.
- The ability to search through many federal laboratory technology databases.
- A directory of people and resources in the federal technology transfer community.

For additional information, contact:

National Technology Transfer Center  
Wheeling Jesuit University  
316 Washington Avenue  
Wheeling, WV 26003  
Ph: 800-678-6882  
Fax: 304-243-2457  
Website: [www.nttc.edu](http://www.nttc.edu)

## The Center for Entrepreneurial Studies and Development

The Center for Entrepreneurial Studies and Development, Inc. (CESD), created in 1981, is a not-for-profit corporation affiliated with West Virginia University. CESD provides high-quality professional services to employers in West Virginia and throughout the United States.

CESD values innovation and continually seeks new approaches to address basic organizational needs founded on the principle that innovations are critical to the long-term success of any organization. CESD's project activities and educational materials received national attention from Fortune 500 companies and high praise from smaller organizations in West Virginia. The center employs 10 associates with a support staff and manages an average of 20 projects at a time, ranging in scope from \$5,000 to \$500,000. The associates come from a variety of disciplines and have a wealth of professional experience that allows them to form teams tailored to meet the needs of almost any organization. Some of CESD's areas of expertise include:

- Operations Management
- Employee Involvement (Work Teams/Work Redesign)
- Integrated Product Development/Concurrent Engineering
- Total Quality Management/Continuous Quality Improvement
- Quality Certification
- Training
- Business Development/Market Assessment
- Process Measurements
- Human Resource Management
- Organizational Assessments

All contributions made to CESD and net income from projects are devoted to activities that reinvest CESD's experiences and expertise into educational activities and programs to benefit West Virginia University and the region.

For additional information, contact:

Center for Entrepreneurial Studies and Development, Inc.  
West Virginia University  
1062 Maple Drive Suite #2  
Morgantown, WV 26505-6107  
Ph: 304-293-5551  
Fax: 304-293-3472  
E-mail: [info@mail.cesd.wvu.edu](mailto:info@mail.cesd.wvu.edu)  
Website: [www.cesd.wvu.edu](http://www.cesd.wvu.edu)

## The Concurrent Engineering Research Center

The Concurrent Engineering Research Center (CERC) is an independent, interdisciplinary research laboratory at West Virginia University with the mission of researching, developing and demonstrating state-of-the-art information technologies and methodologies that enhance teamwork.

CERC was established by the Advanced Research Projects Agency (ARPA, formerly known as DARPA) as the cornerstone of the DARPA Initiative in Concurrent Engineering (DICE), a university/industry consortium formed to develop innovative computer technologies and information management methods to support concurrent engineering teams.

During the Center's first four years, it developed and validated an open computing environment for concurrent engineering teams. This environment included generic, prototype technologies that enable manufacturing organizations to work concurrently.

Since then, the Center has continued to research, develop and demonstrate the effective use of these collaboration technologies through research funded by ARPA, the National Library of Medicine, NASA, the Centers for Disease Control, and Bell Atlantic, expanding the application area from manufacturing to a wider range of national priority domains.

For additional information, contact:

Prof. Ramana Reddy, Ph.D., Director  
Concurrent Engineering Research Center  
West Virginia University  
PO Box 6506  
Morgantown, WV 26506-6506  
Ph: 304-293-7226  
Fax: 304-293-7541  
Email: [ramana.reddy@mail.wvu.edu](mailto:ramana.reddy@mail.wvu.edu)  
Website: [www.cerc.wvu.edu](http://www.cerc.wvu.edu)

## West Virginia Partnership For Industrial Modernization

The West Virginia Partnership for Industrial Modernization (WVPIM) is a non-profit West Virginia corporation. The WVPIM mission is to assist small- and medium-size West Virginia manufacturers in ways that will result in a positive economic impact on business, the community and the state of West Virginia. This assistance is designed to fulfill the needs of manufacturers on an individual basis. This may take the form of technical, engineering, manufacturing, human resources, financial, marketing or any other type of business assistance.

WVPIM funding comes from:

- National Institute of Standards and Technology (an agency of the U.S. Chamber of Commerce)
- State of West Virginia
- Educational institutions such as West Virginia University
- Client fees

WVPIM clients are:

- West Virginia businesses with less than 500 employees
- Manufacturers (SIC codes 2000-3999)

For more information, contact:

6384 8th Street  
Huntington, WV 25701  
Ph: 304-525-1916  
Fax: 304-525-1953

## Robert C. Byrd Institute For Advanced Flexible Manufacturing

The Robert C. Byrd Institute for Advanced Flexible Manufacturing is a manufacturing assistance program that provides a broad range of comprehensive services geared toward helping companies modernize their operations. Services offered by the Institute are organized by functional groups.

Through **Shared Manufacturing**, companies can lease time on various pieces of flexible manufacturing equipment to expand their capabilities and train their work force. The Institute provides technical assistance in areas such as operation and CAD/CAM programming of CNC equipment; design modification and reverse engineering; hardware, software and equipment demonstration. The Institute is continually evaluating equipment to add to the organization.

The Institute offers a range of **Work Force Development** programs to meet the professional/managerial and technical training needs of companies. Throughout the year, special training programs are provided in which numerous companies are able to participate, thereby lowering the cost of training. The Institute will also customize training programs for an individual company. Technical Training programs include instruction in areas such as operation/programming/maintenance of CNC equipment, computer aided design/computer aided manufacturing (CAD/CAM), and programmable logic controllers (PLC). Management & professional training includes Total Quality Management (TQM), Statistical Process Control (SPC), ISO 9000 standards, supervisory management, health/safety/environmental regulations and electronic data interchange (EDI).

The **Systems Analysis** group helps companies integrate technologies, choose the best hardware and software for their operations, access telecommunications resources and use electronic commerce. Additional services include consultation and management assistance for computer systems projects; connection of CNC machines to computers, LAN design and installation.

The Institute has implemented a **Strategic Partnership Program** to be able to more effectively meet the needs of manufacturers throughout the state. Most recently the Institute has forged closer relationships with several 2 and 4-year institutions of higher education, vo-tech centers and other entities that provide technical assistance to manufacturers.

For additional information, contact:

Robert C. Byrd Institute for Advanced Flexible Manufacturing  
1050 Fourth Avenue  
Huntington, WV 25701  
Ph: 304-781-1625  
Fax: 304-696-6277  
E-mail: [info@rcbi.org](mailto:info@rcbi.org)  
Website: [www.rcbi.org](http://www.rcbi.org)

## Software Valley

Software Valley is a non-profit organization devoted to the encouragement and growth of emerging technologies in West Virginia. Founded in 1985, Software Valley is comprised of members from academia, government, small business, and industry from all parts of West Virginia and throughout the nation.

Software Valley is dedicated to creating and retaining jobs in the expanding field of technology while enhancing the state's traditional industries through the application of advanced and high technologies. Software Valley works in economic development to:

- Create and retain job opportunities in the fields of teletechnology, high technology and advanced technologies.
- Demonstrate new technology pilot projects nationally.
- Promote West Virginia as an economically sensible center for research and development for emerging technologies.
- Facilitate technology transfer to business and industry.
- Encourage the development of business and financial opportunities in national and international markets.
- Advance partnerships among government, academia, business and industry.
- Provide education in new and emerging technology.

For additional information, contact:

Software Valley Corporation  
Box 658, 1009 University Avenue  
Morgantown, WV 26507-3513  
Ph: 304-291-3426  
Fax: 304-291-3513



## West Virginia High Technology Consortium Foundation

A non-profit corporation providing technical, educational and promotional assistance to its members, the West Virginia High Technology Consortium Foundation (WVHTCF) is a rapidly-growing group of high-tech companies located throughout the state.

With a focus on information technology companies, two-thirds of the WVHTCF membership consists of small businesses. Some members are certified as 8a by the Small Business Administration while others are in the certification process. These smaller companies directly benefit from "mentoring" provided by the larger businesses in the consortium.

Through teaming arrangements, the WVHTCF comprises groups of diverse companies that work together to compete for subcontracts with prime contractors in the government and private sectors.

By facilitating teaming and providing other support to its members, the consortium enables prime contractors to benefit from a "one-stop shop" approach to subcontracting. With company capabilities covering the full spectrum of software development, systems engineering and integration, independent verification and validation, hardware sales and support, and a wealth of experience working with federal agencies, WVHTCF is positioned to play a major role in the changing economy of the Mountain State.

For more information, contact:

West Virginia High Technology Consortium Foundation  
1000 Technology Drive, Suite 1000  
Fairmont, WV 26554  
Ph: 1-877-363-5482  
Fax: 304-366-2699  
E-mail: [info@wvhtf.org](mailto:info@wvhtf.org)  
Website: [www.wvhtf.org](http://www.wvhtf.org)

## West Virginia Institute of Technology

West Virginia Institute of Technology offers programs with strong professional, scientific, and technological emphasis. The Institute develops and maintains activities which are consistent with its responsibilities for economic development of the region and state. To accomplish this mission, the Institute prepares students for technically-oriented occupations and responds to statewide and regional needs for the delivery of engineering and technical programs through extension offerings, continuing education, and consultative activities of its faculty and staff.

Its Technical Assistance Center was established to assist the Institute in fulfilling its mission of technological development of the region and state. This center provides business, industry, and government with an organized interdisciplinary approach to problem solving. To further extend the services it offers, the center works directly with other statewide modernization organizations, public and private colleges, as well as the Small Business Development Division of the West Virginia Development Office.

Since 1986, more than 350 small companies have been assisted by West Virginia Tech. Types of service assistance include technical program computer use training; secretarial and bookkeeping computer use training; printing press use, including color separation and desktop publishing; stress analysis; industrial park feasibility design and analysis; and patent as well as construction drawings. Further, its capabilities include printing training, computer system and design and analysis, computer application training and evaluating, stress analysis and machine design, energy evaluation and analysis as well as plant site planning and evaluation.

Examples of companies who have received assistance from West Virginia Tech include Amherst Industries, Bluefield Armature, Columbia Gas, Globe Metallurgical Corp., Gresham Printing, Long-Airdox Corp., Mountaineer Manufacturing, News-Eagle Corp., and West Virginia Pump. West Virginia Tech has proven to be a valuable asset to the state's industrial modernization program.

For additional information, contact:

West Virginia Institute of Technology  
EDA Technical Assistance Center  
405 Fayette Pike  
Montgomery, WV 25136  
Ph: 304-442-4088  
Website: [www.wvutech.edu](http://www.wvutech.edu)

## West Virginia University Industrial Extension Service (WVUIES)

The West Virginia University Industrial Extension Service (WVUIES), established in 1991, provides outreach services to the state's manufacturing sector. Focusing on small and medium-sized manufacturing operations, WVUIES helps to stimulate the expansion of business and employment by improving profitability and competitiveness. The IES is a division of the WVU Extension Service dedicated to delivering technical and management assistance to manufacturing firms throughout West Virginia and helping them make better decisions by supplying direct services and information in technical and management areas.

The mission of the WVUIES is to help West Virginia industry prosper. This includes the concern for a productive, secure, and prosperous employment environment for West Virginia workers. The strategy is to provide direct, local delivery of services and information, including referrals to a large network of partnerships, with the goal of helping manufacturers solve problems. Solutions are tailored to client needs using a field staff as well as university-based and outside expertise as appropriate. With this approach, WVUIES also helps clients learn to solve similar problems in the future.

WVUIES has established five regional site offices to provide technical and management assistance to West Virginia manufacturers. Field engineers at the regional sites work directly with manufacturers to identify and help them solve problems. Field staff action, triggered by referrals from traditional extension services or other economic development agencies, and by direct requests, enables the WVUIES to serve more rural areas of the state. WVUIES is the initial point of contact for a range of services and information for industry which include:

- Access to modern manufacturing technology and opportunities to facilitate adoption and installation by West Virginia manufacturing firms.
- Access to the latest off-the-shelf technical and management solutions and applied R&D.
- Access to educational and training opportunities that enable client industries to utilize modern technologies and improve their competitiveness.
- Access to introducing and identifying opportunities for West Virginia industries to share marketing, engineering, and other features of flexible manufacturing networks.
- Access to technical and educational databases and clearinghouses for industry information.
- Assistance in locating and screening technical information, manufacturing technologies, emerging strategies, and sources of expertise.

WVUIES is one of eight affiliates involved with the Manufacturing Technology Assistance Center (MTAC). Located at the University of Pittsburgh, MTAC serves as one of NASA's six regional technology centers specializing in the transfer of technology from federal agencies and a wide variety of other domestic and international organizations to private industry. Operating as an informational clearinghouse, MTAC offers access to several databases, including the Federal Laboratories Database (FLD) and the United States Political Science Documents (USPSD).

For additional information, contact:

West Virginia University Industrial Extension Service  
317 MRB  
Morgantown, WV 26506-6070  
Ph: 304-293-4211  
Fax: 304-293-6751  
Website: [www.wvmep.com](http://www.wvmep.com)

## STATE INDUSTRIAL & ENVIRONMENTAL REGULATIONS/PERMITTING

Relocating or expanding industries need to have knowledge of the steps that are required to meet environmental protection regulations. Wetzel County Chamber of Commerce can relay questions to appropriate officials for you, or you can make direct contact to the offices listed below.

### Air

Air Pollution Control Commission  
2305 Grand Central Ave.  
Vienna, West Virginia 26105  
304-295-6608

### Water

Division of Environmental Protection  
601-57<sup>th</sup> Street  
Charleston, West Virginia 25304

Division of Water and Waste Management  
601- 57<sup>th</sup> Street  
Charleston, West Virginia 25304  
304-926-0495

In addition, there a number of low-cost and no-cost programs designed to help small and medium-sized businesses adequately research and implement a sound environmental plan. These programs include:

Pollution Prevention Services	304-926-0499 ext 1331
Small Business Assistance Program (air quality)	304-926-0499
The Small Business Ombudsman (air quality)	304-926-0499 ext 1381
Marshall University Center for Environmental, Geotechnical and Applied Sciences	304-696-3568
University Procurement Technical Assistance Center	304-696-6787
West Virginia University Industrial Extension Service	304-293-4211
West Virginia Partnership for Industrial Modernization	304-525-1916
National Institute for Chemical Studies	1-800-611-2296 ext 834
The National Technology Transfer Center Environmental Technology Exchange Program	1-800-678-6882

## Water Quality

### Activity Subject to Permit:

- Discharging directly into the waters of the State, National Pollutant Discharge Elimination System (NPDES) permit.
- Acquiring, installing, constructing, modifying or operating potential water pollution sources.

### Time Required for Permit:

Approximately 6 months

### Contact:

West Virginia Division of Environmental Protection  
Office of Water Resources  
Charleston, WV 25311  
304-558-8855

### Activity Subject to Permit:

- Acquiring, installing, constructing, modifying or operating public water supplies.

### Time Required for Permit:

Approximately 6 months

Contact: West Virginia Division of Environmental Protection  
Office of Water Resources  
601-57<sup>th</sup> Street  
Charleston, WV 25304  
304-926-0495

## Air Quality

### Activity Subject to Permit:

- Constructing, modifying or relocating a facility which may discharge air contaminants into the air.
- Operating a facility which may discharge contaminants into the air.

### Time Required for Permit:

Approximately 6 months to 1 year upon receipt of a completed application and provided on-site monitoring is not required.

### Contact:

West Virginia Division of Environmental Protection  
Office of Air Quality  
601-57<sup>th</sup> St.  
Charleston, WV 25304  
304-926-0475

## Solid Waste

### Activity Subject to Permit:

- Disposing of industrial solid wastes and debris.
- Constructing a facility/site designed to handle solid waste - landfill or transfer station.
- Operating a facility/site designed to handle solid waste - landfill or transfer station.

Time Required for Permit: (After solid waste authority gives site approval and after Public Service Commission issues a Certificate of Need)

Approximately 6 months - 90 days for review; 90 days for issuing

### Contact:

West Virginia Division of Environmental Protection  
Office of Waste Management  
Solid Waste Management Section  
601-57<sup>th</sup> Street SE  
Charleston, WV 25304  
304-926-0499 ext 1295

## Hazardous Waste

### Activity Subject to Permit:

- Generating, treating, handling, storing or disposing of wastes determined to be hazardous.

### Time Required for Permit:

Approximately Eight and one-half months

Completeness Review:	60 days
Technical Review:	150 days
Draft Permit/Public Notice and Issuance:	<u>50 days</u>
Total: (approximately)	260 days

### Contact:

West Virginia Division of Environmental Protection  
Office of Waste Management  
Hazardous Waste Section  
601-57<sup>th</sup> Street SE  
Charleston, WV 25304  
304-926-0499 ext 1295



## Local

For information about regulations affecting discharging wastes into municipal sewage systems, contact WETZEL COUNTY CHAMBER OF COMMERCE for referral to the appropriate officials for the sites you wish to investigate.

## **UNEMPLOYMENT COMPENSATION**

Presently, new employers pay a rate of 2.7 percent on the first \$8,000 of wages for each employee, for contribution to unemployment compensation.

After the first 36 months of operating with a rate of 2.7 percent, an employer is granted an individual rate based on his experience of contribution versus claims by his employees; a company which has employees with very few and short unemployment periods will have a lower rate than a company with many and/or extended unemployment periods. Tax rates for experience-rated employers range from .5 percent to 8.5 percent.

A new employer that already has a division of that company operating in West Virginia will pay the same experience rate as the other division. (See New Business Start-Up Directory on page 21.)

## **WORKERS' COMPENSATION FUND**

The state of West Virginia administers an exclusive, mandatory State Fund for the purpose of disbursing Workers' Compensation benefits. Created by statute in 1913, the West Virginia Workers' Compensation Fund was charged with responsibility for protecting employers and employees in the event of an occupational injury, disease or death. Major amendments to the Workers' Compensation law effective June 7, 1974, made coverage under the Fund mandatory for virtually all employers.

As an option to being a regular subscriber to the Fund, employers may apply to be self-insured. Certain requirements must be met and the commissioner must be satisfied as to the ability of an employer to ensure payment of compensation before permission to self-insure will be granted. Generally, an application for self-insurance must be received by December 31. The effective date of self-insurance will be July 1 of the following year contingent upon the commissioner's approval.

The law now provides that "...all persons, firms, associations and corporations regularly employing another person or persons for the purpose of carrying on any form of industry, service or business in this state are hereby required to subscribe to and pay premiums into the Workers' Compensation Fund for the protection of employees...". There are seven exceptions to this provision, including employers of domestics, employers of five or fewer persons in agriculture, and those who employ only temporary help for short periods of time. Such exempt employers have the option of choosing whether to provide coverage for their employees through the Fund. (See New Business Start-Up Directory on page 21.)

# BUSINESS SERVICES

## Postal, Courier, Package services

Area branches of the U.S. Postal Service include:

Middlebourne	304-758-4021
New Martinsville	304-455-3211
Paden City	304-337-8761
Sistersville	304-652-5111

Courier, package and telegraph services are available through:

UPS:	1-800-742-5877
Federal Express:	1-800-463-3339
Western Union:	1-800-325-6000

### **TRAINING**

#### **Governor's Guaranteed Workforce Program**

The Governor's Guaranteed Work Force Program provides one-stop access for all economic development related job training needs. By effectively coordinating state job training programs for new or expanding businesses, the program helps cut the red tape and efficiently meet needs for training, retraining and skills upgrading.

All state training information is available in one office, including application forms, funding guidelines and program design assistance.

The Governor's Guaranteed Work Force Program coordinates the following job training resources:

- West Virginia Development Office
- West Virginia Department of Education
- West Virginia Bureau of Employment Programs
- West Virginia Colleges and Universities
- West Virginia Department of Health and Human Resources
- Northern Panhandle Private Industry Council
- Additional resources both public and private

Because each job training resource has its own specific criteria and requirements, the Governor's Guaranteed Work Force Program assists in matching an employer's needs with the best possible training solution. Customized training programs can be developed to ensure successful results.

Program activities provided are as follows:

- Recruit and refer trainee applicants.
  - ⇒ Coordinate screening and selection of trainees through the West Virginia Bureau of Employment Programs.
  - ⇒ Selection of trainees for customized pre-employment training. Final selection of employees is made by the employer.
- Job skills task analysis.
- Supervisory training.
- Curriculum development.
- "Train the Trainer" program.
- Provide off-site and/or on-site pre-employment training.
- Retrain employees in response to technological change.
- Provide job upgrade training if the training will retain and/or increase the employer's work force.
- Provide necessary training materials, supplies and equipment.

## Governor's Guaranteed Workforce Program continued

- Customized video production.
  - ⇒ Company orientation
  - ⇒ Production processes
- Hiring of specialized instructors, if needed.
- Assist a foreign employer locating or expanding in the state.

Training programs can be provided by colleges, universities, community colleges, vocational/technical centers, company instructors and/or private consultants. Flexibility is the key word to the Governor's Guaranteed Work Force Program.

For additional information and applications, contact:

David Lieving, Manager Workforce Development  
Governor's Guaranteed Work Force Program  
West Virginia Development Office  
1900 Kanawha Boulevard, East  
Charleston, WV 25305-0311  
Ph: 304-558-7024  
Fax: 304-558-7029  
Website: [www.workforcewv.org](http://www.workforcewv.org)

# ADDITIONAL TRAINING SERVICES

## State of West Virginia

Additional employee training services may be provided by the state's Job Training Programs Division and the Bureau of Vocational Education - JTPA Programs to new or expanding businesses. The services are briefly described as follows:

1. Customize a training development program geared to the specific needs of your company which would include such services as job/task analysis, training plan design, training materials preparation and program evaluation.
2. Locate, hire and prepare instructors to teach on-site or within local educational facilities such as colleges, vocational schools and community centers.
3. Initiate a development program for training and supervisory personnel. This may include supervisory training, time management, statistical process control, stress management and "Train the Trainer."
4. Establish an employee orientation program that may be conducted through seminars.
5. The Bureau of Vocational Education will offer "drop-in" technical assistance to your company on an as-needed basis.
6. Vocational Education will assist you in conducting conference planning and will supply a speaker referral service for your specific program needs.
7. In cooperation with the West Virginia Department of Employment Security, we can establish a program to screen, test and interview potential employees. We will review past job performance, test applicants for general job skills and assess aptitude. Employment Security will refer applicants to your company only when the applicants have met the minimum employment qualifications you establish, and you will have the final option on selecting job candidates. Employment Security will also work with employers to assure that all applicants meet eligibility requirements for certification in order to qualify for all training and financing programs. This will enable your company to create a labor pool of qualified individuals from which to choose your employees.

Training services would be provided through direct communication between personnel and representatives of your company and the Bureau of Vocational Education. The following data defines the specifics of implementation of our training program.

**Job Description:** In cooperation with your company, a job description for each employee will be prepared. A list of necessary equipment would be compiled prior to preparation of the training program in order to fully develop the job description.

**Task Analysis:** Each job will require the completion of a task analysis by the company in cooperation with technical experts furnished by Vocational Education. The technical experts would visit the company and offer assistance in defining all the tasks, skills and knowledge necessary to insure employee competence and enhance job performance.

**Training Plan:** Using the job descriptions and task analyses, the Vocational Bureau will design and implement a customized training plan meeting the specific educational and training needs of your company. The training plan would combine practical hands-on training, classroom and theory instruction and on-the-job experience. The length and difficulty levels of training would be determined by the job descriptions and task analyses previously completed.

**Training Materials:** In addition to a published training program that defines the learning process, textbooks, published materials, audiovisuals and consumable materials will be furnished by Vocational Education in cooperation with various other educational facilities. West Virginia belongs to the East Central Curriculum Network and has nationwide access to the latest materials relative to all facets of training. Short-term specific training or long-term training programs for most job requirements can be obtained or will be developed. Access to needed materials will be referenced to the West Virginia Curriculum Lab, which has on hand thousands of training resources in the form of films, audiovisuals, textbooks, curricula and related software.

**Training Site:** If your company so chooses, the primary training site would be the work place. Each training program, however, would be designed in a manner that facilitates training in a vocational center, a college or university or a rented facility. Should the training be conducted within the work place, financial assistance may be allocated to your company for rental agreements.

**Instructors:** Vocational Education will furnish needed instructors to conduct training activities. These instructors can be company personnel who will receive salary support from the training program. Instructors from Vocational Education or the college ranks will be furnished as needed, and consultants will be contracted if the training plan specifies that need.

**Evaluation:** Success of training will be monitored during and after completion of the program. If necessary, additions or alterations to the initial designs will be made by Vocational Education in cooperation with company personnel. The training plan is the property of the company and will remain with the company to meet present and future needs.

For more information on training and hiring services for your company, contact:

Job Training Programs Division  
112 California Ave.  
2nd Floor, Room 208  
Charleston, WV 25305  
304-558-1847

## Northern Panhandle Workforce Investment Board

With the passage of the Workforce Investment Act of 1998 (WIA), the former Northern Panhandle Private Industry Council (NPPIC), Inc., has now changed to the Northern Panhandle Workforce Investment Board (NPWIB), Inc. The WIA law has resulted in communities across the nation re-evaluating their workforce development needs.

The Workforce West Virginia Division under the West Virginia Department of Commerce effectively coordinates all available state and federal training resources by orchestrating the efforts of state agencies and local organizations. The division also administers West Virginia's Workforce Investment Act, with seven regional boards that provide a link between the state and local levels. WorkForce WV Career Centers are operated locally, providing job seekers a one-stop location for employment-related services. For more information, visit [www.workforcewv.org](http://www.workforcewv.org).

As a result, wonderful new opportunities are being created in our local region for those who are either unemployed or under employed. A seamless career and workforce delivery system operates in the local One Stop Centers of the Northern Panhandle region. Job seekers and employers alike are provided with a "One Stop Shopping" solution to their employment and training needs.

The NPWIB envisions a workforce development service system that is driven by information technology, with the main focus on customer satisfaction and convenience. We strive to continuously improve the quality of services offered and customize solutions to meet individual customer needs.

The NPWIB plans to reach the goals of:

- Developing a more integrated training service(s) via WORKFORCE West Virginia Career Centers
- Promote better paying jobs in our region
- Match employers' needs with skilled workers
- Address workforce development challenges in rural areas
- Provide additional training opportunities and training providers for our region's residents
- Strengthen ties between the local economic development community and the workforce development system
- Continuously monitor and improve customer satisfaction

For more information, contact:

Rosemary Guida, Executive Director  
Northern Panhandle Workforce Investment Board Inc.  
2003 Warwood Avenue  
Wheeling, WV 26003  
Ph: 304-277-2011  
Fax: 304-277-2013  
Website: [www.npworkforcewv.org](http://www.npworkforcewv.org)



## Temporary Employment Services

The following agencies can provide temporary and/or permanent placement:

Kelly Services  
2108 Lumber Avenue  
Wheeling, WV 26003  
304-243-0230

Olsten Staffing Services  
2112 Lumber Avenue  
Wheeling, WV 26003  
304-243-1400

Volt Services Group  
710 Wells Street  
Sistersville, WV 26175  
304-652-6000

## **EDUCATION & BUSINESS**

West Virginia's institutions of higher education offer a wide range of programs designed to meet the needs of business in the state. The programs range from one year certificate and associate degree programs offered by community colleges to professional and doctorate degree programs offered by comprehensive universities. Institutions are located in every geographic region of the state and have tuition costs which are among the lowest in the country.

### **Center For Education and Research With Industry (CERI)**

West Virginia higher education has expanded its efforts to assist industry beyond the traditional training of students. The West Virginia Board of Regents established the Center for Education and Research with Industry (CERI), a network which includes all public and several private colleges and universities, to encourage, facilitate and support educational institutions to strengthen campus-business linkages and to more fully involve the resources of higher education in meeting West Virginia's economic development needs. This statewide network has proven effective in directing the resources and expertise of the state's colleges and universities to the training, research and technical assistance needs of the West Virginia business community.

### **Economic Development and Higher Education**

The institutions of higher education in West Virginia provide a variety of direct services to business and industry. During the 1995 legislative session the West Virginia Legislature enacted Senate Bill 547 which charges the public colleges and universities within the state to be change agents to propel and sustain economic and community development. The act specifically establishes expectations for the community and technical colleges within the state to assume a leadership role in workforce development.

Senate Bill 547 creates 11 community and technical college districts within the state and requires the lead community and technical college within each district to establish a district consortium committee. The district consortium committee is to advise the community and technical college president on workforce development issues including, but not limited to, a needs assessment of businesses and industries in the district, coordination of training and education efforts by secondary and post-secondary education, school-to-work, one-stop-shop career centers and a single point of contact for business and industry. West Virginia Northern Community College facilitates workforce development activities in the Northern Panhandle community and Technical College District in partnership with West Liberty State College, the six county school districts, other colleges and universities in the state, and various state and local agencies.

A significant collaborative initiative to provide training to businesses and industries is the Training Network. The Training Network is a partnership involving the West Virginia Development Office, West Virginia Northern Community College, the Center for Entrepreneurial Studies Development affiliated with West Virginia University, the county school systems, and a variety of other providers within the district and the state. Certified trainers are able to present modules which cover a broad range of training usually requested by businesses and industries. In addition, the local providers offer a wide array of services including needs assessments, basic skills, technical skills, communication and team building skills, computer software instruction, and customized instruction designed for the specific business or industry.

## Economic Development and Higher Education continued

Other forms of assistance which West Virginia's colleges and universities can provide to businesses and industries include:

- Programs and classes at all levels on business sites;
- Marketing, studies;
- Access to college facilities including laboratory equipment, libraries, satellite downlink sites, and computer systems;
- Specialized employee training or professional development;
- Business start-up assistance and management development;
- Consultation and technical assistance; and
- Research and development of products and processes.

### **Other Business Assistance Centers**

Other important Centers which have been assisting businesses include the Center for Economic Research (West Virginia University), the Institute for Public Affairs (West Virginia University), the Institute for International Trade Development (Marshall University), the Institute for Business Development (Marshall University), the Center for Economic Action (Concord College), the Center for Entrepreneurial Studies (West Virginia University), and the Energy Research Center (West Virginia University).

# STATE PUBLIC HIGHER EDUCATION

The state public higher education system consists of two universities, a graduate college, an osteopathic school, eight four-year colleges, three community colleges, and a two-year branch college. Ten private institutions round out the higher education opportunities in the state.

West Virginia University, the state's land grant institution, is the doctoral degree-granting, research University of West Virginia. The University offers approximately 167 academic programs in 14 schools and colleges. In addition, the University has the following Institutes and Centers for the promotion of interdisciplinary studies and research: the Energy Research Center, the Regional Research Institute, the Water Research Institute, the Gerontology Center, the Harley O. Staggers Transportation Center, the Center for Women's Studies, the National Research Center for Coal & Energy, and the Mary Babb Randolph Cancer Center.

Marshall University serves as the regional university for southern West Virginia and offers 105 degree and certificate programs. The College of Graduate Studies (COGS) provides graduate education opportunities through two dozen degree and certificate programs offered primarily for the convenience of fully employed students in a sixteen-county region in the southern part of the state.

The four-year colleges are strategically located in the various geographic regions of the state and offer a broad variety of programs to meet student and industry needs. The faculty and facilities at all of the colleges and universities are available to industries for assistance in research and education matters.

The Board of Directors has developed a community college system which consists of 11 community colleges and community college components operating in some 80 sites throughout the state. With the establishment of the Community College System and numerous outreach centers and branches, higher education/career vocational technical training opportunities are now available to virtually every citizen throughout the state, with a minimum amount of travel.

Professional programs at West Virginia University include medicine, dentistry, and law. Medical education is also available at Marshall University and the West Virginia School of Osteopathic Medicine.

For more information, contact:

Robert C. Byrd Institute  
Huntington Manufacturing  
Technology Center  
Marshall University  
1050 Fourth Avenue  
Huntington, WV 25755-2130  
304-781-1625

Mark W. Stotler, Program Review  
Planning Coordinator  
West Virginia Higher Education  
Central Office  
950 Kanawha Blvd., East  
Charleston, WV 25301  
304-558-0262

# VOCATIONAL/TECHNICAL EDUCATION

The mission of the West Virginia Career and Technical Education is to better prepare students for the world of work and higher education through education programs and training offered at the career and technical education sites throughout the state.

## **West Virginia Career and Technical Education Facilities**

- 25** High Schools with five or more occupational areas
- 23** County Centers with five or more occupational areas
- 7** Multi-County Centers
- 16** Colleges/Universities offering career/technical education
- 3** Specialized Facilities offering career/technical education

West Virginia Career and Technical Education programs, utilizing over 300 schools, are available to students in every county in the state. Students at secondary, post secondary and adult levels are within easy accessibility of training with a minimum of inconvenience. The Department can also provide job analysis and production flow analysis for employers.

The state of West Virginia, through the Office of Community and Industrial Development and the West Virginia Department of Education, Technical and Adult Education Services, is committed to providing quality educational and training services for employers.

# PRIMARY & SECONDARY EDUCATION

## Public Schools Overview

The state of West Virginia has made great strides in recent years toward improving the quality, effectiveness and business-relevance of its public schools. This includes raising teacher salaries to attract and retain highly qualified teachers, expanding the presence and use of computers in classrooms, and focusing curricula on the skills and experiences needed by businesses.

The public school systems in the Northern Panhandle have been at the forefront of the state's progress. With their highly experienced teachers, small classroom sizes, and high attendance and graduation rates, the region's schools are leaders in preparing students for the work force.

The place to begin preparing workers for the work environment is high school. Wetzel County schools are dedicated to providing students with the education they need to be successful in their selected careers.

Whether Wetzel County students enter the work force out of high school or attend a two-year or four year college, they can be proud of graduating from some of West Virginia's top schools. Hundred High School in Hundred, WV has been honored as a National School of Excellence.

There are four high schools in Wetzel County -- Hundred H.S., Magnolia H.S., Paden City H.S. and Valley H.S. The average class size is 17.7 and the teachers' average educational experience in the county is 16 years.

The attendance rate is nearly 96%. Of the 256 Wetzel County students enrolled in grade 12 over 15% took an Advanced Placement Test given by the College Board. The average combined score for Wetzel County was 974, sixty four points above the national average. A look at the program of studies of high school juniors in the county revealed that 54.4% were participating in a college prep program, 13.5% were taking part in the tech prep program and 6.3% were enrolled in a vocational program with the remaining students classified as "other" or no response.

Wetzel County has implemented career planning for all ninth graders. The School-to-Career program will give students the ability to choose classes from six career clusters including health, human services, science/natural resources, business/marketing, engineering/technical, and fine arts/humanities.

No matter what direction graduates choose, Wetzel County schools have established programs to create a smooth transition beyond high school. The Northern Panhandle Tech Prep/School-to-Work Consortium is a partnership between West Virginia Northern Community College and Brooke, Hancock, Marshall, Ohio, Tyler and Wetzel County schools. The Tech Prep program prepares students to enter the world of work after high school and/or continue their education at a two-year institution. The program allows graduates to complete several years of technical training in high school and, after graduation, enter WVNCC to further study and complete an Associate's degree without duplication of courses completed in high school.

The School-to-Work program helps students attain positive, productive employment. Job training, workplace mentoring, shadowing, apprenticeships, relevant classroom instruction integrating academics and vocational education, and other experiences are provided to help students' select career areas and prepare for the future.

An employer who hires a Wetzel County graduate can be certain he/she has made a wise investment in the company's future. The Ohio Valley knows it is simply not enough to boast of an abundance of workers, so the area boasts of an abundance of workers who have the proper training to "get the job done."

Training does not end after graduation. WVNCC, representing a coalition of education/training related organizations and agencies in the area, offers a One-Stop-Shop Career Center which helps create an effective work force by assisting job-seekers in obtaining training and employment. The Center also aids employers in finding qualified workers and in meeting their training needs.

<u>Wetzel County High Schools:</u>	<u>Grades</u>
Hundred High School	9-12
Magnolia High School	9-12
Paden City High School	9-12
Valley High School	9-12

<u>Wetzel County Elementary/Middle Schools:</u>	<u>Grades</u>
Long Drain	K-8
New Martinsville School	K-8
Short Line	K-8
Paden City Elementary	K-6

For more information, contact:

Wetzel County Schools  
333 Foundry Street  
New Martinsville, WV 26155  
Ph: 304-455-2441  
Fax: 304-455-3446

## Child Care Centers

Wetzel County Head Start  
145 Paducah Drive  
New Martinsville, WV 26155  
304-455-5492

Lock your Heart on Kids  
212 Wetzel Street  
New Martinsville, WV 26155  
304-455-1200

Tyler and Wetzel County  
Child Care Resource Center  
1236 North St. Rt. 2  
New Martinsville, WV 26155  
304-455-0928



# HIGHER EDUCATION

Access to quality higher education is one of the area's greatest strengths. Within 70 miles of New Martinsville there are 11 higher education facilities including West Virginia University, West Virginia Northern Community College, Bethany College, West Liberty State College and Wheeling Jesuit University. New Martinsville is home to one of three campuses of West Virginia Northern Community College, a public community college and part of the State College System.

## West Virginia Northern Community College (WVNCC)

West Virginia Northern Community College was created by the West Virginia Board of Regents in 1972. This incorporated as a community college the campuses of West Liberty State College in Wheeling and Weirton. Classes were offered in New Martinsville beginning in 1973.

New Martinsville's regional campus includes two structures, a state-of-the-art facility on Main Street dedicated in 1990 and the Francis Creative Arts Center on Maple Avenue, donated in 1992. Well-equipped classrooms include an office automation laboratory networked with two additional computer labs. A telecommunications room makes possible simultaneous interactive classes on the Wheeling and New Martinsville regional campuses. This allows the college to offer a wider range of courses than a small campus might otherwise permit. Satellite facilities give students the opportunity to pursue upper-level baccalaureate and graduate degrees from West Virginia colleges and universities. Through special arrangements, additional graduate programs are also available. A weekend accelerated baccalaureate program in business from West Liberty State College and a weekend Master of Business Administration (MBA) program from WVU round out the higher education options at Northern.

Seminar rooms are used by the public for business and industry training classes. Northern also offers contracted instruction to area business and industry at their site. A variety of community and continuing education classes contribute to the cultural climate of the community.

West Virginia Northern has enrollment of approximately 2,600 students and offers the first two years of the Liberal Arts curriculum for transfer to a four-year college or university. The college offers a number of one and two-year career-technical programs in health sciences, business and technologies.

Examples of these programs are listed in the following chart:

### **Transfer Programs**

- Associate in Arts
- Associate in Science
- Business Administration transfer option
- Business Adm. Banking transfer option
- Human Services transfer option

### **Career Technical Programs**

- Accounting
- Appliance Repair
- Occupational Development
- Business Administration
- Computers and Information Processing

- Criminal Justice
- Culinary Arts
- Electronic Technology
- Health Information Technology
- Horticulture Technology
- Human Services
- Industrial Maintenance Technology
- Medical Laboratory Technology
- Office Technology
- Paramedic Technology
- Small Business Management
- Surgical Technology

As a public community college, West Virginia Northern has a commitment of resources and personnel to ensure the advancement of economic development in the Northern Panhandle. The college assists in the growth and development of business and industry through a variety of programs and services to individuals and groups. Some of these programs include:

1. Contracted Instruction Programs - West Virginia Northern will custom design seminars, workshops, short term and longer term classroom-style courses and individualized instructional assistance for business and industry, both on site at the business and on campus.
2. Job Training Partnership Act (JTPA) - The college has operated a highly successful JTPA program since 1984. Eligible students enroll in qualified programs for job training or retraining, with funding provided through the Northern Panhandle Private Industry Council.
3. Northern Panhandle Tech Prep Consortium - West Virginia Northern has developed with Brooke, Hancock, Marshall, Ohio, Tyler, and Wetzel County school systems a Business Technologies Tech Prep program. The degree program will provide students the opportunity to become part of a technically sophisticated work force that will benefit the state's existing business and industry and attract new development. Additional program articulations in health care and human services are being developed.
4. Small Business Development Center - West Virginia Northern is home to the SBDC, a division of the West Virginia Development Office and supported and partially funded by the U.S. Small Business Administration. The SBDC counsels approximately 300 clients annually.
5. West Virginia Network for Educational Telecomputing (WVNET) - Since 1975, West Virginia Northern has been affiliated with WVNET in Morgantown. WVNET's participation in the national and worldwide computing networks provides West Virginia Northern with access to hundreds of educational and research computing centers.
6. WVU Industrial Extension Service - Part of the West Virginia University Extension Service, the center targets the state's small and mid-sized manufacturing firms to provide direct technical assistance and technology transfer.

The New Martinsville Regional Campus currently employs 18 full-time faculty and staff and approximately 25 part-time faculty and staff during the school year.

For information regarding economic development initiatives and other college programs and services, contact:

West Virginia Northern Community College  
141 Main Street  
New Martinsville, WV 26155-1211  
Ph: 304-455-4684  
Fax: 304-455-3477  
Website: [www.wvncc.edu/CampusNewMartinsville](http://www.wvncc.edu/CampusNewMartinsville)

# EDUCATIONAL RESOURCES

## New Martinsville Public Library

With support from the Women's Civic League, the Common Council of New Martinsville approved the establishment of a public library for New Martinsville on May 6, 1946. The library first opened on November 16, 1946 in a room in the Bridgeman building on North Street. By its second year, the library had 700 patrons and a larger facility was needed.

From 1949 until 1977, the New Martinsville Public Library was located on North and Maple Streets. The present library is located on the corner of Martin Avenue and Washington Street and has over 11,000 borrowers.

The library is part of the Miracle Valley Regional Library System which includes Marshall, Wetzel and Tyler counties. Activities include a monthly book review (except Nov. and Dec.) sponsored by the Friends of the Library and three story hours for children ages two through five each Tuesday during the school year. A summer reading program began in June of 1996.

Other library services include interlibrary loans, national and local newspapers on microfilm, genealogy holdings, video and audio tape collections and large-print books. Internet access is also available. Patrons may sign up for 45 minute segments of use.

For more information, contact:

New Martinsville Public Library  
160 Washington Street  
New Martinsville, WV 26155  
304-455-4545  
Website: [www.newmartinsville.lib.wv.us](http://www.newmartinsville.lib.wv.us)

### HISTORIC NEW MARTINSVILLE

Wetzel County was formed by legislative act in 1846 from Tyler County and named in honor of the distinguished frontiersman and Indian fighter, Lewis Wetzel. New Martinsville is the largest city in the county and serves as the county seat.

New Martinsville actually dates back to 1780, when Martin's Fort was first established on the banks of the Ohio River. Presley Martin was the guiding spirit in the Fort and the town was later named for him.

By a special act of the General Assembly of Virginia, March 28, 1838, the town of "Martinsville" was incorporated not to exceed 50 acres of land supplied by Presley Martin. This land was surveyed by Lewis Williams and he laid out 72 lots within the boundaries of the 50 acres. The name "Martinsville" remained until 1846, when it was discovered that there was another town by the same name in southern Virginia. Thus, in 1871, the name was changed by statute to "New Martinsville" and a charter was granted to provide for a mayor, five councilmen, and a recorder. New Martinsville's growth has been marked by steady progress as the city has grown from a small town of several hundred to a population of 5,984.

### ARTS AND CULTURE

Within forty miles of New Martinsville are several outstanding cultural facilities and activities to enjoy.

#### Capitol Music Hall

An impressive piece of architecture, the Capitol Music Hall is both the oldest and one of the largest, most beautiful theatres in West Virginia. It has been home to the Wheeling Symphony Orchestra and Jamboree USA for over fifty years. In recent years, Music Hall Players, an amateur theatre group, has been presenting a regular annual season of musicals in the Capitol.

With seating capacity of 2,500, it has been common for many of the shows to be standing-room-only at the Capitol. Originally built as a Vaudeville theatre, in its early days it was not unheard of for the Symphony to share billing with a new "talkie" motion picture on the same night.

Built in 1928, the Capitol's ornate red and gold interior remains in outstanding condition. Modern sound and lighting equipment has been added without detracting from the decor.

On April 3<sup>rd</sup> 2009 the Wheeling Convention and Visitors bureau purchased the Theater. Besides the Jamboree USA performances each Saturday night, which bring the biggest names in country music to the stage, the Capitol hosts touring Broadway shows, fund-raisers for non-profit organizations, local dance recitals and other performances. For show information, call 800-828-3097 or 304-233-4470 or visit the website: [www.capitoltheatrewheeling.com](http://www.capitoltheatrewheeling.com)

## Wheeling Symphony

The Wheeling Symphony means more than beautiful music to thousands of people in the Ohio Valley. Since 1929, the Wheeling Symphony has been a thriving symbol of the Valley's commitment to the arts, a cherished tradition for area families.

Each year, more than 100,000 people experience the Wheeling Symphony's music, at concerts in Wheeling's Capitol Music Hall, at free outdoor amphitheater concerts downtown and at Oglebay Park, and in tour concerts throughout West Virginia. The orchestra and world class guest artists present a classical series, a pops series, Young People's Concerts, summer concerts and holiday specials.

Education outreach is another important aspect of the WSO's mission. A series of Young People's Concerts are presented locally to thousands of students from schools throughout the tri-state area and on tour to communities throughout West Virginia. The Wheeling Symphony's musicians and guest artists often visit area schools to provide master classes and informances.

The WSO's Artist-in-Residence provides music instruction to students at an inner-city school, and offers a music program at an after-school facility. Area school students from two partner-in-education schools provide ensembles, choral groups, and artwork as pre-concert entertainment throughout the concert season. For the most recent program year, sponsorship was provided by the Robinson Parlin Trust, administered by WesBanco Trust and Investment Services; the Orrick, Herrington & Sutcliffe Foundation; Target, and an anonymous charitable trust.

The Wheeling Symphony Youth Orchestra reaches out to accomplished area young musicians who perform two public concerts annually. The students also attend master classes and informances by symphony musicians and international guest artists of the WSO. The WSYO is tuition-free due to the generous support of The Hazel Ruby McQuain Charitable Trust and corporate and individual donors.

The Wheeling Symphony Auxiliary assists the Wheeling Symphony society through fund-raising and education activities. Members assist as docents with Young People's Concerts, and as hostesses at the orchestra's classical and pops concerts. Annual fund-raising projects include the Auxiliary's fall fashion show and the Viennese Winter Ball, staged by the Auxiliary and the WSO board of directors. For more information, please call 304-232-6191 or visit: [www.wheelingsymphony.org](http://www.wheelingsymphony.org)

# ATTRACTIONS AND SPORTS

## Oglebay Family Resort

Oglebay Family Resort, governed by the Wheeling Park Commission, is the only major self-sustaining public park system in America.

This exceptional resort comprised of 1,500 meticulously kept acres, features a multitude of recreational facilities, excellent overnight accommodations and unparalleled natural beauty in the rolling hills of West Virginia's Northern Panhandle. Oglebay is the largest tourist attraction in West Virginia drawing over 3,400,000 visitors from all 50 states and many foreign countries. Oglebay has been recognized as one of the top 50 family resorts in the United States by Better Homes and Gardens magazine.

Oglebay evolved from Waddington Farm, the elegant summer estate of Col. Earl Oglebay, industrialist. Oglebay, upon his death in 1926, willed his property to the citizens of Wheeling "for recreational and educational purposes." The generous gift was officially accepted by the city in 1928. Since that time, under the imaginative direction of a nonpartisan board of philanthropic citizens, the park has developed into a facility studied by planners nationwide as the only self-sustaining municipal park in operation today.

While improvements and additions continue according to a Master Plan, Oglebay will always be a sanctuary of nature to be enjoyed by all ages. It stands as a successful testimony to Col. Oglebay, a notable achievement of the Wheeling Park Commission and a credit to the many organizations involved in its growth.

Call 1-800-624-6988 or visit the website: [www.oglebay-resort.com](http://www.oglebay-resort.com)  
for more details on the variety of impressive facilities listed below:

- Wilson Lodge
- Conference Sites
- Cottages
- Good Zoo
- Waddington Gardens
- Shops
- Picnic Sites
- Amphitheater

Oglebay's activities include:

- Golf
- Tennis
- Swimming
- Fishing and Boating
- Cascading Waters
- Downhill and Cross-Country Skiing
- Summer Camps

## Wheeling Downs

Wheeling Downs is more than a racetrack. Patrons can enjoy live greyhound racing, video lottery slots, video poker, video blackjack and video keno, or off-track betting on the best tracks in the U.S.

Video lottery excitement begins Monday - Saturday at 11:00 a.m. and Sunday at 1:00 p.m. The Downs' parlors feature 700 machines for video slots, poker, blackjack or keno.

Live greyhound racing is offered six days a week year-round. Post time is 7:30 p.m. on Monday, Wednesday, Thursday, Friday and Saturday. Matinee racing is featured Wednesday, Saturday and Sunday afternoons at 1:00 p.m.

During live racing, patrons can relax in the grandstand where admission is free everyday, or dine in the clubhouse's Terrace Dining Room where a full-service menu offers fine cuisine. The Terrace also sports table-top televisions for live action, odds and payoffs and instant replays of the greyhound racing action. Both the dining room and adjacent Terrace Lounge overlook the finish line.

Win, place, show, quiniela and perfecta are offered on every race along with either trifecta or superfecta betting. Added attractions include a gift shop.

Children under 18 are permitted to enter the race track with proper parental supervision, but no one under 18 may enter the video lottery parlors.

Wheeling Downs has offered greyhound racing since 1976 and attracts over 600,000 patrons annually. Nearly 90% of patrons attend from Pennsylvania and Ohio. The racetrack employs over 400 persons and contributes millions of dollars in taxes annually to the state, city and county. Call 304-232-5050 for all the latest racing action.

## Wheeling Nailers

The Wheeling Nailers, minor league affiliate of the Montreal Canadiens and Edmonton Oilers, was the first professional hockey team in West Virginia. For tickets, schedules and additional information call 304-234-4625 or visit the website: [www.wheelingnailers.com](http://www.wheelingnailers.com)

## RECREATION

New Martinsville's three city parks and marina contain over 150 acres. Facilities include two swimming pools, picnic shelters, miniature golf course, tennis, basketball and volleyball courts, playgrounds, family center and the historical Lincoln Theater.

A year-round recreational schedule offers a large variety of quality special events, leagues, lessons and programs for citizens of all ages. Please contact the New Martinsville Parks and Recreation Department at 455-9130 for more information.

## Hunting and Fishing

West Virginia is known for its excellent deer hunting and Wetzel County is one of the best locations in the state for it. Additionally, turkey season has become one of the most popular times for sportsmen activities in the region. The fishing in Wetzel and Tyler Counties is tremendous with large and small mouth bass, hybrid bass, catfish, crappie, musky and walleye available in abundance.

### **New Martinsville Hydroelectric Dam & Picnic Area**

Located on the Ohio River in New Martinsville, this facility is home to some of the best fishing in the state of West Virginia. Picnic areas are provided for family enjoyment. Also included are fish cleaning facilities and a walking and biking trail.

### **Bruce Park**

Located adjacent to WV Route 2 in New Martinsville, this park offers an 18-hole miniature golf course, shuffleboard, a swimming pool, a kiddie pool, 2 tennis courts, 2 volleyball courts, a baseball field, a basketball court, playground area and picnic areas with shelters.

### **Lewis Wetzel Park**

Located on Benjamin Drive in New Martinsville, this park has a small fishing pond, a tennis court, basketball court, playground area, picnic areas and an Olympic-sized swimming pool.

### **Riverside Golf Course**

A 27-hole golf complex located at Sardis, Ohio across from New Martinsville.

### **Bruce Bowling Lanes**

This facility houses 16 lanes of bowling with league play year-round. It is located in New Martinsville, less than a quarter of a mile north of the New Martinsville Plaza.

## **E V E N T S   A N D   F E S T I V A L S**

### **Jamboree in the Hills -- July**

Labeled the "Super Bowl of Country Music", this four-day mega-event features today's finest country stars and is located near St. Clairsville, Ohio, approximately 45 miles northwest of New Martinsville.

### **Arts in the Park-- July**

Arts in the park is held at Bruce Park in New Martinsville, features music and local artists.

### **Festival of Memories-- July**

This event is held on Main Street New Martinsville and Features Fireworks, Teen Dance, Concessions, crafts, exhibits, laser show, and horse shoes.



## **Town and Country Days -- 2nd Full Week of August**

The annual celebration takes place at the 4-H campgrounds on WV Route 7, 2.5 miles east of New Martinsville. This festival features crafts, exhibits, motor sports, horse shows, country music shows and a carnival with rides.

## **Paden City Labor Day Festival**

This event takes place in Paden City, West Virginia, approximately 5 miles south of New Martinsville on WV Route 2. It features a carnival, craft show and a parade to celebrate the labor movement in West Virginia.

## **Oil & Gas Festival -- September**

This event takes place in Sistersville, West Virginia, approximately 10 miles south of New Martinsville on WV Route 2. It features a carnival, craft shows and pictures of old steamboats that used to travel the Ohio River.

## **Chili Fest-- October**

Chili fest is on the last Saturday of October, takes place on Main Street New Martinsville It features Chili cook-off, with car and bike show, concessions, crafters and exhibits, music. Costume parade, hot dog eating contest, art show, hot pepper eating contest

## **Oglebay Festival of Lights -- November to January**

Nationally recognized as one of the country's top 100 tourist attractions, the Festival of Lights at Oglebay Resort, 32 miles north of Wetzel County, features the finest light show in the country. Visitors take a driving tour of the lights as the road winds through the scenic Oglebay park area.

## ADDITIONAL POINTS OF INTEREST

### Mountain Craft Shop Company

Mountain Craft Shop Co is in it's 46<sup>th</sup> year of business. Most of their toys can be found at many national museums and state park gift shops. Located in Proctor North of New Martinsville, call 877-365-5869 or visit the website: [www.folktoys.com](http://www.folktoys.com) for additional information.

### Marble King

This factory, located in Paden City, is approximately 5 miles south of New Martinsville on WV Route 2. The company manufactures and sells marbles. For information, call 304-337-2264 or visit: [www.marbleking.com](http://www.marbleking.com)

### Valley Cinema 3

A three-theater complex is located in the New Martinsville Plaza. For show information, call 304-455-5866 or visit: [www.valleycinema3wv.com](http://www.valleycinema3wv.com)

## DINING, LODGING, HOUSING AND SHOPPING AMENITIES

There are over 25 restaurants in the Wetzel County area. Major national franchises are represented, as well as a variety of locally owned operations. Menu items, prices and atmospheres vary to suit every taste.

A number of quality lodging facilities can be found along State Route 2 in New Martinsville. For more permanent lodging, restored Victorian homes and affordable contemporary housing abound in the area.

New Martinsville is home to a downtown retail district, two large shopping plazas, several smaller plazas and numerous stand alone commercial structures. These shops range from corporate chain stores to one-person boutiques. New Martinsville has something to offer every shopper. With a retail market of over 55,000 people, there is a market for your goods and services.

For a complete list of restaurants, hotels/motels, realtors and retail stores, contact WETZEL COUNTY CHAMBER OF COMMERCE at 304-455-3825.

## CLUBS AND ORGANIZATIONS

The following is a list of clubs and organizations in the area:

- American Legion
- FOE Aerie 2281
- Genealogical Society
- League of Women Voters
- Lions Club
- Moose Lodge
- New Martinsville Ambulance Squad
- New Martinsville Jaycees
- New Martinsville Morning Lions Club
- Paden City Garden Club
- Quota Club
- Rotary Club
- Rotary Club of New Martinsville
- Shortline Lions Club
- TOPS, WV #106
- Trillium Garden Club
- Wetzel County Genealogical Society
- Wetzel County Humane Society
- Wetzel County Senior Citizens

# HEALTH CARE

## Wetzel County Hospital

The mission of Wetzel County Hospital (WCH) is multi-faceted community service and quality care. The hospital is dedicated to the wellness of the community and the service area includes all of Tyler and Wetzel Counties as well as the southernmost portion of Marshall County in West Virginia and the eastern portion of Monroe County, Ohio and the northeastern portion of Washington County, Ohio.

The hospital's policies, procedures and programs are set by the board of trustees and are supervised by the hospital administrator. Wetzel County Hospital is licensed for 68 beds, which consist of 47 medical/surgical beds, five special care unit beds and six obstetrical beds. The hospital also is approved by the state and federal government to have 10 skilled nursing beds and four respite beds. WCH has three operating rooms, six emergency department beds and numerous out-patient services, such as cardiac rehabilitation, physical therapy and respiratory therapy.

Approximately 110 surgeries are performed a month at the facility and the emergency room receives about 14,000 visits per year. More than 42,000 people use out-patient services and 2,600 people are admitted to the hospital per year. The clinical laboratory performs over 500,000 tests per year.

In addition to general surgery, WCH's operating room suites have instrumentation and equipment for specialty surgery, including E.N.T., OB-GYN, urology, orthopedic, vascular, thoracic, CO2 Laser and Laparoscopic Cholecystectomy procedures. The emergency department is a JCAHO-accredited Level II emergency care facility as well as a state-accredited Level III trauma center.

Wetzel County Hospital maintains working relationships with several agencies/facilities throughout the state, including West Virginia University, Ohio Valley Medical Center, Wheeling Hospital, Reynolds Memorial Hospital, Fairmont General Hospital and Sistersville General Hospital.

For more information, contact:

Wetzel County Hospital  
3 East Benjamin Drive  
New Martinsville, WV 26155  
304-455-8000  
[www.wetzelcountyhospital.com](http://www.wetzelcountyhospital.com)

## Other Healthcare Facilities

In addition to Wetzel County Hospital, New Martinsville has two nursing care facilities, the New Martinsville Health Care Center and the Lewis Wetzel Personal Care Home to help service the aged in the community. These facilities tend to the needs and health of the general population and work to improve the quality of life for Wetzel County citizens.

For more information, contact:

New Martinsville Health Care Center  
225 Russell Avenue  
New Martinsville, WV 26155  
304-455-2600

Lewis Wetzel Personal Care Home  
80 East Benjamin Drive  
New Martinsville, WV 26155  
304-455-5666

# MEDIA

## Newspapers

### Paper

### Circulation

The Intelligencer & News-Register

Daily combined: 34,911  
Sunday News-Register:

Tyler Star News

Weekly: 4,113

Wetzel Chronicle

Weekly: 10,200  
Weekender: 15,500

## Television

### Station

### Channel

### Location

### Affiliate

WTRF-TV  
WTOV-TV

Channel 7  
Channel 9

Wheeling  
Wheeling Steubenville, Oh

CBS  
NBC

## Radio

Power Country 104

WETZ News/Talk 1330 AM

Magic 99.5

## LOCAL TAXES

### Municipal B & O Tax

West Virginia municipalities can impose a business and occupation tax on activity within their boundaries. Municipal rates per \$100 in gross volume of sales for the City of New Martinsville are provided in the following table:

Wholesale	0.06
Contracting	0.80
Manufacturing	0.12
Services	0.40
Retail Sales	0.20
Rental	0.40
Banking	0.40

Example: \$100,000 quarterly retail sales volume in New Martinsville: \$200 tax

There is an exemption of \$37.50 per quarter. This exemption is to be computed for the period actually engaged in business covered by this schedule.

### Property Tax

In West Virginia, ad valorem property taxes are local taxes. The assessed value of non-utility property is set by locally elected county officials. Guidelines are provided by the state to achieve equal and uniform assessed values for all species of property throughout the state. The assessed value of utility property is determined by the state. Public utility taxes are collected by the state and remitted to county sheriffs for distribution to local levying bodies. County sheriffs collect all other property taxes.

The levying bodies are county commissioners, municipalities and county school boards. The state levy is one-half of one percent. The West Virginia Constitution places a ceiling on aggregate amount of levies that can be imposed on such property.

Property is classified by the Constitution into four classes:

- I personal property used in agriculture, intangibles\* \$0.50 for each \$100 valuation
- II farm real estate; owner occupied residents \$1.00 for each \$100 valuation
- III all other property located outside a municipality \$1.50 for each \$100 valuation
- IV all other property located inside a municipality \$2.00 for each \$100 valuation

\* All Class I property was exempted in WV Code §11-3-9 by tax year 2008. Source: West Virginia Constitution Article 10

Additional (excess) levies require majority approval of the voters. County and municipal excess levies must be voted upon every three years and cannot exceed fifty percent of the regular levy. Excess levies for schools are voted upon every five years, and can be up to one hundred percent of the regular levy rate. Consequently, property tax rates vary from county to county and within counties, depending upon whether property is located within a municipality. Approximately seventy percent of all property tax collections go to county boards of education, twenty-two percent goes to county commissions and eight percent goes to municipalities.

The Constitution also mandates that a statewide reappraisal of property be made at least every ten years. Increases in assessed value due to the reappraisal will be phased-in over a period of ten years and assessed value must be sixty percent of market value except to the extent the assessed value of property is subject to any phase-in.

Upon implementation of the first statewide reappraisal, intangible personal property, in addition to money and bank deposits, will be exempt from ad valorem property taxes.

The State Tax Department determines appraised values based on comparable sales, replacement costs less depreciation and income derived from income producing properties.

Property owned by a government body is tax-exempt. Consequently, lease/purchase financing, with a government body as lessor, may result in the lessee paying less property taxes during the life of the lease.

The tax rate varies per county and whether or not the property is located within an incorporated municipality. The following table gives local 2008 industrial/commercial rates (per \$100) for Wetzel County:

	Class II	Class III & IV	Class II	Class IV	Class II	Class IV
Hundred	1 29.38	2 58.76	2 5.00	5 0.00	1 54.38	3 08.76
Littleton	1 29.38	2 58.76	2 1.82	4 3.64	1 51.20	3 02.40
New Martinsville	1 29.38	2 58.76	2 4.94	4 9.88	1 54.32	3 08.64
Pine Grove	1 29.38	2 58.76	2 5.00	5 0.00	1 54.38	3 08.76
Smithfield	1 29.38	2 58.76	2 5.00	5 0.00	1 54.38	3 08.76
Paden City	1 29.38	2 58.76	2 3.18	4 6.36	1 52.56	3 05.12

These rates apply to 60 percent of the assessed (market) value of the property. Amounts shown within municipalities are the total for city and county rates.

Property taxes for businesses (Class IV) apply to real and personal property at the same rates. Inventory is taxed at book value, except that the Freeport Amendment eliminates the taxes on inventories destined for out-of-state delivery. Depreciation is allowed on fixtures, equipment and buildings.



# STATE TAXES

## Corporate Net Income Tax

The corporation net income tax is imposed annually at a 2009 rate of 8.5 percent of federal taxable income allocated and apportioned to West Virginia. There is a scheduled phased tax rate reduction intended to bring the tax rate to 6.5 percent by 2014.

The starting point for determining West Virginia's taxable income is the federal taxable income of the corporation for the year. Various increasing and decreasing modifications are required to determine West Virginia taxable income.

The method used for apportioning income is a four-factor formula which includes a double-weighted sales factor, a property factor and a payroll factor.

Severance taxpayers have the option of claiming a credit for their severance tax liability to offset up to 50 percent of their Primary CNIT liability, or they may take the severance taxes as a deduction.

Optional special treatment is available for expenditures for air and water pollution control facilities. A deduction is allowed for the amount added to federal taxable income due to the elimination of the reserve method for computation of the bad debt deduction. A net operating loss (after adjustment) may be carried back to prior years and carried forward to subsequent tax years, as for federal tax purposes.

## Business Franchise Tax

The tax base is the net worth of the corporation or partnership as determined for federal income tax purposes. The 2009 tax rate is 0.48 percent of the tax base apportioned to West Virginia or \$50, whichever is greater. There will be an annual phased reduction in the tax and the tax is scheduled to be eliminated in 2015.

## B & O Tax

The business and occupation tax (B&O) is an annual privilege tax levied on public utilities, electric power generators, natural gas storage operators and producers of synthetic fuel.

Utilities are taxed at varying rates depending on the business activity or activities in which they are engaged. These rates vary from \$2.86 per \$100 of gross proceeds for bulk sales of electric power of at least 200,000 kw/hr/yr to \$4.40 per \$100 of gross receipts for water utilities.

The City of New Martinsville is willing to offer B&O Tax incentives based on jobs created. These tax credits are shown in the chart below:

Jobs Created	Year 1	Year 2	Year 3	Year 4	Year 5
5	25%	25%	20%	15%	10%
20	50%	50%	40%	30%	20%
50	75%	75%	60%	45%	30%
75	100%	100%	80%	60%	40%

## Severance Taxes

Severance taxes are levied on the production of natural resources, including ordinary processing commonly employed by the industry to obtain a salable natural resource product as follows:

- The oil and gas production privilege will end at the well-mouth.
- The timber production privilege ends once the tree is severed, delimbed and topped.
- The limestone or sandstone production privilege ends immediately after severance from the earth.
- The coal production privilege includes processing that qualifies for the federal depletion allowance.
- The tax rate on most natural resources is 5 percent.
- The rate of tax on timber production is 3.22 percent.

## Telecommunications Tax

The Telecommunications Tax is levied at a rate of 4 percent. The measure of tax is gross income from the provision of telecommunication services. This does not include gross income from network access; billing or similar services provided to end users, other telephone companies or communications carriers. Multi-state telecommunication companies are able to apportion their gross income based upon the length of weighted communication pathways within and without the state. Any income derived from the provision of commodities or services which are determined by the Public Service Commission of West Virginia to be subject to competition are excluded from the tax base.

## Business Registration Tax

The rate of this tax is \$30 biennially for each location in which business activity is conducted. Businesses generating annual gross income of less than \$4,000 are exempt from payment but still must file to obtain the certificate. The license year is July 1 to June 30 of the succeeding calendar year.

## Corporation Charter Tax

West Virginia Chartered - The rates of this tax in this case range from \$20 annually on authorized capital stock of \$5,000 or less to \$2,500 annually on values in excess of \$15 million.

Not West Virginia Chartered - The rates of this tax in this case are 1.75 times the annual rate of West Virginia chartered firms. The rates are based on a proportion of the value of shares of issued and outstanding capital stock, which is adjusted to reflect the proportion of a company's property owned and used in this state. Annual liability in this case cannot be less than \$250.

## Consumer Sales and Service Tax (CSST) and Use Tax

West Virginia has a 6 percent consumers' sales and service tax and a use tax. Sales of goods and service to a manufacturer for direct use in manufacturing are exempt from CSST (for in-state purchases) and from the use tax (for out-of-state purchases).

## **Personal Income Tax**

A graduated scale of rates is applied to taxable income of all residents, individuals, estates and trusts and on the West Virginia income of nonresidents. The starting point for computation of the tax is federal adjusted gross income. Individuals are allowed a \$2,000 personal exemption for each personal exemption claimed on the federal return. Individuals older than 65 are allowed an additional \$8,000 income deduction. Tax rates range from 3 percent on the first \$10,000 of taxable income to 6.5 percent on income exceeding \$60,000.

## **Property Taxes**

In West Virginia, ad valorem property taxes are local taxes. The assessed value of non-utility property is set by locally elected county officials. Utility and industrial property is valued by a State Board or agency. Guidelines are provided by the state to achieve equal and uniform assessed values for property throughout the State. Public utility property taxes are collected by the State and remitted to county sheriffs for distribution to local levying bodies. County sheriffs collect all other property taxes. Property is generally taxed on 60 percent of its appraised value.

# STATE TAX CREDITS

## **Corporate Headquarters Credit**

Companies that relocate their corporate headquarters to West Virginia are eligible for tax credits if 15 new jobs (including relocated employees) are created within the first year. The credit can offset up to 100 percent of the tax liability for business and occupation tax, business franchise tax, corporate net income tax, and personal income tax on certain pass through income, for a period of up to 13 years.

## **Economic Opportunity Credit**

For qualified companies that create at least 20 new jobs within specified time limits (10 jobs in the case of qualified small business) as a result of their business expansion project, the State's Economic Opportunity Tax Credit can offset up to 80 percent of specified business taxes for a period of up to 13 years. If a qualified company that creates the requisite number of jobs pays an annual median wage higher than the statewide average non-farm payroll wage, then the qualified company can offset up to 100 percent of the specified taxes for up to 13 years.

For qualified businesses creating less than 20 new jobs within specified time limits, or for a qualified small business creating less than 10 new jobs, a \$3,000 credit is allowed per new full time job for five years, providing the new job pays at least \$32,000 per year and the employee has employer-provided health insurance benefits. The \$32,000 figure is adjusted annually for cost-of-living.

## **“Five-For-Ten” Program**

The program provides property tax valuation for new investment property of manufacturers that make qualified capital improvements of more than \$50 million to an existing manufacturing facility having an original investment asset cost base of at least \$100 million. Under this program, the new capital addition is valued at 5 percent of original cost for the first 10 years after it is placed on the property tax rolls.

## **Manufacturing Investment Credit**

A tax credit is allowed against up to 60 percent of corporate net income tax and business franchise tax based on qualified investment in eligible manufacturing property, with no new job creation required.

## **Manufacturing Inventory Credit**

Offsets the business franchise tax and corporate net income tax in the amount of property tax paid on raw materials, goods in process and finished goods manufacturing inventory.

## **Strategic R&D Credit**

The Strategic Research and Development Tax Credit can offset up to 100 percent of corporate net income tax and business franchise tax, based on qualified expenditures for R&D projects.

## **West Virginia Film Industry Investment Act**

Up to 31 percent of direct production and post-production expenditures can be converted to transferable tax credits to offset state taxes.

## **High-Tech Manufacturing Credit**

Businesses that manufacture certain computers and peripheral equipment, electronic components or semi-conductors and which create at least 20 new jobs within one year after placement of qualified investment into service, can receive a tax credit to offset 100 percent of the business and occupation tax, business franchise tax, corporate net income tax, and personal income tax on certain pass through income for 20 consecutive years.

### **Aircraft Valuation Tax Credit**

Aircraft owned or leased by commercial airlines, charter carriers, private carriers and private companies are valued for property tax purposes at the lower of fair market salvage value or 5 percent of the original cost of the property.

### **High-Technology Business Property Valuation Act**

Tangible personal property, including servers, directly used in a high-technology business or in an internet advertising business is valued for property tax purposes at 5 percent of the original cost of the property. In addition, sales tax is eliminated from all purchases of prewritten computer software, computers, computer hardware, servers, building materials and tangible personal property.

### **The Freeport Amendment**

The Freeport Amendment exempts property from the West Virginia ad valorem property tax in two ways:

(1) Manufactured products produced in West Virginia and stored in the state for a short time before moving into interstate commerce are exempt from property tax.

(2) Goods transported into West Virginia from outside of the state, which are held for a short time in a warehouse and then shipped to a destination outside of West Virginia, are exempt from the property tax.

The exemption does not apply to inventories of raw materials or goods in process.

### **Manufacturing Sales Tax Exemption**

Purchases of materials and equipment purchased for direct use in manufacturing are exempt from the 6 percent state sales and use tax, including building materials and process equipment purchased for construction of a manufacturing facility.

### **Research and Development Sales Tax Exemption**

Purchases of tangible personal property and services directly used in research and development are exempt from the consumers' sales tax.

### **Sales Tax Exemption for Certain E-Commerce Businesses**

Some computer-related sales of tangible personal property and services are exempt from the consumer sales and services tax.

### **Tourism Development Incentive**

A company that invests in and operates a new or expanding tourism destination project may be eligible to retain some of the consumers' sales and services tax that it collects from its customers over a 10-year period on sales from operation of the tourism attraction or facility.

### **Tax Increment Financing**

Allows increases in property tax based on the improvement associated with qualified economic development and public improvement projects to assist with their long-term financing.

### **The Tourism Matching Advertising Partnership Program**

In order to extend advertising resources for the promotion of tourism through partnerships, this program provides reimbursable matching funds for direct advertising. Business applicants and their partners must provide a minimum of 50 percent of the total cost for programs at the \$10,000 + level. For programs not exceeding \$7,500, business applicants must provide 25 percent of the total cost.

### **Lodging Exemptions**

For lodging stays in excess of 30 consecutive days per person at the same facility, there is an exemption from the state Consumers Sales and Service Tax (6 percent) and exemption from the Local Hotel/ Motel Tax (varies per region).

## LOCAL FINANCING PROGRAMS

There are many financing avenues available for new or expanding businesses in Wetzel County. The Ohio Valley Industrial and Business Development Corporation (OVIBDC), a partner in economic development with the Wetzel County Chamber of Commerce, administers local loan programs. There are also several state and federal programs, as well as conventional financing available. What follows is a brief description of the various programs.

### Small Business Administration 504 Loan Program

#### Eligibility:

To be eligible for a CDC/504 loan, the business must be operated for profit and fall within the size standards set by the SBA. Under the 504 Program, the business qualifies as small if it does not have a tangible net worth in excess of \$7.5 million and does not have an average net income in excess of \$2.5 million after taxes for the preceding two years. Loans cannot be made to businesses engaged in speculation or investment in rental real estate.

#### How Funds May Be Used:

Proceeds from 504 loans must be used for fixed asset projects, such as:

Purchasing land and improvements, including existing buildings, grading, street improvements, utilities, parking lots and landscaping;

Construction of new facilities or modernizing, renovating or converting existing facilities;

Purchasing long-term machinery and equipment.

The 504 Program cannot be used for working capital or inventory, consolidating or repaying debt, or refinancing.

**Description:** The CDC/504 loan program is a long-term financing tool for economic development within a community. The 504 Program provides small businesses requiring “brick and mortar” financing with long-term, fixed-rate financing to acquire major fixed assets for expansion or modernization. A Certified Development Company (CDC) is a private, nonprofit corporation set up to contribute to the economic development of its community. CDCs work with SBA and private sector lenders to provide financing to small businesses.

Typically, a 504 project includes:

A loan secured from a private sector lender with a senior lien covering up to 50 percent of the project cost;

A loan secured from a CDC (backed by a 100 percent SBA-guaranteed debenture with a junior lien covering up to 40 percent of the total cost;

A contribution from the borrower of at least 10 percent equity.

#### For More Information

There are about 270 CDCs nationwide, each covering a specific geographic area. If you are interested in applying for a 504 loan, contact the CDC nearest you. You can get a listing from your local [SBA District Office](#).

## State Microloan Program

### *Local & State Incentives*

#### **Economic Development Programs**

Eligible companies that locate to the Wheeling region have access to a variety of economic assistance programs. These initiatives range from tax reduction efforts to special financing programs as well as community assistance and work force development training.

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### *RED Programs*

Regional Economic Development Partnership has a staff which will work with you to coordinate financing for your business endeavor. Current loan programs we specifically administer are listed below:

#### **SBA 504 Loan Program:**

- Up to \$2 million per project (\$4 million if manufacturing)
  - SBA will finance up to 40% of the total project
  - 2nd position behind other lender
  - Take-out financing
  - Available statewide
- 

#### **Revolving Loan Fund (RLF):**

- Serving Ohio and Marshall counties
  - Up to \$165,000 per loan
  - Shared first lien position
  - \$35,000 per job created
- 

### *State of West Virginia Programs*

New and expanding businesses can learn about any of the innovative financial incentive programs listed here by contacting the West Virginia Development Office at [www.wvdo.org](http://www.wvdo.org) or [www.wvopenforbusiness.com](http://www.wvopenforbusiness.com).

- Direct loan programs
  - Indirect loan programs
  - Industrial revenue bonds
  - Leveraged technology loan insurance program
  - West Virginia Infrastructure and Jobs Development Council
-

- West Virginia Small Business Development Center loans
  - Small business development loans
  - Tax increment financing
- 

For more information, contact Brian Komorowski at 304-232-7722 or visit: [www.redp.org](http://www.redp.org)

## Federal Microloan Program

The Microloan Program provides small, short-term loans to small business concerns as well as not-for-profit child-care centers. SBA makes funds available to specially designated intermediary lenders, which are nonprofit community-based organizations with experience in lending as well as management and technical assistance; these intermediaries make loans to eligible borrowers. The maximum loan amount is \$35,000; the average loan is about \$13,000.

### How Funds May Be Used

Microloans may be used for working capital or the purchase of inventory, supplies, furniture, fixtures, machinery and/or equipment. Proceeds cannot be used to pay existing debts or to purchase real estate.

### Technical Assistance

Each intermediary is required to provide business training and technical assistance to its micro-borrowers. Those applying for microloan financing may be required to fulfill training and/or planning requirements before a loan application is considered.

### Terms, Interest Rates, and Fees

Loan terms vary according to the size of the loan, the planned use of funds, the requirements of the intermediary lender, and the needs of the small business borrower. The maximum term allowed for a microloan is six years. Interest rates vary, depending on the intermediary lender and costs to the intermediary from the U.S. Treasury. Generally, these rates will be between 8 and 13 percent.

### Collateral

Each intermediary lender has its own lending and credit requirements. Generally, intermediaries require some type of collateral and the personal guarantee of the business owner.

### For More Information

Small businesses interested in applying for a microloan should contact an intermediary in their area; all credit decisions are made on the local level. The Microloan Program is available in selected locations in most states.



## CONVENTIONAL FINANCING

The local banking market is competitive and local banking institutions are supportive of economic growth in the area. The following is a list of banks within Wetzel County:

Peoples Bank  
207 Main Street  
New Martinsville, WV 26155  
455-4500

Peoples Bank (Steelton Branch)  
638 North State Route 2  
New Martinsville, WV 26155  
455-5353

Wesbanco of Paden City  
4th and Main Streets  
Paden City, WV 26159  
337-2205

Doolin Security Savings Bank (Steelton Branch)  
North State Route 2  
New Martinsville, WV 26155  
455-3100

Progressive Bank  
New Martinsville Office  
425 Third Street  
New Martinsville, WV 26155  
455-5400

Wesbanco, Steelton  
New Martinsville Plaza  
New Martinsville, WV 26155  
455-6570

WesBanco New Martinsville  
190 Main Street  
New Martinsville, WV 26155  
455-1300

WesBanco Pine Grove  
Route 20  
Pine Grove, WV 26419  
889-3337

WesBanco Steelton  
710 North State Route 2  
New Martinsville, WV 26155  
455-4740

Wheeling National Bank  
New Martinsville Division  
631 Third Street  
New Martinsville, WV 26155  
455-2000

Wheeling National Bank  
Pine Grove Branch  
Rt. 20  
Pine Grove, WV 26419  
889-2500

## STATE OF WEST VIRGINIA FINANCING PROGRAMS

Through the Development Office, the state of West Virginia offers a variety of financial incentive programs to promote our state and to attract business and industry. New and expanding businesses are encouraged to contact the Development Office at 304-558-3650 to discuss in detail the various programs listed.

A prospect should contact the Development Office as early as practical in the planning cycle for a preliminary discussion on a project. An Industrial Development Representative will be assigned to review the project in detail. This analysis may involve a visit to an existing facility or headquarters, as well as multiple visits to various areas of the state to help locate an appropriate site for the operation or facility.

It is suggested that prospects outline their financial requirements using a pro forma business presentation similar to a proposal that would be made to other financial institutions. Our financial and technical staff will then initiate a review of the business plan and pro forma projections to help package a financial program to assist with the project.

The West Virginia Economic Development Authority, formed in 1962, is the state's financing agency. The WVEDA funds promote job creation and economic development through various programs.

Greenway Building  
Northgate Business Park  
160 Association Drive  
Charleston, WV 25311-1217

Telephone: (304) 558-3650  
Fax: (304) 558-0206

Website: [www.wveda.org](http://www.wveda.org)

### Direct Lending Programs

The West Virginia Economic Development Authority (WVEDA) was formed in 1962 as a public corporation and government instrumentality under Chapter 31, Article 15, of the West Virginia Code (the Act). WVEDA is administered by a nine member Board of Directors comprised of the Governor, Tax Commissioner and seven at-large members appointed by the Governor. WVEDA has statutory authority to borrow funds from the West Virginia Board of Treasury Investments to loan to borrowers.

Under the Act, WVEDA is charged with the responsibility to develop and advance the business prosperity and economic welfare of the State of West Virginia, by providing [financial assistance in the form of loans and direct financing](#) and operating leases to industrial development agencies and enterprises for the promotion and retention of new and existing commercial and industrial development.

WVEDA is empowered to borrow money and issue bonds, notes, commercial paper and other debt instruments and to furnish money, credit, or credit enhancement for the promotion of business development projects. Credit enhancement is available through WVEDA's [loan guarantee programs](#), which were created to insure payment or repayment of bonds and notes issued by WVEDA and certain other public bodies, or other types of debt instruments entered into by an enterprise or state public body with a financial institution.

WVEDA loans are secured by deeds of trust on property, security interests in equipment, promissory notes, and in certain cases, have supplemental collateral comprised of letters of credit, lease assignments and/or personal guarantees.

WVEDA's loan terms are set by its [Board of Directors](#) (the Board), whose members periodically review market conditions. The amount WVEDA may lend for projects varies depending upon the nature of the project and form of lending, as prescribed by the Board.

### **WVEDA Direct Program:**

The Direct Loan Program is for applicants seeking a loan from the WVEDA in the minimum amount of \$50,000 and a maximum amount of \$10,000,000.

The WVEDA has a two tiered pricing system. For loans of \$50,000 to \$800,000, the interest rate is the New York Prime rate minus 4%. Loans above \$800,000 are priced at a rate equal to the U.S. Treasury Note rate of equivalent maturity (as quoted daily in the Treasury Bonds, Notes and Bills Section of the Wall Street Journal) plus three-quarters percent. In both instances, the loans are fixed at closing and the interest rate has a floor of 4% and no ceiling. Additionally, the two tiers cannot be used in conjunction with each other.

## **Indirect Lending Programs**

**Loan Insurance Program:** Per the guidelines of this program, the WVEDA could insure up to 80% of a bank loan. The insured portion cannot exceed \$500,000 and is for a maximum term of four years.

Under this program, the applicant applies directly to the bank which negotiates collateral, interest rate and other loan terms in keeping with its own lending guidelines. Upon favorable review, the bank conditionally approves the loan and makes application to WVEDA for loan insurance.

A non-refundable application fee of \$500 payable to WVEDA must be submitted with the insurance application. WVEDA will assess a 1% closing fee on the insured portion of the loan, due when the Bank loan closes – the \$500 application fee will be credited toward the closing fee.

Loan proceeds may be used for fixed assets or other needs, such as inventory and working capital. However, construction loans and lines of credit do not qualify.

The WVEDA insurance period is up to four years, the bank's loan term can be longer however. A renewal or extension may be requested by the bank prior to insurance expiration.

WVEDA normally requires a brief summary of the project, company history or business plan, company and personal financial statements, the bank's conditional loan commitment and a one page loan insurance application.

Upon receipt of the information, WVEDA prepares the application for its next available Board of Directors meeting. The WVEDA Board meets on the third Thursday of each month. Applications for Loan Insurance must be received by the first day of the month for consideration at that meeting.

If your lender is interested in pursuing the program, it can obtain a lender's package by [calling WVEDA](#).

**Leveraged Technology Loan Program:** This program expands the loan insurance coverage to 90 percent for those businesses involved in the development, commercialization or use of technology-based products and processes. All other terms and conditions are identical to the loan insurance program.

**Capital Access Program:** The West Virginia Economic Development Authority (the Authority”) has qualified seven (7) professionally managed venture capital funds focused upon entrepreneurship in West Virginia. Executive and legislative actions in 2002 provided \$25 Million dollars, in the form of direct investment, to stimulate the facility for venture capital financing in West Virginia.

This effort, in fact, has leveraged potential capacity in excess of \$575 Million dollars among qualifying entities such as Small Business Investment Companies (SBIC’s) which draw upon matching Federal dollars. State investments have been placed with SBIC’s, traditional venture funds and pre-seed entities in order to maximize the impact of the program and broaden the scope of the State’s initiative.

In addition, accredited private institutions and individuals are also encouraged to make investment in Qualified WV Venture Capital Companies pursuant to Chapter 5E, Articles 1 and 2 (the “VC Programs”) of the West Virginia Code. Tax credits are available annually, for up to 50% of an investment, for institutions and individuals investing in WVEDA-qualified venture capital entities, which will in turn make debt and equity financing available to entrepreneurs principally located in the state. Additional venture capital companies may be qualified periodically, as appropriate.

Qualified West Virginia Venture Capital Companies must maintain staffed full-time offices in the state in addition to investing funds obtained through the VC Programs in West Virginia businesses pursuant to specific Rules and Regulations promulgated by the Authority.

***A listing of currently qualified West Virginia Venture Capital Companies follows:***

**Adena Ventures** formed to provide equity and operational assistance to qualifying businesses in central Appalachia. The company’s mission is to generate market-rate returns for investors while promoting shared and sustainable economic development throughout its target region.

Adena invests between \$200,000 and \$2 million in companies with strong management teams, high growth potential and defensible market positions. The U.S. Small Business Administration designated Adena Ventures the first New Markets Venture Capital company in the country and is providing the fund with significant financial leverage, which more than doubles the money available for investment in central Appalachia.

**Adena Ventures**

Lynn Gellerman  
20 East Circle Drive  
Athens, OH 45701  
(740) 597-1470  
[www.adenaventures.com](http://www.adenaventures.com)

**Anthem Capital** seeks opportunities in IT/telecom and healthcare/life sciences industries. IT investments are most frequently made in enterprise software or network management software companies. Medical investments fall into three categories: medical devices, biotechnology or healthcare. Anthem invests in early to expansion stage opportunities. Anthem seeks to invest between \$2 million and \$4 million in a company from the first private equity round through exit.

**Anthem Capital**

William Gust or Xander Perry  
1414 Key Highway  
Baltimore, MD 21230  
(410) 625-1410  
[www.anthemcapital.com](http://www.anthemcapital.com)

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**INNOVA**, an initiative of the West Virginia High Technology Consortium Foundation, is a statewide commercialization group focused exclusively on West Virginia innovators. [INNOVA's](#) mission is to create real wealth for West Virginia by assisting entrepreneurs in obtaining the business development assistance and capital necessary to successfully launch new products into the commercial marketplace.

#### **INNOVA**

Guy Peduto  
1000 Technology Drive  
Suite 1000  
Fairmont, West Virginia 26554  
(304) 333-6769  
Fax: (304) 366-2699  
[gpeduto@wvhtf.org](mailto:gpeduto@wvhtf.org)  
[www.INNOVAWV.org](http://www.INNOVAWV.org)  
[www.wvhtf.org](http://www.wvhtf.org)

**Mountaineer Capital LP** provides venture capital to promising new and existing businesses in West Virginia and surrounding states. Mountaineer Capital is licensed as a Small Business Investment Company (SBIC) by the U.S. Small Business Administration. Initial investments can range from \$250,000 to \$1 million.

#### **Mountaineer Capital LP**

Patrick A. Bond  
J. Rudy Henley  
KB&T Center  
107 Capitol St., Suite 300  
Charleston, West Virginia 25301  
(304) 347-7525  
Fax: (304) 347-0072  
[pabond@mtncap.com](mailto:pabond@mtncap.com)  
[jrhenley@mtncap.com](mailto:jrhenley@mtncap.com)  
[www.mountaineercapital.com](http://www.mountaineercapital.com)

**Novitas Capital** is a family of venture capital funds that makes investments in seed, start-up and early stage information technology and life sciences companies. The firm invests in early-stage companies characterized by strong intellectual capital, proven leadership, breakthrough concepts, and unique positioning. Their initial investments typically range from \$100,000 up to \$2.0 million in a first round financing.

#### **Novitas Capital**

Scott D. Nissenbaum  
1200 Liberty Ridge Drive  
Suite 310  
Wayne, PA 19087  
Phone: (610) 293-4075  
Fax: (610) 254-4240  
[snissenbaum@novitascapital.com](mailto:snissenbaum@novitascapital.com)  
[info@novitascapital.com](mailto:info@novitascapital.com)  
[www.novitascapital.com/](http://www.novitascapital.com/)

**Toucan Capital** specializes in seed and early stage investments in novel, emerging technologies. They are interested in working with inventors, researchers, scientists, and entrepreneurs at the very beginning to commercialize an invention or technology. They look for emerging technologies with broad potential to create multiple products. Toucan typically invests in a company's first institutional financing, usually acting as the lead investor.

#### **Toucan Capital**

Scott Sanzone  
7600 Wisconsin Avenue  
7th Floor  
Bethesda, MD 20814  
Phone:(240) 497-4060  
Fax: (240) 497-4065

[info@toucancapital.com](mailto:info@toucancapital.com)  
[www.toucancapital.com](http://www.toucancapital.com)

**Walker Ventures** is based in Glenwood, Maryland and focuses on startup and early stage companies in the high-tech industry. The firm's West Virginia operation based in Shepherdstown focuses on the entire state. Prior investments included Ultrarise Corp. and Butterfly.net, Inc., two companies in West Virginia's Eastern Panhandle.

#### **Walker Ventures**

Gina Dubbe  
3060 Washington Road, Route 97, Suite 200  
Glenwood, Md 21738  
(301) 854-6711  
[www.walkerventures.com](http://www.walkerventures.com)

### **Tax-Exempt Industrial Revenue Bonds**

This program provides for customized financing through federal tax-exempt industrial revenue bonds. Of the state's bond allocation, \$57,386,700 is reserved for small manufacturing projects; \$16,396,200 for qualifying projects in Enterprise Communities, and \$90,179,100 for exempt facility projects.

For additional information:

West Virginia Department of Commerce  
Capitol Complex, Bldg. 6, Room 525  
Charleston, WV 25305-0311  
Phone: 800-982-3386 or (304) 558-2234  
Fax: (304) 558-1189

Website: [www.wvcommerce.org](http://www.wvcommerce.org)

### **West Virginia Capital Corporation**

West Virginia Capital Corporation (WVCC) is a privately owned company in which many West Virginia financial institutions pool their money to share the risks of helping enterprises grow in the state. WVCC loans are generally made to existing small and medium size companies which require a source of supplemental financing in order to meet growth needs. Only West Virginia based companies or West Virginia operations are assisted. Any business which can obtain the necessary funds on reasonable terms from a conventional financing source is not eligible for assistance from WVCC.

West Virginia Capital Corporation  
120 Washington St. E.  
Charleston, WV 25301  
Phone: (304) 346-0437

Source: West Virginia Capital Corporation (WVCC)

# STATE OF WEST VIRGINIA SMALL BUSINESS SERVICES

Approximately 90% of businesses in West Virginia have 20 or fewer employees: Small Business is Big Business in West Virginia, there is certainly nothing small about its impact on our economy.

The West Virginia Small Business Development Center (WVSBDC) is a division of the West Virginia Development Office and is funded by the State of West Virginia, the United States Small Business Administration, and our Community Colleges and Workforce Investment Board Partners.

The WVSBDC has 14 centers throughout the state. To contact the center closest to you, call The Administrative Office of the WVSBDC may be reached at 1-304-558-2960 or 1-888-982-7232 (Toll Free) or visit the website: [www.sbdcwv.org](http://www.sbdcwv.org)

## Technical Assistance

Starting a new business can be complicated - from choosing the right location and marketing techniques to choosing the best legal identity. The SBDC can help you make these important choices. Staff members will help you see the profits you are likely to attain by teaching you how to do feasibility studies. The SBDC *Going into Business in West Virginia* book can help you review your licensing and regulation requirements. These offices can also supply you with application forms for your Federal Employee Identification Number and Business Registration Certificate, Worker's Compensation and Employment Security. The staff can also help you understand the federal and state tax responsibilities.

Once you are in business, the service does not stop. The SBDC sponsors and co-sponsors workshops and seminars on a number of topics of interest to the small business entrepreneur. Subjects offered include basic record keeping/financial management, business taxes, credit and collection, business start-up, marketing, personnel management, and women in business. Almost all of these are co-sponsored by authorities in the field. Each year the SBDC and the National Federation of Independent Businesses (NFIB) co-sponsor a Small Business Day at the Legislature. There are also the Small Business Week activities which are co-sponsored by the SBDC and the SBA.

## Financial Assistance

The SBDC provides services that help increase a small business's access to capital through assistance in obtaining bank loans, SBA guaranteed loans, microloans, angel capital investments, venture capital investments, SBIR grants, and investment through sources made available by the West Virginia Economic Development Authority, the lending arm of the state.

Services provided include:

- assistance with feasibility surveying
- market identification and planning
- business plan development
- financial statement preparation and analysis
- cash flow preparation and analysis
- identifying sources of funding

For more information on small business services contact:

Wheeling Area

1704 Market Street

Wheeling, WV 26003

(304) 214-8973

(304) 233-5522

Website: [www.sbdcwv.org](http://www.sbdcwv.org)



**ELECTRIC POWER**

**Allegheny Power**

Allegheny Power serves all of Wetzel and Tyler counties in West Virginia, as well as more than 1.4 million customers in parts of West Virginia, Virginia, Ohio, Maryland and Pennsylvania. Corporate headquarters are in Hagerstown, Maryland with Corporate Centers in Fairmont, WV and Greensburg, PA. The Allegheny Power System's generation is 88% coal fired and 12% hydro.

Allegheny Power's average industrial rate for our Mon Power territory in West Virginia was 4.12 cents per kilo watt hour according to an electric industry survey conducted in the summer of 1996. For this same period, the average for the United States was 4.92 cents per kwh.

Specific questions on rates or service can be directed to:

Robert McLaughlin, CED  
Economic Development Manager  
Allegheny Power  
1310 Fairmont Avenue  
Fairmont, WV 26554  
304-367-3000  
1-800-255-3443  
Website: [www.alleghenypower.com](http://www.alleghenypower.com)

**Municipal Utilities of New Martinsville**

New Martinsville operates one of only two municipal electrical systems in the state of West Virginia. The City operates a hydroelectric plant on the Ohio River and New Martinsville residents enjoy the lowest electric rates in the state.

For more information, contact:

David White, Manager  
Electric Department  
City of New Martinsville  
191 Main Street  
New Martinsville, WV 26155  
304-455-9125

# TELECOMMUNICATIONS

Fibernet

Phone: 304-447-2100

Fax: 304-720-2121

[www.wvfibernet.net](http://www.wvfibernet.net)

Suddenlink Communications

Phone: 1-800-972-5757

Website: [www.mysuddenlinkbusiness.com](http://www.mysuddenlinkbusiness.com)

Verizon

Phone: 1-800-265-2316

[www.verizonbusiness.com](http://www.verizonbusiness.com)

## NATURAL GAS

Two utilities provide natural gas service in Wetzel County. Mountaineer Gas Company, a retail subsidiary of Eastern American Energy, serves New Martinsville, while the rest of Wetzel County is serviced by Hope Gas, Inc., part of the Consolidated Natural Gas System.

Natural gas is available in an unlimited supply to new or expanding commercial and industrial customers in both service areas. Both companies will sell their own gas. Both will also serve as a transporter for gas purchased from local wells or from wells in other parts of the nation, which can result in substantial savings.

The natural gas business has been undergoing many changes. One recent significant change is restructuring of rates which affects all classes of customers. The new rates are cost-of-service oriented. It is strongly recommended that if the price and availability of natural gas is critical to you that you contact the appropriate gas company directly.

Mountaineer Gas Company  
2401 Sissionville Drive  
Charleston, WV 25312  
Phone: 1-800-834-2070  
Website: [www.mgcwv.com](http://www.mgcwv.com)

Dominion Hope  
Economic Development Department  
P. O. Box 2868  
Clarksburg, WV 26302-2868  
Phone: 304-623-8600  
Toll Free: 1-800-688-4673  
Website: [www.dom.com](http://www.dom.com)

## WATER AND SEWER SYSTEMS

Water in Wetzel County is provided through municipal systems, public service districts or private wells. Water is of high quality and a chemical analysis is available from the municipal systems upon request. Rates are very competitive with other locations within the region.

Sewage treatment systems exist in New Martinsville, Paden City and Pine Grove. Additional information on specific Wetzel County locations can be obtained by contacting WETZEL COUNTY CHAMBER OF COMMERCE at (304) 455-3825.

For more information regarding New Martinsville's water and sewage department, contact:

Water & Sewage Department  
City of New Martinsville  
191 Main Street  
New Martinsville, WV 26155  
304-455-9130

## THE RIGHT LOCATION

Wetzel County has the right location for your business! A wide range of sites are available for development of all types. The Wetzel County Chamber of Commerce works with local organizations, real estate firms and private property owners to identify appropriate sites, arrange inspection tours and assist your business throughout the site selection process.

Prime local sites and buildings include:

### 1. Wetzel County Industrial Park

- 12,000 sq. ft. multi-tenant industrial shell building
- 40 acres available in new industrial park e in new industrial park
- full utilities available to site
- build to suit or lot sales



# INDUSTRIAL PARK AND SITE DEVELOPMENT ASSISTANCE

The Business and Industrial Development division of the West Virginia Development Office (WVDO) has industrial specialists who work with out-of-state prospects, existing state businesses and site location consultants to identify suitable locations for their proposed operations. Additionally, the West Virginia Economic Development Authority (WVEDA) supports the development of planned industrial parks. The WVEDA requests the local development authorities to first obtain as much federal grant money and local funds as possible before seeking WVEDA financial assistance.

## Electronic Site Database

The WVDO maintains a computerized inventory of all available buildings, industrial properties and industrial parks. In addition, the office works with the state Main Street program to establish a computerized inventory of available office space within West Virginia. The office prepares brochures on many of the available properties. The brochures include photographs, location maps and fact sheets. Fact sheet information may include acreage, utility availability and transportation access for sites and parks and square footage, ceiling heights, floor plans, construction materials and sales or lease terms for available facilities.

Electronic Site Database continued

The service usually consists of selecting sites or facilities from the inventory that meet the requirements for a particular project, sharing information on the selected properties site with the interested business and then arranging a follow-up visit to the sites. In addition, as part of the process, the WVDO may provide detailed information on site location factors such as labor availability, transportation, compensation costs, utilities, environmental regulations, quality of life, taxation, and other community information.

## Site Improvement Program

In support of the site selection program, the Community Development division of the WVDO may provide funding assistance to extend or expand local public infrastructure capabilities such as water and sewer. Also the Business and Industrial Development Division, in conjunction with the West Virginia Department of Highways, offers an access road program which can provide access roads to support new industrial locations.

For additional information regarding the above programs, contact:

West Virginia Development Office  
Building Six, Room 517, Capitol Complex  
Charleston, WV 25305  
Ph: 800-982-3386 or 304-558-2234  
Fax: 304-558-0449  
Website: [www.wvcommerce.org](http://www.wvcommerce.org)

## NOTES TO FACTBOOK:

This business and industry factbook was compiled with information from many sources. Some of the information contained within may have changed. The Greater New Martinsville Development Corporation (WETZEL COUNTY CHAMBER OF COMMERCE) makes no guarantees for the accuracy of the information contained herein.

For changes, contact:

WETZEL COUNTY CHAMBER OF COMMERCE  
201 Main Street  
New Martinsville, WV 26155  
304-455-3825  
Website: [www.wetzelcountychamber.com](http://www.wetzelcountychamber.com)