



The West Virginia Development Office

**West Virginia Council
for Community
and Economic
Development**

West Virginia Council for Community and Economic Development

Our mission:

- To improve the quality of life for all West Virginians by strengthening our communities and expanding the state's economy to create more and better jobs.

West Virginia Council for Community and Economic Development

- A true private/public effort
- Formed to bring best business practices to West Virginia's development initiatives
- Board of directors for the Development Office
- Provides oversight, strategic planning and direction
- Assist the governor and Legislature in setting policy
- To listen, study, evaluate, and recommend

West Virginia Council for Community and Economic Development

- Ralph J. Bean
- Mallie J. Combs
- Kevin J. Craig
- David Dickirson
- Gale Y. Given
- Dewey J. Guida
- Ken Lowe Jr.
- John F. McGee
- Rory L. Perry
- Jack R. Phillips
- Scott Rotruck
- Michael G. Sellards
- John Skidmore
- L. Newton Thomas
- John R. Unger II
- Greg Wooten
- R.W. Wilkinson

Events sponsored by the Council

- Leadership West Virginia
- “West Virginia: A Vision Shared” focus group workshops
- Southern Economic Development Council annual meeting
- Unveiling of strategy
- Unveiling of “West Virginia: A Vision Shared”

West Virginia Economic Development Corporation

- Established in 1992
- The funding arm of the West Virginia Council for Community and Economic Development

West Virginia Economic Development Corporation

- Purpose: Incorporated exclusively as a nonprofit corporation for the sole purpose of recruiting new business to the State of West Virginia and expanding existing business in the state in order to promote economic development in the state of West Virginia and generally benefit the citizens and residents of West Virginia.

West Virginia Economic Development Corporation

- Ralph J. Bean
- Russell Lorince
- Michael Sellards
- L. Newton Thomas
- Dana E. Waldo
- Bernard Westfall
- R.W. Wilkinson

**A profile
of the West Virginia
Development Office**

Divisions

Community Development

BID

SBDC

Governor's Workforce Investment Office

Administration

WVEDA

Research and Planning

Communications

International

Coalfield Development

Film Office

Business and Industrial Development

Marketing methods

- Respond/react to qualified RFPs
- Host visits with prospects
- Relationships with site consultants
- Face to face visits (marketing trips)
- Advertising
- Brochures
- Newsletters
- Internet: www.wvdo.org

Retention efforts

- Retention representatives cover the state in five regions
- 672 retention visits made in FY 2001
- Constant contact with businesses in those regions
- WVDO efforts also concentrate on expansions

Governor's Guaranteed Work Force Program

- Since inception in 1991, the program has trained more than 99,000 employees
- Provides training grants of up to \$1,000 per employee to new companies that create at least 10 new jobs with a year and to existing companies that are either expanding or need to retrain their employees

International Division

International Division

Office functions:

- Two representatives promote foreign investments in West Virginia
- Two representatives promote exports of West Virginia products
- Trade offices in Japan, Germany and Taiwan perform both functions

West Virginia exports

EUROPEAN UNION

Belgium	\$240,717,363
Netherlands	91,509,641
U.K.	75,506,853
Italy	69,897,296
France	66,704,005
Germany	32,549,974
Spain	30,421,236
Portugal	15,991,244

SOUTH AMERICA

Brazil	\$68,761,800
Argentina	15,019,207

OTHER

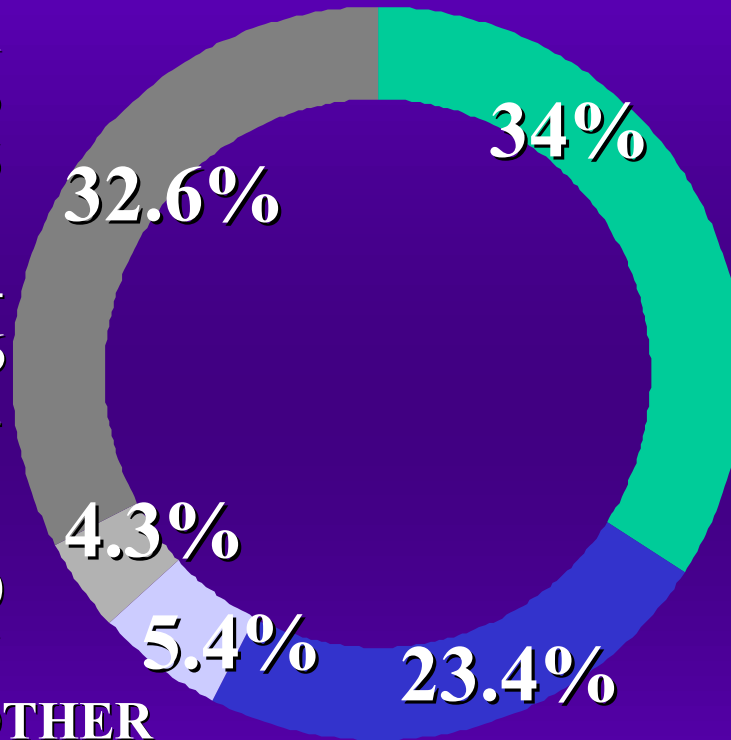
Australia	\$33,984,661
South Africa	25,801,218
Turkey	17,932,363
Bulgaria	13,873,584
Israel	13,178,274

ASIA

Japan	\$277,045,634
Korea	140,515,190
Taiwan	62,904,326
Hong Kong	60,127,319
Singapore	50,404,818
PRC	29,698,306
Thailand	17,445,307
India	12,842,938

NORTH AMERICA

Canada	\$411,767,712
Mexico	35,141,313

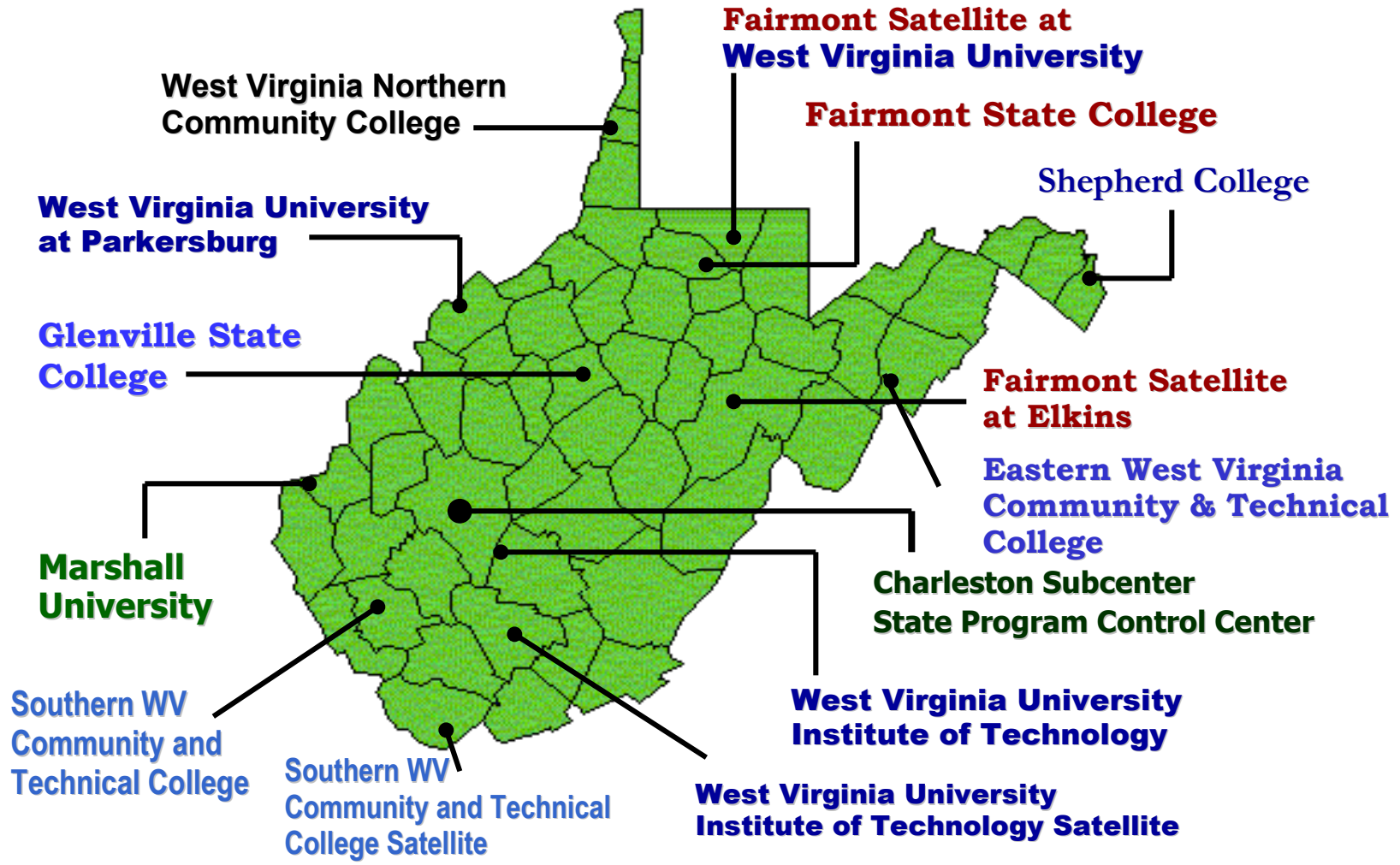


Distribution of West Virginia's exports to the state's 25 largest markets.
Source: U.S. Census Bureau, Foreign Trade Division by MISER, 1999

Small Business Development Center



West Virginia SBDC Network



**Community
Development
Division**

Community Development Division

Energy Efficiency Program

- Industry of the Future-WV
- Student Intern Program
- Lighting Evaluation Program
- Rebuild West Virginia
- Materials Recycling Directory
- Biomass Development

Community Development Division

Local Capacity Development

- Appalachian Regional Commission
- Certified Development Communities
- Local Economic Development Grant
- Neighborhood Investment Program

Community Development Division

Main Street West Virginia

- Preservation-based downtown development program
- Follows a Four-Point approach
 - ❏ Design: Improves the physical environment
 - ❏ Organization: Builds collaboration
 - ❏ Promotion: Markets the district's assets
 - ❏ Economic Restructuring: Strengthens the economic base
- Designated towns receive support in those areas

Community Development Division

Project Development

- Small Cities Block Grant Program
- Community Partnership Program
- Land and Water Conservation Fund

Community Development Division

Economic Infrastructure Bond Fund

- With other agencies, coordinate our investments in water and wastewater systems
- Develop the information needed to review economic development projects seeking infrastructure bond funds

**West Virginia
Economic Development
Authority**

West Virginia Economic Development Authority

Structure

- Chapter 31, Article 15, 1961
- Board: Governor, tax commissioner, seven private-sector representatives
- Mission: To provide financial assistance and credit enhancement to West Virginia businesses enabling a more favorable environment for job creation and retention in West Virginia

West Virginia Economic Development Authority

Programs

- Direct loans
- Loan insurance
- SBA 504 Loan Program
- West Virginia Division of Environmental Protection Underground Storage Tanks

West Virginia Economic Development Authority

Industrial Revenue Bonds

- Tax-exempt
 1. Capitol Parking Garage
 2. Stonewall Jackson Lake State Park
- Taxable
 1. Toyota Motor Manufacturing
 2. Quad Graphics
- Administration of statewide cap allocation for tax-exempt debt

West Virginia Economic Development Authority

Foreign Trade Zones

- General purpose zones
 1. Kanawha County
 2. Berkeley County
- Subzones
 1. Toyota Motor Manufacturing
- Approval authority statewide
 1. Wood County Development Authority

West Virginia Economic Development Authority

West Virginia Capital Company Act

- Administration and compliance

New initiatives

- Shell building program

Communications Division

WVDO Marketing & Communications

- Maximizes local and state dollars
- Allows for a consistent message
- Reaches national and global audiences
- Provides award-winning quality: 10 national awards in 1999-2000
- Considers economic development a priority

Enhances West Virginia's image as a business location

- Designed and placed ads in newspapers and magazines: Forbes, Fortune, Crain's
- Designed, wrote and printed annual reports for Governor's Guaranteed Work Force Program, West Virginia Council for Community and Economic Development, West Virginia Economic Development Authority and West Virginia Steel Advisory Commission
- Trade show displays and support
- Brochures and media coverage for trade missions

The West Virginia Development Office