



## West Virginia Development Office – Working with Industry Throughout the State

The Business and Industrial Development Division (BID) of the West Virginia Development Office (WVDO) is responsible for working with existing industry throughout the state. BID's Existing Industry Group focuses on manufacturing companies, warehousing and distribution, and business assistance centers (i.e., teleservice). We also work with the extractive industries such as coal and natural gas, banking institutions, utility companies, hospitals, the transportation industry, and institutions of higher learning.

BID has a staff of five in-state reps that service various geographical areas of the state and routinely visit businesses. These visitations are usually conducted with a representative of a county/regional development authority. **The purpose of these visits is to meet with ownership/management and to learn key information about a company.** All interviews with company officials are kept private and the information is strictly confidential. It is important for the local and state economic developers to learn about a company's 1) ownership and management, 2) product and process technologies, 3) labor force information, 4) raw material suppliers, 5) marketing, 6) financial condition, 7) issues and concerns, and 8) opportunities and industry outlook.

Visitations enable economic developers to learn about industry trends and the outlook for industries at both a domestic and international level. **We learn about changing technologies, international competition, and issues and concerns that impact the growth of businesses.** For example, we may hear about a local community issue such as a shortcoming with infrastructure or much larger issues such as the rising cost of health care, energy, raw materials, and global competition.

BID staff act as ombudsmen to all state, county, and local agencies. Other WVDO staff members interface with federal agencies and the private sector. **BID assistance may be as small as working with local officials on a zoning issue or as large as**

**working with the International Trade Commission on "foreign dumping" of product into this country.** The items that BID encounter are varied and numerous; they range from providing financial assistance and assisting with archaeological activities to working with other State agencies on environmental permitting and interfacing with the Federal Energy Regulatory Commission.

If a company official describes an issue or an opportunity, it is critically important for the local and state developers to respond in a "timely fashion". Our responsiveness sets the stage for building and keeping a successful relationship with that company. **One of the best testimonials the state can have for "recruiting new business" is an executive of an existing business who is pleased with the state's business climate and the personal attention they received from the WVDO.**

**It is of paramount importance that corporate executives are well informed about state programs such as financial assistance, labor force recruitment and training, tax credits available, and site location assistance.** For example, we may be able to identify a much needed raw material supplier or assist with an infrastructure or transportation issue.

It is important that everyone recognizes the contribution of business to a successful economy. Businesses create jobs and pay taxes. State and local governments have a responsibility to create and sustain an environment that encourages investment and job creation activities. **Successful economies are the results of teamwork; partnerships in the private and public sectors.** West Virginia's public sector at the executive, legislative, and judicial levels must continue to work together to create an environment that stimulates and encourages business growth and investment.

**For additional information on BID programs contact Rolland Phillips, Senior Manager, Business Retention & Expansion, West Virginia Development Office, (304) 558-2234, (800) 982-3386, [rphillips@wvdo.org](mailto:rphillips@wvdo.org).**

### EVENTS

**Leadership Conference** The 5th annual WV Leadership Conference will be held Tuesday, April 17 and Wednesday, April 18, 2007, at Waterfront Place Hotel, Morgantown. To register visit <http://wvleadership.wvu.edu/register>.

**West Virginia Venture Capital Expo** sponsored by INNOVA Commercialization Group will be held April 19, 2007 at the I-79 Technology Park Research Center in Fairmont, WV. For more information or to register, please call Connie Runyon at (304) 333-6767 or log on to [www.INNOVAwv.org](http://www.INNOVAwv.org).

**Energy Policy Act of 2005 Short Course: Tax Incentives Online Short Course** sponsored by the Association of Energy Engineers is accepting registrations for the program starting May 3, 2007. For more information on this workshop, please log on to [www.aeecenter.org/realtime/EPAAct05](http://www.aeecenter.org/realtime/EPAAct05).

**12th Annual WV Timber & Wood Products Show** sponsored by the WV Forestry Association will be held May 11-12, 2007 at Holly Gray Park in Flatwoods, WV. For more information, please call 1-888-372-9663 or log on to [www.wvfa.org/events.htm](http://www.wvfa.org/events.htm).

### New IOF-WV website is now on-line.

The IOF-WV website has been redone and you can visit it at

<http://iofwv.nrcce.wvu.edu>

### IOF-WV Contacts

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## Co-Funding Opportunities for IOF-WV Research Teams

Announcement	Due Dates	Funding
<b>U.S. Department of Energy Hydrogen and Fuel Cell Analysis: Environmental Impacts of Hydrogen Systems</b> <a href="http://e-center.doe.gov">http://e-center.doe.gov</a>	Now Open (Request for Proposals) April 18, 2007 (Proposal Due)	\$600,000 in total funding anticipated
<b>U.S. Department of Energy Hydrogen and Fuel Cell Analysis: Lessons Learned from Stationary Power Generation</b> <a href="http://e-center.doe.gov">http://e-center.doe.gov</a>	Now Open (Request for Proposals) April 18, 2007 (Proposal Due)	\$500,000 in total funding anticipated
<b>U.S. Department of Transportation SBIR/STTR</b> <a href="http://www.sbirworld.com">www.sbirworld.com</a>	Now Open (Request for Proposals) May 1, 2007 (Proposal Due)	\$100,000 for Phase I SBIR \$500,000 for Phase II SBIR \$100,000 for Phase I STTR \$500,000 for Phase II STTR \$38,000,000 for the completion of Phase I
<b>Environmental Protection Agency SBIR</b> <a href="http://es.epa.gov/ncer/sbir/index.html">http://es.epa.gov/ncer/sbir/index.html</a>	March 15, 2007 (Request for Proposals) May 23, 2007 (Proposal Due)	\$100,000 for Phase I SBIR \$500,000 for Phase II SBIR
<b>National Science Foundation Energy for Sustainability</b> <a href="http://www.nsf.gov">www.nsf.gov</a>	Now Open (Request for Proposals) Full proposal window - August 15 to September 15, 2007 (Proposal Due)	Estimated Funding: TBD

## Announcements

**U.S. DOE Industrial Technologies Program is continuing to accept applications for Save Energy Now Assessment Opportunities.** To apply visit: [www1.eere.energy.gov/industry/saveenergynow/](http://www1.eere.energy.gov/industry/saveenergynow/):

- Did your company complete an ESA in 2006 in steam or process heating? Build on your success by assessing a different system, and sharing the cost of the assessment with DOE.
- Does your plant consume less than 1 trillion Btu annually? Then, partner with other plants, share the assessment cost and keep the savings!
- Are you a utility, trade organization, or state energy office? Apply on behalf of a plant; share the cost of the ESA with DOE, and help your industrial partner find ways to reduce energy demand while becoming more profitable.

**The U.S. DOE Industrial Technologies Program is offering a series of 2-hour Webcasts, facilitated by experts.** These sessions will utilize the DOE's software tools and help you learn the basics—and the benefits—of using them to target opportunities for energy savings in your plant. For more information on the software tools visit <http://www1.eere.energy.gov/industry/bestpractices/software.html> and for the webcast schedule visit: [http://www1.eere.energy.gov/industry/bestpractices/events\\_calendar.asp](http://www1.eere.energy.gov/industry/bestpractices/events_calendar.asp).

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Bringing you a prosperous future where energy is clean, abundant, reliable, and affordable