



*Citizens working together for a better Wetzel County*

## **BUSINESS & INDUSTRY FACT BOOK**



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201 Main Street  
New Martinsville, WV 26155  
(304) 455-3825  
(304) 455-3637 fax  
[www.wetzelcountychamber.com](http://www.wetzelcountychamber.com)  
Email: [chamber@wetzelcountychamber.com](mailto:chamber@wetzelcountychamber.com)

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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, oil, gas, 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

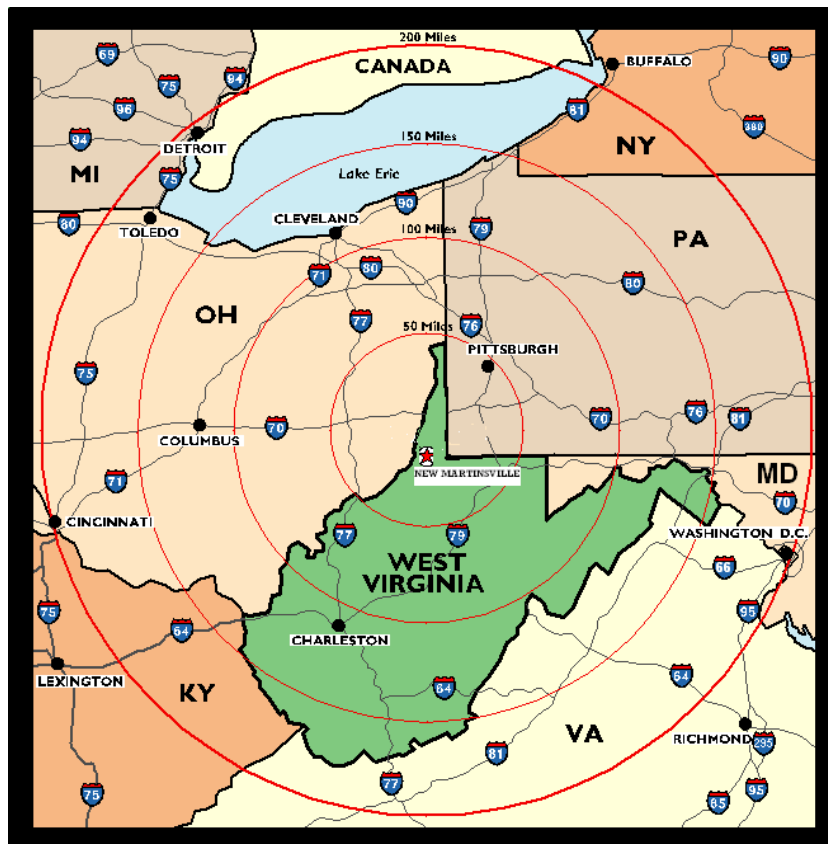
### LOCATION

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 2010 census population of 16,583. The county seat is New Martinsville with a population of 5,366. 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.

### 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.

## 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. In 1975, 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.

## **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 four counties; Monroe County, Ohio; Marshall County, Tyler County, and Wetzel County, West Virginia. Monroe County has a land mass of 456 square miles. Marshall County has a land mass of 305.43 square miles. Tyler County has a land mass of 260.1 square miles. Wetzel County has a land mass of 360.47 square miles.

# 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)

## **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.

### ***Wetzel County & Metro Wheeling***

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.

## **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
Paden City:	Recorders Office Mayors Office	(304) 337-2295 (304) 337-8004
Pine Grove:	Town Office	(304) 889-3351 Fax: (304) 889-3304
Hundred:	Town Office	(304) 775-5131

## BUSINESS AND INDUSTRY RESOURCES

Information on available industry resources within the area can be found by contacting the following organizations.

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)

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  
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  
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)

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)

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

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

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  
EDA Technical Assistance Center  
405 Fayette Pike  
Montgomery, WV 25136  
Ph: 304-442-4088  
Website: [www.wvutec.edu](http://www.wvutec.edu)

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

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

## Water

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

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

**West Virginia Educational Institutions that provide support on Industrial and Environmental issues**

**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.

*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.

*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.wvutec.edu](http://www.wvutec.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.

*For additional information, contact:*

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

## UNEMPLOYMENT COMPENSATION

Presently, new employers pay a rate of 2.7 percent on the first \$12,000 of wages for each employee, in the calendar year, for contribution to unemployment compensation.

After an employer's account has been potentially chargeable, or actually charged, with unemployment benefits for 36 months preceding the computation date of June 30, the employer is assigned an earned rate, which may be higher or lower than 2.7 percent depending upon the stability of the employer's employment experience. The earned or penalty rate assigned an employer is based upon the employer's average annual payroll, credits to the employer's account, and charges made against the account for benefits paid to former employees. Penalty and earned rates range from a maximum of 7.5 percent to a minimum of 1.5 percent. An employer who is delinquent in submitting reports is assigned a rate of 7.5 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 9.)

### ***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



### **T R A I N I N G**

#### ***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:

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)

### ***Job Training Programs Division and Bureau of Vocational Education***

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.

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  
Ph: 304-558-1847

### ***Northern Panhandle Workforce Investment Board***

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)

## ***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.

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).

## ***Financing***

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### **LOCAL FINANCING PROGRAMS**

There are many financing avenues available for new or expanding businesses in Wetzel County. Conventional financing is available through local financial institutions as well as regional, state, and federal financing programs. Following is a brief outline of the various programs.

#### 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 those financial organizations within Wetzel County.

Peoples Bank  
207 Main Street  
New Martinsville, WV 26155  
304-455-4500

Union Bank  
RR 250  
Hundred, WV 26575  
304-775-2265

Peoples Bank (Steelton Branch)  
638 North State Route 2  
New Martinsville, WV 26155  
304-455-5353

WesBanco New Martinsville  
190 Main Street  
New Martinsville, WV 26155  
304-455-1300

WesBanco of Paden City  
4<sup>th</sup> and Main Streets  
Paden City, WV 26159  
304-337-2205

WesBanco Pine Grove  
Route 20  
Pine Grove, WV 26419  
304-889-3337

WesBanco Steelton  
285 North State Rt. 2  
New Martinsville, WV 26155  
304-455-6570

Bayer heritage Fed. Credit Union  
State Route 2  
New Martinsville, WV 26155  
304-455-4029

Doolin Security Savings Bank  
610 North State Rt. 2  
New Martinsville, WV 26155  
304-455-1850

Progressive Bank  
425 Third Street  
New Martinsville, WV 26155  
304-455-5400

### Regional Financing

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

Regional Economic Development Partnership  
1310 Market Street  
Wheeling, WV 26003  
304-232-7722

The Regional Economic Development Partnership (RED) was formed to create business opportunities in West Virginia by generating new jobs and stimulating the economy. RED Partnership is a one-stop resource for development programs as well as business environment, demographic, economic and community information in the Wheeling region, including Ohio, Marshall and Wetzel Counties. They have a staff which will work with you to coordinate financing for your business endeavor. Current loan programs they specifically administer are the SBA 504 Loan Program and a Revolving Loan Fund (RLF). For more detailed information see their website at [www.redp.org](http://www.redp.org) or contact them at the address above.

### **State of West Virginia Programs**

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 can learn about any of the innovative financial incentive programs listed here by contacting the West Virginia Economic Development Office (WVEDO).

Below is the contact information and a brief listing of the programs available.

- 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
- Tax increment financing

See their website for detailed information on the above programs at [www.wveda.org](http://www.wveda.org)  
Contact information for the WVEDO:

Greenway Building  
Northgate Business Park  
160 Association Drive  
Charleston, WV 25311-1217  
Phone: 304-558-3650  
Fax: 304-558-0206

The West Virginia Small Business Development (WVSBDC) is a division of the WV 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 WWSBDC 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  
Phone: 304-214-8973 or 304-233-5522  
Website: [www.sbdcwv.org](http://www.sbdcwv.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 \$50,000; 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.

**ELECTRIC 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. 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 LATE 1990's. 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:

Economic Development Manager  
Allegheny Power  
1310 Fairmont Avenue  
Fairmont, WV 26554  
304-367-3000  
1-800-255-3443

MUNICIPAL UTILITIES OF 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:

Manager of the 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

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

Suddenlink Communications

Phone: 1-800-972-5757

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

Frontier Communications

Phone: 1-800-921-8102

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

CityNet WV

Phone: 1-800-881-2638

Website: [www.citynet.net](http://www.citynet.net)

AT& T, Inc.

Phone: 1-800-331-0500

Website: [www.att.com](http://www.att.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