

JEFFERSON COUNTY, WEST VIRGINIA

1. **Are you seeking a lower cost of doing business?** According to the 2007 Milken Institute Cost of Doing Business Index, the national average cost of doing business index is 92.45; West Virginia's cost of doing business index is below the national average at 87.1. Jefferson County provides all the benefits of a location within the Washington/Baltimore region without the usual high costs associated with such prime real estate. There is an abundance of new office space, business parks, and low real estate costs. We are strategically located on a substantial transportation network utilizing rail, plane, and automobile.
2. **Would your company benefit from lower utility costs?** A 2007 Energy Information Administration shows that West Virginia has the second lowest industrial and overall electricity rates in the nation. Our abundant natural resources, such as: coal, natural gas, and hardwood; help to keep our utility costs low.
3. **Are you looking for financial help to grow your business?** West Virginia wants your business – it's that simple. The state of West Virginia is committed to drawing new business to the state, and their aggressive program of incentives, including tax credits, financing programs and training programs, make the deal irresistible. The West Virginia Development Office (www.wvdo.org) is willing to utilize their flexible incentives to custom-fit your project. Incentives include:
 - a. *West Virginia Economic Development Authority Direct Loans*
 - b. *Economic Opportunity Credit:* Available to qualified businesses that make a qualified investment in a new or expanded business. The credit is also available for headquarters relocation.
 - c. *Manufacturing Investment Credit:* For manufacturers that make qualified capital investments in an industrial facility.
 - d. *Strategic R&D Credit:* For businesses engaged in qualified research and development activities. Purchases of tangible personal property and services for direct use in research and development are exempt from West Virginia's consumer sales and service tax and use tax.
 - e. *High Growth Business Investment Tax Credit:* Equal to 50 percent of the qualified investment made in companies that have been certified by the tax commissioner as eligible for the Strategic R&D Tax Credit.
 - f. *Warehouse "Freeport" Tax Exemption:* Goods in transit to an out-of-state destination are exempt from ad valorem property taxes when warehoused in West Virginia.
 - g. *Five for 10 Program:* Provides a tax incentive to businesses that make qualified capital improvements of at least \$50 million to an existing base of \$100 million or more.
 - h. *Manufacturing Sales Tax Exemption:* Materials and equipment purchased for direct use in manufacturing are exempt from the 6 percent state sales and use tax.
 - i. *WV Capital Company Credit:* Investors in qualified West Virginia capital companies are entitled to a state tax credit equal to 50 percent of their investment.
 - j. *Governor's Guaranteed Workforce Program:* Provides up to \$2,000 for training per employee for every job created.
4. **Would your business benefit from a location close to the Nation's Capitol?** Washington, DC is the home base of the federal government, and Jefferson County is particularly attractive to the Biotech and Healthcare industry because of its proximity and easy access to the National Institutes of Health, the Food and Drug Administration, and other federal entities involved in or regulating these two industries. This centralized location also provides easy access to the pool of experienced and trained scientists in Baltimore, MD, as well as Johns Hopkins and other universities producing graduates in related fields. Jefferson County & the Eastern Panhandle of

West Virginia boast their own lineup of federal installations to include: US Customs and Border Protection, USDA, Department of Interior/NCTC, US Fish & Wildlife, US Coast Guard, and the Internal Revenue Service.

5. **Are you seeking highly trained employees?** Jefferson County has the capability to produce and maintain highly trained employees. Shepherd University (www.shepherd.edu) is a state supported four year institution of approximately 5,000 students. The University offers associate and bachelor degrees in over 75 fields, and has implemented a masters program. The Blue Ridge Community and Technical College (www.blueridgectc.edu) offers associate degree programs, certificate programs and certification in a number of areas such as technology, organizational development, employee development, communications, performance improvement and leadership. The college can also create customized training sessions based on the needs of area businesses. The James Rumsey Technical Institute (www.jamesrumsey.com) is a vocational and technical school that offers courses for Eastern Panhandle high school students, and post-secondary students. Their formal partnerships with area colleges and support from local industry provide their students with a competitive edge in the job market. Also serving the area are the Mountain State University (www.mountainstate.edu), a private educational institution that tailors their programs to working adults and the American Public University System (www.apus.edu) that has become a leader in distance education.
6. **Do you need help recruiting talented, local employees?** The Jefferson County Development Authority has created an online workforce database to connect local residents with local employment. As new businesses come into the area, we offer this resource to help them fill open positions with local talent.
7. **Are you looking for existing state-of-the-art infrastructure?** Conveniently located within Jefferson County, the Burr Business Park is a 380 acre prime development located between Charles Town and Martinsburg, less than 90 minutes from Washington, DC and Baltimore, MD, and 45 minutes from Dulles International Airport. You'll benefit from transportation linkages, affordable utilities, a superior labor force, an overall lower cost of doing business, and an outstanding quality of life – all of the strategic advantages that today's businesses want to gain a competitive edge.
8. **Does your business need extensive telecommunications networks?** Telecommunications options continue to expand throughout Jefferson County. Companies such as Adelphia, Frontier Communications, Verizon, Sprint PCS, US Cellular, Tmobile, and Fibernet offer premium cell phone, high speed internet, and other services to Jefferson County.
9. **What is there to do in Jefferson County?** Once again, we are lucky to be located at the epicenter of two major metropolitan regions – the Washington, DC area and the Baltimore, MD area. Each of these cities has wonderful attractions and events throughout the year. In Washington, you have access to the wonders of the Smithsonian (www.si.edu); the Kennedy Center (www.kennedy-center.org); and in Baltimore you can take advantage of the National Aquarium (www.aqua.org), the Walter's Art Museum (www.theWalters.org); and the Hippodrome Theater (www.france-merrickpac.com). Locally, Jefferson County offers the Old Opera House (www.oldoperahouse.org); the Performing Arts Series at Shepherd University (www.shepherd.edu/passweb/); the Shepherd University Orchestra (www.shepherd.edu/musicweb/prep_orchestra.html); Charles Town Races & Slots (www.ctownraces.com); and Summit Point Raceway (www.summitpoint-raceway.com).