

2000–2001 Annual Report



A pan scraper removes the topsoil on the ridge at the south side of the existing wetlands at Putnam Business Park in preparation for Phase II archeological work at the site. (9/6/01)

Message from the President and Executive Director

Wayne Bennett, President

Economic development is a state and regional endeavor to create jobs and a better way of life for the workforce in West Virginia. To achieve this goal, the Putnam County Development Authority's Board of Directors has teamed with other county authorities, Advantage Valley, the state economic development office, PROTEC, county governments, legislators and community groups to implement plans necessary to identify prospects for expansion and new development.

Over the short term, we work to garner community support for businesses and entrepreneurs. Program efforts strive to solve regional and local challenges that impede business success. The long-term development efforts are directed toward increased competitiveness of local and regional firms and establishment of a framework for future economic development.

This year has been busy and challenging from the standpoint of developing a new industrial park, showing other possible industrial sites, and maintaining businesses that are already established. I sincerely thank Gary Walton, PCDA's Executive Director, his one-person staff, Gloretta Bishop, and the PCDA Board members for their excellent work toward achieving the economic development efforts in the Putnam County region. We extend our thanks to our investors and those individuals, governmental groups and community groups that gave their time and energy to promote and establish economic development. The Putnam County Development Authority appreciates your dedication and we look to the future with a greater determination to increase our development efforts for this region.

Sincerely,
Wayne Bennett
Wayne Bennett, President



President Wayne Bennett

Gary S. Walton, CED, Executive Director

Dear Friends and Supporters:

I would like to say THANK YOU to everyone who has helped in any way to make the work of the development authority so successful and enjoyable.

Our existing industries are the backbone of our local economy. They also offer the greatest potential for economic growth. These industries have provided jobs and income opportunities to West Virginia families for years. They can also serve as our best salespeople for economic growth provided we concentrate first on meeting their needs.

In this program year, we have continued our efforts with the support of state agencies such as the West Virginia Development Office, West Virginia Economic Development Authority, West Virginia Infrastructure and Jobs Development Council, regional groups such as Advantage Valley, the West Virginia Economic Development Council, AEP Economic Development, and many others. I cannot emphasize enough how important it is that we continue to work as a team to assure a prosperous future for Putnam County and West Virginia.

Sincerely,

A handwritten signature in black ink that reads "Gary S. Walton".

Gary S. Walton, CED
Executive Director



Industrial Development - Putnam County, West Virginia

Summary of Recruitment, Retention and Expansion Activities

2001

Expansion - January, 2001

Toyota Motor Manufacturing WV announced a \$50,000,000 expansion project. TMMWV will manufacture engines for the Lexus RX300 at Buffalo, WV. The expansion will result in the creation of an additional 200 jobs at completion. The 200 new jobs will bring total employment at Buffalo to over 1,000.

New Company—2001

Beam Blasting LLC purchased the former L.A. Samms facility at the Rock Branch Industrial Park in Poca.

New Company—2001

Valley Fabrication LLC—the new business employs six people and is located in leased space in the Rock Branch Industrial Park.

Expansion—2001

ComPro Systems, Inc. The company has purchased an existing Tennessee firm and is expanding its Teays Pointe Business Park facility. The \$363,000 expansion project is expected to create another 12 jobs.

2000

New Company - 2000

Charter Communications began construction on August 16 for the 18,000 square foot building in Scott Depot. The \$2 million facility will employ 75 persons and is expected to be in operation within weeks.

New Company - 2000

General American Door Company (GADCO) held its grand opening on August 9, 2000 for a new distribution center in the Rock Branch

Industrial Park at Poca. The new facility will employ 15 at the park.

Expansion - 2000

Kanawha Stone Co., Inc.— Terradon a Nitro firm that provides earth-moving services and land reclamation, invested \$1.4 million to build a 4,200 square foot expansion to its principal office area. The expansion added 15 jobs.

Expansion - 2000

U.S. FoodService a Hurricane food distributor announced the investment of a \$1 million investment creating an additional 10 jobs.

Expansion - 2000

AC&S, Inc. announced a \$730,000 improvement project creating three new jobs.

Expansion - 2000

Quality Woods a Putnam County wood products firm invested \$400,000 in its facility near Eleanor.



Representatives from a Japanese company pose for photos during a tour of the Scary Creek Industrial Center during a recruitment visit to Putnam County.

Marketing

Spreading The Good News About Putnam County

With the support of the Board and its Marketing Committee, PCDA has developed an extremely effective marketing program that includes public relations, news releases, advertisements, Internet, trade show participation, newsletters and international trade missions. It would be impossible to undertake such a multi-faceted marketing program without the support of our investors. This section briefly describes some of those marketing efforts.

Advertising

Advertisements have been placed in regional media such as the *West Virginia Executive* and in national trade publications such as *Area Development*, *Business Facilities*, and others.

Trade Shows

During the program year, PCDA has been represented at the SAE trade show in Detroit, Michigan and the SEMA trade show at Las Vegas. These events allow direct, one-on-one contact with potential industries.



Bill Turner (WV Development Office), Ray Vest (AEP Economic Development), and Jim Kinnett (Parkersburg-Wood County Development) were among the participants at the Society of Automotive Engineers (SAE) Trade Show in March 2001

Internet

The internet continues to gain in importance. PCDA's Executive Director developed and continues to maintain our internet web pages. A major benefit of this "hands on" approach is the ability to update our web site immediately.



The former Ames Department Store site featuring over 80,000 sq. ft. is included in the "Commercial/Office Buildings" section of PCDA's web pages. Information is supplied by building owners/managers and placed on the Internet. In addition, the staff maintains a computerized database that allows specific information about the buildings and sites to be printed in full color for business clients.

During the program year, we have worked to enhance our site and building marketing program by adding a new section on our web site. The addition of commercial buildings and sites has added a new dimension to our marketing efforts. Adding jobs by working to fill any and all available buildings allows us to meet a need by bringing together available buildings and businesses that need those buildings.

Regional Marketing

Cooperation is an increasingly important aspect of our marketing efforts. Cooperative marketing included a workforce brochure that featured a Toyota advertising reprint. The marketing piece was developed in collaboration with Advantage Valley, HADCO, BIDCO and the West Virginia Development Office. The brochure has been distributed at national trade shows and sent with information packets to industrial clients.

Industrial Development - Putnam County, West Virginia

Other Important Projects

Putnam Business Park



The photo above (taken 09/07/01) shows a pan scraper removing topsoil on the former Vaughn property. The barely visible yellow flags were placed by a crew from Cultural Resource Analysts, Inc. as part of the Phase II Archeological review. Contract award is pending for construction of 13 acres of replacement wetlands on the site of Putnam County's new mixed-use business park. Industrial Access Road grant funding has also been applied for to begin construction of the new access road on the property from old U.S. Route 35 in Fraziers Bottom.

Chemical Alliance Zone

PCDA has continued cooperative efforts with the Chemical Alliance Zone (CAZ). The Authority's Executive Director serves on the CAZ board of directors. The organization seeks to support and enhance the area's chemical industries. This area has a wealth of existing underutilized facilities and skilled chemical industry workers that can serve to attract new and expanded investment by companies from the U.S. and abroad.



Poca Blending's Denny Farrell reports at a recent CAZ meeting

Advantage Valley Business Park

PCDA has been instrumental in the acquisition of a 45 acre tract of land at Exit 34 (Hurricane Exit) on Interstate 64 that is proposed as the site for a cooperative, multi-county, business park.

Buffalo-Putnam Port

The staff has continued to work with the Buffalo Putnam Port District. The recently completed Master Plan and Feasibility Study indicates that the Buffalo port site is an "excellent location" for development of a public port facility and adjacent industrial property. In August, the Director made a presentation to the West Virginia Public Port Authority requesting funding for the local port district to employ the staff of the PCDA on a part-time basis to assist in the development effort.

U. S. Route 35 Corridor Management Plan

PCDA and the county's Office of Planning and Infrastructure have continued to cooperate with numerous groups and individuals to work to develop a coordinated management plan for the new Route 35 corridor. The area from the proposed Crooked Creek Interchange on I-64 to the Mason County line has the potential for major growth.

Advantage Valley

PCDA's Director serves on Advantage Valley's board of directors as well as several of its committees and sub-committees. The organization works to promote regional cooperation from Ashland, KY to Montgomery, WV.

Region II Workforce Investment Board

Putnam County's low unemployment rate emphasizes the importance of a workforce that is available to support industrial expansion.

Directors and Contributors

2001 Board of Directors

President, Wayne Bennett

WVU Extension Service

Clinton Beaver

Putnam County Commissioner

David Copenhagen

Toyota Motor Manufacturing WV

Beverly Jarrett

Regulatory Training Center

David Kimberling

Eagle Research Corporation

John J. Smolak

American Electric Power

Harry Whipkey

Retired

Vice President, Courtlandt L. Smith

Union Oil & Gas

Dave Bunger

Bank One, West Virginia

Dale Eggleton

Putnam County Schools

Johnny Harris

Retired, Former Mayor of Eleanor

Robert Pennington

Concorp

Bill Thompson

Thompson Real Estate, Inc.

Linda Williams

Williams & Williams Consulting

Sec./Treas., Dennis P. Prisk

Professor, Marshall University

James H. Caruthers, Jr.

Putnam County Commissioner

Roy Hamilton

City National Bank

Jack McLane

Retired

Nancy Smith

Retired

Ben Vest

Old Colony Better Homes
& Gardens Realty

Thomas Winter

Retired

Contributors

Allied Warehousing

Ameristeel

BB & T

Baker Truck Equipment Company

City National Bank

Cultural Resource Analysts, Inc.

Environmental Design Group

Four S Development

G & G Builders

Great Lakes Chemical Corporation

Parkline, Inc.

Presnell Associates, Inc.

R. O. Robertson, Jr.

Tasty Blend Foods

Thrasher Engineering

Thompson Real Estate Rents

V & S Pilot Galvanizing

West Virginia American Water Co.

American Electric Power

Maxim Crane Works

Bank One, West Virginia, NA

Benatec Associates, Inc.

Concorp Corporation

Dunn Engineers, Inc.

Flexsys America LP

Fruth Pharmacy

Garage Door Operators, Inc.

HNTB Engineers

Pray Construction Company

Putnam County Bank

Steptoe & Johnson

Teays Physical Therapy Center

The March-Westin Company

United National Bank

Walker Machinery Company

First Annual Business Meeting

Program

*5:00 – 6:30 p.m.
Tuesday, September 25, 2001
Sleepy Hollow Country Club*

Welcome	<i>Wayne Bennett, President</i>
Invocation	<i>Reverend George Bendall Teays Valley Presbyterian Church</i>
Accomplishments	<i>Gary S. Walton, CED Executive Director</i>
Presentation of Awards	<i>Ben Vest, Board Member - Volunteer of the Year Award - Economic Development Award</i>
Introduction of Guest Speaker	<i>Dennis P. Prisk, Secretary/Treasurer</i>
Keynote Address	<i>Mr. Lynn Gellermann, President/COO Adena Ventures</i>
Questions and Answers	
Closing Remarks	<i>Wayne Bennett, President</i>

Keynote Speaker

Lynn Gellermann serves as the President & COO of Adena Ventures, one of the nation's first New Markets Venture Capital Companies. Mr. Gellermann was one of the fund's leading principals involved with the formation and capitalization of Adena Ventures. He was also instrumental in developing relationships with the fund's strategic partners, which include Ohio University, the University of Charleston and the Mountain Maryland Entrepreneurial Development Center. Mr. Gellermann is a partner and member of the investment committee for Adena Ventures, which makes equity investments in small businesses whose principal operations are located in central Appalachia.

Mr. Gellermann is a graduate of Hastings College (BA) and the University of Colorado (MBA). For the past two years, Mr. Gellermann has provided consulting services in the areas of entrepreneurship, technology, economic development and venture capital to Wilhelm & Conlon Public Strategies, Inc. And Ohio University's Voinovich Center for Leadership and Public Affairs.

Prior to that, Mr. Gellerman worked in the banking industry for fifteen years. Most recently, he served as Vice President for both Banc One Corporation and the Banc One Community Development Corporation (CDC). Before joining Bank One, Mr. Gellermann worked for the U.S. Treasury's Office of the Comptroller of the Currency where he evaluated capital adequacy, asset quality, management, earnings and liquidity for national banks of all sizes.



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