



The March 2008 Open for Business report highlights projects and related announcements that will assist with the creation of new jobs and the preservation of a significant number of existing jobs.

West Virginia exports outpaced U.S. average in 2007

West Virginia exports totaled \$3.9 billion in 2007, a 23 percent increase in the state's exports from 2006. United States total exports increased by 12 percent during that same period. The top countries to which the Mountain State exported in 2007 included Canada, Japan, Belgium, China, Brazil, the Netherlands, Mexico and Italy. The top export product sectors for 2007 included plastics, coal, machinery, non-railway vehicles and chemicals.

Energy recycling project to improve production, cut greenhouse gas emissions

Silicon producer West Virginia Alloys, a unit of Globe Specialty Metals Inc., has entered into an innovative agreement with Recycled Energy Development (RED). Under the agreement, RED will invest \$45 million to \$55 million to recycle hot exhaust at the West Virginia Alloys plant in Alloy, W.Va. The recycling project will allow the plant to convert the heat exhaust from its electric arc furnaces into steam, which will in turn drive a power generator. Projected to go online in 2010, the recycling project will reduce greenhouse gas emissions and generate 40 to 44 megawatts of electricity, offsetting roughly one-third of the plant's electric consumption.

New online directory to connect West Virginia businesses and services

A new online directory will soon be available to connect West Virginia businesses and service providers. The new directory, www.WVBizBuilder.com, is the collaborative product of A Vision Shared and the West Virginia Small Business Development Division (WVSBDD). Registration is free. The deadline to be included in the initial phase of the directory is April 1, 2008. All West Virginia entrepreneurs, businesses and business organizations are encouraged to register. Service categories include but are not limited to business planning; office, meeting or laboratory facilities; freight and distribution; insurance; legal services; marketing and sales; and training.

"At the WVSBDD, we work with clients each day who are looking for reputable companies and service providers to help with all aspects of their business," said M.E. Yancosek Gamble, WVSBDD state director. "WVBizBuilder.com will provide that opportunity as well as give our clients a chance — at no charge — to market their own products and services."

Lockheed Martin captures \$1 billion FBI contract

Lockheed Martin Transportation and Security Solutions won a 10-year contract worth up to \$1 billion to deploy the FBI's Next Generation Identification (NGI) System. NGI will double the FBI's database fingerprint capacity and will include other identifiers such as palm prints, iris and facial recognition. The project will enhance the capabilities of FBI's Automated Fingerprint Identification System (IAFIS), based in Clarksburg, W.Va.

WVSBDD announces new financial analysis and diagnostic service

The West Virginia Small Business Development Division (WVSBDD) now offers client companies a new financial analysis and diagnostic service. The flagship Optimist software from global technology firm Inmatrix enables WVSBDD analysts to convert financial numbers into a graphical scorecard. The software produces a snapshot of a business's financial performance, a comparison to its industry's benchmarks and a financial ratio analysis. Optimist software presents the financial analysis as easy-to-read graphical representations. Using Optimist, WVSBDD analysts can produce reports that identify business problems, forecast the effects of business decisions and provide suggestions on how the business can better achieve its goals.

Inmatrix Vice President Roger Pell and WVSBDD demonstrated the software during West Virginia's Entrepreneurship Day at the Capitol in Charleston on Feb. 29.

Study shows bioscience industry has \$7.2 billion impact on state's economy

The new study "An Economic Profile of the Bioscience Industry in West Virginia" reports that the state's bioscience industry has a private sector economic impact of \$7.2 billion and supports more than 21,000 jobs in the state. West Virginia University (WVU), Marshall University and the West Virginia School of Osteopathic Medicine combine for an additional \$200 million in economic impact. The study by WVU was commissioned by Pharmaceutical Research and Manufacturers of America.

West Virginia marble manufacturer featured on Discovery Channel

Marble King was featured throughout the month of February on the Discovery Channel television show "Some Assembly Required." The show's hosts Brian Unger and Lou Bloomfield explore everyday items and how they are made. At Marble King, they discovered how marbles are made and learned how to put the "eye" in a cat's eye marble.

From its factory in Paden City, Marble King produces one million marbles a day, 365 days a year. Its marbles are used in recreational, decorative and industrial applications such as spray paint cans.

U.S. State Department honors Jefferson County manufacturer for humanitarian work

Schonstedt Instrument Company has been recognized by the United States Department of State for its humanitarian efforts. The Schonstedt Humanitarian Demining Initiative has donated more than \$75,000 worth of magnetic detectors to help deminers locate and clear landmines and explosive remnants of war. The Kearneysville, W.Va., firm produces specialized detectors used by survey, demining, utility, telecommunications and energy firms.

West Virginia Small Business Development Division helps 209 clients in January

The West Virginia Small Business Development Division (WVSBDD) provided 370 hours of counseling and training to 209 clients last month. SDBC staff trained 72 people at seven events in January and trained 329 people this fiscal year. Nine loans totaling \$2,297,946 were approved in January. In the fiscal year to date, 28 loans totaling \$4,925,621 have been approved. The "Business Ask Me! Line" received 234 calls in January. In this fiscal year beginning Oct. 1, 2007, the WVSBDD has provided 1,714 hours of counseling and training to 809 clients.

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