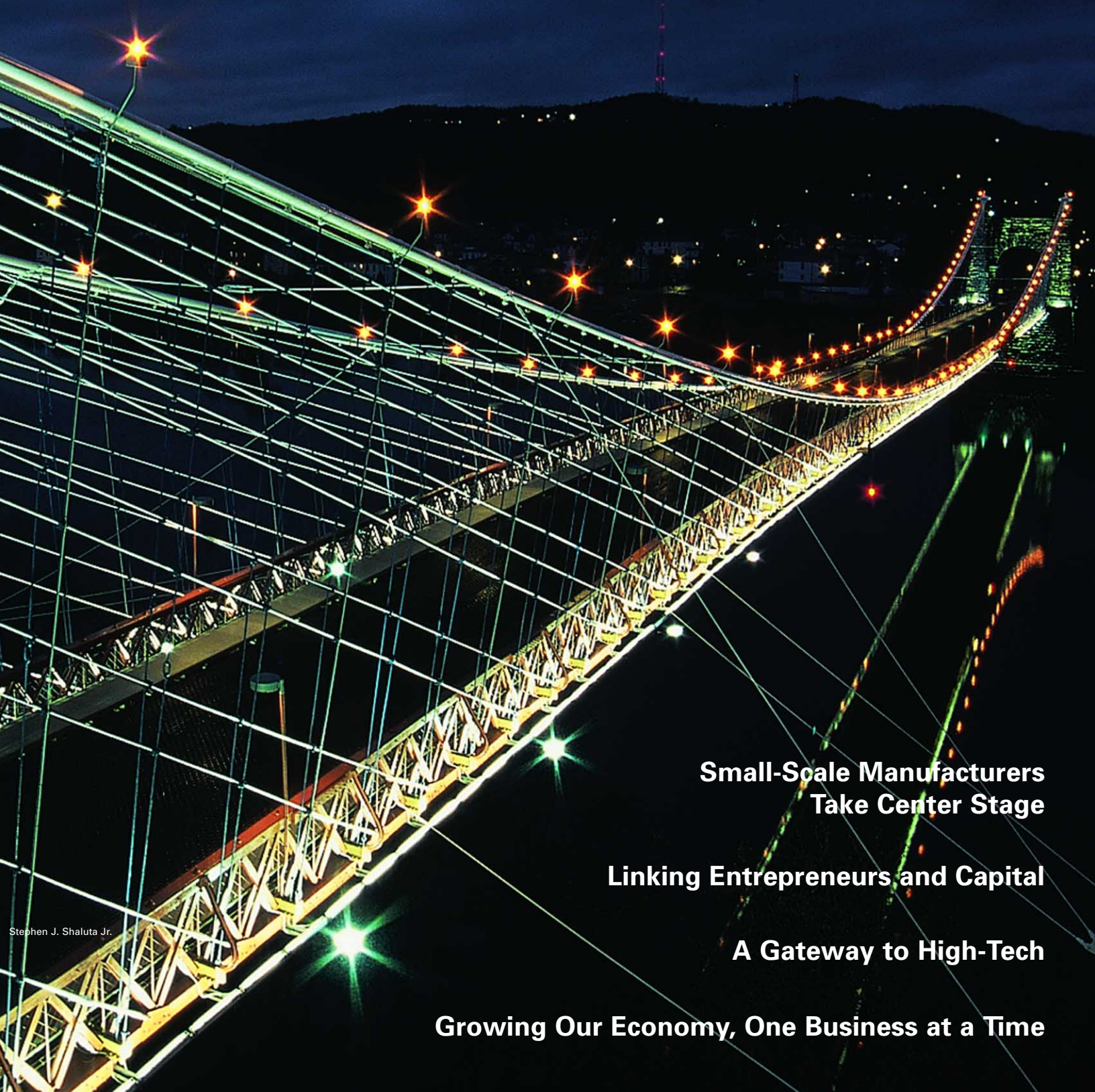


Volume 9
Number 2
Fall 2004

Discover

The **REAL** West Virginia Foundation



**Small-Scale Manufacturers
Take Center Stage**

Linking Entrepreneurs and Capital

A Gateway to High-Tech

Growing Our Economy, One Business at a Time

Stephen J. Shaluta Jr.



Kay McClure, Walhonde Tools



Rick Houvouras, Star Technologies



Robin Hildebrand, Blue Smoke Salsa



Steve Wallace, Hard Rock Candles

Small-Scale Manufacturers Take Center Stage in June Summit

More than 99 percent of the employer firms in America are small businesses.

Half of all Americans work for small businesses, including small manufacturers.

Almost 75 percent of new jobs are created by small businesses.

These are just a few facts that Senator Jay Rockefeller shared with the participants in “Made Right Here,” West Virginia Small Scale Manufacturing Summit on June 20-21 at Embassy Suites in Charleston.

“West Virginia has evolved into a first-class location for small-scale manufacturers,” Senator Rockefeller said. “Our workers are the best in the world and our quality-of-life is unsurpassed.

“Our State enjoys an abundant, stable, hard-working labor force; a strong

secondary and higher education system; and an excellent location directly between the major population centers of the East Coast, the Midwest and the South. It is no wonder more small-scale manufacturers are making the decision to do business right here in West Virginia.”

Attended by about 130 entrepreneurs, business leaders and government officials, the summit was hosted by Senator Rockefeller, the Discover the REAL West Virginia Foundation and the Center for Economic Options.

Sponsors included Bank One West Virginia, the International Association of Machinists and Aerospace Workers, the Robert C. Byrd Institute for Advanced Flexible Manufacturing, BB&T, Spilman Thomas & Battle PLLC

and the West Virginia Chamber of Commerce.

“It is good to be intentional about providing a forum for small employers,” said Steve Roberts, president of the West Virginia Chamber of Commerce. “The smaller folks are so busy running their businesses that they need to be reached out to from time to time. The best plan for helping them begins with listening to them. It is so important to listen to the people who have invested and created jobs for West Virginians.”

A small-scale manufacturer is defined as a business with less than 50 employees, noted Pam Curry, executive director of the Center for Economic Options. “Many of the participating businesses have less than 20 employees. Whether a business consists of a single person making hand-crafted furniture or a facility making customized optical equipment or textiles, small-scale manufacturing represents the largest industry in the State.”

The Summit featured a keynote address by Gat Caperton, of Tom Seely Furniture, in Berkeley Springs, as well as a variety of interactive panel discussions, such as “Resources for Small Manufacturers: Basic Building Blocks to Success,” “Policy Initiatives: Opening Doors to Success,” “Marketing for Success” and “Manufacturing West Virginia’s Creative Communities.”

Robin Hildebrand, of Blue Smoke Salsa, in Ansted served on the “Manufacturing Success” panel. Her



(left to right) Caroline Carpenter, W.K. Kellogg Foundation; Pam Curry, Center for Economic Options; and Senator Jay Rockefeller.



WEST VIRGINIA
SMALL SCALE MANUFACTURING
SUMMIT

basement kitchen was the first of its kind approved for commercial use in West Virginia.

“That was a major challenge,” she recalled. “I was a mom who wanted a home-based business so I could stay at home with my kids. We’re now on our third facility – it’s 12,000 square feet and includes a retail area and observation windows where we host tours.

“I think the Summit was an incredible success. I’m grateful to Senator Rockefeller for taking the time to encourage West Virginia manufacturers to keep up the good work.”

Another “Manufacturing Success” panelist, Kay McClure of Walhonde Tools Inc., in South Charleston, has seen the company she and her husband, Gary, founded grow from a garage-based operation to a manufacturer of tube and pipe alignment tools for Fortune 500 companies, the U.S. Navy, NASA and international clients.

“It was just plain hard marketing, – convincing customers to give a small, unknown company a chance,” she said. “I’m grateful that the Senator has the time to spend his resources on the small business community. We, as small business owners, need to walk through the doors he has opened and will be opening in the future. We’ll be more successful because of his efforts.”

In an effort to build on the excitement and ideas generated from the Summit, Senator Rockefeller’s Office, the Discover the REAL West Virginia Foundation and the Center for Economic Options are currently putting together a group of small manufacturers to discuss and propose policy changes at both the State and national levels that would assist small businesses. If you are interested in becoming a member of this group, please contact Pam Curry with the Center for Economic Options at 345-1298.

Growing West Virginia’s Economy, One Business at a Time

Small-scale manufacturers and artisans throughout West Virginia look to the Center for Economic Options in Charleston for assistance with market access and other strategies to help them succeed.

“I call us a social entrepreneur – we can do the deals to access the customers,” said Pam Curry, CEO’s executive director. “We provide a variety of services, but we don’t want to duplicate any that government agencies provide.

“What our clients need help with is access to markets, so we try to be very agile and respond to their requests – figure out where the opportunities are and set up structures to access them. We also provide customer feedback and technical assistance. We do market research and product testing, so we can give them technical assistance in terms of packaging, labeling and things like that that are difficult to get elsewhere.”

In June, the Center for Economic Options teamed-up with Senator Rockefeller and the Discover the REAL West Virginia Foundation to host “Made Right Here,” the West Virginia Small Scale Manufacturing Summit.

“We had been talking with them for some time, and when Senator Rockefeller came up with the idea for the summit, the CEO was a natural partner,” Curry said. “Small scale manufacturers are a big part of West Virginia business and tend to be overlooked.”

“We have a naturally strong base of small businesses – they’re the backbone of West Virginia. Small businesses keep the economy going.”

The Center for Economic Options also operates “Showcase West Virginia,” a store in Charleston Town Center that stocks products

from 300 small scale manufacturers and artisans throughout the State.

Since the mall is designed to cater to big chain stores, “Showcase West Virginia was created expressly for our clients as a marketplace that would have typically been closed to them,” Curry said.

The store, which carries everything from candles and gourmet foods to furniture and artwork, celebrates West Virginia’s distinctive culture.

“There’s a flavor and a sense of place that a lot of other states don’t have,” Curry said. “That can make it more enticing for customers. If looked at correctly, it’s an asset. Customers want to experience the culture and take a part of it home with them. It’s a unique place to be and it has unique applications for business.”

Curry said the Center for Economic Options’ short-term plans for Showcase West Virginia include expanding the product base, bringing in more entrepreneurs and stretching the boundaries of the store. The agency also wants to broaden sales and increase the customer base beyond walk-in shoppers.

Outside of that, CEO hopes to go online with Showcase West Virginia and open at least one other store, if not more.

“All of that will help generate program-related income to make us sustainable – see how profitable we can make Showcases for West Virginia and become more independent as a nonprofit organization so we’re not reliant on grants. We want to be here for the long haul,” Curry said.

Companies Honored For Making It Right Here



Made Right Here Award by John DesMeules, Glass Dimensions

Two women transformed their hobby into an operation that employs 15 people and produces 150,000 items a year.

A man realized a long-cherished dream of making a living from art by opening his own shop.

These three were among the business owners saluted during the West Virginia Small Scale Manufacturing Summit. Senator Jay Rockefeller presented six "Made Right Here" awards to businesses whose owners exemplify the innovation and determination of the true entrepreneurial spirit.

Award winners recognized during a June 20 reception at Embassy Suites in Charleston were:

Bailes Glass and Granite, Charleston

Founded in 1955, this full-service glass shop also designs, sells, fabricates and installs granite, marble and other natural stone products.

"We've changed over the years," John Carper said. "We were the first company to bring the glass fabricating industry to the State, and we were the first to bring in computer-controlled stone fabricating machines. We try to stay up-to-date on technology and modern manufacturing methods."

Evan Scent, Gauley Bridge

With her cousin, Sheri Bush, Brandie Lively began making candles in her basement in 1997. Their "hobby" has grown into an operation that employs 15 people and produces 150,000 candles a year.

"We sort of fell right into it," Lively said. "We started doing retail craft shows and we did those for a few years. Then we decided to do some large-scale manufacturing trade shows. By then we already had some wholesale orders. Then we linked up with a representative group and landed some big accounts, which catapulted us into the rest of it."

Gauley Mountain Molding, Inc., Craigsville

In its six years of operation, this company has carved a niche for itself by offering custom as well as conventional high-quality, finished wood products for homes and commercial spaces.

"I had a woodworking shop at home and I piddled around with it for three or four years as a hobby," Roland Griffith said. "But I wanted to get out of the mines. My uncle built houses for a living, so we just got started together. Then one thing led to another. We've expanded the product line several times in the past couple years and we expanded our building last year. Every year, we try to increase the past year's sales by 15 to 20 percent."

Hard Rock Candles, Huntington

Stone candles fashioned from rocks gathered along West Virginia highways, creeks and streams initially ignited this company, which now provides products to nearly 700 locations.

"I went door-to-door at gift shops at first," Steve Wallace said. "Then, I got juried into Tamarack and Showcase West Virginia and it snowballed from there. I got in the parks system throughout the State, and at trade shows all over the country, I've got representatives. I have at least one rep in probably 30 to 35 states."

Hinkle's Dying Art Glasswork, Buckhannon

This company, which was founded in 1994, fulfills an artist's lifelong dream to create and sell his own works of glass art.

"I grew up working in a glass factory and on breaks I experimented with melding color and clear glass and making shapes like flowers and animals," Ron Hinkle said. "I found out there was a big demand for novelty and art glass. So I guess it sort of went from a profession to a hobby and back to a profession again."

Innovative Technologies Group, Vienna

Engineer Robert Reed and businessman Mike Ruscitto teamed up to start this company, which manufactures the Eco-Tech Foundation System for use in installing cellular towers, retaining walls, pipelines, bridges and other structures.

"We hope to be licensed in all 50 states, and we have a marketing plan to export," Ruscitto said. "We have some State agencies working with us, and we hope to be exporting within the next year. Also, we want to have a more sound base in the State – there are several projects we hope to have going here this time next year."



Made Right Here Award Winners join Pam Curry, Executive Director, Center for Economic Options and Senator Jay Rockefeller on stage at the Summit's opening reception.

A Gateway to High-Tech in the Eastern Panhandle

Before the close of 2004, Senator Jay Rockefeller and the Discover the REAL West Virginia Foundation will join forces with the Gateway New Economy Council to host the Eastern Panhandle High-Tech Seminar.

The Gateway New Economy Council initially was founded in 2002 by alumni of Shepherd College (now Shepherd University) who now either live or work in the area.

“Our original mission was to strengthen the business programs at Shepherd,” said John Hale, GNEC’s secretary. “It’s grown to include recognizing that the Eastern Panhandle is an ideal situation to grow high-tech businesses.”

Hale said the organization has three objectives: promoting high-technology businesses in the area; working with higher education to improve business and technology programs; and helping to educate public policy organizations that set the business climate.

The Gateway Region, centered in West Virginia’s Eastern Panhandle, is attracting commercial and government enterprises based on access to national markets, quality of life, homeland security, and a growing high-tech workforce.

“We have lots of technological people moving to the Panhandle,” said Howard Mills, president of the GNEC. “We need more like-minded people and businesses here so they have multiple opportunities to choose from.”

Ray Alvarez, vice president of the GNEC, noted that it is a quality-of-life issue as well.

“Considerable numbers of workers in the area commute to outside areas, and we feel they are a resource that can be tapped into,” Alvarez said. “If we can create economic development locally, these people won’t have to commute and can have two to three more hours to spend with their families or their community, which will raise the quality-of-life in the Eastern Panhandle.”

On May 3, the GNEC sponsored the New Economy Forum at the Clarion Hotel, in Shepherdstown, to bring together business, economic and government leaders for dialogue on the opportunities and challenges of technology business expansion in the region.

The Eastern Panhandle Hi-Tech Seminar, later this year, will focus on showcasing the region’s investment opportunities to hi-tech firms currently located in D.C., Maryland, and Virginia.

Senator Rockefeller, who gave the keynote address at the May Forum, observed that there is huge potential for the growth of high-tech industry in West Virginia. “We are fortunate to have in West Virginia several high-tech companies whose accomplishments in the business and research communities are world-renowned.”



Gateway Council Members: Clockwise from top left are President Howard Mills, Secretary John Hale, and founding members Paul Woods and Johnna Armstrong.

Rockefeller said the State’s economy will thrive because of innovative, skilled entrepreneurs who are doing things in West Virginia that others do not expect--everything from running Toyota’s most productive U.S. plant to West Virginia firms producing jet aircraft and developing leading-edge software for homeland security. Virgil said, ‘Fortune favors the bold.’ West Virginia’s economy will be shaped by those who are bold enough, counter-trend enough, to take calculated risks.”

The GNEC elected its first board of directors and officers on July 26. In addition to Hale, Mills and Alvarez, officers include Johnna Armstrong, treasurer. Board members are Vicki Douglas, Ken Lowe, Bob Marggraf, Jeanne Muir, Walt Pellish, Lois Turco and Paul Woods.

For more information on the Gateway New Economy Council go to www.gnec.org.

**We are entering a world
where people work with their
brains instead of their hands.
Where computers and
telecommunications create global
competition. Where investment
buys new concepts rather than new
machines. Where rapid change and
intense competition are constant.
A world in a new century where new
skills, rapid adaptation and
breakthrough education are critical
to economic survival.**

*Encyclopedia
of the New Economy*

Linking Entrepreneurs and Capital

Five years ago, Senator Jay Rockefeller sat down in the living room of his Charleston home with a group of business leaders.

“We talked about how this State needs venture capital and that we needed a strong support system for entrepreneurs,” he recalled. “We asked ourselves what it would take to revitalize our State’s economy and how we could create an economic revolution that would promote growth and innovation.”

Hundreds of follow-up conversations and meetings later, the end result – the West Virginia Venture Connection – was launched during a May 25 celebration at the Clay Center in Charleston.

Eric Lewis, WVVC Chairman and Executive Director of Walker Ventures in Shepherdstown, said the network will be the “first aggregator of venture capital and equity capital in the state. We’ll be a one-stop shop for businesses looking to find out about venture capital and how to develop their businesses so they are appropriate for venture capital.”

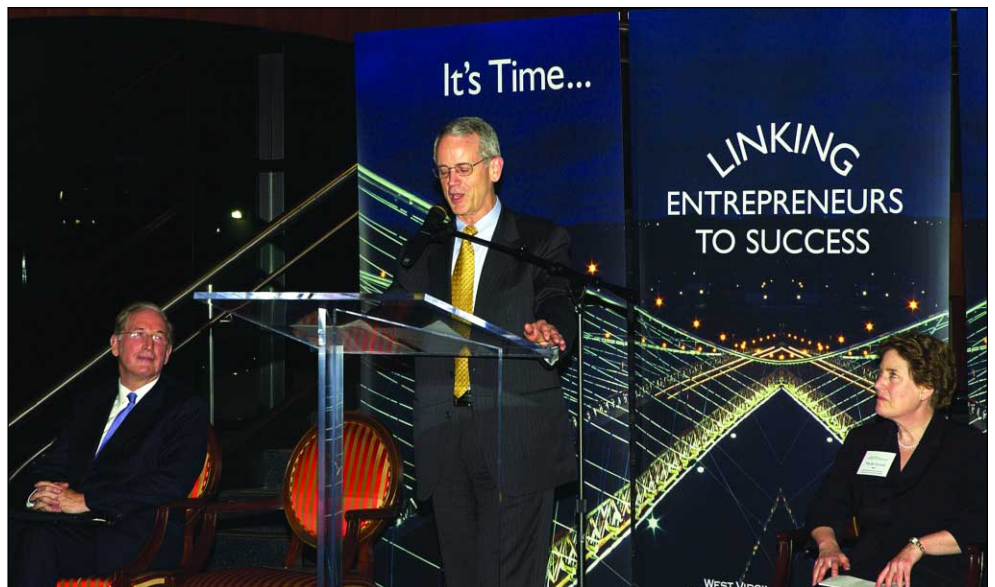
Dr. Charles M. Vest, president of the Massachusetts Institute of Technology and a graduate of West Virginia University, delivered the keynote address at the event, which was attended by state government representatives, venture capitalists, entrepreneurs, angel investors, service providers, economic developers and other business leaders.

“Entrepreneurship is about path-breaking, not about following the crowd,” Vest said. “Find your own niches and clusters. Find your comparative advantage, based on focused, realistic but passionate ambition.

“Aim only for world-class activities, and stay the course. Concentrate on real products that meet real needs. Remember that risk and failure are all part of the game.”

The West Virginia Venture Connection’s mission is to increase capital funding and stimulate job growth in the State through education and networking of entrepreneurs, capital providers and service providers. The network was funded in part by a \$75,000 grant from the Claude Worthington Benedum Foundation.

“The high-tech dreams and marketing strategies of today’s entrepreneurs are to



(left to right) Senator Jay Rockefeller; keynote speaker Dr. Charles M. Vest, President, MIT; and Phyllis Arnold, Regional President, BB&T and Board Member of the DRWV Foundation and WVVC.

this century what coal seams and iron ore were to the last one: the raw material of jobs, progress and economic growth,” Senator Rockefeller said.

“But to realize those dreams and jobs, today’s entrepreneurs need venture capital – the cash to rent facilities, buy technology and hire staff. They also need a network that provides critical opportunities for peer learning, linkages to others involved with starting and growing new businesses, and the local expertise about how to succeed.”

West Virginia already possesses a number of the resources required to encourage start-ups and expand new businesses, Senator Rockefeller said. These include a higher education system that produces future entrepreneurs who are motivated and technologically savvy; a ready source of experienced managers and proven workers from traditional industries such as steel and chemicals; and tax incentives that enhance job creation, attract venture capital firms and encourage strategic research and development.

But there needs to be a way to match these resources to actions, Senator Rockefeller added. “I believe the West Virginia Venture Connection is the missing piece of the puzzle. It’s an instant network, an educational institution and a matchmaker between capital

resources and new businesses, all rolled into one.”

The WVVC has recently hired Paul Helmick, a veteran entrepreneur and business consultant, as its Acting Executive Director. The WVVC Board of Directors includes: Eric Lewis, Walker Ventures, Chairman; Tom Heywood, Bowles, Rice McDavid Graff & Love LLP; Beth Lord, Jackson Kelly PLLC; Rudy Henley, Mountaineer Capital; Ed Spiva, Anthem Capital; John Gianola, Ernst & Young; Mark Prince, Bank One; Phyllis Arnold; BB&T, and Terri Giles, Office of Senator Rockefeller.

For more information on the WVVC please contact Paul Helmick at paul.helmick@wvvc.org or go to www.wvvc.org.



(left to right) Tom Heywood, Member, Bowles Rice McDavid Graff & Love LLP and Board Member of the DRWV Foundation and WVVC; Bob Simpson, Simpson & Osborne A.C.; and Harry Mills, BIDCO.

Resources for Entrepreneurs Venture Capital Firms

Adena Ventures

C. Andrew Zulauf
2300 MacCorkle Ave., SE
Charleston, West Virginia 25304
Phone: (304) 340-3736
zulauf@adenaventures.com
www.adenaventures.com/

Anthem Capital

Ed Spiva, General Partner
16 S. Calvert St., Suite 800
Baltimore, Maryland 21202-1305
Phone: (410) 625-1410
espiva@anthemcapital.com

iNetworks Advisors, Inc.

Charles A. Schliebs
Times Building
336 Fourth Avenue
Pittsburgh, Pennsylvania 15222
Phone: (412) 281-4277
charlie@iNetworksLLC.com
www.iNetworksLLC.com

INNOVA

Jonathan Elder, CPA
Chief Financial Officer and
Director of INNOVA
1000 Technology Drive
Suite 1000
Fairmont, West Virginia 26554
Phone: (304) 366-2577, ext. 224
Fax: (304) 366-2699
innovawv@wvhtf.org
www.INNOVAWV.org

Mountaineer Capital LP

107 Capitol Street, Suite 300
Charleston, West Virginia 25301
Phone: (304) 347-7525
Fax: (304) 347-0072
www.mountaineercapital.com/

Natural Capital Investment Fund (NCIF)

Route 1, Box 256, Turner Rd.
Shepherdstown, West Virginia 25443
Phone: (304) 876-2815
Fax: (304) 870-2205
www.wvncif.org

PA Early Stage

Scott D. Nissenbaum, Partner
Building 500, Suite 510
435 Devon Park Drive
Wayne, Pennsylvania 19087
Phone: (610) 254-4241
www.paearlystage.com

The Progress Fund

200 Main Street - 2nd Floor
Dawson, Pennsylvania 15428-0400
Phone: (724) 529-0384
www.progressfund.org
info@progressfund.org

Select Capital Ventures

Michael Salerno
4718 Old Gettysburg Road, Suite 405
Mechanicsburg, Pennsylvania 17055
Phone: (717) 972-1314
www.selectcapitalventures.com

Toucan Capital

Bob Hemphill
7600 Wisconsin Ave., 7th floor
Bethesda, Maryland 20814
Phone: (240) 497-4060



(left to right) Eric Lewis, Chairman of the West Virginia Venture Connection; Senator Jay Rockefeller and Chuck Vest.

Walker Ventures

Eric Lewis, Executive Director
PO Box 1027
Shepherdstown, West Virginia 25443
Phone: (304) 876-6037
eric@walkerventures.com
www.walkerventures.com

West Virginia Economic Development Authority

David Warner, Executive Director
NorthGate Business Park
160 Association Drive
Charleston, West Virginia 25311-1217
Phone: (304) 558-3650
Fax: (304) 558-0206

West Virginia Jobs Investment Trust Board

Fifth Floor
1012 Kanawha Boulevard, East
Charleston, West Virginia 25301
Phone: (304) 345-6200
Fax: (304) 345-6262
board@wvjit.org
www.wvjit.org/

West Virginia SBDD Plants Seeds for Economic Prosperity

The West Virginia Development Office's Small Business Development Division increases entrepreneurial success throughout the State by providing tools, training, support and advocacy to create jobs and economic prosperity. It is funded by the State of West Virginia, the U.S. Small Business Administration, the U.S. Department of Agriculture, the Appalachian Regional Commission and other host institutions.

Anne Lane, a Business Analyst with the WWSBDD, explains how the agency promotes economic prosperity through its 14 locations around West Virginia.

What is the mission of the Small Business Development Division?

LANE: Our services and programs help West Virginia small businesses grow by strengthening profit margins, improving cash flow, increasing sales and market share, promoting more efficient business planning, improving access to capital, cultivating more productive staffs and assisting with research and implementation of new technologies.

Specifically, what services does the WWSBDD provide?

LANE: We consult with existing businesses and business startups on business plan development, management and personnel issues. In addition, we offer consulting on financial matters and loan package development, including the Linked Deposit Program, the Microloan Program and SBA loan guarantees.

The WWSBDD also offers international trade services; procurement assistance; online or on-site training; Small Business Innovation Research and Small Business Technology Transfer grants; Small Business Work Force Program grants; and the Governor's Ombudsman Program.

What are some of your success stories?

LANE: The WWSBDD customizes its services for diverse clients with unique needs. For example, The Wood Line Inc.

(continued on page 8)



The Wood Line, Inc., West Virginia

West Virginia SBDD

(from page 7)

in Franklin produces decorative shelving and other wood products. The company entered into a relationship with A.C. Moore, a firm with a growing chain of retail craft stores on the East Coast.

As business escalated, owners Chuck Dow and Al Gorman realized a need for training from the West Virginia Manufacturing Extension Partnership. John Kelly with the SBDC at Eastern West Virginia Community and Technical College helped the company apply for and receive a Small Business Work Force program training grant. The training helped The Wood Line Inc. move from inadequate facilities and design a layout for more efficient production at its new and larger headquarters in the Pendleton Business Center. The company has added 10 employees.

Entrepreneurs Jim Bostic and Denver McMillion received different services at the SBDC for their startup company, West Virginia Metal Wholesalers. They had identified an opportunity for a manufacturing plant to produce coated metal roofing and siding, and worked with Paul Cook at the Fairmont State College Flatwoods SBDC to develop a business plan and write a proposal to finance the venture. The plant will open with 10 employees, but is expected to have 25 employees by the end of the first year.

Beth Thornton, owner and manager of Thornton Engineering, PLLC, and a registered professional engineer, asked Edna McClain with the Marshall Community and Technical

College SBDC for assistance in establishing her business as a Disadvantaged Business Entity with the West Virginia Department of Transportation (WVDOT) Division of Highways. Earning the designation of DBE assists socially and economically disadvantaged business owners (including women and minorities) vying for transportation contracts by discouraging discrimination and ensuring a level playing field. The DBE designation Thornton received will help her build a client base. On January 19 the company celebrated an open house at its new location in Milton.

What role does the WWSBDD play in the State's economic development efforts and how do you promote the services you offer?

LANE: In fiscal year 2004, the WWSBDD helped create and retain 3,055 jobs in the State's small business sector. Counselors assisted clients in assembling loan packages, resulting in \$31,620,352 of financing that helped small business owners start and grow their companies.

The WWSBDD communicates the myriad services offered to varied businesses through its seminars, broadcast and print advertising and public relations efforts. The WWSBDD's Web site at www.sbdcwv.org promotes SBDC services through online information and assistance. We hope these efforts will make more entrepreneurs aware of what we have to offer.

What upcoming projects are on the agency's calendar?

LANE: On June 9, Gov. Bob Wise announced the implementation of a process, which will be put into practice by the WWSBDD, to review all existing laws and to evaluate their impact and the burden placed on small businesses. We need regulations to protect people, but sometimes they place an undue hardship on small businesses.

In addition, all existing agency regulations are being reviewed for their impact upon small business. The Governor's Ombudsman, located at the program lead center at the State Capitol in Charleston, serves as a liaison for businesses experiencing excessive "red tape" in working with government agencies – including repetitive audits or investigations; excessive fines or penalties; threats, retaliation or other action.

For more information on the West Virginia Small Business Development Division, call (304) 558-2960 or (888) WVA-SBDC.

Board of Directors

Phyllis Huff Arnold
BB&T

Ralph J. Bean Jr., Esq.
Steptoe & Johnson PLLC

Ellen S. Cappellanti, Esq.
Jackson Kelly PLLC

J. Edward Dawson
Salomon Smith Barney, Inc.

Thomas A. Heywood, Esq.
*Bowles Rice McDavid
Graff & Love LLP*

Ted J. Kleisner
The Greenbrier

Clarence E. Martin III, Esq.
Martin & Seibert, L.C.

Jack R. McCoy
Jackfred Management Corp.

A. Michael Perry
Bank One, West Virginia, N.A.

John D. Rockefeller IV
United States Senate

John J. Smolak
American Electric Power

R.W. "Buz" Wilkinson
First Century Bank, N.A.

DRWV Foundation

Sara Dearing
Executive Director
405 Capitol Street, Suite 512
Charleston, West Virginia 25301
Phone: (304) 345-0700
Fax: (304) 345-1779
sdearing@drwvfoundation.org

www.drwvfoundation.org

Office of Senator Rockefeller

Terri J. Giles
Director, Economic Development
531 Senate Hart Building
Washington, DC 20510
Phone: (202) 224-6472
Fax: (202) 228-4656
Terri_Giles@rockefeller.senate.gov

<http://rockefeller.senate.gov>

Page 5 photo provided by State Journal

Discover the 
Real West Virginia
Foundation, Inc.

Printed on recycled paper