



# JCDA

Jefferson County Development Authority



## 2016 Annual Report



# A Message from Our Executive Director

Overall, 2016 was a good year for the Jefferson County Development Authority (JCDA). Three new companies located in the Burr Business Park this past year, and several existing businesses completed expansions and renovations to their existing buildings and operations. Some of these projects are highlighted in this Annual Report.

The JCDA continues to advocate for infrastructure improvements, like the extension of natural gas to the Eastern Panhandle, to help diversify the local economy. During the past year, we also supported policy developments, such as The Brunch Bill, that remove barriers to business growth in the county. You can read about some of these efforts in this report as well as our activities to assist small businesses and entrepreneurs.

With our strategic location, low utility rates, skilled and loyal workforce, and many quality of life amenities, Jefferson County remains a great place to do business. The same traits that make Jefferson County an attractive place for relocating or expanding businesses make it a pleasure for those business owners, their employees, and other residents who live here.

Near the end of 2016, we saw an increase in the number of business prospects showing an interest in Jefferson County and are optimistic this trend will continue in 2017. We are here to help you grow your business. Please contact us at 304-728-3255 or visit [www.jcda.net](http://www.jcda.net) if we can assist you in any way.

**John Reisenweber, Executive Director**

## Jefferson County Development Authority

Established in 1979, the Jefferson County Development Authority (JCDA) aims to increase and diversify the tax base for Jefferson County as well as provide new employment opportunities for our citizens through the attraction of new companies and the retention and expansion of existing businesses.



## The JCDA Board of Directors

- Eric Lewis, President** *Ours, Lawyer, Lewis and Company, PLLC*
- Mike Chapman, Vice-President** *Royal Vendors, Inc.*
- Harry Wilkins, Secretary/Treasurer** *American Public University System*
- Andy Blake** *City of Ranson*
- Annette Gavin** *Jefferson County Convention and Visitors Bureau*
- David Manthos** *SkyTruth*
- Ben Martz** *Shepherd University*
- Neil McLaughlin** *WVU Medicine University Healthcare*
- David Mills** *City of Charles Town*
- Howard Mills** *Town of Shepherdstown*
- Peter Onoszko** *Jefferson County Commission*
- Tony Roberts** *Long & Foster Real Estate, Inc.*
- Jim Ruland** *RAI Properties, LLC*
- Michael Shepp** *Allegheny Surveys, Inc.*
- Andrew Skinner** *Skinner Law Firm*
- Steve Stolipher** *Jefferson County Planning Commission*
- Lyle Tabb** *Lyle C. Tabb and Sons, Inc.*
- Karan Townsend** *Town of Harpers Ferry*
- Laura Whittington** *Town of Bolivar*
- Scott Sudduth** *Jefferson County Board of Education Liaison*



## New Businesses Locate in Burr Business Park

Jefferson County continues to attract new companies seeking a strategic location, affordable land prices, and a business-friendly environment. During 2016, three new businesses established operations in the Burr Business Park.

### Dura-Trac Flooring, LTD



Dura-Trac Flooring, LTD, a leading provider of temporary flooring and outdoor flooring designed specifically for the special events industry, opened a new facility and employs about 10 people. The 10,000-square-foot building provides space for the company's sales, warehousing, and ancillary manufacturing operations. Dura-Trac floors are used at large-scale concerts, conventions, sporting events, etc., in the United States, Canada, and Mexico, including on the National Mall in Washington, D.C., White House events, PGA tournaments, and at the 2016 Democratic National Convention in Philadelphia.

***"We're pleased to be here in Jefferson County and appreciate the assistance that we have received from everyone at the county and state level. We're looking forward to the opportunity to participate in the state's international trade mission program, which we think will be very beneficial in helping us expand our market."***

***Mark Cerasi, Owner of Dura-Trac Flooring, LTD***



### McGee Civil Construction



McGee Civil Construction, an engineering, construction and land development company, constructed a 10,000-square-foot building, which houses an office and maintenance facility. The company moved these operations to Jefferson County from northern Virginia after finding our land prices more affordable.

### McGinn and Company

We are pleased to welcome McGinn and Company to Jefferson County. A public relations and communications consulting practice that focuses on complex reputation challenges, McGinn and Company has an office building here and works with hundreds of clients including many Fortune 100 companies.



# Jefferson County Businesses Expand in 2016

## Kent Cartridge

Since 1997, Kent Cartridge has been manufacturing shotshell ammunition for hunting, sport shooting, and training rounds from its facility in Kearneysville. In 2016, the company completed a \$1.6 million expansion project that included the purchase of two new high-speed machines, a 20,000-square-foot addition to its warehouse space, and construction of a 200,000-gallon water tower required for the site's new fire suppression system. With the expansion, Kent Cartridge now has 24 employees.

***"We take pride in producing high quality shotshells here in West Virginia. Our location in Jefferson County provides us with good access to nearby major transportation routes, allowing for efficient distribution of our products throughout North America."***

***Linda Barnhart, Vice President of Kent Cartridge***



## Clarion Inn Harpers Ferry

Matt Knott, owner of River Riders Inc., opened the first solar-powered hotel in West Virginia when he purchased a former inn in Harpers Ferry and renovated the property. The Clarion Inn Harpers Ferry employs approximately 40 people and features 289 solar panels on the back side of the hotel's roof. A display screen in the hotel's lobby shows visitors the energy output of the solar system which is estimated to save \$10,000 or more per year in electricity costs. Other improvements include renovations to the hotel rooms, restaurant, and conference facility as well as expanded amenities and activity offerings. JCDA staff connected Matt with the West Virginia Small Business Development Center (WVSBDC), and WVSBDC staff assisted him in developing a business plan and securing loans for the project.



## Apple Valley Waste

Apple Valley Waste moved to a new location in the Burr Business Park and expanded its operations to a 21,000-square-foot warehouse and office building. Apple Valley Waste has approximately 100 employees and provides solid waste collection, transfer, recycling, and disposal services for Eastern Panhandle residents and businesses.

## Randox Laboratories

Randox Laboratories, an Ireland-based medical technology company, started its year-long renovation and expansion project in early 2016. The refurbished 36,000-square-foot facility in the Burr Business Park is the company's North American headquarters. Improvements related to larger warehousing facilities, storage, and office spaces have already been completed. The facility will include a manufacturing area, a research and development lab, and a diagnostic lab when the expansion is done and equipped by the end of 2017.

***"We're excited that our expansion project will soon be finished, and we will be able to provide additional jobs in Jefferson County, including high-level STEM positions."***

***Douglas Bramblett, Plant Manager at Randox***



## Programs Assist Local Businesses

As part of our commitment to supporting and promoting existing business, the JCDA partners with the West Virginia Development Office (WVDO) on its business retention and expansion program. In 2016, our staff and a representative from the WVDO conducted more than 55 business retention visits, helping local companies with everything from land acquisition to connecting them with financial and training assistance programs for equipment purchases and workforce development.

### EPEF Program



Coordinated by the economic development organizations in Jefferson, Berkeley, and Morgan counties, the Eastern Panhandle Entrepreneurs

Forum (EPEF) provides free networking and educational opportunities for entrepreneurs, small business owners, and the business community on a quarterly basis. Approximately 140 people attended our programs in 2016 which included presentations on using marketing research to help develop business start-ups, small business resources, small business financing and banking, and legal issues to consider when starting a business.

### Small Business Coach



Small business is the mainstay of our economy. Of all West Virginia's employers, 87 percent have fewer than 20 employees. Through a partnership with the West Virginia Small Business

Development Center (WVSBDC), a small business coach works out of the JCDA office. Some of the services offered by our business coach include strategic one-on-one business coaching, business plan development, financial planning and funding resource identification, and succession plan assistance. Throughout the year, our coach also offers a Business Fundamentals Workshop, which is designed specifically for people who are thinking of starting a business or have had a business for one year or less.



## Other Highlights from 2016



### Brunch Bill

Recognizing tourism and recreation as vital to the Jefferson County economy, the JCDA strongly supported West Virginia Senate Bill 298 known as “The Brunch Bill” and the local referendum and “Brunch Means Business” campaign. This new law allows local restaurants, private clubs, and wineries to begin serving/selling alcoholic beverages at 10 a.m. instead of 1 p.m. on Sundays. In addition to making Jefferson County competitive with surrounding states, this legislation provides the opportunity for increased revenues for these businesses as well as additional jobs for local residents.



### Natural Gas Project

The Eastern Panhandle will see natural gas service expanded to unserved and underserved areas as a result of the Mountaineer Gas Infrastructure Replacement and Expansion Plan approved by the Public Service Commission of West Virginia. Mountaineer Gas worked closely with state and local elected officials, businesses, and economic development groups, including the JCDA, for the past few years for a solution to this infrastructure need. Construction of the natural gas distribution line is expected to begin in 2018. The JCDA believes that natural gas infrastructure is critical to increasing our manufacturing base and diversifying our local economy.



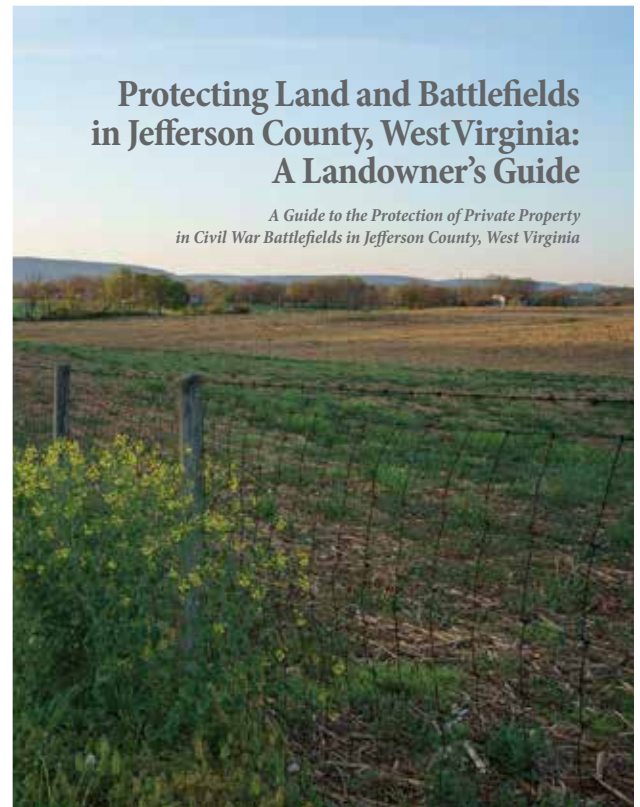
### Shepherd University School of Business

When Shepherd University and the Shepherd University Foundation launched its Business 2020 Committee, a new public-private partnership to raise \$600,000 to help fund a School of Business, the JCDA quickly pledged its financial support for the endeavor. Through this business community partnership, we will be assisting Shepherd in revitalizing the business program and providing significant new opportunities for students pursuing careers in commerce.

## Farmland Protection Program

The Jefferson County Farmland Protection Program continues to grow. To date, 84 landowners have joined with the Farmland Protection Board to protect 4,028 acres on 40 farms. Currently, the Board is working with the owners of three farms to complete conservation easements on a total of 653 acres of land. Another seven qualified farms totaling 1,100 acres are on the waiting list.

During the 2015-2016 fiscal year, 50 landowners attended workshops held by the Jefferson and Berkeley Farmland Protection Boards on conservation and estate planning, and new land protection opportunities through the USDA/NRCS' Regional Conservation Partnership Program. Through a \$24,300 grant from the National Park Service's American Battlefield Protection Program, the Board has produced a landowner's guide for protecting private property in Civil War battlefields in Jefferson County. The Board will hold workshops on this resource guide for landowners and interested citizens in 2017.



---

## WVEDC Annual Conference

The JCDA hosted the West Virginia Economic Development Council (WVEDC) Fall Conference in September. More than 130 economic developers from across the state as well as state officials attended this important gathering of economic development professionals. The conference featured a federal legislative update from our U.S. Senators Shelley Moore Capito and Joe Manchin; an education and economic development panel discussion with the presidents of West Virginia University, Shepherd University, American Public University, and Blue Ridge Community and Technology College; and a panel discussion including three national site selection consultants.



As part of the conference, participants toured several of our agricultural establishments, higher education institutions, federal government installations, manufacturing facilities, and tourist attractions, giving them a glimpse of the economic opportunities and community amenities that make Jefferson County such a great place to live, work, and play.

# Jefferson County Advantage

With a strategic mid-Atlantic location just 60 miles from Washington, D.C., and easy access to major transportation routes, Jefferson County is perfectly situated for business relocation and expansion. Jefferson County is ideal for manufacturing, government agencies, information technology, health care, and tourism. The JCDA manages the 400-acre Burr Business Park, which has shovel-ready lots offering all utilities, including fiber.

In addition, Jefferson County has many assets that enhance the quality of life for local employers and their employees. These assets include several distinguished K-12 and higher education institutions, quality healthcare facilities, many historical and cultural opportunities, recreational activities, and other amenities for residents and visitors of all ages.

## Community Profile 2016

|   |           |
|---|-----------|
| Total Population of Jefferson County                        | 57,068    |
| Median Age of Jefferson County Residents                    | 39.6      |
| Total Households in Jefferson County                        | 21,409    |
| Median Annual Income of Jefferson County Households         | \$67,285  |
| Jefferson County Residents with Associates Degree or Higher | 35.3%     |
| Total Labor Shed Population                                 | 1 million |
| Jefferson County Labor Force (December 2016)                | 28,020    |
| Jefferson County Unemployment Rate (December 2016)          | 2.6%      |
| Average Commute Time to Work (Minutes)                      | 38        |

Sources: Applied Geographic Solutions, West Virginia Development Office

COVER PHOTOS: White Water Rafting in Harpers Ferry, Photo Courtesy of River Riders; Kent Cartridge Expansion Ribbon Cutting in Kearneysville; U.S. Coast Guard Operations Systems Center in Burr Business Park, Photo Courtesy of U.S. Coast Guard



# JCDA

Jefferson County Development Authority

## Staff

John Reisenweber, Executive Director

Jane Jones, Administrative Assistant

Lyn Goodwin, Program Manager

Matthew Coffey, WWSBDC Business Coach

## Jefferson County Development Authority

P.O. Box 237 Charles Town, WV 25414

304-728-3255 | [info@jcda.net](mailto:info@jcda.net) | [www.jcda.net](http://www.jcda.net)