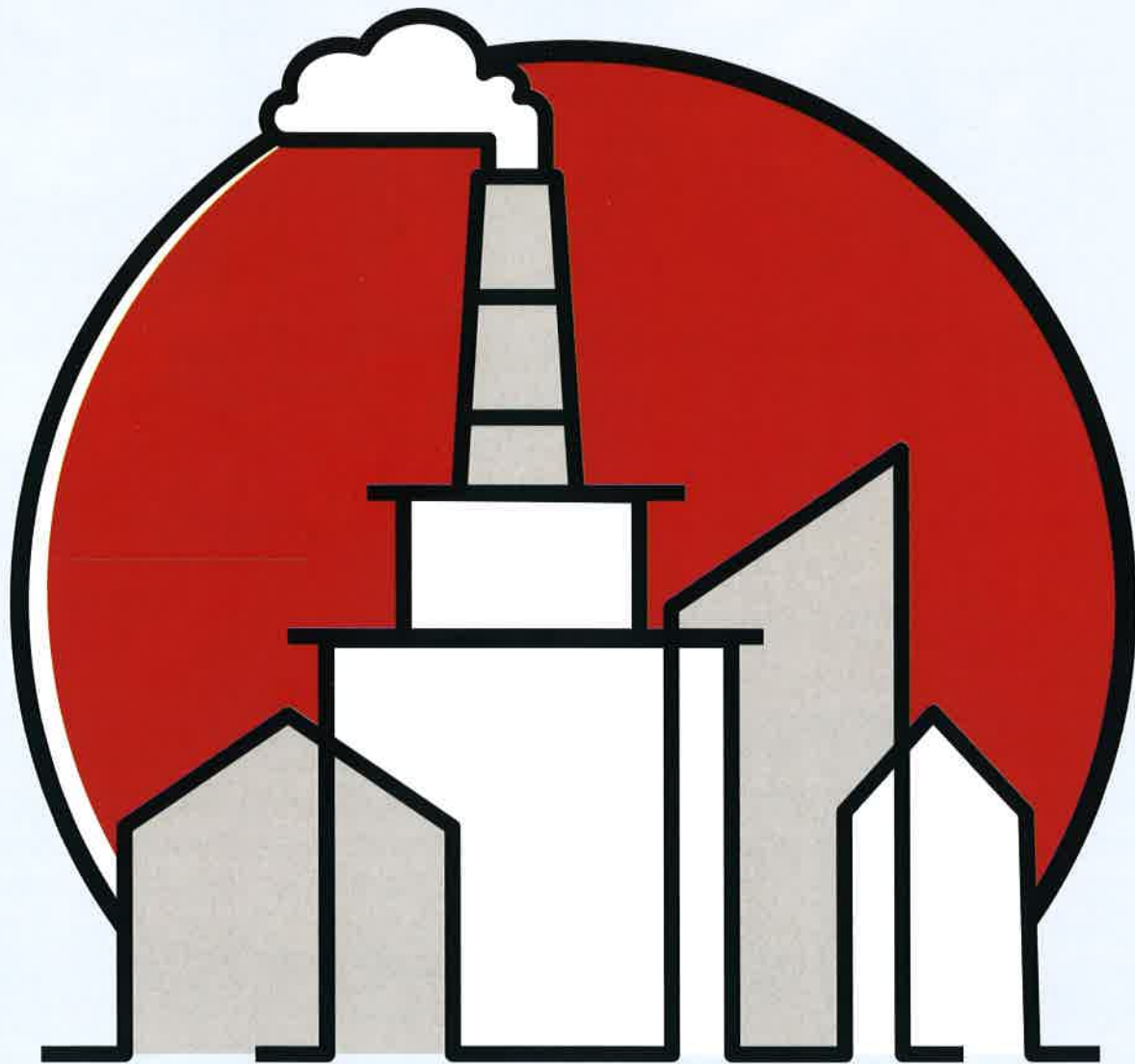


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## The Business Development Corporation of the Northern Panhandle



Lending a guiding hand to economic development efforts in the state's two northernmost counties are the Business Development Corporation of the Northern Panhandle's Pat Ford, executive director; Marvin Six, assistant director; Bill D'Alesio, chairman of the board; and Amber Nest, office manager.

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*The Business Development Corporation:  
324A Penco Road, Weirton, WV 26062*

*Phone: (304) 748-5041 Fax: (304) 914-4687*

*website: www.bhbdc.com*

**Acknowledgement:** This publication for the Business Development Corporation of the Northern Panhandle was produced in October 2017. The publication is made possible through the advertisers, the work of the employees of the Herald-Star and Weirton Daily Times and the cooperation of the businesses and organizations profiled.



# Creating a new economy for all

Seeing is believing... as we create a new economy in the Northern Panhandle.

Everywhere you look, from Beech Bottom to Chester, there are signs of revitalization and a new energy in Brooke and Hancock counties that have the world taking notice. Ask international and national companies that have expanded into the Northern Panhandle and are investing millions of dollars and hiring local skilled labor. Ask local leaders who are cutting ribbons, building parks, and paving streets. Ask residents who enjoy quiet and safe neighborhoods, award winning schools, and a diverse selection of ethnic restaurants. Seeing is believing.

We have created a new economy in the Northern Panhandle. How? 1) We look at things differently; 2) Business and industry see us for who and what we are; and 3) Our partnerships are our best resource.

Where others see an abandoned factory, we see

a repurposed building that will be a new home for an international company building its first manufacturing facility in the United States. Where others see a vacant house, we see a community garden or a new home for a single mother. We look at things differently.

We know why companies from around the world, and across the continent, choose Brooke and Hancock counties. They see us for who we are. We are home to a world-class skilled labor force that is reliable, loyal, and possesses the muscle memory to perform skilled labor that only generations of dedication can produce.

They see a community that has a network of infrastructure (roads, river, rail, power, and gas) that can accommodate their existing and future needs, as well as give them access to 50 percent of the USA population, 50 percent of America's industrial output, and 50 percent of America's retail sales.

Business and industry see us for what we are, not as remote media outlets portray us.

Development deals are getting done. Why? Our partners don't delay actions that will have significant economic impacts. Our partners don't have to choose between brownfields and greenfields, old buildings and new buildings, steel companies and healthcare companies.

Our partners embrace diversification and we appreciate the opportunities it creates. In fact, our partners and local leaders facilitate investment and innovation. Our partnerships are our best resource.

The board of directors and staff of the BDC are dedicated to enhancing Hancock and Brooke counties' economic vitality by expanding our tax base and employment opportunities.

We are committed to working with you — whether you have an existing business in the Northern Panhandle or are thinking of relocating and joining us. We stand ready to offer our assistance in site selection, area demographics, business and financial assistance, planning, workforce development, construction issues, and advocacy services.

We encourage you to learn more about the quality of life and assets illustrated in this Resource Guide. We continue to look for more good people and good businesses to work here, live here, and experience our rich heritage. We invite you to see us for yourself.

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*Patrick B. Ford*

Patrick B. Ford, Executive Director  
BUSINESS DEVELOPMENT CORPORATION



Pat Ford

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# BDC gets international attention

## Countries around the world showing an interest in expansion

The Upper Ohio Valley region has been receiving a lot of attention in recent years, with an increasing number of international companies looking at the area for possible operational expansions.

"There's been quite a bit of interest in our area," Weirton Mayor Harold Miller said.

The mayor feels much of the focus is because of the availability, in recent years, of potentially developable land and the growth of the natural gas and oil industries. Weirton's proximity to Pittsburgh, as well as easy access to highway systems, the Ohio River and rail transportation have been long-standing selling points, as well.

"For the first time, we have a healthy inventory of properties," Business Development Corp. Executive Director Patrick Ford said. "A lot of these companies are seeing the value."

That focus increasingly has been extending beyond the borders of the United States, in Weirton and throughout West Virginia which has more than 130 businesses representing 27 countries.

In addition, West Virginia businesses have been exporting goods and services to more than 95 countries.

"That's the context of why we do business internationally," according to Ford.

Miller noted one of the signs he has noted in recent years was a series of visits to the city by journalists representing international media outlets, including some from Finland, Denmark and Norway, who were interested in continuing economic development efforts in the Ohio Valley.

"You'd be surprised how many of the reporters were aware of Weirton," Miller said.

Already, the area is home to companies based in Germany, Japan, Ireland, Luxembourg, Canada, Russia and Italy, and officials feel more is on the way.

Weirton has a long history of

cultural diversity, much of it tracing to the early 1900s when European immigrants came to the area looking for employment in the early days of Weirton Steel.

In fact, Miller pointed out that the Tri-State Area features one of the highest percentages of ethnic diversity in the United States.

"I think it's one of our strong points," Miller said.

Weirton City Manager Travis Blosser said the mixing pot mentality creates a special environment for the area, with families passing on their traditions through the generations and sharing their cultures.

"We're an international community," Blosser said. "Any kind of ethnic group you can think of is here."

Blosser said those roots provide a more welcome feeling to visitors and new residents alike, and encourage them to showcase their own cultural heritage.

In the international business community, those relationships have been growing for more than 25 years, with the opening of Wheeling-Nisshin in Follansbee and the creation of a branch of the West Virginia Development Office in Nagoya, Japan.

Through the cooperative efforts of the BDC and others, that growth will continue.

### Pietro Fiorentini

Officially breaking ground in June 2017, Pietro Fiorentini has long been planning its first U.S. manufacturing facility, with the Italian company eventually selecting property within the Three Springs Business Park in Weirton to be its permanent home.

Representing a more than \$5.5 million investment in the area, the plant is expected to have more than 100 full-time jobs upon full operation.

David Watkins, president of Pietro Fiorentini USA, explained it had taken five years to bring the company's facility, to manufacture valves, pressure regulators and



Kris Hopkins, right, executive director of the West Virginia Development Office, presents a gift of West Virginia-made glass art to Dave Watkins, left, president of Pietro Fiorentini USA, and Sergio Trevisan, vice president, during a groundbreaking ceremony in the Three Springs Business Park.

other metering systems for the natural gas industry, to Weirton.

Pietro Fiorentini Vice President Sergio Trevisan noted part of what

attracted the company to the area was the similar backgrounds of the

See ATTENTION Page 22 ↗



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# New businesses revive Weirton

A decade ago, American Way wasn't in Weirton.

Now, it's a street lined with businesses, has 11,800 more commercial square feet available to become full up and can continue to grow, with 15 more acres available for eventual development.

The busy commercial strip off Colliers Way near Weirton Medical Center is the result of the work of Mike Chek and Mike Heilman, whose Altair Development Group started the development in 2008.

"We bought the property, 42 acres of farmland. It was never stripped, and there never was anything here," Heilman recalled.

The first phase of the development, known as The Village at Colliers Way, saw the development of a gasoline station/convenience store within easy reach of the busy U.S. Route 22 interchange, as well as serving the hospital corridor and the neighborhoods beyond. Several commercial buildings followed and were filled within about five years. The second phase is nearing its end with tenants or purchasers being sought for half of one building and all of another.

"We need to get them rented or leased or sold before we take on the expense of going out on the road. It is very expensive to put in the road and the infrastructure, and then we give it over to the city and they maintain it," Heilman said.

Initially, when Check and Heilman discussed The Village at Colliers Way, they envisioned a mixed-use development, with commercial spaces near Colliers Way and condominiums and apartments at the back of the development providing a place for workers to live or for residents to have easy access to the commercial area to shop. As it's turned out, the need for commercial development has changed the plans a bit.

There are two popular restaurants — Theo Yianni's Greek cuisine, and the alternate Mexican fusion restaurant Spicy Gringo's that bring many people down American Way. But the area is popular for medical use, with nearly 60 percent of the space serving several



The Village at Colliers Way continues to see growth. Not even in existence a decade ago, the area now has several restaurants, medical offices and other commercial sites, with almost 12,000 square feet currently available. An additional 15 acres of land could be used for future development.

doctors, a dentist, the Northwood Health Systems outpatient clinic, an orthopedic company and more. Non-medical uses in addition to the restaurants include a lawyer's office, the Awe Sum Hair salon, and two financial planners.

There are a total of 19 businesses located along the street, and 220 jobs have been created along American Way.

"Over 160 of them are new to Weirton," Heilman said.

"It was tough when we first started, but once we got rolling..." Heilman said. "We've got a good builder in Billy Pryor. He built everything here except the gas station and he actually owns a couple of these buildings, Northwood and the last building on the right.

"The economy now, the market has been really booming, and there is a big medical community," he said.

The Business Development Corp. is helping Altair market the available property, and BDC Executive Director Pat Ford has mentioned a long-term common goal with Chek and Heilman: Connecting American Way from Colliers Way to the commercial strip of Three Springs Drive to the west.



"There are some other landowners involved, so we would have to have everyone's cooperation, but that would be a terrific development for the community, to tie these two roads together and add another 40 or 50 acres to the useable commercial development," Heilman said.

He credited the BDC with helping to connect Altair with potential customers to fill the remaining

space in the development.

While Altair still finds a potential market for single-level homes in the community, the success of the commercial strip is undeniable.

"It's filled up and there are jobs here, so it's great," Heilman said.

Altair also owns a nearby 10,000 square-foot former Rite Aid store at the corner of Colliers Way and Pennsylvania Avenue and is prepping it for future development.



# Property investments are growing

When Ted Arneault was president and chief executive officer at Mountaineer Race Track and Resort, he had a vision for development of many acres of Northern Hancock County property owned by the resort into the kinds of facilities to make the gaming facility into a destination resort.

Now, years later, Arneault is back involved with those properties, including about 1,600 acres in total, marketing them for sale and redevelopment for Mountaineer's current parent, Eldorado Resorts.

Much of the property is a former quarry site south of Mountaineer, but there is property north and east of the facility, too.

Arneault and his brother, Patrick J. Arneault, are marketing the properties through their Century Energy Management Co., CEMCO. The Arneaults had been in the energy business decades before Ted's involvement in Mountaineer,

**ON THE RECORD**

**“The pipelines are what really create the additional interest in the properties... The time is now... Our properties are the next part of the circle.”**

— Ted Arneault

including hundreds of wells in the Marietta area that have been sold, and energy consulting work.

Ted Arneault said there are many inquiries for the Mountaineer property, but nothing firm — yet.

He noted that Hancock County is in a kind of regional bullseye for the energy business, with the Utica and Marcellus shales crossing the area. Two major pipelines, the massive regional Rover Pipeline and the Shell line that will be feeding the cracker plant under construction in nearby Monaca, Pa., cross the coun-

ty.

Patrick Arneault said Hancock County is “in the middle of two fairways” in the shale play in the Northeast, has 37 miles of riverfront, rail, good business tax rates and the two pipelines.

“Somebody will want to hit the bullseye at some point,” he said.

“The pipelines are what really create the additional interest in the properties. Companies can see they can go upstream or downstream with natural gas supply or the cracker plant byproduct. That makes the

quarry property very attractive,” Ted Arneault said. “It has rail, road access to Route 2 and river access moorings. It is a very attractive property.”

Arneault noted that the quarry is a greenfield, not in need of environmental remediation before it could be leveled out for construction. His brother said the entire 900 acres could be ready to go with “a lot of, but not an extraordinary amount of, bulldozer work.” Ted Arneault said there are preliminary estimates on the cost of leveling the site already completed.

“The time is now. Monaca is not up and running yet, but if you draw a circle around Monaca, there's nothing there, it's all bought up. Our properties are the next part of the circle,” he said.

Patrick Arneault noted by river, it's about 20 miles to the cracker site, and river shipping to a terminal

See **INVESTMENTS** Page 10 ⇨



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# Local leaders celebrate work of BDC

## Follansbee

"The BDC is the vehicle for us to bring businesses to Follansbee and Brooke County, and the Follansbee Chamber of Commerce will play a big part in helping them do that," said Chamber President Tony Paesano.

Paesano noted the economic development group has acquired the former Follansbee Steel property and has been showing it to potential new occupants. He added earlier this year the Brooke County Board of Education hired the BDC to market the Follansbee Middle School building as well as Wellsburg Middle School.

The board has made plans to close both schools when the county's new middle school is completed.

## Bethany

"Pat Ford has been working with us for years, coming to our council and planning meetings to discuss goals," said Bethany

Mayor Patrick Sutherland.

Sutherland said both Ford and the BDC is interested in helping the town and Bethany College pursue its objective of revitalizing Main Street and other areas of Bethany.

The mayor said he was encouraged to work with the BDC by his predecessor, Jay Eisenhauer, and hasn't regretted it.

Sutherland noted the BDC, with help from the West Virginia Community Development Hub, has launched its B.A.D. Building Initiative, a program focused on redeveloping brownfields and abandoned and dilapidated structures.

He said the latter is of particular interest to town and college officials, who would like to see the development of housing for new college staff and businesses that would provide services not currently met in the community.

Sutherland said of Ford, "He's just very enthusiastic, a pleasure to work with."

## Beech Bottom

Beech Bottom Mayor Becky Uhly said the BDC, working with Hackman Capital Partners, provided a much needed shot in the arm to the small community by redeveloping former Wheeling Corrugating Plant.

"Where would we be if they hadn't brought new businesses there?" Uhly said, adding, "We lost a lot of income when the mill closed. We haven't made up for all of that loss, but it's helped a lot."

"We have a very good relationship with the BDC," she said.

## Wellsburg

Wellsburg Mayor Sue Simonetti said the BDC is working with the city's urban redevelopment authority to explore future uses for vacant buildings in the city's downtown section, including the former Brooke Glass factory.

"Pat comes to our URA meetings and advises us in the brownfields and vacant and dilapidated structures we're attempting to address. It's been a good working relationship," she said.

## Brooke County

Brooke County Commissioner Jim Andreozzi, who represents the county on the BDC board, said it often takes much time to bring new development to an area.

"It doesn't go as fast as I would like, but Pat Ford works very hard to attract new businesses to the county. The BDC is well positioned right now to repurpose a lot properties."

He added that because the economic development group has access to public funds for the environmental rehabilitation of former industrial sites, such locations are more attractive to potential investors than they would be otherwise.

## Weirton

The city of Weirton has been experiencing increased growth in recent years, and much of that, city officials say, is a result of an increase in teamwork among various governmental entities and agencies, and especially with the Business Development Corp.

"I realized it takes a cooperative effort," Mayor Harold Miller said. "We felt we need to join forces with county, state and federal officials to be successful."

Through an increase in participation with the BDC, and the city's hiring of its own planning and development director, Miller notes there has been more opportunity to share ideas and talents, and a better coordination of economic development efforts in and around the city.

Part of that coordination was in the local response to the closing of the Ball Corp. facility in the city, resulting in the loss of 350 jobs. Miller said officials from throughout the region, along with those at the state and national level, came together in an effort to find a solution for the employees.

Working alongside the BDC, Miller said, has put the city on a better path to address the needs of prospective companies and work with existing property holders. Those efforts have included announcements of new manufacturing facilities by international companies Pietro Fiorentini and Bidell Gas Compression, as well as the Frontier Group of Companies which has been working to prepare 1,100 acres of former industrial property for redevelopment.

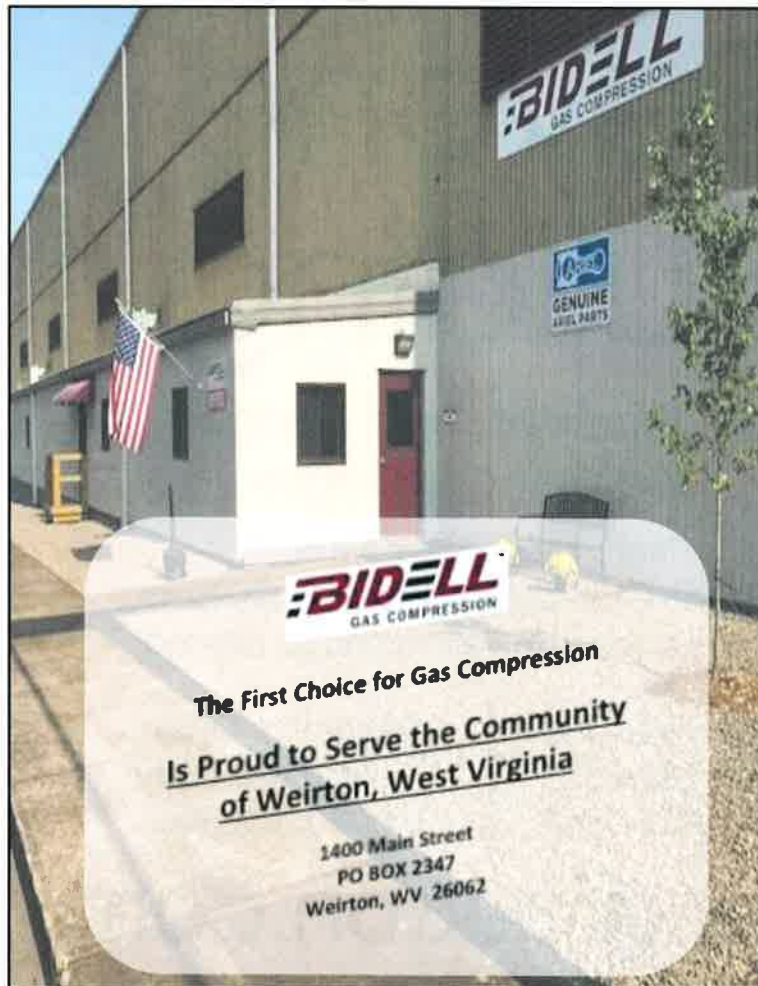
"We're working more as a team," Miller said. "We all have the same goals."

## New Cumberland

The BDC is working in New Cumberland on several projects, including cleanup or removal of old storefronts and working with the state toward the relocation of state Route 2.

"It would be beneficial to New Cumberland if the road was relocated," said Mayor Richard Blackwell. "It doesn't have to be into the widening to four lanes, but a nice two-lane with nice shoulders like we have at the north end of town. Anything that gets the traffic off the ridge would help."

Blackwell said he expects an increase in rail traffic between Weirton and the Ergon facility to the north, as well as an increase in river







# Industrial park space is available

Following its success in bringing several businesses to the former Wheeling Corrugating Plant, the Business Development Corp. of the Northern Panhandle has set the same goal for the former Follansbee Steel site.

The economic development group obtained a \$1.3 million loan from the West Virginia Economic Development Authority and \$12,500 grant through the Northern West Virginia Brownfield Assistance Center to purchase the property and initiate an environmental cleanup of the 22-acre site.

BDC Executive Director Pat Ford said the property has been entered into the state's Voluntary Remediation Program.

He said a preliminary assessment showed petroleum-based material common to industrial sites with large truck activity.

Plans call for a portion of \$600,000 in funds from the U.S. Environmental Protection Agency

awarded for Brooke, Hancock and Jefferson counties to be used for further assessment.

After the business closed in 2012, most of the Follansbee Steel structures were razed, leaving an expanse of land with easy access to rail, the Ohio River and state Route 2.

Ford said these assets have drawn letters of interest already from businesses specializing in the processing of metals, light manufacturing and transportation.

"These are the three that have expressed the greatest interest in the property," he said.

The BDC has entered into a Good Neighbor Agreement with the Follansbee Chamber of Commerce, pledging to advise the group periodically of its efforts to rehabilitate and draw new businesses to the location.

Ford said the agreement signifies public support for the BDC's efforts and is helpful in obtaining public funds.



Now the Beech Bottom Industrial Park, the former Wheeling Corrugating Plant has become home to several businesses involved with steel processing and the natural gas industry. The BDC hopes to duplicate that success at the former Follansbee Steel site.

Chamber President Tony Paesano said the addition of one more businesses to the site would be welcomed by local residents because it would provide the jobs needed to keep the county's recent graduates

from leaving the area.

Follansbee Steel had been a major force in the city's development.

See **SPACE** Page 20 ⇨

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# Starvaggi has been a mainstay

Starvaggi Industries Inc. had its beginnings in the Tri-State Area in 1921.

The diverse company continues to serve its customers through a 75-acre, mixed-use basic industrial facility at the Half Moon Industrial Park in Weirton including a ready-mix concrete plant and a river terminal facility with the capability of loading and unloading barges, as well as the stockpiling or warehousing of raw materials and finished goods, according to Michael Wehr, company president.

The company's headquarters building on Pennsylvania Avenue

has been refurbished and upgraded, as well as a major upgrade to the ready-mix concrete plant.

The ongoing growth of the oil and gas industry in the region has served to increase business opportunities, and Starvaggi is part of that.

"It's been really busy with the concrete side of the business," Wehr said. "This year, we've sold more concrete than any other year that any of us can remember, with all the midstream oil and gas processing facilities and a few other projects that happened to occur in the same year."

In addition, he said, the unload-

ing and storage of coils for further processing by local plants is thriving.

"They're maintaining the pace that we've seen for the past two years," he said.

Starvaggi also has a trucking operation to haul materials for clients or for itself.

"We also own a great deal of real estate from having conducted mining operations for more than 50 years in West Virginia, Ohio and Pennsylvania.

He said the oil and gas customers have been good for Starvaggi, bringing in additional revenue

that helps retain jobs.

"We've been able to keep everybody busy all year, and that is something that contributes to morale and that's a good thing for us," he said. "We're happy about that."

Starvaggi also is aggressive in bidding for local public works projects for highway construction and repair in the Tri-State Area. The company structures its rates accordingly, with set priors for smaller jobs and bids for larger projects.

For information about Starvaggi Industries Inc., visit [www.starvaggi.com](http://www.starvaggi.com) or call (304) 748-1400.

## Investments

at the quarry site would be a low-cost method of transportation. There are U.S. Army Corps of Engineers approved mooring stations already there, needing only to be enhanced, Ted Arneault said.

Ted Arneault said once a firm commits, the rest of the development will happen quickly.

"It's like building a shopping center. Once one anchor goes in, the rest can then see what the develop-

ment is going to be. Then there is more interest. Then, we will be able to market it to bring in additional development," he said.

The kinds of jobs that will come, the Arneaults said, will be good-paying ones, numbering in the hundreds to the thousands, depending on the industries that eventually locate to the Mountaineer properties.

In addition to the quarry, there is riverfront property that could be developed into a recreational vehicle park as the center of an outdoor activity area for hunting, fishing, kayaking and other outdoor activities. Patrick Arneault said the outdoor recreation park would play off the need to serve the many workers coming to the area in RVs to live while they work. The workers, he said, eventually tire of other recreation and want to get back to fishing and hunting and riding ATVs.

"It would be like Deerassic Park with the river," he said. Deerassic is an outdoor park and family education center off U.S. Route 22 in Guernsey County, Ohio, near Salt Fork State Park.

He said another piece of property is adjacent to Tomlinson Run State Park near New Manchester, where more outdoor development could occur. He said a drive through the area near St. Marys shows high-end RV parks are near the big energy projects.

Ted Arneault said the business

Continued from Page 7

model for Mountaineer changed when the company became part of the extensive Eldorado casino family. The need for a destination resort to compete with gaming opportunities in Ohio and Pennsylvania wasn't there.

CEMCO also is working on its own housing development with a 40-lot subdivision off Swearingen Road.

Ted Arneault said the Business Development Corp. is working with CEMCO, as well as the state, working on development and highway access improvements. He said Pat Ford, the BDC executive director, and state Commerce Secretary Woody Thrasher have brought prospects to see the properties and offering help with processes to prepare the land. He said the goal is to meet with Ford at least every two weeks to continue to keep everyone abreast of interest in and developments surrounding the properties.

"Pat has worked closely with the group that we are closes with now," Ted Arneault said. "In order to get this done, everybody has to be working together, Pat, the commissioners, the state. Everybody is rowing in the same direction."

"We are in the pregame warmups now, and we're getting ready to kick off," he said.

Interested firms may contact CEMCO by getting in touch with Patrick Arneault at [PArneault@comcast.net](mailto:PArneault@comcast.net)

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# Prime properties are available

## Rock Springs Business Park

— Chester

The 8.4-acre site, including a 30,000 square foot shell building, is comprised of highly suitable real estate that can accommodate a host of programmatic elements such as outdoor green spaces, industrial uses, and commercial uses. The proposed design is a solution that creatively organizes the space and simply suggests what is possible on this unique site. Aside from the rich history the site contains, there are several other features that enable the space to remain so attractive, such as the proximity to the Ohio River, immediate access to U.S. 30 and W.Va. Route 2, and commercial services to the south. The final plan for the business park reveals a creative organization of light industrial and office uses. There are several green spaces located throughout the new development as well. Holistically the site is integrated perfectly into the community.



### Rock Springs Business Park, Chester

8.5 acres; 30,000 sq. ft. — Access to US 30 and WV Route 2



### Newell Porcelain, Newell

9 acres; 25,000 sq. ft. — rail access and access to WV Route 2

## Newell Porcelain

— Newell

The site is located at Fifth and Harrison Streets in Newell, Hancock County, West Virginia and is surrounded by residential, commercial, and industrial properties. The site encompasses approximately 8 acres, with the majority of the site covered with buildings or pavement. The main manufacturing building covers approximately 5.9 acres. Three smaller buildings situated on concrete slab-on-grade foundations are located near the northeastern corner of the site. These include the Frit House building, the Gas House, and the Pump House. The current property owner plans to demolish/renovate the buildings located on the site to make it available for future development.

## Hancock County Business Park

— Newell

This 18-acre site, located south of Mountaineer Casino on W.Va. Route 2, is planned for a light industrial business park. Plans are to provide turnkey buildings available for lease ranging from 20,000 square feet to 80,000 square feet. The site has public sewer, power, and private water, with public water planned for the near future.



### Hancock County Business Park, Newell

19.5 acres — WV Route 2





# Properties

Continued from Page 12

## Mountaineer surplus property

— Newell

This 260-acre site, in Hancock County, is immediately adjacent to a variety of chemical, energy, and hospitality uses. The site has been engineered and planned for similar employment generating uses. A site finalist for the past two ethane crackers that have been announced, this property has frontage on the Ohio River, Norfolk Southern Railroad, and W.Va. Route 2. Significant electric, water, and natural gas capacity exist at the site. Specifically, Columbia Gas has an 8 inch transmission pipeline onsite, Mountaineer Gas has a distribution pipeline onsite, First Energy has a 138 Kv line adjacent to the site and an additional 25 Kv line less than a mile from the site. A substation is located on site. No zoning allows for an expedited development process.



**Mountaineer Surplus Property, Newell**  
260 acres — River, rail, and WV Route 2



**Follansbee Middle School, Follansbee**  
5.6 acres; 90,000 sq. ft. — access to WV Route 2

## Follansbee Middle School

— Follansbee

The subject property is located in the City of Follansbee and consists of approximately 5.8 acres situated at the intersection of Main Street and Mark Avenue in Follansbee, Brooke County, West Virginia. Surroundings are characterized by a mix of commercial and residential property uses with industrial use to the west along the Ohio River. The Ohio River is located approximately 2,400 feet west of the subject property. The Follansbee Municipal Park surrounds the subject property to the north and east. The ground surface across the majority of the site is gently sloping to the west and southwest, with ground surface elevation ranging from approximately 740 feet above mean sea level in the northeastern corner to approximately 720 on the southwestern corner along Main Street. The ground surface across the site is covered with buildings, pavement surrounding the buildings, vegetated and landscaped lawn, and an athletic field. Stormwater generally infiltrates or is captured in a series of catchment basins which are connected to the city's storm sewer system. The subject property is owned by The Brooke County Schools Board of Education and managed by the Business Development Corporation of the Northern Panhandle. It is the location of a public middle school scheduled for permanent closure in May 2018. The subject property also includes the school's field house and athletic field which will be closed as well in May 2018.

See **AVAILABILITY** Page 14 ⇨





## Availability

Continued from Page 13

### Three Springs Business Park

— Weirton



**Three Springs Business Park, Weirton**  
56 acres — Access to US 22 and Three Springs Drive

Some 56 available acres are available in this 115-acre business park near U.S. 22 within the city limits of Weirton. Lot sizes range from 1 to 10 acres or they can be combined with the largest contiguous area being 35 acres. Minutes from the Greater Pittsburgh International Airport which offers daily service to 112 cities worldwide from 21 passenger and commuter airlines, as well as air freight. Additionally, the local Jefferson County Airpark can serve most corporate air traffic needs. Highway access, from this site, is from state Routes 2, 7, and 30, and just a short drive to five interstate highways: I-68, I-70, I-77, I-79, I-80. Learn why Pietro Fiorentini, OceanAir, North American Industrial Services, Rue21, Barney's Bakery, Walmart, multiple restaurants, three hotels, and two banks call this mixed-use business park home. You will learn that it is our low cost of doing business, skilled workforce, safe communities, excellent schools, competitive housing prices, and low real estate taxes.

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**PARTNERSHIP FORMED**—Members of the Follansbee Chamber of Commerce watch as Chamber President Tony Paesano, seated left, signs agreements with Pat Ford, executive director of the Business Development of the Northern Panhandle, calling for the chamber to serve as its task force for economic development in the city and a Good Neighbor Agreement involving the former Follansbee Steel property owned by the economic development group. Behind Paesano and Ford are, from left, Brandy Puskarich, Carmel Esposito, Charlotte Kolenc, Olive McGee, Vito "Skip" Cutrone, Alexis Pace, Pat Accettolo and Debbie Puskarich. - Warren Scott



**Follansbee Steel, Follansbee**  
16 acres — access to river, rail, and WV 2

### Follansbee Steel

— Follansbee

This vacant 18-acre site has all public utilities (i.e., water, sewage disposal, natural gas, and electric) and avail-

able to the subject property. The site has access to Norfolk Southern Rail and has frontage on the Ohio River. The site is flanked by Wheeling-Nisshin Steel to the north, commercial uses to the east, and vacant land to the south.

See **DEVELOPMENT** Page 15 ⇨





# Development

Continued from Page 14

## Trimodal Terminal

— Follansbee

**Trimodal Terminal, Follansbee**

300 acres — Access to rail, river and WV Route 2

This 80-acre riverfront site is located 3 miles south of U.S. Route 22/30 via W.Va. Route 2. It has highway access to Pennsylvania and Ohio and is located along Ohio River mile marker 70.0. The site has a USACE Barge Permit No. 1989-141, six 3-column barge mooring dolphins, and 3,000 feet of riverfront for barge loading/unloading. The site has an approved barge mooring width of 105 feet and possesses approximately 22,000 feet of rail lines on-site served by Norfolk Southern. The utility infrastructure is sufficient to supply nearly any heavy industrial requirement, is close in proximity to highways accessing natural gas fields in three states, is 30 minutes to the Pittsburgh International Airport, and is large enough to accommodate large-scale structures. No zoning translates to fast construction time-frame.

**Beech Bottom Industrial Park, Beech Bottom**

90 acres; 250,000 sq. ft. — access to river and WV Route 2

### Beech Bottom Industrial Park

— Beech Bottom

This 613-acre property includes 120 acres of prime, developable flat-

lands fronting the Ohio River. It also includes 480,000 square feet of fully infrastructured warehouse space, with cranes, garage bays, wastewater treatment plant, and three private water wells.

See **OPPORTUNITY** Page 16 ⇨

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# Opportunity

Continued from Page 15

## The Village at Colliers Way

— Weirton



**The Village at Colliers Way, Weirton**  
15 acres, 11,800 sq. ft. Access to US 22

**T**he Village at Colliers Way is a vibrant and unique multi-use development with a variety of uses related to healthcare, restaurants, office, service, and auto-oriented uses. The site is immediately accessible to U.S. 22 and 15 minutes from the Pittsburgh International Airport. Prime lots are still available. Weirton Medical Center, the region's largest employer, is minutes from this planned development. WMC has expanded clinical programs, added over 500 employees and \$40 million in annual payroll in the past six years, and expanded into Pennsylvania and Ohio. This expansion has contributed to several regional economic indicators. As the largest producer of total household income, and largest employer in our region, WMC employs over 1,493 people, has an annual payroll of \$77,700,000, and has invested \$26,500,000 in their facility over the past three years.

See **GROWTH** Page 17 ↗

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# Growth

Continued from Page 16



**Frontier Group Property, Weirton**

1,100 acres — Access to rail, river, WV Route 2, and US 22

**Frontier Group Property**  
— Weirton

In a game-changing breakthrough, the Frontier Group of Companies, a Buffalo-based corporation, announced that it had finalized the purchase of 1,100 acres in Weirton from ArcelorMittal Steel in February 2017. While Frontier’s initial focus will be on materials recovery, recycling, demolition, and brownfields cleanup, the company has a strong track record of attracting both new manufacturing and mixed-use community development to these types of sites.

These site and infrastructure advantages position Weirton to take advantage of regional economic opportunities. In July 2011, the BDC partnered with the U.S. EDA to develop an extensive “Regional Investment Plan” for the Brooke-Hancock region. The plan outlines strategies for addressing the community and economic challenges in the region, focusing on key manufacturing cluster opportunities and the use of existing infrastructure and transportation connections to support new industrial growth. BDC found that the six manufacturing clusters that

present the most promising opportunities for future development in the Brooke-Hancock region are: energy, manufacturing, transportation and logistics, health care and social assistance, education, and business and financial services. Since the completion of that 2011 analysis, BDC and Weirton have further prepared themselves to take advantage of opportunities emerging from the Tri-State Shale Coalition, the ethane cracker construction only 40 miles away in Monaca, Pa., and the advanced metals and materials sector being pushed by the Greater Pittsburgh-WV Metals Manufacturing Coalition.

In addition to the railroad and shipping access along the Ohio River, the subject property is directly connected by U.S. Route 22 and state Route 2 to the Greater Pittsburgh area, including the Pittsburgh International Airport and smaller, local airports such as the Jefferson County Airpark and the Wheeling-Ohio County Airport. Already, companies are approaching the BDC seeking industrial sites of between 40- and 500-acres of operational space, which are challenging to find in this broader region, but are available on Frontier’s property in Weirton.

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## Building

Continued from Page 17

### Brooke Glass

— Wellsburg



#### Brooke Glass, Wellsburg

2 acres; 18,000 sq. ft. — proximate to WV Route 2

This two-acre site is located half a block west of W.Va. Route 2. A vacant lot located west of the two-story buildings and walking trail is also part of the property. The topography is relatively flat. A parking lot and a gasoline fueling station are located to the north across Sixth Street; a residence is located to the south. The site contains one large two-story building and a smaller two-story building. The two buildings are connected by a concrete loading dock. The site also contains a one-story garage with a natural gas meter house. The primary use of the site since 1873 has been glass manufacturing.

Owned by the BDC, the site is in the WVDEP's Voluntary Remediation Program and environmental remediation is near completion. The site is 250 feet from W.Va. Route 2, 10 miles from Ohio County Airport; 25 miles from Pittsburgh International Airport, 0.5 miles from Norfolk Southern active rail, and 1,000 feet from the Ohio River.

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The Weirton Daily Times Building, Weirton  
0.39 acres; 9,200 sq. ft.

### The Weirton Daily Times Building

— Weirton

This two story, 9,200 square feet office building is located on a 17,500 square foot lot in downtown Weirton near Main Street.

See **FUTURE** Page 19 ↔





# Future

Continued from Page 18

## Wellsburg Middle School

— Wellsburg



**Wellsburg Middle School, Wellsburg**

8.5 acres; 70,000 sq. ft. — access to river and proximate to WV Route 2

This 8.5-acre site is situated between Main Street and the Ohio River in Wellsburg, Brooke County, West Virginia. The site is owned by The Brooke County Schools Board of Education and is managed by the Business Development Corporation of the Northern Panhandle. The school and athletic field is scheduled for closure in May 2018. The subject property is in the City of Wellsburg in a predominantly residential setting with some commercial and industrial properties. The ground surface across the majority of the site is gently sloping to the west, with ground surface elevations ranging from approximately 660 feet above mean sea level along the eastern property boundary to approximately 650 across the athletic field at the western end of the property. A steep slope drops down to the Ohio River, which borders the subject property to the west. The ground surface across the site is covered with the school building, pavement surrounding the building, vegetated and landscaped lawn, and an athletic field. Stormwater generally infiltrates or is captured in a series of catchment basins which are connected to the city's storm sewer system.



**Colliers Steel, Colliers**

9 acres; 90,000 sq. ft.

## Colliers Steel

— Colliers

This 9.5-acre site is home to a 132,000 square foot former industrial building in Weirton. The building has two 10-

ton cranes and one 7.5-ton crane, 12 truck docks, four through-bay doors for trucks, and reinforced concrete floors ranging in thickness from 10 inches to 12 inches. The site is immediately accessible to U.S. 22.

See **LOCATION** Page 20 ⇨



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## Space

The city takes its name from John and Robert Follansbee, brothers from Pittsburgh who opened the plant in 1902.

It employed hundreds of workers, including many immigrants from Italy, Great Britain and Wales, and the city's population grew to 4,841 by 1930.

The mill was among many local steel industries that produced materials for the military during World War II.

It was sold to the Louis Berkman Co. of Steubenville in 1954 and its annealing facilities were acquired by Wheeling Steel (later known as Wheeling-Pittsburgh Steel) in 1958.

Another former steel mill with ties to Wheeling-Pittsburgh Steel is the former Wheeling Corrugating plant in Beech Bottom, which the BDC has renamed the Beech Bottom Industrial Park.

The property was acquired by Hackman Capital Partners and the BDC after it was sold at auction

through bankruptcy proceedings for RG Steel. An arrangement between the two established BDC as owner of the land, while Hackman retains rights to the building and receives a portion of each lease.

Ford said the BDC continues to market the facility, with Lineal Industries of Bridgeville, Pa. the latest company to locate there.

The 600-acre site and 480,000-square-foot building, with interior space equivalent to 10 football fields, also is home to several other businesses.

They include Sunoco Logistics, which is building a natural gas pipeline through the Ohio Valley; Pe Ben USA, a Houston, Texas, company also involved in natural

gas line construction; Green Energy Initiatives, a St. Clairsville company that performs water testing and environmental reporting for gas drillers; and ProFoam, L&M Logistics and Ally OnSite, all businesses that provide support services to the industry.

Also tenants are Jupiter Aluminum, a producer of aluminum coils for building and construction that has signed a \$4.1 million, 10-year lease with the BDC; and Pre-Coat Metals, which uses about 80,000 square feet there to store steel coils treated at its Weirton facility.

Ford said the industrial park's tenants, past and present, have invested millions in improvements to the facility to serve their needs but

Continued from Page 9 that also increase the property's value to potential new businesses.

Ford said Hackman Capital Partners also has funded various improvements, including the extension of new water and sewer lines to the plant and its administrative building.

Ford said while working to attract new businesses, the BDC also has been approached about helping to make new housing available.

He said such efforts support the BDC's goal of attracting new businesses because they would make quality, affordable housing available to a new company's employees as well as others.

Bethany College and town officials have met with Ford to discuss the possible renovation of vacant buildings as well as general beautification of Main Street.

Bethany Mayor Pat Sutherland said college officials "are interested (in Ford's input) because they know he gets things done."

## ON THE RECORD

**"(Officials) are interested (in Ford's input) because they know he gets things done."**

— Pat Sutherland

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## Location

Continued from Page 19



**New Cumberland Industrial Park, New Cumberland**  
5.6 acres; 47,000 sq. ft. — Rail, river, and access to WV Route 2

**New Cumberland  
Industrial Park**

— New Cumberland

The New Cumberland Industrial Park, directly accessible to W.Va. Route 2 and adjacent to Norfolk Southern Railroad, has 5.6 acres of available real estate and a 47,000 square foot building available for occupancy.





## Leaders

Continued from Page 8

traffic.

“The BDC definitely increases our voice. I’m sure in the state, especially our local delegations, perk up when the BDC speaks. They are getting a lot of investment,” Blackwell said.

He said the economy is changing, but the BDC is working with that.

“We need to see a different alternative for the future and quit thinking about the return of big, heavy industry. It will be places like Bidell and others, oil industry related,” he said.

Blackwell says New Cumberland can serve as a place for RV parks that serve the workers in the oil and gas industry.

### Chester

Chester Mayor Larry Forsythe said the Business Development Corp. enables the city to have a voice and to see major changes.

“The BDC in Chester has been phenomenal to work with, with the

economic development we have. And, it’s a great group of people,” Forsythe said. “We wouldn’t be able to do the things we’ve been able to get done without them.”

Perhaps the largest change for the better in Chester brought about by the BDC is rooted in a community effort to see a longtime eyesore removed and redeveloped.

The TS&T Pottery closed in 1979 and spent the next three decades decaying.

“That was until three years ago, before we started with our citizens group and we got involved as a city,” Forsythe said. “It just sat there with absolutely nothing being done, and it wasn’t until the BDC got involved that any development occurred.”

Through the BDC, the initial efforts of the Rock Springs Riverfront Redevelopment Task Force were turned into vision and hope. Not only is the building gone but environmental remediation has taken place on the site. A new, mod-

ern industrial building is being built on site with a tenant to be named.

The BDC bought the site for \$135,000 in 2011 and spent five years seeing to cleanup and site preparation of the 8.5 acres. Ground was broken for the 30,000 square-foot building in what is now dubbed the Rock Springs Business Park in the summer of 2016. The BDC obtained \$1.7 million in short-term construction financing from United Bank of Weirton and undertook a \$2 million West Virginia Economic Development Authority loan to repay the bank loan.

“It’s been a great improvement to the City of Chester, and what you see coming into town and it’s just fantastic,” said Forsythe.

Chester continues to do its part, cleaning the site of and rebuilding the World’s Largest Teapot attraction, and the state has undertaken concrete resurfacing of state Route 2 and U.S. Route 30.

“It’s a great place to do business,” said Forsythe.

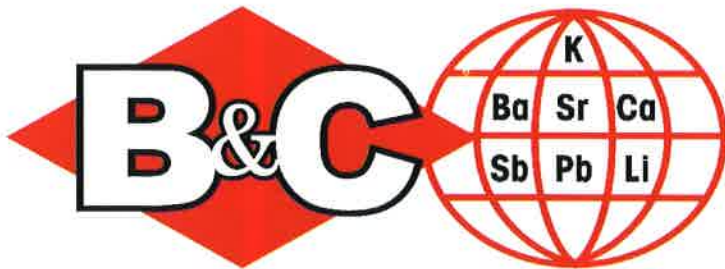
### Hancock County

Hancock County Commissioner Jeff Davis says the BDC is the backbone of economic development for Brooke and Hancock counties.

“I know that Hancock County probably has one of the strongest local economies in the state of West Virginia. Since 2010, our unemployment rate has dropped to 5.9 percent compared with more than 13 percent in 2010. We’ve had over \$150 million to \$160 million in private investment since 2010, most from energy, hospitality, health care,” he said.

The BDC’s work in acquiring and cleaning up brownfield sites for future redevelopment will play a key role as the Royal Dutch Shell ethane cracker comes on line at Monaca, and with the potential development of the PTT Global cracker in Belmont County.

“We sit right in the middle. Pat Ford and the BDC play a major role,” he said.



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## Attention

Continued from Page 5

residents, with a manufacturing history and strong labor force.

"We come from a similar area," Trevisan said. "We have the same DNA."

The Weirton facility will operate three production lines, with plans for a new line to be added in the future for a product specific to the U.S. market.

### Bidell Gas Compression

Based in Calgary, Canada, Bidell Gas Compression announced its plans to operate in Weirton in March 2017, officially unveiling its facility in a former steel mill machine shop in the north end of the city five months later.

The area's cooperative spirit and hard work also was credited with getting the facility operational, with company officials crediting the teamwork of city and state officials and the business community of the Ohio Valley.

"A vision, a community and a great state helped get everything turned around," Bidell Vice President of Manufacturing Dan Martin

explained.

A subsidiary of Total Energy Services Inc., the Weirton operation serves as Bidell's U.S. headquarters, where employees assemble gas compressor units for the natural gas industry.

Company officials also believe in investing in the community, noting of the more than \$3 million spent to refurbish the property before it opened, \$800,000 had gone directly into Northern Panhandle businesses.

Plans have had an employment of more than 130 by the end of 2018.

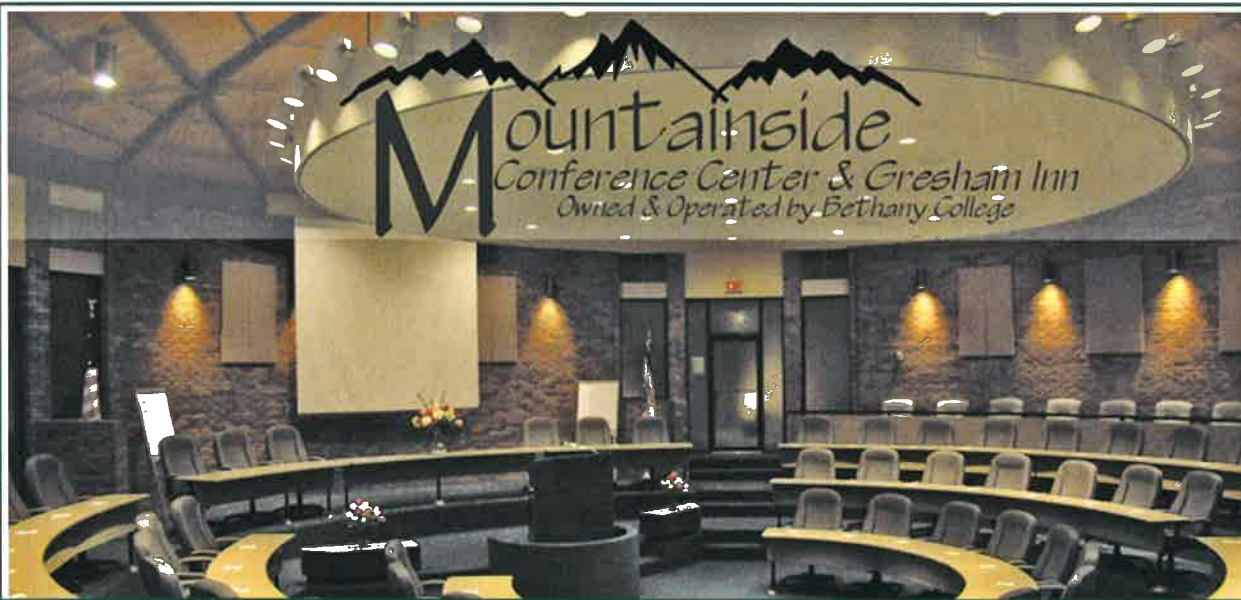
### International Mission Trips

Ford, himself, has made several business mission trips, including multiple visits to Japan, where he and representatives of the West Virginia Department of Commerce meet with dozens of potential business prospects.

The most recent was a visit to Tokyo and Nagoya in the spring of 2017, where a large focus was placed on the automotive industry.



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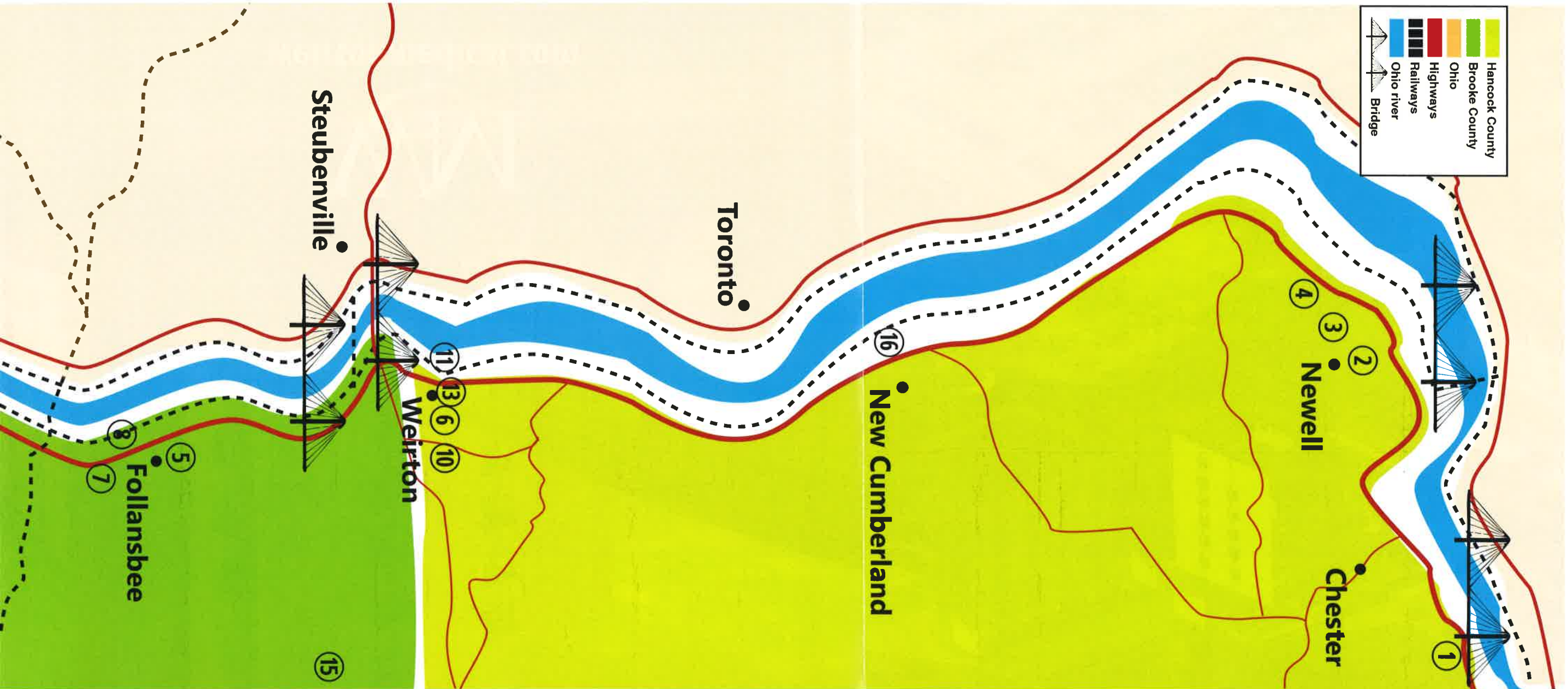
**Thank you, BDC, for all your support and for your vision.**

**W  
M**

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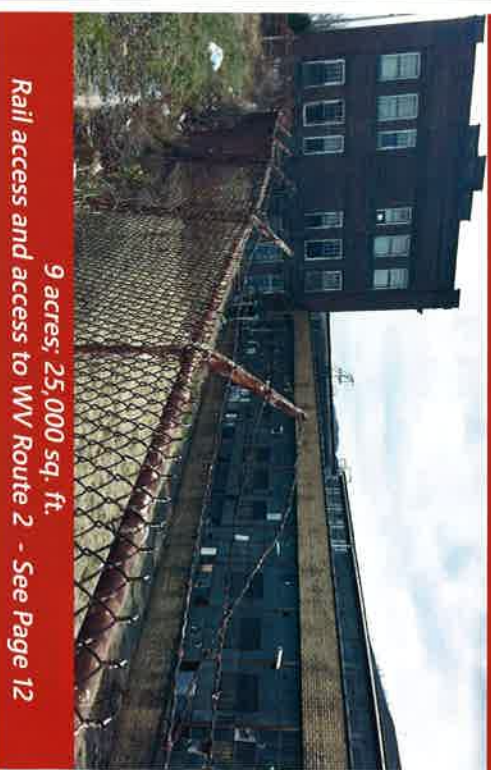
# BDC Properties of Value



① Rock Springs Business Park - Chester



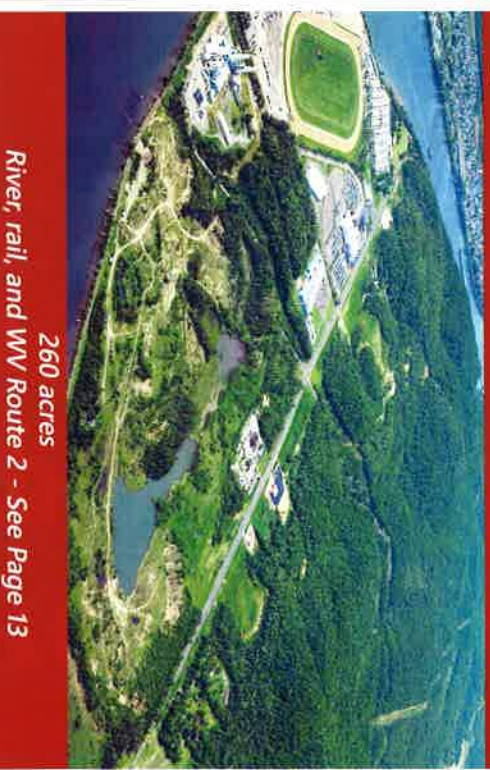
② Newell Porcelain - Newell



③ Hancock County Business Park - Newell



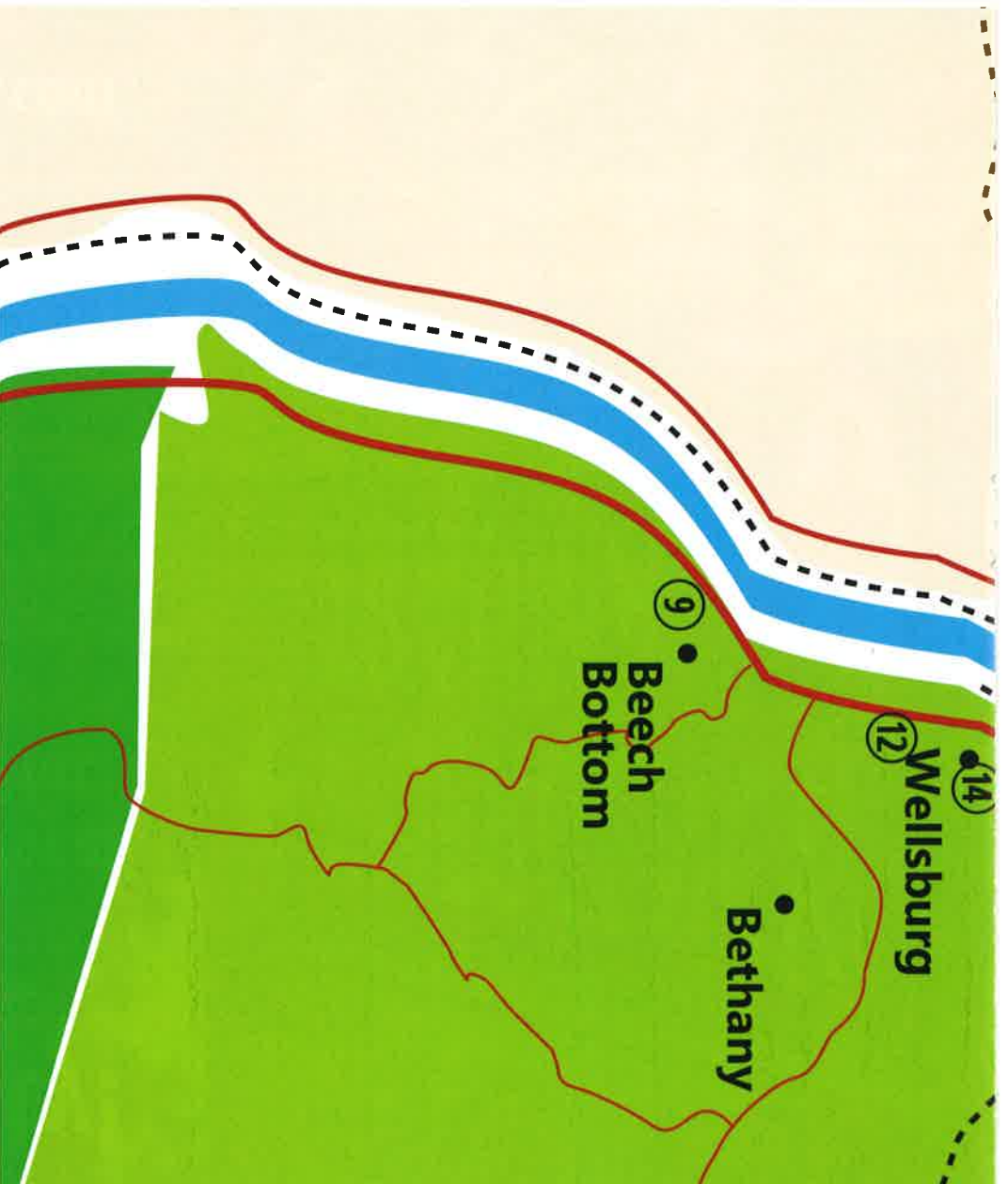
④ Mountaineer Surplus Property - Newell



⑤ Follansbee Middle School - Follansbee







5.6 acres; 90,000 sq. ft.  
Access to WV Route 2 - See Page 13



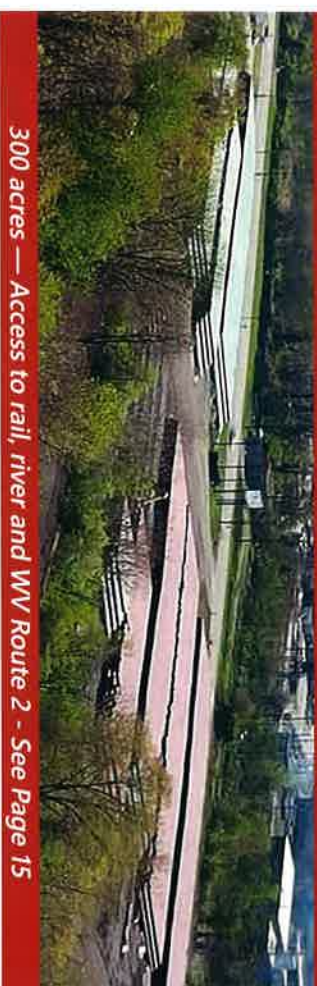
56 acres  
Access to US 22 and Three Springs Drive - See Page 14

**7** Follansbee Steel - Follansbee



16 acres — Access to river, rail, and WV 2 - See Page 14

**8** Trimodal Terminal - Follansbee



300 acres — Access to rail, river and WV Route 2 - See Page 15

**9** Beech Bottom Industrial Park - Beech Bottom



90 acres; 250,000 sq. ft. — Access to river and WV Route 2 - See Page 15

**10** The Village at Colliers Way - Weirton



15 acres; 11,800 sq. ft. Access to US 22 - See Page 16

**11** Frontier Group Property - Weirton



1,100 acres — Access to rail, river, WV Route 2, and US 22 - See Page 17

**12** Brooke Glass - Wellsburg



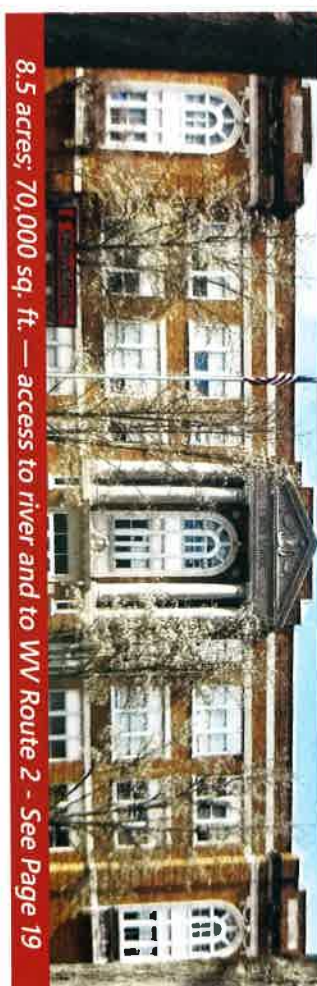
2 acres; 18,000 sq. ft. — proximate to WV Route 2 - See Page 18

**13** The Weirton Daily Times Building - Weirton



0.39 acres; 9,200 sq. ft. - See Page 18

**14** Wellsburg Middle School - Wellsburg



8.5 acres; 70,000 sq. ft. — access to river and to WV Route 2 - See Page 19

**15** Colliers Steel - Colliers



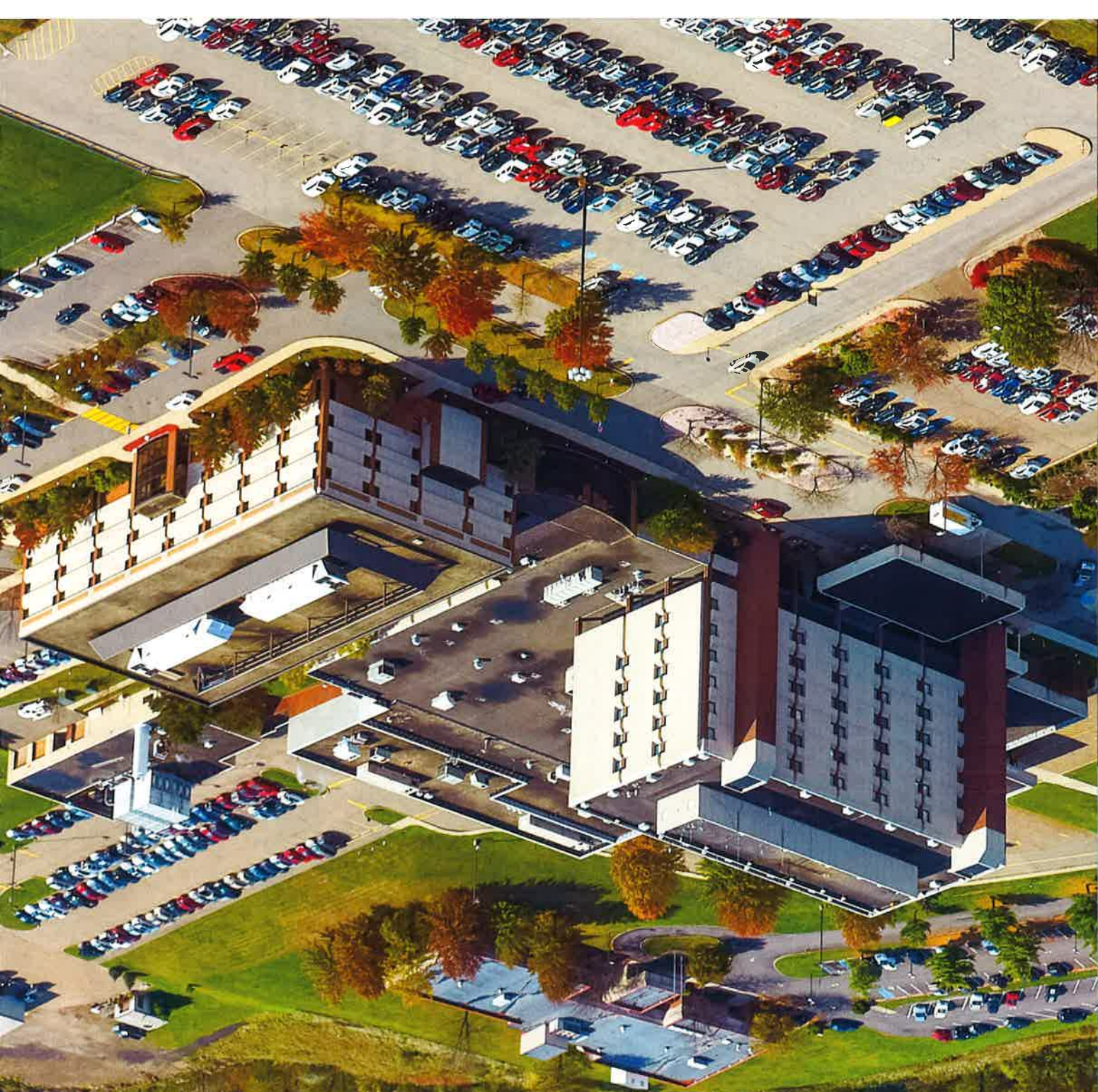
9 acres; 90,000 sq. ft. - See Page 19

**16** New Cumberland Industrial Park - New Cumberland



5.6 acres; 47,000 sq. ft. — Rail, river, and access to WV Route 2 - See Page 20





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- Over 500 employees
- \$40 million in annual payroll in the past five years
- Multiple new offices in Pennsylvania and Ohio



We are proud to be the largest employer in Brooke County. Our growth couldn't happen without the support of this community and the BDC!



[weirtonmedical.com](http://weirtonmedical.com)





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Thank you, BDC, for all your support and for your vision.

**Proud to be an economic anchor in our community!**



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The people employed by WMC and household income and largest employers in our area. WMC employs over 1,443 people, has an annual payroll of \$77,700,000, and has invested \$26,500,000 in their facility over the past three years. According to the BDC, WMC benefits our regional economy, including western Pennsylvania and eastern Ohio, in three general areas of importance:

- 1) health care attracts and retains business and industry;
  - 2) health care attracts and retains retirees;
  - 3) health care creates jobs in the local economy.
- We are proud to be an economic anchor in our region.

*We are proud to be a powerful economic force!*

