



Invest in West Virginia





Founder

More than twenty years ago, I gathered a small group of the state's business leaders together to create the ***Discover the Real West Virginia (DRWV) Foundation***; an organization formed to grow our state's economy, and open up West Virginia to the world. Since then, I have devoted a considerable amount of time and effort toward this goal, and I want you to know that I remain very committed to West Virginia's economic future and the future of this organization.

At the Foundation, we have taken bold steps to develop national and international relationships. We traveled abroad and brought ideas home. We began the search for entrepreneurs with ground-breaking ideas. We helped others to discover the "Real" West Virginia.

The DRWV Foundation draws its strength from the support of West Virginia's businesses and its leaders who have given generously of their energy, ideas and resources to ensure West Virginia's success through the support of the Foundation's activities.

Today, the organization continues to chart a new course in economic development, and I am delighted to have Senator Joe Manchin join the organization as Honorary Chair. Senator Manchin brings years of business and economic development expertise to the Foundation's efforts, and I look forward to working with him to advance its important mission in the years to come.

I believe that the DRWV Foundation makes immense contributions to economic development and the creation of jobs in West Virginia. Success comes through persistent effort, and with your help we can continue to pursue our goal to build a brighter future for our state.

A handwritten signature in black ink, reading "Jay Rockefeller".



Honorary Chair

It is truly a privilege to be named Honorary Chair of the ***Discover the Real West Virginia (DRWV) Foundation*** and to be a part of such an important organization that promotes economic prosperity and growth across our great state.

I thank my dear friend, Senator Rockefeller, for launching this wonderful non-profit, which has created so many critical business opportunities and jobs throughout the past two decades. I look forward to continuing to show our country and the world that West Virginia is a great place to do business and has some of the most hardworking men and women this country has ever known.

As both a Governor and Senator, I have participated in numerous Foundation programs over the years. This includes the DRWV Foundation's trade mission to Japan in 2005 as well as industry specific events highlighting the identification intelligence community. As a result, I can attest to the important role this organization plays in the state's economic development efforts.

As a businessman, I am delighted that the DRWV Foundation remains laser-focused on job creation; providing small businesses with the tools that they need to succeed and tackling the challenges that impact our state's economy. I'm excited to work with this organization moving forward to showcase the enormous opportunities in the energy sector and other sectors that hold strategic advantage for West Virginia. When we all work together to invest in this great state, all West Virginians benefit.

With your help, and your investment in this organization and its mission, we will continue to build a more diversified and stronger West Virginia.

A handwritten signature in black ink, reading "Joe Manchin".

Leveraging Opportunity

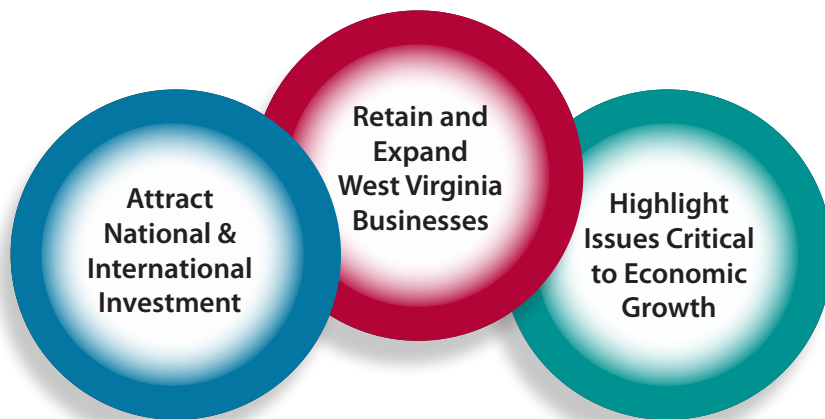
In 1993, the Discover the Real West Virginia Foundation, a private non-profit 501(c)(3) organization, was created to diversify West Virginia's economy and give existing industries the tools they need to be competitive in the global market.

Over the past two decades, the Foundation has crafted a focused economic development agenda and works with local, state and regional partners to bring new resources, ideas and opportunities to West Virginia's economic development efforts.

In March of 2014, Senator Rockefeller asked U.S. Senator Joe Manchin to join the organization as Honorary Chair, with Rockefeller taking on the role as Founder. Senator Manchin brings years of economic development and business expertise to the organization's efforts.

As a private foundation, with a board of directors comprised of the state's leading business executives, the Foundation is able to develop and put in action a flexible agenda—one that is responsive to the changing needs of the state's economy and the demands of its business community. The organization often acts as a catalyst, bringing together various stakeholders and organizations to help facilitate action toward a common goal.

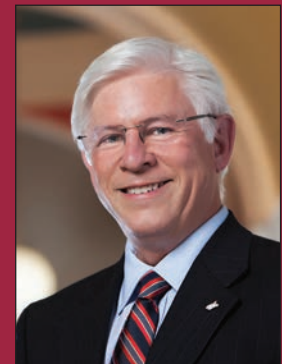
Major Program Areas:



- West Virginia is becoming a leader in the world marketplace, and it did not arrive here by accident. The Foundation has a long and accomplished history of attracting national and international investment by elevating West Virginia's stature in the global business arena.
- The Foundation is a strategic partner for West Virginia businesses. Its programs focus on providing West Virginia businesses the resources they need to grow and succeed in today's global economy.
- The organization seeks to highlight issues or topics critical to economic growth and to facilitate action among stakeholders.

"The DRWV Foundation has been an integral partner in the state's economic development efforts. With Senators Rockefeller and Manchin at its helm—and their participation in the Foundation's activities—it brings tremendous leverage to the state's efforts to grow our economy."

*Keith Burdette
Cabinet Secretary
West Virginia Department
of Commerce*



**Attract
National &
International
Investment**

Elevating West Virginia's Stature in the World

A mainstay of the DRWV Foundation's activities involves attracting national and international investment. Today, investment from Japanese companies alone totals more than \$2.45 billion and the number of jobs created is 3,523 and growing.

The organization has played an instrumental role in bringing this investment to the state. Our continued role in this success is dependent on the support we receive from the business community. Below are just a few of our accomplishments and what this investment means for West Virginia.

*As Governor, **Joe Manchin** brought years of business experience to the Statehouse significantly improving the state's business climate and attracting \$13 billion in investments and creating jobs. U.S. Senator Joe Manchin currently serves on the Senate Committee on Commerce, Science & Transportation, the Senate Committee on Veterans' Affairs, the Armed Services Committee, as well as the Energy and Natural Resources Committee, where he champions West Virginia's critical role in the nation's energy future and the economic potential it holds for our state.*

Senator Jay Rockefeller's reputation and history in Asia opened many doors in Japan, which ultimately led to numerous Japanese manufacturers locating in the state and thousands of good paying jobs for West Virginians.

Kureha PGA LLC (Belle)

- **66 employees (including direct, contract & expats)**
- **Total investment approximately \$100 million since production began in 2011**



Hino Motors Manufacturing U.S.A., Inc. (Williamstown)

- **295 employees (including full time and contract)**
- **Since production began in 2007, capital investments in equipment have enabled Hino to increase its truck production from 20 trucks to 39 trucks in an eight hour shift**





Diamond Electric Manufacturing Corporation (Eleanor)

- 340 employees
- Five expansions since production began in 1997
- Eleanor facility is the largest of the Diamond ignition coil manufacturing facilities in the world and produces over 17 million coils per year
- Moved its U.S. headquarters to West Virginia in 2014



NGK Spark Plugs (USA), Inc. (Sissonville)

- 600 employees
- Six expansions since locating in the state in 1994
- Total Investment in West Virginia is over \$100 million



Toyota Motor Manufacturing West Virginia (Buffalo)

- 1,600 team members
- Nine expansions since 1996
- \$1.6 billion in infrastructure investment
- \$6.5 million in total philanthropy



Wheeling-Nisshin, Inc. (Follansbee)

- 175 employees (making it one of the largest employers in the Northern Panhandle)
- Four expansions since 1986
- Total investment approximately \$279 million

*"We've partnered with the DRWV Foundation for the past six years on the **West Virginia Identification Intelligence Seminar & Expo** in Washington, DC. The Foundation's leadership and commitment to this sector's growth and this Expo gives companies in the I-79 Corridor an opportunity to interact with high-level agency officials and executives from some of the leading security companies in the world. This program generates important business connections for our companies, our universities and our state."*

Deana Dean
President

I-79 Development Council



**Retain and
Expand
West Virginia
Businesses**

A Strategic Partner for Business Growth

The DRWV Foundation is a strategic partner in growing West Virginia businesses. The organization holds numerous conferences and summits throughout the year with a focus on the needs of small-to-medium sized businesses. These events would not be possible without the support we receive via yearly donations and sponsorships by the state's businesses, universities, and other partners.

Whether it's informing businesses about sustainability practices which can help reduce their bottom line, providing the resources to grow online, or showcasing the technology and capabilities of the state's firms, the Foundation is a partner in business growth.



The West Virginia Identification Intelligence Seminar & Expo showcases the I-79 Corridor's identity management companies, promotes our research universities and their commercialization opportunities, and allows relationships to be developed with agency representatives.





Sustainability is about steps businesses can take to reduce costs, save energy, and increase profits. To support this, the DRWV Foundation hosted summits across the state focused on how sustainability can positively impact a businesses' bottom line.



Given that 97% of people research local products and services online, the DRWV Foundation partnered with Google on an initiative to provide access to a free website and other tools to help small businesses in the state establish an online presence.

"RCBI has been proud to sponsor numerous DRWV Foundation events over the past decade. The organization focuses on programs that are important to small businesses and growing the state's economy, and their events draw big crowds! I find that they are informative and bring in leading private and public experts on topics critical to economic growth. They also showcase the best of what West Virginia has to offer. We always get a big bang for our buck by supporting their programs."

Charlotte Weber
Director & CEO
Robert C. Byrd Institute
for Advanced Flexible
Manufacturing



"As a West Virginia business executive, I know that many issues impacting economic growth and the bottom-line are bigger than any single business person can tackle.

The DRWV Foundation takes on these tough issues—like early childhood development, broadband access and transportation infrastructure—and brings stakeholders together to understand and find solutions to these challenges. I'm proud to sit on the Foundation's board and to contribute financially to its success."

Lloyd G. Jackson
President
Jackson Gas Company



Facilitating Action among Stakeholders

The DRWV Foundation shines a light on areas or topics that are critical to economic growth in the state whether it's increasing broadband access; the importance of early childhood education; or increasing investment in transportation infrastructure.

The organization works to bring together various stakeholders and facilitates action in areas important to West Virginia's future.

The Foundation is able to highlight these issues due to the financial support we receive from our many partners, via yearly donations and sponsorships.



The DRWV Foundation has organized three Summits focused on bringing high speed broadband access to rural areas. These events have brought together the state's leading internet providers and officials representing consumers to find solutions to this critical issue. In 2009, less than 72% of West Virginians had access to broadband. At the time of our last Summit in 2013, 91% have access.





Early childhood education plays a critical role in reducing poverty and growing the state's economy. The DRWV Foundation brought Geoffrey Canada a national pioneer in education, to speak about successful models in early childhood development and how these models can, and have, put children on the path to a brighter economic future.

West Virginia Transportation & Infrastructure Summit



Reliable and innovative transportation infrastructure not only keeps our citizens safe, but it is also critical to helping us attract the businesses that create jobs and the residents who drive economic development.



"I couldn't be more pleased with the progress we've made over the past twenty years. Our two-pronged approach of creating programs and initiatives that yield immediate returns, while also tackling big issues that require more time and effort, is having results we can all be proud of.

Economic development is a team effort, and it starts with the critical financial support we receive from the business community. On behalf of the Foundation, I want to thank our current donors and partners and encourage additional companies and organizations to invest in a better West Virginia."

Sara Dearing
Executive Director
DRWV Foundation



Invest in West Virginia / Levels of Donation

Donors recognize the significant impact that the Foundation's proven track record of success has made on West Virginia's economy. Our success would not be possible without the generous support of West Virginia's business community. Foundation donors are provided with an unparalleled opportunity for networking and business connections.

We believe that we are moving in a positive direction, and we welcome those who would join us investing in a better West Virginia. While the Foundation is flexible with regard to levels of donation, below are four suggested levels of support for interested donors.

Suggested Levels of Donation:

- **Platinum Donors** make a three year commitment of \$25,000 per year for three years or a \$75,000 up-front contribution.
- **Gold Donors** make a three-year commitment of \$10,000 per year, or a \$30,000 up-front contribution.
- **Silver Donors** make a three-year commitment of \$5,000 per year for three years or a \$15,000 up-front contribution.
- **Bronze Donors** make a three year commitment of \$3,000 per year for three years or a \$9,000 up-front contribution.

High level donors provide the core financial support for the work of the Foundation. Additional levels of donation provide critical financial support and a solid funding stream to help carry out the Foundation's many activities. Program Sponsors provide critical funding to support specific programs held throughout the year.

Why Donate?

- **Invest in West Virginia's future** by supporting the organization's efforts to diversify and strengthen West Virginia's economy.
- **Meet with top government and business leaders from around the world** in search of business partnerships and investment opportunities.
- **Join the Foundation as it hosts special events** which bring together influential leaders from the state and federal government, industry and academia.
- **Be recognized as a donor in the Foundation's state-wide publications** electronic newsletters, web site, press releases) and receive regular reporting about the Foundation's accomplishments.

Current Donors

The Foundation has played an essential role in West Virginia's successes by showcasing the unparalleled talents of our people and the numerous resources of our home to the world. By using the collective skills of many West Virginians, we are building a new and exciting future for generations to come.

Over the years, hundreds of organizations and companies have generously contributed to the Foundation and its efforts helping to grow West Virginia's economy. Below is a current list of donors.

Gold Level Donors

Appalachian Power Company
BB&T West Virginia Foundation
Bowles Rice LLP
Dominion Energy
Energy Solutions Consortium
Northrop Grumman
Senator John D. Rockefeller IV
Shentel Communications
West Virginia University
Health System

Silver Level Donors

Allegheny Science & Technology
Azimuth, Inc.
Huntington Banks
Jackson Kelly PLLC
Orion Strategies
Spilman Thomas & Battle, PLLC
Steptoe & Johnson PLLC
Toyota Motor Manufacturing
West Virginia
United Bank, Inc.

Bronze Level Donors

Diamond Electric
Manufacturing Corporation
Dixon Hughes, PLLC
Jackson Gas

Foundation Donors & Recent Event Sponsors

A3L Federal Works
AT&T
CrossResolve
Hino Motors Manufacturing U.S.A., Inc.
IBM
Lakota Software Solutions
Leidos
ManTech International
MarkWest Energy/Marathon Petroleum
Marshall University Research Corporation
and the Robert C. Byrd Institute (RCBI)
NGK Spark Plugs Manufacturing USA
SRA
Tygart Technology
West Virginia Development Office
West Virginia High Technology Foundation
West Virginia University



The Foundation is a 501(c)(3) non-profit foundation. Donations are tax-deductible.

Please make checks payable to:

DRWV Foundation
405 Capitol Street, Suite 512
Charleston, West Virginia 25301
Phone: 304-345-0700
www.drwvfoundation.org

Board of Directors



Michael J. Basile, Esq.
Spilman Thomas
& Battle PLLC



Ralph H. Baxter Jr., Esq.
Thomson Reuters Legal
Executive Institute



Bobby G. Blakley, Jr.
BB&T West Virginia



Ellen S. Cappellanti, Esq.
Jackson Kelly PLLC



President
Mark E. Dempsey
Appalachian Power



Julie Gurtis
United Bank, Inc.



Craig W. Hartzell
Azimuth, Inc.



Steven B. Hedrick
MATRIC



Thomas A. Heywood, Esq.
Bowles Rice LLP



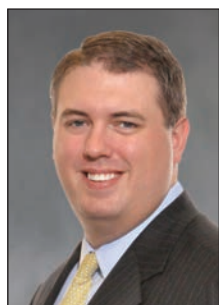
Vice President
Lloyd G. Jackson
Jackson Gas Company



Robert C. Orndorff
Dominion Energy



Kenneth M. Perdue
West Virginia AFL-CIO
Retired



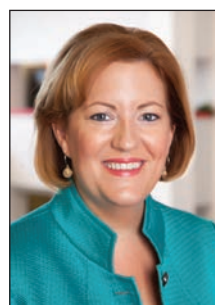
Secretary
Patrick Robertson
FTI Consulting



Treasurer
William D. Wilmoth, Esq.
Stephoe & Johnson PLLC



Albert L. Wright, Jr.
West Virginia University
Health System

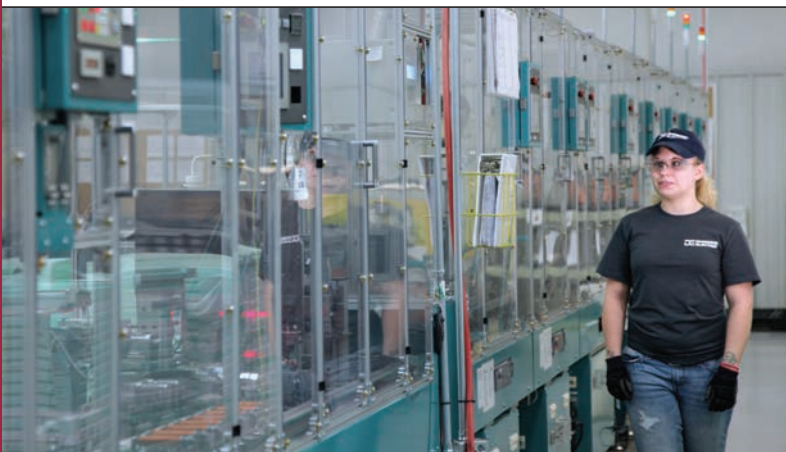


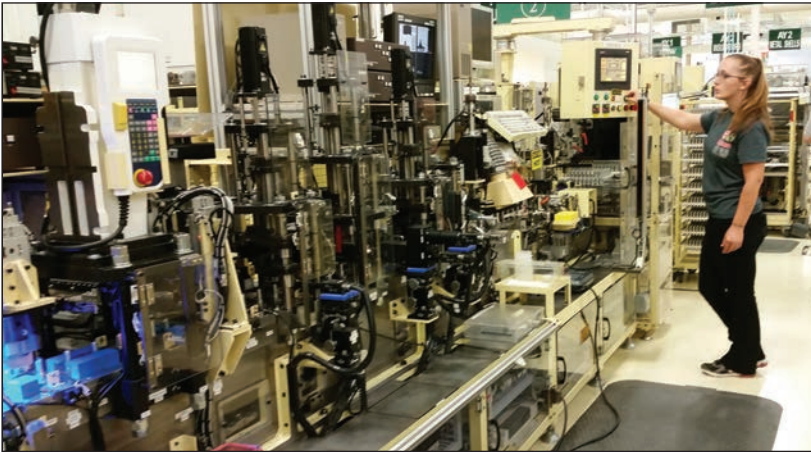
Executive Director
Sara B. Dearing



The organization's board of directors, comprised of the state's leading business executives, oversees and guides the organization in its mission to develop a focused but flexible agenda that is responsive to the changing needs of the state's economy and the demands of the business sector. During trade missions at home and abroad, our members serve as ambassadors and are able to answer questions about all facets of West Virginia life. From real estate, and banking inquiries to education and workforce concerns, it's the role of our members to provide answers to those questions as they are asked.









Discover the Real West Virginia Foundation, Inc.
Sara Dearing, Executive Director
405 Capitol Street, Suite 512 • Charleston, West Virginia 25301
Phone: 304-345-0700 • Fax: 304-345-1779
www.drvvfoundation.org