Hank Love
Executive Director
American Jobs Project

The Governor’s Energy Summit

West Virginia:
Advancing Energy Development

The West Virginia Jobs Project
A Guide to Creating Jobs in Industrial Energy Efficiency
Growing Advanced Energy Industries from the Bottom Up

Completed 16 State Reports

Engaged with 850+ Stakeholders

Established 18 Academic Partners

Research Underway in 6 States
Growing Advanced Energy Industries from the Bottom Up
Policy Certainty

- Provides Clear Market Signal
- Reduces Business Risk
- Allows for Long-Term Planning

U.S. Chamber of Commerce
Policy Certainty

Industrial Energy Efficiency Tax Incentives and Rebates

• Provides Clear Market Signal
• Reduces Business Risk
• Allows for Long-Term Planning
Value Chain Development

- Maximizes Economic Impacts
- Creates a Diversity of Jobs
- Facilitates Innovation
Value Chain Development

• Maximizes Economic Impacts

• Creates a Diversity of Jobs

• Facilitates Innovation

Anchor Company Tax Credit

Foreign Direct Investment Missions
Innovation Ecosystem

- Promotes Research and Development
- Facilitates Tech to Market
- Incubates Early-Stage Companies

U.S. Chamber of Commerce
Innovation Ecosystem

Streamline Commercialization from Universities and Labs

Establish a Foundation Liaison to Fund Research and Business Incubation

• Promotes Research and Development

• Facilitates Tech to Market

• Incubates Early-Stage Companies
Workforce Development

- Invests Resources in Citizens
- Bridges Skills Gaps
- Develops Training Programs & Industry Partnerships

- **Industrial Engineering Technician**
  Assists head industrial engineers with design, production, and testing
  **Wage:** $22.28
  **Training:** Associate degree

- **Industrial Production Manager**
  Oversees daily operations of manufacturing
  **Wage:** $51.17
  **Training:** Bachelor’s degree

- **Materials Scientist**
  Researches chemical properties of composite materials to develop and test products
  **Wage:** $45.13
  **Training:** Bachelor’s degree or higher

- **Energy Auditor**
  Identifies energy-saving measures in building systems
  **Wage:** $29.89
  **Training:** Certification, on-the-job training

- **Mechanical Insulation Worker**
  Applies insulating materials to pipes, ductwork, and other mechanical systems
  **Wage:** $26.92
  **Training:** High school diploma or equivalent, apprenticeship

Workforce Development

Enable Career Connected Learning in K-12 Schools

- Invests Resources in Citizens
- Bridges Skills Gaps
- Develops Training Programs & Industry Partnerships

Facilitate Industry Partnerships with Community Colleges
Access to Capital

- Provides Funding for New and Growing Firms
- Attracts Entrepreneurs
- Connects Investors with Market Opportunities
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Capital Gains Tax Exemption
Coach Businesses on How to Solicit Capital
Non-Legislative Solutions

Join a Regional Energy Efficiency Organization

Map of the Six Regional Energy Efficiency Organizations

- Northeast Energy Efficiency Partnerships
- Southeast Energy Efficiency Alliance
- Midwest Energy Efficiency Alliance
- South-Central Partnership for Energy Efficiency as a Resource
- Southwest Energy Efficiency Project
- Northwest Energy Efficiency Alliance
Non-Legislative Solutions

Establish an Industry Association

Chemical Alliance Zone

Polymer Alliance Zone of West Virginia
West Virginia’s Advanced Energy Future

• Identify High-Growth Industries
• Leverage Legacy Industries, Assets and Natural Resources
• Create an Ecosystem that Drives Innovation, Commercialization, and Investment
• Train your Workers with the Skills Advanced Energy Industries Demand