



The West Virginia Jobs Project

A Guide to Creating Jobs in Industrial Energy Efficiency

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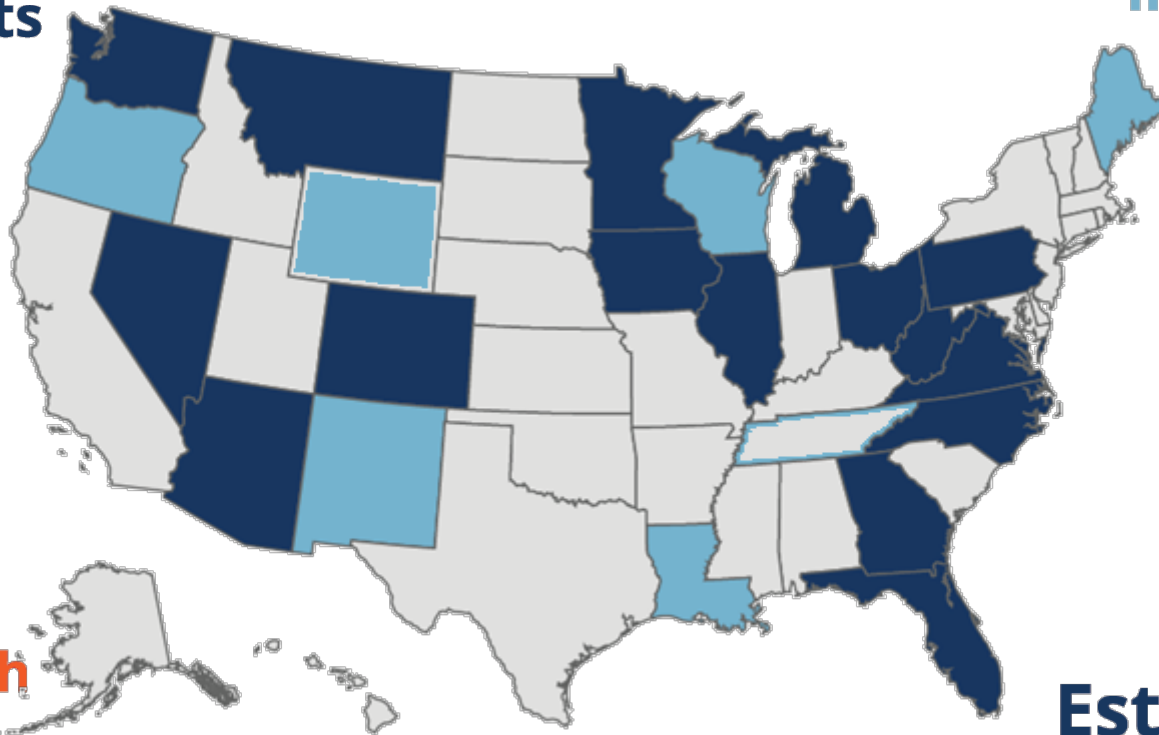
The Governor's Energy
Summit

West Virginia:
Advancing Energy
Development

Growing Advanced Energy Industries from the Bottom Up

Completed
16 State
Reports

Research
Underway
in **6** States



Engaged with
850+
Stakeholders

Established
18 Academic
Partners

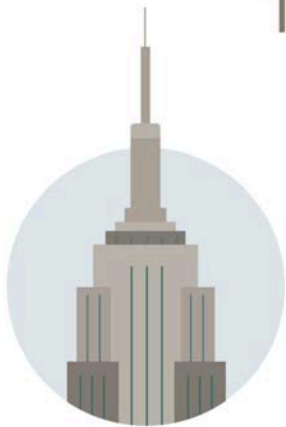
Growing Advanced Energy Industries from the Bottom Up



Policy Certainty

INFRASTRUCTURE PROJECTS USED TO HAVE
A CLEAR PATH TO COMPLETION

THEN



EMPIRE STATE BUILDING
13.5 MONTHS

NOW



CAPE WIND FARM
10+ YEARS

U.S. Chamber of Commerce

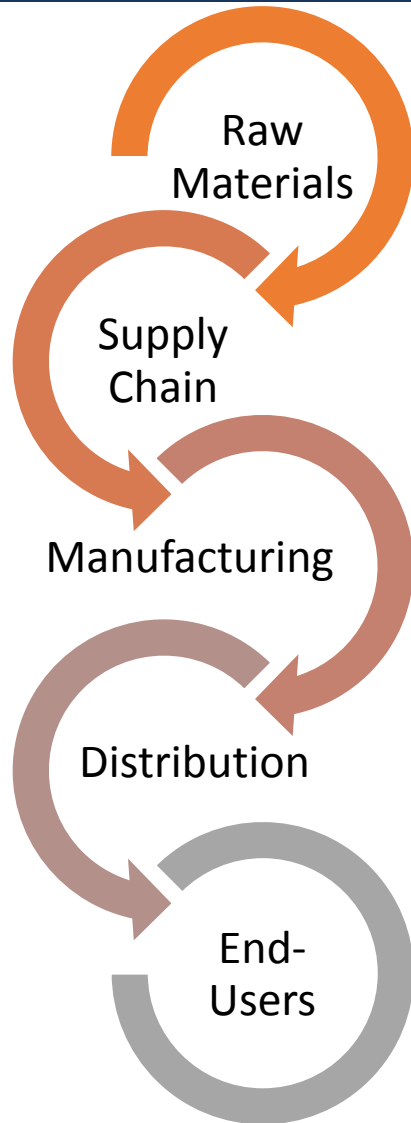
- Provides Clear Market Signal
- Reduces Business Risk
- Allows for Long-Term Planning

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

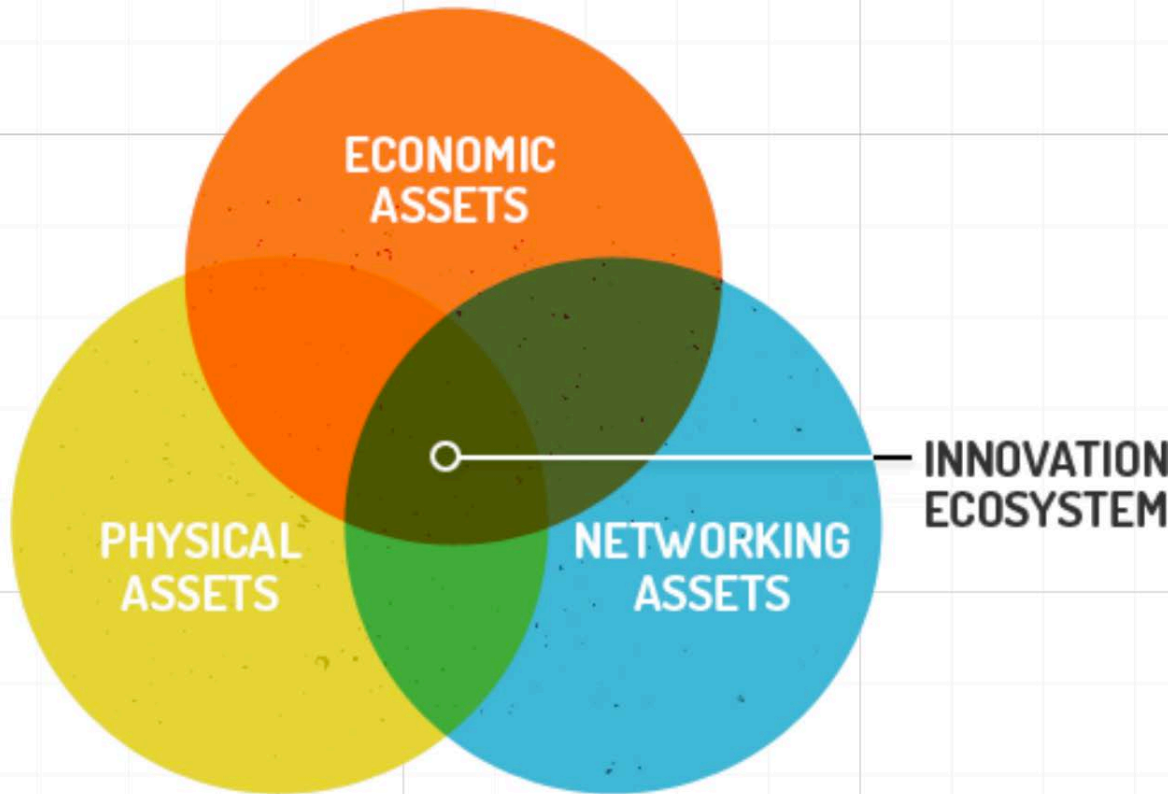
Value Chain Development

Anchor Company Tax Credit

Foreign Direct Investment
Missions

- Maximizes Economic Impacts
- Creates a Diversity of Jobs
- Facilitates Innovation

Innovation Ecosystem



U.S. Chamber of Commerce

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

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

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

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

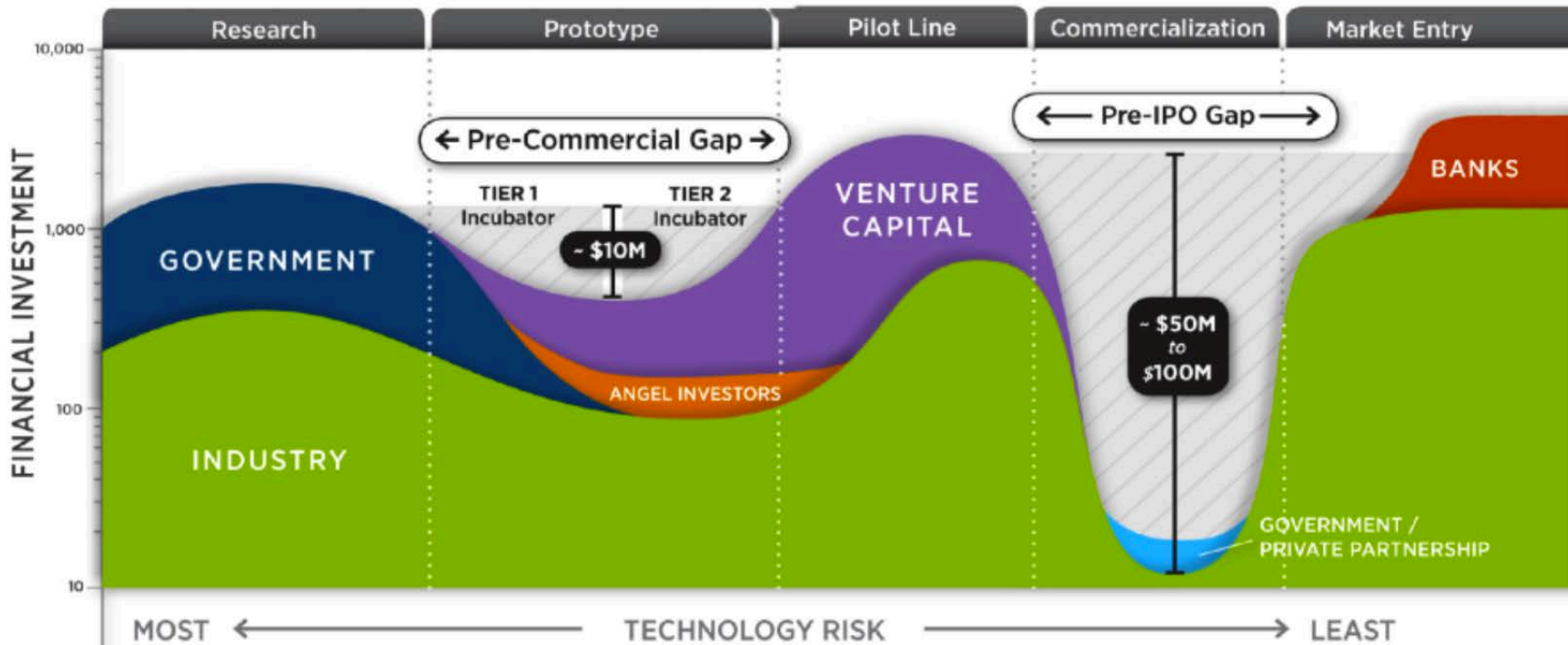
Workforce Development

Enable Career Connected Learning in K-12 Schools

Facilitate Industry Partnerships with Community Colleges

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

Access to Capital



- Provides Funding for New and Growing Firms

- Attracts Entrepreneurs

- Connects Investors with Market Opportunities

Access to Capital

Capital Gains Tax Exemption

- Provides Funding for New and Growing Firms

Coach Businesses on How to Solicit Capital

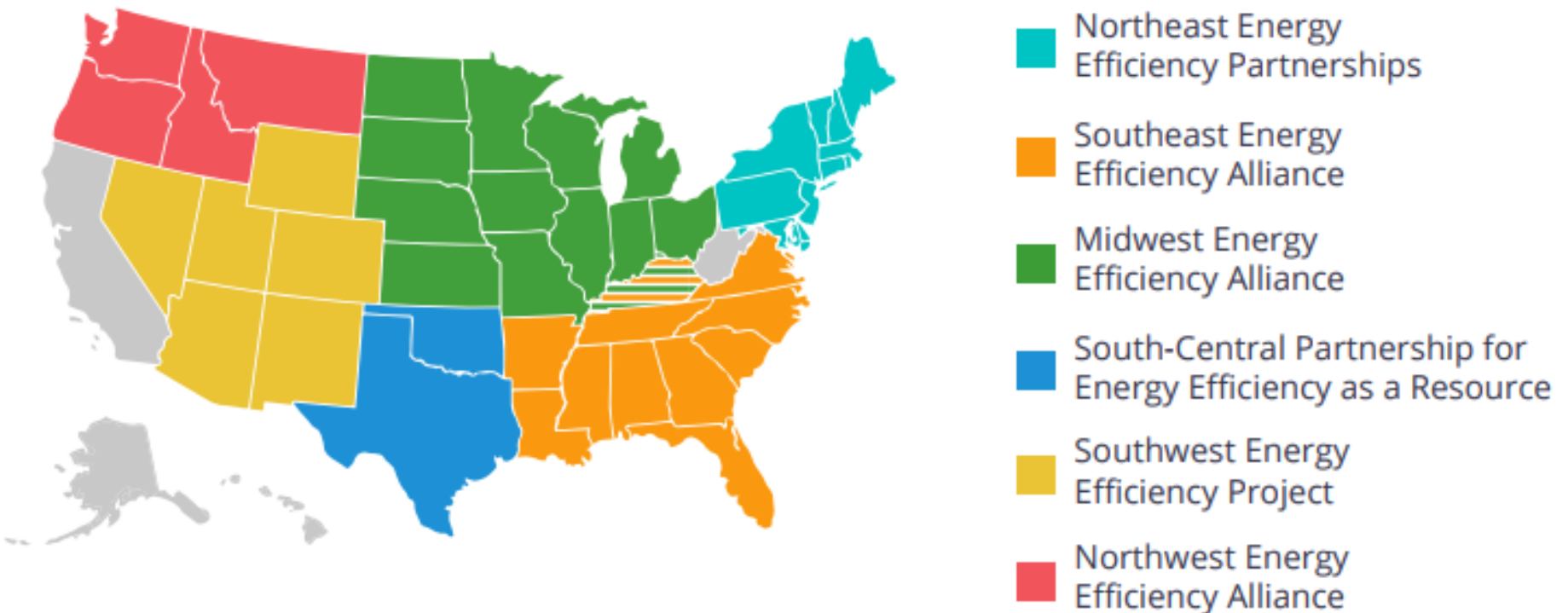
- Attracts Entrepreneurs

- Connects Investors with Market Opportunities

Non-Legislative Solutions

Join a Regional Energy Efficiency Organization

Map of the Six Regional Energy Efficiency Organizations



Non-Legislative Solutions

Establish an Industry Association



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