



TARGETED BUSINESS SECTOR RECRUITING STRATEGY

March 2016



Prepared By:



Next Move Group
We Are Jobs



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1. Metalworking

Our Metalworking Cluster

Our region is home to the following metalworking companies:

- AAA Mine Service- Machine Shop, surface grinding, arc welding, boring, cutting, lathe and mill work
- Drill Steel Service- Manufactures steel rods, overcast, mandors and other metal products.
- Johnson Industries- manufactures mining machinery & equipment, conveyor tail pieces, personnel carriers, coal auger sampling systems, probes and laser systems
- Hall Equipment and Supply- Rebuilding mining machinery
- Heritage Equipment- Remanufactures commercial truck components including diesel engines, transmissions, differentials
- Logan Corporation- Metals service center: steel cutting, slitting, shearing, burning, forming, steel & aluminum fabricating for dump truck bodies, and braking.
- NJN Machine Tool Company- machine shop
- Porter Steel and Fabrication- Develops and constructs specialized metal and steel structures, material handling products, and fabrication
- R&S Godwin Truck Body Company- Steel & aluminum fabricating for dump truck bodies and trailers
- Taylor Metal Roofing and Siding- Manufactures metal roofing, siding panels, related trim components, insulation, doors, sliding doors, track systems, garage doors
- Ultra Lok Fasteners- Manufactures self-threading bolt and fasteners
- Zebulon Machine Shop- machine shop, lathe and mill machining, welding, drilling, boring and cutting.



Since 2011, we have seen double digit growth in these two metalworking industries in our region:

- 65% growth in Motor Vehicle Body Manufacturing
- 15% growth in Sheet Metal Work Manufacturing

Skilled Labor

- Our region is home to the following amounts of skilled workers greater than the US average pertinent to the metalworking sector:
 - 8 times US average in Metal Plumbing Fixture Fitting and Trim Manufacturing
 - 6 times US average in Plant and Systems Operators
 - 5 times US average in Motor Vehicle Body Manufacturing
 - 4 times US average in Maintenance Workers, Machinery
 - 3 times US average in Metal Farm Machinery and Equipment Manufacturing
 - 2 times US average in Metal Motor and Generator Manufacturing
 - 2 times US average in Crushing, Grinding, and Polishing Machine Operators
 - 2 times US average in Heavy and Tractor-Trailer Truck Drivers
 - 2 times US average in Welders, Cutters, Solderers, and Brazers

- 2 times US average in Pipelayers



A NiSource Company

Proximity to Automotive OEMs

Our location provides quick access to virtually all of the nation's automotive OEMs.

- Kentucky ranks 2nd in light truck production in the US.
- Kentucky ranks 3rd in car production in the U.S.

Transferrable Labor

The following are the numbers of people currently employed in coal mining which are in jeopardy of losing their jobs which have skills which could easily transfer to metalworking:

- 354 employed in Roof Bolters, Mining
- 353 employed in Wellhead Pumpers
- 289 employed in Continuous Mining Machine Operators
- 250 employed in Loading Machine Operators, Underground Mining
- 241 employed in Excavating & Loading Machine & Dragline Operators
- 143 employed in Mine Cutting and Channeling Machine Operators
- 143 employed in Mine Shuttle Car Operators
- 100 employed in Pump Operators



Electric Power Provider

We are served by AEP Kentucky Power, a publicly traded investor-owned electric utility. AEP owns more of the nation's electricity transmission system than all the other U.S. transmission systems combined. AEP consistently ranks as a top-10 utility company for economic development by *Site Selection Magazine*.



Natural Gas

Natural Gas pipeline infrastructure is abundant in our region giving metalworking companies cheap access to natural gas.



Spectra Energy's Big Sandy Pipeline has a capacity of 0.2 Trillion British thermal units per day.

Columbia Gas Transmission is a natural gas pipeline that gathers gas in the Gulf of Mexico and transports it north through our region owned by NiSource. Columbia handles more than 3 billion cubic feet of natural gas per day.

Community College Programs to Support the Metalworking Sector

More than 14,000 students are currently enrolled in technical and community college programs at three colleges in our region:

- Big Sandy Community & Technical College
- Hazard Community & Technical College
- Southeast Community & Technical College

The following programs are offered to support the Metalworking sector:

- Welding Technology
 - Certificates in:
 - ARC Cutter
 - ARC Welder
 - AWS National Skills Standard Level I
 - Gas Welder
 - Gas Metal Arc Welding
 - Gas Tungsten Arc Welding
 - Pipeline Welder
 - Production Line Welder
 - Shielded Metal Arc Welding
 - Tack Welder
 - Welder Helper

- Machine Tool Technology
 - Certificates in:
 - Exploratory Machining
 - Machine Tool Operator
 - CNC Operator
 - Tool & Die Apprentice
 - CNC Machining & Waterjet Technology

- Engineering & Electronics Technology
 - Certificates in:
 - Automation Technology
 - Computer Maintenance Technician
 - Electronics Technician
 - Electronics Tester
 - Industrial Electronics Technician
 - Instrumentation Technician
 - Maintenance Technician
 - Mechanical Technician
 - Robotics and Automation Technician

- Computer-Aided Draft and Design Technology
 - Certificates in:



- Computer Assisted Drafter
 - Detailer
 - Drafter Assistant
- Manufacturing Industrial Technology- Industrial Maintenance Technology
 - Certificates in:
 - Fluid Power Mechanic
 - Industrial Maintenance Machinists Mechanic
 - Industrial Maintenance Mechanic
 - Industrial Maintenance Electrical Mechanic
 - Manufacturing Engineering Technology- Electrical Technology
 - Certificates in:
 - Electrical Motor Control

4-Lane Highway Access

U.S. Highway 23 provides 4-laned access north and south throughout Eastern Kentucky.

The Bert T. Combs Mountain Parkway and Hal Rogers Parkway provides 4-laned access east and west throughout Eastern Kentucky.





Rail Access

We have access to 2 Class I Railroads: CSX and Norfolk Southern





Port Access

The Port of Huntington Tri-State is the largest inland port in the United States and is part of our region. The port averages an annual cargo tonnage of over 60 million tons per year and is the 15th largest port of any kind, inland or deep water, in the U.S.A.



State Ranked #1 in Economic Development 2 Years in a Row- Governor’s Cup

Kentucky ranked 1st in Site Selection magazine’s annual Governor’s Cup award, recognizing the highest number of qualifying industry locations and expansions per capita in 2014 and in 2015.

Taxes & Business Costs

CNBC ranked Kentucky the 2nd best state for the “Cost of Doing Business” in 2015.

Incentives

- Grants & Tax Credits
 - KBI Program
 - Wage Assessment- 4% of total payroll credit against state income taxes for 15 years
 - Income Tax Credit- up to 100% of corporate income or limited liability entity tax liability arising from the project for 15 years
 - KEIA Program
 - Sales/Use Tax Refund- Refund of sales & use tax paid for building & construction materials, research and development equipment, and electronic processing equipment.
- Bluegrass State Skills Workforce Training
 - Grant Reimbursement- up to 50% matching reimbursement for in-house training; educational institution and consultant training; instruction materials, texts, and supplies; train-the-trainer travel; trainee wages and registered

apprenticeship training-year one apprentices. The maximum funding for companies with 1-499 employees is \$25,000 and \$50,000 for companies with \$500+ employees.

- Tax Credit- up to 50% of training costs can be recovered as a state tax credit limited to \$500 per Kentucky employed residents, not to exceed \$100,000. Eligible costs include: in-house training; educational institution and consultant training; instruction materials, texts, and supplies; train-the-trainer travel; trainee wages and registered apprenticeship training-year two, three, and four apprentices.
- Kentucky Wins In-Kind Training
 - In-kind training through the local community colleges which provides recruiting, screening, and training assistance.
- Loan Programs
 - KEDFA- Click here to learn about this loan program: <https://www.thinkkentucky.com/kyedc/pdfs/kedfadcp.pdf>
 - IRBs- local financing mechanism for high impact projects. Additionally, a 5-year property tax abatement can be offered through this program.
 - CDBG- low interest loan financing for high impact projects.

2. Wood Products

Our Wood Products Cluster

Our region is home to the following Wood Products companies:

- BPM Lumber (Rough Lumber and Railroad Ties)
- Paintsville Wood Products (Grade Hardwood and Wood Chips)
- Coalfield Lumber Company (Hardwood lumber)
 - Completed a \$1 million expansion in 2014
- May Brothers Lumber Company (Sawmill: hardwood & softwood lumber)
- Home Lumber Company (Wood Shop, Millwork, Custom Cabinets, Laminated Counter Tops)



We have more employees working in the following industries than the US average:

- 4 times the US average in Sawmills
- 3 times the US average in Engineered Wood Member (except Truss) Manufacturing
- 2 times the US average in Logging

Since 2011, we have seen a 59% growth in employees working in Sawmills in our region.

Forest Inventory

Click here to learn about the forest inventory in both our region and the entire State of Kentucky:

http://srsfia2.fs.fed.us/states/ky/tables/Kentucky_2009_FIADB_09AUG2012.xls.

Skilled Labor

- Our region is home to the following amounts of skilled workers greater than the US average pertinent to the wood products sector:
 - 220% more Civil Engineering Technicians than the US average
 - 214% more Surveyors than the US average
 - 174% more Fallers than the US average
 - 170% more Logging Equipment Operators than the US average
 - 145% more Chemical Technicians than the US average
 - 138% more Log Graders and Scalers than the US average
 - 77% more Forest Fire Inspectors and Prevention Specialists than the US average

- 26% more Industrial Machinery Mechanics than the US average
- 24% more Agricultural Engineers than the US average
- 20% more Sawing Machine Operators than the US average
- 7% more Foresters than the US average

Transferrable Labor

The following are the numbers of people currently employed in coal mining which are in jeopardy of losing their jobs which have skills which could easily transfer to wood products:

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The University of Kentucky's Department of Forestry

The University of Kentucky features a Department of Forestry in its Agriculture, Food, and Environment school. Faculty of the Department of Forestry conduct basic and applied research on these disciplines: ecology, economics, genetics, hydrology, mensuration, physiology, silviculture, soils, surface mine reclamation, timber management, wildlife biology, and wood utilization.



Click here to view the courses in the program: <http://www2.ca.uky.edu/forestry/academics.php>

Community College Programs to Support the Wood Products Sector

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 - Electronics Technician
 - Electronics Tester
 - Industrial Electronics Technician
 - Instrumentation Technician
 - Maintenance Technician
 - Mechanical Technician
 - Robotics and Automation Technician
- Heavy Equipment Operation
 - Degree in:
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 - Manufacturing Industrial Technology- Industrial Maintenance Technology
 - Certificates in:
 - Fluid Power Mechanic
 - Industrial Maintenance Machinists Mechanic
 - Industrial Maintenance Mechanic
 - Industrial Maintenance Electrical Mechanic
 - Manufacturing Engineering Technology- Electrical Technology
 - Certificates in:
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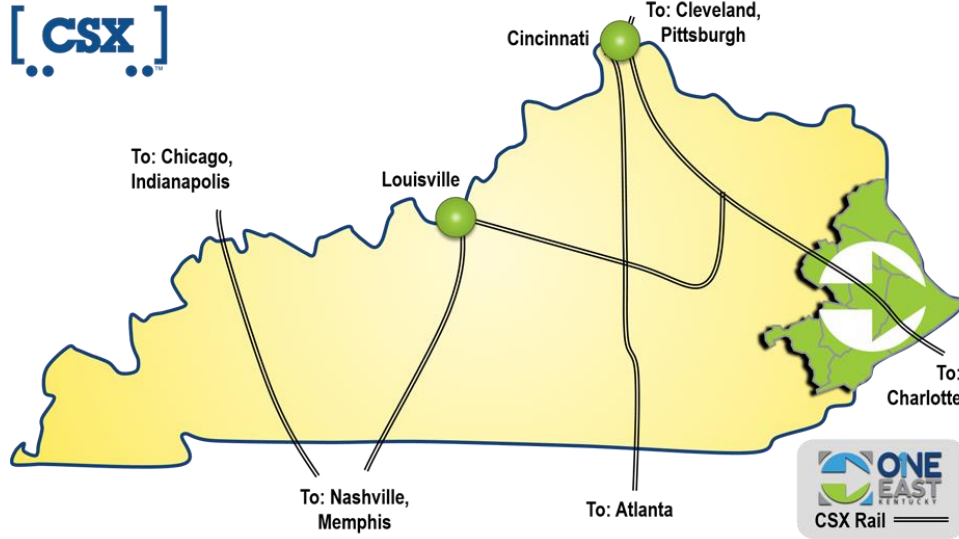




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Port Access

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- Bluegrass State Skills Workforce Training

- Grant Reimbursement- up to 50% matching reimbursement for in-house training; educational institution and consultant training; instruction materials, texts, and supplies; train-the-trainer travel; trainee wages and registered apprenticeship training-year one apprentices. The maximum funding for companies with 1-499 employees is \$25,000 and \$50,000 for companies with \$500+ employees.
- Tax Credit- up to 50% of training costs can be recovered as a state tax credit limited to \$500 per Kentucky employed residents, not to exceed \$100,000. Eligible costs include: in-house training; educational institution and consultant training; instruction materials, texts, and supplies; train-the-trainer travel; trainee wages and registered apprenticeship training-year two, three, and four apprentices.
- Kentucky Wins In-Kind Training
 - In-kind training through the local community colleges which provides recruiting, screening, and training assistance.
- Loan Programs
 - KEDFA- Click here to learn about this loan program: <https://www.thinkkentucky.com/kyedc/pdfs/kedfadcp.pdf>
 - IRBs- local financing mechanism for high impact projects. Additionally, a 5-year property tax abatement can be offered through this program.
 - CDBG- low interest loan financing for high impact projects.

3. Food/Beverage/Agricultural Production

Our Food/Beverage/Agricultural Cluster

Our region is home to the following companies:

- Kellogg (Breakfast and Snack Bars)
- Kentucky Mist Distillery (Moonshine and products)
- Brown Food Service (Food Distribution)
- Coca-Cola (Soft Drinks Distribution)
- Mother Nature Spring Water (Bottled Water)
- HT Hackney (grocery and convenience store distribution)



We have more employees working in the following industries than the US average:

- 23 times more employed in Cookie and Cracker Manufacturing
- 11 times more employed by Packaged Frozen Food Merchant Wholesalers
- 4 times more employed by Confectionery Merchant Wholesalers
- 4% more employed in Animal Production and Aquaculture

Since 2011, we have seen growth in the following sectors:

- 122% growth in people employed by Confectionery Merchant Wholesalers
- 55% growth in people employed in Crop Production our region
- 50% growth in Support Activities for Animal Production
- 9% growth in people employed in Food Processing

Skilled Labor

- Our region is home to the following amounts of skilled workers pertinent to this sector:
 - 2,568 Combined Food Preparation and Serving Workers
 - 1,042 Farmers, Ranchers, and Other Agricultural Managers
 - 737 Cooks, Institution and Cafeteria
 - 649 First-Line Supervisors of Feed Preparation
 - 411 Fast Food Cooks
 - 372 Cooks, Restaurant
 - 207 Food Service Managers
 - 117 Butchers and Meat Cutters
 - 74 Bakers
 - 31 Chefs and Head Cooks

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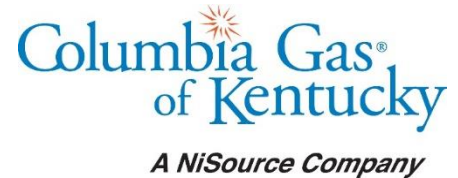
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The University of Kentucky’s College of Agriculture, Food, and Environment

The University of Kentucky features a Food Science Program in its Agriculture, Food, and Environment school. This program teaches students about the manufacturing production, processing, product development, packaging, preparation, evaluation, distribution, utilization, and safety of food products.



Click here to view the courses in the program: <http://afs.ca.uky.edu/FoodScience>

Community College Programs to Support this Sector

More than 14,000 students are currently enrolled in technical and community college programs at three colleges in our region:

- Big Sandy Community & Technical College
- Hazard Community & Technical College
- Southeast Community & Technical College

The following programs are offered to support this sector:

- Culinary Arts
 - Certificates in:
 - Food and Beverage Management
 - Fundamentals of Culinary Arts



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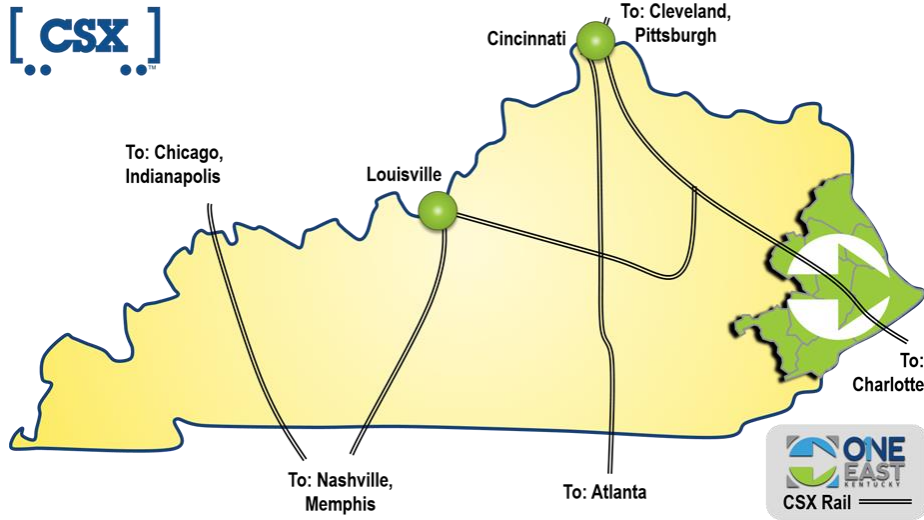




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4. Energy Services

Our Energy Services Cluster

Our region is home to the following Energy companies:

- Kentucky Oil & Refining Company (Bulk Plant)
- Mark West Energy Appalachia (Natural Gas Processing & Hydrocarbon Extracting)
- Riverside Generating Company (Electric Generating Peaking Plant)
- RCC Big Shoal (Gas to liquids refinery)



We have more employees working in the following industries than the US average:

- 7 times the US average in Crude Petroleum and Natural Gas Extraction
- 6 times the US average in Drilling Oil and Gas Wells
- 2 times the US average in Support Activities for Oil and Gas Operations
- 2 times the US average in Electric Power Distribution
- 2 times the US average in Oil & Gas Pipeline Construction
- 2 times the US average in Power Line Construction

Since 2011, the number of people employed in the following energy sectors have grown:

- 37% growth since 2011 in Crude Petroleum and Natural Gas Extraction
- 10% growth since 2011 in Natural Gas Distribution
- 6% growth since 2011 in Support Activities for Oil and Gas Operations

Skilled Labor

- Our region is home to the following amounts of skilled workers in the Energy sectors:
 - 2,941 employed in Crude Petroleum and Natural Gas Extraction
 - 322 employed in Support Activities for Oil and Gas Operations
 - 294 employed in Drilling Oil and Gas Wells
 - 213 employed in Electric Power Distribution
 - 201 employed in Power Line Construction
 - 139 employed in Oil & Gas Pipeline Construction

Transferrable Labor

The following are the numbers of people currently employed in coal mining which are in jeopardy of losing their jobs which have skills which could easily transfer to energy related companies:

- 354 employed in Roof Bolters, Mining
- 353 employed in Wellhead Pumpers
- 289 employed in Continuous Mining Machine Operators
- 250 employed in Loading Machine Operators, Underground Mining
- 241 employed in Excavating & Loading Machine & Dragline Operators

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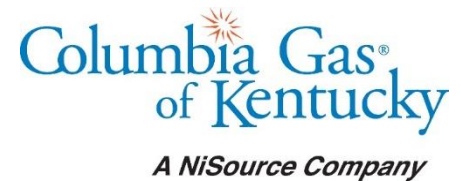


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The University of Kentucky's Center for Applied Energy Research

The University of Kentucky Center for Applied Energy (CAER) investigates energy technologies to improve the environment. Researchers contribute to technically-sound policies related to fossil and renewable energy. CAER is one of UK's multidisciplinary research centers. Research efforts are directed to:

- Coal beneficiation, utilization, and conversion process technologies
- Fuel use
- Coal combustion by-products
- Engineered fuels
- Derivation of high added-value materials and chemicals
- Renewable energy such as biofuels and bioenergy, electrochemistry, solar energy and environmental remediation



Click here to view the courses in the program: <http://www.caer.uky.edu/>

Community College Programs to Support the Energy Sector

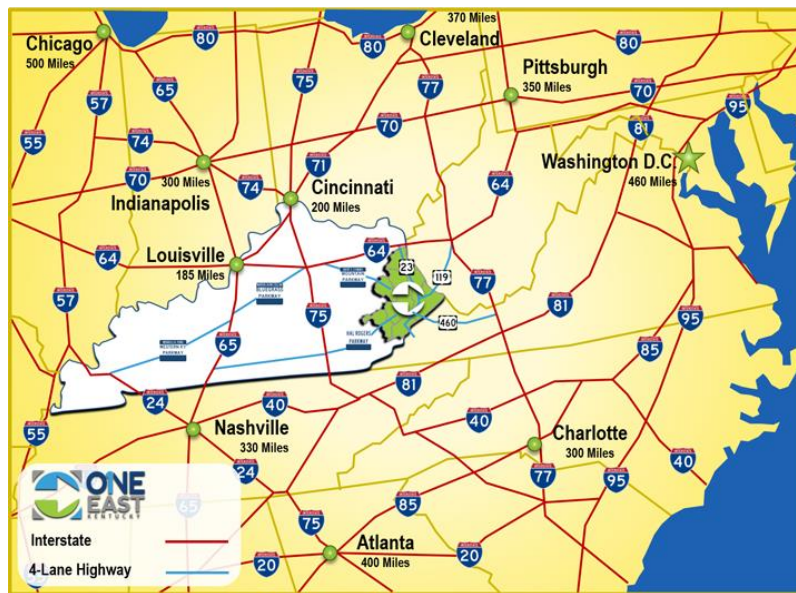
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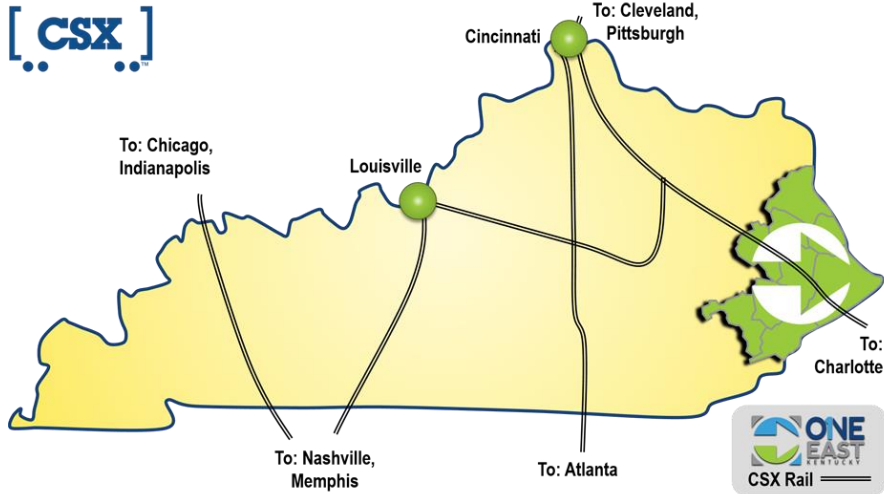




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5. Call Centers

Our Call Center Cluster

Since 2011, we have seen double digit growth in the call center sector in our region:

- 64% growth in Telemarketing Bureaus and Other Contact Centers



We have 3 times the US average of number of people employed in Telemarketing Bureaus and Other Contact Centers.

Both Sykes Enterprises and Healthcare National Marketing have substantial call centers in our region.



Labor

The following numbers of people are employed in our region at wages of less than \$10/hour:

- 2,872 Cashiers
- 2,568 Combined Food Preparation and Serving Workers
- 1,456 Janitors and Cleaners
- 1,282 Maids and Housekeeping Cleaners
- 724 Childcare Workers
- 581 Personal Care Aides
- 559 Waiters and Waitresses
- 533 Security Guards
- 411 Cooks, Fast Food
- 398 Landscaping and Grounds keeping Workers
- 372 Cooks, Restaurant
- 366 Hairdressers Hairstylists, and Cosmetologists
- 346 Door to Door Sales Workers
- 306 Residential Advisors
- 274 Home Health Aides
- 209 Food Preparation Workers
- 164 Packers and Packagers, Hand
- 156 Hotel, Motel, and Resort Desk Clerks
- 145 Personal Care and Service Workers
- 82 Laundry and Dry Cleaning Workers
- 72 Amusement and Recreation Attendants

Unskilled Labor

Workers employed by temp agencies have grown by 329% since 2011.

Skilled Labor

- Our region is home to the following amounts of skilled workers greater than the US average pertinent to the metalworking sector:
 - 305 Software, Web, Database, and Computer Developers
 - 125 Business Operations Specialists
 - 60 Computer Systems Analysts
 - 58 Market Research Analysts and Marketing Specialists
 - 36 Computer and Information Systems Managers

Telecommunications

AT&T, Windstream, and a handful of regional telecom providers service East KY One with top of the line fiber and telecommunications.

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University of Pikeville

The University of Pikeville's College of Business has a computer science program which can be leveraged to train your employees.

Additionally, the University has a school of Nursing which could be helpful to healthcare related call centers.



TeleworksUSA from the Eastern Kentucky Concentrated Employment Program

Teleworks USA is an innovative program that is bringing telework (work-from-home) employment opportunities to jobseekers, allowing them to participate in the global economy without relocating. Teleworks USA's employer services present eager job candidates to telework employers in a format that lets employers search and sort the applicants by skills, certifications, education, and experience.

Community College Programs to Support the Call Center Sector

More than 14,000 students are currently enrolled in technical and community college programs at three colleges in our region:

- Big Sandy Community & Technical College
- Hazard Community & Technical College
- Southeast Community & Technical College

The following programs are offered to support the Call Center sector:

- Computer and Information Technology
 - Certificates in:
 - A+
 - CISCO Networking Associate
 - CIT Fundamentals
 - Computer Support Technician
 - Computer Tech
 - Database Administration
 - Game Programming
 - Information Security Specialist
 - Microsoft Enterprise Administrator
 - Microsoft Network Administrator
 - Net +
 - Network Technologies Specialist
 - Productivity Software Specialist
 - Programming
 - Security +
 - Social Media Specialist
 - Web Programming
 - Web Administration

- Business Administration
 - Certificates Pertinent to Call Centers:
 - Information Systems Management
 - Office Systems
 - Payroll Accounting Specialist
 - Sales
 - Telecommunications Systems Management

- Business Studies: Medical Information Technology
 - Certificates Pertinent to Call Centers:
 - Medical Insurance Coder
 - Medical Transcriptionist
 - Medical Records Clerk



- Visual Communications: Multimedia
 - Certificates in:
 - Multimedia
 - Video Production
 - Web Design

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Taxes & Business Costs

CNBC ranked Kentucky the 2nd best state for the "Cost of Doing Business" in 2015.

Incentives

- Grants & Tax Credits
 - KBI Program
 - Wage Assessment- 4% of total payroll credit against state income taxes for 15 years
 - Income Tax Credit- up to 100% of corporate income or limited liability entity tax liability arising from the project for 15 years
 - KEIA Program
 - Sales/Use Tax Refund- Refund of sales & use tax paid for building & construction materials, research and development equipment, and electronic processing equipment.
- Bluegrass State Skills Workforce Training
 - Grant Reimbursement- up to 50% matching reimbursement for in-house training; educational institution and consultant training; instruction materials, texts, and supplies; train-the-trainer travel; trainee wages and registered apprenticeship training-year one apprentices. The maximum funding for companies with 1-499 employees is \$25,000 and \$50,000 for companies with \$500+ employees.
 - Tax Credit- up to 50% of training costs can be recovered as a state tax credit limited to \$500 per Kentucky employed residents, not to exceed \$100,000. Eligible costs include: in-house training; educational institution and consultant training; instruction materials, texts, and supplies; train-the-trainer travel; trainee wages and registered apprenticeship training-year two, three, and four apprentices.
- Kentucky Wins In-Kind Training
 - In-kind training through the local community colleges which provides recruiting, screening, and training assistance.
- Loan Programs
 - KEDFA- Click here to learn about this loan program: <https://www.thinkkentucky.com/kyedc/pdfs/kedfadcp.pdf>
 - IRBs- local financing mechanism for high impact projects. Additionally, a 5-year property tax abatement can be offered through this program.
 - CDBG- low interest loan financing for high impact projects.

6. Healthcare Services/Products

Our Healthcare Services/Products Cluster

Virtually all healthcare related sectors in our region are growing. Consider the following:

Growth of Healthcare Related Companies in Our Region

Since 2011, the number of employees at the following establishment has grown by each respective percentage:

- 212% growth since 2011 in people employed at Services for the Elderly and Persons with Disabilities
- 134% growth since 2011 in people employed at Kidney Dialysis Centers
- 21% growth since 2011 in people employed at Nursing Care Facilities
- 21% growth since 2011 in people employed at Offices of Podiatrists
- 18% growth since 2011 in people employed at Diagnostic Imaging Centers
- 15% growth since 2011 in people employed at Offices of Physicians
- 15% growth since 2011 in people employed at Offices of Chiropractors
- 10% growth since 2011 in people employed at Outpatient Care Centers
- 8% growth since 2011 in people employed at Offices of Dentists
- 7% growth since 2011 in people employed at General Medical and Surgical Hospitals

Healthcare Related Companies in Our Region

We have the following times more companies than the US average:

- 5 times more people employed at Outpatient Care Centers than the US average
- 2 times more employed at Offices of Physicians than the US average
- 2 times more employed at Offices of Optometrists than the US average
- 2 times more employed at Nursing Care Facilities than the US average
- 2 times more employed at General Medical and Surgical Hospitals than the US average

Medical Personnel in our Region

The following numbers of people are employed in healthcare in our region:

- 2,305 Registered Nurses
- 1,380 Nursing Assistants
- 664 Licensed Practical and Vocational Nurses
- 571 Pharmacy Technicians
- 465 Medical Assistants
- 390 Emergency Medical Technicians and Paramedics
- 298 Pharmacists
- 274 Home Health Aides
- 227 Medical and Health Services Managers
- 212 Radiologic Technologists

- 197 Nurse Practitioners
- 191 Medical Record and Health Information Technicians
- 152 Family and General Practitioners
- 142 Medical and Clinical Laboratory Technologists
- 127 Dental Hygienists
- 120 Respiratory Therapists
- 112 Dental Assistants
- 104 Surgical Technologists
- 103 Physicians and Surgeons, All Other
- 102 Occupational Health and Safety Specialists
- 96 Phlebotomists
- 95 Medical and Clinical Laboratory Technicians
- 94 Speech-Language Pathologists
- 72 Physical Therapists
- 70 Medical Transcriptionists
- 64 Respiratory Therapy Technicians
- 56 Internists, General
- 49 Physicians Assistants
- 48 Cardiovascular Technologists and Technicians
- 43 Nurse Anesthetists
- 42 Dentists
- 41 Opticians, Dispensing
- 37 Occupational Therapists
- 34 Anesthesiologists
- 33 Pediatricians, General
- 33 Surgeons
- 28 Optometrists
- 21 Obstetricians and Gynecologists
- 15 Radiation Therapists

Healthcare Groups in Our Region

We have three major healthcare groups that serve the East Kentucky One Region:

- Pikeville Medical Center
 - Pikeville Medical Center is a 300-bed medical facility and is a member of the Mayo Clinic Care Network.
- Appalachian Regional Healthcare
 - Appalachian Regional Healthcare operates hospitals in Harlan, Hazard, Hyden, McDowell, Middlesboro, Morgan County, South Williamson and Whitesburg, Kentucky, and Beckley and Summers County, West Virginia.
- Highlands Health System
 - Highlands Health System is a 184 bed, nonprofit healthcare facility that serves the counties of Floyd, Johnson, Martin, and Magoffin in the East KY One region.

University of Pikeville

The University of Pikeville offers a number of healthcare related programs including:

- Kentucky College of Osteopathic Medicine
 - One of three medical schools in Kentucky
- Elliott School of Nursing



Community College Programs to Support the Healthcare Sector

More than 14,000 students are currently enrolled in technical and community college programs at three colleges in our region:

- Big Sandy Community & Technical College
- Hazard Community & Technical College
- Southeast Community & Technical College



The following programs are offered to support the Healthcare sector:

- Health Information Technology
 - Certificates in:
 - Medical Records Coding Specialist
 - Release of Information Data Specialist
- Medical Information Technology
 - Certificates in:
 - Electronic Health Records Specialist
 - Hospital Admissions Specialist
 - Medical Receptionist
 - Medical Scribe
 - Medical Transcriptionist
 - Medical Unit Coordinator
- Medical Laboratory Technology
 - Certificates in:
 - Advanced Phlebotomy Technician
 - Phlebotomist
 - Phlebotomy for the Healthcare Worker
 - Physicians Office Laboratory
- Nurse Aide
- Registered Nursing
- Practical Nursing
- Physical Therapy Assistant
- Radiography
 - Certificates in:
 - Computed Tomography
 - Magnetic Resonance Imaging

- Surgical Technology
- Emergency Medical Service- Paramedic

- Medical Assisting
- Medical Laboratory Technician
- Respiratory Care
- Dental Assistant/Dental Hygiene

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Incentives

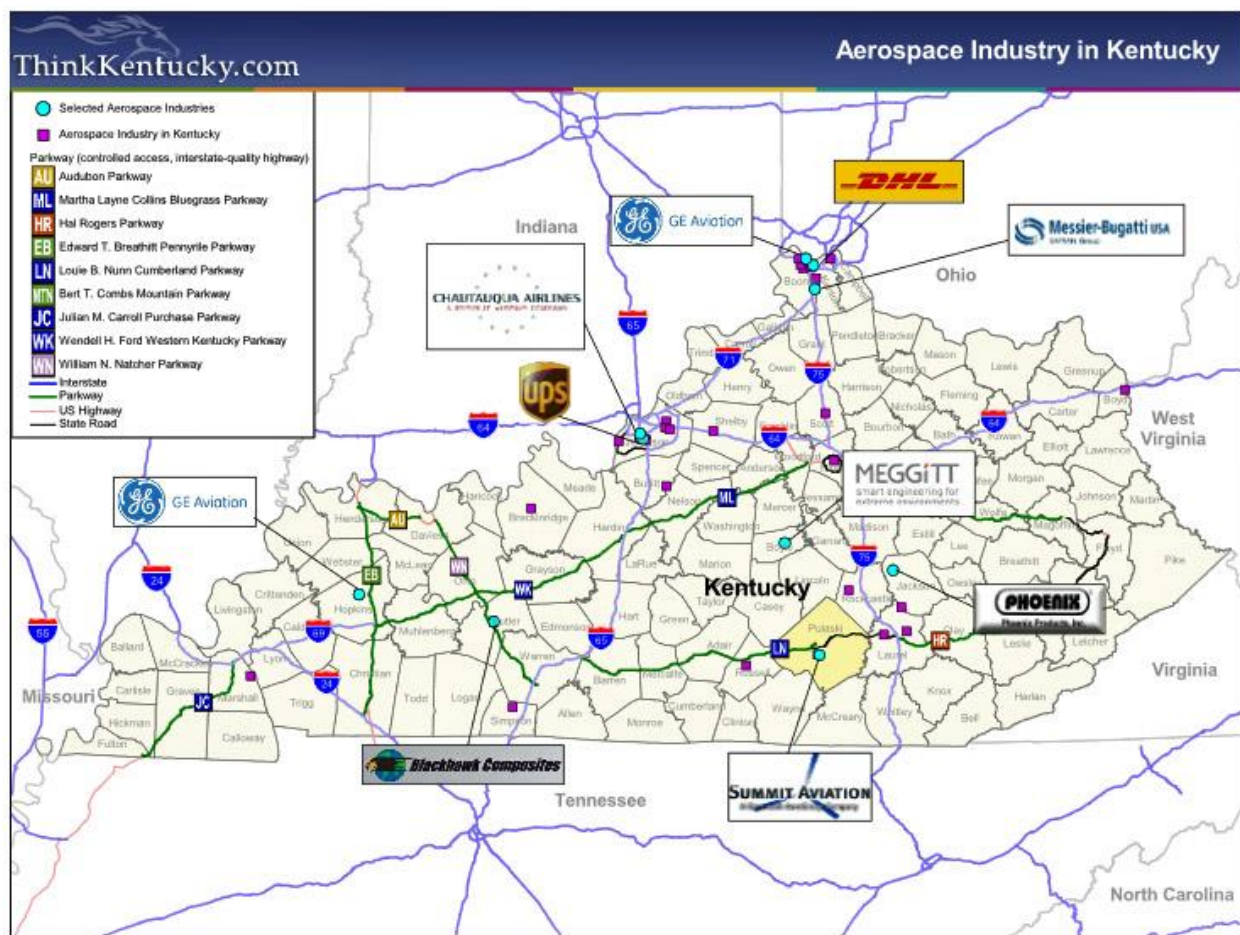
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- Loan Programs
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 - IRBs- local financing mechanism for high impact projects. Additionally, a 5-year property tax abatement can be offered through this program.
 - CDBG- low interest loan financing for high impact projects.

7. Aerospace

Our Aerospace Cluster

Kentucky is home to a booming aerospace cluster:

- Kentucky has seen a 63% increase in the private aerospace products and parts manufacturing industry since 2002
- Kentucky has 52 aerospace related facilities that employ nearly 15,000 people
- Click here to see a list of all aerospace related facilities in Kentucky:
http://thinkkentucky.com/kyedc/kpdf/Aerospace_Related_Facilites.pdf



Skilled Labor

- Our region is home to the following amounts of skilled workers greater than the US average pertinent to the aerospace sector:
 - 6 times US average in Plant and Systems Operators
 - 4 times US average in Maintenance Workers, Machinery

- 2 times US average in Metal Motor and Generator Manufacturing
- 2 times US average in Crushing, Grinding, and Polishing Machine Operators
- 2 times US average in Welders, Cutters, Solderers, and Brazers

Transferrable Labor

The following are the numbers of people currently employed in coal mining which are in jeopardy of losing their jobs which have skills which could easily transfer to aerospace:

- 354 employed in Roof Bolters, Mining
- 353 employed in Wellhead Pumpers
- 289 employed in Continuous Mining Machine Operators
- 250 employed in Loading Machine Operators, Underground Mining
- 241 employed in Excavating & Loading Machine & Dragline Operators
- 143 employed in Mine Cutting and Channeling Machine Operators
- 143 employed in Mine Shuttle Car Operators
- 100 employed in Pump Operators

Electric Power Provider

We are served by AEP Kentucky Power, a publicly traded investor-owned electric utility. AEP owns more of the nation's electricity transmission system than all the other U.S. transmission systems combined. AEP consistently ranks as a top-10 utility company for economic development by *Site Selection Magazine*.



Morehead State University Space Science Center

The Center conducts research in the following areas:

- Space Systems Development
- Small Satellites and Cubesats
- Micro & Nano Technologies
- Space Communication Systems



East Kentucky Advanced Manufacturing Institute

The new East Kentucky Advanced Manufacturing Institute will offer fast-track CNC operators and mechanics to provide highly qualified workers with NIMS certifications.

Community College Programs to Support the Aerospace Sector

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- Hazard Community & Technical College
- Southeast Community & Technical College

The following programs are offered to support the Metalworking sector:

- Welding Technology
 - Certificates in:
 - ARC Cutter
 - ARC Welder
 - AWS National Skills Standard Level I
 - Gas Welder
 - Gas Metal Arc Welding
 - Gas Tungsten Arc Welding
 - Pipeline Welder
 - Production Line Welder
 - Shielded Metal Arc Welding
 - Tack Welder
 - Welder Helper

- Machine Tool Technology
 - Certificates in:
 - Exploratory Machining
 - Machine Tool Operator
 - CNC Operator
 - Tool & Die Apprentice
 - CNC Machining & Waterjet Technology

- Engineering & Electronics Technology
 - Certificates in:
 - Automation Technology
 - Computer Maintenance Technician
 - Electronics Technician
 - Electronics Tester
 - Industrial Electronics Technician
 - Instrumentation Technician
 - Maintenance Technician
 - Mechanical Technician
 - Robotics and Automation Technican

- Computer-Aided Draft and Design Technology
 - Certificates in:
 - Computer Assisted Drafter
 - Detailer
 - Drafter Assistant

- Manufacturing Industrial Technology- Industrial Maintenance Technology
 - Certificates in:



- Fluid Power Mechanic
 - Industrial Maintenance Machinists Mechanic
 - Industrial Maintenance Mechanic
 - Industrial Maintenance Electrical Mechanic
- Manufacturing Engineering Technology- Electrical Technology
 - Certificates in:
 - Electrical Motor Control

4-Lane Highway Access

U.S. Highway 23 provides 4-laned access north and south throughout Eastern Kentucky.

The Bert T. Combs Mountain Parkway and Hal Rogers Parkway provides 4-laned access east and west throughout Eastern Kentucky.





Rail Access

We have access to 2 Class I Railroads: CSX and Norfolk Southern





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