

## United States Prison-Hazelton, West Virginia

The following was from a summary of information prepared for the Federal Bureau of Prisons (BOP) by the Louis Berger Group for the Hazelton, West Virginia prison. This list **does not** dictate the needs of the BOP for the potential sale of the Thomson State Prison to the BOP. There are similarities to size of the prison, surrounding communities, and rural geographic area. When the sale of the State prison to the Federal Bureau of Prisons is closer to closing a liaison team for the BOP will be assigned to the area. That team will be empowered to share information and specific needs for the Thomson prison. This document is for use in planning for the potential impact of the Thomson sale but **does not forecast the specific needs** of any federal agency or organization.

This document is divided into four (4) sections: BOP employee preferences, BOP employee needs, types of local products purchased by the BOP, and finally the types of local services purchased by the BOP. Important to remember that these are the needs, preferences, and purchased based on the Hazelton, West Virginia prison and may not be similar to the needs, preferences, or purchased from the Thomson, Illinois area.

### Preference of Bureau Employees (based on Hazelton, West Virginia needs)

- Prefer three (3) bedroom, single family detached dwellings in range of \$63k-\$93k
- Approximately 38% are expected to rent rather than purchase property
- 50% of relocating households prefer to commute more than 30 minutes.
- 19% will be willing to commute more than 45 minutes
- Medium income of relocating households is between \$47k and \$58k
- The majority of BOP staff pre-qualify for services prior to coming to the area
- Bureau employees with young children want and will make their location decision based on two (2) specific things:
  - Quality public schools
  - Quality child care
- Historically there is a lack of temporary housing for employees

Here is what else we know from other experts who have dealt with large economic or community initiatives or from experience from other communities experience with BOP.

- Jobs from the immediate area or other DOC employees will vary
- Businesses should be prepared to handle multi-cultural employees and their families
- Good quality housing makes the difference on where employees live
- Good quality housing is in high demand and very limited
- Commuting 20 minutes to one (1) hour is within reasonable distance, housing dictates
- Many BOP employees will have homes in other areas that have not sold or are in the process of selling. This means that they may not have the financial ability to immediately repurchase a new home in the area. Apartment and other temporary housing is needed.
- Housing will be the one (1) area that will impede a community from growing

### Services and Products need by BOP employees

Everyone who has ever moved into a new community understands the fun of exploring new stores, shops, and activities in the community. However, it is also a stressful event when there are immediate needs and no idea where to find the stores or services. To help bridge that gap these are the products or services from the community that the BOP employees were looking for from the Hazelton, West Virginia area from the Louis Berger Group:

- Quality child care
- Quality rental homes
- Hotels and motels that will support the government per diem rate
- Quality health care options
- Multi-cultural personal items
- Multi-cultural food items
- Price competitive home improvements stores
- Recreational opportunities:
  - Local restaurants
  - Movie theaters
  - Quality clothing stores
  - Extracurricular activities for children

Here is what else we know from other experts who have dealt with large economic or community initiatives or from experience from other communities experience with BOP.

- Trailing spouses want quality jobs
- Businesses are unprepared for the increase in new business
- Customer service is lacking in welcoming new residence to the area
- Community services are unprepared for the increases of new residences
- Housing is a big issues, especially temporary housing
- Welcoming activities or events are not held
- Internet services is a determining factor in locating their homes
- Cell phone coverage is important, most will only have a cell phone for communication
- Many have talents in a wide variety of areas and are looking to volunteer with quality organizations and agency, but do not know what is in the area
- There is no community directory or resource guide
- There is limited or no internet resources available

## Products and Service purchased from the Federal Bureau of Prisons

The opportunity to do business with the government is a great chance for a business to grow and expand. This should be a consideration for any business with it is large or small. The government means local, state, and federal agencies and organizations. However, it is not an easy process. Purchasing mandates are regulated by a variety of sources depending on the level of the organization. To become qualified to do business with the government a business needs to be registered and certified.

The process is time sensitive and should be calculated into your planning process and application process. In other words, it does not happen overnight! There are seven (7) steps to getting your business ready to do business with the government:

1. Be prepared to do business—be established, have a written business plan and be in good standing with your credit, bank, and vendors.
2. Get a Federal Employers Identification Number (FEIN) or as many call it your tax number. This can be obtained from the Internal Revenue Service (IRS) at [www.irs.gov](http://www.irs.gov)
3. Get register with the Central Contractor Registration (CCR) database
4. Contact the General Service Administration (GSA) at 703-305-6566 to find the purchasing schedule and other vital information
5. Identify if your company is within a special contract incentive area such as:
  - a. 8 (a) Registration
  - b. HUB Zone Registration
  - c. Small Disadvantage Business Program (SDB)
6. Be able to accept credit card purchases. That is right; government agencies do have credit cards! In fact, in some cases purchases under \$2499 may require to be purchased on credit cards
7. Be able to accept and send Electronic Funds Transfer (EFT) payments. This is something that your banking professional can help you with

Not sure, what your business is or if it is qualified for a special contract incentive? Need help understanding all this? Contact the Procurement Technical Assistance Center at:

Vicky Miller, Coordinate  
Blackhawk College  
4703 16<sup>th</sup> St. Suite G  
Moline, IL 61265-7066  
Phone: 309-796-5711  
Email: [millerv@bhc.edu](mailto:millerv@bhc.edu)

There are also other possibilities including the Set Aside Program or becoming a sub contractor for a prime contractor.

## Products

This list is only a partial list based on what was expected to be purchased from the BOP at Hazelton, West Virginia. This list may change considerable based on the needs of the BOP at the Thomson prison. This list is for planning purchase only and **does not** constitute a guarantee or a contact with the BOP at any location. The list includes:

- Perishable products
- Fresh produce
- Fresh dairy
- Fresh eggs
- Bread and bakery items
- Recreational equipment
- Tools
- Building supplies to include lumber
- Office supplies including computer items
- Pepsi/Coke products from local dealers
- Custom made shoes
- Semi-trailer rental
- 30,000 square feet of temporary warehouse location

## Services

- Hospital services
- Medical specialty services
- Cable or satellite TV service
- Local fax machine maintenance and repair
- Local copy machine maintenance and repair
- Chaplaincy services
- Waste removal services
- Medical material waster removal services
- Food services equipment repair
- Vending machine services
- Funeral service

There are many opportunities to do business with the government at the local, state, and federal level. Key issue to remember is that you must be register and ready to do business.

The future is holds many promises for our region. We can take advantage of each one of them if we are prepared and ready. This includes our businesses and our communities. Prepared, we can conquer anything!

Let's get ready for the adventures of a lifetime!