



## Project Profile

### Washington Homeopathic Products

**Location:**  
Berkeley Springs, WV

**County:**  
Morgan

**Description:**  
Expansion

**Total Project Cost:**  
\$703,000



**Project:** Washington Homeopathic Pharmacy began operations in 1873 in Washington, D.C., and is the oldest full line homeopathic manufacturer in the United States. Joe and Linda Lillard bought the pharmacy in 1991 and renamed it Washington Homeopathic Products (WHP). In 1993, with homeopathy back on the rise, the company set up a branch in Berkeley Springs, WV that focuses on bulk manufacturing, sales to retail stores, pharmacies, small chains, and private label companies. WHP manufactures over 1,700 individual medicines which are sold worldwide. Joe and Linda also house a small homeopathic museum in Berkeley Springs.

In 2004 the Lillards closed the Washington, DC pharmacy and moved the entire operation to Berkeley Springs. Continued growth and the consolidation of operations created a space issue for the company and the Lillards' began to plan for an expansion.

**Role of NCIF:** In early 2005, the Natural Capital Investment Fund met with Joe and Linda Lillard to assist with the planning for the construction of a new 12,500 square foot facility in the Morgan County Business Park. NCIF was able to help raise additional funding for the project from the West Virginia Economic Development Authority and provide supplementary funding for equipment needs.

**Impact:** WHP moved into the new facility in the summer of 2006. The expansion created eight additional jobs and streamlined the manufacturing process. The business is now able to service larger distributors and expand the private labeling market side of the business. Washington Homeopathic Products has been selected as the U.S. Small Business Administration's 2007 West Virginia Small Business Exporter of the Year.