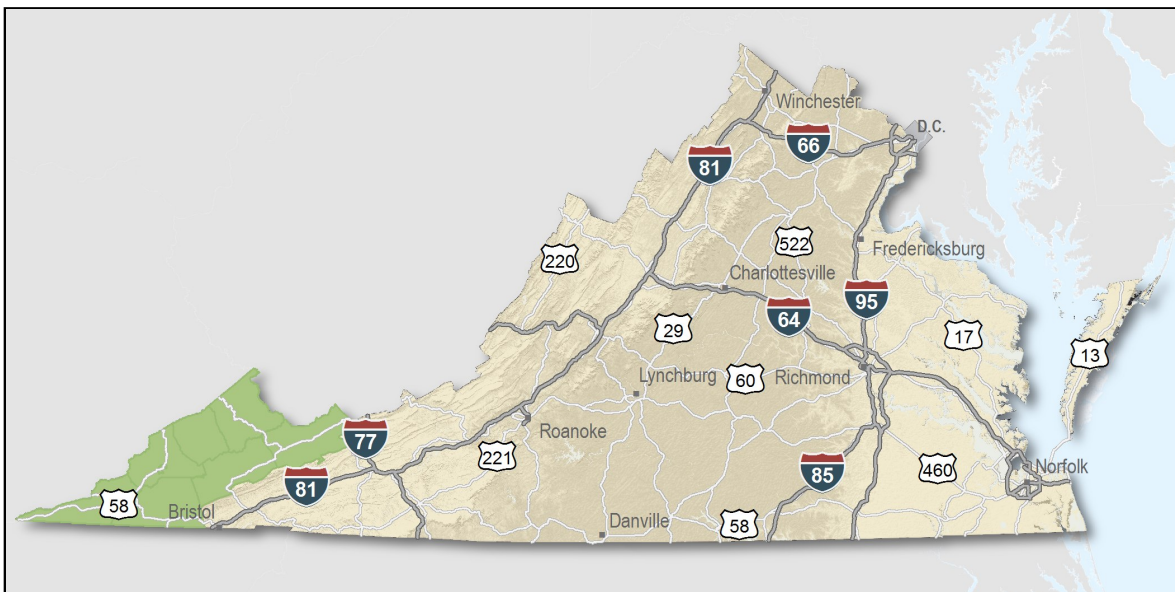

Southwest Virginia's e-Region

Overview

Only a few locations can guarantee the right combination of resources that are crucial to your business's success. Virginia's premier location offers excellent domestic and international access. Centrally located on the U.S. East Coast, more than 47 percent of the U.S. population is within a day's drive, and our integrated transportation system of highways, railroads, airports and seaports ensures that you can reach every one of your markets efficiently. Close proximity to Washington, D.C. facilitates contact with policy makers and the federal government system.

Virginia continues to rank among America's leading states for business by CNBC and Forbes.com. Business-first values, easy access to markets, stable and competitive operating costs, and a talented workforce all drove Virginia to the top. This unique combination of assets has encouraged businesses to prosper here for more than 400 years. Like you, they searched the world over for that convergence of resources that would help ensure their prosperity. For them, their search ended here. Chances are yours will too.

- AAA bond rating- Virginia has maintained a AAA rating since 1938, longer than any other state.
- Right-to-work law allows individuals the right to work regardless of membership in a labor union or organization.
- Corporate income tax rate of 6% has not been increased since 1972.
- Headquarters to 37 Fortune 1000 firms.
- Headquarters to 56 firms each with annual revenue over \$1 billion.
- More than 21,400 high-tech establishments operate in Virginia.
- More than 700 internationally-owned businesses from 40 countries are located in Virginia.
- Ranks third among the 50 states as a recipient of federal R&D funds.
- Streamlined permitting process.
- Recruitment training programs to help new businesses become operational faster.
- Programs at little or no cost to help businesses increase international sales.

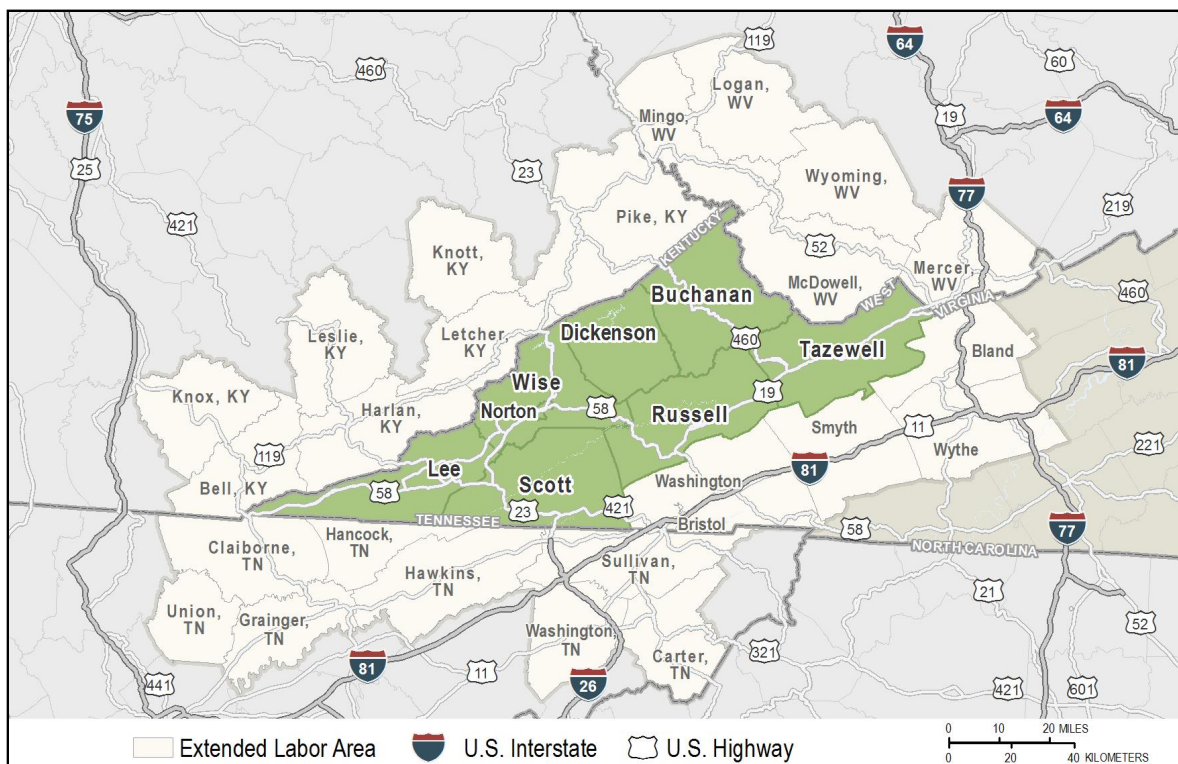


Location

Southwest Virginia's e-Region is located in the southwestern portion of Virginia. It is a region of mountains, rolling hills, and wide-open valleys that covers 3,219 square miles. An abundant natural resource base consisting of timber, coal, limestone, and natural gas provides special opportunities for economic diversion.

Accessibility to Interstates makes the region a convenient location for markets east of the Mississippi and the Midwest.

The city of Norton, located in the west-central portion of region, is 66 miles west of the Kingsport-Bristol Metropolitan Statistical Area (MSA); 100 miles northeast of the Knoxville MSA; 184 miles southwest of Roanoke; 360 miles southwest of Richmond, the state capital; and 429 miles west of Norfolk.



Southwest Virginia's e-Region

State-of-the-art broadband infrastructure, an outstanding labor force, and more than 37 available sites and buildings combine to make Southwest Virginia a low-cost business destination.

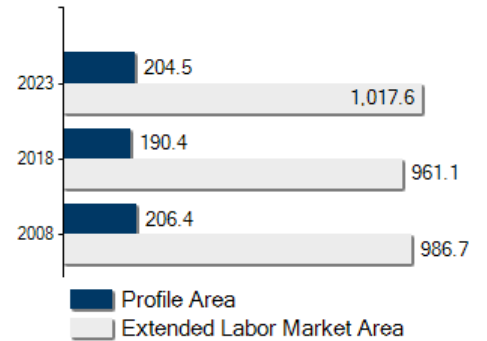
The area is marketed as Southwest Virginia's e-Region to reflect the area's focus on these strategic components of modern business - electronic information technology, energy, education and emerging technologies.



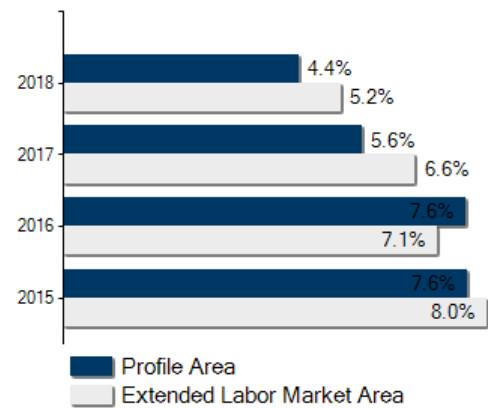
Labor Market

Population		
Gender Distribution (2018)		
Southwest Virginia's e-Region	Male	Female
	50.5%	49.5%
Race/Ethnicity (2018)		
	Profile Area	Extended Labor Area
Classification		
White	181,386	913,744
Black	5,793	24,261
Two or More	1,904	13,617
Asian	805	6,218
American Indian or Alaska Native	461	2,888
Pacific Islander	53	353
Hispanic (may be of any race)	2,528	17,387
Median Age (2018)		
Buchanan		47 years
Dickenson		45 years
Lee		45 years
Norton		40 years
Russell		46 years
Scott		48 years
Tazewell		45 years
Wise		41 years

Population in Thousands



Unemployment Rates





Labor Market

Civilian Labor Force (2018)

Southwest Virginia's e-Region	70,986
Extended Labor Market Area	381,983
Total	452,969

Labor Force Participation (2013-2017)

Southwest Virginia's e-Region	45.4%
Extended Labor Market Area	50.7%

Unemployment

Unemployment Rate (December 2019)	
Southwest Virginia's e-Region	4.2%
Extended Labor Market Area	4.4%
Statewide	2.5%
Unemployed (2018)	
Southwest Virginia's e-Region	3,152
Extended Labor Market Area	17,513
Total	20,665
Underemployed (4th Quarter 2019)	
Southwest Virginia's e-Region	6,131
Extended Labor Market Area	34,689
Total	40,820



Labor Market

Commute Time (2013-2017)

Worked from home	1,632	2.4%
Under 15 minutes	19,695	30.3%
15-24 minutes	16,960	26.0%
25-34 minutes	12,759	19.6%
35-44 minutes	3,529	5.4%
45-59 minutes	6,327	9.7%
Over 60 minutes	5,858	9.0%
Mean Travel Time to Work (minutes)		
Buchanan		28
Dickenson		30
Lee		30
Norton		14
Russell		28
Scott		28
Tazewell		24
Wise		22

Additional Labor Resources

High School Graduates Not Continuing (2017-2018)	422
Two-Year College Graduates (Spring 2018)	5,137
Two-Year College Enrollees (Fall 2018)	37,898
Other College and University Graduates (Spring 2018)	7,089
Total	50,546

Career Readiness Certificate (06/30/2017-06/30/2018)

Virginia's Career Readiness Certificate (CRC) assists employers by certifying that a recipient possesses core skills in applied math, reading for information, and locating information. The CRC certification is based on established Workeys® assessment tests. Virginia uses a three-tiered approach (bronze, silver, gold) to credentialing certificate holders that is based on the recipient's level of development skills.

Southwest Virginia's e-Region	55
Extended Labor Market Area	140
Total	195

Educational Attainment

On-Time Graduation Rate (Class of 2018)	91.4%
Percentage of Southwest Virginia's e-Region population age 25+ who are high school graduates (2013-2017)	76.9%
Percentage of Southwest Virginia's e-Region population age 25+ who have earned a Bachelor's Degree or higher (2013-2017)	13.1%



Labor Market

Employment by Sector* (4th Qtr. 2018)

Agriculture Forestry Fishing and Hunting	225	0.4%
Mining Quarrying and Oil and Gas Extraction	3,360	6.0%
Utilities	340	0.6%
Construction	2,200	3.9%
Manufacturing	3,301	5.9%
Wholesale Trade	1,165	2.1%
Retail Trade	8,477	15.2%
Transportation and Warehousing	980	1.8%
Information	426	0.8%
Finance and Insurance	1,211	2.2%
Real Estate and Rental and Leasing	320	0.6%
Professional Scientific and Technical Services	2,104	3.8%
Management of Companies and Enterprises	488	0.9%
Administrative and Support and Waste Management	2,634	4.7%
Educational Services	484	0.9%
Health Care and Social Assistance	8,079	14.5%
Arts Entertainment and Recreation	168	0.3%
Accommodation and Food Services	4,225	7.6%
Other Services	1,497	2.7%
Total Government	14,128	25.3%
Federal Government	905	1.6%
State Government	3,826	6.8%
Local Government	9,397	16.8%
Unclassified	92	0.2%
Total	55,906	100.0%

N.D. - Not Disclosed

*By Business Establishment

Employment by Occupation (2017)

Construction, Extraction & Maintenance	6,350	10.9%
Farming, Fishing & Forestry	170	0.3%
Managerial, Professional & Related	16,420	28.3%
Production, Transportation & Material Moving	7,060	12.2%
Sales & Office Service	15,430	26.6%
	12,570	21.7%
Total	58,000	100%

Labor Market

Major Employers

Manufacturing

Company

Komatsu
 Pemco - AMR
 Pyott-Boone Electronics, Inc.
 Samuel Pressure Vessel Group
 Tadano Mantis Corp.
 Tempur Production USA, LLC

Product/Service

Mining machinery
 Electrical equipment
 Electronics
 Pressure vessels
 Cranes
 Mattresses

NonManufacturing

Company

AT&T Wireless
 Buchanan Minerals, LLC
 CGI
 CNX Resources
 Contura Energy
 Crutchfield Corporation
 DP Facilities
 Northrop Grumman

 OnePartner
 Science Applications International Corp. (SAIC)
 Serco
 Sykes Enterprises, Inc.
 TeleTech

Product/Service

Customer service/sales
 Bituminous Coal
 Software development center
 Natural Gas
 Bituminous coal
 Customer service - electronics
 data center
 Help desk, backup data center, software
 development
 data center
 information technology service desk
 Customer service
 Customer Service
 Customer Service

Labor Market

Closings, Reductions, Layoffs (7/2018 to date)

Date	Type	Company	Product/Service	Employees Affected
9/3/2019	Layoff	Sykes Enterprises	Business processing outsourcing services	197

Union Activity (8/1/2015 - 8/1/2018)

Petitions filed for representation	2
Elections won by union	1

Estimated Earnings (May 2018)

Occupation	Median Wage (US\$)	Mean Wage (US\$)	Median Salary (US\$)	Mean Salary (US\$)
Laborers and Freight, Stock, and Material Movers, Hand	11.92	12.57	24,800	26,135
Heavy and Tractor-Trailer Truck Drivers	18.15	19.18	37,736	39,906
Inspectors, Testers, Sorters, Samplers, and Weighers	16.81	16.95	34,950	35,252
Welders, Cutters, Solderers, and Brazers	17.62	18.01	36,657	37,468
Machinists	19.07	19.99	39,650	41,569
First-Line Supervisors of Production and Operating Workers	25.44	28.36	52,912	58,985
Maintenance and Repair Workers, General	15.17	16.19	31,564	33,658
Industrial Machinery Mechanics	20.01	20.79	41,638	43,251
Bus and Truck Mechanics and Diesel Engine Specialists	17.71	18.15	36,826	37,748
Office Clerks, General	11.88	12.74	24,720	26,508
Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	13.74	14.49	28,571	30,146
Receptionists and Information Clerks	11.10	11.80	23,094	24,554
Customer Service Representatives	11.25	12.23	23,410	25,431
Bookkeeping, Accounting, and Auditing Clerks	15.80	17.10	32,870	35,578
First-Line Supervisors of Office and Administrative Support Workers	19.38	21.75	40,317	45,249
Computer User Support Specialists	18.48	19.28	38,428	40,098
Software Developers, Applications	31.10	34.58	64,688	71,922
Computer Systems Analysts	28.60	30.43	59,480	63,298
Accountants and Auditors	26.74	28.78	55,609	59,861
Human Resources Specialists	20.14	23.65	41,902	49,182



Education

Public School Enrollment (Fall 2018)

Level	Number	Enrollment
Preschool	1	110
Elementary	27	9,191
Combined	11	4,470
Middle	14	4,868
High School	20	8,996

Student Teacher Ratio (FY 2018)

Elementary	12:1
Secondary	11:1

Per Pupil Expenditure (FY 2018) (US\$)

10,650.70

On-Time Graduation Rate (Class of 2018)

91.4%

High School Graduates Continuing Education (2017-2018)

79.2%

Advanced Programs (2017-2018)

Governor's STEM Academies and Health Academies

STEM for LIFE (Science, Technology, Engineering, and Math for Life-Long Initiatives for Future Education)

Governor's School Enrollment	92
Students taking 1 or more Advanced Placement (AP) Courses	290
Students taking 1 or more AP Exams	88
Students taking 1 or more Dual Enrollment Courses	1,470



Education

Workforce Development Facilities	
Facility	Type
Appalachian Workforce Center and Business Incubator	Comprehensive Center
Bluestone Workforce Training Center	Satellite Center
Buchanan County Technology & Career Center	Career and Technical Center
Dickenson Center for Education and Research	Satellite Center
Dickenson County Career Center	Career and Technical Center
Lee County Career & Technical Center	Career and Technical Center
Pioneer Center for Business Opportunity	Satellite Center
Russell County Career & Technology Center	Career and Technical Center
Scott County Career and Technical Center	Career and Technical Center
Southwest Virginia Alliance for Manufacturing Center of Excellence	Center of Excellence
SWCC Booth Center	Satellite Center
Tazewell County Career & Technical Center	Career and Technical Center
The Castle Building	Satellite Center
Wise County Career-Technical Center	Career and Technical Center

Education

Higher Education Facilities – Fall	
Facility	Enrollment
East Tennessee State University	14,353 [◊]
Northeast State Community College - Bristol Campus	6,088 [‡]
Northeast State Community College - Blountville Main Campus	6,088 [‡]
Northeast State Community College - Gray Campus	6,088 [‡]
Northeast State Community College - Johnson City Campus	6,088 [‡]
Lincoln Memorial University	4,770 [◊]
Southeast Kentucky Community & Technical College - Middlesboro Campus	3,317 ^{†◊}
Virginia Highlands Community College	2,837
Wytheville Community College	2,514
Mountain Empire Community College	2,505
Southwest Virginia Community College	2,373
University of Pikeville	2,318 [◊]
King University	2,162 [◊]
University of Virginia's College at Wise	2,065
Bluefield State College	1,379 [◊]
Emory and Henry College	1,240
Bluefield College	1,190
Appalachian College of Pharmacy	221
Appalachian School of Law	128 [◊]
Southwest Virginia Higher Education Center	*
Virginia Tech - Southwest Virginia Center	*
Lincoln Memorial University - DeBusk Veterinary Teaching Center	†§
National College - Bristol Campus	†

* AAAA Enrollment figures are included in participating colleges and universities.

† Enrollment figures are not available.

‡ Enrollment figures are for all campuses.

§ Enrollment counted at a main campus.

◊ Fall Enrollment

Education

Higher Education Facilities – Fall 2018

Facility	Enrollment
Northeast State Community College - Kingsport Campus	6,088 [‡]

[‡] Enrollment figures are for all campuses.



Transportation

Interstates	
Name	Distance
I-81	1.5 miles (2.4 km.)
I-26	2.6 miles (4.2 km.)
I-381	5.7 miles (9.2 km.)
I-77	6.0 miles (9.6 km.)
I-75	23.9 miles (38.4 km.)
I-64	28.6 miles (46.0 km.)
I-40	36.5 miles (58.8 km.)

Note: Measured from border of locality/region.

Highways				
ALT 58	Highway 102	Highway 158	Highway 16	Highway 160
Highway 19	Highway 224	Highway 23	Highway 283	Highway 421
Highway 460	Highway 58	Highway 61	Highway 63	Highway 65
Highway 67	Highway 71	Highway 72	Highway 74	Highway 80
Highway 83	Highway 91			

Commercial Air Service		
Tri-Cities Regional Airport, Blountville, TN -- 42.2 miles (67.9 km.)		
American Airlines	Delta Air Lines	Allegiant Air
Raleigh County Memorial Airport, Beckley, WV -- 73.6 miles (118.4 km.)		
ViaAir		

Note: Within a 75-mile drive of the center of the closest locality in the region.



Transportation

General Aviation Service

Name	Runway Length
Grundy Municipal Airport, Grundy	2,256 ft (688 m)
Lee County Airport, Jonesville	5,003 ft (1,525 m)
Lonesome Pine Airport, Wise	5,280 ft (1,609 m)
Tazewell County Airport, Richlands	4,299 ft (1,310 m)

Freight Rail Service

CSX Transportation
Norfolk Southern Railway Company

Seaports

Name	Distance
Port of Virginia	387.0 miles (622.8 km)

Note: Driving distance from the center of the closest locality in the region to the Port of Virginia and any other seaports within 100 miles.

Other Ports of Entry

Name	Distance
Tri Cities	42.2 miles (67.9 km)
New River Valley Airport (Virginia TradePort)	66.9 miles (107.7 km)
Port of Washington - Dulles	335.9 miles (540.5 km)

Note: Driving distance from the center of the closest locality in the region to the Port of Washington-Dulles and any other port of entry within 100 miles.

Utilities

Electric

Old Dominion Power Company
Town of Richlands

Powell Valley Electric Cooperative
Appalachian Power

Natural Gas

Bluefield Gas Company
Daugherty Petroleum

Atmos Energy
Appalachian Natural Gas Distribution Company

Telecommunications

Scott County Telephone Cooperative
DCWIN
Verizon South
Comcast Business Communications
Spectrum
Sunset Digital Communications

Burke's Garden Telephone Company
CenturyLink
Shentel
Cable Plus
iGo Technology

Water

Buchanan County Public Service Authority
Scott County Water & Sewer Authority
Tazewell County Public Service Authority
Town of Honaker
Town of Pennington Gap
Town of St. Paul
Woodway Water Authority
Dickenson County Public Service Authority
Russell County Water & Sewer Authority
Three Creek Apparel Waterworks
Town of Pound
Town of Coeburn
Town of Big Stone Gap

Lee County Public Service Authority
St. Charles Water & Sewer Authority
Town of Clintwood
Town of Lebanon
Town of Richlands
Town of Tazewell
Bluefield Water System
Town of Dungannon
Jonesville Public Service Authority
Town of Appalachia
City of Norton
Town of Wise
Wise County Public Service Authority

Waste Water Treatment

Buchanan County Public Service Authority
Scott County Water & Sewer Authority
Town of Clintwood
Town of Lebanon
Town of Richlands
Town of St. Paul
Bluefield Sanitary Board
Dickenson County Public Service Authority
Coeburn-Norton-Wise Regional Wastewater Authority

Lee County Public Service Authority
Tazewell County Public Service Authority
Town of Honaker
Town of Pennington Gap
Town of St. Charles
Town of Tazewell
Town of Dungannon
Jonesville Public Service Authority

Solid Waste Disposal

The logo for Utilities, featuring a dark blue triangle on the left and the word "Utilities" in a bold, dark blue sans-serif font to its right.

Cumberland Plateau Regional Waste Authority
Lee County Public Service Authority
Town of Cleveland
Town of Lebanon
Tazewell County Sanitary Landfill

Dickenson County Transfer Station
Scott County Sanitary Landfill
Town of Honaker
Wise County Landfill



Financial Institutions

Financial Institutions – 4th Qtr 2018 Assets

Bank	Assets (US\$ Millions)
Wells Fargo Bank, N.A.	1,689,351.0
Branch Banking and Trust Company	219,071.0
WoodForest National Bank	5,923.7
Carter Bank & Trust	4,039.6
First Community Bank, N.A.	2,236.7
Summit Community Bank, Inc.	2,192.9
The First Bank and Trust Co.	1,809.0
The National Bank of Blacksburg	1,253.2
First US Bank	791.6
New Peoples Bank, Inc.	681.0
TruPoint Bank	435.4
The Bank of Marion	377.3
Grundy National Bank	306.1
Powell Valley National Bank	297.3
MCNB Bank and Trust Co.	294.2
First Sentinel Bank	262.1
Lee Bank & Trust Co.	151.1
Farmers and Miners Bank	135.2
Miners Exchange Bank	88.6



Government and Taxes

Government

Southwest Virginia's e-Region includes the counties of Buchanan, Dickenson, Lee, Russell, Scott, Tazewell, and Wise and the city of Norton. All counties have a board of supervisors and county administrator. The city of Norton has a city council and city manager.

The counties of Buchanan, Russell, Scott, Tazewell, and Wise, and the city of Norton have a comprehensive plan. The counties of Lee, Russell, Scott, Tazewell, and Wise, and the city of Norton have a subdivision ordinance. The counties of Wise and Lee and the city of Norton have a zoning ordinance.

There are 27 incorporated towns in Southwest Virginia's e-Region.

Taxes

Localities in Virginia collect a 1% sales tax. They do not tax other items taxed at the State level.

Counties and cities in Virginia are separate taxing entities. Therefore, a company pays taxes to either a county or to a city.

If a company is located in a town, it pays town and county taxes except for utility taxes which are paid only to the town and the license tax which is paid only to the town unless town law permits the additional collection of a county tax.

Manufacturers pay real estate, machinery and tools, truck and automobile, utility, and sales taxes.

Nonmanufacturers pay real estate, tangible personal property, truck and automobile, utility, and sales taxes. They also may pay either a merchants' capital or a license tax.



Community Facilities

Area residents have access to 8 hospitals with over 900 beds. Mountain View Regional Medical Center with 74 beds and Norton Community Hospital with 129 beds are both centrally located in the city of Norton. Lonesome Pine Hospital, which is located in Big Stone Gap is a 60-bed facility. Clinch Valley Medical Center is a 200-bed facility located in the northeast section of the region in Tazewell. Buchanan General Hospital with 49 beds is located in Grundy. Russel County Medical Center is a 78-bed hospital located in Lebanon.

There are a multitude of clinics/health centers located in Southwest Virginia's e-Region, along with a multitude of physicians and dentists that maintain practices in the region.

There are several nursing home/adult care facilities located in the area provide long-term care for the elderly. Additional facilities are found in nearby localities.

Southwest Virginia's e-Region has more than 13 public libraries with over 800,000 volumes. In addition to these facilities, libraries at Mountain Empire Community College, Southwest Virginia Community College, and UVA - College at Wise are also open to the public.

With hundreds of retail and wholesale businesses and several shopping centers, shopping opportunities abound in the region. An assortment of boutiques and specialty shops are located throughout the area. Additional shopping facilities, including major malls, are located in the nearby Tri-Cities metropolitan area.



Community Facilities

(continued)

The region also has numerous national brand hotels, boutique hotels, and bed and breakfasts.



Lifestyle

Numerous recreational and cultural activities are available in Southwest Virginia's e-Region. The area is surrounded by an abundance of scenic natural beauty. Residents can enjoy hiking and picnicking at the Jefferson National Forest and scenic Breaks Interstate Park, rated one of the top ten state parks in the nation. Cumberland Gap National Historical Park and Natural Tunnel State Park are also located in the region.

Outdoor activities such as hunting, swimming, fishing, ATV trails, and boating are also available in each locality. Many public and private facilities provide tennis courts, and there are several public and private golf courses in the area.

Spearhead Trails is one of the newest and most exciting outdoor recreational opportunities offering several systems of multi-use trails including ATV, mountain bike, and equestrian trails.

Southwest Virginia's e-Region has a full range of cultural amenities. Attractions include the Southwest Virginia Museum, which highlights the life and heritage of the area. The Historic Crab Orchard Museum & Pioneer Park is the Premiere Cultural Heritage Center in Southwest Virginia. The Pro-Art Association provides a diverse series of concerts. Performances have included the Joffrey Ballet; Pittsburgh Opera; Richmond Ballet. The longest running outdoor drama in the southeastern United States, "Trail of the Lonesome Pine," is performed at the June Tolliver Playhouse located in Big Stone Gap. Numerous festivals and special events held throughout the year highlight the music, arts, crafts, and foods of the region and Virginia. Heartwood - Southwest Virginia's Artisan Gateway, is a regional cultural tourism destination on the campus of Virginia Highlands Community College in Abingdon, Virginia. With The Appalachian Backroads, the Heart of Appalachia region entices you to experience the curvy back roads that form unique travel routes. The \$16 million Heartwood artisan center promotes the area's diverse crafts, artisan trails, cultural tourism initiatives, and music venues.

(continued)

Area residents can also enjoy minor league baseball with the Bluefield Orioles, rookie affiliate of the Toronto Blue Jays, and the Bristol Sox, rookie affiliate of the Chicago White Sox.

Virginia Coalfield Economic Development Authority