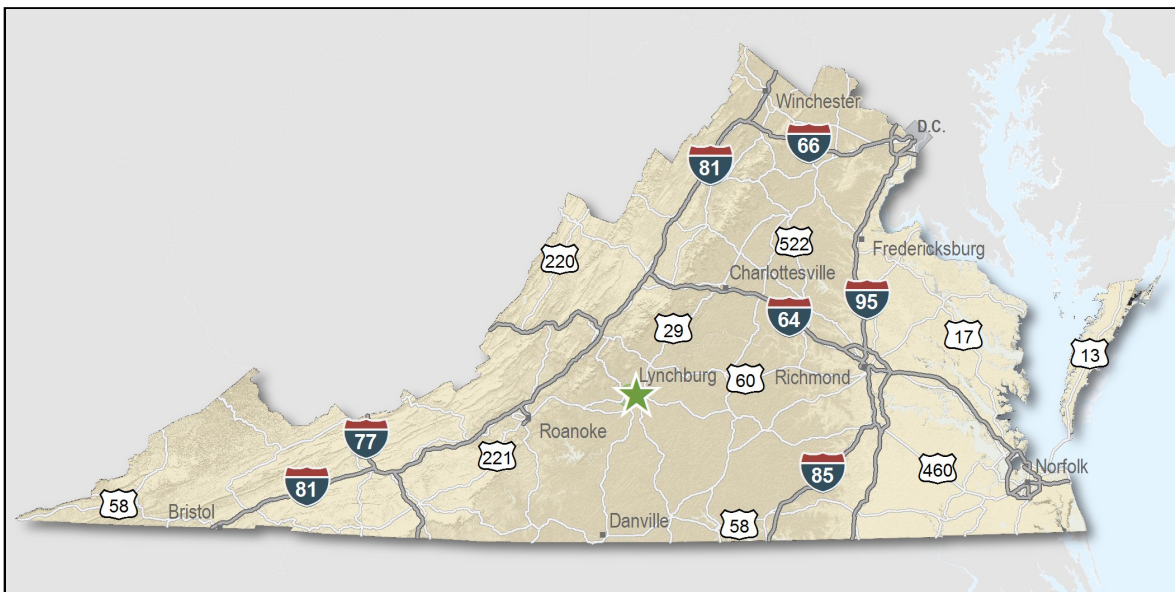

City of Lynchburg, Virginia

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.

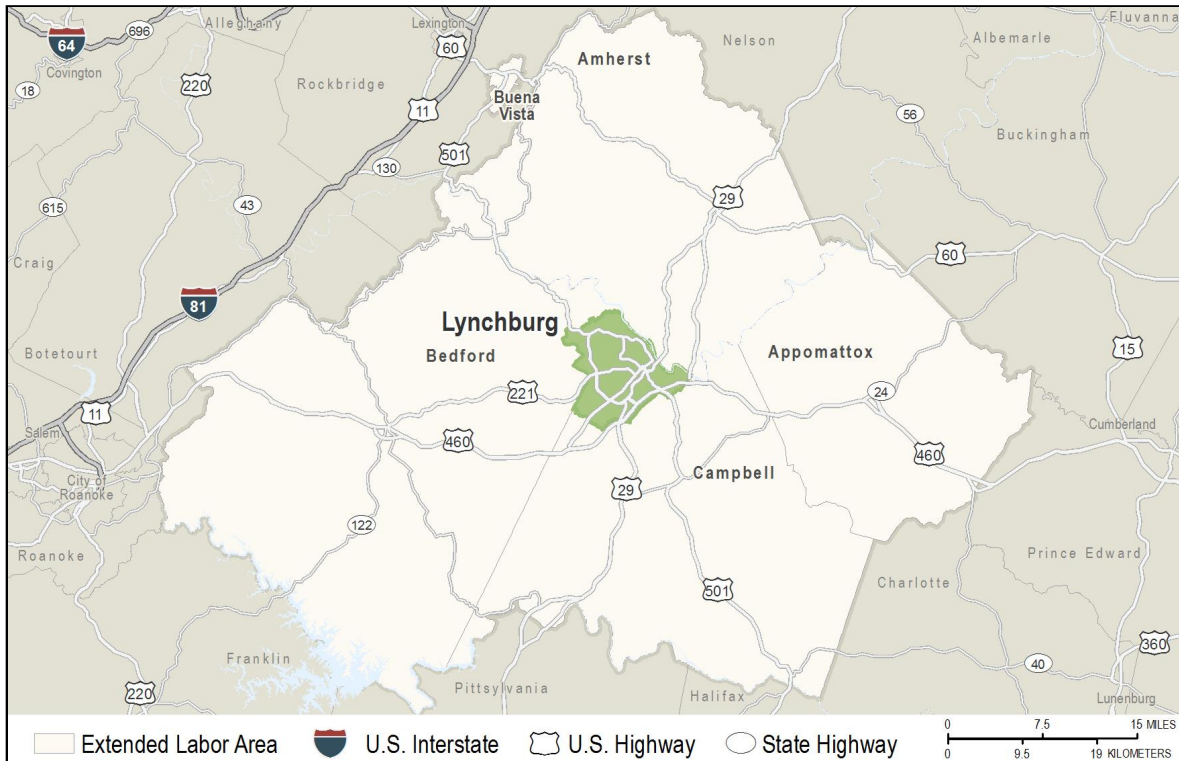


Location

The city of Lynchburg is located near the geographic center of Virginia. Located on the James River, the city is bordered on the west by the Blue Ridge Mountains. The city is a major highway and transportation hub that has contributed to its status as a broadly diversified manufacturing center.

Located just 180 miles southwest of Washington, D.C., Lynchburg is located within a one-day drive to all major metropolitan areas on the east coast. With daily air service to Charlotte, NC at the Lynchburg Regional Airport and daily Amtrak service to Washington, D.C. and points north, Lynchburg is an idea location for easy access to travel, business and entertainment opportunities. Located 115 miles west of Richmond, the state capital; 52 miles east of Roanoke; and 200 miles west of the Port of Hampton Roads.

Lynchburg is the central city of the Lynchburg Metropolitan Statistical Area (MSA).



City of Lynchburg

The City of Lynchburg

The City of Lynchburg is a unique place to live, work and play. Our City boasts a vibrant economy, nationally-ranked public schools and six colleges and universities situated in historic and affordable neighborhoods. A world class health care system, eclectic shops and fine dining are nestled in a breathtaking setting bounded by the James River and a backdrop of the majestic Blue Ridge Mountains. Come find a community where residents and businesses take pride in a thriving economy that is the commercial, cultural, entertainment, residential and retail hub of the Central Virginia region. Visit <http://opportunitylynchburg.com> to learn more about Lynchburg, Virginia.



Downtown Lynchburg on the banks of the James River with views of the Blue Ridge Mountains.

Labor Market

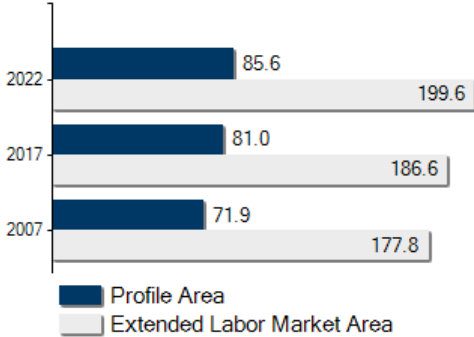
Population		
Gender Distribution (2017)		
City of Lynchburg	Male	Female
	46.9%	53.1%
Race/Ethnicity (2017)		
Classification	Profile Area	Extended Labor Area
White	53,409	157,411
Black	23,043	22,814
Asian	2,382	1,852
Two or More	1,746	3,541
American Indian or Alaska Native	343	865
Pacific Islander	72	103
Hispanic (may be of any race)	3,252	19,512
Median Age (2017)		28 years

Civilian Labor Force (2017)	
City of Lynchburg	35,820
Extended Labor Market Area	89,790
Total	125,610

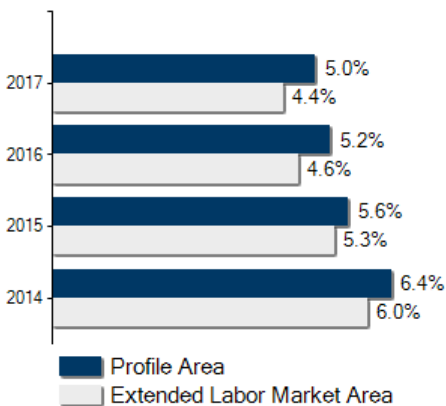
Labor Force Participation (2013-2017)	
City of Lynchburg	58.5%
Extended Labor Market Area	59.7%

Unemployment	
Unemployment Rate (September 2018)	
City of Lynchburg	3.6%
Extended Labor Market Area	2.9%
Statewide	2.8%
Unemployed (2017)	
City of Lynchburg	1,777
Extended Labor Market Area	3,684
Total	5,461
Underemployed (3rd Quarter 2018)	
City of Lynchburg	3,737
Extended Labor Market Area	9,400
Total	13,137

Population in Thousands



Unemployment Rates





Labor Market

Commute Time (2013-2017)

Worked from home	1,284	3.7%
Under 15 minutes	15,575	46.6%
15-24 minutes	12,400	37.1%
25-34 minutes	3,008	9.0%
35-44 minutes	468	1.4%
45-59 minutes	568	1.7%
Over 60 minutes	1,370	4.1%
Mean Travel Time to Work (minutes)		17

Additional Labor Resources

High School Graduates Not Continuing (2017-2018)	102
Two-Year College Graduates (Spring 2017)	1,203
Two-Year College Enrollees (Fall 2017)	6,558
Other College and University Graduates (Spring 2017)	18,432
Total	26,295

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.

City of Lynchburg	32
Extended Labor Market Area	63
Total	95

Educational Attainment

On-Time Graduation Rate (Class of 2017)	86.4%
Percentage of City of Lynchburg population age 25+ who are high school graduates (2013-2017)	88.0%
Percentage of City of Lynchburg population age 25+ who have earned a Bachelor's Degree or higher (2013-2017)	33.6%



Labor Market

Employment by Sector* (2nd Qtr. 2018)

Agriculture Forestry Fishing and Hunting	N.D.	N.D.
Mining Quarrying and Oil and Gas Extraction	0	0
Utilities	N.D.	N.D.
Construction	1,486	2.9%
Manufacturing	6,239	12.0%
Wholesale Trade	1,403	2.7%
Retail Trade	6,497	12.5%
Transportation and Warehousing	1,058	2.0%
Information	472	0.9%
Finance and Insurance	2,109	4.1%
Real Estate and Rental and Leasing	645	1.2%
Professional Scientific and Technical Services	3,099	6.0%
Management of Companies and Enterprises	932	1.8%
Administrative and Support and Waste Management	2,518	4.9%
Educational Services	1,767	3.4%
Health Care and Social Assistance	10,718	20.7%
Arts Entertainment and Recreation	459	0.9%
Accommodation and Food Services	5,665	10.9%
Other Services	1,775	3.4%
Total Government	4,878	9.4%
Federal Government	267	0.5%
State Government	1,121	2.2%
Local Government	3,490	6.7%
Unclassified	87	0.2%
Total	51,860	100.0%

N.D. - Not Disclosed

*By Business Establishment



Labor Market

Major Employers	
Manufacturing	
Company	Product/Service
BWX Technologies, Inc.	Nuclear fuel
Fleet Laboratories	Pharmaceuticals
Flowers Baking Co. of Lynchburg, Inc.	Bread
Framatome	Fuels, engineering
Frito-Lay Inc.	Snack foods
Parker Hannifin Corporation	Rubber & plastic seals, gaskets
R.R. Donnelley Printing Inc.	Roto-gravure printed products
Tri-Tech Laboratories Inc.	Cosmetics, perfumes & household products
NonManufacturing	
Company	Product/Service
Centra Health, Inc.	Health care
Genworth Financial	Insurance & investment
J. Crew Outfitters Inc.	Mail order clothing
Liberty University	Higher Education
Southern Air Inc.	Mechanical/electrical contractor



Labor Market

Closings, Reductions, Layoffs (1/2015 to date)

Date	Type	Company	Product/Service	Employees Affected
1/31/2016	Layoff	Areva NP, Inc.*	Manufacturer of nuclear powerplant components	50
3/11/2016	Closing	Nationwide Insurance	Insurance and financial services company	85
4/1/2016	Layoff	Genworth Financial	Insurance services	200
8/16/2016	Layoff	Genworth Financial	Insurance and financial services firm	15
11/15/2016	Layoff	Areva NP, Inc.*	Manufacturer of nuclear reactor components	12

*Internationally-owned

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

Petitions filed for representation	2
Elections won by union	1
Elections won by company	1

Labor Market

Estimated Earnings (May 2017)

Occupation	Median Wage (US\$)	Mean Wage (US\$)	Median Salary (US\$)	Mean Salary (US\$)
Laborers and Freight, Stock, and Material Movers, Hand Industrial Truck and Tractor Operators	11.84	12.64	24,627	26,304
Heavy and Tractor-Trailer Truck Drivers	17.13	17.24	35,631	35,861
Inspectors, Testers, Sorters, Samplers, and Weighers	18.93	21.65	39,382	45,032
Welders, Cutters, Solderers, and Brazers	16.87	18.13	35,083	37,706
Machinists	19.01	19.67	39,528	40,911
First-Line Supervisors of Production and Operating Workers	23.28	24.15	48,418	50,229
Maintenance and Repair Workers, General	27.81	30.25	57,843	62,906
Industrial Machinery Mechanics	18.13	18.55	37,700	38,591
Office Clerks, General	20.47	22.34	42,580	46,475
Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	13.10	13.92	27,254	28,946
Receptionists and Information Clerks	14.76	15.43	30,691	32,076
Customer Service Representatives	11.53	11.85	23,975	24,647
Bookkeeping, Accounting, and Auditing Clerks	13.28	14.82	27,615	30,828
First-Line Supervisors of Office and Administrative Support Workers	15.95	16.69	33,160	34,735
Mechanical Engineers	24.24	25.51	50,424	53,055
Industrial Engineers	36.94	40.10	76,836	83,409
Electrical Engineers	37.23	38.42	77,423	79,907
Computer User Support Specialists	56.98	54.54	118,507	113,441
Accountants and Auditors	21.77	22.50	45,287	46,813
	29.48	32.38	61,302	67,362

Per Capita Personal Income (2016)

\$35,818

Median Family Income (2013-2017)

\$54,491

Education

Public School Enrollment (Fall 2017)

Level	Number	Enrollment
Elementary	11	4,158
Middle	3	1,822
High School	2	2,458

Student Teacher Ratio (FY 2017)

Elementary	10:1
Secondary	12:1

Per Pupil Expenditure (FY 2017) (US\$)

12,881.00

On-Time Graduation Rate (Class of 2017)

86.4%

High School Graduates Continuing Education (2017-2018)

81.8%

Advanced Programs (2017-2018)

Governor's Schools

Central VA Governor's School For Science and Technology

Governor's STEM Academies and Health Academies

Lynchburg Regional Governor's STEM Academy

Governor's School Enrollment	44
Students taking 1 or more Advanced Placement (AP) Courses	204
Students taking 1 or more AP Exams	201
Students taking 1 or more Dual Enrollment Courses	149

Workforce Development Facilities

Facility	Type
Lynchburg Workforce Center	Satellite Center
Region 2000 Career Center	Comprehensive Center

Education

Higher Education Facilities – Fall 2017

Facility	Enrollment
Liberty University	75,044
Central Virginia Community College	5,128
University of Lynchburg	2,808
Washington and Lee University	2,227
American National University - Lynchburg Campus	1,090 [‡]
Southern Virginia University	808
Randolph College	684
Virginia University of Lynchburg	370 [◊]
Miller-Motte Technical College - Lynchburg Campus	340 [◊]
Sweet Briar College	322

[‡] Enrollment figures are for all campuses.

[◊] Fall 2016 Enrollment



Transportation

Interstates	
Name	Distance
I-81	20.1 miles (32.4 km.)
I-64	24.7 miles (39.7 km.)
I-581	37.7 miles (60.7 km.)

Note: Measured from border of locality/region.

Highways				
Highway 128	Highway 221	Highway 29	Highway 460	Highway 501

Commercial Air Service		
Lynchburg Regional Airport, Lynchburg -- 7.9 miles (12.7 km.)		
American Eagle		
Roanoke-Blacksburg Regional Airport, Roanoke -- 57.2 miles (92.0 km.)		
American Airlines	Delta Air Lines	United Airlines
Allegiant Air		

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

Transportation

General Aviation Service

Name	Runway Length
Falwell Airport, Lynchburg	2,932 ft (894 m)

Freight Rail Service

CSX Transportation Norfolk Southern Railway Company
--

Seaports

Name	Distance
Port of Virginia	199.0 miles (320.3 km)

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

Other Ports of Entry

Name	Distance
Port of Washington - Dulles	168.5 miles (271.2 km)

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

Utilities

Utilities	
Electric	American Electric Power
Natural Gas	Columbia Gas of Virginia
Telecommunications	Verizon-Virginia
Telecommunications	Lumos Networks
Telecommunications	nTelos
Water	City of Lynchburg
Waste Water Treatment	City of Lynchburg
Solid Waste Disposal	City of Lynchburg



Financial Institutions

Financial Institutions – 1st Qtr 2018 Assets	
Bank	Assets (US\$ Millions)
Bank of America, N.A.	1,765,242.0
Wells Fargo Bank, N.A.	1,716,532.0
Branch Banking and Trust Company	215,012.0
SunTrust Bank	199,970.2
First-Citizens Bank & Trust Co.	34,262.9
Union Bank & Trust Co.	13,118.0
WoodForest National Bank	5,699.6
Carter Bank & Trust	4,112.8
American National Bank & Trust Co.	1,808.0
Essex Bank	1,353.1
Bank of the James	653.9
First National Bank	463.0
Select Bank	217.9



Government and Taxes

Government

Lynchburg has a Council-Manager form of government with seven elected council members. Four ward seats and three at-large seats are elected bi-annually.

The city has recently updated its Comprehensive Plan and Zoning and Subdivision Ordinances.

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.

[Manufacturer's Tax Profile \(Lynchburg\) pdf](#)

[Non-Manufacturer's Tax Profile \(Lynchburg\) pdf](#)



Community Facilities

Lynchburg is home to Centra Health, a non-profit family of hospitals and physicians providing award-winning care. Facilities include Lynchburg General Hospital, Virginia Baptist Hospital, the Alan B. Pearson Regional Cancer Center and the Stroobants Heart Center.

Virginia Baptist Hospital with 317 beds provides obstetric, medical-pediatric, neonatal, cancer care, mental health and chemical dependency treatment, home health, and physical rehabilitation for the area. Lynchburg General Hospital, with 270 beds offers emergency and trauma care, cardiology, neurology, critical care, orthopedics, and neurosurgery services. Centra is recognized as one of the Top 50 Cardiovascular Hospitals by Thomson Reuters, and Forbes Magazine placed Centra in the Top 5% of Safest Hospitals in the country.

Centra includes 6,000 employees, a medical staff of 490, with physician practices serving an area from Bedford to Farmville and from Nelson County to Danville. In addition, Centra's services include residential and outpatient mental health facilities, home health and hospice programs, mammography centers, a sleep disorders center and a center for wound care and hyperbaric medicine. The Lynchburg Health Department provides a variety of public services and clinics.



Community Facilities

(continued)

Lynchburg has many opportunities for religious expression with over 130 places of worship representing 35 faiths, including Catholic, Jewish, Greek Orthodox, and most Protestant denominations.

The Lynchburg Public Library is centrally located in a newly renovated facility at the Plaza Shopping Center. Jones Memorial Library, a privately endowed historic and genealogical research collection, is also located in the public library building. The downtown branch serves as a reading, research, and resource center for the downtown workforce.

In Lynchburg, we have a good balance of locally-owned boutique shops and major designer labels, including one of the nation's

only J. Crew warehouse stores! Between the well-developed commercial strip on Wards Road, Boonsboro Shopping Centre,

River Ridge Mall, and local boutiques speckling the City, you can access everything you need within a quick 15-minute drive.

River Ridge Mall offers a large movie theatre, and popular brand-name stores.

Lynchburg is rich in history and tradition, but don't let the stunning architecture, cobblestoned streets and Victorian-styled neighborhoods fool you—beyond Lynchburg's historic façade are energetic, forward-thinking residents, a business community leading technological innovation and the fiber-optic bandwidth to deliver that innovation to the world. Just as happening as it is historic, Lynchburg matches the strength of its economy with spectacular offerings of arts, music and culture, all in a setting of splendid natural beauty.

Business and people prosper here. We invite you to find out why.

Lynchburg was recently named one of National Geographic's "Top 50 Adventure Towns," and the reasons why are clear. Nestled in the foothills of the Blue Ridge Mountains and bounded by the James River, year-round outdoor recreation in a stunning natural environment is truly right outside your door. We even have a year-round outdoor ski slope; one of only two in the world!

Our recreational "built environment" is just as welcoming as our natural surroundings. Lynchburg received the 2011 Outstanding Runner-Friendly Community designation from the Road Runners Club of America, beating out communities like Monterey, California for this health and wellness accolade. Come and enjoy more than 25 miles of dedicated trails connecting our parks, neighborhoods and business districts—all within city limits.

Our Parks and Recreation Department has worked diligently to make Lynchburg a jewel of community livability, dedicating over 800 acres to 16 parks, 24 playgrounds, 34 tennis courts, 26 baseball diamonds, eight community centers and two nature preserves, all spread conveniently throughout the city. Two country clubs offer golf, tennis, swimming and banquet facilities.

(continued)

Theaters, Galleries, Museums...oh my! Lynchburg is the arts, cultural and entertainment hub of the Central Virginia region, with year-round offerings of visual and performing arts, a host of galleries featuring local and global artists, and theatres hosting local productions and nationally-recognized touring troupes. Come see what a home-grown, organic arts scene looks like, or enjoy arts and cultural offerings typically found only in large cities: like our symphony orchestra, Opera Company, ballet and modern dance troupes, and a variety of performing arts groups and theaters.

Lynchburg is also alive with history. You can see it in our historic neighborhoods, our award-winning museum system, our national heritage sites, and the many surrounding battlefields from the Revolutionary and Civil War eras. From Thomas Jefferson's estate at Poplar Forest to the surrender grounds at Appomattox, our entire region is rich in the history and cultural heritage that has defined our nation.

There is no shortage of things to do and places to see in Lynchburg and Central Virginia, for couples, for families, for young and old alike. Enjoy Friday evening concerts in a riverfront park, an array of historic sites, a nationally-renowned children's museum, frequent summertime block parties and weekly celebrations of art and music.

Professional baseball is available in the city. The Lynchburg Hillcats, Advance-A affiliates of the Atlanta Braves, participates in the Carolina League.

The city of Lynchburg operates 12 parks, 24 playgrounds, eight community centers, one swimming pool, 40 tennis courts, and 26 baseball diamonds. A full range of athletic, dance, and arts and crafts classes are sponsored by the city. Two country clubs offer golf, tennis, swimming and banquet facilities. Other golf courses and country clubs are located in the surrounding counties. Annual amateur golf and tennis tournaments enjoy substantial community and business support.

(continued)

The Blackwater Creek natural area and the nearby Blue Ridge Mountains offer numerous hiking and camping opportunities along the Appalachian Trail. Smith Mountain Lake, one of the country's largest man-made lakes (20,000 acres), provides excellent fishing, swimming and boating. Local colleges participate in the full spectrum of individual and team sports including NCAA football, baseball, basketball and soccer.

Historic neighborhoods and attractions are prominent throughout the community. Several historic districts highlight distinctive architecture and are focal points for tours and community celebrations. The Lynchburg Museum System operates Point of Honor, a 19th century restored mansion with period furniture, and the Old Court House, containing a museum of the City's history. Thomas Jefferson's 18th century octagonal summer retreat, Poplar Forest, is in nearby Bedford County and is being restored as a major historic attraction.

[City of Lynchburg](#)

[Lynchburg MSA Profile](#)

[Lynchburg Region Profile](#)

[Virginia's Region 2000 Economic Development Partnership](#)

A city with outstanding cultural, educational, and recreation opportunities, Lynchburg operates 12 parks, 24 playgrounds, eight community centers, an Olympic-size pool, 34 tennis courts, and 26 baseball diamonds.