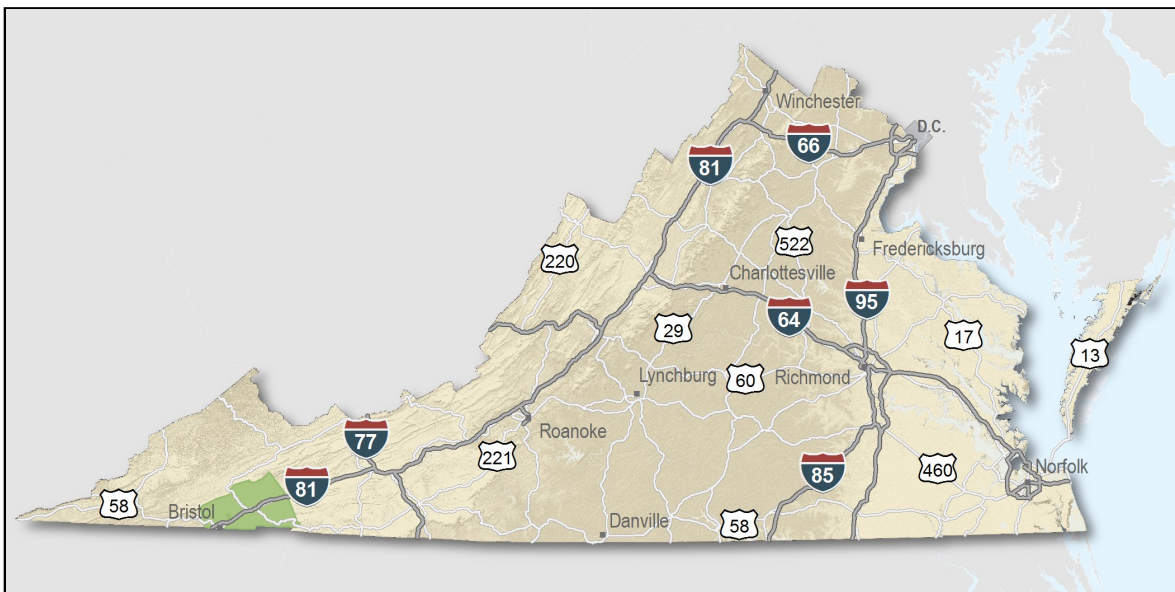

Bristol/Washington, Virginia

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.



Bristol/Washington

The City of Bristol and Washington County is recognized for its strong, mixed industry base and outstanding transportation connections. Both are a part of the Tri-Cities TN/VA region that was recognized in 1999 as the first region in America to be named an All-American City. The Tri-Cities MSA Region includes nearly 500,000 and has amenities that enhance the quality of life for its citizens. Home of the world famous Barter Theatre and Bristol Motor Speedway is just a couple of those amenities.

We have always placed a strong emphasis on our outstanding business and industry sectors.

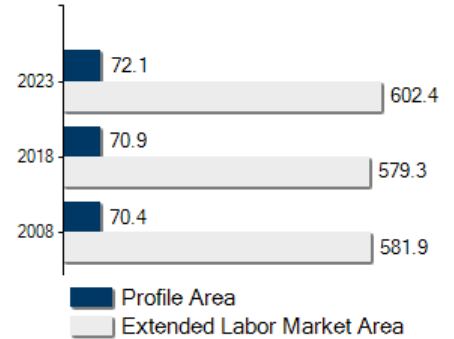


Downtown Abingdon

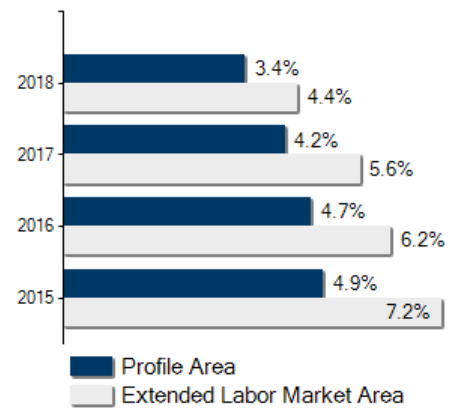
Labor Market

Population		
Gender Distribution (2018)		
Bristol/Washington	Male 48.8%	Female 51.2%
Race/Ethnicity (2018)		
Classification	Profile Area	Extended Labor Area
White	67,422	547,283
Black	1,864	16,853
Two or More	898	8,390
Asian	450	4,562
American Indian or Alaska Native	217	1,938
Pacific Islander	33	230
Hispanic (may be of any race)	1,321	13,684
Median Age (2018)		
Bristol		43 years
Washington		46 years

Population in Thousands



Unemployment Rates





Labor Market

Civilian Labor Force (2018)

Bristol/Washington	33,999
Extended Labor Market Area	251,393
Total	285,392

Labor Force Participation (2013-2017)

Bristol/Washington	56.1%
Extended Labor Market Area	53.2%

Unemployment

Unemployment Rate (December 2019)	
Bristol/Washington	2.9%
Extended Labor Market Area	3.5%
Statewide	2.5%
Unemployed (2018)	
Bristol/Washington	1,169
Extended Labor Market Area	9,625
Total	10,794
Underemployed (4th Quarter 2019)	
Bristol/Washington	3,014
Extended Labor Market Area	21,902
Total	24,916



Labor Market

Commute Time (2013-2017)

Worked from home	1,360	4.4%
Under 15 minutes	9,512	32.5%
15-24 minutes	9,297	31.8%
25-34 minutes	5,490	18.8%
35-44 minutes	1,372	4.7%
45-59 minutes	2,115	7.2%
Over 60 minutes	1,481	5.1%
Mean Travel Time to Work (minutes)		
Bristol		21
Washington		24

Additional Labor Resources

High School Graduates Not Continuing (2017-2018)	97
Two-Year College Graduates (Spring 2018)	2,456
Two-Year College Enrollees (Fall 2018)	17,386
Other College and University Graduates (Spring 2018)	4,645
Total	24,584

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 Workkeys® 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.

Bristol/Washington	11
Extended Labor Market Area	2,616
Total	2,627

Educational Attainment

On-Time Graduation Rate (Class of 2018)	93.0%
Percentage of Bristol/Washington population age 25+ who are high school graduates (2013-2017)	84.5%
Percentage of Bristol/Washington population age 25+ who have earned a Bachelor's Degree or higher (2013-2017)	23.3%



Labor Market

Employment by Sector* (4th Qtr. 2018)

Agriculture Forestry Fishing and Hunting	133	0.4%
Mining Quarrying and Oil and Gas Extraction	64	0.2%
Utilities	42	0.1%
Construction	813	2.7%
Manufacturing	4,488	15.1%
Wholesale Trade	933	3.1%
Retail Trade	4,928	16.6%
Transportation and Warehousing	1,355	4.6%
Information	310	1.0%
Finance and Insurance	721	2.4%
Real Estate and Rental and Leasing	185	0.6%
Professional Scientific and Technical Services	749	2.5%
Management of Companies and Enterprises	776	2.6%
Administrative and Support and Waste Management	741	2.5%
Educational Services	509	1.7%
Health Care and Social Assistance	3,191	10.8%
Arts Entertainment and Recreation	284	1.0%
Accommodation and Food Services	3,507	11.8%
Other Services	973	3.3%
Total Government	4,872	16.4%
Federal Government	224	0.8%
State Government	1,031	3.5%
Local Government	3,617	12.2%
Unclassified	70	0.2%
Total	29,644	100.0%

N.D. - Not Disclosed

*By Business Establishment

Labor Market

Major Employers

Manufacturing

Company

Columbus McKinnon Corporation
HAPCO
Mid-Mountain Foods
Paramont Manufacturing
Snack Alliance, Inc.
Strongwell
Universal Fibers, Inc.
Utility Trailer Manufacturing Inc.

Product/Service

Electric & hand hoists
Aluminum poles
Grocery distribution
Molded truck components
Snack foods
Plastic products
Man-made fibers
Truck trailers

NonManufacturing

Company

Dutt & Wagner of Virginia, Inc.
Emory & Henry College
Johnston Memorial Hospital
Office Depot Inc.
Virginia Highlands Community College

Product/Service

Poultry & egg processing
Higher education
Health care
Customer service center
Higher education



Labor Market

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

Date	Type	Company	Product/Service	Employees Affected
9/28/2018	Closing	Bristol Compressors International	Compressors; air conditioning, heating	470
10/18/2018	Closing	Coca-Cola Bottling Co. Consolidated	Warehouse and logistics center	10

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

Petitions filed for decertification	0
Petitions filed for representation	0
Petitions filed for raid	0
Elections won by union	0
Elections won by company	0

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 Industrial Truck and Tractor Operators	13.00	13.63	27,057	28,347
Heavy and Tractor-Trailer Truck Drivers	18.26	18.49	37,984	38,449
Inspectors, Testers, Sorters, Samplers, and Weighers	19.08	19.61	39,680	40,788
Welders, Cutters, Solderers, and Brazers	15.89	16.51	33,064	34,342
Machinists	16.98	17.37	35,307	36,132
First-Line Supervisors of Production and Operating Workers	18.43	18.89	38,343	39,287
Maintenance and Repair Workers, General	25.26	26.85	52,547	55,842
Industrial Machinery Mechanics	14.81	15.92	30,812	33,112
Bus and Truck Mechanics and Diesel Engine Specialists	21.59	21.93	44,918	45,609
Office Clerks, General	19.20	19.41	39,950	40,377
Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	12.81	13.78	26,640	28,667
Receptionists and Information Clerks	13.95	14.36	29,010	29,859
Customer Service Representatives	11.36	11.89	23,619	24,732
Bookkeeping, Accounting, and Auditing Clerks	10.41	12.80	21,657	26,633
First-Line Supervisors of Office and Administrative Support Workers	15.09	15.86	31,394	32,992
Telemarketers	19.47	21.39	40,490	44,488
Industrial Engineers	14.84	14.37	30,860	29,904
Accountants and Auditors	32.18	35.78	66,939	74,435
Human Resources Specialists	30.14	33.35	62,688	69,385
	21.89	23.87	45,524	49,652

Per Capita Personal Income (2017)

\$39,221

Median Family Income (2013-2017)

Washington	\$59,425
Bristol	\$50,198

Education

Public School Enrollment (Fall 2018)

Level	Number	Enrollment
Elementary	11	4,310
Middle	5	2,150
High School	5	2,904

Student Teacher Ratio (FY 2018)

Elementary	14:1
Secondary	10:1

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

10,569.56

On-Time Graduation Rate (Class of 2018)

93.0%

High School Graduates Continuing Education (2017-2018)

86.0%

Advanced Programs (2017-2018)

Governor's Schools	
A. Linwood Holton Governor's School	
Governor's School Enrollment	27
Students taking 1 or more Advanced Placement (AP) Courses	226
Students taking 1 or more AP Exams	180
Students taking 1 or more Dual Enrollment Courses	530

Education

Workforce Development Facilities

Facility	Type
Bristol Workforce Center	Satellite Center
Galax Workforce Center	Satellite Center
Goodwill Industries of the Valleys-Giles	Satellite Center
Goodwill Workforce Services-Christiansburg/Floyd	Satellite Center
People Inc. of Virginia - Abingdon	Satellite Center
Pulaski Workforce Center	Satellite Center
Southwest Virginia Alliance for Manufacturing Center of Excellence	Center of Excellence
Virginia Workforce Center-Radford	Satellite Center
Virginia Workforce Center-Wytheville	Comprehensive Center
Washington County Skill Center	Career and Technical Center
Washington County Technical School	Career and Technical Center
William N. Neff Center for Science and Technology	Career and Technical Center

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 - Elizabethton Campus	6,088 [‡]
Virginia Highlands Community College	2,837
Southwest Virginia Community College	2,373
King University	2,162 [◇]
Emory and Henry College	1,240
Southwest Virginia Higher Education Center	*
Virginia Tech - Southwest Virginia Center	*
National College - Bristol Campus	†

* Enrollment figures are included in participating colleges and universities.

† Enrollment figures are not available.

‡ Enrollment figures are for all campuses.

◇ Fall Enrollment



Transportation

Interstates	
Name	Distance
I-381	0.0 miles (0.0 km.)
I-81	0.0 miles (0.0 km.)
I-26	15.9 miles (25.6 km.)
I-77	35.7 miles (57.5 km.)

Note: Measured from border of locality/region.

Highways				
Highway 11	Highway 113	Highway 140	Highway 19	Highway 381
Highway 421	Highway 58	Highway 75	Highway 80	Highway 91

Commercial Air Service
Tri-Cities Regional Airport, Blountville, TN -- 21.4 miles (34.4 km.)
American Airlines Delta Air Lines Allegiant Air

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



Transportation

General Aviation Service

Name	Runway Length
Virginia Highlands Airport, Abingdon	4,471 ft (1,363 m)

Freight Rail Service

Norfolk Southern Railway Company

Seaports

Name	Distance
Port of Virginia	376.0 miles (605.1 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
Tri Cities	21.4 miles (34.4 km)
New River Valley Airport (Virginia TradePort)	84.9 miles (136.7 km)
Port of Washington - Dulles	345.1 miles (555.4 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	Bristol Virginia Utilities Board
Electric	Appalachian Power
Natural Gas	Atmos Energy
Natural Gas	Virginia Natural Gas
Natural Gas	Tennessee-Virginia Energy Corporation
Telecommunications	Bristol Virginia Utilities
Telecommunications	Sprint/United Telephone-Southeast
Telecommunications	iGo Technology
Water	Bristol Virginia Utilities Board
Water	City of Bristol
Water	Town of Abingdon
Water	Washington County Service Authority
Waste Water Treatment	Bristol Virginia Utilities Board
Waste Water Treatment	Town of Abingdon
Waste Water Treatment	Town of Damascus
Waste Water Treatment	Washington County Regional Service Authority
Solid Waste Disposal	City of Bristol Landfill
Solid Waste Disposal	Washington 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
Carter Bank & Trust	4,039.6
Hometrust Bank, N.A.	3,409.3
First Community Bank, N.A.	2,236.7
The First Bank and Trust Co.	1,809.0
The National Bank of Blacksburg	1,253.2
New Peoples Bank, Inc.	681.0
Highlands Union Bank	591.9
TruPoint Bank	435.4
The Bank of Marion	377.3
Grundy National Bank	306.1
Lee Bank & Trust Co.	151.1



Government and Taxes

Government

Washington County has a County Administrator and a seven-member Board of Supervisors. Bristol has a City Manager and a five-member City Council.

Both have a comprehensive plan and zoning and subdivision ordinances.

Abingdon is the county seat. Damascus and Glade Spring are other incorporated towns within the county. A very small portion of the town of Saltville is located in Washington County.

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 (Bristol) [pdf](#)

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

Manufacturer's Tax Profile (Washington) [pdf](#)

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



Community Facilities

Bristol Regional Medical Center is a comprehensive regional medical center with 337 beds and 24-hour emergency room care. Complete general hospital service is provided with modern laboratory, surgical, and clinical facilities. The hospital is noted as a teaching hospital and offers its facilities to East Tennessee State University medical students. Johnston Memorial Hospital in Abingdon has a patient capacity of 154 beds with a medical staff of 40 physicians. Both Bristol and Washington County operate public health centers where clinics and other health services are rendered.

Over 100 doctors and 60 dentists practice in the region.

Extended care needs for 80 residents can be met at Memorial Hall near the hospital in Bristol. Additional nursing homes are available in the community.

Two public libraries, containing over 100,000 volumes, are located in the community. In addition, library collections of King College, Virginia Intermont College, Emory and Henry College, and Virginia Highlands College are publicly available.

More than 100 places of worship representing most Protestant denominations, Roman Catholic, and Jewish faiths are located in the region.

Choices for area shopping and services are widely varied with both downtown and suburban shopping centers offering a broad retail mix. The historic center of Abingdon boasts a number of boutiques and specialty shops in an attractive setting. Regional climate-controlled shopping malls exist in this area.



Lifestyle

The community is a major cultural center for the region. The world-famous Barter Theater in Abingdon continues to delight its audiences with quality drama following more than a half-century of performances, and the Bristol Ballet Company is recognized throughout the Southeast for its quality productions. The William King Museum of Art and regional colleges and universities also provide extensive arts and cultural programming throughout the year. Internationally, the region is recognized for its historic and ongoing influences of the country and folk music genres, and is home to multiple venues and annual festivals celebrating this heritage including: The Birthplace of Country Music Museum, an affiliate of the Smithsonian Institution, The Crooked Road: Virginia's Heritage Music Trail, and the Southwest Virginia Cultural Center & Marketplace.

The Bristol Parks and Recreation Department operates 15 parks and two 650-acre recreational areas and conducts arts and sports instruction throughout the year. The community offers two country clubs with 18-hole golf courses and four public golf courses. Area forests, lakes and streams provide outstanding opportunities for outdoor recreation. The Mount Rogers National Recreation Area, Clinch Mountain Wildlife Area, South Holston Lake, Grayson Highlands State Park, Hidden Valley Wildlife Management Area, and the Virginia Creeper Trail are but a few of the major outdoor attractions. The Appalachian Trail winds through Washington County and snow skiing is within an easy drive. Each summer Abingdon is the site of the Virginia Highlands Festival that draws thousands of visitors for this gathering of artists, writers, craftsmen, and performers. The Bristol Rhythm & Roots Reunion has also developed into a successful annual music festival.

(continued)

Area residents can enjoy professional baseball, as Bristol is home to the Bristol Pirates, minor league team of the Pittsburgh Pirates. Bristol International Speedway is home to NASCAR sanctioned auto racing.

181-177 Crossroads Profile

Kingsport-Bristol-Bristol MSA Profile

Bristol Virginia Office of Economic Development

Virginia's aCorridor

City of Bristol