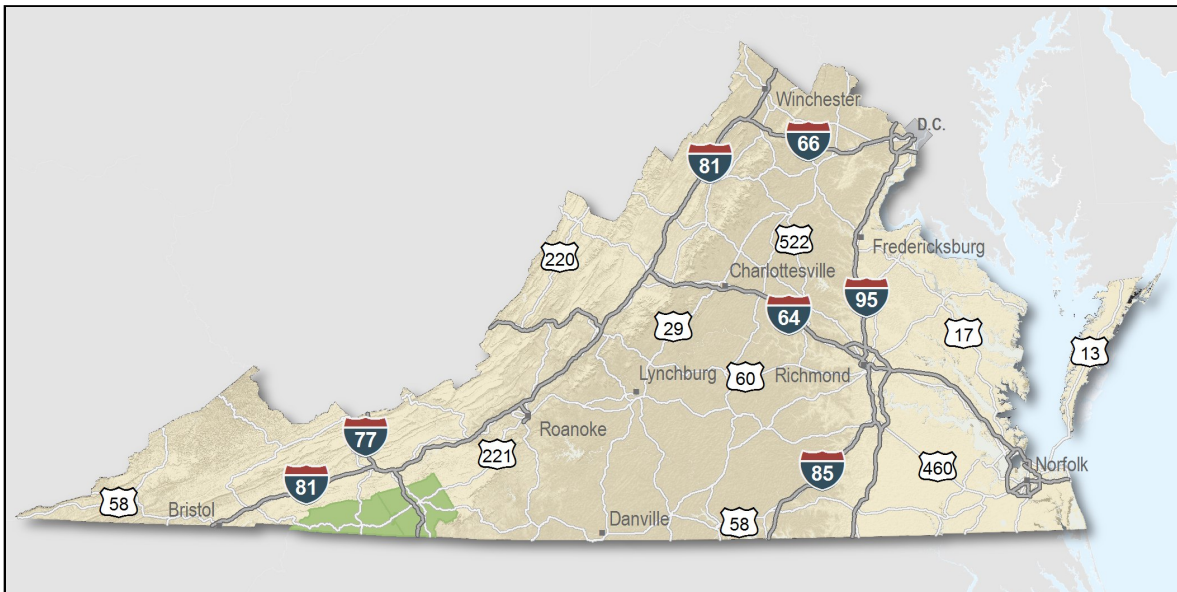

Galax/Carroll/Grayson, Virginia

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.



Galax/Carroll/Grayson

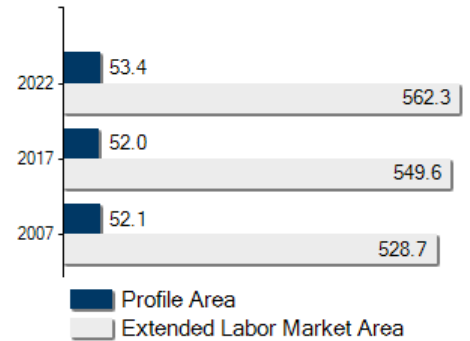
In 2004, the Virginia General Assembly designated Carroll County, the City of Galax, and Grayson County as "Virginia's Entrepreneurial Region." To leverage local resources, the localities organized the Blue Ridge Crossroads Economic Development Authority. Regional collaboration has generated tangible results with the creation of one of the most successful Small Business Development Centers (SBDC) in Virginia, the creation of The Wired Road Broadband Authority to deliver fiber communications infrastructure, and the development of Wildwood Commerce Park- a 273-acre industrial park located at Exit 19 of Interstate-77. Wildwood is "ready" with physical infrastructure in place and with graded 100- and 25-acre graded sites. Wildwood is located within Virginia Enterprise, Foreign Trade, and HUB zones, as well being located within the Virginia Tobacco region.



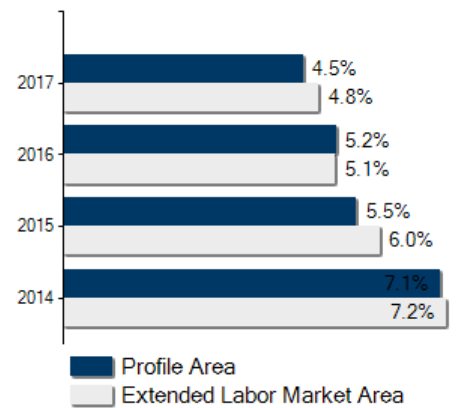
Labor Market

Population		
Gender Distribution (2017)		
Galax/Carroll/Grayson	Male	Female
	49.7%	50.3%
Race/Ethnicity (2017)		
Classification	Profile Area	Extended Labor Area
White	49,481	510,069
Black	1,580	19,308
Two or More	582	8,367
American Indian or Alaska Native	174	1,942
Asian	143	9,697
Pacific Islander	38	244
Hispanic (may be of any race)	2,488	21,509
Median Age (2017)		
Carroll		48 years
Galax		43 years
Grayson		48 years

Population in Thousands



Unemployment Rates





Labor Market

Civilian Labor Force (2017)

Galax/Carroll/Grayson	23,096
Extended Labor Market Area	262,749
Total	285,845

Labor Force Participation (2013-2017)

Galax/Carroll/Grayson	54.7%
Extended Labor Market Area	55.4%

Unemployment

Unemployment Rate (September 2018)	
Galax/Carroll/Grayson	3.3%
Extended Labor Market Area	2.9%
Statewide	2.8%
Unemployed (2017)	
Galax/Carroll/Grayson	1,046
Extended Labor Market Area	11,424
Total	12,470
Underemployed (3rd Quarter 2018)	
Galax/Carroll/Grayson	2,353
Extended Labor Market Area	25,637
Total	27,990



Labor Market

Commute Time (2013-2017)

Worked from home	775	3.5%
Under 15 minutes	6,660	31.2%
15-24 minutes	6,155	28.9%
25-34 minutes	3,747	17.6%
35-44 minutes	1,099	5.2%
45-59 minutes	2,061	9.7%
Over 60 minutes	1,618	7.6%
Mean Travel Time to Work (minutes)		
Carroll		26
Galax		19
Grayson		28

Additional Labor Resources

High School Graduates Not Continuing (2017-2018)	95
Two-Year College Graduates (Spring 2017)	1,514
Two-Year College Enrollees (Fall 2017)	13,426
Other College and University Graduates (Spring 2017)	2,254
Total	17,289

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.

Galax/Carroll/Grayson	49
Extended Labor Market Area	5,495
Total	5,544

Educational Attainment

On-Time Graduation Rate (Class of 2017)	91.8%
Percentage of Galax/Carroll/Grayson population age 25+ who are high school graduates (2013-2017)	80.4%
Percentage of Galax/Carroll/Grayson population age 25+ who have earned a Bachelor's Degree or higher (2013-2017)	13.4%



Labor Market

Employment by Sector* (2nd Qtr. 2018)

Agriculture Forestry Fishing and Hunting	295	1.9%
Mining Quarrying and Oil and Gas Extraction	N.D.	N.D.
Utilities	N.D.	N.D.
Construction	332	2.1%
Manufacturing	2,958	19.1%
Wholesale Trade	270	1.7%
Retail Trade	1,976	12.8%
Transportation and Warehousing	236	1.5%
Information	89	0.6%
Finance and Insurance	298	1.9%
Real Estate and Rental and Leasing	90	0.6%
Professional Scientific and Technical Services	253	1.6%
Management of Companies and Enterprises	N.D.	N.D.
Administrative and Support and Waste Management	809	5.2%
Educational Services	N.D.	N.D.
Health Care and Social Assistance	2,389	15.4%
Arts Entertainment and Recreation	90	0.6%
Accommodation and Food Services	1,394	9.0%
Other Services	403	2.6%
Total Government	3,445	22.3%
Federal Government	116	0.7%
State Government	846	5.5%
Local Government	2,483	16.0%
Unclassified	16	0.1%
Total	15,471	100.0%

N.D. - Not Disclosed

*By Business Establishment



Labor Market

Major Employers

Manufacturing

Company

Albany Industries, Inc.
 Barker MicroFarads
 Consolidated Glass & Mirror Corporation
 Core Health & Fitness, LLC
 Darco Southern, Inc.
 Hansen Turbine
 Independence Lumber Company, Inc.
 Key Logistics Solutions, LLC
 McAllister Mills
 Mohawk ESV Incorporated
 Moog, Inc.
 Parkdale Mills/Magnolia Manufacturing
 Turman Hardwood Flooring
 Turman Sawmill
 Vanguard Furniture
 Vaughan-Bassett Furniture

Product/Service

Upholstered household furniture
 Electronic components
 Mirrors & glass
 Nautilus brand fitness equipment
 Gaskets
 Aircraft and turbine parts coating
 Sawmill
 Automotive components
 High temperature fabric
 Carpet backing
 Printed circuit boards
 Cotton yarn
 Hardwood flooring
 Millwork & dimension lumber
 Upholstered furniture
 Household furnishings

NonManufacturing

Company

DLB, Inc.
 Virginia Produce Co, LLC

Product/Service

Heavy construction/ highways & bridges
 Agricultural food products
 packaging/distribution

Labor Market

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 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	12.40	13.16	25,786	27,374
Heavy and Tractor-Trailer Truck Drivers	17.14	17.33	35,636	36,059
Inspectors, Testers, Sorters, Samplers, and Weighers	18.35	19.13	38,167	39,795
Welders, Cutters, Solderers, and Brazers	16.01	16.63	33,306	34,591
Machinists	17.24	17.64	35,862	36,677
First-Line Supervisors of Production and Operating Workers	18.54	19.07	38,565	39,652
Maintenance and Repair Workers, General	25.63	27.23	53,302	56,627
Industrial Machinery Mechanics	14.49	15.49	30,137	32,218
Bus and Truck Mechanics and Diesel Engine Specialists	20.31	21.13	42,240	43,961
Office Clerks, General	19.39	19.80	40,320	41,184
Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	13.09	14.30	27,226	29,744
Receptionists and Information Clerks	14.23	14.77	29,595	30,714
Customer Service Representatives	11.97	12.84	24,886	26,698
Bookkeeping, Accounting, and Auditing Clerks	9.89	12.90	20,573	26,833
First-Line Supervisors of Office and Administrative Support Workers	14.76	15.53	30,695	32,288
Mechanical Engineers	19.69	20.90	40,965	43,475
Computer User Support Specialists	36.11	36.40	75,100	75,731
Accountants and Auditors	19.81	21.06	41,203	43,812
Human Resources Specialists	31.24	34.22	64,989	71,179
	23.70	25.87	49,286	53,810

Per Capita Personal Income (2016)

\$32,871

Median Family Income (2013-2017)

Carroll	\$52,651
Grayson	\$45,102
Galax	\$44,512



Education

Public School Enrollment (Fall 2017)

Level	Number	Enrollment
Elementary	10	2,537
Combined	3	738
Middle	3	1,337
High School	3	2,081

Student Teacher Ratio (FY 2017)

Elementary	12:1
Secondary	9:1

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

11,465.98

On-Time Graduation Rate (Class of 2017)

91.8%

High School Graduates Continuing Education (2017-2018)

79.6%

Advanced Programs (2017-2018)

Governor's Schools

A. Linwood Holton Governor's School

Southwest Virginia Governor's School For Science, Mathematics & Technology

Governor's STEM Academies and Health Academies

Blue Ridge Crossroads Governor's Academy for Technical Education (BRCGATE)

Governor's School Enrollment	8
Students taking 1 or more Advanced Placement (AP) Courses	2
Students taking 1 or more AP Exams	2
Students taking 1 or more Dual Enrollment Courses	447



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
The Crossroads Institute	Career and Technical Center
Virginia Workforce Center-Radford	Satellite Center
Virginia Workforce Center-Wytheville	Comprehensive Center

Higher Education Facilities – Fall 2017

Facility	Enrollment
Radford University	9,418
Northeast State Community College - Bristol Campus	6,124 [‡]
New River Community College	4,626
Wytheville Community College	2,676

[‡] Enrollment figures are for all campuses.



Transportation

Interstates	
Name	Distance
I-77	0.0 miles (0.0 km.)
I-81	7.2 miles (11.5 km.)
I-381	28.1 miles (45.2 km.)
I-40	37.2 miles (59.8 km.)
I-26	41.6 miles (66.9 km.)
I-581	44.8 miles (72.0 km.)

Note: Measured from border of locality/region.

Highways				
Highway 100	Highway 148	Highway 16	Highway 21	Highway 221
Highway 274	Highway 48	Highway 52	Highway 58	Highway 89
Highway 93	Highway 94	Highway 97		

Commercial Air Service		
Piedmont Triad International Airport, Greensboro, NC -- 82.4 miles (132.6 km.)		
American Airlines	American Eagle	Delta Air Lines
Frontier Airlines	United Airlines	Allegiant Air

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



Transportation

General Aviation Service

Name	Runway Length
Twin County Airport, Galax	4,204 ft (1,281 m)

Freight Rail Service

Norfolk Southern Railway Company

Seaports

Name	Distance
Port of Virginia	338.0 miles (544.0 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
New River Valley Airport (Virginia TradePort)	35.5 miles (57.2 km)
Winston Salem	82.4 miles (132.6 km)
Tri Cities	97.5 miles (156.9 km)
Port of Washington - Dulles	305.9 miles (492.3 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	Appalachian Power
Natural Gas	Atmos Energy
Telecommunications	Sprint/United Telephone-Southeast
Water	Carroll County Public Service Authority
Water	City of Galax
Water	Town of Fries
Water	Town of Hillsville
Water	Town of Independence
Water	Town of Troutdale
Waste Water Treatment	Carroll County Service Authority
Waste Water Treatment	City of Galax
Waste Water Treatment	Town of Fries
Waste Water Treatment	Town of Hillsville
Waste Water Treatment	Town of Independence
Solid Waste Disposal	Carroll-Grayson-Galax Solid Waste Authority

Financial Institutions

Financial Institutions – 1st Qtr 2018 Assets

Bank	Assets (US\$ Millions)
Wells Fargo Bank, N.A.	1,716,532.0
Branch Banking and Trust Company	215,012.0
First-Citizens Bank & Trust Co.	34,262.9
WoodForest National Bank	5,699.6
Carter Bank & Trust	4,112.8
First Community Bank, N.A.	2,424.3
The National Bank of Blacksburg	1,267.6
Skyline National Bank	543.0



Government and Taxes

Government

The Blue Ridge Crossroads region is comprised of Carroll County, the City of Galax and Grayson County. In addition, four municipalities include the towns of Fries, Hillsville, Independence, and Troutdale.

Carroll County's government, located in Hillsville, is governed by a six-member Board of Supervisors, elected through districts, that appoints a County Administrator. The City of Galax is governed by a seven-member Mayor and City Council that appoints a City Manager. Grayson County's government, located in Independence, is governed by a five-member Board of Supervisors, elected through districts, that appoints a County Administrator.

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 (Carroll) [pdf](#)

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

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

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

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

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



Community Facilities

The community's health needs are well served by Twin County Regional Hospital with 149 beds, a staff of twenty-three medical specialists, and state-of-the-art diagnostic and treatment facilities. The Hospital's medical services include an emergency room, CT-scanning, laser eye surgery, nuclear medicine, and ultrasonography. Regional referral hospitals include the medical centers and teaching hospitals at Wake Forest University, the Virginia Commonwealth University Medical Center, Duke University, and the University of Virginia. Five clinics are also available in the Blue Ridge Crossroads region.

Seventy-one physicians and twenty-nine dentists provide medical services to the region.

Nursing home care is available at five facilities in the area.

Nearly 200 churches are located in the region, with most Protestant denominations and the Roman Catholic Church represented. The nearest Jewish synagogue is in Winston-Salem, North Carolina.

The area is fortunate to be served by two regional library systems. The Galax-Carroll Regional Library System is operated from the Vaughan Memorial Library in Galax and has a branch and two stations in Carroll County. Grayson County is part of the Wythe-Grayson Regional Library. The two systems have a combined collection of 136,000 volumes.



Community Facilities

(continued)

The Crossroads Rural Entrepreneurial Institute, located in Galax, houses a mixed-use business incubator facility, high-tech educational center for high school and college students, and a continuing education center for GED, workforce, and corporate training.

Galax is the commercial trade center for the area. Most retail activity is concentrated in either the central business district with over 130 businesses or in several surrounding commercial shopping centers.



Lifestyle

Offering boundless outdoor and cultural activities, Virginia's Blue Ridge Crossroads region is a wonderful place to live, play, and work. Our region is notable for its recreational activities including biking, camping, hiking, bridle trails, fishing and some of Virginia's most scenic mountain vistas with spectacular views from the Blue Ridge Parkway.

The region's vibrant cultural and arts community also attracts visitors of all kinds—from artists and art lovers to musicians and fans who want to experience world-class mountain music. The Blue Ridge Crossroads is the home of the Chestnut Creek School of the Arts, promoting and preserving the cultural heritage of southwest Virginia through art and music. Although typically a quiet community, each year thousands from around the country, and even the world, gather to attend events such as the Old Fiddler's Convention and the Hillsville VFW Gun Show and Flea Market.

In addition, our close proximity to I-77 and I-81 allow for easy travel to major metropolitan areas up and down the east coast, giving you both the serenity of the country while allowing you to stay connected.

You could spend weeks in our area and not take in everything our great outdoors has to offer. Grayson Highlands State Park, located in Jefferson National Forest, boasts numerous campsites, miles of fishable streams and hiking trails, and convenient access to the Appalachian Trail and the Blue Ridge Parkway. The New River Trail State Park parallels 39 miles of the New River as it rolls through Carroll County and offers streams for canoeing, trails for biking, and paths for strolling.

Nature lovers and outdoor recreation enthusiasts will never search for a vacation spot again. From horseback riding, hiking, mountain biking, and fishing to camping, canoeing, backpacking, and bird watching, the possibilities here are limitless.

(continued)

There are several reasons why our region is known as the “World’s Capital of Old Time Mountain Music”. Each Friday, “Blue Ridge Country” WBRF-FM 98.1 broadcasts live bluegrass and folk music from the historic Rex Theater in downtown Galax, drawing listeners over the air from four states and online from more than 50 countries. Galax also hosts the annual Old Fiddler’s Convention each August. From its roots as a gathering of local musicians in 1935, the Fiddler’s Convention has grown exponentially, now bringing together bands and individual performers from all over the world who share a passion for old-time music. The Wayne C. Henderson Music Festival, the Fries Fiddler’s Convention also attract music lovers from around the region.

With big events like these it’s no wonder that the Blue Ridge Crossroads region is a main stop on the 300-mile route known as The Crooked Road, which connects the most important heritage music sites in Southwest Virginia. Our musical culture runs much deeper than popular broadcasts and big stages, however; smaller, weekly pickin’ sessions are held in numerous locations, including the Blue Ridge Music Center, and the attentive visitor may even hear the faint song of a harmonica or fiddle as one generation, in the spirit of mountain tradition, passes their musical heritage to the next.

Cultural Heritage

While our area may look serene and quiet from a distance, you’ll find upon entering the Blue Ridge Crossroads that this region is rich in history and alive with activity.

For most of the year the tiny town of Hillsville claims a population of fewer than 3,000. However, during Labor Day weekend, 300,000 treasure hunters and antique collectors descend upon the area for the annual Hillsville VFW Gun Show and Flea Market, the largest flea market east of the Mississippi. Similarly, the quaint city of Galax swells with musicians and music lovers during the annual Old Fiddler’s Convention. Numerous other activities, events, and festivals are held throughout the year, among them the Leaf and String Festival, Smoke on the Mountain and the Mountain Foliage Festival.

(continued)

Visitors who want to engage their inner history buff can step back in time as they meander around the Matthews Living History Farm Museum, a 21-acre working farm which gives visitors a glimpse into life on a farm circa 1900. Other great attractions for history enthusiasts include the 1874 Carroll County Courthouse and the Historic 1908 Courthouse in Grayson County. The 1908 Courthouse is home to many historical artifacts from the area and hosts a variety of local events, including a popular Music Jam every Wednesday.

In 2005, a small group of craftsmen began what is today 'Round the Mountain, a network of artisans whose mission is to promote sustainable economic development of the region's communities by assisting local artisans with marketing, educational, and entrepreneurial opportunities. Comprised of members from all over Southwest Virginia, 'Round the Mountain promotes education and tourism through a trail system and a variety of classes.

So come by and experience an area thriving with activity and rich in cultural heritage. We can't wait to share it with you.

181-177 Crossroads Profile
Virginia's aCorridor

Outstanding medical facilities are available with local and university facilities within reasonable drive times.