

---

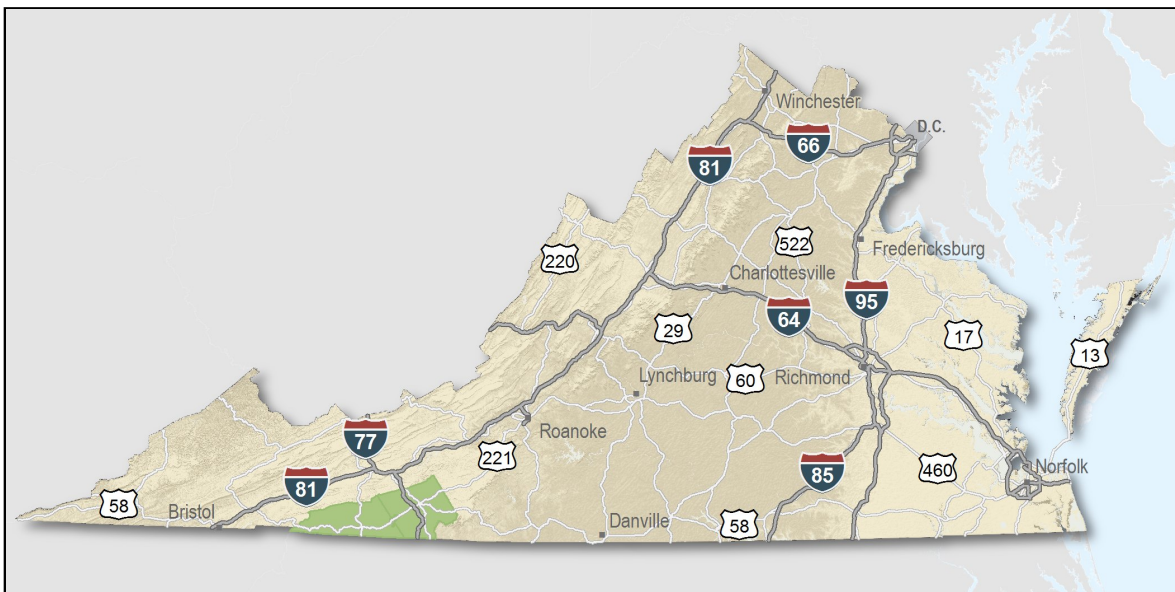
# Galax/Carroll/Grayson, Virginia

# 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.



# Location

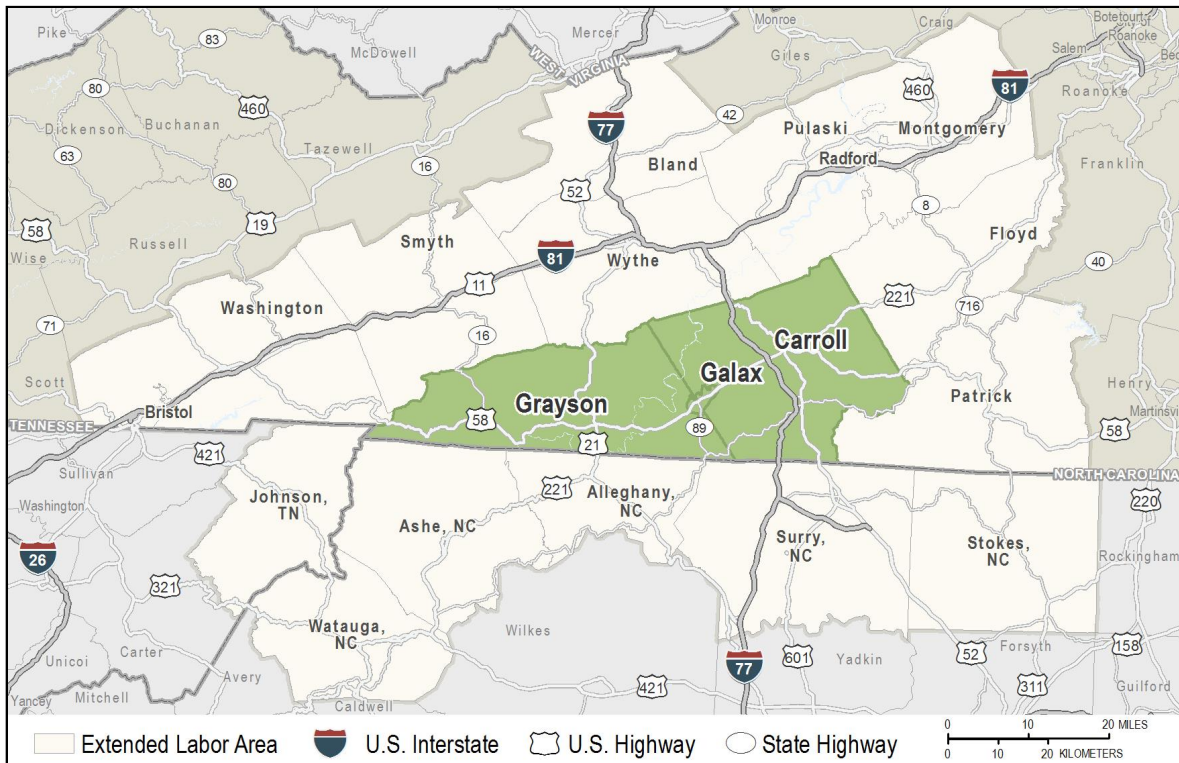
Located in southwest Virginia along the border with North Carolina and Tennessee, the Blue Ridge Crossroads region is bisected by Interstate-77 and is immediately south of its intersection with Interstate-81.

The closest markets by interstate include Richmond, Raleigh, Charlotte, Greensboro/Winston-Salem, and Knoxville (within 2 to 4 hours).

Additional markets within 6 hours include Washington, DC, Baltimore, Norfolk, Wilmington, Savannah, and Atlanta.

The New York/Philadelphia, Detroit, Indianapolis, Memphis, and Jacksonville markets are located within 600 miles (8 to 10 hours by interstate).

Charlotte-Douglas International Airport is located two hours south by interstate from the Blue Ridge Crossroads region.



# Galax/Carroll/Grayson

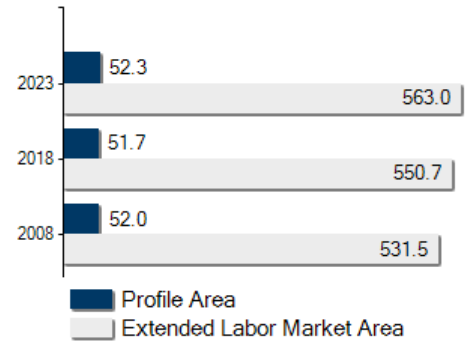
In 2004, the Virginia General Assembly designated Carroll County, the City of Galax, and Grayson County as "Virginia's Entrepreneurial Region." To leverage local resources, the localities organized the Blue Ridge Crossroads Economic Development Authority. Regional collaboration has generated tangible 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.



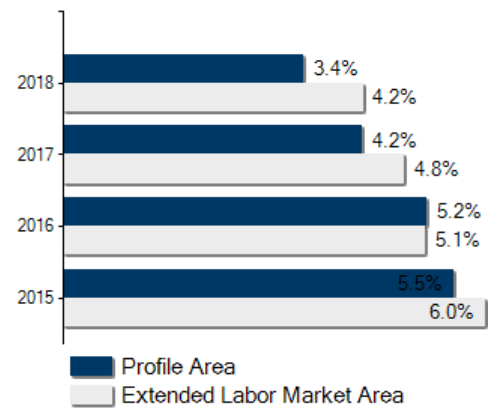
# Labor Market

Population		
<b>Gender Distribution (2018)</b>		
Galax/Carroll/Grayson	Male	Female
	49.7%	50.3%
<b>Race/Ethnicity (2018)</b>		
<b>Classification</b>	<b>Profile Area</b>	<b>Extended Labor Area</b>
White	49,051	510,301
Black	1,571	19,513
Two or More	710	8,814
American Indian or Alaska Native	171	2,074
Asian	148	9,712
Pacific Islander	39	255
Hispanic (may be of any race)	2,683	22,119
<b>Median Age (2018)</b>		
Carroll		48 years
Galax		43 years
Grayson		48 years

## Population in Thousands



## Unemployment Rates





# Labor Market

## Civilian Labor Force (2018)

Galax/Carroll/Grayson	23,930
Extended Labor Market Area	263,169
Total	287,099

## Labor Force Participation (2013-2017)

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

## Unemployment

<b>Unemployment Rate (December 2019)</b>	
Galax/Carroll/Grayson	3.7%
Extended Labor Market Area	3.3%
Statewide	2.5%
<b>Unemployed (2018)</b>	
Galax/Carroll/Grayson	814
Extended Labor Market Area	9,050
Total	9,864
<b>Underemployed (4th Quarter 2019)</b>	
Galax/Carroll/Grayson	2,085
Extended Labor Market Area	21,711
Total	23,796



# Labor Market

<b>Commute Time (2013-2017)</b>		
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

<b>Additional Labor Resources</b>	
High School Graduates Not Continuing (2017-2018)	95
Two-Year College Graduates (Spring 2018)	1,392
Two-Year College Enrollees (Fall 2018)	6,933
Other College and University Graduates (Spring 2018)	2,280
Total	10,700

### 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
<b>Total</b>	<b>5,544</b>

### Educational Attainment

On-Time Graduation Rate (Class of 2018)	91.4%
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\* (4th Qtr. 2018)

Agriculture Forestry Fishing and Hunting	285	1.9%
Mining Quarrying and Oil and Gas Extraction	N.D.	N.D.
Utilities	9	0.1%
Construction	337	2.2%
Manufacturing	3,010	19.6%
Wholesale Trade	229	1.5%
Retail Trade	1,947	12.7%
Transportation and Warehousing	220	1.4%
Information	89	0.6%
Finance and Insurance	292	1.9%
Real Estate and Rental and Leasing	84	0.5%
Professional Scientific and Technical Services	257	1.7%
Management of Companies and Enterprises	51	0.3%
Administrative and Support and Waste Management	884	5.8%
Educational Services	N.D.	N.D.
Health Care and Social Assistance	2,468	16.1%
Arts Entertainment and Recreation	89	0.6%
Accommodation and Food Services	1,310	8.5%
Other Services	409	2.7%
Total Government	3,289	21.4%
Federal Government	116	0.8%
State Government	700	4.6%
Local Government	2,473	16.1%
Unclassified	12	0.1%
<b>Total</b>	<b>15,353</b>	<b>100.0%</b>

N.D. - Not Disclosed

\*By Business Establishment

## Major Employers

### Manufacturing

#### Company

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

#### Product/Service

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

### NonManufacturing

#### Company

DLB, Inc.  
 Results Company  
 Virginia Produce Co, LLC

#### Product/Service

Heavy construction/ highways & bridges  
 Call Center Operations  
 Agricultural food products  
 packaging/distribution

# Labor Market

<b>Union Activity (8/1/2015 - 8/1/2018)</b>	
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)

\$34,000

### Median Family Income (2013-2017)

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



# Education

## Public School Enrollment (Fall 2018)

Level	Number	Enrollment
Elementary	9	2,478
Combined	3	744
Middle	3	1,404
High School	3	1,999

## Student Teacher Ratio (FY 2018)

Elementary	13:1
Secondary	9:1

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

11,898.51
-----------

## On-Time Graduation Rate (Class of 2018)

91.4%
-------

## 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

Facility	Enrollment
Radford University	9,336
Northeast State Community College - Bristol Campus	6,088 <sup>‡</sup>
New River Community College	4,419
Wytheville Community College	2,514

<sup>‡</sup> 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		
<b>Piedmont Triad International Airport, Greensboro, NC -- 82.4 miles (132.6 km.)</b>		
American Airlines	Delta Air Lines	Spirit 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	Appalachian Natural Gas Distribution Company
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 – 4th Qtr 2018 Assets

<b>Bank</b>	<b>Assets (US\$ Millions)</b>
Wells Fargo Bank, N.A.	1,689,351.0
Branch Banking and Trust Company	219,071.0
First-Citizens Bank & Trust Co.	35,267.5
WoodForest National Bank	5,923.7
Carter Bank & Trust	4,039.6
First Community Bank, N.A.	2,236.7
The National Bank of Blacksburg	1,253.2
Skyline National Bank	680.6



# 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, the University of Virginia, and the Virginia Tech Carilion School of Medicine. 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 and its tributary, Chestnut Creek, offering 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*

The region offers a moderate four-season environment in an air quality attainment area.