

---

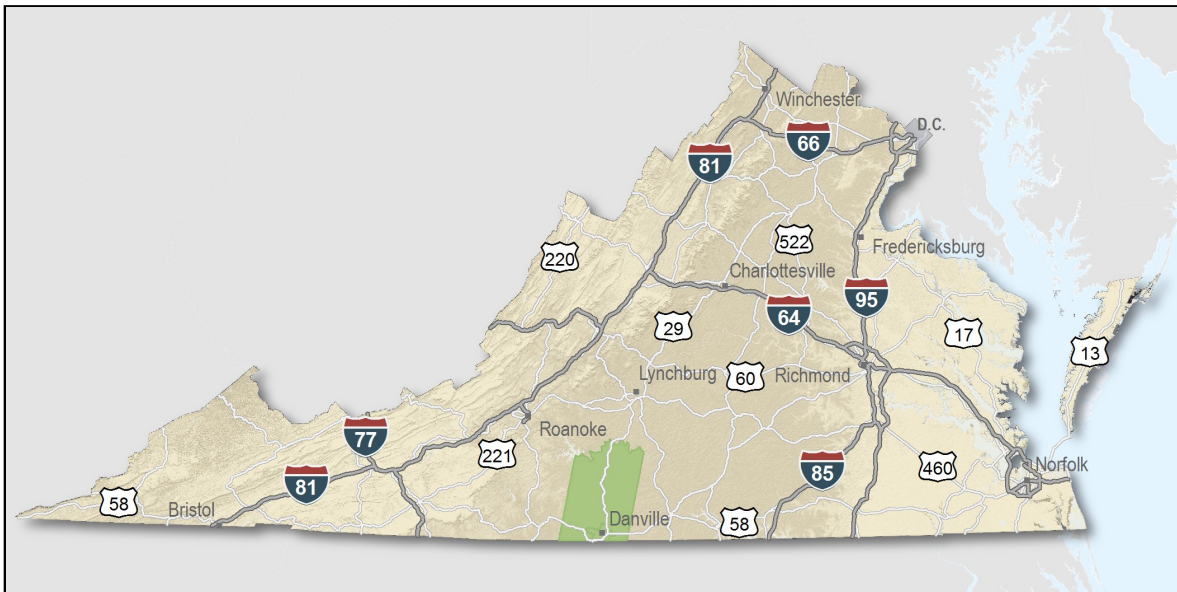
# Danville MPSA, Virginia

# 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.

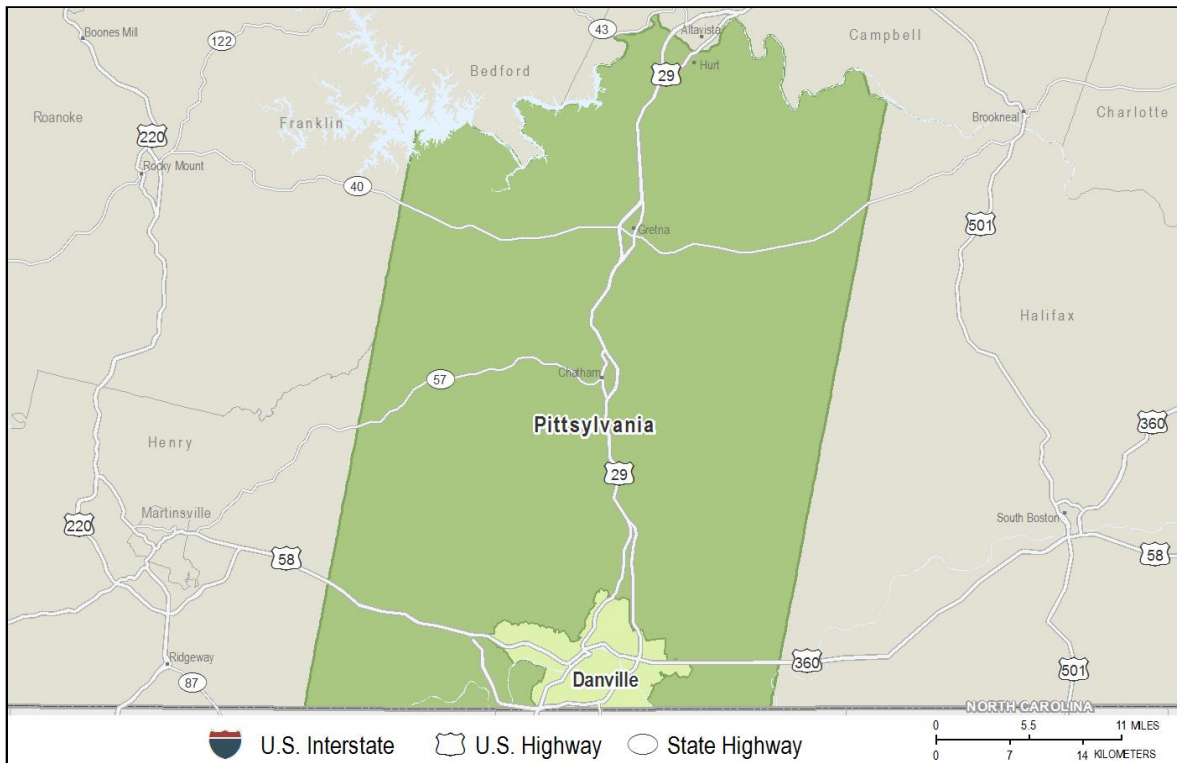
- AAA bond rating- Virginia has maintained a AAA rating since 1938, longer than any other state.
- Right-to-work law allows individuals the right to work regardless of membership in a labor union or organization.
- Corporate income tax rate of 6% has not been increased since 1972.
- Headquarters to 37 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 Danville Micropolitan Statistical Area consists of Pittsylvania County and the city of Danville. The area is located on the Dan River in the south-central Piedmont region of Virginia along the Virginia-North Carolina border. Excellent highway and rail transportation systems have established the area as a major market and trade center for Southside Virginia.

The Danville MPSA is located approximately 143 miles southwest of Richmond; 80 miles southeast of Roanoke; and 45 miles north of Greensboro, North Carolina.



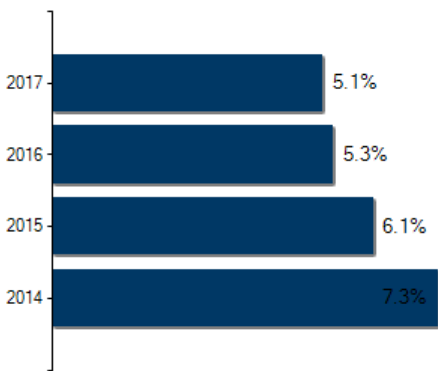
# Labor Market

Population		
<b>Gender Distribution (2017)</b>		
Danville MPSA	Male	Female
	48.0%	52.0%
<b>Race/Ethnicity (2017)</b>		
<b>Classification</b>		<b>Profile Area</b>
White		65,560
Black		34,096
Two or More		1,512
Asian		793
American Indian or Alaska Native		380
Pacific Islander		47
Hispanic (may be of any race)		3,407
<b>Median Age (2017)</b>		
Danville		42 years
Pittsylvania		47 years

Population in Thousands



Unemployment Rates



# Labor Market

## Civilian Labor Force (2017)

Danville MPSA	48,682
---------------	--------

## Labor Force Participation (2013-2017)

Danville MPSA	57.1%
---------------	-------

## Unemployment

<b>Unemployment Rate (September 2018)</b>	
Danville MPSA	3.9%
Statewide	2.8%
<b>Unemployed (2017)</b>	
Danville MPSA	2,492
<b>Underemployed (3rd Quarter 2018)</b>	
Danville MPSA	4,972



# Labor Market

## Commute Time (2013-2017)

Worked from home	1,445	3.3%
Under 15 minutes	13,693	32.2%
15-24 minutes	15,072	35.5%
25-34 minutes	6,278	14.8%
35-44 minutes	2,298	5.4%
45-59 minutes	2,420	5.7%
Over 60 minutes	2,774	6.5%
Mean Travel Time to Work (minutes)		
Danville		20
Pittsylvania		25

## Additional Labor Resources

High School Graduates Not Continuing (2017-2018)	197
Two-Year College Graduates (Spring 2017)	1,283
Two-Year College Enrollees (Fall 2017)	7,544
Other College and University Graduates (Spring 2017)	168
Total	9,192

**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.

Danville MPSA

109

**Educational Attainment**

On-Time Graduation Rate (Class of 2017)	86.4%
Percentage of Danville MPSA population age 25+ who are high school graduates (2013-2017)	81.7%
Percentage of Danville MPSA population age 25+ who have earned a Bachelor’s Degree or higher (2013-2017)	16.0%



# Labor Market

## Employment by Sector\* (2nd Qtr. 2018)

Agriculture Forestry Fishing and Hunting	265	0.7%
Mining Quarrying and Oil and Gas Extraction	N.D.	N.D.
Utilities	104	0.3%
Construction	1,443	3.7%
Manufacturing	6,149	15.9%
Wholesale Trade	1,423	3.7%
Retail Trade	5,199	13.4%
Transportation and Warehousing	719	1.9%
Information	198	0.5%
Finance and Insurance	762	2.0%
Real Estate and Rental and Leasing	361	0.9%
Professional Scientific and Technical Services	788	2.0%
Management of Companies and Enterprises	272	0.7%
Administrative and Support and Waste Management	2,181	5.6%
Educational Services	810	2.1%
Health Care and Social Assistance	6,375	16.4%
Arts Entertainment and Recreation	199	0.5%
Accommodation and Food Services	3,513	9.1%
Other Services	1,328	3.4%
Total Government	6,591	17.0%
Federal Government	197	0.5%
State Government	1,265	3.3%
Local Government	5,129	13.2%
Unclassified	N.D.	N.D.
<b>Total</b>	<b>38,758</b>	<b>100.0%</b>

N.D. - Not Disclosed

\*By Business Establishment

## Employment by Occupation (2017)

Construction, Extraction & Maintenance	3,370	9.2%
Farming, Fishing & Forestry	190	0.5%
Managerial, Professional & Related	8,540	23.2%
Production, Transportation & Material	7,500	20.4%
Moving		
Sales & Office	8,750	23.8%
Service	8,410	22.9%
<b>Total</b>	<b>36,760</b>	<b>100%</b>



# Labor Market

<b>Major Employers</b>	
<b>Manufacturing</b>	
<b>Company</b>	<b>Product/Service</b>
Columbia Forest Products, Inc.	Wood products
EBI	Mattresses and furniture
Ennis Business Forms	Business forms
Essel Propack	Extruded plastic
Intertape Polymer Corporation	Pressure sensitive tape
Nestle Refrigerated Foods	Refrigerated pasta and sauces
Owens Brockway Glass Company	Glass containers
Swedwood, North America	Furniture for IKEA
The Goodyear Tire & Rubber Co.	Truck and aircraft tires
Times Fiber Communication, Inc.	Coaxial cable
<b>NonManufacturing</b>	
<b>Company</b>	<b>Product/Service</b>
Averett University	Higher education
Danville Community College	Higher education
Danville Regional Medical Center	Health care
Telvista, Inc.	Telemarketing
Unique Industries	Favors and party supplies distribution

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

<b>Date</b>	<b>Type</b>	<b>Company</b>	<b>Product/Service</b>	<b>Employees Affected</b>
8/12/2017	Reduction	Elkay Wood Products Co.	Cabinetry manufacturer	95
9/30/2017	Layoff	Telvista*	Call center	222
3/7/2018	Closing	Telvista*	Call Center	300

\*Internationally-owned

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

Elections won by union	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	12.75	13.69	26,509	28,468
Heavy and Tractor-Trailer Truck Drivers	12.81	14.19	26,636	29,521
Inspectors, Testers, Sorters, Samplers, and Weighers	18.38	25.03	38,216	52,059
Welders, Cutters, Solderers, and Brazers	17.24	16.79	35,846	34,915
First-Line Supervisors of Production and Operating Workers	17.91	18.13	37,258	37,712
Maintenance and Repair Workers, General	25.15	26.70	52,304	55,542
Industrial Machinery Mechanics	14.31	15.25	29,765	31,730
Bus and Truck Mechanics and Diesel Engine Specialists	25.26	24.63	52,539	51,217
Office Clerks, General	18.81	18.27	39,117	37,996
Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	11.88	12.83	24,720	26,677
Receptionists and Information Clerks	15.08	14.85	31,367	30,885
Customer Service Representatives	12.47	13.13	25,942	27,314
Bookkeeping, Accounting, and Auditing Clerks	10.75	11.33	22,353	23,571
First-Line Supervisors of Office and Administrative Support Workers	16.06	16.08	33,398	33,451
Computer Network Support Specialists	20.02	22.33	41,650	46,460
Computer User Support Specialists	29.80	31.41	61,992	65,334
Accountants and Auditors	18.12	19.36	37,681	40,285
Management Analysts	35.04	38.05	72,871	79,141
Human Resources Specialists	46.41	47.65	96,529	99,114
	23.22	25.25	48,291	52,517

## Per Capita Personal Income (2016)

\$35,326

## Median Family Income (2013-2017)

\$49,629



# Education

## Public School Enrollment (Fall 2017)

Level	Number	Enrollment
Preschool	2	250
Elementary	16	6,755
Middle	6	3,330
High School	6	4,492

## Student Teacher Ratio (FY 2017)

Elementary	12:1
Secondary	14:1

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

10,471.76
-----------

## On-Time Graduation Rate (Class of 2017)

86.4%
-------

## High School Graduates Continuing Education (2017-2018)

81.6%
-------

## Advanced Programs (2017-2018)

Other Advanced Public Schools	
Galileo Magnet High School	
Governor's School Enrollment	79
Senior International Baccalaureate (IB) Enrollment	2
Seniors Awarded IB Diplomas	2
Students taking 1 or more Advanced Placement (AP) Courses	365
Students taking 1 or more AP Exams	226
Students taking 1 or more Dual Enrollment Courses	851



# Education

## Workforce Development Facilities

Facility	Type
Center for Advanced Film Manufacturing	Center of Excellence
Virginia Workforce Center-Chatham	Satellite Center
Virginia Workforce Career Center - Patrick County	Satellite Center
Virginia Workforce Center-Danville	Comprehensive Center
Virginia Workforce Center-Martinsville Henry County	Comprehensive Center

## Higher Education Facilities – Fall 2017

Facility	Enrollment
Danville Community College	3,101
Patrick Henry Community College	2,263
American National University - Danville Campus	1,090 <sup>‡</sup> <sup>°</sup>
American National University - Martinsville Campus	1,090 <sup>‡</sup> <sup>°</sup>
Averett University	929
Institute for Advanced Learning and Research	*
New College Institute	*
Southern Virginia Higher Education Center	*

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

‡ Enrollment figures are for all campuses.

° Fall 2016 Enrollment



# Transportation

Interstates	
Name	Distance
I-581	24.4 miles (39.3 km.)
I-81	28.8 miles (46.4 km.)
I-40	31.9 miles (51.3 km.)
I-85	32.1 miles (51.7 km.)
I-73	36.6 miles (59.0 km.)
I-64	45.4 miles (73.1 km.)

Note: Measured from border of locality/region.

Highways				
Highway 239	Highway 29	Highway 293	Highway 360	Highway 40
Highway 41	Highway 413	Highway 51	Highway 57	Highway 58
Highway 86				

Commercial Air Service		
<b>Lynchburg Regional Airport, Lynchburg -- 45.5 miles (73.3 km.)</b>		
American Eagle		
<b>Piedmont Triad International Airport, Greensboro, NC -- 56.6 miles (91.1 km.)</b>		
American Airlines	American Eagle	Delta Air Lines
Frontier Airlines	United Airlines	Allegiant Air
<b>Roanoke-Blacksburg Regional Airport, Roanoke -- 67.0 miles (107.9 km.)</b>		
American Airlines	Delta Air Lines	United Airlines
Allegiant Air		
<b>Raleigh-Durham International Airport, Raleigh/Durham, NC -- 74.0 miles (119.1 km.)</b>		
Air Canada	American Airlines	Delta Air Lines
Frontier Airlines	Southwest Airlines	United Airlines
Alaska Airlines	JetBlue Airways	Allegiant Air

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



# Transportation

## General Aviation Service

Name	Runway Length
Danville Regional Airport, Danville	5,900 ft (1,798 m)

## Freight Rail Service

CSX Transportation Norfolk Southern Railway Company
--

## Seaports

Name	Distance
Port of Virginia	235.0 miles (378.2 km)

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

## Other Ports of Entry

Name	Distance
Winston Salem	56.6 miles (91.1 km)
Raleigh-Durham	74.0 miles (119.1 km)
Port of Washington - Dulles	213.4 miles (343.5 km)

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

## Utilities

### Electric

American Electric Power  
 Southside Electric Cooperative  
 City of Danville

Mecklenburg Electric Cooperative  
 Dominion Energy

### Natural Gas

City of Danville

Columbia Gas of Virginia

### Telecommunications

Sprint/Centel-Virginia  
 Peoples Mutual Telephone Company

Verizon-Virginia  
 Mid-Atlantic Broadband Cooperative

### Water

City of Danville  
 Town of Chatham  
 Town of Hurt

Pittsylvania County Service Authority  
 Town of Gretna

### Waste Water Treatment

Town of Altavista  
 Town of Gretna  
 Town of Hurt

Town of Chatham  
 Pittsylvania County Service Authority  
 City of Danville

### Solid Waste Disposal

City of Danville  
 Pittsylvania County Landfill

First Piedmont Corporation  
 Quickway



# Financial Institutions

## Financial Institutions – 1st Qtr 2018 Assets

<b>Bank</b>	<b>Assets (US\$ Millions)</b>
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
Hometrust Bank, N.A.	3,264.1
American National Bank & Trust Co.	1,808.0
Virginia Bank & Trust Co.	199.2
Movement Bank	46.0



# Government and Taxes

## **Government**

The city of Danville has a City Manager and a nine-member City Council. Pittsylvania County has a County Administrator and a seven-member Board of Supervisors.

Both the city and county have a comprehensive plan and zoning and subdivision ordinances.

Chatham is the county seat of Pittsylvania County. Other incorporated towns are Gretna and Hurt.

## **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

The Danville MPSA is served by the Danville Regional Medical Center and the Centra Gretna Medical Center. These medical centers offer comprehensive treatment to residents and the surrounding region. Danville Regional Medical Center is affiliated with both the Virginia Commonwealth University Medical Center and Duke University School of Medicine for residency training of physicians and administrators. The extensive medical resources of Duke University Hospital, University of Virginia Hospital, North Carolina Memorial Hospital, and Lynchburg General Hospital are also readily accessible.

The Danville Eye Center, the Danville Urologic Clinic, and several private urgent care facilities complement local medical service. The Southern Virginia Mental Health Institute located in Danville, is a regional facility of The Virginia Department of Mental Health. This 100-bed hospital provides short-term psychiatric hospital services.

The community is home to 136 physicians and 42 dentists.

Three nursing homes in Danville and one nursing home in Gretna provide long-term care for the aged. Two adult homes and two modern, assisted living facilities are also located in the area.

Public library services are provided by the Pittsylvania County Library that operates five branches in the county and the Danville Public Library which operates two branches. Rural service is enhanced by a bookmobile. In addition, libraries at both Averett University and Danville Community College are available to the public with combined collections of over 200,000 volumes.



# Community Facilities

**(continued)**

About 165 places of worship are located in the Danville MPSA representing all major faiths. Many Protestant denominations, a Roman Catholic, a Greek Orthodox Church, and two Jewish synagogues contribute to broad religious diversity.

Most retail and commercial activity in Pittsylvania County is found in the southern portion of the county near Danville and in the towns of Hurt, Gretna, and Chatham. Numerous shopping centers and a regional mall are found in and around Danville and feature a wide range of retail stores, including department and specialty shops. The city of Danville operates a Farmers' Market featuring fresh, locally grown produce, baked goods, and hand-made items. County residents are also well served by shopping choices ranging from food and convenience items and specialty clothing to discount department stores.

Residents and visitors alike can take advantage of many recreational and cultural activities in the Danville MPSA. Danville's Museum of Fine Arts and History is an affiliate of the Virginia Museum and contains art galleries, studio space for area artists, and an auditorium for musical and dramatic productions. Other private concert and theater groups are active and well supported by the community at large. A Planetarium and Science Museum in Chatham present numerous special programs free of charge to the public. The Danville Science Center is located in the Historic Tobacco Warehouse District in Danville. The Science Center is the first satellite of the Science Museum of Virginia, located in Richmond. Other private concert and theater groups are active and well supported by the community at large.

The Danville Parks and Recreation Department supervises a year-round program of activities including organized sports leagues, summer day camps, and special activities for the handicapped and senior citizens. Unique, high-adventure activities such as canoeing, rock climbing, rafting, and hang gliding are also sponsored by the city. The newest addition to the Danville Park system is the 150-acre Dan Daniel Memorial Park, which houses the home field of the Appalachian League's Danville Braves.

Pittsylvania County operates the Pittsylvania County Wayside Park consisting of 53 acres, a playground, baseball field, and a fishing pond. Elkhorn Park is the county's largest private park covering 604 acres and is centered on a 100-acre lake. For water sports enthusiasts, three large lakes, Smith Mountain, Buggs Island, and Hyco, provide excellent boating, fishing, swimming, and camping. Hunters will find the 2,710-acre White Oak Wildlife Management Area near Chatham is operated by the Virginia Commission of Game and Inland Fisheries and offers outstanding hunting possibilities, of deer, turkey, quail, dove, and other small game.

**(continued)**

In addition to natural recreation, there are many public and private facilities in the area that provide golf courses, tennis courts, and swimming pools for local residents. Local civil and social organizations also provide extensive athletic programs for youth and adults interested in team sports.

The area sponsors the four-day Harvest Jubilee, featuring live entertainment, crafts, and activities for all ages. Residents and visitors alike enjoy the arts and crafts, food, music, and fellowship at the spring Festival in the Park.

Professional auto racing is nearby in Martinsville, where four major NASCAR-sponsored events attract thousands of fans to the region. The communities of Martinsville, Danville, and South Boston have recently been designated as Virginia's Racing Region. Likewise, fans of collegiate athletics are close to several major universities such as Virginia Tech, University of Virginia, University of North Carolina, North Carolina State University, and Duke University where competitive football, basketball, and other sports events can be enjoyed.

Snow skiing at either Virginia or North Carolina slopes is within a two or three hour drive. The Blue Ridge Mountains are easily accessible to the west and the coastal beaches of Virginia and North Carolina are just four hours east.