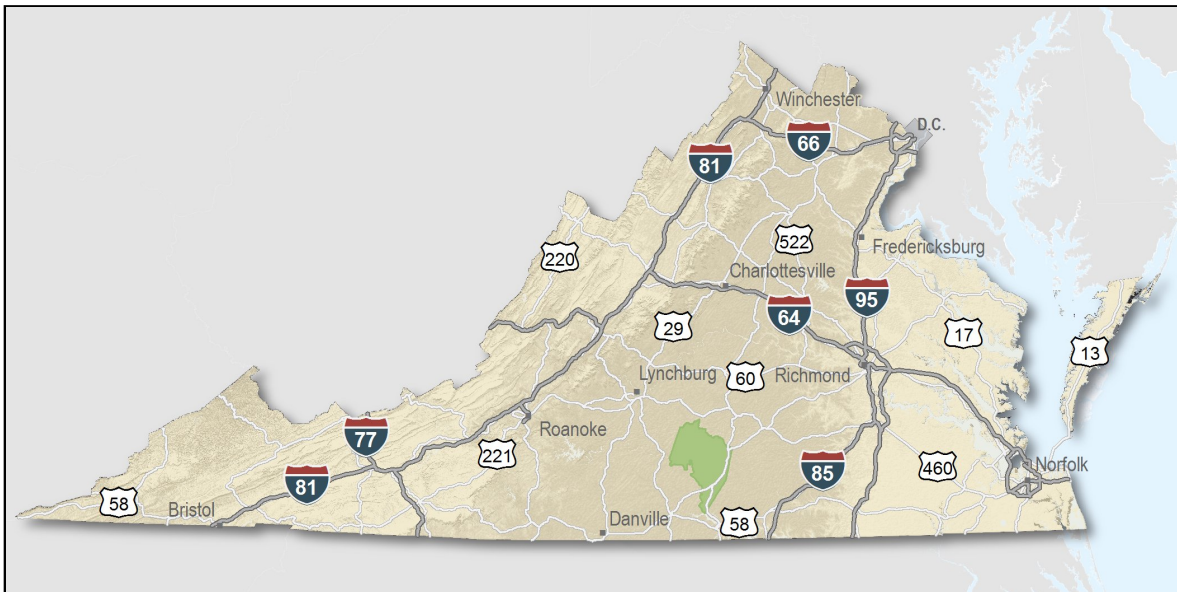

Charlotte County, Virginia

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.

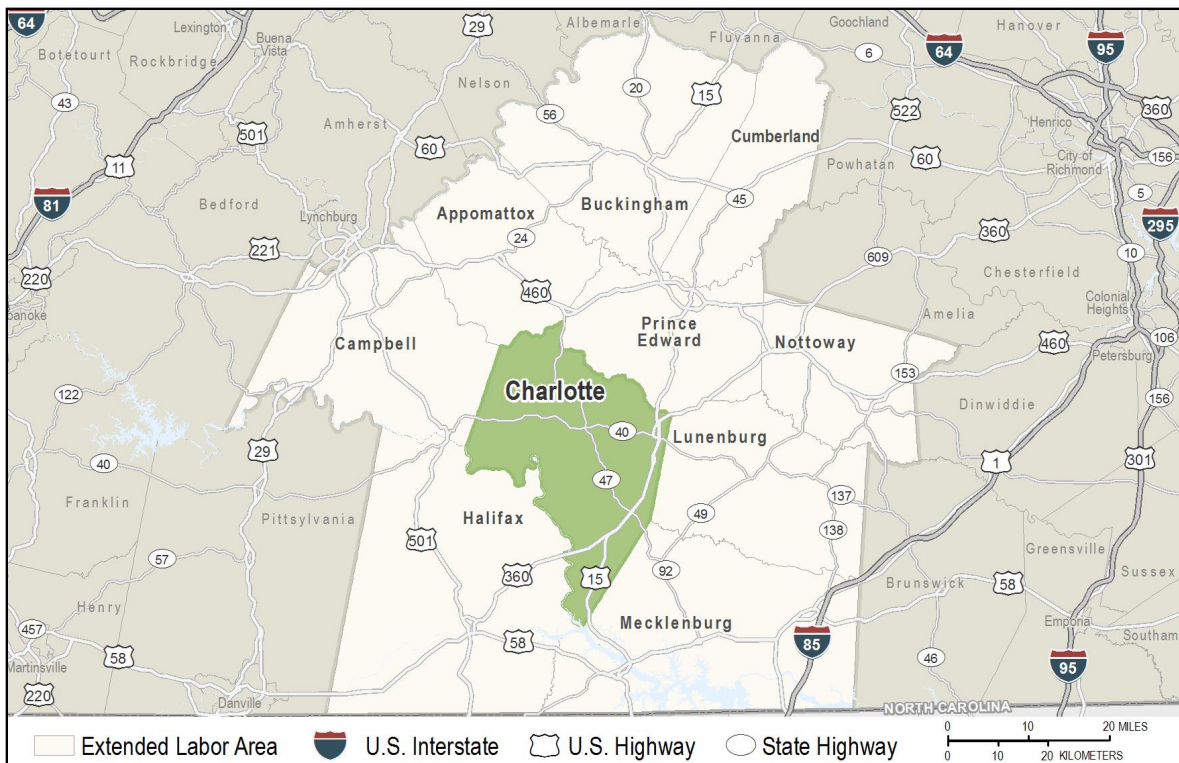
- AAA bond rating- Virginia has maintained a AAA rating since 1938, longer than any other state.
- Right-to-work law allows individuals the right to work regardless of membership in a labor union or organization.
- Corporate income tax rate of 6% has not been increased since 1972.
- Headquarters to 37 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

Charlotte County is located in south-central Virginia. The Roanoke/Staunton River and Buggs Island Lake form the county's southwestern boundary. The area is known for its strong agricultural heritage and its rich forest resources.

The county is located 90 miles southwest of Richmond, the state capital; 192 miles southwest of Washington, D.C.; and 98 miles northeast of Raleigh, N.C.



Labor Market

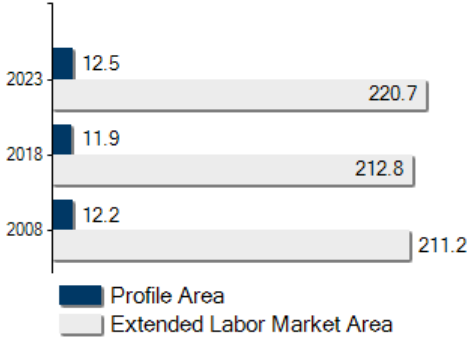
Population		
Gender Distribution (2018)		
Charlotte County	Male 49.4%	Female 50.6%
Race/Ethnicity (2018)		
Classification	Profile Area	Extended Labor Area
White	8,272	145,414
Black	3,356	60,693
Two or More	225	3,955
American Indian or Alaska Native	44	875
Asian	39	1,761
Pacific Islander	2	150
Hispanic (may be of any race)	246	2,214
Median Age (2018)		46 years

Civilian Labor Force (2018)	
Charlotte County	5,225
Extended Labor Market Area	94,845
Total	100,070

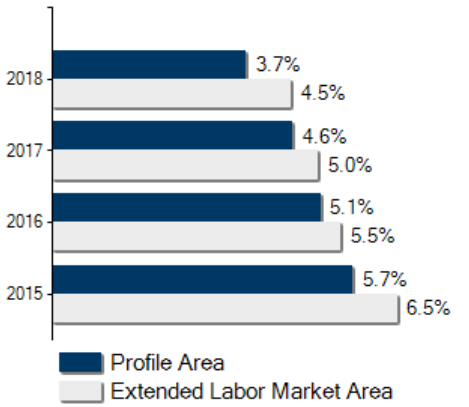
Labor Force Participation (2013-2017)	
Charlotte County	53.5%
Extended Labor Market Area	54.0%

Unemployment	
Unemployment Rate (December 2019)	
Charlotte County	3.6%
Extended Labor Market Area	3.2%
Statewide	2.5%
Unemployed (2018)	
Charlotte County	191
Extended Labor Market Area	3,487
Total	3,678
Underemployed (4th Quarter 2019)	
Charlotte County	467
Extended Labor Market Area	8,813
Total	9,280

Population in Thousands



Unemployment Rates





Labor Market

Commute Time (2013-2017)

Worked from home	327	6.8%
Under 15 minutes	1,027	22.9%
15-24 minutes	690	15.4%
25-34 minutes	1,103	24.6%
35-44 minutes	587	13.1%
45-59 minutes	610	13.6%
Over 60 minutes	462	10.3%
Mean Travel Time to Work (minutes)		31

Additional Labor Resources

High School Graduates Not Continuing (2017-2018)	12
Two-Year College Graduates (Spring 2018)	568
Two-Year College Enrollees (Fall 2018)	2,130
Other College and University Graduates (Spring 2018)	1,350
Total	4,060

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.

Charlotte County	4
Extended Labor Market Area	63
Total	67

Educational Attainment

On-Time Graduation Rate (Class of 2018)	89.0%
Percentage of Charlotte County population age 25+ who are high school graduates (2013-2017)	81.4%
Percentage of Charlotte County population age 25+ who have earned a Bachelor's Degree or higher (2013-2017)	11.9%



Labor Market

Employment by Sector* (4th Qtr. 2018)

Agriculture Forestry Fishing and Hunting	129	4.5%
Mining Quarrying and Oil and Gas Extraction	0	0
Utilities	0	0
Construction	63	2.2%
Manufacturing	487	17.1%
Wholesale Trade	90	3.2%
Retail Trade	271	9.5%
Transportation and Warehousing	272	9.5%
Information	N.D.	N.D.
Finance and Insurance	35	1.2%
Real Estate and Rental and Leasing	10	0.4%
Professional Scientific and Technical Services	48	1.7%
Management of Companies and Enterprises	N.D.	N.D.
Administrative and Support and Waste Management	63	2.2%
Educational Services	0	0
Health Care and Social Assistance	344	12.1%
Arts Entertainment and Recreation	18	0.6%
Accommodation and Food Services	87	3.1%
Other Services	88	3.1%
Total Government	819	28.7%
Federal Government	38	1.3%
State Government	225	7.9%
Local Government	556	19.5%
Unclassified	6	0.2%
Total	2,849	100.0%

N.D. - Not Disclosed

*By Business Establishment

Labor Market

Major Employers

Manufacturing

Company

Cardinal Homes Inc.
Genesis Products, Inc.
Heidi-Ho, Inc.
Morgan Lumber Company, Inc.
Ontario Hardwood Company
Tate Lumber Company Inc.

Product/Service

Modular homes
Wood products
Apparel
Sawmill
Sawmill/Dry kiln
Sawmill

NonManufacturing

Company

Southside Virginia Community College
United Parcel Service

Product/Service

Higher education
Courier

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

Date	Type	Company	Product/Service	Employees Affected
9/30/2018	Closing	The Corsi Group	Manufactures cabinets	52

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

Labor Market

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	11.32	12.14	23,550	25,263
Heavy and Tractor-Trailer Truck Drivers	20.09	18.82	41,784	39,137
Inspectors, Testers, Sorters, Samplers, and Weighers	18.27	18.95	37,994	39,413
Welders, Cutters, Solderers, and Brazers	14.64	15.72	30,452	32,695
First-Line Supervisors of Production and Operating Workers	19.05	19.50	39,621	40,552
Maintenance and Repair Workers, General	25.90	26.50	53,876	55,115
Industrial Machinery Mechanics	16.56	18.06	34,448	37,570
Bus and Truck Mechanics and Diesel Engine Specialists	22.41	23.28	46,603	48,419
Office Clerks, General	22.92	23.53	47,675	48,949
Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	12.36	13.70	25,719	28,486
Receptionists and Information Clerks	15.17	16.26	31,550	33,820
Customer Service Representatives	13.86	13.70	28,825	28,494
Bookkeeping, Accounting, and Auditing Clerks	13.57	14.82	28,220	30,829
First-Line Supervisors of Office and Administrative Support Workers	16.52	16.81	34,358	34,957
Computer User Support Specialists	23.04	25.57	47,928	53,183
Network and Computer Systems Administrators	22.74	23.05	47,289	47,962
Computer Systems Analysts	33.64	36.26	69,957	75,425
Accountants and Auditors	38.14	38.67	79,336	80,445
Human Resources Specialists	31.01	33.01	64,491	68,654
	24.85	26.00	51,697	54,095

Per Capita Personal Income (2017)

\$33,975

Median Family Income (2013-2017)

\$48,104

Education

Public School Enrollment (Fall 2018)

Level	Number	Enrollment
Elementary	3	909
Middle	1	411
High School	1	530

Student Teacher Ratio (FY 2018)

Elementary	14:1
Secondary	7:1

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

12,788.00

On-Time Graduation Rate (Class of 2018)

89.0%

High School Graduates Continuing Education (2017-2018)

92.3%

Advanced Programs (2017-2018)

Governor's Schools The Governor's School of Southside Virginia
--

Education

Workforce Development Facilities

Facility	Type
Amelia-Nottoway Technical Center	Career and Technical Center
Southern Virginia Center Of Manufacturing Excellence	Center of Excellence
Virginia Workforce Center - Victoria	Informational Center
Virginia Workforce Center-Charlotte Courthouse	Satellite Center
Virginia Workforce Center-Farmville	Satellite Center
Virginia Workforce Center-South Boston	Satellite Center
Virginia Workforce Center-South Hill	Satellite Center
Workforce Information Center - Alberta	Informational Center
Workforce Information Center - Crewe	Informational Center
Workforce Information Site - Amelia	Informational Center
Workforce Information Site - Cumberland	Informational Center

Higher Education Facilities – Fall 2018

Facility	Enrollment
Longwood University	4,911
Southside Virginia Community College - John H. Daniel Campus	2,130
Hampden-Sydney College	1,072
Southern Virginia Higher Education Center	*

* Enrollment figures are included in participating colleges and universities.



Transportation

Interstates

Name	Distance
I-85	24.1 miles (38.8 km.)
I-81	49.1 miles (79.0 km.)

Note: Measured from border of locality/region.

Highways

Highway 15	Highway 360	Highway 40	Highway 47	Highway 59
Highway 92				

Commercial Air Service

Lynchburg Regional Airport, Lynchburg -- 54.9 miles (88.3 km.)		
American Airlines		

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



Transportation

General Aviation Service

Name	Runway Length
Chase City Municipal Airport, Chase City	3,400 ft (1,036 m)

Freight Rail Service

Buckingham Branch Railroad Norfolk Southern Railway Company Virginia Southern Railway

Seaports

Name	Distance
Port of Virginia (Richmond Marine Terminal)	86.0 miles (138.4 km)
Port of Virginia	170.0 miles (273.6 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
Richmond-Petersburg	96.2 miles (154.9 km)
Raleigh-Durham	97.0 miles (156.1 km)
Port of Washington - Dulles	195.5 miles (314.6 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	
Electric	Mecklenburg Electric Cooperative
Electric	Southside Electric Cooperative
Electric	Dominion Energy
Telecommunications	Verizon South
Telecommunications	Verizon-Virginia
Telecommunications	Shentel
Telecommunications	Mid-Atlantic Broadband Cooperative
Telecommunications	Buggs Island Telephone Cooperative
Telecommunications	Kinex Telecom, Inc.
Telecommunications	CenturyLink
Telecommunications	GNS Networks
Water	Town of Keysville
Water	Town of Drakes Branch
Water	Town of Charlotte Court House
Water	Town of Phenix
Waste Water Treatment	Town of Keysville
Waste Water Treatment	Town of Drakes Branch
Waste Water Treatment	Town of Charlotte Court House
Waste Water Treatment	Town of Phenix
Solid Waste Disposal	Town of Charlotte Court House
Solid Waste Disposal	Town of Drakes Branch
Solid Waste Disposal	Town of Keysville
Solid Waste Disposal	Town of Phenix
Solid Waste Disposal	Southside Regional Public Service Authority Regional Landfill

Financial Institutions

Financial Institutions – 4th Qtr 2018 Assets

Bank	Assets (US\$ Millions)
Blue Ridge Bank	538.9
The Bank of Charlotte County	135.4



Government and Taxes

Government

Charlotte County has a County Administrator and a seven-member Board of Supervisors.

The county has a comprehensive plan, subdivision ordinance, and zoning ordinance.

Charlotte Court House is the county seat. Drakes Branch, Keysville, and Phenix are the other incorporated towns.

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 \(Charlotte\) pdf](#)

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



Community Facilities

Residents of Charlotte County utilize several hospitals in the region. Centra Southside Community Hospital, located 30 miles away in Farmville, is a 116-bed acute-care facility that offers emergency care, surgery, obstetrics, pediatrics, coronary, intensive care, and diagnostic services. Thirty-five miles away, the 192-bed Halifax Regional Hospital offers a full range of acute care medical services that include an emergency room, intensive and cardiac care, physical therapy, and a new Maternity and Newborn Center. Two additional hospitals are located in Lynchburg, approximately 50 miles away. Consolidated under the Parent Corporation of Centra Health, Virginia Baptist Hospital and Lynchburg General Hospital have a combined capacity of 657 beds. These facilities provide a wide range of services that include obstetrics, pediatrics, psychiatry, cobalt therapy, and neurological intensive care.

The County's Health Department provides a variety of public services that include diagnostic services, maternity and pediatric care.

Eight physicians, three dentists, one orthodontist, two nurse practitioners, one counselor, and one dietitian practice in the county.

The Charlotte County public library system with 51,000 volumes includes a main library in Charlotte Court House and branches in Keysville, Phenix, and Wylliesburg. In addition to these facilities, Southside Virginia Community College in Keysville opens its 44,000-volume library to the public.



Community Facilities

(continued)

There are 71 places of worship representing the predominant Protestant denominations in the county. Catholic churches can be found in Farmville and Brookneal, and a Jewish synagogue is located in Lynchburg.

Over 50 retail and service-related stores are dispersed throughout the county. The downtown areas of Charlotte Court House, Keysville, Drakes Branch, and Phenix support a variety of retail establishments that include restaurants, hardware stores, arts and crafts shops, clothing stores, bookstores, and antique shops. The county's close proximity to Lynchburg and Farmville provides residents additional shopping and entertainment options that include a regional mall and numerous neighborhood retail centers.

The Charlotte County area offers a variety of recreational opportunities. At the southern tip of the county is Buggs Island Lake. Here the outdoor enthusiast can find fishing, swimming, camping, boating, and picnic areas. Two other nearby facilities, Staunton River Battlefield State Park and Twin Lakes State Park, also offer an array of water sports, fishing, and picnicking activities.

The county operates a public recreational program. There are 14 community ballparks, four private swimming pools, and five public tennis courts. A private 9-hole golf course can be found at Briery Country Club in Keysville. The Charlotte County Recreation program offers a variety of programs directed toward the county's youth throughout the year, including youth football, cheerleading, softball, baseball, volleyball, karate, wrestling, and 4-H programs.

An annual Fourth of July celebration featuring arts and crafts, music, picnicking, and fireworks is held at historic Red Hill, the burial place of Patrick Henry. Another annual event during the summer is Dixie Days. This event features jazz music, games, crafts, and home-cooked foods. Charlotte County Celebration & Earth Day Festival is a Charlotte County community and environmental awareness day held the second Saturday each May with participation from local agencies and organizations featuring arts and crafts, contests, fireworks, music, and community pride.

[Virginia's Growth Alliance Profile](#)

[Charlotte County](#)

[Virginia's Heartland Partnership](#)