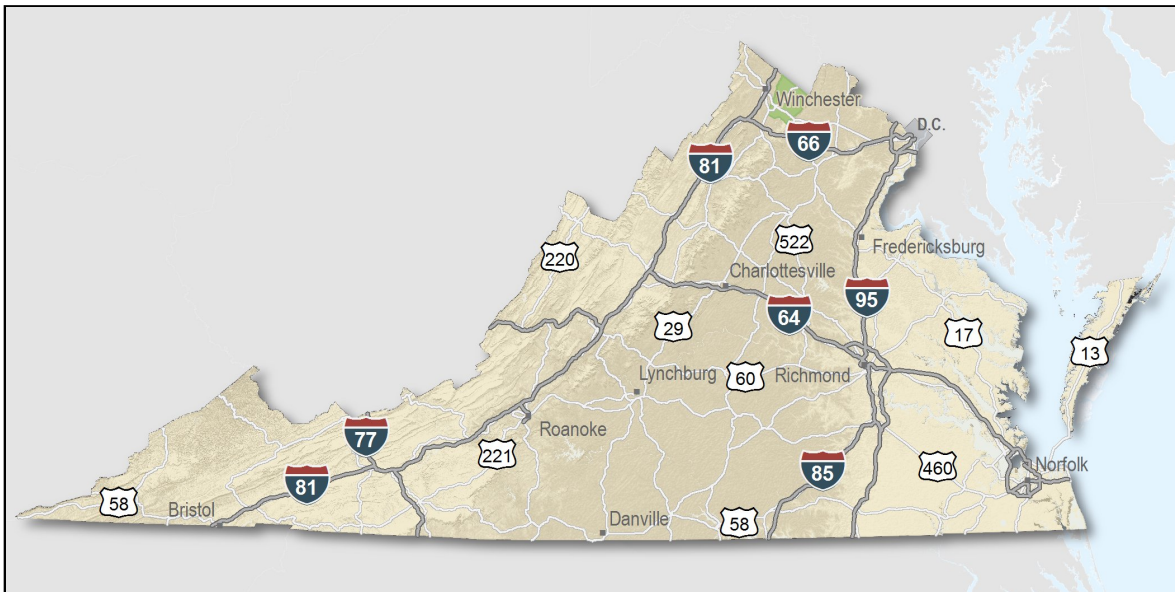

Clarke County, Virginia

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.



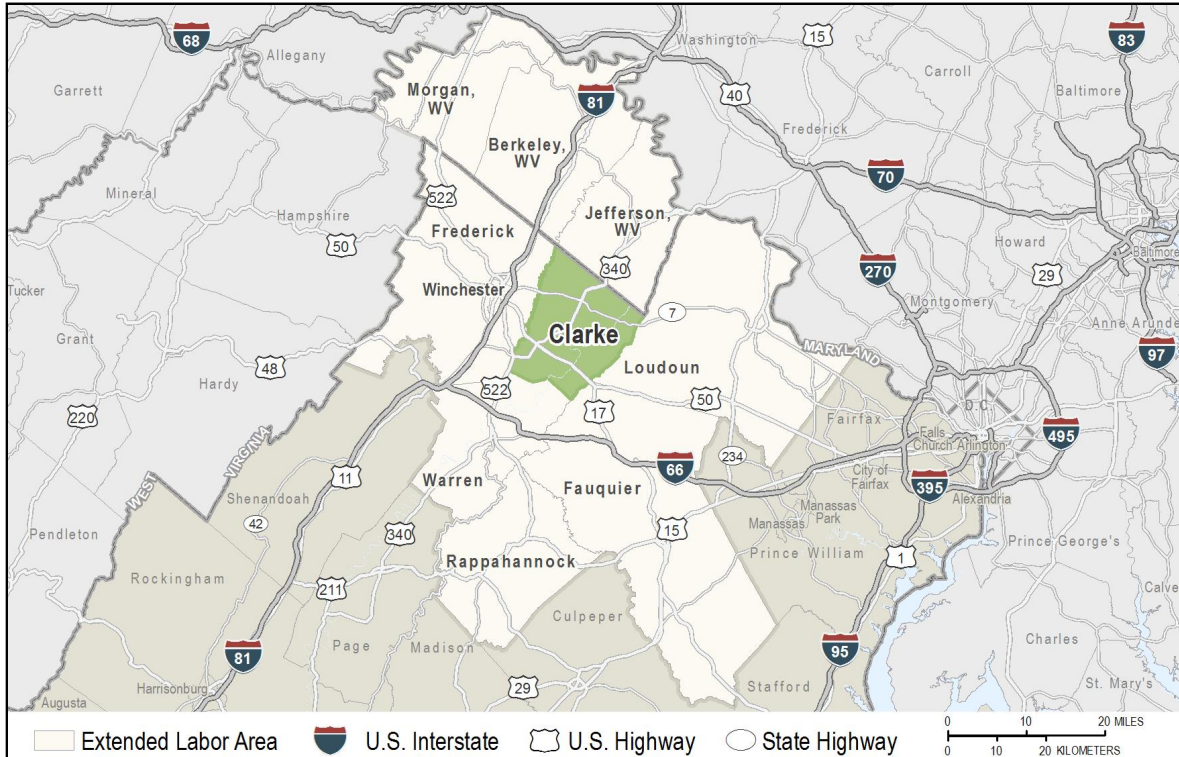
Location

Clarke County is located in the northwestern portion of Virginia, at the northern end of the scenic and historic Shenandoah Valley. The county is a predominately rural community where some of the best apples, finest thoroughbred horses and dairy cattle are produced in the world.

Washington, D.C. is 60 miles east and Richmond, the state capital, is 135 miles southeast.

The Virginia Inland Port in Warren County is 15 miles south.

Clarke County is part of the Washington-Arlington-Alexandria Metropolitan Statistical Area (MSA).



Labor Market

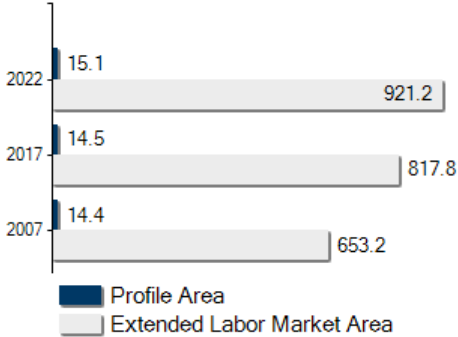
Population		
Gender Distribution (2017)		
Clarke County	Male 49.8%	Female 50.2%
Race/Ethnicity (2017)		
Classification	Profile Area	Extended Labor Area
White	13,154	645,274
Black	702	58,755
Two or More	354	26,116
Asian	215	83,362
American Indian or Alaska Native	73	3,574
Pacific Islander	10	708
Hispanic (may be of any race)	840	7,560
Median Age (2017)		47 years

Civilian Labor Force (2017)	
Clarke County	7,519
Extended Labor Market Area	423,508
Total	431,027

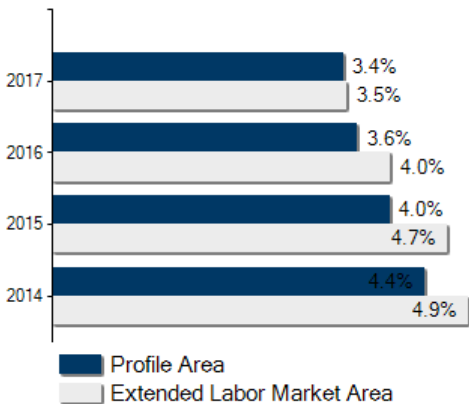
Labor Force Participation (2013-2017)	
Clarke County	62.3%
Extended Labor Market Area	69.9%

Unemployment	
Unemployment Rate (September 2018)	
Clarke County	2.6%
Extended Labor Market Area	2.6%
Statewide	2.8%
Unemployed (2017)	
Clarke County	258
Extended Labor Market Area	13,725
Total	13,983
Underemployed (3rd Quarter 2018)	
Clarke County	666
Extended Labor Market Area	38,883
Total	39,549

Population in Thousands



Unemployment Rates





Labor Market

Commute Time (2013-2017)

Worked from home	505	7.4%
Under 15 minutes	1,213	19.2%
15-24 minutes	1,472	23.3%
25-34 minutes	1,137	18.0%
35-44 minutes	417	6.6%
45-59 minutes	746	11.8%
Over 60 minutes	1,333	21.1%
Mean Travel Time to Work (minutes)		36

Additional Labor Resources

High School Graduates Not Continuing (2017-2018)	30
Two-Year College Graduates (Spring 2017)	1,338
Two-Year College Enrollees (Fall 2017)	11,907
Other College and University Graduates (Spring 2017)	2,040
Total	15,315

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.

Clarke County	
Extended Labor Market Area	44
Total	44

Educational Attainment

On-Time Graduation Rate (Class of 2017)	97.9%
Percentage of Clarke County population age 25+ who are high school graduates (2013-2017)	86.9%
Percentage of Clarke County population age 25+ who have earned a Bachelor's Degree or higher (2013-2017)	31.5%



Labor Market

Employment by Sector* (2nd Qtr. 2018)

Agriculture Forestry Fishing and Hunting	143	3.7%
Mining Quarrying and Oil and Gas Extraction	N.D.	N.D.
Utilities	0	0
Construction	269	6.9%
Manufacturing	621	16.0%
Wholesale Trade	186	4.8%
Retail Trade	268	6.9%
Transportation and Warehousing	33	0.8%
Information	28	0.7%
Finance and Insurance	79	2.0%
Real Estate and Rental and Leasing	41	1.1%
Professional Scientific and Technical Services	227	5.8%
Management of Companies and Enterprises	N.D.	N.D.
Administrative and Support and Waste Management	126	3.2%
Educational Services	266	6.8%
Health Care and Social Assistance	299	7.7%
Arts Entertainment and Recreation	21	0.5%
Accommodation and Food Services	216	5.6%
Other Services	203	5.2%
Total Government	747	19.2%
Federal Government	28	0.7%
State Government	83	2.1%
Local Government	636	16.3%
Unclassified	22	0.6%
Total	3,891	100.0%

N.D. - Not Disclosed

*By Business Establishment

Labor Market

Major Employers	
Manufacturing	
Company	Product/Service
Berryville Graphics Inc.	Book printing
Powhatan School	Private K-8 education
Pumpnickel Press	Greeting Cards
Timberlake Cabinetry Inc	Cabinetry and Millwork
Trelleborg Inc.	Marine Equipment and Construction
NonManufacturing	
Company	Product/Service
Grafton School Inc.	Secondary education

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

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	14.09	14.40	29,298	29,941
Heavy and Tractor-Trailer Truck Drivers	18.67	18.90	38,824	39,312
Inspectors, Testers, Sorters, Samplers, and Weighers	19.82	20.66	41,221	42,973
First-Line Supervisors of Production and Operating Workers	18.42	18.87	38,315	39,258
Maintenance and Repair Workers, General	29.97	31.76	62,336	66,058
Industrial Machinery Mechanics	19.58	19.74	40,718	41,064
Bus and Truck Mechanics and Diesel Engine Specialists	23.71	24.28	49,331	50,495
Office Clerks, General	21.60	22.13	44,936	46,027
Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	14.38	15.19	29,909	31,605
Receptionists and Information Clerks	17.75	18.00	36,924	37,455
Customer Service Representatives	13.08	13.18	27,204	27,430
Bookkeeping, Accounting, and Auditing Clerks	18.72	18.59	38,945	38,659
First-Line Supervisors of Office and Administrative Support Workers	17.61	18.67	36,612	38,825
Computer Occupations, All Other	27.39	26.57	56,982	55,265
Computer User Support Specialists	44.11	44.00	91,747	91,522
Computer Systems Analysts	24.26	24.16	50,459	50,254
Accountants and Auditors	40.59	42.98	84,423	89,403
Management Analysts	36.00	37.92	74,869	78,866
Human Resources Specialists	40.24	41.72	83,710	86,793
	33.26	34.85	69,179	72,492

Per Capita Personal Income (2016)

\$59,162

Median Family Income (2013-2017)

\$94,496

Education

Public School Enrollment (Fall 2017)

Level	Number	Enrollment
Elementary	2	832
Middle	1	472
High School	1	674

Student Teacher Ratio (FY 2017)

Elementary	11:1
Secondary	11:1

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

11,631.00

On-Time Graduation Rate (Class of 2017)

97.9%

High School Graduates Continuing Education (2017-2018)

80.8%

Advanced Programs (2017-2018)

Governor's Schools	
Mountain Vista Governor's School	
Governor's School Enrollment	8
Senior International Baccalaureate (IB) Enrollment	9
Seniors Awarded IB Diplomas	6
Students taking 1 or more Advanced Placement (AP) Courses	192
Students taking 1 or more AP Exams	65
Students taking 1 or more Dual Enrollment Courses	145

Education

Workforce Development Facilities

Facility	Type
Lord Fairfax Community College Workforce Solutions	Career and Technical Center
Valley Workforce Center - Harrisonburg	Comprehensive Center
Valley Workforce Center - Luray	Satellite Center
Valley Workforce Center - Rockbridge	Satellite Center
Valley Workforce Center - Staunton	Satellite Center
Valley Workforce Center - Winchester	Satellite Center

Higher Education Facilities – Fall 2017

Facility	Enrollment
Strayer University - Loudoun Campus	6,473 ^{†‡}
Lord Fairfax Community College - Middletown Campus	5,434
Shenandoah University	3,844
George Washington University - Virginia Science and Technology Campus	1,856
Christendom College	569
Patrick Henry College	⁺

[†] Enrollment figures are not available.

[‡] Enrollment figures are for all campuses.

[°] Fall 2016 Enrollment

Transportation

Interstates	
Name	Distance
I-81	3.0 miles (4.8 km.)
I-66	5.0 miles (8.0 km.)
I-70	24.7 miles (39.8 km.)
I-270	27.8 miles (44.7 km.)
I-68	32.0 miles (51.5 km.)
I-370	33.8 miles (54.4 km.)
I-495	36.0 miles (57.9 km.)
I-95	42.1 miles (67.7 km.)

Note: Measured from border of locality/region.

Highways				
Highway 255 Highway 7	Highway 277	Highway 340	Highway 50	Highway 522

Commercial Air Service		
Washington Dulles International Airport, Dulles -- 47.9 miles (77.1 km.)		
Aeroflot Airlines	Air Canada	Air France
All Nippon Airways	American Airlines	Austrian Airlines
British Airways	Delta Air Lines	Ethiopian Airlines
Frontier Airlines	Icelandair	KLM Royal Dutch Airlines
Korean Air Lines	Lufthansa German Airlines	Saudi Arabian Airlines
Southwest Airlines	United Airlines	Virgin Atlantic Airways
Alaska Airlines	JetBlue Airways	South African Airlines
SAS/Scandinavian Airlines	Air Lingus	Copa Airlines
Virgin America	Avianca	Qatar
Porter Airlines	Turkish Airlines	AeroMexico
Brussels Airlines	Emirates	Etihad Airways
Air China	LATAM Airlines	Royal Air Maroc
Southern Airways Express		
Hagerstown Regional Airport/Richard A Henson Field, Hagerstown, MD -- 57.3 miles (92.1 km.)		



Transportation

Allegiant Air	Southern Airways Express	
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Transportation

Commercial Air Service

Ronald Reagan Washington National Airport, Arlington -- 69.1 miles (111.2 km.)

Air Canada	American Airlines	Delta Air Lines
Frontier Airlines	Southwest Airlines	Sun Country Airlines
United Airlines	Alaska Airlines	JetBlue Airways
Virgin America		

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



Transportation

General Aviation Service

Name	Runway Length
Winchester Regional Airport, Winchester	5,498 ft (1,676 m)

Freight Rail Service

CSX Transportation Norfolk Southern Railway Company
--

Seaports

Name	Distance
Port of Virginia (Inland Port Front Royal)	17.0 miles (27.4 km)
Port of Virginia	205.0 miles (329.9 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
Port of Washington - Dulles	47.9 miles (77.1 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	Rappahannock Electric Cooperative
Natural Gas	Shenandoah Gas Company
Telecommunications	Verizon-Virginia
Water	Town of Berryville
Waste Water Treatment	Town of Berryville
Solid Waste Disposal	Frederick County Landfill

Financial Institutions

Financial Institutions – 1st Qtr 2018 Assets

Bank	Assets (US\$ Millions)
Branch Banking and Trust Company	215,012.0
Bank of Clarke County	768.8



Government and Taxes

Government

Clarke County has a County Administrator and a five-member Board of Supervisors.

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

Berryville is the county seat. Boyce is the only other incorporated town.

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 (Clarke) [pdf](#)

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



Community Facilities

Clarke County residents utilize the extensive medical services available at Winchester Medical Center. This 403-bed acute care facility offers a wide range of services that include diagnostic capabilities, surgery, and emergency care.

The county has three facilities that deliver care for the elderly. Additional nursing care and adult retirement communities such as Westminster-Canterbury are available in Winchester.

There are five physicians and three dentists who maintain practices in Clarke County.

Clarke County residents utilize the Handley Regional Library in Winchester. This 175,000-volume facility offers an array of services that includes a bookmobile and special reading programs for children and adults. A branch of this library with over 7,000 volumes is located in the town of Berryville.

There are over 30 churches representing predominate Protestant denominations and the Catholic faith in the county. A Jewish synagogue is located in Winchester.

Residents of Clarke County enjoy exceptional shopping opportunities in over 120 retail establishments dispersed throughout the county. The downtown area of Berryville offers a unique assortment of quaint antique and specialty shops. Additional shopping can be found at the many centers and malls located throughout the region.

Throughout the Shenandoah Valley there are numerous opportunities to pursue outdoor recreation. The Shenandoah River provides residents, as well as tourists, swimming, boating, canoeing, and fishing activities. Hiking, picnicking, and camping can be found along the Appalachian Trail. Snow and grass skiing are available at Bryce Mountain Resort in nearby Shenandoah County.

The area has a rich historical heritage. The Colonial Period is highlighted by the many stately manors, modest cottages, and churches that date back to the 1700's. Civil War enthusiasts can relive the daring exploits of Mosby's Rangers and retrace Stonewall Jackson's Valley Campaign.

Clarke County is home to numerous thoroughbred horse races. Fox hunting is a popular pursuit during the fall. The Blue Ridge Hunt sponsors an annual horse show in June. Deer and small game hunting opportunities are also plentiful throughout the area.

Public recreation facilities in Clarke County include one 18-hole golf course, six playing fields, two swimming pools, and nine tennis courts.

With Clarke County's close proximity to the Washington, D.C. area, residents can enjoy the numerous cultural, educational, and entertainment benefits of the nation's capital.

[Washington-Arlington-Alexandria MSA Profile](#)
[Northern Shenandoah Valley Profile](#)