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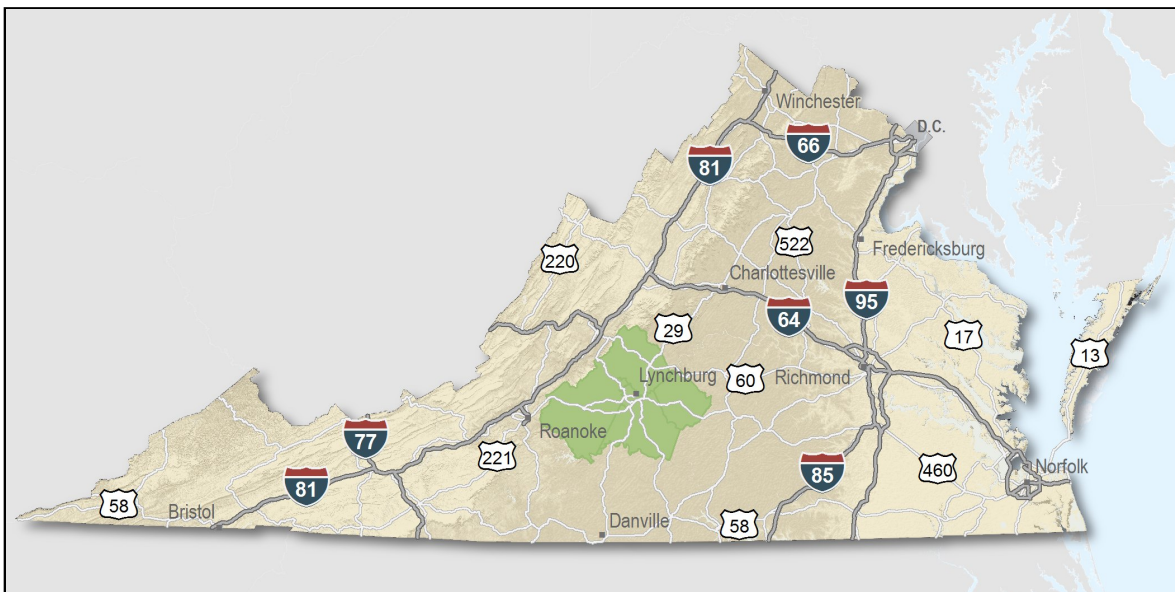
# Lynchburg Region, Virginia

# 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.



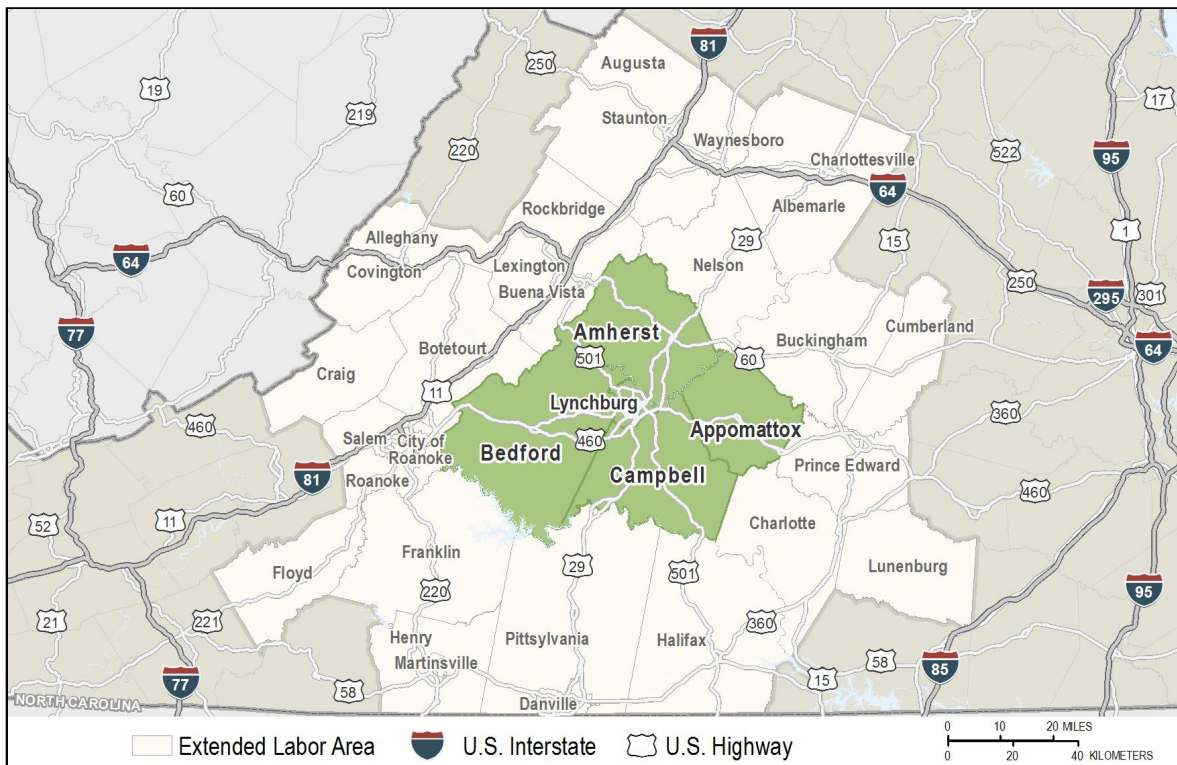
# Location

The 2,122-square mile Lynchburg Region is located in south central Virginia in the foothills of the Blue Ridge Mountains. The historic James River bisects the region with the Roanoke (Staunton) River and expansive 23,400-acre Smith Mountain Lake situated to the south.

The region's two major U.S. highways, Routes 29 and 460 have become corridors for most of the industrial, commercial, and residential development.

The city of Lynchburg, located at the intersection of U.S. Routes 29 and 460 and at the heart of the area's Lynchburg Metropolitan Statistical Area (MSA), is a major highway and transportation hub, as well as a diversified manufacturing center.

Lynchburg is 110 miles west of Richmond, the state capital; 190 miles west of Norfolk; and 52 miles east of Roanoke.



# Lynchburg Region

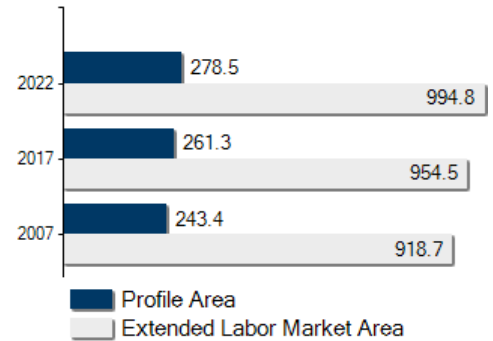
The Lynchburg Region offers a thriving pro-business environment and workforce, renowned higher education institutions, solid infrastructure, and rich quality of life. The manufacturing sector is a vital part of the local economy, and the region touts advantages in steel and metals, nuclear technology, wireless infrastructure and communication, and financial and business support services. Excellent water quality and capacity positions the region to be a leader in food and beverage processing, as well.



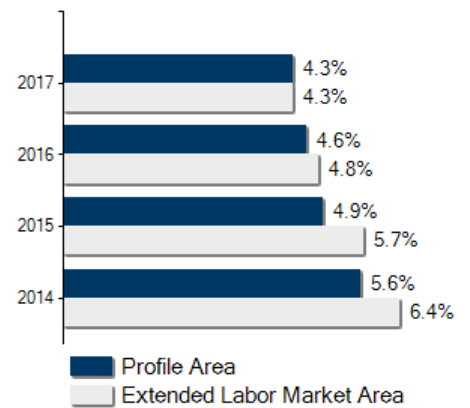
# Labor Market

Population		
<b>Gender Distribution (2017)</b>		
Lynchburg Region	Male	Female
	48.3%	51.7%
<b>Race/Ethnicity (2017)</b>		
	<b>Profile Area</b>	<b>Extended Labor Area</b>
<b>Classification</b>		
White	205,108	744,596
Black	45,522	165,159
Two or More	5,152	19,687
Asian	4,191	20,925
American Indian or Alaska Native	1,135	3,611
Pacific Islander	146	566
Hispanic (may be of any race)	7,295	37,967
<b>Median Age (2017)</b>		
Amherst		45 years
Appomattox		43 years
Bedford		47 years
Campbell		43 years
Lynchburg		28 years

## Population in Thousands



## Unemployment Rates





# Labor Market

## Civilian Labor Force (2017)

Lynchburg Region	122,294
Extended Labor Market Area	461,121
Total	583,415

## Labor Force Participation (2013-2017)

Lynchburg Region	59.4%
Extended Labor Market Area	58.5%

## Unemployment

<b>Unemployment Rate (September 2018)</b>	
Lynchburg Region	3.1%
Extended Labor Market Area	2.9%
Statewide	2.8%
<b>Unemployed (2017)</b>	
Lynchburg Region	5,316
Extended Labor Market Area	18,793
Total	24,109
<b>Underemployed (3rd Quarter 2018)</b>	
Lynchburg Region	12,784
Extended Labor Market Area	42,428
Total	55,212



# Labor Market

## Commute Time (2013-2017)

Worked from home	4,649	3.9%
Under 15 minutes	33,047	29.2%
15-24 minutes	37,901	33.4%
25-34 minutes	21,943	19.4%
35-44 minutes	7,063	6.2%
45-59 minutes	7,126	6.3%
Over 60 minutes	6,182	5.5%
Mean Travel Time to Work (minutes)		
Amherst		24
Appomattox		32
Bedford		27
Campbell		25
Lynchburg		17

## Additional Labor Resources

High School Graduates Not Continuing (2017-2018)	560
Two-Year College Graduates (Spring 2017)	3,697
Two-Year College Enrollees (Fall 2017)	17,299
Other College and University Graduates (Spring 2017)	21,063
Total	42,619

## 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.

Lynchburg Region	94
Extended Labor Market Area	521
<b>Total</b>	<b>615</b>

## Educational Attainment

On-Time Graduation Rate (Class of 2017)	91.2%
Percentage of Lynchburg Region population age 25+ who are high school graduates (2013-2017)	87.2%
Percentage of Lynchburg Region population age 25+ who have earned a Bachelor's Degree or higher (2013-2017)	26.5%



# Labor Market

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

Agriculture Forestry Fishing and Hunting	390	0.4%
Mining Quarrying and Oil and Gas Extraction	N.D.	N.D.
Utilities	N.D.	N.D.
Construction	5,267	5.3%
Manufacturing	14,706	14.7%
Wholesale Trade	3,371	3.4%
Retail Trade	12,695	12.7%
Transportation and Warehousing	2,034	2.0%
Information	862	0.9%
Finance and Insurance	3,150	3.2%
Real Estate and Rental and Leasing	1,093	1.1%
Professional Scientific and Technical Services	4,966	5.0%
Management of Companies and Enterprises	1,246	1.2%
Administrative and Support and Waste Management	4,449	4.5%
Educational Services	2,148	2.2%
Health Care and Social Assistance	15,820	15.8%
Arts Entertainment and Recreation	996	1.0%
Accommodation and Food Services	9,549	9.6%
Other Services	3,588	3.6%
Total Government	13,042	13.1%
Federal Government	568	0.6%
State Government	2,387	2.4%
Local Government	10,087	10.1%
Unclassified	274	0.3%
<b>Total</b>	<b>99,848</b>	<b>100.0%</b>

N.D. - Not Disclosed

\*By Business Establishment

## Employment by Occupation (2017)

Construction, Extraction & Maintenance	8,780	9.0%
Farming, Fishing & Forestry	280	0.3%
Managerial, Professional & Related	26,790	27.5%
Production, Transportation & Material	16,980	17.4%
Moving		
Sales & Office	24,990	25.7%
Service	19,600	20.1%
<b>Total</b>	<b>97,420</b>	<b>100%</b>

# Labor Market

Major Employers	
<b>Manufacturing</b>	
<b>Company</b>	<b>Product/Service</b>
Abbott Laboratories	Pharmaceuticals
Areva	Nuclear power, fuels, engineering
Barr Laboratories Inc.	Pharmaceuticals
BGF Industries, Inc.	Fiberglass fabric
BWX Technologies, Inc.	Industrial machinery, nuclear, military
Fleet Laboratories	Pharmaceuticals
Frito-Lay Inc.	Snack foods
Georgia-Pacific	Paperboard
Progress Printing Company	Full service commercial and catalogue printing
Sam Moore Furniture, Inc.	Upholstered furniture
<b>NonManufacturing</b>	
<b>Company</b>	<b>Product/Service</b>
Centra Health, Inc.	Health care
J. Crew Outfitters Inc.	Mail order clothing
Lynchburg College	Higher education



# Labor Market

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

Date	Type	Company	Product/Service	Employees Affected
1/31/2016	Layoff	Areva NP, Inc.*	Manufacturer of nuclear powerplant components	50
3/11/2016	Closing	Nationwide Insurance	Insurance and financial services company	85
4/1/2016	Layoff	Genworth Financial	Insurance services	200
8/16/2016	Layoff	Genworth Financial	Insurance and financial services firm	15
11/15/2016	Layoff	Areva NP, Inc.*	Manufacturer of nuclear reactor components	12
3/17/2017	Closing	Timken	Manufacturer of ball bearings, transmissions, gear boxes, and belts	124
4/21/2017	Closing	Valley Processing	Rubber compounding company	40

\*Internationally-owned

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

Petitions filed for representation	2
Elections won by union	1
Elections won by company	1

### 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	11.84	12.64	24,627	26,304
Heavy and Tractor-Trailer Truck Drivers	17.13	17.24	35,631	35,861
Inspectors, Testers, Sorters, Samplers, and Weighers	18.93	21.65	39,382	45,032
Welders, Cutters, Solderers, and Brazers	16.87	18.13	35,083	37,706
Machinists	19.01	19.67	39,528	40,911
First-Line Supervisors of Production and Operating Workers	23.28	24.15	48,418	50,229
Maintenance and Repair Workers, General	27.81	30.25	57,843	62,906
Industrial Machinery Mechanics	18.13	18.55	37,700	38,591
Office Clerks, General	20.47	22.34	42,580	46,475
Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	13.10	13.92	27,254	28,946
Receptionists and Information Clerks	14.76	15.43	30,691	32,076
Customer Service Representatives	11.53	11.85	23,975	24,647
Bookkeeping, Accounting, and Auditing Clerks	13.28	14.82	27,615	30,828
First-Line Supervisors of Office and Administrative Support Workers	15.95	16.69	33,160	34,735
Mechanical Engineers	24.24	25.51	50,424	53,055
Industrial Engineers	36.94	40.10	76,836	83,409
Electrical Engineers	37.23	38.42	77,423	79,907
Computer User Support Specialists	56.98	54.54	118,507	113,441
Accountants and Auditors	21.77	22.50	45,287	46,813
	29.48	32.38	61,302	67,362

### Per Capita Personal Income (2016)

\$37,488



# Education

## Public School Enrollment (Fall 2017)

Level	Number	Enrollment
Elementary	39	15,172
Combined	2	1,098
Middle	11	6,805
High School	9	9,305

## Student Teacher Ratio (FY 2017)

Elementary	12:1
Secondary	11:1

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

11,027.82
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## On-Time Graduation Rate (Class of 2017)

91.2%
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## High School Graduates Continuing Education (2017-2018)

77.2%
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## Advanced Programs (2017-2018)

### Governor's STEM Academies and Health Academies

Bedford County Public Schools Governor's Health Sciences Academy

Lynchburg Regional Governor's STEM Academy

Governor's School Enrollment	142
Students taking 1 or more Advanced Placement (AP) Courses	1,193
Students taking 1 or more AP Exams	996
Students taking 1 or more Dual Enrollment Courses	928

# Education

## Workforce Development Facilities

Facility	Type
Bedford Science & Technology Center	Career and Technical Center
Campbell County Technical Center	Career and Technical Center
Lynchburg Workforce Center	Satellite Center
Region 2000 Career Center	Comprehensive Center

## Higher Education Facilities – Fall 2017

Facility	Enrollment
Liberty University	75,044
Virginia Western Community College	7,271
Central Virginia Community College	5,128
Longwood University	5,074
University of Lynchburg	2,808
Washington and Lee University	2,227
Southside Virginia Community College - John H. Daniel Campus	2,124
Roanoke College	2,047
Virginia Military Institute	1,722
Jefferson College of Health Sciences	1,151
American National University - Roanoke Campus	1,090 <sup>◊</sup>
American National University - Lynchburg Campus	1,090 <sup>†◊</sup>
Hampden-Sydney College	1,046
Southern Virginia University	808
Hollins University	790
Randolph College	684
Virginia University of Lynchburg	370 <sup>◊</sup>
Miller-Motte Technical College - Lynchburg Campus	340 <sup>◊</sup>
Sweet Briar College	322
Miller-Motte Technical College - Roanoke Campus	256 <sup>◊</sup>
Virginia Tech Carilion School of Medicine	164
Roanoke Higher Education Center	*
Virginia Tech - Roanoke Center	*

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

† Enrollment figures are for all campuses.

◊ Fall 2016 Enrollment

# Transportation

Interstates	
Name	Distance
I-81	3.2 miles (5.2 km.)
I-581	4.3 miles (7.0 km.)
I-64	5.8 miles (9.3 km.)
I-85	47.2 miles (76.0 km.)

Note: Measured from border of locality/region.

Highways				
Highway 122	Highway 128	Highway 130	Highway 131	Highway 151
Highway 210	Highway 221	Highway 24	Highway 26	Highway 29
Highway 40	Highway 43	Highway 460	Highway 47	Highway 48
Highway 501	Highway 60			

Commercial Air Service		
<b>Lynchburg Regional Airport, Lynchburg -- 7.9 miles (12.7 km.)</b>		
American Eagle		
<b>Roanoke-Blacksburg Regional Airport, Roanoke -- 34.2 miles (55.1 km.)</b>		
American Airlines	Delta Air Lines	United Airlines
Allegiant Air		
<b>Charlottesville-Albemarle Airport, Charlottesville -- 63.1 miles (101.6 km.)</b>		
American Airlines	Delta Connection	United Airlines
<b>Shenandoah Valley Regional Airport, Weyers Cave -- 70.8 miles (114.0 km.)</b>		
ViaAir		

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



# Transportation

## General Aviation Service

Name	Runway Length
Brookneal-Campbell County Airport, Brookneal	3,798 ft (1,158 m)
Falwell Airport, Lynchburg	2,932 ft (894 m)
New London Airport, Forest	3,164 ft (964 m)
Smith Mountain Lake Airport, Moneta	3,058 ft (932 m)

## Freight Rail Service

CSX Transportation
Norfolk Southern Railway Company

## Seaports

Name	Distance
Port of Virginia	188.0 miles (302.6 km)

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

## Other Ports of Entry

Name	Distance
New River Valley Airport (Virginia TradePort)	79.1 miles (127.4 km)
Port of Washington - Dulles	154.5 miles (248.6 km)

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



**Utilities**

**Electric**

American Electric Power  
 Southside Electric Cooperative

Central Virginia Electric Cooperative  
 Dominion Energy

**Natural Gas**

Columbia Gas of Virginia

**Telecommunications**

Sprint/Centel-Virginia  
 AT&T  
 Shenandoah Telecommunications  
 Lumos Networks  
 Kinex Telecom, Inc.

Verizon South  
 JetBroadband  
 Comcast Business Communications  
 Mid-Atlantic Broadband Cooperative

**Water**

Amherst County Public Service Authority  
 City of Lynchburg  
 Town of Amherst  
 Town of Brookneal

Campbell County Utilities & Service Authority  
 Town of Altavista  
 Town of Appomattox

**Waste Water Treatment**

Amherst County Service Authority  
 Town of Altavista  
 Town of Appomattox  
 Campbell County Utilities & Service Authority

City of Lynchburg  
 Town of Amherst  
 Town of Brookneal

**Solid Waste Disposal**

Amherst County Sanitary Landfill  
 Campbell County Sanitary Landfill

Appomattox County Sanitary Landfill  
 City of Lynchburg



# Financial Institutions

<b>Financial Institutions – 1st Qtr 2018 Assets</b>	
<b>Bank</b>	<b>Assets (US\$ Millions)</b>
Bank of America, N.A.	1,765,242.0
Wells Fargo Bank, N.A.	1,716,532.0
Branch Banking and Trust Company	215,012.0
SunTrust Bank	199,970.2
First-Citizens Bank & Trust Co.	34,262.9
Union Bank & Trust Co.	13,118.0
WoodForest National Bank	5,699.6
Carter Bank & Trust	4,112.8
American National Bank & Trust Co.	1,808.0
The First Bank and Trust Co.	1,740.1
Essex Bank	1,353.1
Bank of the James	653.9
First National Bank	463.0
The Farmers Bank of Appomattox	239.8
Select Bank	217.9
Virginia Bank & Trust Co.	199.2
The Bank of Charlotte County	140.4



# Government and Taxes

## Government

The Lynchburg Region includes Amherst, Appomattox, Bedford, and Campbell counties and the city of Lynchburg.

Each county has a board of supervisors and county administrator. The city has a city council and city manager.

Each locality has a comprehensive plan and subdivision and zoning ordinances.

There are six incorporated towns in the Lynchburg Region.

## 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

Two major hospitals are located in Lynchburg—Virginia Baptist Hospital with 317 beds provides obstetric, medical-pediatric, neonatal, and psychiatric services for the area. Lynchburg General Hospital with 270 beds operates the area's emergency department and provides cobalt therapy, and neurological intensive care. The area's third hospital is located in the town of Bedford. Bedford Memorial Hospital provides 178 patient beds. Additional major medical care is available in nearby Charlottesville and Roanoke. Numerous medical clinics can be found throughout the region.

The region is served by more than 330 physicians and 70 dentists representing more than 30 medical and surgical specialties.

Nursing and extended care are available to area citizens through several nursing homes distributed throughout the region.

More than 400 places of worship are located in the Lynchburg Region. Most Protestant denominations are represented along with the Roman Catholic faith. Jewish synagogues are located in the city of Lynchburg.

Fourteen public libraries and branches are located in the various localities with a collection of more than 280,000 volumes. Three local colleges/universities and Central Virginia Community College have libraries that are accessible to the public.



# Community Facilities

**(continued)**

Lynchburg has a wide variety of shopping opportunities. River Ridge Mall, a major regional shopping center, is the leading retail center for the area. Downtown Lynchburg offers a shopping district that includes the "Batteau Landing" at the farmers market and the Main Street Galleria. Nearby Roanoke and Charlottesville provide numerous shopping opportunities including regional malls. Other shopping opportunities are scattered throughout the region.

Lynchburg serves as the cultural center of the region. The Lynchburg Fine Arts Center brings outstanding programs and instruction to the area. The center houses two art galleries, a theater, two dance studios, and is home to the oldest continuous theater group in the country. The Lynchburg Symphony offers a varied concert season each year and regularly features nationally known performers. This is supplemented by the 1,500-member Community Concert Association, which each year brings several renowned groups to the city. The Little Town Players perform live theatre in Bedford at the Elks National Home Theatre. This successful community theatre group is now enjoying its second decade of producing popular drama for area residents. Sweet Briar College in Amherst County sponsors many concerts, lectures, and dramatic productions that are available to the general public. The Lynchburg Museum System operates Point of Honor, a 19th century restored mansion with period furniture, and the Old Courthouse, containing a museum of the city's history. The Bedford County Museum provides two floors of exhibits from Bedford's heritage including Indian artifacts, Revolutionary and Civil War memorabilia, examples of native wildlife, and a library of historical and genealogical information. The National D-Day Memorial, located in the town of Bedford, is a monument to World War II veterans. The nearby Charlottesville and Roanoke metropolitan areas add to the cultural enrichment of the area.

History buffs will enjoy numerous attractions. The Appomattox Courthouse National Historical Park commemorates the surrender of Lee's army of Northern Virginia to end the Civil War. The village has been restored to recreate the 1865-surrender setting. Thomas Jefferson's 18th century octagonal summer retreat, Poplar Forest, is in Bedford County and is being restored as a major historic attraction.

**(continued)**

The Lynchburg Region's location on the eastern edge of the Blue Ridge Mountains allows residents to take advantage of numerous recreational pursuits. The Blue Ridge Parkway, one of America's most scenic roads, offers numerous overlooks, campgrounds, picnic areas and hiking trails. The George Washington National Forest has numerous mountain streams with championship trout fishing along with excellent hunting opportunities. The Appalachian Trail offers scenic and challenging trails for hikers. Smith Mountain Lake, in southern Bedford County, is a 23,400-acre lake that provides a variety of water sports. There are numerous additional state, regional, and local parks and recreational facilities throughout the area.

Thirteen public and private golf courses are located in the Lynchburg Region.

Professional baseball is available in Lynchburg. The Lynchburg Hill Cats, single-A affiliate of the Pittsburgh Pirates, participate in the Carolina League. Local colleges participate in the full spectrum of individual and team sports including NCAA football, basketball, baseball, and soccer.

The Lynchburg Region hosts several traditional annual festivals. Lynchburg hosts the fall Kaleidoscope Festival containing a wide range of popular activities including sporting events, music, art exhibits, historical tours and industry tours. Amherst County hosts the Apple Harvest Festival and the Sorghum Festival, which draw thousands of patrons each year.