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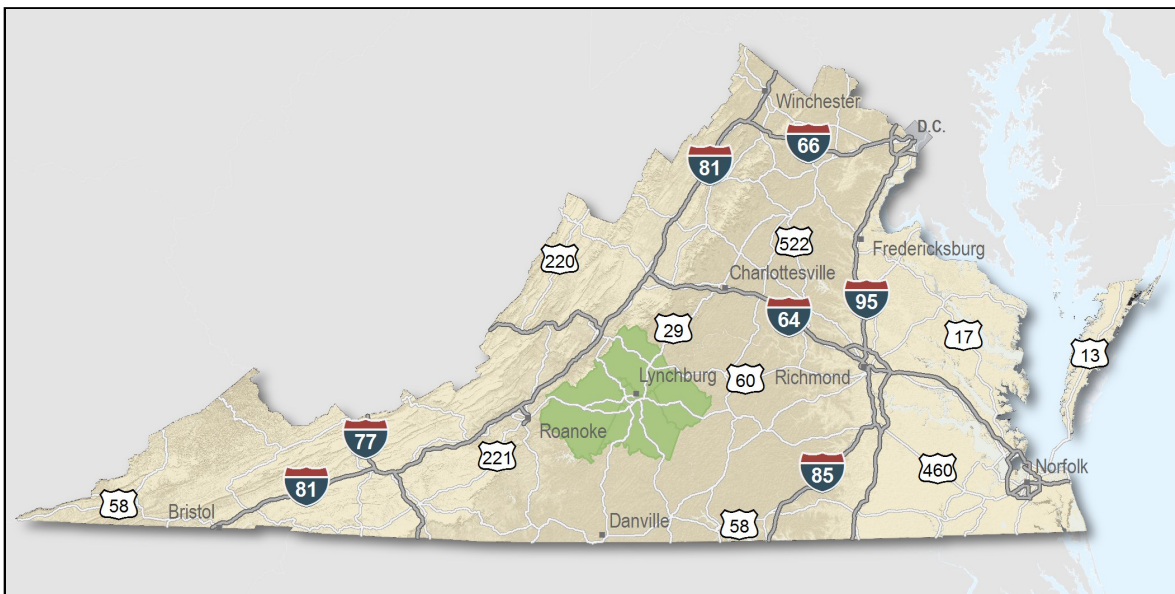
# Lynchburg Region, Virginia

# 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.



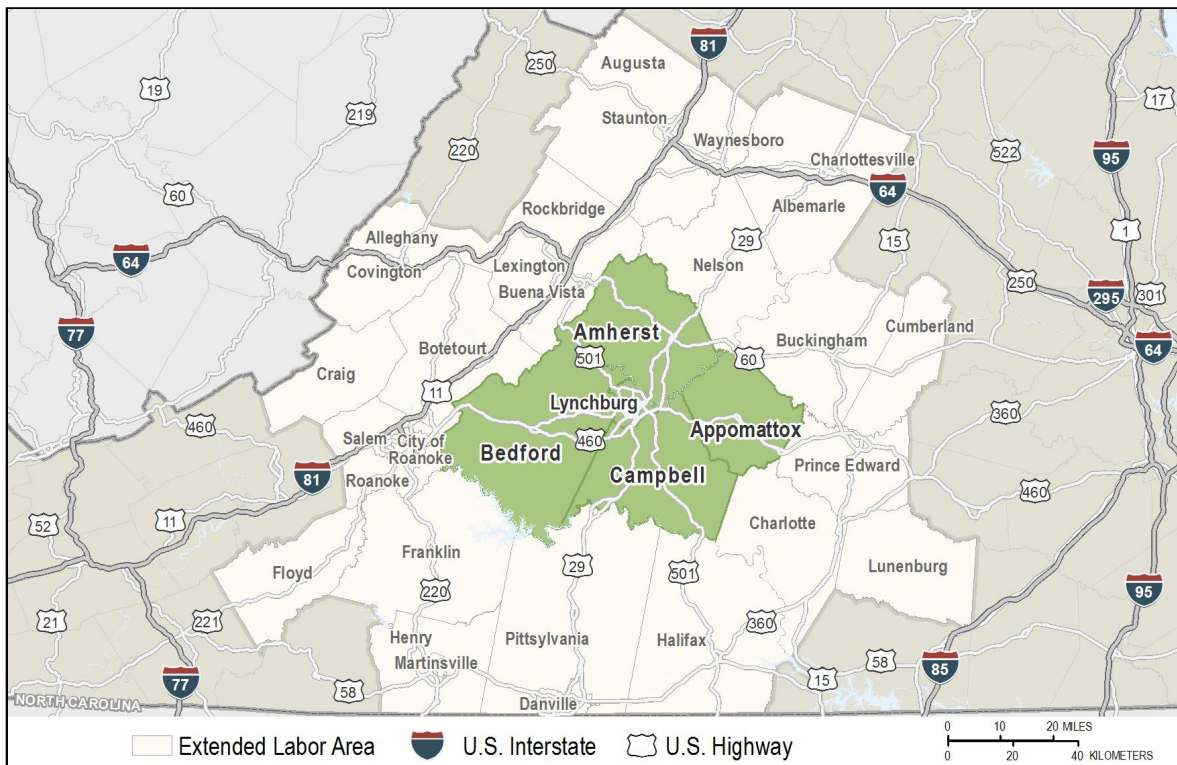
# Location

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

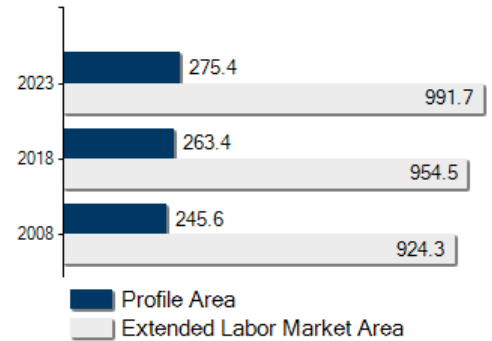
The Lynchburg Region offers a thriving pro-business environment and workforce, renowned higher education institutions, solid infrastructure, and rich quality of life. The manufacturing sector is a vital part of the local economy, and the region touts advantages in steel and metals, nuclear technology, 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.



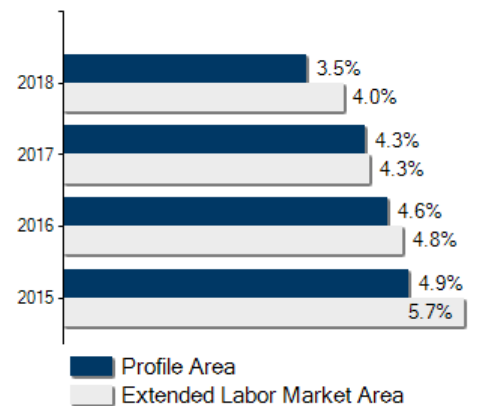
# Labor Market

Population		
<b>Gender Distribution (2018)</b>		
Lynchburg Region	Male	Female
	48.3%	51.7%
<b>Race/Ethnicity (2018)</b>		
<b>Classification</b>	<b>Profile Area</b>	<b>Extended Labor Area</b>
White	206,584	743,741
Black	45,894	164,700
Two or More	5,342	20,202
Asian	4,214	21,678
American Indian or Alaska Native	1,164	3,628
Pacific Islander	155	590
Hispanic (may be of any race)	8,007	39,267
<b>Median Age (2018)</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 (2018)

Lynchburg Region	122,127
Extended Labor Market Area	464,622
Total	586,749

## Labor Force Participation (2013-2017)

Lynchburg Region	59.4%
Extended Labor Market Area	58.5%

## Unemployment

<b>Unemployment Rate (December 2019)</b>	
Lynchburg Region	2.9%
Extended Labor Market Area	2.6%
Statewide	2.5%
<b>Unemployed (2018)</b>	
Lynchburg Region	4,217
Extended Labor Market Area	14,826
Total	19,043
<b>Underemployed (4th Quarter 2019)</b>	
Lynchburg Region	10,572
Extended Labor Market Area	46,098
Total	56,670



# 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 2018)	3,048
Two-Year College Enrollees (Fall 2018)	13,984
Other College and University Graduates (Spring 2018)	21,596
Total	39,188

### 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 2018)	90.7%
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\* (4th Qtr. 2018)

Agriculture Forestry Fishing and Hunting	361	0.4%
Mining Quarrying and Oil and Gas Extraction	N.D.	N.D.
Utilities	N.D.	N.D.
Construction	5,381	5.3%
Manufacturing	14,789	14.6%
Wholesale Trade	3,360	3.3%
Retail Trade	13,091	13.0%
Transportation and Warehousing	2,106	2.1%
Information	826	0.8%
Finance and Insurance	3,136	3.1%
Real Estate and Rental and Leasing	1,140	1.1%
Professional Scientific and Technical Services	5,039	5.0%
Management of Companies and Enterprises	1,240	1.2%
Administrative and Support and Waste Management	4,834	4.8%
Educational Services	2,537	2.5%
Health Care and Social Assistance	15,955	15.8%
Arts Entertainment and Recreation	796	0.8%
Accommodation and Food Services	9,537	9.4%
Other Services	3,584	3.5%
Total Government	12,974	12.8%
Federal Government	550	0.5%
State Government	2,294	2.3%
Local Government	10,130	10.0%
Unclassified	196	0.2%
<b>Total</b>	<b>101,075</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

### Manufacturing

#### Company

Abbott Laboratories  
 Areva  
 Barr Laboratories Inc.  
 BGF Industries, Inc.  
 BWX Technologies, Inc.  
 Fleet Laboratories  
 Frito-Lay Inc.  
 Georgia-Pacific  
 Progress Printing Company  
  
 Sam Moore Furniture, Inc.

#### Product/Service

Pharmaceuticals  
 Nuclear power, fuels, engineering  
 Pharmaceuticals  
 Fiberglass fabric  
 Industrial machinery, nuclear, military  
 Pharmaceuticals  
 Snack foods  
 Paperboard  
 Full service commercial and catalogue  
 printing  
 Upholstered furniture

### NonManufacturing

#### Company

Centra Health, Inc.  
 J. Crew Outfitters Inc.  
 Lynchburg College

#### Product/Service

Health care  
 Mail order clothing  
 Higher education



# Labor Market

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

Date	Type	Company	Product/Service	Employees Affected
3/25/2019	Closing	LSC Communications	Books, magazine, and other printing services	369
5/11/2019	Layoff	Genwoth Financial	Insurance services	35
11/22/2019	Layoff	Teva Pharmaceuticals, USA*	Pharmaceuticals	220

\*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 2018)**

<b>Occupation</b>	<b>Median Wage (US\$)</b>	<b>Mean Wage (US\$)</b>	<b>Median Salary (US\$)</b>	<b>Mean Salary (US\$)</b>
Laborers and Freight, Stock, and Material Movers, Hand Industrial Truck and Tractor Operators	12.45	13.24	25,899	27,550
Heavy and Tractor-Trailer Truck Drivers	16.18	16.94	33,639	35,244
Inspectors, Testers, Sorters, Samplers, and Weighers	19.85	22.11	41,288	45,982
Welders, Cutters, Solderers, and Brazers	17.88	19.13	37,180	39,788
Machinists	18.97	19.35	39,475	40,247
First-Line Supervisors of Production and Operating Workers	24.35	25.21	50,647	52,440
Maintenance and Repair Workers, General	26.90	28.42	55,952	59,119
Industrial Machinery Mechanics	18.55	19.08	38,583	39,691
Bus and Truck Mechanics and Diesel Engine Specialists	21.71	22.94	45,156	47,724
Office Clerks, General	21.23	21.38	44,150	44,473
Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	12.72	13.52	26,448	28,122
Receptionists and Information Clerks	14.98	15.77	31,157	32,796
Customer Service Representatives	11.46	11.97	23,846	24,891
Bookkeeping, Accounting, and Auditing Clerks	12.15	13.96	25,264	29,027
First-Line Supervisors of Office and Administrative Support Workers	16.83	17.12	35,011	35,601
Industrial Engineers	24.30	26.54	50,551	55,205
Electrical Engineers	37.71	38.90	78,427	80,893
Software Developers, Systems Software	58.57	55.99	121,841	116,460
Accountants and Auditors	51.72	52.07	107,569	108,314
	34.00	35.93	70,714	74,735



# Education

## Public School Enrollment (Fall 2018)

Level	Number	Enrollment
Elementary	39	14,975
Combined	2	1,083
Middle	11	6,829
High School	9	9,223

## Student Teacher Ratio (FY 2018)

Elementary	13:1
Secondary	11:1

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

11,208.84
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## On-Time Graduation Rate (Class of 2018)

90.7%
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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

Facility	Enrollment
Liberty University	79,152
Virginia Western Community College	6,827
Longwood University	4,911
Central Virginia Community College	4,047
University of Lynchburg	3,081
Washington and Lee University	2,220
Southside Virginia Community College - John H. Daniel Campus	2,130
Roanoke College	2,033
Virginia Military Institute	1,685
Jefferson College of Health Sciences	1,128
Hampden-Sydney College	1,072
Southern Virginia University	979
Hollins University	805
Randolph College	623
Centra College of Nursing	401 <sup>◊</sup>
Sweet Briar College	330
Virginia University of Lynchburg	304 <sup>◊</sup>
Virginia Tech Carilion School of Medicine	164
Roanoke Higher Education Center	*
Virginia Tech - Roanoke Center	*
Miller-Motte Technical College - Lynchburg Campus	†
Miller-Motte Technical College - Roanoke Campus	†
American National University - Lynchburg Campus	†

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

† Enrollment figures are not available.

◊ Fall Enrollment

# Education

## Higher Education Facilities – Fall 2018

Facility	Enrollment
American National University - Roanoke Campus	980 <sup>◊</sup>
ECPI University - Roanoke Campus	<sup>†</sup>

<sup>†</sup> Enrollment figures are not available.

<sup>◊</sup> Fall 2017 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 Airlines		
<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 Air Lines	United Airlines
<b>Shenandoah Valley Regional Airport, Weyers Cave -- 70.8 miles (114.0 km.)</b>		
United Express		

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 – 4th Qtr 2018 Assets</b>	
<b>Bank</b>	<b>Assets (US\$ Millions)</b>
Bank of America, N.A.	1,782,639.0
Wells Fargo Bank, N.A.	1,689,351.0
Branch Banking and Trust Company	219,071.0
SunTrust Bank	209,720.5
First-Citizens Bank & Trust Co.	35,267.5
Union Bank & Trust Co.	13,732.0
WoodForest National Bank	5,923.7
Carter Bank & Trust	4,039.6
American National Bank & Trust Co.	1,853.1
The First Bank and Trust Co.	1,809.0
Essex Bank	1,393.7
Bank of the James	675.3
First National Bank	469.5
The Farmers Bank of Appomattox	229.9
Select Bank	221.3
The Bank of Charlotte County	135.4



# 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.