

---

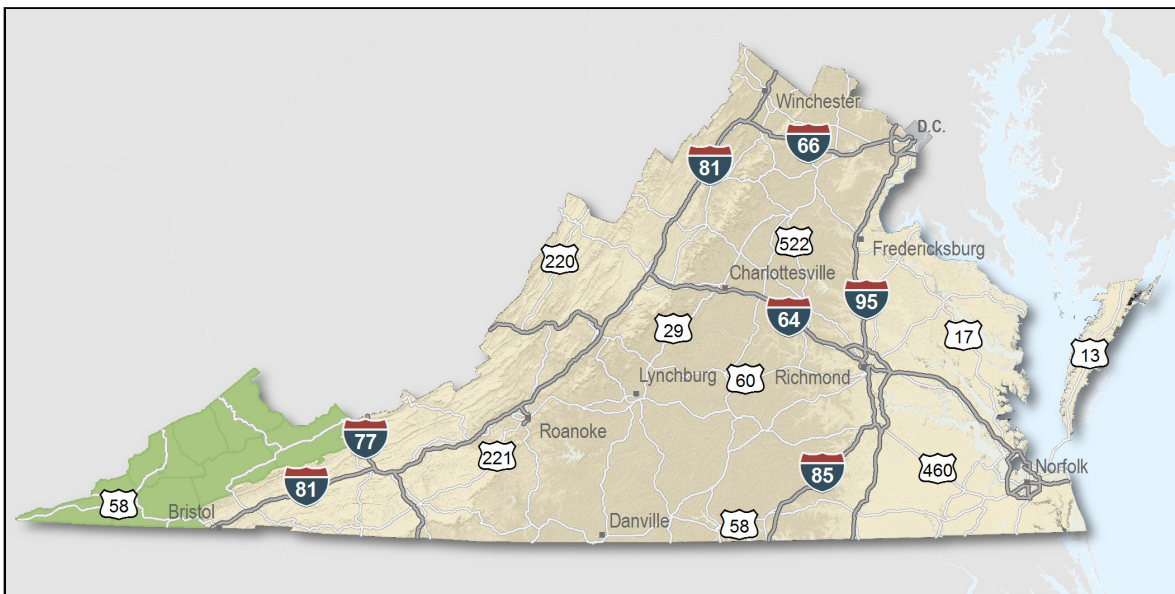
# Southwest Virginia's e-Region

# 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.

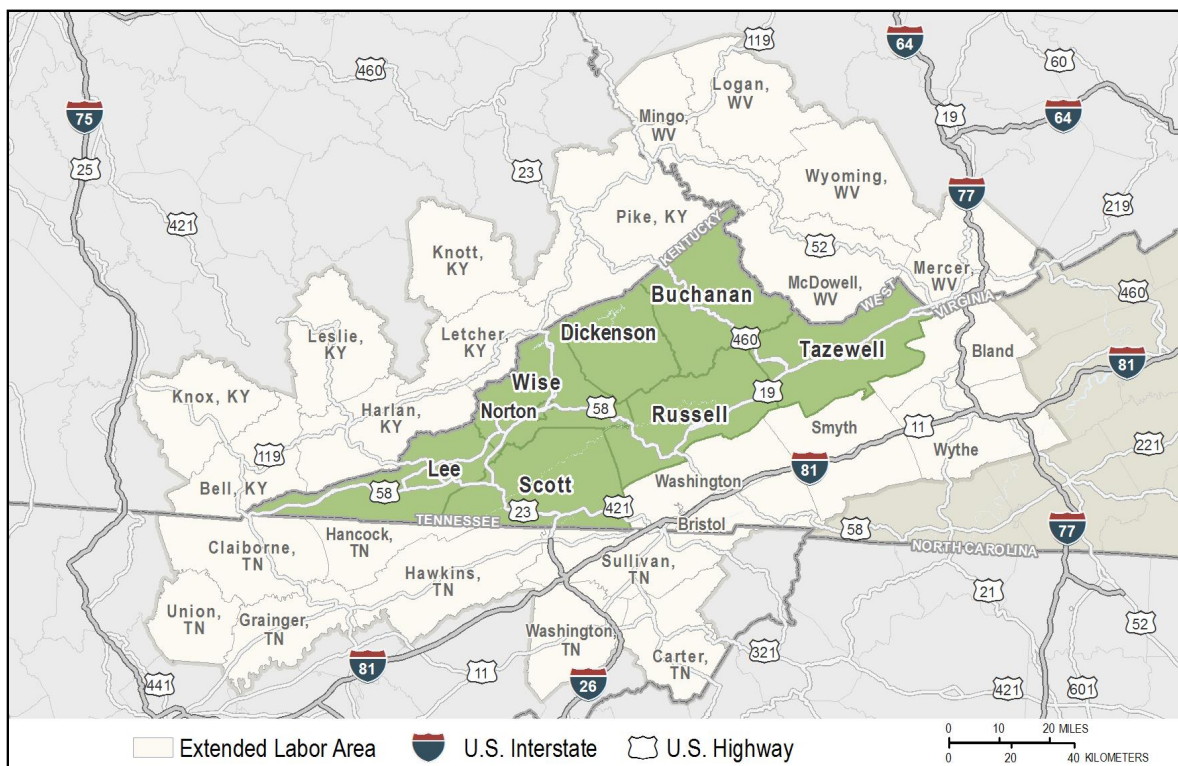


# Location

Southwest Virginia's e-Region is located in the southwestern portion of Virginia. It is a region of mountains, rolling hills, and wide-open valleys that covers 3,219 square miles. An abundant natural resource base consisting of timber, coal, limestone, and natural gas provides special opportunities for economic diversion.

Accessibility to Interstates makes the region a convenient location for markets east of the Mississippi and the Midwest.

The city of Norton, located in the west-central portion of region, is 66 miles west of the Kingsport-Bristol Metropolitan Statistical Area (MSA); 100 miles northeast of the Knoxville MSA; 184 miles southwest of Roanoke; 360 miles southwest of Richmond, the state capital; and 429 miles west of Norfolk.



# Southwest Virginia's e-Region

State-of-the-art broadband infrastructure, an outstanding labor force, and more than 40 available sites and buildings combine to make Southwest Virginia a low-cost business destination.

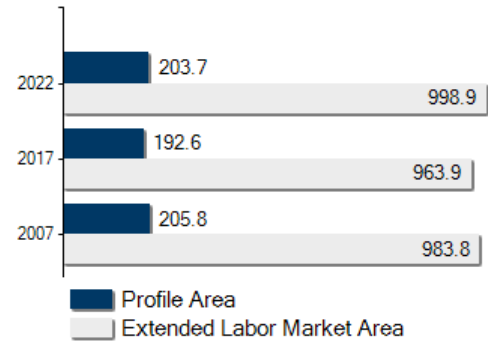
The area is marketed as Southwest Virginia's e-Region to reflect the area's focus on these strategic components of modern business - electronic information technology, energy, education and emerging technologies.



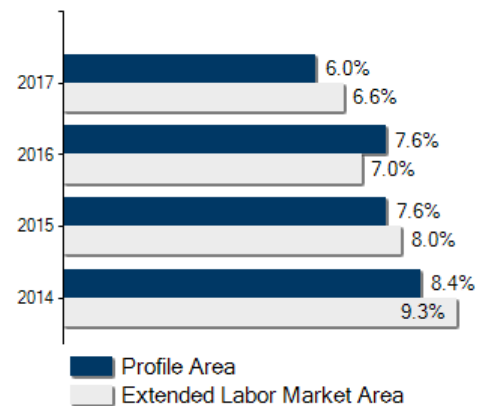
# Labor Market

Population		
<b>Gender Distribution (2017)</b>		
Southwest Virginia's e-Region	Male	Female
	50.6%	49.4%
<b>Race/Ethnicity (2017)</b>		
<b>Classification</b>	<b>Profile Area</b>	<b>Extended Labor Area</b>
White	183,474	917,431
Black	5,879	24,068
Two or More	1,899	13,115
Asian	830	6,161
American Indian or Alaska Native	451	2,800
Pacific Islander	51	348
Hispanic (may be of any race)	2,479	16,645
<b>Median Age (2017)</b>		
Buchanan		47 years
Dickenson		45 years
Lee		45 years
Norton		40 years
Russell		46 years
Scott		47 years
Tazewell		45 years
Wise		41 years

## Population in Thousands



## Unemployment Rates





# Labor Market

## Civilian Labor Force (2017)

Southwest Virginia's e-Region	70,285
Extended Labor Market Area	383,960
Total	454,245

## Labor Force Participation (2013-2017)

Southwest Virginia's e-Region	45.4%
Extended Labor Market Area	50.7%

## Unemployment

<b>Unemployment Rate (September 2018)</b>	
Southwest Virginia's e-Region	4.2%
Extended Labor Market Area	4.5%
Statewide	2.8%
<b>Unemployed (2017)</b>	
Southwest Virginia's e-Region	4,192
Extended Labor Market Area	20,129
Total	24,321
<b>Underemployed (3rd Quarter 2018)</b>	
Southwest Virginia's e-Region	7,133
Extended Labor Market Area	38,240
Total	45,373



# Labor Market

## Commute Time (2013-2017)

Worked from home	1,632	2.4%
Under 15 minutes	19,695	30.3%
15-24 minutes	16,960	26.0%
25-34 minutes	12,759	19.6%
35-44 minutes	3,529	5.4%
45-59 minutes	6,327	9.7%
Over 60 minutes	5,858	9.0%
Mean Travel Time to Work (minutes)		
Buchanan		28
Dickenson		30
Lee		30
Norton		14
Russell		28
Scott		28
Tazewell		24
Wise		22

## Additional Labor Resources

High School Graduates Not Continuing (2017-2018)	422
Two-Year College Graduates (Spring 2017)	4,855
Two-Year College Enrollees (Fall 2017)	43,657
Other College and University Graduates (Spring 2017)	5,876
Total	54,810

### 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.

Southwest Virginia's e-Region	55
Extended Labor Market Area	140
<b>Total</b>	<b>195</b>

### Educational Attainment

On-Time Graduation Rate (Class of 2017)	90.4%
Percentage of Southwest Virginia's e-Region population age 25+ who are high school graduates (2013-2017)	76.9%
Percentage of Southwest Virginia's e-Region population age 25+ who have earned a Bachelor's Degree or higher (2013-2017)	13.1%





# Labor Market

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

Agriculture Forestry Fishing and Hunting	241	0.4%
Mining Quarrying and Oil and Gas Extraction	3,389	6.0%
Utilities	338	0.6%
Construction	2,332	4.2%
Manufacturing	3,165	5.6%
Wholesale Trade	1,152	2.1%
Retail Trade	8,579	15.3%
Transportation and Warehousing	1,071	1.9%
Information	469	0.8%
Finance and Insurance	1,246	2.2%
Real Estate and Rental and Leasing	335	0.6%
Professional Scientific and Technical Services	2,090	3.7%
Management of Companies and Enterprises	521	0.9%
Administrative and Support and Waste Management	2,340	4.2%
Educational Services	416	0.7%
Health Care and Social Assistance	7,974	14.2%
Arts Entertainment and Recreation	247	0.4%
Accommodation and Food Services	4,260	7.6%
Other Services	1,411	2.5%
Total Government	14,370	25.6%
Federal Government	902	1.6%
State Government	3,886	6.9%
Local Government	9,582	17.1%
Unclassified	110	0.2%
<b>Total</b>	<b>56,058</b>	<b>100.0%</b>

N.D. - Not Disclosed

\*By Business Establishment

## Employment by Occupation (2017)

Construction, Extraction & Maintenance	6,350	10.9%
Farming, Fishing & Forestry	170	0.3%
Managerial, Professional & Related	16,420	28.3%
Production, Transportation & Material	7,060	12.2%
Moving		
Sales & Office	15,430	26.6%
Service	12,570	21.7%
<b>Total</b>	<b>58,000</b>	<b>100%</b>

# Labor Market

## Major Employers

### Manufacturing

#### Company

Komatsu  
 Pemco - AMR  
 Pyott-Boone Electronics, Inc.  
 Samuel Pressure Vessel Group  
 Tadano Mantis Corp.  
 Tempur Production USA, LLC

#### Product/Service

Mining machinery  
 Electrical equipment  
 Electronics  
 Pressure vessels  
 Cranes  
 Mattresses

### NonManufacturing

#### Company

AT&T Wireless  
 Buchanan Minerals, LLC  
 CGI  
 CNX Resources  
 Contura Energy  
 Crutchfield Corporation  
 DP Facilities  
 Northrop Grumman  
  
 OnePartner  
 Science Applications International Corp. (SAIC)  
 Serco  
 Sykes Enterprises, Inc.  
 TeleTech

#### Product/Service

Customer service  
 Bituminous Coal  
 Software development center  
 Natural Gas  
 Bituminous coal  
 Customer service - electronics  
 data center  
 Help desk, backup data center, software  
 development  
 data center  
 information technology service desk  
 Customer service  
 Customer Service  
 Customer Service



# Labor Market

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

Date	Type	Company	Product/Service	Employees Affected
1/29/2015	Closing	SunCoke Energy, Inc.	Bituminous Coal and Coke	147
2/13/2015	Closing	SunCoke Energy, Inc. (Dominion Coal Corp.)	Bituminous coal and coke	160
9/6/2015	Reduction	Alpha Natural Resources	Coal mining	165
11/20/2015	Closing	Alpha Natural Resources	Coal mining	527

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

Petitions filed for representation	2
Elections won by union	1

**Estimated Earnings (May 2017)**

<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 Heavy and Tractor-Trailer Truck Drivers	10.91	11.73	22,689	24,410
Inspectors, Testers, Sorters, Samplers, and Weighers	17.59	18.53	36,588	38,555
Welders, Cutters, Solderers, and Brazers	15.90	16.54	33,064	34,406
Machinists	18.12	18.63	37,684	38,756
First-Line Supervisors of Production and Operating Workers	18.17	19.29	37,784	40,132
Maintenance and Repair Workers, General	25.73	27.33	53,524	56,844
Industrial Machinery Mechanics	14.36	15.53	29,871	32,291
Bus and Truck Mechanics and Diesel Engine Specialists	17.88	19.25	37,199	40,041
Office Clerks, General	20.15	20.10	41,914	41,811
Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	12.76	13.68	26,558	28,445
Receptionists and Information Clerks	13.94	14.76	29,007	30,695
Customer Service Representatives	11.11	11.76	23,104	24,454
Bookkeeping, Accounting, and Auditing Clerks	11.12	11.92	23,120	24,805
First-Line Supervisors of Office and Administrative Support Workers	16.31	17.26	33,908	35,901
Computer User Support Specialists	21.43	22.62	44,575	47,058
Software Developers, Applications	18.02	18.74	37,492	38,979
Computer Systems Analysts	30.26	32.61	62,945	67,827
Accountants and Auditors	28.00	30.10	58,227	62,600
Human Resources Specialists	28.99	33.73	60,290	70,163
	20.12	24.26	41,832	50,452

**Per Capita Personal Income (2016)**

\$30,946

# Education

## Public School Enrollment (Fall 2017)

Level	Number	Enrollment
Preschool	1	118
Elementary	30	9,628
Combined	11	4,374
Middle	14	5,137
High School	20	8,764

## Student Teacher Ratio (FY 2017)

Elementary	12:1
Secondary	11:1

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

10,276.02
-----------

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

90.4%
-------

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

79.2%
-------

## Advanced Programs (2017-2018)

### Governor's STEM Academies and Health Academies

STEM for LIFE (Science, Technology, Engineering, and Math for Life-Long Initiatives for Future Education)

Governor's School Enrollment	92
Students taking 1 or more Advanced Placement (AP) Courses	290
Students taking 1 or more AP Exams	88
Students taking 1 or more Dual Enrollment Courses	1,470



# Education

Workforce Development Facilities	
Facility	Type
Appalachian Workforce Center and Business Incubator	Comprehensive Center
Bluestone Workforce Training Center	Satellite Center
Buchanan County Technology & Career Center	Career and Technical Center
Dickenson Center for Education and Research	Satellite Center
Dickenson County Career Center	Career and Technical Center
Lee County Career & Technical Center	Career and Technical Center
Pioneer Center for Business Opportunity	Satellite Center
Russell County Career & Technology Center	Career and Technical Center
Scott County Career and Technical Center	Career and Technical Center
Southwest Virginia Alliance for Manufacturing Center of Excellence	Center of Excellence
SWCC Booth Center	Satellite Center
Tazewell County Career & Technical Center	Career and Technical Center
The Castle Building	Satellite Center
Wise County Career-Technical Center	Career and Technical Center



# Education

## Higher Education Facilities – Fall 2017

Facility	Enrollment
East Tennessee State University	14,128 <sup>◊</sup>
Northeast State Community College - Blountville Main Campus	6,124 <sup>‡</sup>
Northeast State Community College - Bristol Campus	6,124 <sup>‡</sup>
Northeast State Community College - Gray Campus	6,124 <sup>‡</sup>
Northeast State Community College - Johnson City Campus	6,124 <sup>‡</sup>
Lincoln Memorial University	4,254 <sup>◊</sup>
Southeast Kentucky Community & Technical College - Middlesboro Campus	3,135 <sup>◊</sup>
King University	2,804 <sup>◊</sup>
Mountain Empire Community College	2,684
Wytheville Community College	2,676
University of Pikeville	2,365 <sup>◊</sup>
Southwest Virginia Community College	2,304
Virginia Highlands Community College	2,238
University of Virginia's College at Wise	2,095
Bluefield State College	1,362 <sup>◊</sup>
Emory and Henry College	1,228
Bluefield College	1,041
Appalachian College of Pharmacy	205
Appalachian School of Law	95 <sup>◊</sup>
Southwest Virginia Higher Education Center	*
Virginia Tech - Southwest Virginia Center	*
Lincoln Memorial University - DeBusk Veterinary Teaching Center	†§
National College - Bristol Campus	†

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

† Enrollment figures are not available.

‡ Enrollment figures are for all campuses.

§ Enrollment counted at a main campus.

◊ Fall 2016 Enrollment

# Education

## Higher Education Facilities – Fall 2017

Facility	Enrollment
Northeast State Community College - Kingsport Campus	6,124 <sup>‡</sup>

<sup>‡</sup> Enrollment figures are for all campuses.





# Transportation

Interstates	
Name	Distance
I-81	1.5 miles (2.4 km.)
I-26	2.6 miles (4.2 km.)
I-381	5.7 miles (9.2 km.)
I-77	6.0 miles (9.6 km.)
I-75	23.9 miles (38.4 km.)
I-64	28.6 miles (46.0 km.)
I-40	36.5 miles (58.8 km.)

Note: Measured from border of locality/region.

Highways				
ALT 58	Highway 102	Highway 158	Highway 16	Highway 160
Highway 19	Highway 224	Highway 23	Highway 283	Highway 421
Highway 460	Highway 58	Highway 61	Highway 63	Highway 65
Highway 67	Highway 71	Highway 72	Highway 74	Highway 80
Highway 83	Highway 91			

Commercial Air Service		
<b>Tri-Cities Regional Airport, Blountville, TN -- 42.2 miles (67.9 km.)</b>		
American Airlines	Delta Connection	Allegiant Air
<b>Raleigh County Memorial Airport, Beckley, WV -- 73.6 miles (118.4 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
Grundy Municipal Airport, Grundy	2,256 ft (688 m)
Lee County Airport, Jonesville	5,003 ft (1,525 m)
Lonesome Pine Airport, Wise	5,280 ft (1,609 m)
Tazewell County Airport, Richlands	4,299 ft (1,310 m)

## Freight Rail Service

CSX Transportation
Norfolk Southern Railway Company

## Seaports

Name	Distance
Port of Virginia	387.0 miles (622.8 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
Tri Cities	42.2 miles (67.9 km)
New River Valley Airport (Virginia TradePort)	66.9 miles (107.7 km)
Port of Washington - Dulles	335.9 miles (540.5 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

Old Dominion Power Company  
Town of Richlands

Powell Valley Electric Cooperative  
Appalachian Power

### Natural Gas

Bluefield Gas Company  
Daugherty Petroleum

Atmos Energy  
Appalachian Natural Gas Distribution Company

### Telecommunications

Scott County Telephone Cooperative  
DCWIN  
Verizon South  
Comcast Business Communications  
Sunset Digital Communications  
iGo Technology

Burke's Garden Telephone Company  
CenturyLink  
Shentel  
Cable Plus  
Spectrum

### Water

Buchanan County Public Service Authority  
Scott County Water & Sewer Authority  
Tazewell County Public Service Authority  
Town of Honaker  
Town of Pennington Gap  
Town of St. Paul  
Woodway Water Authority  
Dickenson County Public Service Authority  
Russell County Water & Sewer Authority  
Three Creek Apparel Waterworks  
Town of Pound  
Town of Coeburn  
Town of Big Stone Gap

Lee County Public Service Authority  
St. Charles Water & Sewer Authority  
Town of Clintwood  
Town of Lebanon  
Town of Richlands  
Town of Tazewell  
Bluefield Water System  
Town of Dungannon  
Jonesville Public Service Authority  
Town of Appalachia  
City of Norton  
Town of Wise  
Wise County Public Service Authority

### Waste Water Treatment

Buchanan County Public Service Authority  
Scott County Water & Sewer Authority  
Town of Clintwood  
Town of Lebanon  
Town of Richlands  
Town of St. Paul  
Bluefield Sanitary Board  
Dickenson County Public Service Authority  
Coeburn-Norton-Wise Regional Wastewater Authority

Lee County Public Service Authority  
Tazewell County Public Service Authority  
Town of Honaker  
Town of Pennington Gap  
Town of St. Charles  
Town of Tazewell  
Town of Dungannon  
Jonesville Public Service Authority

### Solid Waste Disposal



# Utilities

Cumberland Plateau Regional Waste Authority  
Lee County Public Service Authority  
Town of Cleveland  
Town of Lebanon  
Tazewell County Sanitary Landfill

Dickenson County Transfer Station  
Scott County Sanitary Landfill  
Town of Honaker  
Wise County Landfill



# Financial Institutions

<b>Financial Institutions – 1st Qtr 2018 Assets</b>	
<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
WoodForest National Bank	5,699.6
Carter Bank & Trust	4,112.8
First Community Bank, N.A.	2,424.3
Summit Community Bank, Inc.	2,127.7
The First Bank and Trust Co.	1,740.1
The National Bank of Blacksburg	1,267.6
New Peoples Bank, Inc.	670.6
TruPoint Bank	426.0
The Bank of Marion	388.4
Grundy National Bank	310.8
MCNB Bank and Trust Co.	295.1
Powell Valley National Bank	278.8
First Sentinel Bank	254.4
The Peoples Bank	162.1
Lee Bank & Trust Co.	150.0
Farmers and Miners Bank	138.1
Miners Exchange Bank	94.9



# Government and Taxes

## Government

Southwest Virginia's e-Region includes the counties of Buchanan, Dickenson, Lee, Russell, Scott, Tazewell, and Wise and the city of Norton. All counties have a board of supervisors and county administrator. The city of Norton has a city council and city manager.

The counties of Buchanan, Russell, Scott, Tazewell, and Wise, and the city of Norton have a comprehensive plan. The counties of Lee, Russell, Scott, Tazewell, and Wise, and the city of Norton have a subdivision ordinance. The counties of Wise and Lee and the city of Norton have a zoning ordinance.

There are 27 incorporated towns in Southwest Virginia's e-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

Area residents have access to 8 hospitals with over 900 beds. Mountain View Regional Medical Center with 74 beds and Norton Community Hospital with 129 beds are both centrally located in the city of Norton. Lonesome Pine Hospital, which is located in Big Stone Gap is a 60-bed facility. Clinch Valley Medical Center is a 200-bed facility located in the northeast section of the region in Tazewell. Buchanan General Hospital with 49 beds is located in Grundy. Russel County Medical Center is a 78-bed hospital located in Lebanon.

There are a multitude of clinics/health centers located in Virginia's e-Region, along with a multitude of physicians and dentists that maintain practices in the region.

There are several nursing home/adult care facilities located in the area provide long-term care for the elderly. Additional facilities are found in nearby localities.

Southwest Virginia's e-Region has more than 13 public libraries with over 800,000 volumes. In addition to these facilities, libraries at Mountain Empire Community College, Southwest Virginia Community College, and UVA - College at Wise are also open to the public.

With hundreds of retail and wholesale businesses and several shopping centers, shopping opportunities abound in the region. An assortment of boutiques and specialty shops are located throughout the area. Additional shopping facilities, including major malls, are located in the nearby Tri-Cities metropolitan area.



# Community Facilities

(continued)

The region also has numerous national brand hotels, boutique hotels, and bed and breakfasts.





# Lifestyle

Numerous recreational and cultural activities are available in Southwest Virginia's e-Region. The area is surrounded by an abundance of scenic natural beauty. Residents can enjoy hiking and picnicking at the Jefferson National Forest and scenic Breaks Interstate Park, rated one of the top ten state parks in the nation. Cumberland Gap National Historical Park and Natural Tunnel State Park are also located in the region.

Outdoor activities such as hunting, swimming, fishing, ATV trails, and boating are also available in each locality. Many public and private facilities provide tennis courts, and there are several public and private golf courses in the area.

Spearhead Trails is one of the newest and most exciting outdoor recreational opportunities offering several systems of multi-use trails including ATV, mountain bike, and equestrian trails.

Southwest Virginia's e-Region has a full range of cultural amenities. Attractions include the Southwest Virginia Museum, which highlights the life and heritage of the area. The Historic Crab Orchard Museum & Pioneer Park is the Premiere Cultural Heritage Center in Southwest Virginia. The Pro-Art Association provides a diverse series of concerts. Performances have included the Joffrey Ballet; Pittsburgh Opera; Richmond Ballet. The longest running outdoor drama in the southeastern United States, "Trail of the Lonesome Pine," is performed at the June Tolliver Playhouse located in Big Stone Gap. Numerous festivals and special events held throughout the year highlight the music, arts, crafts, and foods of the region and Virginia. Heartwood - Southwest Virginia's Artisan Gateway, is a regional cultural tourism destination on the campus of Virginia Highlands Community College in Abingdon, Virginia. With The Appalachian Backroads, the Heart of Appalachia region entices you to experience the curvy back roads that form unique travel routes. The \$16 million Heartwood artisan center promotes the area's diverse crafts, artisan trails, cultural tourism initiatives, and music venues.

**(continued)**

Area residents can also enjoy minor league baseball with the Bluefield Orioles, rookie affiliate of the Toronto Blue Jays, and the Bristol Sox, rookie affiliate of the Chicago White Sox.

*Virginia Coalfield Economic Development Authority*