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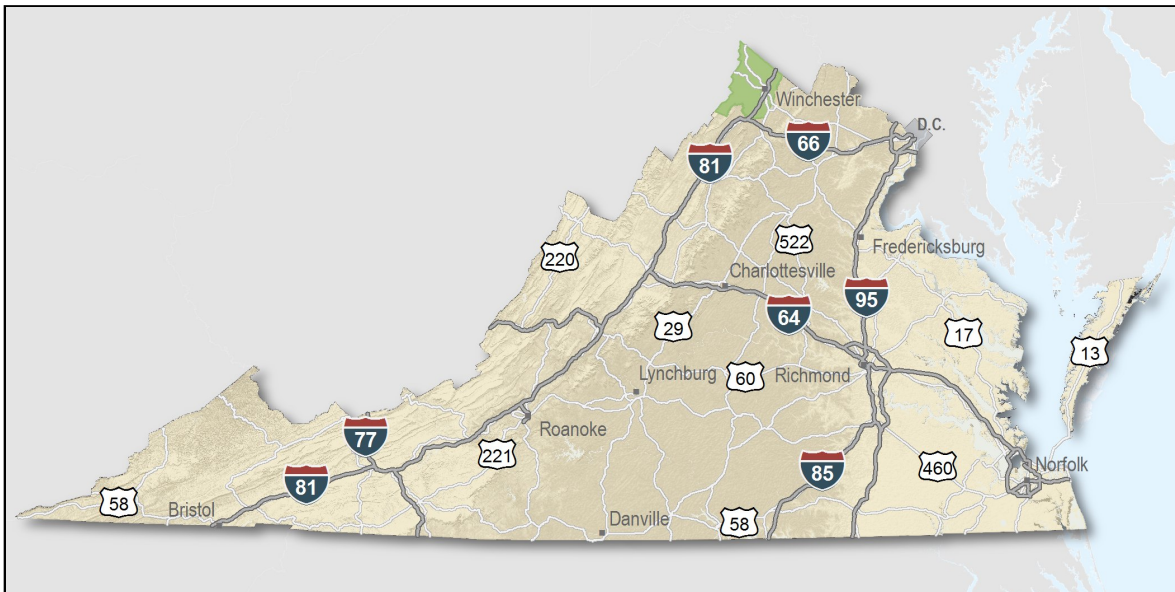
# Winchester MSA, Virginia

# 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.

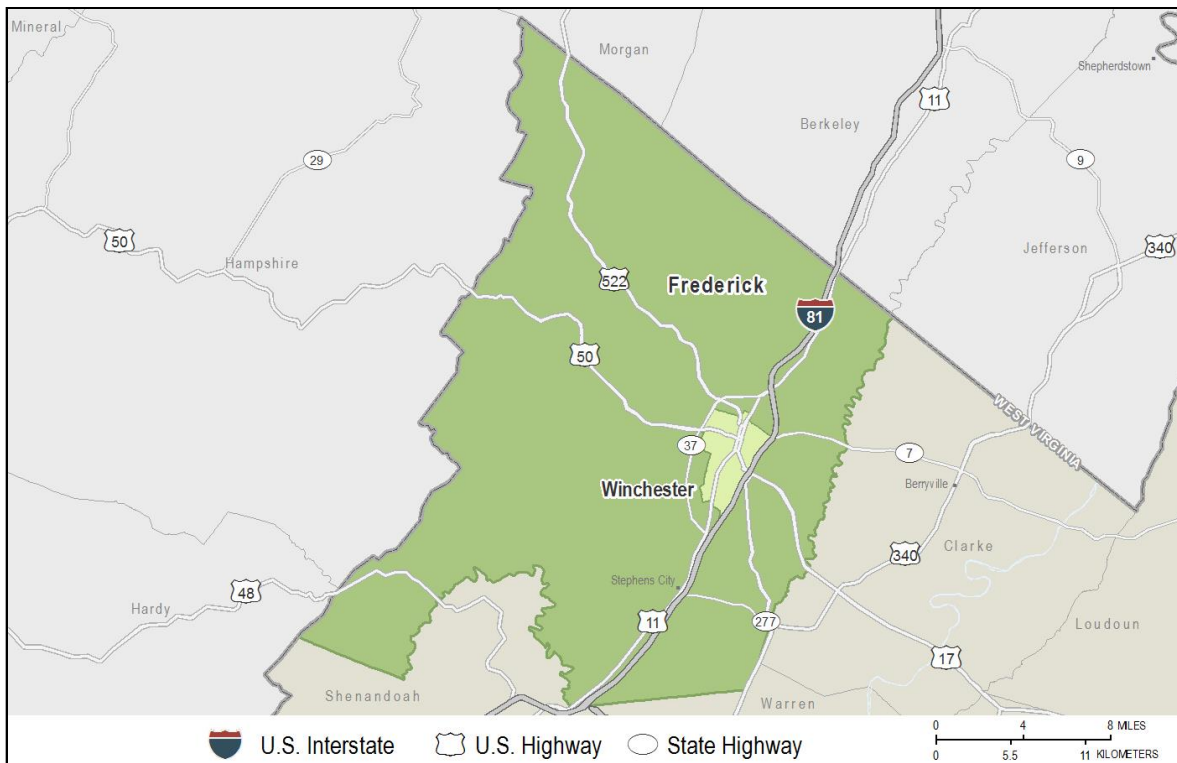
- AAA bond rating- Virginia has maintained a AAA rating since 1938, longer than any other state.
- Right-to-work law allows individuals the right to work regardless of membership in a labor union or organization.
- Corporate income tax rate of 6% has not been increased since 1972.
- Headquarters to 37 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 Virginia portion of the Winchester Metropolitan Statistical Area (MSA) is comprised of the city of Winchester and Frederick County. The MSA is located at the northernmost tip of Virginia, at the gateway of Virginia's Shenandoah Valley, and at the intersection of I-66 with the I-81 corridor. This fast growing community has become increasingly attractive for both business and residential development due to its location bordering the Washington-Arlington-Alexandria MSA and its excellent road, rail, and air service.

Winchester is 72 miles west of Washington, D.C.; Richmond, the state capital, is 136 miles southeast; Baltimore 97 miles east; and Roanoke 178 miles southwest. The Virginia Inland Port provides intermodal ocean shipping and customs clearance 20 miles south of Winchester.



# Winchester MSA

Your Move. Our Commitment.

The Virginia portion of the Winchester MSA offers business resources similar to those you will find in most every other community, like an excellent transportation system, quality workforce, and a low cost of doing business. Winchester distinguishes itself from other communities through its heralded strategy of commitment to business. Central to this strategy is our community's proven track record of welcoming new quality companies and, more importantly, providing continual resources and assistance to secure their future.

WINCHESTER-FREDERICK COUNTY, VIRGINIA

ThermoFisher  
SCIENTIFIC

New  
World  
Pasta

KRAFT Kraft Foods

Rubbermaid  
Commercial Products

AMERICAN WOODMARK

YOUR MOVE. OUR COMMITMENT.

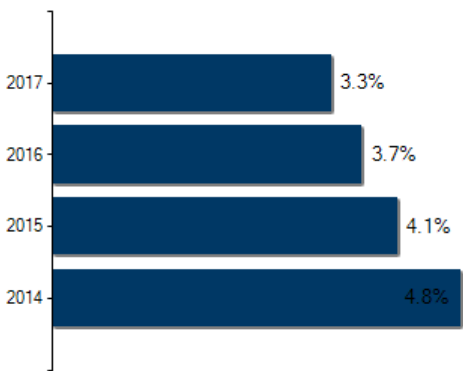
# Labor Market

Population		
<b>Gender Distribution (2017)</b>		
Winchester MSA	Male 49.6%	Female 50.4%
<b>Race/Ethnicity (2017)</b>		
<b>Classification</b>		<b>Profile Area</b>
White		101,238
Black		7,243
Two or More		2,959
Asian		2,244
American Indian or Alaska Native		636
Pacific Islander		96
Hispanic (may be of any race)		12,161
<b>Median Age (2017)</b>		
Frederick		41 years
Winchester		37 years

Population in Thousands



Unemployment Rates



# Labor Market

## Civilian Labor Force (2017)

Winchester MSA	60,866
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## Labor Force Participation (2013-2017)

Winchester MSA	66.0%
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## Unemployment

<b>Unemployment Rate (September 2018)</b>	
Winchester MSA	2.4%
Statewide	2.8%
<b>Unemployed (2017)</b>	
Winchester MSA	2,005
<b>Underemployed (3rd Quarter 2018)</b>	
Winchester MSA	5,614



# Labor Market

## Commute Time (2013-2017)

Worked from home	2,800	5.1%
Under 15 minutes	14,075	26.9%
15-24 minutes	17,032	32.5%
25-34 minutes	7,173	13.7%
35-44 minutes	2,098	4.0%
45-59 minutes	3,562	6.8%
Over 60 minutes	8,444	16.1%
Mean Travel Time to Work (minutes)		
Frederick		31
Winchester		25

## Additional Labor Resources

High School Graduates Not Continuing (2017-2018)	214
Two-Year College Graduates (Spring 2017)	1,338
Two-Year College Enrollees (Fall 2017)	5,434
Other College and University Graduates (Spring 2017)	1,467
Total	8,453

**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.

Winchester MSA

26

**Educational Attainment**

On-Time Graduation Rate (Class of 2017)	94.3%
Percentage of Winchester MSA population age 25+ who are high school graduates (2013-2017)	87.1%
Percentage of Winchester MSA population age 25+ who have earned a Bachelor’s Degree or higher (2013-2017)	28.9%



# Labor Market

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

Agriculture Forestry Fishing and Hunting	236	0.4%
Mining Quarrying and Oil and Gas Extraction	N.D.	N.D.
Utilities	89	0.2%
Construction	2,604	4.5%
Manufacturing	7,274	12.7%
Wholesale Trade	1,467	2.6%
Retail Trade	7,731	13.5%
Transportation and Warehousing	2,558	4.5%
Information	433	0.8%
Finance and Insurance	2,806	4.9%
Real Estate and Rental and Leasing	581	1.0%
Professional Scientific and Technical Services	1,682	2.9%
Management of Companies and Enterprises	1,329	2.3%
Administrative and Support and Waste Management	2,663	4.6%
Educational Services	1,300	2.3%
Health Care and Social Assistance	8,871	15.5%
Arts Entertainment and Recreation	537	0.9%
Accommodation and Food Services	5,129	9.0%
Other Services	1,444	2.5%
Total Government	8,345	14.6%
Federal Government	2,242	3.9%
State Government	916	1.6%
Local Government	5,187	9.1%
Unclassified	N.D.	N.D.
Total	57,275	100.0%

N.D. - Not Disclosed

\*By Business Establishment

## Employment by Occupation (2017)

Construction, Extraction & Maintenance	4,580	8.7%
Managerial, Professional & Related	14,130	26.7%
Production, Transportation & Material	8,660	16.4%
Moving		
Sales & Office	15,000	28.3%
Service	10,570	20.0%
Total	52,940	100%



# Labor Market

## Major Employers

### Manufacturing

#### Company

Federal Mogul Corp.  
 H.P. Hood  
 Kraft Foods Inc.  
 National Fruit Product Co., Inc.  
 O'Sullivan Films  
 Rubbermaid Commercial Products  
 Trex Company Inc.

#### Product/Service

Motor vehicle parts  
 Dairy products  
 Food manufacturing  
 Canned fruit  
 Automotive vinyl panels  
 Plastic products  
 Engineered decking, railing & fencing

### NonManufacturing

#### Company

American Woodmark  
 Axiom Staffing Group  
 Kohl's Corporation  
 Lord Fairfax Community College  
 Shenandoah University  
 U.S. Department of Homeland Security  
 Valley Health Systems  
 Wal-Mart Stores, Inc.

#### Product/Service

Cabinets  
 Staffing agency  
 Distribution  
 Higher education  
 Higher education  
 Back office/data center  
 Health services  
 Discount store



# Labor Market

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

Date	Type	Company	Product/Service	Employees Affected
7/3/2016	Closing	Midwesco Filter Resources, Inc.	Designs and manufactures industrial air filtration systems	147
8/23/2016	Closing	Sterling Backcheck Company	Background check contractor	109
3/19/2018	Closing	Dormeo-US Octaspring Operations Inc	Company manufactures memory foam mattresses	33

## 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	14.28	14.47	29,698	30,094
Heavy and Tractor-Trailer Truck Drivers	17.85	17.88	37,133	37,198
Inspectors, Testers, Sorters, Samplers, and Weighers	19.95	20.68	41,481	43,017
First-Line Supervisors of Production and Operating Workers	19.98	19.82	41,553	41,220
Maintenance and Repair Workers, General	30.00	32.37	62,404	67,341
Industrial Machinery Mechanics	19.32	18.82	40,181	39,135
Bus and Truck Mechanics and Diesel Engine Specialists	24.00	24.61	49,910	51,183
Office Clerks, General	21.40	22.02	44,512	45,785
Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	14.98	15.46	31,143	32,153
Receptionists and Information Clerks	17.53	17.64	36,464	36,675
Customer Service Representatives	13.13	13.16	27,320	27,384
Bookkeeping, Accounting, and Auditing Clerks	18.69	18.59	38,884	38,672
First-Line Supervisors of Office and Administrative Support Workers	18.35	19.10	38,173	39,736
Computer Occupations, All Other	27.85	27.69	57,930	57,590
Computer User Support Specialists	44.11	43.99	91,748	91,492
Computer Systems Analysts	23.76	23.16	49,423	48,188
Accountants and Auditors	38.50	39.61	80,076	82,386
Management Analysts	34.58	37.16	71,919	77,304
Human Resources Specialists	39.17	41.49	81,475	86,300
	32.63	34.10	67,873	70,926

## Per Capita Personal Income (2016)

\$43,836

## Median Family Income (2013-2017)

\$78,467



# Education

## Public School Enrollment (Fall 2017)

Level	Number	Enrollment
Elementary	15	7,815
Middle	6	4,505
High School	4	5,590

## Student Teacher Ratio (FY 2017)

Elementary	13:1
Secondary	12:1

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

12,131.23
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## On-Time Graduation Rate (Class of 2017)

94.3%
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## High School Graduates Continuing Education (2017-2018)

83.7%
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## Advanced Programs (2017-2018)

Students taking 1 or more Advanced Placement (AP) Courses	1,171
Students taking 1 or more AP Exams	435
Students taking 1 or more Dual Enrollment Courses	614



# 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
Lord Fairfax Community College - Middletown Campus	5,434
Shenandoah University	3,844
Christendom College	569
Patrick Henry College	†

† Enrollment figures are not available.

# Transportation

Interstates	
Name	Distance
I-66	0.0 miles (0.0 km.)
I-81	0.0 miles (0.0 km.)
I-68	14.3 miles (22.9 km.)
I-70	18.8 miles (30.3 km.)
I-270	33.9 miles (54.5 km.)
I-76	36.2 miles (58.3 km.)
I-99	41.3 miles (66.5 km.)

Note: Measured from border of locality/region.

Highways				
Highway 11	Highway 127	Highway 259	Highway 277	Highway 37
Highway 50	Highway 522	Highway 55	Highway 7	

Commercial Air Service		
<b>Hagerstown Regional Airport/Richard A Henson Field, Hagerstown, MD -- 47.4 miles (76.3 km.)</b>		
Allegiant Air	Southern Airways Express	
<b>Washington Dulles International Airport, Dulles -- 57.1 miles (91.9 km.)</b>		
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		



# Transportation

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





# 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 Winchester & Western
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## Seaports

Name	Distance
Port of Virginia (Inland Port Front Royal)	17.0 miles (27.4 km)
Port of Virginia	210.0 miles (338.0 km)

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

## Other Ports of Entry

Name	Distance
Port of Washington - Dulles	57.1 miles (91.9 km)

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

**Utilities****Electric**

Rappahannock Electric Cooperative

Shenandoah Valley Electric Cooperative

**Natural Gas**

Shenandoah Gas Company

**Telecommunications**

nTelos

Shenandoah Telecommunications

Verizon-Virginia

Comcast Business Communications

**Water**

Frederick County Sanitation Authority

City of Winchester

**Waste Water Treatment**

City of Winchester

Frederick County Sanitation Authority

**Solid Waste Disposal**

Frederick County Sanitary Landfill

# Financial Institutions

## Financial Institutions – 1st Qtr 2018 Assets

<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
First-Citizens Bank & Trust Co.	34,262.9
United Bank	18,609.9
Union Bank & Trust Co.	13,118.0
City National Bank of West Virginia	4,139.3
Summit Community Bank, Inc.	2,127.7
The First Bank and Trust Co.	1,740.1
Bank of Clarke County	768.8
First Bank - Strasburg	767.6
Virginia National Bank	625.1
Capon Valley Bank	151.1



# Government and Taxes

## Government

Winchester has a City Manager and a nine-member City Council including a mayor who is elected at large.

Frederick County has a County Administrator and a six-member Board of Supervisors, plus a Chairman of the Board who is elected at large.

Winchester and Frederick County have comprehensive plans and zoning and subdivision ordinances.

Winchester serves as the county seat. Middletown and Stephens City are incorporated towns within the County.

## 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

Winchester Medical Center is a 411-bed, non-profit, regional referred hospital anchoring a 165-acre medical campus that includes two physician office buildings, retail pharmacy, cancer center, outpatient diagnostic and surgery facilities, imaging center with MRI and CT scanning, adult and adolescent psychiatric centers, 250-seat conference facility, employee child care center, restaurant, park with walking trails, and a 1,600 space parking deck. The more than 275 physicians on staff represent nearly every specialty from family practice, gerontology and rheumatology to neonatal intensive care, heart surgery and retina surgery. Maintaining a breadth of quality services at a reasonable cost has been a point of pride for Winchester Medical Center. Winchester Medical Center is a subsidiary of Valley Health System, a regional nonprofit "family" of healthcare providers committed to helping area residents manage their health and enjoy a high quality of life. Other system members are Surgi-Center of Winchester, Winchester Rehabilitation Center, two Urgent Care Centers, Warren Memorial Hospital in Front Royal, Valley Home Care, Valley Medical Transport, and Valley Pharmacy.

More than 400 physicians and 50 dentists practice in the community.



# Community Facilities

**(continued)**

Thirteen nursing/convalescent centers are available.

The Handley Regional Library in Winchester houses 100,000 volumes and includes an archives collection with historical material from the 1730's to the present. Shenandoah University's Alson H. Smith Library and its branch Health Sciences Library contain more than 275,000 items including 131,000 books, 13,000 recordings, and access to more than 32,000 print and electronic journals in more than 85 Internet-accessible databases. Lord Fairfax Community College includes 40,000 volumes. All are accessible to the public and provide Internet access. Also, as a commercial service, a local Internet node provides access directly to businesses and individuals at multiple levels of bandwidth.

There are three downtown shopping centers, ten local centers, and three regional centers. Apple Blossom Regional Mall and Old Town Pedestrian Mall offer widely different shopping and leisure experiences. Winchester Station offers a variety of shopping choices and restaurants. Kernstown Commons is the site of a hotel and restaurant. Creekside Station is an upscale development of unique boutiques and eateries.

The Winchester MSA enjoys a beautiful rural setting of the Blue Ridge and Shenandoah Valley with access to the cultural activities in the National Capitol Region and numerous public and private educational institutions.

Shenandoah University, located in Winchester, is the artistic hub of the region. Over 300 concerts, recitals, plays, operas, musicals, and other events are presented each year. Little Theater productions are provided by the Wayside Theater in historic Middletown and Winchester Little Theater in Winchester.

Over 600 acres of public parks and recreational facilities provide the setting for numerous recreational activities throughout the year.

Indoor and outdoor swimming, softball, baseball, football, tennis, racquetball, soccer, and basketball may be enjoyed along with more passive recreation such as hiking, fishing, and picnicking. Two 18-hole golf courses, one public the other private, are located in the area.

A portion of the George Washington National Forest in Frederick County provides additional picnicking and hiking opportunities. Excellent small-mouth bass fishing, rafting, and water sports are provided by the nearby Shenandoah River. Small game hunting in the region is plentiful. The Blue Ridge, Appalachian Trail, Skyline Drive, and the Shenandoah Valley offer year-round leisure attractions and diversions.

Each May the community celebrates the arrival of spring by hosting the famous Shenandoah Apple Blossom Festival. Participants and spectators from around the country help make this festival's parades and other events an annual success.