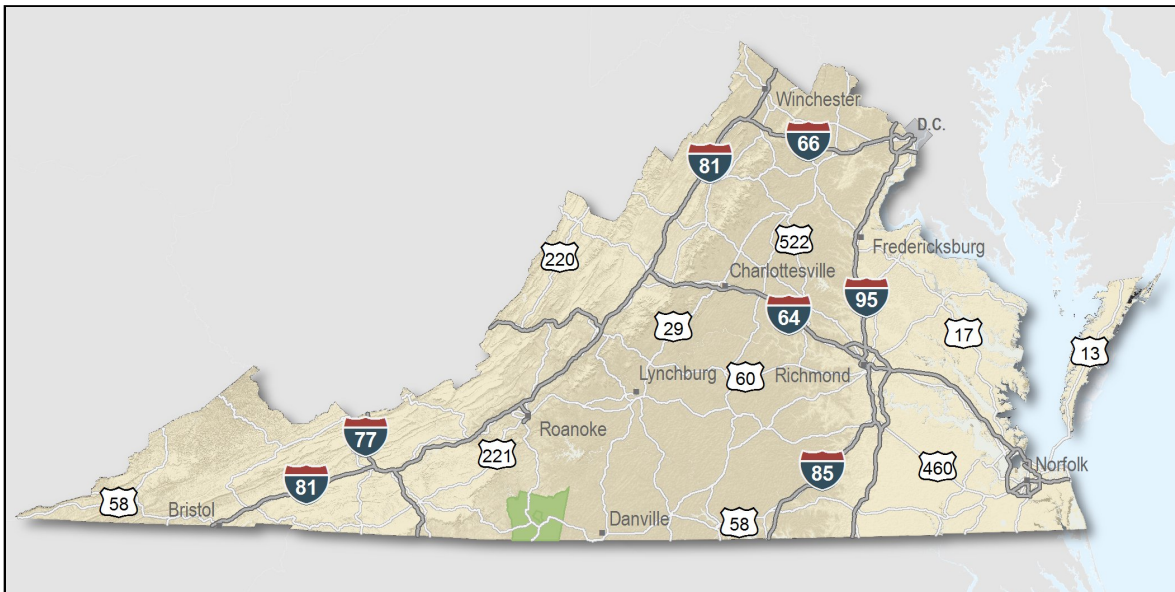

Martinsville MPSA, Virginia

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.

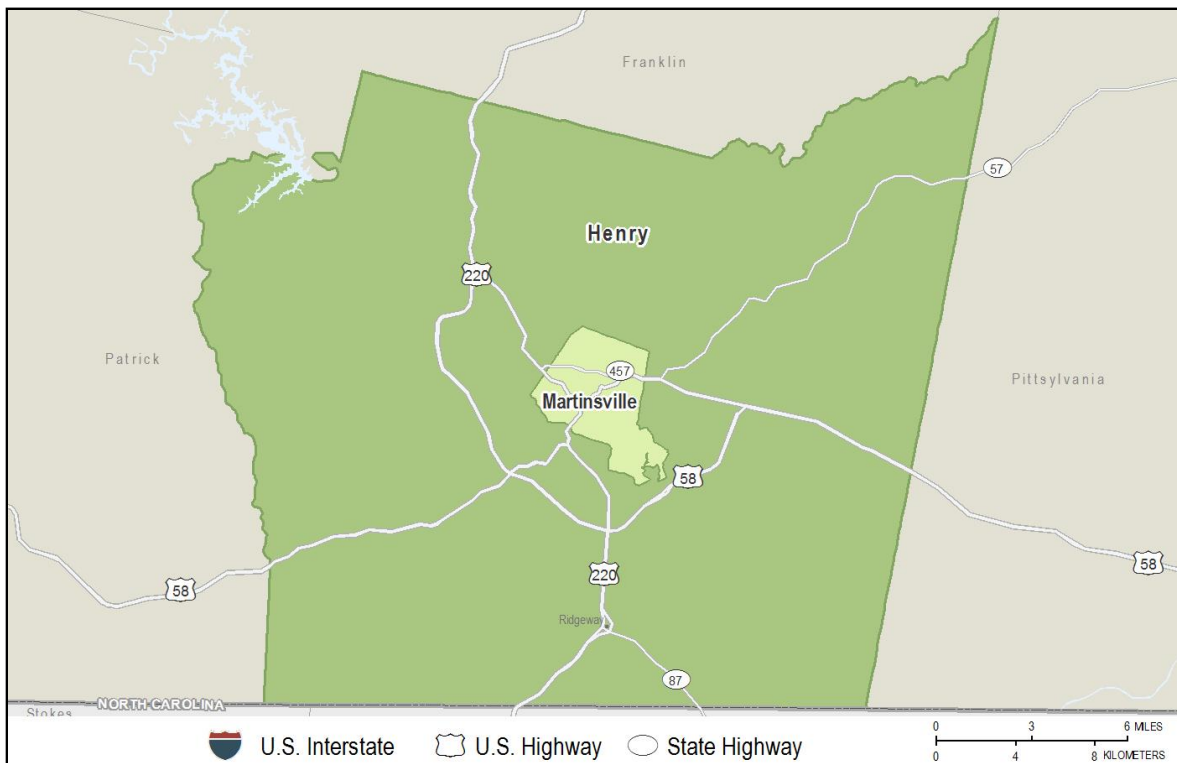
- AAA bond rating- Virginia has maintained a AAA rating since 1938, longer than any other state.
- Right-to-work law allows individuals the right to work regardless of membership in a labor union or organization.
- Corporate income tax rate of 6% has not been increased since 1972.
- Headquarters to 37 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 Martinsville Micropolitan Statistical Area, defined as the city of Martinsville and Henry County, is located in the foothills of the Blue Ridge Mountains in the south-central Piedmont region of Virginia. The Virginia-North Carolina state line forms the southern border of the area. The independent city of Martinsville is located in the center of Henry County. Formally a strong tobacco-based economy, the area has evolved into a manufacturing center known as a major producer of furniture, wood products, and textiles.

Roanoke is 50 miles north of Martinsville; Washington, D.C. is 293 miles northeast; Norfolk is 232 miles east; and Greensboro and Winston-Salem, North Carolina are 50 and 55 miles south, respectively. The area offers unique locational advantages, placed halfway between the Roanoke Valley and the Piedmont Triad, with direct connections via US Highways 220 and 58.



Martinsville MPSA

Creating business opportunities one job at a time!

Business in the Martinsville Micropolitan Statistical Area thrive on a community built on a strong work ethic. Perhaps best known for its high-energy, heart racing NASCAR speedway, the area has a small-town feel yet it is located close to major metro areas. A low cost of doing business plus plenty of diverse, prepared building sites make the Martinsville Micropolitan Area an ideal business location.



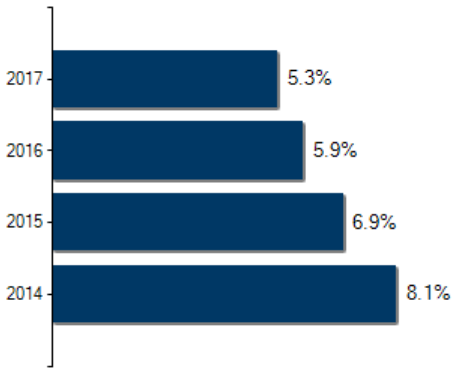
Labor Market

Population		
Gender Distribution (2017)		
Martinsville MPSA	Male	Female
	47.7%	52.3%
Race/Ethnicity (2017)		
Classification		Profile Area
White		44,661
Black		17,658
Two or More		1,293
Asian		487
American Indian or Alaska Native		240
Pacific Islander		30
Hispanic (may be of any race)		3,507
Median Age (2017)		
Henry		47 years
Martinsville		41 years

Population in Thousands



Unemployment Rates



Labor Market

Civilian Labor Force (2017)

Martinsville MPSA	27,776
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Labor Force Participation (2013-2017)

Martinsville MPSA	53.4%
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Unemployment

Unemployment Rate (September 2018)	
Martinsville MPSA	3.9%
Statewide	2.8%
Unemployed (2017)	
Martinsville MPSA	1,477
Underemployed (3rd Quarter 2018)	
Martinsville MPSA	2,809



Labor Market

Commute Time (2013-2017)

Worked from home	630	2.5%
Under 15 minutes	7,884	31.6%
15-24 minutes	9,275	37.2%
25-34 minutes	3,824	15.3%
35-44 minutes	991	4.0%
45-59 minutes	1,273	5.1%
Over 60 minutes	1,686	6.8%
Mean Travel Time to Work (minutes)		
Henry		24
Martinsville		20

Additional Labor Resources

High School Graduates Not Continuing (2017-2018)	106
Two-Year College Graduates (Spring 2017)	1,283
Two-Year College Enrollees (Fall 2017)	7,544
Other College and University Graduates (Spring 2017)	395
Total	9,328

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.

Martinsville MPSA

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Educational Attainment

On-Time Graduation Rate (Class of 2017)	87.1%
Percentage of Martinsville MPSA population age 25+ who are high school graduates (2013-2017)	80.1%
Percentage of Martinsville MPSA population age 25+ who have earned a Bachelor’s Degree or higher (2013-2017)	14.3%



Labor Market

Employment by Sector* (2nd Qtr. 2018)

Agriculture Forestry Fishing and Hunting	58	0.2%
Mining Quarrying and Oil and Gas Extraction	N.D.	N.D.
Utilities	N.D.	N.D.
Construction	638	2.5%
Manufacturing	4,809	18.9%
Wholesale Trade	546	2.1%
Retail Trade	3,590	14.1%
Transportation and Warehousing	1,207	4.7%
Information	202	0.8%
Finance and Insurance	496	1.9%
Real Estate and Rental and Leasing	148	0.6%
Professional Scientific and Technical Services	479	1.9%
Management of Companies and Enterprises	197	0.8%
Administrative and Support and Waste Management	2,471	9.7%
Educational Services	107	0.4%
Health Care and Social Assistance	3,504	13.8%
Arts Entertainment and Recreation	150	0.6%
Accommodation and Food Services	1,740	6.8%
Other Services	1,071	4.2%
Total Government	3,953	15.5%
Federal Government	130	0.5%
State Government	783	3.1%
Local Government	3,040	11.9%
Unclassified	47	0.2%
Total	25,462	100.0%

N.D. - Not Disclosed

*By Business Establishment

Employment by Occupation (2017)

Construction, Extraction & Maintenance	1,740	7.1%
Managerial, Professional & Related	5,280	21.6%
Production, Transportation & Material	5,270	21.6%
Moving		
Sales & Office	7,190	29.4%
Service	4,950	20.3%
Total	24,430	100%

Labor Market

Major Employers

Manufacturing

Company

CP Films, Inc.
Hooker Furniture Corporation
Monogram Food Solutions
Nilit, USA
Springs Global US, Inc.
West Window Corporation

Product/Service

Precision-coated films
Wood furniture
Food processing
Nylon yarn
Bedding products
Aluminum/vinyl building products

NonManufacturing

Company

GSI Solutions
Hanesbrands Inc.
Memorial Hospital
Patrick Henry Community College

Product/Service

Fulfillment center
Distribution
Health care
Higher 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	13.64	13.85	28,358	28,819
Heavy and Tractor-Trailer Truck Drivers	14.52	15.18	30,217	31,577
Inspectors, Testers, Sorters, Samplers, and Weighers	17.16	21.00	35,698	43,675
Machinists	17.16	17.22	35,714	35,816
First-Line Supervisors of Production and Operating Workers	19.64	23.03	40,851	47,903
Maintenance and Repair Workers, General	24.96	26.90	51,923	55,941
Industrial Machinery Mechanics	14.78	15.92	30,724	33,126
Bus and Truck Mechanics and Diesel Engine Specialists	24.50	23.80	50,969	49,512
Office Clerks, General	17.26	17.50	35,905	36,404
Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	12.45	13.03	25,886	27,098
Receptionists and Information Clerks	14.42	14.79	29,991	30,756
Customer Service Representatives	11.72	12.23	24,386	25,447
Bookkeeping, Accounting, and Auditing Clerks	11.05	11.76	22,995	24,468
First-Line Supervisors of Office and Administrative Support Workers	15.38	16.10	31,999	33,483
Computer User Support Specialists	20.20	22.51	42,014	46,815
Network and Computer Systems Administrators	19.35	20.69	40,253	43,015
Accountants and Auditors	32.85	32.56	68,331	67,723
Management Analysts	30.07	34.53	62,532	71,808
Human Resources Specialists	39.91	40.16	83,014	83,532
	23.74	25.89	49,369	53,859

Per Capita Personal Income (2016)

\$35,899

Median Family Income (2013-2017)

\$45,683



Education

Public School Enrollment (Fall 2017)

Level	Number	Enrollment
Preschool	1	115
Elementary	12	4,510
Middle	3	2,058
High School	3	2,812

Student Teacher Ratio (FY 2017)

Elementary	14:1
Secondary	12:1

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

10,682.69

On-Time Graduation Rate (Class of 2017)

87.1%

High School Graduates Continuing Education (2017-2018)

84.4%

Advanced Programs (2017-2018)

Governor's School Enrollment	72
Students taking 1 or more Advanced Placement (AP) Courses	681
Students taking 1 or more AP Exams	15
Students taking 1 or more Dual Enrollment Courses	503



Education

Workforce Development Facilities

Facility	Type
Center for Advanced Film Manufacturing	Center of Excellence
Virginia Workforce Center-Chatham	Satellite Center
Virginia Workforce Career Center - Patrick County	Satellite Center
Virginia Workforce Center-Danville	Comprehensive Center
Virginia Workforce Center-Martinsville Henry County	Comprehensive Center

Higher Education Facilities – Fall 2017

Facility	Enrollment
Danville Community College	3,101
Patrick Henry Community College	2,263
Ferrum College	1,130
American National University - Danville Campus	1,090 [‡]
American National University - Martinsville Campus	1,090 [‡]
Averett University	929
New College Institute	*

* Enrollment figures are included in participating colleges and universities.

‡ Enrollment figures are for all campuses.

◊ Fall 2016 Enrollment



Transportation

Interstates	
Name	Distance
I-81	28.4 miles (45.6 km.)
I-581	30.3 miles (48.7 km.)
I-40	30.8 miles (49.6 km.)
I-77	34.3 miles (55.2 km.)
I-85	35.2 miles (56.6 km.)
I-73	36.1 miles (58.2 km.)

Note: Measured from border of locality/region.

Highways				
Highway 108	Highway 174	Highway 220	Highway 457	Highway 57
Highway 58	Highway 87			

Commercial Air Service		
Piedmont Triad International Airport, Greensboro, NC -- 48.3 miles (77.7 km.)		
American Airlines	American Eagle	Delta Air Lines
Frontier Airlines	United Airlines	Allegiant Air
Roanoke-Blacksburg Regional Airport, Roanoke -- 56.3 miles (90.6 km.)		
American Airlines	Delta Air Lines	United Airlines
Allegiant Air		

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

Transportation

General Aviation Service

Name	Runway Length
Blue Ridge Airport, Martinsville	5,002 ft (1,525 m)

Freight Rail Service

Norfolk Southern Railway Company

Seaports

Name	Distance
Port of Virginia	266.0 miles (428.1 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
Winston Salem	48.3 miles (77.7 km)
New River Valley Airport (Virginia TradePort)	79.7 miles (128.3 km)
Port of Washington - Dulles	244.1 miles (392.8 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**

American Electric Power

City of Martinsville

Natural Gas

Southwestern Virginia Gas Company

Telecommunications

nTelos

Comcast Business Communications

CenturyLink

Mid-Atlantic Broadband Cooperative

Water

City of Martinsville

Henry County Public Service Authority

Waste Water Treatment

City of Martinsville

Henry County Public Service Authority

Solid Waste Disposal

City of Martinsville Sanitary Landfill

First Piedmont Corporation

Financial Institutions

Financial Institutions – 1st Qtr 2018 Assets

Bank	Assets (US\$ Millions)
Wells Fargo Bank, N.A.	1,716,532.0
Branch Banking and Trust Company	215,012.0
SunTrust Bank	199,970.2
WoodForest National Bank	5,699.6
Carter Bank & Trust	4,112.8
Hometrust Bank, N.A.	3,264.1
The Fidelity Bank	1,898.1
American National Bank & Trust Co.	1,808.0
Blue Ridge Bank	441.5
Martinsville First Savings Bank	40.6



Government and Taxes

Government

Henry County has a County Administrator and a six-member Board of Supervisors. Martinsville has a City Manager and a five-member City Council.

The county has a comprehensive plan and a subdivision ordinance. Martinsville has a comprehensive plan and zoning and subdivision ordinances.

Martinsville serves as the county seat of Henry County. Ridgeway is the only incorporated town 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

Memorial Hospital of Martinsville and Henry County is a 264-bed comprehensive medical-surgical facility. It is fully staffed and equipped for a variety of services including emergency treatment, intensive care, radiology nuclear medicine, obstetrics, cardiac care, mental health care, and outpatient services. The Patrick Henry Mental Health Center and Saint Albans provide counseling services in the community.

More than 100 physicians, representing over twenty specialties and 35 dentists serve the medical needs of the Martinsville Micropolitan Statistical Area. Martinsville Convalescent Center, Harmony Hall Home for Adults, Hairston home for adults, Stanleytown Health Care Center, the Blue Ridge Nursing Center, and Kings Grant Retirement Community serve the area's elderly.

The area is served by the Blue Ridge Regional Library System. This system operates three facilities in the community and maintains a collection of over 250,000 volumes and circulates nearly 450,000 items per year. Bookmobile service extends to rural areas of the county. The Bassett Branch Library in northwestern Henry County contains over 12,000 volumes and is particularly noted for its historical and genealogical collection. A new library containing over 10,000 volumes serves Ridgeway. Additionally, the Patrick Henry Community College library, with its 38,500-volume collection, is available to the public.



Community Facilities

(continued)

Area commerce is centered at the Village of Martinsville, and open-air mall, the central business district in Martinsville as well as several other trade centers throughout the county. Numerous shopping centers offer a variety of stores and specialty shops. Factory outlet stores are prevalent in the area and provide quality clothing and furniture at below retail prices.

There are over 140 places of worship in the community representing most major Protestant denominations, Catholic, and Jewish faiths.

The area boasts a high level of support and involvement in the arts. The Piedmont Arts Association sponsors many workshops, displays, and special events each year including showings by local, regional, and national artists and craftsmen. Stage productions by the Piedmont Playmakers, the Martinsville Community Chorus, and the Martinsville Opera Society provide outlets for amateur talent. Live theater is also offered at nearby Averett University, Ferrum College, Roanoke, and through the Virginia Museum of Fine Arts. The Walker Fine Arts Student Center at Patrick Henry Community College houses a 325-seat theater, art and photography studios, bookstore, student lounge, conference rooms, and a cafeteria. Patrick Henry Community College also provides live theater by the PHCC Players.

Both Martinsville and Henry County operate active public recreation departments, which sponsor organized activities for youth and adults. Two YMCA facilities, an athletic club, two movie theaters, and two bowling alleys are available in the community. There are four area country clubs with 18-hole golf courses, one public golf course, a driving range, and ample tennis courts to serve the area. The community is home to the Martinsville Astros, an affiliate of the National League team Houston Astros.

The Martinsville Speedway hosts four major NASCAR sponsored auto races attracting in excess of 100,000 spectators annually. Lake Sugar Tree Motor Cross Raceway conducts amateur and professional motor cross races throughout the year.

Outdoor recreation activities are numerous. Fairystone State Park and Philpott Lake, which are west of Martinsville, offer superb fishing, camping, and swimming possibilities along with trails for horseback riding. Smith Mountain Lake, with its 500-mile shoreline, is an attractive setting for both summer and year-round homes. The lake is well stocked with bass and trout and also offers an outstanding spot to swim, sail, or ski. Hunting is good throughout the county. For a relaxing diversion, the Blue Ridge Parkway with its beautiful mountain scenery and fall colors is just a short drive away. Parkway attractions include the Groundhog Mountain Resort, Mabry's Mill, and the Peaks of Otter.