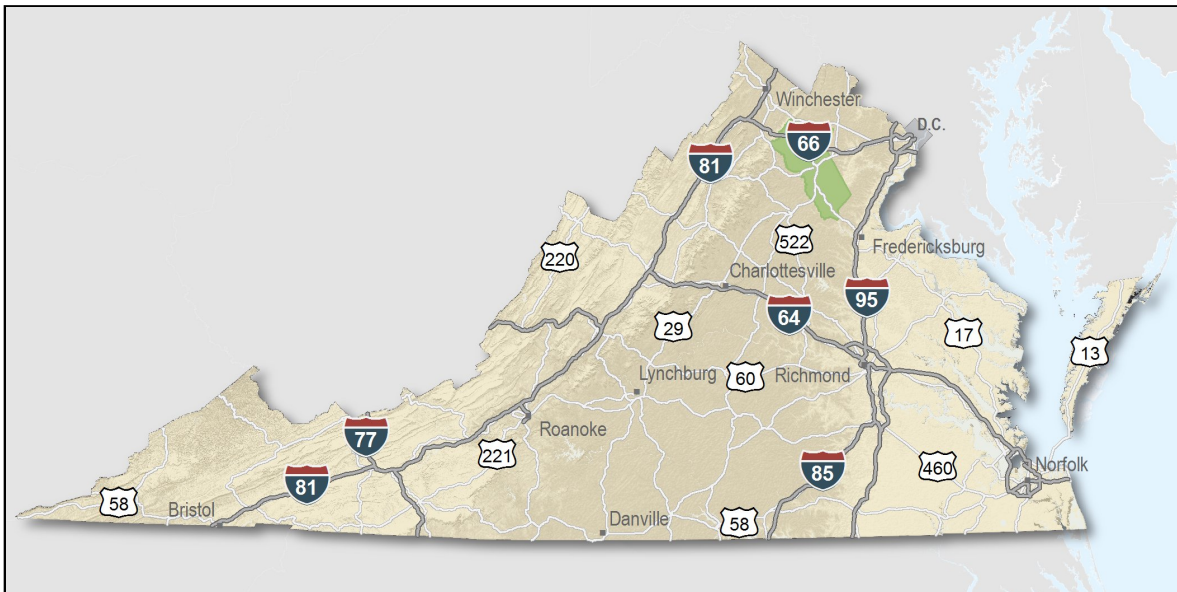

Fauquier County, Virginia

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.

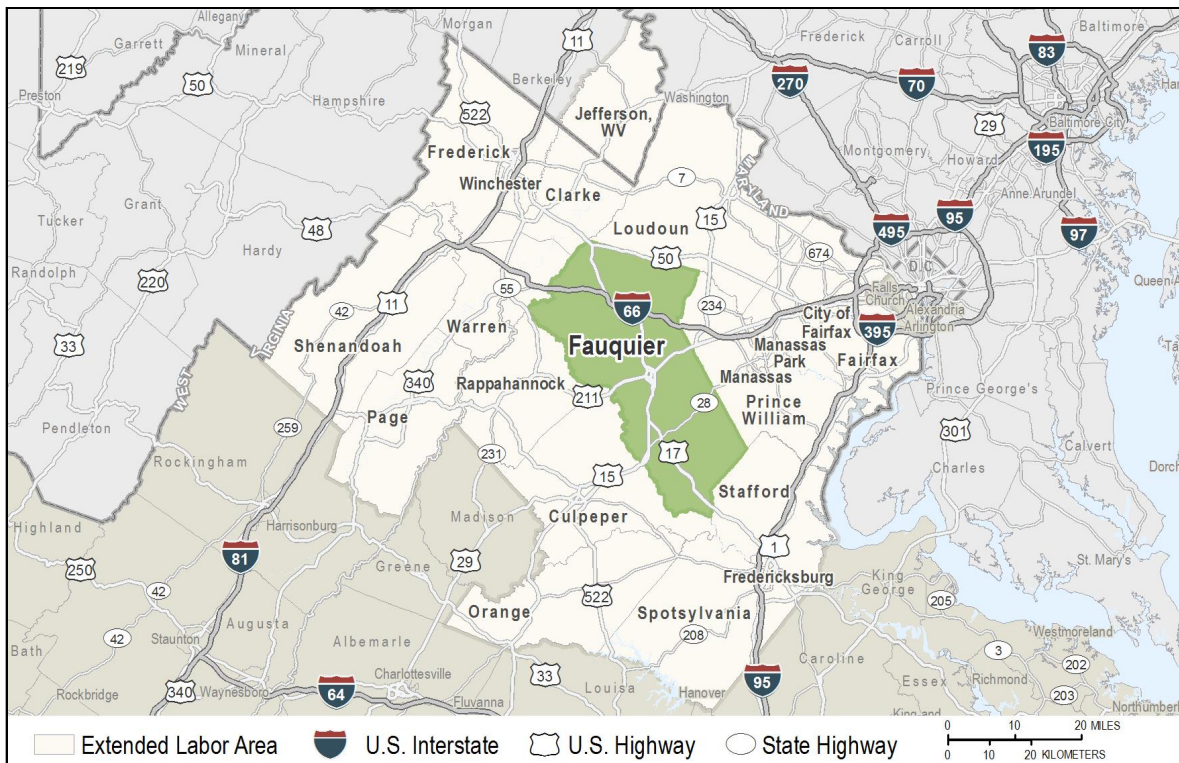


Location

Fauquier County is situated in north-central Virginia in the midst of a productive and scenic agricultural region. The Rappahannock River forms the western and southern boundaries of this 651 square mile county, the eighth largest in land area in Virginia. Interstate 66 provides a direct link to the nearby Washington, D.C. metropolitan area. Access to eastern markets is complemented by five U.S. primary highways. The town of Warrenton, in central Fauquier County, serves as the county seat and as the center of commerce and trade for the community.

The county is part of the Washington-Arlington-Alexandria Metropolitan Statistical Area (MSA).

Fauquier County is located 40 miles southwest of Washington, D. C.; 95 miles northwest of the state capital of Richmond; and 188 miles northwest of Norfolk.



Fauquier County

Open For Business

Fauquier County is an ideal business location just 40 miles west of Washington, D.C. and 18 miles east of the Virginia Inland Port. A robust small business community complemented by Fortune 500 firms, one of the most highly educated and technologically progressive workforces in the nation, a variety of available properties, and various business incentives are sure to provide an excellent framework for your business.



Labor Market

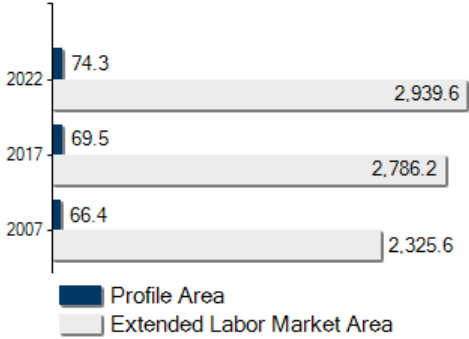
Population		
Gender Distribution (2017)		
Fauquier County	Male	Female
	49.5%	50.5%
Race/Ethnicity (2017)		
Classification	Profile Area	Extended Labor Area
White	60,700	1,939,576
Black	5,381	347,884
Two or More	1,798	103,756
Asian	1,180	373,609
American Indian or Alaska Native	337	18,099
Pacific Islander	69	3,300
Hispanic (may be of any race)	5,791	110,029
Median Age (2017)		42 years

Civilian Labor Force (2017)	
Fauquier County	36,391
Extended Labor Market Area	1,468,562
Total	1,504,953

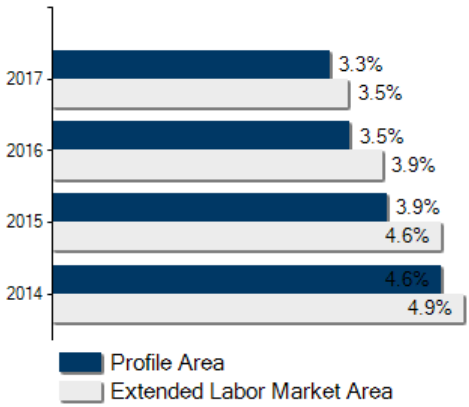
Labor Force Participation (2013-2017)	
Fauquier County	67.1%
Extended Labor Market Area	70.2%

Unemployment	
Unemployment Rate (September 2018)	
Fauquier County	2.4%
Extended Labor Market Area	2.4%
Statewide	2.8%
Unemployed (2017)	
Fauquier County	1,192
Extended Labor Market Area	47,684
Total	48,876
Underemployed (3rd Quarter 2018)	
Fauquier County	3,218
Extended Labor Market Area	130,997
Total	134,215

Population in Thousands



Unemployment Rates





Labor Market

Commute Time (2013-2017)

Worked from home	2,483	7.3%
Under 15 minutes	5,486	17.4%
15-24 minutes	5,580	17.7%
25-34 minutes	5,265	16.7%
35-44 minutes	2,238	7.1%
45-59 minutes	4,288	13.6%
Over 60 minutes	8,670	27.5%
Mean Travel Time to Work (minutes)		40

Additional Labor Resources

High School Graduates Not Continuing (2017-2018)	191
Two-Year College Graduates (Spring 2017)	4,766
Two-Year College Enrollees (Fall 2017)	72,416
Other College and University Graduates (Spring 2017)	10,241
Total	87,614

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.

Fauquier County	1
Extended Labor Market Area	95
Total	96

Educational Attainment

On-Time Graduation Rate (Class of 2017)	95.5%
Percentage of Fauquier County population age 25+ who are high school graduates (2013-2017)	91.4%
Percentage of Fauquier County population age 25+ who have earned a Bachelor's Degree or higher (2013-2017)	35.3%



Labor Market

Employment by Sector* (2nd Qtr. 2018)

Agriculture Forestry Fishing and Hunting	377	1.7%
Mining Quarrying and Oil and Gas Extraction	N.D.	N.D.
Utilities	N.D.	N.D.
Construction	2,481	11.0%
Manufacturing	946	4.2%
Wholesale Trade	487	2.1%
Retail Trade	2,931	12.9%
Transportation and Warehousing	225	1.0%
Information	133	0.6%
Finance and Insurance	534	2.4%
Real Estate and Rental and Leasing	256	1.1%
Professional Scientific and Technical Services	1,806	8.0%
Management of Companies and Enterprises	169	0.7%
Administrative and Support and Waste Management	626	2.8%
Educational Services	533	2.4%
Health Care and Social Assistance	2,584	11.4%
Arts Entertainment and Recreation	322	1.4%
Accommodation and Food Services	2,519	11.1%
Other Services	1,195	5.3%
Total Government	4,305	19.0%
Federal Government	619	2.7%
State Government	395	1.7%
Local Government	3,291	14.5%
Unclassified	62	0.3%
Total	22,653	100.0%

N.D. - Not Disclosed

*By Business Establishment

Labor Market

Major Employers

Manufacturing

Company

CHEMetrics
Ross Industries
SMITH-MIDLAND Corporation

Product/Service

Industrial water test kits
Food & packaging machinery
Precast concrete products

NonManufacturing

Company

Command Technologies, Inc.
Fauquier Hospital, Inc.
Pepsi-Cola Bottling Company
SAIC

Product/Service

Systems engineering
Health care
Wholesale soft drinks
Information systems & technology solutions
Conference center
Discount supercenter

The Arlie Foundation

Wal-Mart Stores, Inc.



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 Heavy and Tractor-Trailer Truck Drivers	13.69	14.85	28,470	30,895
Maintenance and Repair Workers, General	21.40	21.07	44,530	43,837
Office Clerks, General	21.98	23.04	45,717	47,938
Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	18.41	19.62	38,293	40,810
Receptionists and Information Clerks	21.45	21.77	44,634	45,289
Customer Service Representatives	16.16	16.81	33,616	34,955
Bookkeeping, Accounting, and Auditing Clerks	18.55	19.80	38,577	41,178
First-Line Supervisors of Office and Administrative Support Workers	24.31	24.91	50,563	51,811
Computer Occupations, All Other	31.81	34.17	66,174	71,062
Computer User Support Specialists	55.53	54.91	115,502	114,206
Computer Network Architects	29.48	30.94	61,314	64,352
Network and Computer Systems Administrators	60.33	60.95	125,494	126,768
Software Developers, Systems Software	47.77	49.68	99,362	103,321
Software Developers, Applications	61.65	62.38	128,236	129,759
Information Security Analysts	55.99	56.63	116,464	117,787
Computer Systems Analysts	54.97	56.19	114,325	116,867
Accountants and Auditors	50.65	51.72	105,355	107,562
Management Analysts	41.06	46.00	85,412	95,669
Human Resources Specialists	50.45	54.56	104,923	113,481
	40.61	41.56	84,473	86,454

Per Capita Personal Income (2016)

\$63,854

Median Family Income (2013-2017)

\$113,243

Education

Public School Enrollment (Fall 2017)

Level	Number	Enrollment
Elementary	11	4,743
Middle	5	2,596
High School	3	3,805

Student Teacher Ratio (FY 2017)

Elementary	12:1
Secondary	11:1

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

12,567.00

On-Time Graduation Rate (Class of 2017)

95.5%

High School Graduates Continuing Education (2017-2018)

80.4%

Advanced Programs (2017-2018)

Governor's Schools

Mountain Vista Governor's School

Thomas Jefferson High School for Science and Technology

Governor's School Enrollment	68
Students taking 1 or more Advanced Placement (AP) Courses	1,086
Students taking 1 or more AP Exams	1,086
Students taking 1 or more Dual Enrollment Courses	965

Education

Workforce Development Facilities	
Facility	Type
Albemarle Career Center	Satellite Center
Culpeper Career Resource Center	Satellite Center
Greene County Job Spot	Satellite Center
Lord Fairfax Community College Workforce Solutions	Career and Technical Center
Louisa Employment Center	Satellite Center
Madison Department of Social Services	Informational Center
Nelson Career Resource Center	Informational Center
Orange Workforce Center	Satellite Center
Piedmont Workforce Network	Comprehensive Center
The Workplace	Satellite Center



Education

Higher Education Facilities – Fall 2017

Facility	Enrollment
George Mason University - Fairfax Campus	36,297 [‡]
George Mason University - Loudoun Campus	36,297 [‡]
George Mason University - Science and Technology Campus	36,297 [‡]
Northern Virginia Community College - Loudoun Campus	13,842
ECPI University - Northern Virginia Campus	12,068 [‡]
Northern Virginia Community College - Woodbridge Campus	10,113
Northern Virginia Community College - Manassas Campus	8,998
Strayer University - Loudoun Campus	6,473 ^{‡◊}
Strayer University - Manassas Campus	6,473 ^{‡◊}
Strayer University - Woodbridge Campus	6,473 ^{‡◊}
University of Mary Washington - Stafford Campus	4,808 [‡]
Stratford University - Woodbridge Campus	2,926 [‡]
Lord Fairfax Community College - Fauquier Campus	2,450
Germanna Community College - Locust Grove Campus	2,033
George Washington University - Virginia Science and Technology Campus	1,856
Virginia International University	895 [◊]
Christendom College	569
Everest College - Woodbridge Campus	255
Columbia College - Centreville Campus	162 [◊]
Aviation Institute of Maintenance - Manassas Campus	150 [◊]
Germanna Community College - Daniel Technology Center	^{‡§}
Germanna Community College - Stafford County Center	^{‡§}
Patrick Henry College	[‡]

[‡] Enrollment figures are not available.

[‡] Enrollment figures are for all campuses.

[§] Enrollment counted at a main campus.

[◊] Fall 2016 Enrollment



Transportation

Interstates	
Name	Distance
I-66	0.0 miles (0.0 km.)
I-95	8.8 miles (14.2 km.)
I-81	12.8 miles (20.6 km.)
I-495	23.2 miles (37.3 km.)
I-395	24.6 miles (39.6 km.)
I-270	27.1 miles (43.6 km.)
I-370	27.5 miles (44.2 km.)
I-295	32.3 miles (51.9 km.)

Note: Measured from border of locality/region.

Highways				
Highway 15	Highway 17	Highway 211	Highway 215	Highway 245
Highway 28	Highway 29	Highway 50	Highway 55	

Commercial Air Service		
Washington Dulles International Airport, Dulles -- 32.7 miles (52.7 km.)		
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

Commercial Air Service		
Ronald Reagan Washington National Airport, Arlington -- 48.7 miles (78.3 km.)		
Air Canada	American Airlines	Delta Air Lines
Frontier Airlines	Southwest Airlines	Sun Country Airlines
United Airlines	Alaska Airlines	JetBlue Airways
Virgin America		
Charlottesville-Albemarle Airport, Charlottesville -- 64.9 miles (104.5 km.)		
American Airlines	Delta Connection	United Airlines

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

Transportation

Freight Rail Service

Norfolk Southern Railway Company

Seaports

Name	Distance
Port of Virginia (Inland Port Front Royal)	35.0 miles (56.3 km)
	100.0 miles (160.9 km)
Port of Virginia	171.0 miles (275.2 km)

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

Other Ports of Entry

Name	Distance
Port of Washington - Dulles	32.7 miles (52.7 km)

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



Utilities

Utilities	
Electric	Northern Virginia Electric Cooperative
Electric	Dominion Energy
Natural Gas	Columbia Gas of Virginia
Telecommunications	Verizon South
Telecommunications	Verizon-Virginia
Water	Town of Warrenton
Water	Fauquier County Water & Sewer Authority
Water	Marshall Waterworks
Water	Vint Hill Economic Development Authority
Waste Water Treatment	Fauquier County Water & Sewer Authority
Waste Water Treatment	Town of Warrenton
Waste Water Treatment	Vint Hill Economic Development Authority
Solid Waste Disposal	Fauquier County Landfill

Financial Institutions

Financial Institutions – 1st Qtr 2018 Assets

Bank	Assets (US\$ Millions)
Wells Fargo Bank, N.A.	1,716,532.0
PNC Bank, N.A.	368,067.1
Capital One, N.A.	289,877.6
Branch Banking and Trust Company	215,012.0
SunTrust Bank	199,970.2
Union Bank & Trust Co.	13,118.0
Access National Bank	2,824.1
Sonabank, N.A.	2,652.5
Summit Community Bank, Inc.	2,127.7
The Fauquier Bank	681.1
Oak View National Bank	225.9



Government and Taxes

Government

Fauquier County has a County Administrator and a five-member Board of Supervisors.

The county has a comprehensive plan, an economic development plan, and zoning and subdivision ordinances.

Warrenton is the county seat. Remington and The Plains are other incorporated towns.

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.

Manufacturer's Tax Profile (Fauquier) [pdf](#)

Non-Manufacturer's Tax Profile (Fauquier) [pdf](#)



Community Facilities

The Fauquier Hospital in Warrenton is a 86-bed modern health care facility offering a 24-hour emergency room, general acute care, intensive care, outpatient surgery, full-service home health care, and a lifeline for the elderly and handicapped. In addition, a number of hospitals in Northern Virginia; Washington, D.C; Culpeper; and Charlottesville are easily accessible. Emergency air transport service is also available.

The county has over 150 physicians and 25 dentists.

The Fauquier County Health Department, based in Warrenton, provides public health service to the community. Mental health service is delivered through a private clinic.

There are two nursing homes, six assisted-care/retirement facilities, and a hospice program that serves the terminally ill.

Fauquier County has over 70 places of worship with 23 denominations represented. Jewish synagogues are located in nearby Fairfax County and Fredericksburg.

The Fauquier County Public Library has a collection of 128,000 volumes at three locations: Warrenton, Bealeton, and Marshall. It administers a number of special programs, including monthly visits to the physically and visually challenged patrons with large print books and books on tape and monthly visits to daycare centers, pre-schools, and Head Start programs with age appropriate books.



Community Facilities

(continued)

The community offers an assortment of shopping choices to the consumer ranging from the centrally located shopping centers in Warrenton to quaint specialty shops in towns and villages throughout the county. Warrenton's Old Town retail district offers specialty clothing, bookshops, toys, artwork, and crafts in an attractive restored environment complete with brick sidewalks. The outlying portions of the county are served by numerous smaller commercial centers offering general variety, drug, grocery, and hardware stores to meet residents' immediate needs.

Farmers' Markets in The Plains, Warrenton, and Opal offer fresh produce seasonally.

The Fauquier Community Theater provides music, dramatic, and comedy productions for local theater enthusiasts. Various community ensembles, including the Warrenton Chorale, the Youth Choir, the Handbell Choir, and the Piedmont Regional Orchestra present additional musical treats. During the summer months Bluemont concerts are sponsored by the county parks and recreation department, bringing noted jazz, blues, bluegrass, and classical programs to the area. With Washington, D. C. close by, a wealth of entertainment and cultural events are available to residents of Fauquier County.

The county operates a comprehensive public recreation program, with organized leagues, activities, and instructional classes for participants of all ages. Local facilities include C. M. Crockett Park on the 109-acre Germantown Lake where boating, fishing, and hiking trails are available. Tennis courts are located throughout the county in conjunction with many school sites. Private recreation facilities include swim clubs, tennis and racquet clubs, and a country club complete with an 18-hole golf course. Roller skating and bowling are also available in the community. The County also owns and operates Marshall Community Center, Vint Hill Park, Upperville Park, John Marshall Park, and the Gold Mining Museum at Monroe Park.

Sky Meadows State Park offers hiking trails with rugged terrain and pleasant camping facilities. The park consists of over 1,500 acres on a restored farm that has been developed into an interpretive historical crafts display. A portion of the Appalachian Trail extends through the park and leads into the Blue Ridge Mountains. A state forest and two Wildlife Management Areas are also located in the county. Area ponds and streams provide superb fishing opportunities, and the countryside allows for excellent deer, bird, and small game hunting. White water canoeists will find the scenic Rappahannock River an exciting challenge.

(continued)

Much of Fauquier County's heritage is associated with agriculture. The horse industry and related activities, as well as wineries and events such as the Fall Farm Tour play an integral part in the county's lifestyle as well as supporting tourism. Events such as the Virginia Gold Cup races, held annually in May, attract thousands of competitors and spectators to the area from all over the East Coast. Other tourist attractions are the Flying Circus Airshows in Bealeton, the Old Jail Museum in Warrenton, and guided trail rides.

Washington-Arlington-Alexandria MSA Profile

Northern Virginia Profile

Fauquier County

Vint Hill Economic Development Authority