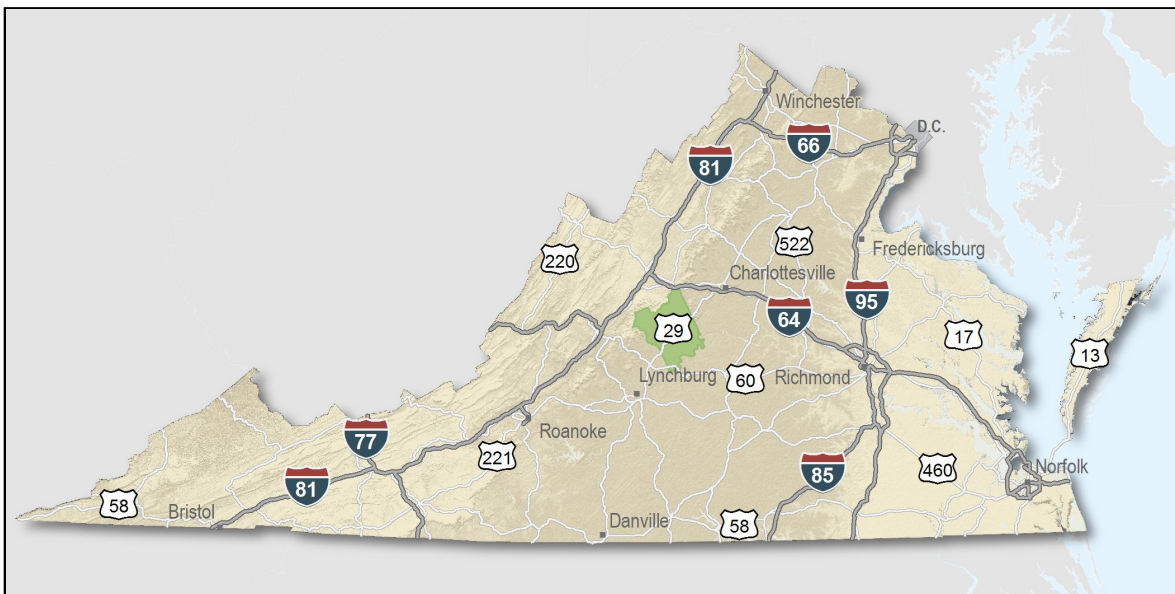

Nelson County, Virginia

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.

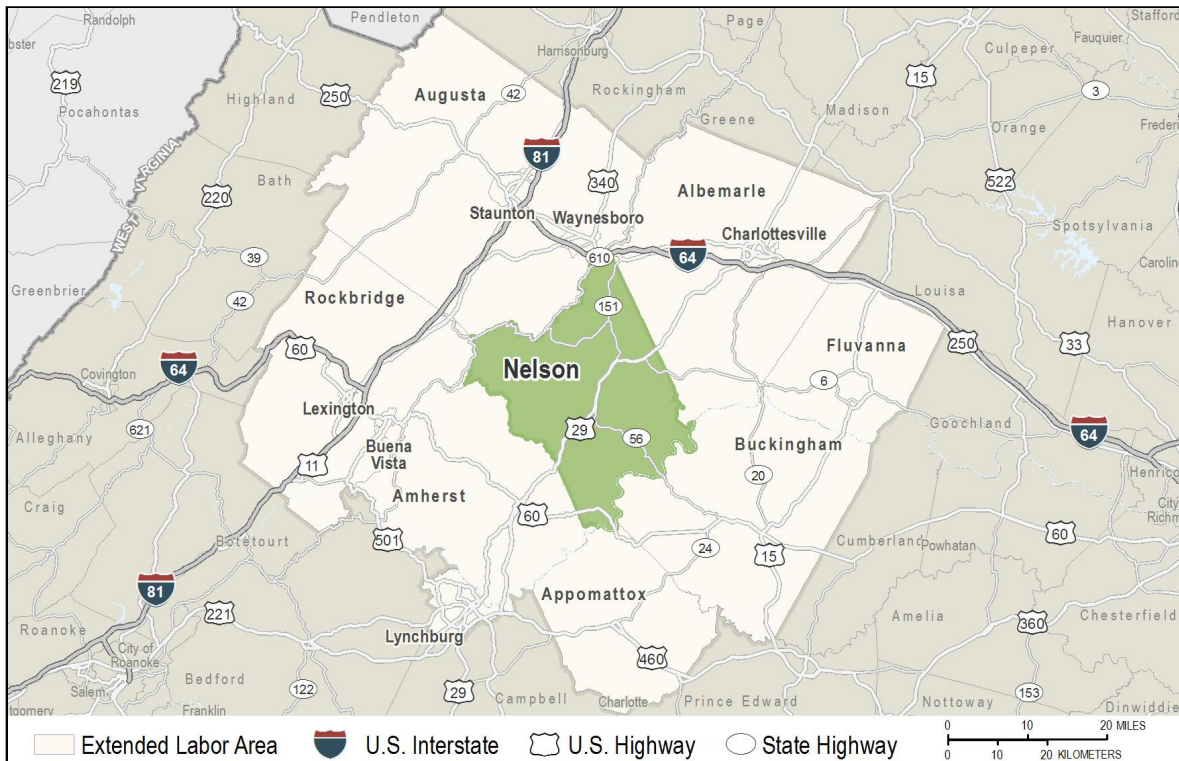
- AAA bond rating- Virginia has maintained a AAA rating since 1938, longer than any other state.
- Right-to-work law allows individuals the right to work regardless of membership in a labor union or organization.
- Corporate income tax rate of 6% has not been increased since 1972.
- Headquarters to 37 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

Nelson County is located in the central part of Virginia midway between the metropolitan areas of Charlottesville and Lynchburg. The county's 471 square miles extend from the James River on the east to the crest of the Blue Ridge Mountains, which form the county's northwestern boundary. The economy has traditionally been based on agriculture and natural resource-based industry such as timber and quarrying. The scenic surroundings have attracted recreational and culinary tourism development in recent years, most notably the 10,800-acre Wintergreen Resort in northwest Nelson County, ten wineries, four breweries, two hard cideries and two distilleries

Nelson County is approximately 30 miles from both Charlottesville and Lynchburg; 150 miles southwest of Washington, D.C.; 100 miles west of Richmond, the state capital; and 191 miles from Norfolk.



Nelson County-On The Sunrise Side of the Blue Ridge

Comprised of 471 square miles with boundaries as famous as the Blue Ridge Parkway and the James River, there are no incorporated towns and one stop light. Tourism is the primary economic engine; Wintergreen Resort, ten wineries, four breweries, two hard cideries and two distilleries, twelve orchards and fourteen vineyards are the largest employers. These businesses are complemented by more than a hundred locally owned lodging facilities and thirty eateries. There is more farmland in production in Nelson County than there was ten years ago.



Crabtree Falls in Montebello is the highest cascading waterfall east of the Mississippi River

Labor Market

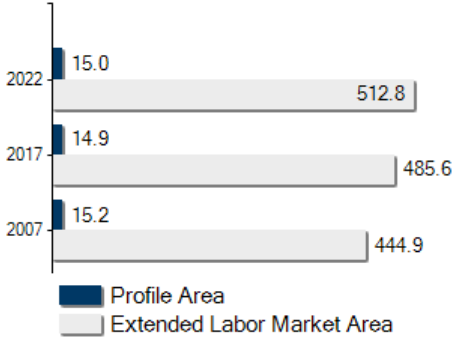
Population		
Gender Distribution (2017)		
Nelson County	Male	Female
	48.7%	51.3%
Race/Ethnicity (2017)		
Classification	Profile Area	Extended Labor Area
White	12,673	385,836
Black	1,773	72,158
Two or More	302	11,258
Asian	111	13,913
American Indian or Alaska Native	79	2,096
Pacific Islander	5	338
Hispanic (may be of any race)	648	8,424
Median Age (2017)		50 years

Civilian Labor Force (2017)	
Nelson County	7,354
Extended Labor Market Area	234,288
Total	241,642

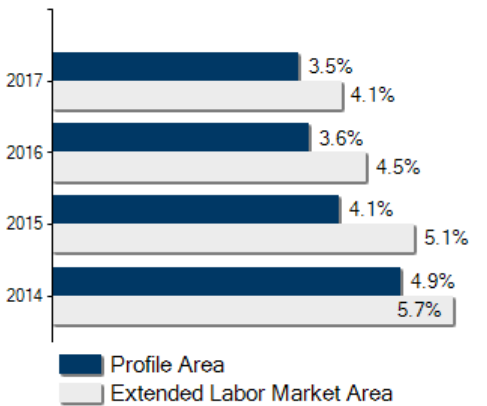
Labor Force Participation (2013-2017)	
Nelson County	59.8%
Extended Labor Market Area	59.1%

Unemployment	
Unemployment Rate (September 2018)	
Nelson County	2.6%
Extended Labor Market Area	2.7%
Statewide	2.8%
Unemployed (2017)	
Nelson County	257
Extended Labor Market Area	8,937
Total	9,194
Underemployed (3rd Quarter 2018)	
Nelson County	1,091
Extended Labor Market Area	28,922
Total	30,013

Population in Thousands



Unemployment Rates





Labor Market

Commute Time (2013-2017)

Worked from home	491	7.0%
Under 15 minutes	1,364	20.9%
15-24 minutes	1,109	17.0%
25-34 minutes	1,422	21.8%
35-44 minutes	1,129	17.3%
45-59 minutes	894	13.7%
Over 60 minutes	620	9.5%
Mean Travel Time to Work (minutes)		31

Additional Labor Resources

High School Graduates Not Continuing (2017-2018)	41
Two-Year College Graduates (Spring 2017)	1,334
Two-Year College Enrollees (Fall 2017)	6,698
Other College and University Graduates (Spring 2017)	8,578
Total	16,651

Labor Market

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.

Nelson County	3
Extended Labor Market Area	130
Total	133

Educational Attainment

On-Time Graduation Rate (Class of 2017)	88.3%
Percentage of Nelson County population age 25+ who are high school graduates (2013-2017)	85.7%
Percentage of Nelson County population age 25+ who have earned a Bachelor's Degree or higher (2013-2017)	30.8%



Labor Market

Employment by Sector* (2nd Qtr. 2018)

Agriculture Forestry Fishing and Hunting	254	6.6%
Mining Quarrying and Oil and Gas Extraction	N.D.	N.D.
Utilities	N.D.	N.D.
Construction	223	5.8%
Manufacturing	614	15.9%
Wholesale Trade	35	0.9%
Retail Trade	264	6.8%
Transportation and Warehousing	27	0.7%
Information	37	1.0%
Finance and Insurance	33	0.9%
Real Estate and Rental and Leasing	39	1.0%
Professional Scientific and Technical Services	194	5.0%
Management of Companies and Enterprises	6	0.2%
Administrative and Support and Waste Management	153	4.0%
Educational Services	N.D.	N.D.
Health Care and Social Assistance	249	6.4%
Arts Entertainment and Recreation	22	0.6%
Accommodation and Food Services	591	15.3%
Other Services	249	6.4%
Total Government	753	19.5%
Federal Government	52	1.3%
State Government	74	1.9%
Local Government	627	16.2%
Unclassified	16	0.4%
Total	3,866	100.0%

N.D. - Not Disclosed

*By Business Establishment

Labor Market

Major Employers

Manufacturing

Company

California Sidecar Escapade Trailer

Product/Service

Motorcycle trailers

NonManufacturing

Company

Central Virginia Electric Cooperative, Inc.

Food Lion

Wintergreen Resorts, Inc.

Product/Service

Utility

Retail Grocery Store

Resort

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	12.18	13.07	25,339	27,190
Heavy and Tractor-Trailer Truck Drivers	16.06	16.28	33,414	33,866
Inspectors, Testers, Sorters, Samplers, and Weighers	17.23	17.68	35,844	36,790
First-Line Supervisors of Production and Operating Workers	16.04	17.52	33,367	36,448
Maintenance and Repair Workers, General	28.74	31.84	59,776	66,242
Office Clerks, General	16.92	17.37	35,193	36,112
Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	16.82	17.54	34,972	36,496
Receptionists and Information Clerks	18.42	18.51	38,319	38,491
Customer Service Representatives	14.18	14.33	29,494	29,802
Bookkeeping, Accounting, and Auditing Clerks	15.97	16.90	33,212	35,144
First-Line Supervisors of Office and Administrative Support Workers	19.63	20.56	40,838	42,777
Computer User Support Specialists	25.02	26.44	52,027	54,986
Network and Computer Systems Administrators	24.79	26.02	51,559	54,113
Software Developers, Systems Software	47.32	46.14	98,426	95,981
Software Developers, Applications	47.67	51.86	99,150	107,864
Computer Systems Analysts	45.60	47.94	94,868	99,712
Accountants and Auditors	45.92	49.79	95,523	103,566
Management Analysts	35.12	37.50	73,058	78,003
Human Resources Specialists	44.90	60.00	93,394	124,811
	28.50	30.30	59,273	63,020

Per Capita Personal Income (2016)

\$45,323

Median Family Income (2013-2017)

\$64,225

Education

Public School Enrollment (Fall 2017)

Level	Number	Enrollment
Elementary	2	813
Middle	1	433
High School	1	636

Student Teacher Ratio (FY 2017)

Elementary	13:1
Secondary	12:1

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

13,912.00

On-Time Graduation Rate (Class of 2017)

88.3%

High School Graduates Continuing Education (2017-2018)

74.7%

Advanced Programs (2017-2018)

Governor's Schools	
Blue Ridge Governor's School	
Students taking 1 or more Advanced Placement (AP) Courses	49
Students taking 1 or more AP Exams	49
Students taking 1 or more Dual Enrollment Courses	90

Education

Workforce Development Facilities

Facility	Type
Albemarle Career Center	Satellite Center
Culpeper Career Resource Center	Satellite Center
Greene County Job Spot	Satellite 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

Higher Education Facilities – Fall 2017

Facility	Enrollment
University of Virginia	24,360
Piedmont Virginia Community College	5,608 [‡]
University of Lynchburg	2,808
Washington and Lee University	2,227
Virginia Military Institute	1,722
Mary Baldwin College	1,654
American National University - Charlottesville Campus	1,090 ^{‡◊}
Southern Virginia University	808
Randolph College	684
Virginia University of Lynchburg	370 [◊]
Sweet Briar College	322

[‡] Enrollment figures are for all campuses.

[◊] Fall 2016 Enrollment



Transportation

Interstates	
Name	Distance
I-64	0.0 miles (0.0 km.)
I-81	11.1 miles (17.9 km.)

Note: Measured from border of locality/region.

Highways				
Highway 151	Highway 250	Highway 29	Highway 48	Highway 56
Highway 6	Highway 60			

Commercial Air Service		
Charlottesville-Albemarle Airport, Charlottesville -- 37.9 miles (60.9 km.)		
American Airlines	Delta Connection	United Airlines
Lynchburg Regional Airport, Lynchburg -- 41.3 miles (66.4 km.)		
American Eagle		
Shenandoah Valley Regional Airport, Weyers Cave -- 51.8 miles (83.4 km.)		
ViaAir		

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

Transportation

General Aviation Service

Name	Runway Length
Falwell Airport, Lynchburg	2,932 ft (894 m)

Freight Rail Service

Buckingham Branch Railroad CSX Transportation Norfolk Southern Railway Company
--

Seaports

Name	Distance
Port of Virginia	185.0 miles (297.7 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	129.4 miles (208.2 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	
Electric	American Electric Power
Electric	Central Virginia Electric Cooperative
Natural Gas	Not Available
Telecommunications	nTelos
Telecommunications	Sprint/Centel-Virginia
Telecommunications	Verizon-Virginia
Water	Lovingston Sanitary District
Waste Water Treatment	Town of Lovingston
Waste Water Treatment	Nelson County Water & Sewer Authority
Solid Waste Disposal	BFI
Solid Waste Disposal	Nelson County Transfer Station

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
Union Bank & Trust Co.	13,118.0
American National Bank & Trust Co.	1,808.0



Government and Taxes

Government

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

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

Lovington is the county seat. There are no 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.

[Manufacturer's Tax Profile \(Nelson\) pdf](#)

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



Community Facilities

Hospital facilities are located in nearby Charlottesville. The University of Virginia Medical Center's hospital has 668 beds and provides comprehensive medical service for the region. The hospital contains special units including a Level I trauma center, intensive and coronary care, dialysis, and neonatal care. In addition, Lynchburg General Hospital and Virginia Baptist Hospital, located to the south in Lynchburg, contain a total of 768 beds and provide a full range of general medical and surgical specialties. The Augusta Medical Center in Fishersville also is conveniently accessed by residents of northern Nelson County. Two private clinics and a county public health center are located in the county.

Over 35 churches are located in Nelson County representing most leading Protestant denominations. Catholic churches are located in Charlottesville, Lynchburg, Lovingston, and Scottsville. Jewish synagogues are also found in Charlottesville and Lynchburg.

The Nelson Memorial Library is based in Lovingston, the county seat. This facility is part of the Jefferson-Madison Regional Library System, centered in Charlottesville, boasting a collection of over 283,000 volumes.

Three shopping centers, in Lovingston and Nellysford, provide residents convenience and general variety merchandise. The shops at Wintergreen include an excellent assortment of fashion boutiques, specialty stores, and gifts and crafts shops. Both Charlottesville and Lynchburg are home to numerous shopping centers, regional malls, and neighborhood shopping districts representing a wide array of goods and services.



Lifestyle

Nelson County provides residents the scenery and pastoral setting of rural Virginia combined with the amenities of surrounding metropolitan areas of Charlottesville, Lynchburg, and Waynesboro.

Recreational assets in Nelson include hiking along the Appalachian Trail or to the top of Crabtree Falls (the highest waterfall in the Eastern U.S.) and excellent canoeing or fishing on the James or Tye Rivers. Nelson County is on the zero milepost of the Blue Ridge Parkway and has 30 miles of the Parkway as its western border.

Festivals and special events are held at the various wineries and breweries, and at historic sites including the 5,000-acre Oak Ridge Estate, a 1802 mansion with formal gardens and its own train station. Nelson County is the birthplace of the popular TV series, the Walton's, and a museum opened in 1992 to exhibit Walton's memorabilia.

Lifestyle music festivals such as The Festy Experience and Lockn' Festival attract thousands of music and outdoor recreation enthusiasts to their events each year.

Organized recreation is provided through the Recreation Department. Athletic leagues compete in softball, soccer, basketball, volleyball, and little league baseball. A variety of instructional classes for all ages are also provided to the community through the recreation department and the extension service.

Wintergreen Resort is a significant recreational asset for Nelson County. This 10,800-acre resort is designed to provide outstanding leisure pursuits throughout the four seasons of the year. Ski slopes, open day and night, allow skiing for both beginners and experts. Wintergreen is one of only five resorts south of New York State to offer a thousand-foot vertical drop. Two golf courses, swimming, tennis, horseback riding, hiking, cycling, canoeing and a brand new spa facility provide opportunities for recreation for the entire family. Restaurants, specialty shops, and luxurious condominiums and villas help complete the total resort package.

(continued)

Nelson County now boasts ten wineries, four breweries, two hard cideries, and two distilleries. Tourism is the economic engine for Nelson County, with more than 100 locally owned lodging facilities and 30 restaurants.

Nearby Charlottesville, home of the University of Virginia, is a major entertainment and cultural center for the region. Both the university and the community sponsor a number of organizations dedicated to the dramatic and performing arts. Sweet Briar College, 17 miles south of Lovingston presents concerts and plays of touring companies.

Charlottesville MSA Profile

Central Virginia Profile

Central Virginia Partnership for Economic Development

Nelson County