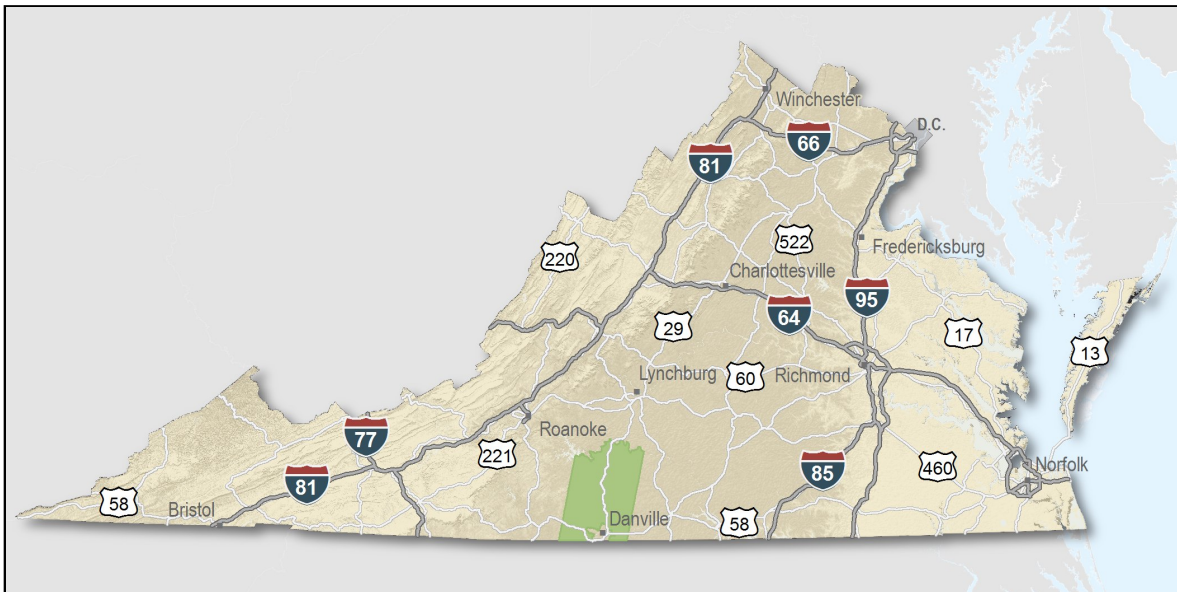

Pittsylvania County, Virginia

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.

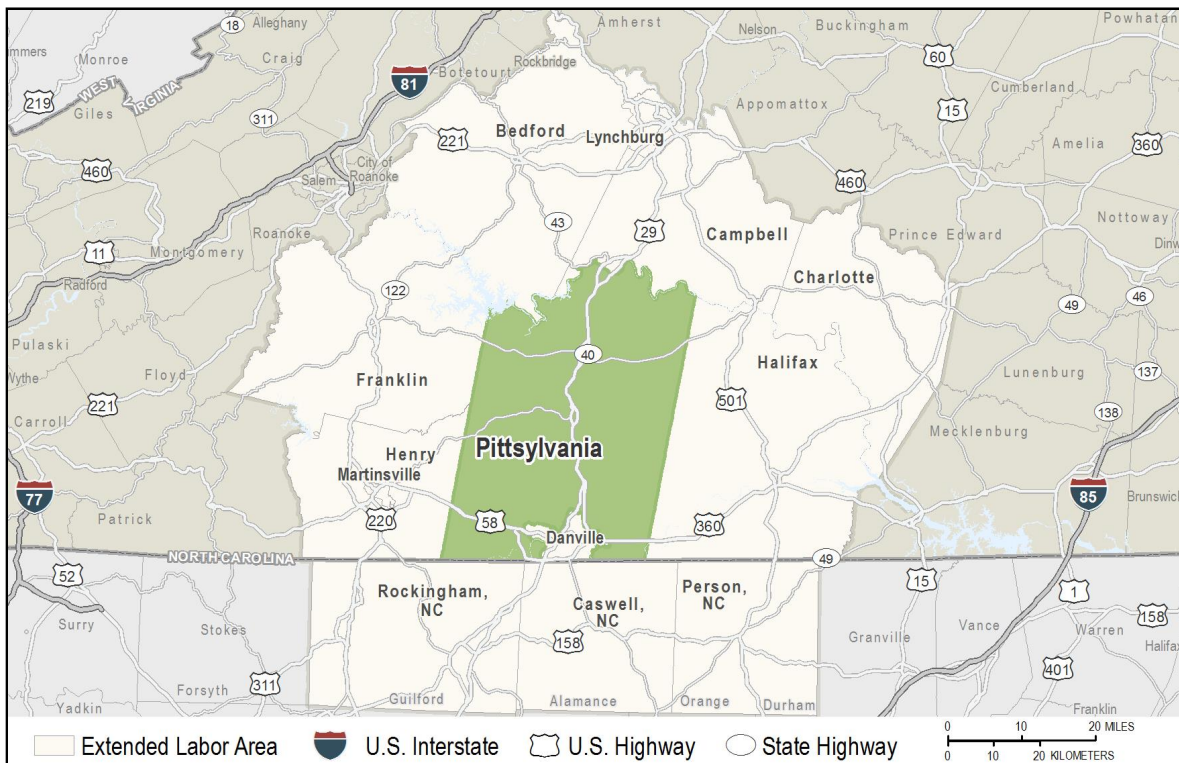
- AAA bond rating- Virginia has maintained a AAA rating since 1938, longer than any other state.
- Right-to-work law allows individuals the right to work regardless of membership in a labor union or organization.
- Corporate income tax rate of 6% has not been increased since 1972.
- Headquarters to 37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

Pittsylvania County is in the south-central Piedmont region of Virginia. The North Carolina state line and city of Danville form the county's southern boundary. The county has developed a substantial manufacturing and commercial base largely as a result of excellent highway and rail transportation systems. The county is part of the Danville MSA, representing a major market and trade center for Southside Virginia.

Pittsylvania County is 140 miles southwest of Richmond, the state capital; 279 miles south of Washington, D. C.; 45 miles north of Greensboro, NC and 96 miles north of Raleigh, NC.



Pittsylvania County

Business Savvy. People Friendly.

Pittsylvania County is an economically diverse community with a particular emphasis on: Agriculture; historical and eco-tourism; advanced machining and manufacturing; data storage and processing; motorsports; polymers; wood products; clean energy; and warehouse/distribution. Governments, industrial authorities, utilities and civic organizations work together in the interest of progress and prosperity. The County's network of four-lane highways means cost effective, on-time delivery or receipt of goods. The County has numerous sites served by rail lines which connect industry to markets well beyond state borders. World-class telecommunications infrastructure, and close proximity to the Ports of Virginia link Pittsylvania with international businesses and buyers. National and international companies alike, have active business operations in the County.



Timeless Traditions: Sustainable Future

Labor Market

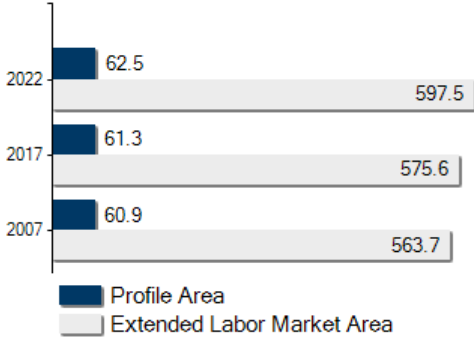
Population		
Gender Distribution (2017)		
Pittsylvania County	Male	Female
	49.2%	50.8%
Race/Ethnicity (2017)		
Classification	Profile Area	Extended Labor Area
White	46,706	424,705
Black	13,196	130,972
Two or More	828	10,522
Asian	311	6,318
American Indian or Alaska Native	196	2,713
Pacific Islander	21	340
Hispanic (may be of any race)	1,581	20,553
Median Age (2017)		47 years

Civilian Labor Force (2017)	
Pittsylvania County	29,542
Extended Labor Market Area	262,588
Total	292,130

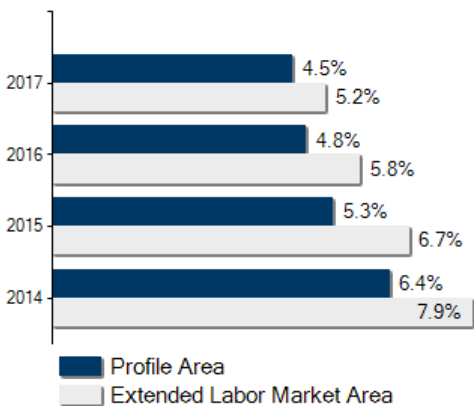
Labor Force Participation (2013-2017)	
Pittsylvania County	58.1%
Extended Labor Market Area	57.3%

Unemployment	
Unemployment Rate (September 2018)	
Pittsylvania County	3.3%
Extended Labor Market Area	3.4%
Statewide	2.8%
Unemployed (2017)	
Pittsylvania County	1,341
Extended Labor Market Area	12,547
Total	13,888
Underemployed (3rd Quarter 2018)	
Pittsylvania County	3,045
Extended Labor Market Area	25,657
Total	28,702

Population in Thousands



Unemployment Rates





Labor Market

Commute Time (2013-2017)

Worked from home	1,018	3.7%
Under 15 minutes	6,202	23.4%
15-24 minutes	9,806	37.0%
25-34 minutes	5,062	19.1%
35-44 minutes	1,882	7.1%
45-59 minutes	1,908	7.2%
Over 60 minutes	1,670	6.3%
Mean Travel Time to Work (minutes)		25

Additional Labor Resources

High School Graduates Not Continuing (2017-2018)	107
Two-Year College Graduates (Spring 2017)	1,283
Two-Year College Enrollees (Fall 2017)	7,544
Other College and University Graduates (Spring 2017)	168
Total	9,102

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.

Pittsylvania County	21
Extended Labor Market Area	406
Total	427

Educational Attainment

On-Time Graduation Rate (Class of 2017)	91.9%
Percentage of Pittsylvania County population age 25+ who are high school graduates (2013-2017)	82.4%
Percentage of Pittsylvania County population age 25+ who have earned a Bachelor's Degree or higher (2013-2017)	14.1%



Labor Market

Employment by Sector* (2nd Qtr. 2018)		
Agriculture Forestry Fishing and Hunting	257	2.0%
Mining Quarrying and Oil and Gas Extraction	N.D.	N.D.
Utilities	104	0.8%
Construction	1,130	8.9%
Manufacturing	1,844	14.5%
Wholesale Trade	839	6.6%
Retail Trade	1,123	8.8%
Transportation and Warehousing	324	2.5%
Information	N.D.	N.D.
Finance and Insurance	179	1.4%
Real Estate and Rental and Leasing	117	0.9%
Professional Scientific and Technical Services	210	1.7%
Management of Companies and Enterprises	73	0.6%
Administrative and Support and Waste Management	582	4.6%
Educational Services	237	1.9%
Health Care and Social Assistance	1,398	11.0%
Arts Entertainment and Recreation	95	0.7%
Accommodation and Food Services	676	5.3%
Other Services	564	4.4%
Total Government	2,907	22.9%
Federal Government	82	0.6%
State Government	479	3.8%
Local Government	2,346	18.5%
Unclassified	29	0.2%
Total	12,712	100.0%

N.D. - Not Disclosed

*By Business Establishment



Labor Market

Major Employers	
Manufacturing	
Company	Product/Service
AC Furniture	Contract furniture
Columbia Forest Products, Inc.	Wood products
Ennis Business Forms	Business forms
Intertape Polymer Corporation	Pressure sensitive tape
Owens Brockway Glass Company	Glass containers
Swedwood, North America	Furniture manufacturer for IKEA
Times Fiber Communication, Inc.	Coaxial cable
Yorktowne Cabinetry	Kitchen cabinets
NonManufacturing	
Company	Product/Service
Blair Construction Inc.	Construction
Centra Gretna Medical Center	Health care
Davenport Energy	Fuel Distribution
First Piedmont Corporation	Waste management services
RACO	Cable company
Unique Industries	Favors and party supplies distribution

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

Date	Type	Company	Product/Service	Employees Affected
8/12/2017	Reduction	Elkay Wood Products Co.	Cabinetry manufacturer	95

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)

\$35,326

Median Family Income (2013-2017)

\$53,486



Education

Public School Enrollment (Fall 2017)

Level	Number	Enrollment
Elementary	10	4,049
Middle	4	2,106
High School	4	2,844

Student Teacher Ratio (FY 2017)

Elementary	11:1
Secondary	15:1

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

9,742.00

On-Time Graduation Rate (Class of 2017)

91.9%

High School Graduates Continuing Education (2017-2018)

84.3%

Advanced Programs (2017-2018)

Governor's Schools

Piedmont Governor's School for Mathematics, Science & Technology

Governor's School Enrollment	50
Students taking 1 or more Advanced Placement (AP) Courses	327
Students taking 1 or more AP Exams	201
Students taking 1 or more Dual Enrollment Courses	542

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
American National University - Danville Campus	1,090 [‡] [°]
American National University - Martinsville Campus	1,090 [‡] [°]
Averett University	929
Institute for Advanced Learning and Research	*
New College Institute	*
Southern Virginia Higher Education Center	*

* Enrollment figures are included in participating colleges and universities.

‡ Enrollment figures are for all campuses.

° Fall 2016 Enrollment



Transportation

Interstates	
Name	Distance
I-581	24.4 miles (39.3 km.)
I-81	28.8 miles (46.4 km.)
I-40	31.9 miles (51.3 km.)
I-85	32.1 miles (51.7 km.)
I-40	34.9 miles (56.1 km.)
I-73	36.6 miles (59.0 km.)
I-64	45.4 miles (73.1 km.)

Note: Measured from border of locality/region.

Highways				
Highway 29	Highway 360	Highway 40	Highway 41	Highway 51
Highway 57	Highway 58			

Commercial Air Service		
Lynchburg Regional Airport, Lynchburg -- 45.5 miles (73.3 km.)		
American Eagle		
Roanoke-Blacksburg Regional Airport, Roanoke -- 67.0 miles (107.9 km.)		
American Airlines	Delta Air Lines	United Airlines
Allegiant Air		
Piedmont Triad International Airport, Greensboro, NC -- 75.1 miles (120.9 km.)		
American Airlines	American Eagle	Delta Air Lines
Frontier Airlines	United Airlines	Allegiant Air

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



Transportation

General Aviation Service

Name	Runway Length
Danville Regional Airport, Danville	5,900 ft (1,798 m)

Freight Rail Service

CSX Transportation Norfolk Southern Railway Company
--

Seaports

Name	Distance
Port of Virginia	259.0 miles (416.8 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
Winston Salem	75.1 miles (120.9 km)
Raleigh-Durham	92.4 miles (148.7 km)
Port of Washington - Dulles	213.4 miles (343.5 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	Mecklenburg Electric Cooperative
Electric	Southside Electric Cooperative
Electric	Dominion Energy
Electric	City of Danville
Natural Gas	City of Danville
Natural Gas	Columbia Gas of Virginia
Telecommunications	Sprint/Centel-Virginia
Telecommunications	Verizon-Virginia
Water	City of Danville
Water	Pittsylvania County Service Authority
Water	Town of Chatham
Water	Town of Gretna
Water	Town of Hurt
Waste Water Treatment	City of Danville/Pittsylvania Service Authority
Waste Water Treatment	Town of Altavista
Waste Water Treatment	Town of Chatham
Waste Water Treatment	Town of Gretna
Waste Water Treatment	Pittsylvania County Service Authority
Waste Water Treatment	Town of Hurt
Waste Water Treatment	City of Danville
Solid Waste Disposal	First Piedmont Corporation
Solid Waste Disposal	Pittsylvania County Landfill

Financial Institutions

Financial Institutions – 1st Qtr 2018 Assets

Bank	Assets (US\$ Millions)
Branch Banking and Trust Company	215,012.0
First-Citizens Bank & Trust Co.	34,262.9
Carter Bank & Trust	4,112.8
American National Bank & Trust Co.	1,808.0
Virginia Bank & Trust Co.	199.2



Government and Taxes

Government

Pittsylvania County has a County Administrator and a seven-member Board of Supervisors.

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

Chatham is the county seat. Other incorporated towns are Gretna and Hurt.

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 (Pittsylvania) [pdf](#)

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



Community Facilities

County residents are served by two hospitals: The Danville Regional Medical Center and the Centra Gretna Medical Center. These medical centers offer comprehensive treatment to County residents and the surrounding region. Residents also have easy transportation access to the extensive medical resources of Duke University Hospital, Lynchburg General Hospital, Virginia Baptist Hospital in Lynchburg, University of Virginia Hospital, and North Carolina Memorial Hospital. In addition, the Pittsylvania County Health Department offers valuable public health services at its three clinics.

Over 80 physicians and 40 dentists are available in the Danville-Pittsylvania region.

Three nursing homes in Danville and one nursing home in Gretna provide long-term care for the aged. Two adult homes and two modern, assisted living facilities are also located in the area.

Public library service is provided by the Pittsylvania County Library that operates five branches in the county. Rural service is enhanced by a bookmobile. Additional library resources are available to the public at the Danville Public Library, Averett University, and Danville Community College.

About 165 places of worship are located in the Danville-Pittsylvania community representing all major faiths.



Community Facilities

(continued)

Most retail and commercial activity in Pittsylvania County is found in the southern portion of the county near Danville and in the towns of Hurt, Gretna, and Chatham. Wineries and quaint bed and breakfast lodging are located throughout the County's gently rolling countryside.

Numerous shopping centers and a regional mall are found in and around Danville and feature a wide range of retail stores, including department and specialty shops. County residents are also well served by diversity in shopping choices ranging from food and convenience items to specialty clothing and discount department stores.

A moderate climate, great schools, strong sense of community, and a regionally low cost of living are just a few of the aspects that county residents enjoy.

In addition, residents and visitors alike can take advantage of many recreational and cultural activities in the community. The City of Danville's Museum of Fine Arts and History is an affiliate of the Virginia Museum and contains art galleries, studio space for area artists, and an auditorium for musical and dramatic productions. The Danville Area Association for the Arts and Humanities coordinates many cultural events for youth, adults, and senior citizens. Examples of the work of this group include bringing special programs and artists to the community and arranging museum and theater trips to major cities. Other private concert and theater groups are active and well supported by the community at large. A Planetarium and Science Museum in Chatham present numerous special programs free of charge to the public.

Two major lakes, Smith Mountain Lake and Leesville Lake, are located in northeastern Pittsylvania County. These unique, scenic impoundments provide a vast amount of water-related recreation, including boating, swimming, fishing, canoeing, water skiing, and camping. Smith Mountain Lake also is the site of a 1,200-acre state park on its north shore and is the setting for both summer vacation homes and year-round housing.

Elkhorn Park is the county's largest private park covering 604 acres, and it is centered around a 100-acre lake. Swimming, boating, and fishing can be enjoyed on numerous additional lakes distributed throughout the county. Outdoor enthusiasts will also find Pittsylvania County productive for hunting deer, birds, and small game. The 2,710-acre White Oak Wildlife Management Area near Chatham is operated by the Virginia Commission of Game and Inland Fisheries and offers outstanding hunting possibilities.

(continued)

The county school system operates an extensive summer recreation program featuring softball, volleyball, soccer, basketball, and other assorted activities. In addition, school facilities are used throughout the year for various classes for youth and adults covering a wide range of interests. Organized youth baseball and basketball leagues are available, and area civic clubs, churches, and industries sponsor adult baseball and softball leagues. Five golf courses are located in the county. Of these five courses, three are 18-hole and two are 9-hole courses. Two public swimming pools and four private pools complement the leisure services offerings in the area.

Professional auto racing is nearby in Martinsville, where four major NASCAR-sponsored events attract thousands of fans to the region. Likewise, fans of collegiate athletics are close to several major universities such as Virginia Tech, University of Virginia, University of North Carolina, North Carolina State University, and Duke University where competitive football, basketball, and other sports events can be enjoyed.

Danville MPSA Profile

Southern Virginia Profile

Pittsylvania Economic Development