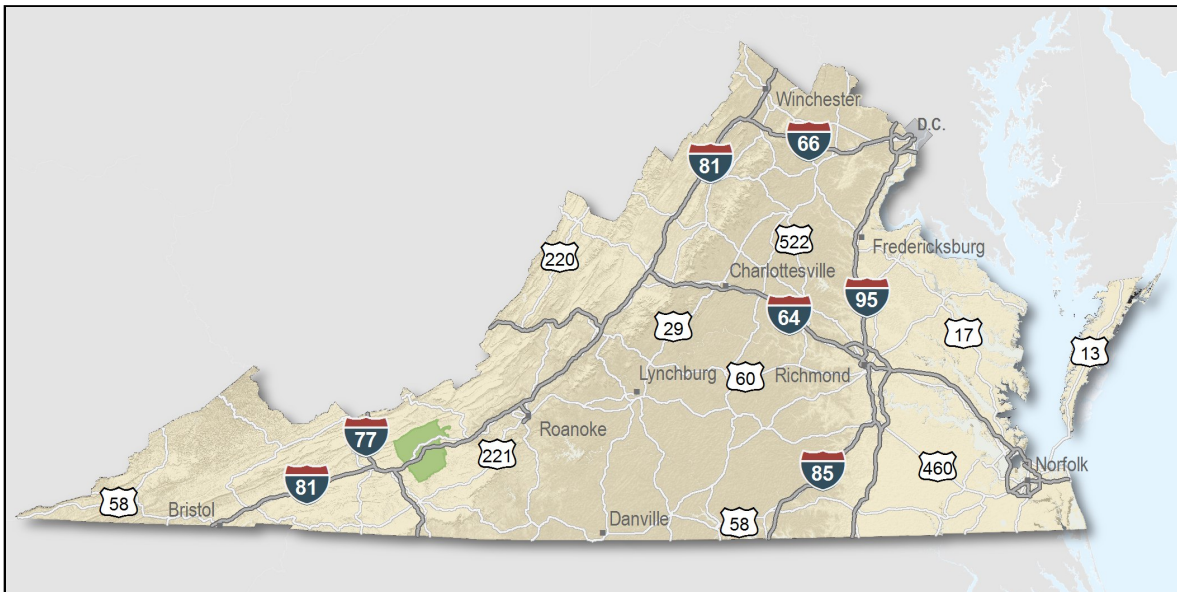

Pulaski County, Virginia

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.

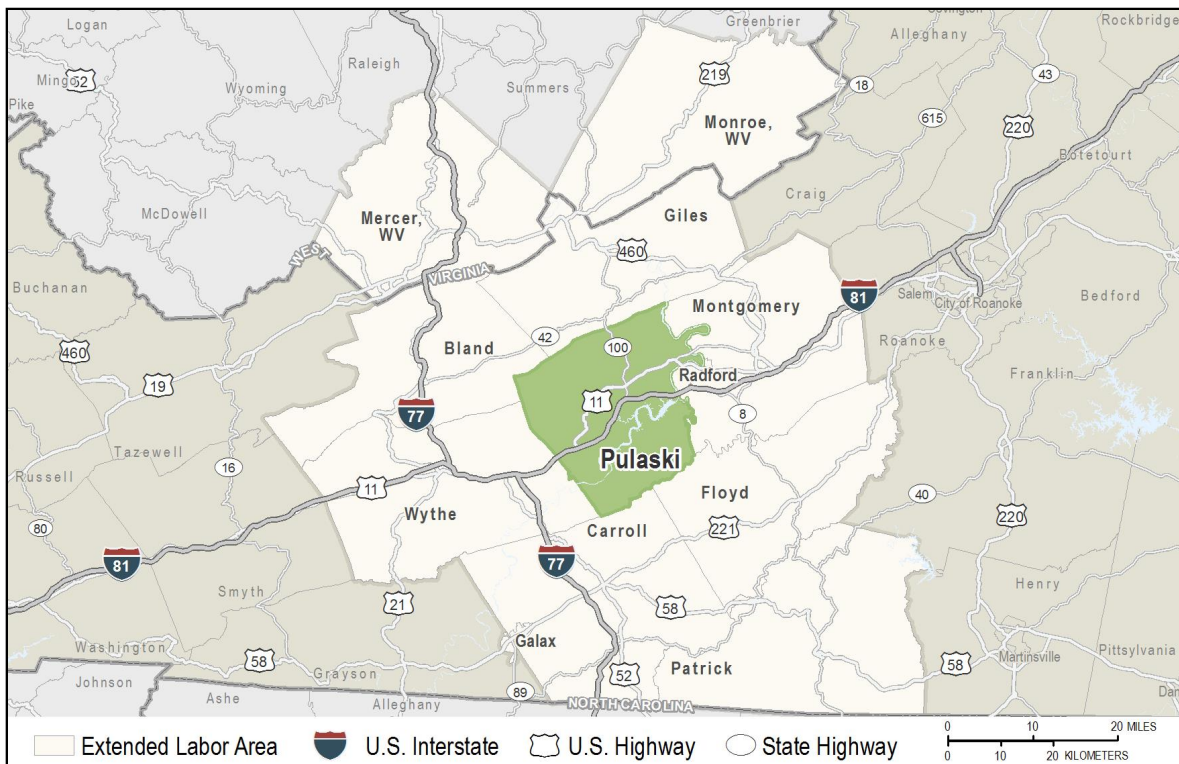
- AAA bond rating- Virginia has maintained a AAA rating since 1938, longer than any other state.
- Right-to-work law allows individuals the right to work regardless of membership in a labor union or organization.
- Corporate income tax rate of 6% has not been increased since 1972.
- Headquarters to 37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

Pulaski County is located in the heart of the New River Valley in southwestern Virginia and within the Blacksburg-Christiansburg-Radford, VA Metropolitan Statistical Area (MSA). The county's 318 square miles consist of a 4,500-acre lake, gently rolling foothills, open space and farmland, and mountains. The tranquil countryside offers a desirable setting for continued economic investment as the community offers ample natural resources, an efficient highway, rail, and air transportation network, and a dependable labor force.

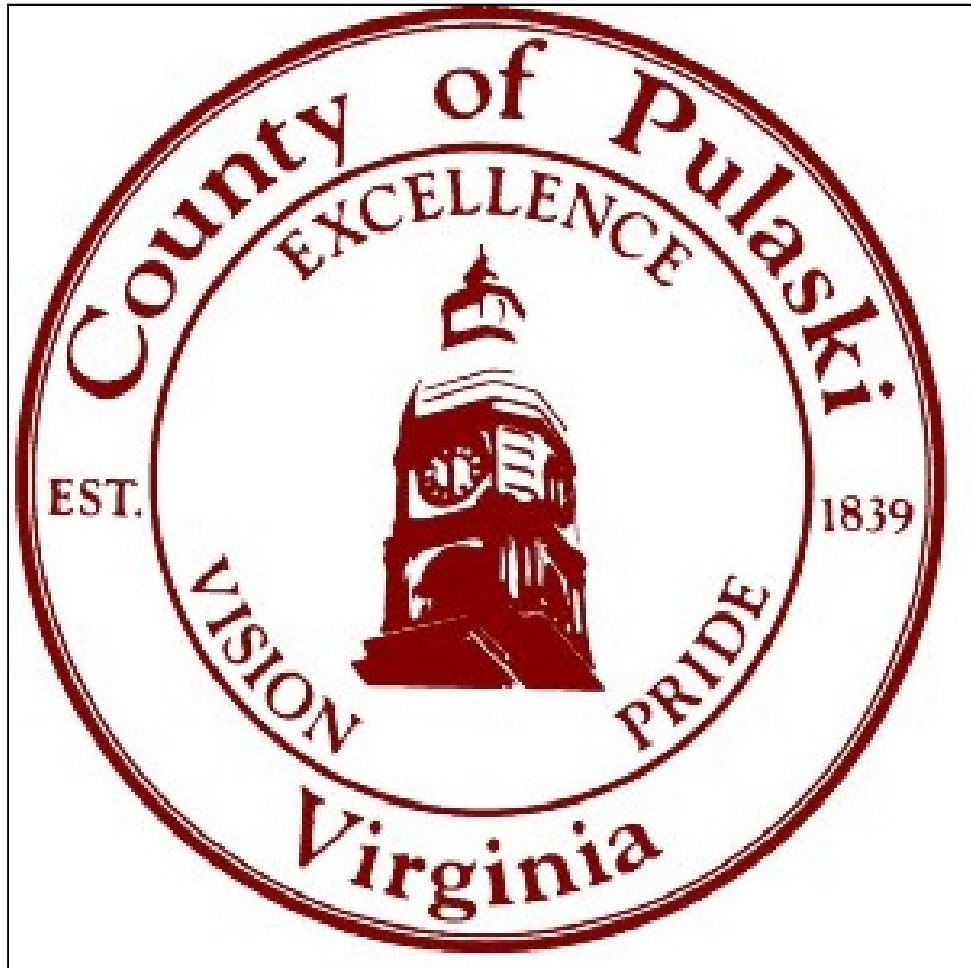
Roanoke is 50 miles northeast; Bristol, Virginia-Tennessee is 90 miles southwest; and Washington, D.C. is 285 miles northeast.



Pulaski County

Pulaski County - A great place to live, work, play.....AND DO BUSINESS

Pulaski County is blessed with prime locations for prospective industries. With Interstate 81 passing through and less than 20 miles from Interstate 77, access to the East Coast is readily available. Pulaski County is fortunate to have 7 industrial parks, 3 Virginia Enterprise Zones, the New River Valley International Airport & Foreign Trade Zone/Customs Port of Entry, HUB Zone and many more amenities necessary to make your business successful. For more information, please contact the County Economic Development Offices at 540-980-7705.



Labor Market

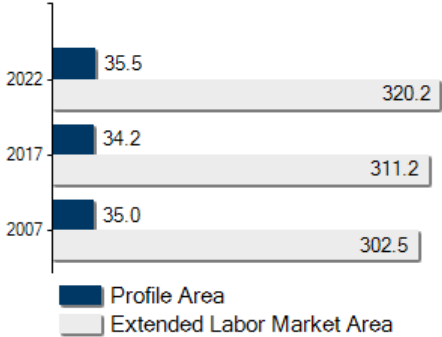
Population		
Gender Distribution (2017)		
Pulaski County	Male	Female
	50.0%	50.0%
Race/Ethnicity (2017)		
Classification	Profile Area	Extended Labor Area
White	31,595	283,870
Black	1,743	13,025
Two or More	549	5,502
Asian	214	7,790
American Indian or Alaska Native	77	880
Pacific Islander	6	127
Hispanic (may be of any race)	612	6,732
Median Age (2017)		47 years

Civilian Labor Force (2017)	
Pulaski County	16,260
Extended Labor Market Area	141,220
Total	157,480

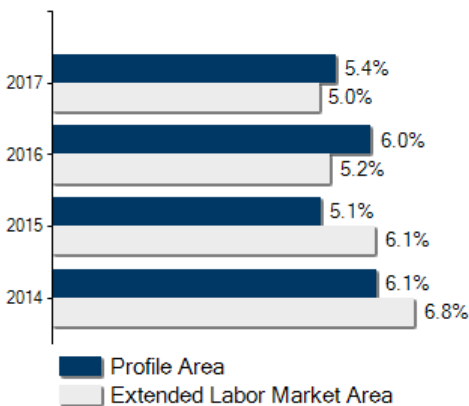
Labor Force Participation (2013-2017)	
Pulaski County	57.4%
Extended Labor Market Area	54.8%

Unemployment	
Unemployment Rate (September 2018)	
Pulaski County	3.1%
Extended Labor Market Area	3.4%
Statewide	2.8%
Unemployed (2017)	
Pulaski County	870
Extended Labor Market Area	6,406
Total	7,276
Underemployed (3rd Quarter 2018)	
Pulaski County	1,620
Extended Labor Market Area	14,410
Total	16,030

Population in Thousands



Unemployment Rates





Labor Market

Commute Time (2013-2017)

Worked from home	397	2.6%
Under 15 minutes	5,279	35.5%
15-24 minutes	4,312	29.0%
25-34 minutes	2,781	18.7%
35-44 minutes	952	6.4%
45-59 minutes	833	5.6%
Over 60 minutes	729	4.9%
Mean Travel Time to Work (minutes)		23

Additional Labor Resources

High School Graduates Not Continuing (2017-2018)	80
Two-Year College Graduates (Spring 2017)	1,514
Two-Year College Enrollees (Fall 2017)	7,302
Other College and University Graduates (Spring 2017)	11,145
Total	20,041

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.

Pulaski County	160
Extended Labor Market Area	376
Total	536

Educational Attainment

On-Time Graduation Rate (Class of 2017)	93.7%
Percentage of Pulaski County population age 25+ who are high school graduates (2013-2017)	85.4%
Percentage of Pulaski County population age 25+ who have earned a Bachelor's Degree or higher (2013-2017)	18.5%



Labor Market

Employment by Sector* (2nd Qtr. 2018)		
Agriculture Forestry Fishing and Hunting	124	0.9%
Mining Quarrying and Oil and Gas Extraction	N.D.	N.D.
Utilities	N.D.	N.D.
Construction	343	2.4%
Manufacturing	4,853	33.9%
Wholesale Trade	157	1.1%
Retail Trade	1,728	12.1%
Transportation and Warehousing	888	6.2%
Information	43	0.3%
Finance and Insurance	161	1.1%
Real Estate and Rental and Leasing	65	0.5%
Professional Scientific and Technical Services	211	1.5%
Management of Companies and Enterprises	N.D.	N.D.
Administrative and Support and Waste Management	546	3.8%
Educational Services	0	0
Health Care and Social Assistance	1,156	8.1%
Arts Entertainment and Recreation	181	1.3%
Accommodation and Food Services	1,058	7.4%
Other Services	409	2.9%
Total Government	2,300	16.1%
Federal Government	35	0.2%
State Government	512	3.6%
Local Government	1,753	12.2%
Unclassified	52	0.4%
Total	14,311	100.0%

N.D. - Not Disclosed

*By Business Establishment

Labor Market

Major Employers

Manufacturing

Company

Bond Cote Corporation
 James Hardie Building Products, Inc
 Jefferson Yarns Inc.
 NanoChemonics Inc.
 Trim Systems LLC
 Volvo Trucks North America Inc.
 Warner Lambert Company
 Xaloy, Inc.

Product/Service

Coated fabric
 Cementitious siding
 Texturized yarn
 Magnetic oxide and inorganic nanoparticles
 Heavy truck upholstery trim
 Trucks
 Pharmaceuticals
 Bimetallic cylinders

NonManufacturing

Company

American Electric Power
 Lotus Biochemical Corporation

Product/Service

Electric Utility
 Pharmaceutical distribution

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

Date	Type	Company	Product/Service	Employees Affected
2/5/2016	Layoff	Volvo Trucks North America*	Manufacturer of Volvo trucks.	734
9/30/2016	Layoff	Volvo Trucks North America*	Volvo truck manufacturing	300
2/13/2017	Layoff	Volvo Trucks North America*	Heavy truck manufacturing	519
5/1/2017	Closing	Nordson Xaloy	Manufactures syringe barrels for plastics industry	146

*Internationally-owned

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	12.02	12.66	25,006	26,342
Heavy and Tractor-Trailer Truck Drivers	17.61	19.08	36,639	39,680
Inspectors, Testers, Sorters, Samplers, and Weighers	18.82	20.27	39,151	42,160
Welders, Cutters, Solderers, and Brazers	22.44	22.48	46,675	46,752
Machinists	23.02	23.16	47,874	48,177
First-Line Supervisors of Production and Operating Workers	29.63	31.01	61,640	64,500
Maintenance and Repair Workers, General	15.97	17.46	33,227	36,315
Industrial Machinery Mechanics	23.45	23.83	48,770	49,580
Office Clerks, General	14.14	14.44	29,394	30,034
Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	15.77	16.38	32,800	34,072
Receptionists and Information Clerks	12.22	12.96	25,425	26,958
Customer Service Representatives	13.95	14.50	29,015	30,173
Bookkeeping, Accounting, and Auditing Clerks	16.13	17.44	33,564	36,277
First-Line Supervisors of Office and Administrative Support Workers	21.95	24.16	45,656	50,253
Mechanical Engineers	42.74	43.57	88,908	90,635
Industrial Engineers	39.63	41.63	82,445	86,607
Computer User Support Specialists	21.18	21.79	44,051	45,329
Software Developers, Applications	40.88	40.54	85,042	84,311
Accountants and Auditors	32.82	34.02	68,267	70,761
Human Resources Specialists	25.41	27.00	52,864	56,155

Per Capita Personal Income (2016)

\$37,219

Median Family Income (2013-2017)

\$56,937

Education

Public School Enrollment (Fall 2017)

Level	Number	Enrollment
Elementary	5	1,958
Middle	2	924
High School	1	1,311

Student Teacher Ratio (FY 2017)

Elementary	11:1
Secondary	12:1

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

11,017.00

On-Time Graduation Rate (Class of 2017)

93.7%

High School Graduates Continuing Education (2017-2018)

78.4%

Advanced Programs (2017-2018)

Governor's Schools

Southwest Virginia Governor's School For Science, Mathematics & Technology

Governor's STEM Academies and Health Academies

Pulaski County Public Schools Governor's STEM Academy

Governor's School Enrollment	23
Students taking 1 or more Advanced Placement (AP) Courses	194
Students taking 1 or more AP Exams	94
Students taking 1 or more Dual Enrollment Courses	221



Education

Workforce Development Facilities

Facility	Type
Bristol Workforce Center	Satellite Center
Galax Workforce Center	Satellite Center
Goodwill Industries of the Valleys-Giles	Satellite Center
Goodwill Workforce Services-Christiansburg/Floyd	Satellite Center
People Inc. of Virginia - Abingdon	Satellite Center
Pulaski Workforce Center	Satellite Center
Southwest Virginia Alliance for Manufacturing Center of Excellence	Center of Excellence
Virginia Workforce Center-Radford	Satellite Center
Virginia Workforce Center-Wytheville	Comprehensive Center

Higher Education Facilities – Fall 2017

Facility	Enrollment
Virginia Tech	34,440
Radford University	9,418
New River Community College	4,626
Wytheville Community College	2,676
Concord University	2,451 ^o
Edward Via College of Osteopathic Medicine	855



Transportation

Interstates	
Name	Distance
I-81	0.0 miles (0.0 km.)
I-77	4.6 miles (7.4 km.)
I-581	30.1 miles (48.4 km.)
I-64	38.5 miles (62.0 km.)

Note: Measured from border of locality/region.

Highways				
Highway 100	Highway 11	Highway 114	Highway 99	

Commercial Air Service		
Roanoke-Blacksburg Regional Airport, Roanoke -- 51.4 miles (82.6 km.)		
American Airlines	Delta Air Lines	United Airlines
Allegiant Air		

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



Transportation

General Aviation Service

Name	Runway Length
New River Valley Airport, Dublin	6,201 ft (1,890 m)

Freight Rail Service

Norfolk Southern Railway Company

Seaports

Name	Distance
Port of Virginia	302.0 miles (486.0 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
New River Valley Airport (Virginia TradePort)	0.0 miles (0.0 km)
Port of Washington - Dulles	265.1 miles (426.6 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	Alliant Techsystems
Natural Gas	Columbia Gas of Virginia
Natural Gas	Atmos Energy
Telecommunications	Verizon-Virginia
Telecommunications	Comcast Business Communications
Water	County of Pulaski
Water	County of Pulaski/Private System
Water	Town of Dublin
Water	Town of Pulaski
Water	Pulaski County Public Service Authority
Water	Alliant Techsystems
Waste Water Treatment	Pulaski County Public Service Authority
Waste Water Treatment	Town of Pulaski
Waste Water Treatment	Town of Dublin
Waste Water Treatment	Pepper's Ferry Regional Wastewater Facility
Waste Water Treatment	Alliant Techsystems
Solid Waste Disposal	New River Resource Authority
Solid Waste Disposal	Pulaski County Public Service Authority

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
WoodForest National Bank	5,699.6
Carter Bank & Trust	4,112.8
First Community Bank, N.A.	2,424.3
The First Bank and Trust Co.	1,740.1
The National Bank of Blacksburg	1,267.6
Skyline National Bank	543.0



Government and Taxes

Government

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

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

Pulaski is the county seat. Pulaski and Dublin 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.

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

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



Community Facilities

Less than an hour from Roanoke, Pulaski Community Hospital is a 147-bed facility with more than 400 employees. PCH is accredited by the Joint Commission for Healthcare Organizations (JCAHCO) and meets ISO 9002 standards – the first hospital in the country to earn both distinctions.

Pulaski is part of HCA Hospitals of Southwest Virginia, a relationship that provides a regional network of physicians, services, technologies and support for patients.

Pulaski's medical staff includes a wide range of primary care and specialty care physicians, including Cardiology, Gastroenterology, Neurology, Ophthalmology, Orthopedics, Pediatrics, Urology, Oncology, and an onsite skilled Nursing Unit.

The services available at Pulaski include:

- Full medical/surgical/pediatric facilities
- Cancer center –Our regional cancer center offers the latest clinical trials, chemotherapy, and radiation therapy. We offer the region's first high-dose-rate brachytherapy program for treating early-stage cancers and the region's newly established Intensity Modulated Radiation Therapy.
- Cardiology, including cardiac rehab–We offer diagnostic testing, in addition to inpatient and outpatient cardiac rehabilitation, including an outpatient maintenance exercise program.



Community Facilities

(continued)

- Intensive Care Unit and Emergency Services--The intensive Care Unit provides comprehensive inpatient care for the most seriously ill patients. Emergency Services include around the clock emergency physician evaluation and treatment with specialty consults.

Four nursing homes provide long-term care for 285 patients.

The Pulaski County Library maintains a collection of over 50,000 volumes and facilities in the Towns of Dublin and Pulaski. Libraries at the New River Community College, Radford University, Virginia Tech, the Radford City Library, and the Montgomery-Floyd Regional Library are also available.

Five shopping centers are conveniently located for area residents' shopping needs, along with a variety of shops and services at the New River Valley Mall.

Over 95 churches are located throughout the county and represent 27 Protestant denominations and the Roman Catholic faith.



Lifestyle

Pulaski is home to the Fine Arts Center for the New River Valley. The Center is a significant force in providing educational programs and facilities for enjoyment of fine arts. Activities include painting, music, crafts, dancing, and theater, many being coordinated with area schools and recreation departments.

Virginia Tech, Radford University, and New River Community College also contribute to residents' enjoyment of cultural events with numerous performances, exhibits, and lectures held throughout the year. All three schools are within a 30-minute drive.

A variety of festivals occur each year in Pulaski County that celebrate folk art, music, community heritage, and various seasonal events.

Organized athletics, including baseball, football, and basketball, are popular in the community. Fifteen ball fields, three swimming pools, six tennis courts, and thirteen parks are available. The New River Community College and the YMCA play an important role in providing both facilities and instructional programs for residents. Thornspring Golf Club offers an 18-hole golf course, as well as swimming facilities, for members and guests. Other golf courses include the 18-hole public Draper Valley Golf Course, the 9-hole public Loch Lowman, and a semi public 18-hole course currently under construction.

Pulaski County is host to the 4,500-acre Claytor Lake featuring two state parks along its 100-mile shoreline. Claytor Lake State Park, one of the most visited state parks in Virginia, is located in the county and offers excellent fishing, boating, swimming, water skiing, picnic facilities, campgrounds, and cabins. Pulaski County contains over 19,000 acres of the Jefferson National Forest that is popular for hiking, camping, hunting, and fishing. The scenic New River and the Gatewood Reservoir Recreation Area are among other major locations for fishing, camping, and picnicking.

(continued)

The New River Trail State Park extends 52 miles from the Town of Pulaski to the City of Galax along a converted railroad. Located along the banks of Claytor Lake and the New River, the park offers an excellent setting for walking, bicycling, and horseback riding. Points of interest found along the Park include a restored train station, an 1807 shot tower, two tunnels, twenty-five trestles, and numerous scenic vistas.

New River Valley Profile

Blacksburg-Christiansburg-Radford MSA Profile

Pulaski County

Town of Pulaski

Onward New River Valley