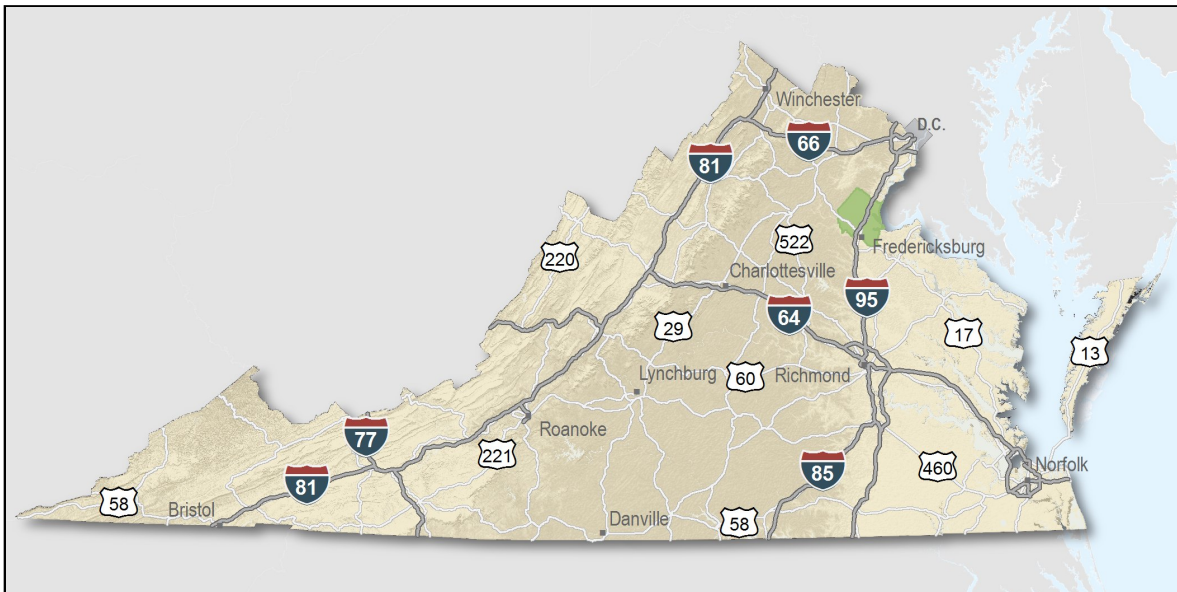

Stafford County, Virginia

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.

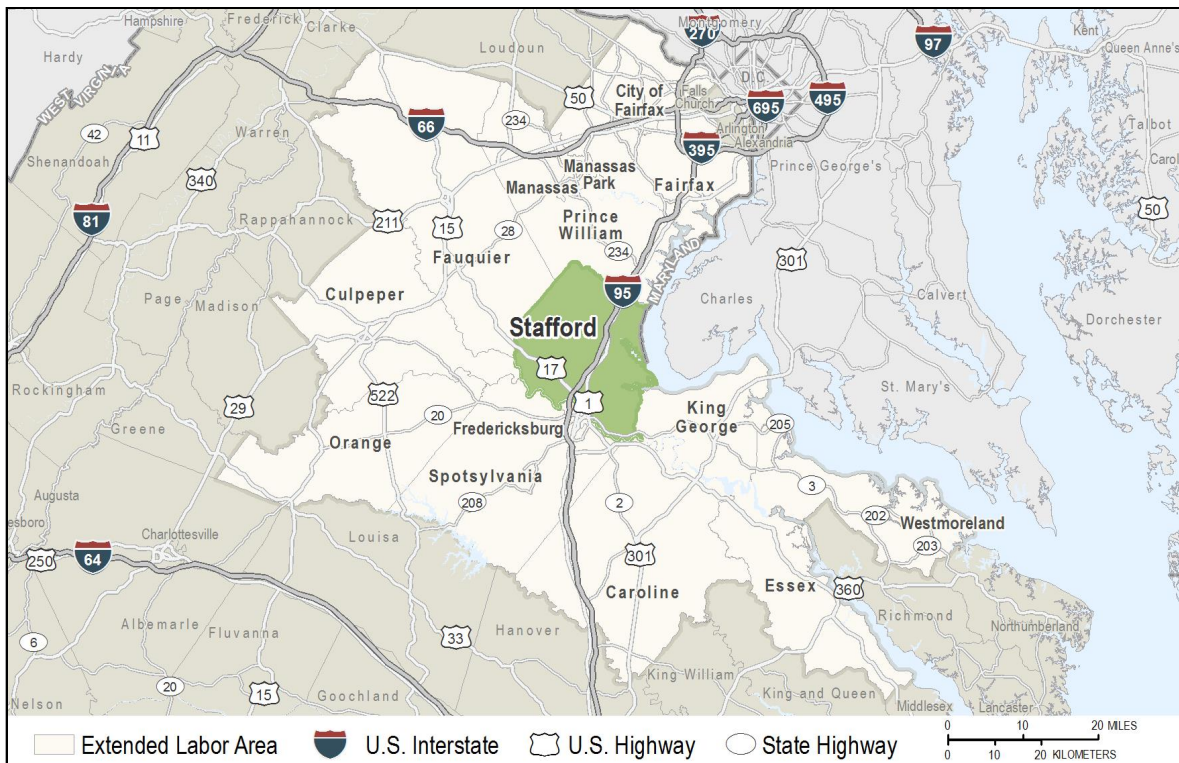
- AAA bond rating- Virginia has maintained a AAA rating since 1938, longer than any other state.
- Right-to-work law allows individuals the right to work regardless of membership in a labor union or organization.
- Corporate income tax rate of 6% has not been increased since 1972.
- Headquarters to 37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

Stafford County is located on the Interstate 95 corridor in the southern portion of Northern Virginia, positioned midway between Washington and Richmond, the Virginia state capital. The city of Fredericksburg is located just south of the county. The county covers 277 square miles of land which consists of generally level to gently rolling terrain. Stafford County's proximity to major industrial and commercial markets, a growing labor force, and a commitment to efficient development have led to increased interest for manufacturers, logistics/distribution facilities, professional and business services, and other service-oriented businesses.

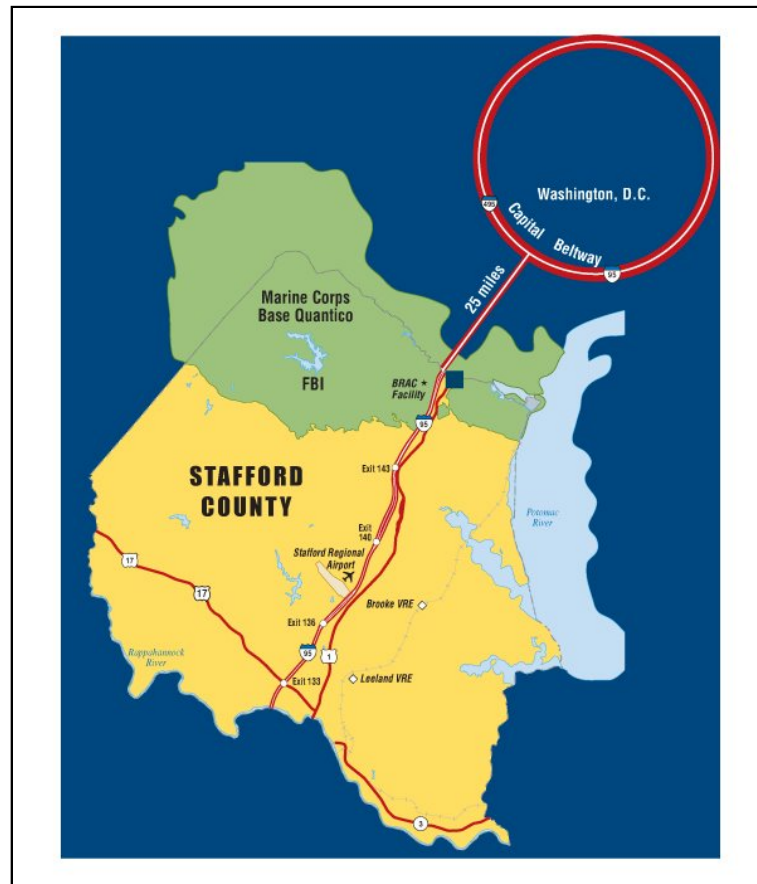
Stafford County is part of the Washington-Arlington-Alexandria Metropolitan Statistical Area (MSA).



Stafford County

Welcome!

Stafford is one of Virginia's fastest growing counties. Stafford County offers a business-friendly environment, diverse recreational attractions, and is home to some of the nation's leading companies. Stafford County has the essentials necessary for smart business growth and long-term prosperity. Situated just 25 miles south of the Washington, DC Beltway and 50 miles north of Richmond, Stafford's location is ideal. The County offers a simplified approach to support business, along with amenities like beautiful parks, award-winning law enforcement, championship golf courses, and nationally ranked schools. The growth of Target Industries, competitive advantages, and quality of life truly establishes Stafford County as the Crossroads of National Security and Private Innovation.



Stafford is strategically positioned along the southern boundary of Northern Virginia.

Labor Market

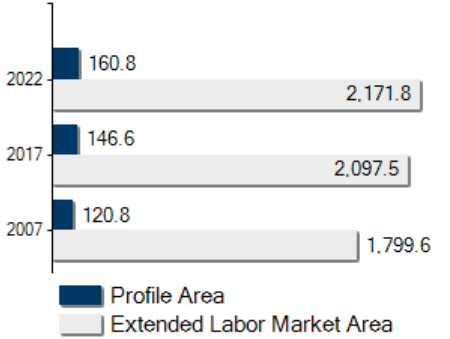
Population		
Gender Distribution (2017)		
Stafford County	Male	Female
	50.4%	49.6%
Race/Ethnicity (2017)		
Classification	Profile Area	Extended Labor Area
White	106,093	1,410,894
Black	27,883	300,161
Two or More	6,169	80,072
Asian	5,301	288,826
American Indian or Alaska Native	959	14,904
Pacific Islander	244	2,607
Hispanic (may be of any race)	18,756	262,584
Median Age (2017)		36 years

Civilian Labor Force (2017)	
Stafford County	69,689
Extended Labor Market Area	1,112,079
Total	1,181,768

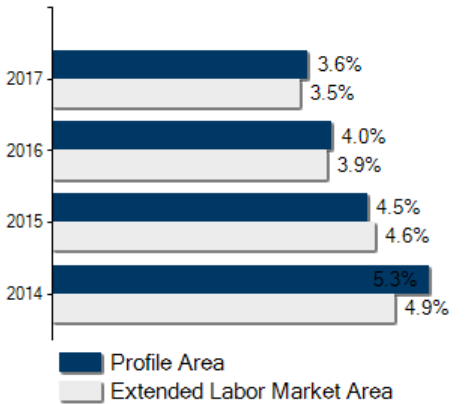
Labor Force Participation (2013-2017)	
Stafford County	65.8%
Extended Labor Market Area	70.0%

Unemployment	
Unemployment Rate (September 2018)	
Stafford County	2.8%
Extended Labor Market Area	2.4%
Statewide	2.8%
Unemployed (2017)	
Stafford County	2,524
Extended Labor Market Area	36,352
Total	38,876
Underemployed (3rd Quarter 2018)	
Stafford County	6,133
Extended Labor Market Area	99,034
Total	105,167

Population in Thousands



Unemployment Rates





Labor Market

Commute Time (2013-2017)

Worked from home	4,043	5.7%
Under 15 minutes	10,765	16.1%
15-24 minutes	13,707	20.5%
25-34 minutes	9,629	14.4%
35-44 minutes	4,948	7.4%
45-59 minutes	8,224	12.3%
Over 60 minutes	19,591	29.3%
Mean Travel Time to Work (minutes)		41

Additional Labor Resources

High School Graduates Not Continuing (2017-2018)	302
Two-Year College Graduates (Spring 2017)	7,888
Two-Year College Enrollees (Fall 2017)	85,817
Other College and University Graduates (Spring 2017)	10,127
Total	104,134

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.

Stafford County	5
Extended Labor Market Area	56
Total	61

Educational Attainment

On-Time Graduation Rate (Class of 2017)	94.3%
Percentage of Stafford County population age 25+ who are high school graduates (2013-2017)	93.7%
Percentage of Stafford County population age 25+ who have earned a Bachelor's Degree or higher (2013-2017)	38.7%



Labor Market

Employment by Sector* (2nd Qtr. 2018)

Agriculture Forestry Fishing and Hunting	38	0.1%
Mining Quarrying and Oil and Gas Extraction	N.D.	N.D.
Utilities	N.D.	N.D.
Construction	2,409	5.4%
Manufacturing	607	1.4%
Wholesale Trade	941	2.1%
Retail Trade	5,021	11.4%
Transportation and Warehousing	1,722	3.9%
Information	208	0.5%
Finance and Insurance	N.D.	N.D.
Real Estate and Rental and Leasing	551	1.2%
Professional Scientific and Technical Services	3,050	6.9%
Management of Companies and Enterprises	72	0.2%
Administrative and Support and Waste Management	1,753	4.0%
Educational Services	716	1.6%
Health Care and Social Assistance	3,804	8.6%
Arts Entertainment and Recreation	412	0.9%
Accommodation and Food Services	3,780	8.6%
Other Services	1,861	4.2%
Total Government	11,187	25.3%
Federal Government	4,612	10.4%
State Government	460	1.0%
Local Government	6,115	13.8%
Unclassified	131	0.3%
Total	44,206	100.0%

N.D. - Not Disclosed

*By Business Establishment



Labor Market

Major Employers	
Manufacturing	
Company	Product/Service
Greencore	Convenience foods
Mapei	Adhesives, sealants and concrete products
SimVentions	Technology Services
NonManufacturing	
Company	Product/Service
Coca-Cola Bottling Company	Sales and Distribution
Federal Express & Federal Express Ground	Delivery Service
GEICO Insurance	Regional Headquarters
Hilldrup United Moving & Storage	United Van Lines
Intuit, Inc.	Computer Services
Lifecare	Medical Transports
Mannheim Auto Auction	Dealer Auction
Marine Corps Base Quantico	Marine corps base
McLane Mid-Atlantic	Retail Distribution
OSEC (An Apogen Company)	Technology Services
SAIC	Defense Technology Support

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	13.52	14.67	28,119	30,515
Maintenance and Repair Workers, General	18.10	19.15	37,633	39,830
Office Clerks, General	15.67	16.40	32,602	34,098
Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	18.63	19.06	38,747	39,638
Receptionists and Information Clerks	14.47	14.82	30,113	30,828
Customer Service Representatives	18.24	18.57	37,944	38,614
Bookkeeping, Accounting, and Auditing Clerks	20.48	20.21	42,610	42,034
First-Line Supervisors of Office and Administrative Support Workers	28.07	29.13	58,385	60,591
Electrical and Electronic Engineering Technicians	40.20	40.89	83,625	85,067
Engineers, All Other	58.28	53.18	121,216	110,613
Computer Occupations, All Other	54.52	53.29	113,401	110,851
Computer User Support Specialists	26.61	26.61	55,337	55,336
Software Developers, Systems Software	63.43	60.39	131,919	125,610
Software Developers, Applications	46.83	48.26	97,424	100,367
Information Security Analysts	46.39	49.23	96,479	102,391
Computer Systems Analysts	44.34	45.10	92,218	93,806
Computer and Information Research Scientists	57.07	54.79	118,706	113,971
Accountants and Auditors	33.04	36.37	68,723	75,658
Management Analysts	48.20	49.17	100,268	102,288

Per Capita Personal Income (2016)

\$51,177

Median Family Income (2013-2017)

\$112,452



Education

Public School Enrollment (Fall 2017)

Level	Number	Enrollment
Elementary	17	12,955
Middle	8	6,693
High School	4	7,688
Alternative	1	1,777

Student Teacher Ratio (FY 2017)

Elementary	16:1
Secondary	12:1

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

10,533.00

On-Time Graduation Rate (Class of 2017)

94.3%

High School Graduates Continuing Education (2017-2018)

87.3%

Advanced Programs (2017-2018)

Governor's Schools	
Commonwealth Governor's School	
Governor's STEM Academies and Health Academies	
Stafford Academy for Technology (STAT)	
Governor's School Enrollment	273
Senior International Baccalaureate (IB) Enrollment	40
Seniors Awarded IB Diplomas	40
Students taking 1 or more Advanced Placement (AP) Courses	2,249
Students taking 1 or more AP Exams	1
Students taking 1 or more Dual Enrollment Courses	439

Education

Workforce Development Facilities

Facility	Type
Automotive Technology Center	Career and Technical Center
Eastern Shore Workforce Center	Satellite Center
Fredericksburg Workforce Center	Comprehensive Center
GSC Center for Workforce and Community Education	Career and Technical Center
Job Assistance Center	Satellite Center
Warsaw Workforce Center	Satellite Center

Education

Higher Education Facilities – Fall 2017

Facility	Enrollment
George Mason University - Fairfax Campus	36,297 [‡]
George Mason University - Science and Technology Campus	36,297 [‡]
Northern Virginia Community College - Annandale Campus	19,610
Northern Virginia Community College - Woodbridge Campus	10,113
Northern Virginia Community College - Manassas Campus	8,998
Germanna Community College - Fredericksburg Campus	5,641
University of Mary Washington - Fredericksburg Campus	4,808 [‡]
University of Mary Washington - Stafford Campus	4,808 [‡]
Lord Fairfax Community College - Fauquier Campus	2,450
Northern Virginia Community College - Medical Education Campus	2,142
Germanna Community College - Locust Grove Campus	2,033
Columbia College - Centreville Campus	162 [◊]
Central Texas College - Quantico Campus	†
Germanna Community College - Daniel Technology Center	†§
Germanna Community College - Stafford County Center	†§
Northern Virginia Community College - Quantico Campus	†§
Old Dominion University - Quantico Campus	†§
University of Maryland University College - Fort Belvoir Campus	†
University of Maryland University College - Quantico Campus	†
Averett University - Quantico Center	†§
Florida Institute of Technology - Quantico Campus	†
Park University - Quantico Campus	†
Central Michigan University - Fort Belvoir Center	†

[†] Enrollment figures are not available.

[‡] Enrollment figures are for all campuses.

[§] Enrollment counted at a main campus.

[◊] Fall 2016 Enrollment

Education

Higher Education Facilities – Fall 2017

Facility	Enrollment
ECPI University - Northern Virginia Campus	12,068 [‡]
Strayer University - Fredericksburg Campus	6,473 ^{‡◊}
Strayer University - Manassas Campus	6,473 ^{‡◊}
Strayer University - Woodbridge Campus	6,473 ^{‡◊}
Stratford University - Woodbridge Campus	2,926 [‡]
Everest College - Woodbridge Campus	255

[‡] Enrollment figures are for all campuses.

[◊] Fall 2016 Enrollment



Transportation

Interstates	
Name	Distance
I-95	0.0 miles (0.0 km.)
I-66	14.5 miles (23.4 km.)
I-495	19.9 miles (32.1 km.)
I-395	20.6 miles (33.2 km.)
I-295	25.3 miles (40.7 km.)
I-695	30.4 miles (48.9 km.)
I-270	33.6 miles (54.1 km.)
I-595	37.8 miles (60.8 km.)

Note: Measured from border of locality/region.

Highways				
Highway 1	Highway 17	Highway 212	Highway 218	Highway 3

Commercial Air Service		
Ronald Reagan Washington National Airport, Arlington -- 46.0 miles (74.0 km.)		
Air Canada	American Airlines	Delta Air Lines
Frontier Airlines	Southwest Airlines	Sun Country Airlines
United Airlines	Alaska Airlines	JetBlue Airways
Virgin America		



Transportation

Commercial Air Service

Washington Dulles International Airport, Dulles -- 52.5 miles (84.4 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		

Richmond International Airport, Sandston -- 73.2 miles (117.8 km.)

American Airlines	Delta Air Lines	Southwest Airlines
United Airlines	JetBlue Airways	Allegiant Air
OneJet		

Charlottesville-Albemarle Airport, Charlottesville -- 75.2 miles (121.0 km.)

American Airlines	Delta Connection	United Airlines
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Note: Within a 75-mile drive of the center of the locality.



Transportation

General Aviation Service

Name	Runway Length
Stafford Regional Airport, Stafford	5,000 ft (1,524 m)

Freight Rail Service

CSX Transportation

Seaports

Name	Distance
Port of Virginia (Richmond Marine Terminal)	74.0 miles (119.1 km)
Port of Virginia (Inland Port Front Royal)	75.0 miles (120.7 km)
Port of Virginia	145.0 miles (233.4 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	52.5 miles (84.4 km)
Richmond-Petersburg	73.2 miles (117.8 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	Dominion Energy
Electric	Rappahannock Electric Cooperative
Electric	Northern Virginia Electric Cooperative
Electric	Northern Neck Electric Cooperative
Natural Gas	Columbia Gas of Virginia
Natural Gas	Washington Gas Company
Telecommunications	Verizon South
Telecommunications	Comcast Business Communications
Telecommunications	Cox Communications
Telecommunications	Level 3 Communications
Telecommunications	AboveNet
Telecommunications	Allied Telecom Group
Telecommunications	FiberLight
Water	Stafford County Utilities
Waste Water Treatment	Stafford County Utilities
Solid Waste Disposal	Rappahannock Regional Landfill

Financial Institutions

Financial Institutions – 1st Qtr 2018 Assets

Bank	Assets (US\$ Millions)
Bank of America, N.A.	1,765,242.0
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
United Bank	18,609.9
Union Bank & Trust Co.	13,118.0
WoodForest National Bank	5,699.6
Carter Bank & Trust	4,112.8
Peoples Community Bank	193.8



Government and Taxes

Government

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

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

Stafford is the county seat. There are no 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 (Stafford) [pdf](#)

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



Community Facilities

Stafford County is home to the Stafford Hospital Center. The 100-bed acute medical facility opened in January of 2009. Stafford Hospital is a full-service, acute care hospital offering first-rate care and services including mother-baby care with a Level II nursery, state-of-the-art radiation oncology, heart care, surgery, imaging, laboratory, and emergency care. Additional hospital care is available in Fredericksburg, Richmond or Washington, D. C. metropolitan areas. Several private clinics operate within the community. The county health department, based in Stafford, provides a variety of public health services for residents throughout the county.

The community is served by 205 physicians and 80 dentists. Numerous additional practitioners are available within the region.

The Central Rappahannock Regional Library system operates a branch in Stafford County.

The system's collection totals over 230,000 volumes. The library at the University of Mary Washington has a collection of over 500,000 volumes, which is also accessible to the public.

Over 80 Protestant churches are located in Stafford County. Catholic churches are found in both Stafford and Fredericksburg. Fredericksburg also has a Jewish synagogue, along with numerous other Protestant churches.



Community Facilities

(continued)

Nine shopping centers provide for the immediate retail needs of county residents. Nearby Fredericksburg's historic downtown shopping district contains numerous specialty, retail, craft, and antique shops and entertainment. Two regional malls, Spotsylvania Mall and Potomac Mills, are conveniently located in adjacent counties. Shoppers in the region have a complete range of stores from which to choose, including national department stores, factory outlets, and fashion boutiques.

Four (4) mixed-use communities are attracting new retail, restaurants, and commercial development and adding new residential developments: The Garrison, Aquia Town Center, Embrey Mill, and Celebrate Virginia North.

The Virginia Railway Express provides daily commuter rail service to Metropolitan Washington from two stops in Stafford.

Stafford employs 200 authorized sworn law enforcement personnel, 79 civilian personnel, 20 emergency medical service personnel, and is assisted by over 665 volunteers assigned to nine fire departments and nine volunteer rescue squads.

Stafford was established in 1664 and named for Staffordshire, England. In Colonial times, Falmouth, on the north bank of the Rappahannock River, was a major port for the shipment of tobacco, wheat, corn, and cotton. Today residents and tourists can visit its landmark buildings such as Chatham, an 18th century manor house and Belmont, home of American impressionist artist Gari Melchers. Other historic attractions include George Washington's Ferry Farm; historic Fredericksburg; and famous Civil War battlefields such as Fredericksburg, Chancellorsville, and The Wilderness. 1996 also brought the opening of the Virginia Renaissance Faire for seven weekends each spring. This magical 16th century village of Merrie Olde England is brought to life by hundreds of costumed performers and skilled artisans providing fun, food, games, and crafts of the Elizabethan Period.

The county's location between the Blue Ridge Mountains to the west and the Chesapeake Bay to the east allows residents to choose from an extensive selection of recreational and cultural advantages. This community is close to many equestrian activities in Virginia's "Horse Country" and within an hour's drive of the Washington and Richmond areas and their many attractions. Kennedy Center, National Theater, Smithsonian Institution, and professional football, basketball, and hockey are easily accessible. Closer to home, Mary Washington College, in Fredericksburg, serves as host to a series of quality concerts, lectures, art exhibits, and dramatic productions.

The Stafford County Parks and Recreation Department sponsors leisure activity programs for all age groups. The county maintains 872 acres in parks that include indoor and outdoor swimming, tennis facilities, athletic fields, hiking trails, and picnic areas. Organized activities and special events include sports, arts and crafts, dances, summer concerts, and adult instructional classes. The county also organizes numerous group field trips and senior citizen activities. Five public golf courses are available in the region.

(continued)

The new Jeff Rouse Swim and Sports Center (JRSSC), located in Embrey Mill offers state-of-the-art 76,000 square foot facility that houses a 50-meter competition pool with movable bulkhead and seating for over 800 spectators, a 25-yard recreation pool, a warm-water wellness pool, a group exercise studio, fitness floor, a full-size basketball court, and a full-service cafe to serve guests.

The adjacent Parks at Embrey Mills includes 6 lighted rectangular fields (4 synthetic) for youth soccer, lacrosse, and field hockey; playground; concession stand; parking lots; and restrooms.

The Potomac and Rappahannock rivers and their creeks provide the setting for excellent fishing, and boating. The Rappahannock, in particular, is noted for challenging white water canoeing. The plentiful wooded areas of the county offer good deer and wild turkey hunting in season.

County of Stafford

Washington-Arlington-Alexandria MSA Profile

Greater Fredericksburg Profile

Fredericksburg Regional Alliance