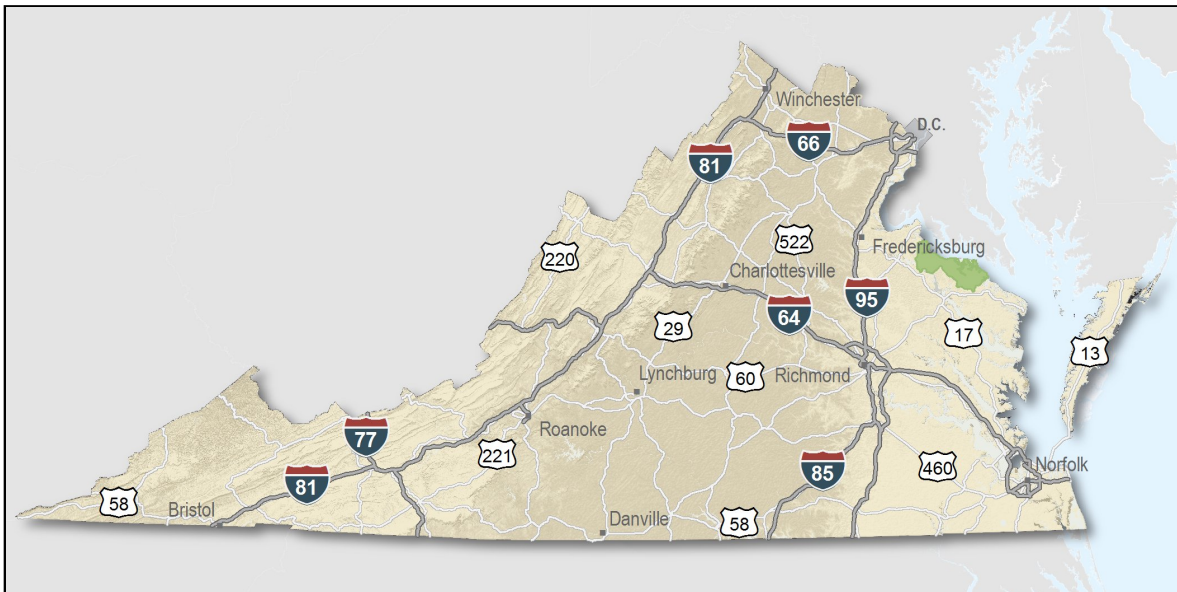

Westmoreland County, Virginia

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.

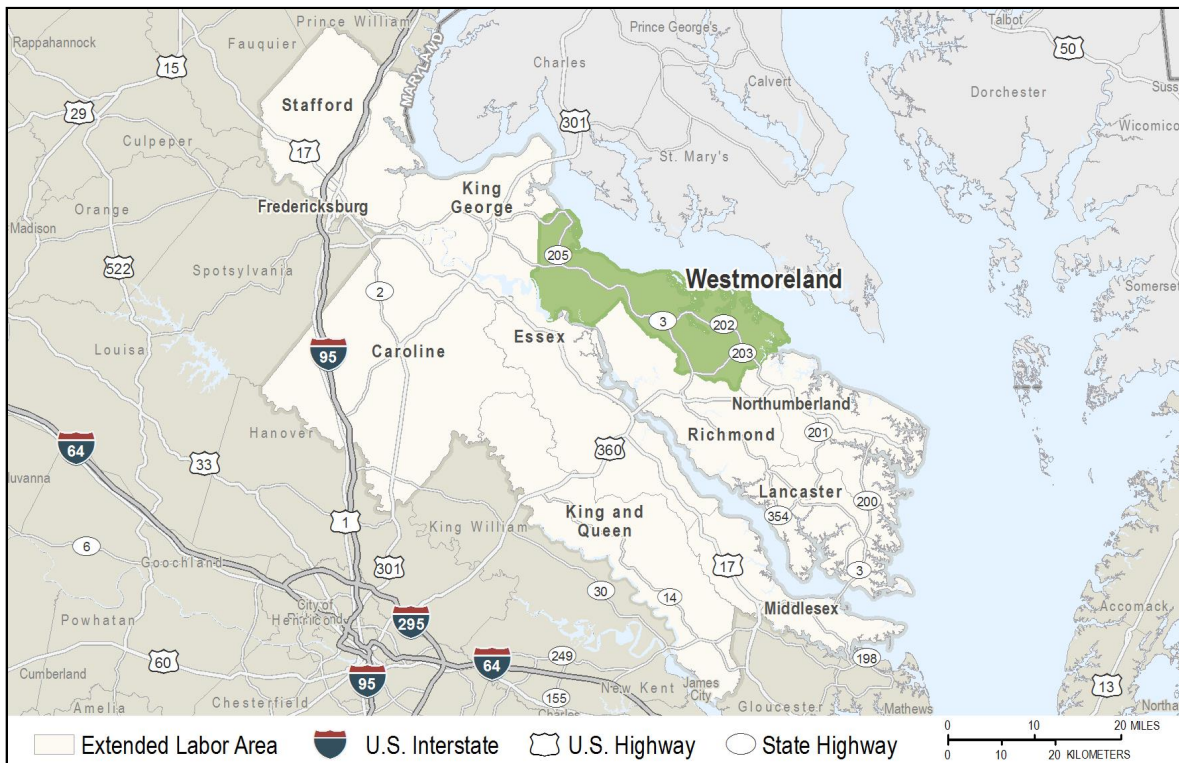
- AAA bond rating- Virginia has maintained a AAA rating since 1938, longer than any other state.
- Right-to-work law allows individuals the right to work regardless of membership in a labor union or organization.
- Corporate income tax rate of 6% has not been increased since 1972.
- Headquarters to 37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

Westmoreland County is situated on the Northern Neck Peninsula in eastern Virginia. This 236 square mile community is bounded on the north by the Potomac River and on the south by the Rappahannock River. This community offers a pleasant diversity of economic endeavors that include a winery, seafood packaging, cosmetics and boat building.

Westmoreland County is 65 miles northeast of Richmond, the state capital, and 100 miles southeast of Washington, D.C. The Port of Hampton Roads is 110 miles south.



Labor Market

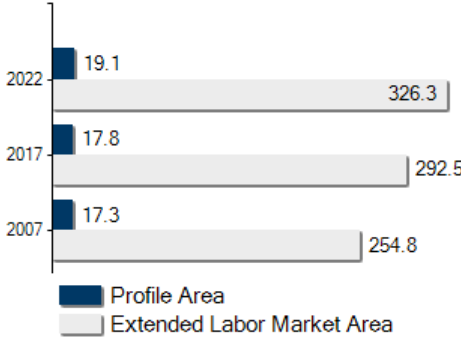
Population		
Gender Distribution (2017)		
Westmoreland County	Male	Female
	48.7%	51.3%
Race/Ethnicity (2017)		
Classification	Profile Area	Extended Labor Area
White	12,289	208,267
Black	4,679	64,062
Two or More	504	10,605
Asian	155	7,216
American Indian or Alaska Native	135	1,987
Pacific Islander	18	382
Hispanic (may be of any race)	1,149	11,490
Median Age (2017)		48 years

Civilian Labor Force (2017)	
Westmoreland County	9,004
Extended Labor Market Area	139,810
Total	148,814

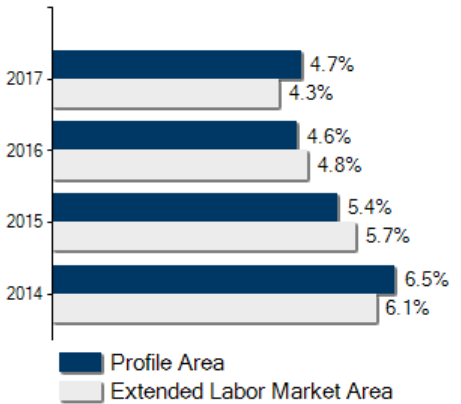
Labor Force Participation (2013-2017)	
Westmoreland County	57.0%
Extended Labor Market Area	62.3%

Unemployment	
Unemployment Rate (September 2018)	
Westmoreland County	3.2%
Extended Labor Market Area	2.9%
Statewide	2.8%
Unemployed (2017)	
Westmoreland County	423
Extended Labor Market Area	5,575
Total	5,998
Underemployed (3rd Quarter 2018)	
Westmoreland County	943
Extended Labor Market Area	13,377
Total	14,320

Population in Thousands



Unemployment Rates





Labor Market

Commute Time (2013-2017)

Worked from home	700	9.2%
Under 15 minutes	1,369	19.8%
15-24 minutes	1,320	19.1%
25-34 minutes	1,306	18.9%
35-44 minutes	249	3.6%
45-59 minutes	968	14.0%
Over 60 minutes	1,693	24.5%
Mean Travel Time to Work (minutes)		42

Additional Labor Resources

High School Graduates Not Continuing (2017-2018)	28
Two-Year College Graduates (Spring 2017)	381
Two-Year College Enrollees (Fall 2017)	1,896
Total	2,305

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.

Westmoreland County	1
Extended Labor Market Area	50
Total	51

Educational Attainment

On-Time Graduation Rate (Class of 2017)	93.9%
Percentage of Westmoreland County population age 25+ who are high school graduates (2013-2017)	86.4%
Percentage of Westmoreland County population age 25+ who have earned a Bachelor's Degree or higher (2013-2017)	21.1%

Labor Market

Employment by Sector* (2nd Qtr. 2018)

Agriculture Forestry Fishing and Hunting	232	6.5%
Mining Quarrying and Oil and Gas Extraction	0	0
Utilities	N.D.	N.D.
Construction	167	4.7%
Manufacturing	547	15.4%
Wholesale Trade	61	1.7%
Retail Trade	437	12.3%
Transportation and Warehousing	21	0.6%
Information	N.D.	N.D.
Finance and Insurance	73	2.1%
Real Estate and Rental and Leasing	14	0.4%
Professional Scientific and Technical Services	68	1.9%
Management of Companies and Enterprises	0	0
Administrative and Support and Waste Management	73	2.1%
Educational Services	N.D.	N.D.
Health Care and Social Assistance	211	5.9%
Arts Entertainment and Recreation	70	2.0%
Accommodation and Food Services	370	10.4%
Other Services	111	3.1%
Total Government	946	26.7%
Federal Government	55	1.6%
State Government	109	3.1%
Local Government	782	22.0%
Unclassified	12	0.3%
Total	3,547	100.0%

N.D. - Not Disclosed

*By Business Establishment

Labor Market

Major Employers	
Manufacturing	
Company	Product/Service
Bevans Oyster Company, Inc.	Seafood
Bonums Oyster Co., Inc.	Seafood
Carry On Trailer	Manufacture Utility Trailers and enclosed trailers
Potomac Supply Corporation	Treated lumber
NonManufacturing	
Company	Product/Service
Ingleside Plantation Inc.	Nursery/winery

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	11.59	12.17	24,104	25,303
Heavy and Tractor-Trailer Truck Drivers	15.34	16.43	31,913	34,179
Inspectors, Testers, Sorters, Samplers, and Weighers	15.90	16.81	33,065	34,966
Welders, Cutters, Solderers, and Brazers	12.07	13.61	25,106	28,323
First-Line Supervisors of Production and Operating Workers	18.61	17.74	38,713	36,903
Maintenance and Repair Workers, General	19.29	28.86	40,131	60,047
Industrial Machinery Mechanics	18.30	18.59	38,070	38,670
Office Clerks, General	14.95	17.44	31,101	36,259
Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	13.37	14.50	27,813	30,167
Receptionists and Information Clerks	16.57	16.28	34,461	33,843
Customer Service Representatives	12.66	12.90	26,329	26,830
Bookkeeping, Accounting, and Auditing Clerks	13.18	13.60	27,416	28,298
First-Line Supervisors of Office and Administrative Support Workers	17.56	17.54	36,545	36,488
Computer Network Support Specialists	24.88	24.33	51,760	50,610
Computer User Support Specialists	24.70	29.68	51,361	61,742
Network and Computer Systems Administrators	19.57	20.00	40,700	41,613
Accountants and Auditors	34.34	35.46	71,440	73,754
Management Analysts	27.33	32.28	56,852	67,151
Human Resources Specialists	32.64	36.11	67,889	75,117
	35.23	34.50	73,287	71,745

Per Capita Personal Income (2016)

\$41,178

Median Family Income (2013-2017)

\$72,392



Education

Public School Enrollment (Fall 2017)

Level	Number	Enrollment
Elementary	2	804
Combined	1	418
Middle	1	350
High School	2	678

Student Teacher Ratio (FY 2017)

Elementary	12:1
Secondary	9:1

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

14,079.24

On-Time Graduation Rate (Class of 2017)

93.9%

High School Graduates Continuing Education (2017-2018)

81.7%

Advanced Programs (2017-2018)

Governor's Schools

Chesapeake Bay Governor's School for Marine & Environmental Science

Governor's STEM Academies and Health Academies

Northern Neck Technical Center Governor's STEM Academy for Agriculture and Maritime Studies

Governor's School Enrollment	22
Students taking 1 or more Advanced Placement (AP) Courses	27
Students taking 1 or more AP Exams	24
Students taking 1 or more Dual Enrollment Courses	77

Education

Workforce Development Facilities

Facility	Type
Eastern Shore Workforce Center	Satellite Center
Fredericksburg Workforce Center	Comprehensive Center
Job Assistance Center	Satellite Center
Northern Neck Technical Center	Career and Technical Center
Warsaw Workforce Center	Satellite Center

Higher Education Facilities – Fall 2017

Facility	Enrollment
Rappahannock Community College - Warsaw Campus	1,896



Transportation

Interstates	
Name	Distance
I-95	23.3 miles (37.4 km.)
I-495	35.6 miles (57.2 km.)
I-295	35.7 miles (57.4 km.)
I-395	36.6 miles (58.9 km.)
I-64	36.7 miles (59.1 km.)
I-695	41.4 miles (66.6 km.)
I-66	42.0 miles (67.6 km.)
I-195	42.1 miles (67.7 km.)

Note: Measured from border of locality/region.

Highways				
Highway 202	Highway 203	Highway 204	Highway 205	Highway 3

Commercial Air Service		
Richmond International Airport, Sandston -- 67.1 miles (108.0 km.)		
American Airlines	Delta Air Lines	Southwest Airlines
United Airlines	JetBlue Airways	Allegiant Air
OneJet		

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



Transportation

General Aviation Service

Name	Runway Length
Tappahannock-Essex County Airport, Tappahannock	4,300 ft (1,311 m)

Freight Rail Service

CSX Transportation

Seaports

Name	Distance
Port of Virginia (Richmond Marine Terminal)	81.0 miles (130.4 km)
Port of Virginia	117.0 miles (188.3 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
Richmond-Petersburg	67.1 miles (108.0 km)
Newport News	86.5 miles (139.2 km)
Port of Washington - Dulles	105.2 miles (169.2 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

Utilities	
Electric	Dominion Energy
Electric	Northern Neck Electric Cooperative
Natural Gas	Columbia Gas of Virginia
Telecommunications	Verizon South
Water	Westmoreland County
Water	Town of Colonial Beach
Waste Water Treatment	Town of Colonial Beach
Solid Waste Disposal	Westmoreland County Transfer Station

Financial Institutions

Financial Institutions – 1st Qtr 2018 Assets	
Bank	Assets (US\$ Millions)
Branch Banking and Trust Company	215,012.0
Union Bank & Trust Co.	13,118.0
Virginia Commonwealth Bank	992.9
Peoples Community Bank	193.8



Government and Taxes

Government

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

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

Montross is the county seat. Colonial Beach is another incorporated town in 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 (Westmoreland) [pdf](#)

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



Community Facilities

Westmoreland County residents utilize the medical facilities available at several area hospitals. Riverside Tappahannock Hospital is a 100-bed facility that is located 24 miles south. This hospital offers general surgery, 24-hour emergency care, physical and respiratory therapy, and internal and nuclear medicine. Mary Washington Hospital, located 45 miles north in Fredericksburg, is a 412-bed regional facility that is equipped with the latest in technology and services, including a 24-hour emergency room, an obstetric unit, a dialysis unit, and surgical and critical care divisions. Rappahannock General Hospital in Kilmarnock, 47 miles east, is a 77-bed facility providing surgery, emergency care, internal medicine, obstetrics, orthopedics and diagnostic services.

Westmoreland Medical Center, operated by Tri-County Medical Corporation, a community health center, offers primary medical care for county residents. The county health department co-located with the Medical Center, offers vital statistics, immunization, communicable disease control, health education, nutrition and environmental services.

There are four physicians and four dentists who maintain practices in Westmoreland County.

Westmoreland County is a member of the Central Rappahannock Regional Library System. This system has over 179,279 volumes in its collection. Branches of this library are located in the towns of Montross, Hague and Colonial Beach. Area colleges also open their library facilities to the public. These facilities include the 458,335-volume collection at Mary Washington College in Fredericksburg and the 48,824-volume collection at the Warsaw and Glens campuses of Rappahannock Community College.



Community Facilities

(continued)

There are 38 places of worship representing the predominant Protestant denominations and the Roman Catholic faith in Westmoreland County. A Jewish synagogue can be found in Fredericksburg.

The immediate retail and service needs of county residents are met at over 50 businesses dispersed throughout the county. The downtown area of Colonial Beach offers additional 25 retail establishments where a broad mix of specialty shops and restaurants can be found. Westmoreland County's close proximity to Fredericksburg and Richmond also enables residents to benefit from the many shopping opportunities available in these localities.

Westmoreland County offers residents numerous recreational activities and historical attractions to enjoy. Colonial Beach, a well-known resort town, has two miles of sandy beaches, a fishing pier, and camping areas. The Colonial Beach Yacht Club offers ample facilities for docking pleasure crafts. Westmoreland State Park situated on the Potomac River has an expansive beach, picnic facilities, cabins, camp sites and hiking trails. Additional swimming, camping, boating and fishing opportunities are available throughout the county. Charter boats are available at several locations along the Potomac River. Deer and waterfowl are plentiful during the hunting season.

Historical attractions in the area include George Washington's Birthplace National Monument; Stratford Hall, the ancestral home of the Lees including Robert E. Lee; and the birthplace site of James Monroe. Tours are also available at the Ingleside Plantation Winery. Nearby Fredericksburg offers additional historical and entertainment attractions. The area has a wealth of historic sites that include five Civil War battlefield parks and colonial homes associated with George Washington and his family. County residents can also enjoy the many lectures, concerts and theater productions that are open to the public at Mary Washington College.

Northern Neck Profile

Northern Neck Planning District Commission

Westmoreland County