



Community Profile

Virginia's aCorridor

Virginia's aCorridor

Interstates 77 and 81 provide easy access to Virginia, North Carolina, and Mid-Atlantic markets, as well as a day's drive to 80 percent of the nation's population.

Virginia's aCorridor is a scenic region of opportunities for companies to participate in the global marketplace. The region includes two cities, Bristol and Galax, and Washington, Smyth, Wythe, Grayson, Carroll and Bland counties, with a population of more than 200,000. The region is located along Interstate 81, one of the leading trucking routes in the eastern U.S., and its intersection with Interstate 77 in Wythe County makes many parts of the country easily accessible. Check us out we're always ready to help you.

Location

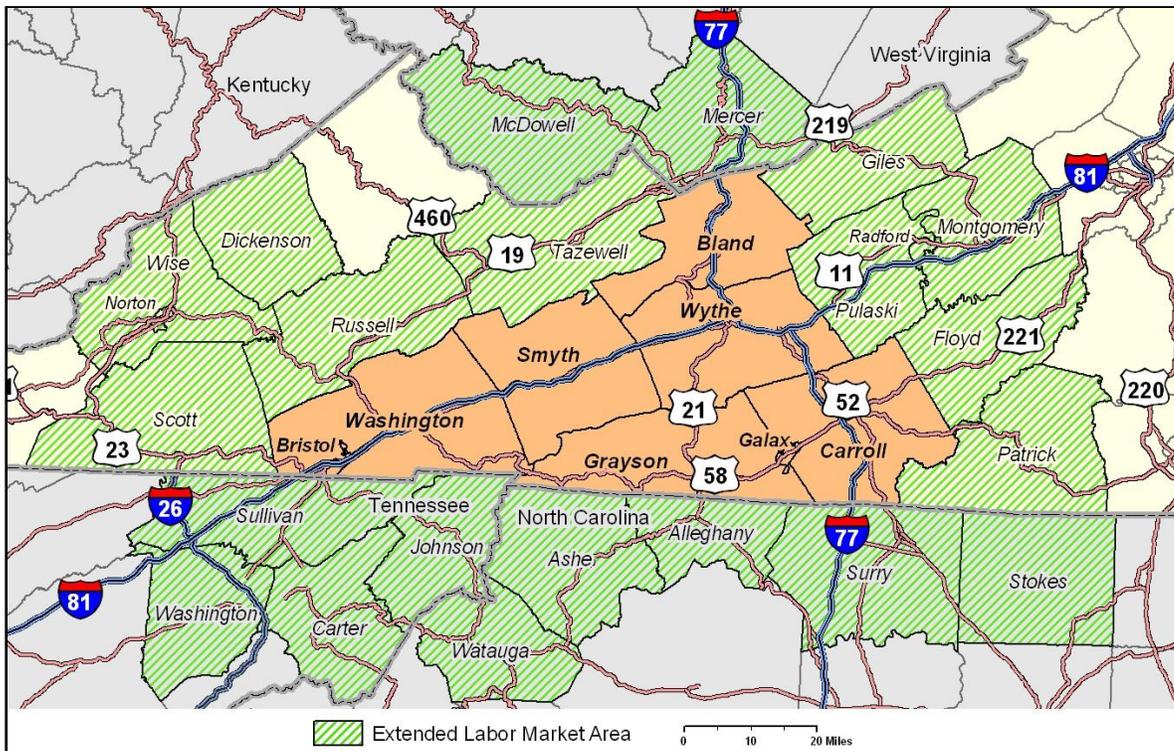
Virginia's aCorridor--A scenic region of opportunity.

Virginia's aCorridor is strategically located in southwestern Virginia at the intersection of two major interstate highways, I-81 and I-77. Much of the area's 2,782 square miles lie in picturesque valleys boarded by the Blue Ridge and Allegheny Mountain ranges.

The southern portion of the region borders both Tennessee and North Carolina, with the southwestern most portion part of the Johnson City-Kingsport-Bristol Combined Statistical Area (CSA)--one of the fastest growing regions in the country.

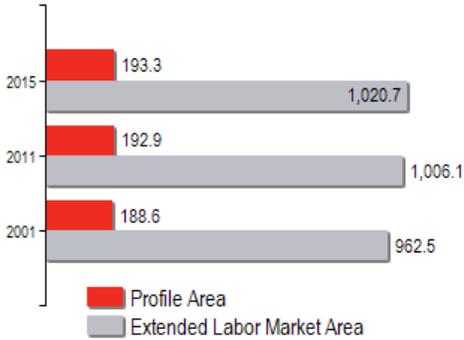
The region's economy is anchored by a strong manufacturing base represented by the furniture, clothing, and electronic components industries.

Bristol, the most populous city in the region, is located 148 miles southeast of Roanoke; 325 miles southeast of Richmond, the state capital; and 393 miles west of Norfolk.

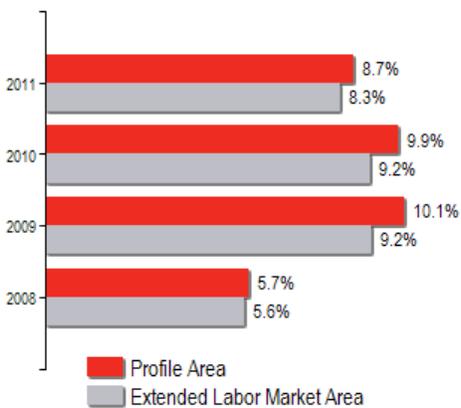


Labor Market Data

Population in Thousands



Unemployment Rates



Population

Gender Distribution (2011)	Male	Female
Virginia's aCorridor	49.0%	51.0%

Race/Ethnicity (2011)		
Classification	Profile Area	Labor Area
White	184,982	942,724
Black	4,835	36,196
Two or More	1,814	12,807
Asian	787	11,071
American Indian or Alaska Native	429	2,951
Pacific Islander	73	322
Hispanic (may be of any race)	4,128	27,121

Median Age (2011)	
Bland	44 years
Bristol	42 years
Carroll	45 years
Galax	43 years
Grayson	47 years
Smyth	44 years
Washington	44 years
Wythe	44 years

Labor Market Data

Virginia's aCorridor offers a sound industry base with outstanding manufacturing experience.

Civilian Labor Force 2011	
Virginia's aCorridor	96,470
Surrounding Labor Area	482,026
Total	578,496

Labor Force Participation 2000 Census	
Virginia's aCorridor	58.6%
Surrounding Labor Area	57.1%

Unemployment	
Unemployment Rate (March 2012)	
Virginia's aCorridor	7.3%
Labor Area	7.5%
Statewide	5.7%
Unemployed (2011)	
Virginia's aCorridor	8,360
Labor Area	40,075
Total	48,435
Underemployed (4th Quarter 2011)	
Virginia's aCorridor	10,545
Labor Area	51,068
Total	61,613

Labor Market Data

A high percentage of the workforce is trained in advanced manufacturing, forest products, food processing, information technology, and light trades.

Commuting Patterns -- 2000 Census		
Live and work in Virginia's aCorridor:	68,763	69.7%
Total In-Commuters:	13,627	13.8%
Total Out-Commuters:	16,208	16.4%
Net Out-Commuters:	2,581	
In-Commuters From:		
Sullivan Co. TN	6,859	50.3%
Russell Co. VA	1,510	11.1%
Tazewell Co. VA	550	4.0%
Washington Co. TN	548	4.0%
Pulaski Co. VA	470	3.4%
Out-Commuters To:		
Sullivan Co. TN	4,777	29.5%
Surry Co. NC	2,174	13.4%
Pulaski Co. VA	2,065	12.7%
Alleghany Co. NC	555	3.4%
Russell Co. VA	540	3.3%

Commute Time -- 2000 Census		
Worked from home	2,283	2.7%
Under 15 minutes	27,100	32.8%
15-29 minutes	31,402	38.0%
30-59 minutes	18,677	22.6%
Over 60 minutes	5,509	6.7%

Additional Labor Resources	
High School Graduates Not Continuing (2010-2011)	369
Two-Year College Graduates (Spring 2011)	3,635
Two-Year College Enrollees (Fall 2011)	21,533
Other College and University Graduates (Spring 2011)	6,553
Total	32,090

Labor Market Data

Virginia is the northernmost right-to-work state on the East Coast.

Career Readiness Certificate (CRC)

Regional CRC Recipients (01/01/2010-10/19/2010)	292
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Virginia's 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 recipients level of development skills. (Numbers are regional, based on workforce investment area.)

Educational Attainment

On-Time Graduation Rate (Class of 2011)	84.5%
Percentage of Virginia's aCorridor population age 25+ who are high school graduates	77.0%
Percentage of Virginia's aCorridor population age 25+ who have earned a Bachelor's Degree or higher	15.6%

Labor Market Data

"Our employees are the reason that Merillat's Atkins door and panel plants won the Shingo Prize and are recognized among the nation's best and brightest for their lean manufacturing processes." Rick Lovorn, Director of Manufacturing, Masco Builder Cabinet Group.

Employment by Sector* (4rd Qtr. 2011)		
Natural Resources and Mining	673	0.9%
Construction	2,350	3.3%
Trade	12,384	17.2%
Transportation and Utilities	2,168	3.0%
Manufacturing	14,530	20.2%
Information	653	0.9%
Financial	1,924	2.7%
Services	23,139	32.2%
Government	14,066	19.6%
Other	0	0
Total	71,887	100.0%

N.D. - Not Disclosed

*By Business Establishment

Employment by Occupation* (4th Qtr. 2011)		
Construction, Extraction & Maintenance	4,958	8.1%
Farming, Fishing & Forestry	178	0.3%
Managerial, Professional & Related	13,302	21.8%
Production, Transportation & Material Moving	13,249	21.7%
Sales & Office	17,807	29.2%
Service	11,547	18.9%
Total	61,041	100%

*By Business Establishment

Labor Market Data

"Our employees have an attitude about getting things done. Its not really a formal philosophy on manufacturing, but it's coming to work, no high absenteeism, low turnover, and a willingness to take responsibility for their part of the production process." Larry L. Davis, Former President, CEO, Royal Moldings Limited.

Major Employers

Manufacturing		
<i>Company</i>	<i>Product/Service</i>	<i>Estimated Employment</i>
ABB Power T & D Co., Inc.	Transformers	100 - 299
Bristol Compressors	Hermetic compressors	600 - 999
General Dynamics	Armament, detection, mobile shelter systems	300 - 599
Magnolia Manufacturing	Cotton yarn	300 - 599
Royal Mouldings, Ltd.	Prefinished molding products	600 - 999
Somic America, Inc.	Precision-machined automotive components	100 - 299
Strongwell	Plastic products	300 - 599
Utility Trailer of Glade Springs	Dry freight trailers	1,000 - 1,499
NonManufacturing		
<i>Company</i>	<i>Product/Service</i>	<i>Estimated Employment</i>
Johnson Memorial Hospital	Health Care	600 - 999

Labor Market Data

Closings, Reductions, Layoffs (1/2011 to date)

<i>Date</i>	<i>Type</i>	<i>Company</i>	<i>Product/Service</i>	<i>Employees Affected</i>
1/1/2011	Closing	Wellborn Cabinet, Inc.	Manufactures wood cabinet components	26
9/1/2011	Closing	Gates Corporation*	Hydraulic systems for industrial equipment and vehicles	146
10/1/2011	Closing	Global Contact Services	Call center, financial and insurance services	80
12/1/2011	Reduction	Bristol Compressors International	Compressors; air conditioning, heating	250

*Internationally-owned

Union Activity (2/2007 - 2/2012)

Petitions filed for representation	2
Elections won by union	1
Elections won by company	1

Labor Market Data

Estimated Earnings (May 2010)				
<i>Occupation</i>	<i>Median Wage</i>	<i>Mean Wage</i>	<i>Median Salary</i>	<i>Mean Salary</i>
Office Clerks, General	\$10.79	\$11.45	\$22,448.21	\$23,820.80
Customer Service Representatives	\$12.59	\$14.69	\$26,181.95	\$30,563.90
Stock Clerks and Order Fillers	\$9.15	\$10.20	\$19,034.49	\$21,213.78
Laborers and Freight, Stock, and Material Movers, Hand	\$10.33	\$11.28	\$21,491.16	\$23,471.88
Heavy and Tractor-Trailer Truck Drivers	\$15.30	\$16.57	\$31,834.22	\$34,447.83
Bookkeeping, Accounting, and Auditing Clerks	\$13.57	\$14.39	\$28,235.26	\$29,926.88
Elementary School Teachers, Except Special Education	\$23.57	\$24.87	\$49,022.24	\$51,723.89
Team Assemblers	\$13.66	\$13.53	\$28,406.25	\$28,151.73
First-Line Supervisors of Office and Administrative Support Workers	\$18.40	\$20.13	\$38,273.20	\$41,862.68
Licensed Practical and Licensed Vocational Nurses	\$14.44	\$14.95	\$30,030.54	\$31,100.46
Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	\$19.53	\$21.34	\$40,633.61	\$44,396.63
General and Operations Managers	\$34.48	\$42.59	\$71,729.69	\$88,583.04
Maintenance and Repair Workers, General	\$14.60	\$14.77	\$30,359.63	\$30,712.51
First-Line Supervisors of Production and Operating Workers	\$20.40	\$21.62	\$42,444.24	\$44,981.36
Inspectors, Testers, Sorters, Samplers, and Weighers	\$13.23	\$13.83	\$27,513.41	\$28,751.67
Secondary School Teachers, Except Special and Career/Technical Education	\$24.68	\$25.57	\$51,332.43	\$53,179.17
Teacher Assistants	\$8.77	\$10.16	\$18,242.25	\$21,129.49
Telemarketers	\$8.70	\$8.71	\$18,111.40	\$18,115.39
Tellers	\$11.26	\$11.58	\$23,419.49	\$24,093.09
Receptionists and Information Clerks	\$10.57	\$10.83	\$21,977.80	\$22,535.58

Per Capita Personal Income (2010)

\$29,381

Education

Virginia's aCorridor has several partners for providing workforce training and facilities located conveniently throughout the region.

Public School Enrollment (Fall 2011)		
<i>Level</i>	<i>Number</i>	<i>Enrollment</i>
Elementary	33	11,718
Combined	6	1,547
Middle	15	6,003
High School	16	8,144

Student Teacher Ratio (2010-2011)	
Elementary	11:1
Secondary	12:1

Per Pupil Expenditure (FY 2010)
\$9,685.12

On-Time Graduation Rate (Class of 2011)
84.5%

High School Graduates Continuing Education (2010-2011)
81.4%

Advanced Programs (2010-2011)	
Governor's School Enrollment	54
Senior International Baccalaureate (IB) Enrollment	1
Students taking 1 or more Advanced Placement (AP) Courses	520
Students taking 1 or more AP Exams	392
Students taking 1 or more college courses	389

Education

"We looked at more than 30 sites in five states before deciding to locate a \$30 million glass coating operation in Washington County. Key to our decision was the region's professionalism, aggressiveness and interest in our company." Ed Wegener, AFG Industries, Inc.

Workforce Development Facilities	
<i>Facility</i>	<i>Type</i>
Bristol Workforce Center	VEC Workforce Center
Galax Workforce Center	VEC Workforce Center
Giles County Partnership For Excellence	Satellite Center
Marion Workforce Center	VEC Workforce Center
People Incorporated Workforce Development	Satellite Center
Radford Workforce Center	VEC Workforce Center
Smyth Career & Technology Center	Career and Technical Center
Smyth County Education Center of Wytheville Community College	Career and Technical Center
The Crossroads Institute	Career and Technical Center
Washington County Skill Center	Career and Technical Center
Washington County Technical School	Career and Technical Center
William N. Neff Center for Science and Technology	Career and Technical Center
Workforce Development Center - Christiansburg	Satellite Center
Workforce Development Center - Dublin	Satellite Center
Workforce Development Center - Floyd	Satellite Center
Wythe County Technology Center	Career and Technical Center
Wytheville Workforce Center	VEC Workforce Center

Education

Each locality has a strong public school system that is accredited by the Southern Association of Schools and Colleges. There are also well-established, private K-12 schools located throughout the area.

Higher Education Facilities — Fall 2011	
<i>Facility</i>	<i>Enrollment</i>
East Tennessee State University	14,952
Radford University	9,370
Northeast State Technical Community College	6,478
New River Community College	5,207
Wytheville Community College	3,792
Southwest Virginia Community College	3,233
Virginia Highlands Community College	2,823
Concord University	2,822
King College	1,949
Bluefield State College	1,929
Emory and Henry College	964
Bluefield College	763
Virginia Intermont College	556
Southwest Virginia Higher Education Center	.
Virginia Tech - Southwest Virginia Center	.
National College - Bluefield Campus	†
National College - Bristol Campus	†

· Enrollment figures are included in participating colleges and universities.

† Enrollment figures are not available.

Transportation

The region is served by Appalachian Power and Bristol Virginia Utilities (BVU) which provide very competitive electric rates. The region also has several carriers of redundant high-speed broadband.

Interstates	
Name	Distance
I-381	0.0 miles (0.0 km.)
I-77	0.0 miles (0.0 km.)
I-81	0.0 miles (0.0 km.)
I-26	15.9 miles (25.6 km.)
I-64	31.3 miles (50.4 km.)
I-40	37.2 miles (59.8 km.)
I-581	44.8 miles (72.0 km.)

Note: Measured from border of locality/region.

Highways				
Highway 100	Highway 107	Highway 11	Highway 113	Highway 121
Highway 140	Highway 148	Highway 16	Highway 19	Highway 21
Highway 221	Highway 274	Highway 381	Highway 42	Highway 421
Highway 48	Highway 52	Highway 58	Highway 598	Highway 61
Highway 69	Highway 75	Highway 80	Highway 89	Highway 90
Highway 91	Highway 93	Highway 94	Highway 97	Highway 98

Note: 4-Lane US Highways located within locality/region.

Commercial Air Service		
<i>Tri-Cities Regional Airport, Blountville, TN -- 21.4 miles (34.4 km.)</i>		
Delta Connection	US Airways Express	Allegiant Air
<i>Raleigh County Memorial Airport, Beckley, WV -- 57.7 miles (92.9 km.)</i>		
United Express		

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

Transportation

"Here at the Independence plant we make 125 different Nautilus commercial strength machines and ship worldwide via our company trucking fleet, common carriers, and international freight forwarders." Cindy Rudy, Controller, The Nautilus Group, Independence, Virginia Group.

General Aviation Service

<i>Name</i>	<i>Runway Length</i>
Mountain Empire Airport, Marion	5,250 ft (1,600 m)
Twin County Airport, Galax	4,203 ft (1,281 m)
Virginia Highlands Airport, Abingdon	4,470 ft (1,362 m)

Freight Rail Service

Norfolk Southern Railway Company

Seaports

<i>Name</i>	<i>Distance</i>
Port of Virginia	326.0 miles (524.6 km)

Note: Driving distance from the center of the closest locality in the region to the Port of Virginia and any other seaports within 100 miles.

Other Ports of Entry

<i>Name</i>	<i>Distance</i>
Tri Cities	21.4 miles (34.4 km)
New River Valley Airport (Virginia TradePort)	32.7 miles (52.6 km)
Winston Salem	82.4 miles (132.6 km)
Port of Washington - Dulles	292.3 miles (470.4 km)

Note: Driving distance from the center of the closest locality in the region to the Port of Washington-Dulles and any other port of entry within 100 miles.

Utilities

Electric

American Electric Power	
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Natural Gas

Atmos Energy	Virginia Natural Gas
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Telecommunications

Verizon South	Burke's Garden Telephone Company
Sprint/United Telephone-Southeast	Citizens Telephone Cooperative

Water

Bland County Service Authority	Smyth County Public Service Authority
Town of Chilhowie	Town of Marion
Town of Rural Retreat	Town of Saltville
Town of Wytheville	Wythe County

Waste Water Treatment

Town of Chilhowie	Town of Marion
Town of Rural Retreat	Town of Saltville
Town of Wytheville	Smyth County/Marion Regional Wastewater Treatment Facility
Wythe County	Bland County Service Authority

Solid Waste Disposal

Smyth County Solid Waste Transfer Station	Town of Wytheville
Wythe County Convenience Center	Wythe-Bland Public Service Authority

Financial Institutions

There are several local, regional and national banking institutions that service the area. The region is also part of the Virginia Tobacco Indemnification and Community Revitalization Commission which can assist with incentives for qualified businesses locating in the area.

Financial Institutions — 4th Qtr 2011 Assets	
<i>Bank</i>	<i>Assets (millions)</i>
Bank of America, N.A.	\$1,451,969.3
Wells Fargo Bank, N.A.	\$1,161,490.0
SunTrust Bank	\$171,291.7
Branch Banking and Trust Company	\$168,867.6
Regions Bank	\$123,368.2
First-Citizens Bank & Trust Co.	\$20,566.4
Capital Bank, N.A.	\$6,448.0
Carter Bank & Trust	\$3,970.4
First Bank-NC	\$3,289.4
StellarOne Bank	\$2,911.7
First Community Bank, N.A.	\$2,144.1
The First Bank and Trust Co.	\$1,247.0
The National Bank of Blacksburg	\$1,063.8
New Peoples Bank, Inc.	\$781.6
Highlands Union Bank	\$620.6
Citizens Bank	\$608.7
TruPoint Bank	\$455.3
First Century Bank, Inc.	\$417.5
Grundy National Bank	\$352.0
The Bank of Marion	\$348.9
Grayson National Bank	\$345.8
Trisummit Bank	\$278.6
Bank of Floyd	\$258.8
Lee Bank & Trust Co.	\$177.6

Virginia's aCorridor

The Wytheville Meeting Center offers exceptional conference-meeting and banquet facilities for small and large groups. The Southwest Virginia Higher Educational Center in Abingdon also offers the same type of facilities.

Government

Virginia's aCorridor includes the counties of Bland, Carroll, Grayson, Smyth, Washington, and Wythe and the cities of Bristol and Galax.

Each county has a board of supervisors and a county administrator. The two cities have a city council and a city manager.

All eight localities have a comprehensive plan and a subdivision ordinance. Washington County and Bland County and the cities of Bristol and Galax have zoning ordinances.

There are 12 incorporated towns in Virginia's aCorridor.

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.

Virginia's aCorridor

Outdoor recreation opportunities abound. The Jefferson National Forest, Mt. Rogers National Recreation Area, TVA lakes, hiking and horseback riding trails, golf, biking, canoeing, NASCAR, and many other venues are available in the region.

Community Facilities

Local residents have access to five hospitals with over 1,000 beds. Bristol Medical Center and Johnston Memorial Hospital are located in the southwest portion of the region in Abingdon. These two hospitals provide a complete medical center and a total of approximately 500 beds. Smyth County Community Hospital, a 176-bed facility offering state of the art treatment, is the most centrally located of the five facilities. There are six clinics/health centers located within the region, in addition to four medical centers and teaching hospitals affiliated with local universities.

Over 270 physicians and more than 125 dentists maintain practices in the area.

There are more than 12 nursing home/adult care facilities with over 500 beds located in the area providing long-term intermediate and skilled care for the elderly. Additional facilities are found in nearby localities.

Mental health care services are also available at Southwestern Virginia Mental Health Institute in Smyth County. The Mount Rogers Community Health and Mental Retardation Services Board provide additional services for adults and children with mental and physical disabilities.

There are more than six public libraries containing over 300,000 volumes in the region. In addition to these facilities, collections at King College, Emory & Henry College, Virginia Intermont College, Virginia Highlands College, Wytheville Community College, Mountain Empire Community College, and Clinch Valley College are all open to the public.

Virginia's aCorridor

Moderate temperatures are enjoyed throughout the region, and the four-season environment makes each season one of beauty.

Community Facilities (continued)

There are over 300 places of worship representing primarily Protestant and Catholic faiths. Jewish synagogues are located in Washington County and in nearby localities.

A variety of shopping opportunities is available in the region. The area business districts have numerous retail establishments, and shopping centers abound in the suburban areas. Shopping malls are located in Wytheville and Bristol, and factory outlet stores are located in Wythe County.

Virginia's aCorridor

Excellent medical care facilities are available throughout the area.

Lifestyle

The city of Bristol is a major cultural center for Virginia's aCorridor. The Bristol Ballet Company is recognized throughout the Southeast for its quality productions. Theatre Bristol presents some 170 performances annually at the Paramount Theatre. Additional offerings include the Bristol Concert Choir, the Bristol Art Museum, and performing arts at area colleges. The world-famous Barter Theater in Abingdon continues to delight its audiences with quality drama following more than a half-century of performances. Also in Abingdon, the Williams King Regional Arts Center, an affiliate of the Virginia Museum of Fine Arts, houses several galleries, studios, and museum store, and holds classes, workshops, and lectures.

The southeastern counties of the region are home to two community theatres that perform four to five plays a year and the T. Jeff Mathews Memorial Museum, which features artifacts native to southwest Virginia. An active music club in Galax sponsors an annual performance by the Richmond Symphony. Galax also draws 40,000 people every August to The Galax Bluegrass and Old Time Fiddlers Convention, an international event attracting both performers and spectators.

Each summer Abingdon is the site of the Virginia Highlands Festival that draws thousands of visitors for a gathering of artists, writers, craftsmen, and performers. The Bristol Spring Arts Festival has also developed into a successful annual occasion. Heartwood - Southwest Virginia's Artisan Gateway, is a regional cultural tourism initiative under development on the campus of Virginia Highlands Community College in Abingdon, Virginia. The \$16 million Heartwood artisan center will promote the area's diverse crafts, displays for artisan trails, cultural tourism initiatives, and music venues. Heartwood's opening is scheduled for summer 2011. Additional information about this project can be found at <http://www.heartwoodvirginia.org>.

Virginia's aCorridor

Rich in culture and history, many annual events are held throughout the year to share the region's heritage. The Barter Theatre in Abingdon offers many excellent productions throughout the year.

Lifestyle (continued)

Numerous outdoor recreational opportunities are available throughout the region. The Bristol Parks and Recreation Department operates 15 parks and two 650-acre recreational areas and presents arts and sports instruction throughout the year. The Hungry Mother State Park offers swimming, fishing and boating on a 108-acre lake, in addition to trails, horseback riding and camping. Northwest of Galax, the Mount Rogers National Recreation Area consists of 107,000 acres of campgrounds, trails, trout streams, lakes, hunting grounds, and mountains, which include Mount Rogers, the highest mountain peak in Virginia. Other popular outdoor attractions include the Appalachian Trail, Clinch Mountain Wildlife Area, and the Virginia Creeper Trail. The Blue Ridge Parkway and snow skiing are within easy drive.

For golf enthusiasts, there are two private and six public 18-hole golf courses and two public 9-hole courses. Numerous public and private recreational facilities and country clubs provide tennis courts, multi-purpose athletic fields and swimming pools. Bristol is the home of the Bristol Sox, a farm club of professional baseball's Chicago White Sox. Car racing is popular in Wythe County, and Bristol International Speedway is home to NASCAR sanctioned auto racing. Many additional sporting and cultural events are sponsored by individual localities.