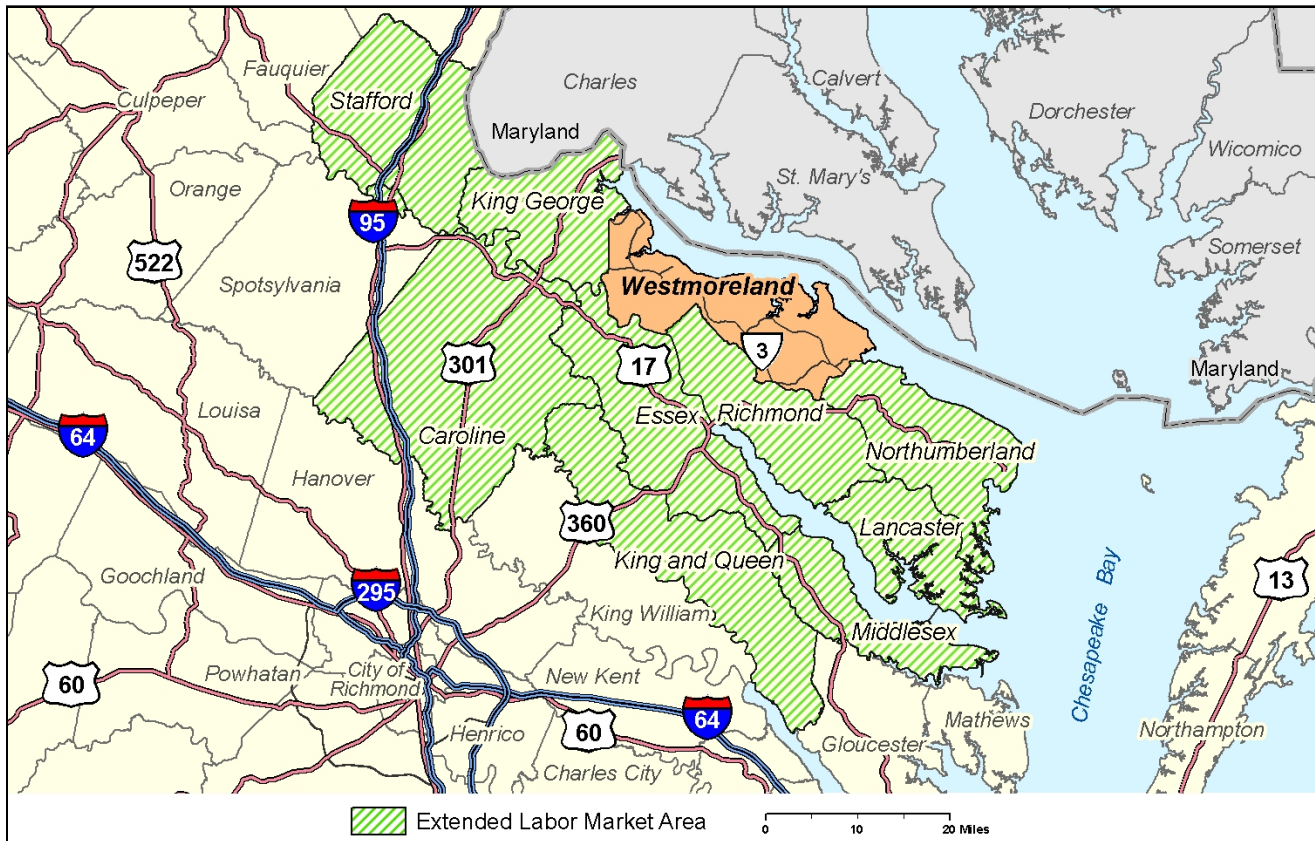
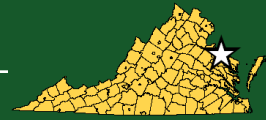


### LOCATION

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 DATA

#### Population

##### Gender Distribution (2007)

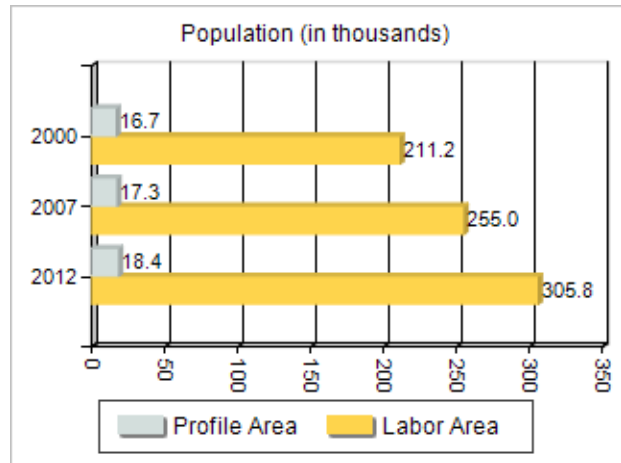
| Area                | Male  | Female |
|---------------------|-------|--------|
| Westmoreland County | 48.1% | 51.9%  |

##### Race/Ethnicity (2007)

| Classification                   | Profile Area | Labor Area |
|----------------------------------|--------------|------------|
| White                            | 11,831       | 189,544    |
| Black                            | 5,073        | 54,672     |
| Two or More                      | 182          | 4,844      |
| Asian                            | 90           | 4,662      |
| American Indian or Alaska Native | 74           | 1,152      |
| Pacific Islander                 | 2            | 152        |
| Hispanic (may be of any race)    | 803          | 8,030      |

##### Median Age

|              |          |
|--------------|----------|
| Westmoreland | 43 years |
|--------------|----------|



#### Civilian Labor Force (2007)

|                        |         |
|------------------------|---------|
| Westmoreland County    | 8,408   |
| Surrounding Labor Area | 129,319 |
| Total                  | 137,727 |

#### Labor Force Participation (2000 Census)

|                        |       |
|------------------------|-------|
| Westmoreland County    | 56.2% |
| Surrounding Labor Area | 66.3% |

#### Unemployment

##### Unemployment Rate (July 2008)

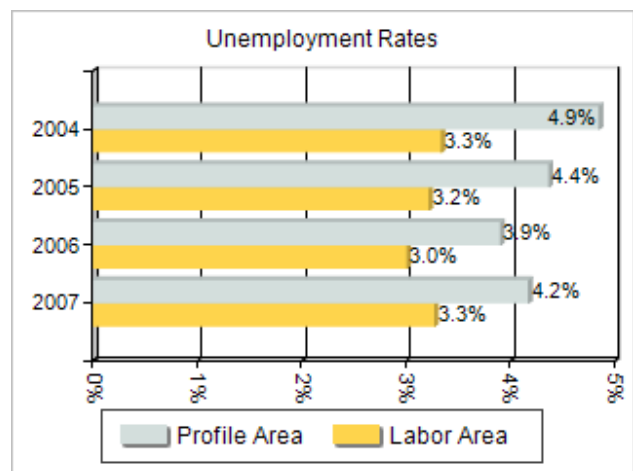
|                     |       |
|---------------------|-------|
| Westmoreland County | 5.38% |
| Labor Area          | 4.74% |
| Statewide           | 4.44% |

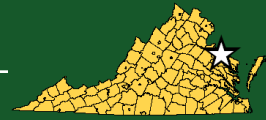
##### Unemployed (2007)

|                     |       |
|---------------------|-------|
| Westmoreland County | 351   |
| Labor Area          | 4,233 |
| Total               | 4,584 |

##### Underemployed (2nd Quarter 2008)

|                     |        |
|---------------------|--------|
| Westmoreland County | 759    |
| Labor Area          | 9,830  |
| Total               | 10,589 |





### Commuting Patterns (2000 Census)

|                                       |       |       |
|---------------------------------------|-------|-------|
| Live and work in Westmoreland County: | 2,876 | 36.0% |
| Total In-Commuters:                   | 956   | 12.0% |
| Total Out-Commuters:                  | 4,158 | 52.0% |
| Net Out-Commuters:                    | 3,202 |       |
| <i>In-Commuters From:</i>             |       |       |
| Richmond Co. VA                       | 337   | 45.2% |
| Northumberland Co. VA                 | 170   | 22.8% |
| King George Co. VA                    | 110   | 14.7% |
| Essex Co. VA                          | 102   | 13.7% |
| Prince William Co. VA                 | 27    | 3.6%  |
| <i>Out-Commuters To:</i>              |       |       |
| King George Co. VA                    | 960   | 40.4% |
| Richmond Co. VA                       | 584   | 24.6% |
| Essex Co. VA                          | 297   | 12.5% |
| Spotsylvania Co. VA                   | 277   | 11.7% |
| Fairfax Co. VA                        | 258   | 10.9% |

### Additional Labor Resources

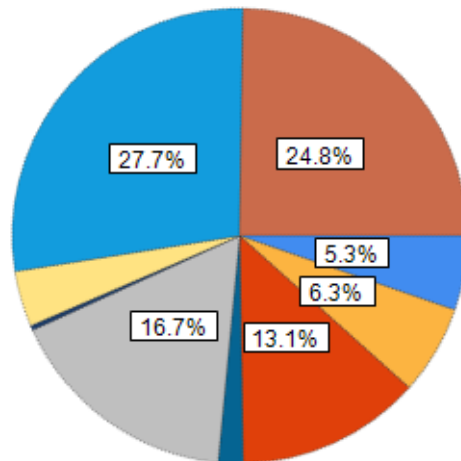
|  |       |
|--|-------|
| High school graduates not continuing (2006-2007) ..... | 41    |
| Two-year college graduates (Spring 2007) .....         | 92    |
| Two-year college enrollees (Fall 2007) .....           | 1,700 |
| Total .....  | 1,833 |

### Educational Attainment

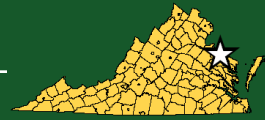
|  |       |
|--|-------|
| Percentage of Westmoreland County 2003-2004 ninth graders graduating in 2006-2007 .....                  | 70.9% |
| Percentage of Westmoreland County population age 25+ who are high school graduates .....                 | 69.3% |
| Percentage of Westmoreland County population age 25+ who have earned a Bachelor's Degree or higher ..... | 13.3% |

### Employment by Sector\* (1st Qtr. 2008)

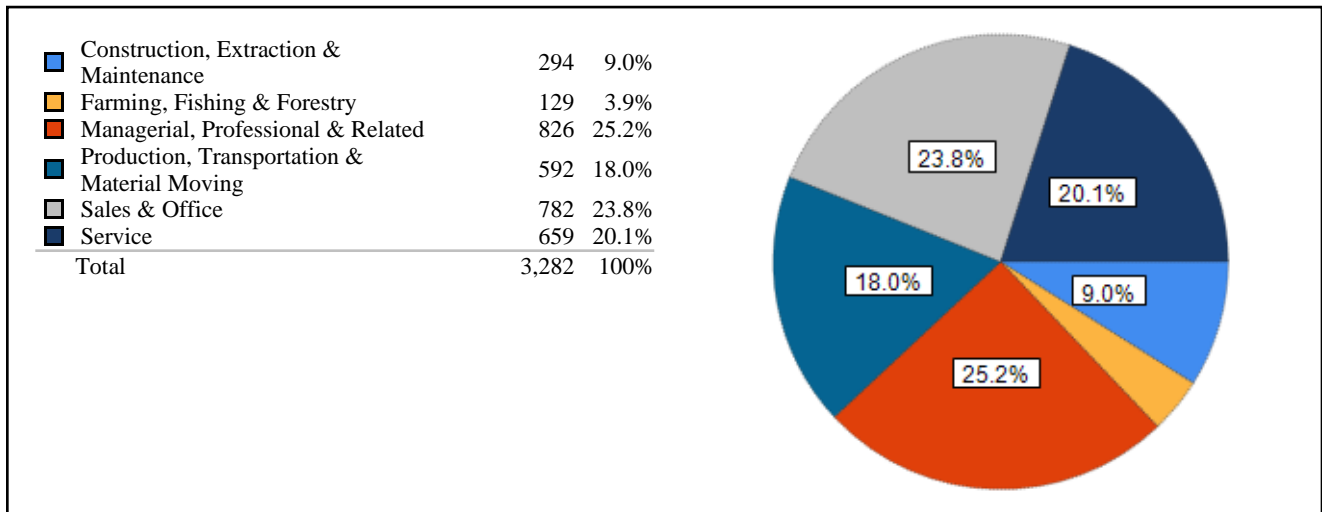
|                                |       |       |
|--------------------------------|-------|-------|
| ■ Natural Resources and Mining | 186   | 5.3%  |
| ■ Construction                 | 223   | 6.3%  |
| ■ Trade                        | 461   | 13.1% |
| ■ Transportation and Utilities | 62    | 1.8%  |
| ■ Manufacturing                | 586   | 16.7% |
| ■ Information                  | 12    | 0.3%  |
| ■ Financial                    | 139   | 4.0%  |
| ■ Services                     | 975   | 27.7% |
| ■ Government                   | 870   | 24.8% |
| Total                          | 3,514 | 100%  |



\*By Business Establishment



### Employment by Occupation\* (1st Qtr. 2008)



\*By Business Establishment

### Major Employers

#### Manufacturing

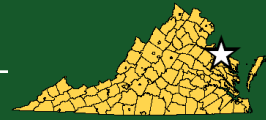
| Company                     | Product/Service                                    | Est. Employment |
|-----------------------------|--|-----------------|
| Bevans Oyster Company, Inc. | Seafood  | 100 - 299       |
| Carry On Trailer            | Manufacture Utility Trailers and enclosed trailers | 100 - 299       |
| Potomac Supply Corporation  | Treated lumber                                     | 100 - 299       |

#### Nonmanufacturing

| Company                   | Product/Service | Est. Employment |
|---------------------------|-----------------|-----------------|
| Ingleside Plantation Inc. | Nursery/winery  | 100 - 299       |

### Union Activity (1/2004 - 5/2008)

No Union Activity



### Estimated Earnings (May 2007)

| Occupation  | Med. Wage | Mean Wage | Med. Salary | Mean Salary |
|---|-----------|-----------|-------------|-------------|
| Laborers and freight, stock, and material movers, hand                    | \$7.15    | \$9.99    | \$14,873.17 | \$20,770.06 |
| Truck drivers, heavy and tractor-trailer                                  | \$10.49   | \$16.59   | \$21,827.90 | \$34,510.71 |
| Maintenance and repair workers, general                                   | \$10.38   | \$14.45   | \$21,592.66 | \$30,057.74 |
| Construction laborers   | \$9.52    | \$11.61   | \$19,805.66 | \$24,144.76 |
| Carpenters  | \$12.30   | \$17.15   | \$25,587.69 | \$35,678.88 |
| Office clerks, general  | \$7.61    | \$11.53   | \$15,837.21 | \$23,992.37 |
| Stock clerks and order fillers  | \$6.43    | \$9.10    | \$13,379.73 | \$18,932.31 |
| Receptionists and information clerks                                      | \$7.28    | \$10.25   | \$15,132.16 | \$21,315.20 |
| Customer service representatives  | \$9.46    | \$14.86   | \$19,673.13 | \$30,902.95 |
| Bookkeeping, accounting, and auditing clerks                              | \$8.47    | \$13.77   | \$17,614.16 | \$28,632.46 |
| First-line supervisors/managers of office & admin support workers         | \$13.77   | \$20.42   | \$28,645.75 | \$42,478.15 |
| Sales reps, wholesale & manufacturing, ex technical & scientific products | \$12.34   | \$25.31   | \$25,666.88 | \$52,650.00 |
| Nursing aides, orderlies, and attendants                                  | \$9.34    | \$10.45   | \$19,423.02 | \$21,742.93 |
| Home health aides   | \$7.46    | \$9.17    | \$15,506.65 | \$19,082.83 |
| Licensed practical and licensed vocational nurses                         | \$16.57   | \$18.42   | \$34,472.26 | \$38,307.52 |
| Registered nurses   | \$19.34   | \$26.21   | \$40,223.10 | \$54,519.20 |
| Teacher assistants  | \$6.61    | \$8.59    | \$13,753.63 | \$17,865.77 |
| Secondary school teachers, except special and vocational education        | \$16.62   | \$22.51   | \$34,575.83 | \$46,826.11 |
| Elementary school teachers, except special education                      | \$12.06   | \$19.51   | \$25,080.99 | \$40,588.17 |
| Accountants and auditors  | \$14.13   | \$24.07   | \$29,381.17 | \$50,075.58 |

### Per Capita Personal Income (2006)

\$29,673

### Median Family Income (FY 2007)

\$52,500

## EDUCATION

### Public School Enrollment

| Level       | Number | Fall 2007 Enrollment |
|-------------|--------|----------------------|
| Elementary  | 2      | 1,243                |
| Combined    | 1      | 424                  |
| Middle      | 1      | 356                  |
| High School | 2      | 847                  |

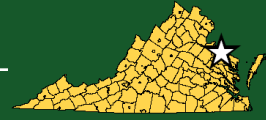
### Student Teacher Ratio (2006-07)

|            |        |
|------------|--------|
| Elementary | 10.9:1 |
| Secondary  | 13.1:1 |

|   |       |
|---|-------|
| Percentage of 2003-2004 ninth grade membership graduating 2006-2007                     | 70.9% |
| Percentage of high school graduates continuing education 2006-2007 (including military) | 73.7% |

### Per Pupil Expenditure (FY 2007)

\$10,423.00



### Workforce Development Facilities

| Facility   | Type                        |
|--|-----------------------------|
| Job Assistance Center  | Comprehensive Center        |
| Northern Neck Technical Center   | Career and Technical Center |
| Virginia Employment Commission Field Office: EasternShore                    | Comprehensive Center        |
| Virginia Employment Commission Field Office: Fredericksburg                  | Comprehensive Center        |
| Virginia Employment Commission Field Office: Warsaw - Northern Neck One Stop | Comprehensive Center        |

### Higher Education Facilities

| Facility                                       | Fall 2007 Enrollment |
|--|----------------------|
| Rappahannock Community College - Warsaw Campus | 1,700                |

## TRANSPORTATION

### Interstates

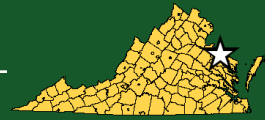
| Name  | Distance              |
|-------|-----------------------|
| I-95  | 23.3 miles (37.4 km.) |
| I-495 | 35.6 miles (57.2 km.) |
| I-295 | 35.7 miles (57.4 km.) |
| I-395 | 36.6 miles (58.9 km.) |
| I-64  | 36.7 miles (59.1 km.) |
| I-695 | 41.4 miles (66.6 km.) |
| I-66  | 42.0 miles (67.6 km.) |
| 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 214      Highway 3

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



### Commercial Air Service

**Ronald Reagan Washington National Airport, Washington, D.C. .... 39.6 miles (63.8 km.)**

|                  |                      |                       |                    |
|------------------|----------------------|-----------------------|--------------------|
| Air Canada       | AirTran Airways      | America West Airlines | American Airlines  |
| American Eagle   | Continental Airlines | Continental Express   | Delta Air Lines    |
| Delta Connection | Frontier Airlines    | Northwest Airlines    | Spirit Airlines    |
| United Airlines  | US Airways           | US Airways Express    | US Airways Shuttle |
| Midwest Airlines | Alaska Airlines      | Air Canada Jazz       |                    |

**Richmond International Airport, Richmond ..... 43.3 miles (69.7 km.)**

|                          |                      |                   |                    |
|--------------------------|----------------------|-------------------|--------------------|
| Air Canada               | AirTran Airways      | American Airlines | American Eagle     |
| Comair/ Delta Connection | Continental Airlines | Delta Air Lines   | Northwest Airlines |
| United Airlines          | US Airways           | JetBlue Airways   |                    |

**Washington Dulles International Airport, Washington, D.C. .... 52.0 miles (83.6 km.)**

|                          |                           |                           |                                   |
|--------------------------|---------------------------|---------------------------|-----------------------------------|
| Aeroflot Airlines        | Air Canada                | Air France                | AirTran Airways                   |
| All Nippon Airways       | America West Airlines     | American Airlines         | American Eagle                    |
| Austrian Airlines        | British Airways           | Continental Airlines      | Continental Express               |
| Delta Air Lines          | Delta Connection          | Ethiopian Airlines        | Grupo Taca International Airlines |
| KLM Royal Dutch Airlines | Korean Air Lines          | Lufthansa German Airlines | Northwest Airlines                |
| Saudi Arabian Airlines   | Southwest Airlines        | United Airlines           | United Express                    |
| US Airways               | US Airways Express        | American Connection       | JetBlue Airways                   |
| South African Airlines   | SAS/Scandinavian Airlines | TED                       | Air Lingus                        |
| Copa Airlines            | Iberia                    | Virgin America            |                                   |

Note: Within 75 miles of nearest locality/region boundary.

### General Aviation Service

| Name   | Runway Length      |
|--|--------------------|
| Captain Walter Francis Duke Regional Airport, California, MD ..... | 4,150 ft (1,265 m) |

### Freight Rail Service

CSX Transportation

### Ports

| Name                                      | Distance              |
|---|-----------------------|
| Cambridge .....                           | 51.0 miles (82.1 km)  |
| Port Of Richmond .....                    | 57.0 miles (91.7 km)  |
| Norfolk International Terminals .....     | 90.0 miles (144.8 km) |
| Virginia Inland Port At Front Royal ..... | 96.0 miles (154.5 km) |

Note: Measured from center of locality/region

## UTILITIES

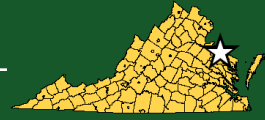
### Electric

Dominion Virginia Power

Northern Neck Electric Cooperative

### Natural Gas

Columbia Gas of Virginia



### Telecommunications

Verizon South

### Water

Westmoreland County

Town of Colonial Beach

### Waste Water Treatment

Town of Colonial Beach

### Solid Waste Disposal

Westmoreland County Transfer Station

## FINANCIAL INSTITUTIONS

### Bank

3rd Qtr 2007 Assets (in millions)

|                                  |             |
|----------------------------------|-------------|
| Branch Banking and Trust Company | \$126,290.2 |
| Union Bank & Trust Co.           | \$1,510.9   |
| Northern Neck State Bank         | \$327.8     |
| Peoples Community Bank           | \$107.2     |

## 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.

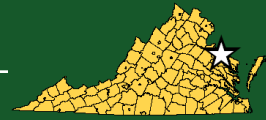
If a company is located in a town, it pays town and county taxes except for utility taxes which are paid only to the town and the license tax which is paid only to the town unless town law permits the additional collection of a county tax.

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) [51193 MFG.PDF](#)*

*Non-Manufacturer's Tax Profile (Westmoreland) [51193 NMFG.PDF](#)*



### CLIMATE

#### Average Temperatures

|               |             |
|---------------|-------------|
| January ..... | 37°F (3°C)  |
| July .....    | 77°F (25°C) |

#### Average Annual Precipitation

|                |                    |
|----------------|--------------------|
| Rainfall ..... | 43.01" (109.25 cm) |
| Snowfall ..... | 17.30" (43.94 cm)  |

### 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.

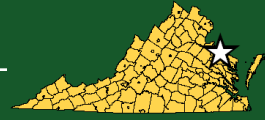
Westmoreland County is a member of the Central Rappahannock Regional Library System. This system has over 179,279 volumes in its collection. Branches of this library are located in the towns of Montross, Hague and Colonial Beach. Area colleges also open their library facilities to the public. These facilities 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.

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.

### LIFESTYLE

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 Planning District Commission  
Westmoreland County