



COMMUNITY PROFILE

Westmoreland County, Virginia

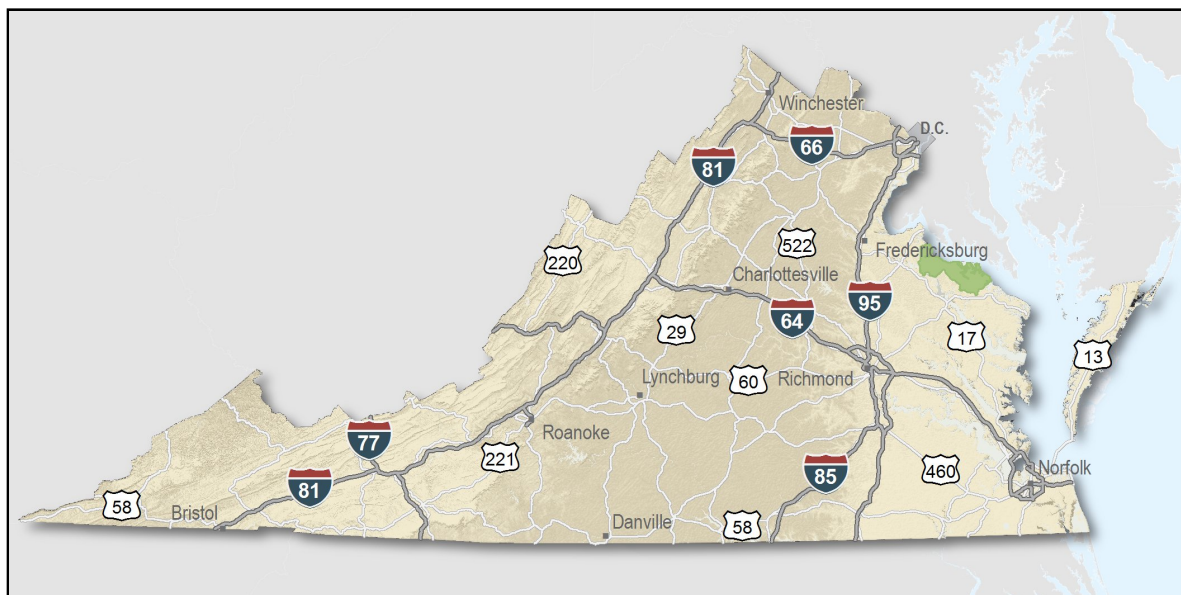


**VIRGINIA ECONOMIC
DEVELOPMENT PARTNERSHIP**
www.YesVirginia.org

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, 40 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 35 Fortune 1000 firms.
- Headquarters to 52 firms each with annual revenue over \$1 billion.
- More than 17,300 high-tech establishments operate in Virginia.
- More than 700 internationally-owned businesses from 45 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.

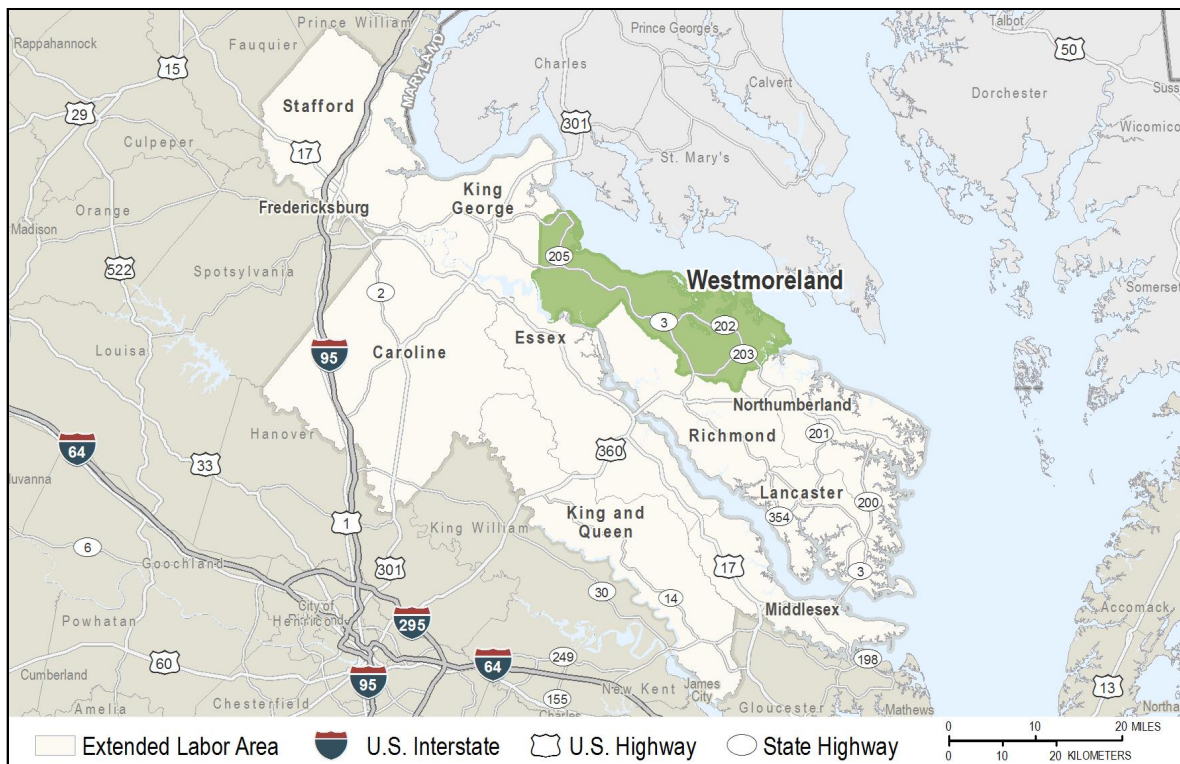


Location

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's location on Virginia's "Northern Neck" situates the locality in a rural area, but surrounded by counties with an ample workforce and availability of the Fredericksburg region's business infrastructure.

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 (2014)	Male	Female
Westmoreland County	48.6%	51.4%

Race/Ethnicity (2014)

Classification	Profile Area	Extended Labor Area
White	11,980	205,053
Black	4,797	61,647
Two or More	421	9,225
American Indian or Alaska Native	133	1,930
Asian	133	6,433
Pacific Islander	13	374
Hispanic (may be of any race)	1,070	10,700
Median Age (2013)	48 years	

Civilian Labor Force (2014)

Westmoreland County	9,073
Extended Labor Market Area	136,705
Total	145,778

Labor Force Participation (2009-2013)

Westmoreland County	57.0%
Extended Labor Market Area	63.0%

Unemployment

Unemployment Rate (July 2015)	
Westmoreland County	5.1%
Extended Labor Market Area	4.9%
Statewide	4.7%

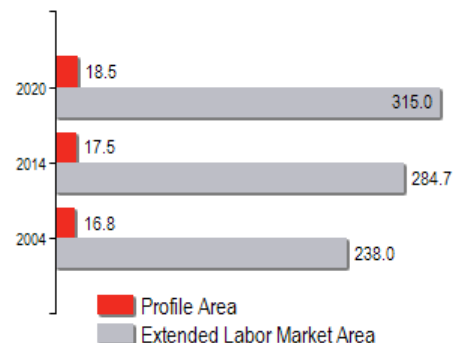
Unemployed (2014)

Westmoreland County	574
Extended Labor Market Area	7,721
Total	8,295

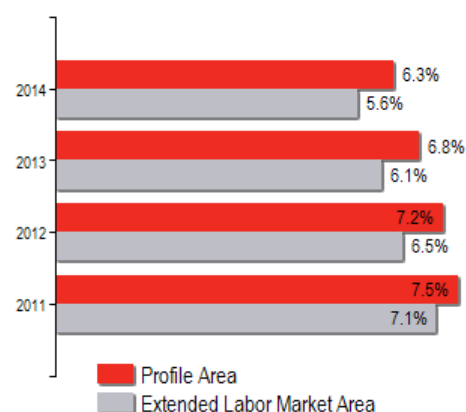
Underemployed (2nd Quarter 2015)

Westmoreland County	1,091
Extended Labor Market Area	14,168
Total	15,259

Population in Thousands



Unemployment Rates



Labor Market

Commute Time (2009-2013)		
Worked from home	544	7.6%
Under 15 minutes	1,474	22.0%
15-24 minutes	1,421	21.5%
25-34 minutes	1,163	17.6%
35-44 minutes	311	4.7%
45-59 minutes	754	11.4%
Over 60 minutes	1,494	22.6%
Mean Travel Time to Work (minutes)		39

Additional Labor Resources	
High School Graduates Not Continuing (2013-2014)	30
Two-Year College Graduates (Spring 2014)	339
Two-Year College Enrollees (Fall 2014)	2,103
Total	2,472

The high concentration of clerical workers and precision production/machine operators in the Westmoreland commuting zone exceeds national levels. All public school graduates have keyboarding skills.

Labor Market

Career Readiness Certificate (01/01/2014-12/31/2014)

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	10
Extended Labor Market Area	173
Total	183

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

Educational Attainment

On-Time Graduation Rate (Class of 2014)	83.9%
Percentage of Westmoreland County population age 25+ who are high school graduates (2009-2013)	79.1%
Percentage of Westmoreland County population age 25+ who have earned a Bachelor's Degree or higher (2009-2013)	14.9%

Labor Market

Employment by Sector* (1st Qtr. 2015)		
Agriculture Forestry Fishing and Hunting	215	6.8%
Mining Quarrying and Oil and Gas Extraction	N.D.	N.D.
Utilities	N.D.	N.D.
Construction	131	4.2%
Manufacturing	500	15.9%
Wholesale Trade	42	1.3%
Retail Trade	400	12.7%
Transportation and Warehousing	30	1.0%
Information	N.D.	N.D.
Finance and Insurance	83	2.6%
Real Estate and Rental and Leasing	19	0.6%
Professional Scientific and Technical Services	68	2.2%
Management of Companies and Enterprises	N.D.	N.D.
Administrative and Support and Waste Management	57	1.8%
Educational Services	N.D.	N.D.
Health Care and Social Assistance	189	6.0%
Arts Entertainment and Recreation	76	2.4%
Accommodation and Food Services	251	8.0%
Other Services	88	2.8%
Total Government	879	27.9%
Federal Government	48	1.5%
State Government	86	2.7%
Local Government	745	23.7%
Unclassified	0	0
Total	3,149	100.0%

N.D. - Not Disclosed

*By Business Establishment

Wages and salaries are over 40 percent less than state and national averages for comparable work, thus providing lower operating costs for companies locating in Westmoreland County.

Labor Market

Major Employers

Manufacturing

<i>Company</i>	<i>Product/Service</i>	<i>Estimated Employment</i>
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

<i>Company</i>	<i>Product/Service</i>	<i>Estimated Employment</i>
Ingleside Plantation Inc.	Nursery/winery	100 - 299

Westmoreland County has a significant labor pool that commutes long distances to their workplace and could be easily recruited.

Labor Market

Union Activity (1/2013 - 4/2015)

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 2013)

<i>Occupation</i>	<i>Median Wage</i>	<i>Mean Wage</i>	<i>Median Salary</i>	<i>Mean Salary</i>
Laborers and Freight, Stock, and Material Movers, Hand	\$10.70	\$11.18	\$22,259.00	\$23,262.00
Heavy and Tractor-Trailer Truck Drivers	\$16.23	\$16.27	\$33,749.00	\$33,844.00
First-Line Supervisors of Production and Operating Workers	\$22.36	\$22.77	\$46,506.00	\$47,364.00
Maintenance and Repair Workers, General	\$15.35	\$15.81	\$31,930.00	\$32,894.00
Industrial Machinery Mechanics	\$25.49	\$24.84	\$53,021.00	\$51,677.00
Bus and Truck Mechanics and Diesel Engine Specialists	\$18.15	\$19.05	\$37,745.00	\$39,628.00
Office Clerks, General	\$11.92	\$12.66	\$24,798.00	\$26,330.00
Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	\$12.90	\$13.46	\$26,831.00	\$27,997.00
Receptionists and Information Clerks	\$13.11	\$13.13	\$27,275.00	\$27,305.00
Customer Service Representatives	\$10.38	\$11.54	\$21,583.00	\$24,004.00
Bookkeeping, Accounting, and Auditing Clerks	\$13.96	\$14.57	\$29,028.00	\$30,311.00
First-Line Supervisors of Office and Administrative Support Workers	\$18.20	\$21.00	\$37,862.00	\$43,683.00
Environmental Scientists and Specialists, Including Health	\$21.61	\$21.80	\$44,949.00	\$45,342.00
Network and Computer Systems Administrators*	\$27.65	\$28.90	\$57,507.00	\$60,108.00
Software Developers, Systems Software	\$50.57	\$49.33	\$105,190.00	\$102,613.00
Software Developers, Applications	\$57.13	\$48.67	\$118,835.00	\$101,235.00
Computer Systems Analysts	\$42.33	\$54.35	\$88,050.00	\$113,057.00
Accountants and Auditors	\$26.31	\$28.37	\$54,732.00	\$59,000.00
Management Analysts	\$54.00	\$56.29	\$112,321.00	\$117,080.00
Purchasing Agents, Except Wholesale, Retail, and Farm Products	\$34.52	\$35.85	\$71,791.00	\$74,569.00

Per Capita Personal Income (2013)

\$40,848

Median Family Income (2009-2013)

\$55,966

Education

Public School Enrollment (Fall 2014)

<i>Level</i>	<i>Number</i>	<i>Enrollment</i>
Elementary	2	855
Combined	1	326
Middle	1	345
High School	2	736

All of Westmoreland County Public Schools are fully accredited by the Virginia Department of Education and the Southern Association of Colleges and Schools/Council on Accreditation and School Improvement.

Student Teacher Ratio (FY2014)

Elementary	13:1
Secondary	9:1

Per Pupil Expenditure (FY 2014)

\$10,970.58

On-Time Graduation Rate (Class of 2014)

83.9%

High School Graduates Continuing Education (2013-2014)

78.1%

Advanced Programs (2013-2014)

Governor's Schools

Chesapeake Bay Governor's School for Marine & Environmental Science

Governor's School Enrollment	34
Students taking 1 or more Advanced Placement (AP) Courses	28
Students taking 1 or more AP Exams	19
Students taking 1 or more Dual Enrollment Courses	25

Education

Workforce Development Facilities	
<i>Facility</i>	<i>Type</i>
Eastern Shore Workforce Center	Satellite Center
Fredericksburg Workforce Center	Comprehensive Center
Job Assistance Center	Satellite Center
Virginia Workforce Center-Tri-Cities	Comprehensive Center
Warsaw Workforce Center	Satellite Center

The Northern Neck Technical Center and Rappahannock Community College have strong workforce training programs that assist businesses of all types with labor force training

Higher Education Facilities — Fall 2014	
<i>Facility</i>	<i>Enrollment</i>
Rappahannock Community College - Warsaw Campus	2,103

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		
<i>Richmond International Airport, Sandston -- 67.1 miles (108.0 km.)</i>		
American Airlines	Delta Air Lines	Southwest Airlines
United Airlines	US Airways	JetBlue Airways
Allegiant Air		

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

Westmoreland County's proximity to several major transportation centers enables local businesses to select from a wide range of motor carriers including small freight, LTL (less than truckload), FTL (full truckload) and contract carriers.

Transportation

General Aviation Service

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

Freight Rail Service

CSX Transportation

Seaports

<i>Name</i>	<i>Distance</i>
Port of Richmond	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

<i>Name</i>	<i>Distance</i>
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.

Three deepwater seaports are located less than 120 miles from Westmoreland County offering a full-range of bulk, break-bulk and containerized cargo handling capabilities.

Utilities



Utilities	
Electric	Dominion Virginia Power
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

Westmoreland County has a full complement of utilities serving its business sites. Electricity is provided by Dominion Power and Northern Neck Cooperative. Water and sewer services are provided by the towns of Colonial Beach and Montross.

Financial Institutions

Financial Institutions — 2nd Qtr 2015 Assets	
<i>Bank</i>	<i>Assets (millions)</i>
Branch Banking and Trust Company	\$186,642.9
Union Bank & Trust Co.	\$7,476.6
Bank of Lancaster	\$413.6
Peoples Community Bank	\$160.9

National, as well as smaller regional banks, serve the needs of the business community in Westmoreland County.

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](#)

With a gentle climate, over 5,450 acres of nature preserves and 250 miles of shoreline along Chesapeake Bay tributaries, Westmoreland County offers abundant, year-round outdoor recreation opportunities like fishing, boating, hunting, birding and cycling minutes from your home or office.

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.

Westmoreland County is nearly equidistant between the Northern Virginia/Washington DC metropolitan area and the Richmond metropolitan area.

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.

In addition to interstate highway access, Westmoreland County has access to four-lane US 301 that links to the heart of Maryland providing direct access to Baltimore, Annapolis and the federal government sector in the Washington DC area.

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.

Virginia's River Country Profile
Northern Neck Planning District Commission
Westmoreland County

Westmoreland County has a wealth of historical attractions, including 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. Historic sites 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.