



COMMUNITY PROFILE

Southern Virginia

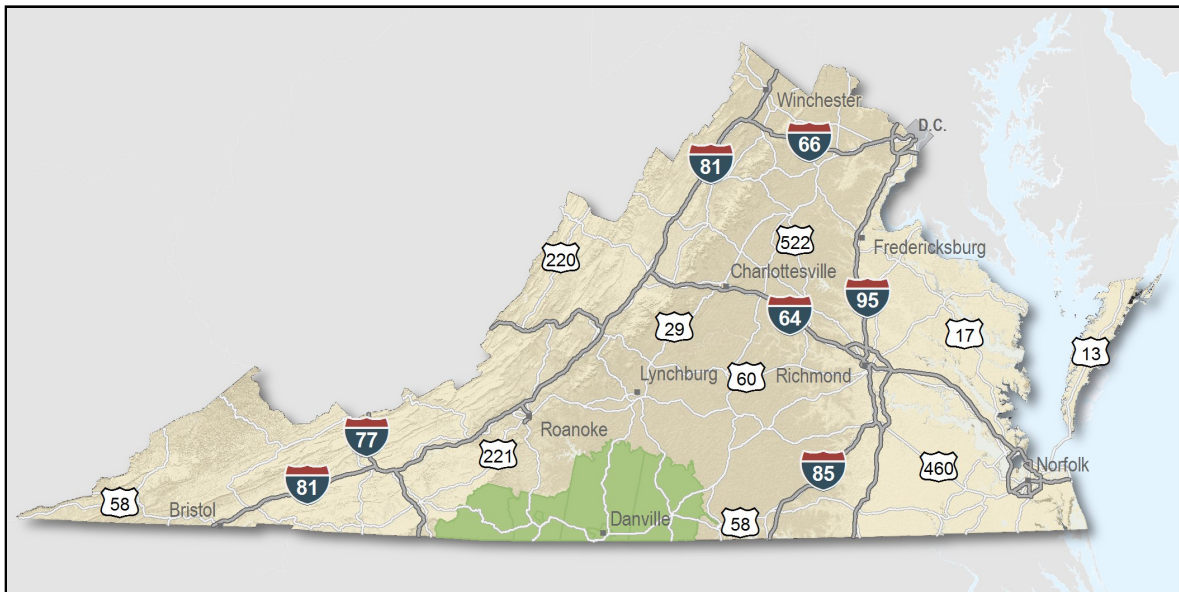


VIRGINIA ECONOMIC
DEVELOPMENT PARTNERSHIP
www.YesVirginia.org

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 37 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.

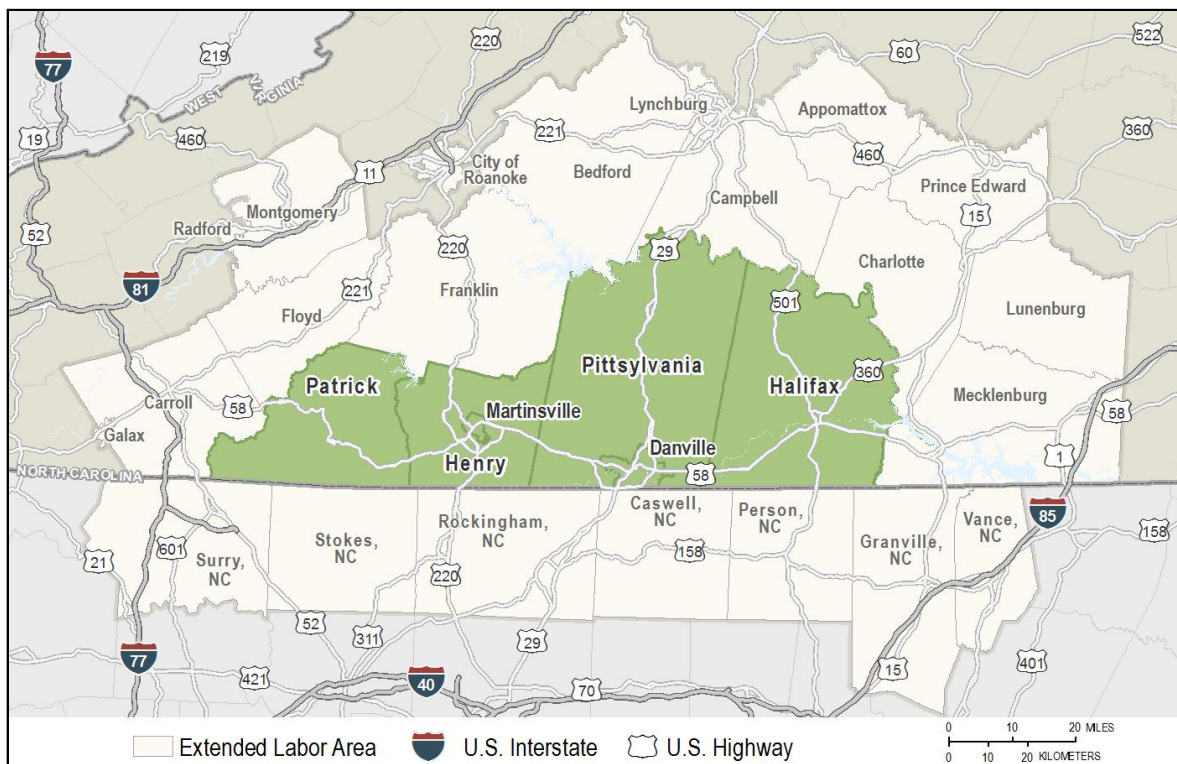


Location

Southern Virginia, located along the Virginia/North Carolina State line, encompasses 2,706 square miles. The region is dominated by a strong manufacturing sector that comprises companies in the food processing, plastics and wood products sectors. Other significant economic activity results from the back office, distribution and agricultural sectors. High-quality four-lane divided highways and rail transportation systems service the area providing convenient access to markets on the East Coast.

An excellent highway system coupled with easy access to interstates make the region extremely well-suited to reach mid-Atlantic markets and international shipping facilities.

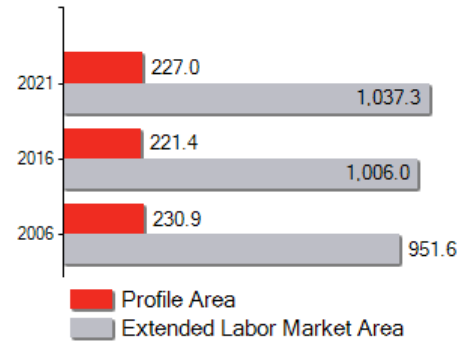
The city of Danville, located in the south-central portion of the region, is 143 miles southwest of Richmond, the state capital; 81 miles southeast of Roanoke; 50 miles northeast of Greensboro, NC and 95 miles north of Raleigh Durham.



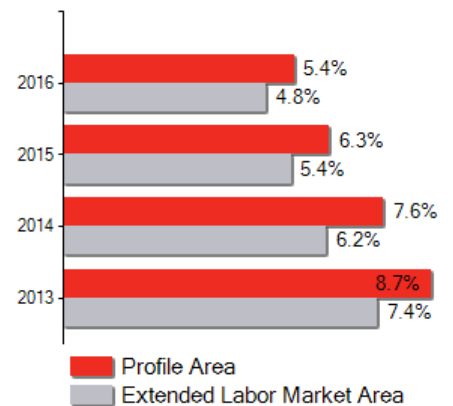
Labor Market

Population		
Gender Distribution (2016)		
	Male	Female
Southern Virginia	48.0%	52.0%
Race/Ethnicity (2016)		
	Profile Area	Extended Labor Area
Classification		
White	149,698	777,016
Black	65,808	187,911
Two or More	3,434	18,565
Asian	1,536	17,024
American Indian or Alaska Native	814	4,784
Pacific Islander	100	658
Hispanic (may be of any race)	8,079	46,819
Median Age (2016)		
Danville		42 years
Halifax		46 years
Henry		47 years
Martinsville		43 years
Patrick		50 years
Pittsylvania		47 years

Population in Thousands



Unemployment Rates



Labor Market

Civilian Labor Force (2016)	
Southern Virginia	98,863
Extended Labor Market Area	469,513
Total	568,376

Labor Force Participation (2012-2016)	
Southern Virginia	55.0%
Extended Labor Market Area	57.5%

Unemployment	
Unemployment Rate (January 2018)	
Southern Virginia	5.2%
Extended Labor Market Area	4.5%
Statewide	3.7%
Unemployed (2016)	
Southern Virginia	5,385
Extended Labor Market Area	22,462
Total	27,847
Underemployed (4th Quarter 2017)	
Southern Virginia	11,826
Extended Labor Market Area	45,208
Total	57,034

Swedwood, the industrial group within IKEA, opened its first furniture production location in the United States in Pittsylvania County, producing a variety of wood-based IKEA products to supply North America.

Labor Market

Commute Time (2012-2016)		
Worked from home	2,355	2.6%
Under 15 minutes	27,251	30.9%
15-24 minutes	30,133	34.2%
25-34 minutes	14,113	16.0%
35-44 minutes	4,265	4.8%
45-59 minutes	5,551	6.3%
Over 60 minutes	6,704	7.6%
Mean Travel Time to Work (minutes)		
Danville		20
Halifax		25
Henry		24
Martinsville		19
Patrick		28
Pittsylvania		25

Virginia continues to rank among America's leading states for business by CNBC and Forbes.com

Additional Labor Resources	
High School Graduates Not Continuing (2016-2017)	440
Two-Year College Graduates (Spring 2017)	1,283
Two-Year College Enrollees (Fall 2017)	7,544
Other College and University Graduates (Spring 2017)	395
Total	9,662

Labor Market

Career Readiness Certificate (01/01/2016-08/31/2017)

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.

Southern Virginia	1,609
Extended Labor Market Area	1,164
Total	2,773

Unemployment rates in the region are consistently higher than the U.S. and Virginia averages.

Educational Attainment

On-Time Graduation Rate (Class of 2017)	87.8%
Percentage of Southern Virginia population age 25+ who are high school graduates (2012-2016)	80.2%
Percentage of Southern Virginia population age 25+ who have earned a Bachelor's Degree or higher (2012-2016)	14.9%

Labor Market

Employment by Sector* (3rd Qtr. 2017)

Agriculture Forestry Fishing and Hunting	669	0.8%
Mining Quarrying and Oil and Gas Extraction	38	0.0%
Utilities	334	0.4%
Construction	2,736	3.4%
Manufacturing	14,143	17.7%
Wholesale Trade	2,424	3.0%
Retail Trade	10,522	13.2%
Transportation and Warehousing	2,924	3.7%
Information	601	0.8%
Finance and Insurance	1,531	1.9%
Real Estate and Rental and Leasing	639	0.8%
Professional Scientific and Technical Services	1,649	2.1%
Management of Companies and Enterprises	554	0.7%
Administrative and Support and Waste Management	5,560	7.0%
Educational Services	958	1.2%
Health Care and Social Assistance	12,521	15.7%
Arts Entertainment and Recreation	793	1.0%
Accommodation and Food Services	6,272	7.9%
Other Services	2,659	3.3%
Total Government	12,148	15.2%
Federal Government	460	0.6%
State Government	2,609	3.3%
Local Government	9,079	11.4%
Unclassified	149	0.2%
Total	79,826	100.0%

N.D. - Not Disclosed

*By Business Establishment

Employment by Occupation (2016)

Construction, Extraction & Maintenance	6,180	7.8%
Farming, Fishing & Forestry	350	0.4%
Managerial, Professional & Related	17,550	22.2%
Production, Transportation & Material Moving	17,620	22.3%
Sales & Office	19,600	24.8%
Service	17,710	22.4%
Total	79,010	100%

The area is a premier business location and home to major corporations, including The Goodyear Tire and Rubber Company, Nestlé Refrigerated Food, Ikea, Telvista, and many others.

Labor Market

Major Employers

Manufacturing

<i>Company</i>	<i>Product/Service</i>
ABB Inc.	Small power transformers
Aerial Machine & Tool Corp.	Aircraft belts & harnesses
CP Films, Inc.	Plastics
EBI	Mattresses and furniture
Hanesbrands Inc.	Textiles
Intertape Polymer Corporation	Pressure sensitive tape
Monogram Food Solutions	Food processing
Nestle Refrigerated Food Co.	Pasta & sauces
Swedwood, Danville LLC	Furniture for IKEA
The Goodyear Tire & Rubber Co.	Truck and aircraft tires
United Elastic	Elastic fabric
Yorktowne Cabinetry	Kitchen cabinets

NonManufacturing

<i>Company</i>	<i>Product/Service</i>
Averett College	Higher education
Danville Community College	Higher education
Danville Regional Medical Center	Health care
Dollar General	Distribution center
Halifax Regional Hospital	Health care
Hanesbrands Inc.	Apparel distribution
Memorial Hospital	Health care
Telvista, Inc.	Telemarketing

The well-trained civilian labor force of the region and surrounding labor area includes more than a half million people.

Labor Market

Closings, Reductions, Layoffs (1/2015 to date)

<i>Date</i>	<i>Type</i>	<i>Company</i>	<i>Product/Service</i>	<i>Employees Affected</i>
8/12/2017	Closing	Elkay Wood Products Co.	Cabinetry manufacturer	150
9/30/2017	Layoff	Telvista*	Call center	222

*Internationally-owned

Union Activity (10/1/2015 - 10/1/2017)

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 2016)

<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	\$11.38	\$11.91	\$23,667.97	\$24,767.42
Industrial Truck and Tractor Operators	\$11.67	\$12.34	\$24,266.23	\$25,673.73
Heavy and Tractor-Trailer Truck Drivers	\$16.62	\$18.54	\$34,563.46	\$38,567.05
Machinists	\$14.30	\$15.89	\$29,725.50	\$33,058.11
Team Assemblers	\$11.62	\$12.23	\$24,179.08	\$25,430.92
First-Line Supervisors of Production and Operating Workers	\$21.90	\$23.00	\$45,551.69	\$47,836.97
Maintenance and Repair Workers, General	\$13.92	\$14.82	\$28,948.63	\$30,817.15
Industrial Machinery Mechanics	\$23.07	\$22.72	\$47,991.82	\$47,254.95
Bus and Truck Mechanics and Diesel Engine Specialists	\$16.05	\$16.39	\$33,384.75	\$34,092.77
Office Clerks, General	\$13.27	\$13.83	\$27,611.40	\$28,748.89
Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	\$14.25	\$14.56	\$29,639.29	\$30,286.66
Receptionists and Information Clerks	\$11.91	\$12.41	\$24,768.67	\$25,797.93
Customer Service Representatives	\$11.05	\$11.70	\$22,975.63	\$24,341.85
Bookkeeping, Accounting, and Auditing Clerks	\$15.53	\$16.06	\$32,305.36	\$33,405.08
First-Line Supervisors of Office and Administrative Support Workers	\$19.52	\$21.66	\$40,608.90	\$45,057.80
Computer User Support Specialists	\$19.12	\$20.41	\$39,777.44	\$42,466.00
Network and Computer Systems Administrators	\$32.44	\$32.54	\$67,486.26	\$67,667.52
Accountants and Auditors	\$26.59	\$30.26	\$55,315.15	\$62,926.50
Management Analysts	\$44.05	\$50.17	\$91,619.81	\$104,368.00
Human Resources Specialists	\$21.08	\$23.63	\$43,851.71	\$49,146.69

Per Capita Personal Income (2016)

\$35,073

Education

Public School Enrollment (Fall 2017)

<i>Level</i>	<i>Number</i>	<i>Enrollment</i>
Preschool	5	541
Elementary	36	13,785
Combined	4	1,349
Middle	11	6,746
High School	11	9,733

Student Teacher Ratio (FY 2016)

Elementary	13:1
Secondary	12:1

Per Pupil Expenditure (FY 2016)

\$10,063.19

On-Time Graduation Rate (Class of 2017)

87.8%

High School Graduates Continuing Education (2016-2017)

80.5%

Advanced Programs (2016-2017)

Other Advanced Public Schools

Galileo Magnet High School

Governor's School Enrollment	157
Students taking 1 or more Advanced Placement (AP) Courses	954
Students taking 1 or more AP Exams	169
Students taking 1 or more Dual Enrollment Courses	2,203

Local community colleges, Danville Community College and Patrick Henry Community College, can design comprehensive training programs for your business needs. Existing programs include information systems technology, motorsports, telecommunications, advanced manufacturing technicians, CAD, customer service, IT industry certifications including Microsoft Office Specialist (MOS).

Education

Workforce Development Facilities	
<i>Facility</i>	<i>Type</i>
Center for Advanced Film Manufacturing	Center of Excellence
Lake Country Advanced Knowledge Center	Career and Technical Center
Southern Virginia Center Of Manufacturing Excellence	Center of Excellence
Virginia Workforce Center-Chatham	Satellite Center
Virginia Workforce Career Center - Patrick County	Satellite Center
Virginia Workforce Center - Victoria	Informational Center
Virginia Workforce Center-Charlotte Courthouse	Satellite Center
Virginia Workforce Center-Danville	Comprehensive Center
Virginia Workforce Center-Farmville	Satellite Center
Virginia Workforce Center-Martinsville Henry County	Comprehensive Center
Virginia Workforce Center-South Boston	Satellite Center
Virginia Workforce Center-South Hill	Satellite Center
Workforce Information Center - Alberta	Informational Center
Workforce Information Center - Crewe	Informational Center
Workforce Information Site - Amelia	Informational Center
Workforce Information Site - Cumberland	Informational Center

Martinsville Middle School students can experience the excitement of NASA's Science, Engineering, Math and Aeronautics Academy (SEMAA), one of only 18 in the country.

Higher Education Facilities — Fall 2017	
<i>Facility</i>	<i>Enrollment</i>
Danville Community College	3,101
Patrick Henry Community College	2,263
Ferrum College	1,130
American National University - Danville Campus	1,090 [‡] [◊]
American National University - Martinsville Campus	1,090 [‡] [◊]
Averett University	929
Institute for Advanced Learning and Research	*
New College Institute	*
Southern Virginia Higher Education Center	*

* Enrollment figures are included in participating colleges and universities.

‡ Enrollment figures are for all campuses.

◊ Fall 2016 Enrollment

Transportation

Interstates	
Name	Distance
I-77	5.1 miles (8.2 km.)
I-81	18.9 miles (30.4 km.)
I-85	18.9 miles (30.4 km.)
I-581	24.4 miles (39.3 km.)
I-40	30.8 miles (49.6 km.)
I-73	36.1 miles (58.2 km.)
I-64	45.4 miles (73.1 km.)
I-440	48.8 miles (78.6 km.)

Note: Measured from border of locality/region.

Highways				
Highway 103	Highway 108	Highway 119	Highway 129	Highway 15
Highway 174	Highway 220	Highway 239	Highway 29	Highway 293
Highway 360	Highway 40	Highway 41	Highway 413	Highway 457
Highway 48	Highway 501	Highway 51	Highway 57	Highway 58
Highway 8	Highway 86	Highway 87	Highway 92	Highway 96

Commercial Air Service		
<i>Lynchburg Regional Airport, Lynchburg -- 45.5 miles (73.3 km.)</i>		
American Eagle		
<i>Piedmont Triad International Airport, Greensboro, NC -- 48.3 miles (77.7 km.)</i>		
American Airlines	American Eagle	Delta Air Lines
Frontier Airlines	United Airlines	Allegiant Air
<i>Roanoke-Blacksburg Regional Airport, Roanoke -- 56.3 miles (90.6 km.)</i>		
American Airlines	Delta Air Lines	United Airlines
Allegiant Air		

Easy access is available to Interstates 40, 64, 77, 81, 85, 95 and future I-785 and I-73.

Transportation

Commercial Air Service

Raleigh-Durham International Airport, Raleigh/Durham, NC -- 71.9 miles (115.7 km.)

Air Canada	American Airlines	Delta Air Lines
Frontier Airlines	Southwest Airlines	United Airlines
Alaska Airlines	JetBlue Airways	Allegiant Air

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

The Institute for Advanced Learning and Research develops and attracts technology and talent critical to Southern Virginia's economic transformation. This partnership between area educational, governmental and private leadership institutions serves the region through the implementation of strategic research, regional technology access, advanced learning, community conference and business development opportunities. The IALR offers some of the best research facilities in the region, and represents a partnership with researchers and professionals from Virginia Tech, Old Dominion University and Averett University.

Transportation

General Aviation Service

<i>Name</i>	<i>Runway Length</i>
Blue Ridge Airport, Martinsville	5,002 ft (1,525 m)
Danville Regional Airport, Danville	5,900 ft (1,798 m)
William M. Tuck Airport, South Boston	4,003 ft (1,220 m)

Four major airports located in the area provide non-stop and connecting flights to many destinations in the U.S. and overseas.

Freight Rail Service

CSX Transportation

Norfolk Southern Railway Company

Virginia Southern Railway

Seaports

<i>Name</i>	<i>Distance</i>
Port of Virginia	189.0 miles (304.2 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>
Winston Salem	48.3 miles (77.7 km)
New River Valley Airport (Virginia TradePort)	57.6 miles (92.8 km)
Raleigh-Durham	71.9 miles (115.7 km)
Port of Washington - Dulles	213.4 miles (343.5 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

Utilities

Utilities

Electric

American Electric Power	Mecklenburg Electric Cooperative
Southside Electric Cooperative	Dominion Energy
City of Danville	City of Martinsville

Natural Gas

City of Danville	Columbia Gas of Virginia
Southwestern Virginia Gas Company	

Telecommunications

Citizens Telephone Cooperative	Verizon-Virginia
Mid-Atlantic Broadband Cooperative	CenturyLink
nTelos	Comcast Business Communications
nDanville	

Water

City of Danville	Pittsylvania County Service Authority
Town of Chatham	Town of Gretna
Town of Hurt	Town of Stuart
City of Martinsville	Henry County Public Service Authority
Halifax County Service Authority	

Waste Water Treatment

Town of Altavista	Town of Chatham
Town of Gretna	Town of Stuart
Pittsylvania County Service Authority	Town of Hurt
City of Danville	City of Martinsville
Henry County Public Service Authority	City of Danville/Pittsylvania Service Authority
Halifax County Service Authority	

Solid Waste Disposal

City of Danville	First Piedmont Corporation
Patrick County Transfer Station	Pittsylvania County Landfill
Quickway	City of Martinsville Sanitary Landfill
Tri-County Sanitary Landfill	

Financial Institutions

Financial Institutions — 4th Qtr 2016 Assets	
<i>Bank</i>	<i>Assets (millions)</i>
Wells Fargo Bank, N.A.	\$1,727,235.0
Bank of America, N.A.	\$1,677,490.0
Branch Banking and Trust Company	\$214,433.0
SunTrust Bank	\$200,557.6
First-Citizens Bank & Trust Co.	\$32,814.8
Associated Bank, N. A.	\$29,070.9
WoodForest National Bank	\$4,854.5
Carter Bank & Trust	\$4,505.5
Hometrust Bank, N.A.	\$2,744.0
The Fidelity Bank	\$1,829.0
American National Bank & Trust Co.	\$1,669.6
Benchmark Community Bank	\$568.5
Blue Ridge Bank	\$416.5
Surrey Bank & Trust	\$277.1
Virginia Bank & Trust Co.	\$185.8
Martinsville First Savings Bank	\$43.4
First State Bank	\$31.3

New and expanding businesses benefit from low operating costs, a business-friendly tax structure and a turnkey approach to providing essential operating services at highly competitive rates.

Government and Taxes

Government

Southern Virginia includes the counties of Halifax, Henry, Patrick, and Pittsylvania, along with the cities of Danville and Martinsville.

Each locality has a comprehensive plan and a zoning and subdivision ordinance.

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

There are ten incorporated towns in Southern Virginia.

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.

Southern Virginia boasts a high level of support and involvement in the arts. The cities of Danville and Martinsville are the leaders in cultural activity. The Museum of Fine Arts and History in Danville is an affiliate of the Virginia Museum and houses art galleries, studio space and an auditorium used for area musical and dramatic productions.

Community Facilities

Southern Virginia is served by four hospitals with a total of 730 beds. The Danville Regional Medical Center is a 290-bed major regional medical center offering comprehensive treatment including 24-hour emergency care, a maternity unit, and a substance abuse program. The hospital is affiliated with Virginia Commonwealth University's Medical Center and Duke University's School of Medicine. Memorial Hospital of Martinsville and Henry County, servicing the western part of the region, is a 223-bed comprehensive medical-surgical facility. Halifax Regional Hospital with 192 beds is an affiliate of the Halifax Regional Health System. Halifax Regional provides acute and long-term care, dementia care, behavioral health and outpatient services, home health and hospice care to the region. Pioneer Community Hospital of Patrick County is a 50-bed facility, providing general, urological, cataract, and pediatric surgery, as well as acute and intensive medical care.

Southern Virginia is served by more than 500 physicians and 125 dentists representing numerous medical and surgical specialties.

Nursing and extended care are available to area citizens through 15 nursing homes located throughout the region with a total of 2,004 beds.

Southern Virginia hosts several traditional annual festivals and events that draw top name bands and large crowds of music lovers.

Community Facilities

(continued)

More than 900 places of worship are located in the region representing most major Protestant denominations, Catholic and Jewish faiths.

Four public library systems and ten branches are located throughout the region with a collection of more than 625,000 volumes. Additional library resources are available to the public at Averett College, Danville Community College, and Patrick Henry Community College.

Danville offers several major shopping centers and Piedmont Mall, a regional shopping mall. Martinsville commerce is centered in Liberty Fair Mall and the renovated central business district. Numerous goods and services are available in the Central Business District in and around the Town of South Boston in Halifax County. Factory outlet stores are prevalent throughout the region. Residents utilize a variety of stores located in the towns throughout the region.

Professional auto racing comes to nearby Virginia International Raceway, South Boston Speedway, and Martinsville Speedway numerous times each year, attracting the best in both professional and amateur auto racing. Located within a short drive are NASCAR venues such as Lowe's Motor Speedway (Charlotte, NC) and Richmond International Raceway (Richmond, VA).

Lifestyle

Southern Virginia boasts a high level of support and involvement in the arts. The Museum of Fine Arts and History in Danville is an affiliate of the Virginia Museum and houses art galleries, studio space, and an auditorium used for area musical and dramatic productions. Professional music, dance, and dramatic performances are also offered through the Halifax County Fine Arts Series. Local residents also participate in the dramatic, comedy and musical productions of the Halifax County Little Theatre. The Prizery, located in Halifax County includes a Welcome Center, performing arts theatre, art gallery, classrooms, and space for community functions. The Danville Science Center, housed in the renovated, historic Danville train station, is the first satellite of the Science Museum of Virginia. Danville Community College's Educational Foundation Museum of Natural History houses a unique collection of African and Asian animals, an extensive collection of native birds, and exhibits of fossils, wildflowers, fish, and Native American relics. In Martinsville, the Piedmont Arts Association sponsors many workshops, displays, and special events each year including showings by local, regional, and national artists and craftsmen. Stage productions by TheaterWorks, Piedmont Playmakers, the Martinsville Community Chorus, and the Martinsville Opera Society provide outlets for amateur talent. The Virginia Museum of Natural History, a Smithsonian affiliated museum is also located in the city of Martinsville. Averett College is a major cultural resource for the region as a regular series of concerts and drama is presented, along with guest appearances by nationally known performers. A Planetarium and Science Museum in Pittsylvania County presents numerous special programs free of charge to the public.

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

Lifestyle

(continued)

Area residents have numerous recreational activities available to them. VIRginia International Raceway in Halifax County is one of the world's finest road courses. VIR hosts pro and club car and motorcycle races, racing and riding schools, and other services and events. South Boston Motor Speedway, a NASCAR sanctioned race track has been host of Busch Series Grand National Racing since 1982. It is recognized as the world's fastest short track and home to Winston Cup drivers Ward and Jeff Burton. The Martinsville Speedway hosts four major NASCAR sponsored auto races attracting in excess of 100,000 spectators annually.

Four major lakes are located in Southern Virginia providing a large variety of water-related activities including swimming, wind surfing, water-skiing, boating, fishing and sailing. Fairystone State Park in Patrick County offers a 150-acre lake with picnic facilities, beaches, boating, swimming, fishing, camping, and horseback riding. Philpott Lake, also in Patrick County, offers a 110-mile shoreline, boating docks, camping, swimming, and fishing. Smith Mountain Lake and Leesville Lake are located in northeastern Pittsylvania County. These unique scenic lakes provide a vast amount of water-related recreation. Smith Mountain Lake, with its 500-mile shoreline, is also the site of a 1,200-acre state park. Patrick County is a gateway to the Blue Ridge Parkway where hiking, picnicking, camping, fishing, and hunting opportunities abound. Mabry Mill, located on the Blue Ridge Parkway, is a unique facility that highlights the cultural heritage of the southwestern Appalachian Mountains and mountain industries.

Other recreational opportunities are available to tourists and residents. Eleven public golf courses and seven private courses are located throughout Southern Virginia. In addition to providing golf courses, these facilities often also provide swimming pools and tennis courts. For game hunters, three game preserves, operated by the Virginia Commission of Game and Inland Fisheries, are located in the region.

The Riverwalk on the Dan is a popular amenity valued for its natural beauty and recreational opportunities. Its trails lure walkers and bikers through beautiful parks and natural areas, historic sites, and businesses.

Lifestyle

(continued)

Professional baseball is available in Southern Virginia. Danville is home to the Danville Braves, an affiliate of the National League Atlanta Braves. Martinsville is home to the Coastal Plain League's Martinsville Mustangs. The counties also sponsor local organized sports teams for adults and youth.

Southern Virginia hosts several traditional annual festivals. Danville sponsors the four-day Harvest Jubilee, featuring live entertainment, crafts, and activities for all ages. During the summer, Wayside Park in Patrick County hosts two musical events. The Annual Beach Music Festival is held in June and the Annual Bluegrass Festival is held during the 4th of July weekend. Each event draws top name bands and large crowds of music lovers. The annual Cantaloupe Festival held in July in Halifax County has become a major celebration attracting thousands from throughout Virginia and North Carolina. The Halifax County Fair is held in October, attracting an average annual 35,000 attendees.

Southern Virginia Regional Alliance

Virginia's tax rates are historically low. Localities collect a 1 percent 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.