

Virginia's Strategic Location

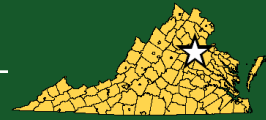


LOCATION

Spotsylvania, Virginia offers a strategic East Coast location that puts 60% of the nation's population within a one-day drive. The County's prime location between Washington, D.C., and Richmond, VA provides ideal access to these markets.

- * Interstate 95, the East Coast's main transportation corridor, runs right through the county.
- * Three major airports are within a 90-minute drive.
- * Rail capacities include commuter service to D.C., intercity passenger service, and containerized freight, piggyback, and team track services.
- * Baltimore's seaport facilities are an hour away, and the Port of Hampton Roads, the world's deepest natural harbor, is within two hours.
- * A 12-foot navigable channel exists in the Rappahannock River and is directly accessible to the region.

Spotsylvania County is part of the Washington-Arlington-Alexandria Metropolitan Statistical Area (MSA).



Labor Force Participation (2000 Census)

Spotsylvania County	72.2%
Surrounding Labor Area	71.9%

Unemployment

Unemployment Rate (December 2008)

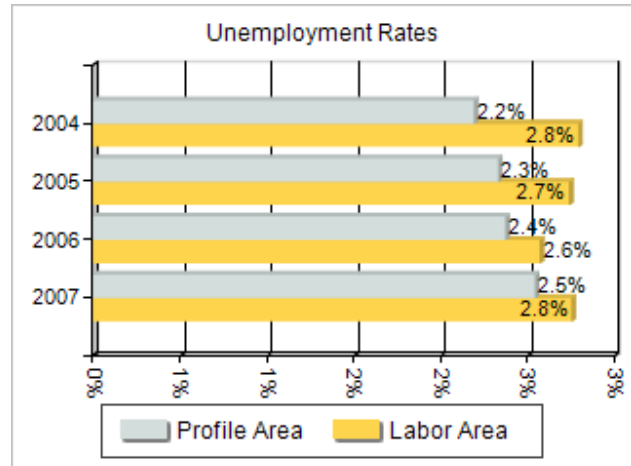
Spotsylvania County	4.49%
Labor Area	5.03%
Statewide	5.16%

Unemployed (2007)

Spotsylvania County	1,671
Labor Area	13,773
Total	15,444

Underemployed (4th Quarter 2008)

Spotsylvania County	4,535
Labor Area	36,223
Total	40,758



Commuting Patterns (2000 Census)

Live and work in Spotsylvania County:	16,449	29.6%
Total In-Commuters:	10,076	18.2%
Total Out-Commuters:	28,960	52.2%
Net Out-Commuters:	18,884	

In-Commuters From:

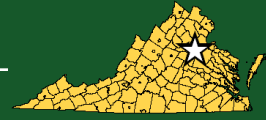
Stafford Co. VA	2,813	38.2%
Fredericksburg City VA	1,938	26.3%
Caroline Co. VA	1,238	16.8%
Orange Co. VA	798	10.8%
King George Co. VA	568	7.7%

Out-Commuters To:

Fredericksburg City VA	7,053	33.7%
Stafford Co. VA	5,481	26.2%
Fairfax Co. VA	3,160	15.1%
Prince William Co. VA	3,102	14.8%
District of Columbia DC	2,122	10.1%

Additional Labor Resources

High school graduates not continuing (2007-2008)	195
Two-year college graduates (Spring 2007)	555
Two-year college enrollees (Fall 2007)	6,729
Other college and university graduates (Spring 2007)	1,392
Total	8,871

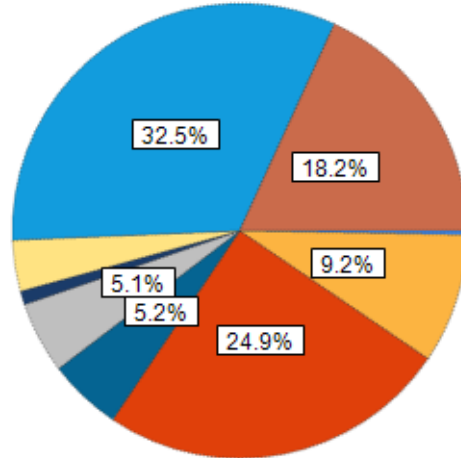


Educational Attainment

Percentage of Spotsylvania County 2004-2005 ninth graders graduating in 2007-2008	86.0%
Percentage of Spotsylvania County population age 25+ who are high school graduates	83.8%
Percentage of Spotsylvania County population age 25+ who have earned a Bachelor's Degree or higher	22.8%

Employment by Sector* (2nd Qtr. 2008)

■ Natural Resources and Mining	88	0.3%
■ Construction	2,820	9.2%
■ Trade	7,619	24.9%
■ Transportation and Utilities	1,600	5.2%
■ Manufacturing	1,558	5.1%
■ Information	297	1.0%
■ Financial	1,109	3.6%
■ Services	9,938	32.5%
■ Government	5,553	18.2%
■ Other	0	0
Total	30,581	100.0%

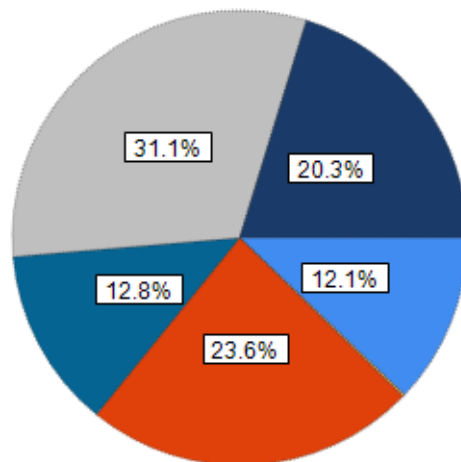


N.D. - Not Disclosed

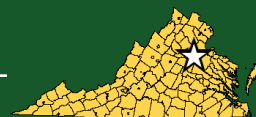
*By Business Establishment

Employment by Occupation* (2nd Qtr. 2008)

■ Construction, Extraction & Maintenance	3,589	12.1%
■ Farming, Fishing & Forestry	41	0.1%
■ Managerial, Professional & Related	6,978	23.6%
■ Production, Transportation & Material Moving	3,796	12.8%
■ Sales & Office	9,195	31.1%
■ Service	5,995	20.3%
Total	29,594	100%



*By Business Establishment



Major Employers

Manufacturing

Company	Product/Service	Est. Employment
General Motors Powertrain Division	Auto transmission components	100 - 299
Kaeser Compressors, Inc.	Compressors	100 - 299
Printpack, Inc.	Flexible packaging	100 - 299
Simmons, USA	Mattress Manufacturing	100 - 299
Trussway	Structural Building Products	100 - 299

Nonmanufacturing

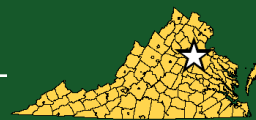
Company	Product/Service	Est. Employment
A-T Solutions	Anti/Counter Terrorism Training and Consulting Services	100 - 299
Commonwealth of Virginia	State Agency	100 - 299
CVS Virginia Distribution Inc.	Drug store distribution center	600 - 999
EOIR Measurement, Inc.	system design and development, systems integration, program management, intelligence solutions, and technical training for a range of military and intelligence agencies	100 - 299
Lowes Home Centers	Retail Company	100 - 299
National Coach Works: Martz	Bus Transportation	100 - 299
OpenFirst	Direct mail advertising	100 - 299
Rappahannock Electric Cooperative	Utilities	100 - 299
Recreational Resorts	Vacation Resort	100 - 299
Spotsylvania County Government	Local Government	1,000 - 1,499
Spotsylvania County School System	Public Schools	2,500 - 4,999
The Shockey Precast Group	Precast	100 - 299
United Parcel Service	Mailing Services	100 - 299
Wal-Mart Associates	Retail Company	600 - 999

Closings, Reductions, Layoffs (1/2007 to date)

Date	Type	Company	Product/Service	Employees Affected
12/1/2008	Closing	Therma-Tru Doors	Manufactures fiberglass and steel doors	231

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	\$11.58	\$12.62	\$24,090.89	\$26,249.54
Truck drivers, light or delivery services	\$16.05	\$16.56	\$33,384.32	\$34,438.07
Truck drivers, heavy and tractor-trailer	\$19.28	\$19.50	\$40,098.63	\$40,561.05
Maintenance and repair workers, general	\$17.19	\$18.50	\$35,762.63	\$38,479.77
Automotive service technicians and mechanics	\$18.31	\$18.72	\$38,092.34	\$38,939.98
Construction laborers	\$13.79	\$13.73	\$28,676.87	\$28,551.98
Carpenters	\$18.14	\$19.12	\$37,736.96	\$39,762.01
Office clerks, general	\$12.79	\$13.13	\$26,610.28	\$27,310.23
Stock clerks and order fillers	\$11.33	\$12.11	\$23,575.47	\$25,188.93
Receptionists and information clerks	\$11.88	\$12.17	\$24,705.60	\$25,318.70
Customer service representatives	\$15.87	\$16.50	\$33,017.10	\$34,329.12
Bookkeeping, accounting, and auditing clerks	\$17.00	\$18.05	\$35,358.09	\$37,538.66
First-line supervisors/managers of office & admin support workers	\$22.93	\$24.59	\$47,693.52	\$51,138.09
Sales reps, wholesale & manufacturing, ex technical & scientific products	\$25.42	\$30.40	\$52,876.80	\$63,226.58
Teacher assistants	\$9.32	\$11.02	\$19,387.57	\$22,931.60
Teachers and instructors, all other	\$16.02	\$16.93	\$33,321.68	\$35,217.77
Secondary school teachers, except special and vocational education	\$32.09	\$33.20	\$66,743.85	\$69,064.49
Elementary school teachers, except special education	\$22.92	\$26.77	\$47,680.33	\$55,688.24
Accountants and auditors	\$27.46	\$30.28	\$57,111.14	\$62,978.55
General and operations managers	\$50.33	\$56.42	\$104,678.10	\$117,352.40

Per Capita Personal Income (2006)

\$35,231

Median Family Income (FY 2008)

\$98,990

EDUCATION

Public School Enrollment

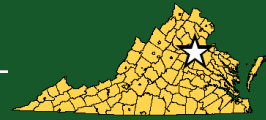
Level	Number	Fall 2008 Enrollment
Elementary	17	10,883
Middle	6	4,773
High School	5	7,844

Student Teacher Ratio (2006-07)

Elementary	13.1:1
Secondary	12.3:1
Percentage of 2004-2005 ninth grade membership graduating 2007-2008	86.0%
Percentage of high school graduates continuing education 2007-2008 (including military)	89.2%

Per Pupil Expenditure (FY 2007)

\$9,333.00



Workforce Development Facilities

Facility	Type
Job Assistance Center	Comprehensive Center
Spotsylvania Career & 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
University of Mary Washington - Fredericksburg Campus	5,001
Germanna Community College - Fredericksburg Campus	4,610
Germanna Community College - Locust Grove Campus	2,119
Randolph-Macon College	660
Strayer University - Fredericksburg Campus	†
University of Mary Washington - College of Graduate & Professional Studies	†

†Enrollment figures are not available.

TRANSPORTATION

Interstates

Name	Distance
I-95	0.0 miles (0.0 km.)
I-64	14.8 miles (23.8 km.)
I-295	22.2 miles (35.7 km.)
I-66	29.1 miles (46.9 km.)
I-195	29.3 miles (47.2 km.)
I-495	36.9 miles (59.4 km.)
I-395	37.4 miles (60.1 km.)
I-695	47.4 miles (76.4 km.)

Note: Measured from border of locality/region.

Highways

Highway 1 Highway 17 Highway 2 Highway 208 Highway 3 Highway 522

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



Commercial Air Service

Charlottesville-Albemarle Airport, Charlottesville 27.2 miles (43.7 km.)			
Comair/ Delta Connection	Northwest Airlines	United Express	US Airways Express
Richmond International Airport, Richmond 37.9 miles (61.0 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. 40.4 miles (65.0 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	
Ronald Reagan Washington National Airport, Washington, D.C. 44.9 miles (72.3 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	
Shenandoah Valley Regional Airport, Weyers Cave 52.2 miles (84.1 km.)			
United Airlines			

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

General Aviation Service

Name	Runway Length
Shannon Airport, Fredericksburg	2,910 ft (887 m)

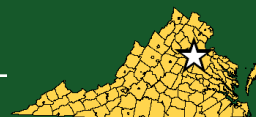
Freight Rail Service

CSX Transportation

Ports

Name	Distance
Port Of Richmond	52.0 miles (83.7 km)
Virginia Inland Port At Front Royal	62.0 miles (99.8 km)

Note: Measured from center of locality/region



UTILITIES

Electric

Rappahannock Electric Cooperative

Dominion Virginia Power

Natural Gas

Columbia Gas of Virginia

Telecommunications

Verizon South

Verizon-Virginia

Water

Spotsylvania County

Waste Water Treatment

Spotsylvania County

Solid Waste Disposal

Spotsylvania County

FINANCIAL INSTITUTIONS

Bank

3rd Qtr 2008 Assets (in millions)

Bank of America, N.A.	\$1,359,070.9
Wachovia Bank, N.A.	\$664,223.0
SunTrust Bank	\$170,007.3
PNC Bank, N.A.	\$134,780.5
Branch Banking and Trust Company	\$133,166.2
Chevy Chase Bank, F.S.B.	\$15,499.5
Provident Bank of Maryland	\$6,154.1
StellarOne Bank	\$2,969.5
Carter Bank & Trust	\$2,749.2
WoodForest National Bank	\$2,748.1
Virginia Commerce Bank	\$2,659.5
Union Bank & Trust Co.	\$1,815.1
First Market Bank, FSB	\$1,330.4

GOVERNMENT

Government attitude toward business in Spotsylvania County is one of cooperation and partnership. The Board has control over local taxation, budgets, borrowing, general County policy and the adoption of local ordinances. The County Administrator oversees that day-to-day business operations of the County government and serves as advisor and clerk to the seven-member Board of Supervisors.

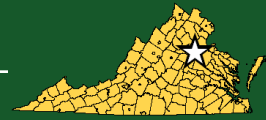
Spotsylvania is the county seat. There are no incorporated towns within the county.

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 (Spotsylvania) [pdf](#)

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

CLIMATE

Average Temperatures

January 35°F (2°C)

July 77°F (25°C)

Average Annual Precipitation

Rainfall 40.09" (101.83 cm)

Snowfall 15.90" (40.39 cm)

COMMUNITY FACILITIES

The Spotsylvania Regional Medical Center is located on a 75-acre campus adjacent to Interstate 95 and will open in 2010. It has been approved for 126 beds and will provide the following services: 24-hour emergency care, Inpatient and Outpatient surgery, Intensive Care, Obstetrics and Neonatal Care. Diagnostic imaging as well as Cardiac catheterization, Endoscopy and Cytoscopy will also be available.

Mary Washington Hospital located nearby in the City of Fredericksburg is a 310 bed facility that contains private rooms for all patients and 10 operating rooms. It also houses separate critical-care units for medical, surgical, and cardiac patients as well as a helipad near the emergency department and a 200-seat auditorium.

Over 130 physicians, representing more than 20 medical and surgical specialties, serve the area.

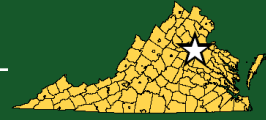
Spotsylvania county residents have access to five nursing homes offering extended care to the elderly in the community.

Spotsylvania houses two branches of the Rappahannock Regional Library, located at Spotsylvania Courthouse and Smith Station Road. The library system overall maintains an 143,000 volume collection and conducts a variety of adult and child programs.

Spotsylvania Towne Centre is located on Route 3 and houses over 100 stores. The centre is currently undergoing a complete renovation, including the addition of an \$80 million Lifestyle Center featuring a 80,000sf stadium-seat theater and hotel.

LIFESTYLE

The Fredericksburg Region's quality of life makes it easy for expanding and relocating companies to attract and retain key employees. This is due to highly desirable lifestyle factors such as excellent



public schools; low crime rates; abundant, affordable housing; a wide range of opportunities for spousal employment, and access to artistic and cultural amenities.

Beautiful Spotsylvania County is rich in history with things to see and do:

- * Visit one of four Civil War battlefields.
- * Tour the Historical Spotsylvania Courthouse District.
- * Stay at one of our hotels or Bed and Breakfasts.
- * Enjoy some fun in the sun at Lake Anna.
- * Sip one of Lake Anna Winery's award winning wines.
- * Spend the day at one of our local golf courses.

The Spotsylvania Parks and Recreation Department maintains eight major parks offering facilities for organized athletics and programs, tennis courts, an Olympic-size swimming pool, picnic area, and a fishing lake. Five community centers are also distributed around the county and are used for a variety of educational, recreational, and social purposes.

The Fredericksburg Country Club is located in the county and has excellent golfing, swimming, and dining facilities.

The county is home to Lake Anna State Park located on one of Virginia's largest lakes. Lake Anna, consisting of over 13,000 acres, offers outstanding fishing, boating, hiking, and picnicking. Boaters and fishermen will also enjoy the recreational opportunities of the Rappahannock River while white-water raft and portions of the river near the fall line at Fredericksburg will challenge canoe enthusiasts. Hunting is good throughout the region, with deer, turkey, and other small game plentiful.

A major amusement park, Kings Dominion, is located just 30 minutes south of Spotsylvania providing exciting entertainment for the entire family.

The 200-year history of the Fredericksburg area affords a wealth of Colonial and Civil War attractions for residents and tourists alike. Spotsylvania is home to four significant Civil War battlefield parks, and Fredericksburg is the site of the Battlefield Museum operated by the National Park Service. Fredericksburg's 40-block downtown historic district and surrounding residential neighborhoods serve as the focal point for seasonal festivals and events including the Christmas Candlelight Tour of historic homes, the Spring Garden Tour, and the annual Heritage Festival held in the summer. The Spotsylvania County Museum displays artifacts spanning the Colonial, Revolutionary, Civil War, and modern history of the area.

Fredericksburg Regional Alliance
Spotsylvania County Office of Economic Development