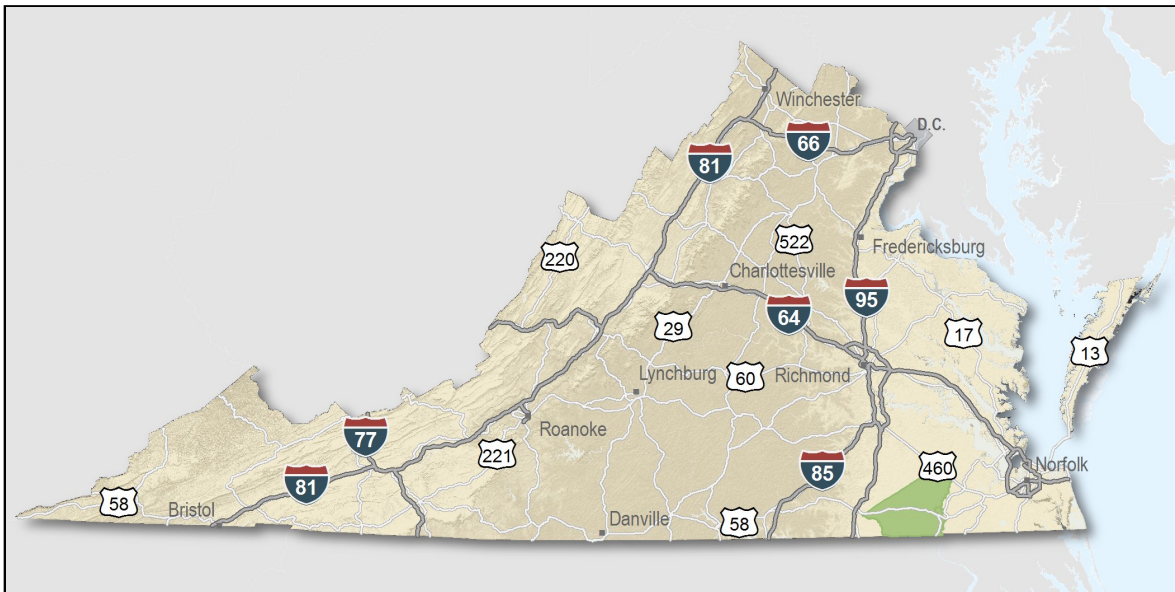

Franklin/Southampton, Virginia

Overview

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, more than 47 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 56 firms each with annual revenue over \$1 billion.
- More than 21,400 high-tech establishments operate in Virginia.
- More than 700 internationally-owned businesses from 40 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

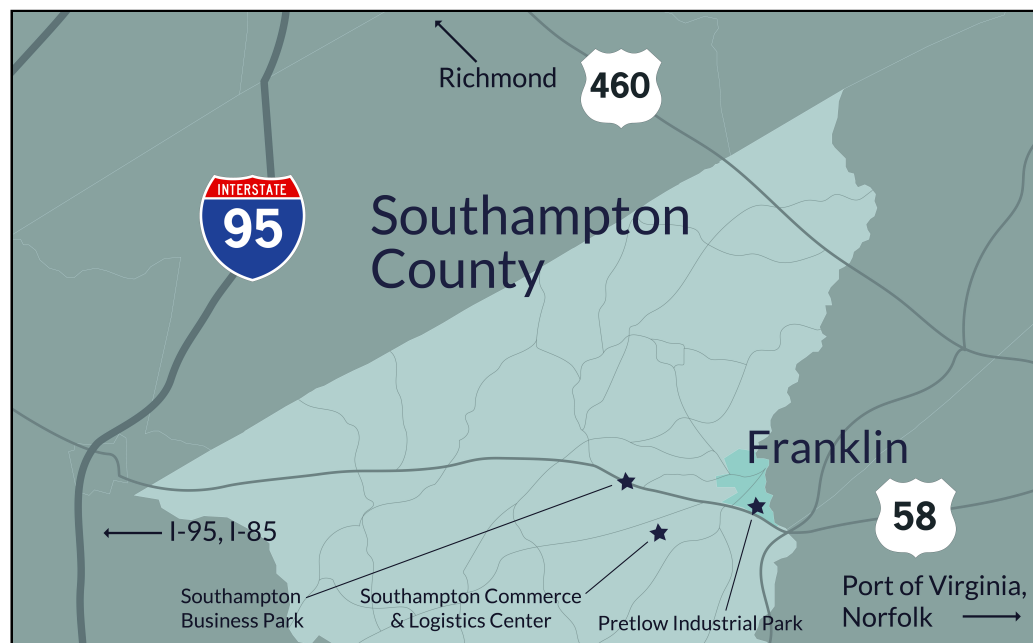
The independent city of Franklin is located in southeastern Virginia immediately adjacent to the Virginia Beach-Norfolk-Newport News Metropolitan Statistical Area (MSA) and approximately nine miles from the North Carolina state line. It is surrounded by Southampton County. The community has historically been the center of trade and transportation for the surrounding countryside owing largely to its location on the Blackwater, Nottoway, and Meherrin Rivers, the presence of the railroad, proximity to the Port of Virginia, and two major U.S. highways (U.S. 58 and U.S. 460).

The Port of Hampton Roads is 45 miles east; Richmond, the state capital, is 75 miles to the northwest; Washington, D.C. is 195 miles north.



Franklin/Southampton

Franklin Southampton - A rapidly developing community of the "Hampton Roads Region" where you will experience exceptional transportation corridors to the Port of Virginia with fully developed business parks. A great location for warehousing and distribution, light assembly and manufacturing. Enjoy a community atmosphere where folks recognize you by your first name, where small town amenities abound; yet enjoy modern facilities, such as a community college, hospital, medical clinics, country club, YMCA and museums. All in a setting of 26,000 people.

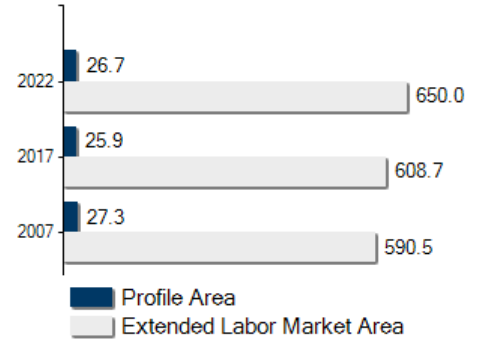


Franklin Southampton is located in Western Hampton Roads

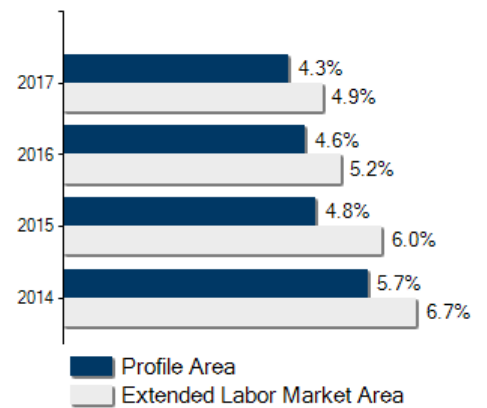
Labor Market

Population		
Gender Distribution (2017)	Male	Female
Franklin/Southampton	49.9%	50.1%
Race/Ethnicity (2017)		
Classification	Profile Area	Extended Labor Area
White	14,243	353,648
Black	10,942	215,358
Two or More	469	18,920
Asian	138	16,513
American Indian or Alaska Native	118	3,303
Pacific Islander	16	968
Hispanic (may be of any race)	535	37,466
Median Age (2017)		
Franklin City		41 years
Southampton		47 years

Population in Thousands



Unemployment Rates





Labor Market

Civilian Labor Force (2017)

Franklin/Southampton	12,329
Extended Labor Market Area	285,055
Total	297,384

Labor Force Participation (2013-2017)

Franklin/Southampton	57.4%
Extended Labor Market Area	58.3%

Unemployment

Unemployment Rate (December 2018)

Franklin/Southampton	2.9%
Extended Labor Market Area	3.2%
Statewide	2.6%

Unemployed (2017)

Franklin/Southampton	526
Extended Labor Market Area	12,532
Total	13,058

Underemployed (4th Quarter 2018)

Franklin/Southampton	1,146
Extended Labor Market Area	31,628
Total	32,774



Labor Market

Commute Time (2013-2017)

Worked from home	395	3.5%
Under 15 minutes	3,441	31.9%
15-24 minutes	2,142	19.9%
25-34 minutes	1,635	15.2%
35-44 minutes	776	7.2%
45-59 minutes	1,164	10.8%
Over 60 minutes	1,629	15.1%
Mean Travel Time to Work (minutes)		
Franklin City		26
Southampton		31

Additional Labor Resources

High School Graduates Not Continuing (2017-2018)	37
Two-Year College Graduates (Spring 2017)	352
Two-Year College Enrollees (Fall 2017)	1,751
Total	2,140

Career Readiness Certificate (06/30/2017-06/30/2018)

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 Workkeys® 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.

Franklin/Southampton	45
Extended Labor Market Area	5,403
Total	5,448

Educational Attainment

On-Time Graduation Rate (Class of 2018)	88.3%
Percentage of Franklin/Southampton population age 25+ who are high school graduates (2013-2017)	82.7%
Percentage of Franklin/Southampton population age 25+ who have earned a Bachelor's Degree or higher (2013-2017)	20.9%

Employment by Sector* (3rd Qtr. 2018)

Agriculture Forestry Fishing and Hunting	180	2.3%
Mining Quarrying and Oil and Gas Extraction	N.D.	N.D.
Utilities	N.D.	N.D.
Construction	115	1.4%
Manufacturing	453	5.7%
Wholesale Trade	303	3.8%
Retail Trade	1,180	14.8%
Transportation and Warehousing	145	1.8%
Information	20	0.3%
Finance and Insurance	167	2.1%
Real Estate and Rental and Leasing	62	0.8%
Professional Scientific and Technical Services	172	2.2%
Management of Companies and Enterprises	22	0.3%
Administrative and Support and Waste Management	381	4.8%
Educational Services	N.D.	N.D.
Health Care and Social Assistance	1,452	18.2%
Arts Entertainment and Recreation	35	0.4%
Accommodation and Food Services	613	7.7%
Other Services	254	3.2%
Total Government	2,227	27.9%
Federal Government	72	0.9%
State Government	908	11.4%
Local Government	1,247	15.6%
Unclassified	10	0.1%
Total	7,969	100.0%

N.D. - Not Disclosed

*By Business Establishment

Major Employers	
Manufacturing	
Company	Product/Service
AEC Virginia	Seat belts
Enviva	Wood pellets
Meherrin Agriculture	Supplier of Crop Inputs
NAES	Energy
Solenis	Chemicals
NonManufacturing	
Company	Product/Service
Deerfield Correctional Center	Correctional institution
On Time Staffing	Temp Agency
Paul D. Camp Community College	Higher education
Southampton Memorial Hospital	Health care
Wal-Mart Stores, Inc.	Discount supercenter

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

Date	Type	Company	Product/Service	Employees Affected
4/30/2016	Layoff	AEC Narrow Fabrics	Elastics manufacturer	5
8/15/2017	Layoff	Asheboro Elastics	Manufacturer of resilient elastic bondings	40
3/22/2019	Closing	Asheboro Elastics Corporation	Manufacturer of resilient elastic bondings	92

Union Activity (8/1/2015 - 8/1/2018)

Petitions filed for representation	1
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Estimated Earnings (May 2017)

Occupation	Median Wage (US\$)	Mean Wage (US\$)	Median Salary (US\$)	Mean Salary (US\$)
Laborers and Freight, Stock, and Material Movers, Hand	12.74	15.31	26,495	31,835
Industrial Truck and Tractor Operators	19.68	22.00	40,930	45,773
Heavy and Tractor-Trailer Truck Drivers	19.50	21.07	40,575	43,841
Inspectors, Testers, Sorters, Samplers, and Weighers	21.81	21.88	45,360	45,516
Welders, Cutters, Solderers, and Brazers	24.29	24.18	50,531	50,295
First-Line Supervisors of Production and Operating Workers	34.47	34.08	71,712	70,901
Maintenance and Repair Workers, General	17.97	18.76	37,397	39,013
Office Clerks, General	14.78	15.87	30,734	32,997
Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	17.24	17.47	35,844	36,353
Receptionists and Information Clerks	13.20	13.39	27,469	27,857
Customer Service Representatives	14.87	15.45	30,933	32,134
Bookkeeping, Accounting, and Auditing Clerks	19.01	19.99	39,548	41,584
First-Line Supervisors of Office and Administrative Support Workers	26.46	28.47	55,042	59,199
Computer Occupations, All Other	43.29	43.35	90,043	90,164
Computer User Support Specialists	24.24	24.96	50,415	51,927
Software Developers, Applications	43.31	49.32	90,079	102,579
Computer Systems Analysts	38.61	41.58	80,315	86,501
Accountants and Auditors	33.79	37.82	70,285	78,680
Management Analysts	42.80	47.01	89,042	97,788
Human Resources Specialists	30.35	31.93	63,143	66,415

Per Capita Personal Income (2016)

\$35,898

Median Family Income (2013-2017)

Southampton	\$65,697
Franklin City	\$53,969

Public School Enrollment (Fall 2017)

Level	Number	Enrollment
Elementary	5	1,942
Middle	2	850
High School	2	1,127

Student Teacher Ratio (FY 2017)

Elementary	12:1
Secondary	17:1

Per Pupil Expenditure (FY 2017) (US\$)

12,399.92

On-Time Graduation Rate (Class of 2018)

88.3%

High School Graduates Continuing Education (2017-2018)

83.7%

Advanced Programs (2017-2018)

Governor's Schools	
Appomattox Regional Governor's School for the Arts & Technology	
Governor's School for the Arts	
Governor's School Enrollment	19
Students taking 1 or more Advanced Placement (AP) Courses	45
Students taking 1 or more AP Exams	42
Students taking 1 or more Dual Enrollment Courses	163

Workforce Development Facilities

Facility	Type
Opportunity, Inc. One Stop Workforce Center	Comprehensive Center
Suffolk Workforce Development Center	Satellite Center
Tidewater Tech	Career and Technical Center
Workforce Development Center - Paul D. Camp Community College	Satellite Center

Higher Education Facilities – Fall 2017

Facility	Enrollment
Paul D. Camp Community College - Hobbs Suffolk Campus	995
Paul D. Camp Community College - Franklin Campus	756
Paul D. Camp Community College - Smithfield Center	†§
Southside Virginia Community College - Southside Virginia Education Center	†§

† Enrollment figures are not available.

§ Enrollment counted at a main campus.

Transportation

Interstates	
Name	Distance
I-95	3.0 miles (4.9 km.)
I-64	20.3 miles (32.7 km.)
I-664	21.4 miles (34.4 km.)
I-85	22.5 miles (36.2 km.)
I-264	24.1 miles (38.8 km.)
I-295	24.4 miles (39.2 km.)
I-564	28.2 miles (45.4 km.)
I-464	29.5 miles (47.5 km.)

Note: Measured from border of locality/region.

Highways				
Highway 186	Highway 189	Highway 258	Highway 35	Highway 460
Highway 58				

Commercial Air Service		
Norfolk International Airport, Norfolk -- 53.3 miles (85.8 km.)		
American Airlines	American Eagle	Delta Air Lines
Southwest Airlines	United Express	
Newport News-Williamsburg International Airport, Newport News -- 53.9 miles (86.8 km.)		
American Airlines	Delta Air Lines	
Richmond International Airport, Sandston -- 70.7 miles (113.8 km.)		
American Airlines	Delta Air Lines	Southwest Airlines
United Airlines	JetBlue Airways	Allegiant Air
OneJet		

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

Transportation

General Aviation Service

Name	Runway Length
Franklin Municipal Airport, Franklin	4,976 ft (1,517 m)

Freight Rail Service

CSX Transportation
Norfolk Southern Railway Company
North Carolina & Virginia RR

Seaports

Name	Distance
Port of Virginia (Virginia International Gateway)	44.0 miles (70.8 km)
Port of Virginia (Norfolk International Terminals)	53.0 miles (85.3 km)
Port of Virginia (Portsmouth Marine Terminal)	54.0 miles (86.9 km)
Port of Virginia (Newport News Marine Terminals)	57.0 miles (91.7 km)
Port of Virginia (Richmond Marine Terminal)	78.0 miles (125.5 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

Name	Distance
Norfolk	53.3 miles (85.8 km)
Newport News	53.9 miles (86.8 km)
Richmond-Petersburg	70.7 miles (113.8 km)
Port of Washington - Dulles	186.2 miles (299.7 km)

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

Utilities	
Electric	City of Franklin
Electric	Community Electric Cooperative
Electric	Dominion Energy
Natural Gas	Columbia Gas of Virginia
Telecommunications	Cox Communications
Telecommunications	Cavalier Telephone Company
Telecommunications	Verizon-Virginia
Telecommunications	Charter Communications
Water	City of Franklin
Water	Southampton County
Water	Town of Courtland
Waste Water Treatment	City of Franklin/Southampton County
Solid Waste Disposal	Southeastern Public Service Authority Regional Landfill

Financial Institutions

Financial Institutions – 1st Qtr 2018 Assets	
Bank	Assets (US\$ Millions)
Bank of America, N.A.	1,765,242.0
TD Bank, N. A.	294,829.8
Branch Banking and Trust Company	215,012.0
Sonabank, N.A.	2,652.5
The Bank of Southside Virginia	569.1
Farmers Bank	455.4

Government and Taxes

Government

Southampton County has a County Administrator and a seven-member Board of Supervisors. Franklin City has a City Manager with six members of the City Council elected within ward districts and the Mayor elected at large.

Both localities have a comprehensive plan and zoning and subdivision ordinances.

Courtland is the county seat of Southampton County. Boykins, Branchville, Capron, Ivor, and Newsoms are other 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 (Franklin City) [pdf](#)

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

Manufacturer's Tax Profile (Southampton) [pdf](#)

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



Community Facilities

Franklin/Southampton is served by Southampton Memorial Hospital located in Franklin. This 220-bed facility provides a full range of medical services encompassing 18 medical specialties, including 24-hour emergency care coverage, obstetrics and maternity care, and out-patient services. Air ambulance capability is available in connection with nearby Sentara Norfolk General Hospital.

A private medical center operates in both Franklin and Ivor. Both Franklin and Southampton County operate public health clinics.

The community is served by 33 physicians and nine dentists.

The Walter Cecil Rawls Library and Museum, affiliated with the Virginia Museum, operates a seven-branch regional library system circulating over 156,547 volumes. The Ruth Camp Campbell Memorial Library, located in Franklin, houses a 40,000-volume collection. Additionally, the Paul D. Camp Community College Library in Franklin maintains a 24,000-volume collection.

Over 60 churches are located in the community and include most Protestant denominations, Mormon, and the Roman Catholic faith. A Jewish synagogue is located in nearby Suffolk.

Most commercial trade in the community is concentrated in several contemporary shopping centers and the downtown business district. Local merchants provide a wide range of goods and services, and additional shopping opportunities can be found within a comfortable driving distance in the nearby communities of Hampton Roads.

Area citizens can enjoy year-round recreational opportunities through participation in programs sponsored through the Franklin Department of Recreation, as well as schools, churches and various clubs and civic organizations throughout Southampton County. Activities include swimming and tennis instruction, softball, an annual tennis tournament, and an annual fall festival complete with arts and crafts shows and athletic events. Other supervised activities are provided at eight community playgrounds and parks. A full-service, modern YMCA offers facilities for swimming, dancing, aerobics, gymnastics, volleyball, basketball, indoor tennis, baseball, soccer, and softball. The complex offers four athletic fields, a pavilion, a playground, a Nautilus center, and an indoor and outdoor pool. Armory Plaza offers a 32-lane bowling center.

Outdoor and water enthusiasts will find exceptional hunting, fishing, and boating in the area. The Nottoway, Blackwater, and Meherrin Rivers and a large number of creeks and ponds support a wide variety of native fish. Southampton County is home to a large number and variety of both game and non-game wildlife. Deer are especially prevalent in the area.

The Cypress Cove Country Club, located just outside of Franklin, offers a professional 18 hole golf course, 6 lighted tennis courts and a first class dining/meeting facility. Over 30 additional golf courses are located in the Hampton Roads region.

Virginia Beach and other beaches along the Atlantic Ocean and Chesapeake Bay shorelines are within easy reach of the community. A number of state parks are located within a 50-mile radius of Franklin.

(continued)

Concerts, lectures, museums and other cultural attractions are available in nearby Norfolk. Major historical and tourist attractions, such as Jamestown, Yorktown, Colonial Williamsburg, and the Busch Gardens theme park, are within an hour's drive.

Hampton Roads Profile

Franklin Southampton Economic Development

City of Franklin

The Hampton Roads Economic Development Alliance

Southampton County