

DEMOGRAPHICS

LABOR FORCE 2015	
VIAA Region	87,958
Extended Labor Market Area	442,288
Total	530,246
UNEMPLOYED (2016)	
VIAA Region	4.3%
Extended Labor Market Area	4.7%
UNEMPLOYED (2015)	
VIAA Region	4,765
Extended Labor Market Area	25,999
Total	30,754
UNDEREMPLOYED	
VIAA Region	10,705
Extended Labor Market Area	51,040
Total	61,745

Under 5% unionization rate.

TAXES

- A notable low **6% corporate income tax** rate
- Tax credits for job creation and investment
- Worker's compensation insurance cost: 50% of the national average, third lowest in the nation
- Unemployment insurance tax: 40% of the national average, sixth lowest in the nation
- **No Franchise or Net Worth Tax**
- **Right-to-Work State**

Manufacturing Sales and Use Tax Exemptions

- Tax exemptions include tangible personal property used directly in the product production. Other tax exempt production expenses include machinery, tools, repair parts, fuel, power, energy, materials, and supplies that are used directly in manufacturing or processing products for sale or resale.
- Manufacturers do not pay tax on purchases used for production; distributors do not pay tax on items purchased for resale.
- The State of Virginia has NO TAX on: intangible property, manufacturers' inventory, and manufacturers' furniture, fixtures, and corporate aircraft.



IT Companies in the VIAA Region (within 100-mile radius)

COMPANY NAME	LOCATION	NAICS DESCRIPTION	EMPLOYEES
CGI Technologies & Solutions Inc.	Lebanon, VA	Computer Systems Design Services	250–499
Northrop Grumman	Lebanon, VA	Computer Systems Design Services	250–499
Meridium, Inc.	Roanoke, VA	Custom Computer Programming Services	250–499
Harmonia Holdings Group, LLC	Blacksurg, VA	Custom Computer Programming Services	100–249
Sykes Enterprises, Incorporated	Vasant, VA	Computer Systems Design Services	100–249
1901 Group, LLC	Blacksurg, VA	Computer Systems Design Services	< 100
Ntelos Net LLC	Abingdon, VA	Computer Systems Design Services	< 100
Advanced Logic Industries, Inc.	Blacksurg, VA	Computer Systems Design Services	< 100
Data Services America Inc.	Lebanon, VA	Data Processing, Hosting, and Related Services	< 100
New City Media, Inc.	Blacksurg, VA	Data Processing, Hosting, and Related Services	< 100

Median Salary for Selected IT Occupations

Source: Bureau of Labor Statistics, 2016 Occupational Employment Statistics

OCCUPATION	VIAA	SOUTHEAST US	US
Computer Network Architects	\$42.48	\$44.50	\$48.66
Computer Programmers	\$24.55	\$38.41	\$38.39
Computer Systems Analysts	\$35.33	\$41.06	\$41.93
Network and Computer Systems Administrators	\$30.82	\$39.68	\$38.32
Software Developers, Applications	\$31.03	\$45.37	\$48.12
Web Developers	\$29.50	\$31.04	\$31.79
Team Assemblers	\$12.88	\$14.56	\$14.45

VIAA: Southwest Virginia nonmetropolitan area and Kingsport-Bristol-Bristol, TN–VA metropolitan area.
Southeast US: Alabama, Florida, Georgia, Kentucky, Maryland, Mississippi, North Carolina, South Carolina, Tennessee, Virginia, and West Virginia

INFORMATION TECHNOLOGY

EDUCATION & WORKFORCE



Virginia Tech's Department of Electrical and Computer Engineering

The Bradley Department of Electrical and Computer Engineering is one of the countries larger ECE institutes. Along with ECE, Virginia Tech offers:

- Engineering Minor in Cybersecurity
- BS in Computer Engineering — Cyber Operations Track
- BS in Computer Engineering — Major in Networks and Cybersecurity
- BS/MS Program — CyberCorps Scholarship for Service
- CyberLeaders Program

Wytheville Community College

- Offers approximately 30 academic programs and Career Readiness Certificate Testing
- Associate Program in Machining Technology
- Provides Level 1 Certification in Welding and Mechatronics
- Proud Partner to local industry

Virginia Highlands Community College

- Provides 45 academic areas of study and Career Readiness Certificate Testing
- 15 Certificate Programs geared specifically toward community, manufacturing, and workforce development
- Provides Level 1 Manufacturing Technician Certification
- Proud Partner to the local industry

Southwest Virginia Higher Education Center

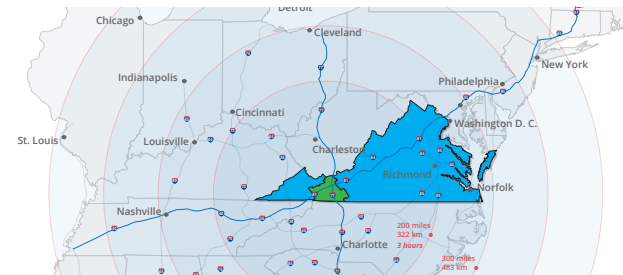
The higher education center works in partnership with universities from across the commonwealth of Virginia to provide undergraduate and graduate degree opportunities. Programs include:

- Cisco Networking and Cyber Security Academy
- Information Systems
- Information Security
- Information Technology
- Software Development
- Computer Science

LOGISTICS

Located within a day's drive of more than half the U.S. population with access to

- I-81
- I-77
- I-26 within 30 minutes
- I-40 within 60 minutes



The region has access to other great infrastructure such as rail, airports, and ports. Norfolk Southern's main line runs through the region.

AIRPORTS

- **Tri-Cities Regional Airport** (30 miles)
 - Delta, American Airlines, Allegiant Air
 - Nonstop flights to Atlanta, Charlotte, Orlando, and Tampa
- **Roanoke Regional Airport** (1 hour)
 - Allegiant Air, American Airlines, Delta, United Airlines
 - Nonstop flights to Atlanta, Charlotte, Chicago, Orlando, Philadelphia, St. Petersburg, Washington DC, New York
- **Charlotte-Douglas International Airport** (2 hours)

SEAPORTS

- **Port of Virginia** (350 miles) Two Class I railroads on-dock (more than 30 miles of on-dock rail)
 - Six terminals
 - 1,864 acres
- **Port of Charleston** (350 miles)
- **Port of Savannah** (376 miles)

UTILITIES

Electricity

- **Appalachian Power**
New customers with more than a 1,000-kW load may receive an economic development rate that reduces their demand rate charge by 25% each year for the first five years of operation.
- **Tennessee Valley Authority (TVA)**
Qualified economic development projects locating to TVA electricity-served sites may also benefit from program offerings through TVA Economic Development

Natural Gas

- **Atmos Energy**

Telecommunications

- **Heavy-fiber infrastructure** to majority of industrial parks and sites. Capacity **exceeding 1 gigabit** available in many locations. Service providers include Century Link.

Strategically situated along I-81 where it crossroads with I-77, VIAA offers a key location, an available workforce with outstanding training opportunities, superb quality of life, and a low cost of doing business— all huge advantages to locating in VIAA.

