Massive growth

Washington County, Va. is experiencing unparalleled economic development

usiness is booming in Washington County, Va., as a stream of economic development successes bring new jobs and dollars to the region. County officials have announced four major projects in recent months, each of which will have a dramatic effect on the county's business environment.

"Washington County is proud to be a part of Tri-Cities, Tenn./Va. We truly feel that regional cooperation has paved the way for much of the success our county has experienced," said Christianne Parker, assistant county administrator. "We are proud to be bringing new businesses to this All-America City region."

Most recently, Virginia Governor Jim Gilmore announced the location of a facility for Utility Trailer Manufacturing Company in Washington County. The company will invest \$14 million in the project, and expects to create 300 jobs. The Governor's Opportunity Fund supplied \$500,000 to assist Washington County with site preparation. The county matched those funds by extending public water, sewer and natural gas connections to the site.

Utility Trailer designs, engineers,

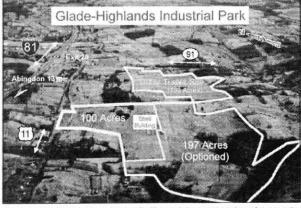
builds, and services practically every kind of trailer in five manufacturing facilities throughout the U.S. Utility Trailer is the largest manufacturer of refrigerated trailers in the country, and the third largest dry trailer manufacturer in the U.S. The new facility will serve the Northeast market and produce 7,000 trailers per year.

In late August, Virginia Governor Jim Gilmore announced the location of a new manufacturing facility in the Washington County Industrial Park. Morrill Motors, a producer of small appliance motors, will invest \$3.5 million in its new plant, and expects to create 65 new jobs.

"Morrill Motors' decision to locate this important facility in Washington County is great news for the people of Southwest Virginia," Gilmoresaid. "My administration will continue to assist all regions of the Commonwealth in their economic development efforts, so that no region is left behind."

Officials from Morrill Motors said Washington County's business climate played a large role in their decision to locate the plant there.

"We appreciate the progressive, pro-business attitude of Washington



The location of Utility Trailer's new facility and the construction of a new shell building will jumpstart development in the Glade Highlands Industrial Park.

County and the Commonwealth of Virginia," said Morrill Motors' chairman and CEO Paul Farnor. "The speed in which this matter was handled has certainly been a benefit for our startup operations."

Governor Gilmore assisted with the company's location by approving a \$65,000 grant from the Governor's Opportunity Fund to assist the county with site preparation.

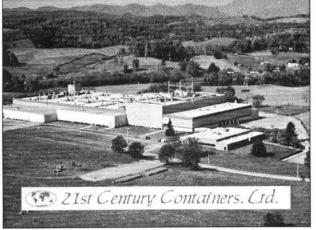
Earlier in the summer, Gilmore announced that 21st Century Containers, Ltd., will invest \$6 million over three years in its new plant, creating 120 jobs. 21st Century manufactures outer skin components for the truck, recreational vehicle, and agriculture industries by utilizing patented technology. The company will occupy the former Westinghouse Corporation building, and Washington County will develop the 180 acres surrounding the facility as an industrial park.

Gilmore supported the location with a \$200,000 grant from the Governor's Opportunity Fund to assist Washington County with building improvements. As with the Morrill Motors facility, the Virginia Department of Business Assistance will assist with work force training services at the new 21st Century facility.

In September, Congressman Rick Boucher announced the allocation of federal dollars which will enable the construction of an 87,500 square foot shell building in the Glade Highlands Industrial Park. The federal government has made a \$500,000 loan available through the Appalachian Regional Commission. The no-interest loan will be repaid to the ARC when the building is sold to a private sector owner. The county applied to the Virginia Economic Development Partnership for the remaining \$700,000 in construction costs, and was one of four counties to receive fund through the partnership's shell building initiative.

This \$500,000 loan is another component in what has become a hefty federal investment in Washington County. The government in the mid-1990s provided \$4.1 million to establish wastewater services in the Emory and Meadowview communities. That was followed by an additional \$5.2 million subsidy of the \$6.7 million cost of the Glade Spring sewer system, which is presently on-line and serving customers. A \$438,757 lowinterest loan also helped Washington County expand the sewer treatment plant which serves Meadowview, Emory and Glade Spring to provide sewer service in the industrial park. Washington County continues to experience rapid growth as more businesses learn about the area's strengths.

With a climate that's friendly toward business, and an eager work force at its fingertips, Washington County is the region's top spot for industrial growth. Through its constant partnership with government, the county is expanding the quality and quantity of sites available for companies looking to locate a new facility.



21st Century Containers will manufacture truck parts from its new location in the former Westinghouse facility. Washington County will develop the surrounding 180 acres as an industrial park.