



BRISTOL VIRGINIA



When you're in **Bristol**, you're right where you need to be



We offer access to the knowledge and skill based environment that businesses look for – with future-proof infrastructure and a pristine location far from the hurried pace of metro life.

Located within a day's drive of 70% of the U.S. population, the City of Bristol offers the convenient location, eager workforce, and low cost of living your business needs to thrive.

Come visit and you'll learn why Bristol is not only a good place to live but a great place to do business.

Located in the southern Appalachian Mountains, Bristol rests directly on the Virginia-Tennessee state line and is part of the metropolitan statistical area that includes Bristol, Kingsport and Johnson City, Tennessee – an area of more than 500,000 people.

With its centralized location and easy lifestyle, Bristol is considered a great alternative for the migration of businesses without the high cost of metro areas. In fact, our cost of living is about 25 percent lower than in major urban areas.

Besides being a prime spot for your business, Bristol has a distinctive country music heritage and landscapes that draw thousands of visitors each year.

Check out Bristol Virginia for your next business location.



**It's your chance to
redefine your
company...
and your life.**

"We considered many potential locations, mostly in the Southeast but this was a place that really wanted us. They had a great history of manufacturing, it was in the right location and we had a tremendous amount of support from the community and its officials. That put it over the top for us."

*Robert Burton, Chief of
Operations for American
Merchant*



Vibrant Downtown

Downtowns are the heart of a city and region and having a healthy heart is essential to having a strong city and region.



Bristol is one community whose heart is a vibrant downtown; where our unique cultural and historical heritage is celebrated; where a sustainable vigorous economy is enjoyed; and where the quality of life is enhanced by abundant opportunities for living, working, shopping and playing.

As a Certified Main Street Community, Downtown Bristol has more to offer every day — more activities, more shops, more homes, more offices and more LIFE.

Bristol has a proud heritage going back more than 150 years of being both a fun place to visit and a “Good Place to Live”. With so much to do and enjoy, everyone feels at home in Downtown Bristol.



- Historic State Street -- the centerline of our main street is the state line – making a truly unique downtown experience that has garnered national attention
- Our Downtown Historic District is a vibrant area containing over 150 diverse businesses, various outdoor stages, farmers market and loft apartments
- The Birthplace of Country Music Museum attracts visitors from across the globe
- Live music nightly at numerous bars, restaurants and outdoor venues
- Amazing Blackbird Bakery is open 24 hours a day to accommodate late nighters and early risers
- Downtown Public library was developed and is supported by both cities
- 1902 Train Station serves as a popular meeting and event venue
- Over 60 loft apartments and more on the way – a desired place to live
- Community spaces and parks with public art on display
- With the 2018 opening of “The Bristol” hotel and with the “Sessions” hotel under construction, visitors now have boutique accommodations available in downtown



Easy Living

A little money goes a long way in Bristol

From a business perspective, the location is an excellent alternative to international outsourcing – due to a lower labor rate and business-friendly environment.

Wage rates are 50 percent lower than in Northern Virginia and 20 to 25 percent less than in other urban areas in the country. Virginia also has not raised its six percent corporate income tax since 1972. Virginia’s unemployment tax burden is more than 68 percent lower than the national average, and workers’ compensation insurance is among the lowest in the country.

- In Bristol Virginia, items purchased for direct use of production in manufacturing are tax-exempt.
- The cost of living is more than 25 percent lower than the U.S. average.
- Home purchases run 30 percent lower, with the median cost at \$109,100.
- Construction costs vary from \$75 to \$185 per sf.
- Land costs run \$90 to \$100 per sf.
- Bristol’s advanced broadband services are more affordable than other national providers.
- Electricity, water, and sewer services through BVUA average \$2,526 annually, compared to \$3,196 nationally.
- Bristol’s overall cost of living index is 79.1 compared to the national average of 100.



Bristol, Virginia Tax Structure

Property tax	1.17 per \$100
State Sales tax	5.3% state plus 1% Local
Personal Property tax	6% fed taxable income
Corporate tax	6%
Utilities tax	5% of water & Phone bill

Cost of Living Index Comparisons

Bristol, VA	83
Columbia, SC	90
Louisville, KY	96
Jacksonville, FL	100
Charlotte, NC	107
Nashville, TN	110
Atlanta, GA	115
Charlottesville, VA	119



Nature's Playground

Southwest Virginia experiences four distinct seasons with moderate climates – the average spring and summer temperature is 78 degrees while fall and winter average 38 degrees. The mild conditions make recreation possible year-round.

Just a few miles away, Damascus, Virginia– more commonly known as “Trail Town USA” provides some of the best hikes in the east, accessing the Appalachian Trail and the neighboring Jefferson and Cherokee National Forests. Combined you have access to more than 250,000 acres of unspoiled woodlands and endless outdoor activities.

The 35 mile Virginia Creeper Trail runs from Whitetop Mountain to Abingdon, Virginia on a Rails to Trails sponsored cyclist dream. If you prefer winter sports, Beech Mountain, Sugar Mountain and Winterplace resorts are just a short drive away.

Gentle flowing rivers such as the Holston, Clinch and Watauga offer flat water kayaking opportunities and the nearby Nolichucky river is said to be one of the most technical big water runs in the south, and one of the top 10 whitewater experiences in the country.

World class fly fishing, the Spearhead trail systems for off-road vehicles, boating and water sports at 4 nearby TVA recreational lakes – truly an outdoor paradise for every kind of adventure seeker!



National Acclaim

Some distinctions that have brought national recognition are:

- Designation as “Birthplace of Country Music,” due to contributions to the music industry in the first decades of the 20th century.
- Bristol Motor Speedway – “The World’s Fastest Half-Mile” and one of the five largest sports arenas in the county, seating 160,000 race fans.
- Barter Theater in nearby Abingdon, one of the longest-running professional theaters in the country.
- Storytelling Capital of the World in nearby Jonesborough, Tennessee, home to the International Storytelling Center and National Storytelling Festival.



Centralized Location

- Bristol’s central location and integrated system of highways, rail, airports and seaports offers excellent domestic market access and dnuobtuo dna dnuobni fo yreviled tneicife eht etatilicaf spleh shipments worldwide.
- By connecting to other nearby Interstates – 40, 77 and 26 – a commuter is within a day’s drive of 70 percent of the U.S. population.
- Bristol is served by Tri Cities Airport, which offers connections to eight major hubs and is also the regions designated Foreign Trade Zone.
- The area is supported by freight rail service through CSX Transportation and Norfolk Southern Railway Company.
- Three of top ten Seaports are located within easy access of Bristol.

Bristol’s inland location, coupled with a mild, year-round climate and absence of extreme weather and natural disasters, offer the perfect environment for facilities and businesses seeking

10 hour drive...

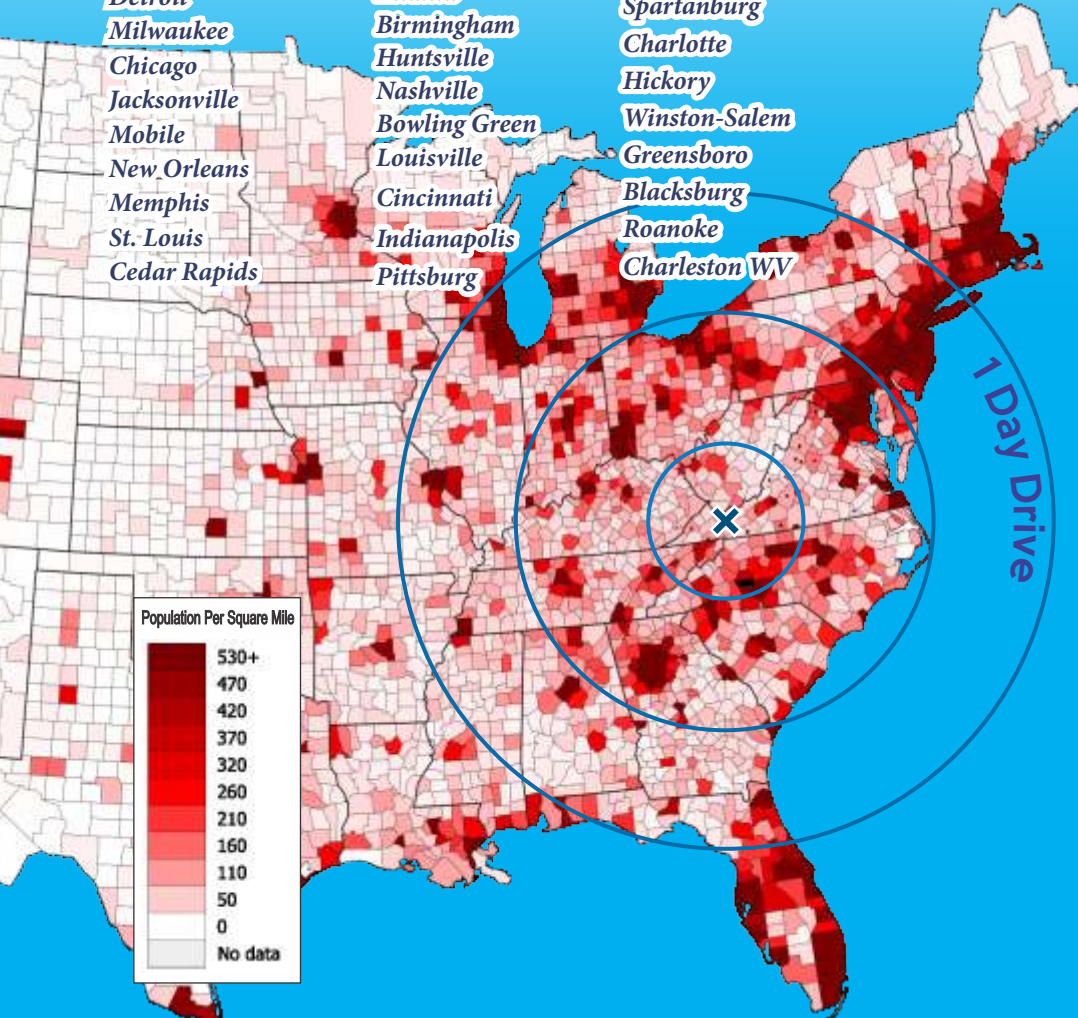
- Philadelphia
- New York
- Toronto
- Detroit
- Milwaukee
- Chicago
- Jacksonville
- Mobile
- New Orleans
- Memphis
- St. Louis
- Cedar Rapids

6 hour drive...

- Norfolk
- Charleston SC
- Savannah
- Atlanta
- Birmingham
- Huntsville
- Nashville
- Bowling Green
- Louisville
- Cincinnati
- Indianapolis
- Pittsburg

2 hour drive...

- Knoxville
- Asheville
- Greenville
- Spartanburg
- Charlotte
- Hickory
- Winston-Salem
- Greensboro
- Blacksburg
- Roanoke
- Charleston WV



The US contributes over 26% of the total world consumption and its ocean freight industry is crucial to the economy. Three of the top ten US ports are within a 6 hour drive of Bristol.

- Port of Savannah
- Port of Virginia
- Port of Charleston

Tri Cities Airport

- non-stop service to Atlanta, Charlotte, Ft. Lauderdale, Orlando, and St. Petersburg
- covers approximately 1,260 acres, including an 119,000-sq-ft.-terminal
- includes TRI Aerospace Park and Air Cargo Logistics Center
- manages an aggressive Air Cargo program
- administers Foreign Trade Zone 204
- supports and promotes U.S. Customs Port 2027
- provides trade development assistance



A Growing Economy

Retail

Concentrated business development along Virginia's I-81 has spurred rapid growth in Bristol. The Falls at exit 5 is considered by the Commonwealth to be a Development of Regional Impact and the logical extension of the highly successful Exit 7 retail corridor. This area features fine dining, lodging franchises such as Hilton, Marriot and Holiday Inn, and major retail giants such as Target, Walmart, Home Depot, Lowe's, Hobby Lobby and Cabela's. Easy access and a centralized location that draws not only interstate travelers but regional patrons from across Northeast Tennessee and Southwest Virginia has been this areas recipe for retail success.

Industrial

Bristol has a long history of manufacturing success stories.

Despite national decreases in manufacturing jobs, this sector of the local economy still employs over 15 % of the metro area workforce, the third largest employment category behind retail trade and government services. The Bristol area is home to a variety of equipment and component manufacturers, including compressors, electrical equipment, mining machinery, and automotive parts. Two of the largest industrial employers are home-grown companies who have provided stability and continual growth of jobs in the community. *Electro-Mechanical Corporation will be celebrating its 60th year in Bristol and the Strongwell companies started in Bristol in 1924.*

In late 2017, Bristol welcomed American Merchant, a new U.S. textile company who will be hiring 400 employees, and investing over \$20 million in automated equipment. The City currently maintains an inventory of available commercial buildings for new business opportunities, including the One Alpha Place property with 130,000 sf of premier office space overlooking Sugar Hollow Park. Also, the former Bristol Mall retail facility under new ownership is being developed as a mixed-use business center.



Workforce and Development

Our region's premier talent base makes for a world-class workforce pool ready to meet business needs in all key employee profiles.

Bristol's location allows access to six states and a world-class post-secondary education system that provides a robust pipeline of new graduates from area universities. A network of national universities, liberal arts colleges, master's universities, comprehensive colleges and a vast array of public community colleges are within an easy commute to Bristol Virginia.

Bristol Virginia's extraordinary talent pipeline begins at an early age. Bristol has shown its commitment to workforce development at the K-12 level with a strong dual enrollment partnership with Virginia Highlands Community College.

Our region's decline in mining and coal production required a strategy that put quality jobs at the heart of the recovery. Our region made a commitment to a plan that preserved existing employment, provided new skills development and prioritized job growth. This has provided us with a strong regional workforce ready to adapt to the changing market demands and to benefit the companies that are innovative and investing in new technologies, clean energy, the environment, health and infrastructure.

Bristol is also in the process of becoming an ACT® Work Ready Community, a national workforce credentialing initiative to ensure a ready workforce. The region has a 91.9% on-time graduation rate with 85.3% of those graduates continuing their education. Employment options include manufacturing, retail, transportation, warehousing, healthcare, accommodation services and food services.



Universities and Colleges

KING COLLEGE ASSOCIATE, BACCALAUREATE, MASTER, AND DOCTORAL

Bristol, Tennessee | Private 4 Year | Distance: 3 mi.

NORTHEAST STATE COMMUNITY COLLEGE ASSOCIATE

Blountville, Tennessee | Public 2 Year | Distance: 13 mi.

VIRGINIA HIGHLANDS COMMUNITY COLLEGE ASSOCIATE

Abingdon, Virginia | Public 2 Year | Distance: 14 mi.

MILLIGAN COLLEGE BACCALAUREATE, MASTER, AND DOCTORAL

Milligan, Tennessee | Private 4 Year | Distance: 25 mi.

EAST TENNESSEE STATE UNIVERSITY BACCALAUREATE, MASTER, AND DOCTORAL

Johnson City, Tennessee | Public 4 Year | Distance: 25 mi.

EMORY AND HENRY COLLEGE BACCALAUREATE, MASTER, AND DOCTORAL

Emory, Virginia | Private 4 Year | Distance: 25 mi.

TUSCULUM COLLEGE BACCALAUREATE AND MASTER

Greeneville, Tennessee | Private 4 Year | Distance: 47 mi.

LEES MCRAE COLLEGE BACCALAUREATE

Banner Elk, North Carolina | Private 4 Year | Distance: 50 mi.

SOUTHWEST VIRGINIA COMMUNITY COLLEGE ASSOCIATE

Richlands, Virginia | Public 2 Year | Distance: 52 mi.

MOUNTAIN EMPIRE COMMUNITY COLLEGE ASSOCIATE

Big Stone Gap, Virginia | Public 2 Year | Distance: 53 mi.

APPALACHIAN STATE UNIVERSITY BACCALAUREATE, MASTER, AND DOCTORAL

Boone, North Carolina | Public 4 Year | Distance: 55 mi.

THE UNIVERSITY OF VIRGINIAS COLLEGE AT WISE BACCALAUREATE

Wise, Virginia | Public 4 Year | Distance: 58 mi.

MAYLAND COMMUNITY COLLEGE ASSOCIATE

Spruce Pine, North Carolina | Public 2 Year | Distance: 63 mi.

UNIVERSITY OF TENNESSEE ASSOCIATE, BACCALAUREATE, MASTER, AND DOCTORAL

Knoxville, Tennessee | Public 4 Year | Distance: 114 mi.

VIRGINIA TECH ASSOCIATE, BACCALAUREATE, MASTER, AND DOCTORAL

Blacksburg, Virginia | Public 4 Year | Distance: 124 mi.

agriculture, life sciences, architecture, urban studies, business, engineering, computer science, liberal arts, human sciences, communication, education, conservation, chemistry, psychology, veterinary medicine

VIRGINIA MILITARY INSTITUTE BACCALAUREATE

Lexington, Virginia | Public 4 Year | Distance: 190 mi.

economics, business, mechanical, electrical, computer, civil, environmental, chemistry

LOCAL

REGIONAL

Bristol Incentives

The City is home to many manufacturers, retailers, and entrepreneurial businesses. Bristol encourages and supports the growth and expansion of its existing businesses and welcomes all new business investments. The City can assist new and expanding businesses in locating affordable financing opportunities and provides various forms of incentives to support these investments.

Bristol Virginia is unique in it is the only city that qualifies for both the Tobacco Region Opportunity funds and Tennessee Valley Authority grants.

Discretionary Incentives

- Commonwealth's Development Opportunity Fund (COF)
- Virginia Economic Development Incentive Grant (VEDIG)
- Major Eligible Employer Grant Program (MEE)
- Virginia Investment Performance Grant (VIP)

Financing

- Virginia Small Business Financing Authority (VSBFA)

Infrastructure

- Economic Development Access Program
- Rail Industrial Access Program

Recruitment & Training Incentives

- Virginia Jobs Investment Program (VJIP)

Regional & Local Assistance

- Tobacco Region Opportunity Fund (TROF)
- GO Virginia Region One business-led initiative
- No Net Loss Performance-Based Incentive Program
- Bristol Virginia Utility's Economic Development Grant Fund
- Rehabilitated Real Estate Tax Exemption
- Expedited Permitting and Business Assistance
- Design Assistance
- Foreign Trade Zones (FTZs)
- Virginia STEM Industry Internship Program (CSIIP)
- Virginia Enterprise Zone – Job Creation Grant
- Virginia Enterprise Zone – Real Property Investment Grant
- Local Enterprise Zone – Building Facade Improvement Grants
- Local Enterprise Zone – Business Location Assistance
- Local Enterprise Zone – Job Training

Tax Incentives

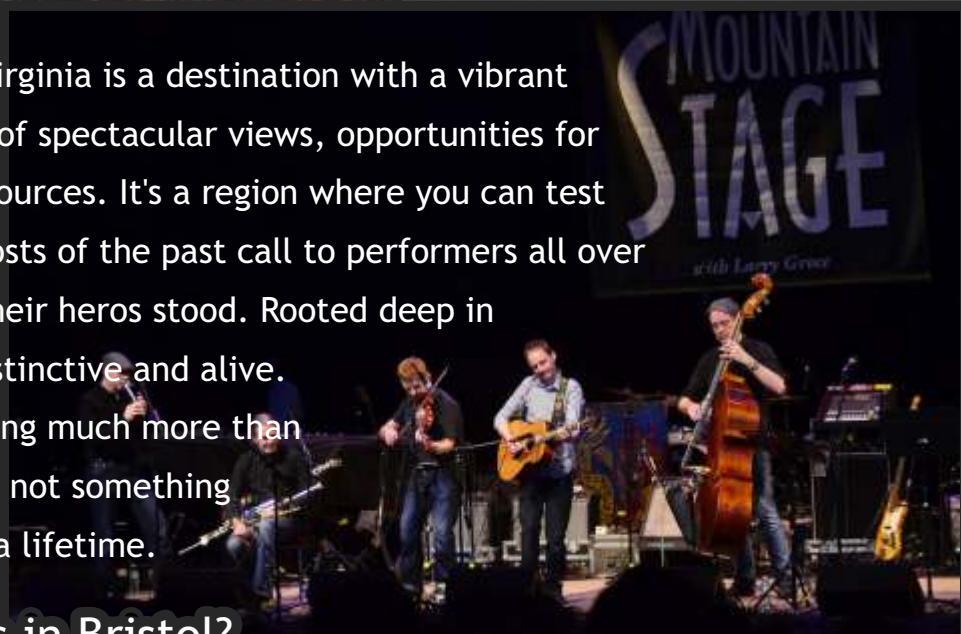
- Commercial and Industrial Sales & Use Tax Exemption
- Opportunity Zone Tax Incentive.
- New Markets Tax Credit.
- Data Center Retail Sales & Use Tax Exemption
- Green Job Creation Tax Credit
- Major R&D Expenses Tax Credit
- Refundable R&D Expenses Tax Credit
- Major Business Facility Job Tax Credit
- Recyclable Materials Processing Equipment Tax Credit
- Worker Retraining Tax Credit



Destination



Tucked in the mountains of Southwest Virginia is a destination with a vibrant culture of music and craft. It's a region of spectacular views, opportunities for outdoor recreation, and rich natural resources. It's a region where you can test your limits or just stretch your legs. Ghosts of the past call to performers all over the world to take to the stages where their heros stood. Rooted deep in history, Bristol's culture is authentic, distinctive and alive. Time spent in Bristol adds up to something much more than a simple getaway. The heart of Bristol is not something you can experience in a visit... it takes a lifetime.



So, why grow your business in Bristol?...

...Because Bristol is right where you need to be.

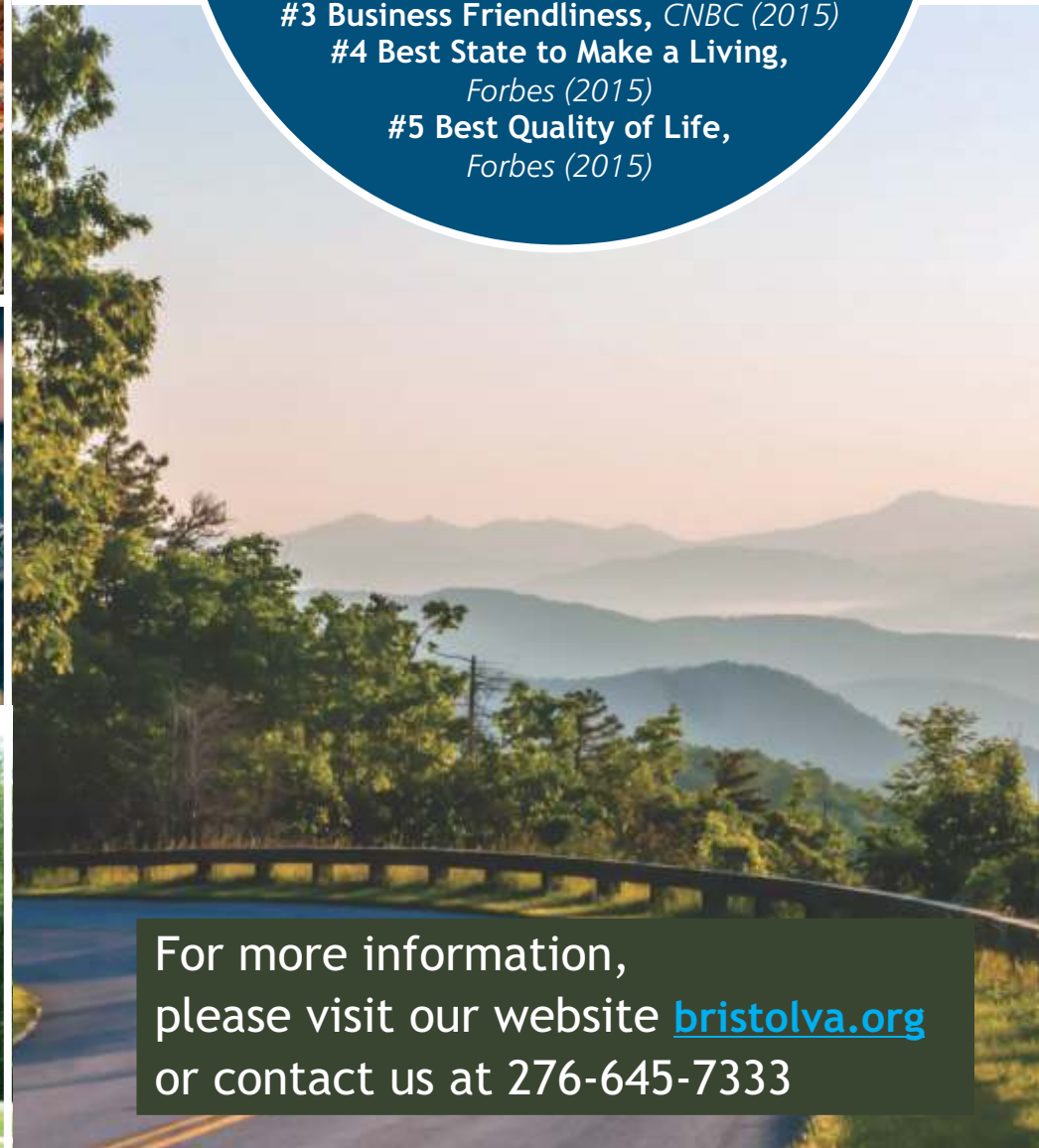




- 2018 Great Places in America award winner *The American Planning Association*
- One of the nation's most livable cities -*American Demographics Magazine*.
- First region (Tri-Cities) in the nation to receive an All-America City Award from the National Civic League.

Virginia Rankings:

- #1 Most business-friendly state, *Pollina Real Estate Inc.*
- #1 Highest Quality of Life in the Mid-Atlantic and Southeast, *Forbes (2015)*
- #1 Best State for doing business, *Forbes.com*
- #1 Concentration of Computer specialists, *National Science foundation (2012)*
- #2 Best state for starting new companies, *Entrepreneur.com*
- #2 Labor Supply, *Forbes (2015)*
- #3 Business Friendliness, *CNBC (2015)*
- #4 Best State to Make a Living, *Forbes (2015)*
- #5 Best Quality of Life, *Forbes (2015)*



For more information,
please visit our website bristolva.org
or contact us at 276-645-7333