



VIRGINIA ADVANTAGES

Agribusiness

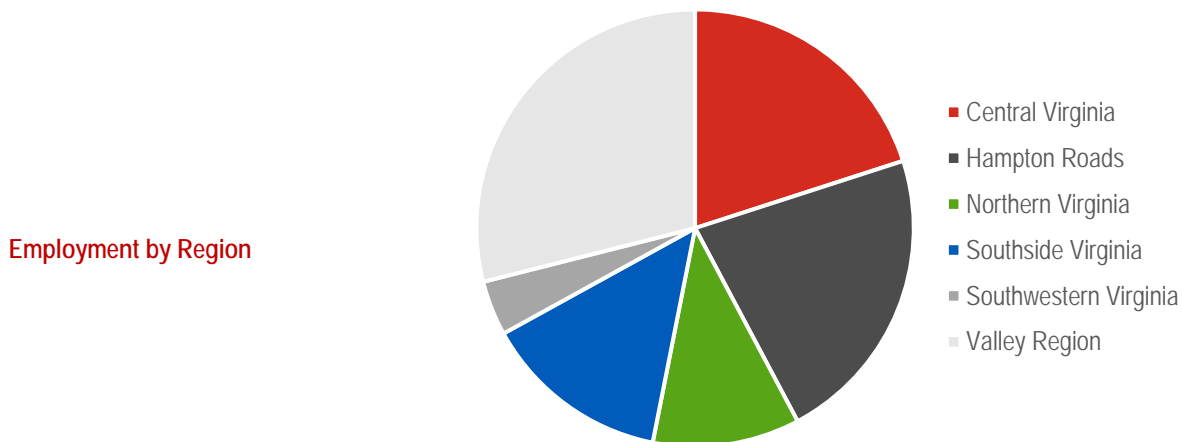
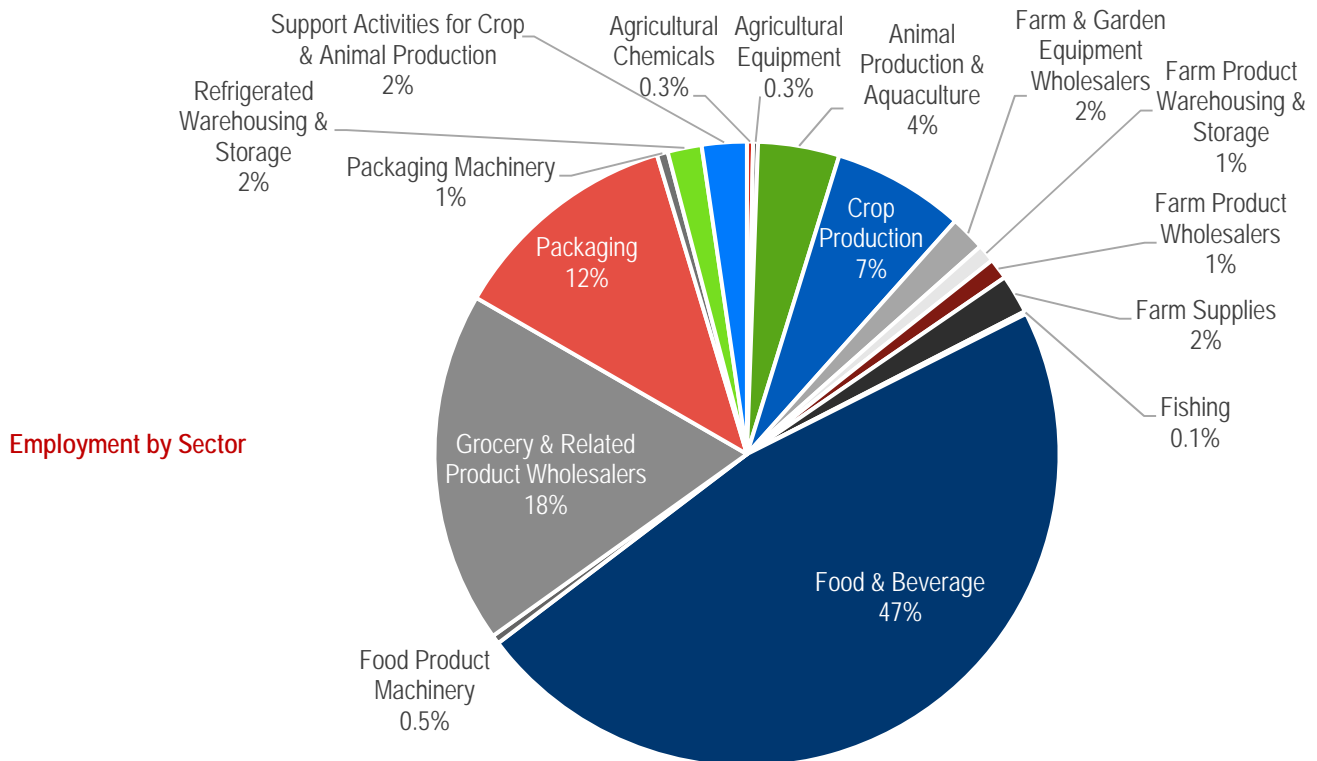


**VIRGINIA ECONOMIC
DEVELOPMENT PARTNERSHIP**

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Agribusiness Employment in Virginia

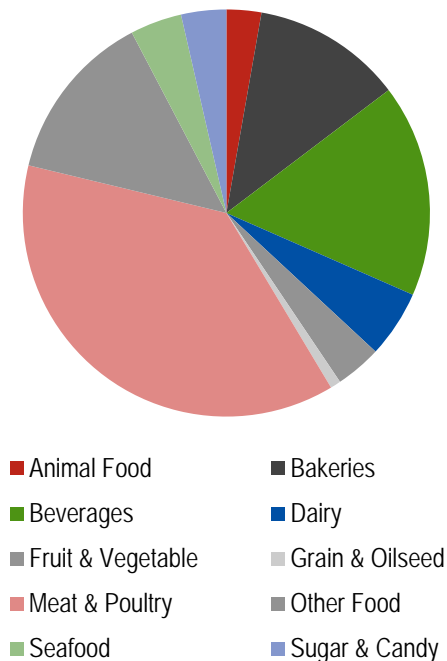
Agribusiness employs 75,178 people at 3,142 establishments in Virginia. Food and Beverage Production accounts for 47% of Virginia's Agribusiness employment and 22% of its establishments. Grocery and Related Product Wholesalers account for 18% of Virginia's Agribusiness employment and 22% of its establishments. Packaging accounts for 12% of Virginia's Agribusiness employment and 4% of its establishments. Virginia's Agribusiness Industry has a direct economic output of \$35.8 billion and supports an additional \$18.0 billion in economic activity around the state.



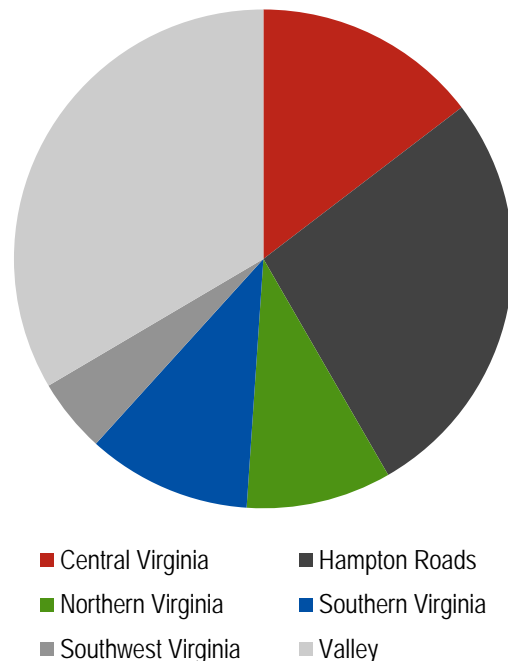
Food Processing Employment in Virginia

Virginia's Food Processing industry employs 35,390 people. The Food Processing Industry accounts for over 14% of Virginia's total manufacturing employment and is the second largest sector behind Transportation Equipment. The top three Food Processing sectors by employment are Meat & Poultry Processing (13,216), Beverage Manufacturing (5,978), and Other Food Manufacturing (4,798). Of the total, these three sectors account for 68% of the employment. Virginia's Food Industry has a direct economic output of \$25.9 billion and supports an additional \$11.5 billion in economic activity.

Employment by Sector



Employment by Region



Food Processing Firms in Virginia

There are 679 Food Processing firms in Virginia. The largest sectors are Beverage Manufacturing with 219 firms, followed by Bakeries and Tortilla Manufacturing with 174 firms and Other Food Manufacturing with 85 firms. These three sectors account for 70% of the food processing firms located in Virginia.

- Boar's Head Provisions
- Cargill
- George's Chicken
- Hershey
- Kraft
- McKee Foods
- PepsiCo
- Perdue
- Smithfield
- Tyson

Agricultural Equipment in Virginia

Virginia's Agricultural Equipment industry employs 1,565 people at 123 locations. Manufacturing of Agricultural Equipment accounts for 194 workers at 13 locations while wholesaling accounts for 1,371 workers at 110 locations. Major companies include:

- Amadas Industries
- Boone & Becker Tractors
- James River Companies
- New Virginia Tractor
- RBI Corporation
- Solo Inc.

Agricultural Chemicals in Virginia

Virginia's Agricultural Chemicals industry employs 1,745 people at 170 locations. Manufacturing of Agricultural Chemicals accounts for 233 workers at 20 locations and wholesaling of Farm Supplies accounts for 1,512 workers at 150 locations. Major companies include:

- Augusta Co-Op
- Crop Production Services
- Harvest Garden Pro
- Houff's Feed and Fertilizer
- Hyponex – Scott's
- Meherrin Agricultural Solutions
- Rockbridge Farmers Co-op
- Rockingham Cooperative

Agricultural Production in Virginia

Virginia's Agricultural Production industry employs 10,149 people at 1,227 locations. Crop Production accounts for 5,137 workers at 455 locations and Animal Production and Aquaculture account for 3,158 workers at 442 locations. Major companies include:

- Ballard Fish & Oyster Company
- Battlefield Farms
- Crown Orchard Company
- George's Inc.
- Ingleside Plantation
- LFC Agricultural Services
- Pacific Tomato Growers
- Shenandoah Growers
- Shenandoah Processing LLC
- Unicon, Inc.

Food and Beverage Machinery and Packaging in Virginia

Virginia's Food and Beverage Machinery and Packaging industry employs 9,801 people at 127 locations. Manufacturing of Packaging accounts for 9,034 workers at 107 locations. The production of machinery for food production and packaging accounts for 768 workers at 20 locations. Major companies include:

- Ball Metal Beverage Container Corp.
- CP Films, Inc.
- E. I. DuPont
- International Paper Company
- Klockner Pentaplast
- O'Sullivan Films
- Owens Brockway Glass
- Packaging Corp. of America
- Reynolds Presto Products
- Trinity Packaging Corporation

Food, Beverage, and Agricultural Wholesaling in Virginia

Virginia's Food, Beverage, and Agricultural Wholesaling industry employs 16,528 people at 798 locations. Grocery & Related Product Wholesalers account for 13,698 workers at 687 locations. Major companies include:

- Americold Logistics
- Coca Cola
- Flowers Baking Company
- Frito-Lay
- McLane Mid Atlantic
- PepsiCo
- Perdue Farms
- Sabra Dipping Co.
- Spartannash Associates
- Super Rite Foods
- Sysco Food Services
- U.S. Foodservice

Virginia's Skilled Workforce

Description	Jobs	Median Salary
Chemists	1,560	\$81,270
Biological Technicians	1,800	\$40,090
Chemical Technicians	1,450	\$43,890
First-Line Supervisors of Farming, Fishing, and Forestry Workers	610	\$50,140
Agricultural Inspectors	660	\$43,070
Graders and Sorters, Agricultural Products	530	\$30,120
Farmworkers and Laborers, Crop, Nursery, and Greenhouse	890	\$23,400
Farmworkers, Farm, Ranch, and Aquacultural Animals	n.a.	\$24,820
First-Line Supervisors of Production and Operating Workers	12,760	\$60,480
Team Assemblers	15,200	\$26,100
Food Batchmakers	3,630	\$24,330
Machinists	6,850	\$43,600
Welders, Cutters, Solderers, and Brazers	7,060	\$43,810
Cutting and Slicing Machine Setters, Operators, and Tenders	1,710	\$49,570
Inspectors, Testers, Sorters, Samplers, and Weighers	8,430	\$36,160
Packaging and Filling Machine Operators and Tenders	6,780	\$26,250
First-Line Supervisors of Helpers, Laborers, and Material Movers, Hand	3,320	\$46,860
Laborers and Freight, Stock, and Material Movers, Hand	48,270	\$24,430
Machine Feeders and Offbearers	2,850	\$29,180
Packers and Packagers, Hand	12,840	\$22,190

n.a – not available

Source: Bureau of Labor Statistics, Occupational Employment and Wages Estimates, May 2015

Virginia's Top Agricultural Commodities

Rank	Commodity	Value
1	Broilers	\$918,000,000
2	Cattle/Calves	\$714,000,000
3	Milk	\$478,000,000
4	Turkeys	\$326,000,000
5	Greenhouse/Nursery*	\$298,000,000
6	Soybeans	\$259,000,000
7	Corn, Grain	\$219,000,000
8	All Other Animals**	\$216,000,000
9	Hay	\$119,000,000
10	Tobacco	\$117,000,000
11	Eggs	\$114,000,000
12	Wheat, Winter	\$112,000,000
13	Cotton Lint	\$72,000,000
14	Hogs	\$58,000,000
15	Apples	\$37,000,000
16	Tomatoes, Fresh	\$30,000,000
17	Potatoes, Summer	\$19,000,000
18	Grapes	\$15,000,000
19	Cottonseed	\$11,000,000
20	Peanuts	\$10,000,000

*Includes mushrooms, sunflower, rye, sorghum, seed crops, and other field crops.

**Includes horses, aquaculture and all other livestock.

Source: Virginia Department of Agriculture and Consumer Services

Governor's Agriculture and Forestry Industries Development Fund

The Governor's Agriculture and Forestry Industries Development Fund (AFID), established in 2012, is an economic development tool specifically for value-added or processing projects where the company is willing to commit to sourcing agriculture and forestry raw materials from Virginia companies.

AFID grants are made at the discretion of the Governor with the expectation that grants awarded to a political subdivision will result in a new or expanded processing/value-added facility for Virginia grown agricultural or forestal products. The amount of an AFID grant and the terms under which it is given, are determined by the Secretary of Agriculture and Forestry and approved by the Governor. An AFID grant is awarded to a political subdivision for the benefit of the company, with the expectation that the grant will be critical to the success of the project.

Grants are made upon an application by both the locality and the business beneficiary for a project under the following conditions:

- The business beneficiary is a facility that produces "Value-added agricultural or forestal products"
- A minimum of 30% of the agricultural or forestry products to which the facility is adding value are produced within the Commonwealth of Virginia on an annual basis in normal production years
- The grant request does not exceed \$250,000 or 25% of qualified capital expenditures (whichever is less)
- The applicant provides a dollar-for-dollar matching financial commitment (cash or qualified in-kind)
- A performance agreement is executed between the applicant and the company to ensure fulfillment of promised job creation, capital investment and purchase of Virginia grown agricultural or forestry products
- Public announcement of the project is coordinated with the Governor's Office

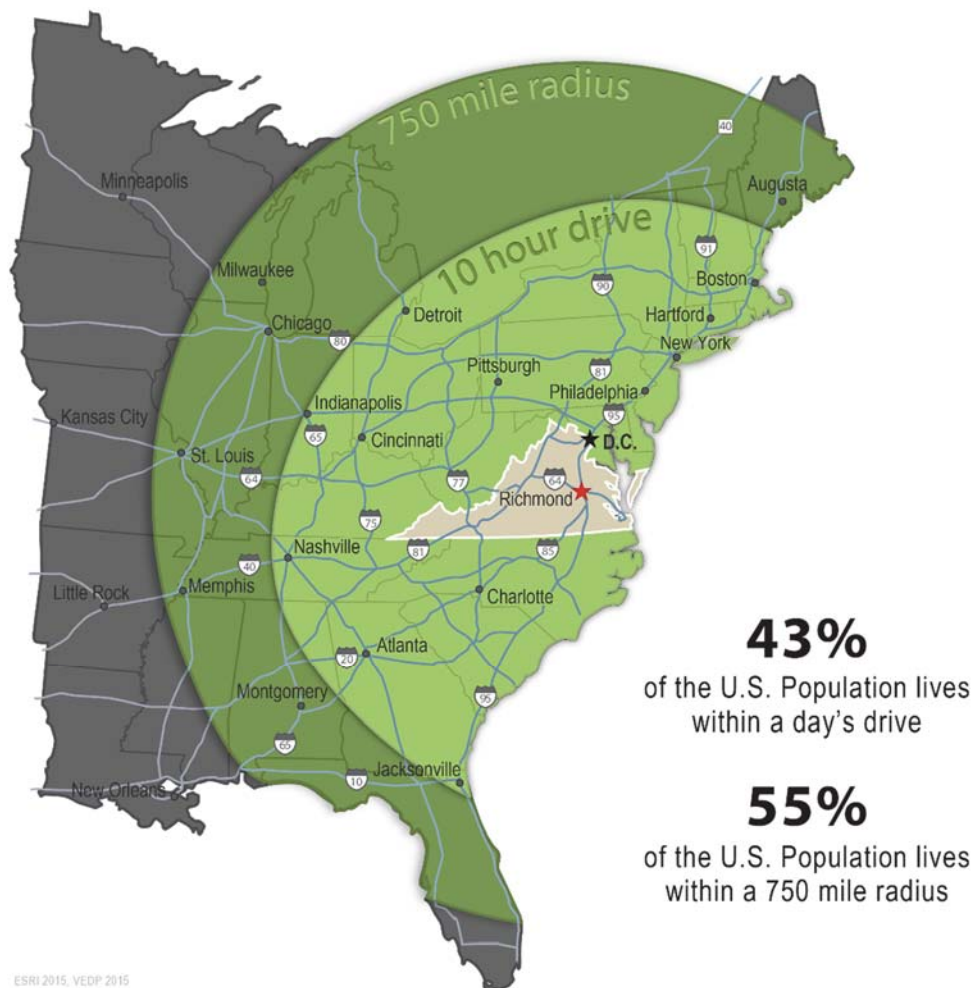
Businesses interested in AFID should first contact their local economic development professional, or other appropriate representative of the political subdivision, to discuss the qualifying project. If the political subdivision is interested in applying for the grant and providing the required local match, they should contact the Virginia Department of Agriculture and Consumer Services to discuss the application process.

Factors used by the Secretary of Agriculture and Forestry in determining grant awards and conditions include: anticipated levels of job creation, capital investment, amount of Virginia-grown agricultural and forestal products used by the project, as well as projected impact on agricultural and forestal producers, a return on investment analysis, and an analysis of the impact on competing businesses located in the area.

<http://www.vdacs.virginia.gov/agriculture-afid-facility-grants.shtml>

Virginia is a Leading Gateway to the World

- Two of the nation's largest Class I railroads, CSX Corporation and Norfolk Southern Corporation, have extensive infrastructure throughout the State
- Nearly 3,400 miles of railway (excluding trackage rights) traverse Virginia
- Six major interstate highways, I-95, I-85, I-81, I-64, I-77 and I-66, provide quick access to Northeast, Southeast and Midwest markets
- Fourteen commercial airports serve the Commonwealth, including two of the nation's busiest, Washington Dulles International and Ronald Reagan Washington National
- Nearly 30 international shipping lines offer direct, dedicated service to and from Virginia through the Port of Virginia, with connections to 200+ countries around the world



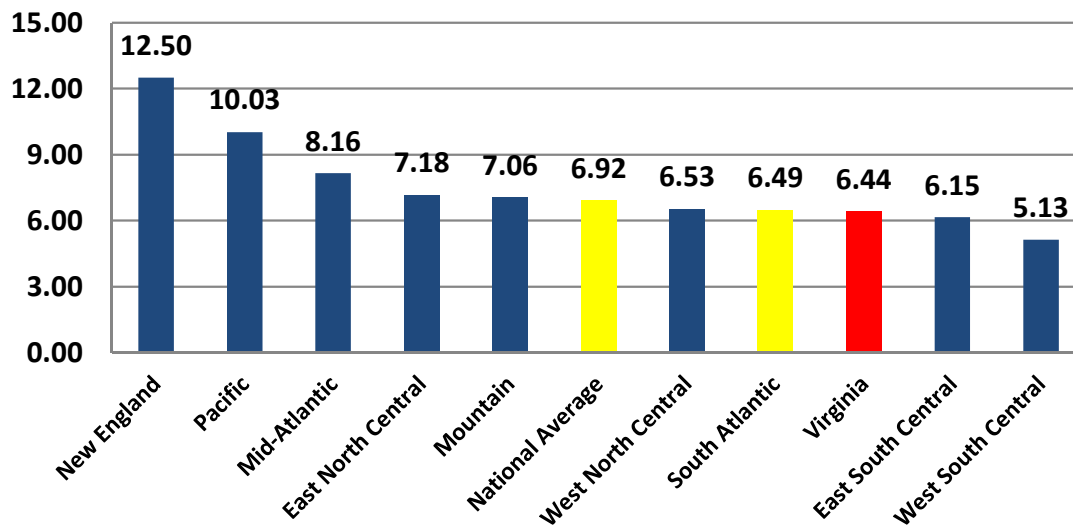
Virginia's Resources

- Highly skilled and productive workforce
- Stable energy resource pool to serve present and future residential, commercial, industrial and transportation needs
- Eight regulated natural gas companies serve the State with an extensive network of underground pipes and other gas facilities

Average Industrial Rates

- Extremely reliable electric service with very competitive rates
- Average cost per unit of electricity for the industrial sector – 6.44 cents

Industrial Average Rates by Region: 2016



Rates (In cents/kilowatt-hour)

Source: Edison Electric Institute, Typical Bills and Average Rates Report, Summer 2016

The Agribusiness Industry in Virginia benefits from our unique combination of resources. Central location, a skilled workforce, and a pro-business environment are just a few reasons so many companies have said “Yes” to Virginia. See what companies like Perdue, Solo, Crop Production Services, U.S. Foodservice, Klöckner Pentaplast, and Bonnie Plants already know – **Virginia is the best state for Agribusiness.**

Learn More About Opportunities for the Agribusiness Industry:

Virginia Economic Development Partnership

One James Center
901 East Cary Street, Suite 900
P.O. Box 798
Richmond, VA 23218-0798
USA
804-545-5600
<http://www.yesvirginia.org/>