

IV. ECONOMY

A. INTRODUCTION

By evaluating our local economy and employment trends, factors may be identified which influence population growth or decline and provide some basis for policy changes by the governing body. Economic expansion or changes in the economic structure of a community trigger the conversion of land to new uses and in turn creates the need for new public facilities and services. Understanding these dynamic forces is, therefore, a prerequisite for land use planning.

B. CIVILIAN LABOR FORCE, EMPLOYMENT, AND UNEMPLOYMENT

The civilian labor force of Southampton County, as of January 2000, consisted of 8,609 persons with 8,381 employed and 228 unemployed (2.6%).

EXHIBIT IV-A SOUTHAMPTON COUNTY, VIRGINIA LABOR FORCE AND UNEMPLOYMENT TRENDS				
	1980¹	1986¹	1990²	2000³
Civilian Labor Force	7,614	7,279	7,913	8,609
Persons Employed	7,233	6,919	7,316	8,381
Persons Unemployed	381	360	597	228
Unemployment Rate	5.0	4.9	7.5	2.6

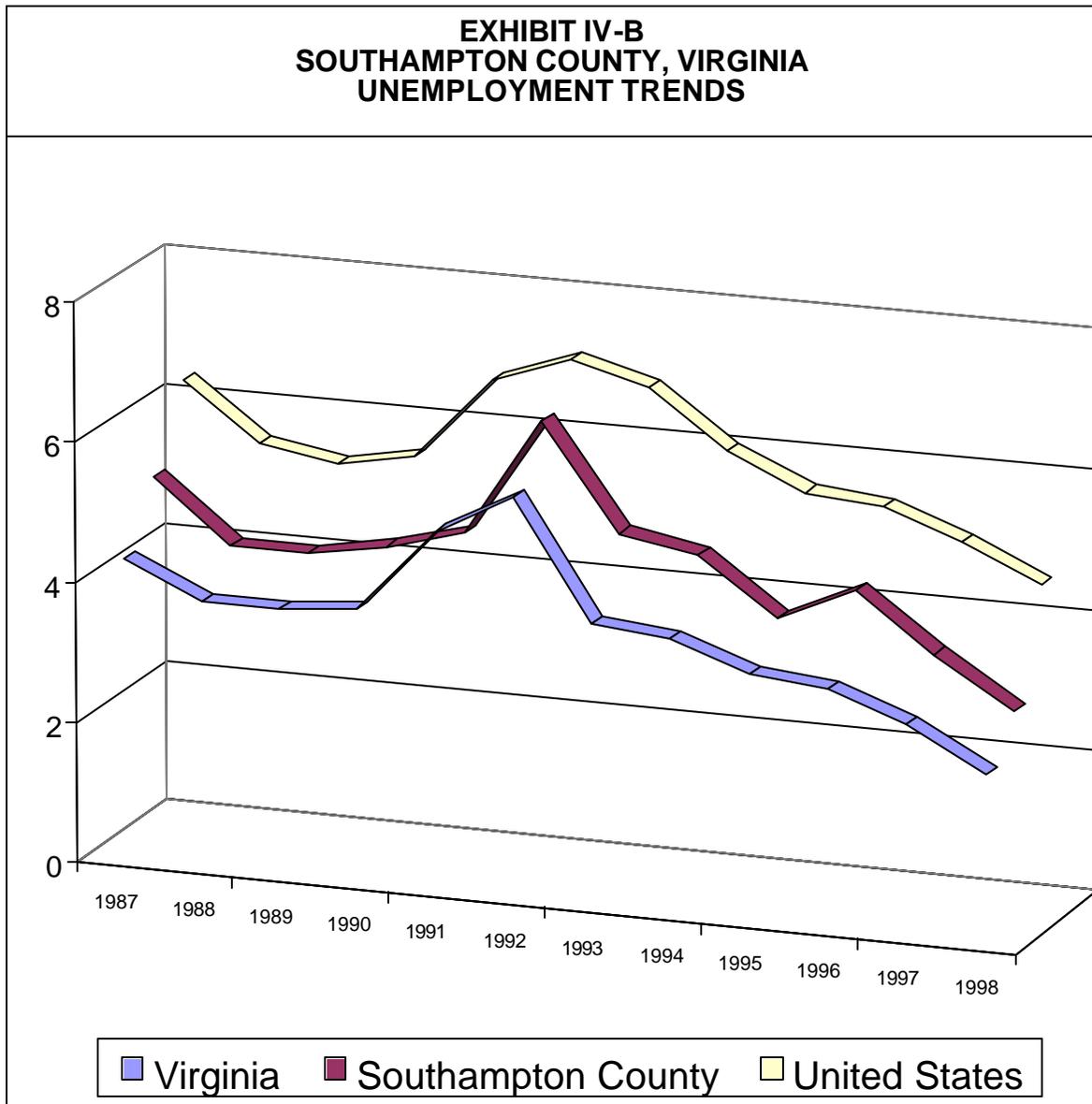
Sources:

¹ U.S. Department of Commerce, Bureau of the Census, *General Social and Economic Characteristics, 1980*; *Virginia Employment Commission, Labor Force Estimates, 1981-1986*, statistics based on annual averages.

² U.S. Bureau of Census, *1990 Census of Population and Housing*.

³ Virginia Employment Commission (VEC), *Economic Information Services Division, Estimated Labor Force Components, January, 2000*.

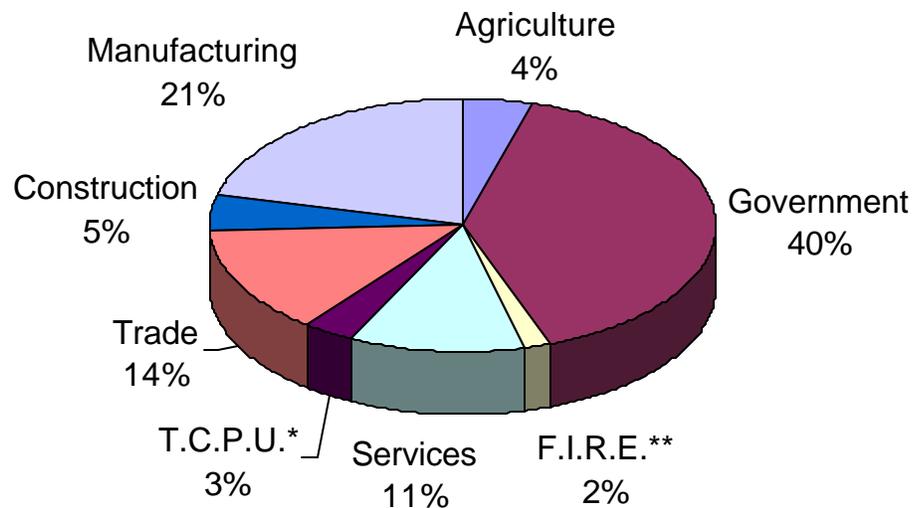
EXHIBIT IV-B, which follows, graphs Southampton County's unemployment trends versus the State and nation.



Source: Virginia Employment Commission; Local Area Unemployment Statistics, U.S. Department of Labor, Bureau of Labor Statistics

As depicted in EXHIBIT IV-C, which follows, the largest concentration of employment in Southampton County for 1998 was in government (40%), followed by manufacturing (21%); trade (14%); services (11%); construction (5%); agriculture (4%); transportation, communication, public utilities (3%); and finance, insurance, real estate (2%).

**EXHIBIT IV-C
SOUTHAMPTON COUNTY, VIRGINIA
EMPLOYMENT BY INDUSTRY**



*T.C.P.U – Transportation, Communication, Public Utilities

**F.I.R.E. -- Finance, Insurance, Real Estate

Source: Covered Employment and Wages, 1998 annualized data,
Virginia Employment Commission, 1999.

As noted by EXHIBIT IV-D below, employment by industry saw a decline in the agricultural, fishing, forestry, and mining category and a rise in the manufacturing category from 1980 to 1990. Government employment and transportation, communications and utilities, all increased as well.

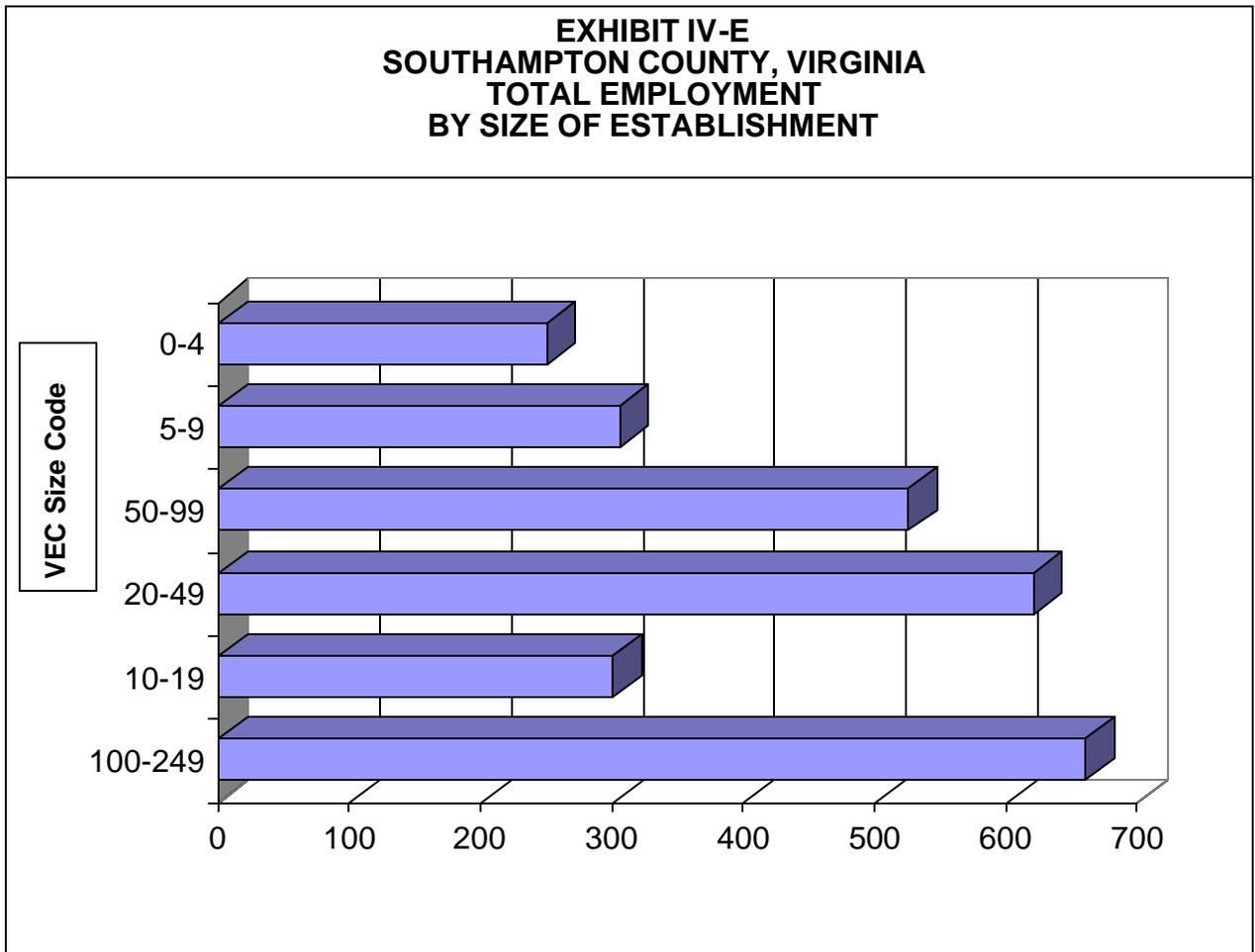
EXHIBIT IV-D SOUTHAMPTON COUNTY, VIRGINIA EMPLOYMENT BY INDUSTRY 1980 & 1990				
<u>Type</u>	1980		1990	
	<u>Number</u>	<u>Percent</u>	<u>Number</u>	<u>Percent</u>
Agricultural, Fishing, Forestry and Mining	1,020	14.1	660	9.0
Construction	560	7.7	430	5.9
Manufacturing	1,898	26.2	2,187	29.9
Nondurable Goods	1,171	16.2	1,517	20.7
Durable Goods	727	10.0	670	9.2
Transportation, Communications/Utilities	328	4.5	391	5.3
Wholesale Trade	303	4.2	242	3.3
Retail Trade	820	11.3	931	12.7
Finance, Insurance, Real Estate	150	2.0	264	3.6
Services	1,734	24.0	1,702	23.3
Government	420	5.8	509	7.0
TOTAL EMPLOYED	7,233		7,316	

Source: U.S. Bureau of Census, 1990 Census of Population and Housing.

The Virginia Employment Commission reports that Southampton County’s civilian labor force as of January 2000 was 8,609 with 8,381 actually employed. This represents an increase of 1,065 employed persons since 1990. However, until the release of necessary data – following the tabulation of the 2000 Census – the employment totals (persons employed in the County plus those who commute out of the County to work) broken down by category as in EXHIBIT IV-D cannot be accurately ascertained due to data disclosure suppression.

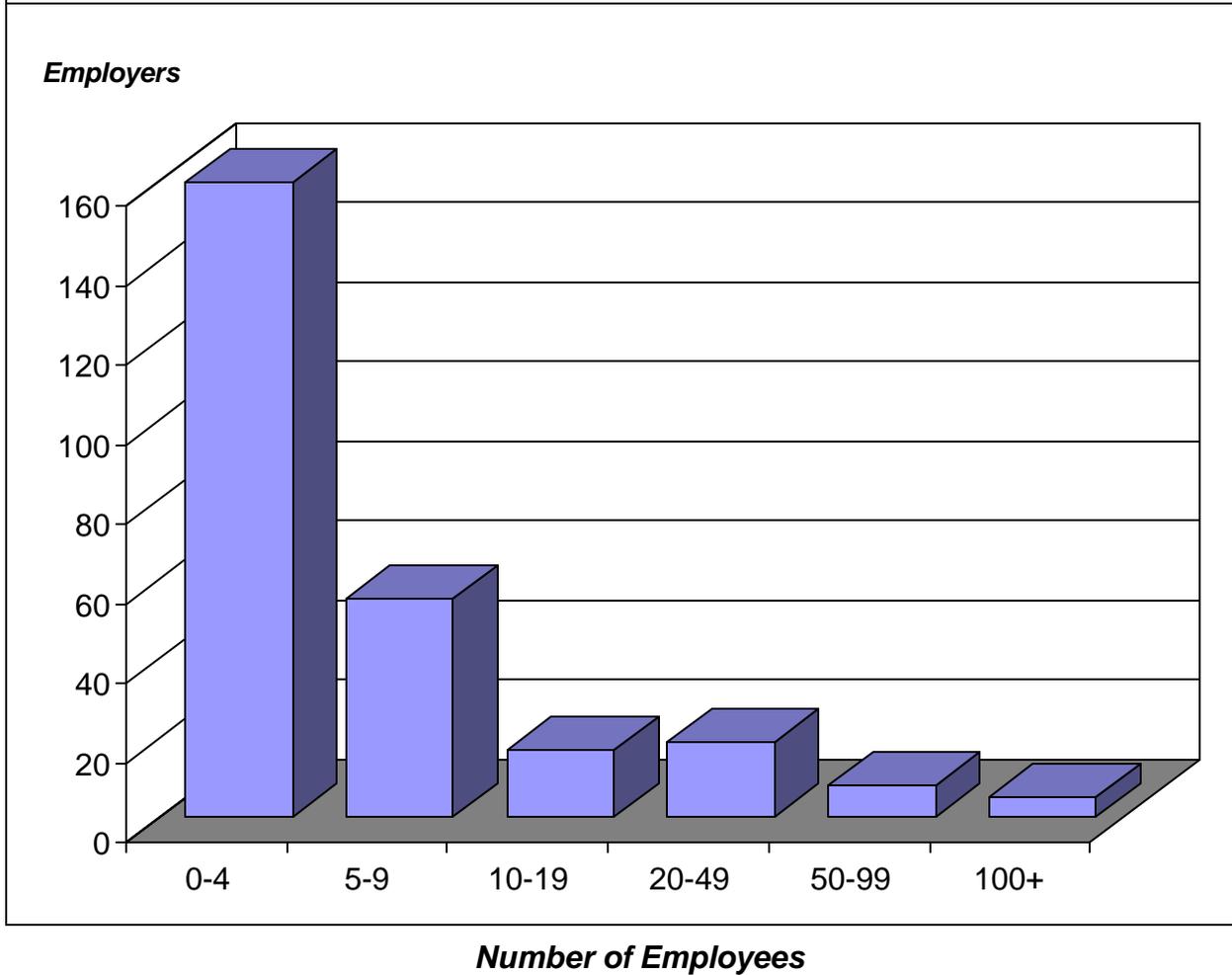
EXHIBIT IV-E, which follows, charts Southampton County’s total employment by size of establishment in 1999.

Similarly, EXHIBIT IV-F, which follows, charts Southampton County’s total employers by size of establishments.



Source: Covered Employment and Wages, 1998 annualized data, Virginia Employment Commission, 1999.

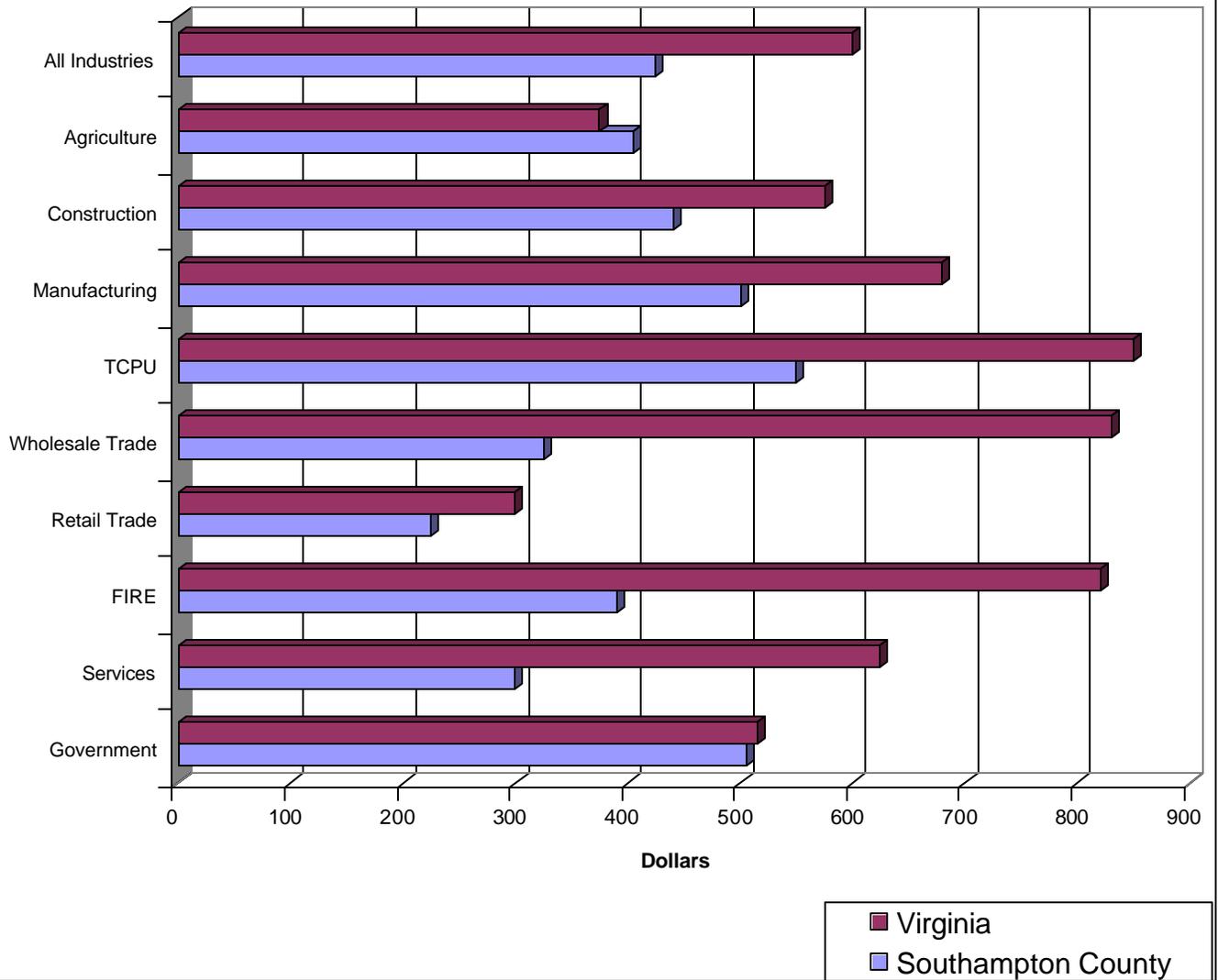
**EXHIBIT IV-F
SOUTHAMPTON COUNTY, VIRGINIA
TOTAL EMPLOYERS
BY SIZE OF ESTABLISHMENT**



Source: Covered Employment and Wages, 4th quarter 1998 data,
Virginia Employment Commission, 1999.

EXHIBIT IV-G, which follows, graphs the 1999 average weekly wage by industry for Southampton County versus the State.

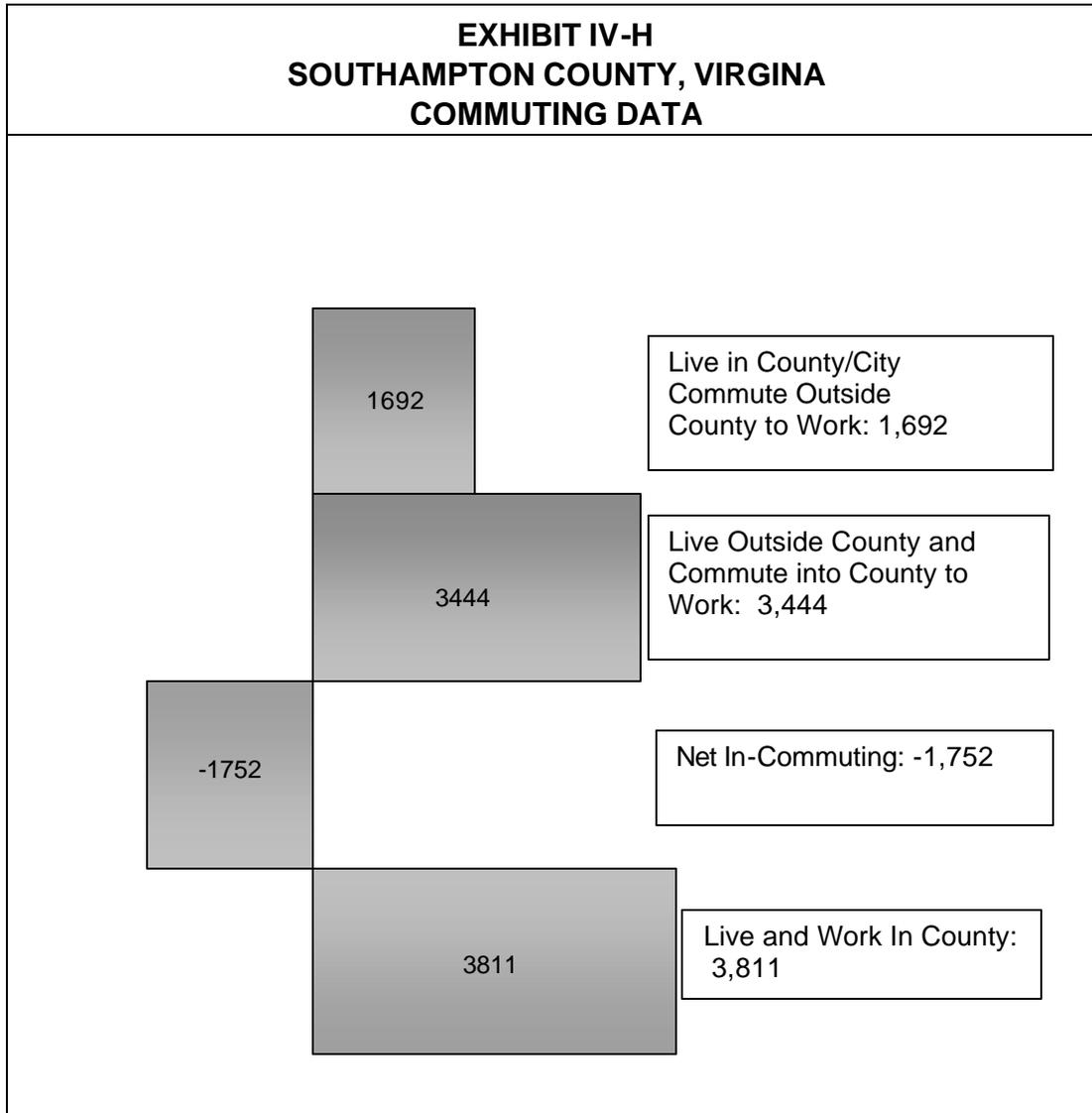
**EXHIBIT IV-G
SOUTHAMPTON COUNTY, VIRGINIA
AVERAGE WEEKLY WAGE
BY INDUSTRY**



TCPU - Transportation, Communication & Public Utilities
FIRE - Finance, Insurance & Real Estate

Source: Covered Employment and Wages, 1998 annualized data,
Virginia Employment Commission, 1999.

EXHIBIT IV-H, which follows, shows that 3,811 persons live and work in the County. Another 1,692 persons commuted out of the County to work.



Source: *U.S. Bureau of Census, 1990 Census of Population and Housing; VEC 99.*

C. AGRICULTURE

Agriculture is the mainstay in a rural economy such as Southampton County's. Farming has changed with the times; many farming operations have developed into agribusiness conglomerates as opposed to the small family-run farms of the past. Agricultural operations have been modified to provide for maximum production through less intense usage of land. This is evidenced by the development of "intensive agriculture" operations such as hog farms and chicken houses. These uses confine a relatively large number of animals in a small area, and with this comes the concern regarding environmental and aesthetic factors.

Southampton County has dealt with "intensive agriculture" operations on a case by case basis in the past by requiring a conditional use permit before such operation could be conducted. This process has given the County a chance to review the environmental and aesthetic factors that may relate to the development of such use. This process, up to this point, has proven effective in Southampton County. Legislative changes to the Right to Farm bill, effective April 1, 1995, prohibited localities from regulating agricultural practices in agricultural zones through special use permits. This action has necessitated the need for additional developmental standards in the agricultural zoning districts to address the factors previously handled through the conditional use permit process. Amendments to the zoning ordinance have set up "developmental standards" for intensive agricultural uses and regulate items such as the minimum area of land to be used for such operation, setbacks from roads, existing dwellings, and adjacent properties, as well as establishing a ratio of land per the number of animals and capping the number of animals per each site.

The data included in EXHIBIT IV-I indicates Southampton County's strong commitment and influence in the agricultural market. Southampton County's average size of a farm in acres is higher than the State's average by 470 acres. The estimate market value of land/buildings per farm for Southampton County exceeds the State's average by 167%, although the per acre value of land/buildings in Southampton County is only 83% of the State's average. The large size of farms in Southampton County is directly relevant to the lower per acre market value of land/buildings as per the State's average. The estimated market value of all machinery and equipment per farm in Southampton County exceeds the State's average by 194%. Additional data from the 1997 Census of Agriculture indicates that the market value of products sold per farm in Southampton County is 249% higher than the State's average, while the total farm production expenses in Southampton County is 244% higher than the State's average. With this in mind, the net cash return from agricultural sales per farm in Southampton County exceeds the per farm average of the State by 233%. It is important to note that the number of farms decreased from 1992 (329) to 1997 (277) while the average size of farms increased from 542 acres in 1992 to 670 acres in 1997.

A direct correlation between Southampton County farmer's commitment to farming and the monies invested in equipment and technology can be seen and shows the strong agricultural heritage of the County. By properly rotating crops and tending to the land per good agricultural practices the ability of Southampton County to be a major agricultural player in the state and even national market is as strong as it ever was.

**EXHIBIT IV-I
SOUTHAMPTON COUNTY, VIRGINIA
FARMS, SIZE & VALUES: 1992 AND 1997
SOUTHAMPTON COUNTY/STATE OF VIRGINIA**

	Southampton Co. 1992	Virginia 1992	Southampton Co. 1997	Virginia 1997
Number of Farms	329	42,222	277	41,095
Land in Farms (acres)	178,469	8,297,011	185,496	8,228,226
Average Size of Farm (acres)	542	197	670	200
Estimated Market Value of Land/ Buildings				
Per Farm (\$)	628,598	320,488	1,029,689	384,979
Per Acre (\$)	1,182	1,636	1,594	1,920
Estimated Market Value of All Machinery/Equipment				
Average per Farm (\$)	33,090	23,236	122,941	41,835
Market Value of Agricultural Products Sold	56,128,000	2,055,958,000	55,090,000	2,343,518,000
Average Per Farm	170,601	48,694	198,881	57,027
Crops including Nursery/Greenhouse Crops	39,563,000	696,489,000	42,023,000	780,099,000
Livestock, Poultry, and their Products	16,565,000	1,359,469,000	13,067,000	1,563,418,000
Total Farm Production Expenses	43,007,000	1,699,051,000	44,487,000	1,924,690,000
Average per Farm	130,721	40,233	161,185	46,858
Net Cash Return from Agricultural Sales for the Farm Unit (Total)	12,539,000	334,280,000	8,154,000	364,331,000
Average per Farm (\$)	38,112	7,916	29,543	8,870

Source: 1992 and 1997 Census of Agriculture, Virginia: State and County Data.

The data in EXHIBIT IV-J indicates a diverse livestock and poultry production combination in Southampton County. Southampton County ranks third in the State in the area of hogs and pigs sold with 69,526, trailing Isle of Wight (119,434) and Surry County (85,787). The location of large corporate hog farmers in the County as well as the other two counties listed above is responsible for the high numbers of hogs and pigs sold in those localities. Southampton County ranks near the top in Virginia for producers of chickens 3 months old and older and broilers and other meat-type chickens sold.

**EXHIBIT IV-J
SOUTHAMPTON COUNTY, VIRGINIA
LIVESTOCK AND POULTRY: 1992 AND 1997
SOUTHAMPTON COUNTY / STATE OF VIRGINIA**

	Southampton Co. 1992	Virginia 1992	Southampton Co. 1997	Virginia 1997
Cattle and calves inventory				
Farms (#)	122	27,638	91	26,547
Number	7,644	1,653,191	5,628	1,639,058
Beef Cows				
Farms (#)	105	22,519	81	21,753
Number	(D)	674,068	(D)	688,541
Milk Cows				
Farms (#)	2	2,369	1	1,671
Number	(D)	140,033	(D)	121,823
Cattle and calves sold				
Farms (#)	122	26,917	91	26,350
Number	4,413	855,634	2,732	906,897
Hogs and pigs inventory				
Farms (#)	73	2,085	24	1,170
Number	47,961	412,736	43,891	385,755
Hogs and pigs sold				
Farms (#)	79	1,596	24	823
Number	77,899	715,452	69,526	710,320
Sheep and lambs inventory				
Farms (#)	8	1,727	4	1,456
Number	530	117,714	145	73,932
Chickens 3 months old or older inventory				
Farms (#)	10	2,069	7	1,588
Number	100,568	6,191,513	(D)	4,834,867
Broilers and other meat-type chickens sold				
Farms (#)	12	640	7	671
Number	3,763,930	201,697,436	1,424,497	258,684,455

(D) - Data withheld to prevent the disclosure of data for individual farms.

Source: 1992 and 1997 Census of Agriculture, Virginia: State and County Data.

**EXHIBIT IV-K
SOUTHAMPTON COUNTY, VIRGINIA
CROPLAND & CROPS: 1992 AND 1997
SOUTHAMPTON COUNTY/STATE OF VIRGINIA**

	Southampton Co. 1992	Virginia 1992	Southampton Co. 1997	Virginia 1997
Total Cropland				
Farms (#)	301	38,779	277	37,177
Number of acres	107,187	4,311,840	185,496	4,322,425
Harvested Cropland				
Farms (#)	283	34,255	238	32,124
Number of acres	91,366	2,449,013	90,109	2,520,961
Corn for grain or seed				
Farms (#)	225	6,169	137	4,395
Number of acres	27,866	361,326	10,037	318,208
Bushels	3,280,518	40,633,506	732,671	29,480,704
Tobacco				
Farms (#)	2	8,444	2	5,870
Number of acres	(D)	55,419	(D)	54,035
Pounds	(D)	113,240,049	(D)	115,735,107
Soybeans for beans				
Farms (#)	223	3,709	141	3,135
Number of acres	20,331	507,878	12,778	487,001
Bushels	648,911	15,742,573	323,971	11,406,611
Peanuts for nuts				
Farms (#)	247	935	189	702
Number of acres	30,927	93,720	22,888	74,867
Pounds	88,905,199	258,551,252	62,716,099	190,590,588
Cotton				
Farms (#)	41	141	152	441
Number of acres	6,410	20,568	40,368	98,244
Quantity (bales)	8,202	20,681	58,937	137,085
Watermelons				
Farms (#)	33	323	19	276
Number of acres	964	2,130	481	1,839

(D) Withheld to avoid disclosing data for individual farms.

Source: 1992 and 1997 Census of Agriculture, Virginia: State and County Data.

As indicated in EXHIBIT IV -K, Southampton County produces a variety of crops on its 90,109 acres of harvested cropland, with the most acreage devoted to the raising of peanuts. Southampton County leads the State in number of farms producing peanuts (189), number of acres planted with peanuts (22,888), and quantity of peanuts harvested (62,716,099 lbs). It ranked eighth nationwide in 1997 in pounds of peanuts produced and tenth nationwide in 1997 in acres of peanuts. The closest Virginia county in quantity of

peanuts would be neighboring Isle of Wight County, with 35,274,773 pounds raised on 13,075 acres.

Farmers in Southampton County have only recently returned to the practice of raising cotton, and the County has already forged to the state lead in cotton production. The County raises almost 43.0% of all cotton produced in the State of Virginia on 40,368 acres, or 41.1% of the land used in the state to produce cotton. Other localities at the top of the State's cotton-producing list include: Greensville County, Isle of Wight County, Northampton County, and the City of Suffolk. This would indicate that Southampton County is in the heart of the "Cotton Belt of Virginia". It is anticipated that the acreage of land devoted to the raising of cotton will see dramatic increases in the coming years.

Southampton County ranks near the top of the list for corn production with 732,671 bushels, 2.5% of all corn grown in Virginia. It is important to point out that there are ninety-seven (97) localities in Virginia that produce corn.

Southampton County ranked in the top 100 counties nationwide (98th) in 1997 with respect to number of acres devoted to watermelon production.

Southampton County is a state leader in the agricultural arena and has strived to diversify its production to continue this trend into the future. The wide range of agricultural products, including swine, poultry, corn, soybeans, peanuts, and cotton, produced on the many farms located throughout Southampton County indicate a willingness by the farmers in our county to seek out new avenues and improve production techniques to enhance their operations.

D. FORESTRY

Forests and related wood products industries have historically been an integral part of the economy of Southampton County. Future land use plans should include forests in the broad definition of agriculture and recognize lands best suited for forestry development.

Sawtimber is defined as those commercial species nine inches and larger in diameter at breast height (DBH) (4-1/2 feet above the ground) for softwoods and 11 inches DBH for hardwoods and containing at least one 12-foot sawlog. Growing stock is defined as sawtimber, poletimber, saplings, and seedlings; that is, all live trees except rough and rotten trees.

The forest resources in Southampton County are presented in EXHIBIT IV-L.

EXHIBIT IV-L SOUTHAMPTON COUNTY, VIRGINIA FOREST RESOURCES, 1991					
County Area by Land Class					
FOREST LAND (acres)					
ALL LAND	TOTAL	TIMBERLAND	UNPRODUCTIVE	PRODUCTIVE RESERVED	NONFOREST LAND
388,307	240,553	240,492	N/A	61	147,754

OWNERSHIP OF COMMERCIAL TIMBERLAND (acres)						
ALL OWNERSHIP	NATIONAL FORESTS	OTHER	FOREST INDUSTRY	FARMER	PRIVATE INDIVIDUALS	OTHER/ CORPORATE
240,492	0	1,850	62,012	113,141	52,432	11,038

VOLUME OF SAW TIMBER AND GROWING STOCK									
SAWTIMBER (thousand board feet)					GROWING STOCK (thousand cubic feet)				
ALL SPECIES	PINE	OTHER SOFTWOOD D	SOFT HARDWOOD	HARD HARDWOOD	ALL SPECIES	PINE	OTHER SOFTWOOD D	SOFT HARDWOOD	HARD HARDWOOD
1,261,200	525,485	63,817	417,846	254,052	382,178	160,163	12,402	136,474	73,139

Source: Virginia Department of Forestry, Forest Statistics for the Coastal Plain of Virginia, 1991.

EXHIBIT IV-M shows Southampton County forestland by site class. It identifies the timber production potential of existing forest land; this data should be useful in studies and in setting policies dealing with prime forest lands.

EXHIBIT IV-M SOUTHAMPTON COUNTY, VIRGINIA AREA OF TIMBERLAND BY SITE CLASS, 1991 (Cubic Feet Per Acre Per Year)				
CLASS 1	CLASS 2	CLASS 3	CLASS 4	CLASS 5
2,759	5,519	93,807	132,888	5,319
Site Class:	A classification of forest land in terms of inherent capacity to grow crops.			
Class 1:	Sites capable of producing more than 164 cubic feet per acre annually.			
Class 2:	Sites capable of producing 120-164 cubic feet per acre annually.			
Class 3:	Sites capable of producing 85-119 cubic feet per acre annually.			
Class 4:	Sites capable of producing 50-84 cubic feet per acre annually.			
Class 5:	Sites capable of producing 20-49 cubic feet per acre annually.			

Source: Virginia Department of Forestry Forest Statistics for the Coastal Plain of Virginia, 1991.

E. INDUSTRIAL DEVELOPMENT

The job market in Southampton County is stabilized by some major industrial employers, but, as evidenced by the following exhibit, agricultural related industries offer a very good supporting role to the rural County.

EXHIBIT IV-N SOUTHAMPTON COUNTY, VIRGINIA MAJOR COUNTY EMPLOYERS	
Employer	No. of Employees
Narricot Industries	285
Hercules, Inc.	135
Hancock Peanut Co.	50-125
Valley Proteins, Inc.	80
Holt Metal Products, Inc.	33
Chapman Lumber Co.	63
R.M. Felts Packing Co.	13
Atlantic Wood Industries	28
International Paper Converting Plant	38
Porters Wood Products	15
LG&E	33
Southside Gin, Inc.	50
Southampton Cutting Industries	35
Southampton Correctional Center	400
Hubbard Peanut Co.	55
Commonwealth Gin	32

Source: Franklin/Southampton Economic Development Commission, *Franklin/Southampton County Marketing Book*; January 1997, and Virginia Department of Corrections.

The Southampton Agribusiness Park, which is located on U. S. Route 58, is the first such development in Virginia. The park offers industrial sites and contains a State Farmer's Market.

F. COMMERCIAL AND RETAIL ENTERPRISES

In 1999, there were 43 establishments conducting retail trade in Southampton County. Of these, 15 were food stores and 10 were eating and drinking establishments. Three hundred fifty (350) persons were employed in retail trade in 1999, accounting for about 8% of the employment in the County. One hundred sixty four (164) persons were employed by food stores, accounting for 3.6% of the County's total employment. Employment in the County's eating and drinking establishments totaled 92 persons or about 2% of the County total. Automobile sales and service stations account for 31 jobs. Sales of furniture and household appliances account for only 25 of the total number for retail sales.

G. GOVERNMENT EMPLOYMENT

In Southampton County, 33 governmental establishments employ approximately 1,713 persons, or approximately 40% of the County's total employment. There are 17 State establishments, 11 local establishments, and 5 Federal establishments employing 880, 792, and 41 persons, respectively. Southampton Correctional Center employs over 400 persons, (256 at the Main Institution, 78 at the Reception and Classification Center, 22 at the Women's Diversion Center, and 44 at the Men's Detention Center).

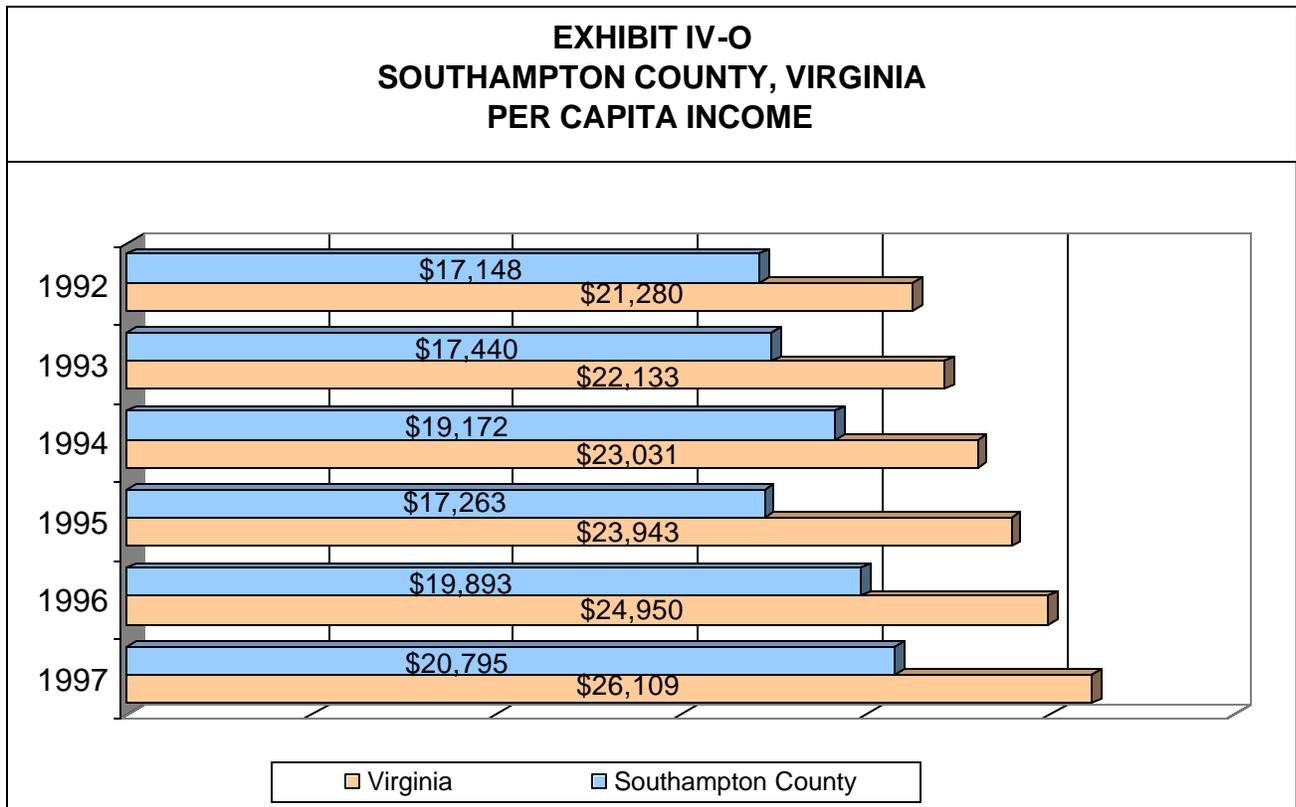
H. INCOME

There are approximately 6,000 households in Southampton County and the median income for these is \$35,238.

Periodically, the Virginia Bureau of Economic Analysis, through the Regional Economic Information System, releases "BEARFACTS," a summary of economic and income data comparing a locality's (or localities) ranking over a selected period of time with respect to various categories. For statistical purposes, Southampton County and the City of Franklin are combined in the data and analysis which follows.

In 1997, Southampton County (coupled with Franklin) had a per capita personal income (PCPI) of \$20,795. This PCPI ranked 42nd in the State, and was 80% of the State average, \$26,109, and 82% of the national average, \$25,288. The 1997 PCPI reflected an increase of 4.5% from 1996. The 1996-97 State change was 4.6% and the national change was 4.7%. See EXHIBIT IV-O.

In 1997, Southampton County and Franklin had an estimated total personal income (TPI) of \$549,551,000. This TPI ranked 52nd in the State and accounted for 0.3% of the State total. The 1997 TPI reflected an increase of 5.0% from 1996. The 1996-97 State change was 5.7%.



Source: U.S. Department of Commerce, Bureau of Economic Analysis, VEC 99.

Total personal income (TPI) includes the earnings (wages and salaries, other labor income, and proprietors' income); dividends, interest, and rent; and transfer payments received by the residents of Southampton + Franklin. In 1997, earnings were 63.6% of TPI; dividends, interest, and rent were 15.3%; and transfer payments were 21.1%. From 1996 to 1997, earnings increased 5.1%; dividends, interest, and rent increased 4.2%; and transfer payments increased 5.2%.

Earnings of persons employed in Southampton plus the City of Franklin increased from \$226,995* in 1996 to \$235,032* in 1997, an increase of 3.5%. The largest industries in 1997 were State and local government, representing 26% of earnings; services representing 22.3%; and retail trade representing 10.6%. Of the industries that accounted for at least 5 percent of earnings in 1997, total income ranged from \$1,101,332* in 1996 to \$1,192,882* in 1997, an 8.3% increase. The largest industries in 1997 were services, 30.1% of earnings; retail trade, 16.7%; and State and local government, 14.0%. Of the industries that accounted for at least 5% of earnings in 1997, the slowest growing from 1996 to 1997 was construction (9.4% of earnings in 1997), which increased 6.4%; the fastest growing industries were finance, insurance, and real estate (6.2% of earnings in 1997) which increased 15.4 percent.

* All income estimates, with the exception of PCPI, are in thousands of dollars.

EXHIBIT IV-P which follows, reflects the poverty status by age of householder. Of the 16,118 persons in 1990 for whom poverty status was determined, 2,760 persons, or 17.1% of the population surveyed, lived below the poverty level in 1990.

EXHIBIT IV-P SOUTHAMPTON COUNTY, VIRGINIA POVERTY STATUS BY AGE OF HOUSHOLDER, HOUSEHOLD TYPE, AND RELATIONSHIP 1990						
HOUSEHOLD TYPE	AGE GROUP AND POVERTY STATUS					
	15-64		65-74		75+	
	Above Poverty	Below Poverty	Above Poverty	Below Poverty	Above Poverty	Below Poverty
In married-couple family	9,468	908	795	184	262	58
In other family:	356	140	44	2	41	0
Male householder, no wife present						
Female householder, No husband present	1,060	814	103	49	79	22
Unrelated individuals: In family households	65	76	0	11	0	0
In non-family households:						
Householder:						
Living alone	516	101	205	155	200	150
Not living alone	73	20	2	7	17	0
Nonrelatives	64	54	0	4	8	5
In group quarters	0	0	0	0	0	0
TOTALS AND PERCENT	11,602 (72.0%)	2,113 (13.1%)	1,149 (7.1%)	412 (2.6%)	607 (3.8%)	235 (1.5%)

Source: U. S. Census of Population and Housing, 1980 and 1990.

I. CONCLUSIONS

The two areas of population and economy are closely related; population increases when the economy can support such growth. The 1990 Census shows a slight decline in Southampton County's population figures, although this can be largely attributed to the area annexed by the City of Franklin. The unemployment rate of Southampton County rose slightly due to the number of working-age citizens increasing and the job market remaining constant.

The County needs to diversify its economic base so as not to be so dependent on only two major industry types, agriculture and forestry (paper and wood products), thus enabling the local economy to endure any severe downturns in one particular economic sector. In an effort to keep local residential property taxes down, the County needs to expand its non-residential tax base as demand for additional and improved public services and facilities

continue to rise. Local jobs with competitive wages for existing County residents are needed so that young people entering the work force will not have to leave the County to seek employment. Retail businesses are lacking in Southampton County, thus retail dollars are being lost to other communities.

Implementation of the goals outlined later in this document is dependent on the County's investment in economic development activities, in good planning for agriculture, commerce and industry, and in investment in public services and facilities. Southampton County has indicated a commitment to the economic development of our area through the creation of the first agribusiness industrial park in Virginia which incorporates a state farmer's market.

Industrial development is directly related to a locality's ability to meet the needs of a prospective industry. A few of the major needs of an industry would be accessibility to major thoroughfares, access to rail, and the availability of public water and sewer. The locating of possible industries can be on a case by case basis taking into account the individual needs of the industry and the effects they may have on the surrounding uses.

The County should actively pursue new business and industry which builds upon (the) natural resources base and intrinsic aesthetic qualities, and compensates for (the) disadvantages such as the lack of venture capital and transportation. The County should develop cooperative working relationships with the towns located within the County and with adjacent jurisdictions to provide public utilities and services in support of new housing, industry and business.

New opportunities to support and encourage additional agricultural diversification should also be explored by the County.