

CAREER CHOICE

IMAGINECONNECTEXPLORE

SOVA Youth Expo 2014

October 1-2, 2014

**Olde Dominion Agricultural Center
19783 U.S. Highway 29 South ■ Chatham, Virginia**



IMAGINE your potential
CONNECT with employers
EXPLORE career possibilities

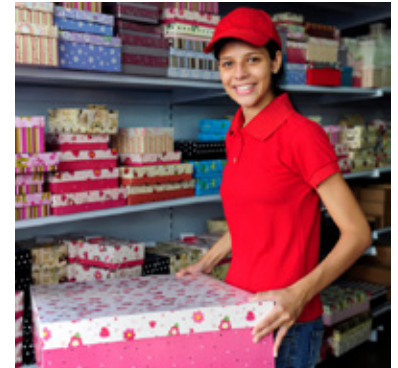


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MESSAGE TO STUDENTS

Thinking about your career now may seem a little weird, but we challenge you to ask yourself a simple question:

What am I really good at doing?

You may excel in the classroom or on the field or stage or even both. You may also be good at playing board and video games, or putting together puzzles and airplane models or making baked goods, jewelry and sandcastles or camping, fishing, biking, hiking or convincing your friends there is nothing more fun than going on the scariest rollercoaster.

Regardless of your talents and interests in or out of the classroom, without even knowing it, when you are really good at something, you have an opportunity to turn this talent into something more: **Your job.**

This **Career ChoICE** event is for you to see firsthand the jobs right here in our region that match your talents and dreams for the future. Our advice to you is to take advantage of this opportunity – Ask employers and their employees what they love most about their companies and their roles in these companies. Can you relate to their passions? Can you see yourself doing what they are doing after you have finished your education?

Enjoy your time at the Expo and ask a lot of questions. Think about your career opportunities leading to jobs that support your talents and dreams for the future.

When you are ready, you may want to discuss your ideas with your career and technical education representative at your school. For your convenience, here are their names and contact information:

DANVILLE

Jackie Rochford
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MESSAGE TO PARENTS, FAMILY MEMBERS AND CAREGIVERS

Welcome to Career ChoICE, our first career expo specifically designed to engage our youth in career opportunities available in Southern Virginia. You may be surprised by the opportunities.

In this program, we have listed the career opportunities and salary potential in ten clusters:

Human Services & Education ■ Law, Public Safety & Government

Finance & Business Management ■ IT/Computer Science & STEM

Architecture, Construction & Engineering

Manufacturing, Transportation & Logistics

Arts & Communications ■ Tourism, Marketing & Food

Agriculture & Natural Resources ■ Health Sciences

Our youth undoubtedly have talents and interests. We ask that you encourage your student to cultivate his/her talents and interests now instead of later. It is not too early to make choices in school that will enhance your student's future. If you would like guidance, please contact your area's career and technical education representative. A list with contact information is on the previous page.

There are good paying jobs in our region that all require at the very least a high school diploma. Not all good paying jobs require a bachelor's degree, but to be competitive, another credential after the high school diploma is desired by our employers.

Career ChoICE is brought to you by the Dan River Region Collaborative and the Southern Virginia Youth Career Expo Planning Team to expose seventh graders and high school students, primarily in the ninth grade, from Danville and Martinsville and the counties of Halifax, Henry, Patrick and Pittsylvania to real-life career choices in our region.

To learn more, go to www.sovacareerchoice.org.

A Chance To Win an iPad Mini

Complete the adjacent Adult Engagement Form
and return it to your student's school
by October 10, 2014.



ADULT ENGAGEMENT FORM



SOVA Youth Expo 2014

Your student attended the **SOVA Career ChoICE Expo** today along with ~2500 other students. We hope you will take a few minutes to ask about the experience. This booklet is a tremendous resource for your student as he/she prepares to develop a career plan.

*By completing this form and returning it to your student's school, you will be eligible for a drawing to receive an iPad mini. The deadline to return the form to the school is **October 10, 2014**.*

Name of Student: _____ Date of Birth: _____ / _____ / _____
Month Day Year

School: _____

1. My student's favorite activity from the Career Expo was: _____

2. My student has expressed an interest in the following job/career(s): _____

3. Look on Page 6 in the booklet. These are some essential skills and job requirements that employers expect all of their employees to have. Which of these skills can you help your student develop? _____

Do you believe there will be a good job for your student in southern Virginia when he/she graduates?

☐ YES ☐ NO

Signature: _____ Parent/Guardian Name: _____

Parent/Guardian Parent/Guardian

Phone: _____ Email: _____



THANK YOU TO OUR SPONSORS

PLATINUM
\$10,000 or more



the **harvest** foundation



GOLD
\$5,000

THANK YOU TO OUR SPONSORS

SILVER
\$2,500



Danville Pittsylvania
County Chamber
of Commerce, Inc.



BRONZE
\$1,000



SUPPORTER
\$500



INTRODUCTION

The intent of this program is to help you navigate through Career ChoICE, our first Southern Virginia Youth Expo, so that you are prepared to:

- **IMAGINE** your potential
- **CONNECT** with employers
- **EXPLORE** career possibilities

Over two-days, more than 5,000 youth from Danville and Martinsville and the counties of Halifax, Henry, Patrick and Pittsylvania will come to this event to explore the variety of career possibilities in Southern Virginia. You will be surprised how many jobs will be available to you upon your graduation. In many cases these jobs may require additional schooling and/or credentials or certifications.

No matter the level of education, all jobs require these **10 essential skills**:

ACTIVE LEARNING

Understanding the implications of new information for both current and future problem-solving and decision-making.

ACTIVE LISTENING

Giving full attention to what other people are saying, taking time to understand the points being made, asking questions as appropriate, and not interrupting at inappropriate times.

CRITICAL THINKING

Using logic and reasoning to identify the strengths and weaknesses of alternative solutions, conclusions or approaches to problems.

LEARNING STRATEGIES

Selecting and using training/instructional methods and procedures appropriate for the situation when learning or teaching new things.

MATHEMATICS

Using mathematics to solve problems.

MONITORING

Monitoring/Assessing performance of yourself, other individuals, or organizations to make improvements or take corrective action.

READING COMPREHENSION

Understanding written sentences and paragraphs in work related documents

SCIENCE

Using scientific rules and methods to solve problems.

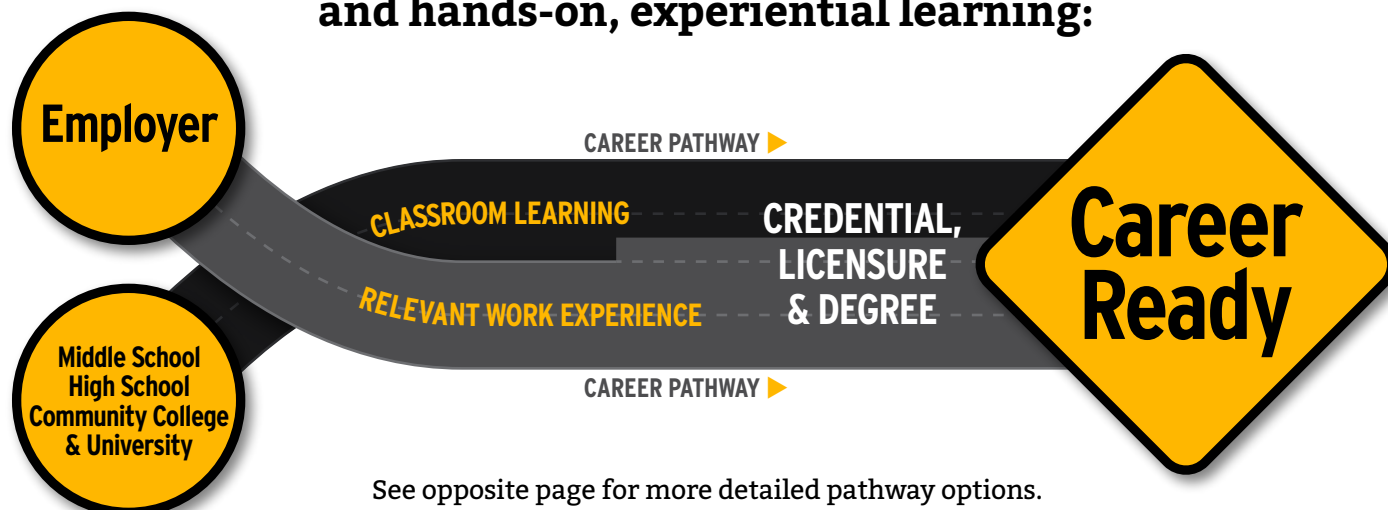
SPEAKING

Talking to others to convey information effectively.

WRITING

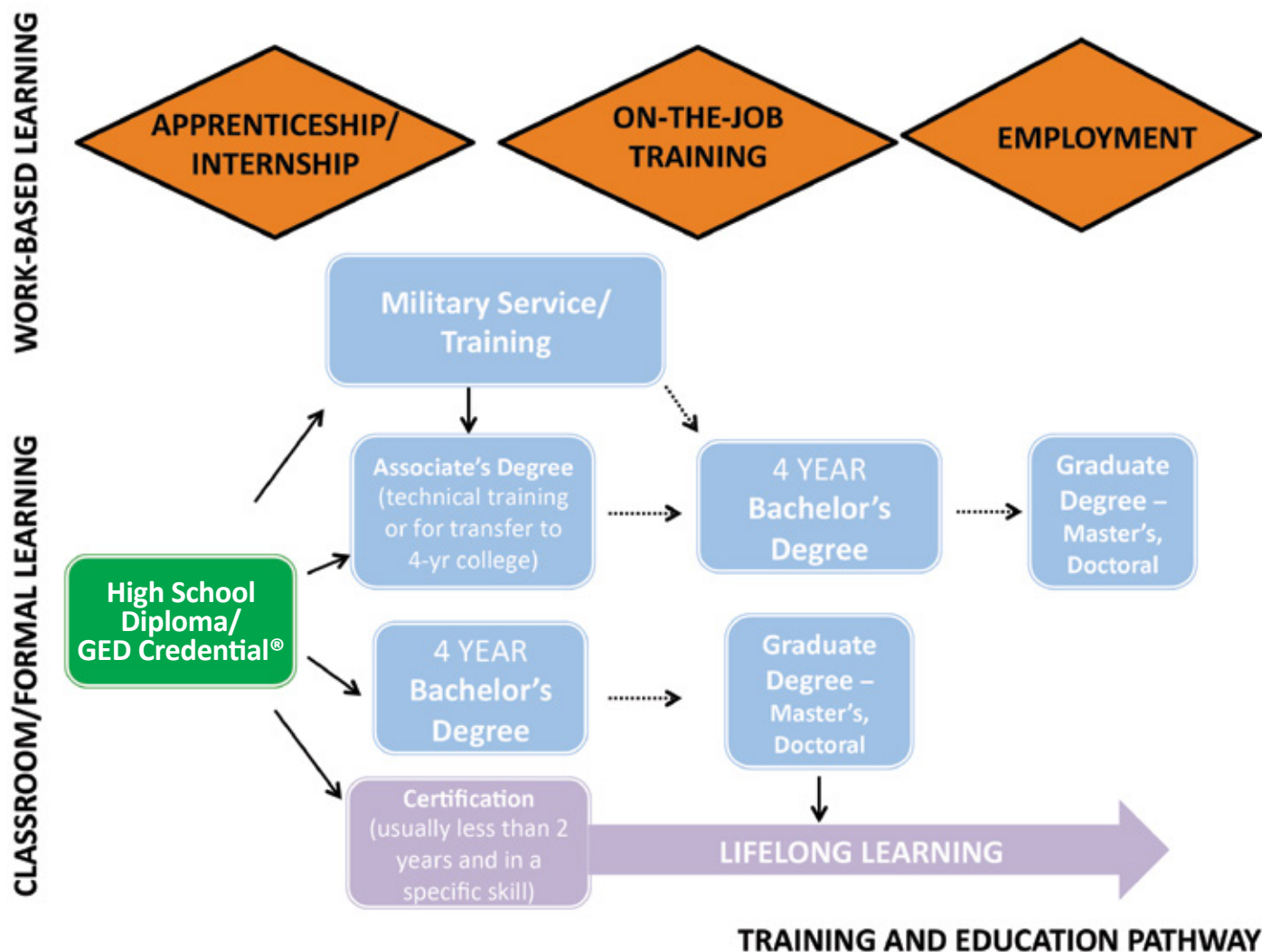
Communicating effectively in writing as appropriate for the needs of the audience.

Becoming career ready involves classroom and hands-on, experiential learning:



See opposite page for more detailed pathway options.

CAREER PATHWAY OPTIONS



SOUTHERN VIRGINIA YOUTH CAREER EXPO PLANNING TEAM

Dr. Julie Brown and Jessie Vernon	THE INSTITUTE FOR ADVANCED LEARNING AND RESEARCH
Laurie Moran and Kate Farmer	DANVILLE PITTSYLVANIA COUNTY CHAMBER OF COMMERCE
Nancy Pool and Mitzi Riddle	HALIFAX COUNTY CHAMBER OF COMMERCE
Amanda Witt and Robbie Knight	MARTINSVILLE HENRY COUNTY CHAMBER OF COMMERCE
Angela Rigney	PITTSYLVANIA COUNTY SCHOOLS
Shawn Haws	HALIFAX COUNTY SCHOOLS
Crystal Ritchson and Anne Stultz	MARTINSVILLE CITY SCHOOLS
Sandy Strayer, Donna Hicks and Wendy Durham	HENRY COUNTY SCHOOLS
Jackie Rochford	DANVILLE CITY SCHOOLS
Robin Ferguson	PATRICK COUNTY SCHOOLS
Lisa Fultz	WEST PIEDMONT WORKFORCE INVESTMENT BOARD
Debra Crowder	SOUTH CENTRAL WORKFORCE INVESTMENT BOARD

HUMAN SERVICES



Do you want to devote your life to helping others and making a difference in your community?

Do you have these unique talents?

◆ **Performing for or Working Directly with the Public**

Performing for people or dealing directly with the public.
This includes serving customers in restaurants and stores,
and receiving clients or guests.

◆ **Evaluating Information to Determine Compliance with Standards**

Using relevant information and individual judgment
to determine whether events or processes comply
with laws, regulations, or standards.

◆ **Judging the Qualities of Things, Services, or People**

Assessing the value, importance, or quality of things or people.

Yes? Careers in Human Services may be your calling and your career options are unlimited from early childhood care, mental health services or personal care services.

Spotlight Job:

Marriage and Family Therapists

Diagnose and treat mental and emotional disorders, whether cognitive, affective, or behavioral, within the context of marriage and family systems. Apply psychotherapeutic and family systems theories and techniques in the delivery of services to individuals, couples, and families for the purpose of treating such diagnosed nervous and mental disorders.

Related job titles: Advanced Clinical Specialist, Clinical Services Director, Clinical Therapist, Clinician, Counselor, Family Therapist, Licensed Marriage and Family Therapist (LMFT), Marriage and Family Therapist (MFT), Psychotherapist, Therapist

HUMAN SERVICES

High Demand Occupational Projections for VA

Occupation	2012 Median Wage	2020 Projected Employment	Typical Education Needed for Entry
Personal Care Aides	\$18,370	41,721	High school diploma
Childcare Workers	\$19,110	33,233	Postsecondary certificate
Hairstylists	\$23,120	23,955	Postsecondary certificate
Mental Health Counselors	\$42,730	10,384	Master's degree
Child, Family, and School Social Workers	\$42,880	9,744	Bachelor's degree
Fitness Trainers and Aerobics Instructors	\$32,210	9,546	Postsecondary certificate
Human Service Assistants	\$29,410	8,430	High school diploma
Supervisors of Personal Services Workers	\$35,590	6,519	High school diploma
Rehabilitation Counselors	\$36,040	5,815	Master's degree
Massage Therapists	\$51,870	4,989	Postsecondary certificate
Mental Health Social Workers	\$44,080	3,717	Bachelor's degree
Healthcare Social Workers	\$49,510	3,342	Master's degree
Substance Abuse Counselors	\$40,600	2,924	Bachelor's degree
Residential Advisors	\$25,540	2,833	Some college
Marriage and Family Therapists	\$42,870	1,961	Master's degree
Tailors, Dressmakers, and Custom Sewers	\$24,070	1,926	High school diploma
Skincare Specialists	\$19,340	1,858	Postsecondary certificate
Health Educators	\$51,610	1,716	Bachelor's degree
Clergy	\$37,330	1,209	Bachelor's degree
Directors, Religious Activities and Education	\$45,500	674	Bachelor's degree

Source: Virginia Department of Education, Office of Career and Technical Education Services and Virginia Employment Commission, Virginia Occupational Employment Projections 2012-2020

SOUTHERN VIRGINIA EMPLOYERS

All Care Family Services
 Alliance Human Services, Inc.
 Alzheimer's Association Central and Western Virginia Chapter
 American Cancer Society
 American Heart Association
 American Red Cross
 Belton Hearing Aid Center
 Big Brothers Big Sisters of Danville Area, Inc.
 Blue Ridge Independent living Center
 Boys & Girls Clubs
 Chatham Cares, Inc./The Community Center of Chatham
 Citizens Against Family Violence
 CONTACT Listen Line
 Danville Area Council of Community Services
 Danville Cancer Association, Inc.
 Danville Pittsylvania Community Services
 Danville Division of Social Services
 Danville Regional Foundation
 EHS Support Services
 God's Pit Crew, Inc.
 God's Storehouse, Inc.
 Goodwill Industries of South Central Virginia
 Goodwill Industries of the Valley
 Henry County-Martinsville Department of Social Services
 Hughes Memorial Foundation

Independent Living Services for the Piedmont Area
 Mountain Valley Hospice & Palliative Care
 National Counseling Group
 Piedmont Community Services
 Pittsylvania County Community Action
 Pittsylvania County Department of Social Services
 REACH Employee Assistance
 Salvation Army
 Smart Beginnings
 Southern Area Agency on Aging
 Southside Community Services Board
 SPCA
 STEP Inc.
 Stepping Stones, Inc.
 Telamon
 The Arc of Southside
 The Bridge II, Inc.
 The Community Foundation of the Dan River Region
 The Harvest Foundation
 United Way Danville Pittsylvania County
 United Way Henry County Martinsville
 Virginia Department of Rehabilitative Services
 Virginia Prosthetics, Inc.
 West Piedmont Workforce Investment Board
 YMCA

These companies represent a sampling of businesses within this cluster. For additional employers, contact your local Chamber of Commerce.

EDUCATION



Do you enjoy assisting others in learning and acquiring new skills?

Do you have these unique talents?

◆ **Organizing, Planning, and Prioritizing Work**

Developing specific goals and plans to prioritize, organize, and accomplish your work.

◆ **Training and Teaching Others**

Identifying the educational needs of others, developing formal educational or training programs or classes, and teaching or instructing others.

◆ **Coaching and Developing Others**

Identifying the developmental needs of others and coaching, mentoring, or otherwise helping others to improve their knowledge or skills.

Yes? Careers choices include teaching in a classroom or virtual environment, leading as a college president or school superintendent and providing informal education at a museum or science center.

Spotlight Job:

Career/Technical Education Teachers

Teach occupational or career and technical subjects at the secondary school level in public or private schools.

Related job titles: Teacher, Family and Consumer Sciences Teacher (FACS Teacher), Instructor, Technology Education Teacher, Business Education Teacher, Cosmetology Teacher, Agricultural Education Teacher, Allied Health Teacher, Marketing Education Teacher, Welding Instructor

EDUCATION

High Demand Occupational Projections for VA

Occupation	2012 Median Wage	2020 Projected Employment	Typical Education Needed for Entry
Elementary School Teachers, Except Special Ed.	\$54,810	44,796	Bachelor's degree
Teacher Assistants	\$22,620	35,808	Postsecondary certificate
Secondary School Teachers	\$55,480	27,293	Bachelor's degree
Middle School Teachers, Except Special Ed.	\$54,580	20,229	Bachelor's degree
Preschool Teachers, Except Special Ed.	\$27,860	12,450	Associate's degree
Coaches and Scouts	\$32,890	9,677	Bachelor's degree
School Counselors	\$55,020	8,279	Master's degree
Education Administrators, Elementary and Secondary	\$83,670	7,995	Master's degree
Kindergarten Teachers, Except Special Ed.	\$54,050	5,489	Bachelor's degree
Librarians	\$58,450	5,234	Master's degree
Self-Enrichment Education Teachers	\$40,490	5,076	Bachelor's degree
Instructional Coordinators	\$65,450	4,659	Master's degree
Special Education Teachers, Secondary School	\$55,280	4,514	Bachelor's degree
Special Education Teachers, Middle School	\$56,060	3,767	Bachelor's degree
Adult Basic Education Teachers	\$53,580	3,476	Bachelor's degree
CTE Teachers, Secondary	\$56,690	3,469	Bachelor's degree
Education Administrators, Postsecondary	\$81,990	3,198	Master's degree
Library Technicians	\$30,590	2,559	Postsecondary certificate
Education Administrators, Preschool and Childcare	\$95,910	1,250	Bachelor's degree

Source: Virginia Department of Education, Office of Career and Technical Education Services and Virginia Employment Commission, Virginia Occupational Employment Projections 2012-2020

SOUTHERN VIRGINIA EMPLOYERS

Abundant Life World Outreach Church

American National University

Averett University

Business Training Results

Camp Motorsport

Carlbrook School

Carlisle School

Chatham Hall

Dan River Basin Association

Danville Community College

Danville Public Schools

Danville Science Center

Ferrum College

Hargrave Military Academy

Halifax County Public Schools

Henry County Public Schools

Integrative Centers for Science and Medicine

Institute for Advanced Learning & Research

Longwood University

Martinsville City Public Schools

Medical Solutions Academy

New College Institute

Old Dominion University Distance Learning

Patrick County Public Schools

Patrick Henry Community College

Pittsylvania County Public Schools

Sacred Heart School

Southern Artisan Center

Southern Virginia Higher Education Center

Southside Virginia Community College

Spencer-Penn Center

Sur Language & Culture School, Inc.

Trinity Christian School

Westover Christian Academy

Virginia Advanced Study Strategies

Virginia Museum of Natural History

Virginia Technical Institute

These companies represent a sampling of businesses within this cluster. For additional employers, contact your local Chamber of Commerce.

LAW & PUBLIC SAFETY



Do you have a protective nature or tend to be the first to argue the other side or take a position you may not necessarily agree with in order to explore a thought further?

Do you have these unique talents?

◆ **Organizing, Planning, and Prioritizing Work**

Developing specific goals and plans to prioritize, organize, and accomplish your work.

◆ **Interpreting the Meaning of Information for Others**

Translating or explaining what information means and how it can be used.

◆ **Documenting/Recording Information**

Entering, transcribing, recording, storing, or maintaining information in written or electronic/magnetic form.

Yes? Career opportunities range from public safety officers to legal services to homeland security. Positions in state and federal agencies will be more competitive, requiring people in this field to earn some type of college degree or gain military experience.

Spotlight Job:

Paralegal

Assist lawyers by investigating facts, preparing legal documents, or researching legal precedent. Conduct research to support a legal proceeding, to formulate a defense, or to initiate legal action.

Related job titles: Law Clerk, Legal Assistant, Legal Clerk, Real Estate Paralegal, Summer Law Associate, Legal Analyst, Paralegal Specialist, Certified Paralegal, Immigration Paralegal

LAW & PUBLIC SAFETY

High Demand Occupational Projections for VA

Occupation	2012 Median Wage	2020 Projected Employment	Typical Education Needed for Entry
Security Guards	\$27,710	37,626	High school diploma
Lawyers	\$115,730	23,275	Professional degree
Correctional Officers and Jailers	\$35,120	17,898	High school diploma
Police and Sheriff's Patrol Officers	\$47,100	17,798	Some college
Paralegals and Legal Assistants	\$47,030	10,256	Associate's degree
Firefighters	\$43,570	8,573	Postsecondary certificate
EMTs and Paramedics	\$30,080	5,997	Postsecondary certificate
Legal Secretaries	\$42,200	3,874	Some college
Probation Officers	\$41,850	3,489	Bachelor's degree
Detectives and Criminal Investigators	\$79,370	3,422	Bachelor's degree
Police, Fire, and Ambulance Dispatchers	\$33,610	3,264	High school diploma
Supervisors of Police and Detectives	\$77,250	2,546	Some college
Private Detectives and Investigators	\$57,460	2,506	Postsecondary certificate
Supervisors of Correctional Officers	\$44,280	2,431	Some college
Supervisors of Fire Fighting Workers	\$65,970	1,876	Postsecondary certificate
Animal Control Workers	\$33,160	513	High school diploma
Judicial Law Clerks	\$42,220	443	Professional degree
Forensic Science Technicians	\$65,190	415	Bachelor's degree
Court Reporters	\$47,790	270	Postsecondary certificate
Fish and Game Wardens	\$41,490	234	Bachelor's degree

Source: Virginia Department of Education, Office of Career and Technical Education Services and Virginia Employment Commission, Virginia Occupational Employment Projections 2012-2020

SOUTHERN VIRGINIA EMPLOYERS

Adams, Elmore and Fisk, P.L.C.
 Armstrong, Ward L., Attorney
 Bagwell & Bagwell, P.C.
 Carter Craig, Attorneys at Law
 Charles M. Aaron, Attorney of Law
 Claudette S. Robertson, P.C.
 Clement & Wheatley
 Christopher A. Corbett
 Daniel, Medley & Kirby
 Danville Fire Department
 Danville Police Department
 Danville Sheriff's Department
 David Pugh, P.L.L.C.
 Ford, James H., Esq.
 Gardner, Barrow, Sharpe & Pearson, P.C.
 Gautsch, George R., Atty.
 Gentry Locke
 Gravitt & Gravitt
 Green Rock Correctional Center
 Halifax Sheriff's Department
 Haymore & Holland, P.C.
 Henry County Sheriff's Office
 Harold E. Slate

John P. Hance
 Kimble Reynolds, Jr., Attorney at Law
 Luis A. Abreu, Attorney at Law
 Martinsville Fire Department
 Martinsville-Henry County 911
 Martinsville Police Department
 Martinsville's Sheriff's Department
 Office of William Roscoe Reynolds
 Patrick County Sheriff's Department
 Pittsylvania County Sheriff's Department
 Ridgeway Rescue Squad
 Robert H. Whitt, Jr., Attorney at Law
 Robert T. Vaughan, Jr., P.C.
 Robert W. Haley, Attorney at Law
 Staunton River State Park
 The Estate & Elder Law Center of Southside VA, PLLC
 The Legal Boutique, PLC
 Woods Rogers P.L.C.
 Young, Haskins, Mann, Gregory, McGarry & Wall, P.C.
 Virginia Department of Game and Inland Fisheries

These companies represent a sampling of businesses within this cluster. For additional employers, contact your local Chamber of Commerce.

GOVERNMENT



Do you want to defend our nation against foreign aggression, present our interests in our homeland or abroad or pass and enforce local laws?

Do you have these unique talents?

◆ **Communicating with People Outside Your Organization**

Communicating with people outside the organization, representing the organization to customers, the public, government, and other external sources. This information can be exchanged in person, in writing, or by telephone or e-mail.

◆ **Establishing and Maintaining Interpersonal Relationships**

Developing constructive and cooperative working relationships with others, and maintaining them over time.

◆ **Resolving Conflicts and Negotiating with Others**

Handling complaints, settling disputes, and resolving grievances and conflicts, or otherwise negotiating with others.

Yes? Virtually every occupation can be found within this field. Regardless, the majority of these occupations in this field tend to involve high level problem-solving for the betterment of the nation, state or locality.

Spotlight Job:

Construction and Building Inspectors

Inspect structures using engineering skills to determine structural soundness and compliance with specifications, building codes, and other regulations. Inspections may be general in nature or may be limited to a specific area, such as electrical systems or plumbing.

Related job titles: Building Code Administrator, Building Inspection Engineer, Building Official, Combination Building Inspector, Construction Materials Testing Technician, Elevator Inspector, Inspector, Plumbing Inspector

GOVERNMENT

High Demand Occupational Projections for VA

Occupation	2012 Median Wage	2020 Projected Employment	Typical Education Needed for Entry
Compliance Officers	\$63,210	8,189	Bachelor's degree
Interpreters and Translators	\$89,650	7,781	Bachelor's degree
Postal Service Mail Carriers	\$54,790	6,745	High school diploma
Construction and Building Inspectors	\$50,280	3,991	Some college
Eligibility Interviewers	\$37,450	3,828	Associate's degree
Transportation Security Screeners	\$36,570	2,583	High school diploma
Tax Preparers	\$37,460	2,559	Bachelor's degree
Occupational Health and Safety Specialists	\$60,100	2,557	Bachelor's degree
Appraisers and Assessors of Real Estate	\$55,400	1,944	Bachelor's degree
Court, Municipal, and License Clerks	\$32,010	1,912	High school diploma
Tax Examiners and Collectors	\$45,110	1,891	Bachelor's degree
Urban and Regional Planners	\$63,700	1,474	Master's degree
Financial Examiners	\$64,540	1,183	Bachelor's degree
Postal Service Clerks	\$53,090	932	High school diploma
Legislators	\$18,460	641	Bachelor's degree
Postmasters and Mail Superintendents	\$62,700	487	Some college
Transportation Inspectors	\$67,660	437	Some college
Occupational Health and Safety Technicians	\$40,630	415	Bachelor's degree

Source: Virginia Department of Education, Office of Career and Technical Education Services and Virginia Employment Commission, Virginia Occupational Employment Projections 2012-2020

SOUTHERN VIRGINIA EMPLOYERS

Booker T. Washington National Monument

City of Danville

City of Martinsville

Commonwealth of Virginia

Commonwealth's Attorneys

Constitutional Officers (Sheriffs, Commissioners of Revenue, Treasurers and Clerks of Courts)

Halifax County

Henry County

Patrick County

Pittsylvania County

South Central Workforce Investment Board

Southside Planning District

Towns of Gretna, Halifax, South Boston and Stuart

Virginia Housing Development Authority

Virginia Department of Rehabilitation Services

West Piedmont Planning District Commission

West Piedmont Workforce Investment Board

These companies represent a sampling of businesses within this cluster. For additional employers, contact your local Chamber of Commerce.

FINANCE



Are you a true problem-solver, including using math and formulas to come to a conclusion or decision?

Do you have these unique talents?



Interacting with Computers

Using computers and computer systems (including hardware and software) to program, write software, set up functions, enter data, or process information.



Making Decisions and Solving Problems

Analyzing information and evaluating results to choose the best solution and solve problems.



Updating and Using Relevant Knowledge

Keeping up-to-date technically and applying new knowledge to your job.

Yes?

Every sector of the economy offers a job in this career. Many career opportunities require specialized skills, even at the entry level. It is projected with the number of baby boomers about to retire, careers in finance will be plentiful.

Spotlight Job:

Actuaries

Analyze statistical data, such as mortality, accident, sickness, disability, and retirement rates and construct probability tables to forecast risk and liability for payment of future benefits. May ascertain insurance rates required and cash reserves necessary to ensure payment of future benefits.

Related job titles: Actuary, Actuarial Analyst, Pricing Actuary, Product Development Actuary, Actuarial Assistant, Actuarial Associate, Actuarial Consultant, Consulting Actuary, Health Actuary, Pricing Analyst

FINANCE

High Demand Occupational Projections for VA

Occupation	2012 Median Wage	2020 Projected Employment	Typical Education Needed for Entry
Accountants and Auditors	\$68,710	47,032	Bachelor's degree
Financial Managers	\$120,040	15,797	Bachelor's degree
Tellers	\$26,720	13,620	High school diploma
Insurance Sales Agents	\$44,650	11,580	Bachelor's degree
Financial Analysts	\$80,150	11,569	Bachelor's degree
Bill and Account Collectors	\$33,060	10,971	High school diploma
Loan Officers	\$55,770	9,660	Bachelor's degree
Financial Services Sales Agents	\$60,520	6,538	Bachelor's degree
Personal Financial Advisors	\$72,990	5,372	Bachelor's degree
Loan Interviewers and Clerks	\$35,030	5,237	Some college
Insurance Clerks	\$33,870	5,024	Some college
Claims Adjusters and Investigators	\$54,980	4,514	Bachelor's degree
Budget Analysts	\$79,950	3,386	Bachelor's degree
Tax Preparers	\$37,460	2,559	Bachelor's degree
Credit Analysts	\$68,940	2,286	Bachelor's degree
Insurance Underwriters	\$56,610	1,745	Bachelor's degree
Brokerage Clerks	\$38,680	1,342	Some college
Credit Authorizers	\$32,930	955	High school diploma
Actuaries	\$75,750	557	Bachelor's degree
Insurance Appraisers, Auto Damage	\$56,930	356	Postsecondary certificate

Source: Virginia Department of Education, Office of Career and Technical Education Services and Virginia Employment Commission, Virginia Occupational Employment Projections 2012-2020

SOUTHERN VIRGINIA EMPLOYERS

Alcova Mortgage	Fidelity Bank	Scott & Stringfellow
American National Bank and Trust Co.	First Citizens Bank	See Enterprise, L.P., L.L.P.
Ameriprise Financial Services	First Investors Consulting Group	Springleaf Financial Services
AXA Advisors, LLC	First State Bank	Stifel
Banister Bend Farm	H & R Block	SunTrust Bank
BB&T	Lendmark Financial	SunTrust Mortgage, Inc.
Beacon Credit Union	Lincoln Financial Advisors	Surrey Bank & Trust
Benchmark Community Bank	Martinsville DuPont Credit Union	Tri County Federal Credit Union
Brin Financial Corp.	Martinsville First Savings Bank	URW Community Federal Credit Union
Carter Bank & Trust	Piedmont Credit Union	Virginia Bank & Trust
CIT	Prescott Financial Management	Virginia Housing Development Authority
Crosscountry Mortgage	Pulliam Insurance Company	Wells Fargo Advisors Bullard Investments
Davenport & Company, LLC	R. J. Baldwin Agency, Inc.	Wells Fargo Advisors, LLC
Edward Jones Investments	Raymond James Financial Services, Inc.	
Farm Credit of the Virginias ACA	River Community Bank, NA	

These companies represent a sampling of businesses within this cluster. For additional employers, contact your local Chamber of Commerce.

BUSINESS MANAGEMENT & ADMINISTRATION



Are you good at a lot of things and welcome the opportunity to fit into any work environment because you have a solid foundation on what it takes for any business operation to be successful?

Do you have these unique talents?



Getting Information

Observing, receiving, and otherwise obtaining information from all relevant sources.



Communicating with Supervisors, Peers, or Subordinates

Providing information to supervisors, co-workers, and subordinates by telephone, in written form, e-mail, or in person.



Establishing and Maintaining Interpersonal Relationships

Developing constructive and cooperative working relationships with others, and maintaining them over time.

Yes?

As with Finance, every sector of the economy offers a job in Business Management and Administration. As technology becomes more advanced and businesses begin to expand globally, international expertise will be a valuable skill for individuals in this field.

Spotlight Job:

Training and Development Specialists

Design and conduct training and development programs to improve individual and organizational performance. May analyze training needs.

Related job titles: Corporate Trainer, Computer Training Specialist, Job Training Specialist, Management Development Specialist, Trainer, Training Coordinator, Training Specialist, E-Learning Developer, Technical Trainer

BUSINESS MANAGEMENT & ADMINISTRATION

High Demand Occupational Projections for VA

Occupation	2012 Median Wage	2020 Projected Employment	Typical Education Needed for Entry
Office Clerks	\$27,840	114,568	High school diploma
Management Analysts	\$91,160	72,140	Bachelor's degree
General and Operations Managers	\$111,710	59,361	Bachelor's degree
Customer Service Representatives	\$30,480	58,538	Some college
Bookkeeping Clerks	\$35,830	58,300	Some college
Supervisors of Office Workers	\$50,030	44,753	Some college
Receptionists	\$26,520	37,540	High school diploma
Secretaries and Administrative Assistants	\$33,660	30,330	Some college
Executive Secretaries and Assistants	\$47,360	26,915	Some college
Shipping, Receiving, and Traffic Clerks	\$29,020	15,033	High school diploma
Training and Development Specialists	\$61,310	12,267	Bachelor's degree
Operations Research Analysts	\$92,980	5,563	Bachelor's degree
Administrative Services Managers	\$83,950	5,415	High school diploma
Human Resources Assistants	\$37,400	5,052	High school diploma
Payroll and Timekeeping Clerks	\$39,780	4,336	High school diploma
Human Resources Managers	\$115,690	2,969	Bachelor's degree
File Clerks	\$25,850	2,931	High school diploma
Compensation and Job Analysis Specialists	\$58,730	2,887	Bachelor's degree
Procurement Clerks	\$40,710	2,456	Some college
Training and Development Managers	\$107,920	1,579	Bachelor's degree

Source: Virginia Department of Education, Office of Career and Technical Education Services and Virginia Employment Commission, Virginia Occupational Employment Projections 2012-2020

SOUTHERN VIRGINIA EMPLOYERS

American Forest Management, Inc.

Block Services

Blue Ridge Human Resources Association

BMS Consulting

Business Results Training

Business Squared

Chamber's Partnership for Economic Growth

Dan River Business Development Center

Excelen Performance

GENEDGE ALLIANCE

ICF International

Longwood Small Business Development

Martinsville Henry County Economic Development Corp.

Phoenix Community Development Corporation

R. Frank Fox, Jr. Business Management Consultant

Recovery Solutions Group, LLC

SCORE

Shred Instead

South Boston Halifax County Visitor Center

Southern Piedmont Technology Council

The Launch Place

Vaughan & Associates, LLC

Wayne Wilson & Company

West Piedmont Business Development Center

West Piedmont Workforce Investment Board

Westan Business Services

R. J. Baldwin Agency, Inc.

Raymond James Financial Services, Inc.

River Community Bank, NA

Scott & Stringfellow

See Enterprise, L.P., L.L.P.

Springleaf Financial Services

Stifel

SunTrust Bank

SunTrust Mortgage, Inc.

Surrey Bank & Trust

URW Community Federal Credit Union

Virginia Bank & Trust

Virginia Housing Development Authority

Wells Fargo Advisors Bullard Investments

Wells Fargo Advisors, LLC

These companies represent a sampling of businesses within this cluster. For additional employers, contact your local Chamber of Commerce.

INFORMATION TECHNOLOGY, COMPUTER SCIENCE & STEM



Do you have a strong foundation in mathematics and science as well as high technical skills, but you also like to show off your creative side?

Do you have these unique talents?



Interacting with Computers

Using computers and computer systems (including hardware and software) to program, write software, set up functions, enter data, or process information.



Thinking Creatively

Developing, designing, or creating new applications, ideas, relationships, systems, or products, including artistic contributions.



Processing Information

Compiling, coding, categorizing, calculating, tabulating, auditing, or verifying information or data.

Yes?

Careers in Information Technology and Computer Science can be found in every sector of the economy, providing assistance at a multitude of levels. As technology advances across the globe, it is important to have individuals who understand and can support the new technological demands. Additionally, Science, Technology, Engineering and Mathematics (STEM) occupations are about planning, managing, and providing scientific research and professional and technical services (e.g., physical science, social science, engineering) including laboratory and testing services and research and development services.

Spotlight Job:

Computer Programmer

Create, modify, and test the code, forms, and script that allow computer applications to run. Work from specifications drawn up by software developers or other individuals. May assist software developers by analyzing user needs and designing software solutions. May develop and write computer programs to store, locate, and retrieve specific documents, data, and information.

Related job titles: *Programmer Analyst, Programmer, Analyst Programmer, Computer Programmer, Software Developer, Applications Developer, Computer Programmer Analyst, Internet Programmer, Java Developer, Web Programmer*

INFORMATION TECHNOLOGY, COMPUTER SCIENCE & STEM

High Demand Occupational Projections for VA

Occupation	2012 Median Wage	2020 Projected Employment	Typical Education Needed for Entry
Software Developers, Systems Software	\$112,410	48,184	Bachelor's degree
Software Developers, Applications	\$101,200	44,602	Bachelor's degree
Computer Systems Analysts	\$91,870	42,177	Bachelor's degree
Computer Support Specialists	\$48,730	30,381	Some college
Network and Systems Architects and Administrators	\$85,000	27,294	Bachelor's degree
Computer and Information Systems Managers	\$137,400	20,270	Bachelor's degree
Computer Programmers	\$73,150	11,298	Bachelor's degree
Computer Occupations, All Other	\$95,470	10,771	Bachelor's degree
Database Administrators	\$92,370	8,190	Bachelor's degree
Technical Writers	\$71,610	4,099	Bachelor's degree
Computer and Information Research Scientists	\$110,770	3,496	Doctoral degree
Computer Hardware Engineers	\$106,350	2,375	Bachelor's degree
Multimedia Artists and Animators	\$56,640	1,371	Bachelor's degree
Biochemists and Biophysicists	\$60,610	608	Doctoral degree
Environmental Engineering Technicians	\$38,950	500	Associate's degree
Microbiologists	\$62,070	329	Bachelor's degree

Source: Virginia Department of Education, Office of Career and Technical Education Services and Virginia Employment Commission, Virginia Occupational Employment Projections 2012-2020

SOUTHERN VIRGINIA EMPLOYERS

Airborne Electronics Repair

Beetoobi IT Solutions

C & W Associates

CenturyLink

Chatmoss Web Systems

Citizens

Comcast

Computer Clinic, Inc.

Danville Communications Center, Inc.

Davenport Communications

FairPoint Communications

Freelance Companion

Gamewood Technology Group

Gamewood, Inc.

GCR Co.

GCS Electronics & Communications

Glerin

HD Web Studio

Institute for Advanced Learning & Research

Integrated Technology Group, Inc.

Martinsville Electronics, LLC

McDarmont Web Design, Inc.

Mid Atlantic Broadband Communities Corporation

Noblis

NTELOS

Pro-Tech Computer Repair

Solution Store

Stuart Communications, Inc.

TekaByte, Inc.

The Cellular Connection - Verizon Wireless Premium Retailer

Verizon

Verizon Wireless Zone

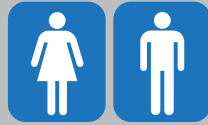
Your I. T. Professional LLC

These companies represent a sampling of businesses within this cluster. For additional employers, contact your local Chamber of Commerce.

CAREER CHOICE

IMAGINECONNECTEXPLORE

SOVA Youth Expo 2014

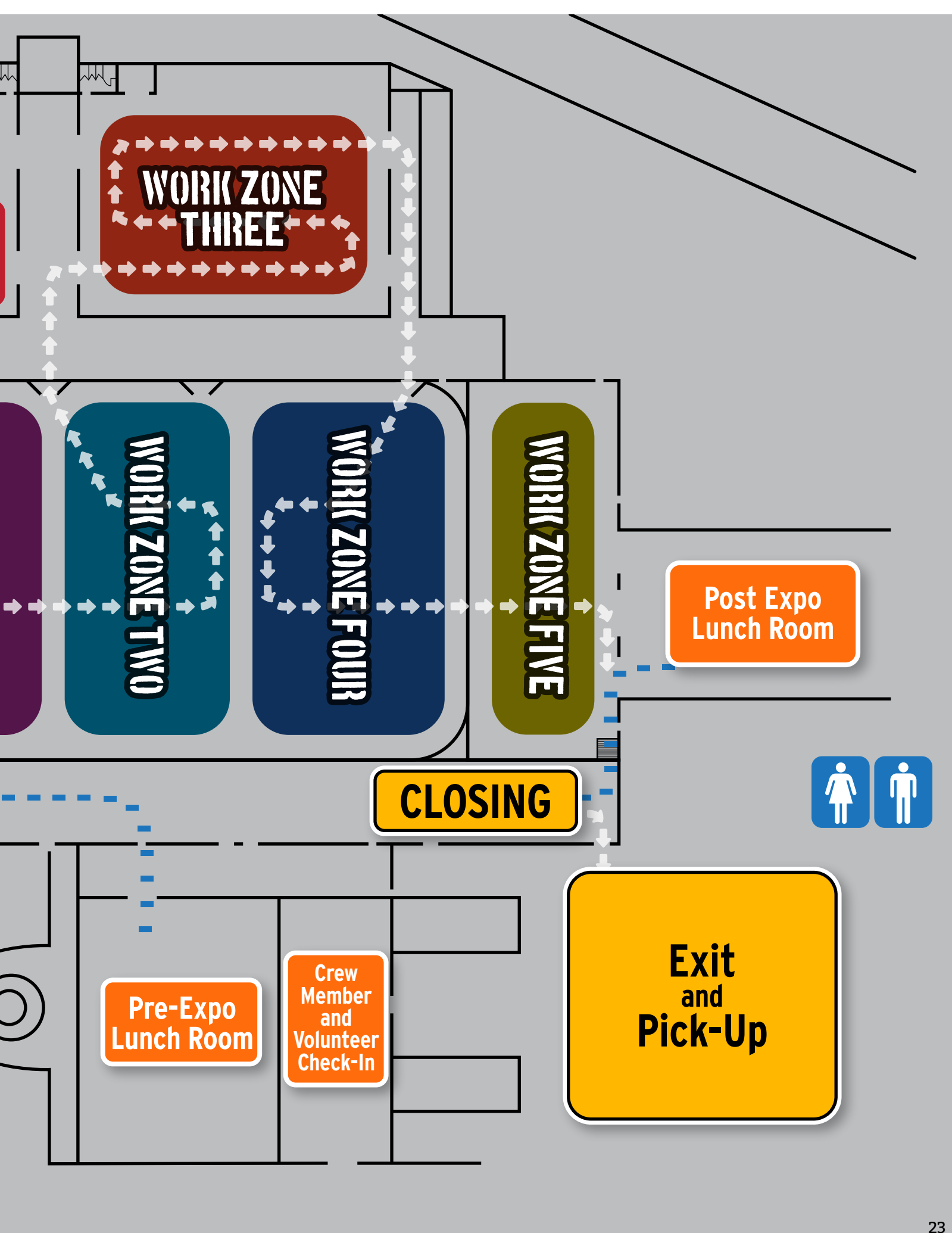


**Entrance
and
Drop Off**

**Welcome
and
Check-In**

WORK ZONE ONE

**Pre-Expo
Lunch Drop Off**



ARCHITECTURE & CONSTRUCTION



Do you like to build things and take a great deal of pride with the finished product?

Do you have these unique talents?

◆ **Drafting, Laying Out, and Specifying Technical Devices, Parts, and Equipment**

Providing documentation, detailed instructions, drawings, or specifications to tell others about how devices, parts, equipment, or structures are to be fabricated, constructed, assembled, modified, maintained, or used.

◆ **Estimating the Quantifiable Characteristics of Products, Events, or Information**

Estimating sizes, distances, and quantities; or determining time, costs, resources, or materials needed to perform a work activity.

◆ **Evaluating Information to Determine Compliance with Standards**

Using relevant information and individual judgment to determine whether events or processes comply with laws, regulations, or standards.

Yes? Individuals employed in Architecture and Construction work on new structures, restorations, additions, alterations, and repairs. In the next few years, many new jobs will be added and employment opportunities will rise as experienced workers retire. Highly-skilled workers who earn specializations and certification of accreditation are in great demand as this field continues to advance and become more competitive.

Spotlight Job:

Architectural and Civil Drafters

Prepare detailed drawings of architectural designs and plans for buildings and structures according to specifications provided by architect.

Related job titles: Intern Architect, Drafter, Architect, Draftsman, Architectural Designer, Architectural Drafter, Architectural Intern, Project Manager, Architectural Draftsman, CAD Technician (Computer-Aided Design Technician)

ARCHITECTURE & CONSTRUCTION

High Demand Occupational Projections for VA

Occupation	2012 Median Wage	2020 Projected Employment	Typical Education Needed for Entry
Carpenters	\$36,660	34,726	High school diploma
Construction Supervisors	\$57,290	26,611	High school diploma
Electricians	\$44,330	23,186	Postsecondary certificate
Construction Managers	\$89,060	18,336	Associate's degree
Plumbers, Pipefitters, and Steamfitters	\$42,740	18,231	High school diploma
Heating, AC, and Refrigeration Mechanics	\$40,580	13,372	Postsecondary certificate
Construction Equipment Operators	\$36,310	12,417	High school diploma
Civil Engineers	\$77,650	11,876	Bachelor's degree
Cost Estimators	\$59,470	10,112	Bachelor's degree
Sheet Metal Workers	\$39,730	6,036	High school diploma
Cement Masons and Concrete Finishers	\$35,130	5,453	High school diploma
Brickmasons and Blockmasons	\$26,720	4,779	High school diploma
Architects	\$76,830	4,389	Bachelor's degree
Electrical Power-Line Installers	\$52,390	3,771	High school diploma
Civil Engineering Technicians	\$44,900	2,985	Associate's degree
Surveyors	\$49,850	2,317	Bachelor's degree
Structural Iron and Steel Workers	\$37,290	2,310	High school diploma
Interior Designers	\$48,190	1,789	Bachelor's degree
Architectural and Civil Drafters	\$49,790	1,771	Associate's degree
Landscape Architects	\$66,650	785	Bachelor's degree

Source: Virginia Department of Education, Office of Career and Technical Education Services and Virginia Employment Commission, Virginia Occupational Employment Projections 2012-2020

SOUTHERN VIRGINIA EMPLOYERS

Adams Construction
 Adkins Home Builders, Inc.
 Angels Above Design, LLC
 Anthony Bryd Construction
 Armstrong Land Surveying, Inc.
 B & B Consulting, Inc.
 Barry Moxley Construction
 Bill Adkins Construction Corporation
 Blair Construction, Inc.
 Blue Ridge Builders & Developers, Inc.
 Bob Newnam Builders
 Clark Brothers Company, Inc.
 Clark Construction
 Combs & sons Construction, LLC
 Construction & Development Consultants
 Daniel Builders, LLC
 Dewberry
 Doe Run Builders, Inc.
 Dunavant Engineering and Construction, Inc.

Fir Sprinkler, Ltd.
 Frith Construction
 H & H Enterprises
 Holbrook Enterprises
 J & P Contractors, Inc.
 J. E. Burton Construction Co.
 J. W. Squire Company, Inc.
 Jerry Helms Excavating
 Jimmy D. Lankford LLC
 LE&D Professionals, PC
 Marshall Construction Company
 McDannald Construction Inc.
 Phoenix Contracting LLC
 Reyburn Building Design
 Reynolds-Clark Development, Inc.
 Rob Land Development & Construction
 SamCo Construction, Inc.
 SOLEX Architecture
 Square-P, LLC

These companies represent a sampling of businesses within this cluster. For additional employers, contact your local Chamber of Commerce.

ENGINEERING



Are you drawn to courses in Science, Technology, Engineering and Math (STEM) and really like to research to provide solutions to technical problems?

Do you have these unique talents?



Getting Information

Observing, receiving, and otherwise obtaining information from all relevant sources.



Monitor Processes, Materials, or Surroundings

Monitoring and reviewing information from materials, events, or the environment, to detect or assess problems.



Estimating the Quantifiable Characteristics of Products, Events, or Information

Estimating sizes, distances, and quantities; or determining time, costs, resources, or materials needed to perform a work activity.

Yes?

Careers in Engineering are the highest in demand in the region, regardless of the position. If you desire to earn advanced degrees, combined with work experience in high-tech labs, you will have the potential to do extremely well professionally.

Spotlight Job:

Mechanical Engineers

Perform engineering duties in planning and designing tools, engines, machines, and other mechanically functioning equipment. Oversee installation, operation, maintenance, and repair of equipment such as centralized heat, gas, water, and steam systems.

Related job titles: Design Engineer, Product Engineer, Mechanical Design Engineer, Process Engineer, Equipment Engineer, Design Maintenance Engineer, Systems Engineer, Chassis Systems Engineer, Commissioning Engineer

ENGINEERING

High Demand Occupational Projections for VA

Occupation	2012 Median Wage	2020 Projected Employment	Typical Education Needed for Entry
Civil Engineers	\$77,650	11,876	Bachelor's degree
Mechanical Engineers	\$83,890	8,233	Bachelor's degree
Electrical Engineers	\$90,180	8,124	Bachelor's degree
Architectural and Engineering Managers	\$132,220	7,079	Bachelor's degree
Electronics Engineers	\$97,760	5,920	Bachelor's degree
Aerospace Engineers	\$126,130	5,170	Bachelor's degree
Industrial Engineers	\$81,990	4,860	Bachelor's degree
Computer Scientists	\$110,770	3,496	Doctoral degree
Computer Hardware Engineers	\$106,350	2,375	Bachelor's degree
Nuclear Engineers	\$89,460	2,094	Bachelor's degree
Chemical Engineers	\$113,210	1,089	Bachelor's degree
BiologicalTechnicians	\$38,060	1,079	Bachelor's degree
Marine Engineers	\$84,810	802	Bachelor's degree
Geoscientists	\$84,850	657	Bachelor's degree
Biochemists and Biophysicists	\$60,610	608	Doctoral degree
Health and Safety Engineers	\$81,820	534	Bachelor's degree
Environmental Engineering Technicians	\$38,950	500	Associate's degree
Materials Engineers	\$87,680	479	Bachelor's degree
Petroleum Engineers	\$133,220	426	Bachelor's degree
Microbiologists	\$62,070	329	Bachelor's degree

Source: Virginia Department of Education, Office of Career and Technical Education Services and Virginia Employment Commission, Virginia Occupational Employment Projections 2012-2020

SOUTHERN VIRGINIA EMPLOYERS

Amthor International, Inc.
Arkema Inc., Sartomer Business Unit
DanChem Technologies, Inc.
Dewberry
Eastman
EIT, LLC
Electronic Development Labs, Inc.
Essel Propack
Institute for Advanced Learning & Research
Intertape Polymer Group
Kilgore
LE&D Professionals, PC
Mehler Engineered Products, Inc.
National Tire Research Center/SOVA Motion
Piedmont Mechanical systems, Inc.
Piedmont Precision Machine Co., Inc.
Reynolds-Clark Development, Inc.
RTI International Metals, Inc.
TMI AutoTech, Inc.
Virdia, Inc.

These companies represent a sampling of businesses within this cluster. For additional employers, contact your local Chamber of Commerce.

MANUFACTURING, TRANSPORTATION & LOGISTICS



Do you often wonder how that very tiny computer chip in your phone actually got made or think about how your phone gets to the store?

Do you have these unique talents?

◆ **Controlling Machines and Processes**

Using either control mechanisms or direct physical activity to operate machines or processes (not including computers or vehicles).

◆ **Handling and Moving Objects**

Using hands and arms in handling, installing, positioning, and moving materials, and manipulating things.

◆ **Inspecting Equipment, Structures, or Material**

Inspecting equipment, structures, or materials to identify the cause of errors or other problems or defects.

Yes? Careers in Manufacturing are alive and well in the region and will require you to acquire skills to be more specialized and high-tech than other careers. Careers related to quality, logistics and safety, and environmental assurance will continue to grow as these issues gain importance to the public. As delivery methods continue to advance, such as drones and automatic cars, new and innovative employees will be in high demand.

Spotlight Job:

Machinists

Set up and operate a variety of machine tools to produce precision parts and instruments. Includes precision instrument makers who fabricate, modify, or repair mechanical instruments. May also fabricate and modify parts to make or repair machine tools or maintain industrial machines, applying knowledge of mechanics, mathematics, metal properties, layout, and machining procedures.

Related job titles: Gear Machinist, Journeyman Machinist, Machine Operator, Machine Repair Person, Machinist, Maintenance Machinist, Maintenance Specialist, Production Machinist, Set-Up Machinist, Tool Room Machinist

MANUFACTURING, TRANSPORTATION & LOGISTICS

High Demand Occupational Projections for VA

Occupation	2012 Median Wage	2020 Projected Employment	Typical Education Needed for Entry
Maintenance and Repair Workers	\$35,020	35,802	High school diploma
Production Supervisors	\$56,110	14,492	Postsecondary certificate
Purchasing Agents	\$68,350	13,923	Some college
Team Assemblers	\$26,820	10,377	High school diploma
Industrial Machinery Mechanics	\$43,970	10,282	High school diploma
Welders, Cutters, Solderers, and Brazers	\$38,490	9,163	High school diploma
Inspectors, Testers, and Weighers	\$33,040	8,916	High school diploma
Machinists	\$41,130	8,605	High school diploma
Production, Planning, and Expediting Clerks	\$46,780	8,499	High school diploma
Electrical and Electronics Engineering Technicians	\$62,190	7,263	Associate's degree
Electrical and Electronic Equipment Assemblers	\$29,540	3,710	High school diploma
Cabinetmakers and Bench Carpenters	\$32,070	3,244	High school diploma
Mechanical Drafters	\$51,770	3,119	Associate's degree
Industrial Production Managers	\$93,070	2,773	Bachelor's degree
Maintenance Workers, Machinery	\$46,100	2,442	High school diploma
Industrial Engineering Technicians	\$49,940	1,208	Associate's degree
Chemical Technicians	\$43,430	1,072	Associate's degree
Electromechanical Equipment Assemblers	\$32,020	953	High school diploma
Tool and Die Makers	\$46,270	826	High school diploma
Power Plant Operators	\$46,880	605	High school diploma
Heavy and Tractor-Trailer Truck Drivers	\$35,880	46,334	Postsecondary certificate
Automotive Service Technicians	\$40,450	26,539	Postsecondary certificate

Source: Virginia Department of Education, Office of Career and Technical Education Services and Virginia Employment Commission, Virginia Occupational Employment Projections 2012-2020

SOUTHERN VIRGINIA EMPLOYERS

2 Witches Winery & Brewing Company, Inc.
 A C Furniture, Inc..
 ABB, Inc.
 Absolute Machine Enterprises, Inc.
 Amthor International, Inc.
 Annin & Co.
 Applied Felts, Inc.
 Arkema Inc., Sartomer Business Unit
 Atlas EPS
 Bassett Furniture Industries
 BHK of America
 Blue Ridge Packaging Corp.
 Blue Ridge Solvent & Coatings
 Bohler Uddeholm Specialty Metals, Inc.
 Boxley Concrete Products
 CCP Composites US
 Clover Yarns, Inc.
 Columbia Forest Products
 Commonwealth Laminating & Coating
 DanChem Technologies, Inc.
 Dollar General
 Donnachaidh Associates, LLC
 Drake Extrusion Inc.
 d-Scan, Inc.
 Eastern Panel Manufacturing, Inc.
 Eastman

Ecomnets
 EIT, LLC
 Electronic Development Labs, Inc.
 Elkay Manufacturing Company
 EMI
 Essel Propack
 Georgia Pacific Corrugated, LLC
 GS Industries of Bassett, Inc.
 Hanesbrands, Inc.
 Hooker Furniture
 IKEA Industry
 Intertape Polymer Group
 Invista Precision Concepts
 Laminate Technologies
 Liggett & Myers Tobacco Company
 Lorillard Tobacco Co.
 Martinsville Machine Works
 Mehler Engineered Products, Inc.
 Monogram Meat Snacks
 Multi-Wall Packaging Corporation
 Nautica
 Nestle USA, Inc.
 Nilit America, Inc.
 Ownes-Illinois
 Packaging Products, Inc.
 Piedmont Mechanical Systems, Inc.

Piedmont Precision Machine Co., Inc.
 Reynolds & Easley Manufacturing Co., Inc.
 Reynolds Container Corp.
 Riverside Roof Truss, LLC
 RTI International Metals, Inc.
 RTP – Southeastern Facility
 Shenandoah Furniture, Inc.
 Sleep Safe Beds
 Southeastern Wood Products, Inc.
 Southprint, Inc.
 Springs Basic Bedding
 Stanley Furniture, Inc.
 Stone Dynamics, Inc.
 Technical Machine Services, Inc.
 The Entwistle Company
 The Goodyear Tire and Rubber Company
 The RonBuilt Corporation
 TMI AutoTechn, Inc.
 TPC Acquisition, LLC DBA My Twinn
 Unarco Industries Inc.
 Unilin – Columbia Flooring
 Unique Industries
 Virdia, Inc.
 Virginia Mirror Co., Inc.
 West Window Corporation

These companies represent a sampling of businesses within this cluster. For additional employers, contact your local Chamber of Commerce.

ARTS & COMMUNICATION



Are you regarded as artsy or do you tend to rise to the occasion when it comes to putting your ideas on paper or on the screen?

Do you have these unique talents?

◆ **Communicating**

Communicating with people verbally and in writing, representing the organization to customers, the public, government, and other external sources.

◆ **Interpreting the Meaning of Information for Others**

Translating or explaining what information means and how it can be used.

◆ **Thinking Creatively**

Developing, designing, or creating new applications, ideas, relationships, systems, or products, including artistic contributions.

Yes? Arts and Communications fields require individuals to have excellent communication skills that will allow them to work both in the spotlight and behind the scenes. This industry allows you to learn about advanced technologies used in venues ranging from corporate boardrooms, hotels, and convention centers, to classrooms, theme parks, stadiums, and museums.

Spotlight Job:

Graphic Designer

Design or create graphics to meet specific commercial or promotional needs, such as packaging, displays, or logos. May use a variety of mediums to achieve artistic or decorative effects.

Related job titles: *Graphic Artist, Designer, Creative Director, Artist, Design Director, Composing Room Supervisor, Creative Manager, Desktop Publisher, Graphic Designer/Production*

ARTS & COMMUNICATION

High Demand Occupational Projections for VA

Occupation	2012 Median Wage	2020 Projected Employment	Typical Education Needed for Entry
Graphic Designers	\$51,170	8,799	Bachelor's degree
Telecommunications Line Installers	\$52,050	7,624	High school diploma
Printing Press Operators	\$31,490	6,656	High school diploma
Telecommunications Equipment Installers	\$56,050	5,706	Postsecondary certificate
Writers and Authors	\$58,530	5,614	Bachelor's degree
Editors	\$53,480	4,134	Bachelor's degree
Technical Writers	\$71,610	4,099	Bachelor's degree
Photographers	\$34,340	3,516	High School diploma
Producers and Directors	\$63,300	2,559	Bachelor's degree
Print Binding and Finishing Workers	\$28,310	1,715	High school diploma
Art Directors	\$72,180	1,553	Bachelor's degree
Broadcast Technicians	\$43,990	1,502	Associate's degree
Audio and Video Equipment Technicians	\$37,890	1,463	Postsecondary certificate
Multimedia Artists and Animators	\$56,640	1,371	Bachelor's degree
Reporters and Correspondents	\$38,220	1,072	Bachelor's degree
Prepress Technicians and Workers	\$37,160	1,064	Postsecondary certificate
Commercial and Industrial Designers	\$45,220	621	Bachelor's degree
Desktop Publishers	\$39,030	567	Associate's degree
Film and Video Editors	\$54,380	457	Bachelor's degree
Proofreaders and Copy Markers	\$26,600	429	Bachelor's degree

Source: Virginia Department of Education, Office of Career and Technical Education Services and Virginia Employment Commission, Virginia Occupational Employment Projections 2012-2020

SOUTHERN VIRGINIA EMPLOYERS

Alan Dalton Photography	Greg Arens – Artist	Showcase Magazine
Angels Above Design, LLC	KEA Consulting Services	Silver Lining Design
Arovik Signs	KG Graphics	Southern Artisan Center
BlueRally Marketing, LLC	Lakes Media Network	Star 39
BTW 21	Martinsville Media	Star-Tribune/Womack Publishing
C & J LED Lighting and Signage	Mollies Originals	Steve Sheppard Photography & PR
Cahill Specialty Company	Moss Creek Farm & Gardens	Super Country 99.9 WZBB
Candy Board, Inc.	Mountain Meadow Farm & Craft Market	The Gazette Virginian
Candyboard, Inc.	News & Record	The Martinsville Bulletin
Casting Logos	Piedmont Arts Association	The Reynolds Homestead
Comcast Spotlight	Piedmont Printing & Graphics Inc.	WAKG 103.3 Radio
Courter Moon LLC	Piedmont Shopper / ClassCandy	WDBJ Television, Inc.
Custom Embroidery, Inc.	PIP Printing	Wellington Film Group / Von Wellington
Danville Register & Bee	Positive Radio Southside	Photography
Demont Design	Prime Media	What's Your Sign? LLC
Evince Magazine	Ridgeway Signs & Trophies, Inc.	WHEO 1270 AM
Fairway Outdoor Advertising	Rose Window	WHLF 95.3 FM
Freedom Prints	Ruby B. Asbury/Crafter and Genealogist	WSET 13
Freelance Companion	Russell Easterbrooks – Artist	

These companies represent a sampling of businesses within this cluster. For additional employers, contact your local Chamber of Commerce.

TOURISM & FOOD



Are you a people person, outgoing and fun to be around, yet responsible and caring?

Do you have these unique talents?

◆ **Establishing and Maintaining Interpersonal Relationships**

Developing constructive and cooperative working relationships with others, and maintaining them over time.

◆ **Developing and Building Teams**

Encouraging and building mutual trust, respect, and cooperation among team members.

◆ **Resolving Conflicts and Negotiating with Others**

Handling complaints, settling disputes, and resolving grievances and conflicts, or otherwise negotiating with others.

Yes? Tourism and Food, often referred to as Hospitality, occupations allow you to travel and work with a variety of people. Careers can be found all over the world and range anywhere from hotel and restaurant operations to working in amusement parks and other tourist destinations. Excellent customer service skills are essential.

Spotlight Job:

Supervisor of Food Service Workers

Directly supervise and coordinate activities of workers engaged in preparing and serving food.

Related job titles: Kitchen Manager, Assistant Manager, Cafeteria Manager, Food Service Manager, Executive Chef, Restaurant Manager, Dietary Manager, Dietary Supervisor, Food Service Director

TOURISM & FOOD

High Demand Occupational Projections for VA

Occupation	2012 Median Wage	2020 Projected Employment	Typical Education Needed for Entry
Cooks, Restaurant	\$22,130	31,366	High school diploma
Supervisors of Food Service Workers	\$31,780	27,145	High school diploma
Recreation Workers	\$21,380	14,945	Bachelor's degree
Cooks, Institution and Cafeteria	\$23,090	10,137	High school diploma
Hosts and Hostesses, Restaurant and Related	\$18,190	10,136	High school diploma
Cooks, Fast Food	\$18,470	8,459	High school diploma
Bartenders	\$24,140	8,397	High school diploma
Hotel, Motel, and Resort Desk Clerks	\$19,920	7,934	Some college
Supervisors of Housekeeping Workers	\$33,960	7,553	High school diploma
Amusement and Recreation Attendants	\$18,060	6,277	High school diploma
Meeting, Convention, and Event Planners	\$52,120	5,669	Bachelor's degree
Food Service Managers	\$55,780	5,052	High school diploma
Ticket Agents and Travel Clerks	\$28,910	4,224	High school diploma
Bakers	\$24,330	3,437	High school diploma
Chefs and Head Cooks	\$41,580	2,694	High school diploma
Travel Agents	\$38,160	1,786	High school diploma
Tour Guides and Escorts	\$22,110	1,564	Some college
Lodging Managers	\$52,110	1,340	Bachelor's degree
Concierges	\$27,810	1,186	High school diploma

Source: Virginia Department of Education, Office of Career and Technical Education Services and Virginia Employment Commission, Virginia Occupational Employment Projections 2012-2020

SOUTHERN VIRGINIA EMPLOYERS

Baymont Inn
 Berry Hill Resort and Conference Center
 Binding Time
 Bistro 1888
 Bojangles
 Bon Appetit Management Company at
 Averett University
 Burger King
 Carini's Italian Grill & Pizzeria
 Chateau Morrisette Winery
 ChathaMooCa, LLC
 Checkered Pig BBQ & Ribs
 Chick Fil A
 Comfort Inn & Suites
 Courtyard by Marriott
 Crooked Road Café
 Daily Grind
 Daly Seven, Inc.
 Danview Restaurant
 Deb's Gospel Café, LLC
 Debbie's Catering
 Dell'Anno's Pizzeria and Kitchen
 Domino's Pizza
 Dry Pond Café
 Dutch Inn / Quality Inn
 El Vallarta Mexican Restaurant
 Elizabeth Pizza
 Ernie's Restaurant
 Fairfield Inn & Suites by Marriott
 Four Oaks Restaurant & Lounge
 Frutopia - Not Just Frozen Yogurt
 Golden Corral

Golden Leaf Bistro
 Golden Skillet
 Hampton Inn
 Highlander Restaurant, Lodge & Pub
 Holiday Inn Express
 Holiday Sports Tours
 Holiday Travel Services of Danville, Inc.
 Honduras Coffee Shop
 Hudson Motel
 Hugo's
 Innkeeper
 Italian Delight Restaurant
 Kanawha Valley Arena
 KeeBee Vineyard & BB
 KFC
 Knights Inn
 Lawson-Overbey Inn
 Lee's Kar-Go
 Mabry Mill Restaurant & Gift Shop
 Martinsville Speedway
 Mary's Diner
 McDonalds
 Molasses Grill
 Mount Hermon Courtyard Conference Center
 Mtn' Jax
 Najjar's Pizza Haven, Inc.
 Noonies Restaurant
 On the Run / Hot Stuff
 Outback Steakhouse
 Patsy's Tours
 Poor Farmer's Market
 Primland Resort

Race Lodging LLC and All Journeys Travel
 Rania's Restaurant Bar & Grill
 Red Lobster
 Rising Sun Breads
 San Marcos Mexican Restaurant
 San Marcos Mexican Restaurant
 Seafood & More
 Seafood & More Too
 Sleep Inn & Suites
 Smokin' Jakes House of BBQ
 Sodexo Campus Services
 South Boston Inn Bar and Grill
 Spare Times Grill
 Sport Lanes & Ten Pin
 Stables Saloon
 Stratford Courtyard Conference Center
 Subway
 Super 8
 Tailgators
 Tasty Crème Donuts
 The Church Street Guesthouse
 The Gentry Farm
 The Packhouse
 Tin Pen Alley
 Tuggle's Gap Restaurant and Motel
 Virginia International Raceway
 Visitor Centers
 Walsh's Chicken & More
 Wendy's
 Western Sizzlin Steak House
 Willow Oaks Plantation

These companies represent a sampling of businesses within this cluster. For additional employers, contact your local Chamber of Commerce.

MARKETING



When the Super Bowl is on, do you prefer to watch the commercials over the football game?

Do you have these unique talents?

◆ **Analyzing Data or Information**

Identifying the underlying principles, reasons, or facts of information by breaking down information or data into separate parts.

◆ **Interpreting the Meaning of Information for Others**

Translating or explaining what information means and how it can be used.

◆ **Thinking Creatively**

Developing, designing, or creating new applications, ideas, relationships, systems, or products, including artistic contributions.

Yes? Marketing combines both your creative and analytical skills. Careers in marketing are in advertising, public relations, sales and planning.

Spotlight Job:

Market Research Analysts and Specialists

Research market conditions in local, regional, or national areas, or gather information to determine potential sales of a product or service, or create a marketing campaign. May gather information on competitors, prices, sales, and methods of marketing and distribution.

Related job titles: Project Manager, Market Research Consultant, Client Service and Consulting Manager, Market Research Manager, Product Line Manager, Business Development Specialist, Client Services Vice President, Communications Specialist

MARKETING

High Demand Occupational Projections for VA

Occupation	2012 Median Wage	2020 Projected Employment	Typical Education Needed for Entry
Retail Salespersons	\$21,130	146,558	High school diploma
Cashiers	\$18,870	97,897	High school diploma
Retail Sales Supervisors	\$37,800	50,223	High school diploma
Sales Representatives, Ex. Tech/ Scientific	\$55,170	36,924	Bachelor's degree
Real Estate Sales Agents	\$40,340	26,268	Bachelor's degree
Market Research Analysts and Specialists	\$64,260	16,737	Bachelor's degree
Driver/Sales Workers	\$21,060	13,501	High school diploma
Supervisors of Non-Retail Sales Workers	\$77,020	11,228	Some college
Sales Representatives, Tech/Scientific	\$77,630	10,954	Bachelor's degree
Counter and Rental Clerks	\$24,650	10,536	High school diploma
Public Relations Specialists	\$59,790	9,479	Bachelor's degree
Telemarketers	\$21,450	8,436	High school diploma
Sales Managers	\$112,840	7,149	Bachelor's degree
Marketing Managers	\$141,210	5,323	Bachelor's degree
Advertising Sales Agents	\$49,180	3,663	Bachelor's degree
Real Estate Brokers	\$48,550	3,033	Bachelor's degree
Wholesale and Retail Buyers	\$52,610	2,983	Some college
Merchandise Displayers	\$24,550	2,631	Bachelor's degree
Public Relations and Fundraising Managers	\$121,650	1,698	Bachelor's degree
Advertising and Promotions Managers	\$96,020	479	Bachelor's degree

Source: Virginia Department of Education, Office of Career and Technical Education Services and Virginia Employment Commission, Virginia Occupational Employment Projections 2012-2020

SOUTHERN VIRGINIA EMPLOYERS

Aaron's Sales & Lease Ownership	ICF International	Southern Virginia Higher Learning
Angler's Choice	James River Companies, LLC	Center's Marketing Department
Averett University's Public Relations and Fundraising Departments	Leggett Town & Country	Southside Community College's Public Relations and Fundraising Departments
Awards & Trophy Shot & Custom Framing	Lester Group	
Barbee Fabrics of Danville, Inc.	Lowe's	Steve Padgett's Danville Honda
Bassett Office Supply	Martin Plaza Furniture Outlet	Televista
Belk	Martinsville Speedway	Thunder Road Harley-Davidson
Collie Equipment Company	McLaughlin Shopping Centers	Triangle Cycles North
Debra's Antiques & Collectibles, LLC	Milady's Fashion Boutique & Design	Trophy & Sign Center
Downtown Associations	New College Institute's Marketing Department	Vintage by the Dan
eBay	Patrick Henry Community College's Public Relations and Fundraising Departments	Virginia International Raceway
Friedman Fixture Company, Inc.		Walmart
Garland's Jewelry		*54 Real Estate Agencies
Goody's Family Clothing	S & K Office Products	*80 Marketing Departments from Manufacturing, Transportation & Logistic Cluster Companies
Hallmark	Sam's Club	
Heritage House Home Furnishing	Semones Automotive	
Home Depot	Smith River Sports Complex	
Hughes Marine Service, Inc.	Southern Office Machines Co, Inc.	

These companies represent a sampling of businesses within this cluster. For additional employers, contact your local Chamber of Commerce.

AGRICULTURAL & NATURAL RESOURCES



Do you care about the environment, prefer to work outside or are drawn to care for animals?

Do you have these unique talents?

◆ **Assisting and Caring for Others**

Providing personal assistance, medical attention, emotional support, or other personal care to others such as coworkers, customers, or patients.

◆ **Getting Information**

Observing, receiving, and otherwise obtaining information from all relevant sources.

◆ **Updating and Using Relevant Knowledge**

Keeping up-to-date technically and applying new knowledge to your job.

Yes? Careers in Agricultural and Natural Resources involve the science and mechanics of improving the quality and safety of food, cultivating and preserving our natural resources and caring for livestock and other animals. Protecting the environment is also a part of the industry.

Spotlight Job:

Water Resource Specialists

Design or implement programs and strategies related to water resource issues such as supply, quality, and regulatory compliance issues.

Related job titles: Hydrogeologist; National Stormwater Leader; Owner, Consulting Engineer; Owner, Professional Engineer; Research Hydraulic Engineer; Senior Group Manager; Senior Hydrogeologist; Senior Water Resources Engineer; VP-Senior Principal Water Resources Engineer; Water Resources Business Segment Leader

AGRICULTURAL & NATURAL RESOURCES

High Demand Occupational Projections for VA

Occupation	2012 Median Wage	2020 Projected Employment	Typical Education Needed for Entry
Landscaping and Groundskeeping Workers	\$22,670	39,933	High school diploma
Farmworkers and Laborers, Crops	\$21,800	24,586	High school diploma
Landscaping Supervisors	\$43,380	6,996	High school diploma
Environmental Scientists and Specialists	\$75,270	4,630	Bachelor's degree
Farmworkers, Animals	\$23,790	4,043	High school diploma
Veterinary Assistants	\$24,920	3,967	Postsecondary certificate
Water Treatment Plant Operators	\$37,450	3,100	High school diploma
Veterinarians	\$87,610	2,987	Professional degree
Environmental Engineers	\$89,250	2,454	Bachelor's degree
Veterinary Technologists and Technicians	\$36,630	2,044	Associate's degree
Farming, Fishing, and Forestry Supervisors	\$43,460	2,030	High school diploma
Natural Sciences Managers	\$129,770	1,350	Bachelor's degree
Biological Technicians	\$38,060	1,079	Bachelor's degree
Environmental Science Technicians	\$41,230	778	Associate's degree
Geoscientists	\$84,850	657	Bachelor's degree
Conservation Scientists	\$64,270	560	Bachelor's degree
Environmental Engineering Technicians	\$38,950	500	Associate's degree
Forest and Conservation Technicians	\$34,460	469	Associate's degree
Soil and Plant Scientists	\$56,540	180	Bachelor's degree
Agricultural and Food Science Technicians	\$35,610	152	Associate's degree

Source: Virginia Department of Education, Office of Career and Technical Education Services and Virginia Employment Commission, Virginia Occupational Employment Projections 2012-2020

SOUTHERN VIRGINIA EMPLOYERS

Abbott Farm Suppliers

Anderson Lawn & Garden

Animal Clinic of Patrick County

Animal Medical Clinic of South Boston

Boyce-Holland Veterinary Services

Camp Chemical Corporation

Charles Anderson Lawn Care Service, Inc.

Chatham Animal Clinic

Elaborate Landscape, LLC

Halifax County Veterinary Center, P.C.

Jerry Epps Landscaping Company

K&K Owen Farms, Inc.

Kings Mountain Animal Clinic

Mount Hermon Animal Clinic

Pittsylvania County Agricultural Development Board

Pittsylvania County Farm Bureau

Prillaman Landscape Dimensions, Inc.

Reaves Lawn & Garden

Roots & Shoots Landscaping, Inc.

Southern States Chatham Cooperative

Southern States Cooperative

Southern States Co-Operative Danville

Tractor Supply Co.

These companies represent a sampling of businesses within this cluster. For additional employers, contact your local Chamber of Commerce.

HEALTH SCIENCES



Do you have a calling to help keep people healthy and treat those who are not?

Do you have these unique talents?

◆ **Establishing and Maintaining Interpersonal Relationships**

Developing constructive and cooperative working relationships with others, and maintaining them over time.

◆ **Interpreting the Meaning of Information for Others**

Translating or explaining what information means and how it can be used.

◆ **Assisting and Caring for Others**

Providing personal assistance, medical attention, emotional support, or other personal care to others such as coworkers, customers, or patients.

Yes? Health Sciences careers are currently in demand and projected to grow in the next five years in the region's hospitals, medical and dental offices and labs. As the medical and health science fields continue to advance with technology, new job opportunities will emerge.

Spotlight Job:

Registered Nurses

Assess patient health problems and needs, develop and implement nursing care plans, and maintain medical records. Administer nursing care to ill, injured, convalescent, or disabled patients. May advise patients on health maintenance and disease prevention or provide case management. Licensing or registration required.

Related job titles: Charge Nurse, Director of Nursing (DON), Emergency Department RN (Emergency Department Registered Nurse), Oncology RN (Oncology Registered Nurse), Operating Room Registered Nurse (OR RN), Public Health Nurse (PHN), Registered Nurse (RN), School Nurse, Staff Nurse, Staff RN (Staff Registered Nurse)

HEALTH SCIENCES

High Demand Occupational Projections for VA

Occupation	2012 Median Wage	2020 Projected Employment	Typical Education Needed for Entry
Registered Nurses	\$62,630	77,857	Associate's degree
Licensed Practical Nurses	\$39,210	25,741	Postsecondary certificate
Home Health Aides	\$19,410	23,539	High school diploma
Medical Assistants	\$29,740	13,568	Some college
Pharmacy Technicians	\$28,410	11,251	Some college
Dental Assistants	\$34,830	11,187	Postsecondary certificate
Pharmacists	\$118,780	9,341	Professional degree
Medical and Health Services Managers	\$88,830	7,644	Bachelor's degree
Dental Hygienists	\$82,770	6,740	Associate's degree
Physical Therapists	\$82,010	6,707	Professional degree
EMTs and Paramedics	\$30,640	5,997	Postsecondary certificate
Medical Records Technicians	\$34,980	4,742	Postsecondary certificate
Medical Laboratory Technologists	\$53,550	4,733	Bachelor's degree
Dentists	\$177,630	4,576	Professional degree
Psychiatric Technicians	\$24,870	4,441	Postsecondary certificate
Medical Laboratory Technicians	\$36,590	4,338	Associate's degree
Speech-Language Pathologists	\$75,370	3,581	Master's degree
Occupational Therapists	\$83,290	3,235	Master's degree
Respiratory Therapists	\$56,160	2,864	Associate's degree
Physician Assistants	\$82,770	2,647	Master's degree
Physical Therapist Assistants	\$53,530	2,539	Associate's degree

Source: Virginia Department of Education, Office of Career and Technical Education Services and Virginia Employment Commission, Virginia Occupational Employment Projections 2012-2020

SOUTHERN VIRGINIA EMPLOYERS

A Nurse's Touch Home Care
 Abercrombie Physical Therapy, P.C.
 All Care Family Services
 Amedisys Homecall Home Health Care
 American Cancer Society
 Annie's House Adult Day Care Center
 Ashbrook Audiology & Hearing Aid Center, Inc.
 Blue Ridge Rehab Center
 Children's Medical Center, Ltd.
 Commonwealth Home Health Care, Inc.
 Commonwealth Rehabilitation Center
 Danville Regional Medical Center
 Dependable Home Healthcare, LLC
 DOAR South Boston (Physical Therapy)
 Dr. Jon's Urgent Care Center
 Edwards Adult Day Care
 Eye Physicians & Surgeons of Martinsville, Inc.
 Favero Family Medicine
 Free Clinic of Danville
 Friedrichs Family Eye Center
 Fuller Roberts Clinic, Inc.
 Gateway Health Alliance

Get Fit Dan River Region
 Golden Living Center
 Halifax Heart Center
 Halifax Regional Health System
 Healthy Habits
 Hill Chiropractic Center
 Home Care of Memorial Hospital
 Home Health Care Associates
 Home Health Care Associates, Inc.
 Home Recovery HomeAid
 Hussey & Lawson therapies, Inc.
 Integrative Centers for Science and Medicine
 Lotus Wellness Cottage at the Chocolate Moose
 Martinsville Chiropractic Center
 Martinsville Eye Care Center
 Martinsville Henry County Coalition for Health
 and Wellness
 Martinsville Physical Therapy & Industrial Rehab
 Martinsville Urgent Care LLC
 Medi-Home Health Care
 Memorial Family Care
 Memorial Hospital

Mountain Valley Hospice & Palliative Care
 Mountain Valley Hospice Corporate Office
 Panoramic Wellnes
 Patrick County Family Practice
 Peace Haven Personal Care Services
 Perkins Medical Services
 Piedmont Access to Health Services (PATHS)
 Pioneer Community Hospital of Patrick County
 Pioneer Family Medical - Spencer
 Prince Charles Home Healthcare Agency, LLC
 QLifts, LLC
 Southern Virginia Rehab Group
 Southside Urology & Nephrology
 Stanleytown Health Care Center
 Team Nurse
 Trinity Mission of Rocky Mount
 Youth Health

These companies represent a sampling of businesses within this cluster. For additional employers, contact your local Chamber of Commerce.

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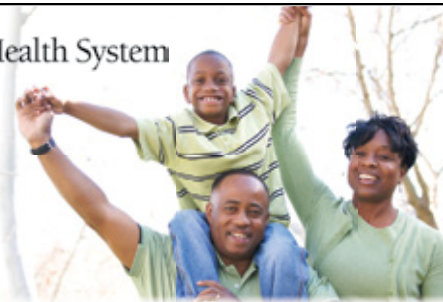
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EMPLOYER PARTICIPANTS



EMPLOYER PARTICIPANTS



Peace Haven



The Dan River Region Collaborative (DRRC) is a consortium of regional private foundations, chambers of commerce, economic developers, planning district commissions and workforce investment boards with a common goal to cultivate long-term, sustainable workforce partnerships as a catalyst for economic growth in the Southern Virginia region of Danville and Martinsville and the counties of Halifax, Henry, Patrick and Pittsylvania.

DRRC Steering Committee & Funders' Group Members

Steve Bridges, Executive Director
Southern Virginia Regional Alliance

Dr. Julie J. Brown, DRRC Project Director
Director, Advanced Learning, Institute for Advanced Learning & Research

Sarah Capps, Grants Program Administrator - Southside
Virginia Tobacco Indemnification and Community Revitalization Commission

Clark Casteel, Senior Program Officer
Danville Regional Foundation (DRF)

Tim Collins, Executive Director
Patrick County Chamber of Commerce

Debra Crowder, Executive Director
South Central Workforce Investment Board

Debra Dodson, Executive Director
Community Foundation of the Dan River Region, *DRRC's Fiscal Agent*

Lisa Fultz, Executive Director
West Piedmont Workforce Investment Board

Dewitt House, Program Officer
The Harvest Foundation

Leah Manning, Interim Executive Director
West Piedmont Planning District

Gail Moody, Executive Director
Southside Planning District

Laurie Moran, President
Danville Pittsylvania County Chamber of Commerce

Nancy Pool, President
Halifax County Chamber of Commerce

Allyson Rothrock, President & CEO
The Harvest Foundation

Dr. Karl Stauber, President & CEO
Danville Regional Foundation (DRF)

Fred Webb, Executive Director
J. T. Minnie Maude Charitable Trust

Amanda Witt, President
Martinsville-Henry County Chamber of Commerce

DRRC Funders

National Fund for Workforce Solutions

U.S. Department of Labor
Social Innovation Fund

The Boeing Foundation

The Hitachi Foundation

Community Foundation
of the
Dan River Region

Danville Regional Foundation

The Harvest Foundation

J.T. Minnie Maude Charitable Trust

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Community Revitalization Commission