



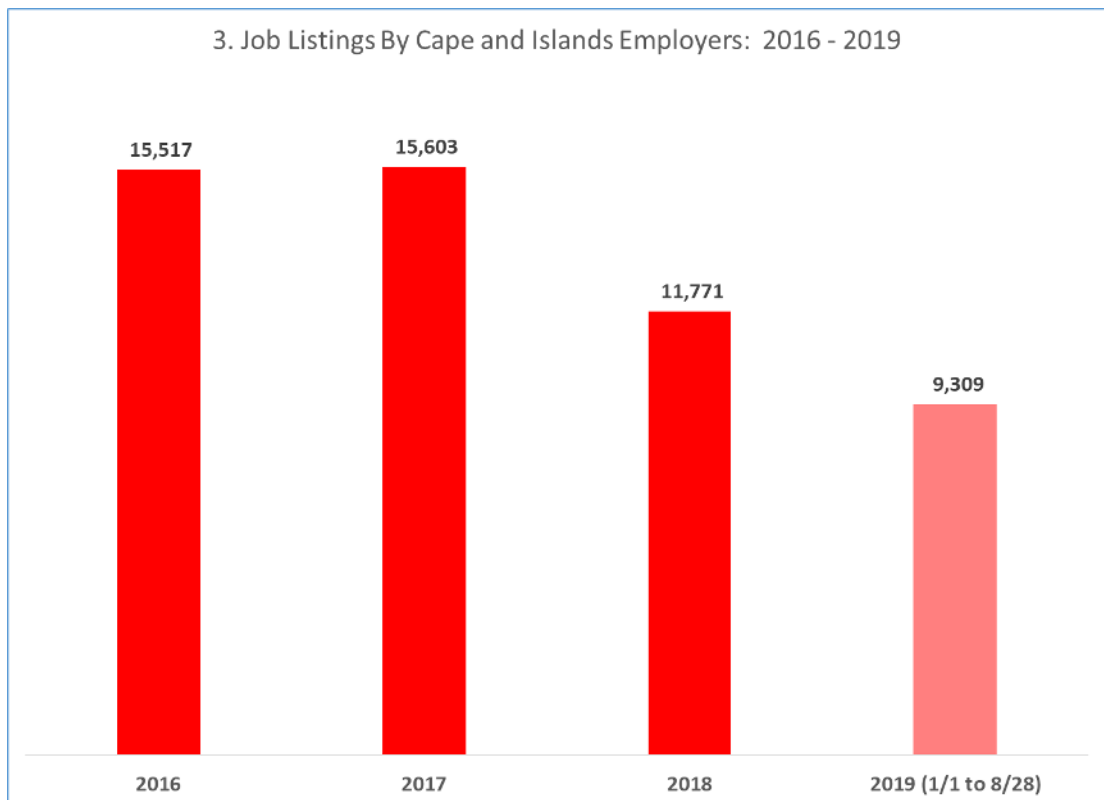
## 1. Leading Cape & Islands Employers - 2018

Company Name	Address	Town	Employees
Cape Cod Hospital	27 Park St	Hyannis	1,400
Wood Hole Oceanal Graphics Institution Inc	38 Water St	Woods Hole	1,000
Vna of Cape Cod Inc	255 Independence Dr	Hyannis	896
Holly Management and Supply Corporation	297 North St	Hyannis	680
Nantucket Island Resorts LLC	10 Amelia Dr	Nantucket	450
Cape Cod Community College	2240 Iyannough Rd	W. Barnstable	380
Spaulding Rehabilitation Hospital Cape Cod	311 Service Rd	E. Sandwich	302
The Marine Biological Laboratory	7 M B L St	Woods Hole	300
Jml Care Center, Inc.	184 Ter Heun Dr	Falmouth	300
Epoch Senior Healthcare of Brewster	873 Harwich Rd	Brewster	250
Massachusetts Maritime Academy, Inc	101 Academy Dr	Buzzards Bay	210
Hearth 'n Kettle of Attleboro, Inc.	141 Falmouth Rd	Hyannis	200*
Broad Reach Health Services, Inc	390 Orleans Rd	N. Chatham	200
Visiting Nursing Association of Upper Cape Cod	67 Ter Heun Dr	Falmouth	200
Martha's Vineyard Hospital, Inc.	1 Hospital Rd	Oak Bluffs	200
Nantucket Cottage Hospital	57 Prospect St	Nantucket	200
Pleasant Bay Group Inc	2171 Rte 28/Head Of Bay Rd	Harwich	200
Integrated Statistics Incorporated	16 Sumner St	Woods Hole	180
Nickerson Lumber Company, LLC	465 Route 134	South Dennis	170
Hydroid, Inc.	1 Henry Dr	Pocasset	167
Community Health Center of Cape Cod, Inc.	107 Commercial St	Mashpee	160*
Royal Nursing Center, LLC	545 Main St	Falmouth	155
Sailors' Inc	220 Scranton Ave	Falmouth	150
Epoch SL VII Inc	111 Headwaters Dr	Harwich	150
Webster Dan'I Inc	149 Main St	Sandwich	150
New Seabury Properties, L.L.C.	20 Red Brook Rd	Mashpee	150
Pleasant Bay Rehab Inc	383 S Orleans Rd	Brewster	150
Vacation Inn Properties Inc	51 Teaticket Hwy	North Falmout	150
Backoffice Associates, LLC	75 Perseverance Way	Hyannis	145
International Fund For Animal Welfare, Inc.	290 Summer St	Yarmouth Port	141

\*\* = Employment at All Sites

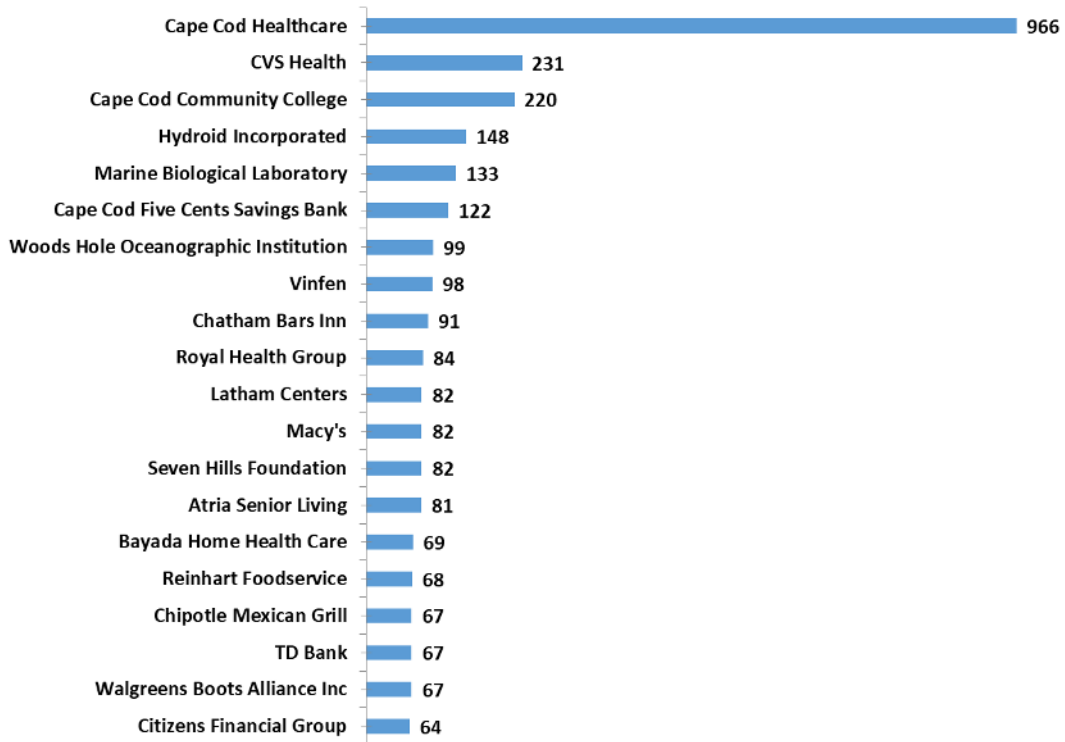
Source: Dun & Bradstreet Hoovers, 2019; MassEcon analysis.

2. Job Openings by Industry Sector - Last 12 Months	Cape & Islands		Compare
	Industry Sector	Listings	% All
Agriculture, Forestry, Fishing and Hunting	152	1.2%	0.2%
Mining, Quarrying, and Oil and Gas Extraction	20	0.2%	0.1%
Utilities	19	0.1%	0.2%
Construction	85	0.7%	0.9%
Manufacturing	242	1.9%	6.6%
Wholesale Trade	45	0.4%	0.5%
Retail Trade	1,277	10.0%	7.3%
Transportation and Warehousing	370	2.9%	2.3%
Information	130	1.0%	2.3%
Finance and Insurance	602	4.7%	6.0%
Real Estate and Rental and Leasing	120	0.9%	1.5%
Professional, Scientific, and Technical Services	407	3.2%	9.5%
Management of Companies and Enterprises	1	0.0%	0.1%
Administrative and Support & Waste Mgmt & Remediation Svcs	225	1.8%	3.0%
Educational Services	1,210	9.5%	8.0%
Health Care and Social Assistance	3,994	31.2%	18.1%
Arts, Entertainment, and Recreation	148	1.2%	0.7%
Accommodation and Food Services	930	7.3%	5.3%
Other Services (except Public Administration)	194	1.5%	1.2%
Public Administration	463	3.6%	1.7%

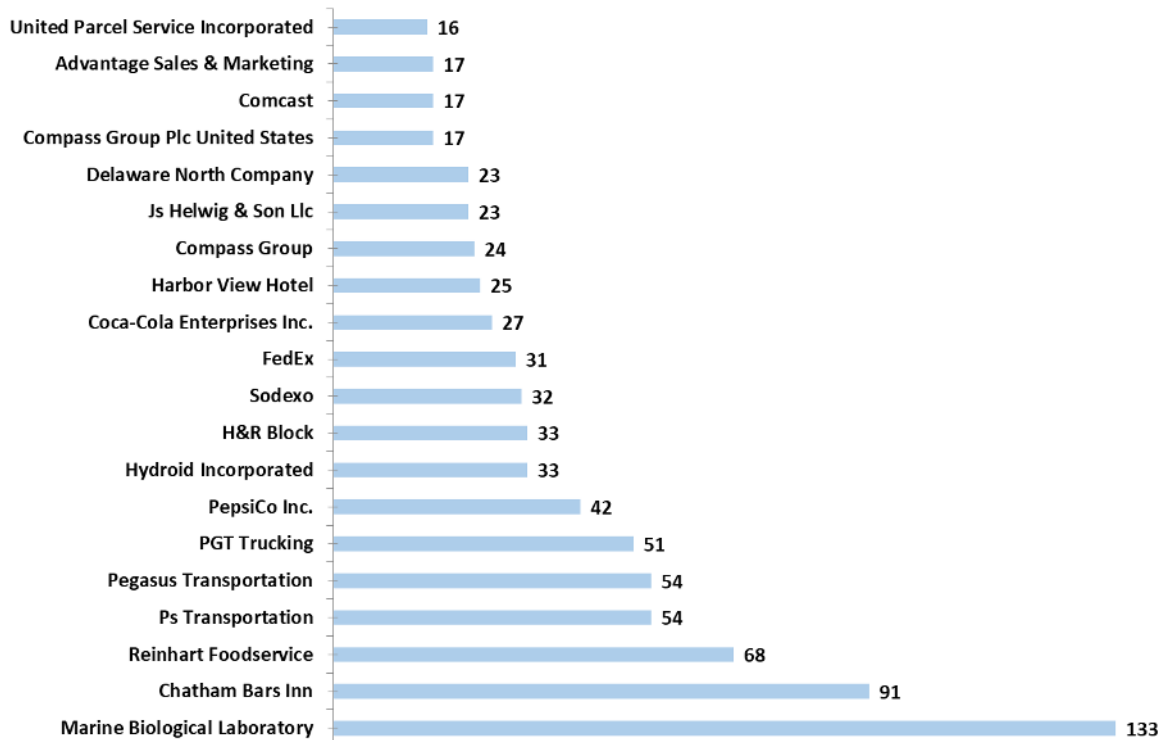


Source: Burning Glass Labor Market Insight, 2019; MassEcon analysis.

#### 4. Leading Job Listings, Last 12 Months: August 2018 to July 2019



#### 5. Leading Job Openings, Last 12 Months: Export Industries, August 2018 to July 2019



## 6. High Concentration Industries in Barnstable County 2018 Annual Average Establishments, Employment, Payroll, & Location Quotients

Industry (NAICS)	Establishments	Employee nt	Annual Payroll	Location Quotient*
483114 Coastal and great lakes passenger transport.	4	269	\$9,839,053	49.18
NAICS 721191 Bed-and-breakfast inns	63	243	6,313,068	22.89
NAICS 713930 Marinas	47	515	26,911,849	21.04
NAICS 487210 Scenic and sightseeing transportation, water	23	100	3,514,061	9.03
NAICS 519120 Libraries and archives	16	136	2,720,297	7.1
NAICS 453920 Art dealers	39	82	2,456,415	7.08
NAICS 424460 Fish and seafood merchant wholesalers	11	130	6,425,975	7
NAICS 485320 Limousine service	6	137	4,548,755	5.24
NAICS 713910 Golf courses and country clubs	29	1,211	41,687,984	4.95
NAICS 721214 Recreational and vacation camps	6	110	3,892,677	4.57
NAICS 541715 Research and development in the physical, engineering, and life sciences (except nanotechnology and biotechnology)	21	1,232	103,507,359	4.47
NAICS 311811 Retail bakeries	16	256	7,551,247	4.43
NAICS 721199 All other traveler accommodation	18	41	1,572,118	4.06
NAICS 334511 Search, detection, and navigation instruments	6	340	33,844,161	4.01
NAICS 541320 Landscape architectural services	11	79	4,910,336	3.61

\*All data is for Barnstable County only. Location Quotients of more than 1.0 indicate a greater employment concentration in the region versus the nation as a whole. A 2.0 LQ indicates twice the number of employees for the population than average, indicating a strong industry strength.

## 7. Cape and Islands Companies (>25 employees) in Selected High Concentration Industries

NAICS	Company Name	City	Empl.	Ultimate Parent Company	Location	Revenue (USD)
541715	Wood Hole Oceanal Graphics Institution Inc	Woods Hole	1,000			33,625,900
721110	Snow Inn Resort	Harwich Port	600*			14,991,900
721110	Nantucket Island Resorts LLC	Nantucket	450			47,873,501
483212	Woods Hole, Martha's / Steamship Authority	Woods Hole	300			102,911,800
541715	The Marine Biological Laboratory	Woods Hole	300			21,154,100
721110	Pleasant Bay Group Inc	Harwich	200			8,185,899.70
721110	Hearth 'n Kettle of Attleboro, Inc.	Hyannis	200*	Dan'l Webster Trust Ltd Partnership	Hyannis, MA	7,169,000.10
541512	Integrated Statistics Incorporated	Woods Hole	180			9,000,000
334511	Hydroid, Inc.	Pocasset	167			32,273,399.00
722511	Daniel Webster Inn	Sandwich	150	Dan'l Webster Trust Ltd Partnership	Hyannis, MA	4,702,899.90
713940	New Seabury Properties, L.L.C.	Mashpee	150	Icahn Enterprises L.P.	New York, NY	5,828,899.90
721110	Vacation Inn Properties Inc / Motel 6	N. Falmouth	150			1,455,400
541611	Backoffice Associates, LLC	Hyannis	145	Baof Holdings, Inc.	Hynniss, MA	78,476,799
713910	Boathouse Club, LLC	Edgartown	125			6,923,999.80
541990	The Switch Enterprises LLC	Osterville	125*			28,731,501
541512	SencorpWhite, Inc.	Hyannis	124	Connell Limited Partnership	Boston, MA	40,212,299
334513	Onset Computer Corporation	Bourne	120			31,629,900
334511	Teledyne Benthos, Inc.	N. Falmouth	119*	Teledyne Technologies Inc.	Thousand Oaks, CA	18,940,001

**Woods Hole Oceanographic Institution,  
Inc.**

38 Water St  
Woods Hole, Massachusetts, 02543-1026  
United States  
Tel: 508-457-2620  
[www.whoi.edu](http://www.whoi.edu)

Employees: 1k (This Site) 1k (All Sites)  
Company Type: Private Independent  
D-U-N-S® Number: 09-048-3681



Wood Hole Oceanographic Institution Inc. (WHOI) is primarily engaged in commercial physical and biological research and development on a contract or fee basis.

WHOI is dedicated to advancing knowledge of the ocean and its connection with the Earth system through a sustained commitment to excellence in science, engineering, and education, and to the application of this knowledge to problems facing society.

**Mark Abbott  
President and Director**

**President and Director**

Mark Abbott is the tenth director and president of Woods Hole Oceanographic Institution, effective Oct. 1, 2015. Dr. Abbott was dean of College of Earth, Ocean, and Atmospheric Sciences (CEOAS) at Oregon State University.

He is presently funded by ONR to explore advanced computer architectures for use in undersea platforms.

Dr. Abbott has also advised the Office of Naval Research and the National Science Foundation on issues regarding advanced computer technology and oceanography. He was also a member of MEDEA, which advised the federal government on issues of national security and climate change.

In 2006, Dr. Abbott was appointed by the President to a six-year term on the National Science Board, which oversees the National Science Foundation and provides scientific advice to the White House and to Congress.

He is a member of the Board of Trustees for the Consortium for Ocean Leadership as well as the Board of Trustees for NEON, Inc., which is constructing the National Ecological Observatory Network for the NSF, and served as president of The Oceanography Society from 2013-2014. He also served on the Board of Trustees for the University Corporation for Atmospheric Research.

Abbott holds a B.S. in conservation of natural resources from the University of California, Berkeley, and a Ph.D. in ecology from the University of California, Davis.

**New Seabury Properties, LLC**

20 Red Brook Rd

Mashpee, Massachusetts, 02649-3757

United States

Tel: 508-477-9111

[www.newseabury.com](http://www.newseabury.com)



Employees: 150 (This Site) 150 (All Sites)

Company Type: Private Subsidiary

Parent: [Icahn Enterprises L.P.](#)

Corporate Family: [1333 Companies](#)

D-U-N-S® Number: 08-513-1808

New Seabury Properties, L.L.C. is primarily engaged in operating reducing and other health clubs, spas, and similar facilities featuring exercise and other active physical fitness conditioning, whether or not on a membership basis. Also included in this industry are establishments providing aerobic dance and exercise classes.

**Julie Quintero-Schulz**

**Marketing Director**

- With company since January 2018
- Previously with the Cape Cod Chamber of Commerce, August 2015 – February 2018
- **MPA, Suffolk University**
- **BA, Assumption College**

**Ultimate Headquarters**

**Icahn Properties, L.P.**

767 5Th Ave Ste 4700

New York, New York, 10153-0108

United States

Tel: 212-702-4300

Fax: 212-750-5841

[www.ielp.com](http://www.ielp.com)

**Keith Cozza**

**Chief Executive Officer**

Keith Cozza has been the President and Chief Executive Officer of Icahn Enterprises since February 2014. In addition, Mr. Cozza has served as Chief Operating Officer of Icahn Capital LP, the subsidiary of Icahn Enterprises through which Carl C. Icahn manages investment funds, since February 2013. From February 2013 to February 2014, Mr. Cozza served as Executive Vice President of Icahn Enterprises. Mr. Cozza is also the Chief Financial Officer of Icahn Associates Holding LLC, a position he has held since 2006.