

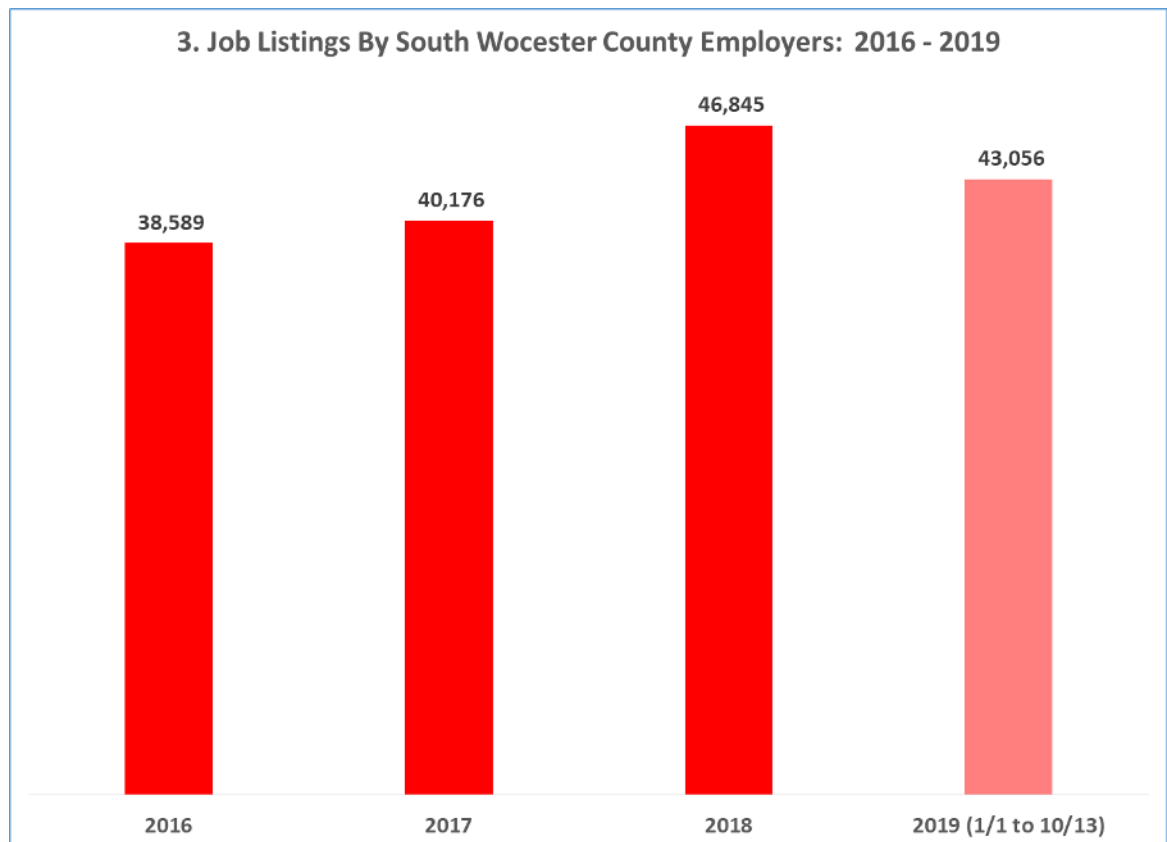


1. Leading South Worcester County Employers – 2018

| Table 1 - Company Name | Address | Town | Employees |
|--|-------------------------------|-------------|-----------|
| Shriver Center Umass Medical School | 55 Lake Ave N S4124 | Worcester | 7,200 |
| Saint-Gobain Corporation | 1 New Bond St | Worcester | 4,142 |
| Central Mass Comprehensive Cancer Ctr, LLC | 55 Sayles St | Southbridge | 4,000 |
| Umass Memorial Health Care, Inc. | 55 Lake Ave N | Worcester | 3,376 |
| The Paul Revere Life Insurance Company | 1 Mercantile St | Worcester | 3,000 |
| Saint-Gobain Abrasives, Inc. | 1 New Bond St | Worcester | 2,500 |
| Mapfre U.S.A. Corp. | 211 Main St | Webster | 1,574 |
| New England Electric Transmission Corp. | 25 Research Dr | Westborough | 1,000 |
| Springstone Financial LLC | 1700 W Park Dr | Westborough | 923 |
| Partners Healthcare System, Inc. | 94 Mendon St | Hopedale | 878 |
| College of The Holy Cross (inc) | 1 College St | Worcester | 872 |
| New England Power Company | 25 Research Dr | Westborough | 842 |
| Graybar Electric Company, Inc. | 52 Millbrook St | Worcester | 731 |
| BJ's Wholesale Club, Inc. | 25 Research Dr | Westborough | 700 |
| Flexcon Company, Inc. | 1 Flexcon Industrial Park | Spencer | 700 |
| Polar Corp. | 1001 Southbridge St | Worcester | 700 |
| Fallon Healthcare System Inc | 10 Chestnut St | Worcester | 700 |
| Multi-Concept, Inc. | 176 E Main St Ste 6 | Westborough | 675 |
| Eclinicalworks, LLC | 2 Technology Dr | Westborough | 650 |
| Unified2 Global Packaging Group, LLC | 223 Worcester Providence Tpke | Sutton | 650 |
| Abbott Laboratories * | 100 Research Dr | Worcester | 617 |
| Trustees of Clark University | 950 Main St | Worcester | 600 |
| Smg Holdings, LLC | 50 Foster St | Worcester | 540 |
| Vital Enterprises, Inc. | 1013 Main St | Worcester | 514 |
| Quinsigamond Community College | 670 W Boylston St | Worcester | 500 |
| Aearo Technologies LLC | 48 Sword St Ste 101 | Auburn | 500 |
| Assumption College | 500 Salisbury St | Worcester | 490 |
| The Hanover Insurance Company | 440 Lincoln St | Worcester | 450 |
| Associated Home Care, LLC | 40 Millbrook St Ste 1 | Worcester | 450 |
| Worcester Polytechnic Institute | 28 Trowbridge Rd | Worcester | 437 |

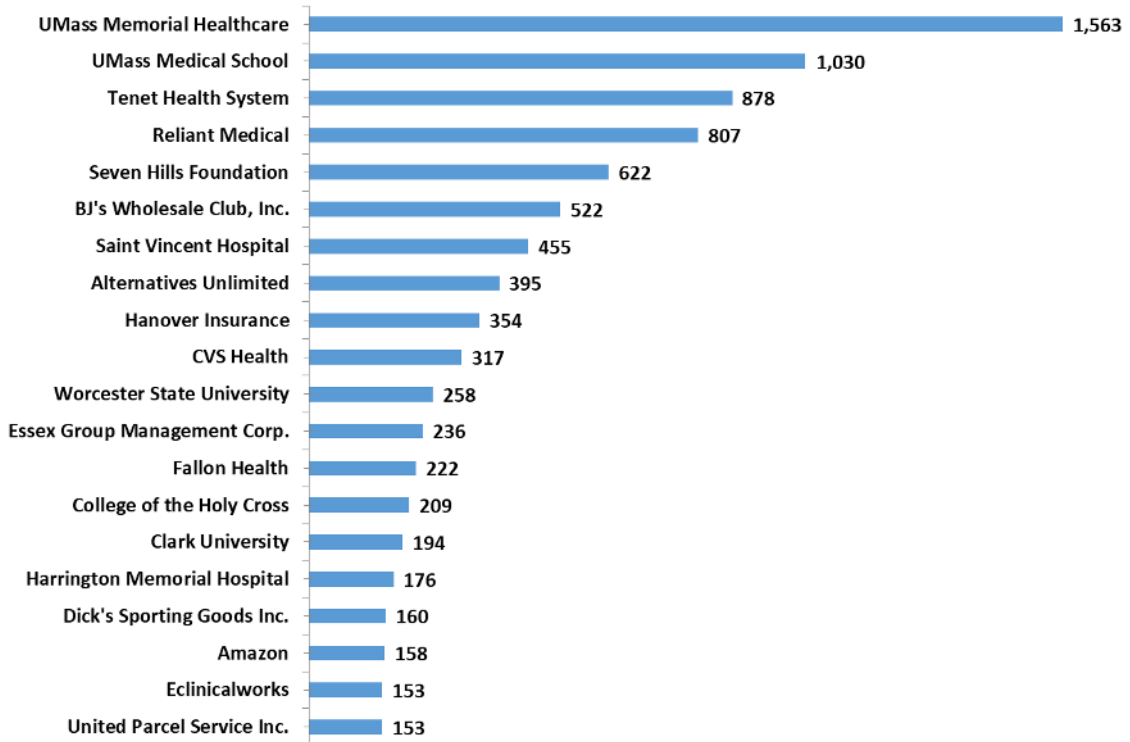
Source: Dun & Bradstreet Hoovers, 2019; MassEcon analysis.

| 2. Job Openings by Industry Sector, Last 12 Months | S. Worcester County | | Compare |
|--|---------------------|----------|---------|
| | Industry Sector | Listings | % All |
| Agriculture, Forestry, Fishing and Hunting | 25 | 0.1% | 0.2% |
| Mining, Quarrying, and Oil and Gas Extraction | 59 | 0.1% | 0.1% |
| Utilities | 107 | 0.3% | 0.2% |
| Construction | 499 | 1.2% | 0.9% |
| Manufacturing | 3,082 | 7.3% | 6.5% |
| Wholesale Trade | 159 | 0.4% | 0.4% |
| Retail Trade | 4,654 | 11.0% | 7.1% |
| Transportation and Warehousing | 2,605 | 6.1% | 3.1% |
| Information | 806 | 1.9% | 2.3% |
| Finance and Insurance | 2,649 | 6.2% | 6.0% |
| Real Estate and Rental and Leasing | 590 | 1.4% | 1.5% |
| Professional, Scientific, and Technical Services | 2,555 | 6.0% | 9.4% |
| Management of Companies and Enterprises | 41 | 0.1% | 0.1% |
| Administrative & Support & Waste Management & Remediation Services | 1,674 | 3.9% | 2.9% |
| Educational Services | 5,922 | 14.0% | 7.8% |
| Health Care and Social Assistance | 13,239 | 31.2% | 17.8% |
| Arts, Entertainment, and Recreation | 288 | 0.7% | 0.7% |
| Accommodation and Food Services | 2,093 | 4.9% | 5.3% |
| Other Services (except Public Administration) | 567 | 1.3% | 1.2% |
| Public Administration | 783 | 1.8% | 1.7% |

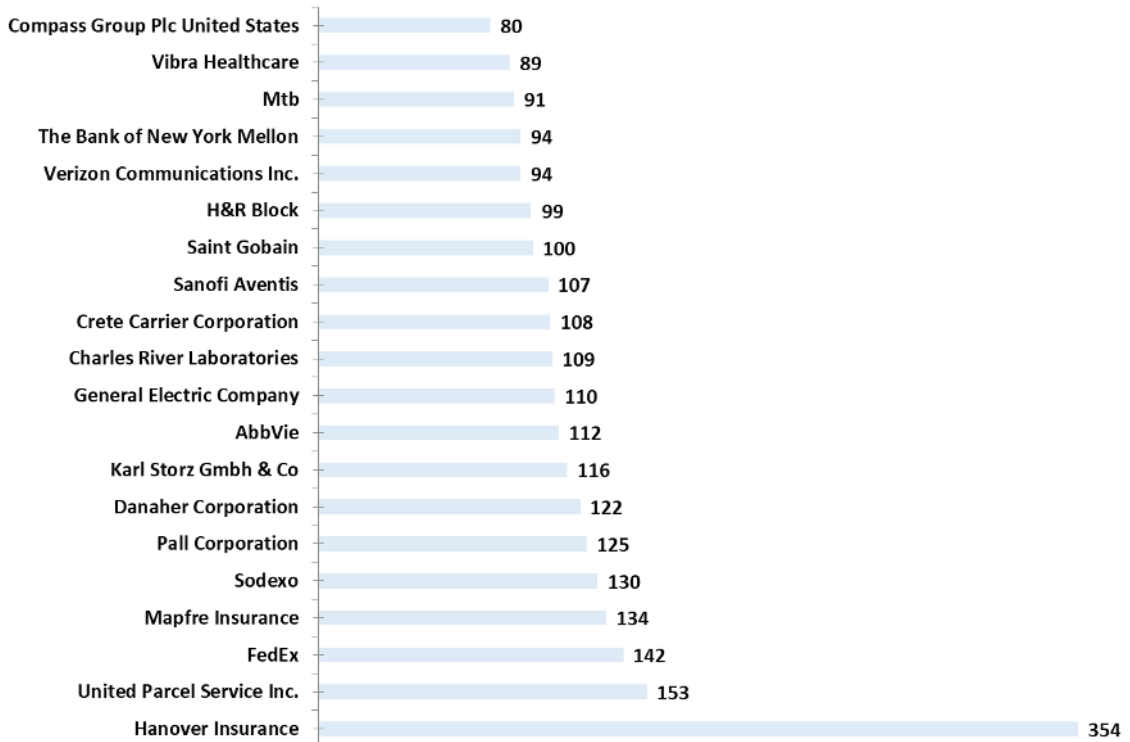


Source: Burning Glass Labor Market Insight, 2019; MassEcon analysis.

4. Leading Job Listings, Last 12 Months: October 2018 to September 2019



5. Leading Job Openings, Last 12 Months: Export Industries, October 2018 to September 2019



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

| Industry (NAICS) | Establish-ments | Employment | Annual Payroll | Location Quotient* |
|--|-----------------|------------|----------------|--------------------|
| 334112 Computer storage device manufacturing | 4 | 827 | 122,811,983 | 20.32 |
| 334516 Analytical laboratory instrument mfg. | 8 | 1,710 | 243,063,771 | 19.54 |
| 333314 Optical instrument and lens manufacturing | 10 | 931 | 61,504,549 | 19.33 |
| 325991 Custom compounding of purchased resins | 9 | 511 | 36,680,622 | 11.68 |
| 327212 Other pressed and blown glass and glassware | 4 | 343 | 21,101,894 | 10.07 |
| 313320 Fabric coating mills | 6 | 170 | 15,797,144 | 9.11 |
| 322230 Stationery product manufacturing | 3 | 216 | 12,437,782 | 5.51 |
| 334413 Semiconductors and related device mfg. | 8 | 2,293 | 228,271,224 | 5.2 |
| 333511 Industrial mold manufacturing | 14 | 443 | 29,965,740 | 4.78 |
| 811219 Other electronic equipment repair | 21 | 353 | 20,304,986 | 4.17 |
| 334419 Other electronic component manufacturing | 6 | 604 | 44,917,096 | 4.1 |
| 541714 R&D in biotechnology (except nanobiotechnology) | 58 | 1,817 | 256,314,924 | 3.96 |
| 326199 All other plastics product manufacturing | 47 | 2,842 | 176,909,628 | 3.89 |
| 326140 Polystyrene foam product manufacturing | 8 | 301 | 17,993,274 | 3.84 |
| 524126 Direct property and casualty insurers | 22 | 4,208 | 404,346,077 | 3.84 |

* Data for all of Worcester County. 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 presence.

7. South Worcester County Companies (>100 employees) in Selected High Concentration Industries

| NAICS | Company Name | City | Empl. | Ultimate Parent Company | Region | Revenue (USD) |
|--------|--------------------------------------|-------------|-------|----------------------------|---------------------------|---------------|
| 451120 | Saint-Gobain Corporation | Worcester | 4,142 | COMPAGNIE DE SAINT-GOBAIN | Courbevoie, France | 71,843,399 |
| 524113 | The Paul Revere Life Insurance Co. | Worcester | 3,000 | UNUM Group | Chattanooga, TN | 329,711,490 |
| 524210 | Mapfre U.S.A. Corp. | Webster | 1,574 | FUNDACION MAPFRE | Madrid, Spain | 1,607,210,000 |
| 523930 | Springstone Financial LLC | Westborough | 923 | Lendingclub Corporation | San Francisco, CA | 77,704,002 |
| 423610 | Graybar Electric Company, Inc. | Worcester | 731 | Graybar Electric Co., Inc. | St. Louis, MO | |
| 452311 | BJ's Wholesale Club, Inc. | Westborough | 700 | | | 4,751,991,200 |
| 326113 | Flexcon Company, Inc. | Spencer | 700 | | | 333,229,710 |
| 312111 | Polar Corp. | Worcester | 700 | | | 404,923,100 |
| 423610 | Multi-Concept, Inc. | Westborough | 675 | | | 10,000,000 |
| 541511 | Eclinicalworks, LLC | Westborough | 650 | | | 305,149,600 |
| 321920 | Unified2 Global Packaging Group, LLC | Sutton | 650 | | | 111,660,700 |
| 325412 | Abbott Laboratories * | Worcester | 617 | Abbott Laboratories | Abbott Park, IL | |
| 339115 | Aearo Technologies LLC | Auburn | 500 | 3M Company | St. Paul, MN | |
| 524126 | The Hanover Insurance Company | Worcester | 450 | | | 2,490,615,700 |
| 333314 | Gentex Optics, Inc. | Dudley | 417 | ESSILORLUXOTTICA | Charenton-Le-Port, France | |
| 511110 | Worcester Telegram & Gazette Corp. | Worcester | 400 | The New York Times Co. | New York, NY | 43,518,002 |
| 339112 | Karl Storz Endovision, Inc. | Charlton | 400 | Karl Storz SE & Co. KG | Tuttlingen, FRG | 113,476,600 |
| 484110 | National Shunt Service LLC | Westborough | 400 | | | 788,800 |

* = Abbott Labs acquired the BASF pharmaceutical business in 2001. In 2013, Abbott Labs split, creating AbbVie, focused on biopharmaceuticals.

Source: U.S. Bureau of Labor Statistics; Dun & Bradstreet Hoovers, 2019; MassEcon analysis.

Aearo Technologies LLC
48 Sword St Ste 101
Auburn, Massachusetts, 01501-2162
Tel: +1-317-692-6645
www.earglobal.com



Aearo Technologies LLC • a 3M company

Employees: 500 (This Site)
Company Type: Private Branch
Parent: [Aearo Technologies LLC](#)
Ultimate Parent: [3M Company](#)
Corporate Family: [660 Companies](#)
D-U-N-S® Number: 03-297-4771

Local Contact:

Other MA Locations:

3M Touch Systems, Inc.
501 Griffin Brook Dr
Methuen, Massachusetts, 01844-1870
Tel: +1-978-659-9000

3M Company, Inc.
55 Foundation Ave
Haverhill, Massachusetts, 01835-6926
United States
Tel: +1-978-659-9000

3M Company, Inc.
10 Maguire Rd Ste 310
Lexington, Massachusetts, 02421-3110
Tel: +1-651-733-1110

3M Company, Inc.
279 Billerica Rd
Chelmsford, MA, 01824-4180
Tel: +1-978-256-3911

For more than 40 years, Aearo Technologies LLC has led the way in energy-control technology. We've pioneered new treatment techniques and developed proprietary, high performance materials that control unwanted energy -- noise, vibration, shock, ergonomic and thermal control. Market segments include Electronics, Commercial Vehicles, Heavy/Durable Equipment, Aircraft, and Power Generation. 3M announced plans to acquire Aearo in 2007.

**Ultimate Parent Headquarters
3M Company**

3M Center
Saint Paul, Minnesota, 55144-1000
United States
Tel: +1-651-733-1110
www.3m.com

Employees: 10k (This Site) 93k (All Sites)
Company Type: Public Parent, Headquarters
Corporate Family: [660 Companies](#)

Paul A. Keel

Executive Vice President, Consumer Business Group

Paul joined 3M in 2004 as the director of business development for 3M's Health Care Business Group. Throughout his 3M career, he has held various leadership roles, including president of 3M Unitek and 3M Critical and Chronic Care Solutions. In 2013, he became managing director of the 3M United Kingdom-Ireland region. Several years later, Paul returned to the United States to spearhead 3M's global supply chain organization. Most recently, he oversaw 3M Business Development and Marketing-Sales, setting the strategic vision for integral functions, including M&A, strategy, design, communications, sales and marketing operations. Before joining 3M, Paul gained experience at a variety of companies including General Mills, McKinsey, Norwest Equity Partners and General Electric. He earned a bachelor's degree from Carleton College and an **MBA from Harvard.**

Gentex Optics, Inc.

183 W Main St
Dudley, Massachusetts, 01571-3835
Tel: +1-570-282-8531
www.essilorusa.com



Employees: 200 (This Site) 500 (All Sites)
Company Type: Private Subsidiary,
Headquarters
Parent: [Essilor of America, Inc.](#)
Ultimate Parent: [ESSILORLUXOTTICA](#)
Corporate Family: [4932 Companies](#)
D-U-N-S® Number: 55-540-3690

Local Contact:**Matt Akbas****Manager**makbas@essilorusa.com**Other MA Locations: None**

Gentex Optics Inc. manufactures corrective and non-corrective eyewear for military, industrial, and commercial markets. The Company offers prescription lenses, sunglasses, and protective products. Gentex Optics serves customers in the United States.

In 1995, Gentex Optics was spun-off from Gentex Corp. to become part of ESSILOR International, the largest prescription lens provider in the world. EssilorLuxottica, a fully integrated player, is a global leader in the design, manufacture and distribution of ophthalmic lenses, frames and sunglasses. Essilor and Luxottica completed their merger in October, 2018.

Ultimate Parent Headquarters**ESSILORLUXOTTICA**

147 Rue De Paris
Charenton-Le-Pont, 94220
France

(Primary Address) [Show Secondary](#)

Tel: +33-149774224

<https://www.essilorluxottica.com>

Employees: 10 (This Site) 10 (All Sites)

Company Type: Public Parent, Headquarters

Corporate Family: [4932 Companies](#)

Traded: [EL](#) (Euronext Paris)

D-U-N-S® Number: 27-737-3213

Leonardo Del Vecchio**Executive Chairman (Président-Directeur Général)**

Leonardo Del Vecchio is the founder of Luxottica Group and he has been appointed Chairman of the Board since it was formed in 1961. He has been appointed Executive Chairman on January 29, 2016.

In May 1995, he received an honorary degree in Business Administration from the Venice Cà Foscari University. In 1999, he received a Master honoris causa in International Business from MIB- Management School in Trieste, and in 2002 he received an honorary degree in Managerial Engineering from the University of Udine. In March 2006, Leonardo Del Vecchio received another honorary degree in Materials Engineering from Politecnico of Milan. In December 2012 the Foundation CUOA awarded him an honorary master's degree in Business Administration.

Leonardo Del Vecchio is Chairman of Delfin S.à r.l. and Aterno S.à r.l., Chairman of the Leonardo Del Vecchio Foundation, Deputy Chairman of Covivio S.A. and Chairman of the Strategic and Investment Committee of the same company; he is also Director of GiVi Holding S.p.A..