

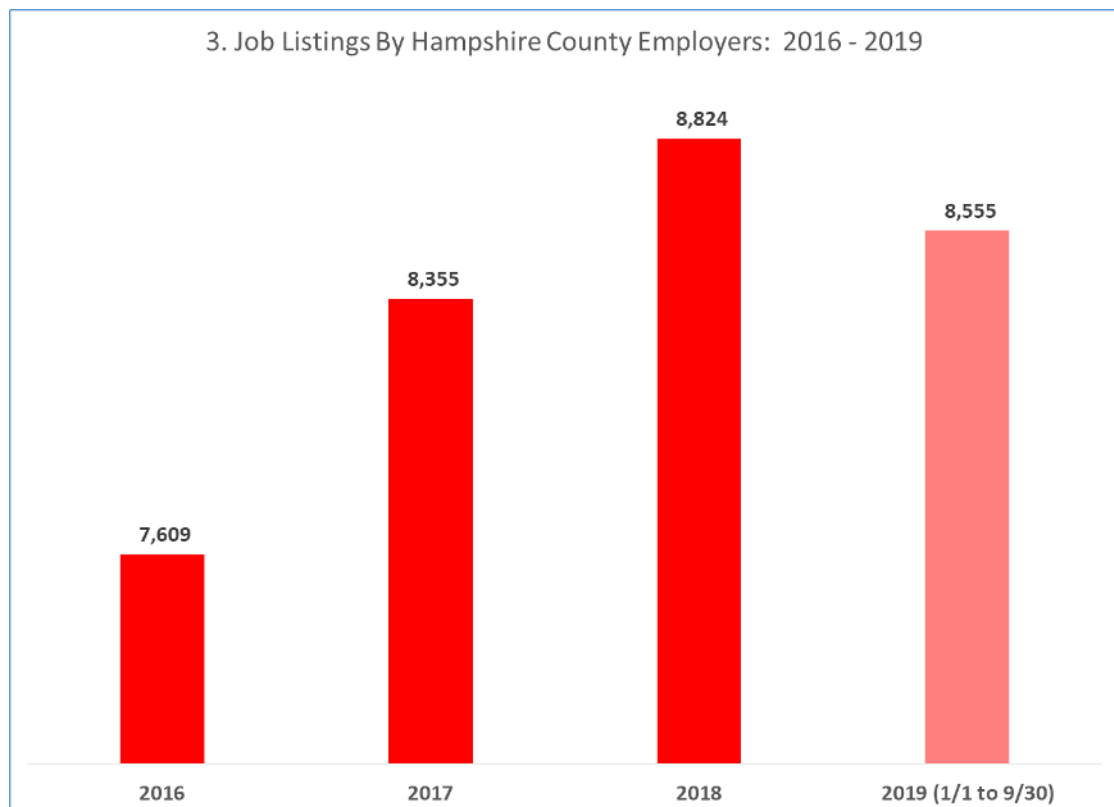


1. Leading Hampshire County Employers – 2018

| Company Name | Address | Town | Employees |
|--|-------------------------|-------------|-----------|
| University of Massachusetts | 405 Godell Bldg 4Th Fl | Amherst | 6,376 |
| The Trustees of The Smith College | 10 Elm St | Northampton | 1,290 |
| Cooley Dickinson Hospital, Inc. | 30 Locust St | Northampton | 1,075 |
| L3 Technologies, Inc. | 50 Prince St | Northampton | 600 |
| Walmart Inc. | 352 Palmer Rd | Ware | 420 |
| Servicenet, Inc. | 50 Pleasant St | Northampton | 368 |
| AT&T Corp. | 359 Russell St | Hadley | 311 |
| Thermo Fisher Scientific Inc. | 710 N Pleasant St | Amherst | 307 |
| The Stop & Shop Supermarket Company LLC | 228 King St | Northampton | 300 |
| Home Depot U.S.A., Inc. | 350 Russell St | Hadley | 299 |
| The Williston Northampton School | 19 Payson Ave | Easthampton | 250 |
| Berry Global, Inc. | 44 O'Neil St | Easthampton | 228 |
| Freedom Healthcare of America LLC | 151 South St | Cummington | 220 |
| Kanzaki Specialty Papers Inc. | 20 Cummings St | Ware | 205 |
| Massachusetts Supreme Judicial Court | 15 Gothic St Ste 9 | Northampton | 200 |
| Sunbridge Healthcare, LLC | 20 N Maple St | Hadley | 200 |
| Target Stores, Inc. | 367 Rumaell St Ste 100 | Hadley | 200 |
| Walmart Inc. | 337 Russell St | Hadley | 200 |
| Whole Foods Market, Inc. | 327 Russell St | Hadley | 200 |
| Amherst Nursing Home, Inc. | 150 University Dr | Amherst | 180 |
| Northampton Management Systems Inc | 349 Haydenville Rd | Leeds | 171 |
| Big Y Foods, Inc. | 175 University Dr | Amherst | 169 |
| Western Massachusetts Electric Company | 246 College St | Amherst | 168 |
| H S Gere & Sons, Inc. | 115 Conz St | Northampton | 163 |
| Big Y Foods, Inc. | 136 N King St | Northampton | 160 |
| Collaborative For Educational Services | 228 Pleasant St | Northampton | 156 |
| Atkins Fruit Bowl, Inc. | 1150 West St | Amherst | 150 |
| The Stop & Shop Supermarket Company LLC | 440 Russell St | Hadley | 150 |
| River Valley Market, LLC | 330 N King St | Northampton | 150 |
| Visiting Nurse Assoc. Plus of Western MA Inc | 168 Industrial Dr Ste 1 | Northampton | 150 |

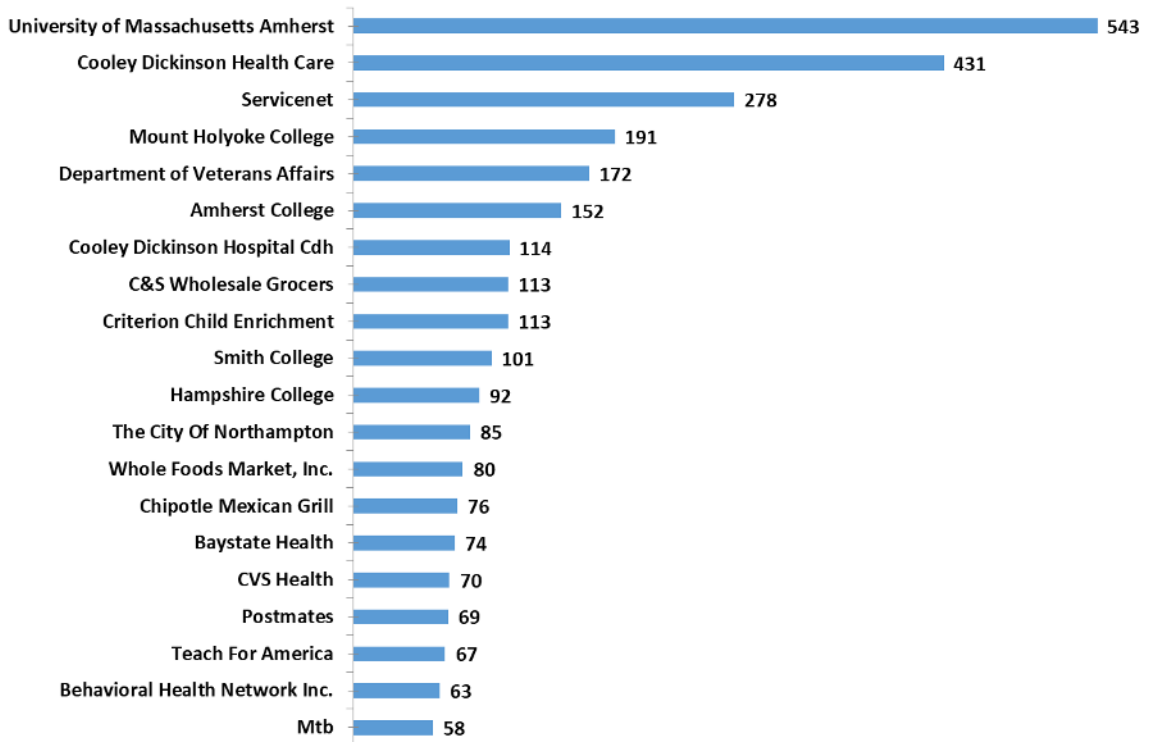
Source: Dun & Bradstreet Hoovers, 2019; MassEcon analysis.

| 2. Job Openings by Industry Sector, Last 12 Months Industry Sector | Hampshire County | | Compare |
|---|------------------|-------|---------------|
| | Listings | % All | % MA Listings |
| Agriculture, Forestry, Fishing and Hunting | 22 | 0.2% | 0.2% |
| Mining, Quarrying, and Oil and Gas Extraction | 8 | 0.1% | 0.1% |
| Utilities | 48 | 0.5% | 0.2% |
| Construction | 57 | 0.5% | 0.9% |
| Manufacturing | 308 | 2.9% | 6.5% |
| Wholesale Trade | 128 | 1.2% | 0.4% |
| Retail Trade | 758 | 7.2% | 7.1% |
| Transportation and Warehousing | 892 | 8.5% | 3.1% |
| Information | 135 | 1.3% | 2.3% |
| Finance and Insurance | 189 | 1.8% | 6.0% |
| Real Estate and Rental and Leasing | 57 | 0.5% | 1.5% |
| Professional, Scientific, and Technical Services | 256 | 2.4% | 9.4% |
| Management of Companies and Enterprises | 7 | 0.1% | 0.1% |
| Administrative & Support & Waste Mgm't & Remediation Services | 196 | 1.9% | 2.9% |
| Educational Services | 2,508 | 23.9% | 7.8% |
| Health Care and Social Assistance | 2,280 | 21.7% | 17.8% |
| Arts, Entertainment, and Recreation | 33 | 0.3% | 0.7% |
| Accommodation and Food Services | 449 | 4.3% | 5.3% |
| Other Services (except Public Administration) | 58 | 0.6% | 1.2% |
| Public Administration | 420 | 4.0% | 1.7% |

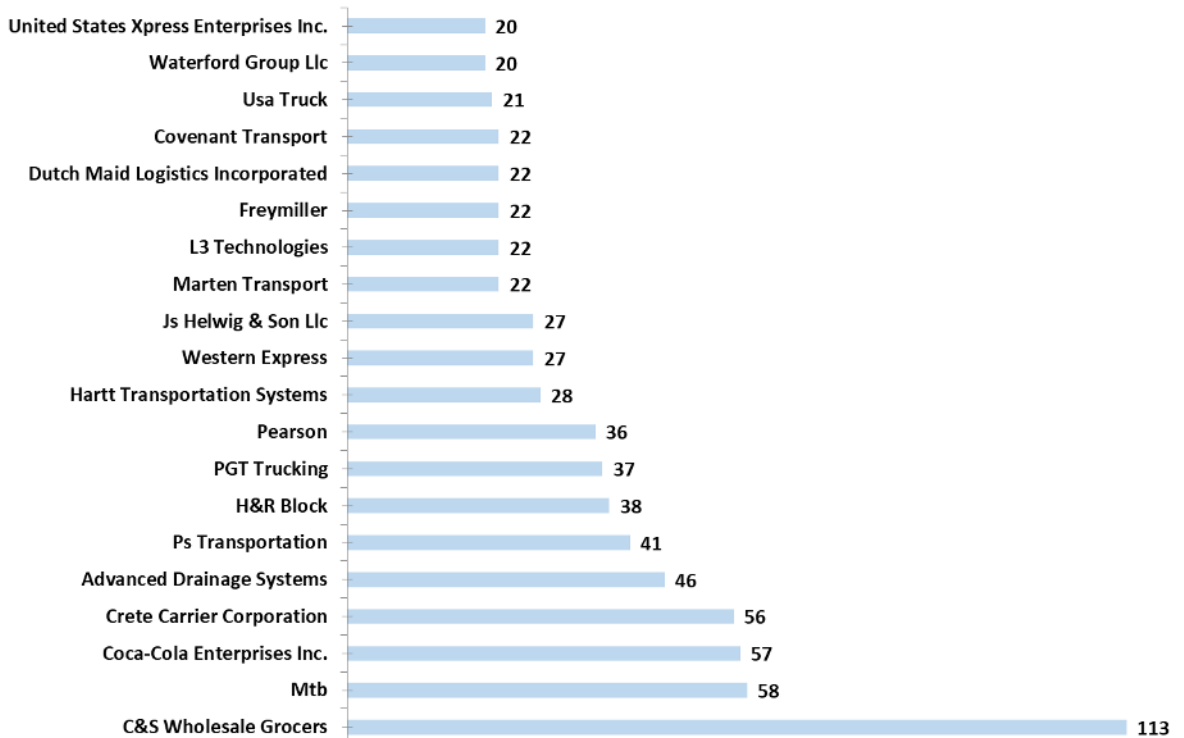


Source: Burning Glass Labor Market Insight, 2019; MassEcon analysis.

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



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



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

| Industry (NAICS) | Establish-ments | Employ-ment | Annual Payroll | Location Quotient* |
|--|-----------------|-------------|----------------|--------------------|
| 519120 Libraries and archives | 5 | 88 | 3,301,965 | 6.8 |
| 424990 Other nondurable goods merchant wholesalers | 6 | 187 | 9,540,193 | 5.02 |
| 561520 Tour operators | 3 | 35 | 2,457,134 | 2.69 |
| 511130 Book publishers | 10 | 68 | 4,245,374 | 2.6 |
| 541620 Environmental consulting services | 9 | 91 | 5,490,796 | 2.36 |
| 711120 Dance companies | 3 | 12 | 120,730 | 2.26 |
| 332322 Sheet metal work manufacturing | 6 | 111 | 7,523,641 | 2.19 |
| 541370 Other surveying and mapping services | 6 | 46 | 2,051,453 | 2.03 |
| 541430 Graphic design services | 11 | 54 | 2,964,617 | 1.93 |
| 721191 Bed-and-breakfast inns | 3 | 13 | 142,378 | 1.81 |
| 424480 Fruit and vegetable merchant wholesalers | 4 | 82 | 3,151,548 | 1.8 |

*All data is for Hampshire 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 presence.

7. Hampshire County Companies (>50 employees) in Selected High Concentration Industries

| NAICS | Company Name | Street | Empl. | Ultimate Parent Company | Region | Revenue (USD) |
|--------|---|---------------|-------|---------------------------------|-----------------|---------------|
| 611310 | University of Massachusetts Incorporated | Amherst | 7,376 | University of Massachusetts | Boston, MA | |
| 611310 | The Trustees of The Smith College | Northampton | 1,290 | | | 366,101,990 |
| 335312 | L3 Technologies, Inc. | Northampton | 600 | L3 Harris Technologies, Inc. | Melbourne, FL | |
| 517312 | AT&T Corp. | Hadley | 311 | AT&T Inc. | Dallas, TX | |
| 334516 | Thermo Fisher Scientific Inc. | Amherst | 307 | Thermo Fisher Scientific Inc. | Waltham, MA | |
| 326199 | Berry Global, Inc. | Easthampton | 228 | Berry Global Group, Inc. | Evansville, IN | |
| 322121 | Kanzaki Specialty Papers Inc. | Ware | 205 | OJI HOLDINGS CORPORATION | Tokyo, Japan | 105,290,700 |
| 511110 | H S Gere & Sons, Inc. | Northampton | 163 | Newspapers of New England, Inc. | Concord, NH | 17,000,000 |
| 493110 | C & S Wholesale Grocers, Inc. | Hatfield | 120 | C&S Wholesale Grocers, Inc. | Keene, NH | |
| 517919 | Smiths Interconnect, Inc. | Northampton | 100 | Smiths Interconnect, Inc. | Tampa, FL | |
| 322299 | Canson, Inc. | South Hadley | 100 | | | 35,654,701 |
| 722511 | Northampton Brewery | Northampton | 100 | | | 3,787,200 |
| 312111 | Coca-Cola Bottling Co. SE New England, Inc. | Northampton | 92 | KIRIN HOLDINGS CO., LTD | Tokyo, Japan | |
| 332999 | The October Company Inc | Easthampton | 89 | The October Company Inc | United States | 20,000,000 |
| 322211 | Packaging Corporation of America | Northampton | 86 | Packaging Corp. of America | Lake Forest, IL | |
| 332321 | The Philipp Manufacturing Co Inc | Easthampton | 85 | | | 12,550,000 |
| 332721 | Yankee Hill Machine Co., Inc. | Easthampton | 85 | | | 14,815,300 |
| 313210 | National Nonwovens Inc. | Easthampton | 75 | National Nonwovens Inc. | | 36,370,800 |
| 326199 | Mill Valley Molding Inc | West Hatfield | 75 | | | 7,003,099.90 |
| 321918 | Brockway-Smith Company | West Hatfield | 75 | Brockway-Smith Company | Wilmington, MA | |

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

L3 Technologies, Inc.

50 Prince St
Northampton, Massachusetts, 01060-3635
Tel: 413-586-2330
<https://www2.l3t.com/keo/>

Employees: 600 (This Site)
Company Type: Private Branch
Parent: [L3 Technologies, Inc.](#)
Ultimate Parent: [L3harris Technologies, Inc.](#)
Corporate Family: [703 Companies](#)
D-U-N-S® Number: 04-149-1895

Site contact:

John Weatherax
Manager, Facilities/EHS

Other MA Sites:

[L3 Advanced Programs](#)

1 Wall Street
Burlington, MA 01803
Phone: (781) 270-2100

[L3 ESSCO](#)

90 Nemco Way
Ayer, MA 01432
Phone: (978) 568-5100

[L3 OceanServer](#)

275 Martine Street
Fall River, MA 02723
Phone: 508-678-0550

[L3 Open Water Power](#)

28 Dane St
Somerville, MA 02143
Phone:

[L3 Security & Detection Systems](#)

10E Commerce Way
Woburn, MA 01801
Phone: (781) 939-3800

[L3 SSG](#)

65 Jonspin Road
Wilmington, MA 01887
United States
Phone: 978-694-9991



L3Harris is an agile global aerospace and defense technology innovator, delivering end-to-end solutions that meet customers' mission-critical needs. The company provides advanced defense and commercial technologies across air, land, sea, space and cyber domains. L-3 Technologies and Harris Corporation merged in June 2019.

L3 KEO, in Northampton, produces the systems that enable you to look, to see, and to control the leading edge of integrated imaging systems. Business segments served include submarine imaging (incl. periscopes), stabilized platforms (incl. EO sighting systems), and land systems (incl. gun sights & subassemblies).

Ultimate Parent Headquarters

L3Harris Technologies, Inc.

1025 W Nasa Blvd
Melbourne, Florida, 32919-0001
United States
Tel: 321-727-9100
www.harris.com

Employees: 269 (This Site) 48k (All Sites)
Company Type: Public Parent, Headquarters
Corporate Family: [703 Companies](#)
Traded: [LHX](#) (NYSE)

Dana Mehnert

President, Communication Systems

Mr. Mehnert is responsible for business strategy, financial performance and operational execution covering a broad portfolio, including tactical and airborne radios, battle management systems, night vision technology and professional and public safety networks and products. Mehnert has a bachelor's degree in electrical engineering and applied physics and a Bachelor of Arts in political science from Case Western Reserve University. He received a Master of Business Administration from the University of Rochester in 1991. He is also a graduate of the **Harvard Business School's General Manager Program**.

Berry Global, Inc.

44 O'Neil St
Easthampton, Massachusetts, 01027-1146
United States
Tel: 812-424-2904



Employees: 228 (This Site)
Company Type: Private Branch
Parent: [Berry Global, Inc.](#)
Ultimate Parent: [Berry Global Group, Inc.](#)
Corporate Family: [687 Companies](#)
D-U-N-S® Number: 07-850-3517

Site Contact:

Andy Hunter

Project Manager

andersonhunter@berryplastics.com

Other MA Locations:

Berry Global, Inc.

2320 Bowling Green Rd
Franklin, Kentucky, 42134-9611
Tel: 270-586-3261

Berry Global Films, LLC

199 Rosewood Dr Ste 240
Danvers, Massachusetts, 01923-4523
Tel: 978-532-2000

Laddawn, Inc.

155 Jackson Rd
Devens, Massachusetts, 01434-5614
Tel: 800-446-3639

Berry Global Group, Inc. is a leading global supplier of a broad range of innovative non-woven, flexible, and rigid products used every day within consumer and industrial end markets.

Berry Global changed its name from Berry Plastics in 2017.

Ultimate Parent Headquarters

Berry Global Group, Inc.

Evansville, Indiana, 47710-1237
United States

(Primary Address) [Show Secondary](#)

Tel: 812-424-2904

www.berryglobal.com

Employees: 10 (This Site) 23k (All Sites)

Company Type: Public Parent, Headquarters

Corporate Family: [687 Companies](#)

Traded: [BERY](#) (NYSE)

Tom E. Salmon, Chairman & CEO

Thomas was named Chief Executive Officer of Berry Global Group, Inc. and appointed to the Company's Board of Directors in February 2017. Mr. Salmon most recently served as the Company's President and Chief Operating Officer. From November 2015 until October 2016, Mr. Salmon was President of Berry's Consumer Packaging Division. He previously served as President of Berry's Rigid Closed Top Division since November 2014 and President of Berry's Engineered Materials Division (**Franklin, MA**) from 2003 until November 2014. Mr. Salmon holds a Bachelor of Business Administration from Saint Bonaventure University in Western New York.