

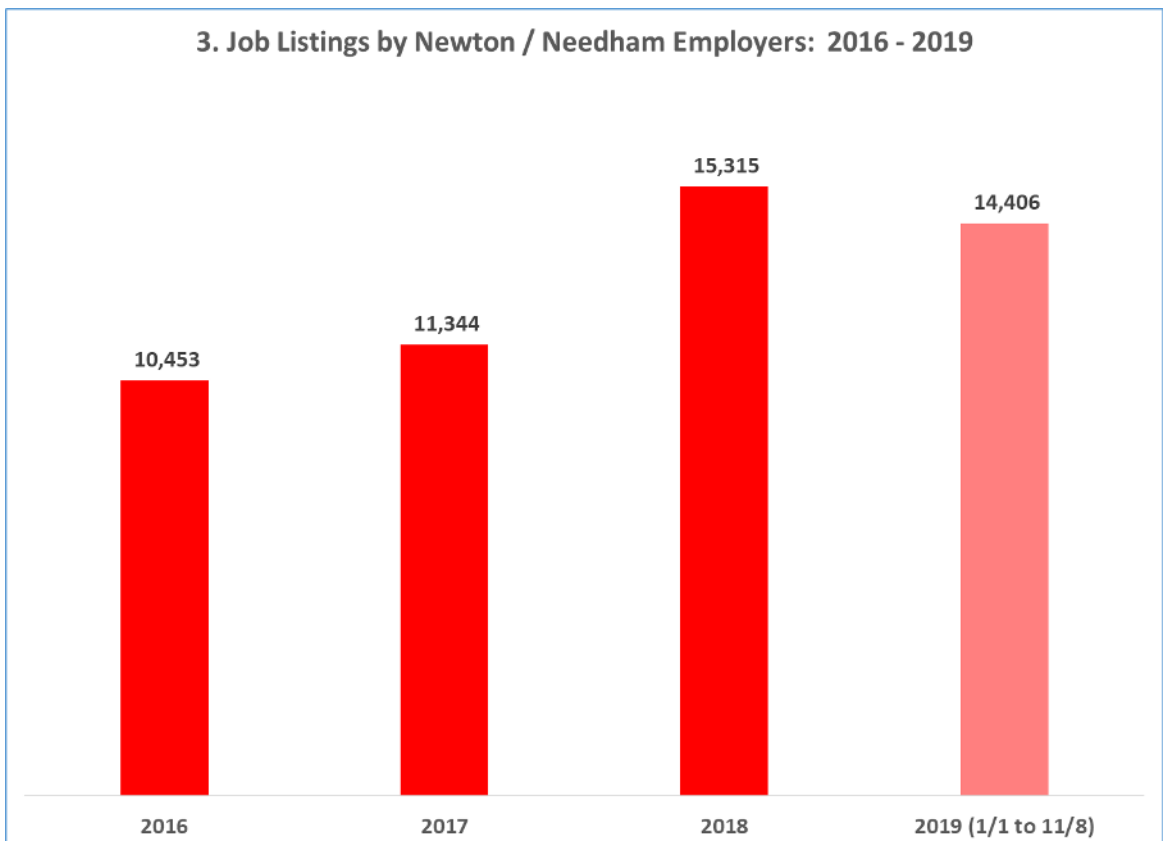


1. Leading Newton / Needham Employers – 2018

Table 1 - Company Name	Address	City/Town	Employees
Partners Healthcare System, Inc.	10 Langley Rd Ste 306	Newton	878
Tripadvisor Holdings, LLC	141 Needham St	Newton	747
Sonesta International Hotels Corporation	255 Washington St Ste 270	Newton	700
General Dynamics Network Systems, Inc.	77 A St	Needham	500
Excel Switching Corporation	410 1St Ave	Needham	475
East West Bancorp, Inc.	2223 Washington St	Newton	435
The RMR Group Inc	255 Washington St Ste 300	Newton	400
Upromise, Inc.	95 Wells Ave Ste 160	Newton	400
Chargeurs Protective, Inc.	55 Tower Rd	Newton	362
University of Massachusetts	777 Dedham St	Newton	350
Lasell College	1844 Commonwealth Ave	Newton	336
Medical Resources Home Health Corp.	320 Nevada St Ste 201	Newton	300
North Hill Needham, Inc.	865 Central Ave Apt A502	Needham	300
Washington University	1719 Central Ave	Needham	260
George H. & Irene L. Walker Home For Children, Inc.	1968 Central Ave	Needham	250
EMC Corporation	95 Wells Ave Ste 215	Newton	250
Hearst Stations Inc.	5 Tv Pl	Needham	250
Wingate At Needham, Inc.	589 Highland Ave	Needham	250
Enservio, Inc.	117 Kendrick St Ste 250	Needham	240
Lakeshore Equipment Company	230 Needham St	Newton	224
General Electric Company	1 Gateway Ctr Ste 251	Newton	220
Eastern Bank Corporation	188 Needham St	Newton	206
Macy's Retail Holdings, Inc.	225 Boylston St	Newton	203
Roche Bros. Supermarkets, Inc.	1177 Highland Ave	Needham	200
Newton Community Service Center Inc	492 Waltham St	Newton	200
Federal Express Corporation	151 3Rd Ave	Needham	200
Saperion Inc	275 Grove St Ste 2-400	Newton	200
William James College, Inc.	1 Wells Ave Ste 7	Newton	200
Atrius Health, Inc.	275 Grove St Ste 3-300	Newton	196
Starwood Hotels & Resorts Worldwide, Inc.	100 Cabot St	Needham	195

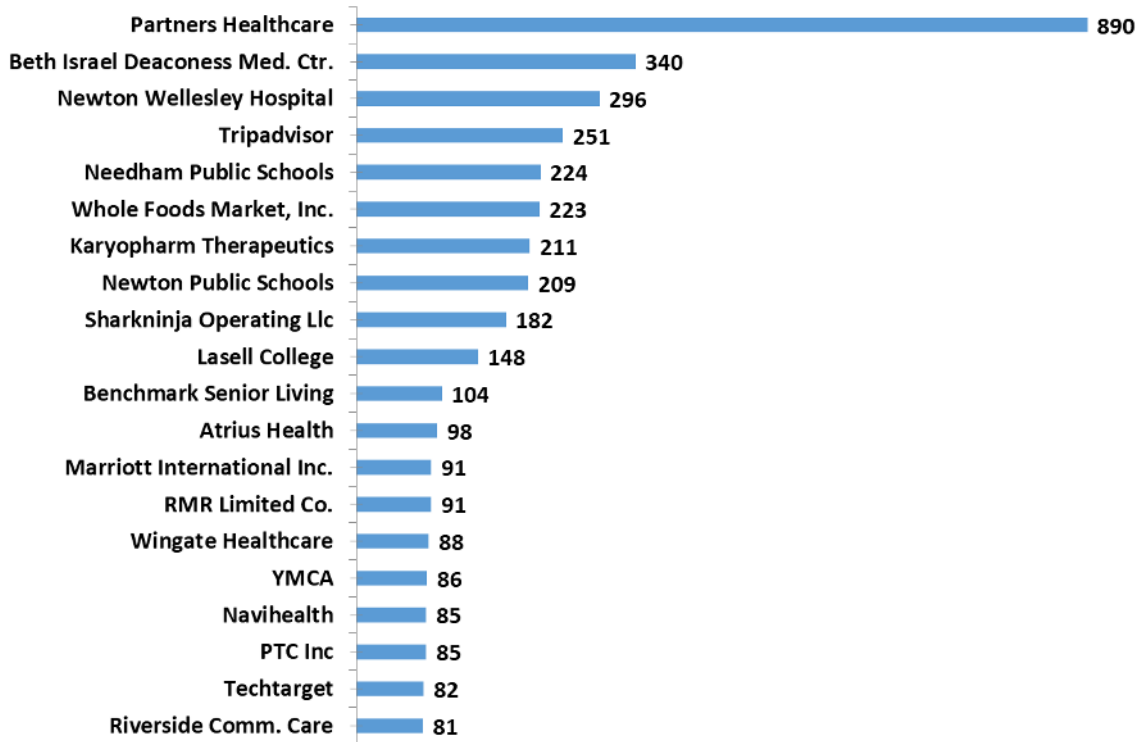
Source: Dun & Bradstreet Hoovers, 2019; MassEcon analysis.

2. Job Openings by Industry Sector, Last 12 Months	Newton/Needham		Compare
	Industry Sector	Listings	% All
Agriculture, Forestry, Fishing and Hunting	17	0.1%	0.2%
Mining, Quarrying, and Oil and Gas Extraction	5	0.0%	0.1%
Utilities	32	0.3%	0.2%
Construction	117	0.9%	1.2%
Manufacturing	330	2.6%	8.7%
Wholesale Trade	14	0.1%	0.5%
Retail Trade	1,079	8.7%	9.3%
Transportation and Warehousing	229	1.8%	4.2%
Information	317	2.5%	3.0%
Finance and Insurance	992	8.0%	7.9%
Real Estate and Rental and Leasing	277	2.2%	2.0%
Professional, Scientific, and Technical Services	1,285	10.3%	12.3%
Management of Companies and Enterprises	131	1.1%	0.2%
Administrative & Support & Waste Mgm't & Remediation Services	748	6.0%	3.9%
Educational Services	1,296	10.4%	10.5%
Health Care and Social Assistance	3,957	31.8%	23.7%
Arts, Entertainment, and Recreation	138	1.1%	0.9%
Accommodation and Food Services	1,000	8.0%	7.2%
Other Services (except Public Administration)	395	3.2%	1.6%
Public Administration	102	0.8%	2.3%

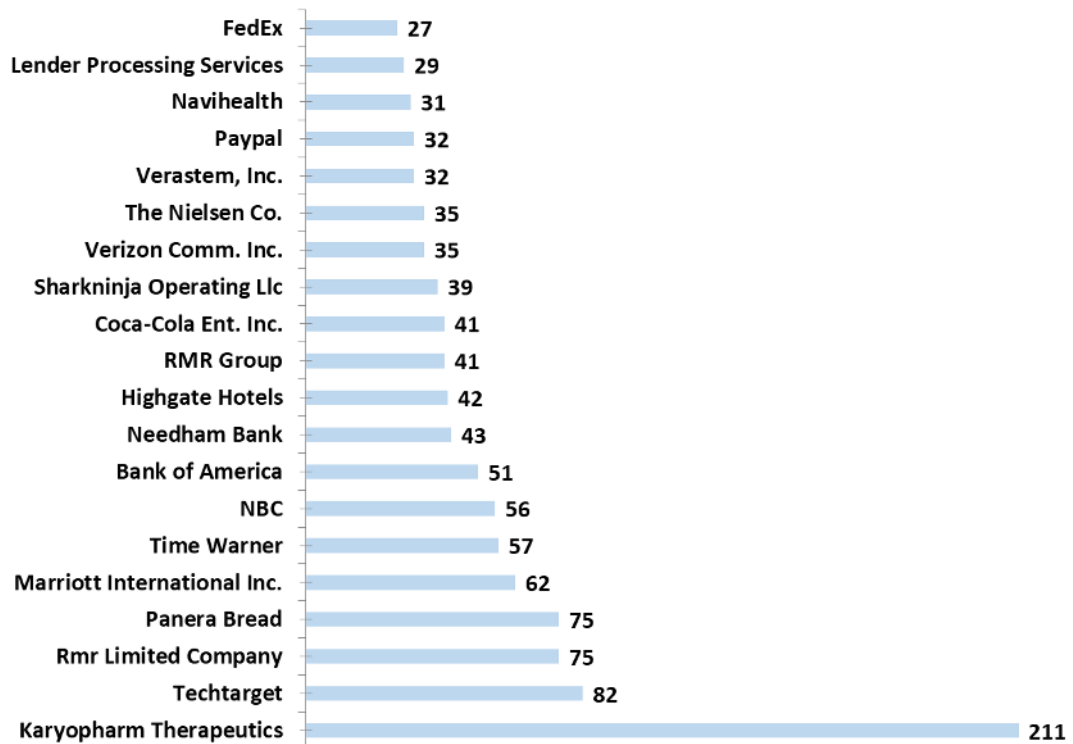


Source: Burning Glass Labor Market Insight, 2019; MassEcon analysis.

4. Leading Job Listings, Last 12 Months: All Employers, November 2018 to October 2019



5. Leading Job Openings, Last 12 Months: Export Industry Employers, November 2018 to October 2019



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

Industry (NAICS)	Establishments	Employment	Annual Payroll	Location Quotient *
551114 Managing offices	344	32,654	4,797,617,646	2.29
541714 R&D Biotech (except nanobiotech)	613	27,304	\$5,909,790,283	22.5
511210 Software publishers	498	20,557	3,626,166,536	7.97
541511 Custom computer programming services	1,298	20,314	3,210,834,731	3.46
541512 Computer systems design services	897	19,669	3,065,895,601	3.1
541715 R&D in physical, engineering, & life sciences (except nano-, biotech)	500	19,254	2,913,180,934	7.36
541330 Engineering services	562	12,409	1,570,378,717	2.01
541611 Administrative management consulting services	749	6,345	900,605,684	1.62
325412 Pharmaceutical preparation manufacturing	32	5,149	783,291,675	4.04
518210 Data processing, hosting and related services	185	4,834	819,135,011	2.3
334516 Analytical laboratory instrument mfg.	53	4,821	611,185,487	20.85
334413 Semiconductors and related device mfg.	37	4,487	701,373,733	3.85
519130 Internet publishing and web search portals	154	4,102	968,817,070	2.63
541613 Marketing consulting services	305	4,063	515,970,934	2.38
524114 Direct health and medical insurance carriers	17	3,595	362,066,325	1.53

* Data for all of Middlesex 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. Newton / Needham Companies (>60 employees) in Selected High Concentration Industries

NAICS	Company Name	City	Empl.	Ultimate Parent Company	Region
561510	Tripadvisor Holdings, LLC	Needham	747	Liberty Tripadvisor Holdings, Inc.	Englewood, CO
721110	Sonesta International Hotels Corporation	Newton	700	Sonesta International Hotels Corp.	
517919	General Dynamics Network Systems, Inc.	Needham	500	General Dynamics Corporation	Reston, VA
541511	Excel Switching Corporation	Needham	475	Novacap TMT IV, S.E.C	Longueil, Quebec
541611	The RMR Group Inc	Newton	400	The RMR Group Inc	
522298	Upromise, Inc.	Newton	400	SLM Corporation (SallieMae)	Newark, DE
322220	Chargeurs Protective, Inc.	Newton	362	CHARGEURS	Paris, France
334112	EMC Corporation	Newton	250	Dell Technologies Inc.	Round Rock, TX
515120	Hearst Stations Inc.	Needham	250	The Hearst Corporation	New York, NY
541511	Enservio, Inc.	Needham	240	Summertime Holding Corp.	Westlake, TX
335931	General Electric Company	Newton	220	General Electric Company	Boston, MA
492210	Federal Express Corporation	Needham	200	Fedex Corporation	Memphis, TN
511210	Saperion Inc	Newton	200		
721110	Starwood Hotels & Resorts Worldwide, Inc.	Needham	195	Marriott International, Inc.	Bathesda, MD
331410	H. C. Starck Inc.	Newton	150	Opus Investment	Luxembourg
445291	Sjb Bagel Makers of Boston, Inc.	Newton	150		
424420	Restaurant Depot, LLC	Needham	150	CECONOMY AG	Dusseldorf, FRG
333318	NCR Corporation	Newton	150	NCR Corporation	Atlanta, GA

Enservio, Inc.

117 Kendrick St Ste 250
Needham, Massachusetts, 02494-2753
United States
Tel: +1-888-567-7557
www.enservio.com



Employees: 240 (This Site) 240 (All Sites)
Company Type: Private Subsidiary
Parent: [Solera Holdings, Inc.](#)
Ultimate Parent: [Summertime Holding Corp.](#)
Corporate Family: [48 Companies](#)
D-U-N-S® Number: 18-741-4938

Local Contact:
Chris Mills, VP, Product

Other MA Locations: None

Enservio offers the industry’s most robust contents software platform as well as world-class contents claim services that bring value to the entire spectrum of contents claim management. Founded in 2004, Enservio is headquartered in Needham, MA, with offices and professional staff across the United States. Solera acquired Enservio in 2018.

Ultimate Parent Headquarters

Summertime Holding Corp.

1301 Solana Blvd Ste 2100
Westlake, Texas, 76262-1675
United States

Tel: +1-817-961-2100

www.solerainc.com

Employees: 5.4k (All Sites)

Company Type: Private Parent, Headquarters

Corporate Family: [48 Companies](#)

Darko Dejanovic

Interim CEO, Solera Holdings

Dejanovic is an Operating Principal and serves as President of Vista Intelligence Group at Vista Equity Partners. He currently sits on the board of Wrike, Solera, 7Park Data, AGDATA, Social Solutions, Upserve, Stats Perform and works with Vista’s investments across a number of portfolio companies, including, EagleView, Omnitracs, The ACTIVE Network and Vivid Seats. Prior to joining Vista, Dejanovic worked as the Executive Chairman, CEO, President, and Chief Technology, Product, and Innovation Officer at The ACTIVE Network.

H. C. Starck, Inc.

45 Industrial Pl
Newton, Massachusetts, 02461-1951
United States
Tel: +1-617-630-5800
www.hcstarck.com



Employees: 150 (This Site) 417 (All Sites)
Company Type: Private Subsidiary,
Headquarters
Parent: [Opus Investment](#)
Corporate Family: [10 Companies](#)
D-U-N-S® Number: 06-009-1956

H. C. Starck Inc. operates as a global supplier of technology metals and advanced ceramics. The Company manufactures metal powders, thermal spray powders, metal products, and specialty chemicals. H.C. Starck serves customers globally.

Local Contact:
Andreas Mader
Co-President

Ultimate Parent Headquarters
Opus Investment

Avenue Charles De Gaulle 2
Luxembourg, 1653
Luxembourg

(Primary Address) Employees: 2 (This Site) 2 (All Sites)
Company Type: Private Parent, Headquarters
Corporate Family: [10 Companies](#)

Other MA Locations: None

Jens Knoll
CEO, Starck GmbH

Landsberger Str. 98, 80339 München, Germany

- CEO since November 2016
- Member, Executive Board, May – October 2016
- Chief Transformation Officer – February 2015 to May 2016
- M.S. & Ph.D., Mechanical Engineering, SUNY Buffalo