

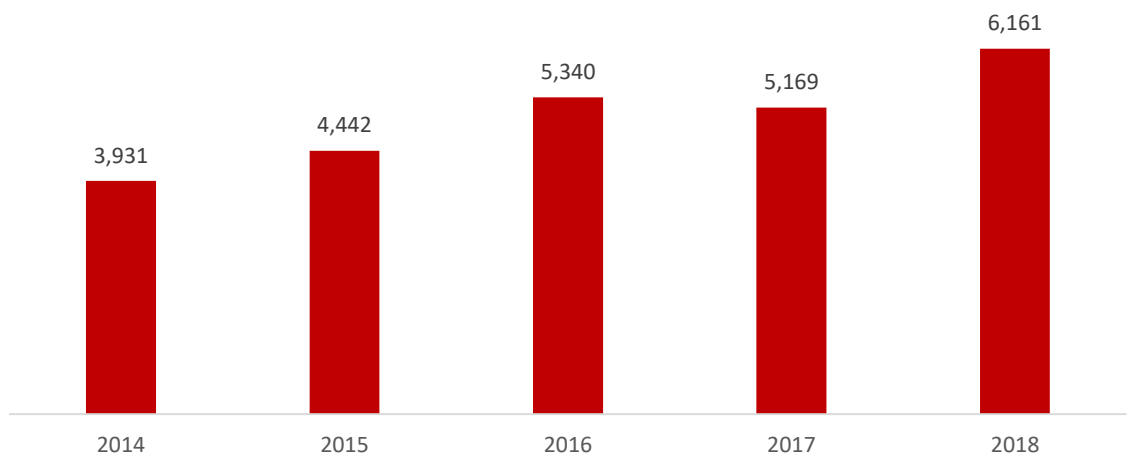


Leading Employers in Westborough - 2018

| Company Name | Employees | Address |
|---------------------------------------|-----------|--------------------------|
| Springstone Financial LLC | 1,033 | 1700 W Park Dr |
| NE Electric Transmission Corp (NGrid) | 1,000 | 25 Research Drive |
| New England Power Company (NGrid) | 842 | 25 Research Drive |
| BJ's Wholesale Club, Inc. | 700 | 25 Research Dr |
| Multi-Concept, Inc. | 675 | 176 E Main St # 6 |
| Eclinicalworks, LLC | 650 | 2 Technology Dr |
| Pall Corporation | 364 | 20 Walkup Dr |
| Cumberland Farms, Inc. | 292 | 165 Flanders Rd |
| Columbia Electrical Contractors, Inc. | 240 | 27 Otis St Ste 300 |
| Genzyme Corporation | 216 | 1 Research Drive |
| Ascential Software Corporation | 200 | 50 Washington St |
| Fulfillment Plus, Inc. | 200 | 201 Flanders Rd |
| Microchip Technology Incorporated | 166 | 112 Turnpike Rd Ste 100 |
| 3M Touch Systems, Inc. | 158 | 115 Flanders Rd |
| Zensar Technologies Im, Inc. | 150 | 4 Technology Dr Ste 1 |
| PSI Holding Group, Inc. | 150 | 4 Technology Dr |
| Coghlin Companies, Inc. | 150 | 27 Otis St |
| Conmed Corporation | 142 | 134 Flanders Rd |
| Aternity, Inc. | 140 | 200 Friberg Pkwy Ste 100 |
| Alpha Analytical, Inc. | 138 | 8 Walkup Dr |
| Great River Hydro, LLC | 120 | 112 Tpk Rd Ste 202 |
| Avery Dennison Corporation | 117 | 1700 W Park Dr Ste 400 |
| Cgit Westboro, Inc | 105 | 30 Oak St |
| Liberty Mutual Insurance Company | 101 | 114 Turnpike Rd Ste 3 |
| Mercator Software, Inc | 100 | 50 Washington St |
| Kopin Targeting Corporation | 99 | 125 North Dr |
| Emulex Corporation | 80 | 1 Research Dr Ste 310B |
| Inteplast Engineered Films Inc. | 70 | 5 Otis St |
| Ce Power Engineered Services, LLC | 65 | 40 Washington St |
| GE Healthcare Inc. | 65 | 14 Walkup Dr |

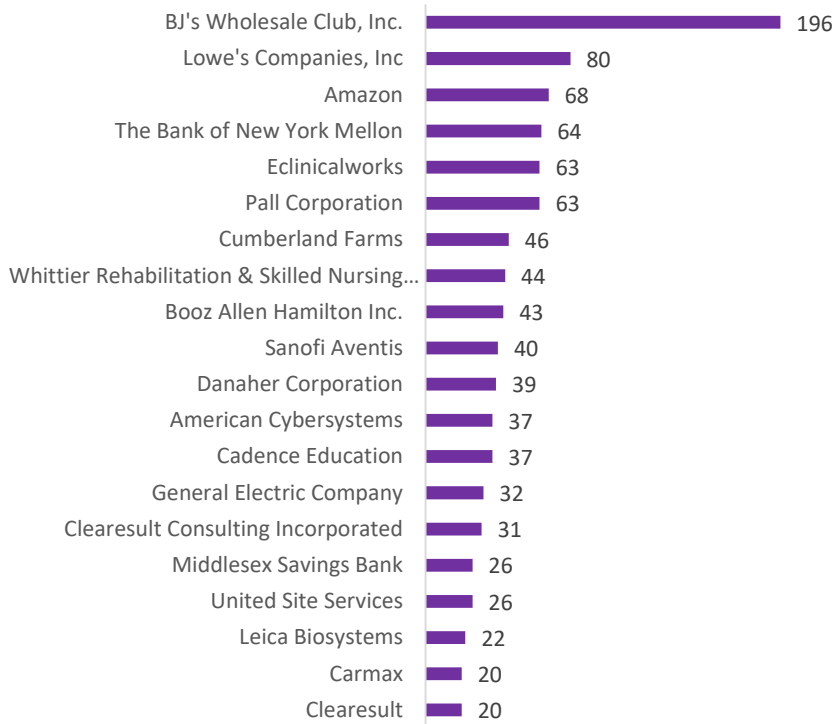
| Westborough Job Listings - 6 Months (Sep-Feb 2019) | | | |
|--|------|------------|-----------|
| INDUSTRY SECTOR | % | # Listings | 5-yr Avg. |
| Retail Trade | 25.1 | 527 | 17.5 |
| Manufacturing | 17.4 | 366 | 17.4 |
| Professional, Scientific, and Technical Services | 11.6 | 244 | 13.8 |
| Finance and Insurance | 10.7 | 224 | 13.3 |
| Health Care and Social Assistance | 10.1 | 212 | 10.5 |
| Administrative & Support and Waste Management Services | 6.8 | 143 | 5.4 |
| Accommodation and Food Services | 5.5 | 116 | 7.5 |
| Educational Services | 3.8 | 79 | 4.0 |
| Information | 1.8 | 37 | 1.8 |
| Transportation and Warehousing | 1.6 | 33 | 1.7 |
| Other Services (except Public Administration) | 1.5 | 32 | 1.8 |
| Real Estate and Rental and Leasing | 1.4 | 30 | 1.4 |
| Construction | 1 | 21 | 0.8 |
| Arts, Entertainment, and Recreation | 0.9 | 19 | 0.6 |
| Public Administration | 0.7 | 14 | 1.8 |
| Utilities | 0.2 | 5 | 0.6 |

Job Listings by Westborough Employers: 2014-2018

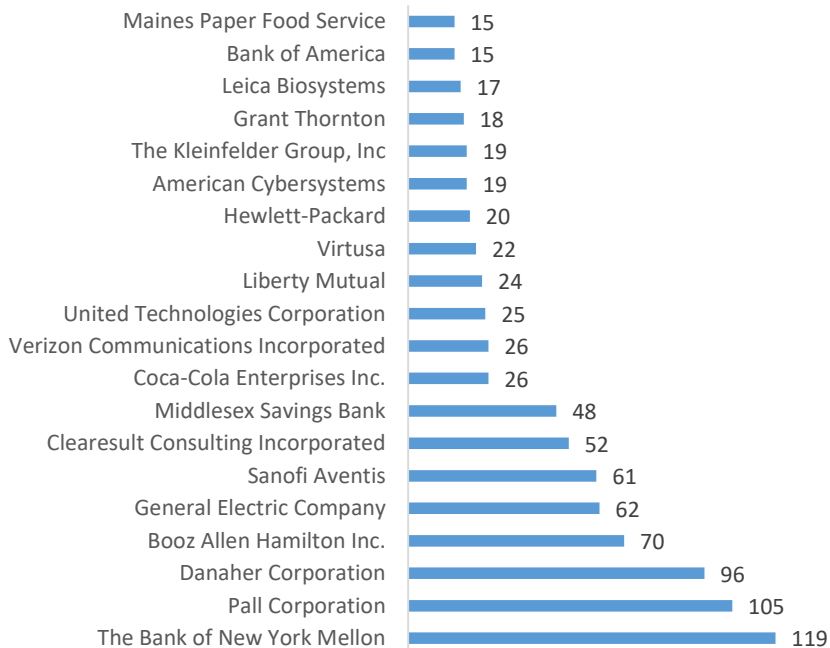


Source: Burning Glass Labor Market Insight, 2019; MassEcon analysis.

Leading Job Listings - Last 6 Mos. (Sep. 18 - Feb. 19)



Leading 2018 Job Listings "Export Industry Companies"*



High Concentration Industries in Westborough, June 2018 Establishments, Employment, Payroll and Location Quotients*

| Industry (NAICS) | Establishments | Employment | Annual Payroll (\$) | Location Quotient* |
|---|----------------|------------|---------------------|--------------------|
| 2211 Power generation and supply | 27 | 2,413 | 84,292,011 | 2.54 |
| 2212 Natural gas distribution | 9 | 524 | 15,703,878 | 1.98 |
| 23821 Electrical and wiring contractors | 260 | 2,662 | 50,437,933 | 1.19 |
| 325412 Pharmaceutical preparation manufacturing | 7 | 1,179 | 34,823,391 | 2.43 |
| 3261 Plastics product manufacturing | 71 | 3,680 | 53,431,762 | 2.57 |
| 333 Machinery manufacturing | 98 | 3,663 | 74,164,129 | 1.36 |
| 33411 Computer and peripheral equipment mfg. | 9 | 984 | 32,049,507 | 2.55 |
| 334413 Semiconductors and related device mfg. | 8 | 2,491 | 60,800,797 | 5.59 |
| 33451 Electronic instrument manufacturing | 24 | 1,978 | 54,542,993 | 2 |
| 335 Electrical equipment and appliance mfg. | 35 | 1,464 | 29,646,322 | 1.53 |
| 3359 <i>Other electrical equipment and component mfg.</i> | 24 | 1,081 | 24,425,211 | 3.07 |
| 42369 Other electronic parts merchant wholesalers | 34 | 415 | 10,542,438 | 1.19 |
| 424420 Packaged frozen food merchant wholesalers | 7 | 92 | 1,508,853 | 1.23 |

*All data is for Worcester County. Westborough includes representation in each of these high concentration industries. 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.

Westborough Companies (>50 employees) in selected high concentration industries

| Organization | Location | Employees | Type | Ultimate Parent Company | Location | Revenue |
|----------------------------|-------------------------|-----------|------------|-------------------------|------------------|---------------|
| Emseal Joint Systems, Ltd. | 25 Bridle Ln | 50 | Subsidiary | Sika Corp | Linhdurts, NJ | \$13,847,600 |
| Pall Corporation | 20 Walkup Dr | 364 | Branch | Danaher Corporation | Washington, DC | |
| 3M Touch Systems, Inc. | 115 Flanders Rd | 158 | Branch | 3M Company | St. Paul, MN | |
| Microchip Technology | 112 Turnpike Rd Ste 100 | 166 | Branch | Microchip Technology | Chandler AZ | |
| Conmed Corporation | 134 Flanders Rd | 142 | Branch | Conmed Corporation | Utica, NY | |
| Columbia Electrical | 27 Otis St Ste 300 | 240 | Subsidiary | Coghlin Companies | Westboro, MA | \$138,000,000 |
| Coghlin Companies, Inc. | 27 Otis St | 150 | HQ | | | \$160,000,000 |
| Cgit Westboro, Inc | 30 Oak St | 105 | Subsidiary | Azz Inc. | Ft. Worth, TX | \$11,877,700 |
| Bel Power Inc. | 2400 Computer Dr | 55 | Subsidiary | Bel Fuse Inc. | Jersey City, NJ | \$7,263,900 |
| Datavantage Corporation | 1800 W Park Dr Ste 250 | 60 | Branch | Oracle Corporation | Redwood City, CA | |
| Multi-Concept, Inc. | 176 E Main St # 6 | 675 | HQ | | | \$10,000,000 |
| Emulex Corporation | 1 Research Dr Ste 310B | 80 | Branch | Broadcom Inc. | San Jose, CA | |

Emseal Joint Systems

25 Bridle Ln
Westborough, Massachusetts,
01581-2603
United States
Tel: 508-836-0280
www.emseal.com

Employees: 50 (This Site) 50 (All Sites)

Company Type: Private Subsidiary

Parent: Sika Corporation

Ultimate Parent: Sika AG

Corporate Family: 410 Companies



EMSEAL is the leading manufacturer of watertight and fire-rated expansion joints and pre-formed sealants in the construction and architectural industry.

Dennis Callahan

Title: Director of Business Development

Function: Marketing

Email: dcallahan@emseal.com

Sika Corporation

201 Polito Ave
Lyndhurst, New Jersey, 07071-3601
United States
(Primary Address) Show Secondary
Tel: 201-933-8800
www.sika.com

Employees: 258 (This Site) 1.1k (All Sites)

Company Type: Private Subsidiary

Parent: Sika AG

Corporate Family: 410 Companies

D-U-N-S® Number: 00-217-9893

Key IDSM Number: 43348262

LEI Number: 549300IHB83C2S4MGH72

Industry: Paint, Coating, and Adhesive Manufacturing

Michael Berkman

Title: SENIOR VICE PRESIDENT

Function: Most Senior Contact

Email: berkman.michael@us.sika.com

Victor Dino

VP of EHS

Related to Founder

Knows Bob Coughlin of MassBio

<https://www.linkedin.com/in/victor-dino-6a61406/>

Pall Corporation

20 Walkup Dr
Westborough, Massachusetts, 01581
United States

Tel: 508-871-5400

www.pall.com

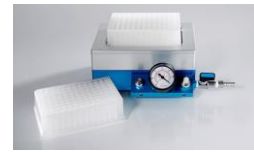
Employees: 364 (This Site)

Company Type: Private Branch

Parent: Danaher Corporation

William Spencer

Senior Director



High-tech filtration, separation, and purification, serving the diverse needs of customers across the broad spectrum of life sciences and industry.

X-Rite, Inc.

100 Burt Rd Ste 110

Andover, Massachusetts, 01810-5920

Photographic apparatus, equipment, parts, attachments, and accessories

Pall Northborough

50 Bearfoot Rd
Northborough, Massachusetts, 01532
United States
65 employees

Dolan Jenner Industries

159 Swanson Rd
Boxborough, Massachusetts, 01719-1316

United States

Tel: 978-263-1400

47 Employees

Charles Clarkson, GM

Danaher Corporation

Corporate Family: 636 Companies
2200 Pennsylvania Ave Nw Ste
800W
Washington, District of Columbia,
20037-1731

United States

Tel: 202-828-0850

Fax: 202-828-0860

www.danaher.com

Employees: 67k (All Sites)

Company Type: Public Parent

Corporate Family: 636

Companies

Traded: DHR (NYSE)

Fiscal Year End: 31-Dec-2018

Reporting Currency: USD

Annual Sales: 19B

Total Assets: 47B

Market Value: 89B

AB Sciex

500 Old Connecticut Path
Framingham, Massachusetts, 01701-4574

United States

5 employees

X Sonix

159 Swanson Rd
Boxborough, Massachusetts, 01719-1316

United States

15 employees

Thomas Patrick Joyce, Jr., CEO

Tom was promoted to Group Executive and Corporate Officer in 2002 and Executive Vice President in 2006. Just prior to his current role, he had responsibility for the [Water Quality](#) platform and [Life Sciences & Diagnostics](#) segments of the corporation. Before joining Danaher, Tom spent seven years in the manufacturing practice group at Andersen Consulting. He earned a B.S. in Economics from the **College of the Holy Cross, where he now sits on the Board of Trustees**. He is on the Board of Directors of MedStar Health and The Economic Club of Washington, D.C. He is also a member of The Business Council and the Business Roundtable. Tom and his wife Claire live in Washington, D.C., and have four children.