# Massachusetts Economic Due Diligence

Quarterly Report for the Massachusetts State Treasurer's Office of Debt Management

Third Quarter, FY 2021



### **UMassAmherst**

Donahue Institute Economic and Public Policy Research

### **ECONOMIC INFORMATION - QUARTER 3, FY 2021**

#### EXHIBIT A

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EXHIBIT A QUARTER 3, FY 2021

#### **ECONOMIC INFORMATION - QUARTER 3, FY 2021**

The information in this section was prepared by the Massachusetts State Data Center (MassSDC) at the University of Massachusetts Donahue Institute Economic and Public Policy Research group. It may be relevant in evaluating the economic and financial condition and prospects of the Commonwealth of Massachusetts. The State Data Center archives data about Massachusetts. The economic and demographic data, which have been obtained by the MassSDC from the sources indicated, do not necessarily present all factors that may have a bearing on the Commonwealth's fiscal and economic affairs.

All information is presented on a calendar-year basis unless otherwise indicated. **Information in the text, tables, charts, and graphs is current as of April 8, 2021**. Dollars reflect 2020 inflation-adjusted dollars. The data measures in this report do not yet reflect all of the effects of the COVID-19 pandemic on the Commonwealth. More of those effects will be captured in subsequent quarters as annual data become available. Sources of information are indicated in the text or immediately following the charts and tables and also in the *Sources* section on the last page of the Exhibit A section. Although the Commonwealth considers the sources to be reliable, it makes no independent verification of the information presented herein and therefore does not warrant its accuracy.

| Population (p. A-2)   | <u>Massachusetts</u> | United States |
|---|----------------------|---------------|
| Estimated Percent Change in Population, July 1, 2010 - July 1, 2019 | 5.0%                 | 6.1%          |
| Personal Income, Consumer Prices, and Poverty (p. A-8)              |                      |               |
| Per Capita Personal Income, 2020 (2020 Dollars)                     | \$79,721             | \$59,729      |
| Average Annual Pay, All Industries, 2019 (2020 Dollars)             | \$76,334             | \$59,939      |
| Percent Change in CPI-U*, 2019-2020                                 | 1.1%                 | 1.2%          |
| Percent Change in CPI-U*, March 2011 - March 2021                   | 1.3%                 | 2.6%          |
| Poverty Rate, 2019  | 9.4%                 | 12.3%         |
| Average Weekly Earnings, Manufacturing Production Workers: 2020     | \$1,016              | \$917         |
| Percent Change from previous year                                   | -0.4%                | -0.3%         |
| Employment (p. A-18)  |                      |               |
| Percent Change in Nonfarm Payroll Employment,                       |                      |               |
| February 2020 - February 2021 (not seasonally adjusted)             | -8.7%                | -5.9%         |
| Unemployment Rate, 2020   | 8.9%                 | 8.1%          |
| Unemployment Rate, February 2021 (not seasonally adjusted)          | 7.2%                 | 6.6%          |
| Education (p. A-24)   |                      |               |
| Expenditure Per Pupil K-12 Public, 2018 (2020 Dollars)              | \$17,582             | \$12,999      |
| Percent of Adults with a Bachelor's Degree or Higher, 2019          | 45.0%                | 33.1%         |
| Economic Base and Performance (p. A-30)                             |                      |               |
| Percent Change in Gross Domestic Product, 2019-2020                 | -3.8%                | -3.5%         |
| Percent Change in International Exports, 2019-2020                  | -5.9%                | -13.9%        |
| Percent Change in Housing Units Authorized by Permit, 2018-2019     | 1.9%                 | 4.3%          |

Massachusetts is a densely populated state with a well-educated population, comparatively high income levels, and a relatively diversified economy. While the total population of Massachusetts has remained fairly stable in the last 25 years, significant changes have occurred in the age distribution of the population. Dramatic growth in residents between the ages of 20 and 44 since 1980 is expected to lead to a population distributed more heavily in the 65 and over age group in the next 25 years. Just as the working-age population has increased, income levels in Massachusetts since 1980 have grown significantly more than the national average, and a variety of measures of income show that Massachusetts residents have significantly higher amounts of annual income than the national average. These higher levels of income have been accompanied by a consistently lower poverty rate. State unemployment rates have typically remained below the national average with the exception of a slight increase during the recession of the early 1990s and a 17-month stretch between 2006 and 2007. Massachusetts unemployment remained below the national average from June 2007 through February 2020. However, due largely to decreased business activity and closures during the COVID-19 pandemic, Massachusetts unemployment has dramatically increased and currently stands at 7.2 percent. The national unemployment rate currently stands at 6.6 percent. In 2019, Massachusetts was ranked second in the U.S. according to the American Human Development Index, modeled after the United Nations Human Development Index, which compares health, income and education outcomes.

The following five sections provide detailed information on population characteristics, personal income, employment, human resources, economic base and performance, and infrastructure.

#### **POPULATION CHARACTERISTICS**

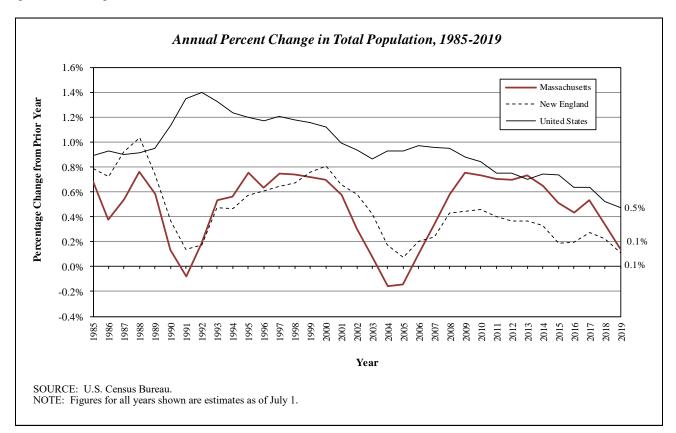
Massachusetts is a relatively slow growing but densely populated state with a comparatively large percentage of its residents living in metropolitan areas. The population density of Massachusetts was estimated as of July 1, 2019 to be 883.6 persons per square mile, as compared to 92.9 for the United States as a whole. Among the 50 states, only New Jersey and Rhode Island have a greater population density. Massachusetts also ranked just behind New Jersey, Rhode Island and Delaware, as well as Washington D.C. in percentage of residents living in metropolitan areas. According to the current county-based definition, 99.6 percent of the state's population live in metropolitan areas.

The state's population is concentrated in its eastern portion. The city of Boston is the largest city in New England, with a July 1, 2019 population estimated at 692,600, or 10.0 percent of the total state population. Boston is the hub of the seven-county Boston-Cambridge-Newton, MA-NH Metropolitan Statistical Area (MSA), which includes the two southeastern New Hampshire counties, and had a total population as of July 1, 2019 estimated at 4,873,019, or 32.8 percent of the total New England population. The Cambridge-Newton-Framingham, MA Metropolitan Division is the largest component of that MSA, with a total population as of July 1, 2019 estimated at 2,400,733 while the Boston, MA Metropolitan division is the second largest component, with a total population estimated at 2,031,884.

The second largest MSA in the state is the Worcester, MA MSA, with a July 1, 2019 population estimated at 947,404. The city of Worcester, situated approximately 40 miles west of Boston with a July 1, 2019 estimated population of 185,428, is the second largest city, both in New England and the state. As a major medical and education center, the Worcester area is home to 18 patient care facilities and 13 colleges and universities, including the University of Massachusetts Medical School.

The third largest MSA in Massachusetts is the three-county Springfield, MA MSA, with a July 1, 2019 population estimated at 697,382. Springfield, the third largest city in the Commonwealth with a July 1, 2019 estimated population of 153,606, is located in the Connecticut River Valley in Western Massachusetts and enjoys a diverse body of corporate employers, including Baystate Health Systems and MassMutual Financial Group. In addition, Springfield is home to three independent colleges.

As the following graph and table (on the next page) indicate, the population in Massachusetts has generally grown at a rate similar to the population of New England and more slowly than the nation as a whole. From 2009 to 2019, Massachusetts' growth has more closely resembled that of the U.S. as a whole than that of New England, although growth began to increase again in 2016. According to the Census Bureau's latest revised estimates released in July 2019, the Massachusetts population has grown by only 8.4 percent since Census 2000, while the U.S. has grown 16.3 percent in that span.



#### EXHIBIT A-3 QUARTER 3, FY 2021

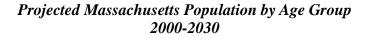
The following table compares the population level and percentage change in the population of Massachusetts to the sixstate New England region and to the United States.

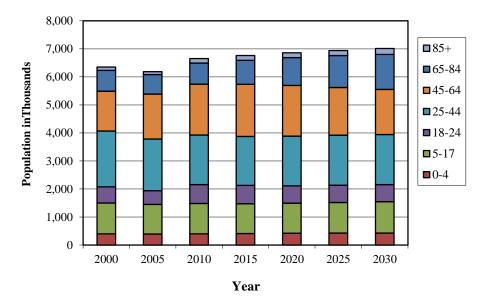
|              |                | _        | <b>lation, 19</b><br>in thousai |              |                    |              |
|--------------|----------------|----------|---------------------------------|--------------|--------------------|--------------|
|              | Massa          | chusetts | New E                           | ngland       | United             | l States     |
|              |                | Percent  |                                 | Percent      |                    | Percent      |
| Year         | Total          | Change   | Total                           | Change       | Total              | Change       |
| 1978         | 5,736          | 0.0%     | 12,283                          | 0.4%         | 222,095            | 1.1%         |
| 1979         | 5,738          | 0.0%     | 12,322                          | 0.3%         | 224,567            | 1.1%         |
| 1980         | 5,737          | 0.0%     | 12,348                          | 0.2%         | 226,546            | 0.9%         |
| 1981         | 5,769          | 0.6%     | 12,436                          | 0.7%         | 229,466            | 1.3%         |
| 1982         | 5,771          | 0.0%     | 12,468                          | 0.3%         | 231,664            | 1.0%         |
| 1983         | 5,799          | 0.5%     | 12,544                          | 0.6%         | 233,792            | 0.9%         |
| 1984         | 5,841          | 0.7%     | 12,642                          | 0.8%         | 235,825            | 0.9%         |
| 1985         | 5,881          | 0.7%     | 12,741                          | 0.8%         | 237,924            | 0.9%         |
| 1986         | 5,903          | 0.4%     | 12,833                          | 0.7%         | 240,133            | 0.9%         |
| 1987         | 5,935          |          | 12,951                          | 0.9%         | 242,289            | 0.9%         |
| 1988<br>1989 | 5,980          | 0.8%     | 13,085<br>13,182                | 1.0%<br>0.7% | 244,499<br>246,819 | 0.9%<br>0.9% |
| 1989         | 6,015          | 0.6%     |                                 |              | /                  |              |
| 1990         | 6,023          | 0.1%     | 13,230                          | 0.4%         | 249,623            | 1.1%         |
| 1991         | 6,018          | -0.1%    | 13,248                          | 0.1%         | 252,981            | -            |
| 1992         | 6,029          | 0.2%     | 13,271<br>13,334                | 0.2%         | 256,514<br>259,919 | 1.4%<br>1.3% |
| 1995         | 6,061<br>6,095 | 0.5%     | 13,396                          | 0.5%<br>0.5% | 263,126            | 1.3%         |
| 1994         | 6,141          | 0.8%     | 13,390                          | 0.5%         | 266,278            | 1.2%         |
| 1995         | 6,141          | 0.8%     | 13,475                          | 0.6%         | 269,394            | 1.2%         |
| 1990         | 6,226          | 0.7%     | 13,642                          | 0.6%         | 209,394            | 1.2%         |
| 1997         | 6,272          | 0.7%     | 13,734                          | 0.0%         | 272,047            | 1.2%         |
| 1999         | 6,317          | 0.7%     | 13,838                          | 0.8%         | 279,040            | 1.2%         |
| 2000         | 6,361          | 0.7%     | 13,950                          | 0.8%         | 282,162            | 1.1%         |
| 2000         | 6,398          | 0.6%     | 14,041                          | 0.7%         | 284,969            | 1.0%         |
| 2001         | 6,417          | 0.3%     | 14,122                          | 0.6%         | 287,625            | 0.9%         |
| 2002         | 6,423          | 0.1%     | 14,182                          | 0.4%         | 290,108            | 0.9%         |
| 2003         | 6,412          | -0.2%    | 14,207                          | 0.2%         | 292,805            | 0.9%         |
| 2004         | 6,403          | -0.1%    | 14,217                          | 0.1%         | 295,517            | 0.9%         |
| 2006         | 6,410          | 0.1%     | 14,246                          | 0.2%         | 298,380            | 1.0%         |
| 2007         | 6,432          | 0.3%     | 14,279                          | 0.2%         | 301,231            | 1.0%         |
| 2008         | 6,469          | 0.6%     | 14,340                          | 0.4%         | 304,094            | 1.0%         |
| 2009         | 6,518          | 0.8%     | 14,404                          | 0.4%         | 306,772            | 0.9%         |
| 2010         | 6,566          | 0.7%     | 14,470                          | 0.5%         | 309,348            | 0.8%         |
| 2011         | 6,614          | 0.7%     | 14,531                          | 0.4%         | 311,663            | 0.7%         |
| 2012         | 6,663          | 0.7%     | 14,590                          | 0.4%         | 313,998            | 0.7%         |
| 2013         | 6,713          | 0.7%     | 14,644                          | 0.4%         | 316,205            | 0.7%         |
| 2014         | 6,763          | 0.6%     | 14,702                          | 0.3%         | 318,563            | 0.7%         |
| 2015         | 6,794          | 0.5%     | 14,727                          | 0.2%         | 320,897            | 0.7%         |
| 2013         | 6,824          | 0.4%     | 14,756                          | 0.2%         | 322,941            | 0.6%         |
| 2010         | 6,860          | 0.470    | 14,797                          | 0.2%         | 324,986            | 0.6%         |
|              |                |          | -                               |              |                    |              |
| 2018         | 6,883          | 0.3%     | 14,829                          | 0.2%         | 326,688            | 0.5%         |
| 2019         | 6,893          | 0.1%     | 14,845                          | 0.1%         | 328,240            | 0.5%         |

SOURCE: U.S. Department of Commerce, Census Bureau. NOTE: The Census count in 1980 is as of April 1; estimates for all other years are as of July 1.

The next 10 years are expected to bring about a continued change in the age distribution of the Massachusetts population. As the following table and chart show, the share of the 65 and over age group and especially the 85 and over age group will continue to grow. The chart, table, and population pyramids (below, and on the following page) show the projected population by age for Massachusetts for 2000 through 2030. The Census has not updated these projections to reflect the 2010 Census.

|      |       | Project |       | achusetts<br>)0-2030 (i | -       | 2 ()    | Group |          |               |
|------|-------|---------|-------|-------------------------|---------|---------|-------|----------|---------------|
| Year | 0-4   | 5-17    | 18-24 | 25-44                   | 45-64   | 65-84   | 85+   | All Ages | Mediaı<br>Age |
| 2000 | 397.3 | 1,102.8 | 579.3 | 1,989.8                 | 1,419.8 | 743.5   | 116.7 | 6,349.1  | 36.5          |
| 2005 | 395.1 | 1,055.6 | 488.9 | 1,844.0                 | 1,602.5 | 693.1   | 103.7 | 6,182.9  | 38.2          |
| 2010 | 400.7 | 1,083.1 | 670.2 | 1,769.7                 | 1,817.1 | 750.6   | 158.0 | 6,649.4  | 38.8          |
| 2015 | 409.7 | 1,064.2 | 656.0 | 1,746.1                 | 1,857.1 | 856.5   | 168.9 | 6,758.6  | 39.2          |
| 2020 | 422.3 | 1,070.9 | 617.5 | 1,775.8                 | 1,809.3 | 987.8   | 172.0 | 6,855.5  | 39.5          |
| 2025 | 431.0 | 1,087.7 | 616.2 | 1,782.5                 | 1,703.3 | 1,137.8 | 180.1 | 6,938.6  | 39.7          |
| 2030 | 430.6 | 1,115.0 | 610.7 | 1,783.9                 | 1,608.7 | 1,251.2 | 211.9 | 7,012.0  | 40.2          |

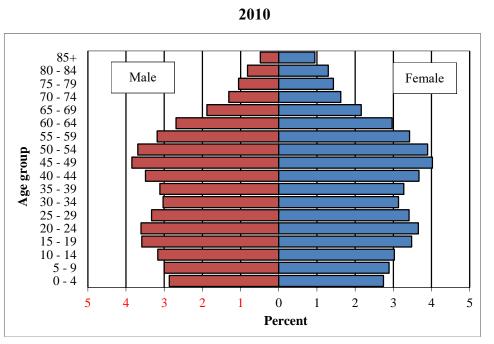




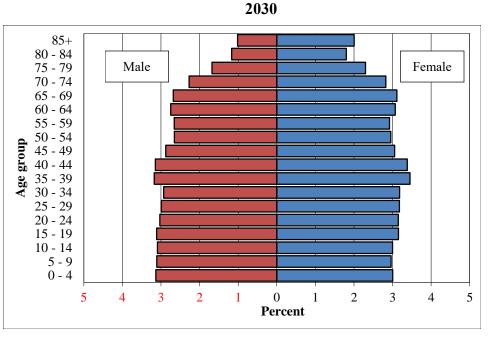
SOURCE: U.S. Census Bureau, Population Division, Interim State Population Projections, 2005. Internet Release Date: 04/21/05. NOTE: Actual Census 2000 counts as of April 1; Population Estimates for 2005 as of July 1; all other figures are projections as of July 1 of the indicated year.

EXHIBIT A-5 QUARTER 3, FY 2021

## **Population Pyramids of Massachusetts** Percent of Total Population



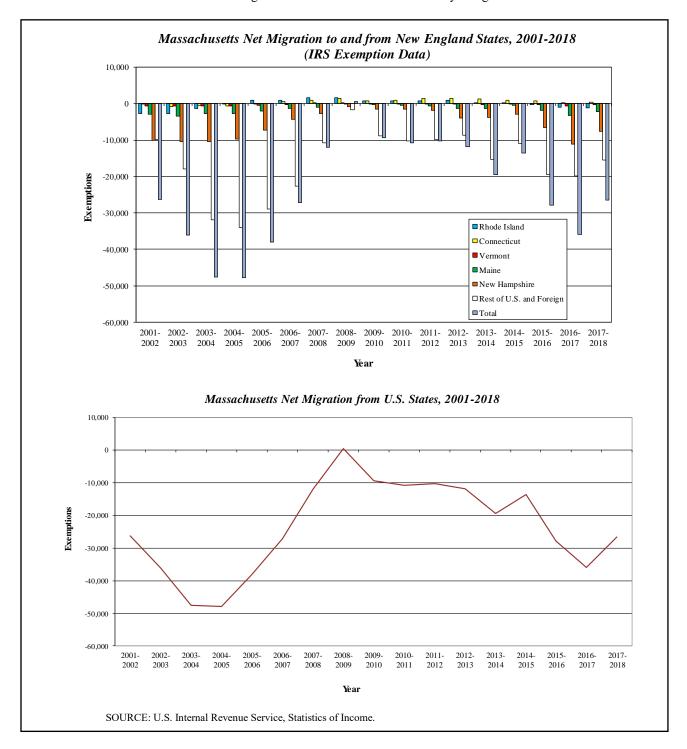
SOURCE: U.S. Census Bureau, 2010 Census.



SOURCE: U.S. Census Bureau, Population Division, Interim State Population Projections, 2005. Internet Release Date: 04/21/05.

#### EXHIBIT A-6 QUARTER 3, FY 2021

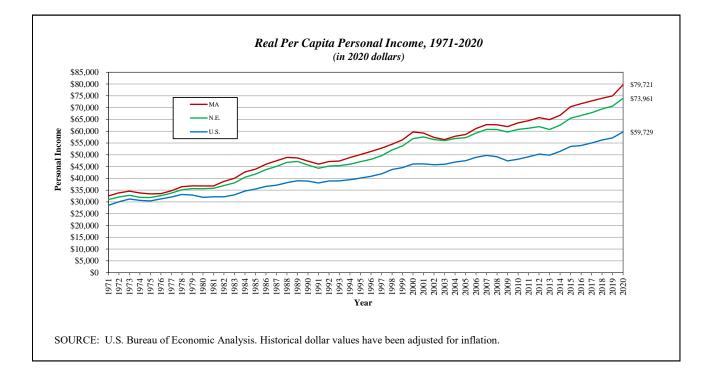
*Migration.* Migration is one of several components of annual population change in Massachusetts. The movement of people from place to place is often linked to economic opportunities or downturns. These data are derived from the filing addresses and number of exemptions submitted with federal tax returns. A tax filer is considered a migrant when he/she files a tax return with an address different from the previous year's filing address. Of the New England states, New Hampshire was the largest net loss for Massachusetts and Connecticut was the largest net gain for Massachusetts from 2001 through 2018. Massachusetts also sends many more migrants to other U.S. states than it gains. Its largest net losses outside of New England are to Florida, New York, California, Texas, and Illinois while its largest net gains are from Foreign countries, South Carolina, Wisconsin, Utah and Minnesota. The charts below illustrate the net migration for Massachusetts to and from the New England states and the rest of the country using IRS data.



#### PERSONAL INCOME, CONSUMER PRICES, AND POVERTY

**Personal Income.** Real per capita income levels in Massachusetts have varied over time. Between 1992 and 1997, real per capita income levels in the Commonwealth increased faster than the national average. In 2000, Massachusetts had its highest per capita income growth in 16 years, exceeding the national growth rate by 2.5 percentage points. From 2001 to 2003, real income declined in Massachusetts while staying roughly flat for the nation. However, real income levels in Massachusetts remained well above the national average. Following a significant decline in 2009, Massachusetts, New England, and the U.S. steadily increased until 2012. Overall, between 2006 and 2012, Massachusetts personal income increased considerably faster than the nation during the recession and its aftermath. In 2013, Massachusetts, New England, and the U.S. all experienced a slight decline in real income. From 2014 to 2018, real per capita income rose in the state, New England, and the nation. Massachusetts per capita personal income remains higher than the nation. At the state level in 2020, only the District of Columbia and Connecticut had higher levels of per capita personal income.

The following graph illustrates these changes in real per capita personal income in Massachusetts, New England, and the United States since 1971.



The following table compares per capita personal income in Massachusetts, New England, and the United States for the period 1971-2020.

|      |          |                      | Per Ca   | pita Persona | ul Income, 19                 | 71-2020  |       |                    |       |
|------|----------|----------------------|----------|--------------|-------------------------------|----------|-------|--------------------|-------|
|      |          | ominal Inco          |          | (            | Real Income<br>in 2020 dollar |          |       | ercent Chan        |       |
| Year | MA       | nominal doll<br>N.E. | u.s.     | MA           | N.E.                          | U.S.     | MA    | Real Incon<br>N.E. | U.S.  |
| 1971 | \$4,834  | \$4,788              | \$4,471  | \$32,563     | \$31,038                      | \$28,571 | 4.3%  | 3.2%               | 5.2%  |
| 1972 | \$5,203  | \$5,149              | \$4,857  | \$33,845     | \$32,082                      | \$30,073 | 3.9%  | 3.4%               | 5.3%  |
| 1972 | \$5,632  | \$5,591              | \$5,363  | \$34,579     | \$32,814                      | \$31,261 | 2.2%  | 2.3%               | 4.0%  |
| 1974 | \$6,090  | \$6,058              | \$5,836  | \$33,812     | \$31,978                      | \$30,637 | -2.2% | -2.5%              | -2.0% |
| 1975 | \$6,560  | \$6,514              | \$6,324  | \$33,419     | \$31,859                      | \$30,422 | -1.2% | -0.4%              | -0.7% |
| 1976 | \$7,078  | \$7,066              | \$6,875  | \$33,534     | \$32,684                      | \$31,271 | 0.3%  | 2.6%               | 2.8%  |
| 1977 | \$7,712  | \$7,707              | \$7,516  | \$34,743     | \$33,761                      | \$32,099 | 3.6%  | 3.3%               | 2.6%  |
| 1978 | \$8,522  | \$8,531              | \$8,356  | \$36,484     | \$35,169                      | \$33,169 | 5.0%  | 4.2%               | 3.3%  |
| 1979 | \$9,481  | \$9,508              | \$9,232  | \$36,819     | \$35,643                      | \$32,911 | 0.9%  | 1.3%               | -0.8% |
| 1980 | \$10,684 | \$10,727             | \$10,180 | \$36,769     | \$35,614                      | \$31,974 | -0.1% | -0.1%              | -2.8% |
| 1981 | \$11,873 | \$11,936             | \$11,300 | \$36,766     | \$35,796                      | \$32,173 | 0.0%  | 0.5%               | 0.6%  |
| 1982 | \$13,013 | \$12,972             | \$11,999 | \$38,735     | \$36,954                      | \$32,181 | 5.4%  | 3.2%               | 0.0%  |
| 1983 | \$14,044 | \$13,925             | \$12,698 | \$40,002     | \$38,079                      | \$32,996 | 3.3%  | 3.0%               | 2.5%  |
| 1984 | \$15,739 | \$15,492             | \$13,906 | \$42,732     | \$40,458                      | \$34,639 | 6.8%  | 6.2%               | 5.0%  |
| 1985 | \$16,893 | \$16,603             | \$14,755 | \$43,895     | \$41,800                      | \$35,490 | 2.7%  | 3.3%               | 2.5%  |
| 1986 | \$18,152 | \$17,795             | \$15,490 | \$45,989     | \$43,712                      | \$36,578 | 4.8%  | 4.6%               | 3.1%  |
| 1987 | \$19,552 | \$19,157             | \$16,289 | \$47,463     | \$45,070                      | \$37,111 | 3.2%  | 3.1%               | 1.5%  |
| 1988 | \$21,358 | \$20,880             | \$17,455 | \$48,884     | \$46,784                      | \$38,187 | 3.0%  | 3.8%               | 2.9%  |
| 1989 | \$22,477 | \$22,234             | \$18,676 | \$48,663     | \$47,184                      | \$38,980 | -0.5% | 0.9%               | 2.1%  |
| 1990 | \$23,118 | \$22,808             | \$19,621 | \$47,312     | \$45,668                      | \$38,853 | -2.8% | -3.2%              | -0.3% |
| 1991 | \$23,486 | \$23,125             | \$20,030 | \$46,043     | \$44,288                      | \$38,062 | -2.7% | -3.0%              | -2.0% |
| 1992 | \$24,628 | \$24,405             | \$21,090 | \$47,112     | \$45,216                      | \$38,905 | 2.3%  | 2.1%               | 2.2%  |
| 1993 | \$25,471 | \$25,182             | \$21,733 | \$47,355     | \$45,392                      | \$38,926 | 0.5%  | 0.4%               | 0.1%  |
| 1994 | \$26,607 | \$26,144             | \$22,575 | \$48,828     | \$46,002                      | \$39,424 | 3.1%  | 1.3%               | 1.3%  |
| 1995 | \$27,964 | \$27,462             | \$23,607 | \$50,121     | \$47,106                      | \$40,090 | 2.6%  | 2.4%               | 1.7%  |
| 1996 | \$29,545 | \$28,822             | \$24,771 | \$51,431     | \$48,079                      | \$40,860 | 2.6%  | 2.1%               | 1.9%  |
| 1997 | \$31,180 | \$30,459             | \$25,993 | \$52,790     | \$49,597                      | \$41,914 | 2.6%  | 3.2%               | 2.6%  |
| 1998 | \$32,914 | \$32,426             | \$27,557 | \$54,492     | \$52,055                      | \$43,755 | 3.2%  | 5.0%               | 4.4%  |
| 1999 | \$34,889 | \$34,162             | \$28,675 | \$56,351     | \$53,735                      | \$44,546 | 3.4%  | 3.2%               | 1.8%  |
| 2000 | \$38,555 | \$37,362             | \$30,657 | \$59,694     | \$56,836                      | \$46,076 | 5.9%  | 5.8%               | 3.4%  |
| 2001 | \$39,872 | \$38,901             | \$31,589 | \$59,187     | \$57,573                      | \$46,164 | -0.9% | 1.3%               | 0.2%  |
| 2002 | \$39,645 | \$38,916             | \$31,832 | \$57,352     | \$56,432                      | \$45,795 | -3.1% | -2.0%              | -0.8% |
| 2003 | \$40,479 | \$39,693             | \$32,681 | \$56,434     | \$55,982                      | \$45,968 | -1.6% | -0.8%              | 0.4%  |
| 2004 | \$42,647 | \$41,747             | \$34,251 | \$57,867     | \$56,909                      | \$46,927 | 2.5%  | 1.7%               | 2.1%  |
| 2005 | \$44,609 | \$43,534             | \$35,849 | \$58,599     | \$57,257                      | \$47,507 | 1.3%  | 0.6%               | 1.2%  |
| 2006 | \$47,974 | \$46,636             | \$38,114 | \$61,127     | \$59,197                      | \$48,930 | 4.3%  | 3.4%               | 3.0%  |
| 2007 | \$50,238 | \$49,086             | \$39,844 | \$62,799     | \$60,749                      | \$49,735 | 2.7%  | 2.6%               | 1.6%  |
| 2008 | \$51,916 | \$51,026             | \$40,904 | \$62,701     | \$60,728                      | \$49,170 | -0.2% | 0.0%               | -1.1% |
| 2009 | \$50,942 | \$50,133             | \$39,284 | \$61,944     | \$59,656                      | \$47,391 | -1.2% | -1.8%              | -3.6% |
| 2010 | \$53,061 | \$52,093             | \$40,546 | \$63,524     | \$60,789                      | \$48,124 | 2.6%  | 1.9%               | 1.5%  |
| 2011 | \$55,296 | \$54,099             | \$42,735 | \$64,453     | \$61,262                      | \$49,170 | 1.5%  | 0.8%               | 2.2%  |
| 2012 | \$57,322 | \$55,749             | \$44,598 | \$65,775     | \$61,923                      | \$50,273 | 2.1%  | 1.1%               | 2.2%  |
| 2013 | \$57,362 | \$55,422             | \$44,851 | \$64,928     | \$60,734                      | \$49,829 | -1.3% | -1.9%              | -0.9% |
| 2014 | \$59,943 | \$57,868             | \$47,058 | \$66,774     | \$62,554                      | \$51,446 | 2.8%  | 3.0%               | 3.2%  |
| 2015 | \$63,588 | \$60,529             | \$49,003 | \$70,412     | \$65,503                      | \$53,509 | 5.4%  | 4.7%               | 4.0%  |
| 2016 | \$65,689 | \$62,252             | \$49,995 | \$71,683     | \$66,663                      | \$53,912 | 1.8%  | 1.8%               | 0.8%  |
| 2017 | \$68,405 | \$64,505             | \$52,096 | \$72,820     | \$67,828                      | \$55,006 | 1.6%  | 1.7%               | 2.0%  |
| 2018 | \$71,768 | \$67,460             | \$54,581 | \$73,967     | \$69,437                      | \$56,256 | 1.6%  | 2.4%               | 2.3%  |
| 2019 | \$74,161 | \$69,733             | \$56,474 | \$75,001     | \$70,643                      | \$57,171 | 1.4%  | 1.7%               | 1.6%  |
| 2020 | \$79,721 | \$73,961             | \$59,729 | \$79,721     | \$73,961                      | \$59,729 | 6.3%  | 4.7%               | 4.5%  |

SOURCE: U.S. Bureau of Economic Analysis. NOTE: Using midyear population estimates from the Census Bureau and three CPI-U series from the U.S. Bureau of Labor Statistics for price inflation.

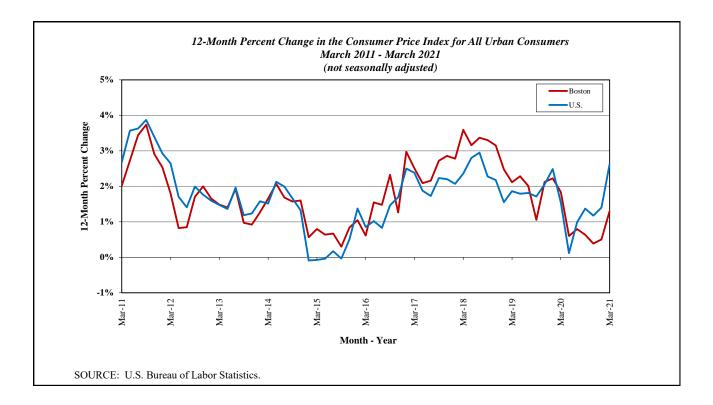
*Average Annual Pay.* Massachusetts saw steady growth in average annual pay for most of the past fifteen years, adjusted for inflation. It lost ground in 2009, but resumed growth in 2010, and dropped slightly again in 2016. Payroll data are reported to the Quarterly Census of Employment and Wages (QCEW) by all employers covered under the Unemployment Insurance programs, and summary data are released. Average annual pay is computed by dividing the total annual payroll of employees covered by Unemployment Insurance programs by the average monthly number of employees from the data in the QCEW. Since 2005, average annual wages in the state have grown at an annual rate of 1.0 percent, compared to 0.8 percent for the nation. The level of average annual pay in Massachusetts in 2019 was about 27 percent higher than the national average: \$76,334 compared to \$59,939.

Annual Wage and Salary Disbursements. Wage and salary disbursements by place of work is a component of personal income and measures monetary disbursements to employees. This includes compensation of corporate officers, commissions, tips, bonuses, and receipts in-kind. Although the data are recorded on a place-of-work basis, they are then adjusted to a place-of-residence basis so that the personal income of the recipients whose place of residence differs from their place of work will be correctly assigned to their state of residence. The table below details Wage and Salary Disbursements since 1990. Between 1998 and 2000, the Massachusetts share of New England and overall U.S. totals increased. In subsequent years, the Massachusetts share of New England and the U.S. decreased slightly until 2006. Since then, Massachusetts' share of New England has risen steadily while its share of the U.S. has stayed roughly the same. In 2020, the shares were 54.3 and 3.0 percent respectively.

|              |                      | (in billions of |                | <b>nents, 1990-2</b><br>rs) | 020                    |
|--------------|----------------------|-----------------|----------------|-----------------------------|------------------------|
| <b>.</b>     | T O                  | NE              | <b>.</b>       |                             |                        |
| Year<br>1990 | U.S.<br>\$ 5,406     | N.E.<br>\$337   | MA<br>\$163    | MA as a pct. of 48.4%       | MA as a pct. o<br>3.0% |
| 1990         | \$ 5,400             | \$337           | \$105          | 48.3%                       | 2.9%                   |
| 1991         |                      |                 |                |                             |                        |
|              | \$ 5,469             | \$326           | \$157          | 48.3%                       | 2.9%                   |
| 1993         | \$ 5,498<br>\$ 5,622 | \$326<br>\$221  | \$158<br>\$161 | 48.5%                       | 2.9%                   |
| 1994         | \$ 5,633             | \$331           | \$161          | 48.8%                       | 2.9%                   |
| 1995         | \$ 5,797             | \$341<br>\$250  | \$167          | 49.0%                       | 2.9%                   |
| 1996         | \$ 5,958             | \$350           | \$172          | 49.3%                       | 2.9%                   |
| 1997         | \$ 6,244             | \$368           | \$182          | 49.3%                       | 2.9%                   |
| 1998         | \$ 6,633             | \$391           | \$194          | 49.5%                       | 2.9%                   |
| 1999         | \$ 6,924             | \$411           | \$206          | 50.2%                       | 3.0%                   |
| 2000         | \$ 7,250             | \$438           | \$224          | 51.2%                       | 3.1%                   |
| 2001         | \$ 7,234             | \$437           | \$222          | 50.7%                       | 3.1%                   |
| 2002         | \$ 7,183             | \$427           | \$214          | 50.1%                       | 3.0%                   |
| 2003         | \$ 7,221             | \$427           | \$212          | 49.6%                       | 2.9%                   |
| 2004         | \$ 7,422             | \$438           | \$217          | 49.6%                       | 2.9%                   |
| 2005         | \$ 7,538             | \$438           | \$217          | 49.4%                       | 2.9%                   |
| 2006         | \$ 7,769             | \$448           | \$222          | 49.5%                       | 2.9%                   |
| 2007         | \$ 7,980             | \$461           | \$230          | 49.9%                       | 2.9%                   |
| 2008         | \$ 7,851             | \$454           | \$228          | 50.2%                       | 2.9%                   |
| 2009         | \$ 7,530             | \$436           | \$219          | 50.3%                       | 2.9%                   |
| 2010         | \$ 7,553             | \$440           | \$222          | 50.6%                       | 2.9%                   |
| 2011         | \$ 7,612             | \$443           | \$225          | 50.8%                       | 3.0%                   |
| 2012         | \$ 7,799             | \$449           | \$230          | 51.2%                       | 2.9%                   |
| 2013         | \$ 7,893             | \$453           | \$233          | 51.4%                       | 3.0%                   |
| 2014         | \$ 8,164             | \$468           | \$243          | 51.9%                       | 3.0%                   |
| 2015         | \$ 8,574             | \$490           | \$257          | 52.5%                       | 3.0%                   |
| 2016         | \$ 8,714             | \$496           | \$262          | 52.8%                       | 3.0%                   |
| 2017         | \$ 8,935             | \$504           | \$269          | 53.4%                       | 3.0%                   |
| 2017         | \$ 9,157             | \$512           | \$276          | 53.9%                       | 3.0%                   |
| 2010         | \$ 9,416             | \$525           | \$285          | 54.3%                       | 3.0%                   |
| 201)         | \$ 9,321             | \$525           | \$285          | 54.3%                       | 3.0%                   |

SOURCE: U.S. Bureau of Economic Analysis.

*Consumer Prices.* Higher income levels in Massachusetts relative to the rest of the United States are offset to some extent by the higher cost of living in Massachusetts. The following graph presents consumer price trends for the Boston metropolitan area and the United States for the period between March 2011 and March 2021. The latest available data for March 2021 show that the CPI-U for the Boston area increased at a rate of 1.3 percent over March 2020. The U.S. index increased at a rate of 2.6 percent over the same period.



In 2009, the Boston metropolitan area and U.S. experienced their first monthly year-over-year declines in the CPI-U since 1954 and 1955, respectively. The 2020 U.S. CPI-U increased 18.7 percent since 2010 while Boston's CPI-U increased 19.7 percent during that period. Between 2015 and 2020, Boston's Consumer Price Index increased by 10.7 percent while in the United States as a whole, CPI-U increased by 9.2 percent. The table on the following page shows the annual average of the Consumer Price Index for All Urban Consumers (CPI-U) and the percentage change in that average from the previous year from 1970 through the present.

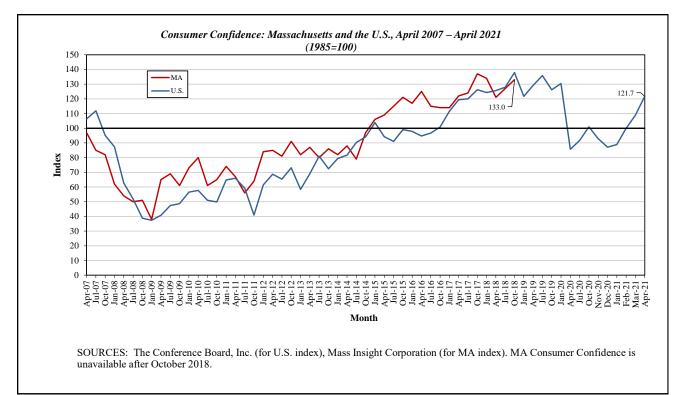
|            |       | 1970-2020                       |       |             |
|------------|-------|---------------------------------|-------|-------------|
| (not       |       | ed; 1982-1984 base <sub>l</sub> |       |             |
| <b>X</b> 7 |       | n Metro Area                    |       | ed States   |
| Year       | CPI-U | Pct. Change                     | CPI-U | Pct. Change |
| 1970       | 40.2  | 5.00/                           | 38.8  | 4 40/       |
| 1971       | 42.2  | 5.0%                            | 40.5  | 4.4%        |
| 1972       | 43.7  | 3.6%                            | 41.8  | 3.2%        |
| 1973       | 46.3  | 5.9%                            | 44.4  | 6.2%        |
| 1974       | 51.2  | 10.6%                           | 49.3  | 11.0%       |
| 1975       | 55.8  | 9.0%                            | 53.8  | 9.1%        |
| 1976       | 60.0  | 7.5%                            | 56.9  | 5.8%        |
| 1977       | 63.1  | 5.2%                            | 60.6  | 6.5%        |
| 1978       | 66.4  | 5.2%                            | 65.2  | 7.6%        |
| 1979       | 73.2  | 10.2%                           | 72.6  | 11.3%       |
| 1980       | 82.6  | 12.8%                           | 82.4  | 13.5%       |
| 1981       | 91.8  | 11.1%                           | 90.9  | 10.3%       |
| 1982       | 95.5  | 4.0%                            | 96.5  | 6.2%        |
| 1983       | 99.8  | 4.5%                            | 99.6  | 3.2%        |
| 1984       | 104.7 | 4.9%                            | 103.9 | 4.3%        |
| 1985       | 109.4 | 4.5%                            | 107.6 | 3.6%        |
| 1986       | 112.2 | 2.6%                            | 109.6 | 1.9%        |
| 1987       | 117.1 | 4.4%                            | 113.6 | 3.6%        |
| 1988       | 124.2 | 6.1%                            | 118.3 | 4.1%        |
| 1989       | 131.3 | 5.7%                            | 124.0 | 4.8%        |
| 1990       | 138.9 | 5.8%                            | 130.7 | 5.4%        |
| 1991       | 145.0 | 4.4%                            | 136.2 | 4.2%        |
| 1992       | 148.6 | 2.5%                            | 140.3 | 3.0%        |
| 1993       | 152.9 | 2.9%                            | 144.5 | 3.0%        |
| 1994       | 154.9 | 1.3%                            | 148.2 | 2.6%        |
| 1995       | 158.6 | 2.4%                            | 152.4 | 2.8%        |
| 1996       | 163.3 | 3.0%                            | 156.9 | 3.0%        |
| 1997       | 167.9 | 2.8%                            | 160.5 | 2.3%        |
| 1998       | 171.7 | 2.3%                            | 163.0 | 1.6%        |
| 1999       | 176.0 | 2.5%                            | 166.6 | 2.2%        |
| 2000       | 183.6 | 4.3%                            | 172.2 | 3.4%        |
| 2001       | 191.5 | 4.3%                            | 177.1 | 2.8%        |
| 2002       | 196.5 | 2.6%                            | 179.9 | 1.6%        |
| 2003       | 203.9 | 3.8%                            | 184.0 | 2.3%        |
| 2004       | 209.5 | 2.7%                            | 188.9 | 2.7%        |
| 2005       | 216.4 | 3.3%                            | 195.3 | 3.4%        |
| 2006       | 223.1 | 3.1%                            | 201.6 | 3.2%        |
| 2007       | 227.4 | 1.9%                            | 207.3 | 2.8%        |
| 2008       | 235.4 | 3.5%                            | 215.3 | 3.8%        |
| 2009       | 233.8 | -0.7%                           | 214.5 | -0.4%       |
| 2010       | 237.4 | 1.6%                            | 218.1 | 1.6%        |
| 2011       | 243.9 | 2.7%                            | 224.9 | 3.2%        |
| 2012       | 247.7 | 1.6%                            | 229.6 | 2.1%        |
| 2013       | 251.1 | 1.4%                            | 233.0 | 1.5%        |
| 2014       | 255.2 | 1.6%                            | 236.7 | 1.6%        |
| 2015       | 256.7 | 0.6%                            | 237.0 | 0.1%        |
| 2016       | 260.5 | 1.5%                            | 240.0 | 1.3%        |
| 2017       | 267.0 | 2.5%                            | 245.1 | 2.1%        |
| 2018       | 275.8 | 3.3%                            | 251.1 | 2.4%        |
| 2019       | 281.1 | 1.9%                            | 255.7 | 1.8%        |
| 2020       | 284.3 | 1.1%                            | 258.8 | 1.2%        |

EXHIBIT A-12 QUARTER 3, FY 2021

*Consumer Confidence, Present Situation, and Future Expectations.* These three measures offer multiple insights into consumer attitudes. The U.S. measures are compiled from a national monthly survey of 5,000 households and are published by The Conference Board, Inc. The survey for Massachusetts is conducted in a similar manner and the results are published by MassInsight, based on quarterly polling of 450 adult residents of Massachusetts. The "Present Situation" index measures consumers' appraisal of business and employment conditions at the time of the survey. The "Future Expectations" index focuses on consumers' expectations for six months hence regarding business and employment conditions, as well as expected family income. The overall "Consumer Confidence" index is a weighted average of the two sub-indices. Although the U.S. measures are compiled by a different source than the Massachusetts measures, according to the Federal Reserve Bank of Boston, the numbers are generally comparable. A score of 100 is considered neutral.

According to the Conference Board, consumer confidence nationally reached a six-year high of 137.9 in October 2018. The all-time quarterly low reading was 37.4 in January 2009. The Massachusetts index has generally been higher than the U.S. index since sharing lows in January 2009, except for brief periods as they tracked closely together in 2011 and experienced slight dips in July of 2013 and 2014 as well as in April 2018.

In the fourth quarter of FY 2018, Consumer Confidence for Massachusetts rose to 133.0, up from 127.0 in the previous quarter for which consumer confidence was produced for the state. Due to the COVID-19 pandemic, the U.S. Consumer Confidence was less than 100 in April and July 2020. It currently stands at 121.7, which is above its pre-recessionary (2007) level but still less than its pre-pandemic level in the same month. The following graph and table detail the recent record of these measures. It should be noted that data collection on Consumer Confidence for the state has been suspended, and data from it are not currently being updated.

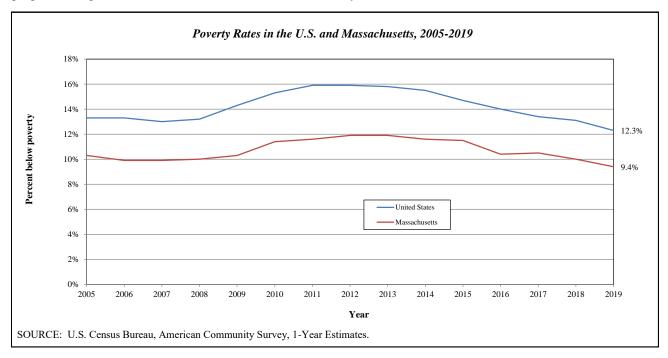


|                  |          | •                | r Massachi<br>1985=100) |           |                    |       |  |
|------------------|----------|------------------|-------------------------|-----------|--------------------|-------|--|
|                  | Consumer | (.<br>Confidence | Present S               | Situation | Future Expectation |       |  |
|                  | MA       | U.S.             | MA                      | U.S.      | MA                 | U.S.  |  |
| Jan-08           | 62.0     | 87.3             | 49.0                    | 114.3     | 71.0               | 69.3  |  |
| Apr-08           | 54.0     | 62.8             | 35.0                    | 81.9      | 67.0               | 50.0  |  |
| Jul-08           | 50.0     | 51.9             | 24.0                    | 65.8      | 68.0               | 42.7  |  |
| Oct-08           | 51.0     | 38.8             | 27.0                    | 43.5      | 66.0               | 35.7  |  |
| Jan-09           | 38.0     | 37.4             | 9.0                     | 29.7      | 58.0               | 42.5  |  |
| Apr-09           | 65.0     | 40.8             | 24.0                    | 25.5      | 92.0               | 51.0  |  |
| Jul-09           | 69.0     | 47.4             | 16.0                    | 23.3      | 105.0              | 63.4  |  |
| Oct-09           | 61.0     | 48.7             | 14.0                    | 21.1      | 93.0               | 67.0  |  |
| Jan-10           | 73.0     | 56.5             | 14.0                    | 25.2      | 112.0              | 77.3  |  |
| Apr-10           | 80.0     | 57.7             | 22.0                    | 28.2      | 119.0              | 77.4  |  |
| Jul-10           | 61.0     | 51.0             | 16.0                    | 26.4      | 91.0               | 67.5  |  |
| Oct-10           | 65.0     | 49.9             | 15.0                    | 23.5      | 99.0               | 67.5  |  |
| Jan-11           | 74.0     | 64.8             | 17.0                    | 31.1      | 112.0              | 87.3  |  |
| Apr-11           | 67.0     | 66.0             | 24.0                    | 40.2      | 96.0               | 83.2  |  |
| Jul-11           | 56.0     | 59.2             | 20.0                    | 35.7      | 80.0               | 74.9  |  |
| Oct-11           | 64.0     | 40.9             | 24.0                    | 27.1      | 91.0               | 50.0  |  |
| Jan-12           | 84.0     | 61.5             | 34.0                    | 38.8      | 118.0              | 76.7  |  |
| Apr-12           | 85.0     | 68.7             | 41.0                    | 51.2      | 114.0              | 80.4  |  |
| Jul-12           | 81.0     | 65.4             | 40.0                    | 45.9      | 109.0              | 78.4  |  |
| Oct-12           | 91.0     | 73.1             | 48.0                    | 56.7      | 120.0              | 84.0  |  |
| Jan-13           | 82.0     | 58.4             | 48.0                    | 56.2      | 105.0              | 59.9  |  |
| Apr-13           | 87.0     | 69.0             | 54.0                    | 61.0      | 109.0              | 74.3  |  |
| Jul-13           | 80.0     | 81.0             | 56.0                    | 73.6      | 97.0               | 86.0  |  |
| Oct-13           | 86.0     | 72.4             | 64.0                    | 72.6      | 101.0              | 72.2  |  |
| Jan-14           | 82.0     | 79.4             | 55.0                    | 77.3      | 99.0               | 80.8  |  |
| Apr-14           | 88.0     | 81.7             | 66.0                    | 78.5      | 103.0              | 83.9  |  |
| Jul-14           | 79.0     | 90.3             | 69.0                    | 87.9      | 86.0               | 91.9  |  |
| Oct-14           | 97.0     | 94.1             | 76.0                    | 94.4      | 111.0              | 93.8  |  |
| Jan-15           | 106.0    | 103.8            | 84.0                    | 113.9     | 120.0              | 93.8  |  |
|                  | 100.0    | 94.3             | 94.0                    | 105.1     | 120.0              | 87.1  |  |
| Apr-15<br>Jul-15 | 115.0    | 94.5             | 115.0                   | 103.1     | 119.0              | 82.3  |  |
|                  |          |                  |                         |           |                    |       |  |
| Oct-15           | 121.0    | 99.1<br>97.8     | 118.0                   | 114.6     | 123.0              | 88.7  |  |
| Jan-16           | 117.0    |                  | 122.0                   | 116.6     | 114.0              | 85.3  |  |
| Apr-16           | 125.0    | 94.7             | 129.0                   | 117.1     | 123.0              | 79.7  |  |
| Jul-16           | 115.0    | 96.7             | 120.0                   | 118.8     | 111.0              | 82.0  |  |
| Oct-16           | 114.0    | 100.8            | 120.0                   | 123.1     | 111.0              | 86.0  |  |
| Jan-17           | 114.0    | 111.6            | 128.0                   | 130.0     | 104.0              | 99.3  |  |
| Apr-17           | 122.0    | 119.4            | 139.0                   | 140.3     | 111.0              | 105.4 |  |
| Jul-17           | 124.0    | 120.0            | 133.0                   | 145.4     | 118.0              | 103.0 |  |
| Oct-17           | 137.0    | 126.2            | 143.0                   | 152.0     | 133.0              | 109.0 |  |
| Jan-18           | 134.0    | 124.3            | 147.0                   | 154.7     | 126.0              | 104.0 |  |
| Apr-18           | 121.0    | 125.6            | 141.0                   | 157.5     | 107.0              | 104.3 |  |
| Jul-18           | N/A      | 127.9            | N/A                     | 166.1     | N/A                | 102.4 |  |
| Apr-19           | N/A      | 129.2            | N/A                     | 168.3     | N/A                | 103.0 |  |
| Jul-19           | N/A      | 135.8            | N/A                     | 170.9     | N/A                | 112.2 |  |
| Oct-19           | N/A      | 126.1            | N/A                     | 173.5     | N/A                | 94.5  |  |
| Jan-20           | N/A      | 130.4            | N/A                     | 173.9     | N/A                | 101.4 |  |
| Apr-20           | N/A      | 85.7             | N/A                     | 73.0      | N/A                | 94.3  |  |
| Jul-20           | N/A      | 91.7             | N/A                     | 94.2      | N/A                | 91.5  |  |
| Oct-20           | N/A      | 100.9            | N/A                     | 104.6     | N/A                | 98.4  |  |
| Jan-21           | N/A      | 88.9             | N/A                     | 84.4      | N/A                | 92.5  |  |
| Apr-21           | N/A      | 121.7            | N/A                     | 136.6     | N/A                | 109.8 |  |

SOURCES: The Conference Board, Inc. (for U.S. measure, seasonally adjusted); Mass Insight Corporation (for MA measures, not seasonally adjusted). MA Consumer Confidence is unavailable after October 2018.

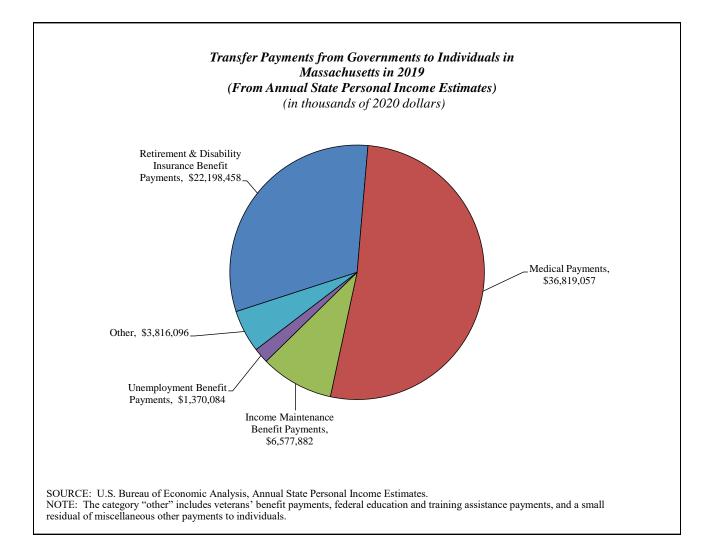
EXHIBIT A-14 QUARTER 3, FY 2021

**Poverty.** Since 2005, the Massachusetts poverty rate, which was 9.4 percent in 2019, has been three to five percentage points lower than the national average, which was 12.3 percent in 2019. Massachusetts ranked 46<sup>th</sup> out of the 50 states and the District of Columbia in 2019, for percent of persons whose ratio of income to the poverty level was below 100 percent in the past 12 months. Poverty status is not determined for all people. Institutionalized people, people in military quarters, people in college dormitories, and unrelated individuals under 15 years old are excluded.



#### EXHIBIT A-15 QUARTER 3, FY 2021

*Transfer Payments*. Transfer payment income is payment to individuals from all levels of government and from businesses for which no current services are performed, including payments to nonprofit institutions serving individuals. These payments accounted for 14.0 percent of total personal income in Massachusetts in 2019, decreasing from 14.1 percent in 2018. The chart below does not include transfer payments from businesses or payments to non-profit organizations. Total transfer payments to individuals in Massachusetts from governments and businesses totaled \$72.3 billion for 2019, adjusted for inflation. Almost 51 percent of government transfer payments to individuals were medical payments, down from nearly 52 percent in 2018.



#### EXHIBIT A-16 QUARTER 3, FY 2021

*Health Insurance Coverage.* Massachusetts leads the nation in the percent of individuals with health insurance coverage. Massachusetts passed legislation in 2006 mandating universal coverage in the Commonwealth. In 2019, 97.0 percent of the civilian non-institutionalized population was covered in the state by either private or public insurance, compared with 90.8 percent nationwide. Massachusetts also leads the other New England states in coverage, with Rhode Island as the next closest at 95.9 percent. All of the New England states have higher rates of coverage than the nation. These data do not indicate the comprehensiveness of coverage, however.

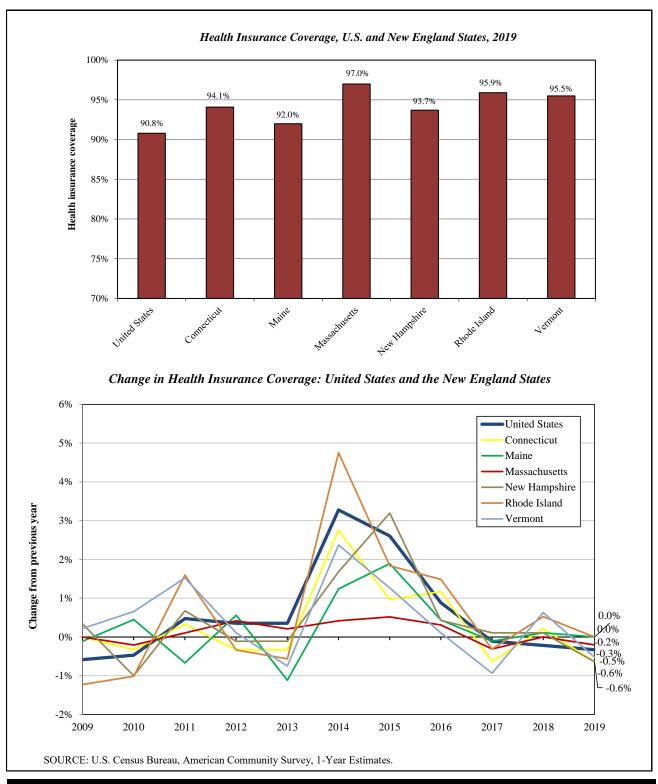


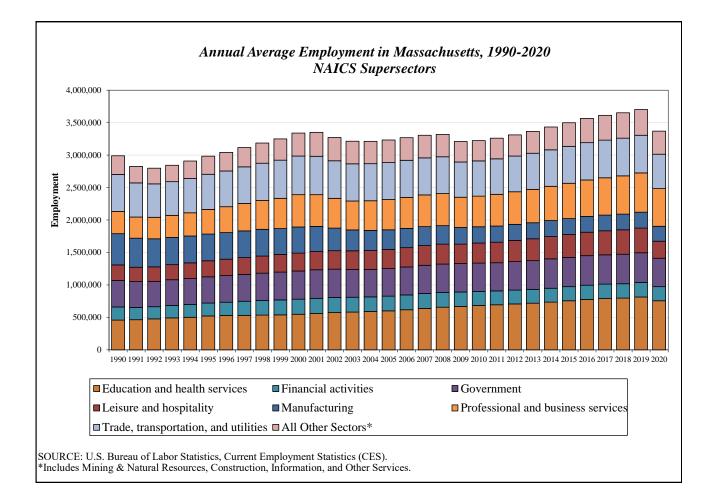
EXHIBIT A-17 QUARTER 3, FY 2021

#### EMPLOYMENT

*Employment by Industry.* The chart on this page shows the annual level of non-agricultural payroll employment in Massachusetts based on the North American Industry Classification System (NAICS) for the seven largest NAICS supersectors starting with 1990, the earliest year for which NAICS data are available. The chart on the following page compares the supersector shares for 2020 with the corresponding shares for 1990. Like many industrial states, Massachusetts has seen a steady decline of its manufacturing jobs over the last two decades, not only as a share of total employment, but also in absolute numbers of jobs. Several NAICS service sectors, Education and Health Services, Professional and Business Services, and Leisure and Hospitality have grown to take the place of manufacturing in driving the Massachusetts economy and now account for almost half of total payroll employment, while Financial Activities, Government, Information, and Trade, Transportation & Utilities have remained relatively level or declined in share.

After substantial declines in 2009, total non-agricultural employment in Massachusetts eventually increased 3.4 percent and continued to grow steadily. In 2020, nonfarm employment decreased by 9.0 percent compared to 2019 due to the COVID-19 pandemic. With an annual average at more than 3.7 million nonfarm employees, 2019 had the highest numbers to date.

After years of moderate but steady declines or near-zero growth in the late nineties and early 2000s, manufacturing employment in the state experienced steep annual declines in 2002 (10.3 percent) and 2003 (7.1 percent) before returning to a more moderate decline in 2004 (3.6 percent). After a steep drop of 9.7 percent in 2009, the decline returned to a less dramatic 2.5 percent in 2010. February 2021 saw manufacturing employment decrease by 5.5 percent since February 2020, as total employment shrunk by 8.7 percent. The annual manufacturing employment total in 2020 was slightly lower than in 2019 (229,725 compared to 244,242).



#### EXHIBIT A-18 QUARTER 3, FY 2021

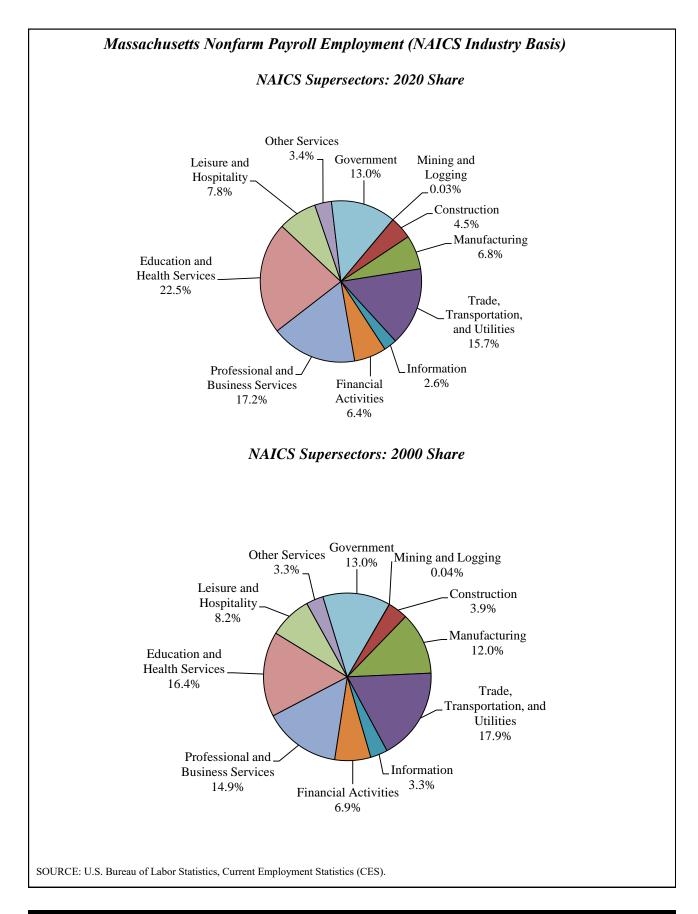


EXHIBIT A-19 QUARTER 3, FY 2021

*Largest Employers in Massachusetts.* The following inset lists the 19 largest private employers in Massachusetts based upon employment covered by the Unemployment Insurance system for FY 2019. The 2020 list is nearly identical to the 2019 list, except that Northeastern University is no longer among the top 19 and Wayfair LLC is now in the listing. The list does not include employers whose headquarters are located outside of Massachusetts, and it may not include some employers who do business in the state under multiple legal names or register each facility as a separate employer.

| Bay State Medical Center, Inc                         | Partners Healthcare Systems                                       |
|---|---|
| Beth Israel Deaconess Medical Center                  | Raytheon Company  |
| Boston Medical Center Corporation                     | The Stop & Shop Supermarkets, Co.                                 |
| Boston University                                     | Shaw's Supermarkets, Inc  |
| Brigham & Women's Hospital, Inc.                      | State Street Bank and Trust Company                               |
| DeMoulas Supermarkets, Inc                            | The Children's Hospital Corporation                               |
| EMC Corporation                                       | The TJX Companies, Inc  |
| General Hospital Corporation                          | UMASS Memorial Medical Center, Inc                                |
| Harvard University                                    | Wayfair LLC   |
| Massachusetts Institute of Technology                 |   |
| Source: Massachusetts Executive Office of Labor and V | Vorkforce Development, Division of Unemployment Assistance - Marc |

*Massachusetts Companies in the Fortune 500 List.* Massachusetts is home to the headquarters of 33 Fortune 500 companies. The top 12 companies are shown in the table below. When comparing the 2020 Fortune 500 list to the 2019 list, nine Massachusetts companies gained and three lost rank. Keurig Dr. Pepper, located in Burlington, climbed 121 places on the list, while Boston-based General Electric fell 12 places. General Electric relocated its headquarters from Fairfield, CT to Boston in May 2017 and leads the top Fortune 500 companies in the state with \$95.2 billion in revenues.

|      |      | Massachusetts C                      | Companies in the Fortune 500           |                        |
|------|------|--------------------------------------|--|------------------------|
| Rank |      |                                      |  | 2020 revenues          |
| 2020 | 2019 | Company (location)                   | Industry                               | (billions of 2020\$'s) |
| 33   | 21   | General Electric (Boston)            | Industrial Machinery                   | \$95.2                 |
| 39   | 46   | Raytheon Technologies (Waltham)      | Aerospace and Defense                  | \$77.0                 |
| 77   | 75   | Liberty Mutual Ins. Group (Boston)   | Insurance: Property & Casualty (Stock) | \$43.2                 |
| 80   | 85   | TJX (Framingham)                     | Specialty Retailers: Apparel           | \$41.7                 |
| 89   | 84   | Mass. Mutual Life Ins. (Springfield) | Insurance: Life, Health (Mutual)       | \$37.3                 |
| 108  | 114  | Raytheon (Waltham)                   | Aerospace and Defense                  | \$29.2                 |
| 119  | 124  | Thermo Fisher Scientific (Waltham)   | Scientific, Photo & Control Equipment  | \$25.5                 |
| 223  | 235  | Biogen (Weston)                      | Pharmaceuticals                        | \$14.4                 |
| 243  | 245  | BJ's Wholesale Club (Westborough)    | General Merchandisers                  | \$13.2                 |
| 244  | 247  | State Street Corp. (Boston)          | Commercial Banks                       | \$13.1                 |
| 246  | 254  | Global Partners (Waltham)            | Wholesalers: Diversified               | \$13.1                 |
| 288  | 409  | Keurig Dr Pepper (Burlington)        | Beverages                              | \$11.1                 |

**Unemployment Insurance Trust Fund.** The unemployment insurance system is a federal-state cooperative program established by the Social Security Act and the Federal Unemployment Tax Act to provide for the payment of benefits to eligible individuals when they become unemployed through no fault of their own. Benefits are paid from the Commonwealth's Unemployment Insurance Trust Fund, financed through employer contributions. The assets and liabilities of the Commonwealth Unemployment Insurance Trust Fund are not assets and liabilities of the Commonwealth.

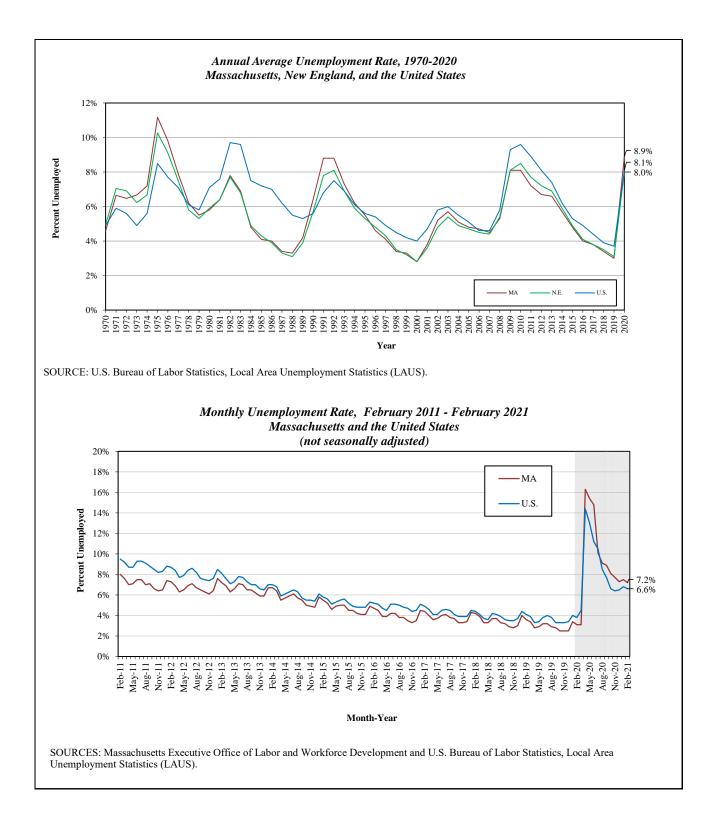
As of January 31, 2021, the preliminary Massachusetts Unemployment Trust Fund had a balance of -\$3 million. This balance is the sum of the private contributory account balance of -\$2.645 billion and the government contributory portion of \$129 million. This compares to the January 31, 2020 balance of \$1.744 billion with a private contributory portion of \$1.602 billion. The February 2021 Unemployment Insurance Trust Fund report indicated that the private contributory account balance was estimated to be \$3.871 billion by the end of 2025, according to the Moody's-based outlook.

**Unemployment.** The unemployment rate in Massachusetts was consistently below or equal to the (not seasonally adjusted) national average from mid-1995 through September 2005, with similar patterns of gradual improvement after the mid-2003 peak. Prior to the pandemic, the statewide unemployment rate was 3.0 percent in 2019, the first time since 2000 that unemployment was at 3.0 percent. The Massachusetts unemployment rate went from 3.1 percent in March 2020 to 16.3 percent in the following month. For much of the summer of 2020, Massachusetts had one of the highest, if not the highest, unemployment rate in the country. At its peak, the state unemployment rate reached 16.3 percent in April 2020 while the U.S. rate peaked at 14.4 percent in the same month. Statewide unemployment has been gradually decreasing since then; and in the most recent month, February 2021, the unemployment rate stands at 7.2 percent compared to 6.6 percent nationwide.

|      |       |             |         | (in t | housan | ds)    |       |           |      |              |
|------|-------|-------------|---------|-------|--------|--------|-------|-----------|------|--------------|
|      | Civ   | ilian Laboı | Force   | U     | nemplo | yed    | Unemp | loyment l | Rate | MA Rate as   |
| Year | MA    | N.E.        | U.S.    | MA    | N.E.   | U.S.   | MA    | N.E.      | U.S. | Pct. of U.S. |
| 1970 | 2,465 | 5,128       | 82,771  | 113   | 253    | 4,093  | 4.6%  | 4.9%      | 4.9% | 93.7%        |
| 1971 | 2,459 | 5,157       | 84,382  | 163   | 364    | 5,016  | 6.6%  | 7.1%      | 5.9% | 112.7%       |
| 1972 | 2,487 | 5,260       | 87,034  | 161   | 363    | 4,882  | 6.5%  | 6.9%      | 5.6% | 115.6%       |
| 1973 | 2,557 | 5,387       | 89,429  | 171   | 336    | 4,365  | 6.7%  | 6.2%      | 4.9% | 136.1%       |
| 1974 | 2,637 | 5,514       | 91,949  | 190   | 368    | 5,156  | 7.2%  | 6.7%      | 5.6% | 128.5%       |
| 1975 | 2,725 | 5,633       | 93,775  | 305   | 578    | 7,929  | 11.2% | 10.3%     | 8.5% | 131.5%       |
| 1976 | 2,728 | 5,715       | 96,158  | 267   | 521    | 7,406  | 9.8%  | 9.1%      | 7.7% | 127.3%       |
| 1977 | 2,754 | 5,815       | 99,009  | 216   | 436    | 6,991  | 7.9%  | 7.5%      | 7.1% | 111.3%       |
| 1978 | 2,813 | 5,935       | 102,251 | 173   | 343    | 6,202  | 6.2%  | 5.8%      | 6.1% | 101.6%       |
| 1979 | 2,857 | 6,081       | 104,962 | 157   | 325    | 6,137  | 5.5%  | 5.3%      | 5.8% | 94.8%        |
| 1980 | 2,871 | 6,151       | 106,940 | 165   | 363    | 7,637  | 5.8%  | 5.9%      | 7.1% | 81.7%        |
| 1981 | 2,945 | 6,271       | 108,670 | 189   | 400    | 8,273  | 6.4%  | 6.4%      | 7.6% | 84.2%        |
| 1982 | 2,979 | 6,344       | 110,204 | 232   | 487    | 10,678 | 7.8%  | 7.7%      | 9.7% | 80.4%        |
| 1983 | 2,979 | 6,382       | 111,550 | 206   | 433    | 10,717 | 6.9%  | 6.8%      | 9.6% | 71.9%        |
| 1984 | 3,043 | 6,542       | 113,544 | 145   | 318    | 8,539  | 4.8%  | 4.9%      | 7.5% | 64.0%        |
| 1985 | 3,053 | 6,628       | 115,461 | 126   | 288    | 8,312  | 4.1%  | 4.3%      | 7.2% | 56.9%        |
| 1986 | 3,068 | 6,721       | 117,834 | 122   | 265    | 8,237  | 4.0%  | 3.9%      | 7.0% | 57.1%        |
| 1987 | 3,103 | 6,825       | 119,865 | 104   | 228    | 7,425  | 3.4%  | 3.3%      | 6.2% | 54.8%        |
| 1988 | 3,153 | 6,907       | 121,669 | 104   | 215    | 6,701  | 3.3%  | 3.1%      | 5.5% | 60.0%        |
| 1989 | 3,187 | 6,999       | 123,869 | 135   | 274    | 6,528  | 4.2%  | 3.9%      | 5.3% | 79.2%        |
| 1990 | 3,233 | 7,135       | 125,840 | 206   | 409    | 7,047  | 6.4%  | 5.7%      | 5.6% | 114.3%       |
| 1991 | 3,184 | 7,105       | 126,346 | 282   | 556    | 8,628  | 8.8%  | 7.8%      | 6.8% | 129.4%       |
| 1992 | 3,185 | 7,105       | 128,105 | 280   | 573    | 9,613  | 8.8%  | 8.1%      | 7.5% | 117.3%       |
| 1993 | 3,188 | 7,070       | 129,200 | 232   | 485    | 8,940  | 7.3%  | 6.9%      | 6.9% | 105.8%       |
| 1994 | 3,197 | 7,039       | 131,056 | 200   | 415    | 7,996  | 6.2%  | 5.9%      | 6.1% | 101.6%       |
| 1995 | 3,204 | 7,047       | 132,304 | 175   | 375    | 7,404  | 5.5%  | 5.3%      | 5.6% | 98.2%        |
| 1996 | 3,236 | 7,120       | 133,943 | 149   | 340    | 7,236  | 4.6%  | 4.8%      | 5.4% | 85.2%        |
| 1997 | 3,306 | 7,233       | 136,297 | 134   | 314    | 6,739  | 4.1%  | 4.3%      | 4.9% | 83.7%        |
| 1998 | 3,332 | 7,256       | 137,673 | 113   | 253    | 6,210  | 3.4%  | 3.5%      | 4.5% | 75.6%        |
| 1999 | 3,359 | 7,325       | 139,368 | 111   | 232    | 5,880  | 3.3%  | 3.2%      | 4.2% | 78.6%        |
| 2000 | 3,341 | 7,341       | 142,583 | 94    | 203    | 5,692  | 2.8%  | 2.8%      | 4.0% | 70.0%        |
| 2001 | 3,387 | 7,383       | 143,734 | 129   | 263    | 6,801  | 3.8%  | 3.6%      | 4.7% | 80.9%        |
| 2002 | 3,437 | 7,486       | 144,863 | 179   | 361    | 8,378  | 5.2%  | 4.8%      | 5.8% | 89.7%        |
| 2003 | 3,419 | 7,506       | 146,510 | 196   | 406    | 8,774  | 5.7%  | 5.4%      | 6.0% | 95.0%        |
| 2004 | 3,401 | 7,483       | 147,401 | 174   | 365    | 8,149  | 5.1%  | 4.9%      | 5.5% | 92.7%        |
| 2005 | 3,386 | 7,514       | 149,320 | 163   | 351    | 7,591  | 4.8%  | 4.7%      | 5.1% | 94.1%        |
| 2006 | 3,412 | 7,603       | 151,428 | 161   | 343    | 7,001  | 4.7%  | 4.5%      | 4.6% | 102.2%       |
| 2007 | 3,433 | 7,651       | 153,124 | 155   | 340    | 7,078  | 4.5%  | 4.4%      | 4.6% | 97.8%        |
| 2008 | 3,466 | 7,711       | 154,287 | 184   | 414    | 8,924  | 5.3%  | 5.4%      | 5.8% | 91.4%        |
| 2009 | 3,470 | 7,727       | 154,142 | 281   | 629    | 14,265 | 8.1%  | 8.1%      | 9.3% | 87.1%        |
| 2010 | 3,479 | 7,759       | 153,889 | 281   | 657    | 14,825 | 8.1%  | 8.5%      | 9.6% | 84.4%        |
| 2011 | 3,484 | 7,754       | 153,617 | 252   | 600    | 13,747 | 7.2%  | 7.7%      | 8.9% | 80.9%        |
| 2012 | 3,506 | 7,750       | 154,975 | 235   | 558    | 12,506 | 6.7%  | 7.2%      | 8.1% | 82.7%        |
| 2013 | 3,517 | 7,740       | 155,389 | 234   | 537    | 11,460 | 6.6%  | 6.9%      | 7.4% | 89.2%        |
| 2014 | 3,570 | 7,806       | 155,922 | 205   | 458    | 9,617  | 5.7%  | 5.9%      | 6.2% | 91.9%        |
| 2015 | 3,589 | 7,817       | 157,130 | 172   | 380    | 8,296  | 4.8%  | 4.9%      | 5.3% | 90.6%        |
| 2016 | 3,617 | 7,856       | 159,187 | 145   | 324    | 7,751  | 4.0%  | 4.1%      | 4.9% | 81.6%        |
| 2017 | 3,682 | 7,943       | 160,320 | 141   | 305    | 6,982  | 3.8%  | 3.8%      | 4.4% | 86.4%        |
| 2018 | 3,763 | 8,036       | 162,075 | 130   | 278    | 6,314  | 3.4%  | 3.5%      | 3.9% | 87.2%        |
| 2019 | 3,782 | 8,072       | 163,539 | 114   | 250    | 6,001  | 3.0%  | 3.1%      | 3.7% | 81.1%        |

SOURCES: U.S. Bureau of Labor Statistics, Local Area Unemployment Statistics (LAUS) and Current Population Survey (CPS).

EXHIBIT A-22 QUARTER 3, FY 2021



#### EXHIBIT A-23 QUARTER 3, FY 2021

#### EDUCATION AND TECHNOLOGY

*Educational Attainment.* The availability of a skilled and well-educated population is an important resource for the Commonwealth. Only the District of Columbia had a higher percentage of adults with a bachelor's degree or higher in 2019, according to the Census Bureau's American Community Survey (ACS). The Census also reported that Massachusetts ranked 30<sup>th</sup> in persons who had not completed high school, at 8.7 percent of the population age 25 or older, less than the national average of 11.4 percent. Massachusetts' black and Hispanic populations achieved college degrees at a lower rate than its white population, but their rates were higher than the national averages. The most current ACS data are shown below.

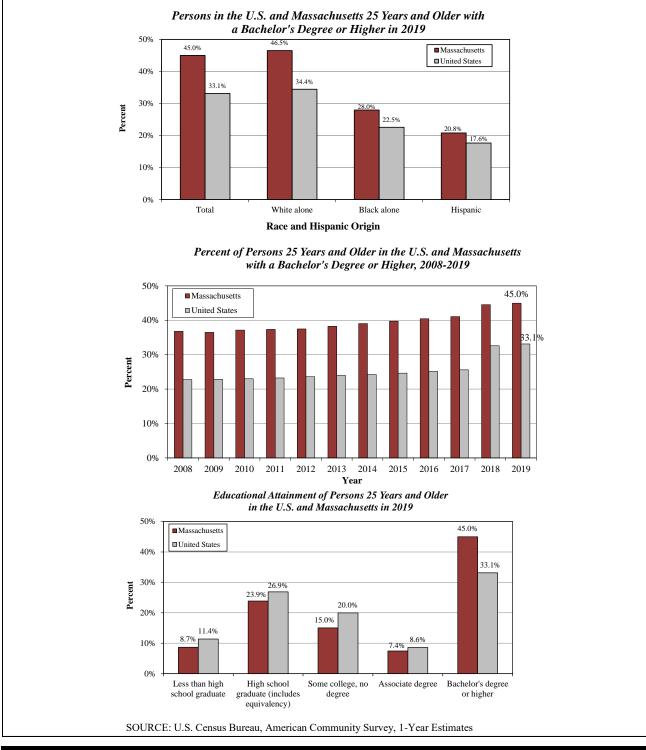


EXHIBIT A-24 QUARTER 3, FY 2021

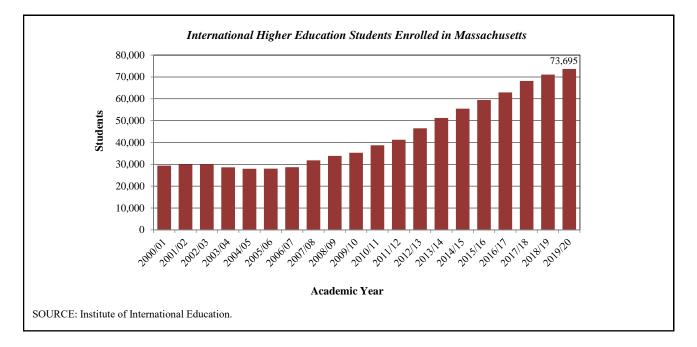
*Higher Education Data.* The table below compares Massachusetts residents' higher education enrollment by race and Hispanic origin to the U.S. There were 1.6 percent fewer people enrolled in college in the U.S. in 2019 compared to 2018. Total enrollment in Massachusetts decreased by 4.3 percent during the same period.

|               |            |             |             | -           | origin in 2019  |                       |
|---------------|------------|-------------|-------------|-------------|-----------------|-----------------------|
|               | Total      | White alone | Black alone | Asian alone | All other races | Hispanic or<br>Lating |
| United States | 21,829,308 | 66.3%       | 14.7%       | 8.9%        | 10.2%           | 18.9%                 |
| Massachusetts | 575.553    | 69.6%       | 10.0%       | 11.8%       | 8.6%            | 12.1%                 |

SOURCE: U.S. Census Bureau, American Community Survey, 1-Year Estimates

NOTE: The Hispanic or Latino Origin category includes all Hispanics in the population regardless of race and therefore should not be added to the other categories to avoid double-counting races.

Survey data released by the Institute of International Education state that 73,695 foreign students were enrolled in Massachusetts colleges and universities in the 2019/2020 school year. This was an increase of 3.7 percent from the previous year. The national enrollment decreased 1.81 percent. Massachusetts remains fourth ranked among states for foreign student enrollment.



The graphs and table on the following page provide information about higher education enrollment, degrees conferred, and research and development expenditures at colleges and universities.

U.S. Department of Education data show that from 2017 to 2018, higher education enrollment decreased 0.3 percent in the United States and 3.9 percent at Massachusetts institutions. During the 2000-2017 period, enrollment in public higher education increased 24.0 percent in the United States and 17.8 percent at Massachusetts institutions. Enrollment in private institutions increased 46.3 percent in the United States and 23.5 percent at Massachusetts institutions.

Research and development expenditures at universities and colleges increased 18.2 percent in the United States and 33.1 percent in Massachusetts between 2009 and 2018.

#### EXHIBIT A-25 QUARTER 3, FY 2021

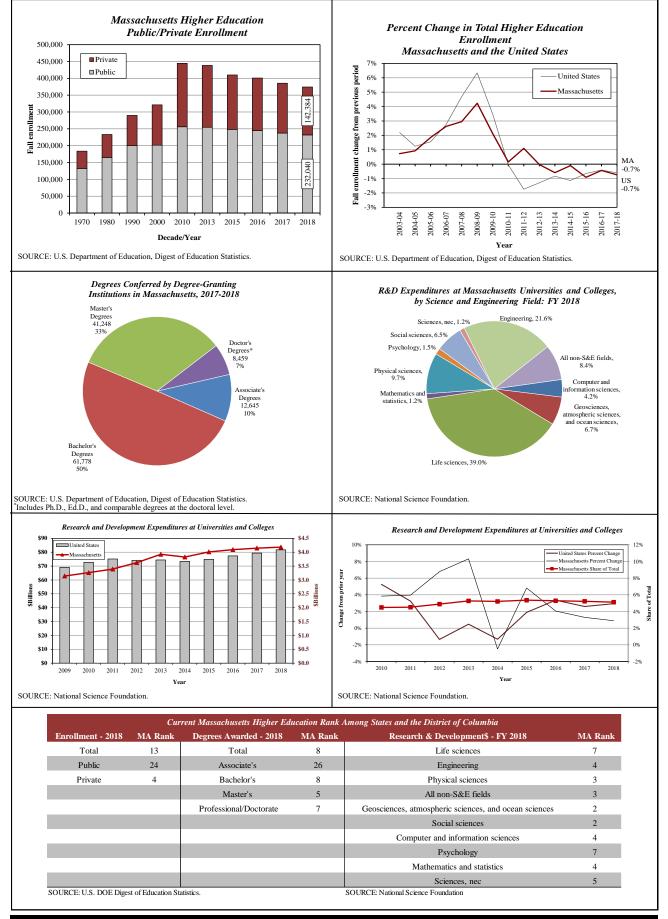
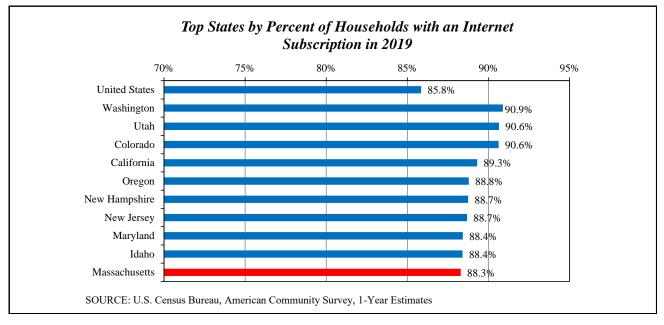


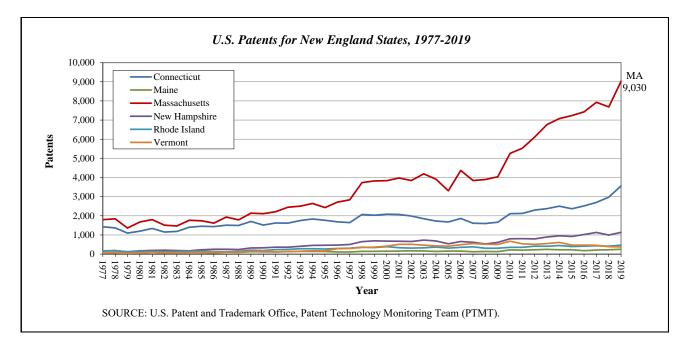
EXHIBIT A-26 QUARTER 3, FY 2021

*Internet Access*. Massachusetts has the 10<sup>th</sup> highest household internet subscription rate in the U.S., according to the Census Bureau's 2019 American Community Survey.

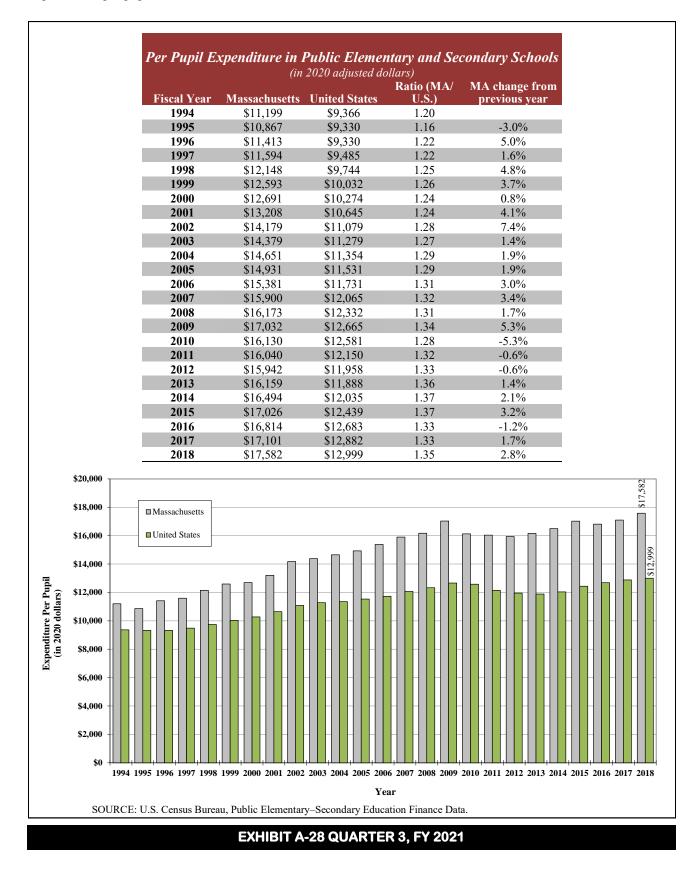


**Patents.** The U.S. Patent and Trademark Office notes: "This report shows the number of U.S. patent documents (i.e., utility patents, design patents, plant patents, reissue patents, defensive publications, and statutory invention registrations) granted since 1977, broken down by the state or country of origin (patent origin is determined by the residence of the first-named inventor)."

In 2019, Massachusetts was fifth among all states for the number of new patents issued. Just six nations originated more U.S. patents than Massachusetts, putting the state above France and slightly above Canada for origination of U.S. patents. Since 1977, Massachusetts has received more new patents than any other New England state. With 8,454 new utilities patents and 9,030 total new patents in 2019, a 17.5 percent increase in total patents since 2018, Massachusetts innovators were responsible for 61 percent of the new patents in New England.

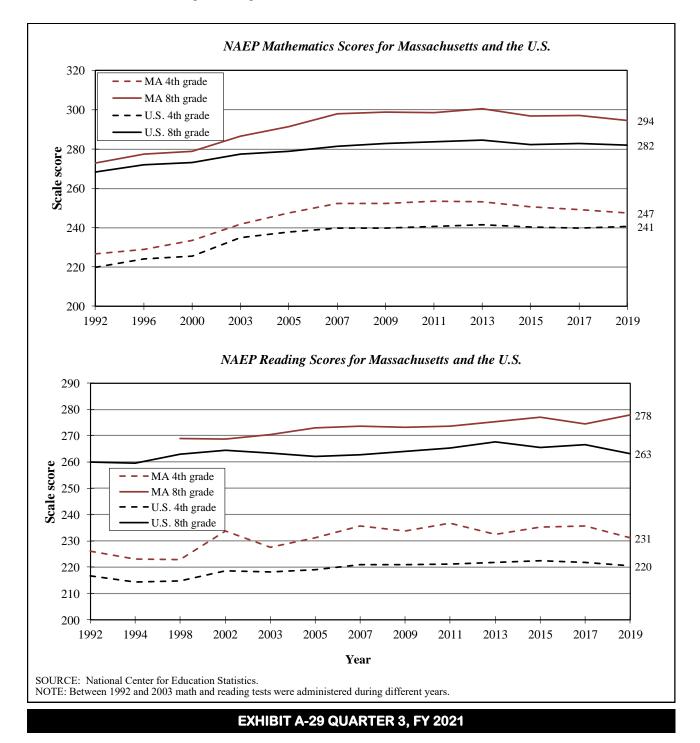


**Primary and Secondary Education Expenditures.** Massachusetts has spent from 16.5 to 37.0 percent more per pupil on primary and secondary education than the national average since 1994. During the 2017-2018 school year, the average Massachusetts per student expenditures increased 2.8 percent to \$17,582. Massachusetts was ranked seventh in the nation among states and the District of Columbia in 2018. The table and chart below show expenditures per pupil for Massachusetts and the U.S.



*National Assessment of Educational Progress (NAEP) scores.* The National Assessment of Educational Progress (NAEP), also known as "the Nation's Report Card," is the only nationally representative and continuing assessment of what America's students know and can do in various subject areas. Since 1969, assessments have been conducted periodically in reading, mathematics, science, writing, U.S. history, civics, geography, and the arts. Under the current structure, the Commissioner of Education Statistics, who heads the National Center for Education Statistics in the U.S. Department of Education, is responsible by law for administering the NAEP project.

Since 1990, NAEP assessments have also been conducted to give results for participating states. Those that choose to participate receive assessment results that report on the performance of students in that state. In its content, the state assessment is identical to the assessment conducted nationally. However, because the national NAEP samples were not and are not currently designed to support the reporting of accurate and representative state-level results, separate representative samples of students are selected for each participating jurisdiction/state. The graphs below compare the data available for Massachusetts and the national public samples.



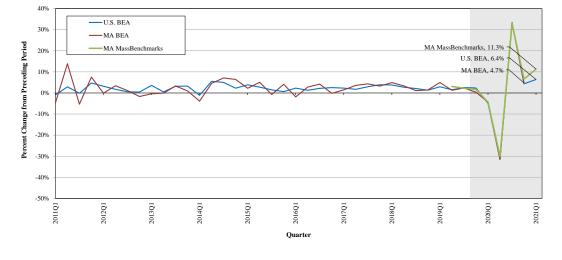
#### ECONOMIC BASE AND PERFORMANCE—STATE OVERVIEW

**Comparing BEA GDP for the U.S., the region, and Massachusetts.** The U.S. Bureau of Economic Analysis (BEA) defines Gross Domestic Product by State (GDP) as "the value added in production by the labor and property located in a state. GDP for a state is derived as the sum of the gross state product originating in all industries in a state. In concept, an industry's GDP, referred to as its 'value added', is equivalent to its gross output (sales or receipts and other operating income, commodity taxes, and inventory change) minus its intermediate inputs (consumption of goods and services purchased from other U.S. industries or imported)."

The BEA provides national (in January) and state (in June) annual and quarterly GDP estimates. MassBenchmarks releases quarterly estimates of Massachusetts economic activity. This is reported in the following section. While we do not have access to many of the components that the BEA uses to calculate state GDP in advance of its release, we provide an overview of our state's components when they are available. Additionally, we provide state economic indexes and industrial sector data that are released more frequently and in some cases, are among the components used to calculate state GDP.

| State Gross Domestic Product - Annual Change<br>(billions of chained 2012 dollars) |        |         |       |        |          |        |  |  |  |  |
|--|--------|---------|-------|--------|----------|--------|--|--|--|--|
|  | Massac | husetts | New E | ngland | United   | States |  |  |  |  |
|  |        | Annual  |       | Annual |          | Annual |  |  |  |  |
| Year   | GDP    | change  | GDP   | change | GDP      | change |  |  |  |  |
| 2000   | \$359  |         | \$749 |        | \$13,131 |        |  |  |  |  |
| 2001   | \$364  | 1.3%    | \$760 | 1.5%   | \$13,262 | 1.0%   |  |  |  |  |
| 2002   | \$365  | 0.3%    | \$767 | 0.8%   | \$13,493 | 1.7%   |  |  |  |  |
| 2003   | \$375  | 2.7%    | \$785 | 2.4%   | \$13,879 | 2.9%   |  |  |  |  |
| 2004   | \$384  | 2.5%    | \$816 | 3.9%   | \$14,406 | 3.8%   |  |  |  |  |
| 2005   | \$391  | 2.0%    | \$831 | 1.9%   | \$14,913 | 3.5%   |  |  |  |  |
| 2006   | \$398  | 1.7%    | \$851 | 2.4%   | \$15,338 |        |  |  |  |  |
| 2007   | \$409  | 2.6%    | \$868 | 2.0%   | \$15,626 |        |  |  |  |  |
| 2008   | \$412  | 0.9%    | \$868 | 0.0%   | \$15,605 |        |  |  |  |  |
| 2009   | \$408  | -1.0%   | \$851 | -1.9%  | \$15,209 | -2.5%  |  |  |  |  |
| 2010   | \$425  | 4.2%    | \$873 | 2.5%   | \$15,599 |        |  |  |  |  |
| 2011   | \$435  | 2.4%    | \$877 | 0.6%   | \$15,841 | 1.6%   |  |  |  |  |
| 2012   | \$444  | 2.1%    | \$890 | 1.4%   | \$16,197 | 2.2%   |  |  |  |  |
| 2013   | \$446  | 0.4%    | \$885 |        | \$16,495 | 1.8%   |  |  |  |  |
| 2014   | \$454  | 1.7%    | \$895 | 1.1%   | \$16,912 | 2.5%   |  |  |  |  |
| 2015   | \$472  | 4.0%    | \$924 | 3.3%   | \$17,432 | 3.1%   |  |  |  |  |
| 2016   | \$479  | 1.5%    | \$935 | 1.2%   | \$17,731 |        |  |  |  |  |
| 2017   | \$491  | 2.4%    | \$951 | 1.7%   | \$18,144 | 2.3%   |  |  |  |  |
| 2018   | \$508  | 3.4%    | \$973 | 2.3%   | \$18,688 | 3.0%   |  |  |  |  |
| 2019   | \$520  | 2.4%    | \$991 | 1.8%   | \$19,092 |        |  |  |  |  |
| 2020   | \$500  | -3.8%   | \$951 | -4.0%  | \$18,426 | -3.5%  |  |  |  |  |

Real GDP: Percent Change from Preceding Quarter (Seasonally Adjusted Annual Rates)



SOURCES: U.S. Bureau of Economic Analysis, MA MassBenchmarks calculations by Dr. Alan Clayton-Matthews. Seasonally adjusted annual rates are quarterly data adjusted to an annual basis.

EXHIBIT A-30 QUARTER 3, FY 2021

#### **ECONOMIC BASE AND PERFORMANCE**—ECONOMIC INDICATORS

*State Coincident Indexes.* To track more recent changes in the state and national economies, we use the Federal Reserve Bank of Philadelphia's Coincident Indexes. It:

...produces a monthly coincident index for each of the 50 states. The indexes are released a few days after the Bureau of Labor Statistics (BLS) releases the employment data for the states.

The coincident indexes combine four state-level indicators to summarize current economic conditions in a single statistic. The four state-level variables in each coincident index are nonfarm payroll employment, average hours worked in manufacturing, the unemployment rate, and wage and salary disbursements deflated by the consumer price index (U.S. city average). The trend for each state's index is set to the trend of its gross domestic product (GDP), so long term growth in the state's index matches long term growth in its GDP. (https://www.phil.frb.org/ research-and-data/regional-economy/indexes/coincident/)

The table below compares the Massachusetts index to its New England neighbors and the U.S. The graph indicates the state and national index change from 12 months prior. Year-over-year changes in the Coincident Index for Massachusetts have shown steady increases after April 2010, as the state began recovering from the Great Recession. In the latest period of data available, March 2021, the state's Coincident Index decreased by 11.5 percent compared to March 2020.

| Area       | March<br>2021 | 1-Month<br>Change |      | 12-Month<br>Change |  |
|------------|---------------|-------------------|------|--------------------|--|
| U.S.       | 126.42        | 0.6%              | 1.6% | -2.8%              |  |
| Massachus  | setts 134.81  | 1.2%              | 6.9% | -11.5%             |  |
| Connectic  | ut 109.87     | 0.6%              | 0.1% | -10.0%             |  |
| Maine      | 125.00        | 0.6%              | 1.6% | -2.4%              |  |
| New Ham    | pshire 145.43 | 1.1%              | 3.1% | 1.1%               |  |
| Rhode Isla | ind 119.08    | 1.0%              | 3.2% | -6.4%              |  |
| Vermont    | 133.00        | 0.6%              | 2.6% | -1.4%              |  |
| %          |               |                   |      |                    |  |
| %          |               |                   |      |                    |  |
| % -        |               |                   | U    | .S.                |  |

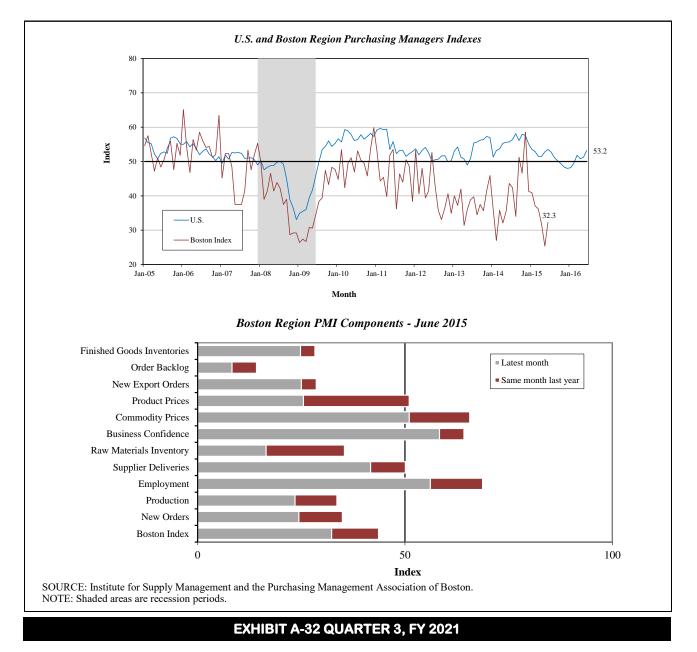
-50% Mar-07 Mar-08 Mar-09 Mar-10 Mar-11 Mar-12 Mar-13 Mar-14 Mar-15 Mar-16 Mar-17 Mar-18 Mar-19 Mar-20 Mar-21 Month

40%

SOURCE: Federal Reserve Bank of Philadelphia. NOTES: Shaded areas are recession periods. Indexes are set to 2007 annual averages. Methodology changes in January 2018 resulted in revised values for historical data. Institute for Supply Management Purchasing Manager Indexes (PMI). These indexes are compiled using survey data from purchasing and supply executives and are used as a leading business indicator. While the national index is based on a survey of manufacturers, the Boston region's is based on a survey of "companies representing industries as diverse as the banking and financial services, pharmaceuticals and biotechnology, software development and communication, medical products and equipment, computers, chemicals, consumer products, education, and the public sector." It should be noted that the Boston survey has been suspended, and consequently, data from it are not currently being updated.

Index readings above 50 indicate the economy is generally expanding. Readings below 50 indicate the economy is generally contracting, although a reading above 42 for a period of time indicates the economy is generally expanding. Components of the national index include new orders, production, employment, supplier deliveries, inventories, customer inventories, prices, backlog of orders, exports, and imports. The Boston region's components are slightly different and include new orders, production, employment, supplier deliveries, raw monthly materials inventory, business confidence, commodity prices, product prices, new export orders, order backlog, and finished goods inventories. These components show which segments of the business supply chain are expanding or contracting.

The June 2016 national index indicated that the manufacturing sector has been expanding since December 2015, with the exception of a small dip in April 2016. The Boston region's June 2015 (the last date for which data were available) index of 32.3 indicated that overall business conditions were contracting after hitting a four-year high of 58.5 in November 2014.

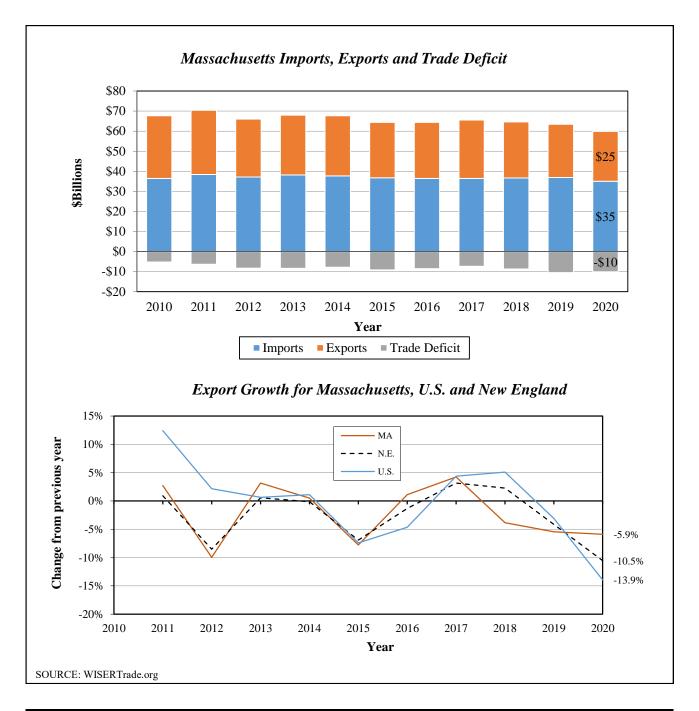


#### **ECONOMIC BASE AND PERFORMANCE—INTERNATIONAL TRADE**

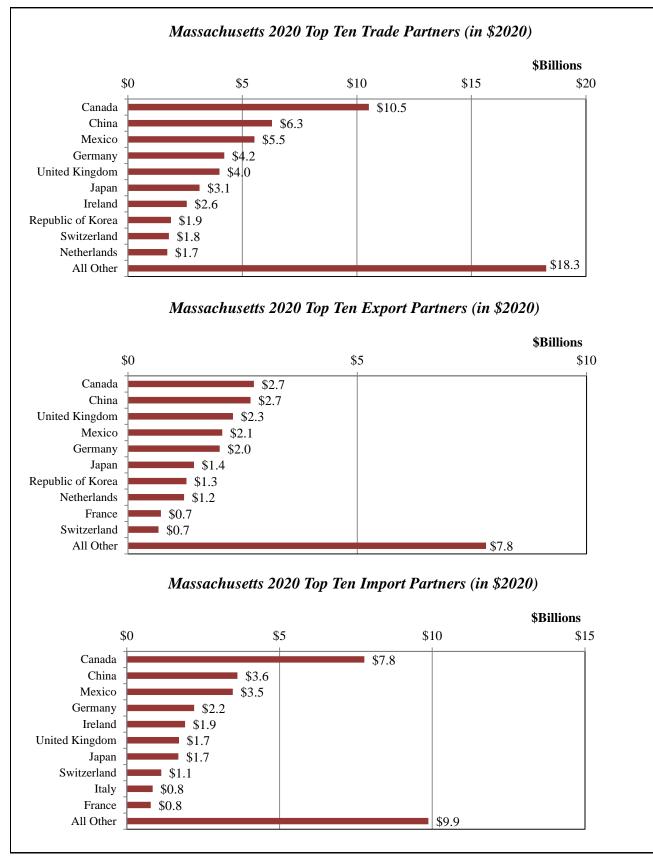
*Total Trade Volume.* Total trade volume, exports and imports, decreased 5.5 percent from 2019 to \$59.9 billion in 2020. Canada's trade volume was \$10.5 billion and, at 17.6 percent of the total state trade, it was by far our most valuable trading partner. Massachusetts trade deficit, \$10.1 billion, decreased 3.4 percent in 2020. See Appendix 8 for more trade data.

*Exports.* Massachusetts ranked 19<sup>th</sup> in the United States in 2019 and first in New England with \$24.9 billion in exports. This was a 5.9 percent decrease from the previous year's export value, while national exports decreased by 13.9 percent. Total exports from New England decreased by 10.5 percent. Canada was again our top export destination in 2020 with \$2.7 billion.

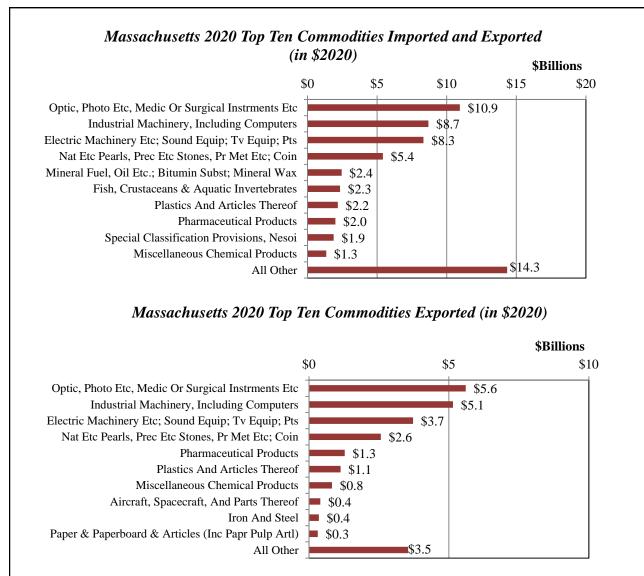
*Imports.* Imports decreased 5.2 percent to \$35.0 billion in 2020. Canada was also the largest source for Massachusetts imports in 2020, from which we imported \$7.8 billion, or 22.2 percent, of our total.



#### EXHIBIT A-33 QUARTER 3, FY 2021

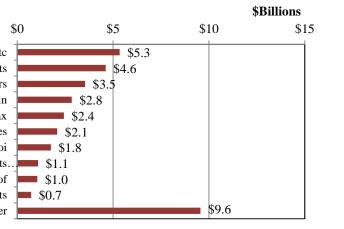


#### EXHIBIT A-34 QUARTER 3, FY 2021



## Massachusetts 2020 Top Ten Commodities Imported (in \$2020)

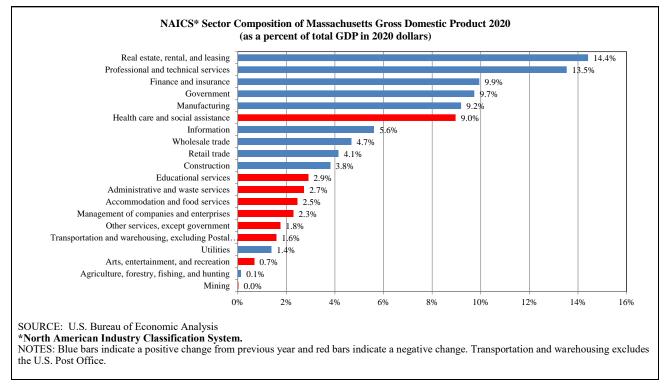
Optic, Photo Etc, Medic Or Surgical Instrments Etc Electric Machinery Etc; Sound Equip; Tv Equip; Pts Industrial Machinery, Including Computers Nat Etc Pearls, Prec Etc Stones, Pr Met Etc; Coin Mineral Fuel, Oil Etc.; Bitumin Subst; Mineral Wax Fish, Crustaceans & Aquatic Invertebrates Special Classification Provisions, Nesoi Vehicles, Except Railway Or Tramway, And Parts... Plastics And Articles Thereof Pharmaceutical Products All Other



### EXHIBIT A-35 QUARTER 3, FY 2021

## **ECONOMIC BASE AND PERFORMANCE**—INDUSTRY SECTOR DETAIL (NAICS BASIS)

The Massachusetts economy remains diversified among several industrial and non-industrial sectors. The four largest sectors of the economy are real estate, rental and leasing; professional and technical services; finance and insurance; and government, which collectively contributed 47.6 percent of the GDP in 2020. The real estate, rental and leasing sector remained the largest contributor in 2020. The following bar chart displays the latest sector contributions to the Massachusetts GDP.



**GDP Subsectors.** When measured in inflation-adjusted dollars, the change in Massachusetts total GDP grew 19.2 percent between 2010 and 2019. Between 2010 and 2019 (the latest data available for subsector data), several industries grew much faster than the state average. Industry subsectors that experienced substantial cumulative growth or reduction are listed in the following table.

| NAICS* Industry Subsector  | Percent Change 2010-201 |
|--|-------------------------|
| Funds, trusts, and other financial vehicles                        | 492.6%                  |
| Petroleum and coal products manufacturing                          | 136.2%                  |
| Air transportation   | 106.9%                  |
| Oil and gas extraction   | -78.7%                  |
| Performing arts, spectator sports, museums, and related activities | 76.7%                   |
| Support activities for mining                                      | 72.6%                   |
| Social assistance  | 72.1%                   |
| Transit and ground passenger transportation                        | 62.1%                   |

# EXHIBIT A-36 QUARTER 3, FY 2021

|  |  |   | (millions of 20  | 20 dollars)  |  |  |   |  |  |         |
|--|--|---|--|--|--|--|---|--|--|---------|
| AICS* Industry Sector  | 2011   | 2012  | 2013   | 2014   | 2015   | 2016   | 2017  | 2018   | 2019   | 2(      |
| ll industry total  | \$490,164  | \$501,040   | \$506,223  | \$517,163  | \$549,446  | \$559,817  | \$570,133   | \$587,966  | \$603,953  | \$584,0 |
| Private industries   | \$434,613  | \$448,382   | \$452,470  | \$462,467  | \$492,844  | \$503,891  | \$513,715   | \$530,552  | \$545,802  | \$527,1 |
| Agriculture, forestry, fishing, and hunting  | \$1,139  | \$1,138   | \$991  | \$777  | \$808  | \$744  | \$773   | \$736  | \$786  | \$      |
| Mining   | \$185  | \$179   | \$190  | \$234  | \$290  | \$372  | \$295   | \$294  | \$247  | \$      |
| Utilities  | \$6,459  | \$6,023   | \$6,526  | \$6,690  | \$6,822  | \$6,327  | \$7,278   | \$7,877  | \$8,240  | \$8.    |
| Construction   | \$14,389   | \$15,430  | \$16,291   | \$16,938   | \$18,741   | \$19,925   | \$20,989  | \$21,885   | \$22,522   | \$22    |
| Manufacturing  | \$52,017   | \$52,418  | \$51,617   | \$53,314   | \$55,952   | \$54,330   | \$53,902  | \$55,471   | \$55,260   | \$53    |
| Wholesale trade  | \$26,199   | \$25,840  | \$26,678   | \$27,107   | \$28,441   | \$28,481   | \$28,570  | \$27,866   | \$28,184   | \$27    |
| Retail trade   | \$20,346   | \$20,194  | \$20,626   | \$20,725   | \$21,797   | \$22,466   | \$22,688  | \$22,956   | \$24,038   | \$24    |
| Transportation and warehousing, excluding Postal Service   | \$8,004  | \$7,936   | \$8,120  | \$8,573  | \$9,411  | \$9,843  | \$10,119  | \$10,358   | \$11,029   | \$9     |
| Information  | \$28,459   | \$27,279  | \$28,094   | \$27,886   | \$29,565   | \$30,167   | \$30,291  | \$31,422   | \$32,893   | \$32    |
| Finance and insurance  | \$38,532   | \$45,819  | \$44,510   | \$44,871   | \$51,092   | \$52,894   | \$53,830  | \$59,608   | \$58,126   | \$58    |
| Real estate, rental, and leasing   | \$70,322   | \$71,861  | \$72,425   | \$73,609   | \$75,974   | \$78,272   | \$79,361  | \$80,603   | \$83,285   | \$84    |
| Professional and technical services  | \$55,911   | \$58,951  | \$58,554   | \$60,268   | \$64,962   | \$67,859   | \$71,717  | \$74,832   | \$80,274   | \$79    |
| Management of companies and enterprises  | \$11,333   | \$11.309  | \$11,675   | \$11,783   | \$13,156   | \$12,290   | \$12,499  | \$13,777   | \$13,880   | \$13    |
| Administrative and waste services  | \$12,942   | \$13,022  | \$13,214   | \$13,606   | \$14,345   | \$14,745   | \$15,595  | \$16,025   | \$16,877   | \$1:    |
| Educational services   | \$15,731   | \$15,947  | \$16,083   | \$16,230   | \$16,786   | \$17,396   | \$17,398  | \$17,635   | \$18,135   | \$10    |
| Health care and social assistance  | \$46,249   | \$47,822  | \$48,560   | \$49,589   | \$51,986   | \$53,717   | \$54,139  | \$53,579   | \$54,847   | \$5     |
| Arts, entertainment, and recreation  | \$4,597  | \$4,666   | \$5,335  | \$6,414  | \$6,984  | \$7,331  | \$6,977   | \$7,165  | \$7,276  | \$3     |
| u o, eneruminent, and recreation   |  |   | \$13,518   | \$13,904   | \$15,440   | \$16,212   | \$16,703  | \$17,363   | \$18,328   | \$14    |
| Accommodation and food services  |  |   |  |  |  |  |   |  |  |         |
|  | \$12,526<br>\$9,275  | \$13,131<br>\$9,419   |  |  |  |  |   |  | \$11.576   | \$10    |
| Dther services, except government<br>overnment   | \$9,275<br>\$55,551<br>Rank oj   | \$9,419<br>\$52,658<br>f Industry (   | \$9,463<br>\$53,753<br>Contribution<br>(millions of 20   | \$9,950<br>\$54,696<br>n to GDP in<br>20 dollars)  | \$10,291<br>\$56,603<br>1 Massachu   | \$10,522<br>\$55,926<br>setts  | \$10,593<br>\$56,419  | \$11,101<br>\$57,414   | \$11,576<br>\$58,151   |         |
| Other services, except government overnment AICS* Industry Sector  | \$9,275<br>\$55,551  | \$9,419<br>\$52,658<br><b>f Industry (</b>  | \$9,463<br>\$53,753<br>Contribution  | \$9,950<br>\$54,696<br>n to GDP in   | \$10,291<br>\$56,603   | \$10,522<br>\$55,926   | \$10,593  | \$11,101   |  | \$5     |
| Dther services, except government<br>overnment<br>MCS* Industry Sector<br>1 industry total   | \$9,275<br>\$55,551<br>Rank oj   | \$9,419<br>\$52,658<br>f Industry (   | \$9,463<br>\$53,753<br>Contribution<br>(millions of 20   | \$9,950<br>\$54,696<br>n to GDP in<br>20 dollars)  | \$10,291<br>\$56,603<br>1 Massachu   | \$10,522<br>\$55,926<br>setts  | \$10,593<br>\$56,419  | \$11,101<br>\$57,414   | \$58,151   |         |
| Dther services, except government<br>overnment<br>AICS* Industry Sector<br>I industry total<br>rivate industries   | \$9,275<br>\$55,551<br>Rank oj<br>2011   | \$9,419<br>\$52,658<br>f Industry (<br>2012   | \$9,463<br>\$53,753<br>Contribution<br>(millions of 20<br>2013   | \$9,950<br>\$54,696<br>n to GDP in<br>20 dollars)<br>2014  | \$10,291<br>\$56,603<br>1 Massachu<br>2015   | \$10,522<br>\$55,926<br>setts<br>2016  | \$10,593<br>\$56,419<br>2017  | \$11,101<br>\$57,414<br>2018   | \$58,151<br>2019   | \$5     |
| Dther services, except government vernment VICS* Industry Sector l industry total ivate industries   | \$9,275<br>\$55,551<br>Rank oj<br>2011   | \$9,419<br>\$52,658<br><b>f Industry (</b><br>2012<br>19  | \$9,463<br>\$53,753<br>Contribution<br>(millions of 20<br>2013<br>19   | \$9,950<br>\$54,696<br>In to GDP in<br>20 dollars)<br>2014   | \$10,291<br>\$56,603<br><i>1 Massachu</i><br>2015<br>19  | \$10,522<br>\$55,926<br>setts<br>2016  | \$10,593<br>\$56,419<br><b>2017</b><br>19   | \$11,101<br>\$57,414<br><b>2018</b><br>19  | \$58,151<br><b>2019</b><br>19  | \$5     |
| Other services, except government<br>overnment<br>AICS* Industry Sector<br>I industry total<br>Vivate industries<br>Agriculture, forestry, fishing, and hunting  | \$9,275<br>\$55,551<br>Rank oj<br>2011   | \$9,419<br>\$52,658<br>f Industry (<br>2012   | \$9,463<br>\$53,753<br>Contribution<br>(millions of 20<br>2013   | \$9,950<br>\$54,696<br>n to GDP in<br>20 dollars)<br>2014  | \$10,291<br>\$56,603<br>1 Massachu<br>2015   | \$10,522<br>\$55,926<br>setts<br>2016  | \$10,593<br>\$56,419<br>2017  | \$11,101<br>\$57,414<br>2018   | \$58,151<br>2019   | \$5     |
| Dther services, except government<br>overnment<br>AICS* Industry Sector<br>I industry total<br>ivate industries<br>Agriculture, forestry, fishing, and hunting<br>Mining   | \$9,275<br>\$55,551<br>Rank oj<br>2011   | \$9,419<br>\$52,658<br><b>f Industry (</b><br>2012<br>19  | \$9,463<br>\$53,753<br>Contribution<br>(millions of 20<br>2013<br>19   | \$9,950<br>\$54,696<br><b>n to GDP in</b><br>20 dollars)<br><b>2014</b><br>19<br>20<br>17  | \$10,291<br>\$56,603<br><i>1 Massachu</i><br>2015<br>19  | \$10,522<br>\$55,926<br>setts<br>2016<br>19<br>20<br>18  | \$10,593<br>\$56,419<br><b>2017</b><br>19   | \$11,101<br>\$57,414<br><b>2018</b><br>19  | \$58,151<br><b>2019</b><br>19  | \$5     |
| Dther services, except government<br>overnment  AICS* Industry Sector  I industry total ivate industries Agriculture, forestry, fishing, and hunting Mining Dilities   | \$9,275<br>\$55,551<br>Rank of<br>2011<br>19<br>20   | \$9,419<br>\$52,658<br><b>f Industry (</b><br>2012<br>19<br>20  | \$9,463<br>\$53,753<br>Contribution<br>(millions of 20<br>2013<br>19<br>20   | \$9,950<br>\$54,696<br><b>n to GDP in</b><br>20 dollars)<br><b>2014</b><br>19<br>20  | \$10,291<br>\$56,603<br>1 Massachu<br>2015<br>19<br>20   | \$10,522<br>\$55,926<br>setts<br>2016<br>19<br>20  | \$10,593<br>\$56,419<br><b>2017</b><br>19<br>20   | \$11,101<br>\$57,414<br><b>2018</b><br>19<br>20  | \$58,151<br><b>2019</b><br>19<br>20  | \$5     |
| Dther services, except government<br>overnment<br>AICS* Industry Sector<br>I industry total<br>Viate industries<br>Agriculture, forestry, fishing, and hunting<br>Mining<br>Dilities<br>Construction   | \$9,275<br>\$55,551<br>Rank oj<br>2011<br>19<br>20<br>17   | \$9,419<br>\$52,658<br><b>f Industry (</b><br>2012<br>19<br>20<br>17  | \$9,463<br>\$53,753<br>Contribution<br>(millions of 20<br>2013<br>19<br>20<br>17   | \$9,950<br>\$54,696<br><b>n to GDP in</b><br>20 dollars)<br><b>2014</b><br>19<br>20<br>17  | \$10,291<br>\$56,603<br><b>1</b> Massachu<br>2015<br>19<br>20<br>18  | \$10,522<br>\$55,926<br>setts<br>2016<br>19<br>20<br>18  | \$10,593<br>\$56,419<br><b>2017</b><br>19<br>20<br>17   | \$11,101<br>\$57,414<br><b>2018</b><br>19<br>20<br>17  | \$58,151<br><b>2019</b><br>19<br>20<br>17  | \$5     |
| Other services, except government<br>overnment<br>AICS* Industry Sector<br>I industry total<br>rivate industries<br>Agriculture, forestry, fishing, and hunting<br>Mining<br>Dillities<br>Construction<br>Manufacturing  | \$9,275<br>\$55,551<br><b>Rank oj</b><br>2011<br>19<br>20<br>17<br>11  | \$9,419<br>\$52,658<br><b>f Industry (</b><br>2012<br>19<br>20<br>17<br>11  | \$9,463<br>\$53,753<br><b>Contribution</b><br>(millions of 20<br><b>2013</b><br>19<br>20<br>17<br>10   | \$9,950<br>\$54,696<br><b>n to GDP in</b><br>20 dollars)<br><b>2014</b><br>19<br>20<br>17<br>10  | \$10,291<br>\$56,603<br><b>1 Massachu</b><br>2015<br>19<br>20<br>18<br>10  | \$10,522<br>\$55,926<br>setts<br>2016<br>19<br>20<br>18<br>10  | \$10,593<br>\$56,419<br>2017<br>19<br>20<br>17<br>10  | \$11,101<br>\$57,414<br>2018<br>19<br>20<br>17<br>10   | \$58,151<br>2019<br>19<br>20<br>17<br>10   | \$5     |
| Dther services, except government<br>overnment  AICS* Industry Sector  Lindustry total ivate industries Agriculture, forestry, fishing, and hunting Mining Mining Diffuse Construction Manufacturing Mbolesale trade   | \$9,275<br>\$55,551<br>Rank oj<br>2011<br>19<br>20<br>17<br>11<br>4  | \$9,419<br>\$52,658<br><b>f Industry (</b><br>2012<br>19<br>20<br>17<br>11<br>4   | \$9,463<br>\$53,753<br><b>Contribution</b><br>(millions of 20<br><b>2013</b><br>19<br>20<br>17<br>10<br>4  | \$9,950<br>\$54,696<br><b>n to GDP in</b><br>20 dollars)<br><b>2014</b><br>19<br>20<br>17<br>10<br>4   | \$10,291<br>\$56,603<br><b>1 Massachu</b><br>2015<br>19<br>20<br>18<br>10<br>4   | \$10,522<br>\$55,926<br>setts<br>2016<br>19<br>20<br>18<br>10<br>4   | \$10,593<br>\$56,419<br>2017<br>19<br>20<br>17<br>10<br>5   | \$11,101<br>\$57,414<br>2018<br>19<br>20<br>17<br>10<br>5  | \$58,151<br>2019<br>19<br>20<br>17<br>10<br>5  | \$5     |
| Other services, except government<br>overnment<br>AICS* Industry Sector<br>I industry total<br>Agriculture, forestry, fishing, and hunting<br>Wining<br>Utilities<br>Construction<br>Manufacturing<br>Wholesale trade<br>Retail trade  | \$9,275<br>\$55,551<br><b>Rank oj</b><br>2011<br>19<br>20<br>17<br>11<br>4<br>8  | \$9,419<br>\$52,658<br><b>f Industry (</b><br>2012<br>19<br>20<br>17<br>11<br>4<br>8  | \$9,463<br>\$53,753<br><b>Contribution</b><br>(millions of 20)<br><b>2013</b><br>19<br>20<br>17<br>10<br>4<br>8  | \$9,950<br>\$54,696<br><b>n to GDP in</b><br>20 dollars)<br><b>2014</b><br>19<br>20<br>17<br>10<br>4<br>8  | \$10,291<br>\$56,603<br><b>1 Massachu</b><br>2015<br>19<br>20<br>18<br>10<br>4<br>8  | \$10,522<br>\$55,926<br><b>setts</b><br>2016<br>19<br>20<br>18<br>10<br>4<br>8   | \$10,593<br>\$56,419<br>2017<br>19<br>20<br>17<br>10<br>5<br>8  | \$11,101<br>\$57,414<br><b>2018</b><br>19<br>20<br>17<br>10<br>5<br>8  | \$58,151<br>2019<br>19<br>20<br>17<br>10<br>5<br>8   | \$5     |
| Other services, except government<br>overnment<br>AICS* Industry Sector<br>I industry total<br>rivate industries<br>Agriculture, forestry, fishing, and hunting<br>Wining<br>Utilities<br>Construction<br>Manufacturing<br>Wholesale trade<br>Retail trade<br>Retail trade<br>Transportation and warehousing, excluding Postal Service   | \$9,275<br>\$55,551<br><b>Rank of</b><br>2011<br>19<br>20<br>17<br>11<br>4<br>8<br>9   | \$9,419<br>\$52,658<br><b>f Industry (</b><br>2012<br>19<br>20<br>17<br>11<br>11<br>4<br>8<br>9   | \$9,463<br>\$53,753<br>Contribution<br>(millions of 20<br>2013<br>19<br>20<br>17<br>10<br>4<br>8<br>9  | \$9,950<br>\$54,696<br>nto GDP in<br>20 dollars)<br>2014<br>19<br>20<br>17<br>10<br>4<br>8<br>9  | \$10,291<br>\$56,603<br><b>1 Massachu</b><br>2015<br>19<br>20<br>18<br>10<br>4<br>8<br>9   | \$10,522<br>\$55,926<br><b>setts</b><br>2016<br>19<br>20<br>18<br>18<br>10<br>4<br>8<br>9  | \$10,593<br>\$56,419<br>2017<br>19<br>20<br>17<br>10<br>5<br>8<br>9   | \$11,101<br>\$57,414<br>2018<br>19<br>20<br>17<br>10<br>5<br>8<br>8<br>9   | \$58,151<br>2019<br>20<br>17<br>10<br>5<br>8<br>9  | \$5     |
| Dther services, except government<br>overnment  AICS* Industry Sector  Lindustry total ivate industries Agriculture, forestry, fishing, and hunting wining bilities Construction Manufacturing Wholesale trade Vetail trade Vetail trade Vetail trade Information  | \$9,275<br>\$55,551<br><b>Rank oj</b><br><b>2011</b><br>19<br>20<br>17<br>11<br>4<br>8<br>9<br>16<br>7   | \$9,419<br>\$52,658<br><b>f Industry (</b><br>2012<br>19<br>20<br>17<br>11<br>4<br>8<br>9<br>16   | \$9,463<br>\$53,753<br>Contribution<br>(millions of 20<br>2013<br>19<br>20<br>17<br>10<br>4<br>8<br>9<br>9<br>16<br>7  | \$9,950<br>\$54,696<br><b>n to GDP in</b><br>20 dollars)<br><b>2014</b><br>19<br>20<br>17<br>10<br>4<br>8<br>9<br>16<br>7  | \$10,291<br>\$56,603<br><b>1</b> Massachu<br>2015<br>19<br>20<br>18<br>10<br>4<br>8<br>9<br>9<br>16<br>7   | \$10,522<br>\$55,926<br><b>setts</b><br>2016<br>19<br>20<br>18<br>10<br>4<br>8<br>9<br>9<br>16<br>7  | \$10,593<br>\$56,419<br>2017<br>19<br>20<br>17<br>10<br>5<br>8<br>9<br>16   | \$11,101<br>\$57,414<br>2018<br>19<br>20<br>17<br>10<br>5<br>8<br>9<br>9<br>16<br>7  | \$58,151<br>2019<br>20<br>19<br>20<br>17<br>10<br>5<br>8<br>9<br>9<br>16<br>7  | \$5     |
| Other services, except government<br>overnment  AICS* Industry Sector  Il industry total rivate industries Agriculture, forestry, fishing, and hunting Mining Utilities Construction Manufacturing Wholesale trade Retail trade Transportation and warehousing, excluding Postal Service Information Finance and insurance   | \$9,275<br>\$55,551<br><b>Rank oj</b><br>2011<br>19<br>20<br>17<br>11<br>4<br>8<br>9<br>16   | \$9,419<br>\$52,658<br><b>f Industry (</b><br>2012<br>19<br>20<br>17<br>11<br>4<br>8<br>9<br>16<br>7  | \$9,463<br>\$53,753<br>Contribution<br>(millions of 20<br>2013<br>19<br>20<br>19<br>20<br>17<br>10<br>4<br>8<br>9<br>16<br>7<br>6  | \$9,950<br>\$54,696<br><b>n to GDP in</b><br>20 dollars)<br><b>2014</b><br>19<br>20<br>19<br>20<br>4<br>8<br>9<br>16<br>7<br>6   | \$10,291<br>\$56,603<br><b>1 Massachu</b><br>2015<br>19<br>20<br>19<br>20<br>19<br>20<br>18<br>10<br>4<br>8<br>9<br>16<br>7<br>6   | \$10,522<br>\$55,926<br><b>setts</b><br>2016<br>19<br>20<br>18<br>10<br>4<br>8<br>9<br>16  | \$10,593<br>\$56,419<br>2017<br>19<br>20<br>17<br>10<br>5<br>8<br>9<br>9<br>16<br>7   | \$11,101<br>\$57,414<br>2018<br>19<br>20<br>19<br>20<br>19<br>20<br>17<br>17<br>10<br>5<br>8<br>9<br>16<br>7<br>3  | \$58,151<br>2019<br>20<br>19<br>20<br>17<br>10<br>5<br>8<br>9<br>16<br>7<br>4  | \$5     |
| Other services, except government<br>overnment<br>AICS* Industry Sector<br>I industry total<br>rivate industries<br>Agriculture, forestry, fishing, and hunting<br>Wining<br>Utilities<br>Construction<br>Manufacturing<br>Wholesale trade<br>Retail trade<br>Fatal trade<br>Fatal trade<br>Retail tra | \$9,275<br>\$55,551<br><b>Rank of</b><br>2011<br>19<br>20<br>17<br>11<br>4<br>8<br>9<br>16<br>7<br>6<br>1  | \$9,419<br>\$52,658<br><b>f Industry (</b><br>2012<br>19<br>20<br>19<br>20<br>19<br>20<br>17<br>11<br>4<br>8<br>9<br>16<br>7<br>6   | \$9,463<br>\$53,753<br><b>Contribution</b><br>(millions of 20<br><b>2013</b><br>19<br>20<br>17<br>10<br>4<br>8<br>9<br>16<br>7<br>6<br>1   | \$9,950<br>\$54,696<br><b>in to GDP in</b><br>20 dollars)<br><b>2014</b><br>19<br>20<br>17<br>10<br>4<br>8<br>9<br>16<br>7<br>6<br>1   | \$10,291<br>\$56,603<br><b>1</b> Massachu<br>2015<br>19<br>20<br>18<br>10<br>4<br>8<br>0<br>9<br>16<br>7<br>6<br>1   | \$10,522<br>\$55,926<br><b>setts</b><br>2016<br>19<br>20<br>18<br>10<br>4<br>8<br>9<br>16<br>7<br>6<br>1   | \$10,593<br>\$56,419<br>2017<br>19<br>20<br>19<br>20<br>17<br>10<br>5<br>8<br>9<br>16<br>7<br>6   | \$11,101<br>\$57,414<br>2018<br>19<br>20<br>17<br>10<br>5<br>8<br>9<br>9<br>16<br>7  | \$58,151<br>2019<br>20<br>19<br>20<br>17<br>10<br>5<br>8<br>9<br>16<br>7<br>4<br>1   | \$5     |
| Dther services, except government<br>overnment AICS* Industry Sector I industry total iviate industries Agriculture, forestry, fishing, and hunting Mining Utilities Construction Manufacturing Wholesale trade Retail trade Transportation and warehousing, excluding Postal Service Information Finance Real estate, rental, and leasing Professional and technical services   | \$9,275<br>\$55,551<br><b>Rank oj</b><br><b>2011</b><br>19<br>20<br>17<br>11<br>4<br>8<br>9<br>16<br>7<br>6<br>1<br>2  | \$9,419<br>\$52,658<br><b>f Industry (</b><br>2012<br>19<br>20<br>17<br>11<br>4<br>8<br>9<br>16<br>7<br>6<br>1<br>2   | \$9,463<br>\$53,753<br>Contribution<br>(millions of 20<br>2013<br>19<br>20<br>17<br>10<br>4<br>8<br>9<br>16<br>7<br>6<br>1<br>2  | \$9,950<br>\$54,696<br><b>nto GDP in</b><br>20 dollars)<br><b>2014</b><br>19<br>20<br>17<br>10<br>4<br>8<br>9<br>16<br>7<br>6<br>1<br>1<br>2   | \$10,291<br>\$56,603<br><b>1 Massachu</b><br>2015<br>19<br>20<br>18<br>10<br>4<br>8<br>9<br>16<br>7<br>6<br>1<br>7<br>6<br>1<br>2  | \$10,522<br>\$55,926<br><b>setts</b><br>2016<br>19<br>20<br>18<br>10<br>4<br>8<br>9<br>9<br>16<br>7<br>6<br>1<br>2   | \$10,593<br>\$56,419<br>2017<br>19<br>20<br>17<br>10<br>5<br>8<br>9<br>16<br>7<br>6<br>1<br>10<br>2   | \$11,101<br>\$57,414<br>2018<br>19<br>20<br>17<br>10<br>5<br>8<br>9<br>16<br>7<br>3<br>1<br>1<br>2   | \$58,151<br>2019<br>20<br>17<br>10<br>5<br>8<br>8<br>9<br>16<br>7<br>4<br>4<br>1<br>2  | \$56    |
| Dther services, except government<br>overnment  AICS* Industry Sector  I industry total industry total industries Agriculture, forestry, fishing, and hunting Mining Utilities Construction Manufacturing Wholesale trade Retail trade Transportation and warehousing, excluding Postal Service Information Finance and insurance Real estate, rental, and leasing Professional and technical services Management of companies and enterprises   | \$9,275<br>\$55,551<br><b>Rank of</b><br>2011<br>19<br>20<br>19<br>20<br>17<br>11<br>4<br>8<br>9<br>16<br>7<br>6<br>1<br>1<br>2<br>14  | \$9,419<br>\$52,658<br><b>f Industry (</b><br>2012<br>19<br>20<br>19<br>20<br>19<br>20<br>19<br>20<br>17<br>11<br>11<br>4<br>8<br>9<br>16<br>7<br>6<br>1<br>1<br>2<br>14      | \$9,463<br>\$53,753<br><b>Contribution</b><br>(millions of 20<br><b>2013</b><br>19<br>20<br>19<br>20<br>17<br>10<br>4<br>8<br>9<br>16<br>7<br>6<br>1<br>7<br>6<br>1<br>2<br>14   | \$9,950<br>\$54,696<br><b>n to GDP in</b><br>20 dollars)<br><b>2014</b><br>19<br>20<br>19<br>20<br>4<br>8<br>9<br>16<br>7<br>6<br>1<br>1<br>2<br>14                                  | \$10,291<br>\$56,603<br><b>1</b> Massachu<br>2015<br>19<br>20<br>19<br>20<br>19<br>20<br>19<br>20<br>4<br>8<br>9<br>16<br>7<br>6<br>1<br>7<br>6<br>1<br>2<br>14  | \$10,522<br>\$55,926<br><b>Setts</b><br>2016<br>19<br>20<br>19<br>20<br>19<br>20<br>4<br>8<br>9<br>16<br>7<br>6<br>1<br>1<br>2<br>14                             | \$10,593<br>\$56,419<br>2017<br>19<br>20<br>19<br>20<br>10<br>5<br>8<br>9<br>16<br>7<br>6<br>1<br>1<br>2<br>14  | \$11,101<br>\$57,414<br>2018<br>19<br>20<br>19<br>20<br>19<br>20<br>17<br>17<br>10<br>5<br>8<br>9<br>16<br>7<br>3<br>1<br>1<br>2<br>14                         | \$58,151<br>2019<br>19<br>20<br>17<br>10<br>5<br>8<br>9<br>16<br>7<br>4<br>4<br>1<br>2<br>14                                 | \$56    |
| Other services, except government<br>overnment<br>AICS* Industry Sector<br>I industry total<br>Viriate industry total<br>Construction<br>Manufacturing<br>Utilities<br>Construction<br>Manufacturing<br>Wholesale trade<br>Retail trade<br>Transportation and warehousing, excluding Postal Service<br>Information<br>Finance and insurance<br>Real estate, rental, and leasing<br>Professional and technical services<br>Management of companies and enterprises<br>Administrative and waste services   | \$9,275<br>\$55,551<br><b>Rank of</b><br>2011<br>19<br>20<br>17<br>11<br>4<br>8<br>9<br>16<br>7<br>6<br>1<br>2<br>14<br>12   | \$9,419<br>\$52,658<br><b>f Industry (</b><br>2012<br>19<br>20<br>17<br>11<br>4<br>8<br>9<br>16<br>7<br>6<br>1<br>2<br>14<br>13   | \$9,463<br>\$53,753<br><b>Contribution</b><br>(millions of 20<br><b>2013</b><br>19<br>20<br>17<br>10<br>4<br>8<br>9<br>16<br>7<br>6<br>1<br>2<br>14<br>13  | \$9,950<br>\$54,696<br><b>in to GDP in</b><br>20 dollars)<br><b>2014</b><br>19<br>20<br>17<br>10<br>4<br>8<br>9<br>16<br>7<br>6<br>1<br>2<br>14<br>13                                | \$10,291<br>\$56,603<br><b>1</b> Massachu<br>2015<br>19<br>20<br>18<br>19<br>20<br>18<br>10<br>4<br>8<br>9<br>16<br>7<br>6<br>1<br>2<br>14<br>13   | \$10,522<br>\$55,926<br><b>setts</b><br>2016<br>19<br>20<br>18<br>10<br>4<br>8<br>9<br>16<br>7<br>6<br>1<br>2<br>4<br>13   | \$10,593<br>\$56,419<br>2017<br>19<br>20<br>17<br>10<br>5<br>8<br>9<br>16<br>7<br>6<br>1<br>2<br>2<br>14<br>13  | \$11,101<br>\$57,414<br>2018<br>19<br>20<br>17<br>10<br>5<br>8<br>9<br>16<br>7<br>3<br>1<br>1<br>2<br>14<br>13   | \$58,151<br>2019<br>20<br>19<br>20<br>17<br>10<br>5<br>8<br>9<br>16<br>7<br>4<br>1<br>2<br>14<br>13                          | \$56    |
| Dther services, except government<br>overnment   | \$9,275<br>\$55,551<br><b>Rank of</b><br><b>2011</b><br>19<br>20<br>17<br>11<br>4<br>8<br>9<br>16<br>7<br>6<br>1<br>2<br>14<br>12<br>10                                      | \$9,419<br>\$52,658<br><b>f Industry (</b><br>2012<br>19<br>20<br>17<br>11<br>4<br>8<br>9<br>16<br>7<br>6<br>1<br>16<br>7<br>6<br>1<br>12<br>14<br>13<br>10                   | \$9,463<br>\$53,753<br>Contribution<br>(millions of 20<br>2013<br>19<br>20<br>17<br>10<br>4<br>8<br>9<br>16<br>7<br>6<br>6<br>1<br>1<br>2<br>14<br>13<br>11  | \$9,950<br>\$54,696<br><b>n to GDP in</b><br>20 dollars)<br><b>2014</b><br>19<br>20<br>10<br>4<br>8<br>9<br>16<br>7<br>6<br>1<br>2<br>14<br>13<br>11                                 | \$10,291<br>\$56,603<br><b>1 Massachu</b><br>2015<br>19<br>20<br>18<br>10<br>4<br>8<br>9<br>16<br>7<br>6<br>1<br>16<br>7<br>6<br>1<br>1<br>2<br>14<br>13<br>11   | \$10,522<br>\$55,926<br><b>setts</b><br>2016<br>19<br>20<br>18<br>10<br>4<br>8<br>9<br>9<br>16<br>7<br>6<br>1<br>1<br>2<br>14<br>13<br>11                        | \$10,593<br>\$56,419<br>2017<br>19<br>20<br>17<br>10<br>5<br>8<br>9<br>9<br>16<br>7<br>6<br>6<br>1<br>1<br>2<br>14<br>13<br>11                        | \$11,101<br>\$57,414<br>2018<br>19<br>20<br>17<br>10<br>5<br>8<br>9<br>16<br>7<br>3<br>1<br>16<br>7<br>3<br>1<br>1<br>2<br>14<br>13<br>11                      | \$58,151<br>2019<br>20<br>17<br>10<br>5<br>8<br>8<br>9<br>16<br>7<br>4<br>1<br>1<br>2<br>14<br>13<br>12                      | \$10    |
| Dther services, except government<br>overnment<br>AICS* Industry Sector<br>1 industry total<br>virate industries<br>Agriculture, forestry, fishing, and hunting<br>Mining<br>Utilities<br>Construction<br>Manufacturing<br>Wholesale trade<br>Retail trade<br>Transportation and warehousing, excluding Postal Service<br>Information<br>Finance and insurance<br>Real estate, rental, and leasing<br>Professional and technical services<br>Management of companies and enterprises<br>Administrative and waste services<br>Elucational services<br>Educational services<br>Health care and social assistance   | \$9,275<br>\$55,551<br><b>Rank of</b><br><b>2011</b><br>19<br>20<br>17<br>11<br>11<br>4<br>8<br>9<br>16<br>17<br>7<br>6<br>1<br>1<br>2<br>14<br>12<br>10<br>5                | \$9,419<br>\$52,658<br><b>f Industry (</b><br>2012<br>19<br>20<br>19<br>20<br>19<br>20<br>17<br>11<br>11<br>4<br>8<br>9<br>16<br>1<br>7<br>6<br>1<br>2<br>14<br>13<br>10<br>5 | \$9,463<br>\$53,753<br><b>Contribution</b><br>(millions of 20<br><b>2013</b><br>19<br>20<br>19<br>20<br>17<br>10<br>4<br>8<br>9<br>16<br>17<br>10<br>4<br>8<br>9<br>16<br>17<br>7<br>6<br>1<br>1<br>2<br>14<br>13<br>11<br>5 | \$9,950<br>\$54,696<br><b>n to GDP in</b><br>20 dollars)<br><b>2014</b><br>19<br>20<br>19<br>20<br>17<br>10<br>4<br>8<br>9<br>16<br>1<br>7<br>6<br>1<br>2<br>14<br>13<br>11<br>5     | \$10,291<br>\$56,603<br><b>1</b> Massachu<br>2015<br>19<br>20<br>18<br>10<br>4<br>8<br>9<br>16<br>10<br>4<br>8<br>9<br>16<br>7<br>6<br>1<br>2<br>14<br>13<br>11<br>5   | \$10,522<br>\$55,926<br><b>Setts</b><br>2016<br>19<br>20<br>18<br>10<br>4<br>8<br>9<br>16<br>1<br>7<br>6<br>1<br>2<br>14<br>13<br>11<br>5                        | \$10,593<br>\$56,419<br>2017<br>19<br>20<br>10<br>5<br>8<br>9<br>16<br>17<br>10<br>5<br>8<br>9<br>16<br>1<br>7<br>6<br>1<br>2<br>14<br>13<br>11<br>14 | \$11,101<br>\$57,414<br>2018<br>19<br>20<br>17<br>10<br>5<br>8<br>9<br>16<br>7<br>3<br>1<br>1<br>2<br>14<br>13<br>11<br>6                                      | \$58,151<br>2019<br>19<br>20<br>17<br>10<br>5<br>8<br>9<br>16<br>7<br>4<br>1<br>2<br>14<br>13<br>12<br>6                     | \$56    |
| Dther services, except government<br>overnment<br>AICS* Industry Sector<br>I industry total<br>virate industries<br>Agriculture, forestry, fishing, and hunting<br>Wining<br>Utilities<br>Construction<br>Manufacturing<br>Utilities<br>Construction<br>Manufacturing<br>Wholesale trade<br>Retail trade<br>Transportation and warehousing, excluding Postal Service<br>Information<br>Finance and insurance<br>Real estate, rental, and leasing<br>Professional and technical services<br>Management of companies and enterprises<br>Administrative and waste services<br>Educational services<br>Health care and social assistance<br>Arts, entertainment, and recreation  | \$9,275<br>\$55,551<br><b>Rank of</b><br>2011<br>19<br>20<br>17<br>11<br>4<br>8<br>9<br>16<br>7<br>6<br>1<br>1<br>2<br>14<br>12<br>10<br>5<br>5<br>18                        | \$9,419<br>\$52,658<br><b>f Industry (</b><br>2012<br>19<br>20<br>19<br>20<br>17<br>11<br>4<br>8<br>9<br>16<br>7<br>6<br>1<br>2<br>14<br>13<br>10<br>5<br>18                  | \$9,463<br>\$53,753<br><b>Contribution</b><br>(millions of 20<br><b>2013</b><br>19<br>20<br>17<br>10<br>4<br>8<br>9<br>16<br>7<br>6<br>1<br>1<br>2<br>16<br>7<br>6<br>1<br>1<br>2<br>14<br>13<br>11<br>15<br>5<br>18         | \$9,950<br>\$54,696<br><b>n to GDP in</b><br>20 dollars)<br>2014<br>19<br>20<br>17<br>10<br>4<br>8<br>9<br>16<br>7<br>6<br>1<br>1<br>2<br>14<br>13<br>11<br>15<br>5<br>18            | \$10,291<br>\$56,603<br><b>1</b> Massachu<br>2015<br>19<br>20<br>18<br>19<br>20<br>18<br>10<br>4<br>4<br>8<br>9<br>16<br>7<br>6<br>1<br>1<br>2<br>16<br>7<br>6<br>1<br>1<br>2<br>14<br>13<br>11<br>15<br>5<br>17 | \$10,522<br>\$55,926<br><b>setts</b><br>2016<br>19<br>20<br>18<br>10<br>4<br>4<br>8<br>9<br>16<br>7<br>6<br>1<br>1<br>2<br>14<br>13<br>11<br>1<br>5<br>17        | \$10,593<br>\$56,419<br>2017<br>19<br>20<br>17<br>10<br>5<br>8<br>9<br>16<br>7<br>6<br>1<br>1<br>2<br>14<br>13<br>11<br>14<br>18                      | \$11,101<br>\$57,414<br>2018<br>19<br>20<br>17<br>10<br>5<br>8<br>9<br>16<br>7<br>3<br>1<br>1<br>2<br>14<br>13<br>11<br>1<br>1<br>6<br>18                      | \$58,151<br>2019<br>19<br>20<br>17<br>10<br>5<br>8<br>9<br>16<br>7<br>4<br>1<br>2<br>14<br>13<br>12<br>2<br>6<br>18          | \$56    |
| Accommodation and food services<br>Other services, except government<br>overnment<br>AICS* Industry Sector<br>II industry total<br>rivate industries<br>Agriculture, forestry, fishing, and hunting<br>Mining<br>Utilities<br>Construction<br>Manufacturing<br>Wholesale trade<br>Retail trade<br>Transportation and warehousing, excluding Postal Service<br>Information<br>Finance and insurance<br>Real estate, rental, and leasing<br>Professional and technical services<br>Management of companies and emerprises<br>Administrative and waste services<br>Educational services<br>Health care and social assistance<br>Arcs, entertainment, and recreation<br>Accommodation and food services  | \$9,275<br>\$55,551<br><b>Rank of</b><br>2011<br>19<br>20<br>17<br>11<br>4<br>8<br>9<br>16<br>7<br>6<br>1<br>1<br>2<br>14<br>12<br>2<br>14<br>12<br>10<br>5<br>5<br>18<br>13 | \$9,419<br>\$52,658<br><b>f Industry C</b><br>2012<br>19<br>20<br>17<br>11<br>4<br>8<br>9<br>16<br>7<br>6<br>1<br>1<br>2<br>14<br>13<br>10<br>5<br>5<br>18<br>12              | \$9,463<br>\$53,753<br><b>Contribution</b><br>(millions of 20<br><b>2013</b><br>19<br>20<br>17<br>10<br>4<br>8<br>9<br>9<br>16<br>7<br>6<br>1<br>1<br>2<br>14<br>13<br>11<br>15<br>18<br>12                                  | \$9,950<br>\$54,696<br><b>nto GDP in</b><br>20 dollars)<br><b>2014</b><br>19<br>20<br>17<br>10<br>4<br>8<br>9<br>9<br>16<br>7<br>6<br>1<br>1<br>2<br>14<br>13<br>11<br>5<br>18<br>12 | \$10,291<br>\$56,603<br><b>1 Massachu</b><br>2015<br>19<br>20<br>18<br>10<br>4<br>8<br>9<br>16<br>7<br>6<br>1<br>16<br>7<br>6<br>1<br>1<br>2<br>14<br>13<br>11<br>5<br>7<br>7<br>17                              | \$10,522<br>\$55,926<br><b>setts</b><br>2016<br>19<br>20<br>18<br>10<br>4<br>8<br>9<br>9<br>16<br>7<br>6<br>1<br>1<br>2<br>14<br>13<br>11<br>15<br>5<br>17<br>17 | \$10,593<br>\$56,419<br>2017<br>19<br>20<br>17<br>10<br>5<br>8<br>9<br>9<br>16<br>7<br>6<br>1<br>1<br>2<br>14<br>13<br>11<br>11<br>4<br>8<br>12       | \$11,101<br>\$57,414<br>2018<br>19<br>20<br>17<br>10<br>5<br>8<br>9<br>16<br>7<br>3<br>1<br>16<br>7<br>3<br>1<br>1<br>2<br>14<br>13<br>11<br>1<br>6<br>8<br>12 | \$58,151<br>2019<br>20<br>17<br>10<br>5<br>8<br>9<br>16<br>7<br>4<br>1<br>1<br>2<br>14<br>4<br>13<br>12<br>6<br>8<br>8<br>11 | \$56    |
| Other services, except government<br>overnment  AICS* Industry Sector  I industry total rivate industries Agriculture, forestry, fishing, and hunting Mining Utilities Construction Manufacturing Wholesale trade Retail trade Retail trade Transportation and warehousing, excluding Postal Service Information Frinance and insurance Real estate, rental, and leasing Professional and technical services Administrative and waste services Administrative and waste services Health care and social assistance Arts, entertainment, and recreation   | \$9,275<br>\$55,551<br><b>Rank of</b><br>2011<br>19<br>20<br>17<br>11<br>4<br>8<br>9<br>16<br>7<br>6<br>1<br>1<br>2<br>14<br>12<br>10<br>5<br>5<br>18                        | \$9,419<br>\$52,658<br><b>f Industry (</b><br>2012<br>19<br>20<br>19<br>20<br>17<br>11<br>4<br>8<br>9<br>16<br>7<br>6<br>1<br>2<br>14<br>13<br>10<br>5<br>18                  | \$9,463<br>\$53,753<br><b>Contribution</b><br>(millions of 20<br><b>2013</b><br>19<br>20<br>17<br>10<br>4<br>8<br>9<br>16<br>7<br>6<br>1<br>1<br>2<br>16<br>7<br>6<br>1<br>1<br>2<br>14<br>13<br>11<br>15<br>5<br>18         | \$9,950<br>\$54,696<br><b>n to GDP in</b><br>20 dollars)<br>2014<br>19<br>20<br>17<br>10<br>4<br>8<br>9<br>16<br>7<br>6<br>1<br>1<br>2<br>14<br>13<br>11<br>15<br>5<br>18            | \$10,291<br>\$56,603<br><b>1</b> Massachu<br>2015<br>19<br>20<br>18<br>19<br>20<br>18<br>10<br>4<br>4<br>8<br>9<br>16<br>7<br>6<br>1<br>1<br>2<br>16<br>7<br>6<br>1<br>1<br>2<br>14<br>13<br>11<br>15<br>5<br>17 | \$10,522<br>\$55,926<br><b>setts</b><br>2016<br>19<br>20<br>18<br>10<br>4<br>4<br>8<br>9<br>16<br>7<br>6<br>1<br>1<br>2<br>14<br>13<br>11<br>1<br>5<br>17        | \$10,593<br>\$56,419<br>2017<br>19<br>20<br>17<br>10<br>5<br>8<br>9<br>16<br>7<br>6<br>1<br>1<br>2<br>14<br>13<br>11<br>14<br>18                      | \$11,101<br>\$57,414<br>2018<br>19<br>20<br>17<br>10<br>5<br>8<br>9<br>16<br>7<br>3<br>1<br>1<br>2<br>14<br>13<br>11<br>1<br>6<br>18                           | \$58,151<br>2019<br>20<br>17<br>10<br>5<br>8<br>9<br>16<br>7<br>4<br>1<br>2<br>14<br>13<br>12<br>2<br>6<br>18                | \$56    |

# EXHIBIT A-37 QUARTER 3, FY 2021

*Industry Sector Analysis.* The following section contains a summary for each of the twenty major NAICS\* sectors. The data series show a ten-year time span. Graphs include data value labels for the latest annual points.

Not all datasets are reported for all of the major NAICS sectors. The Massachusetts Department of Workforce and Labor Development's Employment and Wages (ES-202) data series are available for every sector and contain the number of establishments, average monthly employment, total annual wages and average weekly wages for establishments with employees. The data are reported quarterly and annually for employees in the private, federal government, state government, and local government sectors. **NOTE:** Beginning with the first QUARTER 3012, a code change for employees from private households (NAICS 814110) into services for the elderly and persons with disabilities (NAICS 624120) moved 33,960 employees in Massachusetts in January 2013.

The non-employer businesses and receipts graph uses the U.S. Census Non-employer Statistics series and is available for every sector except 55 - Management of Companies and Enterprises and 92 - Public Administration. Some sectors also lack subsector (at the four-digit NAICS level) detail. Non-employer annual data have a two-year reporting lag for businesses that do not have paid employees and are subject to federal income tax. The Census reports that "Non-employers account for a majority of all business establishments, but average less than four percent of all sales or receipts." These can be second or part-time businesses and not the owner's primary source of income.

State Gross Domestic Product is an annual series from the U.S. Bureau of Economic Analysis's Regional Economic Accounts. For more information, please visit:

http://www.bea.gov/newsreleases/regional/gdp\_state/qgsp\_newsrelease.htm

Foreign exports from the U.S. Census Bureau's Foreign Trade Division and WISERTrade, are available for four industries on a monthly basis. Total state exports are available on a monthly basis. Sector exports and the top ten export destinations for this industry sector are by dollar value.

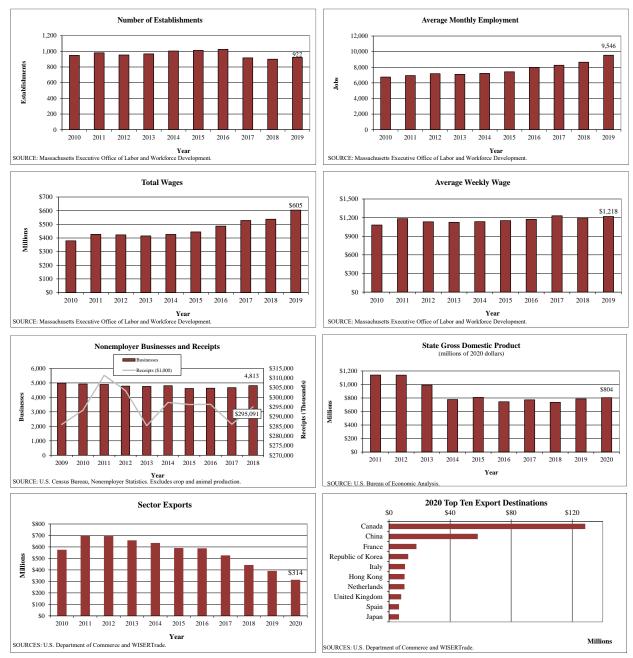
Each sector analysis has a summary at the bottom of each page. The summary provides (when available):

- 1. GDP contribution to state total: this sector's GDP divided by the state's total GDP. A blue figure in the text at the bottom of the page indicates it is larger than the previous year's GDP contribution. Red indicates it is smaller than the previous year's GDP contribution.
- 2. GDP rank: this sector's GDP rank versus all state sectors. A **blue** figure in the text at the bottom of the page indicates that it is higher than the previous year's rank. **Red** indicates that it is lower than the previous year's and **black** indicates that there was no change from the previous year's GDP rank.
- 3. Non-employer to employer establishment ratio: the number of non-employer establishments divided by the number of establishments with employers. In general, a ratio greater than one means there are more small businesses, while a number less than one means there are more large businesses.
- 4. Establishments with employees: the subsector with the largest number of establishments who have employees.
- 5. Non-employer establishments: the subsector with the largest number of establishments that do not have employees.
- 6. Employees: the subsector with the largest number of employees, at establishments with employees.
- 7. Annual wages: the subsector with the largest total annual wages, at establishments with employees.
- 8. Average weekly wage: the subsector with the largest average weekly wage, at establishments with employees.
- 9. Annual receipts at non-employer establishments: the subsector with the most receipts, at establishments that do not have employees.
- 10. Most valuable export: the subsector export with the highest dollar value.

\*North American Industry Classification System.

Note: Total Wage, State Gross Domestic Product, Average Weekly Wage, Nonemployer Receipts, and Sector Exports are all inflation-adjusted to 2020.

NAICS 11 - Agriculture, Forestry, Fishing & Hunting. The Agriculture, Forestry, Fishing and Hunting sector comprises establishments primarily engaged in growing crops, raising animals, harvesting timber, and harvesting fish and other animals from a farm, ranch, or their natural habitats.



### Summary.

GDP contribution to state total: 0.14% GDP rank: 19 of 20

Nonemployer to employer establishment ratio: 5.2 to 1

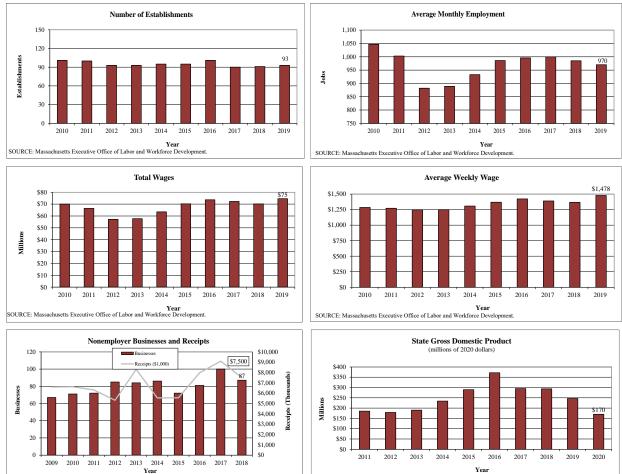
Sector leaders. Industry subsectors with the majority of establishments, employees, payroll and receipts. Establishments with employees: Fishing

Nonemployer establishments: Fishing

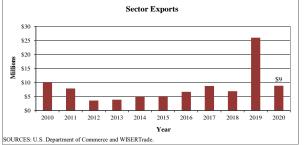
Employees: Greenhouse and nursery production Annual wages: Fishing Average weekly wage: Fishing Annual receipts at nonemployer establishments: Fishing Most valuable export: Fish, fresh, chilled, or frozen and other marine products

\*For this 2-digit industry, Nonemployer data are available only for 113-115 (Forestry, fishing & hunting & agricultural support services).

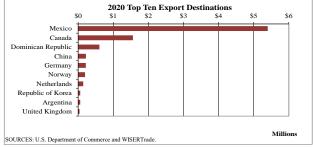
**NAICS 21** – **Mining.** The Mining, Quarrying, and Oil and Gas Extraction sector comprises establishments that extract naturally occurring mineral solids, such as coal and ores; liquid minerals, such as crude petroleum; and gases, such as natural gas. The term mining is used in the broad sense to include quarrying, well operations, beneficiating (e.g., crushing, screening, washing, and flotation), and other preparation customarily performed at the mine site, or as a part of mining activity.



SOURCE: U.S. Census Bureau, Nonemployer Statistics. Excludes crop and animal production







### Summary.

GDP contribution to state total: 0.0%

GDP rank: 20 of 20

Nonemployer to employer establishment ratio: **0.9 to 1** 

Sector leaders. Industry subsectors with the majority of establishments, employees, payroll and receipts.

Establishments with employees: Nonmetallic mineral mining and quarrying

Nonemployer establishments: Nonmetallic mineral mining and quarrying

Employees: Nonmetallic mineral mining and quarrying

Annual wages: Nonmetallic mineral mining and quarrying

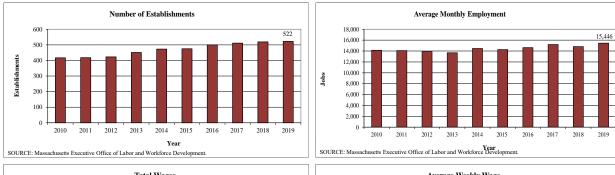
Average weekly wage: Support activities for mining

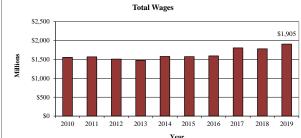
Annual receipts at nonemployer establishments: Nonmetallic mineral mining and quarrying

Most valuable export: Oil and gas

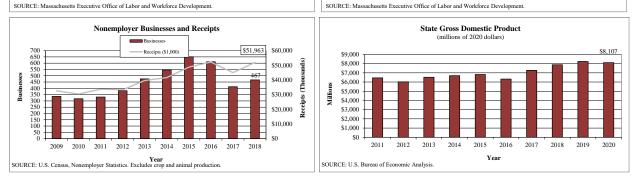
## EXHIBIT A-40 QUARTER 3, FY 2021

NAICS 22 – Utilities. The Utilities sector comprises establishments engaged in the provision of the following utility services: electric power, natural gas, steam supply, water supply, and sewage removal. See the appendix, pages five and six for supplemental tables regarding electricity generation, supply and capacity.





Average Weekly Wage \$2,372 \$2,500 \$2,000 \$1,500 \$1,000 \$500 \$0 2010 2011 2012 2013 2014 2015 2016 2017 2018 2019 Vear

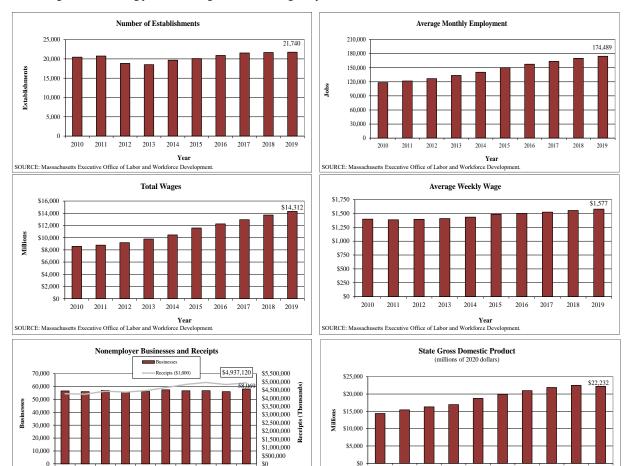


### State export data are not available for this sector.

#### Summary.

GDP contribution to state total: **1.4%** GDP rank: **17 of 20** Nonemployer to employer establishment ratio: **0.9 to 1** 

Sector leaders. Industry subsectors with the majority of establishments, employees, payroll and receipts. Establishments with employees: Power generation and supply Nonemployer establishments: Subsector detail N/A Employees: Power generation and supply Annual wages: Power generation and supply Average weekly wage: Power generation and supply Annual receipts at nonemployer establishments: Subsector detail N/A **NAICS 23** – **Construction**. The Construction sector comprises establishments primarily engaged in the construction of buildings or engineering projects (e.g., highways and utility systems). Establishments primarily engaged in the preparation of sites for new construction and establishments primarily engaged in subdividing land for sale as building sites also are included in this sector. See the appendix pages two through four for housing permits, housing sales, and housing sale prices.



2013 2014 2015

2011 2012

SOURCE: U.S. Bureau of Economic Analysis

2017 2018 2019

2020

2016

Year

#### State export data are not available for this sector.

SOURCE: U.S. Census Bureau, Nonemployer Statistics. Excludes crop and animal production

Year

2009 2010 2011 2012 2013 2014 2015

Summary. GDP contribution to state total: 3.8% GDP rank: 10 of 20 Nonemployer to employer establishment ratio: 2.7 to 1

Sector leaders. Industry subsectors with the majority of establishments, employees, payroll and receipts. Establishments with employees: Building equipment contractors Nonemployer establishments: Building finishing contractors Employees: Building equipment contractors Annual wages: Building equipment contractors

2016 2017

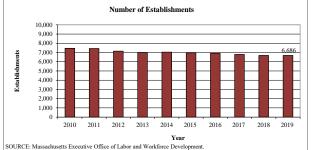
2018

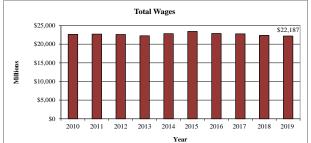
Average weekly wage: Utility System Construction

Annual receipts at nonemployer establishments: Residential building construction

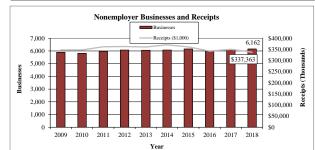
### EXHIBIT A-42 QUARTER 3, FY 2021

NAICS 31-33 – Manufacturing. The Manufacturing sector comprises establishments engaged in the mechanical, physical, or chemical transformation of materials, substances, or components into new products. The assembling of component parts of manufactured products is considered manufacturing, except in cases where the activity is appropriately classified in Sector 23, Construction.

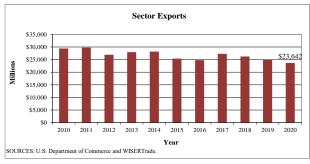




SOURCE: Massachusetts Executive Office of Labor and Workforce Development.



SOURCE: U.S. Census Bureau, Nonemployer Statistics. Excludes crop and animal production.



#### Summary.

GDP contribution to state total: 9.2%

GDP rank: 5 of 20

Nonemployer to employer establishment ratio: 0.9 to 1

Sector leaders. Industry subsectors with the majority of establishments, employees, payroll and receipts.

Establishments with employees: Machine shops and threaded product manufacturing

Nonemployer establishments: Other miscellaneous manufacturing

Employees: Electronic instrument manufacturing

Annual wages: Electronic instrument manufacturing

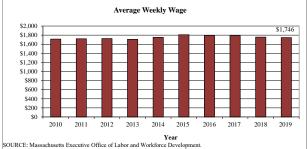
Average weekly wage: Computer and peripheral equipment manufacturing

Annual receipts at nonemployer establishments: Other miscellaneous manufacturing

Most valuable export: Computer and electronic products

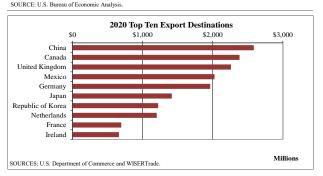
300,000 244.297 250,000 200.000 Jobs 150,000 100.000 50,000 0 2010 2011 2012 2013 2014 2015 2016 2017 2018 2019 Year SOURCE: Massachusetts Executive Office of Labor and Workforce Development

Average Monthly Employment



State Gross Domestic Product (millions of 2020 dollars) \$53,676 \$60.000 \$50,000 \$40.000 \$30.000 Milli \$20,000 \$10,000 \$0 2011 2012 2013 2014 2015 2016 2017 2018 2019 2020

Year



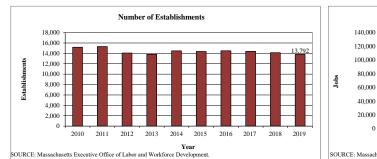
## EXHIBIT A-43 QUARTER 3, FY 2021

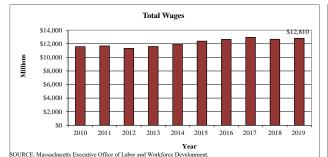
NAICS 42 - Wholesale Trade. The Wholesale Trade sector comprises establishments engaged in wholesaling merchandise, generally without transformation, and rendering services incidental to the sale of merchandise. The merchandise described in this sector includes the outputs of agriculture, mining, manufacturing, and certain information industries, such as publishing. The wholesaling process is an intermediate step in the distribution of merchandise.

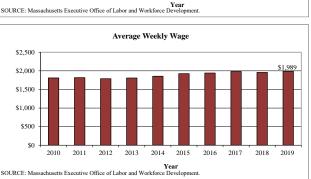
0

2010

2011 2012 2013 2014







2015

2016 2017 2018 2019 2020

Year

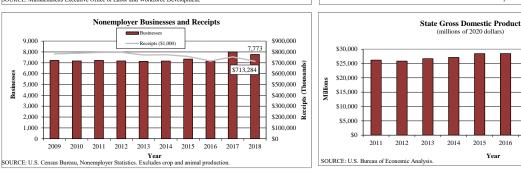
2016 2017

Average Monthly Employment

123,866

\$27,314

2018 2019



#### State export data are not available for this sector.

Summary. GDP contribution to state total: 4.7% GDP rank: 8 of 20 Nonemployer to employer establishment ratio: 0.6 to 1

9,000

8,000

7,000

6,000

4.000 3.000

2.000

1,000

0

Busine 5,000

Sector leaders. Industry subsectors with the majority of establishments, employees, payroll and receipts. Establishments with employees: Electronic markets and agents and brokers Nonemployer establishments: Subsector detail N/A

Employees: Commercial equipment merchant wholesalers

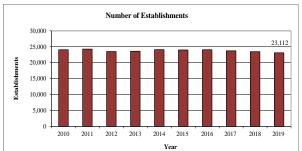
Annual wages: Commercial equipment merchant wholesalers

Average weekly wage: Druggists' goods merchant wholesalers

Annual receipts at nonemployer establishments: Miscellaneous durable goods merchant wholesalers

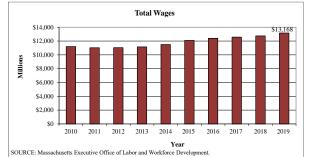
### EXHIBIT A-44 QUARTER 3, FY 2021

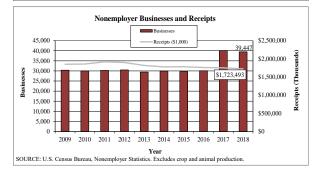
**NAICS 44-45 - Retail Trade.** The Retail Trade sector comprises establishments engaged in retailing merchandise, generally without transformation, and rendering services incidental to the sale of merchandise. The retailing process is the final step in the distribution of merchandise; retailers are therefore organized to sell merchandise in small quantities to the general public. This sector comprises two main types of retailers: store and nonstore retailers.

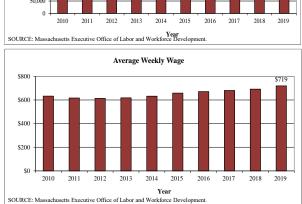


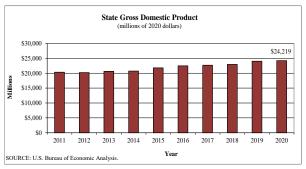
Average Monthly Employment 400,000 352,107 350,000 300.000 250,000 Jobs 200,000 150,000 100,000 50,000 2012 2013 2015 2011 2014 2016 2017 2018 2019

SOURCE: Massachusetts Executive Office of Labor and Workforce Development.









#### State export data are not available for this sector.

#### Summary.

GDP contribution to state total: **4.1%** GDP rank: **9 of 20** Nonemployer to employer establishment ratio: **1.7 to 1** 

Sector leaders. Industry subsectors with the majority of establishments, employees, payroll and receipts.

Establishments with employees: Grocery stores

Nonemployer establishments: Direct selling establishments

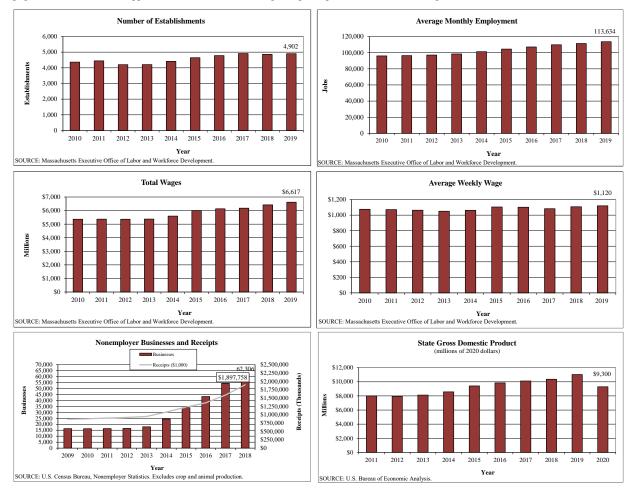
Employees: Grocery stores

Annual wages: Grocery stores

Average weekly wage: Electronic shopping and mail-order houses

Annual receipts at nonemployer establishments: Direct selling establishments

**NAICS 48-49 - Transportation and Warehousing.** The Transportation and Warehousing sector includes industries providing transportation of passengers and cargo, warehousing and storage for goods, scenic and sightseeing transportation, and support activities related to modes of transportation. Establishments in these industries use transportation equipment or transportation related facilities as a productive asset. The type of equipment depends on the mode of transportation. The modes of transportation are air, rail, water, road, and pipeline. See pages six and seven of the appendix for more information regarding transportation and warehousing.



#### State export data are not available for this sector.

Summary. GDP contribution to state total: 1.6% GDP rank: 16 of 20 Nonemployer to employer establishment ratio: 12.7 to 1

Sector leaders. Industry subsectors with the majority of establishments, employees, payroll and receipts.

Establishments with employees: General freight trucking

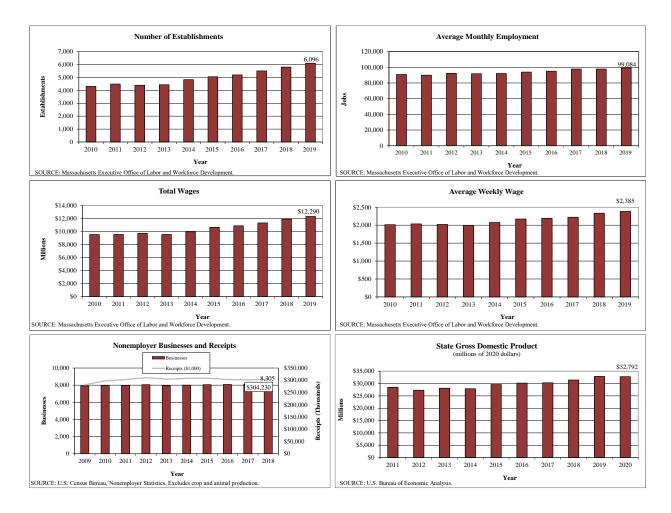
Nonemployer establishments: Taxi and limousine service

Employees: Warehousing and storage

Annual wages: Warehousing and storage Average weekly wage: Pipeline transportation of natural gas

Annual receipts at nonemployer establishments: Taxi and limousine service

NAICS 51 – Information. The Information sector comprises establishments engaged in the following processes: producing and distributing information and cultural products, providing the means to transmit or distribute these products as well as data or communications, and processing data. In 2014, Information exports of prepackaged software, NAICS code 511, were recoded to the Manufacturing NAICS code 334.

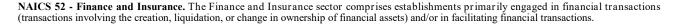


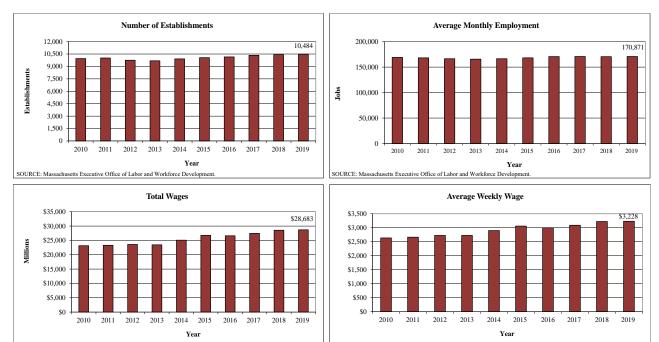
#### State export data are not available for this sector.

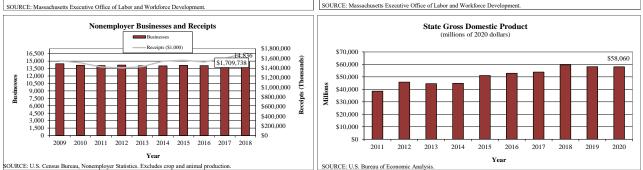
Summary. GDP contribution to state total: 5.6% GDP rank: 7 of 20 Nonemployer to employer establishment ratio: 1.4 to 1

Sector leaders. Industry subsectors with the majority of establishments, employees, payroll and receipts. Establishments with employees: Software publishers Nonemployer establishments: Motion picture and video industries Employees: Software publishers Annual wages: Software publishers Average weekly wage: Software publishers Annual receipts at nonemployer establishments: Other information services

## EXHIBIT A-47 QUARTER 3, FY 2021







### Summary.

GDP contribution to state total: 9.9% GDP rank: 3 of 20 Nonemployer to employer establishment ratio: 1.4 to 1

Sector leaders. Industry subsectors with the majority of establishments, employees, payroll and receipts. Establishments with employees: Insurance agencies and brokerages Nonemployer establishments: Other financial investment activities

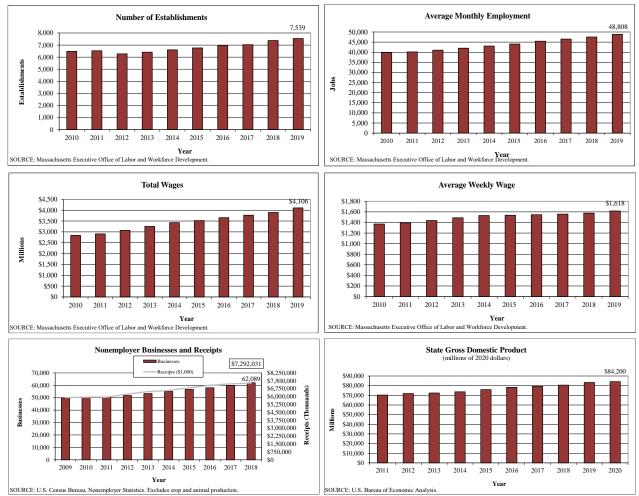
Employees: Depository credit intermediation

Annual wages: Other financial investment activities

Average weekly wage: Other investment pools and funds

Annual receipts at nonemployer establishments: Other financial investment activities

**NAICS 53 - Real Estate and Rental and Leasing.** The Real Estate and Rental and Leasing sector comprises establishments primarily engaged in renting, leasing, or otherwise allowing the use of tangible or intangible assets, and establishments providing related services. The major portion of this sector comprises establishments that rent, lease, or otherwise allow the use of their own assets by others. The assets may be tangible, as is the case of real estate and equipment, or intangible, as is the case with patents and trademarks.



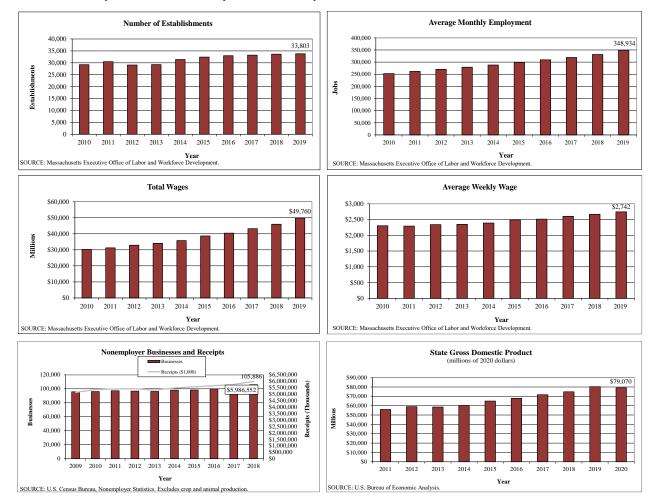
Summary. GDP contribution to state total: 14.4% GDP rank: 1 of 20 Nonemployer to employer establishment ratio: 8.2 to 1

Sector leaders. Industry subsectors with the majority of establishments, employees, payroll and receipts. Establishments with employees: Activities related to real estate Nonemployer establishments: Lessons of real estate Employees: Activities related to real estate Annual wages: Activities related to real estate

Average weekly wage: Lessors of nonfinancial intangible assets

Annual receipts at nonemployer establishments: Lessors of real estate

**NAICS 54 - Professional and Technical Services.** The Professional and Technical Services sector comprises establishments that specialize in performing professional, scientific, and technical activities for others. These activities require a high degree of expertise and training. The establishments in this sector specialize according to expertise and provide these services to clients in a variety of industries - in some cases, to households. Activities performed include: legal advice and representation, accounting, bookkeeping, and payroll services, architectural, engineering, and specialized design services, computer services, consulting services, research services, advertising services, photographic services, translation and interpretation services, veterinary services, and other professional, scientific, and technical services.



### State export data are not available for this sector.

#### Summary.

GDP contribution to state total: 13.5% GDP rank: 2 of 20 Nonemployer to employer establishment ratio: 3.1 to 1

Sector leaders. Industry subsectors with the majority of establishments, employees, payroll and receipts.

Establishments with employees: Computer systems design and related services

Nonemployer establishments: Other professional, scientific, and technical services

Employees: Computer systems design and related services

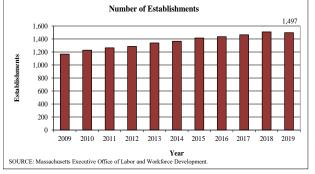
Annual wages: Scientific research and development services

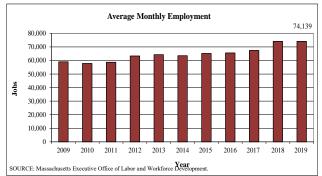
Average weekly wage: Scientific research and development services

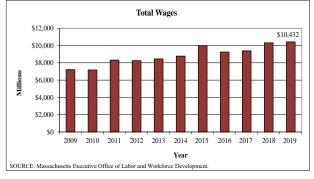
Annual receipts at nonemployer establishments: Other professional, scientific, and technical services

### EXHIBIT A-50 QUARTER 3, FY 2021

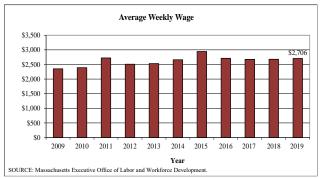
**NAICS 55 - Management of Companies and Enterprises.** The Management of Companies and Enterprises sector comprises establishments that hold the securities of (or other equity interests in) companies and enterprises for the purpose of owning a controlling interest or influencing management decisions or establishments (except government establishments) that administer, oversee, and manage establishments of the company or enterprise and that normally undertake the strategic or organizational planning and decision making role of the company or enterprise. Establishments that administer, oversee, and manage may hold the securities of the company or enterprise.







State nonemployer and export data are not available for



State Gross Domestic Product (millions of 2020 dollars) \$16,000 \$13,365 \$14,000 \$12,000 \$10,000 \$8,000 Milli \$6,000 \$4.000 \$2,000 2011 2012 2013 2014 2015 2016 2017 2018 2019 2020 Year SOURCE: U.S. Bureau of Economic Analysis.

#### Summary.

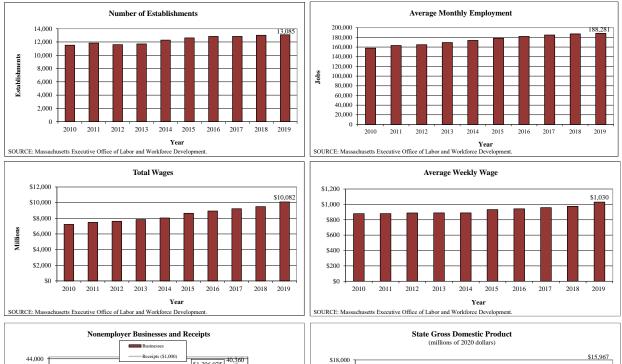
this sector.

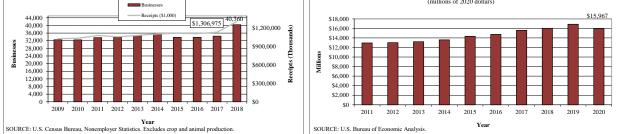
GDP contribution to state total: 2.3% GDP rank: 14 of 20 Nonemployer to employer establishment ratio: N/A

Sector leaders. Industry subsectors with the majority of establishments, employees, payroll, and receipts. Establishments with employees: Subsector detail N/A Nonemployer establishments: Subsector detail N/A Employees: Subsector detail N/A Annual wages: Subsector detail N/A Average weekly wage: Subsector detail N/A Annual receipts at nonemployer establishments: Subsector detail N/A

# EXHIBIT A-51 QUARTER 3, FY 2021

**NAICS 56 - Administrative and Waste Services.** The Administrative and Waste Services sector comprises establishments performing routine support activities for the day-to-day operations of other organizations. The establishments in this sector specialize in one or more of these support activities and provide these services to clients in a variety of industries and, in some cases, to households. Activities performed include: office administration, hiring and placing of personnel, document preparation and similar clerical services, solicitation, collection, security and surveillance services, cleaning, and waste disposal services.





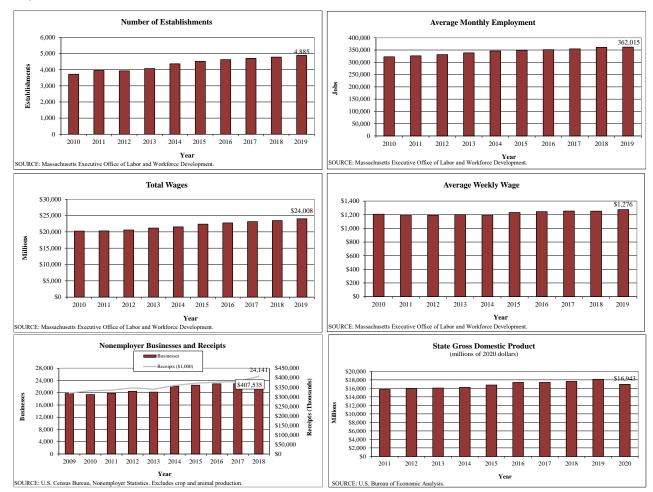
#### State export data are not available for this sector.

Summary. GDP contribution to state total: 2.7% GDP rank: 12 of 20 Nonemployer to employer establishment ratio: 3.1 to 1

Sector leaders. Industry subsectors with the majority of establishments, employees, payroll and receipts. Establishments with employees: Services to buildings and dwellings Nonemployer establishments: Services to buildings and dwellings Employees: Employment services Annual wages: Employment services Average weekly wage: Office administrative services

Annual receipts at nonemployer establishments: Services to buildings and dwellings

**NAICS 61 - Educational Services.** The Educational Services sector comprises establishments that provide instruction and training in a wide variety of subjects. This instruction and training is provided by specialized establishments, such as schools, colleges, universities, and training centers. These establishments may be privately owned and operated for profit or not for profit, or they may be publicly owned and operated. They may also offer food and/or accommodation services to their students.



Summary. GDP contribution to state total: 2.9% GDP rank: 11 of 20 Nonemployer to employer establishment ratio: 4.9 to 1

Sector leaders. Industry subsectors with the majority of establishments, employees, payroll and receipts. Establishments with employees: Other schools and instruction Nonemployer establishments: Subsector detail N/A

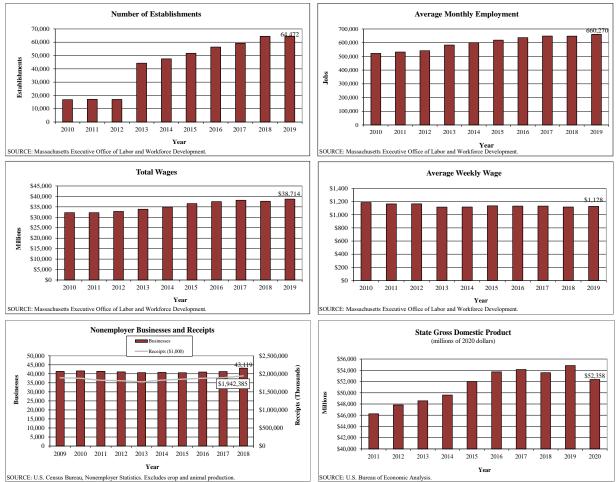
Employees: Elementary and secondary schools

Annual wages: Elementary and secondary schools

Average weekly wage: Business, computer and management training

Annual receipts at nonemployer establishments: Subsector detail N/A

NAICS 62 - Health Care and Social Assistance. The Health Care and Social Assistance sector comprises establishments providing health care and social assistance for individuals. The sector includes both health care and social assistance because it is sometimes difficult to distinguish between the boundaries of these two activities. Note: Beginning with the first quarter of 2013, a code change for employees from private households (NAICS 814110) into services for the elderly and persons with disabilities (NAICS 624120) moved 33,960 employees in Massachusetts in January 2013.



SOURCE: U.S. Census Bureau, Nonemployer Statistics. Excludes crop and animal production

Summary. GDP contribution to state total: 9.2% GDP rank: 6 of 20 Nonemployer to employer establishment ratio: 0.7 to 1

Sector leaders. Industry subsectors with the majority of establishments, employees, payroll and receipts. Establishments with employees: Individual and family services Nonemployer establishments: Offices of other health practitioners

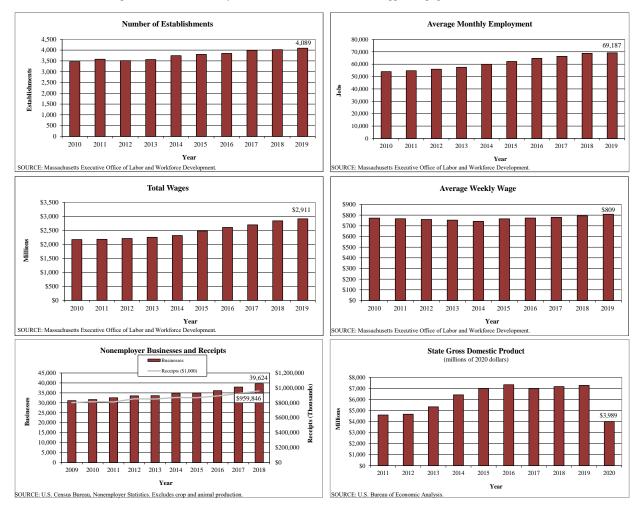
Employees: General medical and surgical hospitals

Annual wages: General medical and surgical hospitals

Average weekly wage: Offices of physicians

Annual receipts at nonemployer establishments: Offices of other health practitioners

**NAICS 71 - Arts, Entertainment, and Recreation.** The Arts, Entertainment, and Recreation sector includes a wide range of establishments that: operate facilities or provide services to meet varied cultural, entertainment, and recreational interests of their patrons, are involved in producing, promoting, or participating in live performances, events, or exhibits intended for public viewing, preserve and exhibit objects and sites of historical, cultural, or educational interest and operate facilities or provide services that enable patrons to participate in recreational activities or pursue amusement, hobby, and leisure-time interests. See the appendix page six for travel and tourism information.



Summary. GDP contribution to state total: 0.7% GDP rank: 18 of 20 Nonemployer to employer establishment ratio: 9.7 to 1

Sector leaders. Industry subsectors with the majority of establishments, employees, payroll and receipts. Establishments with employees: Other amusement & recreation industries

Nonemployer establishments: Independent artists, writers, and performers

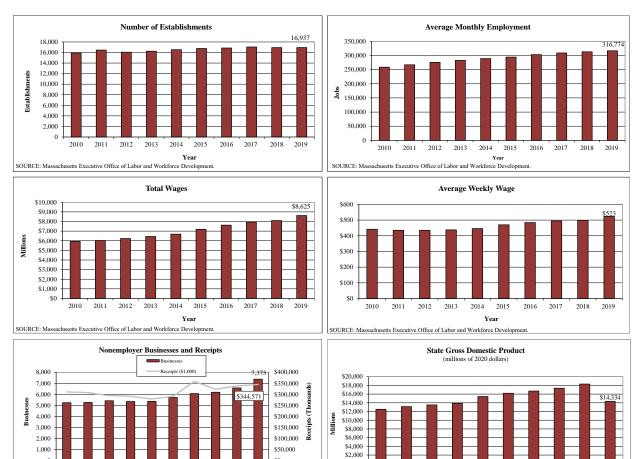
Employees: Other amusement & recreation industries

Annual wages: Other amusement & recreation industries

Average weekly wage: Spectator sports

Annual receipts at nonemployer establishments: Independent artists, writers, and performers

NAICS 72 - Accommodation and Food Services. The Accommodation and Food Services sector comprises establishments providing customers with lodging and/or preparing meals, snacks, and beverages for immediate consumption. The sector includes both accommodation and food services establishments because the two activities are often combined at the same establishment.



2012 SOURCE: U.S. Census Bureau, Nonemployer Statistics. Excludes crop and animal production

2013 2014 2015 2016 2017 2018

Year

0

2009 2010 2011

#### State export data are not available for this sector.

Summary. GDP contribution to state total: 2.5% GDP rank: 13 of 20 Nonemployer to employer establishment ratio: 0.4 to 1

Sector leaders. Industry subsectors with the majority of establishments, employees, payroll and receipts. Establishments with employees: Restaurants and other eating places

\$0

\$0

2011

SOURCE: U.S. Bureau of Economic Analysis.

2012 2013 2014 2015 2016 2017 2018 2019 2020

Year

Nonemployer establishments: Special food services

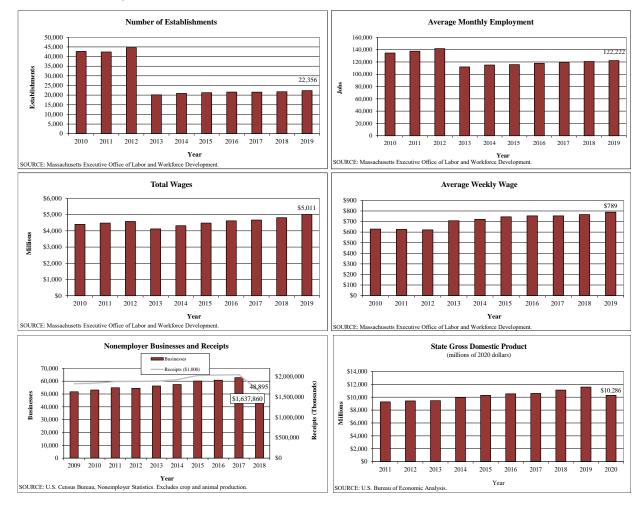
Employees: Restaurants and other eating places

Annual wages: Restaurants and other eating places

Average weekly wage: Traveler accommodation

Annual receipts at nonemployer establishments: Restaurants and other eating places

**NAICS 81 - Other Services, Except Public Administration.** The Other Services (except Public Administration) sector comprises establishments engaged in providing services not specifically provided for elsewhere in the classification system. Establishments in this sector are primarily engaged in activities such as equipment and machinery repairing, promoting or administering religious activities, grant-making, advocacy, providing dry cleaning and laundry services, personal care services, death care services, pet care services, photofinishing services, temporary parking services, and dating services. Note: Beginning with the first quarter of 2013, a code change for employees from private households (NAICS 814110) into services for the elderly and persons with disabilities (NAICS 624120) moved 33,960 employees in Massachusetts in January 2013.



#### State export data are not available for this sector.

#### Summary.

GDP contribution to state total: **1.8%** GDP rank: **15 of 20** Nonemployer to employer establishment ratio: **2.2 to 1** 

Sector leaders. Industry subsectors with the majority of establishments, employees, payroll and receipts.

Establishments with employees: Private households

Nonemployer establishments: Personal care services

Employees: Personal care services

Annual wages: Automotive repair and maintenance

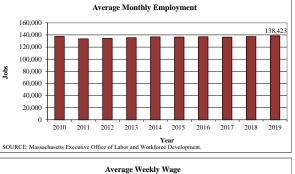
Average weekly wage: Commercial machinery repair and maintenance

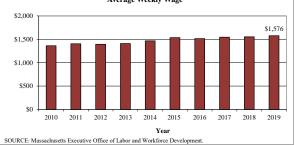
Annual receipts at nonemployer establishments: Personal care services

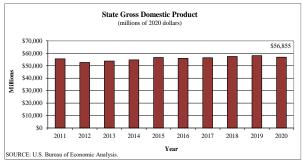
NAICS 92 - Public Administration. The Public Administration sector consists of establishments of federal, state, and local government agencies that administer, oversee, and manage public programs and have executive, legislative, or judicial authority over other institutions within a given area. These agencies also set policy, create laws, adjudicate civil and criminal legal cases, and provide for public safety and national defense.











State nonemployer and export data are not available for this sector.

Summary. GDP contribution to state total: 9.7% GDP rank: 4 of 20 Nonemployer to employer establishment ratio: N/A

Sector leaders. Industry subsectors with the majority of establishments, employees, payroll and receipts.

Establishments with employees: Justice, public order, and safety activities

Nonemployer establishments: Subsector detail N/A Employees: Justice, public order, and safety activities

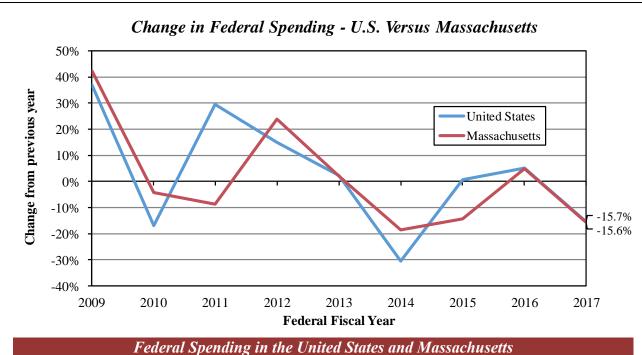
Annual wages: Justice, public order, and safety activities

Average weekly Justice, public order, and safety activities

Annual receipts at nonemployer establishments: Subsector detail N/A

# ECONOMIC BASE AND PERFORMANCE—GOVERNMENT REVENUES AND SPENDING

*Federal Spending in Massachusetts*. Massachusetts received approximately \$55.9 billion in contracts, grants, direct payments, insurance, loans and guarantees, and other spending from the federal government in federal fiscal year (FFY) 2017. Massachusetts received 2.1 percent of all federal spending in FFY 2017 and in FFY 2016. Federal dollars to Massachusetts have dropped since FFY 2012. Massachusetts federal contracts declined from FFY 2012 to FFY 2014, increased 5.2 percent in FFY 2015, declined 3.9 percent in FFY 2016, and declined 1.2 percent in FFY 2017. The proportion of all Massachusetts federal contracts has averaged 2.9 percent over the last ten years.



Federal Spending in the United States and Massachusetts (in Billions of 2019 adjusted dollars)

| Federal Fiscal Year | Massachusetts | YOY change | United States | YOY change |
|---------------------|---------------|------------|---------------|------------|
| 2008                | \$57.5        |            | \$2,442.8     |            |
| 2009                | \$81.9        | 42.4%      | \$3,349.5     | 37.1%      |
| 2010                | \$78.5        | -4.2%      | \$2,787.4     | -16.8%     |
| 2011                | \$71.8        | -8.6%      | \$3,610.8     | 29.5%      |
| 2012                | \$89.0        | 24.0%      | \$4,149.4     | 14.9%      |
| 2013                | \$90.8        | 2.0%       | \$4,249.3     | 2.4%       |
| 2014                | \$73.9        | -18.6%     | \$2,950.9     | -30.6%     |
| 2015                | \$63.3        | -14.3%     | \$2,970.8     | 0.7%       |
| 2016                | \$66.3        | 4.8%       | \$3,126.4     | 5.2%       |
| 2017                | \$55.9        | -15.7%     | \$2,639.5     | -15.6%     |

SOURCE: http://www.usaspending.gov as of 01/09/18.

NOTE: Federal fiscal data reporting is not complete until January of the following year due to the three month lag in DOD reporting. Dollar values and change in dollar values reflect inflation-adjusted (\$2019) dollars.

In FFY 2017, the largest portion of federal spending in Massachusetts, 41.0 percent, was for Other Financial Assistance. This includes direct payments to individuals (such as Medicare and food stamps), insurance payments (such as unemployment benefits, flood insurance), and other types of assistance payments (such as reimbursements for prescriptions for veterans). Other Financial Assistance decreased by 27.5 percent, Contracts decreased by 1.2 percent, and Grants increased by 628.3 percent from FFY 2016. The graphs below describe the most recent complete fiscal year and the last nine years of federal spending in Massachusetts, including the most recent data for the current fiscal year as reported by USASpending.gov.

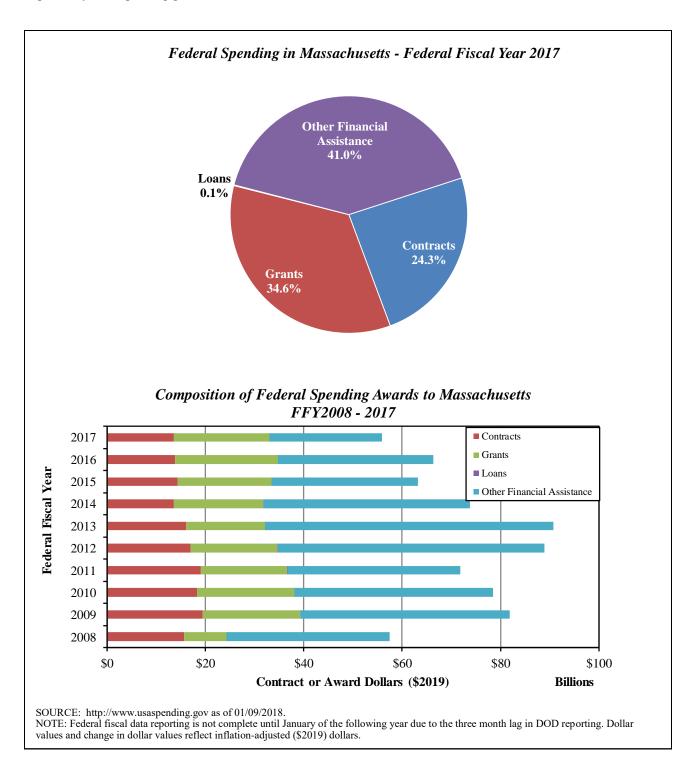
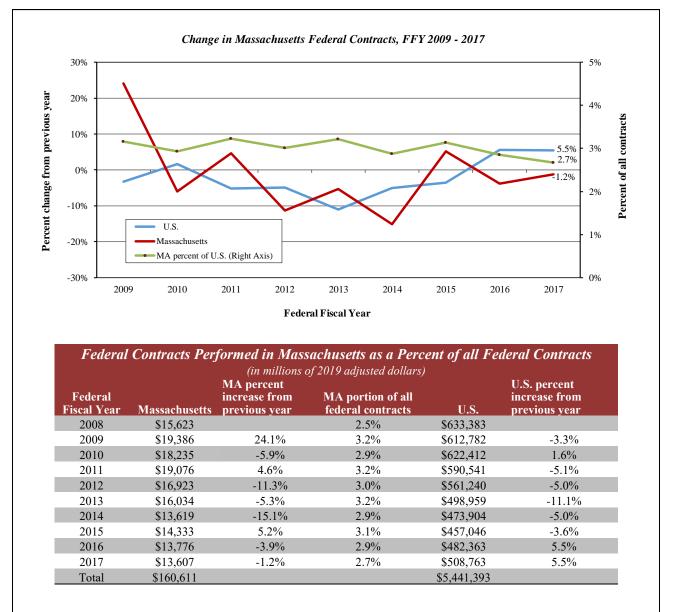


EXHIBIT A-60 QUARTER 3, FY 2021

*Federal Contracts.* The table and graph below compare the annual summary of federal contracts performed in Massachusetts to the total contracts awarded by the federal government. In FFY 2017, the latest full year available, 2.7 percent of all federal contract work was performed in Massachusetts. This is slightly less than the 3.0 percent average over the last ten years.

The following two pages summarize the federal contracts by top products or services, funding agencies and sub-agencies, contractors and sub-awardees, over the long-term and the latest complete federal fiscal year. The work was primarily performed in Massachusetts and the vendors who were awarded the contracts may or may not have been located in Massachusetts.



SOURCE: http://www.usaspending.gov as of 01/09/2018.

NOTE: Federal fiscal data reporting is not complete until January of the following year due to the three month lag in DOD reporting. Dollar values and change in dollar values reflect inflation-adjusted (\$2019) dollars.

# Summary of Federal Contracts Performed in Massachusetts

| FFY 2008 to FFY 2017   |                   |  |  |  |
|--|-------------------|--|--|--|
| Total Dollars:   | \$153,991,433,809 |  |  |  |
| Number of Transactions:  | 1,256,077         |  |  |  |
| Top 5 Prime Award Contractors                                    |                   |  |  |  |
| Raytheon Company   | \$40,724,449,465  |  |  |  |
| General Electric Company   | \$13,822,379,724  |  |  |  |
| Massachusetts Institute of Technology                            | \$10,708,158,080  |  |  |  |
| General Dynamics Corporation                                     | \$8,527,199,074   |  |  |  |
| Coins 'N Things Inc.   | \$6,169,406,702   |  |  |  |
|  |                   |  |  |  |
| Top 5 Contract Sub-Awardees                                      |                   |  |  |  |
| Cobham Plc   | \$2,488,379,776   |  |  |  |
| Bae Systems Information And Electronic Systems Integration, Inc. | \$907,074,932     |  |  |  |
| General Dynamics Advanced Information Systems, Inc.              | \$449,083,136     |  |  |  |
| Raytheon Company   | \$329,487,036     |  |  |  |
| Charles Stark Draper Laboratory, Inc.                            | \$261,043,406     |  |  |  |
|  |                   |  |  |  |

SOURCE: http://www.usaspending.gov as of 01/09/2018. NOTE: Annual federal fiscal data reporting is not complete until January of the following year due to the three month lag in DOD reporting. Dollar values reflect inflation-adjusted (\$2019) dollars.

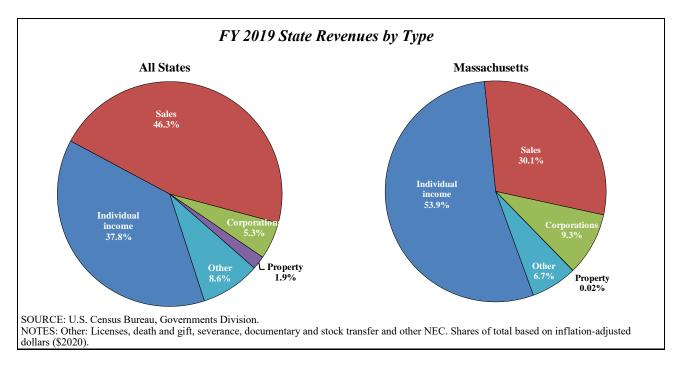
# Federal Contracts Performed in Massachusetts

| Federal Fiscal Year: 2017  |                  |
|--|------------------|
| Total Contract Funds Awarded:  | \$13,046,218,551 |
| Total Contract Funds to Sub-Awardees:  | \$773,616,451    |
| This amount is 2.6% percent of all dollars awarded nationally for the federal fiscal year. |                  |
|  |                  |
| Number of Transactions:  | 113,249          |
| Top 5 Prime Award Contractors  |                  |
| Raytheon Company   | \$3,570,290,325  |
| General Electric Company   | \$1,405,951,812  |
| Massachusetts Institute of Technology  | \$1,071,413,627  |
| Charles Stark Draper Laboratory, Inc.  | \$365,002,441    |
| General Dynamics C4 Systems, Inc.  | \$333,531,675    |
|  |                  |
| Top 5 Contract Sub-Awardees  |                  |
| Charles Stark Draper Laboratory, Inc.  | \$71,291,317     |
| Rolls-Royce Holdings Plc   | \$49,528,498     |
| AECOM  | \$40,682,429     |
| Qinetiq Holdings Limited   | \$39,575,123     |
| Ultra Electronics Holdings Plc   | \$29,767,778     |

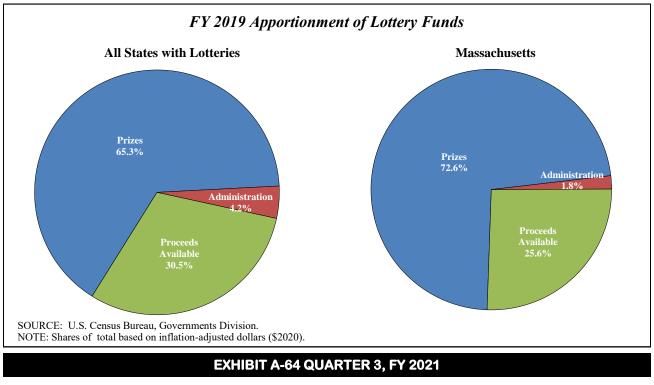
SOURCE: http://www.usaspending.gov as of 01/09/2018. NOTE: Annual federal fiscal data reporting is not complete until January of the following year due to the three month lag in DOD reporting. Dollar values reflect inflation-adjusted (\$2019) dollars.

*State Revenues.* Taxes collected by all states in FY 2019 totaled \$1,103.7 billion, 3.9 percent more than in FY 2018. Massachusetts collected \$32.2 billion in FY 2019, 5.3 percent more than in FY 2018. Massachusetts ranked eighth in the nation in total taxes collected in 2019.

In FY 2019, the national average of tax collection from individual income tax and sales and gross receipts tax was 84.2 percent of total revenue. Massachusetts collected most of its revenue, 53.9 percent, from individual income taxes, while overall states collected 37.8 percent of their revenue from individual income taxes. Seven states do not have an individual income tax.



*State Lottery Proceeds.* Massachusetts ranked sixth in revenue, \$5.34 billion, and fourth in prize money awarded, \$4.0 billion, among the 44 states with lotteries in FY 2019. Massachusetts lottery revenue decreased 1.8 percent compared to the previous year.

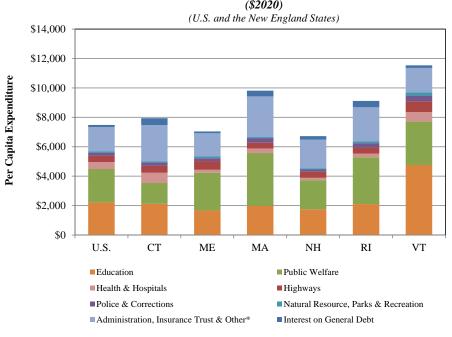


*State Expenditures.* The following tables and graph depict FY 2018 per capita state government general expenditures in inflation-adjusted dollars by category for the six New England states and the U.S. average state expenditures. Massachusetts ranked eighth in the nation in per capita expenditures, \$9,814 in FY 2018, while it ranked eighth and spent \$10,120 in FY 2017. This represents a 3.0 percent decrease in per capita expenditures from 2017 levels, with the largest per capita dollar increase in the Police and Corrections function.

| <b>Fiscal Year 2018 Per Capito</b><br>()  |           |         | <b>iment G</b><br>he New Ei |                       | -         | itures,  | by Ty   | vpe (\$20 | 20)       |
|---|-----------|---------|-----------------------------|-----------------------|-----------|----------|---------|-----------|-----------|
| General expenditures, by function         |           | U.S.    | СТ                          | MI                    | E M       | A        | NH      | RI        | VT        |
| Education                                 | :         | \$2,225 | \$2,122                     | \$1,676               | 5 \$1,99  | 94 \$1   | ,755    | \$2,109   | \$4,760   |
| Public Welfare                            |           | \$2,261 | \$1,409                     | \$2,559               | 9 \$3,57  | 6 \$1    | ,978    | \$3,176   | \$2,955   |
| Health & Hospitals                        |           | \$476   | \$706                       | \$203                 | 3 \$31    | 5 5      | \$154   | \$258     | \$640     |
| Highways                                  |           | \$417   | \$465                       | \$590                 | ) \$39    | 0 90     | 6416    | \$401     | \$741     |
| Police & Corrections                      |           | \$223   | \$249                       | \$194                 | 4 \$31    | 5 5      | \$154   | \$302     | \$383     |
| Natural Resource, Parks & Recreation      |           | \$98    | \$71                        | \$113                 | 3 \$7     | /2       | \$66    | \$114     | \$229     |
| Administration, Insurance Trust & Other   | er*       | \$1,639 | \$2,451                     | \$1,585               | 5 \$2,76  | 55 \$1   | ,965    | \$2,325   | \$1,652   |
| Interest on General Debt                  |           | \$145   | \$464                       | \$122                 | 2 \$38    | 37 5     | \$240   | \$433     | \$170     |
| Total                                     | :         | \$7,482 | \$7,937                     | \$7,042               | 2 \$9,81  | 4 \$6    | ,727    | \$9,117   | \$11,529  |
| State's rank of total per capita expendit | ures      |         | 18                          | 3                     | 1         | 8        | 41      | 13        | 2         |
| SOURCE: U.S. Census Bureau, Gover         | nments D  | ivision |                             |                       |           |          |         |           |           |
| Massachusetts Per Capi                    | ita State | Govern  | ment Ger                    | ieral Ex <sub>l</sub> | penditure | es, by T | ype (\$ | 2020)     |           |
| l expenditures, by function 2008          | 2009      | 2010    | 2011                        | 2012                  | 2013      | 2014     | 201     | 15 201    | 6 2017    |
| on \$1,982                                | \$2,093   | \$2,153 | \$2,148                     | \$2,196               | \$2,155   | \$2,183  | \$2,12  | 20 \$2,15 | 0 \$2,029 |

| Education                                | \$1,982 | \$2,093 | \$2,153 | \$2,148 | \$2,196 | \$2,155 | \$2,183 | \$2,120  | \$2,150  | \$2,029  | \$1,994 |
|--|---------|---------|---------|---------|---------|---------|---------|----------|----------|----------|---------|
| Public Welfare                           | \$2,346 | \$2,449 | \$2,497 | \$2,563 | \$2,576 | \$2,577 | \$2,698 | \$3,020  | \$3,190  | \$3,448  | \$3,576 |
| Health & Hospitals                       | \$284   | \$286   | \$279   | \$283   | \$271   | \$272   | \$265   | \$327    | \$384    | \$339    | \$315   |
| Highways                                 | \$415   | \$355   | \$353   | \$332   | \$350   | \$332   | \$361   | \$454    | \$475    | \$480    | \$390   |
| Police & Corrections                     | \$352   | \$354   | \$331   | \$315   | \$312   | \$319   | \$331   | \$322    | \$320    | \$289    | \$315   |
| Natural Resource, Parks & Recreation     | \$107   | \$116   | \$108   | \$102   | \$92    | \$104   | \$101   | \$108    | \$103    | \$71     | \$72    |
| Administration, Insurance Trust & Other* | \$2,285 | \$2,564 | \$3,036 | \$2,863 | \$3,262 | \$3,164 | \$3,070 | \$3,342  | \$2,966  | \$3,008  | \$2,765 |
| Interest on General Debt                 | \$671   | \$677   | \$620   | \$545   | \$524   | \$480   | \$435   | \$467    | \$456    | \$456    | \$387   |
| Total                                    | \$8,442 | \$8,895 | \$9,377 | \$9,151 | \$9,582 | \$9,402 | \$9,443 | \$10,161 | \$10,045 | \$10,120 | \$9,814 |

SOURCE: U.S. Census Bureau, Governments Division



Fiscal Year 2018 Per Capita State Government General Expenditures, by Type (\$2020)

SOURCE: U.S. Census Bureau, Governments Division.

\*Other includes utility, liquor store, other and un-allocated expenditures. NOTE: Per capita dollars are adjusted for inflation (\$2020).

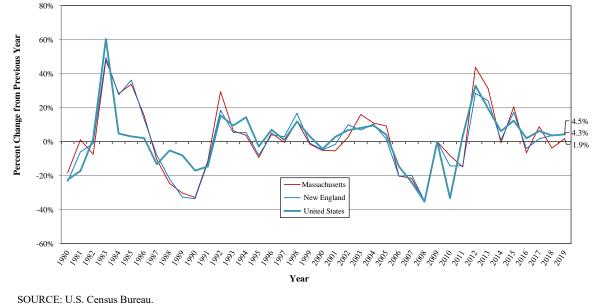
### EXHIBIT A-65 QUARTER 3, FY 2021

Supplementary Data Section. The following appendix contains more detailed data for industry sectors or subsectors.

*Housing Units Authorized by Building Permit.* The Census Bureau's Residential Construction Branch Building Permits Survey is a leading economic indicator used to track the housing industry.

|      | М           | assachusetts<br>Percent Change | Ne          | ew England<br>Percent Change | Uı          | nited States<br>Percent Change |
|------|-------------|--------------------------------|-------------|------------------------------|-------------|--------------------------------|
| Year | Total Units | Previous Year                  | Total Units | Previous Year                | Total Units | Previous Year                  |
| 1970 | 38,330      | 14.2%                          | 74,068      | 5.0%                         | 1,354,746   | 1.8%                           |
| 1975 | 17,697      | -27.5%                         | 41,645      | -21.0%                       | 934,511     | -12.4%                         |
| 1980 | 16,480      | -18.3%                         | 41,079      | -23.4%                       | 1,190,600   | -22.4%                         |
| 1985 | 39,196      | 33.8%                          | 99,192      | 36.3%                        | 1,733,266   | 3.1%                           |
| 1990 | 14,290      | -32.9%                         | 36,169      | -33.5%                       | 1,110,766   | -17.0%                         |
| 1997 | 17,186      | -0.4%                          | 41,110      | 2.9%                         | 1,441,136   | 1.1%                           |
| 1998 | 19,254      | 12.0%                          | 48,008      | 16.8%                        | 1,612,260   | 11.9%                          |
| 1999 | 18,967      | -1.5%                          | 47,632      | -0.8%                        | 1,663,533   | 3.2%                           |
| 2000 | 18,000      | -5.1%                          | 45,335      | -4.8%                        | 1,592,267   | -4.3%                          |
| 2001 | 17,034      | -5.4%                          | 44,594      | -1.6%                        | 1,636,676   | 2.8%                           |
| 2002 | 17,465      | 2.5%                           | 49,031      | 9.9%                         | 1,747,678   | 6.8%                           |
| 2003 | 20,257      | 16.0%                          | 52,395      | 6.9%                         | 1,889,214   | 8.1%                           |
| 2004 | 22,477      | 11.0%                          | 57,858      | 10.4%                        | 2,070,077   | 9.6%                           |
| 2005 | 24,549      | 9.2%                           | 58,742      | 1.5%                         | 2,155,316   | 4.1%                           |
| 2006 | 19,580      | -20.2%                         | 46,782      | -20.4%                       | 1,838,903   | -14.7%                         |
| 2007 | 15,358      | -21.6%                         | 37,532      | -19.8%                       | 1,398,415   | -24.0%                         |
| 2008 | 9,883       | -35.6%                         | 24,454      | -34.8%                       | 905,359     | -35.3%                         |
| 2009 | 9,883       | 0.0%                           | 24,454      | 0.0%                         | 905,359     | 0.0%                           |
| 2010 | 9,075       | -8.2%                          | 20,964      | -14.3%                       | 604,610     | -33.2%                         |
| 2011 | 7,725       | -14.9%                         | 17,987      | -14.2%                       | 624,061     | 3.2%                           |
| 2012 | 11,111      | 43.8%                          | 23,109      | 28.5%                        | 829,658     | 32.9%                          |
| 2013 | 14,569      | 31.1%                          | 28,635      | 23.9%                        | 990,822     | 19.4%                          |
| 2014 | 14,467      | -0.7%                          | 28,949      | 1.1%                         | 1,052,124   | 6.2%                           |
| 2015 | 17,424      | 20.4%                          | 33,959      | 17.3%                        | 1,182,582   | 12.4%                          |
| 2016 | 16,288      | -6.5%                          | 32,595      | -4.0%                        | 1,206,642   | 2.0%                           |
| 2017 | 17,728      | 8.8%                           | 33,160      | 1.7%                         | 1,281,977   | 6.2%                           |
| 2018 | 17,044      | -3.9%                          | 34,375      | 3.7%                         | 1,328,827   | 3.7%                           |
| 2019 | 17,365      | 1.9%                           | 35,923      | 4.5%                         | 1,386,048   | 4.3%                           |

### Housing Units Authorized by Building Permit Percent Change from Previous Year

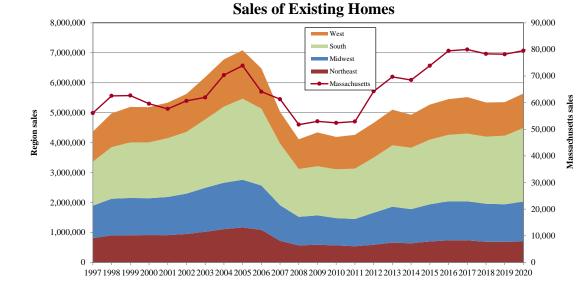


NOTE: Reported data plus data imputed for non-reporters & partial reporters.

### EXHIBIT A-Appendix-2 QUARTER 3, FY 2021

Sales of Existing Homes United States, National Regions and Massachusetts U.S. Northeast Midwest South West Massachusetts Year 3,146,000 1991 596,000 867.000 1.070.000 633.000 31.379 3,431,000 667,000 967,000 1,127,000 680,000 38,847 1992 1993 3,737,000 714,000 1,031,000 1,257,000 745,000 43,588 45,238 1994 3,884,000 728,000 1,031,000 1,313,000 822,000 1995 3,849,000 725,000 1,010,000 1,312,000 812,000 43,509 1996 4,167,000 776,000 1,056,000 1,393,000 942,000 51,857 813,000 4.374.000 1.084.000 1,466.000 1.001.000 56,107 1997 1998 4,965,000 905,000 1,219,000 1,722,000 1,129,000 62,549 1999 5,179,000 908,000 1,245,000 1,854,000 1,182,000 62,662 915,000 1,226,000 1,867,000 1,175,000 59,602 2000 5,173,000 2001 5,335,000 910,000 1,274,000 1,965,000 1,186,000 57,665 2002 5,634,000 950,000 1,347,000 2,062,000 1,265,000 60,661 2.283,000 2003 6,176,000 1,020,000 1,473,000 1,410,000 61,979 1,111,000 1,549,000 2,540,000 70,342 2004 6,778,000 1,578,000 2005 7,080,000 1,168,000 1,591,000 2,707,000 1,614,000 73,887 2006 6,477,000 1,087,000 1,484,000 2,562,000 1,344,000 64,126 2007 2,060,000 61,299 5,030,000 720,000 1,190,000 1,060,000 2008 4,110,000 570,000 950,000 1,600,000 990,000 51,766 2009 4,340,000 590,000 980.000 1.640.000 1.130.000 52,992 2010 4,190,000 570,000 910,000 1,630,000 1,080,000 52,413 2011 4,260,000 540,000 910,000 1,680,000 1,130,000 52,902 2012 4,660,000 590,000 1,070,000 1,840,000 1,160,000 64,254 2,050,000 69,697 2013 5.090.000 660,000 1.200.000 1.190.000 2,050,000 2014 4,940,000 640,000 1,140,000 1,100,000 68,503 2015 5.250.000 700,000 1.240.000 2,160,000 1.170.000 73.858 79,459 740,000 2,220,000 2016 5,450,000 1,300,000 1,190,000 2017 5,510,000 740,000 1,300,000 2,260,000 1,220,000 79,965 2018 5,340,000 690,000 1,270,000 2,240,000 1,140,000 78,331 2019 5,340,000 690,000 1,250,000 2,290,000 78,172 1.120.000 2020 5,640,000 700,000 1,330,000 2,460,000 1,150,000 79,523 **Sales of Existing Homes** 

*Home Sales.* Sales of existing single-family homes for Massachusetts and the U.S. are presented in the following table and graph. The state existing-home sales report includes single-family houses, condos and co-ops.



Year

SOURCES: National Association of Realtors and Massachusetts Association of Realtors. NOTE: Massachusetts sales price reflects only that of single-family homes. Sales prices of the other regions represent the average of both singleand multi-family homes.

EXHIBIT A-Appendix-3 QUARTER 3, FY 2021

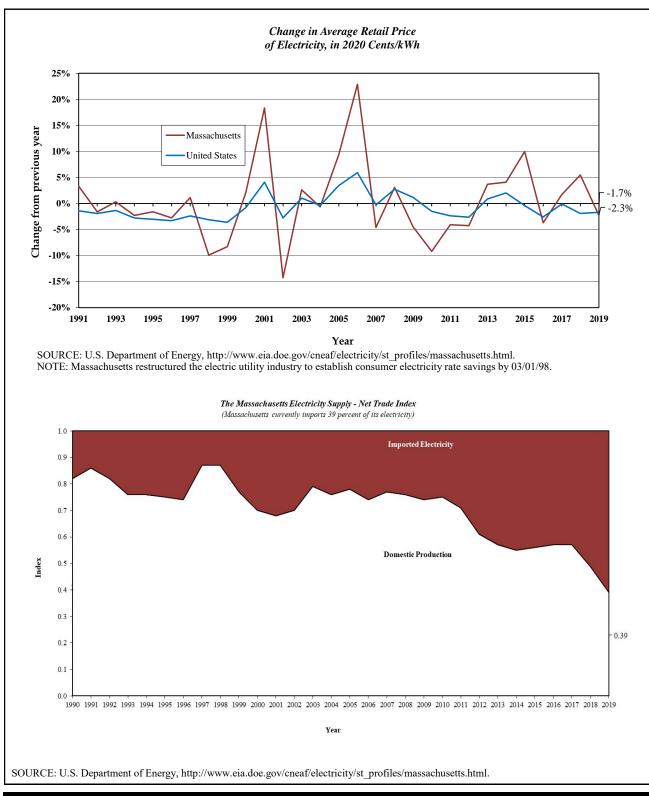
2004 peak. Median Sales Price of Existing Homes (in 2020 Dollars) United States, National Regions and Massachusetts Year Northeast Midwest South West Massachusetts 1990 \$193,857 \$284,350 \$153,437 \$170,329 \$278,720 \$364,437 1991 \$194,108 \$274,891 \$154,100 \$323,313 \$168,648 \$276,614 \$193,365 \$265,133 \$156,551 \$169,380 \$262,530 \$303,603 1992 1993 \$193,073 \$255,929 \$156,691 \$168,758 \$255,389 \$293,308 1994 \$195,691 \$248,789 \$159,295 \$166,856 \$262,327 \$294,459 \$195,774 \$164,170 \$165,537 1995 \$236,603 \$257.274 \$293,323 \$231,900 \$169,938 \$170,104 \$260,971 1996 \$199,175 \$296,579 1997 \$204,103 \$232,428 \$175,130 \$175,454 \$268,199 \$303,019 \$211,769 \$234,891 \$184,341 \$183,384 \$280,498 1998 \$320,316 1999 \$215,937 \$235,496 \$189,336 \$186,050 \$290,106 \$349,869 2000 \$217,595 \$226,990 \$189,865 \$191,381 \$294,875 \$395,934 \$194,182 2001 \$224,371 \$232,578 \$198,578 \$303,363 \$419,545 \$238,557 \$201,522 2002 \$259,390 \$211,215 \$332,736 \$460,983 \$296,510 \$205,580 \$221,253 2003 \$252,457 \$355,530 \$488,832 2004 \$269,572 \$336,344 \$213,285 \$235,082 \$395,114 \$541,132 2005 \$294,176 \$363,434 \$228,536 \$243,406 \$449,168 \$537,914 2006 \$286,292 \$350.801 \$216,493 \$237,007 \$442,146 \$514,465 2007 \$275,533 \$351,147 \$207,719 \$225,585 \$421,603 \$513,103 2008 \$239,102 \$321,539 \$185,995 \$204,221 \$327,694 \$443,180 2009 \$209,464 \$292,035 \$174,978 \$185,785 \$256,335 \$421,260 2010 \$205,945 \$290,179 \$167,516 \$182,864 \$262,577 \$443,107 2011 \$192,258 \$166,909 \$274,902 \$156,723 \$233.001 \$341.458 \$199,947 \$161,382 \$174,162 \$260,225 \$336,731 2012 \$268,820 2013 \$219,531 \$277,449 \$172,195 \$190,127 \$304,181 \$361,987 2014 \$228,063 \$276,675 \$178,684 \$196,311 \$319,485 \$367,878 2015 \$243,623 \$285,030 \$191,042 \$210,431 \$346,155 \$377,922 2016 \$253,415 \$286,041 \$198,679 \$221,982 \$368,742 \$384,784 \$291,602 \$231,161 \$262,124 \$388,520 \$399,760 2017 \$206,666 \$268,343 \$411,363 2018 \$298,562 \$207,182 \$233,778 \$398,634 2019 \$276,500 \$306,001 \$216,683 \$240,182 \$407,934 \$420,400 2020 \$296,700 \$337,900 \$233,200 \$258,800 \$444,800 \$460,000 Median Sales Price of Existing Homes (in 2020 Dollars) \$600,000 U.S. Midwest South \$500,000 West Northeast Massachusetts \$400,000 Median price \$300,000 \$200,000 \$100,000 \$0 1997 1999 2001 2003 2005 2007 2009 2011 2013 2015 2017 2019 Year

Home prices. Massachusetts sales prices are much higher than the national median but they are 15 percent less than the

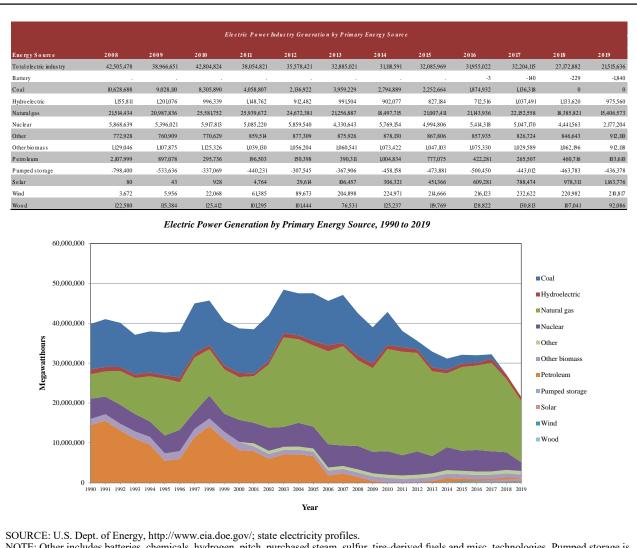
SOURCE: National Association of Realtors and Massachusetts Association of Realtors. NOTE: The Massachusetts sales price reflects only that of single-family homes. Sales prices of the other regions represent the average of both single- and multi-family homes.

EXHIBIT A-Appendix-4 QUARTER 3, FY 2021

*Electricity Prices, Supply and Capacity by Source.* Massachusetts had the fifth highest electric rate in the country in 2019, 18.63 cents per kilowatt hour in 2020 dollars, while the U.S. average was 10.67. Adjusted for inflation, this was a decrease of 2.3 percent for Massachusetts and a decrease of 1.7 percent for the U.S. from the previous year. Massachusetts electric utilities generated \$9.6 billion in revenue in 2019. This was 5.9 percent less than in 2018, while they sold 3.7 percent less electricity. The Massachusetts Net Electricity Trade Index, which represents the state's electricity self-sufficiency, was 0.39 in 2019, the latest data available. In 2019, 71.6 percent of Massachusetts electricity was generated by burning natural gas, our top fuel source for power generation.



### EXHIBIT A-Appendix-5 QUARTER 3, FY 2021



NOTE: Other includes batteries, chemicals, hydrogen, pitch, purchased steam, sulfur, tire-derived fuels and misc. technologies. Pumped storage is omitted from the graph because it represents the storage of power generated elsewhere rather than newly generated power.

*Travel and Tourism.* The Massachusetts Office of Travel and Tourism (MOTT) reported a 0.6 percent decrease in 2019 museum and attraction attendance compared to 2018, with 12.2 million visitors. Museum attendance was up 11.7 percent in January 2020 for the calendar year compared to January 2019. For January FY 2021 year-to-date, net room occupancy tax collections totaled 213.3 million, a 12.3 percent increase from the same period in FY 2020.

*Transportation and Warehousing*. Massachusetts' major air and seaports are managed by the Massachusetts Port Authority (Massport), an independent public authority. Based on total passenger volume data for calendar year 2019, Logan Airport was the most active airport in New England and the 16<sup>th</sup> most active in the U.S. according to the Federal Aviation Authority. Massport reported that as of February 2021 year-to-date, total airport flight operations were down 62.5 percent and total airport passengers were down 74.8 percent from the same period in 2019. According to the FAA, in calendar year 2019, Logan Airport ranked 32<sup>nd</sup> in the nation in total air cargo volume. As of February 2021 year-to-date, Massport reported the airport handled 106.1 million pounds of cargo, a 16.5 percent decrease from the same period in 2019. Massport reported that total express mail was down 2.6 percent from the same period in 2019. Please refer to the Aviation Activity tables on the following page.

Massport's Port of Boston properties processed 268,418 full TEUs (twenty-foot equivalent units) of containerized cargo in calendar year 2020, a decrease of 10.8 percent from calendar year 2019. It also processed 48,237 automobiles, a decrease of 7.3 percent, and 0 cruise passengers, a decrease of 100 percent, compared to calendar year 2019.

The Army Corps of Engineers reported Massachusetts total waterborne cargo shipped or received in 2019 decreased by 0.8 percent to 16.2 million short tons from 2018. Waterborne cargo in New England decreased 1.3 percent while the U.S. decreased 0.8 percent. Please refer to the Waterborne Tonnage by State charts on the following page.

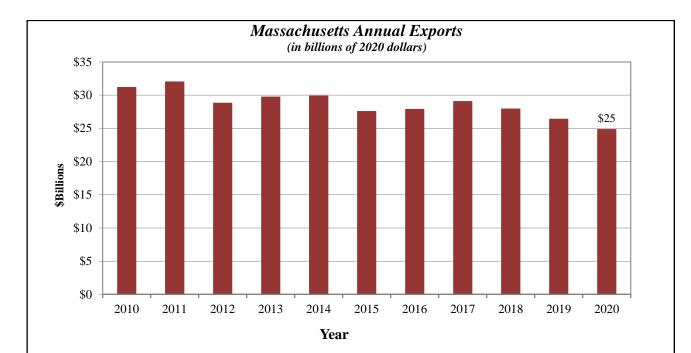
## EXHIBIT A-Appendix-6 QUARTER 3, FY 2021

| Passenger Boardings  | 2009   | 2010   | 2011   | 2012  | 2013  | 2014  | 2015  | 2016   | 2017   | 2018   | 20  |
|--|--|--|--|---|---|---|---|--|--|--|---|
| Logan International  | 12,566,797   | 13,561,814   | 14,180,730   | 14,293,695  | 14,810,153  | 15,507,561  | 16,290,362  | 17,759,044   | 18,759,742   | 20,006,521   | 20,699,3  |
| Nantucket Memorial   | 204,981  | 201,390  | 169,352  | 179,128   | 183,557   | 170,361   | 155,952   | 126,197  | 113,009  | 126,610  | 134,8   |
| Barnstable Municipal   | 138,858  | 124,560  | 100,596  | 95,717  | 87,648  | 85,184  | 65,790  | 31,027   | 29,455   | 28,341   | 24,4  |
| Worcester Regional   | 17,241   | 35,833   | 53,541   | 10,750  | 8,007   | 57,818  | 59,624  | 57,800   | 53,931   | 71,631   | 97,0  |
| Martha's Vineyard  | 42,248   | 43,904   | 49,095   | 50,484  | 56,313  | 52,362  | 49,853  | 54,084   | 49,767   | 52,605   | 52,7  |
| Provincetown Municipal   | 10,747   | 11,450   | 10,967   | 11,580  | 11,288  | 10,410  | 10,841  | 10,074   | 8,900  | 10,316   | 10,5  |
| New Bedford Regional   | 11,680   | 12,363   | 11,152   | 12,256  | 10,604  | 8,159   | 7,271   | 7,022  | 5,998  | 7,956  | 4,3   |
| Hanscom Field  | 7,350  | 7,952  | 10,893   | 11,097  | 12,621  | 11,116  | 15,313  | 15,105   | 10,956   | 10,194   | 10,2  |
| Total  | 12,999,902   | 13,999,266   | 14,586,326   | 14,664,707  | 15,180,191  | 15,902,971  | 16,655,006  | 18,060,353   | 19,031,758   | 20,314,174   | 21,033,7  |
| Cargo - Gross Landed Weight (lbs   | 2009   | 2010   | 2011   | 2012  | 2013  | 2014  | 2015  | 2016   | 2017   | 2018   | 20  |
|  |  |  |  |   |   |   |   |  |  |  |   |
| Logan International  | 835,954,035  | 817,235,460<br>Char  | 806,845,332<br>nge in Aviation   | 780,913,850<br>n Activity at M  | 866,698,830<br>Iassachusetts P  | 910,283,225<br>Primary Airpor   | 893,960,700<br><b>*ts</b>   | 980,954,950  | 996,320,950  | 1,008,332,010  | 1,024,501,3   |
|  |  | Cha  | nge in Aviation  | n Activity at M   | lassachusetts P   | Primary Airpor  | ts  |  |  |  |   |
| Passenger Boardings  | 2008-2009  | Char<br>2009-2010  | nge in Aviation<br>2010-2011   | n Activity at M<br>2011-2012  | assachusetts P<br>2012-2013   | Primary Airpor<br>2013-2014   | <i>2014-2015</i>  | 2015-2016  | 2016-2017  | 2017-2018  | 2018-2  |
| Passenger Boardings<br>Logan International   | 2008-2009<br>-2.0%   | Char<br>2009-2010<br>7.9%  | nge in Aviation<br>2010-2011<br>4.6%   | n Activity at M<br>2011-2012<br>0.8%  | lassachusetts F<br>2012-2013<br>3.6%  | Primary Airpor<br>2013-2014<br>4.7%   | ts<br>2014-2015<br>5.0%   | <b>2015-2016</b><br>9.0%   | 2016-2017<br>5.6%  | 2017-2018<br>6.6%  | <b>2018-2</b><br>3  |
| Passenger Boardings<br>Logan International<br>Nantucket Memorial   | 2008-2009<br>-2.0%<br>-20.6%   | Char<br>2009-2010<br>7.9%<br>-1.8%   | nge in Aviation<br>2010-2011<br>4.6%<br>-15.9%   | n Activity at M<br>2011-2012<br>0.8%<br>5.8%  | assachusetts P<br>2012-2013<br>3.6%<br>2.5%                                       | Primary Airpor<br>2013-2014<br>4.7%<br>-7.2%  | <b>2014-2015</b><br>5.0%<br>-8.5%   | 2015-2016<br>9.0%<br>-19.1%  | 2016-2017<br>5.6%<br>-10.5%  | 2017-2018<br>6.6%<br>12.0%   | 2018-2<br>3<br>6  |
| Passenger Boardings<br>Logan International<br>Nantucket Memorial<br>Barnstable Municipal   | 2008-2009<br>-20.6%<br>-20.6%<br>-27.6%  | Char<br>2009-2010<br>7.9%<br>-1.8%<br>-10.3%   | nge in Aviation<br>2010-2011<br>4.6%<br>-15.9%<br>-19.2%   | n Activity at M<br>2011-2012<br>0.8%<br>5.8%<br>-4.9%   | 2012-2013<br>3.6%<br>2.5%<br>-8.4%  | Primary Airpor<br>2013-2014<br>4.7%<br>-7.2%<br>-2.8%                                       | <b>2014-2015</b><br>5.0%<br>-8.5%<br>-22.8%   | 2015-2016<br>9.0%<br>-19.1%<br>-52.8%                                    | 2016-2017<br>5.6%<br>-10.5%<br>-5.1%   | 2017-2018<br>6.6%<br>12.0%<br>-3.8%  | <b>2018-2</b><br>3<br>6<br>-13                              |
| Passenger Boardings<br>Logan International<br>Nantucket Memorial<br>Barnstable Municipal<br>Worcester Regional   | 2008-2009<br>-2.0%<br>-20.6%<br>-27.6%<br>441.8%                                       | Chan<br>2009-2010<br>7.9%<br>-1.8%<br>-10.3%<br>107.8%                                 | nge in Aviation<br>2010-2011<br>4.6%<br>-15.9%<br>-19.2%<br>49.4%                                      | n Activity at M<br>2011-2012<br>0.8%<br>5.8%<br>-4.9%<br>-79.9%                                 | 2012-2013<br>3.6%<br>2.5%<br>-8.4%<br>-25.5%                                      | Primary Airpor<br>2013-2014<br>4.7%<br>-7.2%<br>-2.8%<br>622.1%                             | <b>2014-2015</b><br>5.0%<br>-8.5%<br>-22.8%<br>3.1%   | 2015-2016<br>9.0%<br>-19.1%<br>-52.8%<br>-3.1%                           | 2016-2017<br>5.6%<br>-10.5%<br>-5.1%<br>-6.7%  | 2017-2018<br>6.6%<br>12.0%<br>-3.8%<br>32.8%                                   | 2018-2<br>3<br>6  |
| Passenger Boardings<br>Logan International<br>Nantucket Memorial<br>Barnstable Municipal<br>Worcester Regional<br>Martha's Vineyard  | 2008-2009<br>-20.6%<br>-20.6%<br>-27.6%  | Chan<br>2009-2010<br>7.9%<br>-1.8%<br>-10.3%<br>107.8%<br>3.9%                         | nge in Aviation<br>2010-2011<br>4.6%<br>-15.9%<br>-19.2%<br>49.4%<br>11.8%                             | n Activity at M<br>2011-2012<br>0.8%<br>5.8%<br>-4.9%<br>-79.9%<br>2.8%                         | 2012-2013<br>3.6%<br>2.5%<br>-8.4%<br>-25.5%<br>11.5%                             | 2013-2014<br>4.7%<br>-7.2%<br>-2.8%<br>622.1%<br>-7.0%                                      | <b>1</b> 5<br><b>2014-2015</b><br>5.0%<br>-8.5%<br>-22.8%<br>3.1%<br>-4.8%                  | 2015-2016<br>9.0%<br>-19.1%<br>-52.8%<br>-3.1%<br>8.5%                   | 2016-2017<br>5.6%<br>-10.5%<br>-5.1%<br>-6.7%<br>-8.0%                               | 2017-2018<br>6.6%<br>12.0%<br>-3.8%<br>32.8%<br>5.7%                           | <b>2018-2</b><br>3<br>6<br>-13<br>35                        |
| Passenger Boardings<br>Logan International<br>Nantucket Memorial<br>Barnstable Municipal<br>Worcester Regional<br>Martha's Vineyard<br>Provincetown Municipal  | 2008-2009<br>-2.0%<br>-20.6%<br>-27.6%<br>441.8%<br>-6.1%                              | Chan<br>2009-2010<br>7.9%<br>-1.8%<br>-10.3%<br>107.8%                                 | nge in Aviation<br>2010-2011<br>4.6%<br>-15.9%<br>-19.2%<br>49.4%                                      | n Activity at M<br>2011-2012<br>0.8%<br>5.8%<br>-4.9%<br>-79.9%                                 | 2012-2013<br>3.6%<br>2.5%<br>-8.4%<br>-25.5%<br>11.5%<br>-2.5%                    | Primary Airpor<br>2013-2014<br>4.7%<br>-7.2%<br>-2.8%<br>622.1%<br>-7.0%<br>-7.8%           | <b>2014-2015</b><br>5.0%<br>-8.5%<br>-22.8%<br>3.1%   | 2015-2016<br>9.0%<br>-19.1%<br>-52.8%<br>-3.1%                           | 2016-2017<br>5.6%<br>-10.5%<br>-6.7%<br>-8.0%<br>-11.7%                              | 2017-2018<br>6.6%<br>12.0%<br>-3.8%<br>32.8%                                   | <b>2018-2</b><br>3<br>6<br>-13<br>35<br>0                   |
| Passenger Boardings<br>Logan International<br>Nantucket Memorial<br>Barnstable Municipal<br>Worcester Regional<br>Martha's Vineyard  | 2008-2009<br>-2.0%<br>-20.6%<br>-27.6%<br>441.8%<br>-6.1%<br>-6.3%                     | Chai<br>2009-2010<br>7.9%<br>-1.8%<br>-10.3%<br>107.8%<br>3.9%<br>6.5%                 | nge in Aviation<br>2010-2011<br>4.6%<br>-15.9%<br>-19.2%<br>49.4%<br>11.8%<br>-4.2%                    | n Activity at M<br>2011-2012<br>0.8%<br>5.8%<br>-4.9%<br>-79.9%<br>2.8%<br>5.6%                 | 2012-2013<br>3.6%<br>2.5%<br>-8.4%<br>-25.5%<br>11.5%                             | 2013-2014<br>4.7%<br>-7.2%<br>-2.8%<br>622.1%<br>-7.0%                                      | <b>2014-2015</b><br>5.0%<br>-8.5%<br>-22.8%<br>3.1%<br>-4.8%<br>4.1%                        | 2015-2016<br>9.0%<br>-19.1%<br>-52.8%<br>-3.1%<br>8.5%<br>-7.1%          | 2016-2017<br>5.6%<br>-10.5%<br>-5.1%<br>-6.7%<br>-8.0%                               | 2017-2018<br>6.6%<br>12.0%<br>-3.8%<br>5.7%<br>15.9%                           | 2018-2<br>3<br>6<br>-13<br>35<br>0<br>2                     |
| Passenger Boardings<br>Logan International<br>Nantucket Memorial<br>Barnstable Municipal<br>Worcester Regional<br>Martha's Vineyard<br>Provincetown Municipal<br>New Bedford Regional                  | 2008-2009<br>-2.0%<br>-20.6%<br>-27.6%<br>441.8%<br>-6.1%<br>-6.3%<br>-16.0%           | Chai<br>2009-2010<br>7.9%<br>-1.8%<br>-10.3%<br>107.8%<br>3.9%<br>6.5%<br>5.8%         | nge in Aviation<br>2010-2011<br>4.6%<br>-15.9%<br>-19.2%<br>49.4%<br>11.8%<br>-4.2%<br>-9.8%           | n Activity at M<br>2011-2012<br>0.8%<br>5.8%<br>-4.9%<br>-79.9%<br>2.8%<br>5.6%<br>9.9%         | 2012-2013<br>3.6%<br>2.5%<br>-8.4%<br>-25.5%<br>11.5%<br>-2.5%<br>-13.5%          | Primary Airpor<br>2013-2014<br>4.7%<br>-7.2%<br>-2.8%<br>622.1%<br>-7.0%<br>-7.8%<br>-23.1% | <b>15</b><br><b>2014-2015</b><br>5.0%<br>-8.5%<br>-22.8%<br>3.1%<br>-4.8%<br>4.1%<br>-10.9% | 2015-2016<br>9.0%<br>-19.1%<br>-52.8%<br>-3.1%<br>8.5%<br>-7.1%<br>-3.4% | 2016-2017<br>5.6%<br>-10.5%<br>-5.1%<br>-6.7%<br>-8.0%<br>-11.7%<br>-14.6%           | 2017-2018<br>6.6%<br>12.0%<br>-3.8%<br>32.8%<br>5.7%<br>15.9%<br>32.6%         | <b>2018-2</b><br>3<br>6<br>-13<br>35<br>0<br>2<br>-45       |
| Passenger Boardings<br>Logan International<br>Nantucket Memorial<br>Barnstable Municipal<br>Worcester Regional<br>Martha's Vineyard<br>Provincetown Municipal<br>New Bedford Regional<br>Hanscom Field | 2008-2009<br>-2.0%<br>-20.6%<br>-27.6%<br>441.8%<br>-6.1%<br>-6.3%<br>-16.0%<br>-12.3% | Chan<br>2009-2010<br>7.9%<br>-1.8%<br>-10.3%<br>107.8%<br>3.9%<br>6.5%<br>5.8%<br>8.2% | nge in Aviation<br>2010-2011<br>4.6%<br>-15.9%<br>-19.2%<br>49.4%<br>11.8%<br>-19.2%<br>-9.8%<br>37.0% | n Activity at M<br>2011-2012<br>0.8%<br>5.8%<br>-4.9%<br>-79.9%<br>2.8%<br>5.6%<br>9.9%<br>1.9% | 2012-2013<br>3.6%<br>2.5%<br>-8.4%<br>-25.5%<br>11.5%<br>-3.5%<br>-13.5%<br>13.7% | 2013-2014<br>4.7%<br>-7.2%<br>-2.8%<br>622.1%<br>-7.0%<br>-7.8%<br>-23.1%<br>-11.9%         | <b>2014-2015</b><br>5.0%<br>-8.5%<br>-22.8%<br>3.1%<br>-4.8%<br>4.1%<br>-10.9%<br>37.8%     | 2015-2016<br>9.0%<br>-19.1%<br>-52.8%<br>-3.1%<br>8.5%<br>-3.4%<br>-1.4% | 2016-2017<br>5.6%<br>-10.5%<br>-5.1%<br>-6.7%<br>-8.0%<br>-11.7%<br>-14.6%<br>-27.5% | 2017-2018<br>6.6%<br>12.0%<br>-3.8%<br>5.7%<br>5.7%<br>15.9%<br>32.6%<br>-7.0% | <b>2018-</b> 3<br>3<br>-13<br>35<br>0<br>2<br>2<br>-45<br>0 |

|               |           |           |           | _            |                  |                |                |           |           |           |           |
|---------------|-----------|-----------|-----------|--------------|------------------|----------------|----------------|-----------|-----------|-----------|-----------|
|               |           |           | Waterb    | orne Tonnage | by State - Perce | ent Change fro | m Previous Yee | ur        |           |           |           |
| State         | 2008-2009 | 2009-2010 | 2010-2011 | 2011-2012    | 2012-2013        | 2013-2014      | 2014-2015      | 2015-2016 | 2016-2017 | 2017-2018 | 2018-2019 |
| U.S. total    | -10.8%    | 5.6%      | 1.4%      | -2.6%        | -1.4%            | 3.1%           | -2.8%          | 0.6%      | 4.1%      | 1.3%      | -2.2%     |
| Massachusetts | -3.8%     | -9.4%     | -8.9%     | -16.2%       | 9.1%             | -0.7%          | -1.4%          | -1.2%     | -6.7%     | -3.7%     | -0.8%     |
| Maine         | -7.1%     | -9.1%     | -26.3%    | -1.8%        | -6.9%            | -15.0%         | -13.0%         | -26.5%    | -11.3%    | 1.7%      | -5.2%     |
| Connecticut   | -7.9%     | -3.2%     | -20.0%    | -18.0%       | 6.8%             | 17.1%          | 2.6%           | -7.5%     | -5.5%     | 0.1%      | 1.5%      |
| Rhode Island  | -20.1%    | -1.1%     | 0.8%      | -9.7%        | 19.9%            | -3.5%          | 2.5%           | -1.9%     | 3.0%      | -0.7%     | -0.7%     |
| New Hampshire | -6.5%     | -17.3%    | 12.9%     | -27.7%       | 10.7%            | 4.6%           | -1.1%          | -15.1%    | 11.6%     | 9.2%      | -8.4%     |
| Vermont       | -         | -         | -         | -            | -                | -              | -              | -         | -         | -         | -         |
| New England   | -7.8%     | -7.4%     | -14.5%    | -12.7%       | 5.7%             | -0.9%          | -2.3%          | -8.5%     | -4.5%     | -0.7%     | -1.3%     |

| State         | 2009      | 2010      | 2011      | 2012      | 2013      | 2014      | 2015      | 2016      | 2017      | 2018      | 2019      |
|---------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| U.S. total    | 2,210,752 | 2,334,399 | 2,367,484 | 2,306,770 | 2,274,778 | 2,345,439 | 2,278,974 | 2,292,044 | 2,385,121 | 2,416,852 | 2,363,190 |
| Massachusetts | 25,018    | 22,661    | 20,646    | 17,298    | 18,866    | 18,733    | 18,464    | 18,241    | 17,024    | 16,393    | 16,262    |
| Maine         | 22,996    | 20,907    | 15,411    | 15,127    | 14,078    | 11,964    | 10,414    | 7,657     | 6,795     | 6,910     | 6,554     |
| Connecticut   | 16,767    | 16,229    | 12,977    | 10,645    | 11,368    | 13,313    | 13,664    | 12,633    | 11,933    | 11,943    | 12,121    |
| Rhode Island  | 8,404     | 8,315     | 8,378     | 7,567     | 9,072     | 8,754     | 8,976     | 8,802     | 9,065     | 9,005     | 8,939     |
| New Hampshire | 3,583     | 2,964     | 3,347     | 2,419     | 2,679     | 2,803     | 2,771     | 2,353     | 2,627     | 2,869     | 2,628     |
| Vermont       | -         | -         | -         | -         | -         | -         | -         | -         | -         | -         | -         |
| New England   | 76,768    | 71,076    | 60,759    | 53,056    | 56,063    | 55,567    | 54,289    | 49,686    | 47,444    | 47,120    | 46,504    |

SOURCE: Army Corps of Engineers, Waterborne Commerce Statistics Center (WCSC), http://www.navigationdatacenter.us/wcsc/wcsc.htm.



| Massachusetts Top Export Partners  |          |          |          |          |          |          |          |          |          |          |          |  |
|--|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|--|
| (top ten export destinations ranked by value of latest exports, in millions of 2020 dollars) |          |          |          |          |          |          |          |          |          |          |          |  |
| Country  | 2010     | 2011     | 2012     | 2013     | 2014     | 2015     | 2016     | 2017     | 2018     | 2019     | 2020     |  |
| Canada   | \$3,850  | \$4,368  | \$3,916  | \$4,149  | \$4,046  | \$3,457  | \$3,348  | \$3,180  | \$3,115  | \$3,012  | \$2,746  |  |
| China  | \$2,605  | \$2,402  | \$2,115  | \$2,199  | \$2,508  | \$2,244  | \$2,336  | \$2,432  | \$2,718  | \$2,399  | \$2,672  |  |
| United Kingdom   | \$3,814  | \$3,780  | \$2,918  | \$1,564  | \$2,568  | \$1,287  | \$1,709  | \$2,234  | \$1,136  | \$2,777  | \$2,291  |  |
| Mexico   | \$1,511  | \$1,654  | \$1,814  | \$2,068  | \$2,534  | \$2,863  | \$2,665  | \$2,705  | \$2,589  | \$1,965  | \$2,055  |  |
| Germany  | \$2,222  | \$2,355  | \$2,033  | \$2,040  | \$2,022  | \$2,086  | \$1,762  | \$1,922  | \$2,011  | \$1,856  | \$2,001  |  |
| Japan  | \$2,428  | \$2,351  | \$2,247  | \$1,957  | \$2,022  | \$1,611  | \$1,509  | \$1,351  | \$1,526  | \$1,524  | \$1,439  |  |
| Republic of Korea  | \$1,059  | \$1,185  | \$1,160  | \$1,002  | \$1,079  | \$1,098  | \$1,055  | \$1,285  | \$1,278  | \$964    | \$1,274  |  |
| Netherlands  | \$2,011  | \$1,273  | \$1,214  | \$1,433  | \$1,453  | \$1,528  | \$1,478  | \$1,326  | \$1,392  | \$1,345  | \$1,223  |  |
| France   | \$747    | \$811    | \$751    | \$719    | \$660    | \$628    | \$685    | \$725    | \$730    | \$707    | \$718    |  |
| Switzerland  | \$559    | \$648    | \$490    | \$1,423  | \$878    | \$1,119  | \$1,908  | \$1,181  | \$1,251  | \$1,105  | \$666    |  |
| Total Exports, Top Destinations  | \$20,807 | \$20,828 | \$18,657 | \$18,556 | \$19,771 | \$17,922 | \$18,457 | \$18,340 | \$17,746 | \$17,654 | \$17,084 |  |
| All other countries  | \$10,414 | \$11,239 | \$10,216 | \$11,232 | \$10,167 | \$9,693  | \$9,465  | \$10,760 | \$10,234 | \$8,799  | \$7,808  |  |
| Total Exports  | \$31,221 | \$32,068 | \$28,873 | \$29,788 | \$29,938 | \$27,615 | \$27,922 | \$29,101 | \$27,979 | \$26,453 | \$24,893 |  |

| Value of International Shipments from Massachusetts<br>(top ten industry groups ranked by value of latest exports, in millions of 2020 dollars) |          |          |          |          |          |          |          |          |          |          |          |
|---|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|
|   |          |          |          |          |          |          |          |          |          |          |          |
| Computer And Electronic Products  | \$8,887  | \$8,864  | \$8,224  | \$8,025  | \$8,910  | \$7,985  | \$7,500  | \$7,872  | \$7,898  | \$6,871  | \$6,158  |
| Machinery, Except Electrical  | \$4,099  | \$4,192  | \$3,665  | \$3,206  | \$3,217  | \$3,464  | \$3,585  | \$4,048  | \$4,228  | \$3,638  | \$4,156  |
| Chemicals   | \$4,304  | \$3,871  | \$3,887  | \$4,014  | \$3,832  | \$3,727  | \$3,577  | \$3,381  | \$3,201  | \$3,037  | \$3,186  |
| Miscellaneous Manufactured Commodities  | \$3,616  | \$3,666  | \$3,445  | \$3,650  | \$3,354  | \$3,474  | \$3,361  | \$3,104  | \$3,172  | \$3,169  | \$2,859  |
| Primary Metal Manufacturing   | \$2,846  | \$3,215  | \$2,201  | \$3,164  | \$2,600  | \$571    | \$1,026  | \$2,817  | \$1,995  | \$2,899  | \$2,262  |
| Electrical Equipment, Appliances, And Component   | \$662    | \$781    | \$1,095  | \$1,241  | \$1,299  | \$1,291  | \$1,335  | \$1,533  | \$1,566  | \$1,361  | \$1,522  |
| Transportation Equipment  | \$1,257  | \$1,287  | \$1,175  | \$1,213  | \$1,430  | \$1,350  | \$1,148  | \$1,079  | \$1,010  | \$1,008  | \$821    |
| Plastics And Rubber Products  | \$891    | \$932    | \$766    | \$749    | \$798    | \$903    | \$877    | \$870    | \$847    | \$829    | \$794    |
| Waste And Scrap   | \$776    | \$1,267  | \$884    | \$829    | \$837    | \$1,372  | \$2,228  | \$953    | \$764    | \$672    | \$674    |
| Fabricated Metal Products, Nesoi  | \$961    | \$995    | \$758    | \$824    | \$861    | \$850    | \$667    | \$713    | \$623    | \$676    | \$563    |
| Total Exports, Top Massachusetts Industries   | \$28,298 | \$29,069 | \$26,099 | \$26,914 | \$27,138 | \$24,986 | \$25,304 | \$26,369 | \$25,304 | \$24,160 | \$22,996 |
| All other exports   | \$2,923  | \$2,999  | \$2,774  | \$2,873  | \$2,800  | \$2,629  | \$2,617  | \$2,731  | \$2,675  | \$2,293  | \$1,897  |
| Total Exports   | \$31,221 | \$32,068 | \$28,873 | \$29,788 | \$29,938 | \$27,615 | \$27,922 | \$29,101 | \$27,979 | \$26,453 | \$24,893 |

SOURCE: WISERTrade.org.

EXHIBIT A-Appendix-8 QUARTER 3, FY 2021

# Sources

Listed below are the websites of the original data sources used to compile Exhibit A. For more information, contact the UMass Donahue Institute Economic and Public Policy Research unit.

Web: http://www.donahue.umassp.edu/business-groups/economic-public-policy-research, Tel: 413-577-2415

Introduction

American Human Development Project http://www.measureofamerica.org/

Population Characteristics U.S. Department of Commerce, Bureau of the Census http://www.census.gov U.S. Internal Revenue Service http://www.irs.gov

Personal Income, Consumer Prices, and Poverty U.S. Department of Commerce, Bureau of Economic Analysis http://www.bea.gov/regional/index.htm U.S. Department of Labor, Bureau of Labor Statistics http://www.bls.gov The Conference Board, Inc. http://www.conference-board.org MassInsight Corporation http://www.massinsight.com/index.asp U.S. Department of Commerce, Bureau of the Census http://www.census.gov

### Employment

Mass. Executive Office of Labor and Workforce Development, Division of Unemployment Assistance http://lmi2.detma.org/Lmi/LMIDataProg.asp U.S. Department of Labor, Bureau of Labor Statistics http://www.bls.gov/data/home.htm

Economic Base and Performance U.S. Department of Commerce, Bureau of Economic Analysis http://www.bea.gov/national/index.htm#gdp Fortune Magazine http://www.fortune.com/fortune/

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