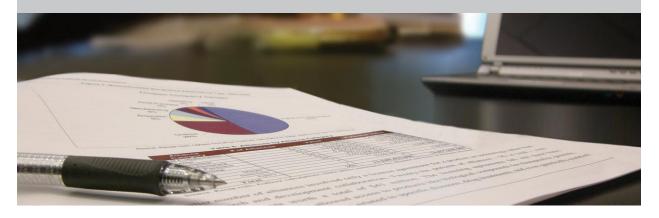
# Massachusetts Economic Due Diligence

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

Third Quarter, FY 2020





UMASS DONAHUE INSTITUTE Economic & Public Policy Research

### **ECONOMIC INFORMATION - QUARTER 3, FY 2020**

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EXHIBIT A QUARTER 3, FY 2020

### **ECONOMIC INFORMATION - QUARTER 3, FY 2020**

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 March 25<sup>th</sup>, 2020**. Data showing full initial COVID-19 impacts was not yet available at the time of analysis. Dollars reflect 2019 inflation-adjusted dollars. As of October 2018, data collection on Consumer Confidence for the state was suspended, US consumer confidence will continue to be updated. Most of the data measures in this report do not yet reflect the effects of the COVID-19 pandemic on the Commonwealth; however more of those effects will be captured in subsequent quarters as 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)	<b>Massachusetts</b>	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, 2018 (2019 Dollars)	\$73,052	\$55,433
Average Annual Pay, All Industries, 2018 (2019 Dollars)	\$73,922	\$58,304
Percent Change in CPI-U*, 2018-2019	1.9%	1.8%
Percent Change in CPI-U*, January 2019 - January 2020	2.2%	2.5%
Poverty Rate, 2018	10.0%	13.1%
Average Weekly Earnings, Manufacturing Production Workers: 2019	\$1,041	\$922
Percent Change from previous year	1.0%	1.2%
Employment (p. A-18)		
Percent Change in Nonfarm Payroll Employment,		
January 2019 - January 2020 (not seasonally adjusted)	0.8%	1.5%
Unemployment Rate, 2019	2.9%	3.7%
Unemployment Rate, February 2020 (not seasonally adjusted)	3.3%	3.8%
<u>Education</u> (p. A-24)		
Expenditure Per Pupil K-12 Public, 2017 (2019 Dollars)	\$16,592	\$12,499
Percent of Adults with a Bachelor's Degree or Higher, 2018	44.5%	32.6%
Economic Base and Performance (p. A-30)		
Percent Change in Gross Domestic Product, 2018-2019	2.5%	2.3%
Percent Change in International Exports, 2018-2019	-5.5%	-3.0%
Percent Change in Housing Units Authorized by Permit, 2017-2018	-3.9%	3.7%

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 seventeen-month stretch between 2006 and 2007. More recently, Massachusetts unemployment has fallen below the national average and currently stands at 3.3 percent, compared to the national rate of 3.8 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**

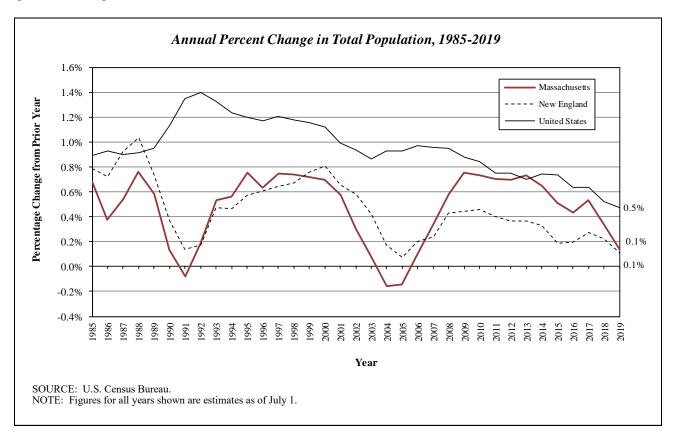
Massachusetts is a relatively slow growing but densely populated state with a comparatively large percentage of its residents living in metropolitan areas. The population density of Massachusetts was estimated as of July 1, 2019 to be 883.6 persons per square mile, as compared to 92.9 for the United States as a whole. Among the 50 states, only Rhode Island and New Jersey have a greater population density. Massachusetts also ranked just behind New Jersey and Rhode Island, as well as Delaware, 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, 2018 population estimated at 694,583, or 10.1 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, 2018 estimated at 4,875,390, 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, 2018 estimated at 2,405,352 while the Boston, MA Metropolitan division is the second largest component, with a total population estimated at 2,030,772.

The second largest MSA in the state is the Worcester, MA MSA, with a July 1, 2018 population estimated at 947,866. The city of Worcester, situated approximately 40 miles west of Boston with a July 1, 2018 estimated population of 185,877, 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, 2018 population estimated at 631,761. Springfield, the third largest city in the Commonwealth with a July 1, 2018 estimated population of 155,032, 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.



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.

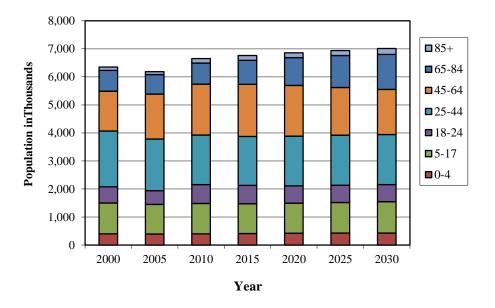
		_	<b>lation, 19</b> in thousa			
	Massa	chusetts	New E	ngland	United	l States
		Percent		Percent		Percent
Year	Total	Change	Total	Change	Total	Change
1978	5,736	0.0%	12,283	0.4%	222,095	1.1%
1979	5,738	0.0%	12,322	0.3%	224,567	1.1%
1980	5,737	0.0%	12,348	0.2%	226,546	0.9%
1981	5,769	0.6%	12,436	0.7%	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 1988	5,935		12,951	0.9%	242,289 244,499	0.9% 0.9%
1988	5,980	0.8%	13,085 13,182	1.0% 0.7%	244,499	0.9%
1989	6,015 6,023	0.6% 0.1%	13,182	0.7%	240,819	1.1%
1990	6,018	-0.1%	13,230	0.4%	249,023	1.1%
1991	6,029	0.2%	13,248	0.1%	256,514	1.3%
1992	6,061	0.270	13,334	0.2%	259,919	1.4%
1993	6,095	0.6%	13,396	0.5%	263,126	1.2%
1995	6,141	0.8%	13,473	0.6%	266,278	1.2%
1996	6,180	0.6%	13,555	0.6%	269,394	1.2%
1997	6,226	0.7%	13,642	0.6%	272,647	1.2%
1998	6,272	0.7%	13,734	0.7%	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%
2001	6,398	0.6%	14,041	0.7%	284,969	1.0%
2002	6,417	0.3%	14,122	0.6%	287,625	0.9%
2003	6,423	0.1%	14,182	0.4%	290,108	0.9%
2004	6,412	-0.2%	14,207	0.2%	292,805	0.9%
2005	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%
2016	6,824	0.4%	14,756	0.2%	322,941	0.6%
2017	6,860	0.5%	14,797	0.3%	324,986	0.6%
2017	6,883	0.3%	14,829	0.2%	326,688	0.5%
2018	6,893	0.1%	14,829	0.2%	328,240	0.5%
		tment of Comm	,		520,270	0.570

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 )0-2030 (i	-	on by Age nds)	Group		
Year	0-4	5-17	18-24	25-44	45-64	65-84	85+	All Ages	Mediar 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

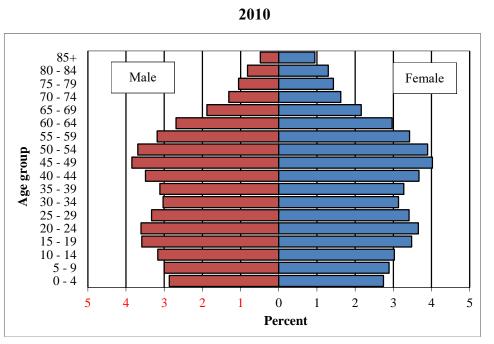
#### Projected Massachusetts Population by Age Group 2000-2030



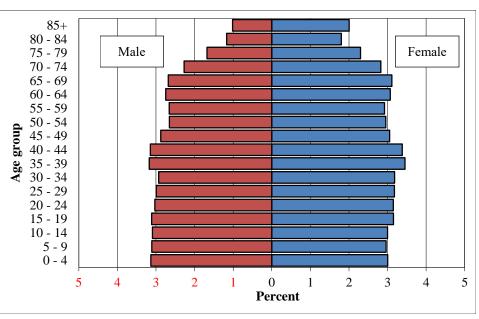
SOURCE: U.S. Census Bureau, Population Division, Interim State Population Projections, 2005. Internet Release Date: 04/21/05. NOTE: Actual Census 2000 counts as of April 1; Population Estimates for 2005 as of July 1; all other figures are projections as of July 1 of the indicated year.

EXHIBIT A-5 QUARTER 3, FY 2020

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



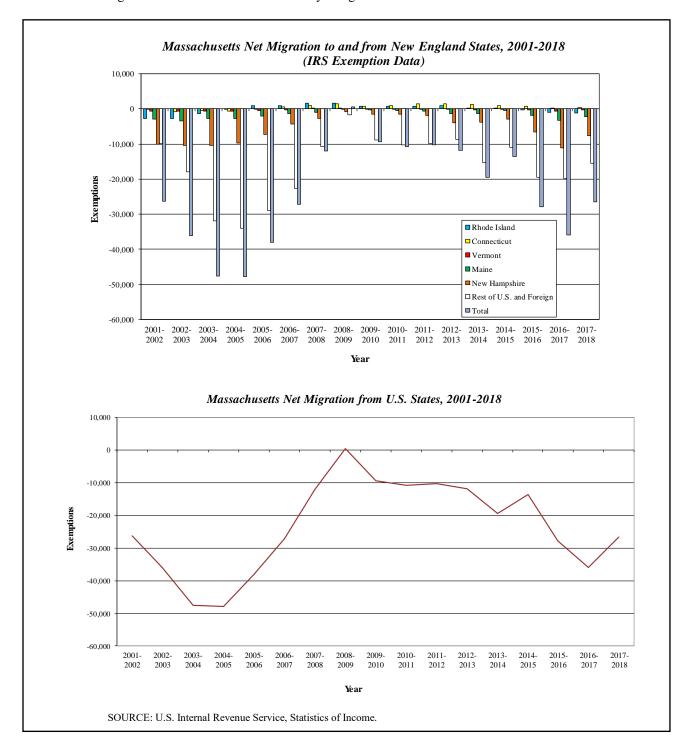
SOURCE: U.S. Census Bureau, 2010 Census.



2030

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

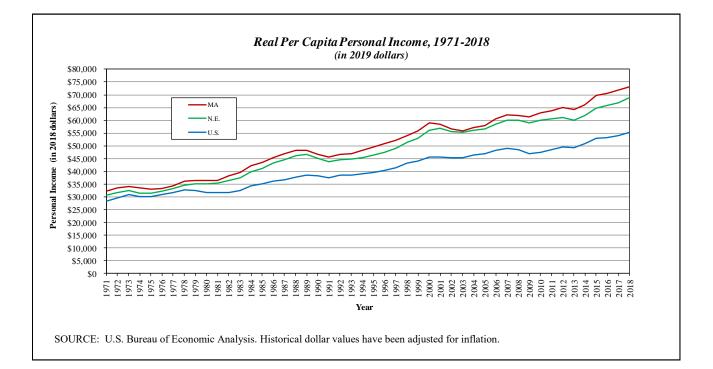
*Migration.* Migration is one of several components of annual population change in Massachusetts. The movement of people from place to place is often linked to economic opportunities or downturns. These data are derived from the filing addresses and number of exemptions submitted with federal tax returns. 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, California, North Carolina, and South Carolina while its largest net gains are from New York, New Jersey, and Illinois. 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 4.4 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 2018, 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 1971-2018.

			_			ne, 1971			
		minal Inc			Real Incon			ercent Cha	
Voor	(in n MA	ominal do		(In MA	2019 doll:			n Real Inco N.E.	ome U.S.
Year	\$4,834	<b>N.E.</b> \$4,788	U.S. \$4,471	\$32,198	<b>N.E.</b> \$30,638	U.S. \$28,223	MA -3.1%	1.8%	3.9%
1971 1972	\$5,203	\$4,788 \$5,149	\$4,857	\$32,198	\$30,038	\$28,223 \$29,706	-3.1 %	3.4%	5.3%
1972 1973	\$5,632	\$5,591	\$5,363	\$33,400	\$31,009	\$29,700	2.2%	2.3%	4.0%
1973 1974	\$6,090	\$6,058	\$5,836	\$33,433	\$31,566	\$30,880	-2.2%	-2.5%	-2.0%
1974	\$6,560	\$6,514	\$6,324		\$31,448	\$30,052	-1.2%	-0.4%	-0.7%
1975 1976	\$7,078	\$7,066	\$6,875	\$33,158	\$32,263	\$30,890	0.3%	2.6%	2.8%
1970 1977	\$7,712	\$7,707	\$7,516	\$34,353	\$33,326	\$30,890	3.6%	3.3%	2.6%
1977 1978	\$8,522	\$8,531	\$8,356	\$36,075	\$33,520	\$32,765	5.0%	4.2%	3.3%
1978	\$9,481	\$9,508	\$9,232	\$36,406	\$35,184	\$32,703	0.9%	1.3%	-0.8%
1979 1980	\$10,684			\$36,357	\$35,184	\$31,585	-0.1%	-0.1%	-0.8%
1980	\$11,873			\$36,357	\$35,335	\$31,383	0.0%	0.5%	0.6%
1982	\$13,013			\$38,301 \$39,554	\$36,478 \$37,588	\$31,789	5.4% 3.3%	3.2% 3.0%	0.0%
1983		\$13,925 \$15,402			\$37,588 \$30,037	\$32,594 \$34,217		5.0% 6.2%	
1984 1985		\$15,492 \$16,603		\$42,254 \$43,403	\$39,937 \$41,261	\$34,217 \$35,058	6.8% 2.7%	6.2% 3.3%	5.0% 2.5%
				\$45,403 \$45,474			4.8%		
1986		\$17,795			\$43,149	\$36,133	3.2%	4.6%	3.1% 1.5%
1987		\$19,157		\$46,932	\$44,489	\$36,658		3.1%	
1988	\$21,538	\$20,880 \$22,234		\$48,336 \$48,118	\$46,181	\$37,722	3.0%	3.8%	2.9% 2.1%
1989			,		\$46,576 \$45,070	\$38,505	-0.5%	0.9%	
1990		\$22,808		\$46,782	\$45,079	\$38,380	-2.8%	-3.2%	-0.3%
1991		\$23,125 \$24,405		\$45,528	\$43,717	\$37,598	-2.7%	-3.0%	-2.0%
1992	\$24,628	-		\$46,585	\$44,633	\$38,431	2.3%	2.1%	2.2%
1993 1994	\$25,471			\$46,824	\$44,807 \$45,400	\$38,451	0.5%	0.4%	0.1%
	\$26,607			\$48,281 \$49,560	\$45,409	\$38,944	3.1% 2.6%	1.3% 2.4%	1.3% 1.7%
1995 1996	\$27,964 \$20,545	\$27,462 \$28,822		\$49,300	\$46,499 \$47,460	\$39,602 \$40,363	2.6%	2.4%	1.7%
1990 1997	\$29,343	-		\$50,855	\$47,460 \$48,958	\$40,303	2.6%	3.2%	2.6%
1997 1998	\$32,914			\$53,882			3.2%	5.0%	4.4%
1998				\$55,720	\$51,384	\$43,222 \$44,003	3.4%	3.2%	1.8%
		\$34,162		\$55,720	\$53,043 \$56,104	<i>,</i>			
2000 2001		\$37,362 \$38,901		\$59,020	\$56,104 \$56,831	\$45,515 \$45,601	5.9% -0.9%	5.8% 1.3%	3.4% 0.2%
2001		\$38,901		\$56,710	\$55,705	\$45,001 \$45,237	-0.9%	-2.0%	-0.8%
2002		\$39,693			\$55,261	\$45,408	-1.6%	-0.8%	0.8%
2003					\$56,175	\$46,355	2.5%	1.7%	2.1%
2004		\$43,534				\$46,928	1.3%	0.6%	1.2%
2003	\$47,974	-		\$60,442		\$48,334	4.3%	3.4%	3.0%
2000	,	\$49,086		\$62,095	\$59,967	\$49,128	2.7%	2.6%	1.6%
2007		\$51,026		\$61,999	\$59,907	\$48,571	-0.2%	0.0%	-1.1%
2008		\$50,133		\$61,250	\$58,887	\$46,814	-1.2%	-1.8%	-3.6%
200)	\$53,061			\$62,812	\$60,007	\$47,538	2.6%	1.9%	1.5%
2010		\$54,111		\$63,741	\$60,487	\$48,571	1.5%	0.8%	2.2%
2011		\$55,763		\$65,050	\$61,141	\$49,662	2.1%	1.1%	2.2%
2012		\$55,438		\$64,212	\$59,969	\$49,221	-1.3%	-1.9%	-0.9%
2013	\$59,954			\$66,039	\$61,768	\$50,819	2.8%	3.0%	3.2%
2014		\$60,566			\$64,699	\$52,830	5.4%	4.7%	4.0%
2013	\$65,473			\$70,647	\$65,685	\$52,850	1.5%	1.5%	0.6%
2010		\$64,526				\$53,122	1.7%	2.0%	1.9%
2017					\$68,982		1.7%	3.0%	2.4%

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.

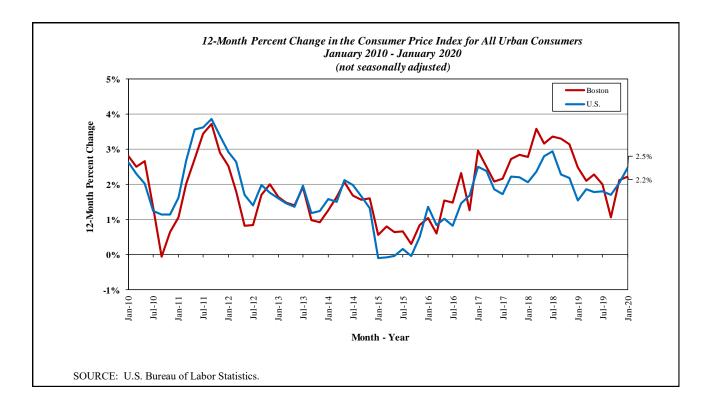
EXHIBIT A-9 QUARTER 3, FY 2020

*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 0.9 percent, compared to 0.7 percent for the nation. The level of average annual pay in Massachusetts in 2018 was almost 27 percent higher than the national average: \$73,922 compared to \$58,304.

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 2019, the shares were 54.4 and 3.0 percent respectively.

	(i	n billions oj	<sup>r</sup> 2019 dolla	ars)	
Year	U.S.	N.E.	MA	MA as a pct. of N.E.	MA as a pc of U.S.
1990	\$ 5,340	\$333	\$161	48.4%	3.0%
1991	\$ 5,260	\$317	\$153	48.3%	2.9%
1992	\$ 5,403	\$322	\$155	48.3%	2.9%
1993	\$ 5,431	\$322	\$156	48.5%	2.9%
1994	\$ 5,565	\$327	\$159	48.8%	2.9%
1995	\$ 5,727	\$336	\$165	49.0%	2.9%
1996	\$ 5,886	\$346	\$170	49.3%	2.9%
1997	\$ 6,168	\$364	\$179	49.3%	2.9%
1998	\$ 6,556	\$386	\$191	49.6%	2.9%
1999	\$ 6,844	\$405	\$204	50.4%	3.0%
2000	\$ 7,156	\$434	\$221	51.0%	3.1%
2001	\$ 7,146	\$432	\$219	50.8%	3.1%
2002	\$ 7,091	\$422	\$212	50.2%	3.0%
2003	\$ 7,128	\$421	\$210	49.8%	2.9%
2004	\$ 7,335	\$433	\$215	49.7%	2.9%
2005	\$ 7,448	\$433	\$213	49.2%	2.9%
2006	\$ 7,672	\$443	\$219	49.6%	2.9%
2007	\$ 7,879	\$455	\$227	49.9%	2.9%
2008	\$ 7,754	\$449	\$226	50.3%	2.9%
2009	\$ 7,436	\$431	\$217	50.3%	2.9%
2010	\$ 7,457	\$435	\$219	50.4%	2.9%
2011	\$ 7,524	\$438	\$223	50.9%	3.0%
2012	\$ 7,706	\$443	\$227	51.3%	2.9%
2013	\$ 7,792	\$448	\$230	51.5%	3.0%
2014	\$ 8,067	\$462	\$240	51.9%	3.0%
2015	\$ 8,467	\$484	\$253	52.3%	3.0%
2016	\$ 8,607	\$490	\$259	52.8%	3.0%
2017	\$ 8,824	\$498	\$266	53.5%	3.0%
2018	\$ 9,041	\$506	\$273	53.9%	3.0%
2019	\$ 9,290	\$518	\$282	54.4%	3.0%

*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 January 2010 and January 2020. The latest available data for January 2020 show that the CPI-U for the Boston area increased at a rate of 2.2 percent over January 2019. The U.S. index increased at a rate of 2.5 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 2019 U.S. CPI-U increased 17.2 percent since 2010 while Boston's CPI-U increased 18.4 percent during that period. Between 2015 and 2019, Boston's Consumer Price Index increased by 9.5 percent while in the United States as a whole, CPI-U increased by 7.9 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.

#### EXHIBIT A-11 QUARTER 3, FY 2020

#### Consumer Price Index for All Urban Consumers (CPI-U) 1970-2019 (not seasonally adjusted; 1982-1984 base period average=100) **Boston Metro Area United States CPI-U** CPI-U Year Pct. Change Pct. Change 1970 40.2 38.8 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 49.3 11.0% 51.2 10.6% 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% 73.2 72.6 1979 10.2% 11.3% 1980 82.6 12.8% 82.4 13.5% 90.9 1981 91.8 11.1% 10.3% 95.5 1982 4.0% 96.5 6.2% 1983 99.8 99.6 4.5% 3.2% 4.9% 103.9 4.3% 1984 104.7 1985 107.6 109.4 4.5% 3.6% 1986 112.2 109.6 1.9% 2.6% 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 5.8% 138.9 130.7 5.4% 145.0 4.4% 4.2% 1991 136.2 1992 2.5% 148.6 140.3 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% 209.5 2004 2.7% 188.9 2.7% 2005 216.4 3.3% 195.3 3.4% 2006 223.1 3.1% 201.6 3.2% 207.3 2007 227.4 1.9% 2.8% 2008 235.4 3.5% 215.3 3.8% -0.4% 233.8 214.5 2009 -0.7% 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% 255.2 2014 1.6% 236.7 1.6%256.7 2015 0.6%237.0 0.1% 2016 260.5 1.5% 240.0 1.3% 2.5% 2.1% 2017 267.0 245.1 2018 275.8 3.3% 251.1 2.4% 255.7 1.8%2019 281.1 1.9%

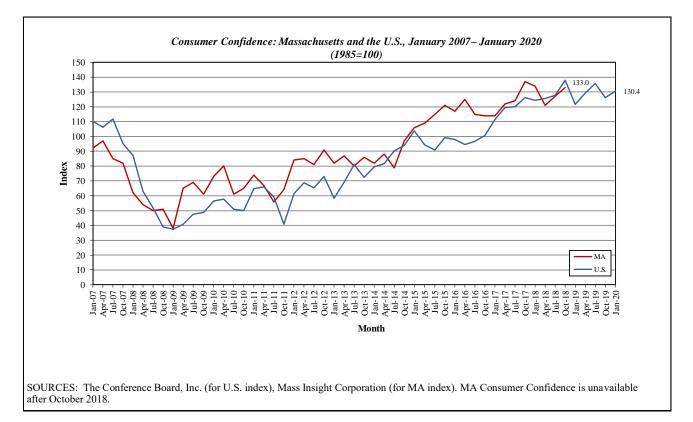
SOURCE: U.S. Bureau of Labor Statistics.

EXHIBIT A-12 QUARTER 3, FY 2020

*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 most recent quarter for which consumer confidence was produced for the state. The U.S. has surpassed its pre-recessionary (2007) levels and stood at 130.4 in the 1st quarter of FY2020. 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.

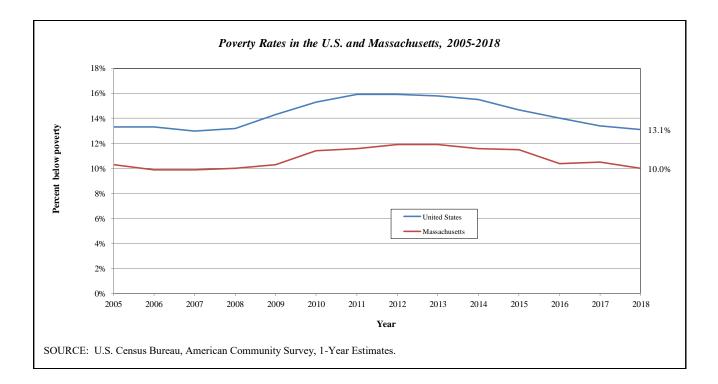


		er Confidenc pectations fo	r Massach			
			(1985=100)			
		Confidence	Present		Future Ex	-
Jan-07	MA 92.0	U.S. 110.2	MA 74.0	U.S. 133.9	MA 104.0	<u>U.S.</u> 94.4
Apr-07	92.0	106.3	89.0	133.5	104.0	88.2
Jul-07	85.0	111.9	89.0	138.3	90.0	94.4
Oct-07	83.0	95.2	76.0	138.5	86.0	80.0
Jan-08	62.0	87.3	49.0	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	40.8	16.0	23.3	105.0	63.4
Oct-09	61.0	48.7	14.0	23.3	93.0	67.0
	73.0		14.0	21.1	93.0	
Jan-10		56.5				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	97.0
Apr-15	109.0	94.3	94.0	105.1	119.0	87.1
Jul-15	115.0	91.0	115.0	104.0	115.0	82.3
Oct-15	121.0	99.1	118.0	114.6	123.0	88.7
Jan-16	117.0	97.8	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
an-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
Oct-18	133.0	137.9	147.0	172.8	123.0	114.6
Jan-19	N/A	121.7	N/A	169.6	N/A	87.3
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

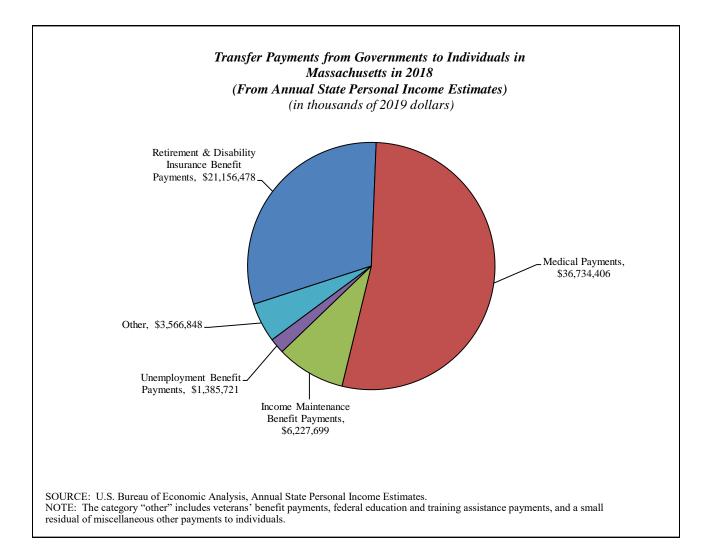
SOURCES: The Conference Board, Inc. (for U.S. measure, seasonally adjusted); Mass Insight Corporation (for MA measures, not seasonally adjusted). MA Consumer Confidence is unavailable after October 2018.

EXHIBIT A-14 QUARTER 3, FY 2020

**Poverty.** Since 2005, the Massachusetts poverty rate, which was 10.0 percent in 2018, has been three to five percentage points lower than the national average, which was 13.1 percent in 2018. Massachusetts ranked 45<sup>th</sup> out of the 50 states and the District of Columbia in 2018, 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.



*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 2018, decreasing from 14.3 percent in 2017. 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 \$70.7 billion for 2018, adjusted for inflation. Fifty two percent of government transfer payments to individuals were medical payments, up from 51.4 percent in 2017.



*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 2018, 97.2 percent of the civilian non-institutionalized population was covered in the state by either private or public insurance, compared with 91.1 percent nationwide. Massachusetts also leads the other New England states in coverage, with Vermont as the next closest at 96.0 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.

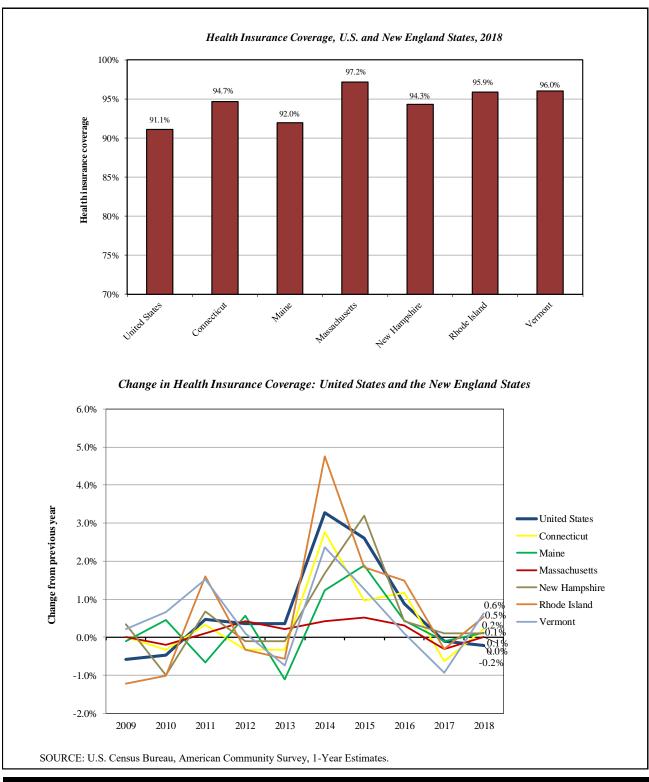


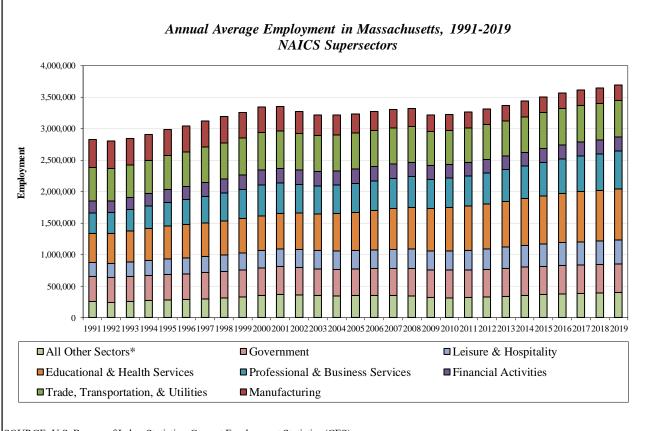
EXHIBIT A-17 QUARTER 3, FY 2020

#### 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 2019 with the corresponding shares for 1999. 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 significant declines in 2009, total non-agricultural employment in Massachusetts eventually increased 0.4 percent and continued to grow steadily, until 2017. In 2019, nonfarm employment increased by 1.3 percent. With an annual average at almost 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 (7.0 percent) before returning to a more moderate decline in 2004 (3.5 percent). After a steep drop of 9.6 percent in 2009, the decline returned to a less dramatic 2.4 percent in 2010. January 2020 saw manufacturing employment decrease by 0.8 percent since January 2019, as total employment grew. The annual manufacturing employment total in 2019 was slightly lower than in 2018 (243.8 thousand compared to 244.1).



SOURCE: U.S. Bureau of Labor Statistics, Current Employment Statistics (CES). \*Includes Mining & Natural Resources, Construction, Information, and Other Services.

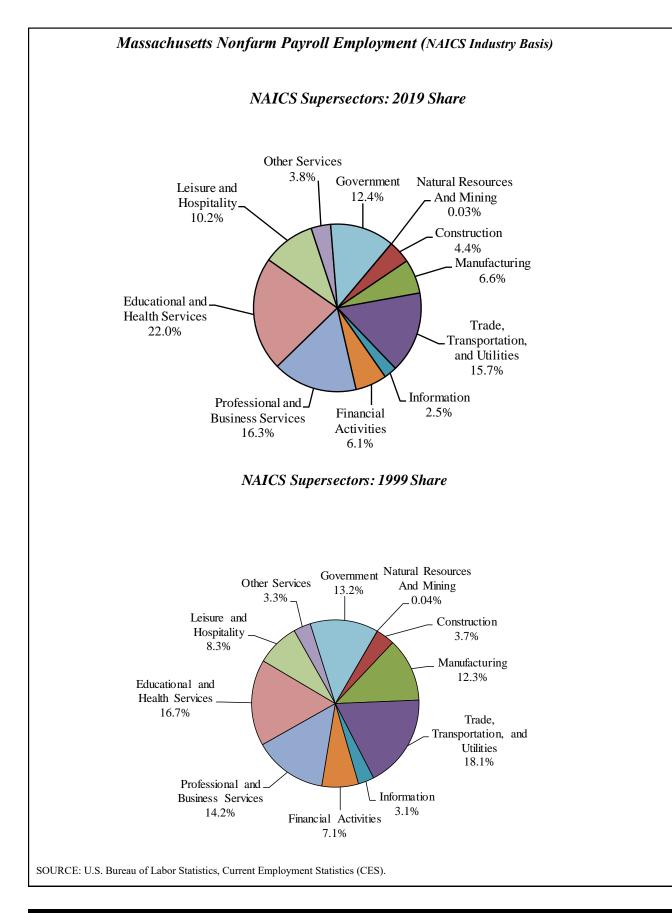


EXHIBIT A-19 QUARTER 3, FY 2020

*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 2018. The 2019 list is nearly identical to the 2018 list, except that Tufts University is no longer among the top 19 and Northeastern 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	Northeastern University
Beth Israel Deaconess Medical Center	Partners Healthcare Systems
Boston Medical Center Corporation	Raytheon Company
Boston University	The Stop & Shop Supermarkets, Co.
Brigham & Women's Hospital, Inc.	Shaw's Supermarkets, Inc
DeMoulas Supermarkets, Inc	State Street Bank and Trust Company
EMC Corporation	The Children's Hospital Corporation
General Hospital Corporation	The TJX Companies, Inc
Harvard University	UMASS Memorial Medical Center, Inc
Massachusetts Institute of Technology	

*Massachusetts Companies in the Fortune 500 List.* Massachusetts is home to the headquarters of 34 Fortune 500 companies. The top 12 companies are shown in the table below. When comparing the 2019 Fortune 500 list to the 2018 list, eight Massachusetts companies gained and two lost rank. Thermo Fisher Scientific, located in Waltham, climbed 20 places on the list, while Boston-based Liberty Mutual Insurance Company fell seven 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 \$122.5 billion in revenues.

Ra 2019	nk 2018	Company (location)	npanies in the Fortune 500 Industry	2019 revenue (\$2019 in billions
21	18	General Electric (Boston)	Industrial Machinery	\$122.:
75	68	Liberty Mutual Ins. Group (Boston)	Insurance: Property & Casualty (Stock)	\$43.:
84	93	Mass. Mutual Life Ins. (Springfield)	Insurance: Life, Health (Mutual)	\$40.0
85	85	TJX (Framingham)	Specialty Retailers: Apparel	\$39.7
114	119	Raytheon (Waltham)	Aerospace and Defense	\$27.:
124	144	Thermo Fisher Scientific (Waltham)	Scientific, Photo & Control Equipment	\$24.
235	245	Biogen (Weston)	Pharmaceuticals	\$13.
245	n/a	BJ's Wholesale Club (Westborough)	General Merchandisers	\$13.
247	259	State Street Corp. (Boston)	Commercial Banks	\$13.
254	331	Global Partners (Waltham)	Wholesalers: Diversified	\$12.
319	328	Boston Scientific (Natick)	Medical Products & Equipment	\$10.
358	364	Eversource Energy (Springfield)	Utilities: Gas and Electric	\$8.0

#### EXHIBIT A-20 QUARTER 3, FY 2020

**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.

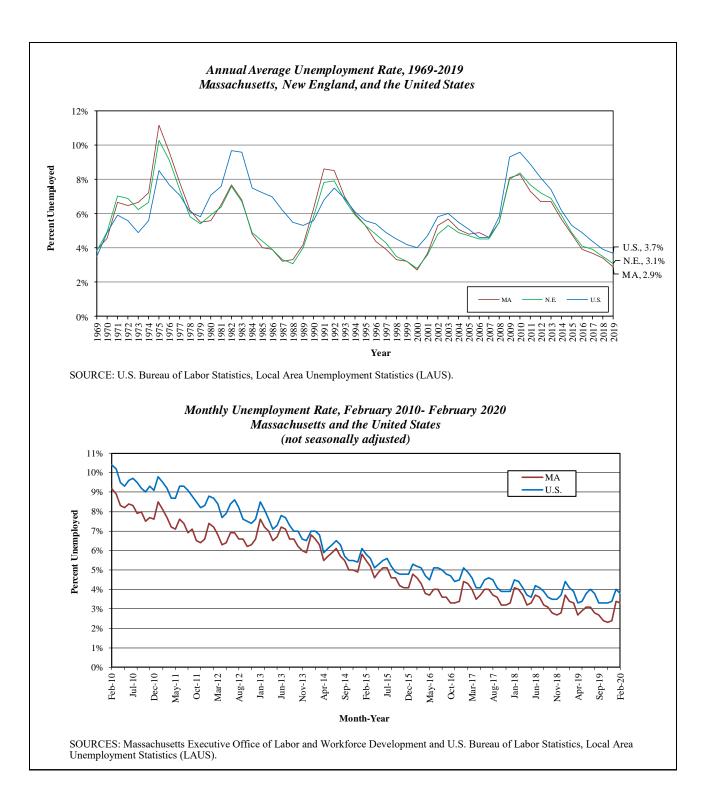
As of January 31, 2020, the preliminary Massachusetts Unemployment Trust Fund had a balance of \$1.744 billion. This balance is the sum of the private contributory account balance of \$1.602 billion and the government contributory portion of \$142 million. This compares to the January 31, 2019 balance of \$1.194 billion with a private contributory portion of \$1.073 billion. The February 2020 Unemployment Insurance Trust Fund report indicated that the private contributory account balance was estimated to be \$1.960 billion by the end of 2023, according to the Moody's-based outlook.

**Unemployment.** The unemployment rate in Massachusetts was consistently below or equal to the national average from mid-1995 through September 2005, with similar patterns of gradual improvement after the mid-2003 peak. The Massachusetts rate was greater than or equal to the U.S. rate for 19 months between January 2006 and June 2007, but has not exceeded the U.S. rate since then. The Massachusetts rate peaked at 9.6 percent in January 2010, the same month that the U.S. rate peaked at 10.6 percent. From July 2007 onward, the state rate remained equal to or below the comparable (not seasonally adjusted) U.S. unemployment rate.

Since reaching 6.8 percent in January 2014, the Massachusetts unemployment rate has gradually declined to 3.3 percent in February 2020, below the national rate of 3.8 percent. The tables and graphs on the following two pages compare the unemployment rate in the state with those in New England and the U.S.

#### EXHIBIT A-21 QUARTER 3, FY 2020

		ivilian L orce	abor		housands mployee		Unemp	loyment l	Rate	MA Rate as
Year	MA	N.E.	U.S.	MA	N.E.	U.S.	MA	N.E.	U.S.	Pct. o U.S.
1969	2,581	5,201	80,734	100	198	2,832	3.9%	3.8%	3.5%	111.2%
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%		112.7%
1972	2,487	5,260	87,034	161	363	4,882	6.5%	6.9%		115.6%
1973	2,557	5,387	89,429	171	336	4,365	6.7%	6.2%		136.1%
1974	2,637	5,514	91,949	190	368	5,156	7.2%	6.7%		128.5%
1975	2,725	5,633	93,775	305	578	7,929	11.2%	10.3%		131.5%
1976	2,722	5,706	96,158	262	518	7,406	9.6%	9.1%		124.7%
1977 1978	2,763 2,814	5,821	99,009 102,251	215 175	433 344	6,991 6,202	7.8%	7.4% 5.8%		109.9%
1978	2,814		102,231	173	328	6,137	6.2% 5.5%	5.4%		101.6%
1979	2,855		104,902	162	363	7,637	5.6%	5.9%		78.9%
1981	2,942		108,670	190	403	8,273	6.5%	6.4%		85.5%
1982	2,987		110,204	231	482	10,678	7.7%	7.6%		79.4%
1983	2,997		111,550	202	428	10,717	6.8%	6.7%		70.8%
1984	3,037		113,544	145	319	8,539	4.8%	4.9%		64.0%
1985	3,051		115,461	121	289	8,312	4.0%	4.4%		55.6%
1986	3,066		117,834	119	264	8,237	3.9%	3.9%		55.7%
1987	3,094	6,825	119,865	100	227	7,425	3.2%	3.3%		51.6%
1988	3,141	6,909	121,669	103	216	6,701	3.3%	3.1%	5.5%	60.0%
1989	3,176	7,007	123,869	132	277	6,528	4.2%	4.0%	5.3%	79.2%
1990	3,206		125,840	202	412	7,047	6.3%	5.8%		112.5%
1991	3,195		126,346	275	554	8,628	8.6%	7.8%		126.5%
1992	3,181		128,105	269	564	9,613	8.5%	7.9%		113.3%
1993	3,174		129,200	222	481	8,940	7.0%	6.8%		101.4%
1994	3,201		131,056	193	415	7,996	6.0%	5.9%		98.4%
1995	3,215		132,304	170	374	7,404	5.3%	5.3%		94.6%
1996 1997	3,241 3,306		133,943 136,297	144 130	340 312	7,236 6,739	4.4% 3.9%	4.8% 4.3%		81.5% 79.6%
1997	3,341		137,673	110	254	6,210	3.3%	3.5%		73.3%
1999	3,354		139,368	107	234	5,880	3.2%	3.2%		76.2%
2000	3,330		142,583	90	205	5,692	2.7%	2.8%		67.5%
2001	3,381		143,734	126	267	6,801	3.7%	3.6%		78.7%
2002	3,431		144,863	181	360	8,378	5.3%	4.8%		91.4%
2003	3,422		146,510	195	401	8,774	5.7%	5.3%		95.0%
2004	3,396		147,401	175	363	8,149	5.1%	4.9%	5.5%	92.7%
2005	3,384	7,521	149,320	164	352	7,591	4.8%	4.7%	5.1%	94.1%
2006	3,413		151,428	167	345	7,001	4.9%	4.5%		106.5%
2007	3,426		153,124	158	344	7,078	4.6%	4.5%		100.0%
2008	3,452		154,287	191	426	8,924	5.5%	5.5%		94.8%
2009	3,470		154,142	281	620	14,265	8.1%	8.0%		87.1%
2010	3,480		153,889	289	649	14,825	8.3%	8.4%		86.5%
2011	3,469		153,617	252	597	13,747	7.3%	7.7%		82.0%
2012	3,485		154,975	233	559 533	12,506	6.7%	7.2%		82.7%
2013 2014	3,513 3,568		155,389 155,922	236 205	533 457	11,460 9,617	6.7% 5.7%	6.9% 5.9%		90.5% 91.9%
2014 2015	3,589		155,922	172	457 381	9,617	4.8%	5.9% 4.9%		91.9%
2015	3,618	/	159,187	140	325	7,751	3.9%	4.9%		79.6%
2010	3,690		160,320	138	306	6,982	3.7%	3.9%		84.1%
2017	3,785		162,075	138	279	6,314	3.4%	3.5%		87.2%
2019	3,817	/	163,539	111	251	6,001	2.9%	3.1%		78.4%



#### EXHIBIT A-23 QUARTER 3, FY 2020

### 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 2018, according to the Census Bureau's American Community Survey (ACS). The Census also reported that Massachusetts ranked 29<sup>th</sup> in persons who had not completed high school, at 9.2 percent of the population age 25 or older, less than the national average of 11.7 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.

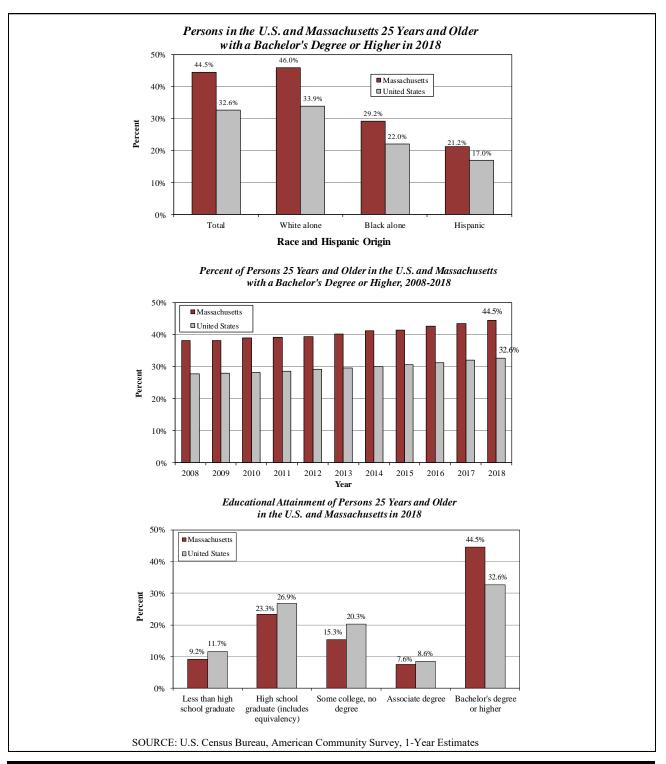


EXHIBIT A-24 QUARTER 3, FY 2020

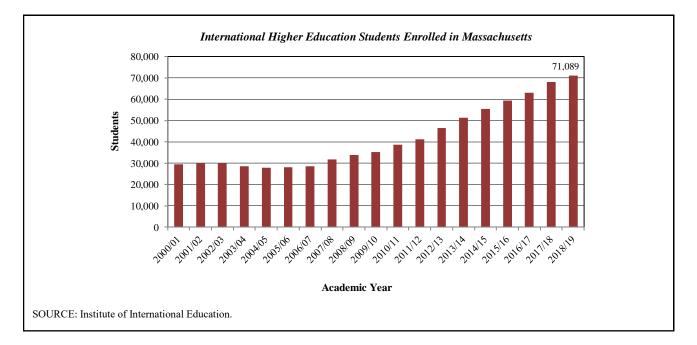
*Higher Education Data.* The table below compares Massachusetts residents' higher education enrollment by race and Hispanic origin to the U.S. There were 1.7 percent fewer people enrolled in college in the U.S. in 2018 compared to 2017. The proportion of total enrollment in Massachusetts increased by 1.3 percent during the same period.

Hi	gher Educat	ion Enrollm	ent by Race	and Hispani	c Origin in 201	8
	Total	White alone	Black alone	Asian alone	All other races	Hispanic o Latin
United States	22,068,328	66.38%	14.59%	9.03%	10.00%	18.45%
Massachusetts	596,397	69.54%	10.24%	12.24%	7.97%	11.43%

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 71,089 foreign students were enrolled in Massachusetts colleges and universities in the 2018/2019 school year. This was an increase of 4.2 percent from the previous year. The national enrollment increased 0.05 percent. Massachusetts remains fourth ranked among states for foreign student enrollment.

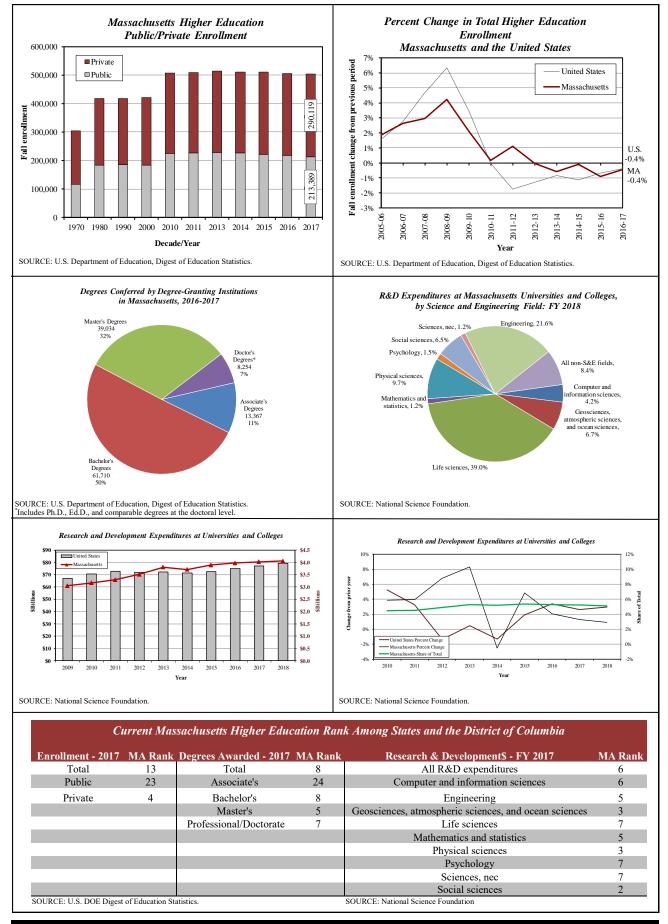


The graphs and table on the following page provide information about higher education enrollment, degrees conferred, and research and development expenditures at colleges and universities.

U.S. Department of Education data show that from 2016 to 2017, higher education enrollment decreased 0.4 percent in the United States and 0.4 percent at Massachusetts institutions. During the 2000-2017 period, enrollment in public higher education increased 23.9 percent in the United States and 16.4 percent at Massachusetts institutions. Enrollment in private institutions increased 46.2 percent in the United States and 22.0 percent at Massachusetts institutions.

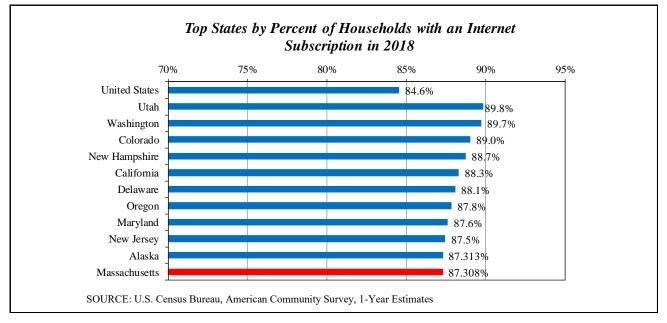
Research and development expenditures at universities and colleges increased 18 percent in the United States and 33 percent in Massachusetts between 2009 and 2018.

#### EXHIBIT A-25 QUARTER 3, FY 2020



#### EXHIBIT A-26 QUARTER 3, FY 2020

*Internet Access*. Massachusetts has the 11<sup>th</sup> highest household internet subscription rate in the U.S., according to the Census Bureau's 2018 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 2018, Massachusetts was fourth among all states for the number of new patents issued. Only five nations originated more U.S. patents than Massachusetts, putting the state above Canada and slightly above the U.K. for origination of U.S. patents. Since 1977, Massachusetts has received more new patents than any other New England state. With 7,207 new utilities patents and 7,687 total new patents in 2018, a 3.1 percent decrease in total patents since 2017, Massachusetts innovators were responsible for 61 percent of the new patents in New England.

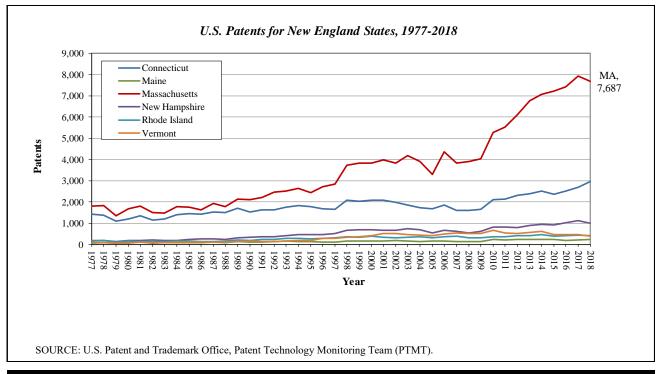
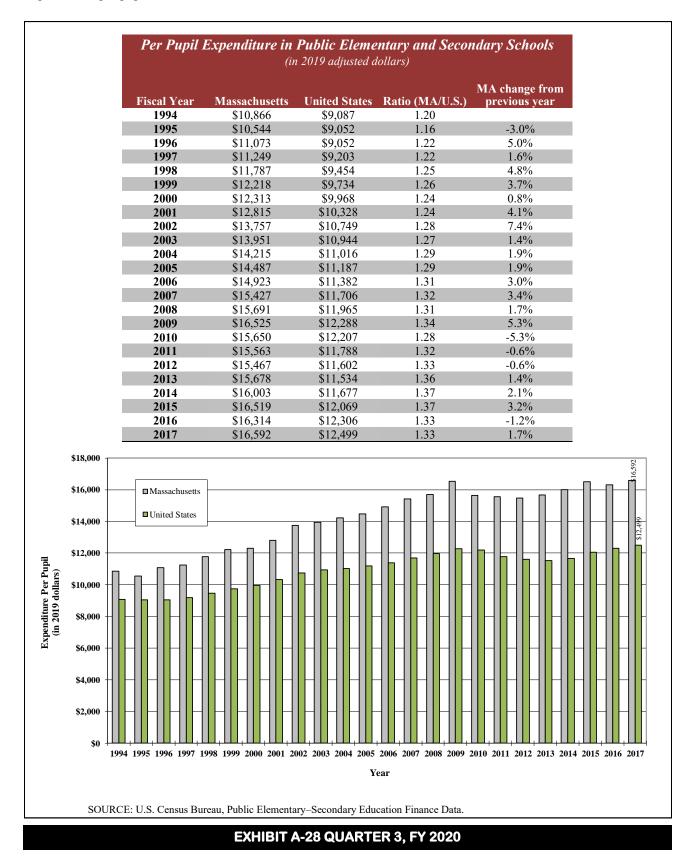


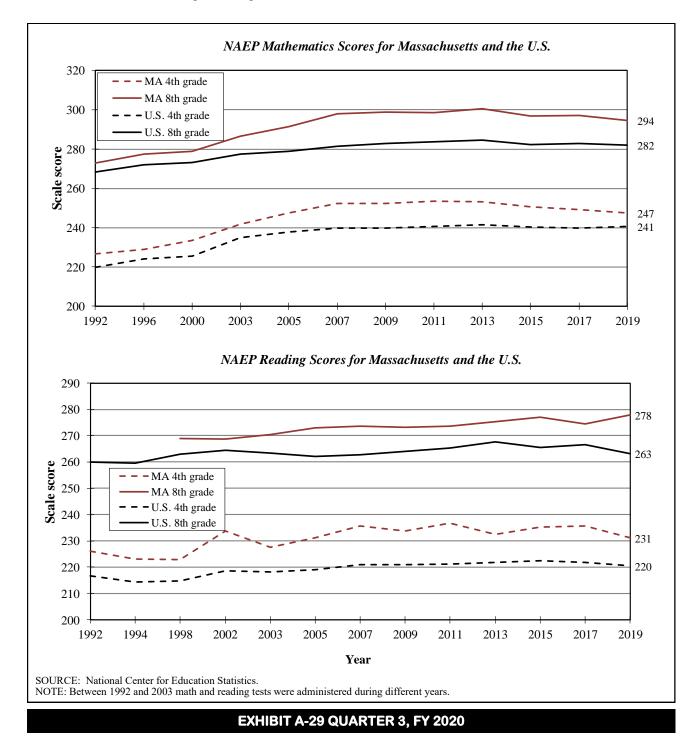
EXHIBIT A-27 QUARTER 3, FY 2020

**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 2016-2017 school year, the average Massachusetts per student expenditures increased 1.7 percent to \$16,592. Massachusetts was ranked eighth in the nation among states and the District of Columbia in 2017. 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.

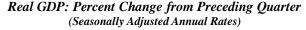


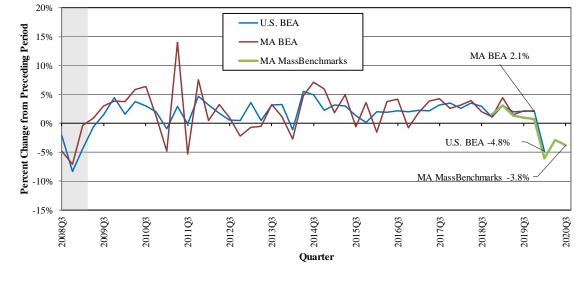
#### ECONOMIC BASE AND PERFORMANCE—STATE OVERVIEW

**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.

		(Dunons Of	chainea 201.	chained 2012 dollars)			
	Massacl	husetts	New En	gland	United	States	
		Annual		Annual		Annual	
Year	GDP	change	GDP	change	GDP	change	
2000	\$360		\$749		\$13,131		
2001	\$362	0.8%	\$759	1.3%	\$13,262	1.0%	
2002	\$365	0.7%	\$766	1.0%	\$13,493	1.7%	
2003	\$374	2.5%	\$784	2.3%	\$13,879	2.9%	
2004	\$383	2.6%	\$816	4.0%	\$14,406	3.8%	
2005	\$391	1.9%	\$830	1.8%	\$14,913	3.5%	
2006	\$398	1.8%	\$850	2.4%	\$15,338	2.9%	
2007	\$408	2.6%	\$868	2.1%	\$15,626	1.9%	
2008	\$413	1.1%	\$869	0.2%	\$15,605	-0.1%	
2009	\$408	-1.1%	\$851	-2.1%	\$15,209	-2.5%	
2010	\$425	4.0%	\$872	2.5%	\$15,599	2.6%	
2011	\$435	2.4%	\$877	0.6%	\$15,841	1.6%	
2012	\$444	2.2%	\$889	1.4%	\$16,197	2.2%	
2013	\$445	0.1%	\$888	-0.2%	\$16,495	1.8%	
2014	\$454	2.0%	\$895	0.8%	\$16,912	2.5%	
2015	\$471	3.8%	\$921	2.9%	\$17,404	2.9%	
2016	\$479	1.7%	\$932	1.2%	\$17,689	1.6%	
2017	\$491	2.5%	\$947	1.6%	\$18,108	2.4%	
2018	\$506	3.1%	\$968	2.2%	\$18,638	2.9%	
2019	\$519	2.5%	\$989	2.3%	\$19,073	2.3%	





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 2020

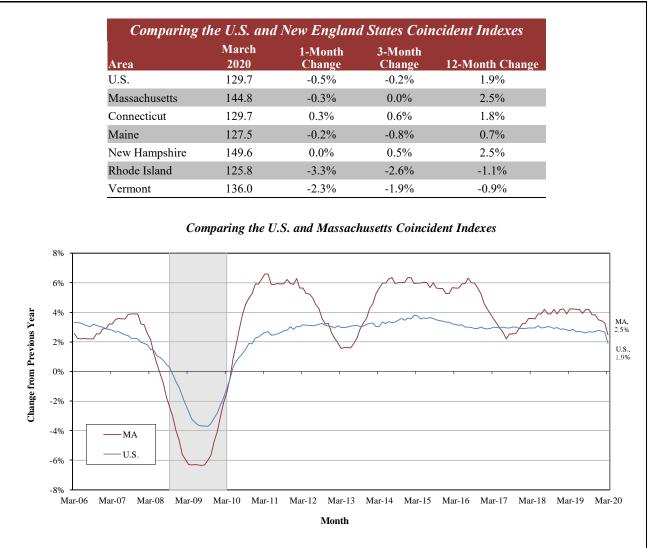
#### **ECONOMIC BASE AND PERFORMANCE**—ECONOMIC INDICATORS

*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 graph below indicates the state and national index change from 12 months prior. Recent revisions to BLS data that the Philadelphia Federal Reserve Bank uses to construct its indexes resulted in an improved trend for Massachusetts since the recession ended in 2009. The table below compares the Massachusetts index to its New England neighbors and the U.S.



SOURCE: Federal Reserve Bank of Philadelphia.

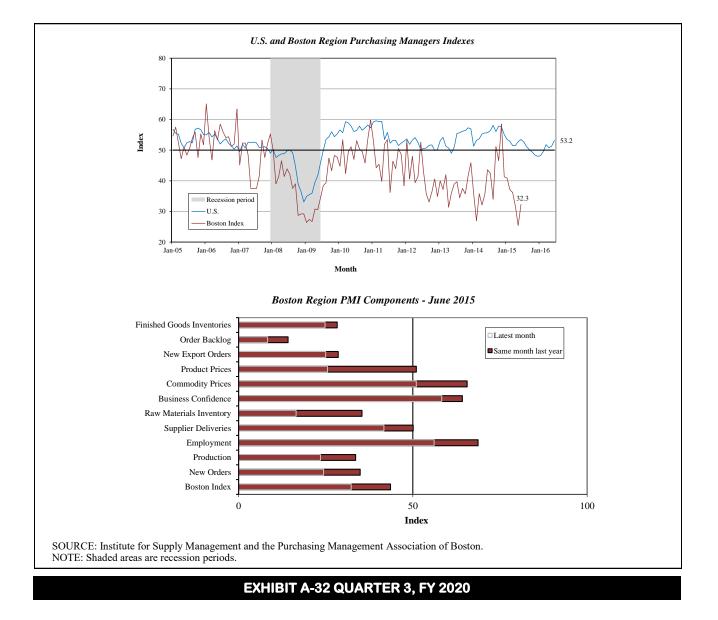
NOTES: Shaded areas are recession periods. Indexes are set to 2007 annual averages. Methodology changes in January 2018 resulted in revised values for historical data.

#### EXHIBIT A-31 QUARTER 3, FY 2020

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.

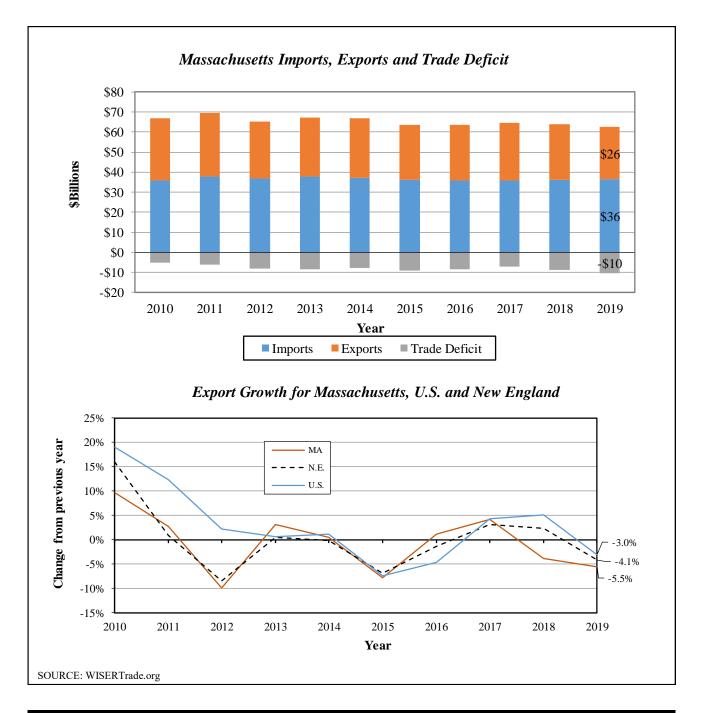


#### ECONOMIC BASE AND PERFORMANCE—INTERNATIONAL TRADE

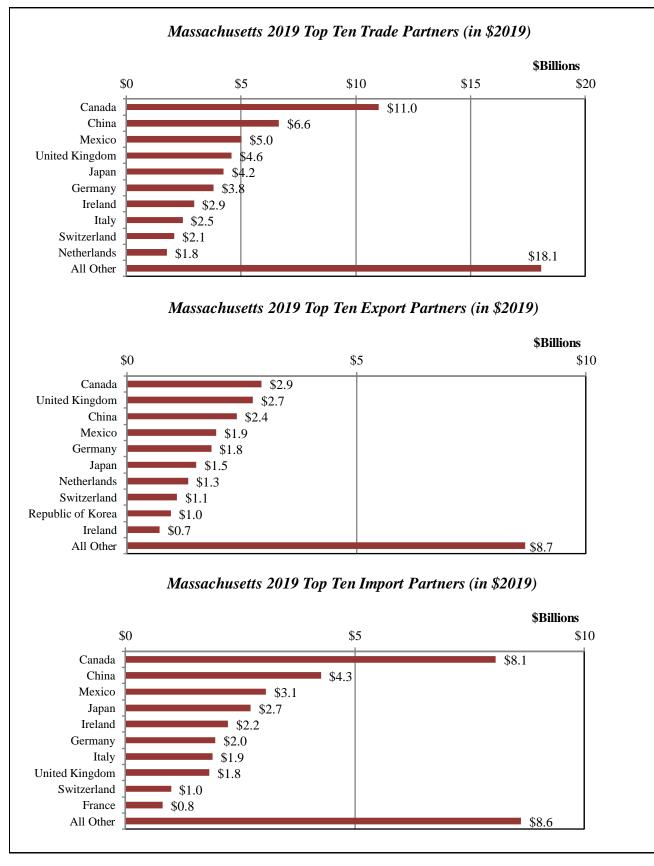
*Total Trade Volume.* Total trade volume, exports and imports, decreased 2.11 percent from 2018 to \$62.5 billion in 2019. Canada's trade volume was \$11.0 billion and, at 17.6 percent of the total state trade, it was by far our most valuable trading partner. Massachusetts trade deficit, \$10.3 billion, increased 19.8 percent in 2019. 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 \$26.1 billion in exports. This was a 5.5 percent decrease from the previous year's export value, while national exports decreased by 3.0 percent. Total exports from New England decreased by 4.1 percent. Canada was again our top export destination in 2019 with \$2.9 billion.

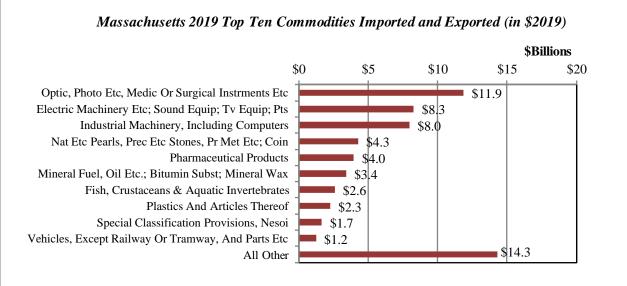
*Imports.* Imports increased 0.50 percent to \$36.5 billion in 2019. Canada was also the largest source for Massachusetts imports in 2019, from which we imported \$8.1 billion, or 22.1 percent, of our total.



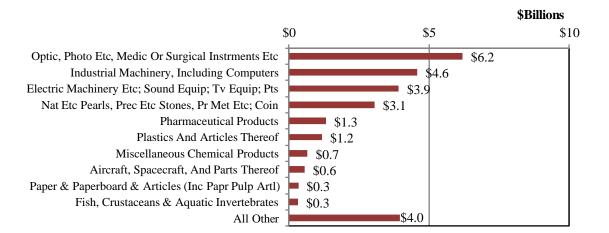
#### EXHIBIT A-33 QUARTER 3, FY 2020



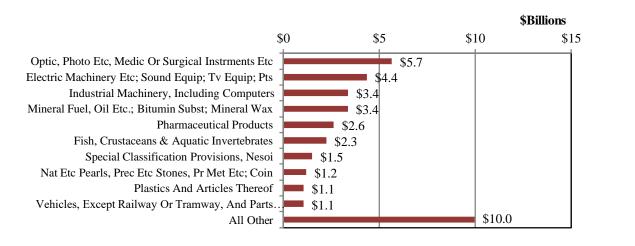
#### EXHIBIT A-34 QUARTER 3, FY 2020



Massachusetts 2019 Top Ten Commodities Exported (in \$2019)



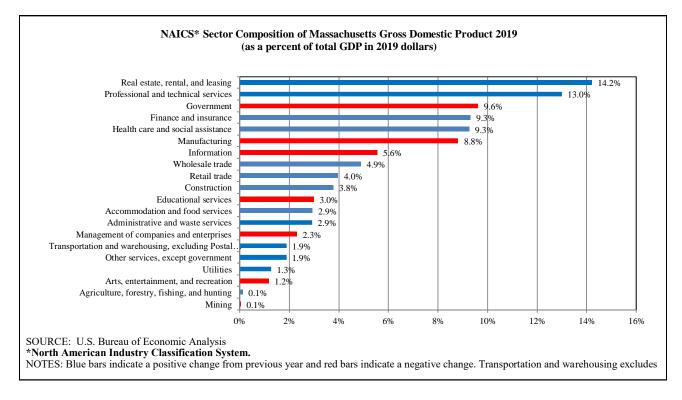
## Massachusetts 2019 Top Ten Commodities Imported (in \$2019)



## EXHIBIT A-35 QUARTER 3, FY 2020

## 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; government; and finance and insurance, which contributed 46.1 percent of the GDP in 2019. The real estate, rental and leasing sector remained the largest contributor in 2019. 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 24.0 percent between 2008 and 2017. Between 2008 and 2017 (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 chart.

(2019 dollars)	
NAICS* Industry Subsector	Percent Change 2008-201
Support activities for mining	272.3%
Securities, commodity contracts, and other financial	197.7%
Air transportation	106.4%
Performing arts, spectator sports, museums, and related	100.4%
Motor vehicles, bodies and trailers, and parts manufac-	75.5%
Oil and gas extraction	-70.7%
Mining (except oil and gas)	69.4%
Transit and ground passenger transportation	67.3%

NOTE: Updated April 2020. Subsector represents at least a half percent of Massachusetts GDP in the latest year.

			(millions of 20.	19 dollars)						
NAICS* Industry Sector	2010	2011	2012	2013	2014	2015	2016	2017	2018	20
all industry total	\$480,421	\$483,713	\$494,769	\$498,618	\$511,106	\$542,405	\$553,276	\$564,033	\$579,807	\$595,
Private industries	\$427,366	\$428,825	\$442,706	\$445,490	\$457,059	\$486,606	\$497,673	\$508,303	\$523,438	\$538
Agriculture, forestry, fishing, and hunting	\$1,327	\$1,125	\$1,124	\$979	\$768	\$797	\$749	\$770	\$719	1
Mining	\$189	\$183	\$177	\$188	\$229	\$292	\$371	\$306	\$328	:
Utilities	\$6,481	\$6,380	\$5,949	\$6,458	\$6,613	\$6,747	\$6,273	\$7,121	\$7,358	\$7
Construction	\$14,107	\$14,213	\$15,242	\$16,092	\$16,732	\$18,545	\$19,646	\$20,563	\$21,447	\$22
Manufacturing	\$52,726	\$51,384	\$51,781	\$50,964	\$52,641	\$55,365	\$53,957	\$53,547	\$53,567	\$53
Wholesale trade	\$25,739	\$25,632	\$25,256	\$25,983	\$26,751	\$27,952	\$27,939	\$28,097	\$28,140	\$2
Retail trade	\$20,679	\$20,098	\$19,948	\$20,347	\$20,436	\$21,548	\$22,158	\$22,378	\$22,769	\$2
Transportation and warehousing, excluding Postal Service	\$7,577	\$7,908	\$7,838	\$8,020	\$8,465	\$9,283	\$9,700	\$10,121	\$10,984	\$1
Information	\$28,356	\$28,110	\$26,948	\$27,938	\$27,865	\$29,678	\$30,452	\$31,177	\$32,307	\$3
Finance and insurance	\$38,891	\$37,836	\$45,327	\$42,703	\$44,230	\$49,283	\$50,946	\$51,065	\$53,786	\$5.
Real estate, rental, and leasing	\$66,969	\$69,508	\$71,020	\$71,830	\$73,247	\$75,952	\$78,602	\$80,345	\$82,103	\$8
Professional and technical services	\$54,590	\$55,171	\$58,184	\$57,707	\$59,361	\$63,945	\$66,771	\$70,539	\$74,683	\$7
Management of companies and enterprises	\$9,980	\$11,195	\$11,171	\$11,532	\$11,639	\$13,043	\$12,161	\$12,429	\$13,717	\$1
Administrative and waste services	\$12,628	\$12,781	\$12,859	\$13,015	\$13,407	\$14,121	\$14,486	\$15,354	\$15,900	\$1
Educational services	\$15,378	\$15,533	\$15,753	\$15,901	\$16,078	\$16,750	\$17,270	\$17,411	\$17,578	\$1
Health care and social assistance	\$45,554	\$45,678	\$47,232	\$47,886	\$48,810	\$51,267	\$52,821	\$53,512	\$53,353	\$5
Arts, entertainment, and recreation	\$4,604	\$4,543	\$4,613	\$5,251	\$6,262	\$6,780	\$7,100	\$6,718	\$7,075	\$
Accommodation and food services	\$12,270	\$12,374	\$12,972	\$13,342	\$13,726	\$15,051	\$15,822	\$16,370	\$16,737	\$1
Other services, except government	\$9,324	\$9,171	\$9,312	\$9,351	\$9,801	\$10,208	\$10,450	\$10,480	\$10,886	\$1
Government	\$53,054	\$54,888	\$52,063	\$53,129	\$54,047	\$55,799	\$55,603	\$55,730	\$56,369	\$5

AICS* Industry Sector	2010	2011	2012	2013	2014	2015	2016	2017	2018	2
ll industry total										
rivate industries										
Agriculture, forestry, fishing, and hunting	19	19	19	19	19	19	19	19	19	
Mining	20	20	20	20	20	20	20	20	20	
Utilities	17	17	17	17	17	18	18	17	17	
Construction	11	11	11	10	10	10	10	10	10	
Manufacturing	4	4	4	4	4	4	4	4	5	
Wholesale trade	8	8	8	8	8	8	8	8	8	
Retail trade	9	9	9	9	9	9	9	9	9	
Transportation and warehousing, excluding Postal Service	16	16	16	16	16	16	16	16	15	
Information	7	7	7	7	7	7	7	7	7	
Finance and insurance	6	6	6	6	6	6	6	6	4	
Real estate, rental, and leasing	1	1	1	1	1	1	1	1	1	
Professional and technical services	2	2	2	2	2	2	2	2	2	
Management of companies and enterprises	14	14	14	14	14	14	14	14	14	
Administrative and waste services	12	12	13	13	13	13	13	13	13	
Educational services	10	10	10	11	11	11	11	11	11	
Health care and social assistance	5	5	5	5	5	5	5	5	6	
Arts, entertainment, and recreation	18	18	18	18	18	17	17	18	18	
Accommodation and food services	13	13	12	12	12	12	12	12	12	
Other services, except government	15	15	15	15	15	15	15	15	16	
Government	3	3	3	3	3	3	3	3	3	

# EXHIBIT A-37 QUARTER 3, FY 2020

*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 2012, 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 nonemployer businesses and receipts graph uses the U.S. Census Nonemployer 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. Nonemployer 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 "Nonemployers 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. Nonemployer to employer establishment ratio: the number of nonemployer 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. Nonemployer 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 nonemployer 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 2019.

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.

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9.000

8,000 7.000

6.000

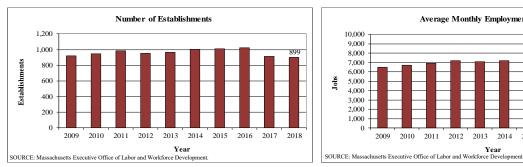
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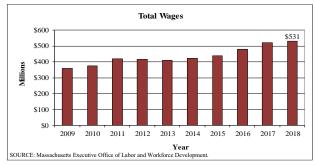
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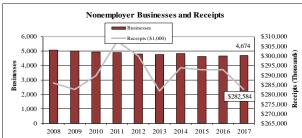
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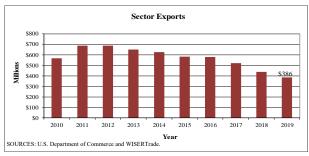
2009 2010 2011 2012 2013 2014 2015 2016 2017 2018

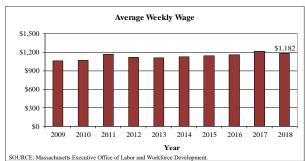






Year SOURCE: U.S. Census Bureau, Nonemployer Statistics. Excludes crop and animal production

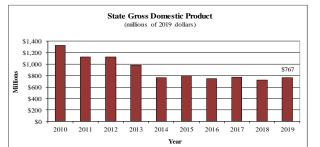


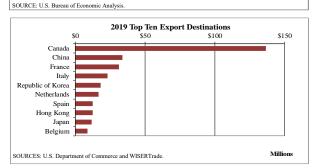


Average Monthly Employment

8.651

\_\_\_\_





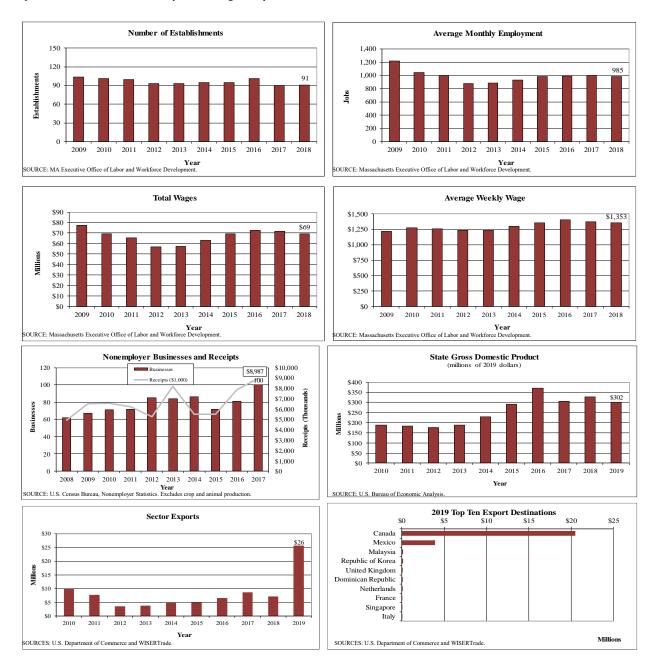
#### Summary.

GDP contribution to state total: 0.13% 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.



#### Summary.

GDP contribution to state total: 0.1%

GDP rank: 20 of 20

Nonemployer to employer establishment ratio: **1.1 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

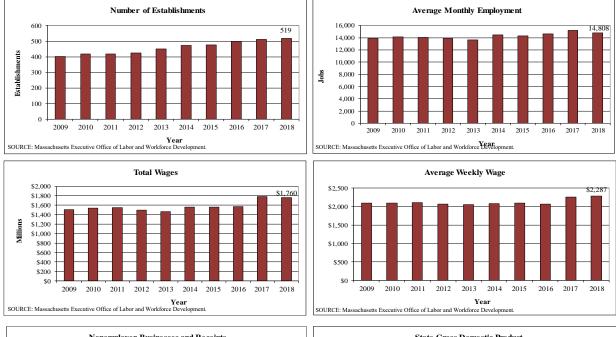
Annual wages: Nonmetallic mineral mining and quarrying

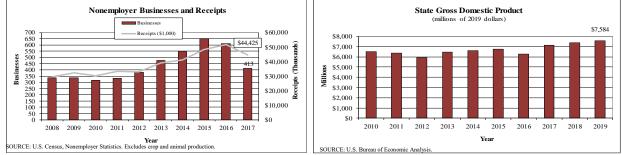
Average weekly wage: Support activities for mining

Annual receipts at nonemployer establishments: Nonmetallic mineral mining and quarrying

Most valuable export: Minerals and ores

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.





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

Summary. GDP contribution to state total: 1.3% GDP rank: 17 of 20 Nonemployer to employer establishment ratio: 0.8 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: Natural gas distribution

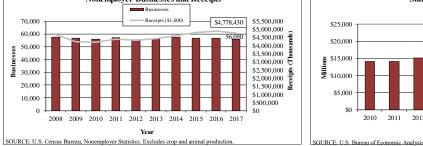
Annual receipts at nonemployer establishments: Subsector detail N/A

**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.



2012 2013 2014 2015 2016 2017 2018 2019

Year



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

Summary. GDP contribution to state total: 3.8% GDP rank: 10 of 20 Nonemployer to employer establishment ratio: 2.6 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

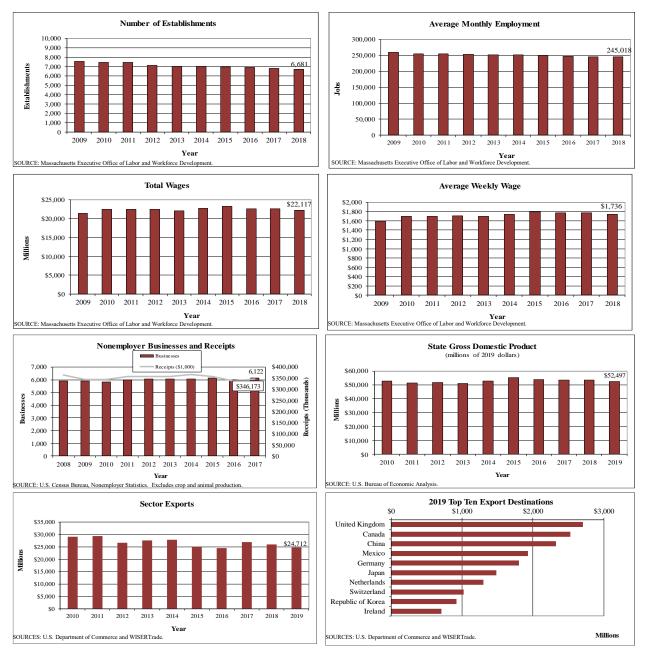
Annual wages: Building equipment contractors

Average weekly wage: Land subdivision

Annual receipts at nonemployer establishments: Residential building construction

## EXHIBIT A-42 QUARTER 3, FY 2020

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.



#### Summary.

GDP contribution to state total: 8.8%

GDP rank: **6 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

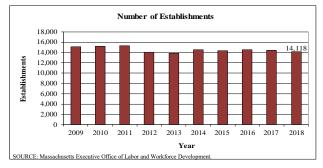
Annual wages: Electronic instrument manufacturing

Average weekly wage: Computuer and peripheral equipment manufacturing

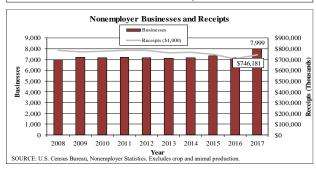
Annual receipts at nonemployer establishments: Other miscellaneous manufacturing

Most valuable export: Computer and electronic products

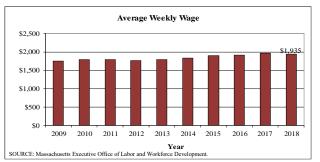
NAICS 42 - Wholesale Trade. The Wholesale Trade sector comprises establishments engaged in wholesaling merchandise, generally without transformation, and rendering services incidental to the sale of merchandise. The merchandise described in this sector includes the outputs of agriculture, mining, manufacturing,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

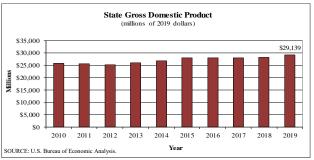






#### Average Monthly Employment 140.000 124,445 120,000 100,000 80,000 Jobs 60,000 40.000 20.000 0 2009 2010 2011 2012 2013 2014 2015 2016 2017 2018 Year SOURCE: Massachusetts Executive Office of Labor and Workforce Developmen





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

Summary. GDP contribution to state total: 4.9% GDP rank: 8 of 20 Nonemployer to employer establishment ratio: 0.6 to 1

Sector leaders. Industry subsectors with the majority of establishments, employees, payroll and receipts. Establishments with employees: Electronic markets and agents and brokers

Nonemployer establishments: Miscellaneous durable goods merchant wholesalers

Employees: Commercial equipment merchant wholesalers

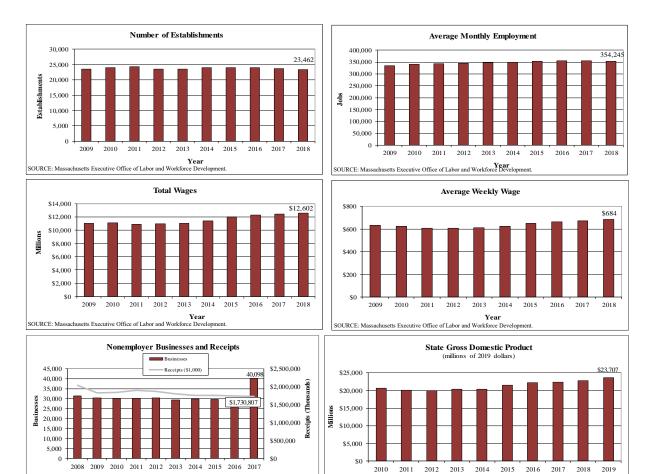
Annual wages: Commercial equipment merchant wholesalers

Average weekly wage: Druggists' goods merchant wholesalers

Annual receipts at nonemployer establishments: Miscellaneous durable goods merchant wholesalers

## EXHIBIT A-44 QUARTER 3, FY 2020

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.



SOURCE: U.S. Bureau of Economic Analysis.

Year

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

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

Summary. GDP contribution to state total: 4.0% 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

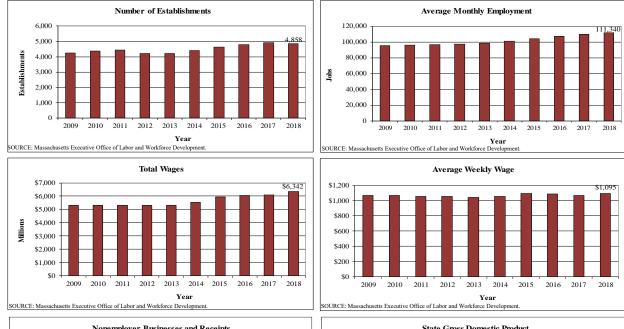
Employees: Grocery stores

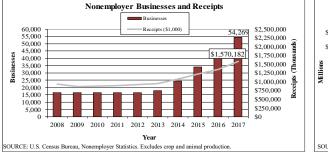
Annual wages: Grocery stores

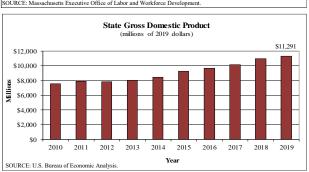
Average weekly wage: Electronic shopping and mail-order houses

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: 1.9% GDP rank: 15 of 20

Nonemployer to employer establishment ratio: **11.2 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

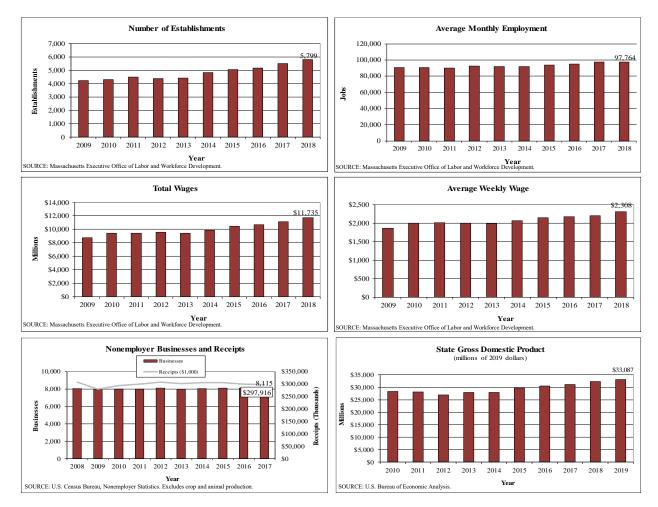
Employees: Warehousing and storage

Annual wages: Warehousing and storage

Average weekly wage: **Pipeline transportation of natural gas** Annual receipts at nonemployer establishments: **Taxi and limousine service** 

## EXHIBIT A-46 QUARTER 3, FY 2020

**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.

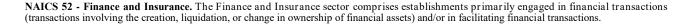


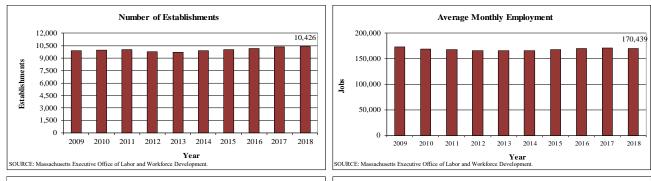
#### State export data are not available for this sector.

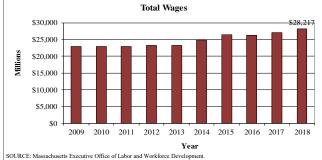
Summary.

GDP contribution to state total: **6.1%** GDP rank: **7 of 20** Nonemployer to employer establishment ratio: **1.4 to 1** 

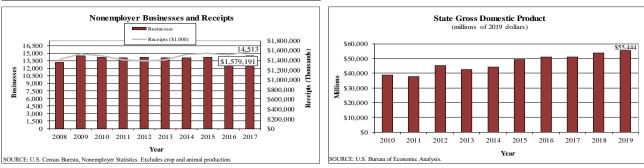
Sector leaders. Industry subsectors with the majority of establishments, employees, payroll and receipts. Establishments with employees: Software publishers Nonemployer establishments: Motion picture and video industries Employees: Software publishers Annual wages: Software publishers Average weekly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











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

Summary. GDP contribution to state total: 9.3% GDP rank: 4 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

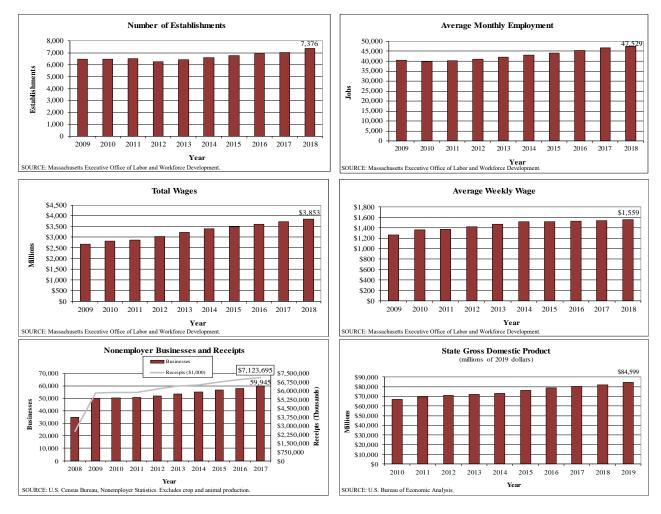
Annual wages: Other financial investment activities

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.



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

Summary. GDP contribution to state total: 14.2% GDP rank: 1 of 20 Nonemployer to employer establishment ratio: 8.1 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: Lessors of real estate

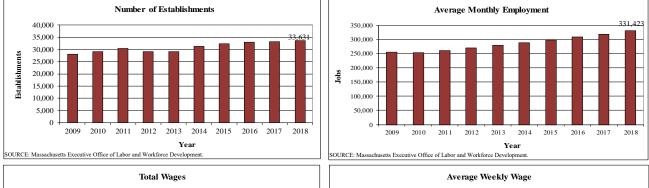
Employees: Activities related to real estate

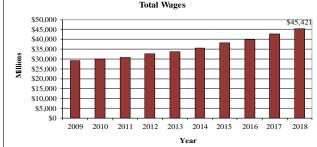
Annual wages: Activities related to real estate

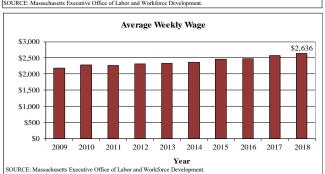
Average weekly wage: Lessors of nonfinancial intangible assets

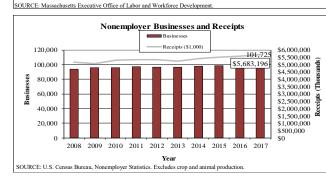
Annual receipts at nonemployer establishments: Lessors of real estate

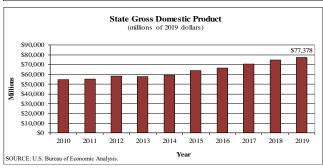
**NAICS 54 - Professional and Technical Services.** The Professional and Technical Services sector comprises establishments that specialize in performing professional, scientific, and technical activities for others. These activities require a high degree of expertise and training. The establishments 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, 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: **13.0%** GDP rank: **2 of 20** Nonemployer to employer establishment ratio: **3.0 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

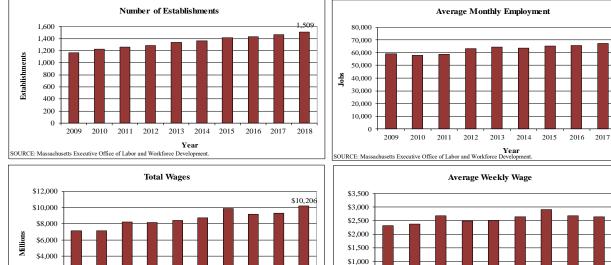
Annual wages: Computer systems design and related services

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 2020

**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.



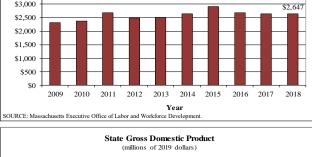
Year SOURCE: Massachusetts Executive Office of Labor and Workforce Development

2010 2011 2012 2013 2014 2015

\$2,000

\$0

2009



2018

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

\$16,000 \$13,776 \$14,000 \$12,000 \$10.000 \$8,000 \$6,000 \$4,000 \$2,000 \$0 2014 2015 2017 2019 2010 2011 2012 2013 2016 2018 Year SOURCE: U.S. Bureau of Economic Analysis

Summary. 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.

2016 2017 2018

Establishments with employees: Subsector detail N/A

Nonemployer establishments: Subsector detail N/A

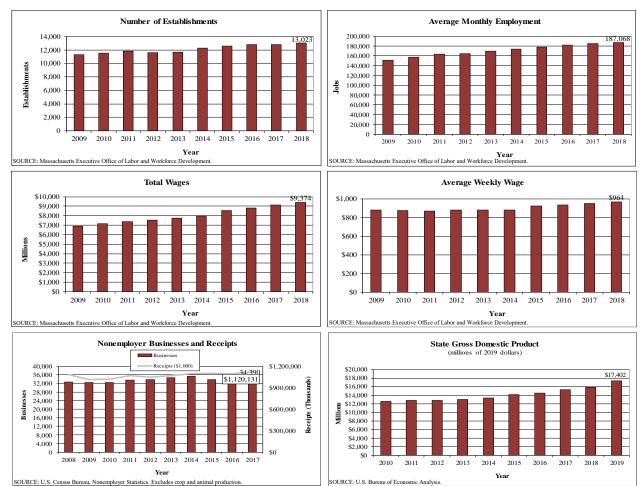
Employees: Subsector detail N/A

Annual wages: Subsector detail N/A

Average weekly wage: Subsector detail N/A

Annual receipts at nonemployer establishments: N/A

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.



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

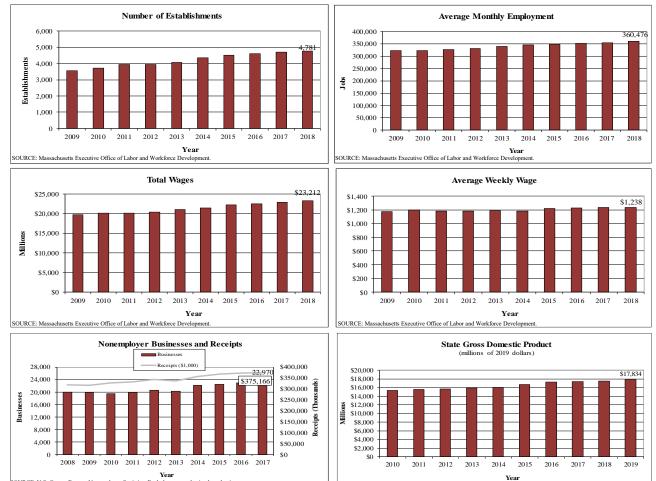
#### State export data are not available for this sector.

Summary. GDP contribution to state total: 2.9% GDP rank: 13 of 20 Nonemployer to employer establishment ratio: 2.6 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.



SOURCE: U.S. Bureau of Economic Analysis.

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

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

Summary. GDP contribution to state total: 3.0% GDP rank: 11 of 20 Nonemployer to employer establishment ratio: 4.8 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

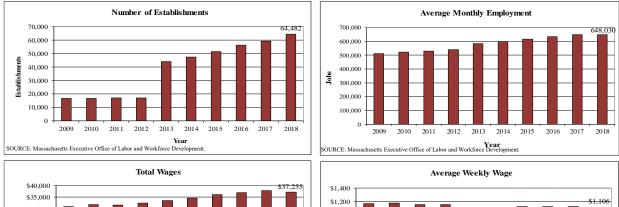
Employees: Elementary and secondary schools

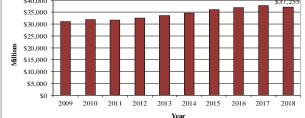
Annual wages: Elementary and secondary schools

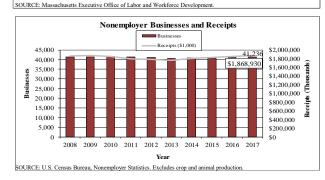
Average weekly wage: Business, computer and management training

Annual receipts at nonemployer establishments: Subsector detail N/A

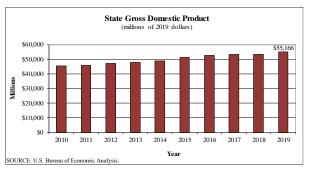
**NAICS 62 - Health Care and Social Assistance.** The Health Care and Social Assistance sector comprises establishments providing health care and social assistance for individuals. The sector includes both health care and social assistance because it is sometimes difficult to distinguish between the 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.











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

Summary. GDP contribution to state total: 9.3% GDP rank: 5 of 20 Nonemployer to employer establishment ratio: 0.6 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

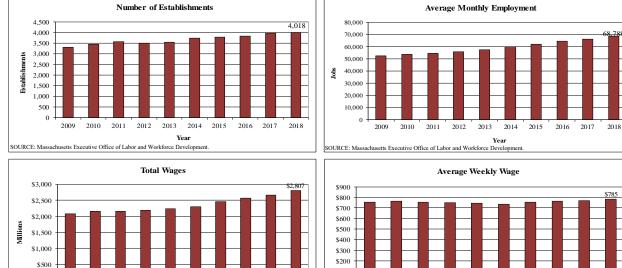
Annual wages: General medical and surgical hospitals

Average weekly wage: Offices of physicians

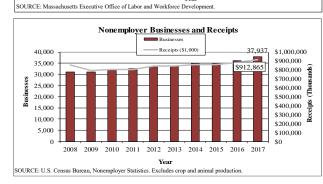
Annual receipts at nonemployer establishments: Offices of other health practitioners

## EXHIBIT A-54 QUARTER 3, FY 2020

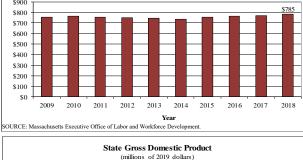
NAICS 71 - Arts, Entertainment, and Recreation. The Arts, Entertainment, and Recreation sector includes a wide range of establishments that: operate facilities or provide services to meet varied cultural, entertainment, and recreational interests of their patrons, are involved in producing, promoting, 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.

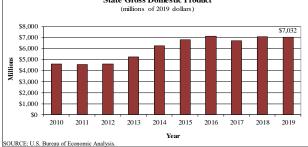


2018



Year





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

Summary. GDP contribution to state total: 1.2% GDP rank: 18 of 20 Nonemployer to employer establishment ratio: 9.4 to 1

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

2016 2017

Nonemployer establishments: Independent artists, writers, and performers

Employees: Other amusement & recreation industries

Annual wages: Other amusement & recreation industries

Average weekly wage: Spectator sports

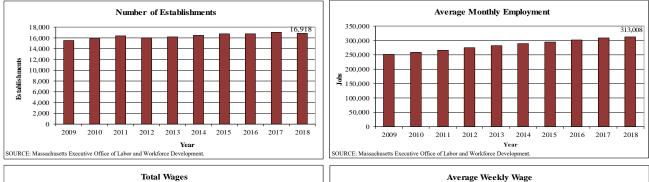
\$0

2009 2010 2011 2012 2013 2014 2015

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

## EXHIBIT A-55 QUARTER 3, FY 2020

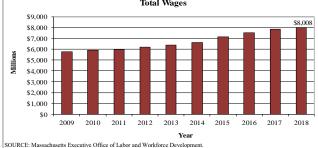
NAICS 72 - Accommodation and Food Services. The Accommodation and Food Services sector comprises establishments providing customers with lodging and/or preparing meals, snacks, and beverages for immediate consumption. The sector includes both accommodation and food services establishments because the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

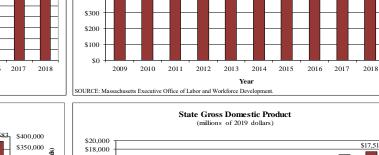


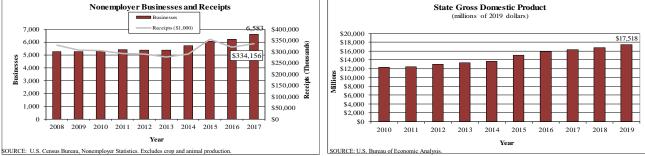
\$600

\$500

\$400







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

Summary. GDP contribution to state total: 2.9% GDP rank: 12 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

Nonemployer establishments: Special food services

Employees: Restaurants and other eating places

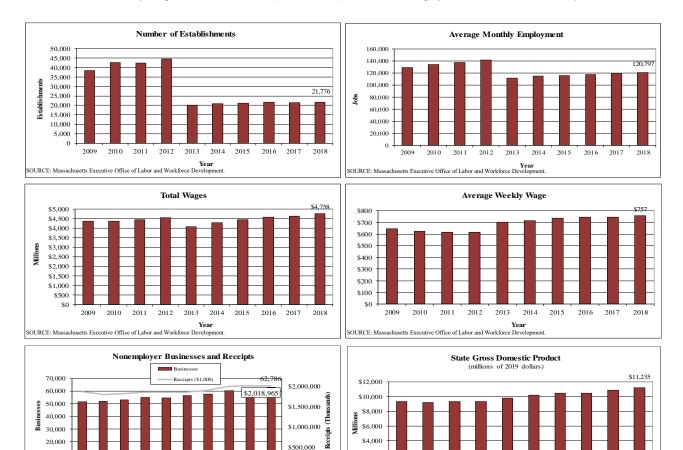
Annual wages: Restaurants and other eating places

Average weekly wage: Traveler accommodation

Annual receipts at nonemployer establishments: Restaurants and other eating places

## EXHIBIT A-56 QUARTER 3, FY 2020

**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, per care services, photofinishing 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.



\$2,000

\$0

2010 2011

SOURCE: U.S. Bureau of Economic Analysis.

2012

2013 2014 2015 2016 2017 2018 2019

Year

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

2009 2010 2011 2012 2013 2014 2015 2016 2017

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

#### Summary.

10,000

0

2008

GDP contribution to state total: 1.9% GDP rank: 16 of 20 Nonemployer to employer establishment ratio: 2.9 to 1

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

\$0

Establishments with employees: Private households

Nonemployer establishments: Other personal services

Employees: Personal care services

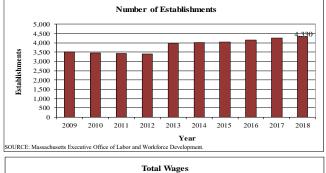
Annual wages: Automotive repair and maintenance

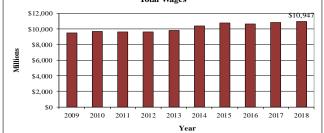
Average weekly wage: Commercial machinery repair and maintenance

Annual receipts at nonemployer establishments: Other personal services

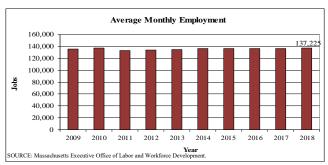
## EXHIBIT A-57 QUARTER 3, FY 2020

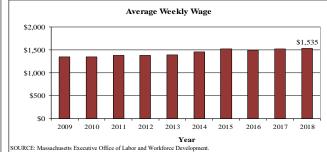
NAICS 92 - Public Administration. The Public Administration sector consists of establishments of federal, state, and local government agencies that administer, oversee, and manage public programs and have executive, legislative, or judicial authority over other institutions within a given area. These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

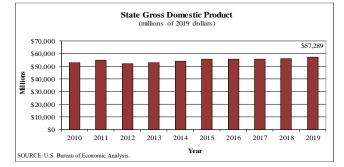




SOURCE: Massachusetts Executive Office of Labor and Workforce Developm







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

Summary. GDP contribution to state total: 9.6% GDP rank: 3 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

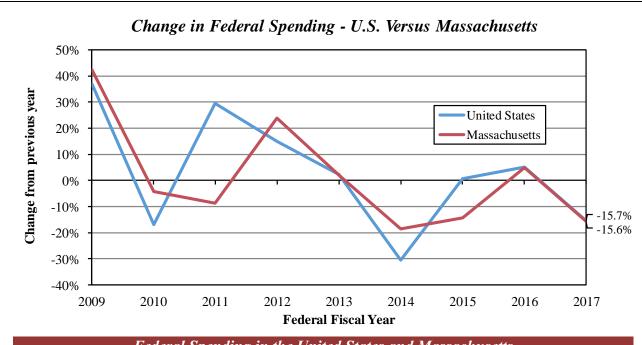
Employees: Justice, public order, and safety activities

Annual wages: Justice, public order, and safety activities Average weekly wage: National security and international affairs

Annual receipts at nonemployer establishments: Subsector detail N/A

## **E**CONOMIC BASE AND **P**ERFORMANCE—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.

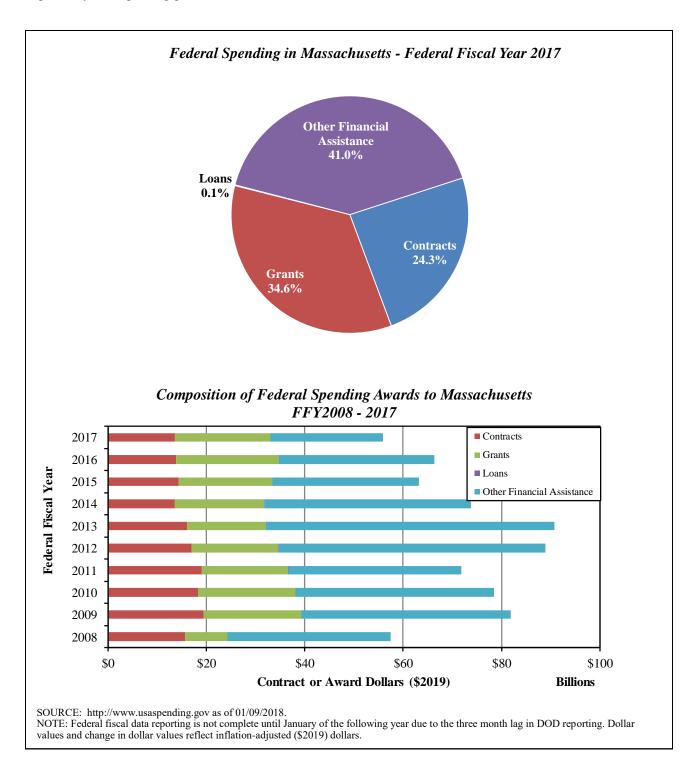
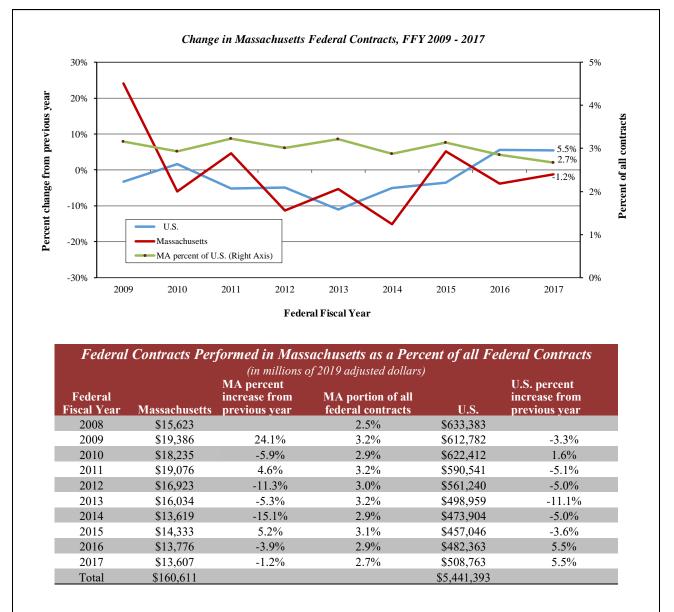


EXHIBIT A-60 QUARTER 3, FY 2020

*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.

# EXHIBIT A-62 QUARTER 3, FY 2020

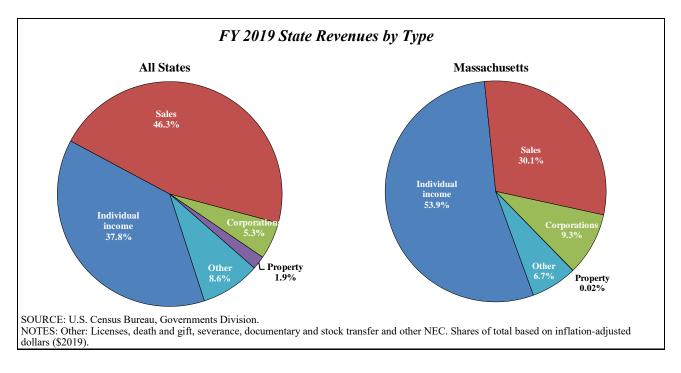
# Federal Contracts Performed in Massachusetts

Total Contract Funds Awarded:\$13,046,218,551Total Contract Funds to Sub-Awardees:\$773,616,451This amount is 2.6% percent of all dollars awarded nationally for the federal fiscal year.113,249Number of Transactions:113,249 <b>Top 5 Prime Award Contractors</b> \$3,570,290,325General Electric Company\$1,405,951,812Massachusetts Institute of Technology\$1,071,413,627Charles Stark Draper Laboratory, Inc.\$365,002,441General Dynamics C4 Systems, Inc.\$333,531,675 <b>Top 5 Contract Sub-Awardees</b> \$71,291,317Rolls-Royce Holdings Plc\$49,528,498AECOM\$40,682,429Oin sti LUW in Luich Luich\$70,757,150	Federal Fiscal Year: 2017	
This amount is 2.6% percent of all dollars awarded nationally for the federal fiscal year.Number of Transactions:113,249 <b>Top 5 Prime Award Contractors</b> 113,249Raytheon Company\$3,570,290,325General Electric Company\$1,405,951,812Massachusetts Institute of Technology\$1,071,413,627Charles Stark Draper Laboratory, Inc.\$365,002,441General Dynamics C4 Systems, Inc.\$333,531,675 <b>Top 5 Contract Sub-Awardees</b> Charles Stark Draper Laboratory, Inc.\$71,291,317Rolls-Royce Holdings Plc\$49,528,498AECOM\$40,682,429	Total Contract Funds Awarded:	\$13,046,218,551
Number of Transactions:113,249Top 5 Prime Award Contractors113,249Raytheon Company\$3,570,290,325General Electric Company\$1,405,951,812Massachusetts Institute of Technology\$1,071,413,627Charles Stark Draper Laboratory, Inc.\$365,002,441General Dynamics C4 Systems, Inc.\$333,531,675Top 5 Contract Sub-AwardeesCharles Stark Draper Laboratory, Inc.\$71,291,317Rolls-Royce Holdings Plc\$49,528,498AECOM\$40,682,429	Total Contract Funds to Sub-Awardees:	\$773,616,451
Top 5 Prime Award ContractorsRaytheon Company\$3,570,290,325General Electric Company\$1,405,951,812Massachusetts Institute of Technology\$1,071,413,627Charles Stark Draper Laboratory, Inc.\$365,002,441General Dynamics C4 Systems, Inc.\$333,531,675Top 5 Contract Sub-AwardeesCharles Stark Draper Laboratory, Inc.\$71,291,317Rolls-Royce Holdings Plc\$49,528,498AECOM\$40,682,429	This amount is 2.6% percent of all dollars awarded nationally for the federal fiscal year.	
Top 5 Prime Award ContractorsRaytheon Company\$3,570,290,325General Electric Company\$1,405,951,812Massachusetts Institute of Technology\$1,071,413,627Charles Stark Draper Laboratory, Inc.\$365,002,441General Dynamics C4 Systems, Inc.\$333,531,675Top 5 Contract Sub-AwardeesCharles Stark Draper Laboratory, Inc.\$71,291,317Rolls-Royce Holdings Plc\$49,528,498AECOM\$40,682,429		
Raytheon Company\$3,570,290,325General Electric Company\$1,405,951,812Massachusetts Institute of Technology\$1,071,413,627Charles Stark Draper Laboratory, Inc.\$365,002,441General Dynamics C4 Systems, Inc.\$333,531,675Top 5 Contract Sub-AwardeesCharles Stark Draper Laboratory, Inc.\$71,291,317Rolls-Royce Holdings Plc\$49,528,498AECOM\$40,682,429	Number of Transactions:	113,249
General Electric Company\$1,405,951,812Massachusetts Institute of Technology\$1,071,413,627Charles Stark Draper Laboratory, Inc.\$365,002,441General Dynamics C4 Systems, Inc.\$333,531,675Top 5 Contract Sub-AwardeesCharles Stark Draper Laboratory, Inc.\$71,291,317Rolls-Royce Holdings Plc\$49,528,498AECOM\$40,682,429	Top 5 Prime Award Contractors	
Massachusetts Institute of Technology\$1,071,413,627Charles Stark Draper Laboratory, Inc.\$365,002,441General Dynamics C4 Systems, Inc.\$333,531,675Top 5 Contract Sub-AwardeesCharles Stark Draper Laboratory, Inc.Charles Stark Draper Laboratory, Inc.\$71,291,317Rolls-Royce Holdings Plc\$49,528,498AECOM\$40,682,429	Raytheon Company	\$3,570,290,325
Charles Stark Draper Laboratory, Inc.\$365,002,441General Dynamics C4 Systems, Inc.\$333,531,675Top 5 Contract Sub-AwardeesCharles Stark Draper Laboratory, Inc.\$71,291,317Rolls-Royce Holdings Plc\$49,528,498AECOM\$40,682,429	General Electric Company	\$1,405,951,812
General Dynamics C4 Systems, Inc.\$333,531,675Top 5 Contract Sub-AwardeesCharles Stark Draper Laboratory, Inc.\$71,291,317Rolls-Royce Holdings Plc\$49,528,498AECOM\$40,682,429	Massachusetts Institute of Technology	\$1,071,413,627
Top 5 Contract Sub-AwardeesCharles Stark Draper Laboratory, Inc.\$71,291,317Rolls-Royce Holdings Plc\$49,528,498AECOM\$40,682,429	Charles Stark Draper Laboratory, Inc.	\$365,002,441
Charles Stark Draper Laboratory, Inc.\$71,291,317Rolls-Royce Holdings Plc\$49,528,498AECOM\$40,682,429	General Dynamics C4 Systems, Inc.	\$333,531,675
Charles Stark Draper Laboratory, Inc.\$71,291,317Rolls-Royce Holdings Plc\$49,528,498AECOM\$40,682,429		
Rolls-Royce Holdings Plc \$49,528,498   AECOM \$40,682,429	Top 5 Contract Sub-Awardees	
AECOM \$40,682,429	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	Qinetiq Holdings Limited	\$39,575,123
Ultra Electronics Holdings Plc \$29,767,778	Ultra Electronics Holdings Plc	\$29,767,778

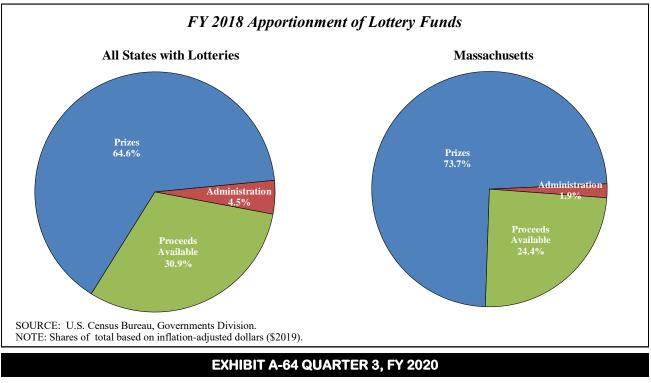
SOURCE: http://www.usaspending.gov as of 01/09/2018. NOTE: Annual federal fiscal data reporting is not complete until January of the following year due to the three month lag in DOD reporting. Dollar values reflect inflation-adjusted (\$2019) dollars.

*State Revenues.* Taxes collected by all states in FY 2019 totaled \$1,090.2 billion, 3.9 percent more than in FY 2018. Massachusetts collected \$31.8 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.



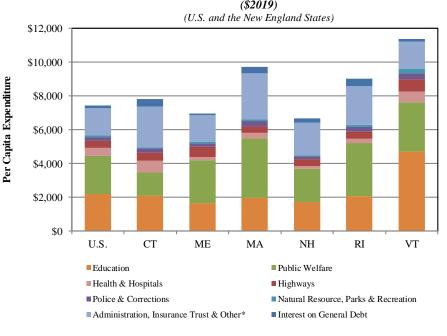
*State Lottery Proceeds.* Massachusetts ranked sixth in revenue, \$5.37 billion, and fourth in prize money awarded, \$4.0 billion, among the 44 states with lotteries in FY 2018. Massachusetts lottery revenue increased 1.3 percent compared to the previous year.



*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 sixth in the nation in per capita expenditures, \$9,722 in FY 2018, while it ranked eighth and spent \$9,997 in FY 2017. This represents a 2.7 percent decrease in per capita expenditures from 2017 levels, with the largest per capita dollar increase in the Police and Corrections function.

General expenditures, by f	function		U.S.	СТ	ME	MA	<b>N</b>	NH	RI	VT	
Education			\$2,208	\$2,095	\$1,660	\$1,9	76	\$1,738	\$2,086	\$4,701	
Public Welfare			\$2,244	\$1,391	\$2,536	\$3,5	43	\$1,959	\$3,143	\$2,918	
Health & Hospitals			\$472	\$697	\$201	\$31	2	\$152	\$255	\$632	
Highways			\$413	\$459	\$584	\$38	6	\$412	\$397	\$731	
Police & Corrections			\$221	\$246	\$192	\$31	\$12 \$152		\$299	\$378	
Natural Resource, Parks & I	Recreation		\$97	\$70	\$112	\$72	2	\$65	\$113	\$227	
Administration, Insurance Tr	Administration, Insurance Trust & Other*					\$2,7	39	\$1,946	\$2,301	\$1,631	
Interest on General Debt		\$144	\$458	\$121	\$38	3	\$238	\$428	\$168		
Total		\$7,426	\$7,835	\$6,977	\$9,7	22	\$6,663	\$9,021	\$11,385		
State's rank of total per capit	ta expendit	ures		19	30	6		37	12	2	
SOURCE: U.S. Census Bur	eau, Gover	mments I	Division								
						74.	1 (1)	(60030			
Massac	chusetts Pe			ernment G	eneral Ex	penditure	es, by T	ype (\$2019	)		
	chusetts Pe 2008			ernment G 2011	eneral Exp 2012	penditure 2013	2014	ype (\$2019 2015	?) 2016	2017	20
eneral expenditures, by function		er Capita	State Gov		-		· · ·	2015		<b>2017</b> \$2,004	
eneral expenditures, by function ucation	2008	er Capita 2009	State Gov 2010	2011	2012	2013	2014	<b>2015</b> \$2,094	2016		\$1,9
eneral expenditures, by function ucation blic Welfare	<b>2008</b> \$1,958	er Capita 2009 \$2,068	<i>State Gov</i> 2010 \$2,127	<b>2011</b> \$2,122	<b>2012</b> \$2,169	<b>2013</b> \$2,128	<b>2014</b> \$2,156	<b>2015</b> \$2,094	<b>2016</b> \$2,124	\$2,004	\$1,9 \$3,5
eneral expenditures, by function ucation blic Welfare alth & Hospitals	2008 \$1,958 \$2,318	er Capita 2009 \$2,068 \$2,419	<i>State Gov</i> 2010 \$2,127 \$2,466	<b>2011</b> \$2,122 \$2,531	<b>2012</b> \$2,169 \$2,544	<b>2013</b> \$2,128 \$2,545	<b>2014</b> \$2,156 \$2,665	<b>2015</b> \$2,094 \$2,983	<b>2016</b> \$2,124 \$3,151	\$2,004 \$3,406	\$1,9 \$3,5 \$3
eneral expenditures, by function lucation blic Welfare ealth & Hospitals ghways	2008 \$1,958 \$2,318 \$281	er Capita 2009 \$2,068 \$2,419 \$283	State Gov 2010 \$2,127 \$2,466 \$276	<b>2011</b> \$2,122 \$2,531 \$280	<b>2012</b> \$2,169 \$2,544 \$268	<b>2013</b> \$2,128 \$2,545 \$269	<b>2014</b> \$2,156 \$2,665 \$262	<b>2015</b> \$2,094 \$2,983 \$323	<b>2016</b> \$2,124 \$3,151 \$380	\$2,004 \$3,406 \$335	\$1,9 \$3,5 \$3 \$3
eneral expenditures, by function ducation iblic Welfare ealth & Hospitals ighways slice & Corrections	2008 \$1,958 \$2,318 \$281 \$410	er Capita 2009 \$2,068 \$2,419 \$283 \$351	<b>State Gov</b> 2010 \$2,127 \$2,466 \$276 \$349	2011 \$2,122 \$2,531 \$280 \$328	2012 \$2,169 \$2,544 \$268 \$345	<b>2013</b> \$2,128 \$2,545 \$269 \$328	2014 \$2,156 \$2,665 \$262 \$357	2015 \$2,094 \$2,983 \$323 \$449	2016 \$2,124 \$3,151 \$380 \$469	\$2,004 \$3,406 \$335 \$474	201 \$1,9 \$3,5 \$31 \$38 \$31 \$31
Massac eneral expenditures, by function ducation ablic Welfare ealth & Hospitals ighways blice & Corrections atural Resource, Parks & Recreation dministration, Insurance Trust & Other*	2008 \$1,958 \$2,318 \$281 \$410 \$348	<b>2009</b> \$2,068 \$2,419 \$283 \$351 \$350	<b>State Gov</b> 2010 \$2,127 \$2,466 \$276 \$349 \$327	2011 \$2,122 \$2,531 \$280 \$328 \$311	2012 \$2,169 \$2,544 \$268 \$345 \$308	<b>2013</b> \$2,128 \$2,545 \$269 \$328 \$315	2014 \$2,156 \$2,665 \$262 \$357 \$327	2015 \$2,094 \$2,983 \$323 \$449 \$319 \$106	<b>2016</b> \$2,124 \$3,151 \$380 \$469 \$316	\$2,004 \$3,406 \$335 \$474 \$285	\$1,9 \$3,5 \$31 \$32 \$32

Total \$8,339 SOURCE: U.S. Census Bureau, Governments Division



Fiscal Year 2018 Per Capita State Government General Expenditures, by Type (\$2019)

\$9,465

\$9.287

\$9.328

\$10,037

\$9,922

\$9,997

\$9,722

\$9,040

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 (\$2019).

\$8,786

\$9,263

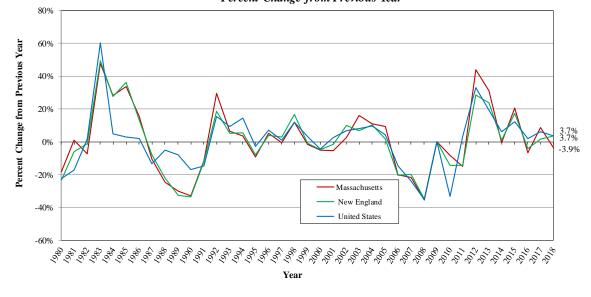
EXHIBIT A-65 QUARTER 3, FY 2020

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 Percent Change	N	ew England Percent Change	Uı	United States 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%		

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

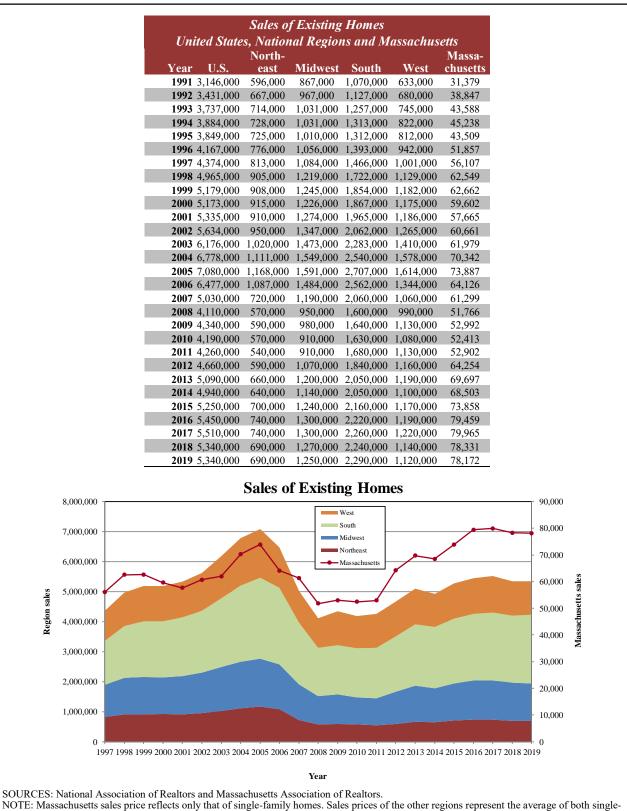


SOURCE: U.S. Census Bureau.

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

EXHIBIT A-Appendix-2 QUARTER 3, FY 2020

*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.



and multi-family homes.

EXHIBIT A-Appendix-3 QUARTER 3, FY 2020

*Home prices.* Massachusetts sales prices are much higher than the national median but they are 22.2 percent less than the 2004 peak.

	1		les Price o				
		United S	States, Nati	onal Kegioi	ns ana Mas	sacnusetts	1
	Year	U.S.	Northeast	Midwest	South	West	Massachusetts
	1990	\$188,564	\$276,587	\$149,247	\$165,678	\$271,110	\$354,487
	1991	\$190,335	\$269,547	\$151,104	\$165,370	\$271,237	\$317,028
	1992	\$189,511	\$259,848	\$153,431	\$166,004	\$257,297	\$297,552
	1993	\$189,664	\$251,411	\$153,925	\$165,779	\$250,880	\$288,130
	1994	\$192,002	\$244,099	\$156,292	\$163,710	\$257,382	\$288,908
	1995	\$192,246	\$232,339	\$161,212	\$162,554	\$252,637	\$288,037
	1996	\$195,368	\$227,468	\$166,690	\$166,853	\$255,983	\$290,911
	1997	\$200,862	\$228,737	\$172,349	\$172,668	\$263,940	\$298,208
	1998	\$208,290	\$231,032	\$181,313	\$180,372	\$275,890	\$315,054
	1999	\$211,769	\$230,951	\$185,681	\$182,459	\$284,507	\$343,116
	2000	\$213,196	\$222,401	\$186,027	\$187,511	\$288,913	\$387,929
	2001	\$221,011	\$229,095	\$191,274	\$195,604	\$298,820	\$413,262
	2002	\$234,340	\$254,804	\$197,960	\$207,482	\$326,854	\$452,834
	2003	\$248,432	\$291,782	\$202,302	\$217,725	\$349,861	\$481,038
	2004	\$264,454	\$329,959	\$209,235	\$230,619	\$387,613	\$530,858
	2005	\$287,467	\$355,145	\$223,324	\$237,854	\$438,924	\$525,645
	2006	\$281,400	\$344,807	\$212,794	\$232,957	\$434,592	\$505,675
	2007	\$270,032	\$344,136	\$203,572	\$221,081	\$413,185	\$502,858
	2008	\$235,230	\$316,331	\$182,983	\$200,913	\$322,387	\$436,003
	2009	\$205,563	\$286,596	\$171,719	\$182,325	\$251,561	\$413,415
	2010	\$202,949	\$285,957	\$165,079	\$180,204	\$258,757	\$436,661
	2011	\$188,783	\$269,933	\$153,890	\$163,892	\$228,790	\$335,286
	2012	\$196,870	\$264,683	\$158,899	\$171,482	\$256,220	\$331,550
	2013	\$216,306	\$273,373	\$169,665	\$187,333	\$299,712	\$356,669
	2014	\$224,948	\$272,897	\$176,244	\$193,630	\$315,122	\$362,855
	2015	\$239,890	\$280,663	\$188,116	\$207,208	\$340,852	\$372,132
	2016	\$249,045	\$281,108	\$195,252	\$218,154	\$362,383	\$378,148
	2017	\$257,826	\$286,821	\$203,278	\$227,371	\$382,150	\$393,206
	2018	\$263,998	\$293,728	\$203,828	\$229,993	\$392,180	\$404,703
	2019	\$271,800	\$300,800	\$213,000	\$236,100	\$401,000	\$413,254
	N	/ledian Sal	es Price of	Existing Ho	mes (in 20	19 Dollars)	)
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	11	-Northeast					
		-Massachusetts	r /	n a b	<u> </u>		
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\$200,000							

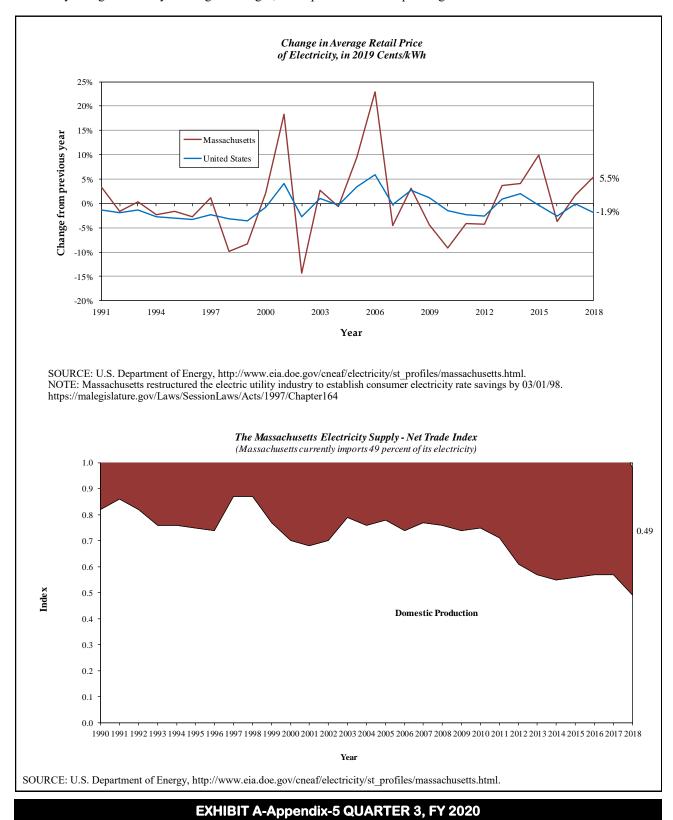
SOURCE: National Association of Realtors and Massachusetts Association of Realtors. NOTE: The Massachusetts sales price reflects only that of single-family homes. Sales prices of the other regions represent the average of both single- and multi-family homes.

Year

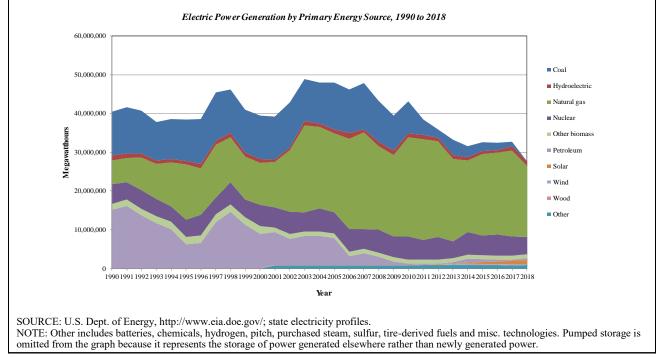
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EXHIBIT A-Appendix-4 QUARTER 3, FY 2020

*Electricity Prices, Supply and Capacity by Source.* Massachusetts had the third highest electric rate in the country in 2018, 18.84 cents per kilowatt hour in 2019 dollars, while the U.S. average was 10.72. Adjusted for inflation, this was an increase of 5.5 percent for Massachusetts and a decrease of 1.9 percent for the U.S. from the previous year. Massachusetts electric utilities generated \$10.0 billion in revenue in 2018. This was 7.0 percent more than in 2017, while they sold 1.5 percent more electricity. The Massachusetts Net Electricity Trade Index, which represents the state's electricity self-sufficiency, was 0.49 in 2018, the latest data available. In 2018, 67.7 percent of Massachusetts electricity was generated by burning natural gas, our top fuel source for power generation.



			Liccin			on by Primar legawatt-hour	· •••				
Energy Source	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
Total electric industry	42,505,478	38,966,651	42,804,824	38.054.821	35,578,421	32,885,021	31,118,591	32,085,969	31,955,022	32,204,115	27,172,882
Battery	42,505,478	0	0	0	0	0	0	0	-3	-140	-229
Coal	10,628,688	9,028,110	8,305,890	4,058,807	2,136,922	3,959,229	2,794,889	2,252,664	1,874,932	1,136,318	0
Hydroelectric	1,155,811	1,201,076	996,339	1,148,762	912,482	991,504	902,077	827,184	712,516	1,037,491	1,133,620
Natural gas	21,514,434	20,987,836	25,581,752	25,939,672	24,672,381	21,256,887	18,497,715	21,007,411	21,143,936	22,152,558	18,385,821
Nuclear	5,868,639	5,396,021	5,917,813	5,085,220	5,859,540	4,330,643	5,769,154	4,994,806	5,414,318	5,047,170	4,441,563
Other biomass	1,129,046	1,107,875	1,125,326	1,039,130	1,056,204	1,060,541	1,073,422	1,047,103	1,075,330	1,029,589	1,062,196
Petroleum	2,107,999	897,078	295,736	196,503	150,398	390,311	1,004,834	777,075	422,281	265,507	460,716
Solar	80	43	928	4,764	29,614	106,457	306,321	451,366	609,281	788,474	978,311
Wind	3,672	5,956	22,068	61,385	89,673	204,898	224,971	214,666	216,123	232,622	220,982
Wood	122,580	115,384	125,412	101,295	101,444	76,531	125,237	119,769	128,822	130,813	107,041
Other	772,928	760,909	770,629	859,514	877,309	875,926	878,130	867,806	857,935	826,724	846,643
Pumped storage	-798,400	-533,636	-337,069	-440,231	-307,545	-367,906	-458,158	-473,881	-500,450	-443,012	-463,783



*Travel and Tourism.* The Massachusetts Office of Travel and Tourism (MOTT) reported a 0.3 percent increase in 2018 museum and attraction attendance compared to 2017, with 12.5 million visitors. Museum attendance was up 1.8 percent in August 2019 for the calendar year compared to August 2018. For August FY 2020 year-to-date, net room occupancy tax collections totaled \$72.8 million, a 21.5 percent increase from the same period in FY 2019.

*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 2017, 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 2020 year-to-date, total airport flight operations were up 9.0 percent and total airport passengers were up 7.5 percent from the same period in 2019. According to the FAA, in calendar year 2018, Logan Airport ranked 31<sup>st</sup> in the nation in total air cargo volume. As of January 2020 year-to-date, Massport reported the airport handled 106.1 million pounds of cargo, a 0.01 percent decrease from the same period in 2019. Massport reported that total express mail was up 0.8 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 300,762 full TEUs (twenty-foot equivalent units) of containerized cargo in 2019, an increase of 0.9 percent from calendar year 2018. It also processed 52,018 automobiles, a decrease of 0.7 percent, and 402,346 cruise passengers, a 3.3 percent increase, compared to 2018.

The Army Corps of Engineers reported Massachusetts total waterborne cargo shipped or received in 2018 decreased by 3.7 percent to 16.4 million short tons from 2017. Waterborne cargo in New England decreased 0.7 percent while the U.S. decreased 3.7 percent. Please refer to the Waterborne Tonnage by State charts on the following page.

EXHIBIT A-Appendix-6 QUARTER 3, FY 2020

			Aviation Activi	ty for Massach	usetts Primary	Airports				
Passenger Boardings	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
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
Nantucket Memorial	204,981	201,390	169,352	179,128	183,557	170,361	155,952	126,197	113,009	126,610
Barnstable Municipal	138,858	124,560	100,596	95,717	87,648	85,184	65,790	31,027	29,455	28,341
Worcester Regional	17,241	35,833	53,541	10,750	8,007	57,818	59,624	57,800	53,931	71,631
Martha's Vineyard	42,248	43,904	49,095	50,484	56,313	52,362	49,853	54,084	49,767	52,605
Provincetown Municipal	10,747	11,450	10,967	11,580	11,288	10,410	10,841	10,074	8,900	10,316
New Bedford Regional	11,680	12,363	11,152	12,256	10,604	8,159	7,271	7,022	5,998	7,956
Hanscom Field	7,350	7,952	10,893	11,097	12,621	11,116	15,313	15,105	10,956	10,194
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
Cargo - Gross Landed Weight (lbs.)	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
Logan International	835,954,035	817,235,460	806,845,332	780,913,850	866,698,830	910,283,225	893,960,700	980,954,950	996,320,950	1,008,332,010

#### Change in Aviation Activity at Massachusetts Primary Airports

Passenger Boardings	2008-2009	2009-2010	2010-2011	2011-2012	2012-2013	2013-2014	2014-2015	2015-2016	2016-2017	2017-2018
Logan International	-2.0%	7.9%	4.6%	0.8%	3.6%	4.7%	5.0%	9.0%	5.6%	6.6%
Nantucket Memorial	-20.6%	-1.8%	-15.9%	5.8%	2.5%	-7.2%	-8.5%	-19.1%	-10.5%	12.0%
Barnstable Municipal	-27.6%	-10.3%	-19.2%	-4.9%	-8.4%	-2.8%	-22.8%	-52.8%	-5.1%	-3.8%
Worcester Regional	441.8%	107.8%	49.4%	-79.9%	-25.5%	622.1%	3.1%	-3.1%	-6.7%	32.8%
Martha's Vineyard	-6.1%	3.9%	11.8%	2.8%	11.5%	-7.0%	-4.8%	8.5%	-8.0%	5.7%
Provincetown Municipal	-6.3%	6.5%	-4.2%	5.6%	-2.5%	-7.8%	4.1%	-7.1%	-11.7%	15.9%
New Bedford Regional	-16.0%	5.8%	-9.8%	9.9%	-13.5%	-23.1%	-10.9%	-3.4%	-14.6%	32.6%
Hanscom Field	-12.3%	8.2%	37.0%	1.9%	13.7%	-11.9%	37.8%	-1.4%	-27.5%	-7.0%
Total	-2.6%	7.7%	4.2%	0.5%	3.5%	4.8%	4.7%	8.4%	5.4%	6.7%
Cargo	2008-2009	2009-2010	2010-2011	2011-2012	2012-2013	2013-2014	2014-2015	2015-2016	2016-2017	2017-2018
Logan International	-24.0%	-2.2%	-1.3%	-3.2%	11.0%	5.0%	-1.8%	9.7%	1.6%	1.2%

SOURCE: Federal Aviation Administration. http://www.faa.gov/airports/planning\_capacity/passenger\_allcargo\_stats/passenger/.

State	2008	2009	2010	2010- 2011	2011- 2012	2012- 2013	2013- 2014	2014- 2015	2015- 2016	2016- 2017	2017- 2018
	-3.4%	-10.8%	5.6%	1.4%	-2.6%	-1.4%	3.1%	-2.8%	0.6%	4.1%	1.3%
Massachusetts -	-7.3%	-3.8%	-9.4%	-8.9%	-16.2%	9.1%	-0.7%	-1.4%	-1.2%	-6.7%	-3.7%
Maine -	-7.8%	-7.1%	-9.1%	-26.3%	-1.8%	-6.9%	-15.0%	-13.0%	-26.5%	-11.3%	1.7%
Connecticut -	-9.7%	-7.9%	-3.2%	-20.0%	-18.0%	6.8%	17.1%	2.6%	-7.5%	-5.5%	0.1%
Rhode Island -	-6.0%	-20.1%	-1.1%	0.8%	-9.7%	19.9%	-3.5%	2.5%	-1.9%	3.0%	-0.7%
New Hamp-											

## Waterborne Tonnage by State (In Units of 1,000 Tons)

State	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
U.S. total	2,477,0942	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
Massachusetts	25,993	25,018	22,661	20,646	17,298	18,866	18,733	18,464	18,241	17,024	16,393
Maine	24,747	22,996	20,907	15,411	15,127	14,078	11,964	10,414	7,657	6,795	6,910
Connecticut	18,196	16,767	16,229	12,977	10,645	11,368	13,313	13,664	12,633	11,933	11,943
Rhode Island	10,517	8,404	8,315	8,378	7,567	9,072	8,754	8,976	8,802	9,065	9,005
New Hamp- shire	3,833	3,583	2,964	3,347	2,419	2,679	2,803	2,771	2,353	2,627	2,869
Vermont	-	-	-	-	-	-	-	-	-	-	-
New England	83,286	76,768	71,076	60,759	53,056	56,063	55,567	54,289	49,686	47,444	47,120

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

# EXHIBIT A-Appendix-7 QUARTER 3, FY 2020





		Mas	sachuse	tts Top E	Export Pa	urtners				
(to	p ten export de	estinations	ranked by	value of l	atest expoi	rts, in milli	ions of 201	19 dollars)		
Country	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Canada	\$3,803	\$4,315	\$3,868	\$4,098	\$3,996	\$3,414	\$3,308	\$3,141	\$3,083	\$2,929
United Kingdom	\$3,768	\$3,734	\$2,883	\$1,545	\$2,537	\$1,272	\$1,689	\$2,207	\$1,122	\$2,745
China	\$2,574	\$2,373	\$2,090	\$2,173	\$2,477	\$2,216	\$2,308	\$2,403	\$2,687	\$2,391
Mexico	\$1,493	\$1,634	\$1,791	\$2,043	\$2,503	\$2,828	\$2,633	\$2,672	\$2,557	\$1,944
Germany	\$2,195	\$2,326	\$2,008	\$2,015	\$1,998	\$2,061	\$1,741	\$1,898	\$1,987	\$1,834
Japan	\$2,398	\$2,323	\$2,220	\$1,934	\$1,998	\$1,592	\$1,491	\$1,334	\$1,514	\$1,510
Netherlands	\$1,987	\$1,258	\$1,199	\$1,416	\$1,435	\$1,510	\$1,460	\$1,309	\$1,375	\$1,330
Switzerland	\$552	\$640	\$484	\$1,406	\$868	\$1,105	\$1,885	\$1,167	\$1,236	\$1,092
Republic of Korea	\$1,046	\$1,171	\$1,146	\$990	\$1,066	\$1,084	\$1,042	\$1,271	\$1,262	\$953
Ireland	\$566	\$589	\$567	\$701	\$858	\$909	\$1,010	\$953	\$834	\$709
Total Exports, Top Destina-						<b></b>		<b></b>		
tions	\$20,381	\$20,362	\$18,255	\$18,320	\$19,736	\$17,992	\$18,566	\$18,356	\$17,656	\$17,435
All other countries	\$10,459	\$11,315	\$10,266	\$11,105	\$9,837	\$9,286	\$9,016	\$10,392	\$9,994	\$8,682
Total Exports	\$30,841	\$31,677	\$28,522	\$29,425	\$29,573	\$27,278	\$27,581	\$28,747	\$27,650	\$26,118

Value of International Shipments from Massachusetts (top ten industry groups ranked by value of latest exports, in millions of 2019 dollars

(top ten muusity groups tunked by value of falest exports, in mutuons of 2017 dottars)											
Major Industry Group (3-Digit NAICS)	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
Computer And Electronic Products	\$8,779	\$8,756	\$8,123	\$7,927	\$8,802	\$7,887	\$7,408	\$7,776	\$7,809	\$6,788	
Machinery, Except Electrical	\$4,049	\$4,140	\$3,621	\$3,167	\$3,177	\$3,422	\$3,541	\$3,998	\$4,183	\$3,601	
Miscellaneous Manufactured Commodities	\$3,572	\$3,621	\$3,403	\$3,606	\$3,314	\$3,432	\$3,320	\$3,066	\$3,133	\$3,130	
Chemicals	\$4,251	\$3,823	\$3,839	\$3,965	\$3,786	\$3,682	\$3,534	\$3,342	\$3,162	\$3,012	
Primary Metal Manufacturing Electrical Equipment, Appliances, And	\$2,811	\$3,175	\$2,174	\$3,126	\$2,568	\$564	\$1,013	\$2,783	\$1,970	\$2,86	
Component Transportation Equipment	\$654 \$1,241	\$772 \$1,271	\$1,082 \$1,161	\$1,226 \$1,198	\$1,283 \$1,413	\$1,275 \$1,334	\$1,319 \$1,134	\$1,514 \$1,066	\$1,547 \$998	\$1,34 \$95	
Plastics And Rubber Products	\$880	\$921	\$756	\$740	\$788	\$892	\$867	\$859	\$836	\$81	
Fabricated Metal Products, Nesoi	\$949	\$982	\$748	\$814	\$851	\$840	\$659	\$704	\$615	\$66	
Waste And Scrap	\$767	\$1,251	\$873	\$819	\$826	\$1,355	\$2,201	\$941	\$754	\$65	
Total Exports, Top Massachusetts Industries	\$27,953	\$28,714	\$25,781	\$26,586	\$26,807	\$24,682	\$24,996	\$26,050	\$25,008	\$23,85	
All other exports	\$2,888	\$2,963	\$2,741	\$2,838	\$2,766	\$2,597	\$2,585	\$2,698	\$2,642	\$2,26	
Total Exports	\$30,841	\$31,677	\$28,522	\$29,425	\$29,573	\$27,278	\$27,581	\$28,747	\$27,650	\$26,11	

SOURCE: WISERTrade.org.

# 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/

Economic Base and Performance - Sector Detail (NAICS Basis) U.S. Department of Commerce, Bureau of Economic Analysis http://www.bea.gov/regional/index.htm U.S. Census Bureau, Foreign Trade Division. Prepared by the World Institute for Strategic Economic Research (WISER) http://www.WISERTrade U.S. Census Bureau, Nonemployer Statistics https://www.census.gov/econ/nonemployer/index.html

## Statistics

http://www.bls.gov/data/home.htm

## Massport

http://www.massport.com **Airports Council International** http://www.aci.aero **Federal Aviation Administration** http://www.faa.gov/airports airtraffic/airports/ planning capacity/passenger allcargo stats/ Army Corps of Engineers http://www.navigationdatacenter.us/wcsc/wcsc.htm Federal Reserve Bank of Philadelphia https://www.phil.frb.org/ U.S. Department of Commerce http://www/census.gov **National Association of Realtors** http://www.realtor.org/ http://www.marealtor.com/content/ **Massachusetts Office of Travel and Tourism** http://www.massvacation.com U.S. Census Bureau, Governments Division http://www.census.gov/govs/www/statetax.html http://www.census.gov/govs/www state.html U.S. Department of Commerce, Bureau of the **Census, Consolidated Federal Funds Report** http://www.census.gov/govs/www/cffr.html Federal Spending award data http://www.usaspending.gov Large employers by sector http://www.mass.gov/comptroller/docs/reports-audits/ cafr/2016-cafr.pdf

Human Resources and Infrastructure U.S. Census Bureau http://www.census.gov/acs/www/ New England Board of Higher Education http://www.nebhe.org.connection.html National Science Foundation http://www.nsf.gov/statistics U.S. Department of Education, National Center for Education Statistics http://nces.ed.gov Institute of International Education http://www.iee.org U.S. Patent Office http://www.uspto.gov