





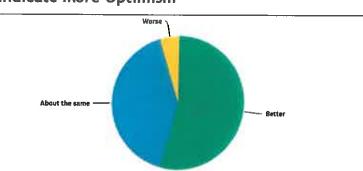


HIGHLIGHTS OF THE 5TH ANNUAL 495/METROWEST EMPLOYER SURVEY & FORECAST

2017 Results Indicate More Optimism

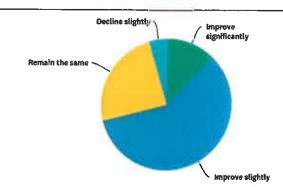
Business conditions in the 495/MetroWest region - better or worse than they were a year ago?

- 54% say Better (up 2.5% from 2016)
- 41% say the Same as last year
- 4.7% say worse than last year (down from 7.5% in 2016)



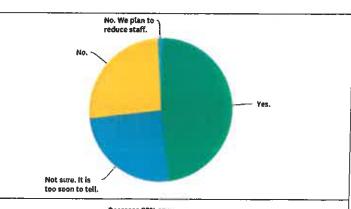
Over the course of the coming year how will the economy in the 495/MetroWest region do?

- Improve significantly- almost doubled from last year (to 12%) & more than doubled from 2015
- Less than 5% say Decline slightly
- Zero responses for Decline significantly



Over the course of the coming year do you expect to hire additional staff in the 495/MetroWest region?

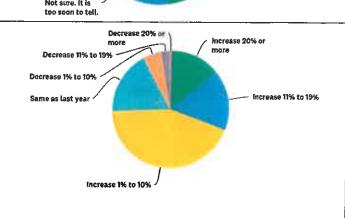
- Yes- 48%
- Up from 41% in 2016
- Up from 32% in 2014
- Up from 29% in 2013



Compared to the previous year what are your expectations for your organization's revenue performance this year?

Slightly higher expectations compared to 2016

- 74% expect revenue increases
- 13% expect increases of 20% or more
- 17% expect increases of 11%-19%
- 44% expect increases of 1%-10%
- 8% expect revenues to decrease











HIGHLIGHTS OF THE 5TH ANNUAL 495/METROWEST EMPLOYER SURVEY & FORECAST (cont.)

EMPLOTER SUR	EVET & FURECAST (CONT.)
How do you plan on expanding your facilities in the 495/MetroWest region? Results similar to 2016	 15% of Employers plan to expand (14% in 2016) Office space cited most frequently Service space second Followed by R&D & Manufacturing
How important is each of following for attracting employees for your 495/MetroWest office(s)? New Question in 2017	Highlighting the organization's • Benefits package • Socially responsible programs
What best describes the reason for locating your business in the 495/MetroWest region? Top 3 same as 2016	 Proximity to clients Labor quality Affordability of real estate
Challenge	es facing the Region
What is the single most important challenge in the 495/MetroWest region facing your business today? Healthcare moved from 3 rd in 2016 to 1 st Government regulation dropped from 2 nd the past several years to 5 th in 2017	 Healthcare costs Labor quality Transportation
Rank the following 495/MetroWest area transportation needs in order of importance Results similar to 2016	 Relieving Highway congestion Access to highway infrastructure Access to Commuter Rail
In order for your organization to expand in the 495/MetroWest Region you need: New Question for 2017 (146 responses)	Land stated Workforce Affordable Housing Office Space Access Larger Improve Economic Growth Plans Public Workers Transportation Market Business Real Estate Employees Development Local Exposure Traffic Entry Staff

Funding Regulation Support Municipalities