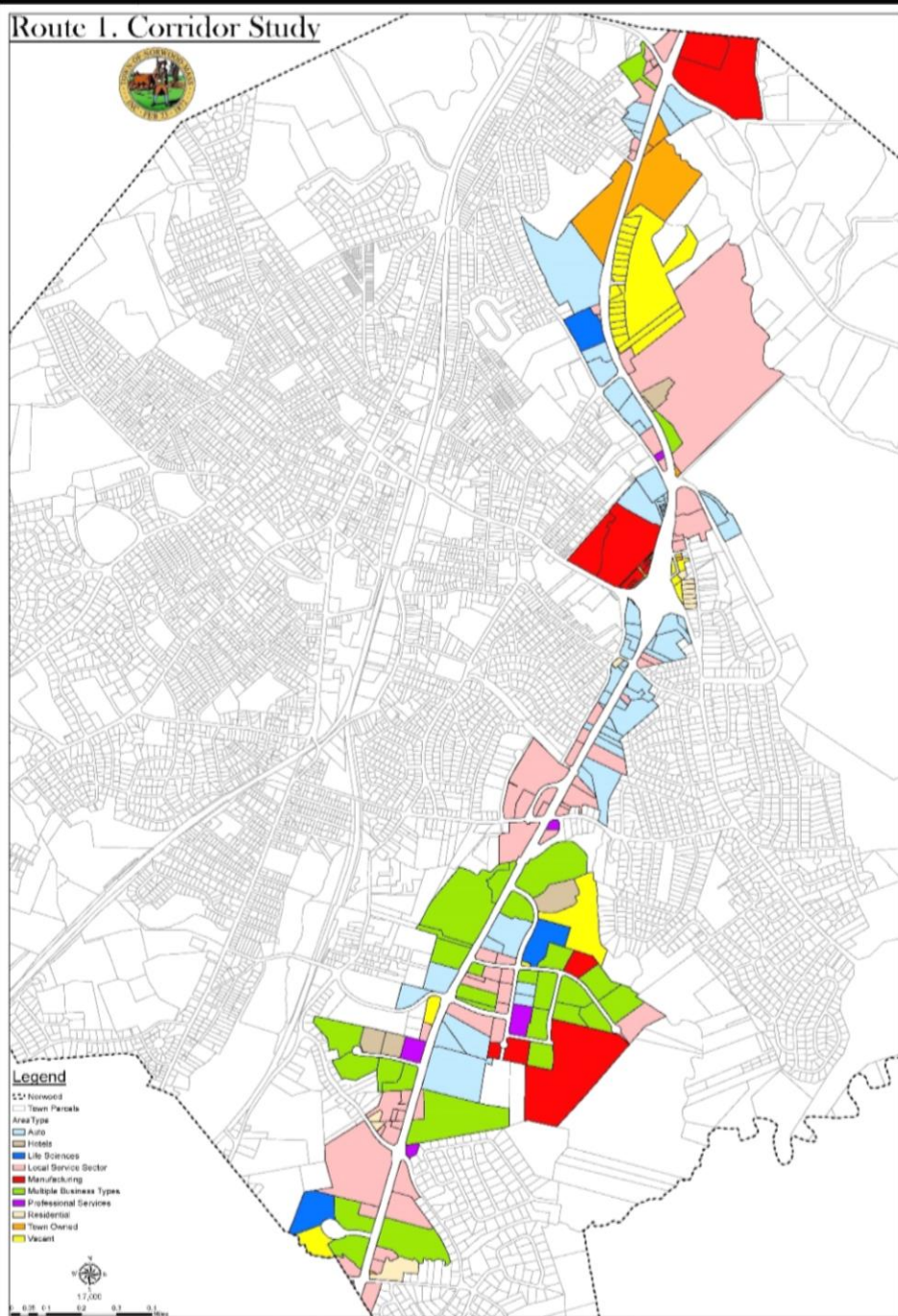


2020

# Route 1 Corridor Economic Impact Study



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9/14/2020

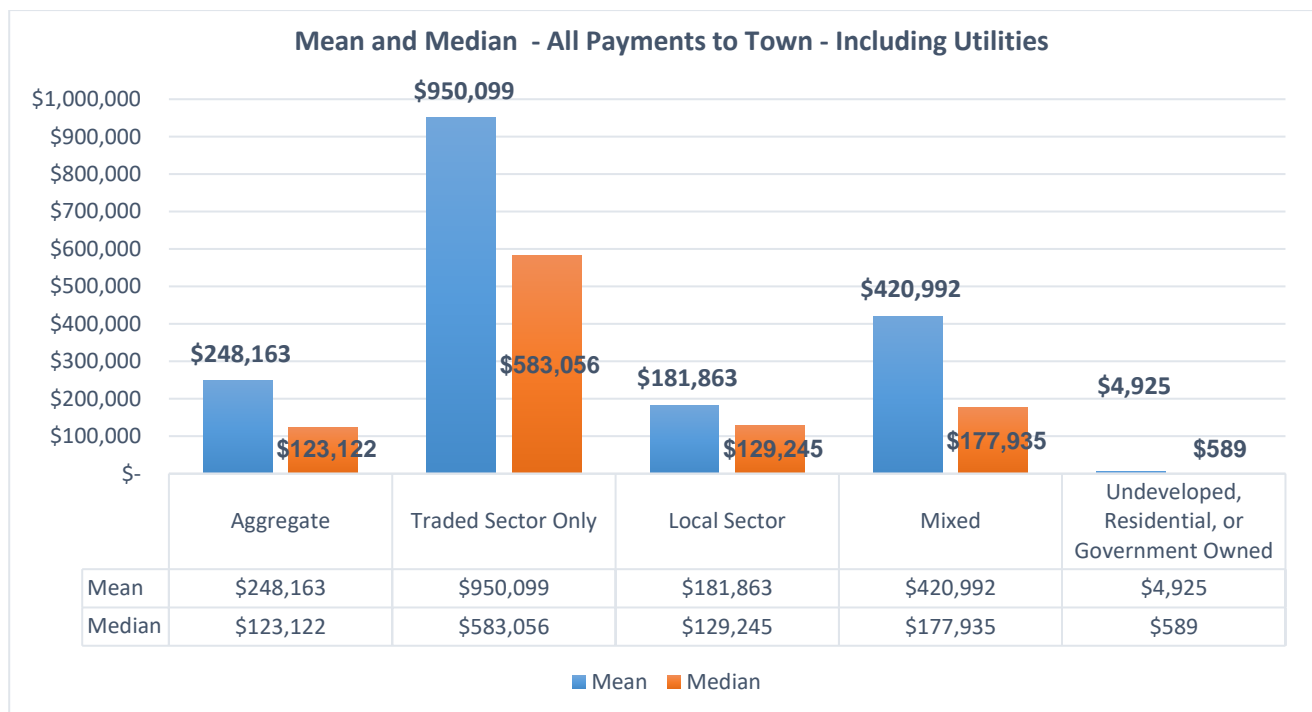
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## 1. Executive Summary

The purpose of this analysis is to measure the financial impact Route 1 Corridor businesses have on the Town of Norwood's revenues. The effects of businesses were analyzed in two ways, the traded sector vs. the local sector and by business type. Statistical analysis was used to compile, interpret, and verify the Corridor's impact on the Town's revenues.

The traded sector, also known as basic industry, traded industry, new wealth, and the primary sector, includes firms that trade locally produced goods or services with firms or households outside of the firm's region.<sup>1</sup> A business that manufactures goods and sells those goods outside of its region is an example of a traded sector firm. The local sector, also known as the non-traded sector, includes businesses that trade locally produced goods or services with firms or households. Dry cleaners and gas stations are examples of local sector firms.<sup>2</sup>

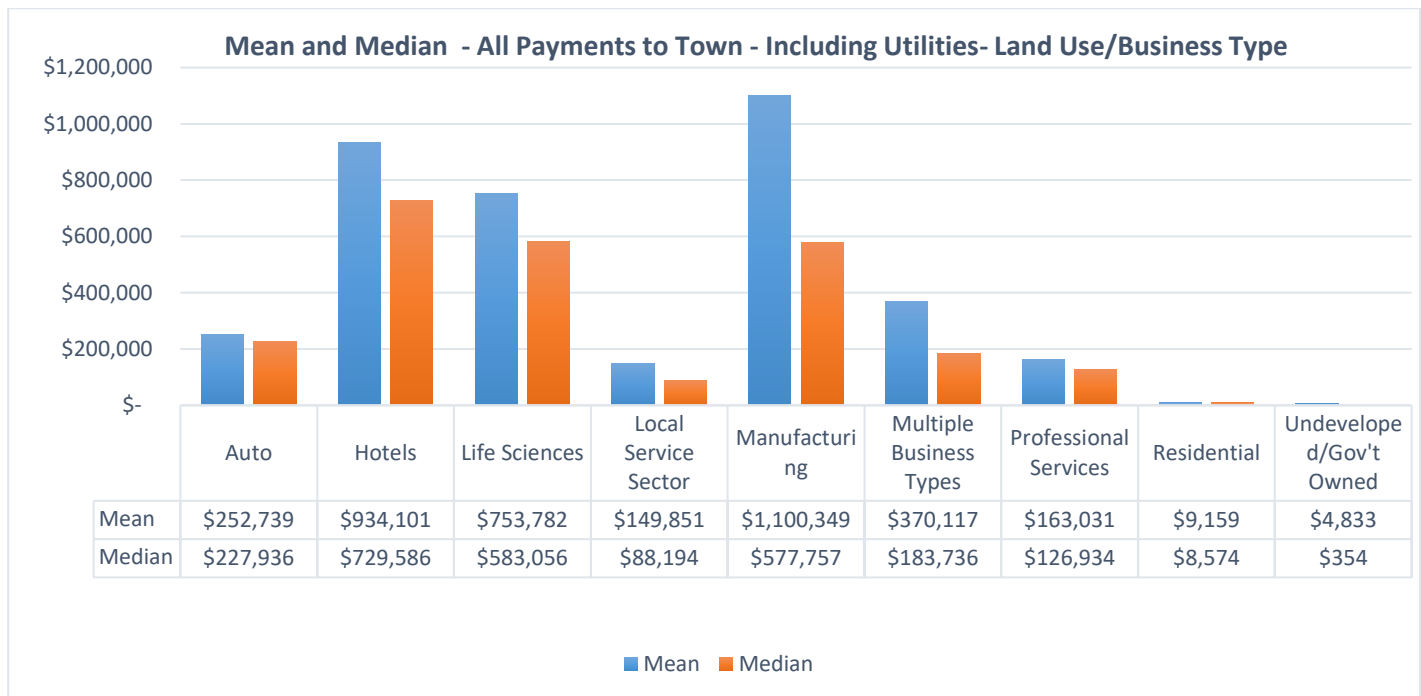


**Figure 7** – Mean & median FY2019 payments, by sector type, traded or local

As Figure 7 shows, which can be found in Chapter 6.2 Traded and Local Sector Analysis, a parcel's sector type affects the amount of revenue the Town generates. In FY2019, parcels containing only traded sector businesses generated more revenue on average than parcels categorized as undeveloped, residential, or government owned; parcels with more than one sector type (mixed) of businesses; and parcels with only local sector businesses.

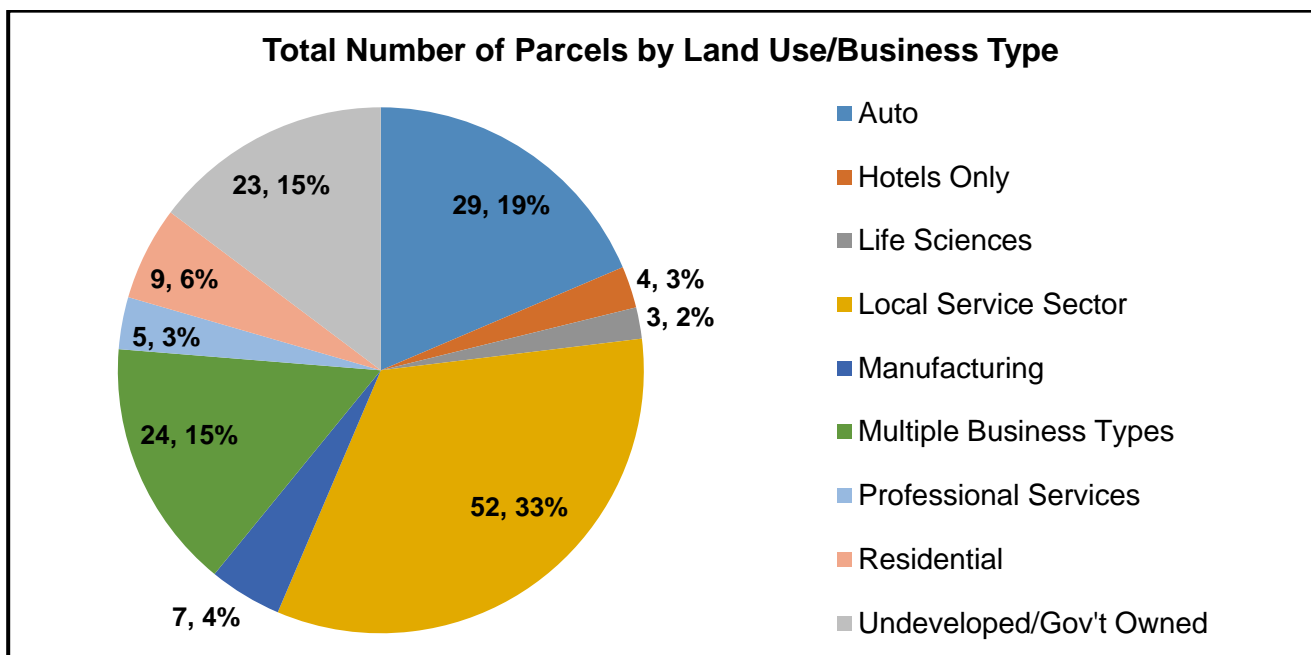
<sup>1</sup> Michael Porter, "The Economic Performance of Regions," *Regional Studies*, 37, pp. 549-578.

<sup>2</sup> Oklahoma University Business, Expansion, and Retention IEDC Course, spring 2019.



**Figure 13** – Mean & median FY2019 payments, by sector type, Land Use/Business Type

As shown in Figure 13, which can also be found in Chapter 6.3 Land Use/Business Type Analysis, some types of businesses generated substantially more revenue than other business types in FY2019. For example, hotels, manufacturing, and the life sciences generated considerably more revenue for the Town in FY2019 than any type of business.



**Figure 8** – Number of parcels by Land Use/Business Type

Only a small percentage of parcels on the Route 1 Corridor can be classified as a hotel, a life sciences firm, or a manufacturer. As Figure 8 displays, which can also be found in Chapter 6.3 Land Use/Business Type Analysis, only 14 of the 189 parcels, or 9 percent, are classified as one of these three types of parcels. It is argued that it is in the Town's best interest to prioritize future economic development and planning efforts that will retain and attract new manufacturers, hotels, and businesses in the life sciences, all of which are traded sector industries.

The following will be analyzed in the Route 1 Corridor Economic Impact Study:

- i. how analysis and data lead to these conclusions;
- ii. how the data was collected and aggregated;
- iii. how inferential statistics were used to verify the results of the descriptive analysis; and
- iv. why the Town's insufficient available land for new commercial or industrial development makes future development and redevelopment, coupled with the findings of this report, critically important to the Town's tax base.

## **2. Introduction: The Route 1 Corridor**

US Route 1 is a major highway that extends from Key West, Florida to Fort Kent, Maine. Route 1 also travels through Norwood, where in addition to being a major transportation route, is also a major commercial corridor. A significant portion of the Route 1 Corridor in Norwood is known as the “Auto Mile,” which is home to numerous new and used car dealers. The results of these analyses will show that the Route 1 Corridor is much more economically diverse than the widely held conception that the Corridor is a monolithic automobile mall.

The purpose of the Route 1 Corridor Economic Impact Study is to accomplish the following:

- i. inventory the businesses on the Route 1 Corridor;
- ii. quantify and analyze the financial impact of sector types (traded vs. local) by using utility and tax receipts from FY2019 only; and
- iii. quantify and analyze the financial impact of various business types using FY2019 utility and tax data.

Although every business type will be examined, a special emphasis will be placed on comparing the auto sales industry with other business types on the Route 1 Corridor. Descriptive statistics and inferential statistics will be used.

It is hypothesized that a statistically significant relationship exists between sector types (traded, local, and mixed), and it is hypothesized that a statistically significant relationship exists between business types.

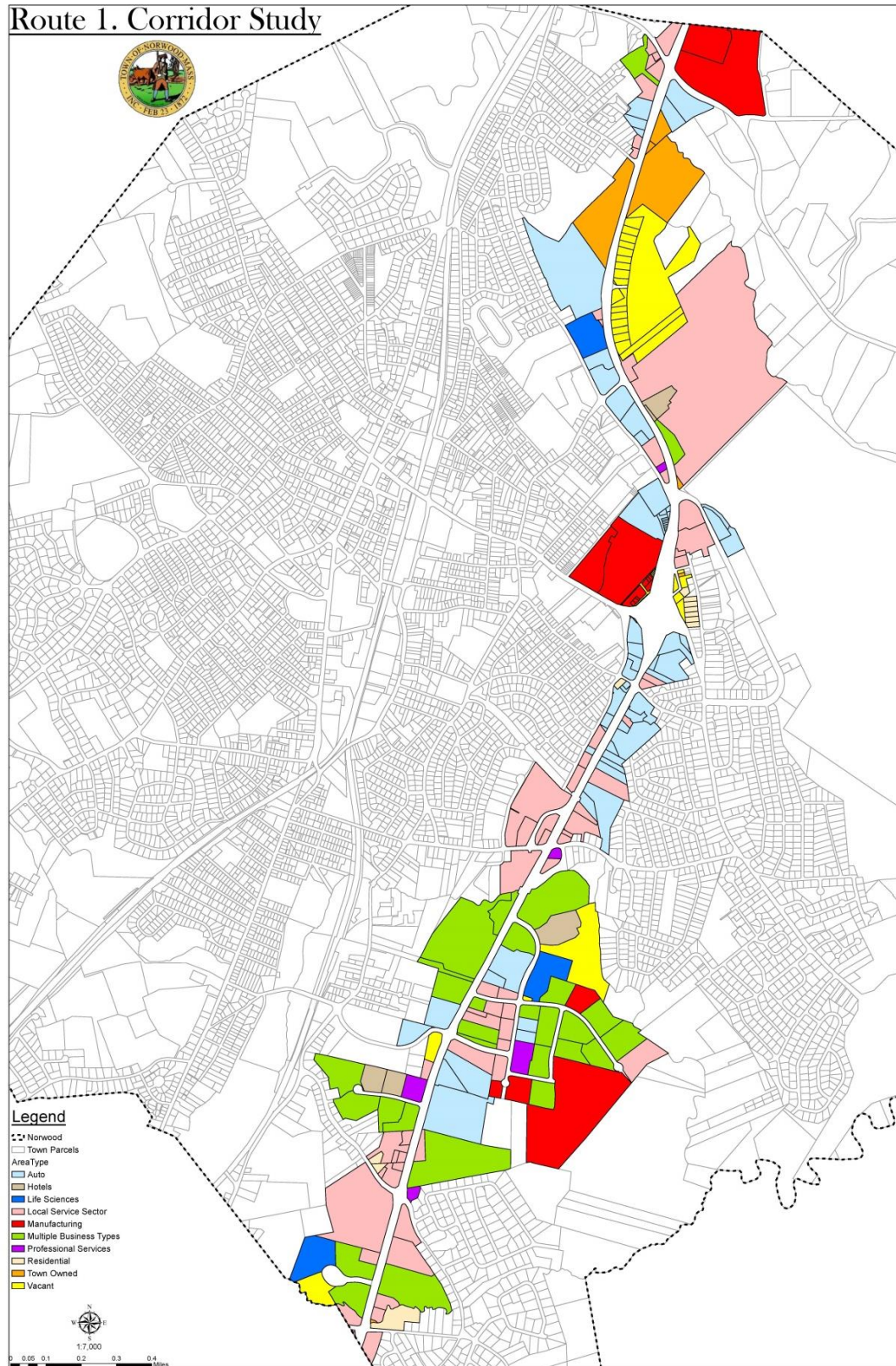
To analyze the Route 1 Corridor as equitably as possible and make these findings intuitive for the reader, a framework to categorize businesses on the Route 1 Corridor was created. This framework will be thoroughly examined in Chapters 3, 4, and 5.

### **2.1 The Route 1 Corridor**

The size of the Route 1 Corridor can vary depending on one’s interpretation. Figure 1 displays the parcels that were included in these analyses. Generally, only parcels with frontage on Route 1 were included. The primary exception to this rule is parcels that can only be accessed from Route 1. For example, the entire Vanderbilt Area Commercial District can only be accessed from Route 1. So, the entire district was included.



## Route 1. Corridor Study



**Figure 1** – This is a map of the area of Route 1 that highlights all the parcels included in the Route 1 Corridor Economic Impact Study. The map is color coded showing the different business types used in the analysis.

### 3. Revenue Types

This report examines the various revenues generated by every parcel on Route 1 and the type of land use. Revenue types include the local receipts, real estate tax, personal property tax, water and sewer fees, electric fees, and broadband fees. Only revenue from FY2019 was used in this study.

#### 3.1 Local Receipts

Local receipts as they are reported in the Town of Norwood budget include the revenue from the Light Department. In this report, local receipts include revenue from room occupancy excise tax, the meals tax, license and permit fees, and vehicle excise tax.

#### Room Occupancy Excise Tax

Patrons pay a 6 percent room occupancy excise tax (hotel tax) on the gross receipt of every stay in a hotel or motel in Norwood. In FY2019, the Town's hotel/motel tax generated \$1,317,623, all of which was generated in the five hotels on the Route 1 Corridor. The Division of Local Services was unwilling to release the specific amount of revenue each hotel generated in hotel tax to the Town of Norwood. To spread the total \$1,317,623 as equitably as possible, the same proportion of tax revenue was allocated to the corresponding number of hotel rooms at each hotel. See Table 1 for more information.

| FY2019 Hotel Tax Breakdown |             |                                      |   |
|----------------------------|-------------|--------------------------------------|---|
| Hotel                      | Hotel Rooms | Percentage of Hotel Rooms in Norwood | Hotel Tax Distribution Based on Hotel Rooms |
| Four Points                | 230         | 33%                                  | 434,173.77                                  |
| Holiday Inn                | 85          | 12%                                  | 160,455.52                                  |
| Residence Inn              | 97          | 14%                                  | 183,108.07                                  |
| Marriott                   | 147         | 21%                                  | 277,493.67                                  |
| Hampton Inn                | 139         | 20%                                  | 262,391.97                                  |
| <b>Total</b>               | <b>698</b>  | <b>100%</b>                          | <b>1,317,623.00</b>                         |

**Table 1** - FY2019 room occupancy tax breakdown

#### Meals Tax

The Town of Norwood accepted the "Local Option Meals Excise Tax" (Meals Tax), which is a .75 percent tax on the gross receipts on the sale of prepared meals. The Division of Local Services was unwilling to release the specific amount of revenue each restaurant generated in meals tax in the Town of Norwood. To divide the revenue as equitably as possible, the total amount of revenue generated from the meals tax in FY2019 (\$753,635) was divided by the number of Common Victualler Licenses that were issued in the same year, a total of 93, to find the average, which is \$8,103.60. Therefore, \$8,103.60 was used as the total meals tax generated in FY2019 for each restaurant.



### Vehicle Excise Tax

The Commonwealth of Massachusetts sets the vehicle excise tax for Massachusetts residents, which is \$25 per \$1000 in assessed value. An automobile with an assessed value of \$10,000 would owe the Town \$250 in vehicle excise tax. The Treasurer's Office provided me with the FY2019 vehicle excise tax information. The Town collected \$593,257 in Vehicle Excise Tax revenue from the residents and businesses on the Route 1 Corridor during FY2019.

### Permits/Licenses Fees

The Board of Selectmen issues a wide variety of permits and licenses to businesses. Table 2 displays permits and licenses that were issued to businesses on the Route 1 Corridor in FY2019. In total, the Town generated \$78,771 in permit and license fees from businesses on the Route 1 Corridor during FY2019.

| Permit or License Name                         | Amount | Renewal Frequency | FY2019 Totals |
|--|--------|-------------------|---------------|
| Used Car Dealer – Class II License             | 200    | Annual            | 1,600         |
| Agent or Seller License (Auto sales) – Class 1 | 200    | Annual            | 4,800         |
| Inn Holder License                             | 100    | Annual            | 500           |
| Auto Amusement Device License                  | 175    | Annual            | 875           |
| Music/Entertainment License Weekdays           | 330    | Annual            | 2,970         |
| Junk Collector License                         | 55     | Annual            | 55            |
| Gas Registration License                       | 125    | Annual            | 1,875         |
| Liquor License – Package Store                 | 2,142  | Annual            | 2,142         |
| Liquor License – Package Goods Store           | 1,326  | Annual            | 1,326         |
| Liquor License – Restaurant AAB                | 3,162  | Annual            | 37,944        |
| Liquor License – Restaurant WMB                | 2,040  | Annual            | 8,160         |
| Brewery Pouring Permit                         | 1,224  | Annual            | 1,224         |
| Liquor License Inn Holder                      | 5,100  | Annual            | 15,300        |
| <b>Total</b>                                   |        |                   | <b>78,771</b> |

**Table 2** – Permits and licenses issued to businesses on the Route 1 Corridor

### 3.2 Real Estate Tax

The Town's FY2019 residential real estate tax rate was \$10.89 per \$1,000 in assessed value. A residential parcel with an assessed value of \$100,000 would owe the Town \$1,089 in real estate tax in FY2019. The Town's commercial and industrial real estate tax rate was \$22.82 per \$1,000 in assessed value. The assessments for all real estate were found by using the Assessors' Office Online database.

### 3.3 Personal Property Tax

The Town's FY2019 personal property tax rate was \$22.82 per \$1,000 in assessed value. The Assessor's Office supplied me with the personal property assessment for each parcel.

### 3.4 Water & Sewer Fees

Norwood Light Broadband, which manages all utility billing for the Town, gave me every FY2019 water and sewer bill for every parcel on Route 1.

### 3.5 Electric Fees

Norwood Light Broadband, which manages all utility billing for the Town, provided me with every FY2019 electric bill for every parcel on Route 1. Several parcels contain multiple electric accounts.

### 3.6 Broadband Fees

Norwood residents and businesses are fortunate to have access to municipal broadband. Norwood Light Broadband, which manages all utility billing for the Town, supplied me with FY2019 broadband bills for every parcel on Route 1. Several parcels have more than one broadband account.

### 3.6 TIFs

Tax Increment Financing (TIF) is an economic development tool used to spur economic growth. A TIF affords a business with a reduction in the increase in real estate tax and or personal property tax payments as a result of increasing the property value due to a renovation or new construction. In FY2019, there two active TIFs on the Route 1 Corridor: Hampton Inn & Mick Morgan's (434 Boston-Providence Turnpike) and FM Global and Sheraton Four Points (1151-1177 Boston-Providence Turnpike). The reduction in real estate tax assessments due to the TIFs are included in the FY2019 tax payments for both parcels. Once the TIFs on these parcels expire, the real estate tax assessment will increase on both parcels.

#### **4. Categories for Analysis, excluding Traded Vs. Local Sector**

There were 358 businesses on the Route 1 Corridor in FY2019. Two types of categories were used to inventory and analyze the 358 businesses found on the Route 1 Corridor: Business Types and Land Use/Business Type. The Business Type and Land Use/Business categories are made up of a wide variety of classes that provide detailed explanations of what each type of business does and offers its customers.

##### **4.1 Business Type**

The classes found in the Business Type category are specific and required far more, 21 in total, classes than the Land Use/Business Type category, 10 in total. The Business Type category is used as a building block for the Land Use/Business Type category, which was used in the descriptive and inferential analyses. Many of the class names, were taken directly from the North American Industrial Classification System (NAICS).

##### **Accommodations – Food & Beverage**

- LOCAL SECTOR
- Restaurants, coffee shops, and bars

##### **Accommodations - Lodging**

- TRADED SECTOR
- Hotels, motels, bed-and-breakfast inns

##### **Arts, Entertainment, Creative**

- TRADED SECTOR
- Businesses engaged in the development of products or services related to moving pictures, performing arts, still pictures, museum exhibit creation, etc. meet the criteria for the arts, entertainment, and creative class.

##### **Auto Sales**

- LOCAL SECTOR
- Businesses engaged in the sale or leasing of new or used passenger automobiles meet the auto sales criteria.

##### **Auto Repair, Maintenance, or Care**

- LOCAL SECTOR
- Firms that offer basic to advanced auto repair and maintenance meet the auto repair, maintenance, or care criteria. Businesses that offer car cleaning are included in this class. Many businesses that meet the auto sales criteria also offer some level of auto repair or maintenance and have been categorized accordingly.

##### **Day Care**

- LOCAL SECTOR
- Businesses involved in the care of children, not including schools, satisfy the day care criteria.

## **Distribution**

- LOCAL SECTOR
- Businesses involved in the distribution of wholesale goods to retail businesses, not individual consumers, fulfill the distribution criteria.

## **Life Sciences**

- TRADED SECTOR
- According to the Massachusetts Life Sciences Center, “life sciences means advanced and applied sciences that expand the understanding of human physiology and have the potential to lead to medical advances or therapeutic applications including, but not limited to, agricultural biotechnology, bio-generics, bioinformatics, biomedical engineering, biopharmaceuticals, biotechnology, chemical synthesis, chemistry technology, diagnostics, genomics, image analysis, marine biology, marine technology, medical devices, nanotechnology, natural product pharmaceuticals, proteomics, regenerative medicine, RNA interference, stem cell research, and veterinary science.”<sup>3</sup>
  - Some businesses satisfy both the life sciences and manufacturing class criteria and have been labeled accordingly.

## **Manufacturing**

- TRADED SECTOR
- According to the United States Government, “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.”<sup>4</sup> Several businesses that meet the Manufacturing class also fulfill the life sciences class criteria and have been labeled accordingly.

## **Open Lot Vehicle Storage**

- LOCAL SECTOR
- A parcel that is used to store new cars and is not located on the same parcel categorized as auto sales comply with the open lot vehicle storage criteria.

## **Personal Care Services**

- LOCAL SECTOR
- Nail salons, barbers, dry cleaning, tanning salons, spas, and laundry services businesses are considered personal care services.

## **Place of Worship**

- LOCAL SECTOR
- All churches, synagogues, mosques, etc. are considered places of worship.

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<sup>3</sup> “About the Massachusetts Life Sciences Center,” Massachusetts Life Sciences Center, February 23, 2020, <https://www.masslifesciences.com/about/>.

<sup>4</sup> U.S. Census Bureau, “North American Industry Classification System: 2012 NAICS Definition: Sector 31-33— Manufacturing.”  
<https://www.census.gov/cgi%20bin/sssd/naics/naicsrch?code=31&search=2012%20NAICS%20>.

## **Professional Services**

- MAY BE TRADED OR LOCAL SECTOR
- Professional services include the following types of businesses:
  - financial services;
  - insurance;
  - accounting services;
  - architectural services;
  - engineering services;
  - consulting;
  - sales;
  - administrative;
  - offices;
  - professional associations;
  - medical facilities;
  - dental offices;
  - doctor offices;
  - childcare; and
  - legal services.

## **Recreation/Health Clubs**

- LOCAL SECTOR
- Health clubs, gyms, and golf courses are a few types of businesses in this class. Here are a few examples of businesses on Route 1 that fulfill the criteria for this class: Ty Law's Launch Trampoline Park, BayState Archers Training Center, and Norwood Country Club.

## **Rental**

- LOCAL SECTOR
- Businesses engaged in renting of equipment, tools, automobiles, or storage space satisfy the rental class criteria.

## **Residential**

- NEITHER LOCAL nor TRADED SECTOR
- The residential class includes single-family and multi-family homes.

## **Retail**

- LOCAL SECTOR
- Businesses in the retail class include the following:
  - liquor stores;
  - grocery stores;
  - pharmacies;
  - convenience stores;
  - hardware stores;
  - office supplies stores;
  - pet supply stores;
  - gas stations; and
  - car washes.

### **Technology**

- TRADED SECTOR
- The technology business type includes those involved in, but not limited to, software development, database management, and automation solutions.
  - Several companies could meet the technology, life sciences class, or manufacturing class. Because so many businesses could be included in this class, the decision was made to limit the number of businesses in this class by not including companies that meet the manufacturing and/or life sciences criteria.

### **Traded Service**

- LOCAL SECTOR
- This business type may include businesses that offer the following services: security system installation, electricians, plumbers, pool and spa services, painters, and construction services.

### **Town or Government**

- NEITHER LOCAL nor TRADED SECTOR
- A parcel owned by the Town of Norwood or another governmental entity comply with the town or government criteria.

### **Undeveloped Land**

- NEITHER LOCAL nor TRADED SECTOR
- Parcels that have not been developed comply with the undeveloped land criteria.

## **4.2 Land Use/Business Type**

The Land Use/Business Type category is a condensed version of the Business Type category. The only way to complete a thorough analysis of the Route 1 Corridor was to condense the Business Type category. Therefore, each class, on average, has a broader definition than the Business Type category. The description of each class displays the Business Type category classes included in each Land Use/Business Type class. The Land Use/Business Type category was used in the descriptive and inferential analysis.

### **Auto**

- LOCAL SECTOR
- The following classes from the Business Type category are included in the auto class: auto sales; open lot vehicle storage; and auto repair, maintenance, or care businesses when the same business also sells automobiles.

### **Hotels**

- TRADED SECTOR
- The following classes from the Business Type category are included in the hotels class: accommodations – lodging.



### **Life Sciences**

- TRADED SECTOR
- The following classes from the Business Type category are included in the life sciences class: life sciences.
- Many businesses that could meet this class are in office buildings that share a parcel with businesses in other classes, which placed several businesses in the life sciences class in the multiple business types class. To more easily identify and learn about these firms, see Appendix A.

### **Local Service Sector**

- LOCAL SECTOR
- The following classes from the Business Type category are included in the local service sector class:
  - retail;
  - accommodations – food & beverage;
  - storage facilities;
  - rental;
  - places of worship;
  - personal care services;
  - recreation/health clubs;
  - traded services;
  - day care; and
  - auto repair, maintenance, or car businesses that are not involved in the sale or rental of automobiles.

### **Manufacturing**

- TRADED SECTOR
- The following classes from the Business Type category are included in the manufacturing class: manufacturing.

### **Multiple Business Types**

- MAY BE TRADED OR LOCAL SECTOR
- Because several parcels comprise of multiple businesses with a wide range of business types, it was determined that the only logical solution was to create a new class, for analysis purposes only, to better compare parcels.
- Most business types can be found in at least one parcel labeled as the multiple business types class.

### **Technology**

- TRADED SECTOR
- There were no parcels on Route 1 in FY2019 that exclusively contained companies that met the technology class. Every business that meets this class can be found in multiple business type class. For more information about technology companies in the Route 1 Corridor, see Appendix A.

**Professional Services**

- MAY BE TRADED OR LOCAL SECTOR
- The following classes from the Business Type class are included in the professional services class: professional services.

**Residential**

- NEITHER LOCAL nor TRADED SECTOR
- The following classes from the Business Type class are included in the residential class: residential

**Undeveloped or Government Owned**

- NEITHER LOCAL nor TRADED SECTOR
- The following classes from the Business Type class are included in the residential class: undeveloped, N/A, and town or government.

## 5. Traded Vs. Local Sector

### 5.1 Definition of Traded Sector and Local Sector

The traded sector, also known as the basic industry, traded industry, new wealth, and the primary sector, includes firms that trade locally produced goods or services with firms or households outside of the firm's region.<sup>5</sup> For example, an automobile manufacturer in Ohio would be categorized as a traded sector business because it sells cars outside of its region. For example, an automobile manufacturer in Ohio would be categorized as a traded sector business because it sells cars outside of its region. The local sector, also known as the non-traded sector, includes businesses that trade locally produced goods or services with local firms or households. A dry cleaner is an example of a local sector firm.<sup>6</sup>

In Michael Porter's, "The Economic Performance of Regions," he uses metropolitan statistical areas, like the Boston-Cambridge-Newton, MA-NH Metro Area, to define regions. The same definition of regions will be used in this analysis.

### 5.2 Wealth Creation

Adding value to resources, shipping those higher value goods and services out of the region, and bringing dollars in is the only way to create wealth for a community.<sup>7</sup> That is, traded sector industries are the only type of businesses capable of creating wealth in a community.

Traded sector wages, on average, are significantly higher than an employee can expect from a local sector business. In addition, it has been found that a region's traded sector businesses tend to influence the wages of those who work for local sector businesses and the region's overall average wage.<sup>8</sup> Traded sector businesses not only provide good paying jobs, but they can also increase the wages of those who work in the local sector.

Local sector firms are still important. They provide goods and services for traded sector firms, provide goods and services for individuals who work for traded and local sector businesses, and help create a sense of place.<sup>9</sup>

Descriptive and inferential analyses were completed to determine if there is a statistical difference between traded and local sector businesses on the Route 1 Corridor.

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<sup>5</sup> Michael Porter, "The Economic Performance of Regions," *Regional Studies*, 37, pp. 549-578.

<sup>6</sup> Oklahoma University Business, Expansion, and Retention IEDC Course, spring 2019.

<sup>7</sup> Oklahoma University Business, Expansion, and Retention IEDC Course, spring 2019.

<sup>8</sup> Michael Porter, "The Economic Performance of Regions," *Regional Studies*, 37, pp. 549-578.

<sup>9</sup> Oklahoma University Business, Expansion, and Retention IEDC Course, spring 2019.

### 5.3 Leakage

Leakage, at the local level, can be described as money flowing out of a local economy to another local economy.<sup>10</sup> For example, purchasing a meal at a local restaurant creates some leakage because the restaurant does not grow or process all of the food sold at the restaurant in Norwood. An economy entirely dependent upon its local sector would not be sustainable. This is due to leakage. Local customers typically purchase most of their goods and services produced outside of their local area, which results in money leaving their local economy, or leakage. Traded sector industries do the opposite.<sup>11</sup> For example, someone in Los Angeles who purchases a pharmaceutical product manufactured or designed in Norwood is sending his or her wealth to the Norwood area.

### 5.4 Business Type by Sector

The following business type categories are considered traded sector industries:

- accommodations – lodging;
- arts, entertainment, creative;
- life sciences;
- technology;
- manufacturing; and
- professional services\*.

The asterisk (\*) is used to show business type classes that may be traded or local depending on the specific business.

The following business type categories are local sector industries:

- accommodations – food & beverage;
- auto sales;
- auto repair, maintenance, or care;
- day care;
- distribution;
- open lot vehicle storage;
- personal care services;
- place of worship;
- professional services\*;
- recreation/health clubs;
- rental;
- retail; and
- traded services.

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<sup>10</sup> Oklahoma University Business, Expansion, and Retention IEDC Course, spring 2019.

<sup>11</sup> Michael Porter, "The Economic Performance of Regions," *Regional Studies*, 37, pp. 549-578.

## 6. Analysis

Several analyses were conducted to determine what the impact the Route 1 Corridor has on the Town's overall budget, the aggregate of traded and local sector businesses on Route 1 were analyzed, and the Land Use/Business Type category was used to compare the nine (9) classes identified on Route 1. Descriptive and inferential statistical tools were used. Several uncommon statistical terms are used in Chapter 6. Analysis. A list of statistical terms and definitions used in Chapter 6 can be found in Appendix G.

### 6.1 Route 1 Corridor's Budget Impact

|  | <b>FY2019 Actuals -<br/>Town Wide</b> | <b>FY2019 Actuals -<br/>Route 1 Corridor</b> | <b>Percentage of<br/>FY2019 Actuals</b> |
|--|---------------------------------------|--|---|
| Electric   | \$ 59,375,294.61                      | \$ 17,108,246.98                             | 28.81%                                  |
| Water & Sewer                                      | \$ 15,420,301.46                      | \$ 4,097,133.41                              | 26.57%                                  |
| Broadband  | \$ 7,868,274.16                       | \$ 350,633.51                                | 4.46%                                   |
| Real Estate Taxes                                  | \$ 77,176,326.40                      | \$ 14,298,264.20                             | 18.53%                                  |
| <b>Utilities Only</b>                              | <b>\$ 82,663,870.23</b>               | <b>\$ 21,556,013.89</b>                      | <b>26.08%</b>                           |
| <b>Total (Utilities and<br/>Real Estate Taxes)</b> | <b>\$ 159,840,196.63</b>              | <b>\$ 35,854,278.10</b>                      | <b>22.43%</b>                           |

**Table 3 – Route 1 Corridor FY2019 Actuals vs. Town of Norwood**

| <b>Acres - Town of<br/>Norwood</b> | <b>Acres - Route 1<br/>Corridor</b> | <b>Route 1 Corridor Acreage as a Percentage<br/>of the Town's Total Land Area</b> |
|------------------------------------|-------------------------------------|---|
| 6784                               | 823                                 | 12.14%  |

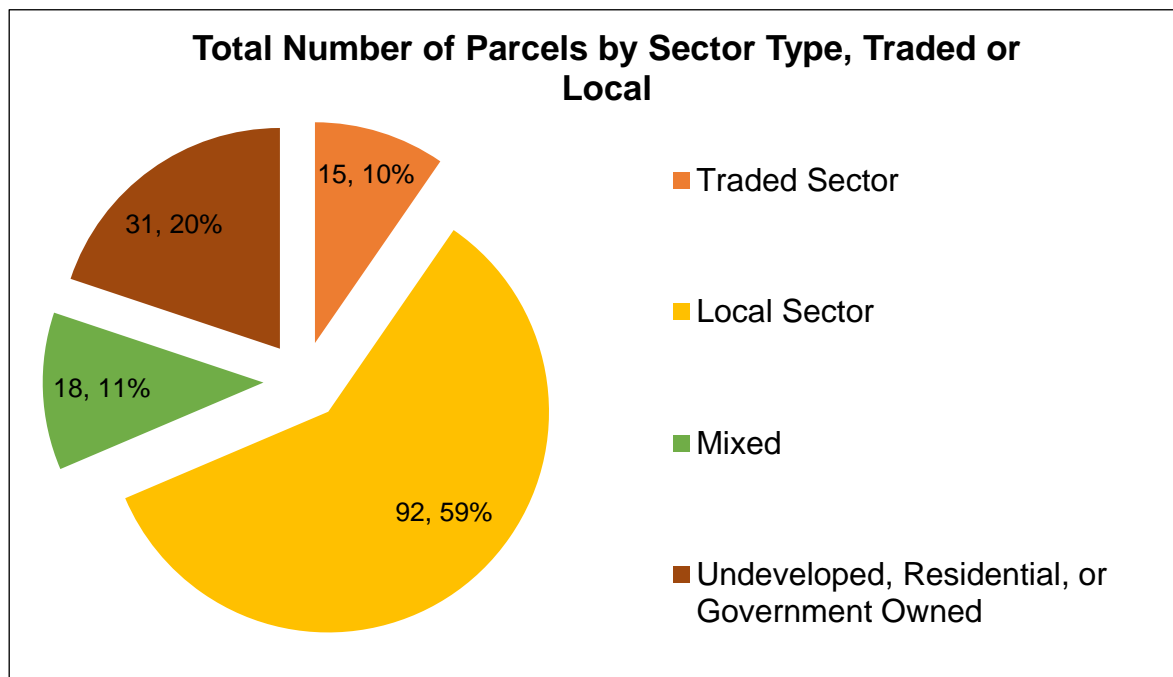
**Table 4 - Route 1 Corridor FY2019 Actuals vs. rest of Town of Norwood**

The Route 1 Corridor encompasses about 12 percent of the land area of the Town but contributed 18.5 percent of the Town's total real estate tax levy in 2019, nearly 30 percent of the revenue for electricity, and nearly 27 percent of the water and sewer payments. The Route 1 Corridor keeps real estate tax rates and utility rates low for the rest of Norwood. Without the Route 1 Corridor, The Town of Norwood would be forced to either reduce its service level or increase real estate taxes and utility rates to maintain the Town's service level.

## 6.2 Traded and Local Sector Analysis

### 6.2.1 Descriptive Analysis

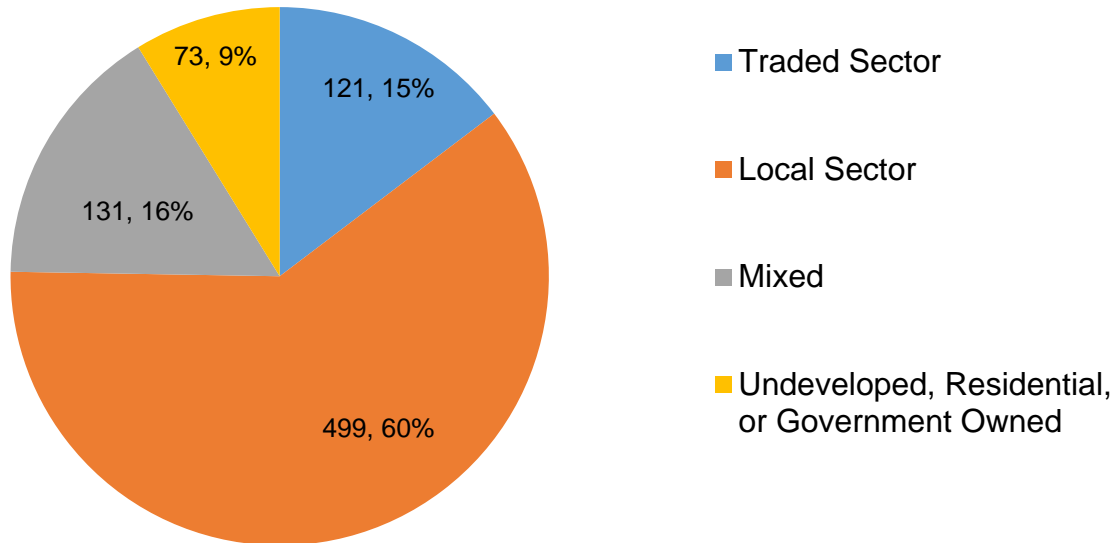
The purpose of conducting this descriptive analysis is to determine if a business's sector type, in this case, traded sector, local sector, or mixed, affects the amount of revenue the Town of Norwood generates by parcel. The independent variable is the sector type, traded, local, and mixed. The dependent variable is the revenue generated by the Town in tax and utility revenues. Undeveloped parcels, government-owned parcels, and residential parcels were analyzed in aggregate because none of these land use types fit into the mixed, traded, or local sector type industries.



**Figure 2** – Number of parcels by sector type, traded or local

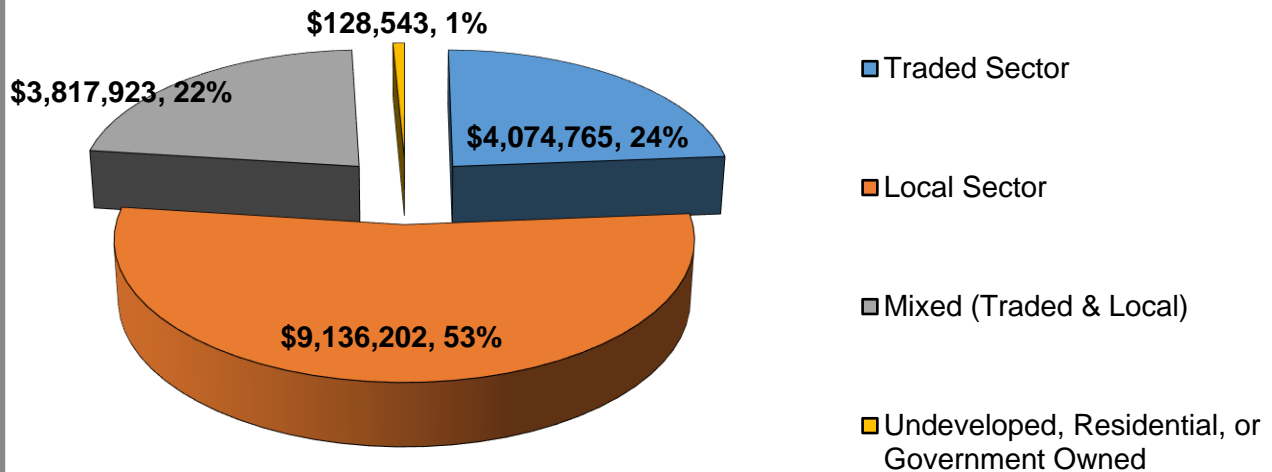


### Acreage by Sector Type, Traded or Local

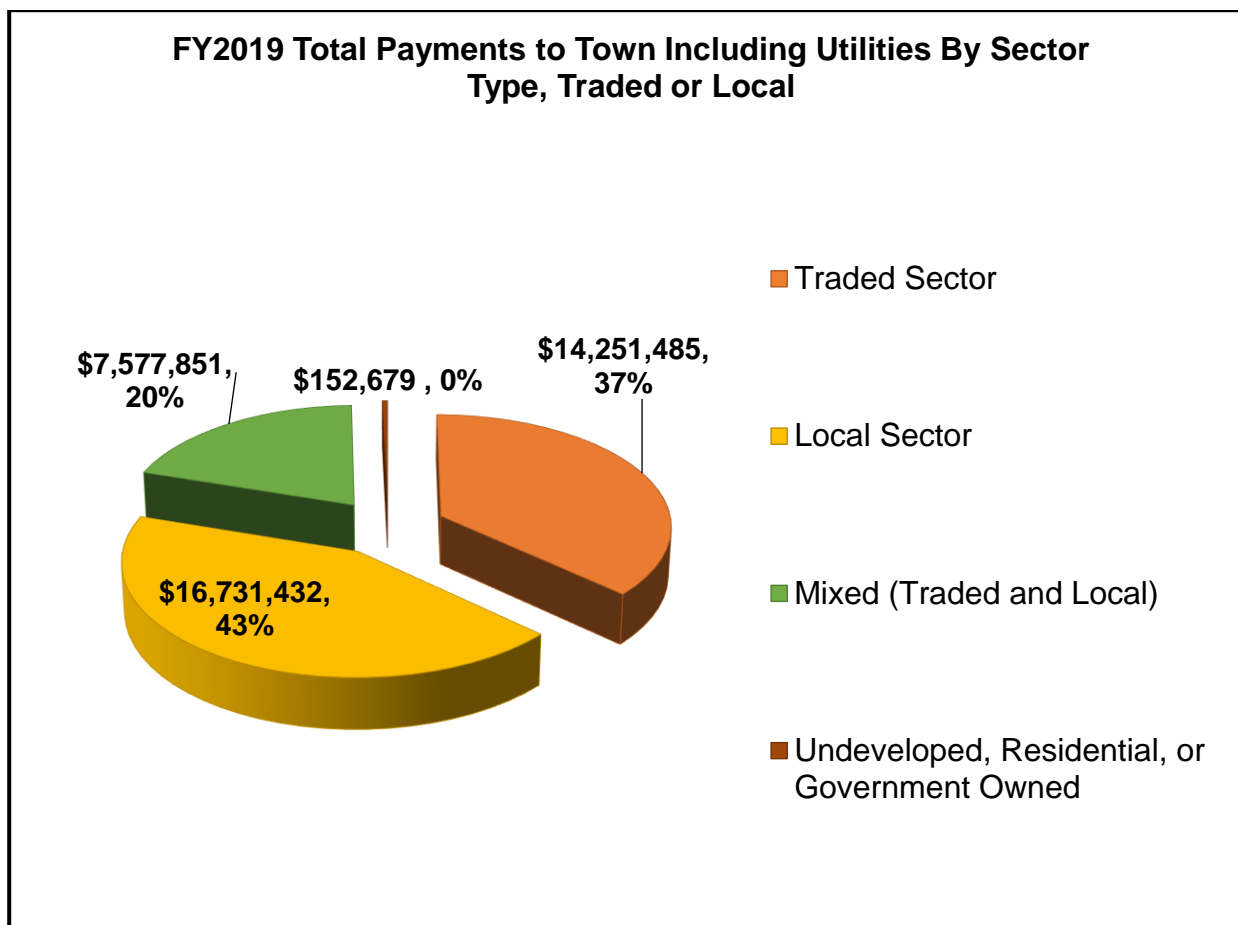


**Figure 3** – Acreage by sector type, traded or local

### FY2019 Real Estate Taxes, Personal Property Taxes, & Local Receipts - Totals by Sector Type, Traded or Local

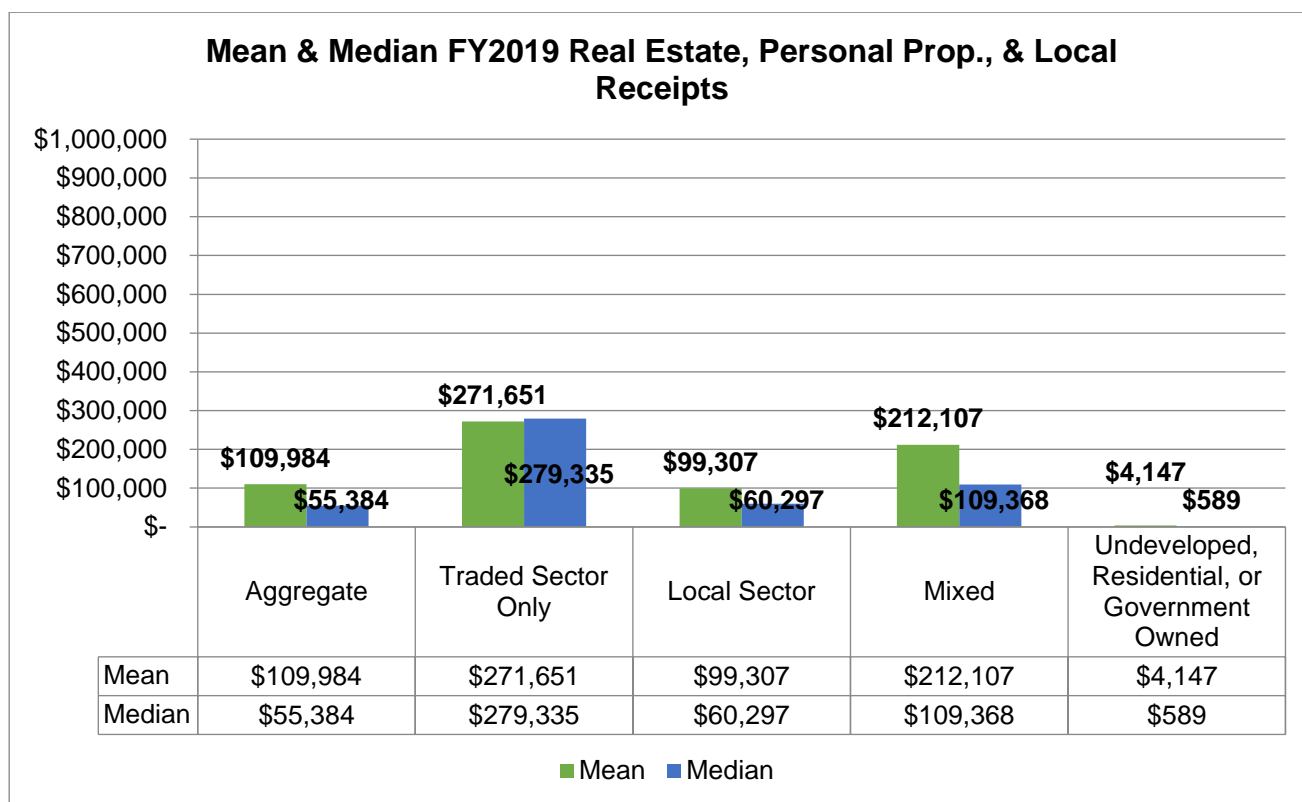


**Figure 4** – FY2019 payments, excluding utility payments, aggregated by sector type, traded or local



**Figure 5** - FY2019 payments aggregated by sector type, traded or local

Figures 2-5 tell a compelling story: There are more local sector businesses on the Route 1 Corridor than traded or mixed sector businesses, they consume more space than other sectors, and generate more revenue than undeveloped, residential, or government owned; mixed sector; or traded sector businesses. However, traded sector businesses, when aggregated, account for 24 percent of the Corridor's total tax payment to the Town and 37 percent of the Corridor's total tax payment when utilities are included. Traded sector businesses accomplish this despite only accounting for 10 percent (15 total) of the businesses on the Corridor and consuming 121 acres (15 percent) of the Corridor's land area.

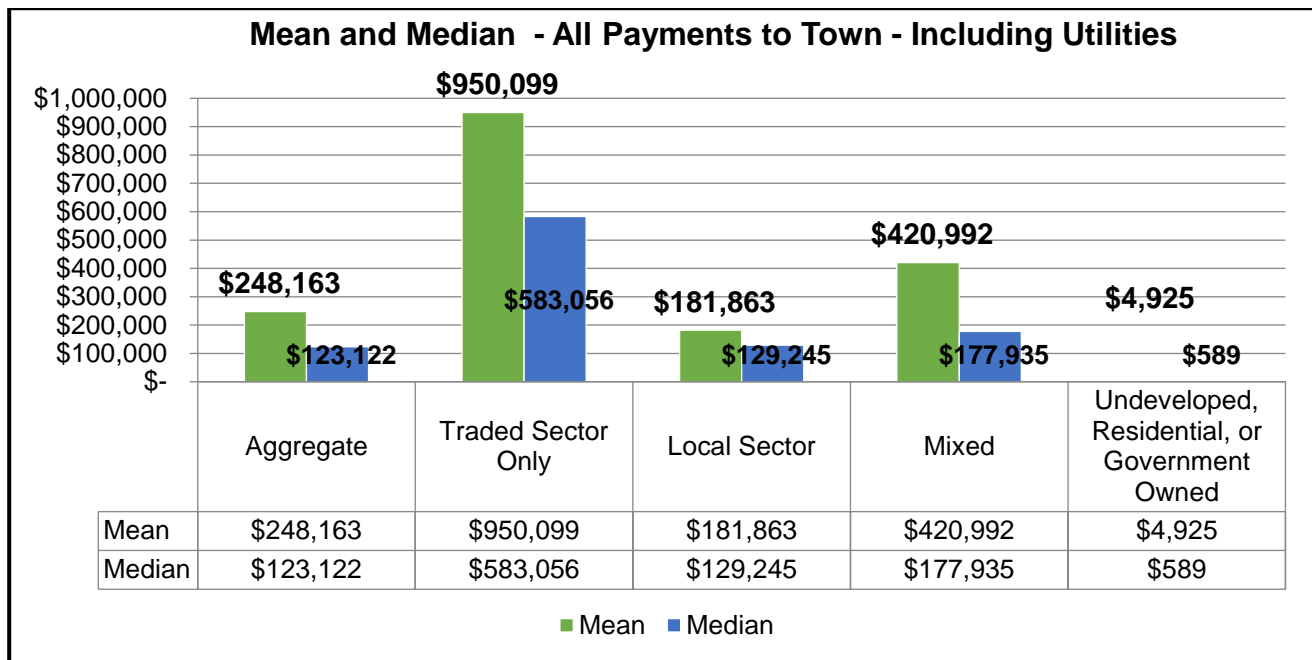


**Figure 6** – Mean & median FY2019 payments, excluding utility payments, by sector type, traded or local

The traded sector's median and mean tax payments to the Town, excluding utilities, is greater than the local sector median and mean and the mixed sector median and mean tax payments to the Town. Table 5 exhibits the mean and median differences between the traded sector and the other sectors.

| Mean and Median Differences FY2019 Real Estate, Personal Property, and Local Receipts |                 |                   |
|---|-----------------|-------------------|
|   | Mean Difference | Median Difference |
| Traded Sector - Local Sector  | 172,344         | 219,038           |
| Traded Sector - Mixed   | 59,544          | 169,967           |
| Traded - Undeveloped, Residential, or Government Owned                                | 267,504         | 278,746           |

**Table 5** – Sector Mean and Median differences



**Figure 7** – Mean & median FY2019 payments, by sector type, traded or local

When utility payments are added to the dependent variable, the gap between traded sector businesses and local sector and mixed sector businesses grow a great deal. Table 6 demonstrates the mean and median difference between the traded sector and the other sectors.

| Mean and Median Differences - All Payments to Town - Including Utilities |                 |                   |
|--|-----------------|-------------------|
|  | Mean Difference | Median Difference |
| Traded Sector - Local Sector   | 768,236         | 453,810           |
| Traded Sector - Mixed  | 529,107         | 405,121           |
| Traded - Undeveloped, Residential, or Government Owned                   | 945,174         | 582,467           |

**Table 6** - Sector Mean and Median differences, including utilities

#### 6.2.1.1 Results

Overall, it was found that a parcel's sector type affects the amount of revenue the Town generates. These descriptive analyses clearly show that in FY2019, parcels containing only traded sector businesses generated more revenue than parcels categorized as undeveloped, residential, or government owned; parcels with more than one sector type (mixed) of businesses; and parcels with only local sector businesses.

### 6.2.2 Inferential Analysis – Traded and Local Sectors

Inferential statistics is different from categorical statistics in that inferential statistics can help us make educated estimates about the future. Categorical statistics are valuable, but they can only describe what has already happened.<sup>12</sup> Also, inferential statistics can be used to confirm if there is a statistical difference between data sets. We can perceive differences between data sets using the results of categorical statistical tools, but they can't validate that a statistical relationship exists; inferential statistics can prove that a statistical relationship exists. Therefore, inferential statistics are crucial to helping us confirm what type of sector(s), and later business classes will generate more revenue for the Town in the future.

The purpose of this analysis is to verify, by using a t-Test, whether a business's sector type affects the amount of revenue the Town earns in taxes and utility payments. It is hypothesized that the t-Test will suggest that there is a statistical relationship between sector types and the amount of revenue the Town generates on an annual basis. The following sentence is the null hypothesis of the Route 1 Corridor Economic Impact Study: There is no statistical relationship between a business's sector type and the amount of revenue the Town generates from that type of parcel on an annual basis. The following sentence is the alternative hypothesis of the Route 1 Corridor Economic Impact Study: There is a statistical relationship between a business's sector type and the amount of revenue the Town generates from that type of business on an annual basis. The level of significance for each analysis .05. The two-tail results of the t-Test will be examined to determine whether the null hypothesis will be accepted or not.<sup>13</sup>

The independent variable in this analysis is the sector type, traded, local, or mixed. Some parcels are home to multiple businesses, traded and local alike. So, several parcels have been classified as mixed. The dependent variable is the amount of revenue the Town generated in revenue in FY2019 by parcel, with and without utility payments. A t-Test was conducted to compare all three sector types, six total t-Tests, using all revenue types in the dependent variable and without utility-related revenues.

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<sup>12</sup> Evan M. Berman and XiaoHu Wang, *Essential Statistics for Public Managers and Policy Analysts*, 3rd Edition, (Washington, D.C.: Sage Publications, 2012).

<sup>13</sup> "FAQ: WHAT ARE THE DIFFERENCES BETWEEN ONE-TAILED AND TWO-TAILED TESTS?" UCLA Institute for Digital Research & Education, March 9, 2020, <https://stats.idre.ucla.edu/other/mult-pkg/faq/general/faq-what-are-the-differences-between-one-tailed-and-two-tailed-tests/>.

| <b>t-Test</b>   | <b>Local Sector Mean</b> | <b>Traded Sector Mean</b> | <b>p-value</b> | <b>Statistically Significant Relationship</b> |
|---|--------------------------|---------------------------|----------------|---|
| FY2019 Real Estate Taxes, Personal Property Taxes, & Local Receipts: Local Sector Vs. Traded Sector | \$ 86,889                | \$ 199,951                | 0.00           | Yes   |
| FY2019 All Payments to Town Including Utilities: Local Sector Vs. Traded Sector                     | \$ 181,863               | \$ 950,099                | 0.00           | Yes   |
|   |                          |                           |                |   |
| <b>t-Test</b>   | <b>Local Sector Mean</b> | <b>Mixed Mean</b>         | <b>p-value</b> | <b>Statistically Significant Relationship</b> |
| FY2019 Real Estate Taxes, Personal Property Taxes, & Local Receipts: Local Sector Vs. Mixed         | \$ 86,889                | \$ 176,579                | 0.11           | No  |
| FY2019 All Payments to Town Including Utilities: Local Sector Vs. Mixed                             | \$ 181,863               | \$ 420,992                | 0.17           | No  |
|   |                          |                           |                |   |
| <b>t-Test</b>   | <b>Mixed Mean</b>        | <b>Traded Sector Mean</b> | <b>p-value</b> | <b>Statistically Significant Relationship</b> |
| FY2019 Real Estate Taxes, Personal Property Taxes, & Local Receipts: Mixed Vs. Traded Sector        | \$ 176,579               | \$ 199,951                | 0.7            | No  |
| FY2019 All Payments to Town Including Utilities: Mixed Vs. Traded Sector                            | \$ 420,992               | \$ 950,099                | 0.08           | No  |

**Table 7** – Summary of the six t-Tests

#### 6.2.2.1 Results

Statically speaking, traded sector industries generate more tax and utility revenue than local sector industries. A statistically significant relationship exists between the traded sector and the local sector both when utilities are included in the dependent variable and when utilities are not included in the dependent variable. This is not surprising based on the results of the descriptive analysis. For example, when utilities are included in the dependent variable, the traded sector and local sector mean difference is \$768,236.

The t-Test, although an invaluable statistical tool, is not the only mechanism at our disposal. The traded sector and the mixed sector do not have a statistically significant relationship. However, the descriptive analyses demonstrate that the traded sector mean and median are larger than the mixed sector mean and median. When utilities are included in the dependent variable, the traded sector and mixed mean difference is \$529,107.



Even in aggregate, the traded sector generates a lot of revenue for the Town in comparison to the local and mixed sectors. Only fifteen, or 10 percent of the parcels, are exclusively made up of traded sector business. Despite its small footprint, the traded sector generated \$14,251,485, or 39 percent, of the revenue generated by the Route 1 Corridor when utilities are included. The local sector by comparison generated \$16,731,432, or 43.2 percent, of the revenue generated by the Corridor despite comprising 59 percent, 92 total, of the parcels on the Corridor.

The traded sector has a statically significant relationship with the local sector, it's mean and median are substantially larger than the mixed sector, and it's aggregate tax payments, including utilities, equate to over one-third of the Corridor's total tax payments despite only comprising 10 percent of the parcels on the Corridor. The descriptive and inferential analysis suggest that traded sector business generate more tax and utility revenue than mixed and local sector businesses.

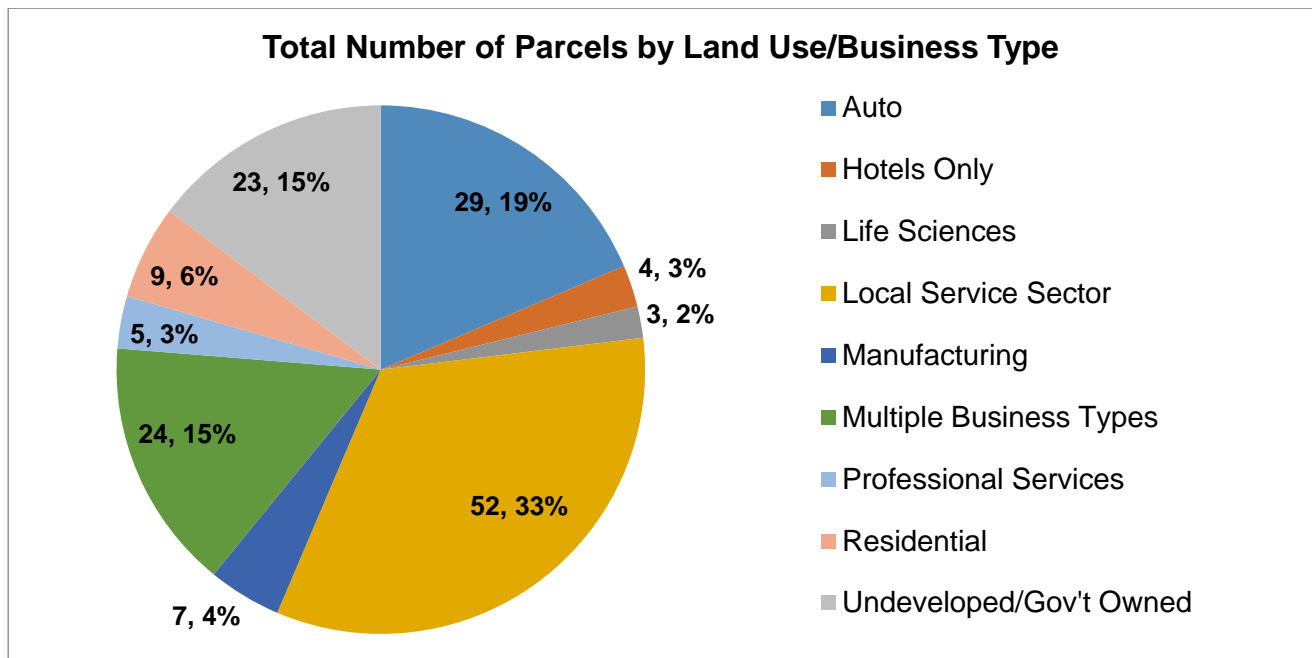
### 6.3 Land Use/Business Type Analysis

#### *6.3.1 Descriptive Analysis*

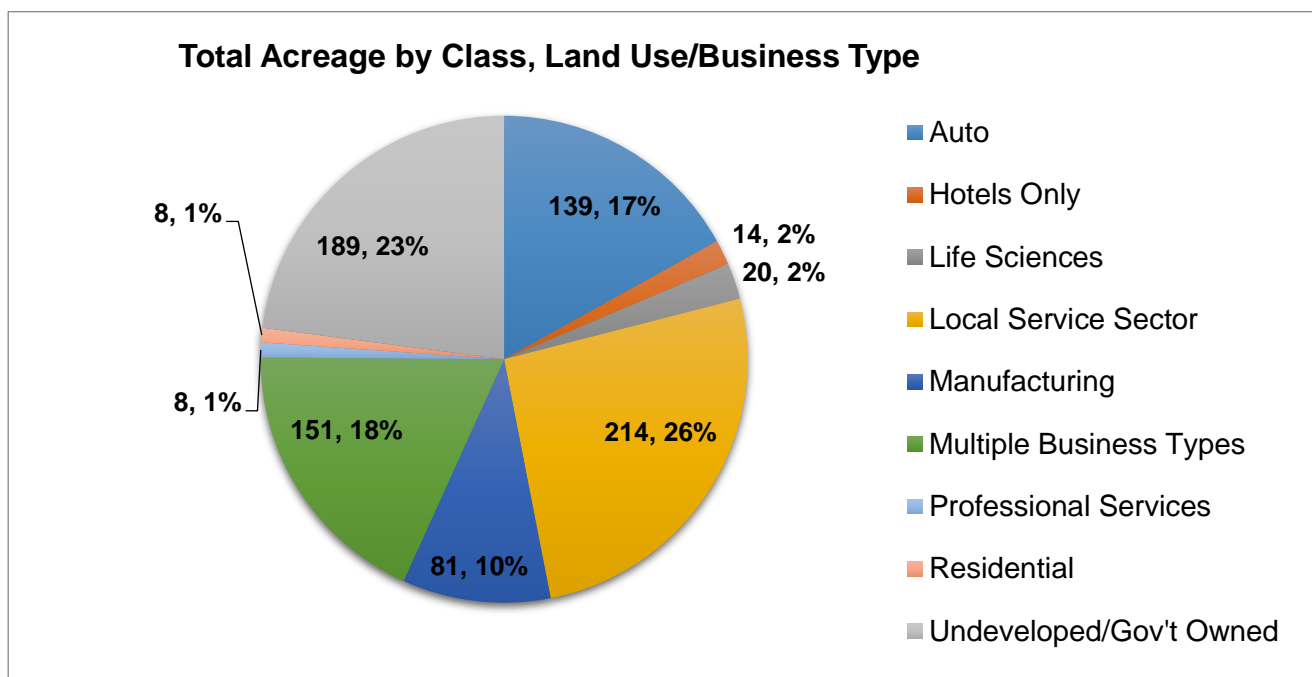
The purpose of conducting this descriptive analysis is to determine if the type of business, as defined in the Land Use/Business Type category, affects the amount of revenue the Town of Norwood generates by parcel. The independent variable in this analysis is the classes of businesses identified in the Land Use/Business Type category. Land Use/Business Type classes include the following:

- auto;
- hotels;
- life sciences;
- local service sector;
- manufacturing;
- multiple business types;
- professional services;
- residential; and
- undeveloped or government owned.

The dependent variable is the revenue generated by the Town in tax and utility payments. The impact of Land Use/ Business Sector classes on total revenues generated for the Town and total revenues without utility payments was analyzed.

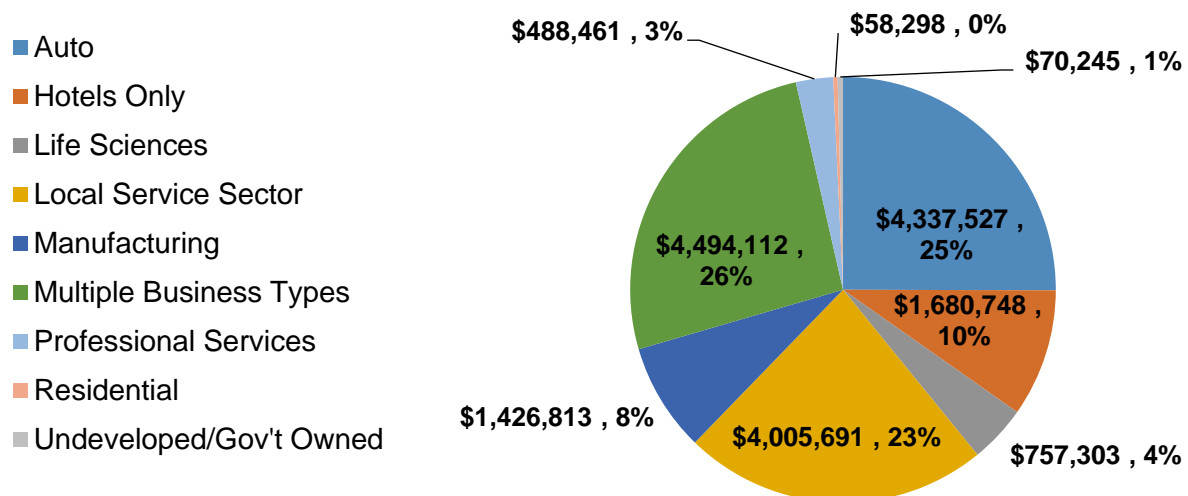


**Figure 8** – Number of parcels by Land Use/Business Type



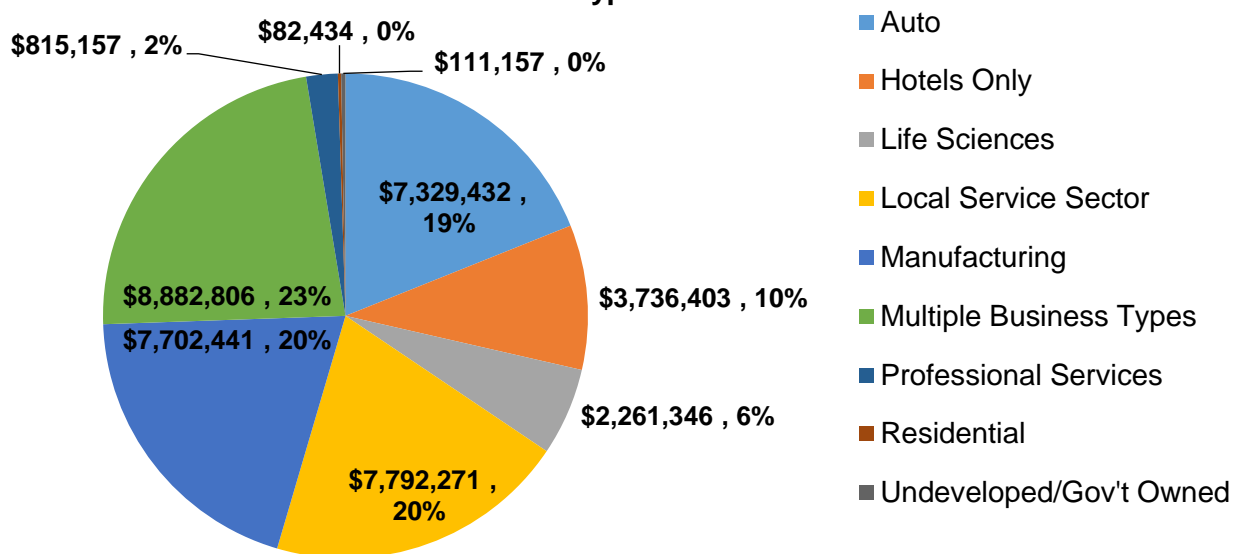
**Figure 9** – Acreage by class, Land Use/Business Type

### FY2019 Real Estate Taxes, Personal Property Taxes, & Local Receipts - Land Use/ Business Type



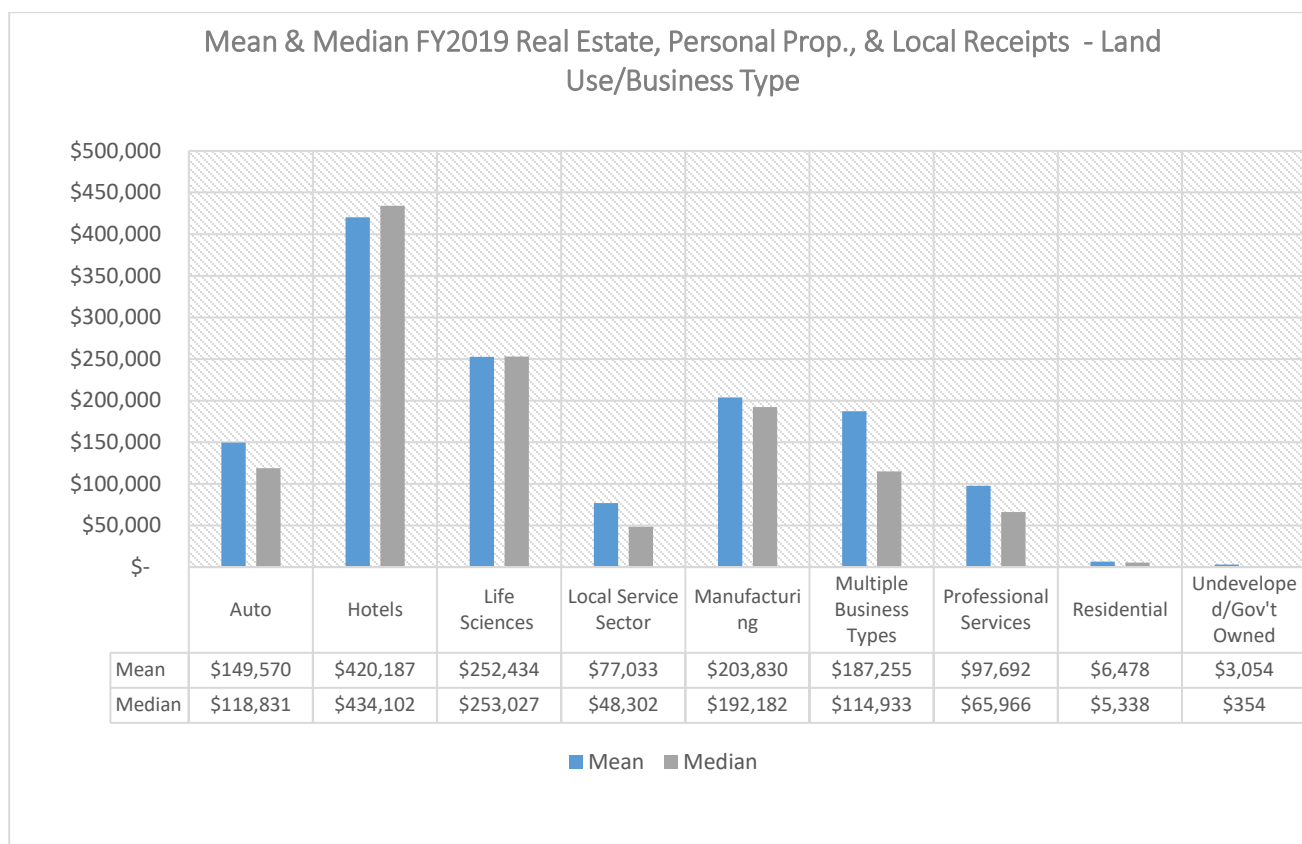
**Figure 10** – FY2019 payments, excluding utility payments by class, Land Use/Business Type

### FY2019 Total Payments to Town Including Utilities - Land Use/Business Type



**Figure 11** – FY2019 payments aggregated by class, Land Use/Business Type

Figures 8-11 present a diverse, economically speaking, area of Norwood. The local service sector, auto, and multiple business types classes dominate the Route 1 Corridor in the number of parcels and acreage. That, however, doesn't tell the whole story. Hotels, for example, contribute 10 percent of the Corridor's total tax base and utility payments to the Town. Four of the five hotels on the Corridor accomplish this by only consuming 2 percent of the Corridor's land area. The parcel on which the Four Points sits is shared with FM Global and Dedham Medical Associates, which is why the Four Points Hotel is included in the multiple business types class.

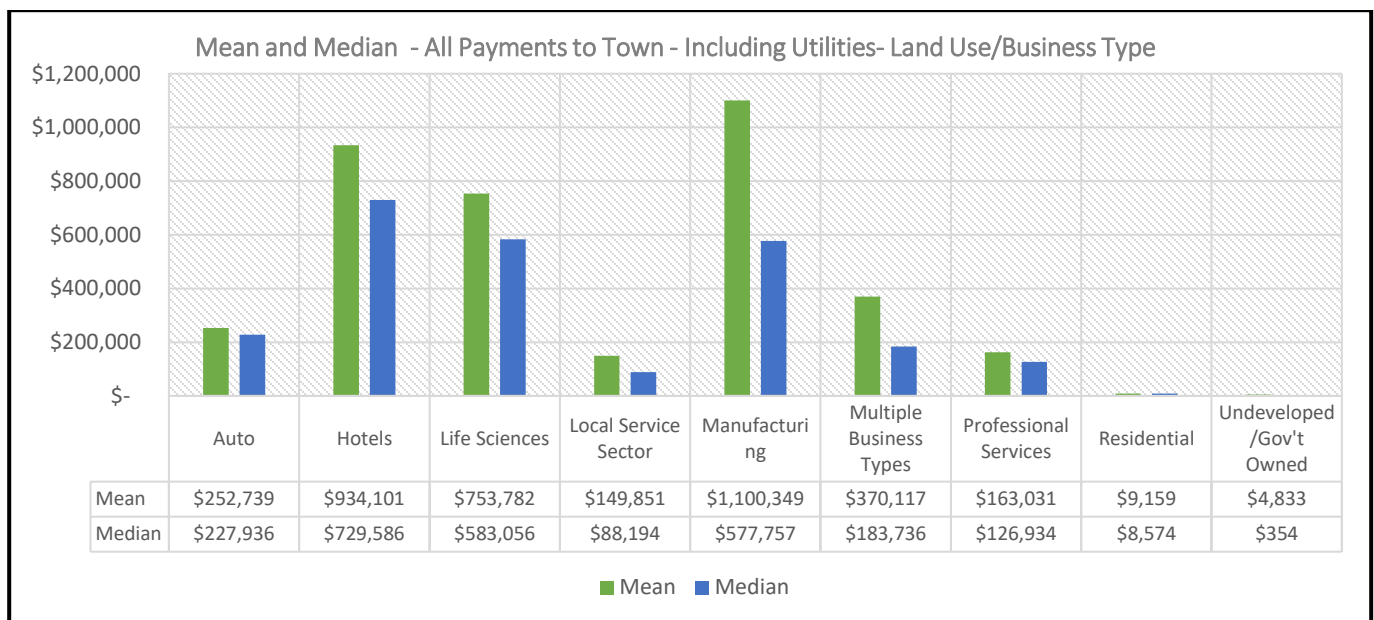


**Figure 12** – Mean & median FY2019 payments, excluding utility payments, by sector type, Land Use/Business Type

A few of the classes stand out among the nine classes in Figure 12. Specifically, the hotels, life sciences, and manufacturing classes distinguish themselves from the other classes. Even in comparison to the classes with the fourth and fifth largest mean and median, auto and multiple business types, the hotels, life sciences, and manufacturing classes have prominently larger means and medians. Table 8 displays the mean and median differences between the hotels, life sciences, and manufacturing with the auto and multiple business classes.

| <b>Mean and Median Differences FY2019 Real Estate, Personal Property, and Local Receipts</b> |                        |                          |
|--|------------------------|--------------------------|
|  | <b>Mean Difference</b> | <b>Median Difference</b> |
| Hotels- Auto   | \$ 270,617             | \$ 315,271               |
| Hotels - Multiple Business Types   | \$ 232,932             | \$ 319,169               |
| Life Sciences - Auto   | \$ 102,865             | \$ 134,196               |
| Life Sciences - Multiple Business Types  | \$ 65,180              | \$ 138,094               |
| Manufacturing - Auto   | \$ 54,260              | \$ 73,351                |
| Manufacturing - Multiple Business Types  | \$ 16,576              | \$ 77,249                |

**Table 8** – Mean and median differences



**Figure 13** – Mean & median FY2019 payments, by sector type, Land Use/Business Type

When utility payments are added to the dependent variable, the size of the gap between the hotels, life sciences, and manufacturing classes and the other six classes surge. Table 9 exhibits the mean and median differences between the hotels, life sciences, and manufacturing with the auto and multiple business classes.

| Mean and Median Differences - All Payments to Town - Including Utilities |                 |                   |
|--|-----------------|-------------------|
|  | Mean Difference | Median Difference |
| Hotels - Auto  | \$ 681,362      | \$ 501,650        |
| Hotels - Multiple Business Types   | \$ 563,984      | \$ 545,850        |
| Life Sciences - Auto   | \$ 501,043      | \$ 355,120        |
| Life Sciences - Multiple Business Types                                  | \$ 383,665      | \$ 399,319        |
| Manufacturing - Auto   | \$ 847,610      | \$ 349,822        |
| Manufacturing - Multiple Business Types                                  | \$ 730,232      | \$ 394,021        |

**Table 9** – Mean and median differences, including utilities

### 6.3.1.1 Results

Overall, it was found that the Land Use/ Business Type class affects the amount of revenue the Town generates. These descriptive analyses show that some classes generate a great deal more revenue than others. Specifically, these analyses show that businesses in the hotels, life sciences, and manufacturing classes generate more revenue for the Town of Norwood in taxes and utility revenues than businesses not classified as hotels, life sciences, or manufacturing by the Land Use/ Business Type category.

### 6.3.2 Inferential Analysis - ANOVA with Tukey's HSD Post Hoc

The purpose of this analysis is to ascertain, by using ANOVA with Tukey's HSD Post Hoc, if a parcel's Land Use/Business Type class affects the amount of revenue the Town earns in taxes and utility payments. The independent variable in this analysis is the classes of businesses identified in the Land Use/Business Type category. Land Use/Business Type classes include the following:

- auto;
- hotels;
- life sciences;
- local service sector;
- manufacturing;
- multiple business types;
- professional services;
- residential; and
- undeveloped or government owned.

The dependent variable is the revenue generated by the Town in tax and utility payments. The impact of Land Use/ Business Type classes on total revenues generated for the Town and tax revenues with and without utility payments was inspected. ANOVA with Tukey's HSD Post Hoc was conducted twice, with utilities and without utilities. The same hypothesis, null hypothesis, and alternative hypothesis were used for both tests. The level of significance for both analyses is .05. The expanded results of both sets of ANOVA with Tukey's HSD Post Hoc can be found in Appendix F.

#### 6.3.2.1 FY2019 Real Estate Taxes, Personal Property Taxes, and Local Receipts

The first step in this process is to complete an ANOVA. The following sentence is the null hypothesis of the analysis: There is no statistical relationship between the Land Use/Business Type classes and the amount of revenue the Town generates on an annual basis when utilities are not included. The following sentence is the alternative hypothesis of the analysis: There is a statistical relationship between the Land Use/Business Type classes and the amount of revenue the Town generates on an annual basis when utilities are not included.

A one-way ANOVA showed that a statistically significant relationship exists, with a p-value of **0.00**, when utilities are not included in the dependent variable. The null hypothesis is rejected. This tells us that there is a statistically significant relationship between at least two of the Land Use/Business Type classes. The next step is to complete a Tukey's HSD Post Hoc to determine which classes have statistically significant relationships.



| <b>ANOVA With Tukey's Post HSD Post Hoc - Land Use/Business Type</b>           |   |   |
|--|---|---|
| <b>FY2019 Real Estate Taxes, Personal Property Taxes, &amp; Local Receipts</b> |   |   |
| <b>Statistically Significant Relationships</b>                                 |   |   |
| <b>Land Use/<br/>Business Type</b>   | <b>Statistically Significant Relationship -<br/>Larger Average Mean</b>   | <b>Statistically Significant Relationship -<br/>Smaller Average Mean</b>  |
| <b>Auto</b>  | <ul style="list-style-type: none"> <li>Undeveloped or Government Owned (Mean Difference: 146,516) (p-value: 0.02)</li> </ul>  | <ul style="list-style-type: none"> <li>Hotels (Mean Difference: - 270,617) (p-value: 0.02)</li> </ul>   |
| <b>Hotels</b>  | <ul style="list-style-type: none"> <li>Auto (Mean Difference: 270,617) (p-value: 0.02)</li> <li>Local Service Sector (Mean Difference: 343,154) (p-value: 0.00)</li> <li>Professional Services (Mean Difference: 354,848) (p-value: 0.02)</li> <li>Residential (Mean Difference: 413,709) (p-value: 0.00)</li> <li>Undeveloped or Government Owned (Mean Difference: 417,133 (p-value: 0.00)</li> </ul> | None  |
| <b>Life Sciences</b>   | None  | None  |
| <b>Local Service Sector</b>  | None  | <ul style="list-style-type: none"> <li>Hotels (Mean Difference: - 343,154) (p-value: 0.00)</li> </ul>   |
| <b>Manufacturing</b>   | <ul style="list-style-type: none"> <li>Undeveloped or Government Owned (Mean Difference: 200,776) (p-value: 0.05)</li> </ul>  | None  |
| <b>Multiple Business Types</b>   | <ul style="list-style-type: none"> <li>Undeveloped or Government Owned (Mean Difference: 184,201) (p-value: 0.00)</li> </ul>  | None  |
| <b>Professional Services</b>   | None  | <ul style="list-style-type: none"> <li>Hotels (Mean Difference: - 354,848) (p-value: 0.02)</li> </ul>   |
| <b>Residential</b>   | None  | <ul style="list-style-type: none"> <li>Hotels (Mean Difference: - 413,709) (p-value: 0.00)</li> </ul>   |
| <b>Undeveloped or Government Owned</b>   | None  | <ul style="list-style-type: none"> <li>Auto (Mean Difference: - 146,516) (p-value: 0.02)</li> <li>Hotels (Mean Difference: - 417,133 (p-value: 0.00)</li> <li>Multiple Business Types (Mean Difference: -184,201 (p-value: 0.00)</li> </ul> |

**Table 10 – Statistically Significant Relationships - Land Use/Business Type – No Utilities**

ANOVA with Tukey's HSD Post Hoc of all Land Use/Business Type classes, excluding utilities, shows that there is a statistically significant relationship, a p-value less than .05, between several classes. The null hypothesis is rejected. Statistically speaking, a parcel's Land Use/Business Type class affects the amount of revenue the Town generates when utilities are not included. Table 10 illustrates which Land Use/Business Type classes have statistically significant relationships. The corresponding p-value and mean difference were also included in Table 10. Like the findings from the descriptive analysis, the hotels class generates, on average, significantly more revenue than other classes. It's important to consider a couple of important facts when reviewing the ANOVA with Tukey's HSD Post Hoc of all Land Use/Business Type classes:

- The .05 significance level is a high bar. This tells us that we are 95 percent certain that there is a statistically significant relationship between the independent variables.
- Several businesses on the Route 1 Corridor pay a lot of money to the Town in utility payments, and this is critical to understanding why certain classes generate so much revenue for the Town. The results of the next section will show that some classes, like manufacturing, use a great deal of electricity and water, which increased the manufacturing class's average annual Norwood tax and utility payment.

To read the expanded results of the ANOVA with Post HSD Post Hoc, see Appendix F.

#### 6.3.2.2 FY2019 Real Estate Taxes, Personal Property Taxes, Local Receipts, and Utility Payments

The first step in this process is to complete an ANOVA. The following sentence is the null hypothesis of the analysis: There is no statistical relationship between the Land Use/Business Type classes and the amount of revenue the Town generates on an annual basis. The following sentence is the alternative hypothesis of the analysis: There is a statistical relationship between the Land Use/Business Type classes and the amount of revenue the Town generates on an annual basis.

A one-way ANOVA showed that the Land Use/Business Type classes was significant, with a p-value of **0.00**. The null hypothesis is rejected. This tells us that there is a statistically significant relationship between at least two of the Land Use/Business Type classes. The next step is to complete a Tukey's HSD Post Hoc to help us determine which classes have statistically significant relationships with which Land Use/Business Type classes.

| <b>ANVOA With Tukey's Post HSD Post Hoc - Land Use/Business Type</b>                                 |   |   |
|--|---|---|
| <b>FY2019 Real Estate Taxes, Personal Property Taxes,<br/>Local Receipts, &amp; Utility Payments</b> |   |   |
| <b>Statistically Significant Relationships</b>   |   |   |
| <b>Land Use/<br/>Business Type</b>   | <b>Statistically Significant<br/>Relationship - Larger Average<br/>Mean</b>   | <b>Statistically Significant<br/>Relationship -<br/>Smaller Average Mean</b>  |
| <b>Auto</b>  | None  | <ul style="list-style-type: none"> <li>Hotels (Mean Difference: -681,362) (p-value: 0.05)</li> <li>Manufacturing (Mean Difference: -847,610) (p-value: 0.00)</li> </ul>               |
| <b>Hotels</b>  | <ul style="list-style-type: none"> <li>Auto (Mean Difference: 681,362) (p-value: 0.05)</li> <li>Local Service Sector (Mean Difference: 789,990) (p-value: 0.01)</li> <li>Residential (Mean Difference: 924,941) (p-value: 0.01)</li> <li>Undeveloped or Government Owned (Mean Difference: 929,268) (p-value: 0.00)</li> </ul>  | None  |
| <b>Life Sciences</b>   | None  | None  |
| <b>Manufacturing</b>   | <ul style="list-style-type: none"> <li>Auto (Mean Difference: 847,610) (p-value: 0.00)</li> <li>Local Service Sector (Mean Difference: 956,238) (p-value: 0.00)</li> <li>Multiple Business Types: (Mean Difference: 730,232) (p-value: 0.00)</li> <li>Professional Services (Mean Difference: 937,317) (p-value: 0.00)</li> <li>Residential (Mean Difference: 1,091,189) (p-value: 0.00)</li> <li>Undeveloped or Government Owned (Mean Difference: 1,095,516) (p-value: 0.00)</li> </ul> | None  |
| <b>Local Service Sector</b>  | None  | <ul style="list-style-type: none"> <li>Hotels (Mean Difference: -789,990) (p-value: 0.01)</li> <li>Manufacturing (Mean Difference: -956,238) (p-value: 0.00)</li> </ul>               |
| <b>Multiple Business Types</b>   | None  | <ul style="list-style-type: none"> <li>Manufacturing (Mean Difference: -730,232) (p-value: 0.00)</li> </ul>   |
| <b>Professional Services</b>   | None  | <ul style="list-style-type: none"> <li>Manufacturing (Mean Difference: -937,317) (p-value: 0.00)</li> </ul>   |
| <b>Residential</b>   | None  | <ul style="list-style-type: none"> <li>Hotels (Mean Difference: -924,941) (p-value: 0.01)</li> <li>Manufacturing Residential (Mean Difference: -1,091,189) (p-value: 0.00)</li> </ul> |
| <b>Undeveloped or Government Owned</b>   | None  | <ul style="list-style-type: none"> <li>Hotels (Mean Difference: -929,268) (p-value: 0.00)</li> <li>Manufacturing (Mean Difference: -1,095,516) (p-value: 0.00)</li> </ul>             |

**Table 11 – Statistically Significant Relationships - Land Use/Business Type – Utilities**

ANOVA with Tukey's HSD Post Hoc of all Land Use/Business Type classes, including utilities, shows that there is a statistically significant relationship, a p-value less than .05, between several classes. The null hypothesis is rejected. Statistically speaking, a parcel's Land Use/Business Type class affects the amount of revenue the Town generates. Table 11 shows which Land Use/Business Type classes have statistically significantly larger and smaller means than other Land Use/Business Type classes. The corresponding p-value and mean difference were included, which are illuminating. For example, parcels classified as manufacturing generate, on average, \$847,609.75 per year more than the average parcel classified as auto. Like the descriptive analyses, the ANOVA Tukey's HSD Post Hoc analysis demonstrates that the manufacturing and the hotels classes generate significantly more revenue than almost all the other classes. To read the expanded results of the ANOVA with Post HSD Post Hoc, see Appendix F.

#### 6.3.2.3 Results

The descriptive analyses reveal that hotels, manufacturing, and life sciences generate, on average, much more revenue than other classes. However, the local service sector and auto classes, in aggregate, pay a lot in taxes and utility payments to the Town. When utilities are excluded, the local service sector generated \$4,005,691, or 23 percent, of the Corridor's total tax payments in FY2019, and the auto class generated \$4,337,527, or 25 percent, of the Corridor's total tax payments in FY2019. When utilities are included, the local service sector generated \$7,792,271, or 20 percent of the Corridor's total tax and utility payments in FY2019, and the auto class generated \$7,329,432, or 19 percent, of the Corridor's total tax and utility payments in FY2019.

The results of the ANOVA with Tukey's HSD Post Hoc illustrate that the hotels and manufacturing classes generate more revenue for the Town than nearly all the other classes, on average. The results of the ANOVA with Tukey's HSD Post Hoc prove this by demonstrating that a statistically significant relationship exists between the manufacturing and hotels and several classes. When utilities are included in the dependent variable, the manufacturing class has a statistically significant relationship with every class except for the hotels and life sciences classes. This validates that a significant gap exists between the amount of revenue the Town generates from hotels and manufacturing classes and every other business class, except the life sciences class, on the Corridor.

Despite having the third-largest mean and median total revenues and second-largest median and median total revenues when utilities are not included, the life sciences class does not have a statistically significant relationship with any Land Use/Business Type class. This is likely due to the small sample size, a total of three parcels. The fact that the life sciences classes mean isn't statistically significantly larger than the undeveloped or government owned class provides more evidence to this argument. The life sciences and undeveloped or government owned class mean difference is \$748,949, which is \$67,587 larger than the mean difference of the hotels and auto classes, \$681,362. Hotels and auto classes have a statistically significant relationship.

## **7. Creativity, Tech, Manufacturing, Innovation, & Life Sciences on Route 1**

Aggregating business types was the only way to develop a thorough analysis of the Route 1 Corridor that can later be used to make decisions related to zoning, planning related policies, and economic development. Aggregating the data, however, makes it challenging to display the numerous firms on the Route 1 Corridor that generate wealth for the Norwood area (traded sector industries), provide high wage jobs, push creative boundaries, develop lifesaving pharmaceuticals, or develop new ideas or products that enhance our lives or reduce the cost of conducting business. Most municipalities across the country should be envious of any, let alone all, of the firms listed in Appendix A. Appendix A lists the company name, NAICS code(s), a link to the company website or important news story, address, and a summary explaining what the company does.

## 8. Study Limitations

Although comprehensive, the Route 1 Corridor Economic Impact Study has limitations. Here is a list of limitations that have been identified:

- Only the revenue the Town generates from the Route 1 Corridor was analyzed. To complete a full economic impact analysis for the Town, we would need to complete additional analysis to understand how much it costs the Town of Norwood to offer municipal services to the 358 businesses on the Route 1 Corridor.
- Due to time constraints, compiling and analyzing the salary figures of employees who work for businesses on the Route 1 Corridor could not be conducted. The lack of data about salaries and employment is a limitation. This information should be critical to the Town's economic development efforts and potential zoning changes of the Route 1 Corridor. Further analysis of this topic is recommended. Being in the Boston Metropolitan Area, there are many high wage jobs within commuting distance, but it's still an asset for our residents and residents of surrounding towns if Norwood has plentiful high wage jobs.
- The Town of Norwood does not collect revenue generated from the Room Occupancy Excise Tax and Meals Excise Tax; the Commonwealth of Massachusetts collects these taxes on the Town's behalf. The Commonwealth of Massachusetts's DLS, unfortunately, does not make this data easily accessible. After multiple attempts spanning several months, it was concluded that DLS was unwilling to fulfill requests for any information regarding Room Occupancy Excise Tax and Meals Excise Tax revenues generated by individual businesses or the Corridor in aggregate. Using the average Meals Excise Tax revenue from FY2019 and the average Room Occupancy Excise Tax revenue based on room totals was a practical alternative, but it would have been more accurate to use the actual FY2019 Room Occupancy Excise Tax or Meals Excise Tax receipts generated by each business.

## 9. Conclusion and Recommendations

The Route 1 Corridor has a diverse array of businesses. The Corridor is far from the auto-mile monolith many believe it to be. Not only does the analysis show that a great deal of economic diversity exists on Route 1, but this report also shows that the Corridor is home to numerous businesses that generate wealth for the Norwood area (traded sector), provide high wage jobs, push creative boundaries, develop lifesaving pharmaceuticals, and generate new ideas or products that enhance our lives or reduce the cost of conducting business. Numerous municipalities across the country should be envious of Norwood for being home to any business listed in Appendix A.

Chapter 6.2 Traded and Local Sector Analysis establishes that traded sector businesses generated more revenue for the Town than local and mixed sector businesses in FY2019. The descriptive analysis made this clear. The t-Tests verified that traded sector businesses generate more revenue for the Town than local sector businesses. The hypothesis that a statistically significant relationship exists between sector types was proven correct.

Although the actual salaries associated with the traded sector industry could not be ascertained, traded sector wages, on average, are significantly higher than an employee can expect from a local sector business. Also, it has been found that traded sector industries tend to influence the wages for those who work for local sector industries found in the same region.<sup>14</sup> Traded sector firms contribute more tax revenue to the Town, pay higher wages than local sector firms, and even increase the wages for those who work in the local sector. It is in the Town's best interest to commit its limited economic development resources to expand and retain traded sector businesses already in Norwood and to attract new traded sector businesses to Norwood.

The Land Use/Business Type Analysis chapter demonstrates that some business types generate more revenue than others. We know that, on average, hotels generate more revenue than the following business classes:

- auto;
- local service sector;
- residential; and
- undeveloped or government owned.

Also, we know that manufacturing, on average, generates more revenue than the following:

- auto;
- local service sector;
- multiple business types;
- professional services;
- residential; and
- undeveloped or government owned classes.

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<sup>14</sup> Michael Porter, "The Economic Performance of Regions," *Regional Studies*, 37, pp. 549-578.

The hypothesis that a statistically significant relationship exists between business classes was proven correct. It should be noted that hotels, manufacturing, and life sciences are all considered traded sector industries.

The hotel industry is an anomaly as this industry does not produce high wage jobs, and without another variable, like tourism, additional hotels could cannibalize one another and may not produce an increased level of tax revenue for the Town. Conversely, jobs in manufacturing and life sciences do tend to create higher wages and, based on the analysis found in this report, would increase the Town's commercial tax base, and pay a great deal in utility fees. It is in the Town's best interest to commit its limited economic development resources to expand and retain manufacturing and life science jobs already in Norwood and to attract businesses in the manufacturing and life sciences industries. It is in the Town's best interest to retain the stock of hotels in Norwood and, if the demand exists, attract new hotels to Norwood.

In aggregate, the auto sales industry contributed \$7,329,432 in tax payments, local receipts, and utility payments, which equates to 19 percent of the Corridor's total tax and utility payments to the Town, 25 percent when utility payments are not included. In aggregate, the auto sales industry generates a lot of revenue for the Town. However, businesses in the auto class do not generate, on average, as much revenue for the Town as several industries. Chapter 6.3 Land Use/Business Type Analysis shows that hotels, manufacturing, and life sciences generate significantly more revenue on average than the auto class when utility payments are and are not included. The hotels and manufacturing classes even have a statistically significant relationship with the auto class. The auto sales industry is also considered a local sector industry. Meaning, much of the revenue generated by the auto sales industry in Norwood is sent to the locations where the automobiles are manufactured or the location of the automaker's headquarters, neither of which are well represented in Norwood or New England.

The Corridor's most valuable and scarce resource, land, is not utilized as well as it could be. Businesses included in the local service sector and auto classes consume 43 percent of the land area of the Route 1 Corridor. The businesses included in these two categories, on average, do not generate nearly as much revenue as businesses in other classes, and businesses included in the local service sector or auto categories are all local sector industries. For example, the life sciences, manufacturing, and hotels categories, in aggregate, consume only 13.9 percent of the Corridor's total land area.

In sum, the Route 1 Corridor is critical to the Town's tax base. The Town's influence over development or redevelopment on the Route 1 Corridor is limited, but the Town can still make zoning, bylaw, and policy improvements to retain and assist in the expansion of businesses in Norwood and to attract new businesses. The Town should use its economic development resources to retain and expand traded sector industries on the Corridor and attract new traded sector industries to the Route 1 Corridor.



## 10. Appendices

- **Appendix A** – Creativity, Tech, Manufacturing, Innovation, Life Sciences on the Route 1 Corridor
- **Appendix B** – Descriptive Analysis Tables, includes the Route 1 Corridor in Aggregate; traded sector, local sector, and mixed sectors; and Land Use/Business Type classes
- **Appendix C** – Every Parcel that was analyzed along with applicable financial and classification information
- **Appendix D**- 1500 Boston-Providence contains numerous businesses. Including 1500 Boston-Providence in Appendix C would have made Appendix C more challenging to read. Therefore, 1500 Boston-Providence received its own appendix.
- **Appendix E** - Inferential Analysis – Traded and Local Sectors – t-Tests and f-Test Tables
- **Appendix F** - ANOVA with Tukey's Post HSD Post Hoc Results, Expanded
- **Appendix G** – Definitions of Statistical Terms

## Creativity, Tech, Manufacturing, Innovation, Life Sciences in the Route 1 Corridor

| Business Name and Website Link                  | NAICS Code  | Address                                  | Summary   |
|---|---|--|---|
| <a href="#">Cardiovascular Engineering Inc.</a> | 3391 Medical Equipment and Supplies Manufacturing   | 1 EDGEWATER DR                           | Cardiovascular Engineering manufacturers products used in research related to the cardiovascular system and care of the cardiovascular system of patients.  |
| <a href="#">Intlx Solutions, LLC</a>            | 5415 Computer Systems Design and Related Services   | 1 EDGEWATER DR                           | Intlx Solutions is a technology driven solution provider.   |
| <a href="#">Ntirety Inc.</a>                    | 541511 Computer programming services  | 1 EDGEWATER DR                           | Ntirety is a is a technology driven solution provider.  |
| <a href="#">Aurus</a>                           | 54199 All Other Professional, Scientific, and Technical Services  | 1 EDGEWATER DR                           | Aurus is a technology driven solution provider.   |
| <a href="#">Analog Devices</a>                  | 33441 Semiconductor and electronic Component Manufacturing  | 10 BOSTON PROVIDENCE/<br>1TECHNOLOGY WAY | Analog Devices is a recipient of 4,700 patents and manufactures numerous products including, but not limited to, sensors, amplifiers, electrical equipment, ethernet, fiber optic controls, numerous types of controllers, audio and video equipment, multiplexers, and much more. Unfortunately, Analog Devices decided to move almost its entire Norwood operation to Wilmington in 2018. |
|   |   |  | <a href="#">Patch article about Analog Devices consolidating operations in Wilmington, MA.</a>  |
| <a href="#">High Point</a>                      | 54169 Other Scientific and Technical Consulting Services  | 100 RIVER RIDGE DRIVE                    | Highpoint is a technology and IT provider that exclusively serves business in the life sciences and healthcare industries.  |
| <a href="#">Aculab</a>                          | 334210 Data communications equipment (e.g., Bridges, Gateways, Routers) Manufacturing, 5415 Computer Systems Design and Related Services, and 517919 All Other Telecommunications | 100 RIVER RIDGE DRIVE                    | Aculab is a "Custom Computer Programming Service" provider, data communications equipment (e.g., bridges, gateways, routers) manufacturer, and much more.   |
| <a href="#">Skillsoft</a>                       | 541511 Custom Computer Programming Services   | 100 RIVER RIDGE DRIVE                    | Skillsoft offers computer systems design and related services.  |

## Creativity, Tech, Manufacturing, Innovation, Life Sciences in the Route 1 Corridor

| Business Name and Website Link                 | NAICS Code   | Address                      | Summary   |
|--|--|------------------------------|---|
| <a href="#">Opentext (Recommind)</a>           | 541511 Custom Computer Programming Services  | 100 RIVER RIDGE DRIVE        | Opentext offers computer systems design and related services.   |
| <a href="#">Entrinsic Bioscience</a>           | 541715 Medical research and development laboratories or services and 3254 Pharmaceutical and Medicine Manufacturing            | 100 RIVER RIDGE DRIVE        | Entrinsic Bioscience is a life sciences research firm and pharmaceutical manufacturer. According to the company website, "Entrinsic Bioscience is pioneering the development and commercialization of Prescription Amino Acids™ (RxAAs) to treat gastrointestinal disorders and other conditions associated with dysfunctional transport membrane (DTM) proteins."  |
| <a href="#">KydaFlow (Cloud Square)</a>        | 541512 Office automation computer systems integration design services and 541 Professional, Scientific, and Technical Services | 100 RIVER RIDGE DRIVE        | Kydaflow offers a variety of software designed to improve productivity, data collection and analysis, and cybersecurity.  |
| <a href="#">FM Global</a>                      | 52429 Other Insurance Related Activities   | 1151 BOSTON PROVIDENCE       | FM Global is an insurance provider. At its Norwood location, FM Global offers a wide variety of risk-related training and analysis testing.   |
| <a href="#">EPSG Polymer Technologies</a>      | 31-33 Manufacturing (too many to list)   | 129 MORGAN DR / 76 ASTOR AVE | EPSG Polymer Technologies manufactures numerous standards products and manufactures custom products in the medical, aerospace, defense, and automotive industries. They provide numerous other manufacturing related services to private industries.  |
| <a href="#">Apogee Technology</a>              | 54171 Research & Development in the Physical, Engineering, & Life Sciences   | 129 MORGAN DR / 76 ASTOR AVE | Apogee is a life sciences company that is currently "developing and commercializing" a "transdermal drug delivery platform, primarily targeting large molecule biopharmaceuticals or compounds that are highly insoluble or have a very low bioavailability."   |
| <a href="#">Home Market Foods</a>              | 311 Food Manufacturing   | 140 MORGAN DR                | Home Market Foods is a food processing company that specializes in meatballs.   |
| <a href="#">Virtex (Formerly PPI-Timezone)</a> | 334 Computer and electronic product manufacturing  | 1400 BOSTON PROVIDENCE       | Virtex provides "Electronic Manufacturing Services (EMS)" to numerous industries, including defense and aerospace; space and satellite; industrial; medical; "High Reliability," which includes communications, robotics, utilities, communications, instrumentation, and sensors; and "Something New," which includes artificial intelligence and IT, scientific instrumentation, advanced electronics, energy, and connected devices. |

## Creativity, Tech, Manufacturing, Innovation, Life Sciences in the Route 1 Corridor

| Business Name and Website Link                   | NAICS Code  | Address                | Summary   |
|--|---|------------------------|---|
| <a href="#">Spectra-Solutions</a>                | 334516 Analytical Laboratory Instrument Manufacturing | 1500 BOSTON PROVIDENCE | "Sprecta Solutions, Inc. is a manufacturer of spectroscopic analytical instruments and fiber optic Raman probes."<br><a href="#">US Department of Energy Spectra Solution Grant Funding List</a>  |
| <a href="#">BCCUSA-MA</a>                        | 54151 Computer Systems Design and Related Services    | 1500 BOSTON PROVIDENCE | BCCUSA-MA is a custom software developer.   |
| <a href="#">Navo Systems</a>                     | 54151 Computer Systems Design and Related Services    | 1500 BOSTON PROVIDENCE | Navo Systems is a software developer  |
| <a href="#">SIGMAXIM, Inc.</a>                   | 54151 Computer Systems Design and Related Services    | 1500 BOSTON PROVIDENCE | SIGMAXIM develops design software for numerous types of manufactures. SIGMAXIM's global headquarters is located in Norwood.   |
| <a href="#">SRI INFOTECH, INC</a>                | 54151 Computer Systems Design and Related Services    | 1500 BOSTON PROVIDENCE | SRI INFOTECH is a software developer that provides services in the following fields: business management process, security accounting systems, big data, and robotic process automation.  |
| <a href="#">Transformative Engineering</a>       | 334 Computer and Electronic Product Manufacturing     | 190-196 VANDERBILT AVE | Transformative Engineering designs and manufactures audio, visual, and data communications devices.   |
| <a href="#">Siemens</a>                          | 5417 Scientific Research and Development Services     | 2 Edgewater            | The Siemens office at 2 Edgewater houses one of Siemens' research and development operations for the medical industry.  |
| <a href="#">Advanced Instruments</a>             | 334516 Microbiology Instruments Manufacturing         | 2 Technology Way       | Advanced Instruments manufacturers instruments used in biotechnology and microbiology research.   |
| <a href="#">American Holt Engineered Savings</a> | 332 Fabricated Metal Product Manufacturing            | 203 CARNEGIE           | American Holt designs and manufactures aftermarket machinery components. According to the website, "American Holt is a full-service engineering firm that focuses on the reverse engineering of high-usage machinery components." American Holt states on their website that they use advanced techniques to serve their customers, as follows: "We have made substantial investments in cutting-edge metrology equipment including material analyzers utilizing X-ray fluorescence, optical emission, and Fourier transmission. We employ state-of-the-art coordinate measuring machines, video inspection as well as an array of other metrology equipment. American Holt utilizes 3D printing to rapidly develop prototypes and identify potential issues before manufacturing parts." |

## Creativity, Tech, Manufacturing, Innovation, Life Sciences in the Route 1 Corridor

| Business Name and Website Link            | NAICS Code   | Address                      | Summary  |
|---|--|------------------------------|--|
| <a href="#">Source Code Corporation</a>   | 3341 Computer and Peripheral Equipment Manufacturing   | 228, 232, 244 VANDERBILT AVE | Source Code manufactures custom computers, servers, storage servers, and a wide variety of hardware for computers.   |
| <a href="#">United Citrus</a>             | 3121 Beverage Manufacturing  | 228, 232, 244 VANDERBILT AVE | United Citrus manufactures cocktail mixes, sports drinks, energy drinks, iced tea, and much more. United Citrus also provides packaging solutions and research and development for food and beverage innovation.   |
| <a href="#">Pratt &amp; Whitney</a>       | 331221 Rolled steel shape manufacturing  | 249 VANDERBILT AVE           | Pratt Whitney conducted rolled steel manufacturing in Norwood. Pratt Whitney, at the time of this writing, is no longer operating in Norwood.  |
| <a href="#">Boston Productions</a>        | 51210 Motion Picture and Video Industries  | 290 VANDERBILT AVE           | Boston Production produces museum exhibits and interactive displays for museums, corporate offices, hospitals, and other businesses using numerous mediums.  |
| <a href="#">Smonik Systems</a>            | 41511 Custom Computer Programming Services   | 3 EDGEWATER DR               | Smonik Systems, according to their website, "is a financial software and consulting firm specializing in providing innovative solutions to investment firms and fund administrators."                              |
| <a href="#">Immugen Inc</a>               | 3254 Pharmaceutical & Medicine Manufacturing   | 309-349 BOSTON-PROV TPKE     | Immugen is a biopharmaceutical manufacturer. Immugen no longer has an office in Norwood.   |
| <a href="#">Organogenesis</a>             | 54171 Research and Development in the Physical, Engineering, & Life Sciences and<br>3254 Pharmaceutical & Medicine Manufacturing | 309-349 BOSTON-PROV TPKE     | <a href="#">Organogenesis is a pharmaceutical manufacturer and life sciences research and development firm.</a>  |
| <a href="#">1 Global Health Institute</a> | 54171 Research and Development in the Physical, Engineering, & Life Sciences   | 309-349 BOSTON-PROV TPKE     | 1 Global Health Institute is a life sciences research and development firm.  |
| <a href="#">Castle Island Brewing</a>     | 312120 Breweries; 7224 Drinking places, alcoholic beverages  | 31 ASTOR AVE                 | Castle Island is a craft brewing company.  |
| <a href="#">Imugen</a>                    | 621511 Medical Laboratories  | 315 NORWOOD PARK SOUTH       | According to Imugen's website, "The Norwood, MA laboratory has offered clinical laboratory testing services for over 25 years and specializes in testing for tick-borne infections through the Accutix test menu." |

## Creativity, Tech, Manufacturing, Innovation, Life Sciences in the Route 1 Corridor

| Business Name and Website Link         | NAICS Code   | Address                  | Summary   |
|--|--|--------------------------|---|
| <a href="#">BancTec</a>                | 541511 Programming services, custom computer programming services  | 320 NORWOOD PARK SOUTH   | BancTec designs, develops, and manufactures computer software.  |
| <a href="#">Revolution Composites</a>  | 334511 Search, Detection, Navigation, Guidance, Aeronautical, and Nautical System and Instrument Manufacturing | 340 - 346 VANDERBILT AVE | Revolution Composites designs and manufactures composites used in Aerospace & defense industries.   |
| <a href="#">Prize Possessions</a>      | Prize Possessions - 332999 All Other Miscellaneous Fabricated Metal Product Manufacturing                      | 340 - 346 VANDERBILT AVE | Prize Possessions manufactures and engraves high-end awards and trophies.   |
| <a href="#">Box Fort</a>               | 334413 Semiconductor and Related Device Manufacturing and 541490 Other Specialized Design Services             | 375 BOSTON PROVIDENCE    | Box Fort manufactures touch sensors used in interactive displays. Box Fort also specializes "in the design and fabrication of immersive adventure experiences, interactive exhibits, and special effects for museums, theme parks, theaters, and other popular destinations of educational and entertainment value."  |
| <a href="#">Corbus Pharmaceuticals</a> | 3254 Pharmaceutical and Medicine Manufacturing   | 500 RIVER RIDGE DRIVE    | Corbus Pharmaceuticals is a life sciences research firm and pharmaceutical manufacturer. According to the company website, "Corbus Pharmaceuticals Holdings, Inc. is a Phase 3 clinical-stage pharmaceutical company focused on the development and commercialization of novel therapeutics to treat inflammatory and fibrotic diseases by leveraging its pipeline of rationally designed, endocannabinoid system-targeting drug candidates." |
| <a href="#">Admet</a>                  | 31-33 Manufacturing (Too many to list)   | 51 MORGAN                | Admet manufactures machines and controllers for material testing.   |
| <a href="#">TE Connectivity</a>        | 334 Computer and Electronic Product Manufacturing  | 65 - 63 NAHATAN ST       | TE Connectivity manufacturers computer components, sensors, and other products used in or with electronic devices.  |

## Descriptive Analysis Tables

| Aggregate             |        |                             |              |                       |               |   |               |   |               |  |              |
|-----------------------|--------|-----------------------------|--------------|-----------------------|---------------|---|---------------|---|---------------|--|--------------|
| Land Area<br>in Acres |        | Water and<br>Sewer Payments |              | Electric<br>Payments  |               | FY19 Real Estate Taxes,<br>Personal Property Taxes,<br>& Local Receipts |               | FY19 Real Estate Taxes, Personal<br>Property Taxes, Local Receipts, &<br>Utility Payments |               | FY19 Real Estate Taxes, Personal<br>Property Taxes, Local Receipts, &<br>Utility Payments Per Acre |              |
| Mean                  | 5.28   | Mean                        | \$ 26,264    | Mean                  | \$ 109,668    | Mean  | \$ 109,984    | Mean  | \$ 248,163    | Mean   | \$ 59,228    |
| Median                | 2.24   | Median                      | \$ 3,165     | Median                | \$ 32,989     | Median  | \$ 55,384     | Median  | \$ 123,122    | Median   | \$ 47,028    |
| Mode                  | 3.00   | Mode                        | 0            | Mode                  | 0             | Mode  | 0             | Mode  | \$ 354        | Mode   | \$ 1,977     |
| Standard<br>Deviation | 13     | Standard<br>Deviation       | 131136       | Standard<br>Deviation | 260687        | Standard<br>Deviation   | 168115        | Standard<br>Deviation   | 477546        | Standard<br>Deviation  | 60818        |
| Range                 | 124.21 | Range                       | \$ 1,239,643 | Range                 | \$ 2,156,130  | Range   | \$ 1,531,596  | Range   | \$ 3,675,108  | Range  | \$ 570,202   |
| Minimum               | 0.03   | Minimum                     | 0            | Minimum               | 0             | Minimum   | 0             | Minimum   | 0             | Minimum  | 0            |
| Maximum               | 124.24 | Maximum                     | \$ 1,239,643 | Maximum               | \$ 2,156,130  | Maximum   | \$ 1,531,596  | Maximum   | \$ 3,675,108  | Maximum  | \$ 570,202   |
| Sum                   | 823.43 | Sum                         | \$ 4,097,133 | Sum                   | \$ 17,108,247 | Sum   | \$ 17,157,433 | Sum   | \$ 38,713,447 | Sum  | \$ 9,239,549 |
| Count                 | 156    | Count                       | 156          | Count                 | 156           | Count   | 156           | Count   | 156           | Count  | 156          |

| TRADED OR LOCAL SECTOR DESCRIPTIVE ANALYSIS              |        |                             |            |                       |              |   |              |   |              |  |            |
|--|--------|-----------------------------|------------|-----------------------|--------------|---|--------------|---|--------------|--|------------|
| Mixed - Traded and Local Sector Businesses In One Parcel |        |                             |            |                       |              |   |              |   |              |  |            |
| Land Area<br>in Acres                                    |        | Water and<br>Sewer Payments |            | Electric<br>Payments  |              | FY19 Real Estate Taxes,<br>Personal Property Taxes,<br>& Local Receipts |              | FY19 Real Estate Taxes, Personal<br>Property Taxes, Local Receipts, &<br>Utility Payments |              | FY19 Real Estate Taxes, Personal<br>Property Taxes, Local Receipts, &<br>Utility Payments Per Acre |            |
| Mean   | 7.29   | Mean                        | \$ 12,950  | Mean                  | \$ 186,574   | Mean  | \$ 212,107   | Mean  | \$ 420,992   | Mean   | \$ 49,789  |
| Median   | 4.19   | Median                      | \$ 7,513   | Median                | \$ 68,522    | Median  | \$ 109,368   | Median  | \$ 177,935   | Median   | \$ 49,045  |
| Mode   | 3.00   | Mode                        | #N/A       | Mode                  | 0            | Mode  | #N/A         | Mode  | #N/A         | Mode   | #N/A       |
| Standard<br>Deviation                                    | 8      | Standard<br>Deviation       | 12462      | Standard<br>Deviation | 355122       | Standard<br>Deviation   | 337472       | Standard<br>Deviation   | 700243       | Standard<br>Deviation  | 19782      |
| Range  | 30.08  | Range                       | \$ 48,161  | Range                 | \$ 1,526,578 | Range   | \$ 1,478,809 | Range   | \$ 3,046,291 | Range  | \$ 73,618  |
| Minimum  | 3.00   | Minimum                     | \$ 532     | Minimum               | 0            | Minimum   | \$ 52,787    | Minimum   | \$ 74,303    | Minimum  | \$ 20,717  |
| Maximum  | 33.08  | Maximum                     | \$ 48,692  | Maximum               | \$ 1,526,578 | Maximum   | \$ 1,531,596 | Maximum   | \$ 3,120,594 | Maximum  | \$ 94,335  |
| Sum  | 131.13 | Sum                         | \$ 233,101 | Sum                   | \$ 3,358,333 | Sum   | \$ 3,817,923 | Sum   | \$ 7,577,851 | Sum  | \$ 896,197 |
| Count  | 18     | Count                       | 18         | Count                 | 18           | Count   | 18           | Count   | 18           | Count  | 18         |

## Descriptive Analysis Tables

| Local Sector          |        |                             |            |                       |              |   |              |   |               |  |              |
|-----------------------|--------|-----------------------------|------------|-----------------------|--------------|---|--------------|---|---------------|--|--------------|
| Land Area<br>in Acres |        | Water and<br>Sewer Payments |            | Electric<br>Payments  |              | FY19 Real Estate Taxes,<br>Personal Property Taxes,<br>& Local Receipts |              | FY19 Real Estate Taxes, Personal<br>Property Taxes, Local Receipts, &<br>Utility Payments |               | FY19 Real Estate Taxes, Personal<br>Property Taxes, Local Receipts, &<br>Utility Payments Per Acre |              |
| Mean                  | 5.42   | Mean                        | \$ 9,086   | Mean                  | \$ 71,794    | Mean  | \$ 99,307    | Mean  | \$ 181,863    | Mean   | \$ 65,275    |
| Median                | 1.94   | Median                      | \$ 4,348   | Median                | \$ 41,802    | Median  | \$ 60,297    | Median  | \$ 129,245    | Median   | \$ 55,730    |
| Mode                  | 5.00   | Mode                        | 0          | Mode                  | 0            | Mode  | #N/A         | Mode  | #N/A          | Mode   | #N/A         |
| Standard<br>Deviation | 16     | Standard<br>Deviation       | 12219      | Standard<br>Deviation | 101698       | Standard<br>Deviation   | 114336       | Standard<br>Deviation   | 218219        | Standard<br>Deviation  | 38596        |
| Range                 | 123.89 | Range                       | \$ 71,406  | Range                 | \$ 776,907   | Range   | \$ 760,075   | Range   | \$ 1,605,371  | Range  | \$ 215,354   |
| Minimum               | 0.34   | Minimum                     | 0          | Minimum               | \$ -         | Minimum   | 0            | Minimum   | \$ 3,017      | Minimum  | \$ 329       |
| Maximum               | 124.24 | Maximum                     | \$ 71,406  | Maximum               | \$ 776,907   | Maximum   | \$ 760,075   | Maximum   | \$ 1,608,388  | Maximum  | \$ 215,684   |
| Sum                   | 498.93 | Sum                         | \$ 835,906 | Sum                   | \$ 6,605,022 | Sum   | \$ 9,136,202 | Sum   | \$ 16,731,432 | Sum  | \$ 6,005,288 |
| Count                 | 92     | Count                       | 92         | Count                 | 92           | Count   | 92           | Count   | 92            | Count  | 92           |

| Traded Sector         |        |                             |              |                       |              |   |              |   |               |  |              |
|-----------------------|--------|-----------------------------|--------------|-----------------------|--------------|---|--------------|---|---------------|--|--------------|
| Land Area<br>in Acres |        | Water and<br>Sewer Payments |              | Electric<br>Payments  |              | FY19 Real Estate Taxes,<br>Personal Property Taxes,<br>& Local Receipts |              | FY19 Real Estate Taxes, Personal<br>Property Taxes, Local Receipts, &<br>Utility Payments |               | FY19 Real Estate Taxes, Personal<br>Property Taxes, Local Receipts, &<br>Utility Payments Per Acre |              |
| Mean                  | 8.06   | Mean                        | \$ 201,511   | Mean                  | \$ 475,483   | Mean  | \$ 271,651   | Mean  | \$ 950,099    | Mean   | \$ 141,886   |
| Median                | 6.10   | Median                      | \$ 35,057    | Median                | \$ 284,905   | Median  | \$ 279,335   | Median  | \$ 583,056    | Median   | \$ 129,587   |
| Mode                  | #N/A   | Mode                        | #N/A         | Mode                  | #N/A         | Mode  | #N/A         | Mode  | #N/A          | Mode   | #N/A         |
| Standard<br>Deviation | 8      | Standard<br>Deviation       | 390709       | Standard<br>Deviation | 587524       | Standard<br>Deviation   | 150234       | Standard<br>Deviation   | 945290        | Standard<br>Deviation  | 129796       |
| Range                 | 26.75  | Range                       | \$ 1,237,501 | Range                 | \$ 2,138,606 | Range   | \$ 479,881   | Range   | \$ 3,626,535  | Range  | \$ 527,593   |
| Minimum               | 1.14   | Minimum                     | \$ 2,142     | Minimum               | \$ 17,525    | Minimum   | \$ 28,112    | Minimum   | \$ 48,574     | Minimum  | \$ 42,609    |
| Maximum               | 27.89  | Maximum                     | \$ 1,239,643 | Maximum               | \$ 2,156,130 | Maximum   | \$ 507,992   | Maximum   | \$ 3,675,108  | Maximum  | \$ 570,202   |
| Sum                   | 120.84 | Sum                         | \$ 3,022,666 | Sum                   | \$ 7,132,244 | Sum   | \$ 4,074,765 | Sum   | \$ 14,251,485 | Sum  | \$ 2,128,284 |
| Count                 | 15     | Count                       | 15           | Count                 | 15           | Count   | 15           | Count   | 15            | Count  | 15           |



## Descriptive Analysis Tables

| Undeveloped, Residential, or Government Owned |       |                             |          |                       |           |   |            |   |            |  |            |
|---|-------|-----------------------------|----------|-----------------------|-----------|---|------------|---|------------|--|------------|
| Land Area<br>in Acres                         |       | Water and<br>Sewer Payments |          | Electric<br>Payments  |           | FY19 Real Estate Taxes,<br>Personal Property Taxes,<br>& Local Receipts |            | FY19 Real Estate Taxes, Personal<br>Property Taxes, Local Receipts, &<br>Utility Payments |            | FY19 Real Estate Taxes, Personal<br>Property Taxes, Local Receipts, &<br>Utility Payments Per Acre |            |
| Mean  | 2.34  | Mean                        | \$ 176   | Mean                  | \$ 408    | Mean  | \$ 4,147   | Mean  | \$ 4,925   | Mean   | \$ 6,767   |
| Median  | 0.36  | Median                      | 0        | Median                | 0         | Median  | \$ 589     | Median  | \$ 589     | Median   | \$ 2,365   |
| Mode  | 0.36  | Mode                        | 0        | Mode                  | 0         | Mode  | \$ -       | Mode  | 0          | Mode   | 0          |
| Standard<br>Deviation                         | 5     | Standard<br>Deviation       | \$ 341   | Standard<br>Deviation | \$ 766    | Standard<br>Deviation   | \$ 7,121   | Standard<br>Deviation   | 7528       | Standard<br>Deviation  | 9086       |
| Range   | 23.46 | Range                       | \$ 1,244 | Range                 | \$ 2,281  | Range   | \$ 30,789  | Range   | \$ 30,789  | Range  | \$ 28,479  |
| Minimum                                       | 0.03  | Minimum                     | 0        | Minimum               | \$ -      | Minimum   | \$ -       | Minimum   | 0          | Minimum  | 0          |
| Maximum                                       | 23.49 | Maximum                     | \$ 1,244 | Maximum               | \$ 2,281  | Maximum   | \$ 30,789  | Maximum   | \$ 30,789  | Maximum  | \$ 28,479  |
| Sum   | 72.52 | Sum                         | \$ 5,460 | Sum                   | \$ 12,648 | Sum   | \$ 128,543 | Sum   | \$ 152,679 | Sum  | \$ 209,779 |
| Count   | 31    | Count                       | 31       | Count                 | \$ 31     | Count   | 31         | Count   | 31         | Count  | 31         |

## Descriptive Analysis Tables

### LAND USE/BUSINESS TYPE

#### AUTO

| Land Area in Acres |        | Water and Sewer Payments |            | Electric Payments  |              | FY19 Real Estate Taxes, Personal Property Taxes, & Local Receipts |              | FY19 Real Estate Taxes, Personal Property Taxes, Local Receipts, & Utility Payments |              | FY19 Real Estate Taxes, Personal Property Taxes, Local Receipts, & Utility Payments Per Acre |              |
|--------------------|--------|--------------------------|------------|--------------------|--------------|---|--------------|---|--------------|--|--------------|
| Mean               | 4.81   | Mean                     | \$ 7,832   | Mean               | \$ 93,531    | Mean  | \$ 149,570   | Mean  | \$ 252,739   | Mean   | \$ 59,613    |
| Median             | 3.10   | Median                   | \$ 5,153   | Median             | \$ 84,723    | Median  | \$ 118,831   | Median  | \$ 227,936   | Median   | \$ 48,791    |
| Mode               | 5      | Mode                     | 0          | Mode               | 0            | Mode  | #N/A         | Mode  | #N/A         | Mode   | #N/A         |
| Standard Deviation | 6      | Standard Deviation       | 9616       | Standard Deviation | 95331        | Standard Deviation  | 126656       | Standard Deviation  | 217945       | Standard Deviation   | 43444        |
| Range              | 28.89  | Range                    | \$ 40,577  | Range              | \$ 317,078   | Range   | \$ 524,474   | Range   | \$ 799,391   | Range  | \$ 214,175   |
| Minimum            | 0.51   | Minimum                  | 0          | Minimum            | 0            | Minimum   | \$ 3,017     | Minimum   | \$ 3,017     | Minimum  | \$ 1,508     |
| Maximum            | 29.40  | Maximum                  | \$ 40,577  | Maximum            | \$ 317,078   | Maximum   | \$ 527,491   | Maximum   | \$ 802,408   | Maximum  | \$ 215,684   |
| Sum                | 139.47 | Sum                      | \$ 227,123 | Sum                | \$ 2,712,396 | Sum   | \$ 4,337,527 | Sum   | \$ 7,329,432 | Sum  | \$ 1,728,776 |
| Count              | 29     | Count                    | 29         | Count              | 29           | Count   | 29           | Count   | 29           | Count  | 29           |

#### Auto Without Four Open Lot Vehicle Storage Parcels

| Land Area in Acres |        | Water and Sewer Payments |            | Electric Payments  |              | FY19 Real Estate Taxes, Personal Property Taxes, & Local Receipts |              | FY19 Real Estate Taxes, Personal Property Taxes, Local Receipts, & Utility Payments |              | FY19 Real Estate Taxes, Personal Property Taxes, Local Receipts, & Utility Payments Per Acre |              |
|--------------------|--------|--------------------------|------------|--------------------|--------------|---|--------------|---|--------------|--|--------------|
| Mean               | 5.31   | Mean                     | \$ 9,085   | Mean               | \$ 108,496   | Mean  | \$ 172,134   | Mean  | \$ 291,810   | Mean   | \$ 68,395    |
| Median             | 3.44   | Median                   | \$ 6,495   | Median             | \$ 92,655    | Median  | \$ 146,803   | Median  | \$ 250,034   | Median   | \$ 66,106    |
| Mode               | 5      | Mode                     | #N/A       | Mode               | #N/A         | Mode  | #N/A         | Mode  | #N/A         | Mode   | #N/A         |
| Standard Deviation | 6      | Standard Deviation       | 9799       | Standard Deviation | 94400        | Standard Deviation  | 121901       | Standard Deviation  | 209470       | Standard Deviation   | 40229        |
| Range              | 28.89  | Range                    | \$ 40,577  | Range              | \$ 317,078   | Range   | \$ 506,441   | Range   | \$ 775,943   | Range  | \$ 197,034   |
| Minimum            | 0.51   | Minimum                  | 0          | Minimum            | 0            | Minimum   | \$ 21,049    | Minimum   | \$ 26,465    | Minimum  | \$ 18,650    |
| Maximum            | 29.40  | Maximum                  | \$ 40,577  | Maximum            | \$ 317,078   | Maximum   | \$ 527,491   | Maximum   | \$ 802,408   | Maximum  | \$ 215,684   |
| Sum                | 132.72 | Sum                      | \$ 227,123 | Sum                | \$ 2,712,396 | Sum   | \$ 4,303,348 | Sum   | \$ 7,295,252 | Sum  | \$ 1,709,878 |
| Count              | 25     | Count                    | 25         | Count              | 25           | Count   | 25           | Count   | 25           | Count  | 25           |

## Descriptive Analysis Tables

| Hotels             |       |                          |              |                    |            |   |              |   |              |  |              |
|--------------------|-------|--------------------------|--------------|--------------------|------------|---|--------------|---|--------------|--|--------------|
| Land Area in Acres |       | Water and Sewer Payments |              | Electric Payments  |            | FY19 Real Estate Taxes, Personal Property Taxes, & Local Receipts |              | FY19 Real Estate Taxes, Personal Property Taxes, Local Receipts, & Utility Payments |              | FY19 Real Estate Taxes, Personal Property Taxes, Local Receipts, & Utility Payments Per Acre |              |
| Mean               | 3.44  | Mean                     | \$ 327,785   | Mean               | \$ 186,129 | Mean  | \$ 420,187   | Mean  | \$ 934,101   | Mean   | \$ 280,990   |
| Median             | 3.16  | Median                   | \$ 113,726   | Median             | \$ 181,758 | Median  | \$ 434,102   | Median  | \$ 729,586   | Median   | \$ 198,125   |
| Mode               | #N/A  | Mode                     | #N/A         | Mode               | #N/A       | Mode  | #N/A         | Mode  | #N/A         | Mode   | #N/A         |
| Standard Deviation | 1     | Standard Deviation       | 486013       | Standard Deviation | 92852      | Standard Deviation  | 93326        | Standard Deviation  | 642814       | Standard Deviation   | 193918       |
| Range              | 3.05  | Range                    | \$ 1,021,655 | Range              | \$ 226,791 | Range   | \$ 203,440   | Range   | \$ 1,451,886 | Range  | \$ 412,694   |
| Minimum            | 2.19  | Minimum                  | \$ 31,017    | Minimum            | \$ 77,103  | Minimum   | \$ 304,552   | Minimum   | \$ 412,673   | Minimum  | \$ 157,508   |
| Maximum            | 5.24  | Maximum                  | \$ 1,052,672 | Maximum            | \$ 303,894 | Maximum   | \$ 507,992   | Maximum   | \$ 1,864,559 | Maximum  | \$ 570,202   |
| Sum                | 13.75 | Sum                      | \$ 1,311,141 | Sum                | \$ 744,514 | Sum   | \$ 1,680,748 | Sum   | \$ 3,736,403 | Sum  | \$ 1,123,959 |
| Count              | 4     | Count                    | 4            | Count              | 4          | Count   | 4            | Count   | 4            | Count  | 4            |

| Life Sciences      |       |                          |           |                    |              |   |            |   |              |  |            |
|--------------------|-------|--------------------------|-----------|--------------------|--------------|---|------------|---|--------------|--|------------|
| Land Area in Acres |       | Water and Sewer Payments |           | Electric Payments  |              | FY19 Real Estate Taxes, Personal Property Taxes, & Local Receipts |            | FY19 Real Estate Taxes, Personal Property Taxes, Local Receipts, & Utility Payments |              | FY19 Real Estate Taxes, Personal Property Taxes, Local Receipts, & Utility Payments Per Acre |            |
| Mean               | 6.54  | Mean                     | \$ 30,937 | Mean               | \$ 463,406   | Mean  | \$ 252,434 | Mean  | \$ 753,782   | Mean   | \$ 113,306 |
| Median             | 6.41  | Median                   | \$ 18,140 | Median             | \$ 369,082   | Median  | \$ 253,027 | Median  | \$ 583,056   | Median   | \$ 90,960  |
| Mode               | #N/A  | Mode                     | #N/A      | Mode               | #N/A         | Mode  | #N/A       | Mode  | #N/A         | Mode   | #N/A       |
| Standard Deviation | 1     | Standard Deviation       | 23546     | Standard Deviation | 239993       | Standard Deviation  | 77321      | Standard Deviation  | 320761       | Standard Deviation   | 38757      |
| Range              | 1.01  | Range                    | \$ 41,551 | Range              | \$ 451,326   | Range   | \$ 154,638 | Range   | \$ 569,306   | Range  | \$ 67,158  |
| Minimum            | 6.1   | Minimum                  | \$ 16,560 | Minimum            | \$ 284,905   | Minimum   | \$ 174,819 | Minimum   | \$ 554,492   | Minimum  | \$ 90,900  |
| Maximum            | 7.11  | Maximum                  | \$ 58,110 | Maximum            | \$ 736,231   | Maximum   | \$ 329,457 | Maximum   | \$ 1,123,798 | Maximum  | \$ 158,059 |
| Sum                | 19.62 | Sum                      | \$ 92,810 | Sum                | \$ 1,390,218 | Sum   | \$ 757,303 | Sum   | \$ 2,261,346 | Sum  | \$ 339,919 |
| Count              | 3.00  | Count                    | 3         | Count              | 3            | Count   | 3          | Count   | 3            | Count  | 3          |

## Descriptive Analysis Tables

| Local Service Sector |        |                          |            |                    |              |   |              |   |              |  |              |
|----------------------|--------|--------------------------|------------|--------------------|--------------|---|--------------|---|--------------|--|--------------|
| Land Area in Acres   |        | Water and Sewer Payments |            | Electric Payments  |              | FY19 Real Estate Taxes, Personal Property Taxes, & Local Receipts |              | FY19 Real Estate Taxes, Personal Property Taxes, Local Receipts, & Utility Payments |              | FY19 Real Estate Taxes, Personal Property Taxes, Local Receipts, & Utility Payments Per Acre |              |
| Mean                 | 4.11   | Mean                     | \$ 9,543   | Mean               | \$ 62,453    | Mean  | \$ 77,033    | Mean  | \$ 149,851   | Mean   | \$ 67,629    |
| Median               | 1.43   | Median                   | \$ 3,861   | Median             | \$ 32,989    | Median  | \$ 48,302    | Median  | \$ 88,194    | Median   | \$ 55,730    |
| Mode                 | 1.38   | Mode                     | #N/A       | Mode               | 0            | Mode  | #N/A         | Mode  | #N/A         | Mode   | #N/A         |
| Standard Deviation   | 13     | Standard Deviation       | 13870      | Standard Deviation | 112141       | Standard Deviation  | 108355       | Standard Deviation  | 228382       | Standard Deviation   | 36436        |
| Range                | 93.17  | Range                    | \$ 71,406  | Range              | \$ 776,907   | Range   | \$ 745,317   | Range   | \$ 1,593,426 | Range  | \$ 133,296   |
| Minimum              | 0.39   | Minimum                  | 0          | Minimum            | 0            | Minimum   | \$ 14,758    | Minimum   | \$ 14,962    | Minimum  | \$ 3,782     |
| Maximum              | 93.56  | Maximum                  | \$ 71,406  | Maximum            | \$ 776,907   | Maximum   | \$ 760,075   | Maximum   | \$ 1,608,388 | Maximum  | \$ 137,078   |
| Sum                  | 213.61 | Sum                      | \$ 496,222 | Sum                | \$ 3,247,572 | Sum   | \$ 4,005,691 | Sum   | \$ 7,792,271 | Sum  | \$ 3,516,687 |
| Count                | 52.00  | Count                    | 52         | Count              | 52           | Count   | 52           | Count   | 52           | Count  | 52           |

| Manufacturing      |       |                          |              |                    |              |   |              |   |              |  |            |
|--------------------|-------|--------------------------|--------------|--------------------|--------------|---|--------------|---|--------------|--|------------|
| Land Area in Acres |       | Water and Sewer Payments |              | Electric Payments  |              | FY19 Real Estate Taxes, Personal Property Taxes, & Local Receipts |              | FY19 Real Estate Taxes, Personal Property Taxes, Local Receipts, & Utility Payments |              | FY19 Real Estate Taxes, Personal Property Taxes, Local Receipts, & Utility Payments Per Acre |            |
| Mean               | 11.58 | Mean                     | \$ 226,385   | Mean               | \$ 670,020   | Mean  | \$ 203,830   | Mean  | \$ 1,100,349 | Mean   | \$ 74,685  |
| Median             | 7.49  | Median                   | \$ 35,057    | Median             | \$ 376,135   | Median  | \$ 192,182   | Median  | \$ 577,757   | Median   | \$ 50,182  |
| Mode               | #N/A  | Mode                     | #N/A         | Mode               | #N/A         | Mode  | #N/A         | Mode  | #N/A         | Mode   | #N/A       |
| Standard Deviation | 11    | Standard Deviation       | 455413       | Standard Deviation | 826360       | Standard Deviation  | 163450       | Standard Deviation  | 1337058      | Standard Deviation   | 42394      |
| Range              | 26.75 | Range                    | \$ 1,239,111 | Range              | \$ 2,138,606 | Range   | \$ 442,578   | Range   | \$ 3,626,535 | Range  | \$ 98,229  |
| Minimum            | 1.14  | Minimum                  | \$ 532       | Minimum            | \$ 17,525    | Minimum   | \$ 28,112    | Minimum   | \$ 48,574    | Minimum  | \$ 37,890  |
| Maximum            | 27.89 | Maximum                  | \$ 1,239,643 | Maximum            | \$ 2,156,130 | Maximum   | \$ 470,690   | Maximum   | \$ 3,675,108 | Maximum  | \$ 136,119 |
| Sum                | 81.09 | Sum                      | \$ 1,584,695 | Sum                | \$ 4,690,138 | Sum   | \$ 1,426,813 | Sum   | \$ 7,702,441 | Sum  | \$ 522,798 |
| Count              | 7     | Count                    | 7            | Count              | 7            | Count   | 7            | Count   | 7            | Count  | 7          |

## Descriptive Analysis Tables

| Multiple Business Types |        |                          |            |                    |              |   |              |   |              |  |              |
|-------------------------|--------|--------------------------|------------|--------------------|--------------|---|--------------|---|--------------|--|--------------|
| Land Area in Acres      |        | Water and Sewer Payments |            | Electric Payments  |              | FY19 Real Estate Taxes, Personal Property Taxes, & Local Receipts |              | FY19 Real Estate Taxes, Personal Property Taxes, Local Receipts, & Utility Payments |              | FY19 Real Estate Taxes, Personal Property Taxes, Local Receipts, & Utility Payments Per Acre |              |
| Mean                    | 6.29   | Mean                     | \$ 14,057  | Mean               | \$ 161,052   | Mean  | \$ 187,255   | Mean  | \$ 370,117   | Mean   | \$ 55,329    |
| Median                  | 3.92   | Median                   | \$ 10,669  | Median             | \$ 69,781    | Median  | \$ 114,933   | Median  | \$ 183,736   | Median   | \$ 51,913    |
| Mode                    | #N/A   | Mode                     | #N/A       | Mode               | 0            | Mode  | #N/A         | Mode  | #N/A         | Mode   | #N/A         |
| Standard Deviation      | 7      | Standard Deviation       | 11636      | Standard Deviation | 309800       | Standard Deviation  | 295185       | Standard Deviation  | 611593       | Standard Deviation   | 23915        |
| Range                   | 32.24  | Range                    | \$ 47,360  | Range              | \$ 1,526,578 | Range   | \$ 1,490,899 | Range   | \$ 3,069,893 | Range  | \$ 91,119    |
| Minimum                 | 0.84   | Minimum                  | \$ 1,332   | Minimum            | 0            | Minimum   | \$ 40,697    | Minimum   | \$ 50,701    | Minimum  | \$ 20,717    |
| Maximum                 | 33.08  | Maximum                  | \$ 48,692  | Maximum            | \$ 1,526,578 | Maximum   | \$ 1,531,596 | Maximum   | \$ 3,120,594 | Maximum  | \$ 111,836   |
| Sum                     | 150.93 | Sum                      | \$ 337,374 | Sum                | \$ 3,865,244 | Sum   | \$ 4,494,112 | Sum   | \$ 8,882,806 | Sum  | \$ 1,327,905 |
| Count                   | 24     | Count                    | 24         | Count              | 24           | Count   | 24           | Count   | 24           | Count  | 24           |

| Professional Services |      |                          |           |                    |            |   |            |   |            |  |            |
|-----------------------|------|--------------------------|-----------|--------------------|------------|---|------------|---|------------|--|------------|
| Land Area in Acres    |      | Water and Sewer Payments |           | Electric Payments  |            | FY19 Real Estate Taxes, Personal Property Taxes, & Local Receipts |            | FY19 Real Estate Taxes, Personal Property Taxes, Local Receipts, & Utility Payments |            | FY19 Real Estate Taxes, Personal Property Taxes, Local Receipts, & Utility Payments Per Acre |            |
| Mean                  | 1.64 | Mean                     | \$ 8,204  | Mean               | \$ 81,179  | Mean  | \$ 97,692  | Mean  | \$ 163,031 | Mean   | \$ 93,879  |
| Median                | 1.72 | Median                   | \$ 2,515  | Median             | \$ 43,981  | Median  | \$ 65,966  | Median  | \$ 126,934 | Median   | \$ 98,206  |
| Mode                  | #N/A | Mode                     | #N/A      | Mode               | #N/A       | Mode  | #N/A       | Mode  | #N/A       | Mode   | #N/A       |
| Standard Deviation    | 1    | Standard Deviation       | 10610     | Standard Deviation | 85587      | Standard Deviation  | 96186      | Standard Deviation  | 137126     | Standard Deviation   | 33702      |
| Range                 | 2.66 | Range                    | \$ 25,499 | Range              | \$ 190,762 | Range   | \$ 198,066 | Range   | \$ 288,051 | Range  | \$ 82,066  |
| Minimum               | 0.34 | Minimum                  | \$ 686    | Minimum            | \$ 8,339   | Minimum   | \$ 10,503  | Minimum   | \$ 32,028  | Minimum  | \$ 47,521  |
| Maximum               | 3.00 | Maximum                  | \$ 26,185 | Maximum            | \$ 199,101 | Maximum   | \$ 208,569 | Maximum   | \$ 320,079 | Maximum  | \$ 129,587 |
| Sum                   | 8.21 | Sum                      | \$ 41,019 | Sum                | \$ 405,895 | Sum   | \$ 488,461 | Sum   | \$ 815,157 | Sum  | \$ 469,395 |
| Count                 | 5    | Count                    | 5         | Count              | 5          | Count   | 5          | Count   | 5          | Count  | 5          |

## Descriptive Analysis Tables

| Residential           |      |                             |          |                       |           |   |           |   |           |  |            |
|-----------------------|------|-----------------------------|----------|-----------------------|-----------|---|-----------|---|-----------|--|------------|
| Land Area<br>in Acres |      | Water and<br>Sewer Payments |          | Electric<br>Payments  |           | FY19 Real Estate Taxes,<br>Personal Property Taxes,<br>& Local Receipts |           | FY19 Real Estate Taxes, Personal<br>Property Taxes, Local Receipts, &<br>Utility Payments |           | FY19 Real Estate Taxes, Personal<br>Property Taxes, Local Receipts, &<br>Utility Payments Per Acre |            |
| Mean                  | 0.87 | Mean                        | \$ 607   | Mean                  | \$ 1,405  | Mean  | \$ 6,478  | Mean  | \$ 9,159  | Mean   | \$ 18,713  |
| Median                | 0.36 | Median                      | \$ 654   | Median                | \$ 1,553  | Median  | \$ 5,338  | Median  | \$ 8,574  | Median   | \$ 22,293  |
| Mode                  | 0.36 | Mode                        | #N/A     | Mode                  | #N/A      | Mode  | #N/A      | Mode  | #N/A      | Mode   | #N/A       |
| Standard<br>Deviation | 1    | Standard<br>Deviation       | 379      | Standard<br>Deviation | 788       | Standard<br>Deviation   | 3310      | Standard<br>Deviation   | 3677      | Standard<br>Deviation  | 8629       |
| Range                 | 4.06 | Range                       | \$ 1,244 | Range                 | \$ 2,281  | Range   | \$ 10,436 | Range   | \$ 12,646 | Range  | \$ 24,197  |
| Minimum               | 0.22 | Minimum                     | 0        | Minimum               | 0         | Minimum   | \$ 4,751  | Minimum   | \$ 5,683  | Minimum  | \$ 4,282   |
| Maximum               | 4.28 | Maximum                     | \$ 1,244 | Maximum               | \$ 2,281  | Maximum   | \$ 15,187 | Maximum   | \$ 18,329 | Maximum  | \$ 28,479  |
| Sum                   | 7.86 | Sum                         | \$ 5,460 | Sum                   | \$ 12,648 | Sum   | \$ 58,298 | Sum   | \$ 82,434 | Sum  | \$ 168,416 |
| Count                 | 9    | Count                       | 9        | Count                 | 9         | Count   | 9         | Count   | 9         | Count  | 9          |

| Undeveloped or Government Owned |        |                             |          |                       |           |   |           |   |            |  |           |
|---------------------------------|--------|-----------------------------|----------|-----------------------|-----------|---|-----------|---|------------|--|-----------|
| Land Area<br>in Acres           |        | Water and<br>Sewer Payments |          | Electric<br>Payments  |           | FY19 Real Estate Taxes,<br>Personal Property Taxes,<br>& Local Receipts |           | FY19 Real Estate Taxes, Personal<br>Property Taxes, Local Receipts, &<br>Utility Payments |            | FY19 Real Estate Taxes, Personal<br>Property Taxes, Local Receipts, &<br>Utility Payments Per Acre |           |
| Mean                            | 8.21   | Mean                        | \$ 56    | Mean                  | \$ 1,723  | Mean  | \$ 3,054  | Mean  | \$ 4,833   | Mean   | \$ 1,813  |
| Median                          | 0.20   | Median                      | 0        | Median                | 0         | Median  | \$ 354    | Median  | \$ 354     | Median   | \$ 1,669  |
| Mode                            | 0.18   | Mode                        | 0        | Mode                  | 0         | Mode  | 0         | Mode  | \$ 354     | Mode   | \$ 1,977  |
| Standard<br>Deviation           | 26     | Standard<br>Deviation       | 269      | Standard<br>Deviation | 8262      | Standard<br>Deviation   | 7904      | Standard<br>Deviation   | 11131      | Standard<br>Deviation  | 1826      |
| Range                           | 124.21 | Range                       | \$ 1,289 | Range                 | \$ 39,623 | Range   | \$ 30,789 | Range   | \$ 40,913  | Range  | \$ 5,920  |
| Minimum                         | 0.03   | Minimum                     | 0        | Minimum               | 0         | Minimum   | 0         | Minimum   | \$ -       | Minimum  | 0         |
| Maximum                         | 124.24 | Maximum                     | \$ 1,289 | Maximum               | \$ 39,623 | Maximum   | \$ 30,789 | Maximum   | \$ 40,913  | Maximum  | \$ 5,920  |
| Sum                             | 188.90 | Sum                         | \$ 1,289 | Sum                   | \$ 39,623 | Sum   | \$ 70,245 | Sum   | \$ 111,157 | Sum  | \$ 41,693 |
| Count                           | 23     | Count                       | 23       | Count                 | 23        | Count   | 23        | Count   | 23         | Count  | 23        |

THE ROUTE 1 CORRIDOR

| Business Name (s)   | Traded or Local Sector         | Business Type  | Category for Analysis   | Property Address                             | Parcel Number  | Owner Name                    | Use Description   | Land Area in Acres | Water and Sewer Payments | Electric Payments | Broadband | Local Receipts | Most Recent Personal Property Tax Bill | FY19 Real Estate Tax Bill | FY19 Real Estate Taxes, Personal Property Taxes, & Local Receipts | Total Utilities | FY19 Real Estate Taxes, Personal Property Taxes, Local Receipts, & Utility Payments |
|---|--------------------------------|--|-------------------------|--|--|-------------------------------|---|--------------------|--------------------------|-------------------|-----------|----------------|--|---------------------------|---|-----------------|---|
| Home Market Food  | Traded Sector                  | Manufacturing  | Manufacturing           | 140 MORGAN DR                                | 16-8-4   | DOWE REALTY, LLC              | INDUSTRIAL  | 27.9               | \$ 1,239,643             | \$ 2,156,130      | \$ -      | \$ -           | \$ -                                   | \$ 279,335                | \$ 279,335  | \$ 3,395,773    | \$ 3,675,108  |
| FM Global<br>Sheraton Four Points - Hotel<br>Dedham Medical Associates Norwood  | Traded Sector,<br>Local Sector | Accommodations - Lodging;<br>Professional Services                       | Multiple Business Types | 1151-1177 BOSTON-PROVIDENCE TPKE             | 15-20-2,<br>15-15-7,<br>15-13B-1A  | NEPONSET RIVER LLC            | R & D FACIL,<br>HOTELS,<br>ACC COM LAND                                   | 33.1               | \$ 48,692                | \$ 1,526,578      | \$ 13,728 | \$ 447,807     | \$ 73,821                              | \$ 1,009,968              | \$ 1,531,596  | \$ 1,588,998    | \$ 3,120,594  |
| TE Connectivity   | Traded Sector                  | Manufacturing;<br>Undeveloped Land                                       | Manufacturing           | 65 - 63 NAHATAN ST                           | 18-9-83,<br>18-7-41,<br>18-11-82,<br>18-7-51,<br>18-7-49,<br>18-11-82,<br>18-7-47,<br>18-6-3,<br>18-6-2,<br>18-6-70,<br>18-6-74,<br>18-6-1 | NISSAN NORWOOD REALTY, LLC    | AUTO DEALER,<br>DEVEL LAND,<br>POT DEVEL,<br>UNDEV LAND,<br>IND VAC LD UD | 14.8               | \$ 250,808               | \$ 1,444,009      | \$ -      | \$ 125         | \$ -                                   | \$ 323,880                | \$ 324,005  | \$ 1,694,817    | \$ 2,018,822  |
| Hampton Inn,<br>Mick Morgan's   | Traded Sector                  | Accommodations - Lodging;<br>Accommodations - Food & Beverage            | Hotels                  | 434 BOSTON-PROVIDENCE TPKE                   | 22-9-7   | SUMMIT HOSPITALITY 122, LLC   | HOTELS & Restaurant   | 3.3                | \$ 1,052,672             | \$ 303,894        | \$ -      | \$ 276,026     | \$ 23,948                              | \$ 208,018                | \$ 507,992  | \$ 1,356,567    | \$ 1,864,559  |
| Home Depot,<br>Stop & Shop,<br>Red Box<br>Chipotle Mexican Grill,<br>Supercuts,<br>Peapod LLC<br>Verizon Wireless   | Local Sector                   | Accommodations – Food & Beverage;<br>Retail;<br>Personal Care Services   | Local Service Sector    | 1415 BOSTON-PROVIDENCE TPKE                  | 15-3-21  | SUMNER STREET MARKETPLACE LLC | SHOPNG CTR  | 22.2               | \$ 71,406                | \$ 776,907        | \$ -      | \$ 10,369      | \$ 15,648                              | \$ 734,058                | \$ 760,075  | \$ 848,313      | \$ 1,608,388  |
| Siemens Healthcare Diagnostics  | Traded Sector                  | Professional Services;<br>Life Sciences                                  | Life Sciences           | 2 EDGEWATER DR                               | 15-3-3   | EDGEWATER DR LL, LLC          | CLASS A/B OFC   | 7.1                | \$ 58,110                | \$ 736,231        | \$ -      | \$ -           | \$ -                                   | \$ 329,457                | \$ 329,457  | \$ 794,341      | \$ 1,123,798  |
| Analog Devices<br>Elena's Café  | Traded Sector                  | Manufacturing;<br>Accommodations – Food & Beverage                       | Manufacturing           | 10 BOSTON-PROVIDENCE TPKE / 1 TECHNOLOGY WAY | 22-1-4B,<br>22-1-4A,<br>22-1-2   | WALKER WILLIAM J ET AL TRS    | R & D FACIL,<br>DEVEL LAND,<br>POT DEVEL                                  | 23.7               | \$ 47,073                | \$ 599,199        | \$ -      | \$ 8,204       | \$ -                                   | \$ 462,486                | \$ 470,690  | \$ 646,271      | \$ 1,116,961  |
| Courtyard by Marriot  | Traded Sector                  | Accommodations - Lodging   | Hotels                  | 300 RIVER RIDGE DRIVE                        | 15-22-3  | RIVER RIDGE LTD PTNSHP        | HOTELS  | 5.2                | \$ 155,260               | \$ 187,706        | \$ -      | \$ 282,694     | \$ 13,092                              | \$ 186,590                | \$ 482,376  | \$ 342,966      | \$ 825,341  |
| Boch Toyota,<br>Boch Honda  | Local Sector                   | Auto Sales;<br>Auto Repair,<br>Maintenance, or Care                      | Auto                    | 277 BOSTON-PROVIDENCE TPKE                   | 19-15-3  | BOSTON PORT SERVICE INC       | AUTO DEALER   | 29.4               | \$ 12,137                | \$ 262,780        | \$ -      | \$ 12,129      | \$ 9,141                               | \$ 506,221                | \$ 527,491  | \$ 274,917      | \$ 802,408  |
| Lan-Tel Communications Inc,<br>Hallkeen Management Inc,<br>Digiscribe New England LLC,<br>Advantage Waypoint,<br>I&I Slingmax Inc,<br>Tyco Integrated Security,<br>The Sign Center,<br>Virtex (formerly PPI-timezero)   | Traded Sector,<br>Local Sector | Professional Services;<br>Technology;<br>Manufacturing                   | Multiple Business Types | 1400 BOSTON-PROV TPKE                        | 15-7-1   | JUMBO CAPITAL MANAGEMENT, LLC | IND OFFICE  | 18.3               | \$ 19,982                | \$ 386,367        | \$ 4,786  | \$ 4,269       | \$ 13,244                              | \$ 298,769                | \$ 316,281  | \$ 411,135      | \$ 727,417  |
| Ovid Technologies<br>(sales and customer support only in Norwood),<br>Lugten & Morin,<br>Comprep Associates,<br>Highpoint Solutions,<br>Aculab, Inc,<br>Rogal & Donnellan PC,<br>Wolters Kluwer US Inc,<br>Manchel & Brennan,<br>Skillsoft Corporation,<br>Opentext (formerly Recommind),<br>BL Companies,<br>Verso Corp,<br>Compassus,<br>Angoff Goldmann Mann,<br>CBERA LLC,<br>Consensus Advisory SVCS LLC,<br>Entrinsic Bioscience,<br>Cloud Square | Traded Sector,<br>Local Sector | Technology;<br>Manufacturing;<br>Professional Services;<br>Life Sciences | Multiple Business Types | 100 RIVER RIDGE DRIVE                        | 15-23-1  | RIVER RIDGE LTD PTNSHP        | CLASS A/B OFC   | 12.9               | \$ 28,116                | \$ 344,584        | \$ 62,485 | \$ -           | \$ 33,179                              | \$ 255,388                | \$ 288,567  | \$ 435,185      | \$ 723,752  |

THE ROUTE 1 CORRIDOR

| Business Name (s)  | Traded or Local Sector      | Business Type   | Category for Analysis   | Property Address  | Parcel Number               | Owner Name                          | Use Description                          | Land Area in Acres | Water and Sewer Payments | Electric Payments | Broadband | Local Receipts | Most Recent Personal Property Tax Bill | FY19 Real Estate Tax Bill | FY19 Real Estate Taxes, Personal Property Taxes, & Local Receipts | Total Utilities | FY19 Real Estate Taxes, Personal Property Taxes, Local Receipts, & Utility Payments |
|--|-----------------------------|---|-------------------------|---|-----------------------------|-------------------------------------|--|--------------------|--------------------------|-------------------|-----------|----------------|--|---------------------------|---|-----------------|---|
| Gallery Automotive Group - BMW   | Local Sector                | Auto Sales; Auto Repair, Maintenance, or Care                                     | Auto                    | 918 BOSTON-PROVIDENCE TPKE                              | 17-15-2                     | SPIEGEL, DAVID & RAVECH, MELVIN TRS | AUTO DEALER                              | 6.4                | \$ 14,079                | \$ 242,882        | \$ 5,579  | \$ 55,013      | \$ 7,380                               | \$ 328,409                | \$ 390,802  | \$ 262,540      | \$ 653,342  |
| Carmax   | Local Sector                | Auto Sales  | Auto                    | 1320 BOSTON-PROVIDENCE TNPK                             | 15-7-4                      | CARMAX AUTO SUPERSTORES INC         | AUTO DEALER                              | 15.6               | \$ 23,536                | \$ 317,078        | \$ -      | \$ 2,077       | \$ 15,751                              | \$ 279,942                | \$ 297,770  | \$ 340,613      | \$ 638,383  |
| Residence Inn - Marriott Boston Norwood/Canton   | Traded Sector               | Accommodations - Lodging  | Hotels                  | 275 NORWOOD PARK SOUTH                                  | 15-6-46                     | NORWOOD HOTEL PROPERTY COMPANY LLC  | HOTELS                                   | 3.1                | \$ 72,192                | \$ 175,811        | \$ -      | \$ 183,208     | \$ 20,405                              | \$ 182,215                | \$ 385,828  | \$ 248,002      | \$ 633,830  |
| Corbus Pharmaceuticals   | Traded Sector               | Manufacturing; Life Sciences  | Life Sciences           | 500 RIVER RIDGE DRIVE                                   | 15-22-55                    | RIVER RIDGE LTD PTNSHP              | CLASS A/B OFC                            | 6.4                | \$ 18,140                | \$ 369,082        | \$ 21,015 | \$ 381         | \$ 4,009                               | \$ 170,429                | \$ 174,819  | \$ 408,237      | \$ 583,056  |
| Advanced Instruments   | Traded Sector               | Manufacturing; Life Sciences  | Manufacturing           | 4 BOSTON-PROVIDENCE TPKE / 2 TECHNOLOGY WAY             | 22-1-1                      | 1000 HIGHLAND LIMITED               | OFFICE BLD                               | 7.5                | \$ 9,440                 | \$ 376,135        | \$ -      | \$ 1,784       | \$ -                                   | \$ 190,399                | \$ 192,182  | \$ 385,575      | \$ 577,757  |
| Immugen Inc (No longer in Norwood)<br>1 Global Health Institute, Mobility Works, Organogenesis   | Traded Sector               | Life Sciences; Manufacturing; Auto Repair, Maintenance, or Care                   | Life Sciences           | 309-349 BOSTON-PROV TPKE                                | 19-14-4                     | BOBSON NORWOOD COMMERCIAL LLC       | R & D FACIL                              | 6.1                | \$ 16,560                | \$ 284,905        | \$ -      | \$ 400         | \$ 36,269                              | \$ 216,359                | \$ 253,027  | \$ 301,465      | \$ 554,492  |
| Herb Chambers Volvo Dealership, Lincoln Dealership   | Local Sector                | Auto Sales; Auto Repair, Maintenance, or Care                                     | Auto                    | 1120 1130 BOSTON-PROV TURNPIKE                          | 15-22-10                    | HERB CHAMBERS OF NORWOOD, LLC       | AUTO DEALER                              | 6.3                | \$ 40,577                | \$ 134,707        | \$ 8,985  | \$ 69,407      | \$ 6,545                               | \$ 245,913                | \$ 321,865  | \$ 184,270      | \$ 506,135  |
| Staples Office Supplies, Apna Bazar, Rite Aid, Westbury Farms Family, Starbucks Coffee, Royal Pizza Inc, Ocean State, Fashion Nails & Spa, Saab's Market | Local Sector                | Accommodations – Food & Beverage; Retail; Personal Care Services                  | Local Service Sector    | 989-1001 BOSTON-PROV TPKE                               | 15-19-2                     | G & B NORWOOD LLC                   | SHOPNG CTR                               | 5.9                | \$ 11,414                | \$ 264,172        | \$ -      | \$ 17,298      | \$ 4,963                               | \$ 203,495                | \$ 225,755  | \$ 275,586      | \$ 501,342  |
| Boch New to You  | Local Sector                | Auto Sales; Auto Repair, Maintenance, or Care                                     | Auto                    | 1201 BOSTON-PROV TPK                                    | 15-13B-4, 15-11-3, 15-12D-3 | BOCH REALTY, INC                    | AUTO DEALER, IND VAC LD UD, ACC COM LAND | 10.2               | \$ 6,495                 | \$ 232,650        | \$ 1,230  | \$ 1,790       | \$ 2,615                               | \$ 252,622                | \$ 257,027  | \$ 240,375      | \$ 497,402  |
| Clay Chevrolet, Clay Hyundai   | Local Sector                | Auto Sales; Auto Repair, Maintenance, or Care                                     | Auto                    | 391 BOSTON-PROVIDENCE TPKE / 381 BOSTON-PROVIDENCE TPKE | 19-14-1, 19-14-1A           | 391 PROVIDENCE HIGHWAY, LLC         | AUTO DEALER                              | 5.0                | \$ 12,170                | \$ 202,493        | \$ 7,302  | \$ 27,174      | \$ 2,227                               | \$ 196,138                | \$ 225,539  | \$ 221,965      | \$ 447,504  |
| Epic Lifetime Dental Care, Finarc Investments, Imugen Inc, Norris, Murray, & Peloquin LLC, Wiedenbach-Brown Co Inc, Beta Group Inc                       | Traded Sector, Local Sector | Professional Services; Life Sciences; Traded Services                             | Multiple Business Types | 315 NORWOOD PARK SOUTH                                  | 15-6-43                     | 1144 PROPERTIES LLC                 | CLASS A/B OFC                            | 6.0                | \$ 22,382                | \$ 203,230        | \$ -      | \$ -           | \$ 18,315                              | \$ 183,379                | \$ 201,694  | \$ 225,612      | \$ 427,306  |
| Holiday Inn Express  | Traded Sector               | Accommodations - Lodging  | Hotels                  | 225 NORWOOD PARK SOUTH                                  | 15-7-5                      | PVG ONE LLC                         | HOTELS                                   | 2.2                | \$ 31,017                | \$ 77,103         | \$ -      | \$ 160,556     | \$ 15,518                              | \$ 128,479                | \$ 304,552  | \$ 108,121      | \$ 412,673  |
| Ferrari & Maserati   | Local Sector                | Auto Sales; Auto Repair, Maintenance, or Care                                     | Auto                    | 441 BOSTON-PROVIDENCE TPKE/ 386 NEPONSET STREET         | 19-13-2, 19-13-3            | BOCH NORWOOD, LLC                   | AUTO DEALER, ACC COM LAND                | 3.6                | \$ 2,941                 | \$ 186,603        | \$ 2,255  | \$ 3,425       | \$ 4,366                               | \$ 182,733                | \$ 190,525  | \$ 191,799      | \$ 382,324  |
| Boch Nissan  | Local Sector                | Auto Sales; Auto Repair, Maintenance, or Care                                     | Auto                    | 525 BOSTON-PROVIDENCE TPKE                              | 18-14-3                     | NISSAN NORWOOD REALTY, LLC          | AUTO DEALER                              | 5.0                | \$ 6,865                 | \$ 159,839        | \$ 790    | \$ 5,339       | \$ 3,169                               | \$ 193,409                | \$ 201,917  | \$ 167,494      | \$ 369,411  |
| Land Rover Norwood   | Local Sector                | Auto Sales; Auto Repair, Maintenance, or Care                                     | Auto                    | 449 NEPONSET STREET                                     | 18-14-2                     | JMK DEVELOPMENT LLC                 | AUTO DEALER                              | 3.4                | \$ 10,525                | \$ 92,655         | \$ -      | \$ 129,220     | \$ -                                   | \$ 132,224                | \$ 261,443  | \$ 103,180      | \$ 364,623  |
| Avaya Inc (no longer at this location), Collins Loughran & Peloquin: Loughran Michael, Banctec   | Traded Sector, Local Sector | Professional Services; Technology   | Multiple Business Types | 320 NORWOOD PARK SOUTH                                  | 15-6-42                     | BROOKWOOD PARK SOUTH INVESTORS, INC | CLASS A/B OFC                            | 5.1                | \$ 9,211                 | \$ 265,240        | \$ -      | \$ -           | \$ 146                                 | \$ 88,669                 | \$ 88,815   | \$ 274,452      | \$ 363,267  |
| Work-Out-World (WOW), Monkey Sports  | Local Sector                | Recreation/Health Clubs; Retail   | Local Service Sector    | 911-949 BOSTON-PROVIDENCE TPKE                          | 17-10-1                     | MONKEYSPORTS CAPITAL MA LLC         | RET >10,000 SF                           | 10.0               | \$ 16,282                | \$ 89,462         | \$ -      | \$ -           | \$ 3,615                               | \$ 246,130                | \$ 249,744  | \$ 105,744      | \$ 355,488  |
| Body By Design, Norwood Country Club, Chateau Restaurant   | Local Sector                | Accommodations – Food & Beverage; Recreation/Health Clubs; Personal Care Services | Local Service Sector    | 400-520 BOSTON-PROV TPKE                                | 22-9-5                      | VJ PROPERTIES LIMITED PARTNER       | REST/CLUBS                               | 93.6               | \$ 47,921                | \$ 153,002        | \$ 3,032  | \$ 25,484      | \$ 1,607                               | \$ 122,806                | \$ 149,897  | \$ 203,956      | \$ 353,853  |



THE ROUTE 1 CORRIDOR

| Business Name (s)   | Traded or Local Sector      | Business Type   | Category for Analysis   | Property Address  | Parcel Number            | Owner Name                            | Use Description                   | Land Area in Acres | Water and Sewer Payments | Electric Payments | Broadband | Local Receipts | Most Recent Personal Property Tax Bill | FY19 Real Estate Tax Bill | FY19 Real Estate Taxes, Personal Property Taxes, & Local Receipts | Total Utilities | FY19 Real Estate Taxes, Personal Property Taxes, Local Receipts, & Utility Payments |
|---|-----------------------------|---|-------------------------|---|--------------------------|---------------------------------------|-----------------------------------|--------------------|--------------------------|-------------------|-----------|----------------|--|---------------------------|---|-----------------|---|
| Jack Madden Ford Sales, Inc.  | Local Sector                | Auto Sales; Auto Repair, Maintenance, or Care   | Auto                    | 735 BOSTON-PROVIDENCE TPKE, 751 BOSTON-PROVIDENCE TPKE E CROSS STREET | 18-3-10, 18-3-9, 18-3-99 | MADDEN JOHN P JR                      | AUTO REPR, ACC COM LAND, PARK LOT | 3.9                | \$ 4,534                 | \$ 199,601        | \$ 2,888  | \$ -           | \$ -                                   | \$ 146,803                | \$ 146,803  | \$ 207,023      | \$ 353,827  |
| GZA Geoenvironmental Pratt & Whitney (No Longer in Norwood)   | Traded Sector               | Professional Services; Manufacturing  | Multiple Business Types | 249 VANDERBILT AVE  | 15-14-60, 15-14-59       | SPIEGEL, DAVID TRUSTEE                | IND OFFICE, IND WHSES             | 6.9                | \$ 25,084                | \$ 149,380        | \$ -      | \$ 903         | \$ 16,921                              | \$ 152,600                | \$ 170,423  | \$ 174,463      | \$ 344,887  |
| Landry's Bicycles, PetCo, Outback Steakhouse, Norwood Urgent Care PC, Olivio's Grill & Pizzeria   | Local Sector                | Retail; Accommodations - Food and Beverage; Professional Services   | Multiple Business Types | 1210 BOSTON-PROVIDENCE TPKE,  | 15-13B-9, 15-11-2        | 1210 REALTY, LLC                      | RET >10,000 SF, DEVEL LAND        | 4.2                | \$ 21,451                | \$ 126,745        | \$ -      | \$ 23,142      | \$ 11,846                              | \$ 159,343                | \$ 194,331  | \$ 148,196      | \$ 342,527  |
| Siemens Healthcare Diagnostics  | Traded Sector               | Professional Services;  | Professional Services   | 115 NORWOOD PARK SOUTH  | 15-7-1C                  | SIEMENS MEDICAL SOLUTIONS DIAGNOSTICS | CLASS A/B OFC                     | 2.5                | \$ 9,468                 | \$ 199,101        | \$ -      | \$ -           | \$ -                                   | \$ 111,510                | \$ 111,510  | \$ 208,569      | \$ 320,079  |
| JI ENTERPRISE INC, Express Employment Professionals, ISA-Ecash, Regal Press   | Traded Sector, Local Sector | Manufacturing; Professional Services  | Multiple Business Types | 79-85 ASTOR AVENUE  | 15-11-62                 | LAZDOWSKY MICHAEL TRUSTEE             | IND OFFICE                        | 4.0                | \$ 3,486                 | \$ 175,076        | \$ 14,246 | \$ 451         | \$ 137                                 | \$ 107,510                | \$ 108,098  | \$ 192,808      | \$ 300,906  |
| Carolos Moreno MD PC, CMI Property Management, Consulting Engineering SVC Inc   | Local Sector                | Professional Services   | Professional Services   | 128 CARNEGIE ROW/ 24 ASTOR AV   | 15-11-44                 | SPIEGEL, DAVID TRS                    | IND OFFICE                        | 3.0                | \$ 26,185                | \$ 143,095        | \$ 22,077 | \$ 200         | \$ 494                                 | \$ 102,567                | \$ 103,261  | \$ 191,357      | \$ 294,618  |
| Lydon & Murphy Insurance, Cushing & Dolan PC, Arista Development LLC, Bath & Kitchen of Norwood, Inc., H&R Block, VJ Properties, MG Restaurant Management, Tanorama of Norwood, Acapulcos, Minerva Indian Cuisine, Beauty Systems Group, Cosmo Prof, Studio Salons Inc, I Love Kick Boxing, Inc, Boston Stage Kidney Care | Local Sector                | Professional Services; Accommodations – Food & Beverage; Traded Services; Recreation/Health clubs; Retail | Multiple Business Types | 500 BOSTON-PROVIDENCE TPKE  | 22-10-2                  | GALLERIA PROPERTIES LLC               | RET >10,000 SF                    | 2.5                | \$ 27,481                | \$ 119,010        | \$ 2,023  | \$ 21,939      | \$ 18,587                              | \$ 93,907                 | \$ 134,432  | \$ 148,514      | \$ 282,947  |
| The Jeep Grill; Central Chrysler, Jeep, Dodge, Ram, Fiat  | Local Sector                | Accommodations - Food & Beverage; Auto Sales; Auto Repair, Maintenance, or Care                           | Auto                    | 56 BOSTON-PROVIDENCE TPKE   | 22-2-1                   | P CHRISTOPHER ASSOCIATES              | AUTO DEALER                       | 3.1                | \$ 7,913                 | \$ 102,649        | \$ 1,157  | \$ 45,571      | \$ -                                   | \$ 105,604                | \$ 151,175  | \$ 111,718      | \$ 262,893  |
| Gallery Automotive Group LLC - Volkswagen   | Local Sector                | Auto Sales  | Auto                    | 1280 BOSTON PROVIDENCE TNPk   | 15-11-64, 15-11-65       | SPIEGEL, DAVID& RAVECH, MELVIN TR     | AUTO DEALER, DEVEL LAND           | 8.0                | \$ 3,313                 | \$ 99,708         | \$ 3,700  | \$ 55,013      | \$ 2,789                               | \$ 89,607                 | \$ 147,409  | \$ 106,721      | \$ 254,131  |
| Cadillac of Norwood, Enterprise Rent-A-Car  | Local Sector                | Auto Sales; Rental  | Auto                    | 700 BOSTON-PROVIDENCE TPKE  | 18-2-1                   | ARGIROS, ALEXANDER A TRS              | AUTO DEALER                       | 6.8                | \$ 27,076                | \$ -              | \$ -      | \$ 41,385      | \$ 3,910                               | \$ 177,663                | \$ 222,958  | \$ 27,076       | \$ 250,034  |
| Ecolab, Inc, Amichetti Deluca & Co PC, Cardiovascular Engineering Inc, Seasons Hospice & Palliative, Intell X Solutions LLC, BAO Inc (No longer in Norwood), Ntirety, Inc; Aurus, Infusion Nurses Society   | Traded Sector, Local Sector | Professional Services; Manufacturing; Technology; Town or Government                                      | Multiple Business Types | 1 EDGEWATER DR  | 15-3-4A                  | 180-194 WFST LLC                      | CLASS A/B OFC                     | 5.2                | \$ 25,512                | \$ -              | \$ 8,129  | \$ -           | \$ 9,100                               | \$ 193,625                | \$ 202,726  | \$ 33,641       | \$ 236,366  |
| Infiniti of Norwood   | Local Sector                | Auto Sales; Auto Repair, Maintenance, or Care   | Auto                    | 866 & 880 BOSTON-PROVIDENCE TPKE/ 880 BOSTON-PROVIDENCE TPKE          | 17-14-7, 17-14-6         | BOSTON PORT SERVICE                   | AUTO DEALER, ACC COM LAND         | 3.0                | \$ 5,153                 | \$ 112,043        | \$ -      | \$ 325         | \$ 5,232                               | \$ 113,274                | \$ 118,831  | \$ 117,196      | \$ 236,028  |

THE ROUTE 1 CORRIDOR

| Business Name (s)   | Traded or Local Sector      | Business Type  | Category for Analysis   | Property Address                          | Parcel Number    | Owner Name                     | Use Description          | Land Area in Acres | Water and Sewer Payments | Electric Payments | Broadband | Local Receipts | Most Recent Personal Property Tax Bill | FY19 Real Estate Tax Bill | FY19 Real Estate Taxes, Personal Property Taxes, & Local Receipts | Total Utilities | FY19 Real Estate Taxes, Personal Property Taxes, Local Receipts, & Utility Payments |
|---|-----------------------------|--|-------------------------|---|------------------|--------------------------------|--------------------------|--------------------|--------------------------|-------------------|-----------|----------------|--|---------------------------|---|-----------------|---|
| Fuji Hibachi, Title Boxing Club of Norwood, American Nail Spa, Paradise Indian Foods, Dunkin Donuts   | Local Sector                | Accommodations – Food & Beverage; Personal Care Services; Recreation/Health clubs  | Local Service Sector    | 1200, 1202, & 1206 BOSTON-PROVIDENCE TPKE | 15-13B-8         | GEBSCO REALTY CORP             | RET >10,000 SF           | 2.6                | \$ 25,343                | \$ 92,160         | \$ 330    | \$ 32,082      | \$ 5,267                               | \$ 80,053                 | \$ 117,402  | \$ 117,834      | \$ 235,236  |
| 859 Newbury Comics, Enterprise Rent-A-Car LLC, Lunch Box Deli, Boch Rent a Car  | Local Sector                | Accommodations – Food & Beverage; Retail; Rental   | Local Service Sector    | 859-861, 881 BOSTON-PROVIDENCE TPKE       | 17-12-6, 17-12-3 | BOCH REALTY INC                | RET >10,000 SF, PARK LOT | 2.1                | \$ 4,510                 | \$ 107,260        | \$ 1,645  | \$ 16,905      | \$ 1,488                               | \$ 98,035                 | \$ 116,427  | \$ 113,416      | \$ 229,843  |
| See Appendix D to review the businesses at 1500 Boston Providence Turnpike  | Traded Sector, Local Sector | Technology; Distribution; Professional Services; Traded Services; Manufacturing; Place of Worship; Retail; Life Sciences | Multiple Business Types | 1500-1506 BOSTON-PROV TPK                 |                  |                                |                          | 10.9               | \$ 5,815                 | \$ 76,578         | \$ 8,704  | \$ 7,010       | \$ 2,315                               | \$ 128,965                | \$ 138,289  | \$ 91,096       | \$ 229,386  |
| Norwood Subaru Inc.   | Local Sector                | Auto Sales; Auto Repair, Maintenance, or Care  | Auto                    | 842 BOSTON-PROVIDENCE TPKE                | 17-4-6           | NORWOOD SUBARU LLC             | AUTO DEALER              | 5.4                | \$ 6,355                 | \$ 86,872         | \$ 1,955  | \$ 19,000      | \$ 1,901                               | \$ 111,852                | \$ 132,753  | \$ 95,182       | \$ 227,936  |
| McDonalds   | Local Sector                | Accommodations – Food & Beverage   | Local Service Sector    | 31 BOSTON-PROVIDENCE TPKE                 | 19-11-2          | MCDONALD'S CORPORATION         | RET >10,000 SF           | 1.9                | \$ 12,896                | \$ 113,411        | \$ 3,376  | \$ 8,204       | \$ 3,508                               | \$ 82,921                 | \$ 94,632   | \$ 129,683      | \$ 224,315  |
| Jake N Joes   | Local Sector                | Accommodations – Food & Beverage   | Local Service Sector    | 475 BOSTON-PROVIDENCE TPKE                | 19-12-3          | MARGARETMIT, LLC               | REST/CLUBS               | 1.8                | \$ 43,454                | \$ 100,531        | \$ -      | \$ 11,696      | \$ 4,950                               | \$ 63,090                 | \$ 79,736   | \$ 143,985      | \$ 223,721  |
| Prime Mazda   | Local Sector                | Auto Sales; Auto Repair, Maintenance, or Care  | Auto                    | 920 BOSTON-PROV TPKE                      | 17-13-2          | GIRARD ELEANOR                 | AUTO DEALER              | 1.0                | \$ 20,911                | \$ 84,723         | \$ 2,437  | \$ 54,888      | \$ -                                   | \$ 51,151                 | \$ 106,039  | \$ 108,070      | \$ 214,109  |
| Extra Space Storage   | Local Sector                | Rental   | Local Service Sector    | 1450 BOSTON-PROVIDENCE TPKE               | 15-2-10          | GRE NORWOOD LLC                | COMM WHSE                | 5.3                | \$ 4,530                 | \$ 65,539         | \$ 1,932  | \$ -           | \$ 483                                 | \$ 133,885                | \$ 134,368  | \$ 72,001       | \$ 206,369  |
| Bertucci's Brick Oven, Norwal Cleaners, O'Reilly Auto Parts   | Local Sector                | Accommodations – Food & Beverage; Personal Care Services; Retail   | Local Service Sector    | 1405-1407 BOSTON-PROV TPKE                | 15-7-2           | SALINSKY, JUNE TRUSTEE         | GAS ST SRV VAC           | 1.5                | \$ 15,965                | \$ 85,203         | \$ 2,002  | \$ 11,774      | \$ 15,080                              | \$ 68,875                 | \$ 95,730   | \$ 103,171      | \$ 198,901  |
| Walgreens   | Local Sector                | Retail   | Local Service Sector    | 951-969 BOSTON-PROV TPKE                  | 17-9-3           | DEAN NORWOOD, LLC              | RET >10,000 SF           | 1.6                | \$ 788                   | \$ 103,505        | \$ -      | \$ 2,242       | \$ 960                                 | \$ 89,598                 | \$ 92,800   | \$ 104,293      | \$ 197,093  |
| McDonalds   | Local Sector                | Accommodations – Food & Beverage   | Local Service Sector    | 1600 BOSTON-PROV TPKE                     | 15-30-24         | MCDONALD'S REAL ESTATE COMPANY | REST/CLUBS               | 2.2                | \$ 18,879                | \$ 109,294        | \$ -      | \$ 8,204       | \$ 4,778                               | \$ 50,099                 | \$ 63,081   | \$ 128,172      | \$ 191,253  |
| Siam Lotus Leslie's Pool Supplies Steward Medical Group   | Local Sector                | Accommodations – Food & Beverage; Retail; Professional Services  | Multiple Business Types | 1325-45 NORWOOD PARK SOUTH                | 15-7-10          | FRENCH, L EONARD S TRUSTEE     | RET >10,000 SF           | 3.1                | \$ 10,388                | \$ 58,577         | \$ -      | \$ 10,244      | \$ 4,272                               | \$ 106,024                | \$ 120,540  | \$ 68,965       | \$ 189,505  |
| Central Motor Inc of Norwood  | Local Sector                | Auto Sales; Auto Repair, Maintenance, or Care  | Auto                    | 70 BOSTON-PROVIDENCE TPKE                 | 22-2-2           | SEVENTY BOS-PROV HGHY LLC      | AUTO DEALER              | 2.3                | \$ 2,255                 | \$ 71,793         | \$ 981    | \$ 15,381      | \$ 2,247                               | \$ 93,270                 | \$ 110,899  | \$ 75,029       | \$ 185,928  |
| Savers  | Local Sector                | Retail   | Local Service Sector    | 560 BOSTON-PROVIDENCE TPKE                | 21-4-34          | ACCESS ROAD, LLC               | RET >10,000 SF           | 3.0                | \$ 8,642                 | \$ 84,515         | \$ -      | \$ -           | \$ 2,367                               | \$ 84,619                 | \$ 86,986   | \$ 93,158       | \$ 180,143  |
| Boston Productions, SMBLC LLC, Jump Start, Athletic Republic, Revival Church for the Nations  | Traded Sector, Local Sector | Arts, Entertainment, Creative; Retail; Professional Services; Recreation/Health Clubs                                    | Multiple Business Types | 290 VANDERBILT AVE                        | 15-14-67         | VANDERBILT REALTY VENTURES LLC | IND OFFICE               | 3.5                | \$ 2,494                 | \$ 64,837         | \$ -      | \$ -           | \$ 5,588                               | \$ 105,050                | \$ 110,637  | \$ 67,331       | \$ 177,968  |
| King Information Systems, Inc, Barrow Industries Inc, Saurino Maryann -Ameriprise Financials, LCB Senior Living, Root Family Medicine PC, Smonik System LLC, Northstar Centers LLC, | Traded Sector, Local Sector | Professional Services; Distribution; Technology  | Multiple Business Types | 3 EDGEWATER DR                            | 15-2-2           | E & F REALTY ASSOC LTD PTNSHP  | CLASS A/B OFC            | 4.4                | \$ 17,680                | \$ -              | \$ 12,148 | \$ 416         | \$ 2,478                               | \$ 145,179                | \$ 148,073  | \$ 29,828       | \$ 177,901  |
| Sky Restaurant  | Local Sector                | Accommodations – Food & Beverage   | Local Service Sector    | 1369 BOSTON-PROVIDENCE TPKE               | 15-6-11          | CORCORAN, STEPHEN T & NANCY LS | REST/CLUBS               | 3.3                | \$ 13,532                | \$ 87,566         | \$ -      | \$ 11,696      | \$ 2,979                               | \$ 59,410                 | \$ 74,085   | \$ 101,098      | \$ 175,182  |

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| Business Name (s)   | Traded or Local Sector      | Business Type  | Category for Analysis   | Property Address                               | Parcel Number     | Owner Name                             | Use Description         | Land Area in Acres | Water and Sewer Payments | Electric Payments | Broadband | Local Receipts | Most Recent Personal Property Tax Bill | FY19 Real Estate Tax Bill | FY19 Real Estate Taxes, Personal Property Taxes, & Local Receipts | Total Utilities | FY19 Real Estate Taxes, Personal Property Taxes, Local Receipts, & Utility Payments |
|---|-----------------------------|--|-------------------------|--|-------------------|--|-------------------------|--------------------|--------------------------|-------------------|-----------|----------------|--|---------------------------|---|-----------------|---|
| Nextenture, BL Companies, W. I. CONNELL CO, Dr. Richard H. Seder, MD, Wells Lionelle D MD, Valuation Research, Shorepoint Capital Partners, Peartree Design & Marketing, Nautilus Investment Research   | Traded Sector, Local Sector | Technology; Professional Services;   | Multiple Business Types | 220 NORWOOD PARK SOUTH                         | 15-7-6            | 1144 PROPERTIES LLC                    | CLASS A/B OFC           | 3.0                | \$ 16,392                | \$ 72,207         | \$ -      | \$ -           | \$ -                                   | \$ 86,022                 | \$ 86,022   | \$ 88,599       | \$ 174,621  |
| Boston Jack Madden Ford Sales, Inc.   | Local Sector                | Auto Sales; Auto Repair, Maintenance, or Care                                      | Auto                    | 825 BOSTON-PROVIDENCE TPKE / 165 EAST CROSS ST | 17-3-22, 17-3-194 | MADDEN REALTY ASSOCIATES, LLC          | AUTO DEALER, DEVEL LAND | 2.5                | \$ 7,664                 | \$ 55,884         | \$ -      | \$ 16,655      | \$ 2,385                               | \$ 91,285                 | \$ 110,324  | \$ 63,548       | \$ 173,872  |
| Republic Plumbing Supply  | Local Sector                | Distribution   | Local Service Sector    | 890 BOSTON-PROVIDENCE TPKE                     | 17-14-5           | CARROLL PAUL B ET AL TR                | COMM WHSE               | 3.3                | \$ 1,363                 | \$ 52,815         | \$ -      | \$ 4,416       | \$ 653                                 | \$ 113,632                | \$ 118,701  | \$ 54,178       | \$ 172,879  |
| Launch Trampoline Floors & Kitchens Inc   | Local Sector                | Recreation/Health Clubs, Retail  | Local Service Sector    | 568-570 BOSTON-PROV TRNPKE                     | 21-4-36A          | ACCESS ROAD, LLC                       | RET >10,000 SF          | 4.4                | \$ 4,753                 | \$ 57,449         | \$ -      | \$ 650         | \$ 4,690                               | \$ 104,331                | \$ 109,670  | \$ 62,202       | \$ 171,873  |
| National Electric Corp, CTC Associates Inc, Bay State Archers Training Center, HMI Inc, Greater Metrowest DRMSRGNS  | Traded Sector, Local Sector | Traded Services; Distribution; Recreation/Health Clubs; Professional Services      | Multiple Business Types | 55-57 BOSTON-PROVIDENCE TPKE                   | 19-9-10           | KINGDOM PROPERTIES ASSOCIATES, LLC     | OFFICE BLD              | 3.2                | \$ 5,752                 | \$ 36,005         | \$ 35,071 | \$ 186         | \$ 3,307                               | \$ 89,422                 | \$ 92,916   | \$ 76,828       | \$ 169,744  |
| Apogee Technology, Office Gallery International, LLC, ESPG Polymer Technologies INC, GERBOR RADIO SUPPLY CO INC, Imgen Diagnostics, Need Personnel Placement Inc, Quantum Pathology LLC, Raven & Murph (Ravech Law Offices), Herbert F Hunter, Northland Fence, Stevn P Smith, MD | Traded Sector, Local Sector | Distribution; Manufacturing; Life Sciences; Professional Services; Traded Services | Multiple Business Types | 129 MORGAN DR / 76 ASTOR AVE                   | 15-11-45          | HEATH NORWOOD, LLC                     | IND WHSES               | 3.0                | \$ 10,949                | \$ 44,894         | \$ 2,968  | \$ 181         | \$ 7,372                               | \$ 100,458                | \$ 108,011  | \$ 58,810       | \$ 166,822  |
| Yankee Spirits, Honey Baked Hams  | Local Sector                | Retail; Accommodations – Food & Beverage   | Local Service Sector    | 940-950 &954 BOST-PROV TPKE                    | 17-13-100         | ROLL-LAND INC                          | SHOPNG CTR              | 3.0                | \$ 3,537                 | \$ 67,388         | \$ -      | \$ 10,426      | \$ 3,771                               | \$ 76,707                 | \$ 90,904   | \$ 70,925       | \$ 161,829  |
| The Feisty Greek, Subway, Marjorie Cohen, Medical Laser Solutions, Norwood Pediatrics, Orange Leaf  | Local Sector                | Accommodations – Food & Beverage; Professional Services                            | Local Service Sector    | 36-38A38 VANDERBILT AVE / 10 VANDERBILT AVE    | 15-22-11          | RIDDELL MARIANNE E TRUSTEE             | RET >10,000 SF          | 1.2                | \$ 6,875                 | \$ 69,293         | \$ 2,017  | \$ 26,651      | \$ 4,440                               | \$ 52,477                 | \$ 83,568   | \$ 78,185       | \$ 161,753  |
| Castle Island Brewing   | Traded Sector               | Manufacturing; Accommodations – Food & Beverage                                    | Manufacturing           | 31 ASTOR AVE                                   | 15-11-63          | CARNEGIE ASTOR, LLC                    | IND WHSES               | 3.0                | \$ 35,057                | \$ 56,034         | \$ -      | \$ 9,933       | \$ 20,220                              | \$ 30,305                 | \$ 60,457   | \$ 91,091       | \$ 151,549  |
| The Vanderbilt Club; Pinnacle Health & Sports Performance; Shear Illusions  | Local Sector                | Recreation/Health clubs; Personal care Services                                    | Local Service Sector    | 45 VANDERBILT AVE                              | 15-13B-13         | VANDERBILT ASSOCIATES LLC              | HEALTH SPA              | 1.2                | \$ 34,679                | \$ 78,634         | \$ 5,068  | \$ -           | \$ 1,332                               | \$ 30,070                 | \$ 31,402   | \$ 118,381      | \$ 149,782  |
| International Car Parts Inc, Box Fort, Player One Amusement Group   | Traded Sector, Local Sector | Distribution; Manufacturing; Arts, Entertainment, Creative; Professional Services  | Multiple Business Types | 375 VANDERBILT AVE                             | 15-14-61          | BOARDWALK ASSOCIATES, LLC              | IND OFFICE              | 3.2                | \$ 1,332                 | \$ 95,640         | \$ -      | \$ 1,539       | \$ 2,834                               | \$ 48,415                 | \$ 52,787   | \$ 96,972       | \$ 149,759  |
| Central Kia   | Local Sector                | Auto Sales; Auto Repair, Maintenance, or Care                                      | Auto                    | 105-107 BOSTON-PROV TPKE                       | 19-10-1           | ONE HUNDRED & FIVE BOSTON-PROV HWY LLC | AUTO DEALER             | 2.1                | \$ 903                   | \$ 35,279         | \$ 10,367 | \$ 485         | \$ 1,270                               | \$ 90,518                 | \$ 92,273   | \$ 46,548       | \$ 138,822  |
| Friendly's Restaurant   | Local Sector                | Accommodations – Food & Beverage   | Local Service Sector    | 1469 BOSTON-PROVIDENCE TPKE                    | 15-3-9            | O ICE, LLC                             | REST/CLUBS              | 1.4                | \$ 17,510                | \$ 68,695         | \$ -      | \$ 8,204       | \$ 1,066                               | \$ 40,820                 | \$ 50,090   | \$ 86,206       | \$ 136,296  |
| Wendy's and BJ's Gas  | Local Sector                | Accommodations – Food & Beverage; Retail   | Local Service Sector    | 1412-1420 BOSTON-PROV TPKE                     | 15-3-3A           | ARGIROS, ALEXANDER A TRS               | DEVEL LAND              | 3.0                | \$ 24,044                | \$ 58,279         | \$ -      | \$ 100         | \$ -                                   | \$ 51,311                 | \$ 51,411   | \$ 82,324       | \$ 133,735  |

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| Business Name (s)  | Traded or Local Sector         | Business Type   | Category for Analysis   | Property Address                | Parcel Number | Owner Name                         | Use Description | Land Area in Acres | Water and Sewer Payments | Electric Payments | Broadband | Local Receipts | Most Recent Personal Property Tax Bill | FY19 Real Estate Tax Bill | FY19 Real Estate Taxes, Personal Property Taxes, & Local Receipts | Total Utilities | FY19 Real Estate Taxes, Personal Property Taxes, Local Receipts, & Utility Payments |
|--|--------------------------------|---|-------------------------|---------------------------------|---------------|------------------------------------|-----------------|--------------------|--------------------------|-------------------|-----------|----------------|--|---------------------------|---|-----------------|---|
| Dart Sales Inc,<br>Admet Inc,<br>Tractel Inc,<br>Radiator.com,<br>Sunburst Shutters,<br>BM Flooring,<br>New Academy of Jiu Jitsu   | Traded Sector,<br>Local Sector | Retail;<br>Manufacturing;<br>Distribution;                        | Multiple Business Types | 51 MORGAN DR                    | 15-14-46      | MORGAN DRIVE ASSOC                 | IND OFFICE      | 3.7                | \$ 4,942                 | \$ 2,623          | \$ 6,230  | \$ 53          | \$ 1,576                               | \$ 117,601                | \$ 119,229  | \$ 13,794       | \$ 133,023  |
| Advanced Auto Parts,<br>Direct Tire Sales  | Local Sector                   | Retail  | Local Service Sector    | 981 BOSTON-<br>PROVIDENCE TPKE  | 17-9-13       | LEVI LLC                           | AUTO REPR       | 2.0                | \$ 9,107                 | \$ 23,686         | \$ -      | \$ -           | \$ 617                                 | \$ 97,975                 | \$ 98,592   | \$ 32,793       | \$ 131,386  |
| Burger King  | Local Sector                   | Accommodations –<br>Food & Beverage                               | Local Service Sector    | 41 BOSTON-<br>PROVIDENCE TPKE   | 19-11-4       | NORTHSON FAMILY<br>LIMITED PRTNSHP | REST/CLUBS      | 1.1                | \$ 14,220                | \$ 66,680         | \$ -      | \$ 8,204       | \$ 1,392                               | \$ 39,618                 | \$ 49,214   | \$ 80,900       | \$ 130,114  |
| South Shore Therapies,<br>Little Sprouts Early<br>Education & Child Care   | Local Sector                   | Professional Services;<br>Day Care                                | Multiple Business Types | 325 RIVER<br>RIDGE DRIVE        | 15-22-1       | RIVER RIDGE<br>LTD PTNSHP          | PROF BLDG       | 3.9                | \$ 15,239                | \$ 67,355         | \$ 5,086  | \$ -           | \$ -                                   | \$ 40,697                 | \$ 40,697   | \$ 87,679       | \$ 128,377  |
| Voci Anthony Law,<br>Payroll Matters,<br>Erickson Associates,<br>Andelman & Lelek Engineering,<br>Neponset Valley Financial Partners,<br>Bingham Frank Insurance,<br>Westwood Insurance Partners Inc<br>Hanlon & Associates LLC,<br>Norwood Engineering Co Inc,<br>QRGA LLP,<br>Ben Choice Inc,<br>Cantave Realty Group LLC, | Local Sector                   | Professional Services   | Professional Services   | 1408-1414 BOSTON-<br>PROV TPKE  | 15-25-1       | 1410 REALTY TRUST                  | OFFICE BLD      | 1.7                | \$ 2,515                 | \$ 43,981         | \$ 19,471 | \$ 3,677       | \$ 3,902                               | \$ 53,390                 | \$ 60,968   | \$ 65,966       | \$ 126,934  |
| Currently being used as a body shop<br>and open lot vehicle storage, but is in the<br>process of becoming a Central Auto<br>body shop.   | Local Sector                   | Auto Repair,<br>Maintenance, or Care;<br>Open Lot Vehicle Storage | Auto                    | 401 BOSTON-<br>PROVIDENCE TPKE  | 19-13-1       | 401 PROVIDENCE<br>HIGHWAY, LLC     | AUTO DEALER     | 2.9                | \$ 1,394                 | \$ 8,104          | \$ 935    | \$ 118         | \$ -                                   | \$ 113,014                | \$ 113,131  | \$ 10,432       | \$ 123,564  |
| Goden Abacus,<br>Savaria Dance Studio Inc,<br>Gyro & Kebob Inc,<br>Mumin Halal Food  | Local Sector                   | Accommodations –<br>Food & Beverage;<br>Recreation/Health clubs   | Local Service Sector    | 1275 BOSTON-<br>PROVIDENCE TPKE | 15-11-1A      | DOCTORS OF<br>NORWOOD, LLC         | RET >10,000 SF  | 1.0                | \$ 9,081                 | \$ 38,367         | \$ 4,206  | \$ 19,569      | \$ 1,150                               | \$ 50,307                 | \$ 71,026   | \$ 51,654       | \$ 122,680  |
| Autopart International,<br>Source Code Corp,<br>United Citrus Products Corporation   | Traded Sector,<br>Local Sector | Retail;<br>Manufacturing;   | Manufacturing           | 228, 232, 244<br>VANDERBILT AVE | 15-14-50      | VANDERBILT AVE, LLC                | INDUSTRIAL      | 3.0                | \$ 532                   | \$ 41,106         | \$ -      | \$ -           | \$ 293                                 | \$ 71,739                 | \$ 72,032   | \$ 41,638       | \$ 113,670  |
| Revolutions Composites,<br>Hill Rom Inc,<br>Makita,<br>New Box Solutions;<br>Prize Possessions   | Traded Sector,<br>Local Sector | Manufacturing;<br>Distribution;<br>Traded Service;<br>Retail      | Multiple Business Types | 340 - 346<br>VANDERBILT AV      | 15-14-68      | LAROSA<br>PAULA S TRUSTEE          | IND WHSES       | 5.4                | \$ 4,797                 | \$ 11,572         | \$ -      | \$ -           | \$ 2,495                               | \$ 92,181                 | \$ 94,676   | \$ 16,369       | \$ 111,045  |
| IHOP   | Local Sector                   | Accommodations –<br>Food & Beverage                               | Local Service Sector    | 1378 BOSTON-<br>PROVIDENCE TPKE | 15-6-10A      | IHOP PROPERTY LLC                  | REST/CLUBS      | 1.1                | \$ 15,695                | \$ 52,142         | \$ -      | \$ 8,204       | \$ 1,272                               | \$ 33,034                 | \$ 42,510   | \$ 67,837       | \$ 110,346  |
| Honey Dew Donuts,<br>Hibachi Steak House   | Local Sector                   | Accommodations –<br>Food & Beverage                               | Local Service Sector    | 285 and 315 MORSE ST            | 15-11-1       | SPIEGEL, DAVID ET AL TRS           | RET CONDO       | 4.2                | \$ 13,081                | \$ 38,030         | \$ -      | \$ 16,801      | \$ -                                   | \$ 26,074                 | \$ 42,875   | \$ 51,110       | \$ 93,985   |
| Pier 1 Imports   | Local Sector                   | Retail  | Local Service Sector    | 1583 BOST-<br>PROV TURNPIKE     | 15-2-5        | NPN NORWOOD ONE, LLC               | RET < 10,000 SF | 1.7                | \$ 271                   | \$ 33,380         | \$ -      | \$ -           | \$ 79                                  | \$ 48,673                 | \$ 48,752   | \$ 33,651       | \$ 82,403   |
| Starbucks  | Local Sector                   | Accommodations –<br>Food & Beverage                               | Local Service Sector    | 1000 BOSTON-<br>PROVIDENCE TPKE | 15-21-8       | BOCH, ERNEST J TRS                 | REST/CLUBS      | 0.9                | \$ 9,578                 | \$ 29,211         | \$ -      | \$ 8,534       | \$ 1,929                               | \$ 32,295                 | \$ 42,758   | \$ 38,790       | \$ 81,548   |
| Bon Caldo Restaurant   | Local Sector                   | Accommodations –<br>Food & Beverage                               | Local Service Sector    | 1381 BOSTON-<br>PROVIDENCE TPKE | 15-6-10B      | SIMONI FRANK R TRS                 | REST/CLUBS      | 0.8                | \$ 5,319                 | \$ 28,706         | \$ 2,512  | \$ 11,696      | \$ 450                                 | \$ 32,849                 | \$ 44,995   | \$ 36,537       | \$ 81,533   |



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| Business Name (s)  | Traded or Local Sector      | Business Type  | Category for Analysis   | Property Address  | Parcel Number     | Owner Name                          | Use Description | Land Area in Acres | Water and Sewer Payments | Electric Payments | Broadband | Local Receipts | Most Recent Personal Property Tax Bill | FY19 Real Estate Tax Bill | FY19 Real Estate Taxes, Personal Property Taxes, & Local Receipts | Total Utilities | FY19 Real Estate Taxes, Personal Property Taxes, Local Receipts, & Utility Payments |
|--|-----------------------------|--|-------------------------|---|-------------------|-------------------------------------|-----------------|--------------------|--------------------------|-------------------|-----------|----------------|--|---------------------------|---|-----------------|---|
| Cosmetheque USA Inc;<br>Quinlan & Sadowski PC;<br>O'Brien Loretta S JD;<br>Family Psychological Associates;<br>Larry Liberfarb PC;<br>Eastway Wellness LLC;<br>United Real Estate;<br>Lainco US Inc;<br>Caccavaro, Fitzpatrick & Seifar, Michael Beradi; Arbello | Local Sector                | Distribution;<br>Professional Services;  | Multiple Business Types | 11 VANDERBILT AVE   | 15-13B-11         | GEBSKO REALTY                       | OFFICE BLD      | 0.8                | \$ 2,431                 | \$ 25,620         | \$ 8,748  | \$ 95          | \$ 859                                 | \$ 41,929                 | \$ 42,883   | \$ 36,799       | \$ 79,682   |
| Exide Technologies,<br>Cheer Advantage Allstars;<br>Home Theater Concepts,<br>A Plus Adult Day Health;<br>Norwood Church of God;<br>Mass Association of Chamber of Commerce Executives,<br>Transformative Engineering,   | Traded Sector, Local Sector | Recreation/Health clubs;<br>Traded Service;<br>Manufacturing;<br>Professional Services;<br>Distribution; | Multiple Business Types | 190-196 VANDERBILT AVE                                    | 15-14-51          | MAYFAIR ASSOCIATES LLC              | INDUSTRIAL      | 3.2                | \$ 5,035                 | \$ 11,797         | \$ -      | \$ 288         | \$ 1,109                               | \$ 56,076                 | \$ 57,472   | \$ 16,831       | \$ 74,303   |
| Commonwealth Fireplace & Grill,<br>Altair Auctions Inc,<br>Buddy's Tile Outlet   | Local Sector                | Retail,<br>Traded Service  | Local Service Sector    | 151 CARNEGIE ROW  | 15-11-42          | REARDON, PAUL D                     | RET >10,000 SF  | 1.8                | \$ 1,612                 | \$ 12,069         | \$ 2,511  | \$ 1,055       | \$ 811                                 | \$ 51,429                 | \$ 53,296   | \$ 16,192       | \$ 69,488   |
| Park Place Self Storage  | Local Sector                | Rental   | Local Service Sector    | 410 VANDERBILT AVE  | 15-14-30          | LAROSA PAULA S TRS                  | COMM WHSE       | 5.5                | \$ 1,705                 | \$ 18,729         | \$ -      | \$ 60          | \$ 41                                  | \$ 47,751                 | \$ 47,852   | \$ 20,434       | \$ 68,286   |
| Mobile Gas Station   | Local Sector                | Retail   | Local Service Sector    | 971 BOSTON-PROVIDENCE TPKE                                | 17-9-2            | BANDONI, PAULINE TRS                | FUEL SV/PR      | 0.5                | \$ 2,425                 | \$ 32,598         | \$ 862    | \$ 1,451       | \$ 933                                 | \$ 24,924                 | \$ 27,308   | \$ 35,884       | \$ 63,193   |
| Irving Gas,<br>RoJo Car Wash,<br>Elite Tailor's & Cleaners,<br>Touchless Laser Wash,<br>Norwood Fireplace,<br>Cavanaugh Insurance Agency, Inc.,<br>Acu Spa,<br>Herbal Spa  | Local Sector                | Professional Services;<br>Personal Care Services;<br>Retail  | Local Service Sector    | 75-83 BOSTON-PROVIDENCE TPKE                              | 19-10-4           | 69 PROVIDENCE HIGHWAY ASSOC LLC     | RET >10,000 SF  | 2.0                | \$ -                     | \$ -              | \$ -      | \$ 1,665       | \$ 3,034                               | \$ 57,885                 | \$ 62,585   | \$ -            | \$ 62,585   |
| Open Lot Vehicle Storage   | Local Sector                | Open Vehicle Lot Storage   | Auto                    | 780 BOSTON-PROVIDENCE TPKE/<br>776 BOSTON-PROVIDENCE TPKE | 17-4-2,<br>17-4-3 | BOCH, ERNEST J                      | PARK LOT        | 3.3                | \$ -                     | \$ 1,853          | \$ -      | \$ -           | \$ -                                   | \$ 59,626                 | \$ 59,626   | \$ 1,853        | \$ 61,480   |
| Budget Rent-A-Car,<br>Don & Wally's Service  | Local Sector                | Rental;<br>Auto Repair,<br>Maintenance, or Care  | Local Service Sector    | 885-905 BOSTON-PROVIDENCE TPKE                            | 17-11-2A          | BANDONI DONALD G &                  | OTH MOTOR       | 1.3                | \$ 103                   | \$ 13,675         | \$ 3,096  | \$ 1,060       | \$ 980                                 | \$ 38,874                 | \$ 40,914   | \$ 16,875       | \$ 57,789   |
| Monster Mini Golf  | Local Sector                | Recreation/Health Clubs  | Local Service Sector    | 1560 BOSTON-PROVIDENCE TPKE                               | 15-2-21           | VARA, RICHARD<br>H. GENERAL PARTNER | COMM WHSE       | 1.4                | \$ 3,016                 | \$ 18,646         | \$ -      | \$ 8,379       | \$ -                                   | \$ 25,643                 | \$ 34,021   | \$ 21,662       | \$ 55,684   |
| K&M Studio, Inc,<br>McDonald Flooring,<br>Micorp   | Local Sector                | Recreation/Health Clubs;<br>Traded Sector;<br>Auto Repair,<br>Maintenance, or Care                       | Local Service Sector    | 55 CARNEGIE ROW   | 15-11-40          | J & S DEVELOPMENT, LLC              | COMM WHSE       | 1.4                | \$ 1,001                 | \$ 18,866         | \$ 515    | \$ 1,424       | \$ 202                                 | \$ 32,728                 | \$ 34,354   | \$ 20,382       | \$ 54,736   |
| Central Fiat of Norwood  | Local Sector                | Auto Sales;<br>Auto Repair,<br>Maintenance, or Care  | Auto                    | 141 BOSTON-PROVIDENCE TPKE                                | 19-10-2           | 141 PROVIDENCE HIGHWAY ASSOC LLC    | AUTO DEALER     | 1.3                | \$ 8,028                 | \$ 3,767          | \$ -      | \$ 441         | \$ 146                                 | \$ 38,379                 | \$ 38,966   | \$ 11,795       | \$ 50,760   |
| Personal Best Karate,<br>Marathon Physical Therapy   | Local Sector                | Recreation/Health Clubs;<br>Professional Services  | Multiple Business Types | 99-103 VANDERBILT AVE                                     | 15-14-56          | PICCADILLY ASSOCIATES LLC           | RET >10,000 SF  | 1.3                | \$ 2,730                 | \$ 1,331          | \$ 1,726  | \$ -           | \$ 502                                 | \$ 44,412                 | \$ 44,914   | \$ 5,787        | \$ 50,701   |
| Office Gallery International,<br>Children of America   | Local Sector                | Retail;<br>Day Care  | Local Service Sector    | 68-76 VANDERBILT AVE                                      | 15-22-13          | SHANE, ROSALIE TRUSTEE              | CHILD CARE M94  | 0.9                | \$ 4,185                 | \$ 21,348         | \$ -      | \$ 1,091       | \$ 365                                 | \$ 23,192                 | \$ 24,648   | \$ 25,533       | \$ 50,180   |
| American Holt Corporation  | Traded Sector               | Manufacturing  | Manufacturing           | 201-203 CARNEGIE ROW                                      | 15-11-52          |                                     | IND OFFICE      | 1.1                | \$ 2,142                 | \$ 17,525         | \$ 796    | \$ 194         | \$ 721                                 | \$ 27,197                 | \$ 28,112   | \$ 20,462       | \$ 48,574   |
| Norwood Sheet Metal,<br>Automal Service Center   | Local Sector                | Traded Services;<br>Auto Repair,<br>Maintenance, or Care   | Local Service Sector    | 740-744 BOSTON-PROV TPKE                                  | 18-2-14           | GERMANO ORLANDO JOSEPH JR &         | AUTO REPR       | 1.5                | \$ 2,786                 | \$ 14,031         | \$ -      | \$ 113         | \$ 1,761                               | \$ 29,817                 | \$ 31,690   | \$ 16,817       | \$ 48,507   |
| U-Haul of Eastern MA   | Local Sector                | Rental   | Local Service Sector    | 390 BOSTON-PROV TPKE                                      | 22-9-4            | AREC 2, LLC                         | COMM WHSE       | 1.5                | \$ 250                   | \$ 11,352         | \$ -      | \$ -           | \$ 342                                 | \$ 35,615                 | \$ 35,957   | \$ 11,602       | \$ 47,559   |

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| Business Name (s)  | Traded or Local Sector | Business Type   | Category for Analysis           | Property Address                       | Parcel Number      | Owner Name                          | Use Description        | Land Area in Acres | Water and Sewer Payments | Electric Payments | Broadband | Local Receipts | Most Recent Personal Property Tax Bill | FY19 Real Estate Tax Bill | FY19 Real Estate Taxes, Personal Property Taxes, & Local Receipts | Total Utilities | FY19 Real Estate Taxes, Personal Property Taxes, Local Receipts, & Utility Payments |
|--|------------------------|---|---------------------------------|--|--------------------|-------------------------------------|------------------------|--------------------|--------------------------|-------------------|-----------|----------------|--|---------------------------|---|-----------------|---|
| RM Car Care, Spencer Collision   | Local Sector           | Auto Repair, Maintenance, or Care; Open Vehicle Lot Storage | Auto                            | 1150 BOSTON-PROVIDENCE TPKE            | 15-22-5A           | MAND CORP                           | AUTO REPR              | 1.2                | \$ 649                   | \$ 10,310         | \$ 1,824  | \$ 369         | \$ 2,313                               | \$ 30,978                 | \$ 33,660   | \$ 12,783       | \$ 46,443   |
| Gulf Gas   | Local Sector           | Retail  | Local Service Sector            | 960 BOSTON-PROVIDENCE TPKE             | 17-13-1            | STATION AT RT ONE REALTY LLC        | FUEL SV/PR             | 0.5                | \$ 370                   | \$ 14,052         | \$ -      | \$ 125         | \$ 419                                 | \$ 27,452                 | \$ 27,996   | \$ 14,422       | \$ 42,418   |
| John Hoffman (Hoffman Law Group)   | Local Sector           | Professional Services                                       | Professional Services           | 501 BOSTON-PROV TURNPIKE               | 19-12-2            | JIATING CHI YOU LLC                 | OFF CONDO              | 0.3                | \$ 2,164                 | \$ 8,339          | \$ -      | \$ -           | \$ 780                                 | \$ 30,214                 | \$ 30,994   | \$ 10,503       | \$ 41,497   |
| Town of Norwood  | Local Sector           | Town or Government  | Undeveloped or Government Owned | 160 BOSTON-PROV TURNPIKE               | 19-16-3            | NORWOOD, TOWN OF                    | MUN I                  | 124.2              | \$ 1,289                 | \$ 39,623         | \$ -      | \$ -           | \$ -                                   | \$ -                      | \$ -  | \$ 40,913       | \$ 40,913   |
| Universal Power Yoga, Overhead Door Inc, Oreck of Norwood Inc (no longer at this location) | Local Sector           | Recreation/Health Clubs; Retail                             | Local Service Sector            | 1401 BOSTON-PROVIDENCE TPKE            | 15-7-3             | COBB CORNER LIMITED PNTSH           | RET < 10,000 SF        | 0.4                | \$ 2,383                 | \$ 6,432          | \$ 1,053  | \$ -           | \$ 591                                 | \$ 28,717                 | \$ 29,308   | \$ 9,867        | \$ 39,175   |
| Sunoco   | Local Sector           | Retail  | Local Service Sector            | 515 BOSTON-PROVIDENCE TPKE             | 19-12-1            | BEST PETROLEUM NET LEASE, LLC       | FUEL SV/PR             | 0.4                | \$ 336                   | \$ 17,363         | \$ -      | \$ 125         | \$ 171                                 | \$ 20,205                 | \$ 20,501   | \$ 17,699       | \$ 38,200   |
| Center Auto Body   | Local Sector           | Auto Repair, Maintenance, or Care                           | Local Service Sector            | 101 CARNEGIE ROW                       | 15-11-41           | KELLEHER ROBERT J ET AL TRS         | AUTO REPR              | 0.9                | \$ 2,157                 | \$ 11,414         | \$ 682    | \$ 1,164       | \$ 826                                 | \$ 21,535                 | \$ 23,525   | \$ 14,253       | \$ 37,778   |
| Furlong's Candies & Ice Cream  | Local Sector           | Retail  | Local Service Sector            | 1361 BOSTON-PROVIDENCE TPKE            | 15-6-22            | SPIEGEL, DAVID TRS                  | RET < 10,000 SF        | 0.7                | \$ 804                   | \$ 12,808         | \$ -      | \$ -           | \$ -                                   | \$ 21,357                 | \$ 21,357   | \$ 13,613       | \$ 34,970   |
| New England Pool & Spa, Tiles Direct   | Local Sector           | Retail; Traded Service                                      | Local Service Sector            | 810 BOSTON-PROVIDENCE TPKE             | 17-4-5             | MCCARTHY RONALD C & SUSAN P         | RET < 10,000 SF        | 0.4                | \$ 1,457                 | \$ 2,737          | \$ -      | \$ 9,685       | \$ 156                                 | \$ 19,632                 | \$ 29,473   | \$ 4,194        | \$ 33,667   |
| Village Green Nurseries  | Local Sector           | Professional Services; Retail                               | Local Service Sector            | 151 BOSTON-PROVIDENCE TPKE             | 19-2-9, 19-2-13    | EYSIE FAMILY, LLC                   | RES TYP OFFC, PARK LOT | 1.1                | \$ 1,780                 | \$ 1,803          | \$ -      | \$ -           | \$ 33                                  | \$ 28,660                 | \$ 28,692   | \$ 3,583        | \$ 32,275   |
| Gentle Dental  | Local Sector           | Professional Services                                       | Professional Services           | 980 BOSTON-PROVIDENCE TPKE             | 15-21-2            | HERB'S CORNER, LLC                  | RET < 10,000 SF        | 0.7                | \$ 686                   | \$ 11,379         | \$ -      | \$ -           | \$ -                                   | \$ 19,963                 | \$ 19,963   | \$ 12,065       | \$ 32,028   |
| Adam & Eve Superstore  | Local Sector           | Retail  | Local Service Sector            | 1570 BOSTON-PROVIDENCE TPKE            | 15-2-14            | APV 1570 FAMILY LIMITED PARTNERSHIP | RET < 10,000 SF        | 0.8                | \$ 128                   | \$ 7,189          | \$ 1,866  | \$ -           | \$ 164                                 | \$ 22,293                 | \$ 22,457   | \$ 9,183        | \$ 31,640   |
| Vacant Land  | N/A                    | Undeveloped Land  | Undeveloped or Government Owned | RIVER RIDGE DRIVE                      | 15-22-4            | RIVER RIDGE LTD PTNSHP              | IND VAC LD PO          | 13.0               | \$ -                     | \$ -              | \$ -      | \$ -           | \$ -                                   | \$ 30,789                 | \$ 30,789   | \$ -            | \$ 30,789   |
| Route One Auto service, Norwood Bottle Gas   | Local Sector           | Auto Repair, Maintenance, or Care; Retail                   | Local Service Sector            | 305 BOSTON-PROVIDENCE TPKE             | 19-14-3            | GAETANI, STEPHEN M. TRS.            | AUTO REPR              | 0.4                | \$ 171                   | \$ 5,887          | \$ 5,601  | \$ -           | \$ 416                                 | \$ 17,950                 | \$ 18,366   | \$ 11,659       | \$ 30,025   |
| Jiffy Lube   | Local Sector           | Auto Repair, Maintenance, or Care                           | Local Service Sector            | 770 BOSTON-PROVIDENCE TPKE             | 18-2-3A            | MAMMONE, VINCENT A & JUDITH E       | AUTO REPR              | 0.5                | \$ 1,945                 | \$ 7,146          | \$ -      | \$ 125         | \$ 1,180                               | \$ 17,181                 | \$ 18,486   | \$ 9,091        | \$ 27,577   |
| Clay Cars  | Local Sector           | Auto Sales  | Auto                            | 858 BOSTON-PROVIDENCE TPKE             | 17-14-2            | J D & K LIMITED PARTNERSHIP         | RET < 10,000 SF        | 0.6                | \$ 221                   | \$ 4,137          | \$ -      | \$ 258         | \$ -                                   | \$ 22,815                 | \$ 23,073   | \$ 4,358        | \$ 27,431   |
| Ticket One, Washington Motor Cars (closed in June 2019), Pop-A-Lock Dedham,                | Local Sector           | Auto Sales; Traded Service; Retail                          | Auto                            | 824 BOSTON-PROVIDENCE TPKE             | 17-4-4             | 5111 LLC                            | RET < 10,000 SF        | 0.5                | \$ 1,428                 | \$ 3,987          | \$ -      | \$ 200         | \$ 79                                  | \$ 20,771                 | \$ 21,049   | \$ 5,415        | \$ 26,465   |
| Gymnastics Academy of Boston   | Local Sector           | Recreation/Health clubs                                     | Local Service Sector            | 95 VANDERBILT AVE                      | 15-13B-15          | REILLY, CINDY L TRS                 | CHILD CARE M94         | 1.0                | \$ 1,563                 | \$ -              | \$ -      | \$ -           | \$ 151                                 | \$ 24,267                 | \$ 24,418   | \$ 1,563        | \$ 25,981   |
| Vacant Land  | N/A                    | Undeveloped Land  | Undeveloped or Government Owned | BOSTON-PROVIDENCE TPKE                 | 22-1-4A            | WALKER WILLIAM J ET AL TR           | POT DEVEL              | 6.2                | \$ -                     | \$ -              | \$ -      | \$ -           | \$ -                                   | \$ 24,636                 | \$ 24,636   | \$ -            | \$ 24,636   |
| Friece Electrical Services Inc, Cap World Truck Accessories, Inc                           | Local Sector           | Retail; Traded Services                                     | Local Service Sector            | 596, 602,604,608, 616 BOSTON-PROV TPKE | 18-5-5, 18-5-4     | ATKINS SHERYL TRUSTEE               | RET < 10,000 SF        | 1.0                | \$ 1,162                 | \$ 4,143          | \$ 479    | \$ 680         | \$ 720                                 | \$ 15,143                 | \$ 16,543   | \$ 5,784        | \$ 22,327   |
| Open Lot Vehicle Storage   | Local Sector           | Open Lot Vehicle Storage                                    | Auto                            | Next to 128 CARNEGIE ROW               | 15-11-22, 15-11-43 | SPIEGEL, DAVID TRS                  | IND VAC LD DV          | 2.6                | \$ -                     | \$ -              | \$ -      | \$ -           | \$ -                                   | \$ 22,176                 | \$ 22,176   | \$ -            | \$ 22,176   |
| Single Family Home   | N/A                    | Residential   | Residential                     | 60 UNION STREET                        | 15-1-5             |                                     | SING FAM               | 4.3                | \$ 861                   | \$ 2,281          | \$ -      | \$ 44          | \$ -                                   | \$ 15,143                 | \$ 15,187   | \$ 3,142        | \$ 18,329   |
| All Seasons Rental   | Local Sector           | Rental  | Local Service Sector            | 924 BOSTON-PROVIDENCE TPKE             | 17-13-12           | BANDONI DONALD G &                  | RET < 10,000 SF        | 0.8                | \$ 205                   | \$ -              | \$ -      | \$ 1,095       | \$ 260                                 | \$ 13,402                 | \$ 14,758   | \$ 205          | \$ 14,962   |
| Single Family Home   | N/A                    | Residential   | Residential                     | 595 NEPONSET STREET                    | 18-4-5             |                                     | SING FAM               | 0.4                | \$ 654                   | \$ 1,452          | \$ 2,346  | \$ 305         | \$ -                                   | \$ 4,701                  | \$ 5,006  | \$ 4,452        | \$ 9,458  |
| Single Family Home   | N/A                    | Residential   | Residential                     | 583 NEPONSET STREET                    | 18-4-2             |                                     | SING FAM               | 0.4                | \$ 755                   | \$ 1,641          | \$ 2,024  | \$ 264         | \$ -                                   | \$ 4,628                  | \$ 4,892  | \$ 4,421        | \$ 9,313  |
| Single Family Home   | N/A                    | Residential   | Residential                     | 589 NEPONSET STREET                    | 18-4-4             |                                     | SING FAM               | 0.9                | \$ 605                   | \$ 992            | \$ 1,657  | \$ 125         | \$ -                                   | \$ 5,462                  | \$ 5,587  | \$ 3,254        | \$ 8,842  |
| Single Family Home   | N/A                    | Residential   | Residential                     | 605 NEPONSET STREET                    | 18-4-7             |                                     | SING FAM               | 0.5                | \$ 759                   | \$ 1,553          | \$ -      | \$ 206         | \$ -                                   | \$ 6,056                  | \$ 6,262  | \$ 2,311        | \$ 8,574  |
| Single Family Home   | N/A                    | Residential   | Residential                     | 585 NEPONSET STREET                    | 18-4-3             |                                     | SING FAM               | 0.4                | \$ 466                   | \$ 2,274          | \$ -      | \$ 393         | \$ -                                   | \$ 4,944                  | \$ 5,338  | \$ 2,740        | \$ 8,077  |
| Single Family Home   | N/A                    | Residential   | Residential                     | 599 NEPONSET STREET                    | 18-4-6             |                                     | SING FAM               | 0.4                | \$ 1,244                 | \$ 1,988          | \$ -      | \$ 135         | \$ -                                   | \$ 4,616                  | \$ 4,751  | \$ 3,233        | \$ 7,984  |
| Multifamily Home   | N/A                    | Residential   | Residential                     | 958 BOSTON-PROVIDENCE TPKE             | 17-13-3            |                                     | POT DEVEL LAND         | 0.2                | \$ -                     | \$ -              | \$ -      | \$ -           | \$ -                                   | \$ 6,175                  | \$ 6,175  | \$ -            | \$ 6,175  |
| Open Lot Vehicle Storage   | Local Sector           | Open Lot Vehicle Storage                                    | Auto                            | ACCESS ROAD                            | 21-4-35            | ACCESS ROAD, LLC                    | DEVEL LAND             | 1.5                | \$ -                     | \$ -              | \$ -      | \$ -           | \$ -                                   | \$ 5,723                  | \$ 5,723  | \$ -            | \$ 5,723  |

THE ROUTE 1 CORRIDOR

| Business Name (s)        | Traded or Local Sector | Business Type            | Category for Analysis           | Property Address         | Parcel Number | Owner Name                        | Use Description | Land Area in Acres | Water and Sewer Payments | Electric Payments | Broadband | Local Receipts | Most Recent Personal Property Tax Bill | FY19 Real Estate Tax Bill | FY19 Real Estate Taxes, Personal Property Taxes, & Local Receipts | Total Utilities | FY19 Real Estate Taxes, Personal Property Taxes, Local Receipts, & Utility Payments |
|--------------------------|------------------------|--------------------------|---------------------------------|--------------------------|---------------|-----------------------------------|-----------------|--------------------|--------------------------|-------------------|-----------|----------------|--|---------------------------|---|-----------------|---|
| Multifamily Home         | N/A                    | Residential              | Residential                     | 569 NEPONSET STREET      | 18-5-7        |                                   | TWO FAMILY      | 0.5                | \$ 116                   | \$ 467            | \$ -      | \$ 225         | \$ -                                   | \$ 4,874                  | \$ 5,099  | \$ 584          | \$ 5,683  |
| Vacant Land              | N/A                    | Undeveloped Land         | Undeveloped or Government Owned | EDGEWATER DR             | 15-2-1        | BOYLSTON 399 LIMITED PARTNERSHIP  | UNDEV LAND      | 3.9                | \$ -                     | \$ -              | \$ -      | \$ -           | \$ -                                   | \$ 3,982                  | \$ 3,982  | \$ -            | \$ 3,982  |
| Open Lot Vehicle Storage | Local Sector           | Open Lot Vehicle Storage | Auto                            | ACCESS ROAD              | 21-13-263     | MICHIEZI, NOREEN                  | COM OUTBLG      | 0.6                | \$ -                     | \$ -              | \$ -      | \$ -           | \$ -                                   | \$ 3,263                  | \$ 3,263  | \$ -            | \$ 3,263  |
| Vacant Land              | N/A                    | Undeveloped Land         | Undeveloped or Government Owned | BOSTON- PROVIDENCE TPKE  | 15-11-6       | BOSTON PORT SERVICE               | UNDEV LAND      | 1.9                | \$ -                     | \$ -              | \$ -      | \$ -           | \$ -                                   | \$ 3,104                  | \$ 3,104  | \$ -            | \$ 3,104  |
| Open Lot Vehicle Storage | Local Sector           | Open Lot Vehicle Storage | Auto                            | ACCESS ROAD              | 21-13-262     | MICHIEZI, VINCENT                 | POT DEVEL       | 2.0                | \$ -                     | \$ -              | \$ -      | \$ -           | \$ -                                   | \$ 3,017                  | \$ 3,017  | \$ -            | \$ 3,017  |
| Vacant Land              | N/A                    | Undeveloped Land         | Undeveloped or Government Owned | BOSTON-PROV TURNPIKE OFF | 22-8-1        | 141 BOSTON PROVIDENCE HIGHWAY LLC | RES VAC UNDEV   | 23.5               | \$ -                     | \$ -              | \$ -      | \$ -           | \$ -                                   | \$ 1,919                  | \$ 1,919  | \$ -            | \$ 1,919  |
| Vacant Land              | N/A                    | Undeveloped Land         | Undeveloped or Government Owned | BOSTON-PROV TURNPIKE OFF | 22-8-18       | 141 BOSTON PROVIDENCE HIGHWAY LLC | RES VAC UNDEV   | 11.3               | \$ -                     | \$ -              | \$ -      | \$ -           | \$ -                                   | \$ 1,852                  | \$ 1,852  | \$ -            | \$ 1,852  |
| Vacant Land              | N/A                    | Undeveloped Land         | Undeveloped or Government Owned | VANDERBILT AVE           | 15-22-73      | SHANE, ROSALIE, TR                | UNDEV LAND      | 0.2                | \$ -                     | \$ -              | \$ -      | \$ -           | \$ -                                   | \$ 589                    | \$ 589  | \$ -            | \$ 589  |
| Town Owned               | N/A                    | Town or Government       | Undeveloped or Government Owned | CLINTON ST               | 18-5-57       | NORWOOD, TOWN OF                  | MUN V TT        | 0.1                | \$ -                     | \$ -              | \$ -      | \$ -           | \$ -                                   | \$ 500                    | \$ 500  | \$ -            | \$ 500  |
| Vacant Land              | N/A                    | Undeveloped Land         | Undeveloped or Government Owned | BOSTON-PROV TURNPIKE OFF | 22-9-1        | BOSTON METROPOLITAN AIRPORT IN    | RES VAC UNDEV   | 2.4                | \$ -                     | \$ -              | \$ -      | \$ -           | \$ -                                   | \$ 389                    | \$ 389  | \$ -            | \$ 389  |
| Vacant Land              | N/A                    | Undeveloped Land         | Undeveloped or Government Owned | CHESTNUT ST              | 18-6-75       | TELCROSS ASSOC LTD PTNSHP         | IND VAC LD UD   | 0.2                | \$ -                     | \$ -              | \$ -      | \$ -           | \$ -                                   | \$ 354                    | \$ 354  | \$ -            | \$ 354  |
| Vacant Land              | N/A                    | Undeveloped Land         | Undeveloped or Government Owned | CHESTNUT ST              | 18-6-76       | TELCROSS ASSOC LTD PTNSHP         | IND VAC LD UD   | 0.2                | \$ -                     | \$ -              | \$ -      | \$ -           | \$ -                                   | \$ 354                    | \$ 354  | \$ -            | \$ 354  |
| Vacant Land              | N/A                    | Undeveloped Land         | Undeveloped or Government Owned | CHESTNUT ST              | 18-6-77       | TELCROSS ASSOC LTD PTNSHP         | IND VAC LD UD   | 0.2                | \$ -                     | \$ -              | \$ -      | \$ -           | \$ -                                   | \$ 354                    | \$ 354  | \$ -            | \$ 354  |
| Vacant Land              | N/A                    | Undeveloped Land         | Undeveloped or Government Owned | BOSTON- PROV TURNPIKE    | 18-5-2        | ATKINS, SHERYL TRUSTEE            | RES VAC UNDEV   | 0.5                | \$ -                     | \$ -              | \$ -      | \$ -           | \$ -                                   | \$ 268                    | \$ 268  | \$ -            | \$ 268  |
| Vacant Land              | N/A                    | Undeveloped Land         | Undeveloped or Government Owned | BOSTON- PROV TURNPIKE    | 18-5-1        | ATKINS, SHERYL TRUSTEE            | RES VAC UNDEV   | 0.3                | \$ -                     | \$ -              | \$ -      | \$ -           | \$ -                                   | \$ 234                    | \$ 234  | \$ -            | \$ 234  |
| Vacant Land              | N/A                    | Undeveloped Land         | Undeveloped or Government Owned | CLINTON ST               | 18-5-6        | ATKINS, SHERYL TRUSTEE            | RES VAC UNDEV   | 0.3                | \$ -                     | \$ -              | \$ -      | \$ -           | \$ -                                   | \$ 232                    | \$ 232  | \$ -            | \$ 232  |
| Vacant Land              | N/A                    | Undeveloped Land         | Undeveloped or Government Owned | STATE & CLINTON STS      | 18-5-3        | ATKINS, SHERYL TRUSTEE            | RES VAC UNDEV   | 0.1                | \$ -                     | \$ -              | \$ -      | \$ -           | \$ -                                   | \$ 216                    | \$ 216  | \$ -            | \$ 216  |
| Vacant Land              | N/A                    | Undeveloped Land         | Undeveloped or Government Owned | NAHATAN ST OFF           | 18-7-46       | NAHATAN COMMERCE PARK II, LLC     | IND VAC LD UD   | 0.1                | \$ -                     | \$ -              | \$ -      | \$ -           | \$ -                                   | \$ 169                    | \$ 169  | \$ -            | \$ 169  |
| Vacant Land              | N/A                    | Undeveloped Land         | Undeveloped or Government Owned | CHESTNUT ST              | 18-6-78       | TELCROSS ASSOC LTD PTNSHP         | IND VAC LD UD   | 0.0                | \$ -                     | \$ -              | \$ -      | \$ -           | \$ -                                   | \$ 153                    | \$ 153  | \$ -            | \$ 153  |
| Vacant Land              | N/A                    | Undeveloped Land         | Undeveloped or Government Owned | CHESTNUT ST              | 18-6-80       | TELCROSS ASSOC LTD PTNSHP         | IND VAC LD UD   | 0.0                | \$ -                     | \$ -              | \$ -      | \$ -           | \$ -                                   | \$ 153                    | \$ 153  | \$ -            | \$ 153  |
| Town Owned               | N/A                    | Town or Government       | Undeveloped or Government Owned | BOSTON- PROV TURNPIKE    | 22-10-3       | NORWOOD, TOWN OF                  | MUN V           | 0.2                | \$ -                     | \$ -              | \$ -      | \$ -           | \$ -                                   | \$ -                      | \$ -  | \$ -            | \$ -  |
| Town Owned               | N/A                    | Town or Government       | Undeveloped or Government Owned | BOSTON- PROVIDENCE TPKE  | 15-2-40       | TOWN OF NORWOOD                   | MUN V TT        | 0.0                | \$ -                     | \$ -              | \$ -      | \$ -           | \$ -                                   | \$ -                      | \$ -  | \$ -            | \$ -  |
| Town Owned               | N/A                    | Town or Government       | Undeveloped or Government Owned | NAHATAN STREET           | 18-3-13       | TOWN OF NORWOOD                   | MUN V TT        | 0.0                | \$ -                     | \$ -              | \$ -      | \$ -           | \$ -                                   | \$ -                      | \$ -  | \$ -            | \$ -  |

## 1500 Boston-Providence Highway - Norwood Corporate Center

| Business Name and Personal Property Tax Assessment | Traded or Local Sector | Business Type         | NAICS Category and Code  | Property Address               | Property Street           | Parcel Number | Use Code | Use Descript |
|--|------------------------|-----------------------|--|--------------------------------|---------------------------|---------------|----------|--------------|
|  |                        |                       |  | 1500 BOSTON PROV TPK UNIT 22A  | BOSTON PROV TPK UNIT 22A  | 15-2-451      | 4050     | IND/WHSCON   |
|  |                        |                       |  | 1500 BOSTON PROV TPK UNIT 22B  | BOSTON PROV TPK UNIT 22B  | 15-2-451      | 4050     | IND/WHSCON   |
| <a href="#">BCCUSA-MA Inc</a>                      | Traded Sector          | Technology            | 54151 Computer Systems Design and Related Services                               | 1500 BOSTON PROV TPK UNIT 27B  | BOSTON PROV TPK UNIT 27B  | 15-2-451      | 4050     | IND/WHSCON   |
| <a href="#">Best Seafood USA, Inc</a>              | Local Sector           | Distribution          | 42446 Fish and Seafood Merchant Wholesalers                                      | 1500 BOSTON PROV TPK UNIT 28B  | BOSTON PROV TPK UNIT 28B  | 15-2-451      | 4050     | IND/WHSCON   |
| Navo Systems (software Company)                    | Traded Sector          | Technology            | 54151 Computer Systems Design and Related Services                               | 1500 BOSTON PROV TPK UNIT 29B  | BOSTON PROV TPK UNIT 29B  | 15-2-451      | 4050     | IND/WHSCON   |
| <a href="#">Lord Associates</a>                    | Traded Sector          | Professional Services | 54162 Environmental Consulting Services  | 1500 BOSTON PROV TPK UNIT 30B  | BOSTON PROV TPK UNIT 30B  | 15-2-451      | 4050     | IND/WHSCON   |
| <a href="#">Cullen, Murphey &amp; Co., PC</a>      | Local Sector           | Professional Services | 541211 Offices of Certified Public Accountants                                   | 1500 BOSTON PROV TPK UNIT 31B  | BOSTON PROV TPK UNIT 31B  | 15-2-451      | 4050     | IND/WHSCON   |
| <a href="#">Pokorny JH Associates</a>              | Local Sector           | Professional Services | 42372 Plumbing & Heating Equipment and Supplies (Hydronics) Merchant Wholesalers | 1500 BOSTON PROV TPK UNIT 3A   | BOSTON PROV TPK UNIT 3A   | 15-2-451      | 4050     | IND/WHSCON   |
| New England Psychological Association              | Local Sector           | Professional Services | 81392 Professional Organizations   | 1500 BOSTON PROV TPK UNIT 4A   | BOSTON PROV TPK UNIT 4A   | 15-2-451      | 4050     | IND/WHSCON   |
|  |                        |                       |  | 1500 BOSTON PROV TPK UNIT 5A   | BOSTON PROV TPK UNIT 5A   | 15-2-451      | 4050     | IND/WHSCON   |
|  |                        |                       |  | 1500 BOSTON PROV TPKE UNIT 24  | BOSTON PROV TPKE UNIT 24  | 15-2-451      | 4050     | IND/WHSCON   |
| <a href="#">Ambrose Grant INS Agency</a>           | Local Sector           | Professional Services | 52411 Direct Life, Health, and Medical Insurance Carriers                        | 1500 BOSTON PROV TPKE UNIT 24B | BOSTON PROV TPKE UNIT 24B | 15-2-451      | 4050     | IND/WHSCON   |
| <a href="#">Oasis Behavior Health Institute</a>    | Local Sector           | Professional Services | 621112 Offices of Physicians, Mental Health Specialists                          | 1500 BOSTON PROV TPKE UNIT 25  | BOSTON PROV TPKE UNIT 25  | 15-2-451      | 4050     | IND/WHSCON   |
|  |                        |                       |  | 1500 BOSTON PROV TPKE UNIT 26  | BOSTON PROV TPKE UNIT 26  | 15-2-451      | 4050     | IND/WHSCON   |
| <a href="#">SIGMAXIM, Inc.</a>                     | Traded Sector          | Technology            | 54151 Computer Systems Design and Related Services                               | 1500 BOSTON PROV TPKE UNIT 2A  | BOSTON PROV TPKE UNIT 2A  | 15-2-451      | 4050     | IND/WHSCON   |



## 1500 Boston-Providence Highway - Norwood Corporate Center

| Business Name and Personal Property Tax Assessment | Traded or Local Sector | Business Type         | NAICS Category and Code   | Property Address              | Property Street          | Parcel Number | Use Code | Use Descript |
|--|------------------------|-----------------------|---|-------------------------------|--------------------------|---------------|----------|--------------|
| <a href="#">SRI INFOTECH, INC</a>                  | Traded Sector          | Technology            | 54151 Computer Systems Design and Related Services                              | 1500 BOSTON PROV TPKE UNIT 32 | BOSTON PROV TPKE UNIT 32 | 15-2-451      | 4050     | IND/WHSCON   |
| <a href="#">ELDAMAA ACCOUNTING &amp; TAX LLC</a>   | Local Sector           | Professional Services | 541211 Offices of Certified Public Accountants                                  | 1500 BOSTON PROV TPKE UNIT 33 | BOSTON PROV TPKE UNIT 33 | 15-2-451      | 4050     | IND/WHSCON   |
| WA Leonard & Company, PC                           | Local Sector           | Professional Services | 541211 Offices of Certified Public Accountants                                  | 1500 BOSTON PROV TPKE UNIT 36 | BOSTON PROV TPKE UNIT 36 | 15-2-451      | 4050     | IND/WHSCON   |
| Beacon Equity Advisors                             | Local Sector           | Professional Services | 54161 Management Consulting Services  | 1500 BOSTON PROV TPKE UNIT 38 | BOSTON PROV TPKE UNIT 38 | 15-2-451      | 4050     | IND/WHSCON   |
| Schwartz & Hayes                                   | Local Sector           | Professional Services | 5411 Legal Services   | 1500 BOSTON PROV TPKE UNIT 39 | BOSTON PROV TPKE UNIT 39 | 15-2-451      | 4050     | IND/WHSCON   |
| <a href="#">M Brett Painting Inc.</a>              | Local Sector           | Traded Services       | 23832 Painting and Wall Covering Contractors                                    | 1500 BOSTON PROV TPKE UNIT 6  | BOSTON PROV TPKE UNIT 6  | 15-2-451      | 9090     | CHARITABLE   |
|  |                        |                       |   | 1500 BOSTON PROV TPKE UNIT 7  | BOSTON PROV TPKE UNIT 7  | 15-2-451      | 4050     | IND/WHSCON   |
| <a href="#">Physical Therapy &amp; Sports</a>      | Local Sector           | Professional Services | 62134 Offices of Physical, Occupational and Speech Therapists, and Audiologists | 1500 BOSTON PROV TPKE UNIT 8A | BOSTON PROV TPKE UNIT 8A | 15-2-451      | 4050     | IND/WHSCON   |
| <a href="#">Puritan Flood Restoration</a>          | Local Sector           | Traded Services       | 238 Specialty Trade Contractors   | 1500 BOSTON PROV TPKE UNIT 9A | BOSTON PROV TPKE UNIT 9A | 15-2-451      | 4050     | IND/WHSCON   |
| <a href="#">Strategic Financial Services</a>       | Local Sector           | Professional Services | 5239 Other Financial Investment Activities                                      | 1500 BOSTON PROV TPK UN34-35  | BOSTON PROV TPK UN34-35  | 15-2-451      | 4050     | IND/WHSCON   |
| <a href="#">Health Markets</a>                     | Local Sector           | Professional Services | 5242 Agencies, Brokerages, and Other Insurance Related Activities               | 1500 BOSTON PROV TPK UNIT 20C | BOSTON PROV TPK UNIT 20C | 15-2-451      | 4050     | IND/WHSCON   |
|  |                        |                       |   | 1500 BOSTON PROV TPK UNIT 1   | BOSTON PROV TPK UNIT 1   | 15-2-451      | 4050     | IND/WHSCON   |
|  |                        |                       |   | 1500 BOSTON PROV TPK UN 23    | BOSTON PROV TPK UN 23    | 15-2-451      | 4050     | IND/WHSCON   |
|  |                        |                       |   | 1500 BOSTON PROV TPK UNIT 10A | BOSTON PROV TPK UNIT 10A | 15-2-451      | 4050     | IND/WHSCON   |

## 1500 Boston-Providence Highway - Norwood Corporate Center

| Business Name and Personal Property Tax Assessment | Traded or Local Sector | Business Type                | NAICS Category and Code                                   | Property Address                 | Property Street             | Parcel Number | Use Code | Use Descript |
|--|------------------------|------------------------------|---|----------------------------------|-----------------------------|---------------|----------|--------------|
| Reliable Respiratory                               | Local Sector           | Retail                       | 4461 Health and Personal Care Stores                      | 1500 BOSTON PROV<br>TPK UNIT 11A | BOSTON PROV<br>TPK UNIT 11A | 15-2-451      | 4050     | IND/WHSCON   |
|  |                        |                              |   | 1500 BOSTON PROV<br>TPK UNIT 12A | BOSTON PROV<br>TPK UNIT 12A | 15-2-451      | 4050     | IND/WHSCON   |
|  |                        |                              |   | 1500 BOSTON PROV<br>TPK UNIT 13A | BOSTON PROV<br>TPK UNIT 13A | 15-2-451      | 4050     | IND/WHSCON   |
|  |                        |                              |   | 1500 BOSTON PROV<br>TPK UNIT 14A | BOSTON PROV<br>TPK UNIT 14A | 15-2-451      | 4050     | IND/WHSCON   |
| <a href="#">Maloney Insurance</a>                  | Local Sector           | Professional Services        | 5241 Insurance Carriers                                   | 1500 BOSTON PROV<br>TPK UNIT 15A | BOSTON PROV<br>TPK UNIT 15A | 15-2-451      | 4050     | IND/WHSCON   |
| <a href="#">Brand Advantage</a>                    | Traded Sector          | Manufacturing                | 323 Printing and related support activities               | 1500 BOSTON PROV<br>TPK UNIT 16A | BOSTON PROV<br>TPK UNIT 16A | 15-2-451      | 4050     | IND/WHSCON   |
| Shree Haridham Temple                              | Local Sector           | Place of Worship             | 813110 Places of worship                                  | 1500 BOSTON PROV<br>TPK UNIT 17A | BOSTON PROV<br>TPK UNIT 17A | 15-2-451      | 4050     | IND/WHSCON   |
| <a href="#">Favor Online</a>                       | Local Sector           | Retail                       | 453 Miscellaneous Store Retailers                         | 1500 BOSTON PROV<br>TPK UNIT 18A | BOSTON PROV<br>TPK UNIT 18A | 15-2-451      | 4050     | IND/WHSCON   |
|  |                        |                              |   | 1500 BOSTON PROV<br>TPK UNIT 19  | BOSTON PROV<br>TPK UNIT 19  | 15-2-451      | 4050     | IND/WHSCON   |
|  |                        |                              |   | 1500 BOSTON PROV<br>TPK UNIT 20C | BOSTON PROV<br>TPK UNIT 20C | 15-2-451      | 4050     | IND/WHSCON   |
| <a href="#">Boston Tech Partners</a>               | Traded sector          | Technology                   | 54151 Computer Systems Design and Related Services        | 1500 BOSTON PROV<br>TPK          | BOSTON PROV<br>TPK UNIT 21  | 15-2-451      | 4050     | IND/WHSCON   |
| <a href="#">EHK Adjorlol &amp; Assoc, Inc</a>      | Traded sector          | Professional Services        | 5413 Architectural and engineering services               | 1500 BOSTON PROV<br>TPK          | BOSTON PROV<br>TPK          |               |          |              |
| <a href="#">American Copyright</a>                 | Traded sector          | Manufacturing                | 323 Printing and related support                          | 1500 BOSTON PROV<br>TPK          |                             |               |          |              |
| <a href="#">Spectra-Solutions</a>                  | Traded sector          | Manufacturing, Life Sciences | 334516 Analytical Laboratory Instrument Manufacturing     | 1500 BOSTON PROV<br>TPK          |                             |               |          |              |
| <a href="#">Air Temperature Systems</a>            | Local Sector           | Traded Services              | 23822 Plumbing, Heating, and Air-Conditioning Contractors | 1500 BOSTON PROV<br>TPK          |                             |               |          |              |

## Traded and Local Sector Inferential Analysis – t-Test and f-Test Tables

| FY19 Real Estate Taxes, Personal Property Taxes, & Local Receipts<br>Local Sector Vs. Traded Sector |                     |                      |
|---|---------------------|----------------------|
| F-Test Two-Sample for Variances   |                     |                      |
|   | <i>Local Sector</i> | <i>Traded Sector</i> |
| <b>Mean</b>   | \$ 86,889           | \$ 199,951           |
| <b>Variance</b>   | 11159942531         | 13067340612          |
| <b>Observations</b>   | 92                  | 15                   |
| <b>Df</b>   | 91                  | 14                   |
| <b>F</b>  | 0.854033186         |                      |
| <b>P(F&lt;=f) one-tail</b>  | <b>0.310993568</b>  |                      |
| <b>F Critical one-tail</b>  | 0.55495044          |                      |

**Table 1-F-Test** – local Vs. traded sectors – no utilities. The p-value of the F-Test is **0.31**, which is above the .05 level of significance for this analysis. Therefore, a T-Test assuming equal variance was used.

| FY19 Real Estate Taxes, Personal Property Taxes, & Local Receipts<br>Local Sector Vs. Traded Sector |                     |                      |
|---|---------------------|----------------------|
| t-Test: Two-Sample Assuming Equal Variances   |                     |                      |
|   | <i>Local Sector</i> | <i>Traded Sector</i> |
| <b>Mean</b>   | \$ 86,889           | \$ 199,951           |
| <b>Variance</b>   | 11159942531         | 13067340612          |
| <b>Observations</b>   | 92                  | 15                   |
| <b>Pooled Variance</b>  | 11414262275         |                      |
| <b>Hypothesized Mean Difference</b>   | 0                   |                      |
| <b>df</b>   | 105                 |                      |
| <b>t Stat</b>   | -3.800496142        |                      |
| <b>P(T&lt;=t) one-tail</b>  | 0.000121245         |                      |
| <b>t Critical one-tail</b>  | 1.659495383         |                      |
| <b>P(T&lt;=t) two-tail</b>  | <b>0.00024249</b>   |                      |
| <b>t Critical two-tail</b>  | 1.982815274         |                      |

**Table 2 – t-Test** local Vs. traded sectors – no utilities.

## Traded and Local Sector Inferential Analysis – t-Test and f-Test Tables

| FY19 All Payments to Town Including Utilities<br>Local Sector Vs. Traded Sector |                     |                      |
|---|---------------------|----------------------|
| F-Test Two-Sample for Variances   |                     |                      |
|   | <i>Local Sector</i> | <i>Traded Sector</i> |
| <b>Mean</b>   | \$ 181,863          | \$ 950,099           |
| <b>Variance</b>   | 47619566311         | 8.93572E+11          |
| <b>Observations</b>   | 92                  | 15                   |
| <b>df</b>   | 91                  | 14                   |
| <b>F</b>  | 0.053291223         |                      |
| <b>P(F&lt;=f) one-tail</b>  | <b>0</b>            |                      |
| <b>F Critical one-tail</b>  | 0.55495044          |                      |

**Table 3** - F -Test – local Vs. traded sectors – with utilities. The p-value of the F-Test is 0.00, which is below the .05 level of significance for this analysis. A t-Test assuming unequal variance was used.

| FY19 All Payments to Town Including Utilities<br>Local Sector Vs. Traded Sector |                     |                      |
|---|---------------------|----------------------|
| t-Test: Two-Sample Assuming Unequal Variances                                   |                     |                      |
|   | <i>Local Sector</i> | <i>Traded Sector</i> |
| <b>Mean</b>   | \$ 181,863          | \$ 950,099           |
| <b>Variance</b>   | 47619566311         | 8.93572E+11          |
| <b>Observations</b>   | 92                  | 15                   |
| <b>Hypothesized Mean Difference</b>   | 0                   |                      |
| <b>df</b>   | 14                  |                      |
| <b>t Stat</b>   | -3.133982819        |                      |
| <b>P(T&lt;=t) one-tail</b>  | 0.003660514         |                      |
| <b>t Critical one-tail</b>  | 1.761310136         |                      |
| <b>P(T&lt;=t) two-tail</b>  | <b>0.007321029</b>  |                      |
| <b>t Critical two-tail</b>  | 2.144786688         |                      |

**Table 4** - t-Test local Vs. traded sectors – with utilities

## Traded and Local Sector Inferential Analysis – t-Test and f-Test Tables

| FY19 Real Estate Taxes, Personal Property Taxes, & Local Receipts<br>Local Sector Vs. Mixed |                     |              |
|---|---------------------|--------------|
| F-Test Two-Sample for Variances   |                     |              |
|   | <i>Local Sector</i> | <i>Mixed</i> |
| Mean  | \$ 86,889           | \$ 176,579   |
| Variance  | 11159942531         | 47706688446  |
| Observations  | 92                  | 18           |
| df  | 91                  | 17           |
| F   | 0.233928258         |              |
| P(F<=f) one-tail  | <b>2.66615E-06</b>  |              |
| F Critical one-tail   | 0.575973316         |              |

**Table 9** – F-Test local Vs. mixed sectors – without utilities. The p-value of the F-Test is **0.00**, which is below the .05 level of significance for this analysis. Therefore, a t-Test assuming unequal variance was used.

| FY19 Real Estate Taxes, Personal Property Taxes, & Local Receipts<br>Local Sector Vs. Mixed |                     |              |
|---|---------------------|--------------|
| t-Test: Two-Sample Assuming Unequal Variances   |                     |              |
|   | <i>Local Sector</i> | <i>Mixed</i> |
| <b>Mean</b>   | \$ 86,889           | \$ 176,579   |
| <b>Variance</b>   | 11159942531         | 47706688446  |
| <b>Observations</b>   | 92                  | 18           |
| <b>Hypothesized Mean Difference</b>   | 0                   |              |
| <b>df</b>   | 19                  |              |
| <b>t Stat</b>   | -1.703622085        |              |
| <b>P(T&lt;=t) one-tail</b>  | 0.052376479         |              |
| <b>t Critical one-tail</b>  | 1.729132812         |              |
| <b>P(T&lt;=t) two-tail</b>  | <b>0.104752957</b>  |              |
| <b>t Critical two-tail</b>  | 2.093024054         |              |

**Table 10** - t-Test Local Vs. Mixed Sectors – Without Utilities

## Traded and Local Sector Inferential Analysis – t-Test and f-Test Tables

| FY19 All Payments to Town Including Utilities<br>Local Sector Vs. Mixed Sector |                     |              |
|--|---------------------|--------------|
| F-Test Two-Sample for Variances  |                     |              |
|  | <i>Local Sector</i> | <i>Mixed</i> |
| <b>Mean</b>  | \$ 181,863          | \$ 420,992   |
| <b>Variance</b>  | 47619566311         | 4.9034E+11   |
| <b>Observations</b>  | 92                  | 18           |
| <b>df</b>  | 91                  | 17           |
| <b>F</b>   | 0.09711533          |              |
| <b>P(F&lt;=f) one-tail</b>   | <b>1.12E-14</b>     |              |
| <b>F Critical one-tail</b>   | 0.57597332          |              |

**Table 11** – F-Test local Vs. mixed sectors – with utilities. The p-value of the F-Test is **0.00**, which is below the .05 level of significance for this analysis. A t-Test assuming unequal variance was used.

| FY19 All Payments to Town Including Utilities<br>Local Sector Vs. Mixed Sector |                     |              |
|--|---------------------|--------------|
| t-Test: Two-Sample Assuming Unequal Variances                                  |                     |              |
|  | <i>Local Sector</i> | <i>Mixed</i> |
| <b>Mean</b>  | \$ 181,863          | \$ 420,992   |
| <b>Variance</b>  | 47619566311         | 4.9034E+11   |
| <b>Observations</b>  | 92                  | 18           |
| <b>Hypothesized Mean Difference</b>  | 0                   |              |
| <b>df</b>  | 18                  |              |
| <b>t Stat</b>  | -1.435261952        |              |
| <b>P(T&lt;=t) one-tail</b>   | 0.084180829         |              |
| <b>t Critical one-tail</b>   | 1.734063607         |              |
| <b>P(T&lt;=t) two-tail</b>   | <b>0.168361658</b>  |              |
| <b>t Critical two-tail</b>   | 2.10092204          |              |

**Table 12** - t-Test local Vs. mixed sectors – with utilities

## Traded and Local Sector Inferential Analysis – t-Test and f-Test Tables

| FY19 Real Estate Taxes, Personal Property Taxes, & Local Receipts<br>Mixed Vs. Traded Sector |                    |                      |
|--|--------------------|----------------------|
| F-Test Two-Sample for Variances  |                    |                      |
|  | <i>Mixed</i>       | <i>Traded Sector</i> |
| Mean   | \$ 176,579         | \$ 199,951           |
| Variance   | 47706688446        | 13067340612          |
| Observations   | 18                 | 15                   |
| df   | 17                 | 14                   |
| F  | 3.650833774        |                      |
| P(F<=f) one-tail   | <b>0.009213583</b> |                      |
| F Critical one-tail  | 2.428179001        |                      |

**Table 13** - F-Test traded Vs. mixed sectors – without utilities. The p-value of the F-Test is **0.01**, which is below the .05 level of significance for this analysis. A t-Test assuming unequal variance was used.

| FY19 Real Estate Taxes, Personal Property Taxes, & Local Receipts<br>Mixed Vs. Traded Sector |                    |                      |
|--|--------------------|----------------------|
| t-Test: Two-Sample Assuming Unequal Variances  |                    |                      |
|  | <i>Mixed</i>       | <i>Traded Sector</i> |
| <b>Mean</b>  | \$ 176,579         | \$ 199,951           |
| <b>Variance</b>  | 47706688446        | 13067340612          |
| <b>Observations</b>  | 18                 | 15                   |
| <b>Hypothesized Mean Difference</b>  | 0                  |                      |
| <b>df</b>  | 27                 |                      |
| <b>t Stat</b>  | -0.393847657       |                      |
| <b>P(T&lt;=t) one-tail</b>   | 0.348393394        |                      |
| <b>t Critical one-tail</b>   | 1.703288446        |                      |
| <b>P(T&lt;=t) two-tail</b>   | <b>0.696786787</b> |                      |
| <b>t Critical two-tail</b>   | 2.051830516        |                      |

**Table 14** - t-Test traded Vs. mixed sectors – without utilities

## Traded and Local Sector Inferential Analysis – t-Test and f-Test Tables

| FY19 All Payments to Town Including Utilities<br>Mixed Vs. Traded Sector |                    |                      |
|--|--------------------|----------------------|
| F-Test Two-Sample for Variances  |                    |                      |
|  | <i>Mixed</i>       | <i>Traded Sector</i> |
| Mean   | \$ 420,992         | \$ 950,099           |
| Variance   | 4.9034E+11         | 8.93572E+11          |
| Observations   | 18                 | 15                   |
| df   | 17                 | 14                   |
| F  | 0.548741619        |                      |
| P(F<=f) one-tail   | <b>0.119763244</b> |                      |
| F Critical one-tail  | 0.429377673        |                      |

**Table 15** - F-Test traded Vs. mixed Sectors – with utilities. The p-value of the F-Test is **0.12**, which is above the .05 level of significance for this analysis. A t-Test assuming equal variance was used.

| FY19 All Payments to Town Including Utilities<br>Mixed Vs. Traded Sector |                    |                      |
|--|--------------------|----------------------|
| t-Test: Two-Sample Assuming Equal Variances                              |                    |                      |
|  | <i>Mixed</i>       | <i>Traded Sector</i> |
| Mean   | \$ 420,992         | \$ 950,099           |
| Variance   | 4.9034E+11         | 8.93572E+11          |
| Observations   | 18                 | 15                   |
| Pooled Variance  | 6.72445E+11        |                      |
| Hypothesized Mean Difference   | 0                  |                      |
| df   | 31                 |                      |
| t Stat   | -1.845611334       |                      |
| P(T<=t) one-tail   | 0.037259512        |                      |
| t Critical one-tail  | 1.695518783        |                      |
| P(T<=t) two-tail   | <b>0.074519024</b> |                      |
| t Critical two-tail  | 2.039513446        |                      |

**Table 16** – t-Test - traded Vs. mixed Sectors – with utilities



## ANOVA With Tukey's Post HSD Post Hoc - Land Use/Business Type

| ANOVA   |           |     |             |      |         |
|---|-----------|-----|-------------|------|---------|
| FY19 Real Estate Taxes, Personal Property Taxes, and Local Receipts |           |     |             |      |         |
| Sum of Squares  |           | df  | Mean Square | F    | p-value |
| Between Groups  | 1.220E+12 | 8   | 1.403E+11   | 6.33 | 0.00    |
| Within Groups   | 3.259E+12 | 147 | 2.217E+10   |      |         |
| Total   | 4.381E+12 | 155 |             |      |         |

**Table 17-** ANOVA – FY2019 real estate taxes, personal property taxes, and local receipts

## ANOVA With Tukey's Post HSD Post Hoc - Land Use/Business Type

| ANOVA With Tukey's Post HSD Post Hoc - Land Use/Business Type     |                                 |                       |            |             |                         |        |
|---|---------------------------------|-----------------------|------------|-------------|-------------------------|--------|
| FY19 Real Estate Taxes, Personal Property Taxes, & Local Receipts |                                 |                       |            |             |                         |        |
| (I) Category for Analysis   | (J) Category for Analysis       | Mean Difference (I-J) | Std. Error | p-value     | 95% Confidence Interval |        |
| Auto  | Hotels                          | <b>*-270616.97</b>    | 79413      | <b>0.02</b> | -520654                 | -20580 |
|   | Life Sciences                   | -102864.51            | 90298      | 0.97        | -387174                 | 181445 |
|   | Local Service Sector            | 72537.40              | 34507      | 0.48        | -36110                  | 181185 |
|   | Manufacturing                   | -54260.49             | 62700      | 0.99        | -251675                 | 143154 |
|   | Multiple Business Types         | -37684.77             | 41086      | 0.99        | -167048                 | 91678  |
|   | Professional Services           | 84230.76              | 72097      | 0.96        | -142772                 | 311234 |
|   | Residential                     | 143092.36             | 56811      | 0.23        | -35782                  | 321967 |
|   | Undeveloped or Government Owned | <b>146515.79*</b>     | 41572      | <b>0.02</b> | 15623                   | 277408 |
| (I) Category for Analysis   | (J) Category for Analysis       | Mean Difference (I-J) | Std. Error | p-value     | 95% Confidence Interval |        |
| Hotels  | Auto                            | <b>270616.97*</b>     | 79413      | <b>0.02</b> | 20580                   | 520654 |
|   | Life Sciences                   | 167752.46             | 113716     | 0.87        | -190290                 | 525795 |
|   | Local Service Sector            | <b>343154.36*</b>     | 77255      | <b>0.00</b> | 99912                   | 586396 |
|   | Manufacturing                   | 216356.47             | 93321      | 0.34        | -77472                  | 510185 |
|   | Multiple Business Types         | 232932.20             | 80409      | 0.10        | -20242                  | 486107 |
|   | Professional Services           | <b>354847.73*</b>     | 99878      | <b>0.02</b> | 40375                   | 669320 |
|   | Residential                     | <b>413709.33*</b>     | 89471      | <b>0.00</b> | 132003                  | 695416 |
|   | Undeveloped or Government Owned | <b>417132.76*</b>     | 80659      | <b>0.00</b> | 163173                  | 671092 |
| (I) Category for Analysis   | (J) Category for Analysis       | Mean Difference (I-J) | Std. Error | p-value     | 95% Confidence Interval |        |
| Life Sciences   | Auto                            | 102864.512            | 90298      | 0.97        | -181445                 | 387174 |
|   | Hotels                          | -167752.46            | 113716     | 0.87        | -525795                 | 190290 |
|   | Local Service Sector            | 175401.91             | 88406      | 0.56        | -102951                 | 453755 |
|   | Manufacturing                   | 48604.02              | 102743     | 1.00        | -274890                 | 372098 |
|   | Multiple Business Types         | 65179.75              | 91176      | 1.00        | -221893                 | 352253 |
|   | Professional Services           | 187095.27             | 108733     | 0.73        | -155259                 | 529450 |
|   | Residential                     | 245956.88             | 99260      | 0.25        | -66568                  | 558482 |
|   | Undeveloped or Government Owned | 249380.31             | 91396      | 0.15        | -38385                  | 537146 |

**Table 18** – ANOVA With Tukey's Post HSD Hoc – Land Use/Business Type – No Utilities – 1/3

## ANOVA With Tukey's Post HSD Post Hoc - Land Use/Business Type

| ANOVA With Tukey's Post HSD Post Hoc - Land Use/Business Type     |                                 |                       |            |             |                         |        |
|---|---------------------------------|-----------------------|------------|-------------|-------------------------|--------|
| FY19 Real Estate Taxes, Personal Property Taxes, & Local Receipts |                                 |                       |            |             |                         |        |
| (I) Category for Analysis   | (J) Category for Analysis       | Mean Difference (I-J) | Std. Error | p-value     | 95% Confidence Interval |        |
| Local Service Sector  | Auto                            | -72537.40             | 34507      | 0.48        | -181185                 | 36110  |
|   | Hotels                          | <b>-343154.36*</b>    | 77255      | <b>0.00</b> | -586396                 | -99912 |
|   | Life Sciences                   | -175401.91            | 88406      | 0.56        | -453755                 | 102951 |
|   | Manufacturing                   | -126797.83            | 59943      | 0.47        | -315533                 | 61937  |
|   | Multiple Business Types         | -110222.16            | 36742      | 0.08        | -225907                 | 5463   |
|   | Professional Services           | 11693.366             | 69713      | 1.00        | -207803                 | 231190 |
|   | Residential                     | 70554.97              | 53753      | 0.93        | -98691                  | 239801 |
|   | Undeveloped or Government Owned | 73978.40              | 37285      | 0.56        | -43414                  | 191371 |
| (I) Category for Analysis   | (J) Category for Analysis       | Mean Difference (I-J) | Std. Error | p-value     | 95% Confidence Interval |        |
| Manufacturing   | Auto                            | 54260.49              | 62700      | 0.99        | -143154                 | 251675 |
|   | Hotels                          | -216356.48            | 93321      | 0.34        | -510185                 | 77472  |
|   | Life Sciences                   | -48604.02             | 102743     | 1.00        | -372098                 | 274890 |
|   | Local Service Sector            | 126797.89             | 59943      | 0.48        | -61937                  | 315533 |
|   | Multiple Business Types         | 16575.73              | 63957      | 1.00        | -184798                 | 217949 |
|   | Professional Services           | 138491.26             | 87181      | 0.81        | -136003                 | 412985 |
|   | Residential                     | 197352.86             | 75033      | 0.18        | -38894                  | 433600 |
|   | Undeveloped or Government Owned | <b>200776.29*</b>     | 64270      | <b>0.05</b> | -1583                   | 403136 |
| (I) Category for Analysis   | (J) Category for Analysis       | Mean Difference (I-J) | Std. Error | p-value     | 95% Confidence Interval |        |
| Multiple Business Types   | Auto                            | 37684.77              | 41086      | 0.99        | -91678                  | 167048 |
|   | Hotels                          | -232932.20            | 80409      | 0.10        | -486107                 | 20242  |
|   | Life Sciences                   | -65179.75             | 91176      | 1.00        | -352253                 | 221893 |
|   | Local Service Sector            | 110222.16             | 36742      | 0.08        | -5463                   | 225907 |
|   | Manufacturing                   | -16575.73             | 63957      | 1.00        | -217949                 | 184798 |
|   | Professional Services           | 121915.53             | 73193      | 0.77        | -108539                 | 352370 |
|   | Residential                     | 180777.13             | 58196      | 0.06        | -2457                   | 364011 |
|   | Undeveloped or Government Owned | <b>184200.56*</b>     | 43445      | <b>0.00</b> | 47410                   | 320991 |

**Table 19** – ANOVA With Tukey's Post HSD Hoc – Land Use/Business Type – No Utilities – 2/3

## ANOVA With Tukey's Post HSD Post Hoc - Land Use/Business Type

| ANOVA With Tukey's Post HSD Post Hoc - Land Use/Business Type     |                                 |                       |            |             |                         |         |
|---|---------------------------------|-----------------------|------------|-------------|-------------------------|---------|
| FY19 Real Estate Taxes, Personal Property Taxes, & Local Receipts |                                 |                       |            |             |                         |         |
| (I) Category for Analysis   | (J) Category for Analysis       | Mean Difference (I-J) | Std. Error | p-value     | 95% Confidence Interval |         |
| Professional Services   | Auto                            | -84230.76             | 72097      | 0.96        | -311234                 | 142772  |
|   | Hotels                          | <b>-354847.73*</b>    | 99878      | <b>0.02</b> | -669320                 | -40375  |
|   | Life Sciences                   | -187095.27            | 108733     | 0.73        | -529450                 | 155259  |
|   | Local Service Sector            | -11693.37             | 69713      | 1.00        | -231190                 | 207803  |
|   | Manufacturing                   | -138491.26            | 87181      | 0.81        | -412985                 | 136003  |
|   | Multiple Business Types         | -121915.53            | 73193      | 0.77        | -352370                 | 108539  |
|   | Residential                     | 58861.60              | 83046      | 1.00        | -202616                 | 320339  |
|   | Undeveloped or Government Owned | 62285.03              | 73467      | 1.00        | -169031                 | 293601  |
| (I) Category for Analysis   | (J) Category for Analysis       | Mean Difference (I-J) | Std. Error | p-value     | 95% Confidence Interval |         |
| Residential   | Auto                            | -143092.36            | 56811      | 0.23        | -321967                 | 35782   |
|   | Hotels                          | <b>-413709.33*</b>    | 89471      | <b>0.00</b> | -695416                 | -132003 |
|   | Life Sciences                   | -245956.88            | 99260      | 0.25        | -558482                 | 66568   |
|   | Local Service Sector            | -70554.97             | 53753      | 0.93        | -239801                 | 98691   |
|   | Manufacturing                   | -197352.86            | 75033      | 0.18        | -433600                 | 38894   |
|   | Multiple Business Types         | -180777.13            | 58196      | 0.06        | -364011                 | 2457    |
|   | Professional Services           | -58861.60             | 83046      | 1.00        | -320339                 | 202616  |
|   | Undeveloped or Government Owned | 3423.43               | 58540      | 1.00        | -180894                 | 187741  |
| (I) Category for Analysis   | (J) Category for Analysis       | Mean Difference (I-J) | Std. Error | p-value     | 95% Confidence Interval |         |
| Undeveloped or Government Owned                                   | Auto                            | <b>-146515.79*</b>    | 41572      | <b>0.02</b> | -277408                 | -15623  |
|   | Hotels                          | <b>-417132.76*</b>    | 80659      | <b>0</b>    | -671092                 | -163173 |
|   | Life Sciences                   | -249380.31            | 91396      | 0.15        | -537146                 | 38385   |
|   | Local Service Sector            | -73978.40             | 37285      | 0.56        | -191371                 | 43414   |
|   | Manufacturing                   | <b>-200776.29*</b>    | 64270      | <b>0.05</b> | -403136                 | 1583    |
|   | Multiple Business Types         | <b>-184200.56*</b>    | 43445      | <b>0.00</b> | -320991                 | -47410  |
|   | Professional Services           | -62285.03             | 73467      | 1.00        | -293601                 | 169031  |
|   | Residential                     | -3423.43              | 58540      | 1.00        | -187741                 | 180894  |

**Table 20** – ANOVA With Tukey's Post HSD Hoc – Land Use/Business Type – No Utilities – 3/3

## ANOVA With Tukey's Post HSD Post Hoc - Land Use/Business Type

| ANOVA   |           |     |             |      |         |
|---|-----------|-----|-------------|------|---------|
| FY19 Real Estate Taxes, Personal Property Taxes, Local Receipts, and Utility Payments |           |     |             |      |         |
| Sum of Squares  |           | df  | Mean Square | F    | p-value |
| Between Groups  | 1.061E+13 | 8   | 1.326E+12   | 8.05 | 0.00    |
| Within Groups   | 2.487E+13 | 151 | 1.647E+11   |      |         |
| Total   | 3.547E+13 | 159 |             |      |         |

**Table 22-** ANOVA – FY2019 real estate taxes, personal property taxes, local receipts, and utility payments

## ANOVA With Tukey's Post HSD Post Hoc - Land Use/Business Type

| ANOVA With Tukey's Post HSD Post Hoc - Land Use/Business Type                         |                                 |                       |            |             |                         |         |
|---|---------------------------------|-----------------------|------------|-------------|-------------------------|---------|
| FY19 Real Estate Taxes, Personal Property Taxes, Local Receipts, and Utility Payments |                                 |                       |            |             |                         |         |
| (I) Category for Analysis   | (J) Category for Analysis       | Mean Difference (I-J) | Std. Error | p-value     | 95% Confidence Interval |         |
| Auto  | Hotels                          | <b>-681361.73*</b>    | 216446     | <b>0.05</b> | -1362587                | -136    |
|   | Life Sciences                   | -501042.84            | 246115     | 0.52        | -1275644                | 273559  |
|   | Local Service Sector            | 108627.91             | 92841      | 0.96        | -183572                 | 400827  |
|   | Manufacturing                   | <b>-847609.75*</b>    | 170894     | <b>0.00</b> | -1385466                | -309753 |
|   | Multiple Business Types         | -117377.89            | 111984     | 0.98        | -469827                 | 235071  |
|   | Professional Services           | 89707.62              | 196507     | 1.00        | -528762                 | 708177  |
|   | Residential                     | 243579.67             | 154844     | 0.82        | -243763                 | 730922  |
|   | Undeveloped or Government Owned | 247906.09             | 113308     | 0.42        | -108711                 | 604523  |
| (I) Category for Analysis   | (J) Category for Analysis       | Mean Difference (I-J) | Std. Error | p-value     | 95% Confidence Interval |         |
| Hotels  | Auto                            | <b>681361.73*</b>     | 216446     | <b>0.05</b> | 136                     | 1362587 |
|   | Life Sciences                   | 180318.89             | 309942     | 1.00        | -795168                 | 1155806 |
|   | Local Service Sector            | <b>789989.63*</b>     | 210026     | <b>0.01</b> | 128970                  | 1451010 |
|   | Manufacturing                   | -166248.02            | 254355     | 1.00        | -966783                 | 634287  |
|   | Multiple Business Types         | 563983.83             | 219162     | 0.21        | -125789                 | 1253757 |
|   | Professional Services           | 771069.34             | 272225     | 0.12        | -85711                  | 1627849 |
|   | Residential                     | <b>924941.39*</b>     | 243861     | <b>0.01</b> | 157432                  | 1692450 |
|   | Undeveloped or Government Owned | <b>929267.82*</b>     | 219842     | <b>0.00</b> | 237356                  | 1621180 |
| (I) Category for Analysis   | (J) Category for Analysis       | Mean Difference (I-J) | Std. Error | p-value     | 95% Confidence Interval |         |
| Life Sciences   | Auto                            | 501042.84             | 246115     | 0.52        | -273559                 | 1275644 |
|   | Hotels                          | -180318.89            | 309942     | 1.00        | -1155806                | 795168  |
|   | Local Service Sector            | 609670.74             | 240488     | 0.22        | -147222                 | 1366564 |
|   | Manufacturing                   | -346566.91            | 280035     | 0.95        | -1227927                | 534793  |
|   | Multiple Business Types         | 383664.95             | 248507     | 0.83        | -398464                 | 1165794 |
|   | Professional Services           | 590750.46             | 296361     | 0.55        | -341993                 | 1523494 |
|   | Residential                     | 744622.51             | 270540     | 0.14        | -106852                 | 1596097 |
|   | Undeveloped or Government Owned | 748948.93             | 249106     | 0.07        | -35067                  | 1532965 |

**Table 23-** ANOVA With Tukey's Post HSD Hoc – Land Use/Business Type – With Utilities – 1/3

## ANOVA With Tukey's Post HSD Post Hoc - Land Use/Business Type

| ANOVA With Tukey's Post HSD Post Hoc - Land Use/Business Type                         |                                 |                       |            |             |                         |         |
|---|---------------------------------|-----------------------|------------|-------------|-------------------------|---------|
| FY19 Real Estate Taxes, Personal Property Taxes, Local Receipts, and Utility Payments |                                 |                       |            |             |                         |         |
| (I) Category for Analysis   | (J) Category for Analysis       | Mean Difference (I-J) | Std. Error | p-value     | 95% Confidence Interval |         |
| Local Service Sector  | Auto                            | -108627.91            | 92841      | 0.96        | -400827                 | 183572  |
|   | Hotels                          | <b>-789989.63*</b>    | 210026     | <b>0.01</b> | -1451010                | -128970 |
|   | Life Sciences                   | -609670.74            | 240488     | 0.22        | -1366564                | 147222  |
|   | Manufacturing                   | <b>-956237.65*</b>    | 162686     | <b>0.00</b> | -1468262                | -444214 |
|   | Multiple Business Types         | -226005.80            | 99007      | 0.36        | -537614                 | 85602   |
|   | Professional Services           | -18920.29             | 189412     | 1.00        | -615061                 | 577221  |
|   | Residential                     | 134951.76             | 145735     | 0.99        | -323723                 | 593626  |
|   | Undeveloped or Government Owned | 139278.19             | 100503     | 0.90        | -177036                 | 455592  |
| (I) Category for Analysis   | (J) Category for Analysis       | Mean Difference (I-J) | Std. Error | p-value     | 95% Confidence Interval |         |
| Manufacturing   | Auto                            | <b>847609.75*</b>     | 170894     | <b>0.00</b> | 309753                  | 1385466 |
|   | Hotels                          | 166248.02             | 254355     | 1.00        | -634287                 | 966783  |
|   | Life Sciences                   | 346566.91             | 280035     | 0.95        | -534793                 | 1227927 |
|   | Local Service Sector            | <b>956237.65*</b>     | 162686     | <b>0.00</b> | 444214                  | 1468262 |
|   | Multiple Business Types         | <b>730231.85*</b>     | 174321     | <b>0.00</b> | 181590                  | 1278874 |
|   | Professional Services           | <b>937317.36*</b>     | 237618     | <b>0.00</b> | 189459                  | 1685176 |
|   | Residential                     | <b>1091189.41*</b>    | 204509     | <b>0.00</b> | 447535                  | 1734844 |
|   | Undeveloped or Government Owned | <b>1095515.84*</b>    | 175174     | <b>0.00</b> | 544187                  | 1646845 |
| (I) Category for Analysis   | (J) Category for Analysis       | Mean Difference (I-J) | Std. Error | p-value     | 95% Confidence Interval |         |
| Multiple Business Types   | Auto                            | 117377.89             | 111984     | 0.98        | -235071                 | 469827  |
|   | Hotels                          | -563983.83            | 219162     | 0.21        | -1253757                | 125789  |
|   | Life Sciences                   | -383664.95            | 248507     | 0.83        | -1165794                | 398464  |
|   | Local Service Sector            | 226005.80             | 99007      | 0.36        | -85602                  | 537614  |
|   | Manufacturing                   | <b>-730231.85*</b>    | 174321     | <b>0.00</b> | -1278874                | -181590 |
|   | Professional Services           | 207085.51             | 199494     | 0.98        | -420787                 | 834958  |
|   | Residential                     | 360957.56             | 158618     | 0.36        | -138264                 | 860179  |
|   | Undeveloped or Government Owned | 365283.99             | 118414     | 0.06        | -7401                   | 737969  |

**Table 24-** ANOVA With Tukey's Post HSD Hoc – Land Use/Business Type – With Utilities – 2/3

## ANOVA With Tukey's Post HSD Post Hoc - Land Use/Business Type

| ANOVA With Tukey's Post HSD Post Hoc - Land Use/Business Type                         |                                 |                       |            |             |                         |         |
|---|---------------------------------|-----------------------|------------|-------------|-------------------------|---------|
| FY19 Real Estate Taxes, Personal Property Taxes, Local Receipts, and Utility Payments |                                 |                       |            |             |                         |         |
| (I) Category for Analysis   | (J) Category for Analysis       | Mean Difference (I-J) | Std. Error | p-value     | 95% Confidence Interval |         |
| Professional Services   | Auto                            | -89707.617            | 196507     | 1.00        | -708177                 | 528762  |
|   | Hotels                          | -771069.342           | 272225     | 0.12        | -1627849                | 85711   |
|   | Life Sciences                   | -590750.46            | 296361     | 0.56        | -1523494                | 341993  |
|   | Local Service Sector            | 18920.28907           | 189412     | 1.00        | -577221                 | 615061  |
|   | Manufacturing                   | <b>-937317.36*</b>    | 237618     | <b>0.00</b> | -1685176                | -189459 |
|   | Multiple Business Types         | -207085.51            | 199494     | 0.98        | -834958                 | 420787  |
|   | Residential                     | 153872.05             | 226350     | 1.00        | -558523                 | 866267  |
|   | Undeveloped or Government Owned | 158198.48             | 200241     | 1.00        | -472023                 | 788420  |
| (I) Category for Analysis   | (J) Category for Analysis       | Mean Difference (I-J) | Std. Error | p-value     | 95% Confidence Interval |         |
| Residential   | Auto                            | -243579.70            | 154844     | 0.818       | -730922                 | 243763  |
|   | Hotels                          | <b>-924941.39*</b>    | 243861     | <b>0.01</b> | -1692450                | -157432 |
|   | Life Sciences                   | -744622.51            | 270540     | 0.14        | -1596097                | 106852  |
|   | Local Service Sector            | -134951.76            | 145735     | 0.99        | -593626                 | 323723  |
|   | Manufacturing                   | <b>-1091189.41*</b>   | 204509     | <b>0.00</b> | -1734844                | -447535 |
|   | Multiple Business Types         | -360957.56            | 158618     | 0.36        | -860179                 | 138264  |
|   | Professional Services           | -153872.05            | 226350     | 1.00        | -866267                 | 558523  |
|   | Undeveloped or Government Owned | 4326.42               | 159556     | 1.00        | -497846                 | 506499  |
| (I) Category for Analysis   | (J) Category for Analysis       | Mean Difference (I-J) | Std. Error | p-value     | 95% Confidence Interval |         |
| Undeveloped or Government Owned   | Auto                            | -247906.09            | 113308     | 0.42        | -604523                 | 108711  |
|   | Hotels                          | <b>-929267.82*</b>    | 219842     | <b>0.00</b> | -1621180                | -237356 |
|   | Life Sciences                   | -748948.93            | 249106     | 0.07        | -1532965                | 35067   |
|   | Local Service Sector            | -139278.19            | 100503     | 0.90        | -455592                 | 177036  |
|   | Manufacturing                   | <b>-1095515.84*</b>   | 175174     | <b>0.00</b> | -1646845                | -544187 |
|   | Multiple Business Types         | -365283.99            | 118414     | 0.06        | -737969                 | 7401    |
|   | Professional Services           | -158198.48            | 200241     | 1.00        | -788420                 | 472023  |
|   | Residential                     | -4326.42              | 159556     | 1.00        | -506499                 | 497846  |

**Table 25-** ANOVA With Tukey's Post HSD Hoc – Land Use/Business Type – With Utilities – 3/3



# Definitions of Statistical Terms Found in the Route 1 Corridor Economic Impact Study

**Alternative Hypothesis:** The alternative hypothesis is the opposite of the null hypothesis. Both the null hypothesis and alternate hypotheses are used by statisticians to interpret and report the findings of analytical studies.<sup>1</sup>

**ANOVA:** The purpose of ANOVA is to test for significant differences between the means of more than two samples. ANOVA is like the t-Test. However, ANOVA can be used to analyze more than two sets of continuous variables at one time; a t-Test is only used to analyze two samples of continuous variables.

**ANOVA with Tukey's HSD Post Hoc:** Tukey's HSD Post Hoc is used after completing an ANOVA and a statistically significant relationship. After the ANOVA is completed, the statistician should complete the post hoc, the results of which will show where the statistically significant relationships exist among the independent variables in the test. Completing the post hoc is very similar to running multiple t-Tests at one time. The ANOVA needs to be completed first because if there is not statistically significant relationship after completing an ANOVA, you won't find a statistically significant relationship among the various variables.

**Categorical Variable:** "A categorical variable (sometimes called a nominal variable) is one that has two or more categories, but there is no intrinsic ordering to the categories. For example, gender is a categorical variable having two categories (male and female) and there is no intrinsic ordering to the categories. Hair color is also a categorical variable having several categories (blonde, brown, brunette, red, etc.) and again, there is no agreed way to order these from highest to lowest. A purely categorical variable is one that simply allows you to assign categories but you cannot clearly order the variables."<sup>2</sup>

**Continuous Variable:** A continuous variable is a variable that is quantifiable, numbers. Interval scales and ratio scales are both considered continuous variables.

**Degree of Freedom (df):** The degree of freedom (df) is the number of independent values that may vary within an analysis. It is often reported as  $n-1$ , "n" being the number of independent values.

**Dependent Variable:** A dependent variable is the variable within the experiment that is affected by another variable. This definition gets its name because it depends on other variables to impact it somehow. The results of which make up the findings of the study.

<sup>1</sup> Unless specifically cited, all of the definitions were found using this source: Evan M. Berman and XiaoHu Wang, *Essential Statistics for Public Managers and Policy Analysts*, 3<sup>rd</sup> Edition, (Washington, D.C.: Sage Publications, 2012).

<sup>2</sup> "WHAT IS THE DIFFERENCE BETWEEN CATEGORICAL, ORDINAL AND NUMERICAL VARIABLES?" UCLA Institute for Digital Research & Education, August 11, 2020, <https://stats.idre.ucla.edu/other/mult-pkg/whatstat/what-is-the-difference-between-categorical-ordinal-and-numerical-variables/>

# Definitions of Statistical Terms Found in the Route 1 Corridor Economic Impact Study

**Descriptive Statistics:** Descriptive statistics are used to describe data from the present or past. Although invaluable, descriptive statistics cannot verify statistical relationships or be used to make estimates about the future.

**Independent Variable:** Independent variables are the variables that are used to measure and study the effect on dependent variables. Experimenters may use multiple independent variables to measure different impacts on a single dependent variable.

**Inferential Statistics:** Inferential statistics are used to make estimates about the future. Inferential statistics are also used to identify and verify statistical relationships between data sets.

**Null Hypothesis:** The null hypothesis will state the opposite of what the statistician hypothesizes about the analysis. Therefore, all the null hypotheses in this study appear to be the opposite of the corresponding hypothesis.

**One Tailed vs. Two Tailed t-Tests:** A one tailed t-Test is used to determine if a statistically significant relationship exists in one direction. A two tailed t-Test is used to determine if a statistically significant relationship exists in either direction.<sup>3</sup> When conducting t-Tests in this study, the author exclusively used two tailed t-Tests.

**Significance Level:** A p-value ranges from zero (0) and one (1). A .05 level of significance is commonly used as a significant level in the social sciences. A .05 level of significance essentially allows us to state that we are 95 percent confident that there is a statistically significant relationship. The medical field often uses a smaller level of significance, like .01. A .01 significance level would allow us to state that we are 99 percent confident that there is a statistically significant relationship, or significantly different means. Therefore, the significance level can be thought of as a scale. The closer the p-value is to 0, the stronger the relationship.

**Standard Deviation:** Average distance from the mean

**t-Test:** The t-Test is used to determine if a significant difference exists between the means of two continuous variables. A t-Test generates a p-value, which tells us the probability that a significant difference exists between the means of two continuous variables.

**Variance:** Standard deviation squared

<sup>3</sup>FAQ: WHAT ARE THE DIFFERENCES BETWEEN ONE-TAILED AND TWO-TAILED TESTS?" UCLA Institute for Digital Research & Education, March 9, 2020, <https://stats.idre.ucla.edu/other/mult-pkg/faq/general/faq-what-are-the-differences-between-one-tailed-and-two-tailed-tests/>.