

# The Village of Bellows Falls, Vermont Commercial Market Analysis

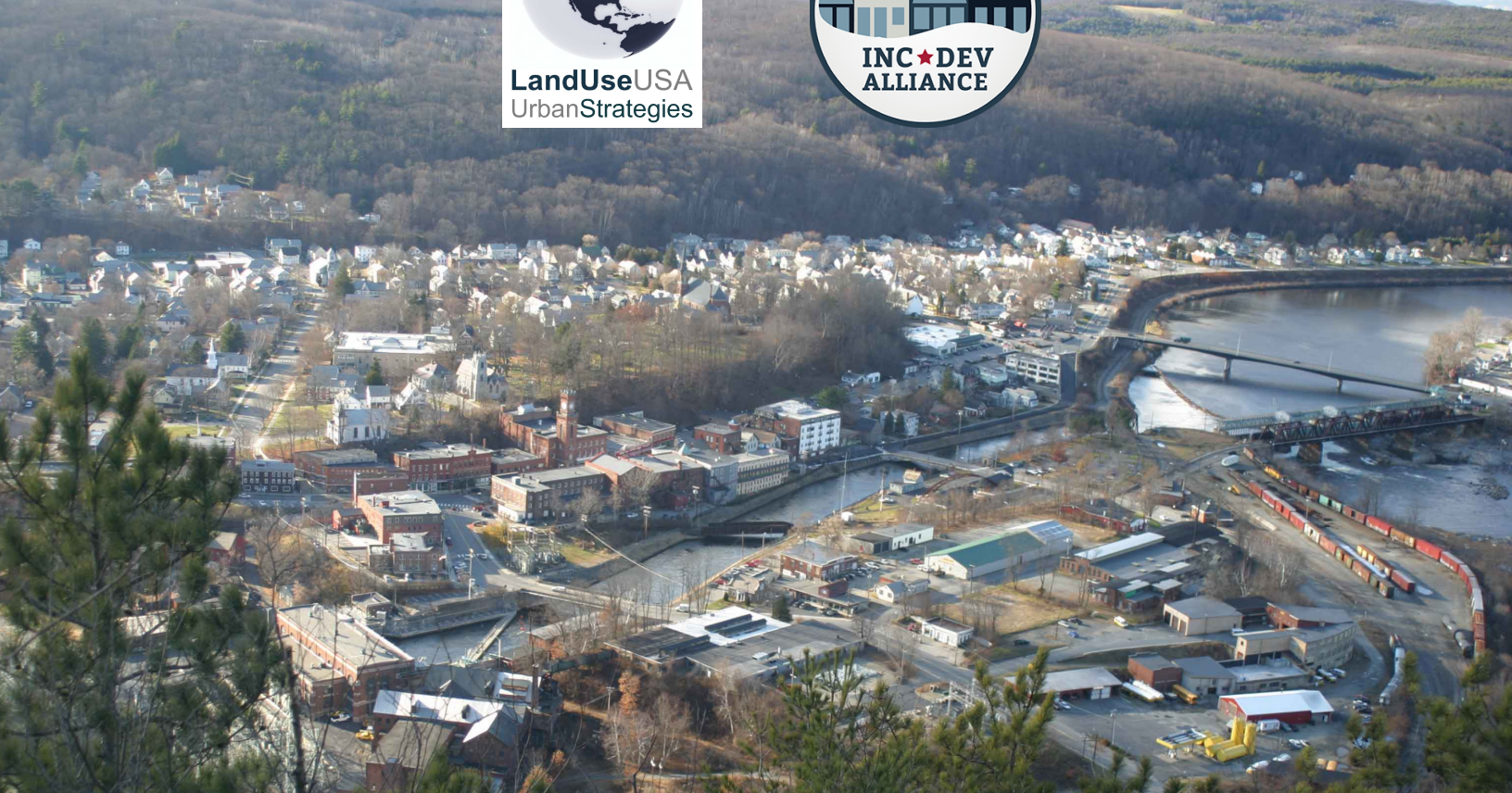
## The Final Market Study

April 12, 2021

Analysis  
prepared by:



In collaboration  
with:



# Commercial Market Analysis

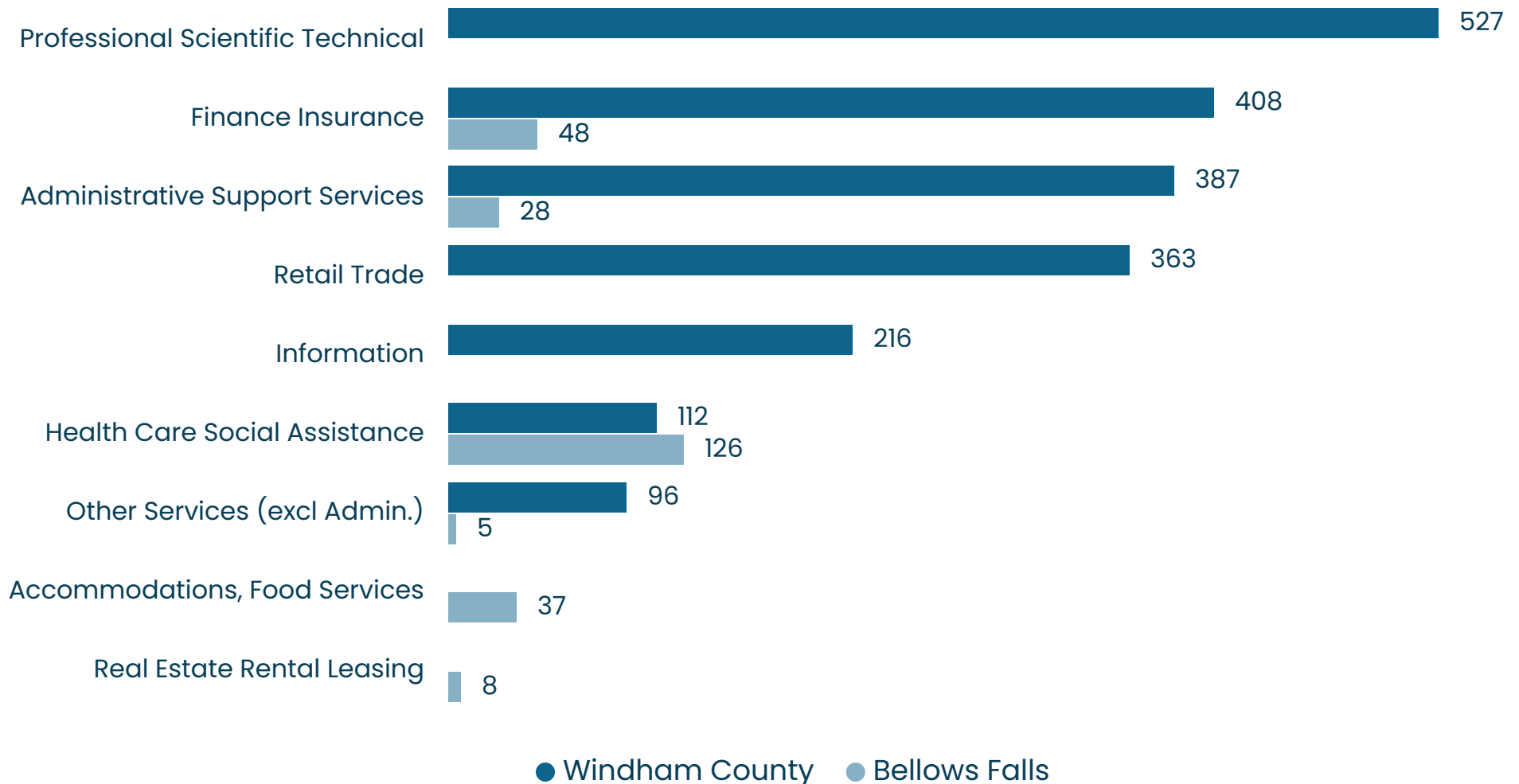
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# Section A

# Additional Number of Jobs | Windham County

Based on 2017 existing number of jobs compared to the potential relative to the Tri-State Region.

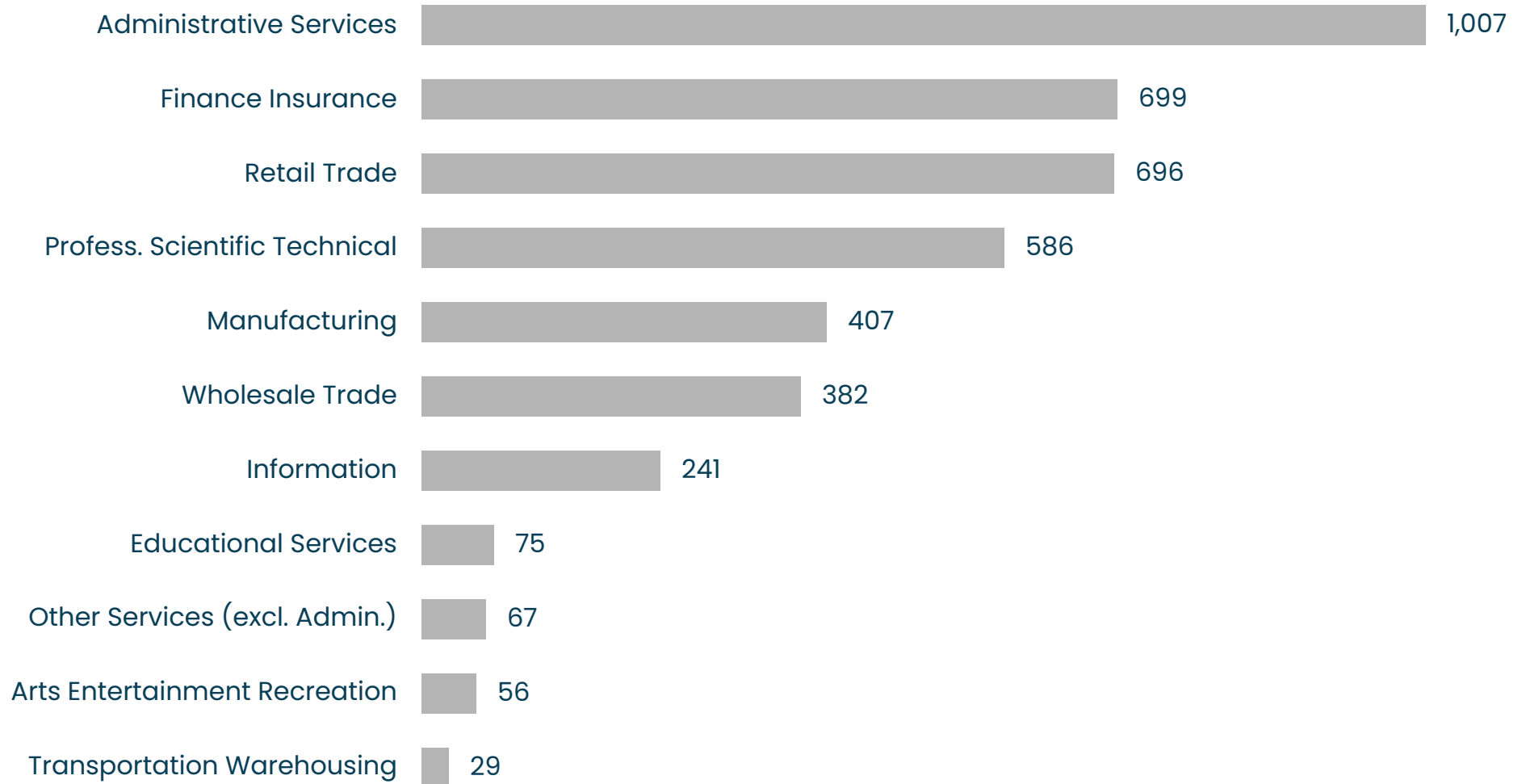


Underlying data (number of establishments and annual revenues) were provided by the Economic Census for the year 2017. Results based on a quantitative market share analysis by LandUseUSA | Urban Strategies, in collaboration with the Incremental Development Alliance. In calculating net import and export, averages for the States of Vermont, New Hampshire, and Massachusetts serve as the basis or standard of measure.



# Additional Number of Jobs | Windsor County

Based on 2017 existing number of jobs compared to the potential relative to the Tri-State Region.



Underlying data (number of establishments and annual revenues) were provided by the Economic Census for the year 2017. Results based on a quantitative market share analysis by LandUseUSA | Urban Strategies, in collaboration with the Incremental Development Alliance. In calculating net import and export, averages for the States of Vermont, New Hampshire, and Massachusetts serve as the basis or standard of measure.



# Section B

Industry Gap & Potential - Vermont & New Hampshire  
Professional, scientific, and technical svcs - Year 2017

Geographic Area Name	Estimated Market Gap (Leakage)			Market Potential	
	Additional Number of Businesses (#)	Additional Sales or Revenues (\$Mil.)	Additional Number of Jobs (#)	Potential Sales or Revenues (\$Mil.)	Total Potential Jobs (#)
<b>VERMONT</b>	.	.	.	.	.
<b>NEW HAMPSHIRE</b>	.	.	.	.	.
<b>MASSACHUSETTS</b>	.	.	.	.	.
<b>AVERAGE</b>	.	.	.	.	.
Strafford County NH	442	\$471.4	2,303	\$708.0	3,850
Merrimack County NH	330	\$396.9	1,646	\$862.8	4,470
Cheshire County NH	601	\$318.1	1,617	\$397.5	2,267
Franklin County VT	368	\$203.8	1,240	\$236.0	1,464
Belknap County NH	424	\$270.1	1,206	\$351.0	1,815
Rutland County VT	400	\$206.3	1,169	\$284.7	1,756
Sullivan County NH	239	\$181.3	1,055	\$219.3	1,285
Washington County VT	306	\$177.8	826	\$316.6	1,740
Holyoke city MA	80	\$82.4	814	\$148.3	1,200
Coos County NH	216	\$117.6	750	\$133.9	946
Bennington County VT	310	\$134.7	704	\$186.0	1,066
Caledonia County VT	360	\$115.0	692	\$138.6	901
Orleans County VT	305	\$97.3	640	\$112.0	802
Orange County VT	131	\$98.3	587	\$141.1	862
<b>Windsor County VT</b>	<b>114</b>	<b>\$117.6</b>	<b>586</b>	<b>\$308.6</b>	<b>1,648</b>
<b>Windham County VT</b>	.	.	<b>527</b>	<b>\$214.6</b>	<b>1,277</b>
Lamoille County VT	250	\$107.9	481	\$143.3	755
Grafton County NH	97	\$158.0	457	\$521.9	2,677
Addison County VT	.	.	350	\$197.3	1,100
Bennington town VT	90	\$48.9	304	\$68.0	450
Claremont city NH	23	\$28.9	252	\$51.8	387
Essex County VT	20	\$20.2	168	\$24.2	185
<b>Springfield town VT</b>	<b>1</b>	<b>\$1.8</b>	<b>157</b>	<b>\$36.2</b>	<b>268</b>
Grand Isle County VT	.	.	149	\$43.0	209
Rockingham County NH	377	\$603.8	101	\$2,228.0	9,134
Walpole town NH	68	\$23.4	76	\$27.9	117
<b>Brattleboro town VT</b>	<b>20</b>	<b>\$13.2</b>	<b>36</b>	<b>\$49.9</b>	<b>344</b>
Carroll County NH	216	\$173.9	.	\$277.9	1,435
Hillsborough County NH	16	\$31.1	.	\$2,605.2	12,315
<b>Bellows Falls village VT</b>	.	.	.	<b>\$10.7</b>	<b>90</b>
Chittenden County VT	.	.	.	\$978.5	4,849



Industry Transacted Sales - Vermont & New Hampshire  
Professional, scientific, and technical svcs - Year 2017

Geographic Area Name	Existing and Transacted					
	Existing Number of Businesses (#)	Transacted Sales or Revenues (\$Mil.)	Transacted Sales per Business (\$Mil.)	Transacted Revenues per Capita (\$)	Transacted Market Share (%)	Existing Jobs v. Population (%)
<b>VERMONT</b>	<b>2,096</b>	<b>\$2,079.2</b>	<b>\$1.0</b>	<b>\$3,330.4</b>	<b>9.6%</b>	<b>2.0%</b>
<b>NEW HAMPSHIRE</b>	<b>3,674</b>	<b>\$5,583.3</b>	<b>\$1.5</b>	<b>\$4,141.5</b>	<b>10.4%</b>	<b>2.4%</b>
<b>MASSACHUSETTS</b>	<b>21,985</b>	<b>\$78,597.9</b>	<b>\$3.6</b>	<b>\$11,473.2</b>	<b>26.2%</b>	<b>4.5%</b>
<b>AVERAGE</b>	.	.	.	.	<b>15.4%</b>	<b>3.0%</b>
Strafford County, NH	222	\$236.5	\$1.1	\$1,831.9	5.1%	1.2%
Merrimack County, NH	387	\$465.9	\$1.2	\$3,107.6	8.3%	1.9%
Cheshire County, NH	150	\$79.4	\$0.5	\$1,044.6	3.1%	0.9%
Franklin County, VT	58	\$32.1	\$0.6	\$654.4	2.1%	0.5%
Belknap County, NH	127	\$80.9	\$0.6	\$1,327.9	3.5%	1.0%
Rutland County, VT	152	\$78.4	\$0.5	\$1,331.6	4.2%	1.0%
Sullivan County, NH	50	\$38.0	\$0.8	\$881.9	2.7%	0.5%
Washington County, VT	239	\$138.9	\$0.6	\$2,379.7	6.8%	1.6%
Holyoke city, MA	64	\$65.9	\$1.0	\$1,637.6	6.8%	1.0%
Coos County, NH	30	\$16.3	\$0.5	\$513.8	1.9%	0.6%
Bennington County, VT	118	\$51.3	\$0.4	\$1,434.6	4.2%	1.0%
Caledonia County, VT	74	\$23.6	\$0.3	\$780.9	2.6%	0.7%
Orleans County, VT	46	\$14.7	\$0.3	\$545.6	2.0%	0.6%
Orange County, VT	57	\$42.8	\$0.8	\$1,480.8	4.7%	1.0%
<b>Windsor County, VT</b>	<b>186</b>	<b>\$191.1</b>	<b>\$1.0</b>	<b>\$3,456.5</b>	<b>9.5%</b>	<b>1.9%</b>
<b>Windham County, VT</b>	.	.	.	.	.	<b>1.8%</b>
Lamoille County, VT	82	\$35.4	\$0.4	\$1,397.7	3.8%	1.1%
Grafton County, NH	224	\$363.9	\$1.6	\$4,053.4	10.7%	2.5%
Addison County, VT	.	.	.	.	.	2.0%
Bennington town, VT	35	\$19.1	\$0.5	\$1,265.5	4.3%	1.0%
Claremont city, NH	18	\$22.9	\$1.3	\$1,767.1	6.8%	1.0%
Essex County, VT	4	\$4.0	\$1.0	\$648.9	2.6%	0.3%
<b>Springfield town, VT</b>	<b>22</b>	<b>\$34.4</b>	<b>\$1.6</b>	<b>\$3,825.5</b>	<b>14.6%</b>	<b>1.2%</b>
Grand Isle County, VT	.	.	.	.	.	0.9%
Rockingham County, NH	1,015	\$1,624.2	\$1.6	\$5,301.7	11.2%	2.9%
Walpole town, NH	13	\$4.5	\$0.3	\$1,139.2	2.5%	1.0%
<b>Brattleboro town, VT</b>	<b>56</b>	<b>\$36.7</b>	<b>\$0.7</b>	<b>\$3,184.3</b>	<b>11.3%</b>	<b>2.7%</b>
Carroll County, NH	129	\$104.0	\$0.8	\$2,160.4	5.8%	5.1%
Hillsborough County, NH	1,340	\$2,574.1	\$1.9	\$6,232.2	15.2%	3.1%
<b>Bellows Falls village, VT</b>	.	.	.	.	.	<b>5.8%</b>
Chittenden County, VT	.	.	.	.	.	4.6%



# Industry Gap & Potential - Vermont & New Hampshire

## Finance and insurance - Year 2017

Geographic Area Name	Estimated Market Gap (Leakage)			Market Potential	
	Additional Number of Businesses (#)	Additional Sales or Revenues (\$Mil.)	Additional Number of Jobs (#)	Potential Sales or Revenues (\$Mil.)	Total Potential Jobs (#)
<b>VERMONT</b>	.	.	.	.	.
<b>NEW HAMPSHIRE</b>	.	.	.	.	.
<b>MASSACHUSETTS</b>	.	.	.	.	.
<b>AVERAGE</b>	.	.	.	.	.
Grafton County NH	.	.	942	.	1,928
Rutland County VT	.	.	776	.	1,265
Franklin County VT	.	.	762	.	1,055
<b>Windsor County VT</b>	.	.	<b>699</b>	.	<b>1,187</b>
Carroll County NH	.	.	659	.	1,034
Chittenden County VT	.	.	623	.	3,493
Sullivan County NH	.	.	569	.	926
Belknap County NH	.	.	558	.	1,308
Addison County VT	.	.	472	.	792
Orange County VT	.	.	464	.	621
Bennington County VT	.	.	450	.	768
<b>Windham County VT</b>	.	.	<b>408</b>	.	<b>920</b>
Cheshire County NH	.	.	406	.	1,633
Caledonia County VT	.	.	371	.	649
Orleans County VT	.	.	361	.	578
Lamoille County VT	.	.	308	.	544
Coos County NH	.	.	307	.	682
Bennington town VT	.	.	179	.	324
Holyoke city MA	.	.	134	.	864
Grand Isle County VT	.	.	134	.	151
Essex County VT	.	.	124	.	133
<b>Springfield town VT</b>	.	.	<b>112</b>	.	<b>193</b>
Claremont city NH	.	.	104	.	279
<b>Bellows Falls village VT</b>	.	.	<b>48</b>	.	<b>65</b>
Walpole town NH	.	.	25	.	85
<b>Brattleboro town VT</b>	.	.	.	.	<b>247</b>
Merrimack County NH	.	.	.	.	3,219
Rockingham County NH	.	.	.	.	6,579
Strafford County NH	.	.	.	.	2,773
Washington County VT	.	.	.	.	1,253
Hillsborough County NH	.	.	.	.	8,870

Industry Transacted Sales - Vermont & New Hampshire  
 Finance and insurance - Year 2017

Geographic Area Name	Existing and Transacted					Existing Jobs v. Population (%)
	Existing Number of Businesses (#)	Transacted Sales or Revenues (\$Mil.)	Transacted Sales per Business (\$Mil.)	Transacted Revenues per Capita (\$)	Transacted Market Share (%)	
<b>VERMONT</b>	<b>945</b>	.	.	.	.	<b>1.4%</b>
<b>NEW HAMPSHIRE</b>	<b>2,035</b>	.	.	.	.	<b>2.2%</b>
<b>MASSACHUSETTS</b>	<b>9,630</b>	.	.	.	.	<b>2.9%</b>
<b>AVERAGE</b>	.	.	.	.	.	<b>2.1%</b>
Grafton County, NH	155	.	.	.	.	1.1%
Rutland County, VT	76	.	.	.	.	0.8%
Franklin County, VT	48	.	.	.	.	0.6%
<b>Windsor County, VT</b>	<b>87</b>	.	.	.	.	<b>0.9%</b>
Carroll County, NH		.	.	.	.	0.8%
Chittenden County, VT	337	.	.	.	.	1.8%
Sullivan County, NH	35	.	.	.	.	0.8%
Belknap County, NH		.	.	.	.	1.2%
Addison County, VT	41	.	.	.	.	0.9%
Orange County, VT	29	.	.	.	.	0.5%
Bennington County, VT	62	.	.	.	.	0.9%
<b>Windham County, VT</b>	<b>48</b>	.	.	.	.	<b>1.2%</b>
Cheshire County, NH	96	.	.	.	.	1.6%
Caledonia County, VT	41	.	.	.	.	0.9%
Orleans County, VT	31	.	.	.	.	0.8%
Lamoille County, VT	30	.	.	.	.	0.9%
Coos County, NH		.	.	.	.	1.2%
Bennington town, VT	24	.	.	.	.	1.0%
Holyoke city, MA	43	.	.	.	.	1.8%
Grand Isle County, VT	4	.	.	.	.	0.2%
Essex County, VT	3	.	.	.	.	0.1%
<b>Springfield town, VT</b>	<b>13</b>	.	.	.	.	<b>0.9%</b>
Claremont city, NH	.	.	.	.	.	1.3%
<b>Bellows Falls village, VT</b>	<b>4</b>	.	.	.	.	<b>0.6%</b>
Walpole town, NH	.	.	.	.	.	1.5%
<b>Brattleboro town, VT</b>	<b>30</b>	.	.	.	.	<b>3.8%</b>
Merrimack County, NH	214	.	.	.	.	2.3%
Rockingham County, NH	504	.	.	.	.	2.3%
Strafford County, NH	133	.	.	.	.	3.0%
Washington County, VT	108	.	.	.	.	4.0%
Hillsborough County, NH	723	.	.	.	.	2.7%

Industry Gap & Potential - Vermont & New Hampshire  
Admin, support, waste mngmt, remed svcs - Year 2017

Geographic Area Name	Estimated Market Gap (Leakage)			Market Potential	
	Additional Number of Businesses (#)	Additional Sales or Revenues (\$Mil.)	Additional Number of Jobs (#)	Potential Sales or Revenues (\$Mil.)	Total Potential Jobs (#)
<b>VERMONT</b>	.	.	.	.	.
<b>NEW HAMPSHIRE</b>	.	.	.	.	.
<b>MASSACHUSETTS</b>	.	.	.	.	.
<b>AVERAGE</b>	.	.	.	.	.
Merrimack County NH	37	\$46.8	1,957	\$365.2	4,394
Strafford County NH	108	\$117.9	1,751	\$299.7	3,785
Grafton County NH	179	\$118.8	1,654	\$220.9	2,631
Chittenden County VT	229	\$172.7	1,360	\$414.2	4,767
Cheshire County NH	76	\$71.0	1,224	\$168.3	2,229
Washington County VT	89	\$56.4	1,072	\$134.0	1,710
<b>Windsor County VT</b>	<b>132</b>	<b>\$70.9</b>	<b>1,007</b>	<b>\$130.6</b>	<b>1,620</b>
Belknap County NH	166	\$91.6	918	\$148.6	1,785
Franklin County VT	120	\$66.2	885	\$99.9	1,440
Holyoke city MA	35	\$36.5	875	\$62.8	1,179
Addison County VT	7	\$7.8	797	\$83.5	1,081
Sullivan County NH	82	\$58.4	789	\$92.8	1,263
Orange County VT	232	\$51.3	765	\$59.7	847
Caledonia County VT	138	\$45.7	753	\$58.7	886
Coos County NH	77	\$38.6	743	\$56.7	930
Orleans County VT	35	\$23.0	648	\$47.4	788
Rutland County VT	79	\$45.3	640	\$120.5	1,726
Lamoille County VT	7	\$5.7	498	\$60.7	742
Bennington County VT	35	\$22.5	390	\$78.7	1,048
<b>Windham County VT</b>	<b>33</b>	<b>\$23.0</b>	<b>387</b>	<b>\$90.8</b>	<b>1,255</b>
Carroll County NH	24	\$21.3	379	\$117.6	1,411
Claremont city NH	44	\$17.3	337	\$21.9	380
<b>Springfield town VT</b>	<b>31</b>	<b>\$12.5</b>	<b>232</b>	<b>\$15.3</b>	<b>263</b>
Grand Isle County VT	53	\$15.3	193	\$18.2	206
Essex County VT	87	\$9.7	179	\$10.3	182
Walpole town NH	22	\$9.0	89	\$11.8	115
Bennington town VT	22	\$14.5	76	\$28.8	442
<b>Bellows Falls village VT</b>	.	<b>\$0.1</b>	<b>28</b>	<b>\$4.5</b>	<b>88</b>
<b>Brattleboro town VT</b>	.	<b>\$0.4</b>	<b>14</b>	<b>\$21.1</b>	<b>338</b>
Rockingham County NH	.	.	.	\$943.1	8,979
Hillsborough County NH	.	.	.	\$1,102.8	12,106

Industry Transacted Sales - Vermont & New Hampshire  
Admin, support, waste mngmt, remed svcs - Year 2017

Geographic Area Name	Existing and Transacted					
	Existing Number of Businesses (#)	Transacted Sales or Revenues (\$Mil.)	Transacted Sales per Business (\$Mil.)	Transacted Revenues per Capita (\$)	Transacted Market Share (%)	Existing Jobs v. Population (%)
<b>VERMONT</b>	<b>1,195</b>	<b>\$791.8</b>	<b>\$0.7</b>	<b>\$1,268.3</b>	<b>3.7%</b>	<b>1.4%</b>
<b>NEW HAMPSHIRE</b>	<b>2,393</b>	<b>\$4,506.9</b>	<b>\$1.9</b>	<b>\$3,343.1</b>	<b>8.4%</b>	<b>4.2%</b>
<b>MASSACHUSETTS</b>	<b>11,137</b>	<b>\$22,579.9</b>	<b>\$2.0</b>	<b>\$3,296.1</b>	<b>7.5%</b>	<b>3.2%</b>
<b>AVERAGE</b>	.	.	.	.	<b>6.5%</b>	<b>2.9%</b>
Merrimack County, NH	254	\$318.4	\$1.3	\$2,124.0	5.7%	1.6%
Strafford County, NH	167	\$181.7	\$1.1	\$1,407.5	4.0%	1.6%
Grafton County, NH	154	\$102.2	\$0.7	\$1,138.0	3.0%	1.1%
Chittenden County, VT	321	\$241.5	\$0.8	\$1,484.9	3.8%	2.1%
Cheshire County, NH	104	\$97.3	\$0.9	\$1,279.0	3.8%	1.3%
Washington County, VT	122	\$77.6	\$0.6	\$1,330.1	3.8%	1.1%
<b>Windsor County, VT</b>	<b>111</b>	<b>\$59.8</b>	<b>\$0.5</b>	<b>\$1,081.1</b>	<b>3.0%</b>	<b>1.1%</b>
Belknap County, NH	103	\$56.9	\$0.6	\$935.0	2.5%	1.4%
Franklin County, VT	61	\$33.7	\$0.6	\$685.3	2.2%	1.1%
Holyoke city, MA	25	\$26.3	\$1.1	\$653.0	2.7%	0.8%
Addison County, VT	64	\$75.8	\$1.2	\$2,054.3	5.9%	0.8%
Sullivan County, NH	48	\$34.4	\$0.7	\$798.2	2.4%	1.1%
Orange County, VT	38	\$8.4	\$0.2	\$291.0	0.9%	0.3%
Caledonia County, VT	39	\$12.9	\$0.3	\$427.6	1.4%	0.4%
Coos County, NH	36	\$18.0	\$0.5	\$568.4	2.1%	0.6%
Orleans County, VT	37	\$24.4	\$0.7	\$908.3	3.4%	0.5%
Rutland County, VT	132	\$75.3	\$0.6	\$1,277.9	4.1%	1.8%
Lamoille County, VT	71	\$54.9	\$0.8	\$2,169.6	5.9%	1.0%
Bennington County, VT	88	\$56.3	\$0.6	\$1,574.3	4.7%	1.8%
<b>Windham County, VT</b>	<b>96</b>	<b>\$67.8</b>	<b>\$0.7</b>	<b>\$1,584.4</b>	<b>4.9%</b>	<b>2.0%</b>
Carroll County, NH	109	\$96.4	\$0.9	\$2,002.3	5.3%	2.1%
Claremont city, NH	12	\$4.7	\$0.4	\$361.0	1.4%	0.3%
<b>Springfield town, VT</b>	<b>7</b>	<b>\$2.8</b>	<b>\$0.4</b>	<b>\$310.0</b>	<b>1.2%</b>	<b>0.3%</b>
Grand Isle County, VT	10	\$2.9	\$0.3	\$409.4	1.0%	0.2%
Essex County, VT	5	\$0.6	\$0.1	\$90.0	0.4%	0.0%
Walpole town, NH	7	\$2.8	\$0.4	\$720.0	1.6%	0.7%
Bennington town, VT	22	\$14.3	\$0.6	\$945.2	3.2%	2.4%
<b>Bellows Falls village, VT</b>	.	<b>\$4.4</b>	.	<b>\$1,474.9</b>	<b>6.4%</b>	<b>2.0%</b>
<b>Brattleboro town, VT</b>	<b>21</b>	<b>\$20.7</b>	<b>\$1.0</b>	<b>\$1,796.3</b>	<b>6.4%</b>	<b>2.8%</b>
Rockingham County, NH	671	\$1,145.4	\$1.7	\$3,738.9	7.9%	4.1%
Hillsborough County, NH	747	\$2,456.2	\$3.3	\$5,946.6	14.5%	8.5%

# Industry Gap & Potential - Vermont & New Hampshire

## Retail trade - Year 2017

Geographic Area Name	Estimated Market Gap (Leakage)			Market Potential	
	Additional Number of Businesses (#)	Additional Sales or Revenues (\$Mil.)	Additional Number of Jobs (#)	Potential Sales or Revenues (\$Mil.)	Total Potential Jobs (#)
<b>VERMONT</b>	.	.	.	.	.
<b>NEW HAMPSHIRE</b>	.	.	.	.	.
<b>MASSACHUSETTS</b>	.	.	.	.	.
<b>AVERAGE</b>	.	.	.	.	.
Strafford County NH	44	\$224.9	1,324	\$2,184.2	8,019
Orange County VT	76	\$209.7	887	\$435.4	1,795
Franklin County VT	.	.	782	\$728.0	3,050
<b>Windsor County VT</b>	<b>48</b>	<b>\$141.9</b>	<b>696</b>	<b>\$952.1</b>	<b>3,433</b>
Sullivan County NH	8	\$32.3	404	\$676.7	2,677
Addison County VT	.	.	367	\$608.8	2,290
<b>Windham County VT</b>	<b>36</b>	<b>\$87.9</b>	<b>363</b>	<b>\$662.0</b>	<b>2,659</b>
Essex County VT	70	\$60.8	314	\$74.8	385
Grand Isle County VT	52	\$89.8	280	\$132.7	436
Coos County NH	.	.	215	\$413.1	1,971
Caledonia County VT	.	.	211	\$427.6	1,878
Orleans County VT	.	.	161	\$345.4	1,671
<b>Springfield town VT</b>	.	.	<b>62</b>	<b>\$111.7</b>	<b>558</b>
Lamoille County VT	21	\$51.1	.	\$442.1	1,572
Walpole town NH	7	\$19.2	.	\$85.9	244
<b>Bellows Falls village VT</b>	.	.	.	<b>\$32.9</b>	<b>187</b>
<b>Brattleboro town VT</b>	.	.	.	<b>\$154.1</b>	<b>716</b>
Rutland County VT	.	.	.	\$878.4	3,657
Washington County VT	.	.	.	\$976.9	3,624
Bennington County VT	.	.	.	\$573.9	2,220
Bennington town VT	.	.	.	\$209.7	938
Merrimack County NH	.	.	.	\$2,661.7	9,310
Claremont city NH	.	.	.	\$159.9	806
Cheshire County NH	.	.	.	\$1,226.5	4,722
Carroll County NH	.	.	.	\$857.5	2,989
Holyoke city MA	.	.	.	\$457.6	2,499
Belknap County NH	.	.	.	\$1,082.8	3,781
Grafton County NH	.	.	.	\$1,610.3	5,575
Chittenden County VT	.	.	.	\$3,018.7	10,101
Hillsborough County NH	.	.	.	\$8,037.4	25,650
Rockingham County NH	.	.	.	\$6,873.8	19,025

Industry Transacted Sales - Vermont & New Hampshire  
Retail trade - Year 2017

Geographic Area Name	Existing and Transacted					
	Existing Number of Businesses (#)	Transacted Sales or Revenues (\$Mil.)	Transacted Sales per Business (\$Mil.)	Transacted Revenues per Capita (\$)	Transacted Market Share (%)	Existing Jobs v. Population (%)
<b>VERMONT</b>	<b>3,219</b>	<b>\$10,811.3</b>	<b>\$3.4</b>	<b>\$17,317.1</b>	<b>50.1%</b>	<b>6.1%</b>
<b>NEW HAMPSHIRE</b>	<b>6,032</b>	<b>\$30,039.4</b>	<b>\$5.0</b>	<b>\$22,282.3</b>	<b>55.7%</b>	<b>7.2%</b>
<b>MASSACHUSETTS</b>	<b>23,928</b>	<b>\$110,194.5</b>	<b>\$4.6</b>	<b>\$16,085.5</b>	<b>36.8%</b>	<b>5.3%</b>
<b>AVERAGE</b>	.	.	.	.	<b>47.5%</b>	<b>6.2%</b>
Strafford County, NH	387	\$1,959.3	\$5.1	\$15,173.5	42.6%	5.2%
Orange County, VT	82	\$225.6	\$2.8	\$7,805.0	24.6%	3.1%
Franklin County, VT	176	\$830.0	\$4.7	\$16,898.8	54.2%	4.6%
<b>Windsor County, VT</b>	<b>275</b>	<b>\$810.2</b>	<b>\$2.9</b>	<b>\$14,658.3</b>	<b>40.4%</b>	<b>5.0%</b>
Sullivan County, NH	157	\$644.5	\$4.1	\$14,951.2	45.2%	5.3%
Addison County, VT	174	\$622.5	\$3.6	\$16,878.1	48.6%	5.2%
<b>Windham County, VT</b>	<b>232</b>	<b>\$574.1</b>	<b>\$2.5</b>	<b>\$13,406.2</b>	<b>41.2%</b>	<b>5.4%</b>
Essex County, VT	16	\$13.9	\$0.9	\$2,248.2	8.9%	1.1%
Grand Isle County, VT	25	\$42.8	\$1.7	\$6,101.0	15.3%	2.2%
Coos County, NH	164	\$545.1	\$3.3	\$17,172.2	62.7%	5.5%
Caledonia County, VT	160	\$524.3	\$3.3	\$17,341.7	58.3%	5.5%
Orleans County, VT	135	\$378.0	\$2.8	\$14,052.6	52.0%	5.6%
<b>Springfield town, VT</b>	<b>36</b>	<b>\$191.4</b>	<b>\$5.3</b>	<b>\$21,291.4</b>	<b>81.4%</b>	<b>5.5%</b>
Lamoille County, VT	158	\$390.9	\$2.5	\$15,439.8	42.0%	6.7%
Walpole town, NH	23	\$66.7	\$2.9	\$16,950.2	36.9%	7.1%
<b>Bellows Falls village, VT</b>	<b>26</b>	<b>\$65.1</b>	<b>\$2.5</b>	<b>\$21,643.8</b>	<b>93.9%</b>	<b>9.6%</b>
<b>Brattleboro town, VT</b>	<b>104</b>	<b>\$297.8</b>	<b>\$2.9</b>	<b>\$25,839.7</b>	<b>91.8%</b>	<b>10.7%</b>
Rutland County, VT	375	\$1,124.5	\$3.0	\$19,094.3	60.8%	6.6%
Washington County, VT	347	\$1,112.1	\$3.2	\$19,059.0	54.1%	7.1%
Bennington County, VT	251	\$801.2	\$3.2	\$22,412.5	66.3%	7.7%
Bennington town, VT	104	\$416.0	\$4.0	\$27,553.6	94.2%	9.8%
Merrimack County, NH	613	\$3,161.9	\$5.2	\$21,091.2	56.4%	6.6%
Claremont city, NH	80	\$432.6	\$5.4	\$33,332.8	128.5%	11.4%
Cheshire County, NH	346	\$1,869.5	\$5.4	\$24,585.0	72.4%	7.2%
Carroll County, NH	372	\$948.1	\$2.5	\$19,696.4	52.5%	7.8%
Holyoke city, MA	207	\$694.4	\$3.4	\$17,254.9	72.1%	9.1%
Belknap County, NH	321	\$1,706.5	\$5.3	\$28,027.9	74.9%	8.2%
Grafton County, NH	495	\$2,251.8	\$4.5	\$25,082.1	66.4%	8.2%
Chittenden County, VT	813	\$3,361.1	\$4.1	\$20,664.9	52.9%	7.6%
Hillsborough County, NH	1,577	\$9,169.1	\$5.8	\$22,199.4	54.2%	6.8%
Rockingham County, NH	1,600	\$7,783.6	\$4.9	\$25,406.7	53.8%	8.6%

# Industry Gap & Potential - Vermont & New Hampshire Information - Year 2017

Geographic Area Name	Estimated Market Gap (Leakage)			Market Potential	
	Additional Number of Businesses (#)	Additional Sales or Revenues (\$Mil.)	Additional Number of Jobs (#)	Potential Sales or Revenues (\$Mil.)	Total Potential Jobs (#)
<b>VERMONT</b>	.	.	.	.	.
<b>NEW HAMPSHIRE</b>	.	.	.	.	.
<b>MASSACHUSETTS</b>	.	.	.	.	.
<b>AVERAGE</b>	.	.	.	.	.
Strafford County NH	.	.	1,393	.	1,890
Merrimack County NH	.	.	1,374	.	2,194
Rutland County VT	.	.	649	.	862
Belknap County NH	.	.	639	.	891
Cheshire County NH	.	.	609	.	1,113
Franklin County VT	.	.	578	.	719
Sullivan County NH	.	.	559	.	631
Holyoke city MA	.	.	507	.	589
Addison County VT	.	.	442	.	540
Carroll County NH	.	.	435	.	704
Washington County VT	.	.	404	.	854
Coos County NH	.	.	390	.	464
Orange County VT	.	.	363	.	423
Orleans County VT	.	.	309	.	394
Lamoille County VT	.	.	256	.	370
Grafton County NH	.	.	255	.	1,314
<b>Windsor County VT</b>	.	.	<b>241</b>	.	<b>809</b>
<b>Windham County VT</b>	.	.	<b>216</b>	.	<b>627</b>
Caledonia County VT	.	.	215	.	442
Bennington County VT	.	.	212	.	523
Claremont city NH	.	.	143	.	190
Grand Isle County VT	.	.	95	.	103
<b>Brattleboro town VT</b>	.	.	<b>45</b>	.	<b>169</b>
<b>Springfield town VT</b>	.	.	<b>41</b>	.	<b>132</b>
Bennington town VT	.	.	20	.	221
<b>Bellows Falls village VT</b>	.	.	.	.	<b>44</b>
Walpole town NH	.	.	.	.	58
Rockingham County NH	.	.	.	.	4,483
Hillsborough County NH	.	.	.	.	6,044
Chittenden County VT	.	.	.	.	2,380



Industry Transacted Sales - Vermont & New Hampshire  
Information - Year 2017

Geographic Area Name	Existing and Transacted					Existing Jobs v. Population (%)
	Existing Number of Businesses (#)	Transacted Sales or Revenues (\$Mil.)	Transacted Sales per Business (\$Mil.)	Transacted Revenues per Capita (\$)	Transacted Market Share (%)	
<b>VERMONT</b>	<b>513</b>	.	.	.	.	<b>1.3%</b>
<b>NEW HAMPSHIRE</b>	<b>773</b>	.	.	.	.	<b>1.2%</b>
<b>MASSACHUSETTS</b>	<b>3,879</b>	.	.	.	.	<b>1.9%</b>
<b>AVERAGE</b>	.	.	.	.	.	<b>1.5%</b>
Strafford County, NH	45	.	.	.	.	0.4%
Merrimack County, NH	69	.	.	.	.	0.5%
Rutland County, VT	34	.	.	.	.	0.4%
Belknap County, NH	27	.	.	.	.	0.4%
Cheshire County, NH	36	.	.	.	.	0.7%
Franklin County, VT	17	.	.	.	.	0.3%
Sullivan County, NH	15	.	.	.	.	0.2%
Holyoke city, MA	8	.	.	.	.	0.2%
Addison County, VT	17	.	.	.	.	0.3%
Carroll County, NH	35	.	.	.	.	0.6%
Washington County, VT	53	.	.	.	.	0.8%
Coos County, NH	15	.	.	.	.	0.2%
Orange County, VT	17	.	.	.	.	0.2%
Orleans County, VT	22	.	.	.	.	0.3%
Lamoille County, VT	18	.	.	.	.	0.5%
Grafton County, NH	72	.	.	.	.	1.2%
<b>Windsor County, VT</b>	<b>54</b>	.	.	.	.	<b>1.0%</b>
<b>Windham County, VT</b>	<b>35</b>	.	.	.	.	<b>1.0%</b>
Caledonia County, VT	25	.	.	.	.	0.8%
Bennington County, VT	37	.	.	.	.	0.9%
Claremont city, NH	6	.	.	.	.	0.4%
Grand Isle County, VT	4	.	.	.	.	0.1%
<b>Brattleboro town, VT</b>	<b>16</b>	.	.	.	.	<b>1.1%</b>
<b>Springfield town, VT</b>	<b>12</b>	.	.	.	.	<b>1.0%</b>
Bennington town, VT	16	.	.	.	.	1.3%
<b>Bellows Falls village, VT</b>	.	.	.	.	.	<b>5.8%</b>
Walpole town, NH	.	.	.	.	.	1.5%
Rockingham County, NH	170	.	.	.	.	1.5%
Hillsborough County, NH	289	.	.	.	.	2.1%
Chittenden County, VT	180	.	.	.	.	3.3%

Industry Gap & Potential - Vermont & New Hampshire  
Health care and social assistance - Year 2017

Geographic Area Name	Estimated Market Gap (Leakage)			Market Potential	
	Additional Number of Businesses (#)	Additional Sales or Revenues (\$Mil.)	Additional Number of Jobs (#)	Potential Sales or Revenues (\$Mil.)	Total Potential Jobs (#)
<b>VERMONT</b>	.	.	.	.	.
<b>NEW HAMPSHIRE</b>	.	.	.	.	.
<b>MASSACHUSETTS</b>	.	.	.	.	.
<b>AVERAGE</b>	.	.	.	.	.
Rockingham County NH	625	\$1,427.6	7,796	\$3,475.5	24,529
Strafford County NH	31	\$100.3	2,678	\$1,104.4	10,339
Sullivan County NH	191	\$232.7	2,251	\$342.2	3,451
Cheshire County NH	52	\$148.4	1,915	\$620.1	6,089
Franklin County VT	44	\$110.0	1,367	\$368.1	3,933
Carroll County NH	107	\$179.6	1,356	\$433.6	3,854
Addison County VT	87	\$124.7	810	\$307.8	2,953
Orange County VT	44	\$73.8	810	\$220.1	2,315
Belknap County NH	31	\$89.8	722	\$547.5	4,875
Hillsborough County NH	37	\$125.7	717	\$4,063.8	33,071
Grand Isle County VT	216	\$63.3	471	\$67.1	562
Essex County VT	.	.	436	\$37.8	496
Orleans County VT	1	\$2.4	423	\$174.6	2,154
Claremont city NH	0	\$0.5	284	\$80.9	1,039
Lamoille County VT	.	.	277	\$223.5	2,027
Caledonia County VT	17	\$29.1	277	\$216.2	2,421
Walpole town NH	72	\$39.6	266	\$43.4	315
Coos County NH	.	.	224	\$208.9	2,541
<b>Bellows Falls village VT</b>	<b>11</b>	<b>\$7.7</b>	<b>126</b>	<b>\$16.7</b>	<b>241</b>
<b>Windham County VT</b>	<b>15</b>	<b>\$28.4</b>	<b>112</b>	<b>\$334.7</b>	<b>3,429</b>
Washington County VT	16	\$33.3	106	\$493.9	4,672
<b>Windsor County VT</b>	.	.	.	<b>\$481.4</b>	<b>4,426</b>
<b>Springfield town VT</b>	.	.	.	<b>\$56.5</b>	<b>720</b>
<b>Brattleboro town VT</b>	.	.	.	<b>\$77.9</b>	<b>923</b>
Rutland County VT	.	.	.	\$444.1	4,715
Bennington County VT	.	.	.	\$290.2	2,862
Merrimack County NH	.	.	.	\$1,345.8	12,004
Bennington town VT	.	.	.	\$106.0	1,209
Chittenden County VT	.	.	.	\$1,526.3	13,023
Holyoke city MA	.	.	.	\$231.4	3,222
Grafton County NH	.	.	.	\$814.2	7,188

Industry Transacted Sales - Vermont & New Hampshire  
 Health care and social assistance - Year 2017

Geographic Area Name	Existing and Transacted					
	Existing Number of Businesses (#)	Transacted Sales or Revenues (\$Mil.)	Transacted Sales per Business (\$Mil.)	Transacted Revenues per Capita (\$)	Transacted Market Share (%)	Existing Jobs v. Population (%)
<b>VERMONT</b>	<b>2,102</b>	<b>\$5,451.6</b>	<b>\$2.6</b>	<b>\$8,732.2</b>	<b>25.3%</b>	<b>7.7%</b>
<b>NEW HAMPSHIRE</b>	<b>3,737</b>	<b>\$11,931.6</b>	<b>\$3.2</b>	<b>\$8,850.5</b>	<b>22.1%</b>	<b>7.0%</b>
<b>MASSACHUSETTS</b>	<b>19,349</b>	<b>\$74,024.0</b>	<b>\$3.8</b>	<b>\$10,805.5</b>	<b>24.7%</b>	<b>9.3%</b>
<b>AVERAGE</b>	.	.	.	.	<b>24.0%</b>	<b>8.0%</b>
Rockingham County, NH	896	\$2,047.9	\$2.3	\$6,684.7	14.2%	5.5%
Strafford County, NH	309	\$1,004.1	\$3.2	\$7,776.3	21.8%	5.9%
Sullivan County, NH	90	\$109.5	\$1.2	\$2,539.2	7.7%	2.8%
Cheshire County, NH	164	\$471.7	\$2.9	\$6,202.9	18.3%	5.5%
Franklin County, VT	104	\$258.1	\$2.5	\$5,254.3	16.8%	5.2%
Carroll County, NH	152	\$254.0	\$1.7	\$5,276.5	14.1%	5.2%
Addison County, VT	127	\$183.1	\$1.4	\$4,964.3	14.3%	5.8%
Orange County, VT	87	\$146.3	\$1.7	\$5,061.4	16.0%	5.2%
Belknap County, NH	159	\$457.7	\$2.9	\$7,517.6	20.1%	6.8%
Hillsborough County, NH	1,167	\$3,938.1	\$3.4	\$9,534.6	23.3%	7.8%
Grand Isle County, VT	13	\$3.8	\$0.3	\$541.3	1.4%	1.3%
Essex County, VT	.	.	.	.	.	1.0%
Orleans County, VT	82	\$172.2	\$2.1	\$6,403.0	23.7%	6.4%
Claremont city, NH	47	\$80.3	\$1.7	\$6,190.5	23.9%	5.8%
Lamoille County, VT	.	.	.	.	.	6.9%
Caledonia County, VT	107	\$187.1	\$1.7	\$6,189.1	20.8%	7.1%
Walpole town, NH	7	\$3.8	\$0.5	\$976.9	2.1%	1.2%
Coos County, NH	102	\$224.3	\$2.2	\$7,067.8	25.8%	7.3%
<b>Bellows Falls village, VT</b>	<b>13</b>	<b>\$9.0</b>	<b>\$0.7</b>	<b>\$2,993.0</b>	<b>13.0%</b>	<b>3.8%</b>
<b>Windham County, VT</b>	<b>165</b>	<b>\$306.3</b>	<b>\$1.9</b>	<b>\$7,153.4</b>	<b>22.0%</b>	<b>7.7%</b>
Washington County, VT	219	\$460.6	\$2.1	\$7,893.8	22.4%	7.8%
<b>Windsor County, VT</b>	<b>161</b>	<b>\$536.5</b>	<b>\$3.3</b>	<b>\$9,706.9</b>	<b>26.8%</b>	<b>8.3%</b>
<b>Springfield town, VT</b>	<b>35</b>	<b>\$138.6</b>	<b>\$4.0</b>	<b>\$15,414.5</b>	<b>58.9%</b>	<b>14.1%</b>
<b>Brattleboro town, VT</b>	<b>100</b>	<b>\$231.2</b>	<b>\$2.3</b>	<b>\$20,064.9</b>	<b>71.3%</b>	<b>20.8%</b>
Rutland County, VT	196	\$546.0	\$2.8	\$9,271.2	29.5%	8.2%
Bennington County, VT	149	\$358.3	\$2.4	\$10,023.9	29.7%	9.6%
Merrimack County, NH	415	\$1,428.6	\$3.4	\$9,529.6	25.5%	8.7%
Bennington town, VT	97	\$310.6	\$3.2	\$20,576.5	70.4%	18.5%
Chittenden County, VT	599	\$2,123.2	\$3.5	\$13,053.9	33.4%	9.6%
Holyoke city, MA	143	\$536.9	\$3.8	\$13,341.0	55.7%	14.5%
Grafton County, NH	283	\$1,995.6	\$7.1	\$22,228.7	58.9%	11.6%

Industry Gap & Potential - Vermont & New Hampshire  
 Other svcs (except public administration) - Year 2017

Geographic Area Name	Estimated Market Gap (Leakage)			Market Potential	
	Additional Number of Businesses (#)	Additional Sales or Revenues (\$Mil.)	Additional Number of Jobs (#)	Potential Sales or Revenues (\$Mil.)	Total Potential Jobs (#)
<b>VERMONT</b>	.	.	.	.	.
<b>NEW HAMPSHIRE</b>	.	.	.	.	.
<b>MASSACHUSETTS</b>	.	.	.	.	.
<b>AVERAGE</b>	.	.	.	.	.
Franklin County VT	98	\$35.3	358	\$64.0	649
Strafford County NH	90	\$56.0	337	\$191.9	1,705
Sullivan County NH	10	\$6.3	270	\$59.5	569
Belknap County NH	99	\$37.7	250	\$95.2	804
Orange County VT	56	\$21.2	238	\$38.3	382
Caledonia County VT	31	\$12.1	182	\$37.6	399
Orleans County VT	10	\$4.1	145	\$30.4	355
Holyoke city MA	47	\$18.3	134	\$40.2	531
Addison County VT	.	.	131	\$53.5	487
Carroll County NH	42	\$19.0	131	\$75.4	636
Grafton County NH	32	\$20.9	127	\$141.5	1,186
Coos County NH	13	\$6.4	121	\$36.3	419
<b>Windham County VT</b>	<b>30</b>	<b>\$11.4</b>	<b>96</b>	<b>\$58.2</b>	<b>565</b>
Claremont city NH	16	\$5.3	89	\$14.1	171
Bennington County VT	35	\$13.5	78	\$50.4	472
<b>Windsor County VT</b>	<b>26</b>	<b>\$13.2</b>	<b>67</b>	<b>\$83.7</b>	<b>730</b>
Grand Isle County VT	33	\$8.2	63	\$11.7	93
<b>Springfield town VT</b>	<b>9</b>	<b>\$3.2</b>	<b>52</b>	<b>\$9.8</b>	<b>119</b>
Essex County VT	7	\$2.4	51	\$6.6	82
Walpole town NH	47	\$6.8	39	\$7.6	52
Lamoille County VT	.	.	37	\$38.8	334
Cheshire County NH	16	\$10.9	25	\$107.8	1,004
Bennington town VT	7	\$2.7	18	\$18.4	199
<b>Bellows Falls village VT</b>	.	.	<b>5</b>	<b>\$2.9</b>	<b>40</b>
Rockingham County NH	223	\$137.2	.	\$604.0	4,046
Rutland County VT	20	\$8.8	.	\$77.2	778
<b>Brattleboro town VT</b>	.	.	.	<b>\$13.5</b>	<b>152</b>
Washington County VT	.	.	.	\$85.8	771
Merrimack County NH	.	.	.	\$233.9	1,980
Chittenden County VT	.	.	.	\$265.3	2,148
Hillsborough County NH	.	.	.	\$706.3	5,454

Industry Transacted Sales - Vermont & New Hampshire  
Other svcs (except public administration) - Year 2017

Geographic Area Name	Existing and Transacted					
	Existing Number of Businesses (#)	Transacted Sales or Revenues (\$Mil.)	Transacted Sales per Business (\$Mil.)	Transacted Revenues per Capita (\$)	Transacted Market Share (%)	Existing Jobs v. Population (%)
<b>VERMONT</b>	<b>1,603</b>	<b>\$922.1</b>	<b>\$0.6</b>	<b>\$1,476.9</b>	<b>4.3%</b>	<b>1.2%</b>
<b>NEW HAMPSHIRE</b>	<b>3,011</b>	<b>\$2,096.2</b>	<b>\$0.7</b>	<b>\$1,554.9</b>	<b>3.9%</b>	<b>1.3%</b>
<b>MASSACHUSETTS</b>	<b>14,810</b>	<b>\$13,093.7</b>	<b>\$0.9</b>	<b>\$1,911.3</b>	<b>4.4%</b>	<b>1.5%</b>
<b>AVERAGE</b>	.	.	.	.	<b>4.2%</b>	<b>1.3%</b>
Franklin County, VT	80	\$28.7	\$0.4	\$583.8	1.9%	0.6%
Strafford County, NH	219	\$135.9	\$0.6	\$1,052.5	3.0%	1.1%
Sullivan County, NH	81	\$53.1	\$0.7	\$1,232.6	3.7%	0.7%
Belknap County, NH	151	\$57.5	\$0.4	\$944.5	2.5%	0.9%
Orange County, VT	45	\$17.0	\$0.4	\$589.6	1.9%	0.5%
Caledonia County, VT	66	\$25.5	\$0.4	\$843.8	2.8%	0.7%
Orleans County, VT	65	\$26.3	\$0.4	\$976.6	3.6%	0.8%
Holyoke city, MA	56	\$21.9	\$0.4	\$544.8	2.3%	1.0%
Addison County, VT	83	\$56.6	\$0.7	\$1,534.4	4.4%	1.0%
Carroll County, NH	125	\$56.3	\$0.5	\$1,169.9	3.1%	1.0%
Grafton County, NH	186	\$120.6	\$0.6	\$1,343.4	3.6%	1.2%
Coos County, NH	59	\$29.9	\$0.5	\$940.6	3.4%	0.9%
<b>Windham County, VT</b>	<b>124</b>	<b>\$46.7</b>	<b>\$0.4</b>	<b>\$1,091.5</b>	<b>3.4%</b>	<b>1.1%</b>
Claremont city, NH	26	\$8.8	\$0.3	\$677.4	2.6%	0.6%
Bennington County, VT	95	\$36.9	\$0.4	\$1,032.9	3.1%	1.1%
<b>Windsor County, VT</b>	<b>138</b>	<b>\$70.5</b>	<b>\$0.5</b>	<b>\$1,274.9</b>	<b>3.5%</b>	<b>1.2%</b>
Grand Isle County, VT	14	\$3.5	\$0.3	\$499.7	1.3%	0.4%
<b>Springfield town, VT</b>	<b>19</b>	<b>\$6.6</b>	<b>\$0.3</b>	<b>\$738.7</b>	<b>2.8%</b>	<b>0.7%</b>
Essex County, VT	12	\$4.1	\$0.3	\$665.6	2.6%	0.5%
Walpole town, NH	5	\$0.7	\$0.1	\$184.5	0.4%	0.3%
Lamoille County, VT	67	\$63.7	\$1.0	\$2,515.0	6.8%	1.2%
Cheshire County, NH	141	\$96.9	\$0.7	\$1,274.3	3.8%	1.3%
Bennington town, VT	39	\$15.7	\$0.4	\$1,038.7	3.6%	1.2%
<b>Bellows Falls village, VT</b>	<b>10</b>	<b>\$3.1</b>	<b>\$0.3</b>	<b>\$1,017.6</b>	<b>4.4%</b>	<b>1.2%</b>
Rockingham County, NH	760	\$466.8	\$0.6	\$1,523.9	3.2%	1.4%
Rutland County, VT	156	\$68.4	\$0.4	\$1,161.7	3.7%	1.3%
<b>Brattleboro town, VT</b>	<b>56</b>	<b>\$21.9</b>	<b>\$0.4</b>	<b>\$1,897.2</b>	<b>6.7%</b>	<b>2.1%</b>
Washington County, VT	219	\$155.9	\$0.7	\$2,672.5	7.6%	1.8%
Merrimack County, NH	406	\$333.0	\$0.8	\$2,221.5	5.9%	1.5%
Chittenden County, VT	439	\$318.2	\$0.7	\$1,956.2	5.0%	1.5%
Hillsborough County, NH	883	\$746.1	\$0.8	\$1,806.5	4.4%	1.5%

## Industry Gap & Potential - Vermont & New Hampshire Accommodation and food svcs - Year 2017

Geography	Estimated Market Gap (Leakage)			Market Potential	
	Additional Number of Businesses (#)	Additional Sales or Revenues (\$Mil.)	Additional Number of Jobs (#)	Potential Sales or Revenues (\$Mil.)	Total Potential Jobs (#)
<b>VERMONT</b>	.	.	.	.	.
<b>NEW HAMPSHIRE</b>	.	.	.	.	.
<b>MASSACHUSETTS</b>	.	.	.	.	.
<b>AVERAGE</b>	.	.	.	.	.
Hillsborough County NH	354	\$374.1	2,829	\$1,347.3	19,584
Strafford County NH	159	\$126.8	1,723	\$366.1	6,123
Merrimack County NH	115	\$116.5	1,683	\$446.2	7,108
Franklin County VT	67	\$51.0	1,271	\$122.0	2,329
Sullivan County NH	106	\$67.1	1,224	\$113.4	2,044
Cheshire County NH	67	\$54.5	1,059	\$205.6	3,606
Addison County VT	35	\$28.4	773	\$102.1	1,749
Orange County VT	56	\$35.1	758	\$73.0	1,371
Caledonia County VT	50	\$29.5	642	\$71.7	1,434
Holyoke city MA	.	.	305	\$76.7	1,908
Grand Isle County VT	17	\$9.7	244	\$22.2	333
Essex County VT	22	\$7.7	223	\$12.5	294
<b>Springfield town VT</b>	<b>9</b>	<b>\$6.3</b>	<b>219</b>	<b>\$18.7</b>	<b>426</b>
Washington County VT	36	\$28.2	196	\$163.8	2,767
Claremont city NH	6	\$4.4	182	\$26.8	615
<b>Bellows Falls village VT</b>	<b>5</b>	<b>\$1.5</b>	<b>37</b>	<b>\$5.5</b>	<b>143</b>
Bennington town VT	1	\$0.3	28	\$35.2	716
Walpole town NH	.	.	12	\$14.4	187
<b>Windham County VT</b>	.	.	.	<b>\$111.0</b>	<b>2,030</b>
<b>Windsor County VT</b>	.	.	.	<b>\$159.6</b>	<b>2,621</b>
<b>Brattleboro town VT</b>	.	.	.	<b>\$25.8</b>	<b>546</b>
Bennington County VT	.	.	.	\$96.2	1,695
Rutland County VT	.	.	.	\$147.2	2,792
Belknap County NH	.	.	.	\$181.5	2,887
Orleans County VT	.	.	.	\$57.9	1,276
Rockingham County NH	.	.	.	\$1,152.3	14,526
Coos County NH	.	.	.	\$69.3	1,505
Grafton County NH	.	.	.	\$269.9	4,257
Chittenden County VT	.	.	.	\$506.0	7,712
Carroll County NH	.	.	.	\$143.7	2,283
Lamoille County VT	.	.	.	\$74.1	1,200

Industry Transacted Sales - Vermont & New Hampshire  
Accommodation and food svcs - Year 2017

Geography	Existing and Transacted					
	Existing Number of Businesses (#)	Transacted Sales or Revenues (\$Mil.)	Transacted Sales per Business (\$Mil.)	Transacted Revenues per Capita (\$)	Transacted Market Share (%)	Existing Jobs v. Population (%)
<b>VERMONT</b>	<b>1,979</b>	<b>\$2,019.8</b>	<b>\$1.0</b>	<b>\$3,235.3</b>	<b>9.4%</b>	<b>5.3%</b>
<b>NEW HAMPSHIRE</b>	<b>3,784</b>	<b>\$3,722.0</b>	<b>\$1.0</b>	<b>\$2,760.9</b>	<b>6.9%</b>	<b>4.4%</b>
<b>MASSACHUSETTS</b>	<b>17,773</b>	<b>\$22,892.8</b>	<b>\$1.3</b>	<b>\$3,341.7</b>	<b>7.6%</b>	<b>4.5%</b>
<b>AVERAGE</b>	.	.	.	.	<b>8.0%</b>	<b>4.7%</b>
Hillsborough County, NH	922	\$973.2	\$1.1	\$2,356.2	5.8%	4.1%
Strafford County, NH	300	\$239.3	\$0.8	\$1,853.5	5.2%	3.4%
Merrimack County, NH	325	\$329.7	\$1.0	\$2,199.4	5.9%	3.6%
Franklin County, VT	94	\$71.0	\$0.8	\$1,446.4	4.6%	2.2%
Sullivan County, NH	73	\$46.3	\$0.6	\$1,075.0	3.3%	1.9%
Cheshire County, NH	185	\$151.1	\$0.8	\$1,987.6	5.9%	3.3%
Addison County, VT	91	\$73.6	\$0.8	\$1,996.6	5.7%	2.6%
Orange County, VT	60	\$37.9	\$0.6	\$1,311.0	4.1%	2.1%
Caledonia County, VT	72	\$42.2	\$0.6	\$1,397.0	4.7%	2.6%
Holyoke city, MA	98	\$99.6	\$1.0	\$2,474.2	10.3%	4.0%
Grand Isle County, VT	22	\$12.6	\$0.6	\$1,790.8	4.5%	1.3%
Essex County, VT	14	\$4.9	\$0.3	\$785.5	3.1%	1.1%
<b>Springfield town, VT</b>	<b>18</b>	<b>\$12.4</b>	<b>\$0.7</b>	<b>\$1,382.8</b>	<b>5.3%</b>	<b>2.3%</b>
Washington County, VT	171	\$135.6	\$0.8	\$2,323.1	6.6%	4.4%
Claremont city, NH	29	\$22.4	\$0.8	\$1,727.4	6.7%	3.3%
<b>Bellows Falls village, VT</b>	<b>14</b>	<b>\$4.0</b>	<b>\$0.3</b>	<b>\$1,322.6</b>	<b>5.7%</b>	<b>3.5%</b>
Bennington town, VT	54	\$34.8	\$0.6	\$2,307.1	7.9%	4.6%
Walpole town, NH	.	.	.	.	.	4.4%
<b>Windham County, VT</b>	<b>212</b>	<b>\$179.9</b>	<b>\$0.8</b>	<b>\$4,200.9</b>	<b>12.9%</b>	<b>8.4%</b>
<b>Windsor County, VT</b>	<b>201</b>	<b>\$234.0</b>	<b>\$1.2</b>	<b>\$4,233.6</b>	<b>11.7%</b>	<b>6.1%</b>
<b>Brattleboro town, VT</b>	<b>86</b>	<b>\$65.7</b>	<b>\$0.8</b>	<b>\$5,701.1</b>	<b>20.3%</b>	<b>9.0%</b>
Bennington County, VT	141	\$113.4	\$0.8	\$3,172.5	9.4%	4.9%
Rutland County, VT	253	\$169.9	\$0.7	\$2,884.4	9.2%	5.0%
Belknap County, NH	248	\$212.4	\$0.9	\$3,489.0	9.3%	5.1%
Orleans County, VT	56	\$78.1	\$1.4	\$2,905.1	10.8%	6.4%
Rockingham County, NH	902	\$1,001.4	\$1.1	\$3,268.7	6.9%	4.9%
Coos County, NH	112	\$95.4	\$0.9	\$3,006.4	11.0%	6.4%
Grafton County, NH	421	\$370.7	\$0.9	\$4,129.6	10.9%	5.9%
Chittenden County, VT	468	\$611.1	\$1.3	\$3,757.2	9.6%	5.6%
Carroll County, NH	296	\$302.2	\$1.0	\$6,278.7	16.7%	8.5%
Lamoille County, VT	124	\$255.6	\$2.1	\$10,096.2	27.5%	16.4%



Industry Gap & Potential - Vermont & New Hampshire  
Real estate and rental and leasing - Year 2017

Geographic Area Name	Estimated Market Gap (Leakage)			Market Potential	
	Additional Number of Businesses (#)	Additional Sales or Revenues (\$Mil.)	Additional Number of Jobs (#)	Potential Sales or Revenues (\$Mil.)	Total Potential Jobs (#)
<b>VERMONT</b>	.	.	.	.	.
<b>NEW HAMPSHIRE</b>	.	.	.	.	.
<b>MASSACHUSETTS</b>	.	.	.	.	.
<b>AVERAGE</b>	.	.	.	.	.
Strafford County NH	173	\$121.6	452	\$194.7	784
Franklin County VT	176	\$55.5	225	\$64.9	298
Cheshire County NH	83	\$58.7	215	\$109.3	462
Orange County VT	98	\$32.2	151	\$38.8	176
Addison County VT	112	\$42.2	150	\$54.3	224
Rutland County VT	80	\$43.9	134	\$78.3	358
Washington County VT	58	\$43.7	126	\$87.1	354
Caledonia County VT	.	\$38.1	124	\$38.1	184
Coos County NH	39	\$21.9	117	\$36.8	193
Belknap County NH	53	\$38.6	109	\$96.5	370
Orleans County VT	11	\$10.5	74	\$30.8	163
<b>Springfield town VT</b>	<b>10</b>	<b>\$4.7</b>	<b>37</b>	<b>\$10.0</b>	<b>55</b>
Grand Isle County VT	35	\$9.9	34	\$11.8	43
Walpole town NH	16	\$6.2	14	\$7.7	24
Bennington town VT	.	.	9	\$18.7	92
<b>Bellows Falls village VT</b>	.	.	<b>8</b>	<b>\$2.9</b>	<b>18</b>
Bennington County VT	22	\$15.7	3	\$51.1	217
Grafton County NH	76	\$47.4	1	\$143.5	545
Hillsborough County NH	74	\$99.9	.	\$716.3	2,508
Rockingham County NH	62	\$90.2	.	\$612.6	1,860
Carroll County NH	41	\$23.3	.	\$76.4	292
<b>Windsor County VT</b>	<b>38</b>	<b>\$23.5</b>	.	<b>\$84.9</b>	<b>336</b>
<b>Windham County VT</b>	<b>26</b>	<b>\$13.4</b>	.	<b>\$59.0</b>	<b>260</b>
Lamoille County VT	5	\$4.2	.	\$39.4	154
<b>Brattleboro town VT</b>	.	.	.	<b>\$13.7</b>	<b>70</b>
Sullivan County NH	.	.	.	\$60.3	262
Merrimack County NH	.	.	.	\$237.2	910
Chittenden County VT	.	.	.	\$269.0	988
Holyoke city MA	.	.	.	\$40.8	244
Claremont city NH	.	.	.	\$14.3	79

Industry Transacted Sales - Vermont & New Hampshire  
Real estate and rental and leasing - Year 2017

Geographic Area Name	Existing and Transacted					
	Existing Number of Businesses (#)	Transacted Sales or Revenues (\$Mil.)	Transacted Sales per Business (\$Mil.)	Transacted Revenues per Capita (\$)	Transacted Market Share (%)	Existing Jobs v. Population (%)
<b>VERMONT</b>	<b>784</b>	<b>\$651.8</b>	<b>\$0.8</b>	<b>\$1,044.0</b>	<b>3.0%</b>	<b>0.5%</b>
<b>NEW HAMPSHIRE</b>	<b>1,523</b>	<b>\$2,000.3</b>	<b>\$1.3</b>	<b>\$1,483.8</b>	<b>3.7%</b>	<b>0.6%</b>
<b>MASSACHUSETTS</b>	<b>7,584</b>	<b>\$17,912.1</b>	<b>\$2.4</b>	<b>\$2,614.7</b>	<b>6.0%</b>	<b>0.8%</b>
<b>AVERAGE</b>	.	.	.	.	<b>4.2%</b>	<b>0.6%</b>
Strafford County, NH	104	\$73.1	\$0.7	\$565.9	1.6%	0.3%
Franklin County, VT	30	\$9.4	\$0.3	\$191.9	0.6%	0.1%
Cheshire County, NH	72	\$50.7	\$0.7	\$666.1	2.0%	0.3%
Orange County, VT	20	\$6.6	\$0.3	\$227.8	0.7%	0.1%
Addison County, VT	32	\$12.0	\$0.4	\$326.3	0.9%	0.2%
Rutland County, VT	63	\$34.4	\$0.5	\$584.3	1.9%	0.4%
Washington County, VT	58	\$43.4	\$0.7	\$743.7	2.1%	0.4%
Caledonia County, VT				.	.	0.2%
Coos County, NH	27	\$15.0	\$0.6	\$471.4	1.7%	0.2%
Belknap County, NH	80	\$57.9	\$0.7	\$951.5	2.5%	0.4%
Orleans County, VT	21	\$20.3	\$1.0	\$754.7	2.8%	0.3%
<b>Springfield town, VT</b>	<b>11</b>	<b>\$5.2</b>	<b>\$0.5</b>	<b>\$581.0</b>	<b>2.2%</b>	<b>0.2%</b>
Grand Isle County, VT	7	\$2.0	\$0.3	\$278.0	0.7%	0.1%
Walpole town, NH	4	\$1.5	\$0.4	\$382.1	0.8%	0.3%
Bennington town, VT	18	\$20.1	\$1.1	\$1,334.6	4.6%	0.5%
<b>Bellows Falls village, VT</b>	.	.	.	.	.	<b>0.3%</b>
Bennington County, VT	49	\$35.5	\$0.7	\$992.8	2.9%	0.6%
Grafton County, NH	154	\$96.1	\$0.6	\$1,070.7	2.8%	0.6%
Hillsborough County, NH	454	\$616.4	\$1.4	\$1,492.3	3.6%	0.7%
Rockingham County, NH	360	\$522.4	\$1.5	\$1,705.3	3.6%	0.6%
Carroll County, NH	93	\$53.2	\$0.6	\$1,104.3	2.9%	0.7%
<b>Windsor County, VT</b>	<b>99</b>	<b>\$61.4</b>	<b>\$0.6</b>	<b>\$1,110.6</b>	<b>3.1%</b>	<b>0.8%</b>
<b>Windham County, VT</b>	<b>87</b>	<b>\$45.6</b>	<b>\$0.5</b>	<b>\$1,065.1</b>	<b>3.3%</b>	<b>0.7%</b>
Lamoille County, VT	39	\$35.2	\$0.9	\$1,389.3	3.8%	0.6%
<b>Brattleboro town, VT</b>	<b>28</b>	<b>\$22.5</b>	<b>\$0.8</b>	<b>\$1,954.6</b>	<b>6.9%</b>	<b>0.9%</b>
Sullivan County, NH	35	\$78.9	\$2.3	\$1,830.6	5.5%	0.7%
Merrimack County, NH	144	\$436.7	\$3.0	\$2,912.9	7.8%	0.6%
Chittenden County, VT	253	\$335.9	\$1.3	\$2,065.0	5.3%	0.7%
Holyoke city, MA	42	\$53.7	\$1.3	\$1,335.5	5.6%	0.9%
Claremont city, NH	18	\$74.5	\$4.1	\$5,738.2	22.1%	2.1%

# Industry Gap & Potential - Vermont & New Hampshire Manufacturing - Year 2017

Geographic Area Name	Estimated Market Gap (Leakage)			Market Potential	
	Additional Number of Businesses (#)	Additional Sales or Revenues (\$Mil.)	Additional Number of Jobs (#)	Potential Sales or Revenues (\$Mil.)	Total Potential Jobs (#)
<b>VERMONT</b>	.	.	.	.	.
<b>NEW HAMPSHIRE</b>	.	.	.	.	.
<b>MASSACHUSETTS</b>	.	.	.	.	.
<b>AVERAGE</b>	.	.	.	.	.
Carroll County NH	172	\$451.4	1,365	\$632.8	2,054
Coos County NH	24	\$114.7	765	\$304.9	1,355
Lamoille County VT	20	\$100.9	649	\$326.2	1,081
Merrimack County NH	24	\$211.5	717	\$1,964.2	6,398
Orange County VT	57	\$171.5	513	\$321.3	1,234
<b>Windsor County VT</b>	<b>47</b>	<b>\$203.5</b>	<b>407</b>	<b>\$702.6</b>	<b>2,359</b>
Grand Isle County VT	104	\$92.6	250	\$97.9	300
Strafford County NH	36	\$318.2	328	\$1,611.8	5,511
Essex County VT	9	\$28.8	132	\$55.2	265
Caledonia County VT	19	\$83.1	118	\$315.6	1,290
Washington County VT	12	\$62.0	79	\$720.9	2,490
Orleans County VT	10	\$58.6	28	\$254.9	1,148
Addison County VT	.	.	6	\$449.3	1,574
Belknap County NH	8	\$73.4	.	\$799.1	2,599
<b>Windham County VT</b>	.	.	.	<b>\$488.5</b>	<b>1,828</b>
Bennington County VT	.	.	.	\$423.5	1,526
Rutland County VT	.	.	.	\$648.2	2,513
Franklin County VT	.	.	.	\$537.2	2,096
Cheshire County NH	.	.	.	\$905.1	3,245
Sullivan County NH	.	.	.	\$499.4	1,840
Grafton County NH	.	.	.	\$1,188.3	3,832
Chittenden County VT	.	.	.	\$2,227.6	6,941
Rockingham County NH	.	.	.	\$5,072.4	13,075
Hillsborough County NH	.	.	.	\$5,931.1	17,628

Industry Transacted Sales - Vermont & New Hampshire  
Manufacturing - Year 2017

Geographic Area Name	Existing and Transacted					
	Existing Number of Businesses (#)	Transacted Sales or Revenues (\$Mil.)	Transacted Sales per Business (\$Mil.)	Transacted Revenues per Capita (\$)	Transacted Market Share (%)	Existing Jobs v. Population (%)
<b>VERMONT</b>	<b>1,033</b>	<b>\$8,652.4</b>	<b>\$8.4</b>	<b>\$13,859.0</b>	<b>40.1%</b>	<b>4.6%</b>
<b>NEW HAMPSHIRE</b>	<b>1,790</b>	<b>\$20,304.1</b>	<b>\$11.3</b>	<b>\$15,061.0</b>	<b>37.6%</b>	<b>4.8%</b>
<b>MASSACHUSETTS</b>	<b>6,437</b>	<b>\$82,308.5</b>	<b>\$12.8</b>	<b>\$12,014.9</b>	<b>27.5%</b>	<b>3.4%</b>
<b>AVERAGE</b>	.	.	.	.	<b>35.1%</b>	<b>4.3%</b>
Carroll County, NH	69	\$181.3	\$2.6	\$3,766.9	10.0%	1.4%
Coos County, NH	39	\$190.1	\$4.9	\$5,990.2	21.9%	1.9%
Lamoille County, VT	45	\$225.3	\$5.0	\$8,897.5	24.2%	1.7%
Merrimack County, NH	203	\$1,752.7	\$8.6	\$11,691.2	31.3%	3.8%
Orange County, VT	50	\$149.7	\$3.0	\$5,180.1	16.3%	2.5%
<b>Windsor County, VT</b>	<b>115</b>	<b>\$499.1</b>	<b>\$4.3</b>	<b>\$9,029.5</b>	<b>24.9%</b>	<b>3.5%</b>
Grand Isle County, VT	6	\$5.4	\$0.9	\$763.3	1.9%	0.7%
Strafford County, NH	145	\$1,293.6	\$8.9	\$10,018.2	28.1%	4.0%
Essex County, VT	8	\$26.4	\$3.3	\$4,257.3	16.8%	2.1%
Caledonia County, VT	52	\$232.4	\$4.5	\$7,687.9	25.8%	3.9%
Washington County, VT	128	\$658.9	\$5.1	\$11,292.3	32.0%	4.1%
Orleans County, VT	33	\$196.2	\$5.9	\$7,294.9	27.0%	4.2%
Addison County, VT	60	\$829.3	\$13.8	\$22,485.6	64.7%	4.3%
Belknap County, NH	77	\$725.7	\$9.4	\$11,919.0	31.8%	4.4%
<b>Windham County, VT</b>	<b>90</b>	<b>\$536.5</b>	<b>\$6.0</b>	<b>\$12,528.4</b>	<b>38.5%</b>	<b>4.6%</b>
Bennington County, VT	67	\$488.3	\$7.3	\$13,659.7	40.4%	5.9%
Rutland County, VT	101	\$649.9	\$6.4	\$11,034.6	35.2%	5.3%
Franklin County, VT	59	\$1,487.9	\$25.2	\$30,292.6	97.1%	5.6%
Cheshire County, NH	124	\$1,135.8	\$9.2	\$14,936.2	44.0%	5.7%
Sullivan County, NH	86	\$686.6	\$8.0	\$15,929.0	48.2%	7.2%
Grafton County, NH	100	\$1,793.6	\$17.9	\$19,978.5	52.9%	5.9%
Chittenden County, VT	219	\$2,667.1	\$12.2	\$16,398.2	42.0%	5.6%
Rockingham County, NH	429	\$5,506.0	\$12.8	\$17,972.5	38.1%	5.2%
Hillsborough County, NH	518	\$7,038.6	\$13.6	\$17,041.1	41.6%	5.3%

## Industry Gap & Potential - Vermont & New Hampshire Wholesale trade - Year 2017

Geographic Area Name	Estimated Market Gap (Leakage)			Market Potential	
	Additional Number of Businesses (#)	Additional Sales or Revenues (\$Mil.)	Additional Number of Jobs (#)	Potential Sales or Revenues (\$Mil.)	Total Potential Jobs (#)
<b>VERMONT</b>	.	.	.	.	.
<b>NEW HAMPSHIRE</b>	.	.	.	.	.
<b>MASSACHUSETTS</b>	.	.	.	.	.
<b>AVERAGE</b>	.	.	.	.	.
Strafford County NH	444	\$2,448.3	1,448	\$2,867.0	2,568
Hillsborough County NH	449	\$4,831.2	1,318	\$10,550.1	8,215
Grafton County NH	126	\$1,306.9	1,086	\$2,113.7	1,786
Belknap County NH	.	.	836	\$1,421.4	1,211
Carroll County NH	.	.	782	\$1,125.6	957
Cheshire County NH	.	.	762	\$1,609.9	1,512
Bennington County VT	.	.	536	\$753.3	711
Addison County VT	100	\$610.4	471	\$799.1	734
Coos County NH	.	.	456	\$542.3	631
Holyoke city MA	98	\$503.1	435	\$600.6	800
Rutland County VT	.	.	421	\$1,153.0	1,171
Washington County VT	.	.	411	\$1,282.3	1,161
Orange County VT	174	\$509.8	410	\$571.5	575
<b>Windsor County VT</b>	<b>101</b>	<b>\$831.1</b>	<b>382</b>	<b>\$1,249.8</b>	<b>1,099</b>
Orleans County VT	.	.	360	\$453.4	535
Lamoille County VT	.	.	329	\$580.2	504
Sullivan County NH	23	\$348.8	298	\$888.3	857
Caledonia County VT	134	\$458.9	280	\$561.3	601
Bennington town VT	.	.	240	\$275.3	300
Grand Isle County VT	.	.	130	\$174.2	140
Walpole town NH	.	.	18	\$112.8	78
Rockingham County NH	103	\$1,603.8	.	\$9,022.7	6,093
Chittenden County VT	112	\$1,252.5	.	\$3,962.4	3,235
<b>Windham County VT</b>	<b>21</b>	<b>\$300.1</b>	.	<b>\$868.9</b>	<b>852</b>
<b>Springfield town VT</b>	.	.	.	<b>\$146.6</b>	<b>179</b>
<b>Brattleboro town VT</b>	.	.	.	<b>\$202.2</b>	<b>229</b>
Franklin County VT	.	.	.	\$955.6	977
Claremont city NH	.	.	.	\$209.9	258
Merrimack County NH	.	.	.	\$3,493.8	2,982

Industry Transacted Sales - Vermont & New Hampshire  
Wholesale trade - Year 2017

Geographic Area Name	Existing and Transacted					
	Existing Number of Businesses (#)	Transacted Sales or Revenues (\$Mil.)	Transacted Sales per Business (\$Mil.)	Transacted Revenues per Capita (\$)	Transacted Market Share (%)	Existing Jobs v. Population (%)
<b>VERMONT</b>	<b>777</b>	<b>\$14,272.6</b>	<b>\$18.4</b>	<b>\$22,861.3</b>	<b>66.1%</b>	<b>1.8%</b>
<b>NEW HAMPSHIRE</b>	<b>1,826</b>	<b>\$26,679.5</b>	<b>\$14.6</b>	<b>\$19,790.1</b>	<b>49.5%</b>	<b>2.0%</b>
<b>MASSACHUSETTS</b>	<b>7,521</b>	<b>\$214,394.9</b>	<b>\$28.5</b>	<b>\$31,296.0</b>	<b>71.5%</b>	<b>2.2%</b>
<b>AVERAGE</b>	.	.	.	.	<b>62.4%</b>	<b>2.0%</b>
Strafford County, NH	76	\$418.7	\$5.5	\$3,242.9	9.1%	0.9%
Hillsborough County, NH	531	\$5,718.9	\$10.8	\$13,846.1	33.8%	1.7%
Grafton County, NH	78	\$806.8	\$10.3	\$8,986.5	23.8%	0.8%
Belknap County, NH	.	.	.	.	.	0.6%
Carroll County, NH	.	.	.	.	.	0.4%
Cheshire County, NH	.	.	.	.	.	1.0%
Bennington County, VT	.	.	.	.	.	0.5%
Addison County, VT	31	\$188.8	\$6.1	\$5,117.7	14.7%	0.7%
Coos County, NH	.	.	.	.	.	0.6%
Holyoke city, MA	19	\$97.5	\$5.1	\$2,423.4	10.1%	0.9%
Rutland County, VT	.	.	.	.	.	1.3%
Washington County, VT	.	.	.	.	.	1.3%
Orange County, VT	21	\$61.6	\$2.9	\$2,132.2	6.7%	0.6%
<b>Windsor County, VT</b>	<b>51</b>	<b>\$418.7</b>	<b>\$8.2</b>	<b>\$7,574.4</b>	<b>20.9%</b>	<b>1.3%</b>
Orleans County, VT	.	.	.	.	.	0.7%
Lamoille County, VT	.	.	.	.	.	0.7%
Sullivan County, NH	35	\$539.5	\$15.4	\$12,516.2	37.9%	1.3%
Caledonia County, VT	30	\$102.5	\$3.4	\$3,389.4	11.4%	1.1%
Bennington town, VT	.	.	.	.	.	0.4%
Grand Isle County, VT	.	.	.	.	.	0.1%
Walpole town, NH	.	.	.	.	.	1.5%
Rockingham County, NH	476	\$7,418.9	\$15.6	\$24,216.5	51.3%	2.5%
Chittenden County, VT	242	\$2,709.9	\$11.2	\$16,661.4	42.7%	2.4%
<b>Windham County, VT</b>	<b>39</b>	<b>\$568.8</b>	<b>\$14.6</b>	<b>\$13,283.4</b>	<b>40.8%</b>	<b>2.2%</b>
<b>Springfield town, VT</b>	<b>10</b>	<b>\$162.5</b>	<b>\$16.2</b>	<b>\$18,074</b>	<b>69.1%</b>	<b>2.7%</b>
<b>Brattleboro town, VT</b>	<b>21</b>	<b>\$477.4</b>	<b>\$22.7</b>	<b>\$41,430.3</b>	<b>147.2%</b>	<b>5.6%</b>
Franklin County, VT	43	\$1,012.6	\$23.5	\$20,616.5	66.1%	2.2%
Claremont city, NH	16	\$434.8	\$27.2	\$33,501.7	129.2%	3.1%
Merrimack County, NH	150	\$4,215.3	\$28.1	\$28,117.2	75.2%	2.4%

# Industry Gap & Potential - Vermont & New Hampshire

## Educational Services - Year 2017

Geographic Area Name	Estimated Market Gap (Leakage)			Market Potential	
	Additional Number of Businesses (#)	Additional Sales or Revenues (\$Mil.)	Additional Number of Jobs (#)	Potential Sales or Revenues (\$Mil.)	Total Potential Jobs (#)
<b>VERMONT</b>	.	.	.	.	.
<b>NEW HAMPSHIRE</b>	.	.	.	.	.
<b>MASSACHUSETTS</b>	.	.	.	.	.
<b>AVERAGE</b>	.	.	.	.	.
Rockingham County NH	193	\$74.8	330	\$118.9	1,069
Rutland County VT	80	\$12.9	167	\$15.2	205
Belknap County NH	54	\$15.8	162	\$18.7	212
Cheshire County NH	44	\$15.3	160	\$21.2	265
Merrimack County NH	35	\$19.1	156	\$46.0	523
Franklin County VT	45	\$11.1	140	\$12.6	171
Sullivan County NH	34	\$9.4	115	\$11.7	150
Orange County VT	38	\$6.1	80	\$7.5	101
Caledonia County VT	14	\$5.0	76	\$7.4	105
<b>Windsor County VT</b>	<b>30</b>	<b>\$9.5</b>	<b>75</b>	<b>\$16.5</b>	<b>193</b>
Addison County VT	31	\$7.0	70	\$10.5	129
Coos County NH	0	\$0.3	59	\$7.1	111
Bennington County VT	19	\$6.8	51	\$9.9	125
Carroll County NH	16	\$7.0	44	\$14.8	168
Orleans County VT	.	.	34	\$6.0	94
Holyoke city MA	5	\$2.0	14	\$7.9	140
Grafton County NH	15	\$6.4	5	\$27.8	313
Bennington town VT	3	\$1.6	4	\$3.6	53
Chittenden County VT	7	\$3.6	.	\$52.2	567
<b>Windham County VT</b>	.	.	.	<b>\$11.4</b>	<b>149</b>
<b>Brattleboro town VT</b>	.	.	.	<b>\$2.7</b>	<b>40</b>
Lamoille County VT	.	.	.	\$7.6	88
Washington County VT	.	.	.	\$16.9	204
Strafford County NH	.	.	.	\$37.8	450
Hillsborough County NH	.	.	.	\$139.0	1,441



Industry Transacted Sales - Vermont & New Hampshire  
Educational Services - Year 2017

Geographic Area Name	Existing and Transacted					
	Existing Number of Businesses (#)	Transacted Sales or Revenues (\$Mil.)	Transacted Sales per Business (\$Mil.)	Transacted Revenues per Capita (\$)	Transacted Market Share (%)	Existing Jobs v. Population (%)
<b>VERMONT</b>	<b>281</b>	<b>\$150.1</b>	<b>\$0.5</b>	<b>\$240.5</b>	<b>0.7%</b>	<b>0.3%</b>
<b>NEW HAMPSHIRE</b>	<b>460</b>	<b>\$509.2</b>	<b>\$1.1</b>	<b>\$377.7</b>	<b>0.9%</b>	<b>0.3%</b>
<b>MASSACHUSETTS</b>	<b>2,502</b>	<b>\$2,474.9</b>	<b>\$1.0</b>	<b>\$361.3</b>	<b>0.8%</b>	<b>0.4%</b>
<b>AVERAGE</b>	.	.	.	.	<b>0.8%</b>	<b>0.3%</b>
Rockingham County, NH	114	\$44.1	\$0.4	\$144.0	0.3%	0.2%
Rutland County, VT	14	\$2.3	\$0.2	\$38.2	0.1%	0.1%
Belknap County, NH	10	\$2.9	\$0.3	\$47.9	0.1%	0.1%
Cheshire County, NH	17	\$5.9	\$0.3	\$77.3	0.2%	0.1%
Merrimack County, NH	49	\$26.9	\$0.5	\$179.7	0.5%	0.2%
Franklin County, VT	6	\$1.5	\$0.2	\$30.1	0.1%	0.1%
Sullivan County, NH	8	\$2.3	\$0.3	\$52.3	0.2%	0.1%
Orange County, VT	9	\$1.4	\$0.2	\$50.0	0.2%	0.1%
Caledonia County, VT	7	\$2.4	\$0.3	\$79.7	0.3%	0.1%
<b>Windsor County, VT</b>	<b>22</b>	<b>\$7.0</b>	<b>\$0.3</b>	<b>\$126.1</b>	<b>0.3%</b>	<b>0.2%</b>
Addison County, VT	16	\$3.6	\$0.2	\$96.6	0.3%	0.2%
Coos County, NH	5	\$6.8	\$1.4	\$214.7	0.8%	0.2%
Bennington County, VT	9	\$3.1	\$0.3	\$88.0	0.3%	0.2%
Carroll County, NH	18	\$7.8	\$0.4	\$162.6	0.4%	0.3%
Orleans County, VT	.	.	.	.	.	0.2%
Holyoke city, MA	14	\$5.9	\$0.4	\$146.6	0.6%	0.3%
Grafton County, NH	51	\$21.4	\$0.4	\$238.7	0.6%	0.3%
Bennington town, VT	4	\$2.0	\$0.5	\$131.0	0.4%	0.3%
Chittenden County, VT	99	\$48.6	\$0.5	\$298.7	0.8%	0.5%
<b>Windham County, VT</b>	<b>40</b>	<b>\$41.3</b>	<b>\$1.0</b>	<b>\$963.3</b>	<b>3.0%</b>	<b>0.8%</b>
<b>Brattleboro town, VT</b>	<b>23</b>	<b>\$36.6</b>	<b>\$1.6</b>	<b>\$3,174.7</b>	<b>11.3%</b>	<b>2.3%</b>
Lamoille County, VT	11	\$8.4	\$0.8	\$332.6	0.9%	0.5%
Washington County, VT	39	\$28.6	\$0.7	\$490.3	1.4%	0.5%
Strafford County, NH	27	\$109.4	\$4.1	\$847.3	2.4%	0.4%
Hillsborough County, NH	161	\$281.6	\$1.7	\$681.8	1.7%	0.5%

## Industry Gap & Potential - Vermont & New Hampshire Arts, entertainment, and recreation - Year 2017

Geographic Area Name	Estimated Market Gap (Leakage)			Market Potential	
	Additional Number of Businesses (#)	Additional Sales or Revenues (\$Mil.)	Additional Number of Jobs (#)	Potential Sales or Revenues (\$Mil.)	Total Potential Jobs (#)
<b>VERMONT</b>	.	.	.	.	.
<b>NEW HAMPSHIRE</b>	.	.	.	.	.
<b>MASSACHUSETTS</b>	.	.	.	.	.
<b>AVERAGE</b>	.	.	.	.	.
Hillsborough County NH	154	\$166.7	1,300	\$369.7	4,307
Strafford County NH	90	\$67.5	666	\$100.5	1,346
Franklin County VT	.	.	452	\$33.5	512
Sullivan County NH	72	\$25.2	409	\$31.1	449
Orange County VT	68	\$16.2	258	\$20.0	301
Washington County VT	19	\$12.5	255	\$44.9	608
Caledonia County VT	25	\$13.0	251	\$19.7	315
Addison County VT	50	\$19.2	239	\$28.0	385
Belknap County NH	(13)	(\$17.7)	232	\$49.8	635
Holyoke city MA	20	\$11.9	223	\$21.0	420
Cheshire County NH	47	\$28.4	215	\$56.4	793
Orleans County VT	20	\$8.9	215	\$15.9	281
Coos County NH	3	\$1.8	209	\$19.0	331
Lamoille County VT	26	\$9.6	132	\$20.3	264
Claremont city NH	.	.	125	\$7.4	135
Bennington town VT	13	\$5.2	94	\$9.6	157
Grand Isle County VT	.	.	63	\$6.1	73
Essex County VT	70	\$3.3	58	\$3.4	65
<b>Windsor County VT</b>	.	.	<b>56</b>	<b>\$43.8</b>	<b>576</b>
<b>Brattleboro town VT</b>	.	.	<b>38</b>	<b>\$7.1</b>	<b>120</b>
Walpole town NH	5	\$2.5	37	\$4.0	41
<b>Springfield town VT</b>	<b>8</b>	<b>\$2.8</b>	<b>11</b>	<b>\$5.1</b>	<b>94</b>
Merrimack County NH	4	\$5.8	.	\$122.4	1,563
<b>Windham County VT</b>	.	.	.	<b>\$30.4</b>	<b>447</b>
Rockingham County NH	.	.	.	\$316.1	3,195
Bennington County VT	.	.	.	\$26.4	373
Carroll County NH	.	.	.	\$39.4	502
Chittenden County VT	.	.	.	\$138.8	1,696
Grafton County NH	.	.	.	\$74.1	936
Rutland County VT	.	.	.	\$40.4	614

Industry Transacted Sales - Vermont & New Hampshire  
Arts, entertainment, and recreation - Year 2017

Geographic Area Name	Existing and Transacted					
	Existing Number of Businesses (#)	Transacted Sales or Revenues (\$Mil.)	Transacted Sales per Business (\$Mil.)	Transacted Revenues per Capita (\$)	Transacted Market Share (%)	Existing Jobs v. Population (%)
<b>VERMONT</b>	<b>457</b>	<b>\$517.0</b>	<b>\$1.1</b>	<b>\$828.0</b>	<b>2.4%</b>	<b>1.2%</b>
<b>NEW HAMPSHIRE</b>	<b>815</b>	<b>\$978.1</b>	<b>\$1.2</b>	<b>\$725.6</b>	<b>1.8%</b>	<b>0.9%</b>
<b>MASSACHUSETTS</b>	<b>3,477</b>	<b>\$7,037.2</b>	<b>\$2.0</b>	<b>\$1,027.2</b>	<b>2.3%</b>	<b>1.0%</b>
<b>AVERAGE</b>	<b>.</b>	<b>.</b>	<b>.</b>	<b>.</b>	<b>2.2%</b>	<b>1.0%</b>
Hillsborough County, NH	188	\$203.0	\$1.1	\$491.5	1.2%	0.7%
Strafford County, NH	44	\$33.0	\$0.7	\$255.4	0.7%	0.5%
Franklin County, VT	.	.	.	.	.	0.1%
Sullivan County, NH	17	\$5.9	\$0.3	\$137.2	0.4%	0.1%
Orange County, VT	16	\$3.8	\$0.2	\$131.3	0.4%	0.1%
Washington County, VT	49	\$32.5	\$0.7	\$556.3	1.6%	0.6%
Caledonia County, VT	13	\$6.7	\$0.5	\$221.1	0.7%	0.2%
Addison County, VT	23	\$8.8	\$0.4	\$239.8	0.7%	0.4%
Belknap County, NH	51	\$67.5	\$1.3	\$1,108.1	3.0%	0.7%
Holyoke city, MA	15	\$9.1	\$0.6	\$227.3	0.9%	0.5%
Cheshire County, NH	46	\$28.0	\$0.6	\$368.4	1.1%	0.8%
Orleans County, VT	16	\$7.0	\$0.4	\$261.1	1.0%	0.2%
Coos County, NH	28	\$17.2	\$0.6	\$541.9	2.0%	0.4%
Lamoille County, VT	29	\$10.8	\$0.4	\$425.0	1.2%	0.5%
Claremont city, NH	.	.	.	.	.	0.1%
Bennington town, VT	11	\$4.5	\$0.4	\$296.3	1.0%	0.4%
Grand Isle County, VT	.	.	.	.	.	0.1%
Essex County, VT	3	\$0.1	\$0.0	\$22.7	0.1%	0.1%
<b>Windsor County, VT</b>	<b>45</b>	<b>\$48.8</b>	<b>\$1.1</b>	<b>\$882.9</b>	<b>2.4%</b>	<b>0.9%</b>
<b>Brattleboro town, VT</b>	<b>15</b>	<b>\$8.1</b>	<b>\$0.5</b>	<b>\$699.8</b>	<b>2.5%</b>	<b>0.7%</b>
Walpole town, NH	3	\$1.4	\$0.5	\$364.8	0.8%	0.1%
<b>Springfield town, VT</b>	<b>7</b>	<b>\$2.4</b>	<b>\$0.3</b>	<b>\$264.8</b>	<b>1.0%</b>	<b>0.9%</b>
Merrimack County, NH	78	\$116.6	\$1.5	\$777.8	2.1%	1.2%
<b>Windham County, VT</b>	<b>38</b>	<b>\$95.7</b>	<b>\$2.5</b>	<b>\$2,235.8</b>	<b>6.9%</b>	<b>3.6%</b>
Rockingham County, NH	231	\$358.8	\$1.6	\$1,171.2	2.5%	1.0%
Bennington County, VT	36	\$32.2	\$0.9	\$901.3	2.7%	1.2%
Carroll County, NH	61	\$55.2	\$0.9	\$1,147.1	3.1%	1.7%
Chittenden County, VT	128	\$174.8	\$1.4	\$1,074.7	2.8%	1.5%
Grafton County, NH	71	\$92.9	\$1.3	\$1,035.0	2.7%	2.1%
Rutland County, VT	44	\$90.1	\$2.0	\$1,530.6	4.9%	3.2%

## Industry Gap & Potential - Vermont & New Hampshire Transportation, warehousing - Year 2017

Geographic Area Name	Estimated Market Gap (Leakage)			Market Potential	
	Additional Number of Businesses (#)	Additional Sales or Revenues (\$Mil.)	Additional Number of Jobs (#)	Potential Sales or Revenues (\$Mil.)	Total Potential Jobs (#)
<b>VERMONT</b>	.	.	.	.	.
<b>NEW HAMPSHIRE</b>	.	.	.	.	.
<b>MASSACHUSETTS</b>	.	.	.	.	.
<b>AVERAGE</b>	.	.	.	.	.
Hillsborough County NH	104	\$208.7	1,131	\$623.2	4,595
Strafford County NH	65	\$102.6	580	\$169.4	1,436
Rutland County VT	14	\$16.5	358	\$68.1	655
Carroll County NH	114	\$53.4	352	\$66.5	536
Sullivan County NH	38	\$32.2	343	\$52.5	480
Grafton County NH	26	\$38.2	341	\$124.9	999
Bennington County VT	72	\$34.1	271	\$44.5	398
Orange County VT	39	\$21.5	240	\$33.8	322
Cheshire County NH	45	\$48.5	223	\$95.1	846
Belknap County NH	16	\$28.9	209	\$84.0	677
Holyoke city MA	8	\$12.9	176	\$35.5	448
Lamoille County VT	41	\$23.4	175	\$34.3	282
Washington County VT	.	.	156	\$75.7	649
Claremont city NH	2	\$2.9	99	\$12.4	144
<b>Springfield town VT</b>	<b>88</b>	<b>\$8.4</b>	<b>94</b>	<b>\$8.7</b>	<b>100</b>
Bennington town VT	16	\$10.1	74	\$16.3	168
Caledonia County VT	.	.	72	\$33.2	336
Coos County NH	.	.	53	\$32.0	353
Essex County VT	1	\$0.6	52	\$5.8	69
Addison County VT	17	\$16.5	49	\$47.2	410
Orleans County VT	.	.	42	\$26.8	299
<b>Windsor County VT</b>	<b>22</b>	<b>\$28.9</b>	<b>29</b>	<b>\$73.8</b>	<b>615</b>
Grand Isle County VT	0	\$0.4	10	\$10.3	78
Merrimack County NH	24	\$44.4	.	\$206.4	1,668
<b>Bellows Falls village VT</b>	.	.	.	<b>\$2.6</b>	<b>33</b>
<b>Windham County VT</b>	.	.	.	<b>\$51.3</b>	<b>476</b>
<b>Brattleboro town VT</b>	.	.	.	<b>\$11.9</b>	<b>128</b>
Franklin County VT	.	.	.	\$56.4	546
Chittenden County VT	.	.	.	\$234.1	1,809
Rockingham County NH	.	.	.	\$533.0	3,408

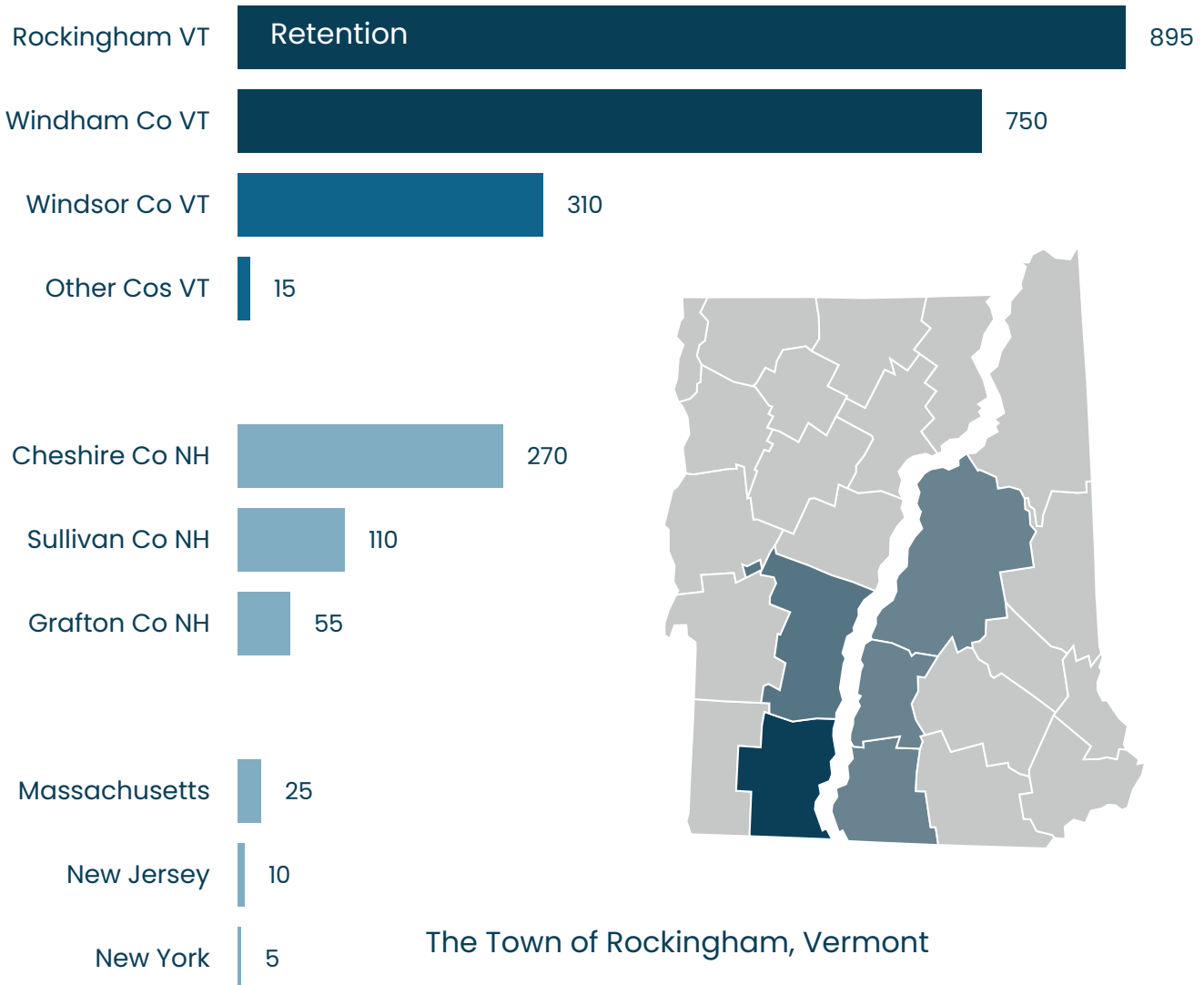
Industry Transacted Sales - Vermont & New Hampshire  
 Transportation, warehousing - Year 2017

Geographic Area Name	Existing and Transacted					
	Existing Number of Businesses (#)	Transacted Sales or Revenues (\$Mil.)	Transacted Sales per Business (\$Mil.)	Transacted Revenues per Capita (\$)	Transacted Market Share (%)	Existing Jobs v. Population (%)
<b>VERMONT</b>	<b>491</b>	<b>\$772.9</b>	<b>\$1.6</b>	<b>\$1,238.0</b>	<b>3.6%</b>	<b>1.0%</b>
<b>NEW HAMPSHIRE</b>	<b>814</b>	<b>\$1,583.6</b>	<b>\$1.9</b>	<b>\$1,174.7</b>	<b>2.9%</b>	<b>1.0%</b>
<b>MASSACHUSETTS</b>	<b>3,973</b>	<b>\$13,596.1</b>	<b>\$3.4</b>	<b>\$1,984.7</b>	<b>4.5%</b>	<b>1.3%</b>
<b>AVERAGE</b>	<b>.</b>	<b>.</b>	<b>.</b>	<b>.</b>	<b>3.7%</b>	<b>1.1%</b>
Hillsborough County, NH	206	\$414.5	\$2.0	\$1,003.4	2.5%	0.8%
Strafford County, NH	42	\$66.7	\$1.6	\$516.6	1.5%	0.7%
Rutland County, VT	44	\$51.6	\$1.2	\$876.9	2.8%	0.5%
Carroll County, NH	28	\$13.1	\$0.5	\$272.8	0.7%	0.4%
Sullivan County, NH	24	\$20.3	\$0.8	\$470.8	1.4%	0.3%
Grafton County, NH	60	\$86.7	\$1.4	\$965.7	2.6%	0.7%
Bennington County, VT	22	\$10.4	\$0.5	\$290.2	0.9%	0.4%
Orange County, VT	22	\$12.3	\$0.6	\$424.0	1.3%	0.3%
Cheshire County, NH	43	\$46.6	\$1.1	\$613.1	1.8%	0.8%
Belknap County, NH	31	\$55.1	\$1.8	\$904.4	2.4%	0.8%
Holyoke city, MA	14	\$22.6	\$1.6	\$561.7	2.3%	0.7%
Lamoille County, VT	19	\$10.9	\$0.6	\$429.8	1.2%	0.4%
Washington County, VT	34	\$86.7	\$2.5	\$1,485.3	4.2%	0.8%
Claremont city, NH	7	\$9.5	\$1.4	\$732.8	2.8%	0.3%
<b>Springfield town, VT</b>	<b>3</b>	<b>\$0.3</b>	<b>\$0.1</b>	<b>\$31.6</b>	<b>0.1%</b>	<b>0.1%</b>
Bennington town, VT	10	\$6.2	\$0.6	\$409.4	1.4%	0.6%
Caledonia County, VT	28	\$38.4	\$1.4	\$1,269.0	4.3%	0.9%
Coos County, NH	34	\$44.3	\$1.3	\$1,397.1	5.1%	0.9%
Essex County, VT	8	\$5.2	\$0.7	\$838.7	3.3%	0.3%
Addison County, VT	32	\$30.7	\$1.0	\$833.7	2.4%	1.0%
Orleans County, VT	33	\$42.4	\$1.3	\$1,574.7	5.8%	1.0%
<b>Windsor County, VT</b>	<b>35</b>	<b>\$44.9</b>	<b>\$1.3</b>	<b>\$813.2</b>	<b>2.2%</b>	<b>1.1%</b>
Grand Isle County, VT	9	\$9.9	\$1.1	\$1,410.0	3.5%	1.0%
Merrimack County, NH	88	\$162.0	\$1.8	\$1,080.5	2.9%	1.1%
<b>Bellows Falls village, VT</b>	<b>.</b>	<b>.</b>	<b>.</b>	<b>.</b>	<b>.</b>	<b>2.0%</b>
<b>Windham County, VT</b>	<b>45</b>	<b>\$78.6</b>	<b>\$1.7</b>	<b>\$1,835.4</b>	<b>5.6%</b>	<b>1.2%</b>
<b>Brattleboro town, VT</b>	<b>11</b>	<b>\$37.8</b>	<b>\$3.4</b>	<b>\$3,278.2</b>	<b>11.7%</b>	<b>1.8%</b>
Franklin County, VT	47	\$82.0	\$1.7	\$1,670.4	5.4%	1.2%
Chittenden County, VT	113	\$268.9	\$2.4	\$1,653.3	4.2%	1.4%
Rockingham County, NH	258	\$674.3	\$2.6	\$2,201.0	4.7%	1.8%

# Section C

# Commuter Out-Flow | Rockingham

Destinations of local residents reported as commuting from the town in 2015.



The Town of Rockingham, Vermont

Retention of Local Workers = 895

Inflow from Windham Co = +600

Inflow from Windsor Co = +420

Inflow from Other Places = +470

Outflow from Windham Co = -750

Outflow from Windsor Co = -310

Outflow to Other Places = -490

Net Outflow of Commuters = -60

Net Daily Workers = 835

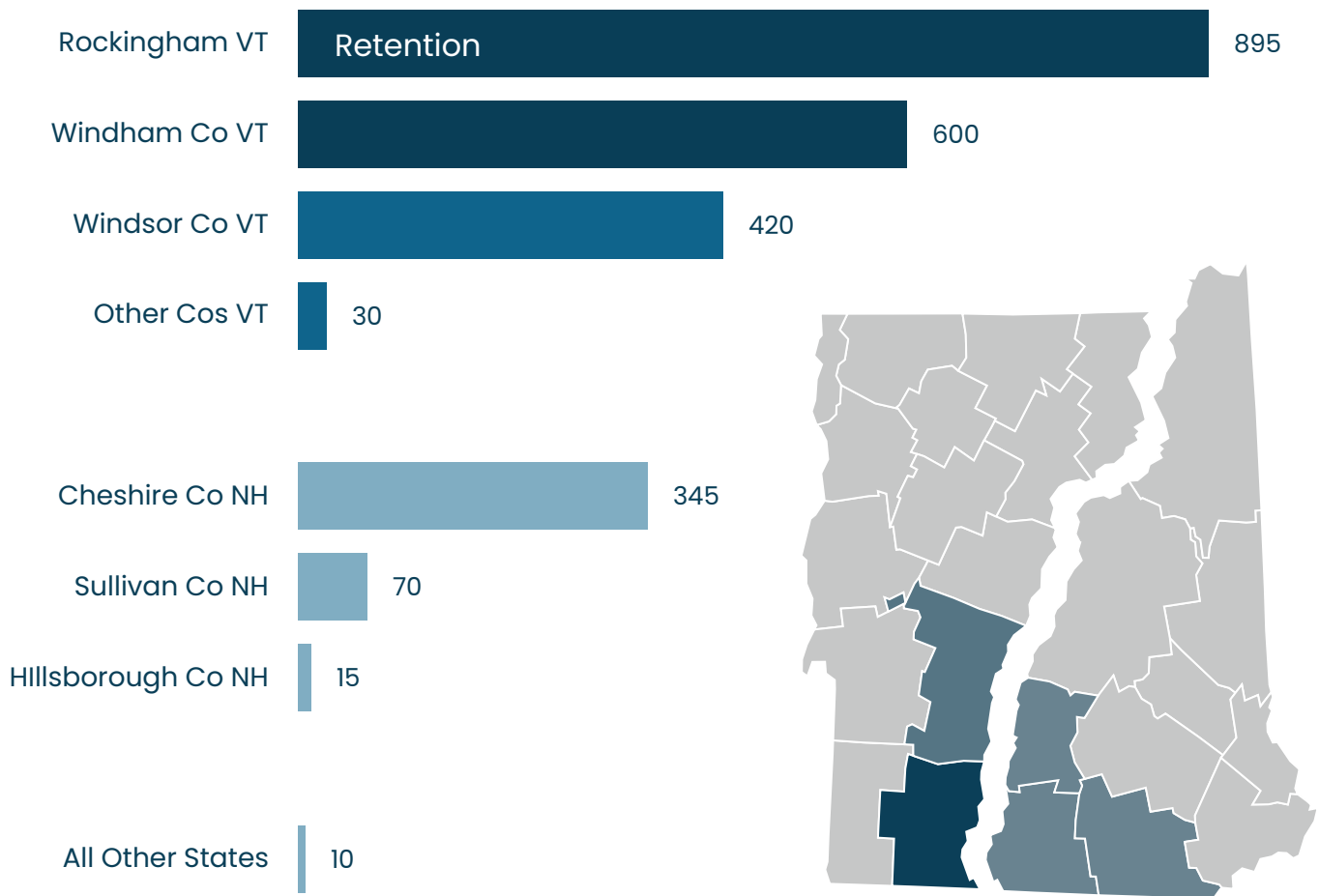
Underlying data by the American Community Survey with 5-year estimates through 2015. Analysis and exhibit prepared by LandUseUSA | Urban Strategies in collaboration with the Incremental Development Alliance; 2021.





# Commuter In-Flow | Rockingham

Origins of local workers reported as commuting into the town in 2015.



## The Town of Rockingham, Vermont

Retention of Local Workers = 895

Inflow from Windham Co = +600

Inflow from Windsor Co = +420

Inflow from Other Places = +470

Outflow from Windham Co = -750

Outflow from Windsor Co = -310

Outflow to Other Places = -490

Net Outflow of Commuters = -60

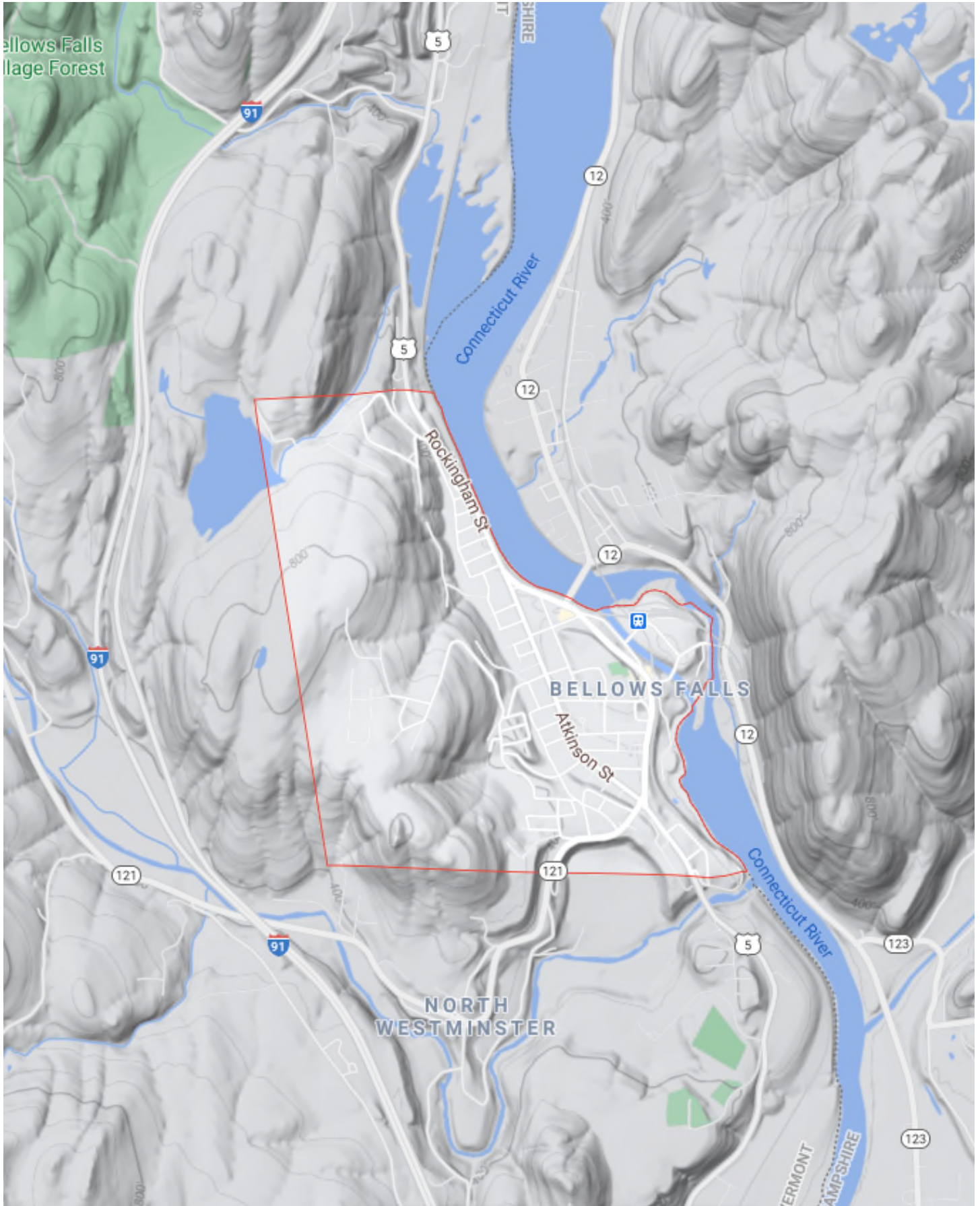
Net Daily Workers = 835

Underlying data by the American Community Survey with 5-year estimates through 2015. Analysis and exhibit prepared by LandUseUSA | Urban Strategies in collaboration with the Incremental Development Alliance; 2021.



# Section D

# The Village of Bellows Falls, Vermont



## Commercial Market Parameters The Village of Bellows Falls, Vermont

Population by Age	2000 Census	2000 Share	2010 Census	2010 Share	2020 Estimates	2020 Share	2025 Projections	2025 Share
0 to 4	206	7%	217	7%	214	7%	216	7%
5 to 14	472	15%	383	12%	361	12%	377	12%
15 to 19	231	7%	198	6%	161	5%	148	5%
20 to 24	172	5%	219	7%	193	6%	179	6%
25 to 34	431	14%	385	12%	412	14%	422	14%
35 to 44	454	14%	387	12%	361	12%	365	12%
45 to 54	461	15%	484	15%	353	12%	347	11%
55 to 64	246	8%	412	13%	430	14%	407	13%
65 to 74	251	8%	214	7%	306	10%	329	11%
75 to 84	186	6%	146	5%	152	5%	165	5%
85+	<u>61</u>	<u>2%</u>	<u>88</u>	<u>3%</u>	<u>99</u>	<u>3%</u>	<u>96</u>	<u>3%</u>
Total Population	3,171	100%	3,135	100%	3,042	100%	3,051	100%
Median Age	37	.	39	.	39	.	40	.
Seasonal Population	40	1%	40	1%	39	1%	39	1%

Source: Underlying data provided by the 2000 and 2010 US Census and American Community Survey through 2019. Analysis, projections, and exhibit prepared by LandUseUSA | Urban Strategies; 2021.

## Commercial Market Parameters The Village of Bellows Falls, Vermont

	2000 Census	2000 Share	2010 Census	2010 Share	2020 Estimates	2020 Share	2025 Projections	2025 Share
Educational Attainment								
Grade K - 8	132	6%	76	4%	67	3%	67	3%
Grade 9 - 11	253	12%	170	8%	191	9%	194	9%
High School Graduate	901	43%	957	45%	894	42%	897	42%
Some College, No Degree	367	18%	448	21%	434	21%	439	21%
Associates Degree	115	6%	46	2%	72	3%	74	3%
Bachelor's Degree	227	11%	301	14%	309	15%	313	15%
Graduate Degree	67	3%	118	6%	141	7%	144	7%
No Schooling	<u>31</u>	<u>1%</u>	<u>4</u>	<u>0%</u>	<u>5</u>	<u>0%</u>	<u>5</u>	<u>0%</u>
Age 25+ Population	2,092	100%	2,118	100%	2,113	100%	2,131	100%
Some College or a Degree	776	37%	913	43%	956	45%	970	46%

Source: Underlying data provided by the 2000 and 2010 US Census and American Community Survey through 2019. Analysis, projections, and exhibit prepared by LandUseUSA | Urban Strategies; 2021.

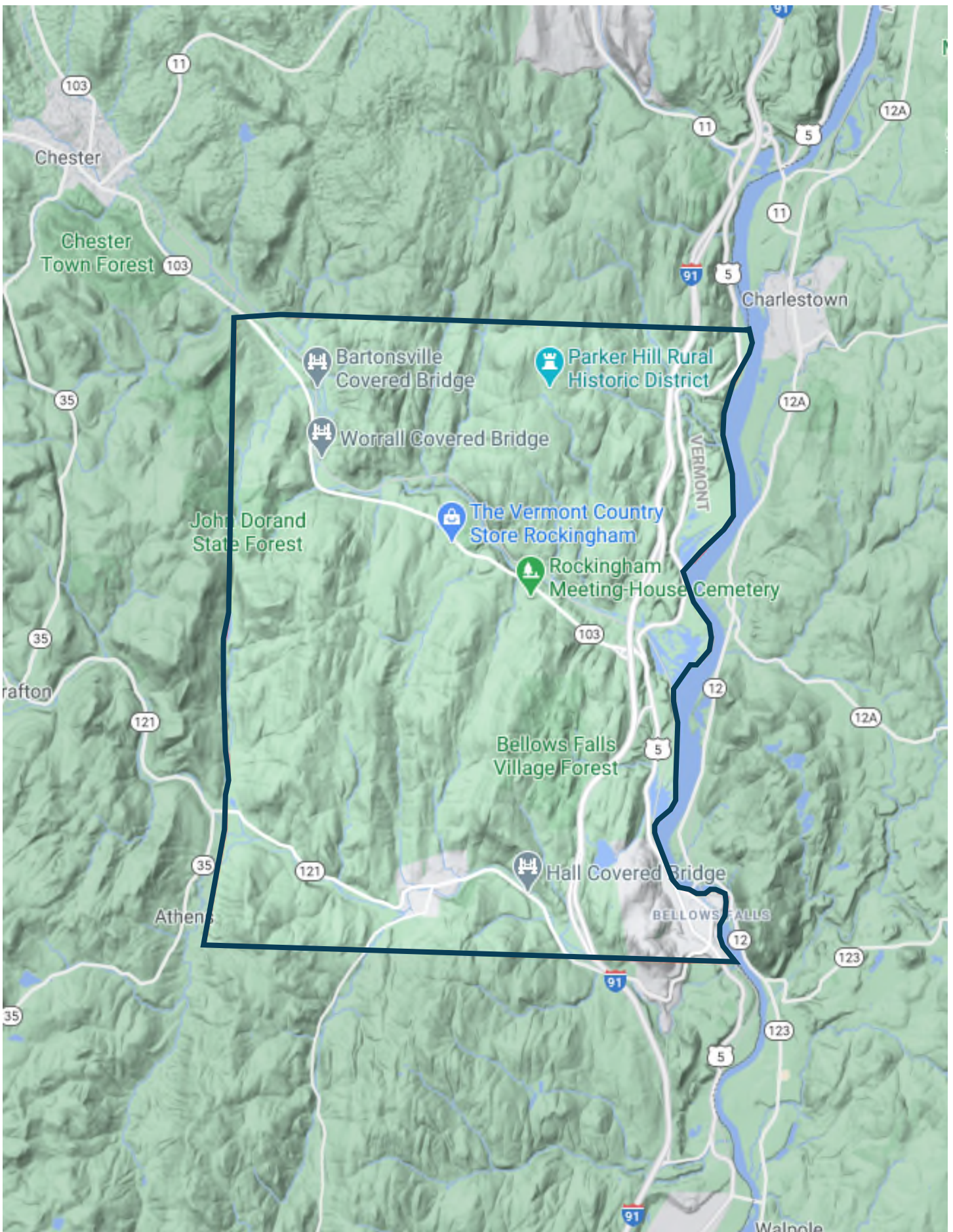
## Commercial Market Parameters The Village of Bellows Falls, Vermont

	2000 Census	2000 Share	2010 Census	2010 Share	2020 Estimates	2020 Share	2025 Projections	2025 Share
Employment								
Civilian, Employed	1,484	93%	1,389	88%	1,583	96%	1,529	94%
Civilian, Unemployed	116	7%	193	12%	71	4%	90	6%
In Armed Forces	<u>0</u>	<u>0%</u>	<u>0</u>	<u>0%</u>	<u>0</u>	<u>0%</u>	<u>0</u>	<u>0%</u>
Total Labor Force Ages 16+	1,600	100%	1,582	100%	1,654	100%	1,619	100%
In the Labor Force	1,600	65%	1,582	64%	1,654	68%	1,619	67%
Not In Labor Force	<u>851</u>	<u>35%</u>	<u>908</u>	<u>36%</u>	<u>776</u>	<u>32%</u>	<u>806</u>	<u>33%</u>
Total Population Ages 16+	2,451	100%	2,490	100%	2,429	100%	2,425	100%
Blue Collar Workers	777	52%	597	43%	723	46%	701	46%
White Collar Workers	<u>714</u>	<u>48%</u>	<u>792</u>	<u>57%</u>	<u>860</u>	<u>54%</u>	<u>827</u>	<u>54%</u>
Total Labor Force Ages 16+	1,491	100%	1,389	100%	1,583	100%	1,529	100%
Per Capita Income	\$14,882	.	\$23,035	.	\$22,279	.	\$25,771	.

Source: Underlying data provided by the 2000 and 2010 US Census and American Community Survey through 2019. Analysis, projections, and exhibit prepared by LandUseUSA | Urban Strategies; 2021.



# The Town of Rockingham, Vermont



## Commercial Market Parameters The Town of Rockingham, Vermont

Population by Age	2000 Census	2000 Share	2010 Census	2010 Share	2020 Estimates	2020 Share	2025 Projections	2025 Share
0 to 4	309	6%	314	6%	333	6%	359	6%
5 to 14	770	15%	639	12%	586	11%	612	11%
15 to 19	361	7%	329	6%	287	5%	274	5%
20 to 24	257	5%	309	6%	302	6%	318	6%
25 to 34	637	12%	582	11%	638	12%	683	12%
35 to 44	784	15%	643	12%	612	11%	634	11%
45 to 54	849	16%	844	16%	657	12%	651	11%
55 to 64	512	10%	806	15%	880	16%	852	15%
65 to 74	398	8%	435	8%	702	13%	773	14%
75 to 84	330	6%	249	5%	300	6%	360	6%
85+	<u>93</u>	<u>2%</u>	<u>132</u>	<u>2%</u>	<u>154</u>	<u>3%</u>	<u>157</u>	<u>3%</u>
Total Population	5,300	100%	5,283	100%	5,452	100%	5,674	100%
Median Age	39	.	39	.	39	.	39	.
Seasonal Population	326	6%	325	6%	335	6%	349	6%

Source: Underlying data provided by the 2000 and 2010 US Census and American Community Survey through 2019. Analysis, projections, and exhibit prepared by LandUseUSA | Urban Strategies; 2021.



## Commercial Market Parameters The Town of Rockingham, Vermont

	2000 Census	2000 Share	2010 Census	2010 Share	2020 Estimates	2020 Share	2025 Projections	2025 Share
Educational Attainment								
Grade K - 8	199	6%	99	3%	96	2%	98	2%
Grade 9 - 11	485	13%	309	8%	339	9%	351	9%
High School Graduate	1,410	39%	1,414	38%	1,441	37%	1,487	36%
Some College, No Degree	643	18%	860	23%	825	21%	855	21%
Associates Degree	159	4%	116	3%	162	4%	172	4%
Bachelor's Degree	490	14%	561	15%	662	17%	699	17%
Graduate Degree	180	5%	328	9%	413	10%	443	11%
No Schooling	<u>32</u>	<u>1%</u>	<u>4</u>	<u>0%</u>	<u>5</u>	<u>0%</u>	<u>5</u>	<u>0%</u>
Age 25+ Population	3,598	100%	3,691	100%	3,943	100%	4,110	100%
Some College or a Degree	1,472	41%	1,865	51%	2,062	52%	2,169	53%

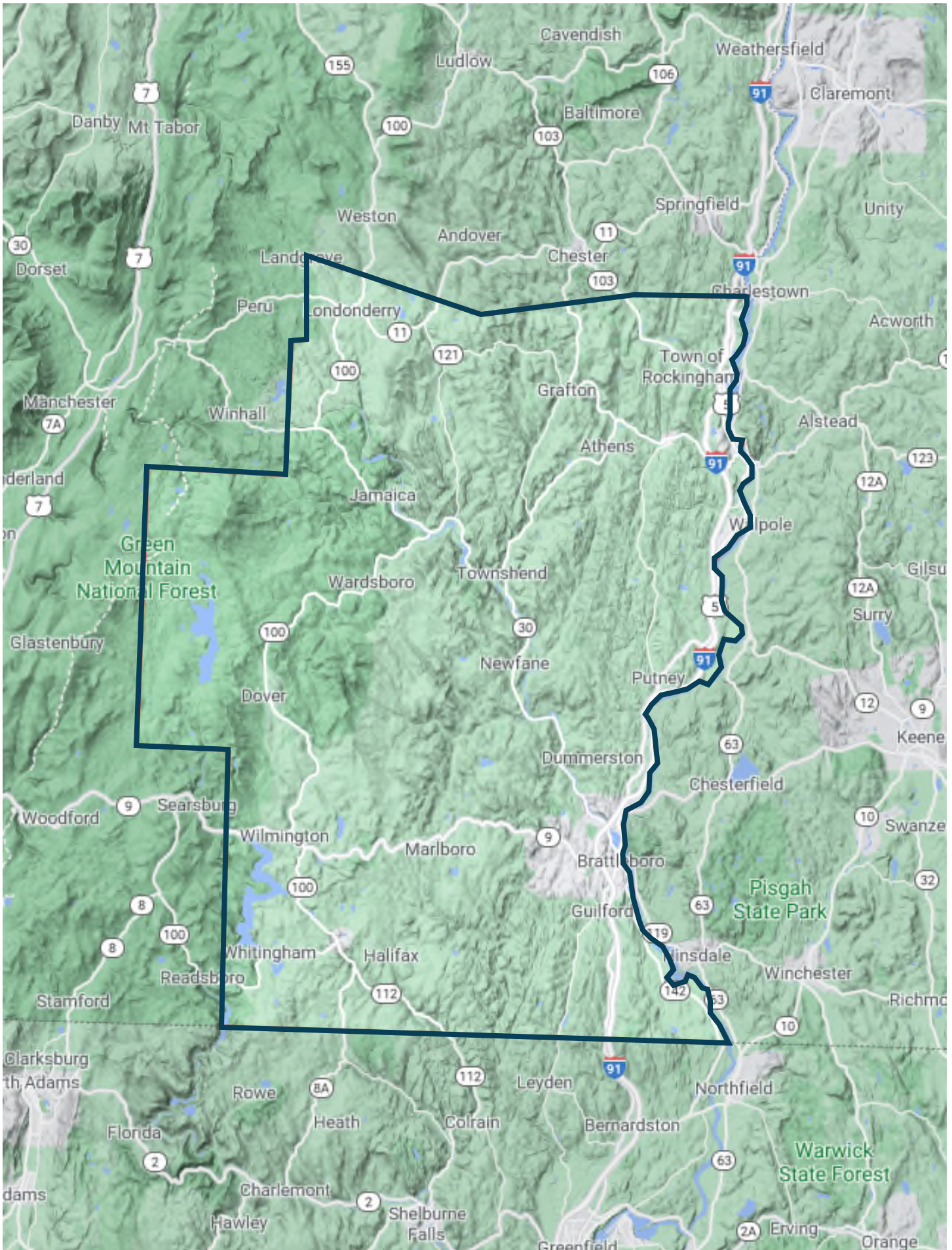
Source: Underlying data provided by the 2000 and 2010 US Census and American Community Survey through 2019. Analysis, projections, and exhibit prepared by LandUseUSA | Urban Strategies; 2021.

## Commercial Market Parameters The Town of Rockingham, Vermont

	2000 Census	2000 Share	2010 Census	2010 Share	2020 Estimates	2020 Share	2025 Projections	2025 Share
Employment								
Civilian, Employed	2,591	95%	2,492	91%	2,974	97%	3,001	96%
Civilian, Unemployed	150	5%	239	9%	92	3%	119	4%
In Armed Forces	<u>0</u>	<u>0%</u>	<u>0</u>	<u>0%</u>	<u>0</u>	<u>0%</u>	<u>0</u>	<u>0%</u>
Total Labor Force Ages 16+	2,741	100%	2,731	100%	3,066	100%	3,120	100%
In the Labor Force	2,741	66%	2,731	66%	3,066	74%	3,120	75%
Not In Labor Force	<u>1,405</u>	<u>34%</u>	<u>1,528</u>	<u>37%</u>	<u>1,403</u>	<u>34%</u>	<u>1,521</u>	<u>37%</u>
Total Population Ages 16+	4,146	100%	4,146	100%	4,146	100%	4,146	100%
Blue Collar Workers	1,293	50%	1,054	42%	1,356	46%	1,378	46%
White Collar Workers	<u>1,303</u>	<u>50%</u>	<u>1,438</u>	<u>58%</u>	<u>1,618</u>	<u>54%</u>	<u>1,623</u>	<u>54%</u>
Total Labor Force Ages 16+	2,596	100%	2,492	100%	2,974	100%	3,001	100%
Per Capita Income	\$18,727	.	\$25,344	.	\$25,750	.	\$29,914	.

Source: Underlying data provided by the 2000 and 2010 US Census and American Community Survey through 2019. Analysis, projections, and exhibit prepared by LandUseUSA | Urban Strategies; 2021.

# Windham County, Vermont





## Commercial Market Parameters Windham County, Vermont

	2000 Census	2000 Share	2010 Census	2010 Share	2020 Estimates	2020 Share	2025 Projections	2025 Share
Population by Age								
0 to 4	2,331	5%	2,148	5%	1,944	4%	1,950	4%
5 to 14	6,107	14%	4,971	11%	4,454	10%	4,342	10%
15 to 19	3,098	7%	2,839	6%	2,466	6%	2,339	5%
20 to 24	2,137	5%	2,513	6%	2,445	6%	2,641	6%
25 to 34	4,795	11%	4,636	10%	4,745	11%	4,856	11%
35 to 44	7,536	17%	5,183	12%	4,702	11%	4,788	11%
45 to 54	7,499	17%	7,697	17%	5,512	13%	5,116	12%
55 to 64	4,509	10%	7,359	17%	7,592	17%	7,017	16%
65 to 74	3,220	7%	3,967	9%	6,154	14%	6,806	15%
75 to 84	2,130	5%	2,219	5%	2,641	6%	3,327	7%
85+	<u>854</u>	<u>2%</u>	<u>981</u>	<u>2%</u>	<u>1,166</u>	<u>3%</u>	<u>1,218</u>	<u>3%</u>
Total Population	44,216	100%	44,513	100%	43,821	100%	44,400	100%
Median Age	40	.	45	.	47	.	48	.
Seasonal Population	19,873	45%	20,007	45%	19,696	45%	19,956	45%

Source: Underlying data provided by the 2000 and 2010 US Census and American Community Survey through 2019. Analysis, projections, and exhibit prepared by LandUseUSA | Urban Strategies; 2021.

## Commercial Market Parameters Windham County, Vermont

	2000 Census	2000 Share	2010 Census	2010 Share	2020 Estimates	2020 Share	2025 Projections	2025 Share
Educational Attainment								
Grade K - 8	1,093	4%	464	1%	501	2%	508	2%
Grade 9 - 11	2,706	9%	1,627	5%	1,774	5%	1,818	5%
High School Graduate	9,971	33%	10,782	34%	10,064	31%	10,179	31%
Some College, No Degree	5,519	18%	6,669	21%	6,010	18%	6,071	18%
Associates Degree	1,841	6%	1,938	6%	2,226	7%	2,290	7%
Bachelor's Degree	5,515	18%	5,515	17%	6,439	20%	6,635	20%
Graduate Degree	3,791	12%	4,953	15%	5,394	17%	5,521	17%
No Schooling	<u>86</u>	<u>0%</u>	<u>94</u>	<u>0%</u>	<u>104</u>	<u>0%</u>	<u>106</u>	<u>0%</u>
Age 25+ Population	30,522	100%	32,042	100%	32,512	100%	33,128	100%
Some College or a Degree	16,666	55%	19,075	60%	20,069	62%	20,517	62%

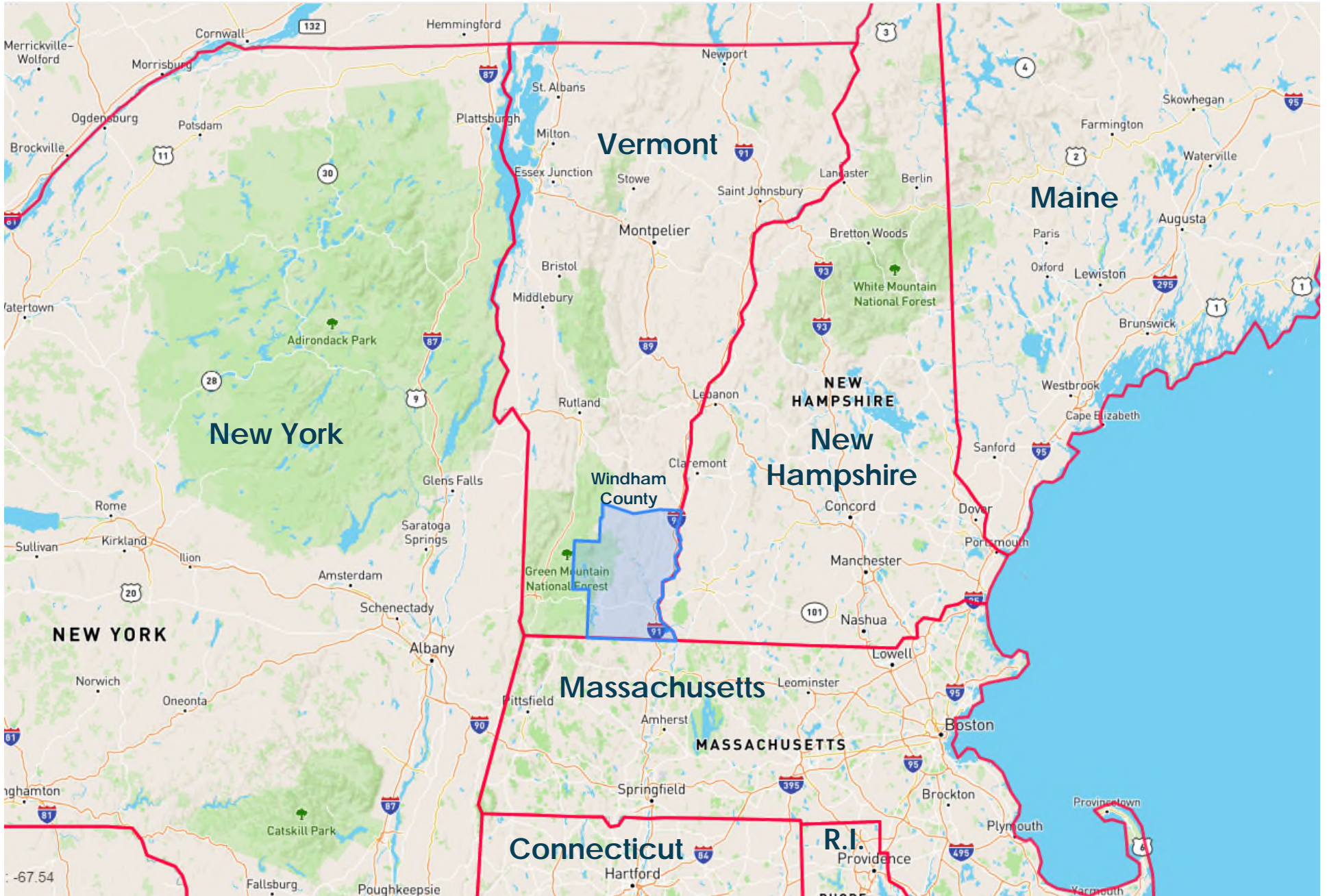
Source: Underlying data provided by the 2000 and 2010 US Census and American Community Survey through 2019. Analysis, projections, and exhibit prepared by LandUseUSA | Urban Strategies; 2021.

## Commercial Market Parameters Windham County, Vermont

	2000 Census	2000 Share	2010 Census	2010 Share	2020 Estimates	2020 Share	2025 Projections	2025 Share
Employment								
Civilian, Employed	23,298	96%	22,710	93%	25,369	97%	25,145	96%
Civilian, Unemployed	961	4%	1,787	7%	733	3%	970	4%
In Armed Forces	<u>2</u>	<u>0%</u>	<u>16</u>	<u>0%</u>	<u>16</u>	<u>0%</u>	<u>16</u>	<u>0%</u>
Total Labor Force Ages 16+	24,261	100%	24,513	100%	26,118	100%	26,131	100%
In the Labor Force	24,261	69%	24,513	67%	26,118	71%	26,131	69%
Not In Labor Force	<u>10,865</u>	<u>31%</u>	<u>12,329</u>	<u>33%</u>	<u>10,806</u>	<u>29%</u>	<u>11,517</u>	<u>31%</u>
Total Population Ages 16+	35,126	100%	36,842	100%	36,924	100%	37,648	100%
Blue Collar Workers	9,692	42%	8,990	40%	10,564	42%	10,540	42%
White Collar Workers	<u>13,599</u>	<u>58%</u>	<u>13,720</u>	<u>60%</u>	<u>14,805</u>	<u>58%</u>	<u>14,605</u>	<u>58%</u>
Total Labor Force Ages 16+	23,291	100%	22,710	100%	25,369	100%	25,145	100%
Per Capita Income	\$20,277	.	\$28,100	.	\$29,883	.	\$34,512	.

Source: Underlying data provided by the 2000 and 2010 US Census and American Community Survey through 2019. Analysis, projections, and exhibit prepared by LandUseUSA | Urban Strategies; 2021.

# The State of Vermont Northeast United States



## Commercial Market Parameters The State of Vermont

	2000 Census	2000 Share	2010 Census	2010 Share	2020 Estimates	2020 Share	2025 Projections	2025 Share
Population by Age								
0 to 4	33,984	6%	31,952	5%	30,349	5%	30,247	5%
5 to 14	86,486	14%	72,291	12%	66,419	10%	65,025	10%
15 to 19	45,562	7%	46,012	7%	43,098	7%	41,363	6%
20 to 24	38,422	6%	43,851	7%	47,200	7%	48,786	7%
25 to 34	74,061	12%	69,622	11%	75,475	12%	79,917	12%
35 to 44	102,235	17%	78,359	13%	71,952	11%	74,872	11%
45 to 54	93,781	15%	102,602	16%	82,721	13%	77,582	12%
55 to 64	56,887	9%	89,972	14%	98,411	15%	93,218	14%
65 to 74	40,958	7%	49,538	8%	74,200	12%	83,965	13%
75 to 84	26,458	4%	28,743	5%	34,503	5%	43,808	7%
85+	<u>9,986</u>	<u>2%</u>	<u>12,797</u>	<u>2%</u>	<u>14,714</u>	<u>2%</u>	<u>15,804</u>	<u>2%</u>
Total Population	608,817	100%	625,738	100%	639,040	100%	654,585	100%
Median Age	38	.	42	.	43	.	43	.
Seasonal Population	111,097	18%	114,185	18%	116,613	18%	119,449	18%

Source: Underlying data provided by the 2000 and 2010 US Census and American Community Survey through 2019. Analysis, projections, and exhibit prepared by LandUseUSA | Urban Strategies; 2021.



## Commercial Market Parameters The State of Vermont

	2000 Census	2000 Share	2010 Census	2010 Share	2020 Estimates	2020 Share	2025 Projections	2025 Share
Educational Attainment								
Grade K - 8	19,240	5%	10,844	3%	8,402	2%	8,492	2%
Grade 9 - 11	34,127	8%	25,693	6%	24,046	5%	24,706	5%
High School Graduate	130,796	32%	135,981	32%	133,491	30%	137,262	29%
Some College, No Degree	68,451	17%	76,024	18%	78,408	17%	81,217	17%
Associates Degree	31,064	8%	35,830	8%	38,689	9%	40,249	9%
Bachelor's Degree	74,104	18%	87,712	20%	99,106	22%	103,805	22%
Graduate Degree	44,894	11%	57,274	13%	67,086	15%	70,546	15%
No Schooling	<u>1,529</u>	<u>0%</u>	<u>2,276</u>	<u>1%</u>	<u>2,748</u>	<u>1%</u>	<u>2,889</u>	<u>1%</u>
Age 25+ Population	404,204	100%	431,633	100%	451,975	100%	469,165	100%
Some College or a Degree	218,513	54%	256,839	60%	283,288	63%	295,816	63%

Source: Underlying data provided by the 2000 and 2010 US Census and American Community Survey through 2019. Analysis, projections, and exhibit prepared by LandUseUSA | Urban Strategies; 2021.

## Commercial Market Parameters The State of Vermont

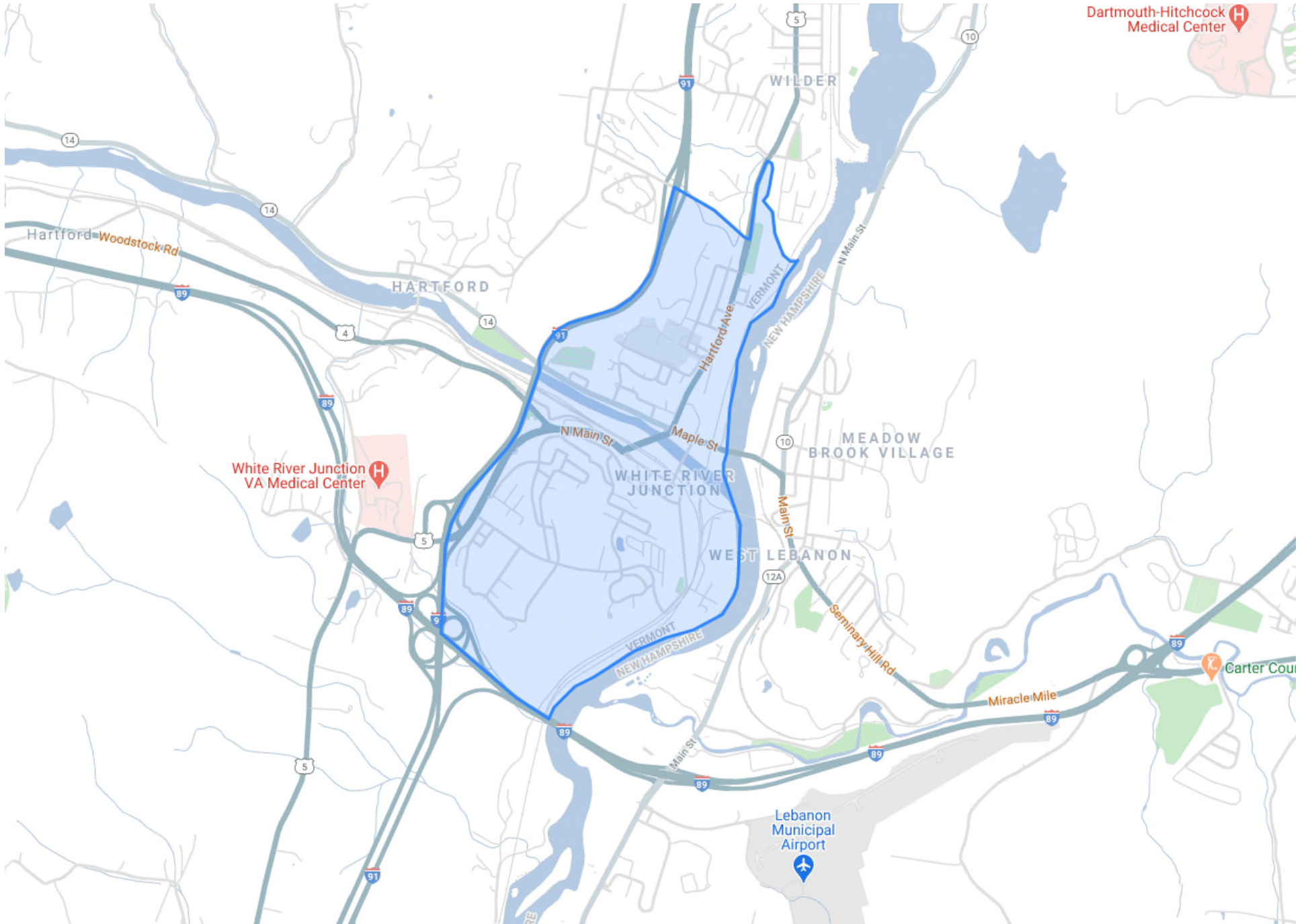
	2000 Census	2000 Share	2010 Census	2010 Share	2020 Estimates	2020 Share	2025 Projections	2025 Share
Employment								
Civilian, Employed	317,078	96%	326,501	93%	370,378	97%	371,741	96%
Civilian, Unemployed	13,994	4%	24,132	7%	10,849	3%	13,830	4%
In Armed Forces	<u>765</u>	<u>0%</u>	<u>503</u>	<u>0%</u>	<u>539</u>	<u>0%</u>	<u>540</u>	<u>0%</u>
Total Labor Force Ages 16+	331,837	100%	351,136	100%	381,766	100%	386,111	100%
In the Labor Force	331,837	69%	351,136	68%	381,766	71%	386,111	70%
Not In Labor Force	<u>147,374</u>	<u>31%</u>	<u>162,109</u>	<u>32%</u>	<u>153,102</u>	<u>29%</u>	<u>166,171</u>	<u>30%</u>
Total Population Ages 16+	479,212	100%	513,246	100%	534,869	100%	552,282	100%
Blue Collar Workers	122,242	39%	122,827	38%	142,460	38%	143,000	38%
White Collar Workers	<u>194,872</u>	<u>61%</u>	<u>203,674</u>	<u>62%</u>	<u>227,918</u>	<u>62%</u>	<u>228,741</u>	<u>62%</u>
Total Labor Force Ages 16+	317,114	100%	326,501	100%	370,378	100%	371,741	100%
Per Capita Income	\$20,273	.	\$27,919	.	\$32,821	.	\$37,397	.

Source: Underlying data provided by the 2000 and 2010 US Census and American Community Survey through 2019. Analysis, projections, and exhibit prepared by LandUseUSA | Urban Strategies; 2021.





# The Village of White River Junction, Vermont



## Commercial Market Parameters The Village of White River Junction, Vermont

	2000 Census	2000 Share	2010 Census	2010 Share	2020 Estimates	2020 Share	2025 Projections	2025 Share
Population by Age								
0 to 4	136	5%	136	6%	94	4%	92	4%
5 to 14	319	12%	259	11%	261	12%	243	11%
15 to 19	189	7%	120	5%	104	5%	106	5%
20 to 24	108	4%	136	6%	106	5%	107	5%
25 to 34	341	13%	329	14%	328	15%	322	14%
35 to 44	475	18%	309	14%	300	13%	315	14%
45 to 54	394	15%	340	15%	290	13%	271	12%
55 to 64	237	9%	320	14%	341	15%	313	14%
65 to 74	178	7%	176	8%	239	11%	269	12%
75 to 84	150	6%	109	5%	142	6%	171	8%
85+	<u>44</u>	<u>2%</u>	<u>45</u>	<u>2%</u>	<u>48</u>	<u>2%</u>	<u>52</u>	<u>2%</u>
Total Population	2,571	100%	2,278	100%	2,253	100%	2,260	100%
Median Age	39	.	40	.	43	.	43	.
Seasonal Population	66	3%	58	3%	58	3%	58	3%

Source: Underlying data provided by the 2000 and 2010 US Census and American Community Survey through 2019. Analysis, projections, and exhibit prepared by LandUseUSA | Urban Strategies; 2021.

## Commercial Market Parameters

### The Village of White River Junction, Vermont

	2000 Census	2000 Share	2010 Census	2010 Share	2020 Estimates	2020 Share	2025 Projections	2025 Share
Educational Attainment								
Grade K - 8	90	5%	33	2%	34	2%	34	2%
Grade 9 - 11	187	10%	171	10%	150	9%	150	9%
High School Graduate	727	41%	557	34%	541	32%	543	32%
Some College, No Degree	337	19%	240	15%	253	15%	257	15%
Associates Degree	115	6%	181	11%	210	12%	215	13%
Bachelor's Degree	267	15%	269	17%	292	17%	298	17%
Graduate Degree	48	3%	136	8%	167	10%	175	10%
No Schooling	<u>15</u>	<u>1%</u>	<u>41</u>	<u>2%</u>	<u>41</u>	<u>2%</u>	<u>41</u>	<u>2%</u>
Age 25+ Population	1,786	100%	1,628	100%	1,687	100%	1,712	100%
Some College or a Degree	767	43%	826	51%	923	55%	945	55%

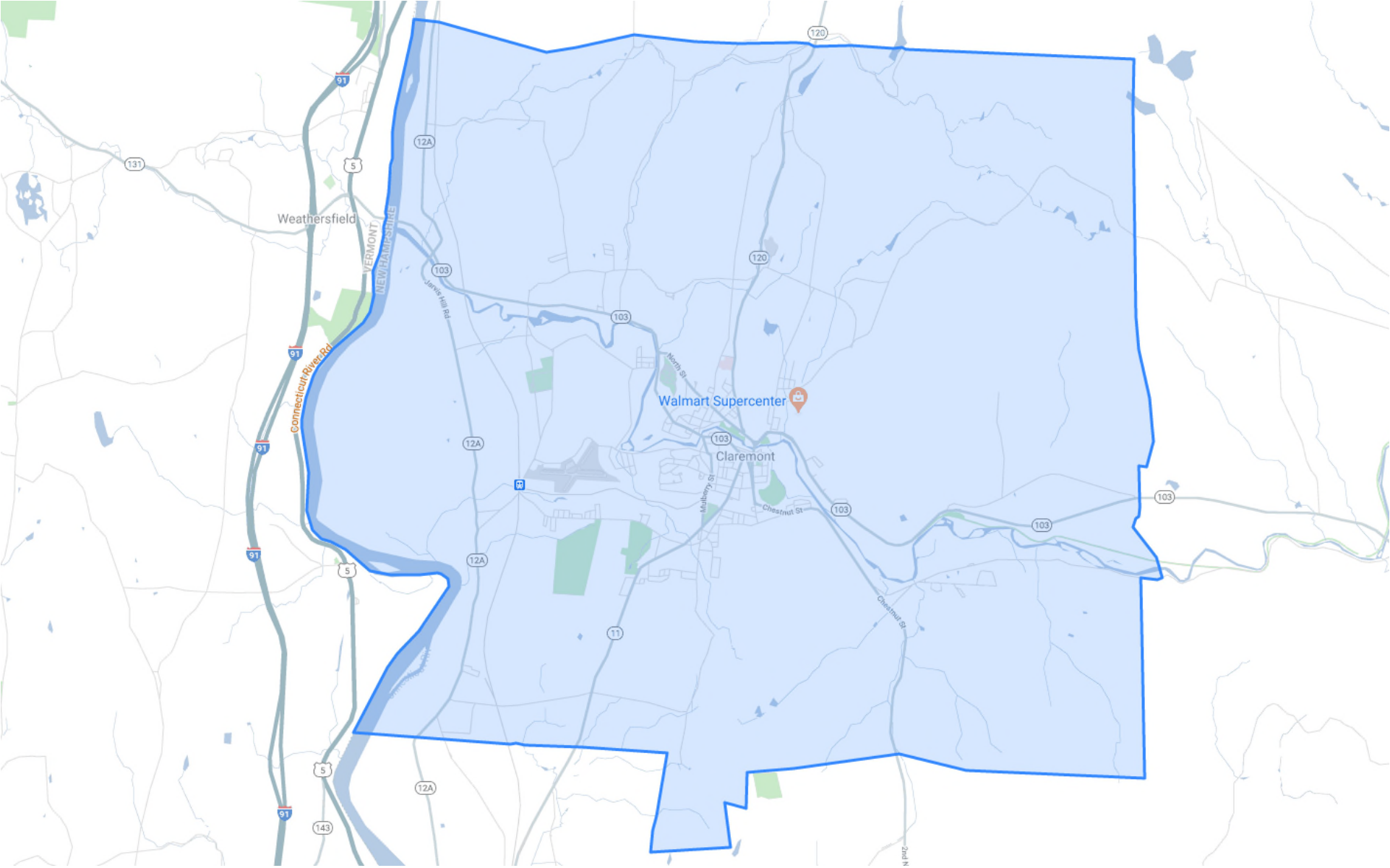
Source: Underlying data provided by the 2000 and 2010 US Census and American Community Survey through 2019. Analysis, projections, and exhibit prepared by LandUseUSA | Urban Strategies; 2021.

## Commercial Market Parameters The Village of White River Junction, Vermont

	2000 Census	2000 Share	2010 Census	2010 Share	2020 Estimates	2020 Share	2025 Projections	2025 Share
Employment								
Civilian, Employed	1,305	95%	1,125	89%	1,282	97%	1,261	95%
Civilian, Unemployed	75	5%	138	11%	45	3%	63	5%
In Armed Forces	<u>0</u>	<u>0%</u>	<u>0</u>	<u>0%</u>	<u>0</u>	<u>0%</u>	<u>0</u>	<u>0%</u>
Total Labor Force Ages 16+	1,380	100%	1,262	100%	1,327	100%	1,324	100%
In the Labor Force	1,380	66%	1,262	68%	1,327	71%	1,324	70%
Not In Labor Force	<u>699</u>	<u>34%</u>	<u>601</u>	<u>32%</u>	<u>549</u>	<u>29%</u>	<u>574</u>	<u>30%</u>
Total Population Ages 16+	2,079	100%	1,863	100%	1,876	100%	1,898	100%
Blue Collar Workers	617	48%	232	21%	307	24%	304	24%
White Collar Workers	<u>663</u>	<u>52%</u>	<u>892</u>	<u>79%</u>	<u>975</u>	<u>76%</u>	<u>957</u>	<u>76%</u>
Total Labor Force Ages 16+	1,280	100%	1,125	100%	1,282	100%	1,261	100%
Per Capita Income	\$16,498	.	\$24,507	.	\$29,043	.	\$32,807	.

Source: Underlying data provided by the 2000 and 2010 US Census and American Community Survey through 2019. Analysis, projections, and exhibit prepared by LandUseUSA | Urban Strategies; 2021.

# The City of Claremont, New Hampshire





## Commercial Market Parameters The City of Claremont, New Hampshire

	2000 Census	2000 Share	2010 Census	2010 Share	2020 Estimates	2020 Share	2025 Projections	2025 Share
Population by Age								
0 to 4	758	6%	836	6%	694	5%	627	5%
5 to 14	1,772	14%	1,646	12%	1,504	11%	1,483	11%
15 to 19	799	6%	742	6%	693	5%	703	5%
20 to 24	754	6%	776	6%	713	5%	705	5%
25 to 34	1,599	12%	1,714	13%	1,868	14%	1,826	14%
35 to 44	2,127	16%	1,766	13%	1,544	12%	1,622	12%
45 to 54	1,817	14%	2,110	16%	1,763	13%	1,623	12%
55 to 64	1,256	10%	1,712	13%	1,848	14%	1,726	13%
65 to 74	1,072	8%	1,047	8%	1,465	11%	1,630	12%
75 to 84	887	7%	682	5%	709	5%	876	7%
85+	<u>261</u>	<u>2%</u>	<u>324</u>	<u>2%</u>	<u>395</u>	<u>3%</u>	<u>387</u>	<u>3%</u>
Total Population	13,102	100%	13,355	100%	13,196	100%	13,208	100%
Median Age	39	.	41	.	42	.	43	.
Seasonal Population	172	1%	175	1%	173	1%	173	1%

Source: Underlying data provided by the 2000 and 2010 US Census and American Community Survey through 2019. Analysis, projections, and exhibit prepared by LandUseUSA | Urban Strategies; 2021.

## Commercial Market Parameters The City of Claremont, New Hampshire

	2000 Census	2000 Share	2010 Census	2010 Share	2020 Estimates	2020 Share	2025 Projections	2025 Share
Educational Attainment								
Grade K - 8	587	7%	377	4%	291	3%	288	3%
Grade 9 - 11	1,317	15%	571	6%	625	7%	639	7%
High School Graduate	3,798	42%	4,462	48%	4,431	46%	4,468	46%
Some College, No Degree	1,591	18%	1,739	19%	1,782	19%	1,800	19%
Associates Degree	547	6%	769	8%	840	9%	851	9%
Bachelor's Degree	781	9%	1,012	11%	1,154	12%	1,171	12%
Graduate Degree	368	4%	414	4%	428	4%	429	4%
No Schooling	<u>26</u>	<u>0%</u>	<u>11</u>	<u>0%</u>	<u>41</u>	<u>0%</u>	<u>44</u>	<u>0%</u>
Age 25+ Population	9,015	100%	9,355	100%	9,592	100%	9,690	100%
Some College or a Degree	3,287	36%	3,934	42%	4,204	44%	4,251	44%

Source: Underlying data provided by the 2000 and 2010 US Census and American Community Survey through 2019. Analysis, projections, and exhibit prepared by LandUseUSA | Urban Strategies; 2021.

## Commercial Market Parameters The City of Claremont, New Hampshire

	2000 Census	2000 Share	2010 Census	2010 Share	2020 Estimates	2020 Share	2025 Projections	2025 Share
Employment								
Civilian, Employed	6,535	96%	6,870	93%	7,205	97%	7,030	96%
Civilian, Unemployed	277	4%	527	7%	227	3%	314	4%
In Armed Forces	<u>0</u>	<u>0%</u>	<u>0</u>	<u>0%</u>	<u>0</u>	<u>0%</u>	<u>0</u>	<u>0%</u>
Total Labor Force Ages 16+	6,812	100%	7,397	100%	7,432	100%	7,344	100%
In the Labor Force	6,812	66%	7,397	69%	7,432	69%	7,344	67%
Not In Labor Force	<u>3,554</u>	<u>34%</u>	<u>3,329</u>	<u>31%</u>	<u>3,411</u>	<u>31%</u>	<u>3,601</u>	<u>33%</u>
Total Population Ages 16+	10,366	100%	10,726	100%	10,843	100%	10,945	100%
Blue Collar Workers	3,185	49%	3,211	47%	3,404	47%	3,330	47%
White Collar Workers	<u>3,379</u>	<u>51%</u>	<u>3,659</u>	<u>53%</u>	<u>3,801</u>	<u>53%</u>	<u>3,700</u>	<u>53%</u>
Total Labor Force Ages 16+	6,564	100%	6,870	100%	7,205	100%	7,030	100%
Per Capita Income	\$20,014	.	\$23,524	.	\$27,723	.	\$31,453	.

Source: Underlying data provided by the 2000 and 2010 US Census and American Community Survey through 2019. Analysis, projections, and exhibit prepared by LandUseUSA | Urban Strategies; 2021.

# The Town of Springfield, Vermont



## Commercial Market Parameters The Town of Springfield, Vermont

Population by Age	2000 Census	2000 Share	2010 Census	2010 Share	2020 Estimates	2020 Share	2025 Projections	2025 Share
0 to 4	181	5%	233	6%	203	5%	186	5%
5 to 14	433	11%	506	13%	481	12%	474	12%
15 to 19	295	8%	250	6%	228	6%	213	5%
20 to 24	173	5%	214	5%	230	6%	252	7%
25 to 34	380	10%	543	14%	504	13%	499	13%
35 to 44	574	15%	506	13%	498	13%	508	13%
45 to 54	563	15%	618	16%	483	12%	454	12%
55 to 64	467	12%	515	13%	513	13%	479	12%
65 to 74	319	8%	299	7%	432	11%	474	12%
75 to 84	305	8%	183	5%	196	5%	230	6%
85+	<u>95</u>	<u>3%</u>	<u>123</u>	<u>3%</u>	<u>114</u>	<u>3%</u>	<u>112</u>	<u>3%</u>
Total Population	3,786	100%	3,989	100%	3,881	100%	3,883	100%
Median Age	43	.	40	.	40	.	41	.
Seasonal Population	67	2%	70	2%	68	2%	68	2%

Source: Underlying data provided by the 2000 and 2010 US Census and American Community Survey through 2019. Analysis, projections, and exhibit prepared by LandUseUSA | Urban Strategies; 2021.

## Commercial Market Parameters The Town of Springfield, Vermont

	2000 Census	2000 Share	2010 Census	2010 Share	2020 Estimates	2020 Share	2025 Projections	2025 Share
Educational Attainment								
Grade K - 8	120	5%	90	3%	69	3%	68	2%
Grade 9 - 11	386	15%	192	7%	180	7%	181	7%
High School Graduate	965	37%	1,105	40%	1,089	40%	1,097	40%
Some College, No Degree	557	21%	601	22%	532	19%	532	19%
Associates Degree	194	7%	249	9%	282	10%	287	10%
Bachelor's Degree	252	10%	331	12%	359	13%	362	13%
Graduate Degree	107	4%	214	8%	223	8%	226	8%
No Schooling	<u>16</u>	<u>1%</u>	<u>4</u>	<u>0%</u>	<u>4</u>	<u>0%</u>	<u>4</u>	<u>0%</u>
Age 25+ Population	2,598	100%	2,787	100%	2,740	100%	2,757	100%
Some College or a Degree	1,110	43%	1,395	50%	1,397	51%	1,407	51%

Source: Underlying data provided by the 2000 and 2010 US Census and American Community Survey through 2019. Analysis, projections, and exhibit prepared by LandUseUSA | Urban Strategies; 2021.

## Commercial Market Parameters The Town of Springfield, Vermont

	2000 Census	2000 Share	2010 Census	2010 Share	2020 Estimates	2020 Share	2025 Projections	2025 Share
Employment								
Civilian, Employed	1,858	96%	1,902	91%	2,107	97%	2,066	96%
Civilian, Unemployed	72	4%	175	8%	60	3%	82	4%
In Armed Forces	<u>1</u>	<u>0%</u>	<u>12</u>	<u>1%</u>	<u>12</u>	<u>1%</u>	<u>12</u>	<u>1%</u>
Total Labor Force Ages 16+	1,930	100%	2,089	100%	2,178	100%	2,159	100%
In the Labor Force	1,930	63%	2,089	65%	2,178	69%	2,159	68%
Not In Labor Force	<u>1,153</u>	<u>37%</u>	<u>1,108</u>	<u>35%</u>	<u>972</u>	<u>31%</u>	<u>1,012</u>	<u>32%</u>
Total Population Ages 16+	3,083	100%	3,197	100%	3,150	100%	3,171	100%
Blue Collar Workers	769	43%	855	45%	973	46%	954	46%
White Collar Workers	<u>1,021</u>	<u>57%</u>	<u>1,047</u>	<u>55%</u>	<u>1,134</u>	<u>54%</u>	<u>1,111</u>	<u>54%</u>
Total Labor Force Ages 16+	1,790	100%	1,902	100%	2,107	100%	2,066	100%
Per Capita Income	\$18,155	.	\$22,686	.	\$27,075	.	\$30,443	.

Source: Underlying data provided by the 2000 and 2010 US Census and American Community Survey through 2019. Analysis, projections, and exhibit prepared by LandUseUSA | Urban Strategies; 2021.

# The Town of Walpole, New Hampshire





## Commercial Market Parameters The Town of Walpole, New Hampshire

	2000 Census	2000 Share	2010 Census	2010 Share	2020 Estimates	2020 Share	2025 Projections	2025 Share
Population by Age								
0 to 4	26	5%	29	5%	20	3%	17	3%
5 to 14	93	17%	63	11%	58	10%	55	9%
15 to 19	41	7%	38	7%	31	5%	29	5%
20 to 24	16	3%	26	4%	24	4%	28	5%
25 to 34	61	11%	57	10%	65	11%	66	11%
35 to 44	87	16%	72	12%	58	10%	63	10%
45 to 54	92	17%	96	16%	78	13%	70	11%
55 to 64	37	7%	90	15%	103	17%	94	15%
65 to 74	61	11%	59	10%	97	16%	110	18%
75 to 84	34	6%	42	7%	48	8%	65	11%
85+	<u>7</u>	<u>1%</u>	<u>12</u>	<u>2%</u>	<u>17</u>	<u>3%</u>	<u>19</u>	<u>3%</u>
Total Population	557	100%	584	100%	599	100%	616	100%
Median Age	41	.	46	.	51	.	52	.
Seasonal Population	14	3%	15	3%	16	3%	16	3%

Source: Underlying data provided by the 2000 and 2010 US Census and American Community Survey through 2019. Analysis, projections, and exhibit prepared by LandUseUSA | Urban Strategies; 2021.

## Commercial Market Parameters The Town of Walpole, New Hampshire

	2000 Census	2000 Share	2010 Census	2010 Share	2020 Estimates	2020 Share	2025 Projections	2025 Share
Educational Attainment								
Grade K - 8	19	5%	7	2%	6	1%	6	1%
Grade 9 - 11	20	5%	13	3%	13	3%	13	3%
High School Graduate	104	26%	133	31%	133	29%	138	28%
Some College, No Degree	86	22%	58	14%	65	14%	68	14%
Associates Degree	24	6%	43	10%	46	10%	48	10%
Bachelor's Degree	83	21%	103	24%	126	27%	133	27%
Graduate Degree	56	14%	70	16%	77	17%	81	17%
No Schooling	<u>0</u>	<u>0%</u>	<u>0</u>	<u>0%</u>	<u>0</u>	<u>0%</u>	<u>0</u>	<u>0%</u>
Age 25+ Population	393	100%	428	100%	466	100%	487	100%
Some College or a Degree	249	63%	275	64%	314	67%	330	68%

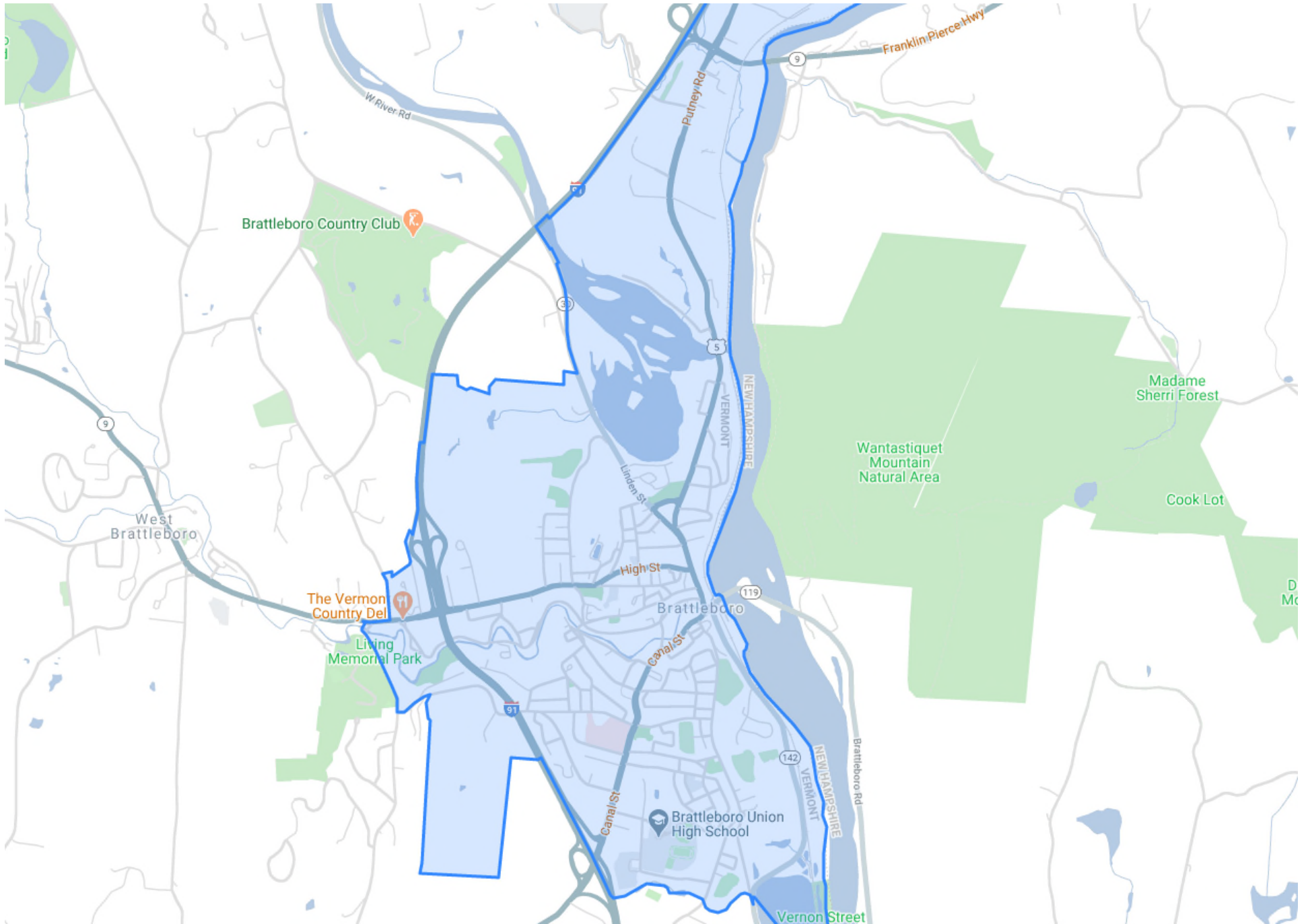
Source: Underlying data provided by the 2000 and 2010 US Census and American Community Survey through 2019. Analysis, projections, and exhibit prepared by LandUseUSA | Urban Strategies; 2021.

## Commercial Market Parameters The Town of Walpole, New Hampshire

	2000 Census	2000 Share	2010 Census	2010 Share	2020 Estimates	2020 Share	2025 Projections	2025 Share
Employment								
Civilian, Employed	269	96%	304	96%	323	98%	329	98%
Civilian, Unemployed	10	4%	12	4%	6	2%	8	2%
In Armed Forces	<u>0</u>	<u>0%</u>	<u>0</u>	<u>0%</u>	<u>0</u>	<u>0%</u>	<u>0</u>	<u>0%</u>
Total Labor Force Ages 16+	279	100%	316	100%	329	100%	336	100%
In the Labor Force	279	65%	316	65%	329	64%	336	63%
Not In Labor Force	<u>147</u>	<u>35%</u>	<u>167</u>	<u>35%</u>	<u>185</u>	<u>36%</u>	<u>202</u>	<u>38%</u>
Total Population Ages 16+	426	100%	483	100%	514	100%	538	100%
Blue Collar Workers	90	32%	104	34%	113	35%	114	35%
White Collar Workers	<u>189</u>	<u>68%</u>	<u>199</u>	<u>66%</u>	<u>211</u>	<u>65%</u>	<u>215</u>	<u>65%</u>
Total Labor Force Ages 16+	279	100%	304	100%	323	100%	329	100%
Per Capita Income	\$29,318	.	\$36,232	.	\$43,274	.	\$48,993	.

Source: Underlying data provided by the 2000 and 2010 US Census and American Community Survey through 2019. Analysis, projections, and exhibit prepared by LandUseUSA | Urban Strategies; 2021.

# The Town of Brattleboro, Vermont



## Commercial Market Parameters The Town of Brattleboro, Vermont

Population by Age	2000 Census	2000 Share	2010 Census	2010 Share	2020 Estimates	2020 Share	2025 Projections	2025 Share
0 to 4	380	5%	390	5%	340	5%	343	5%
5 to 14	949	12%	760	10%	723	10%	724	10%
15 to 19	464	6%	450	6%	348	5%	317	4%
20 to 24	419	5%	489	7%	438	6%	424	6%
25 to 34	1,072	14%	1,098	15%	1,155	16%	1,179	16%
35 to 44	1,283	17%	870	12%	880	12%	925	13%
45 to 54	1,114	15%	1,169	16%	857	12%	838	11%
55 to 64	647	8%	1,037	14%	1,109	15%	1,057	14%
65 to 74	557	7%	541	7%	786	11%	858	12%
75 to 84	460	6%	375	5%	369	5%	410	6%
85+	<u>302</u>	<u>4%</u>	<u>239</u>	<u>3%</u>	<u>274</u>	<u>4%</u>	<u>260</u>	<u>4%</u>
Total Population	7,647	100%	7,419	100%	7,279	100%	7,336	100%
Median Age	39	.	41	.	42	.	42	.
Seasonal Population	69	1%	67	1%	66	1%	66	1%

Source: Underlying data provided by the 2000 and 2010 US Census and American Community Survey through 2019. Analysis, projections, and exhibit prepared by LandUseUSA | Urban Strategies; 2021.

## Commercial Market Parameters The Town of Brattleboro, Vermont

	2000 Census	2000 Share	2010 Census	2010 Share	2020 Estimates	2020 Share	2025 Projections	2025 Share
Educational Attainment								
Grade K - 8	201	4%	74	1%	104	2%	107	2%
Grade 9 - 11	542	10%	219	4%	303	6%	312	6%
High School Graduate	1,581	29%	1,781	33%	1,581	29%	1,588	29%
Some College, No Degree	1,010	19%	1,231	23%	1,064	20%	1,066	19%
Associates Degree	264	5%	350	7%	408	8%	421	8%
Bachelor's Degree	1,038	19%	915	17%	1,047	19%	1,077	19%
Graduate Degree	772	14%	753	14%	914	17%	947	17%
No Schooling	<u>0</u>	<u>0%</u>	<u>7</u>	<u>0%</u>	<u>9</u>	<u>0%</u>	<u>9</u>	<u>0%</u>
Age 25+ Population	5,410	100%	5,329	100%	5,430	100%	5,527	100%
Some College or a Degree	3,084	57%	3,248	61%	3,434	63%	3,511	64%

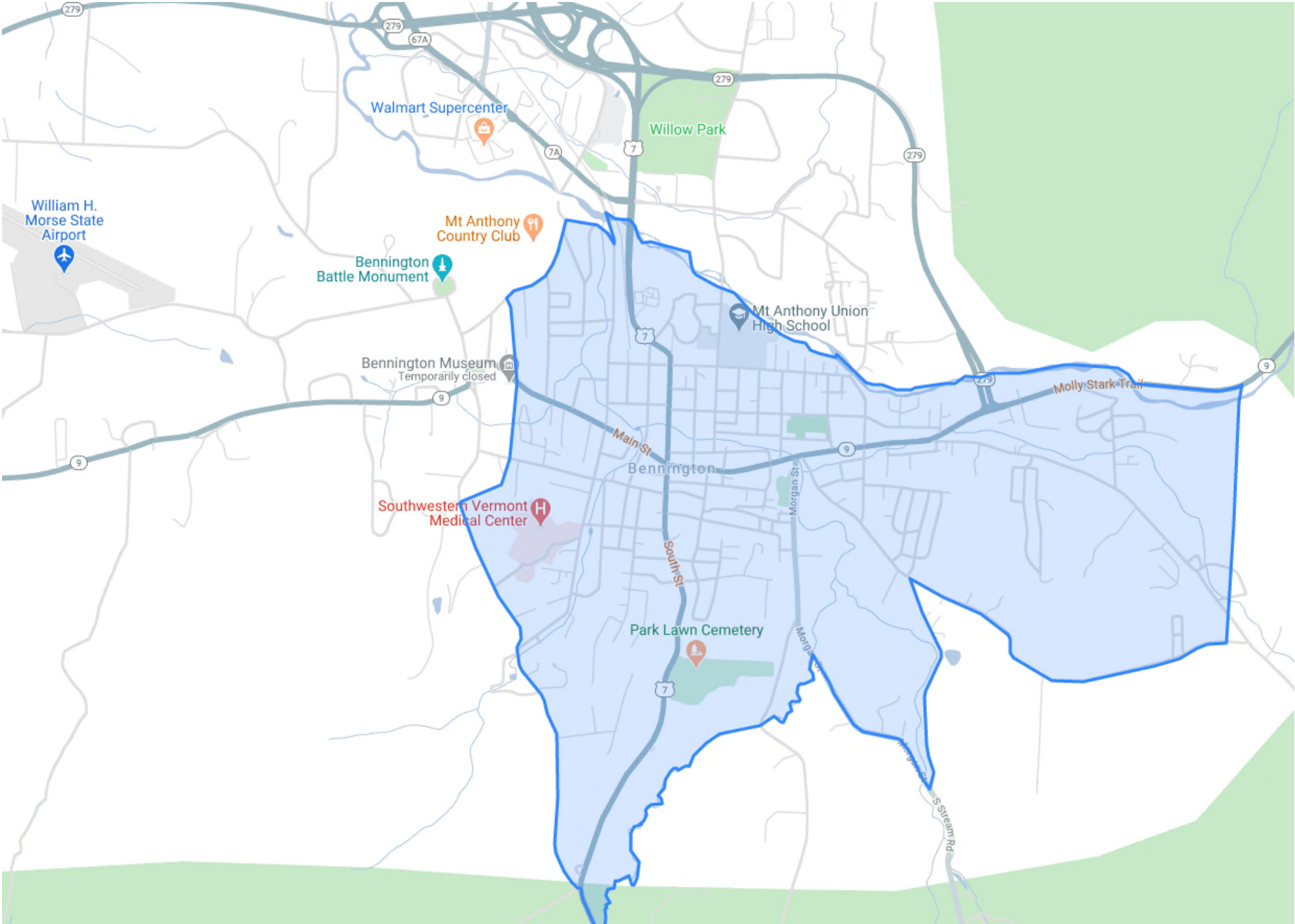
Source: Underlying data provided by the 2000 and 2010 US Census and American Community Survey through 2019. Analysis, projections, and exhibit prepared by LandUseUSA | Urban Strategies; 2021.

## Commercial Market Parameters The Town of Brattleboro, Vermont

	2000 Census	2000 Share	2010 Census	2010 Share	2020 Estimates	2020 Share	2025 Projections	2025 Share
Employment								
Civilian, Employed	3,864	95%	3,677	90%	4,164	97%	4,075	95%
Civilian, Unemployed	221	5%	398	10%	150	3%	197	5%
In Armed Forces	<u>0</u>	<u>0%</u>	<u>0</u>	<u>0%</u>	<u>0</u>	<u>0%</u>	<u>0</u>	<u>0%</u>
Total Labor Force Ages 16+	4,085	100%	4,074	100%	4,314	100%	4,272	100%
In the Labor Force	4,085	66%	4,074	66%	4,314	70%	4,272	69%
Not In Labor Force	<u>2,123</u>	<u>34%</u>	<u>2,117</u>	<u>34%</u>	<u>1,827</u>	<u>30%</u>	<u>1,924</u>	<u>31%</u>
Total Population Ages 16+	6,209	100%	6,191	100%	6,141	100%	6,196	100%
Blue Collar Workers	1,500	39%	1,347	37%	1,617	39%	1,593	39%
White Collar Workers	<u>2,343</u>	<u>61%</u>	<u>2,330</u>	<u>63%</u>	<u>2,547</u>	<u>61%</u>	<u>2,481</u>	<u>61%</u>
Total Labor Force Ages 16+	3,843	100%	3,677	100%	4,164	100%	4,075	100%
Per Capita Income	\$17,815	.	\$24,138	.	\$25,730	.	\$29,680	.

Source: Underlying data provided by the 2000 and 2010 US Census and American Community Survey through 2019. Analysis, projections, and exhibit prepared by LandUseUSA | Urban Strategies; 2021.

# The Town of Bennington, Vermont





## Commercial Market Parameters The Town of Bennington, Vermont

	2000 Census	2000 Share	2010 Census	2010 Share	2020 Estimates	2020 Share	2025 Projections	2025 Share
Population by Age								
0 to 4	547	6%	534	6%	533	6%	506	6%
5 to 14	1,169	13%	1,000	11%	959	11%	974	11%
15 to 19	663	7%	561	6%	439	5%	415	5%
20 to 24	443	5%	553	6%	551	6%	523	6%
25 to 34	1,132	12%	1,052	12%	1,096	13%	1,135	13%
35 to 44	1,356	15%	1,035	11%	911	10%	919	11%
45 to 54	1,246	14%	1,283	14%	1,083	12%	993	11%
55 to 64	807	9%	1,200	13%	1,244	14%	1,222	14%
65 to 74	818	9%	773	9%	938	11%	994	11%
75 to 84	670	7%	656	7%	600	7%	644	7%
85+	<u>374</u>	<u>4%</u>	<u>400</u>	<u>4%</u>	<u>412</u>	<u>5%</u>	<u>406</u>	<u>5%</u>
Total Population	9,224	100%	9,045	100%	8,766	100%	8,732	100%
Median Age	40	.	43	.	44	.	44	.
Seasonal Population	163	2%	159	2%	155	2%	154	2%

Source: Underlying data provided by the 2000 and 2010 US Census and American Community Survey through 2019. Analysis, projections, and exhibit prepared by LandUseUSA | Urban Strategies; 2021.

## Commercial Market Parameters The Town of Bennington, Vermont

	2000 Census	2000 Share	2010 Census	2010 Share	2020 Estimates	2020 Share	2025 Projections	2025 Share
Educational Attainment								
Grade K - 8	467	7%	228	4%	155	2%	152	2%
Grade 9 - 11	767	12%	634	10%	477	8%	473	7%
High School Graduate	2,354	37%	2,357	37%	2,216	35%	2,217	35%
Some College, No Degree	1,224	19%	1,206	19%	1,207	19%	1,212	19%
Associates Degree	352	5%	513	8%	523	8%	524	8%
Bachelor's Degree	763	12%	824	13%	982	16%	999	16%
Graduate Degree	465	7%	588	9%	652	10%	663	10%
No Schooling	<u>16</u>	<u>0%</u>	<u>48</u>	<u>1%</u>	<u>72</u>	<u>1%</u>	<u>74</u>	<u>1%</u>
Age 25+ Population	6,407	100%	6,398	100%	6,284	100%	6,314	100%
Some College or a Degree	2,804	44%	3,130	49%	3,363	54%	3,398	54%

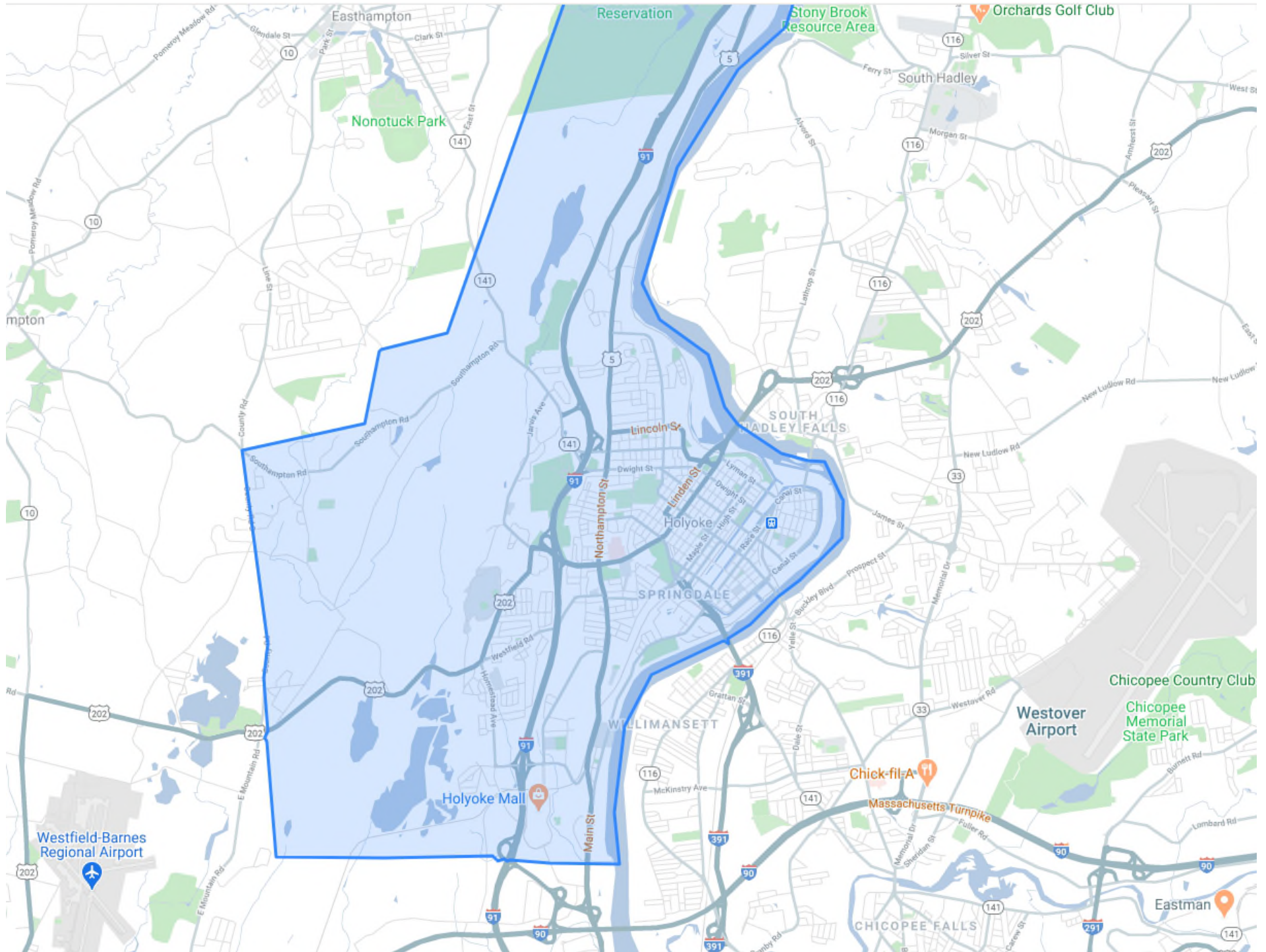
Source: Underlying data provided by the 2000 and 2010 US Census and American Community Survey through 2019. Analysis, projections, and exhibit prepared by LandUseUSA | Urban Strategies; 2021.

## Commercial Market Parameters The Town of Bennington, Vermont

	2000 Census	2000 Share	2010 Census	2010 Share	2020 Estimates	2020 Share	2025 Projections	2025 Share
Employment								
Civilian, Employed	4,332	95%	4,348	91%	4,603	97%	4,526	96%
Civilian, Unemployed	245	5%	429	9%	163	3%	203	4%
In Armed Forces	<u>0</u>	<u>0%</u>	<u>0</u>	<u>0%</u>	<u>0</u>	<u>0%</u>	<u>0</u>	<u>0%</u>
Total Labor Force Ages 16+	4,577	100%	4,777	100%	4,766	100%	4,729	100%
In the Labor Force	4,577	62%	4,777	64%	4,766	66%	4,729	66%
Not In Labor Force	<u>2,765</u>	<u>38%</u>	<u>2,634</u>	<u>36%</u>	<u>2,416</u>	<u>34%</u>	<u>2,426</u>	<u>34%</u>
Total Population Ages 16+	7,342	100%	7,410	100%	7,182	100%	7,155	100%
Blue Collar Workers	1,861	43%	1,852	43%	2,072	45%	2,038	45%
White Collar Workers	<u>2,466</u>	<u>57%</u>	<u>2,495</u>	<u>57%</u>	<u>2,531</u>	<u>55%</u>	<u>2,488</u>	<u>55%</u>
Total Labor Force Ages 16+	4,327	100%	4,348	100%	4,603	100%	4,526	100%
Per Capita Income	\$16,575	.	\$21,576	.	\$24,906	.	\$28,219	.

Source: Underlying data provided by the 2000 and 2010 US Census and American Community Survey through 2019. Analysis, projections, and exhibit prepared by LandUseUSA | Urban Strategies; 2021.

# The City of Holyoke, Massachusetts



## Commercial Market Parameters The City of Holyoke, Massachusetts

	2000 Census	2000 Share	2010 Census	2010 Share	2020 Estimates	2020 Share	2025 Projections	2025 Share
Population by Age								
0 to 4	3,110	8%	3,076	8%	2,910	7%	2,961	7%
5 to 14	6,786	17%	5,490	14%	5,421	13%	5,414	13%
15 to 19	2,957	7%	3,119	8%	2,653	7%	2,398	6%
20 to 24	2,437	6%	2,892	7%	2,947	7%	2,907	7%
25 to 34	5,197	13%	5,342	13%	6,213	15%	6,214	15%
35 to 44	5,511	14%	4,833	12%	4,692	12%	4,949	12%
45 to 54	4,543	11%	5,211	13%	4,741	12%	4,439	11%
55 to 64	3,138	8%	4,257	11%	4,614	11%	4,476	11%
65 to 74	2,703	7%	2,531	6%	3,286	8%	3,615	9%
75 to 84	2,210	6%	1,833	5%	1,782	4%	2,062	5%
85+	<u>1,273</u>	<u>3%</u>	<u>1,296</u>	<u>3%</u>	<u>1,244</u>	<u>3%</u>	<u>1,244</u>	<u>3%</u>
Total Population	39,865	100%	39,880	100%	40,503	100%	40,679	100%
Median Age	34	.	35	.	35	.	36	.
Seasonal Population	148	0%	148	0%	151	0%	151	0%

Source: Underlying data provided by the 2000 and 2010 US Census and American Community Survey through 2019. Analysis, projections, and exhibit prepared by LandUseUSA | Urban Strategies; 2021.

## Commercial Market Parameters The City of Holyoke, Massachusetts

	2000 Census	2000 Share	2010 Census	2010 Share	2020 Estimates	2020 Share	2025 Projections	2025 Share
Educational Attainment								
Grade K - 8	2,536	10%	2,466	10%	2,141	8%	2,157	8%
Grade 9 - 11	4,102	17%	3,721	15%	3,661	14%	3,687	14%
High School Graduate	7,282	30%	6,834	27%	6,949	26%	7,036	26%
Some College, No Degree	3,917	16%	4,578	18%	4,972	19%	5,064	19%
Associates Degree	1,832	7%	1,684	7%	1,783	7%	1,815	7%
Bachelor's Degree	2,589	11%	3,600	14%	4,092	15%	4,179	15%
Graduate Degree	1,558	6%	1,776	7%	2,425	9%	2,511	9%
No Schooling	<u>702</u>	<u>3%</u>	<u>644</u>	<u>3%</u>	<u>549</u>	<u>2%</u>	<u>550</u>	<u>2%</u>
Age 25+ Population	24,518	100%	25,303	100%	26,572	100%	26,999	100%
Some College or a Degree	9,896	40%	11,638	46%	13,272	50%	13,569	50%

Source: Underlying data provided by the 2000 and 2010 US Census and American Community Survey through 2019. Analysis, projections, and exhibit prepared by LandUseUSA | Urban Strategies; 2021.



## Commercial Market Parameters The City of Holyoke, Massachusetts

	2000 Census	2000 Share	2010 Census	2010 Share	2020 Estimates	2020 Share	2025 Projections	2025 Share
Employment								
Civilian, Employed	14,852	93%	14,697	88%	15,487	94%	15,281	93%
Civilian, Unemployed	1,081	7%	1,901	11%	907	6%	1,131	7%
In Armed Forces	<u>46</u>	<u>0%</u>	<u>33</u>	<u>0%</u>	<u>36</u>	<u>0%</u>	<u>36</u>	<u>0%</u>
Total Labor Force Ages 16+	15,979	100%	16,631	100%	16,430	100%	16,448	100%
In the Labor Force	15,979	54%	16,631	54%	16,430	52%	16,448	52%
Not In Labor Force	<u>13,390</u>	<u>46%</u>	<u>14,061</u>	<u>46%</u>	<u>15,178</u>	<u>48%</u>	<u>15,340</u>	<u>48%</u>
Total Population Ages 16+	29,369	100%	30,692	100%	31,608	100%	31,788	100%
Blue Collar Workers	5,997	40%	6,890	47%	7,185	46%	7,068	46%
White Collar Workers	<u>8,877</u>	<u>60%</u>	<u>7,807</u>	<u>53%</u>	<u>8,302</u>	<u>54%</u>	<u>8,213</u>	<u>54%</u>
Total Labor Force Ages 16+	14,874	100%	14,697	100%	15,487	100%	15,281	100%
Per Capita Income	\$15,234	.	\$18,594	.	\$22,773	.	\$25,855	.

Source: Underlying data provided by the 2000 and 2010 US Census and American Community Survey through 2019. Analysis, projections, and exhibit prepared by LandUseUSA | Urban Strategies; 2021.