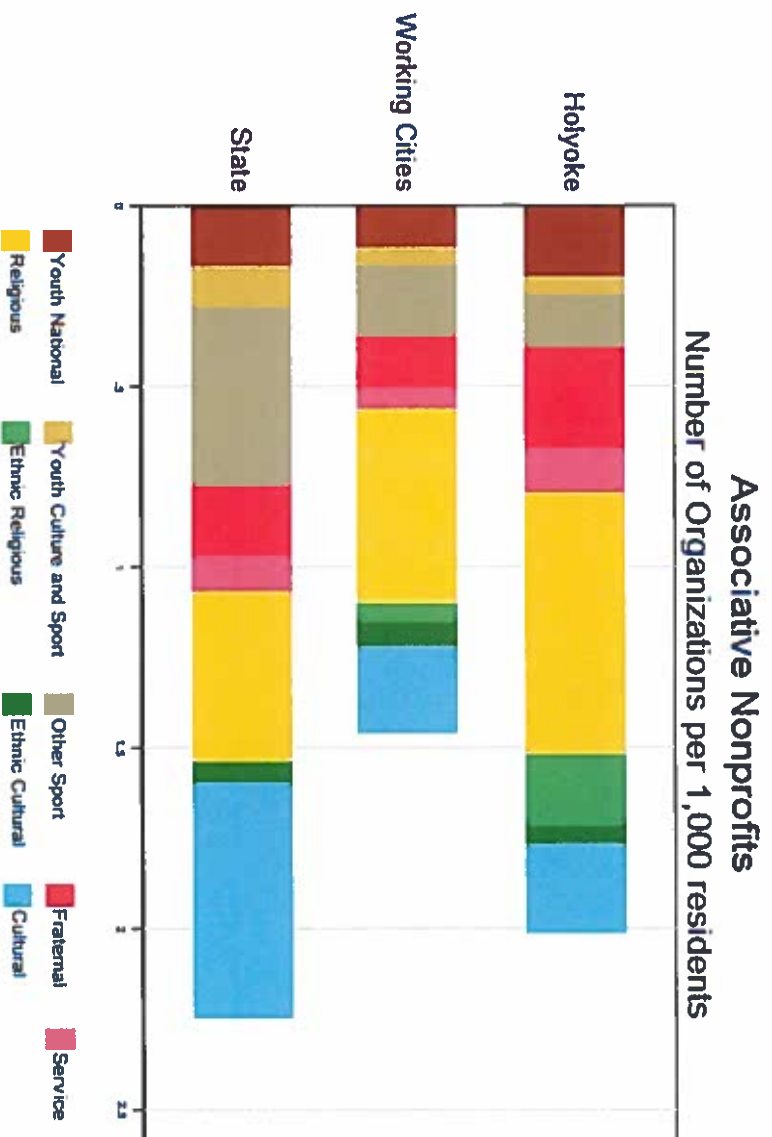
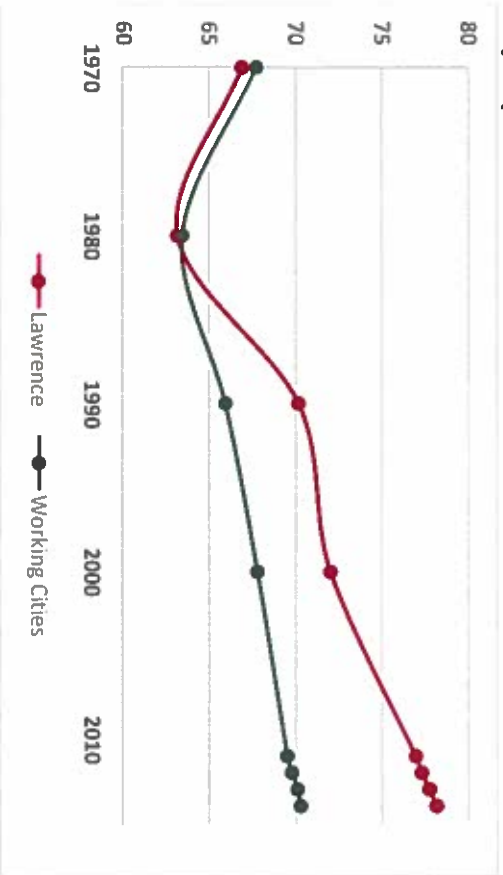


Nonprofits with a strong associative component



The Population

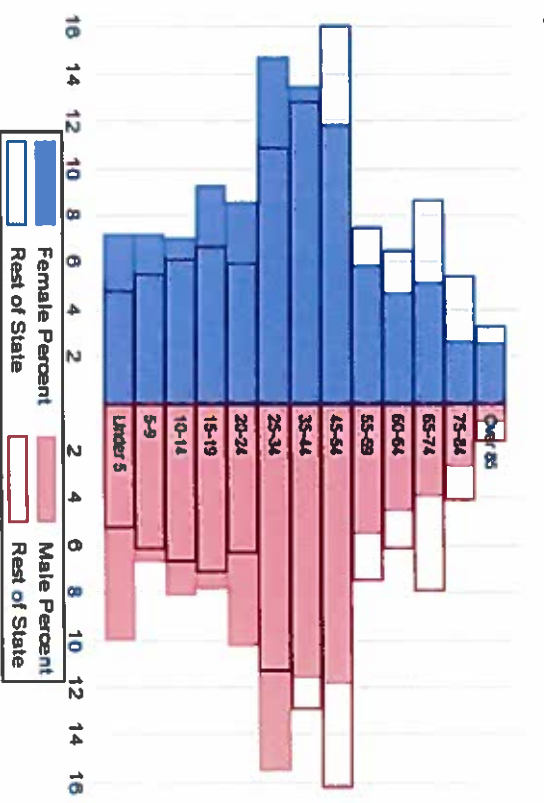
City Population 1970 to 2014



Population Distribution by Race and Ethnicity

Subgroups of the population as a percent of the total	2000	2013	Working Cities 2013	State 2013
White	48.6	36.8	66.1	89.0
Black	4.9	7.0	13.8	2.8
Asian	2.7	3.3	6.8	4.8
Foreign-born	30.6	37.6	22.2	12.1
Hispanic	59.7	73.8	19.7	4.3
Origin as percent of Hispanic				
Central America	2.3	5.4	16.9	20.3
Dominican Republic	37.6	53.7	18.9	17.9
Mexico	0.7	1.0	6.1	11.4
Puerto Rico	36.8	30.1	42.0	33.6

Population Distribution by Age Group

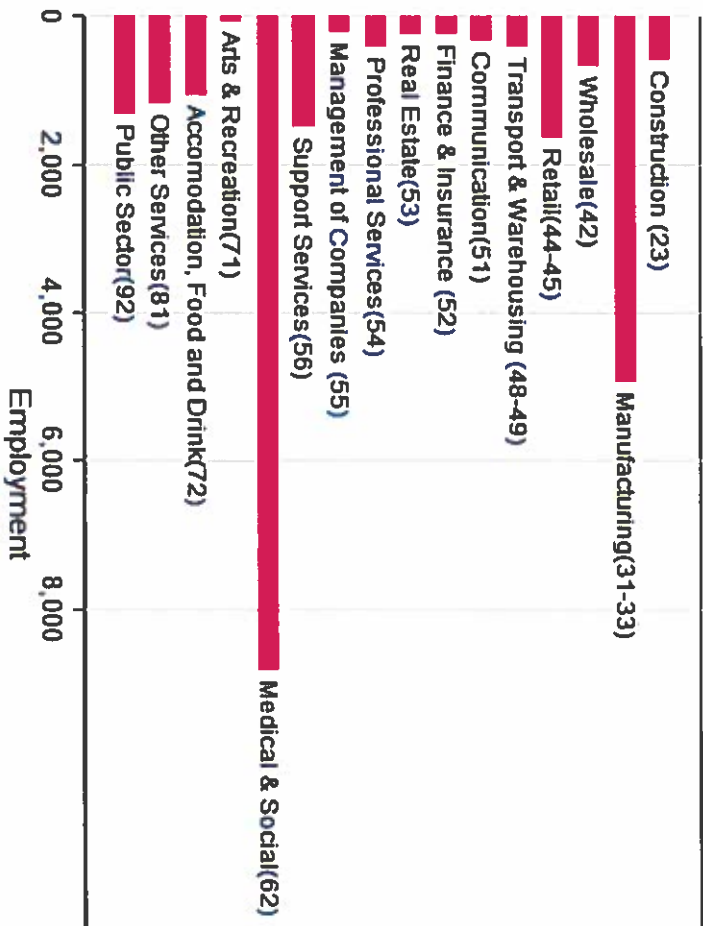


Recent Demographic Behavior

Indicator	Lawrence	Working Cities	State
Birth Rate (per 1,000 females 15-44)	70.4	62.5	52.8
Low birthweight (<2.5 kg. % of births)	9.5	8.1	7.7
Births to teen mothers (15-19 years) [†]	10.6	6.1	3.8
Birth rate of teen mothers [†]	NA	22.3	12.0
Infant mortality (per 1,000 live births)	5.8	4.9	4.4
Mortality rate (per 100,000 residents)	527	853.0	800.0
[†] As percent of all births			
[‡] Per 1,000 females aged 15-19 years			

The Local Economy

Employment by Major Sectors: 2014 (2-digit NAICS)



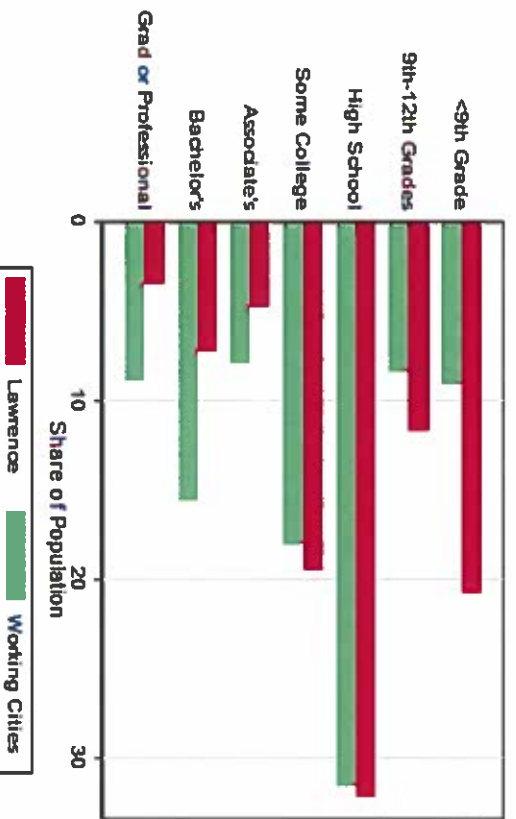
The Five Largest Employers

Name	Activity	Sales (\$ mm.)	Employees
City of Lawrence	Government	NA	2,700
Lawrence School District	Public schools	156	2,300
Lawrence General Hospital	Medical	185.58	1,405
Polartec, LLC	Fabrics	295.41	1,000
International Health Services, Inc.	Home health care	18.65	950

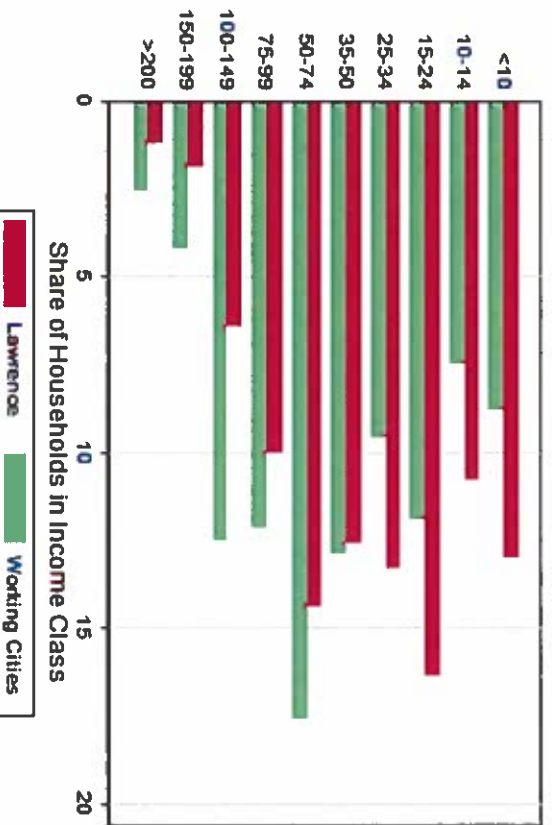
The Five Largest Industries: 2012 (4-digit NAICS industries)

Description	NAICS	Employment
Individual and Family Services	6241	1000-2499
General Hospitals	6221	1000-2499
Employment Services	5613	500-999
Home Health Care Services	6216	500-999
Outpatient Care	6214	500-999

Educational Attainment of the Population Aged 25 and Older



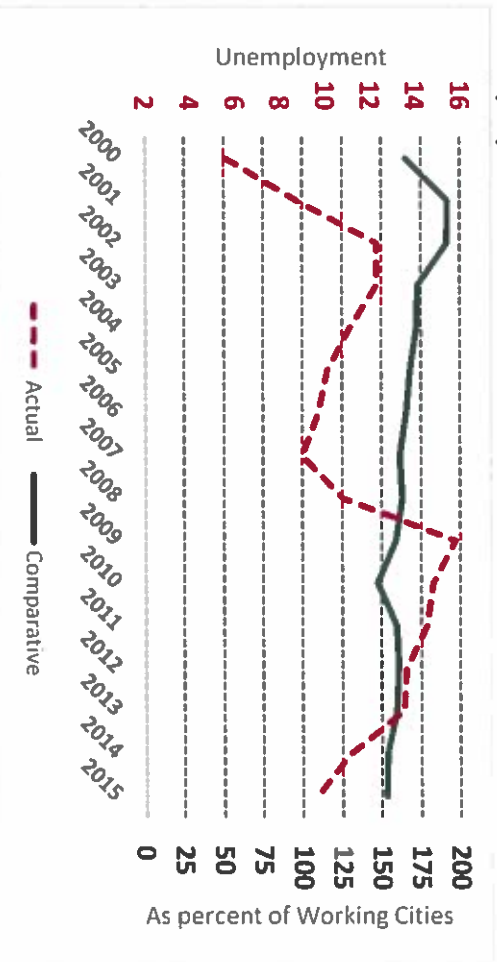
Distribution of Households by Income Class (in \$1,000)



Key Indicators of Income and Commuting

Indicator	Lawrence	Working Cities
Median Family Income (\$)	32,293	49,777
Families below Poverty Line (%)	27.6	14.6
Children < 18 below Poverty Line (%)	42.3	26.2
Families with Food Assistance (%)	43.3	21.2
Mean Travel Time to Work (Mins.)	21.9	26.4
Commute with Public Transit (%)	3.9	8.8

Unemployment Rate: 2000-2015

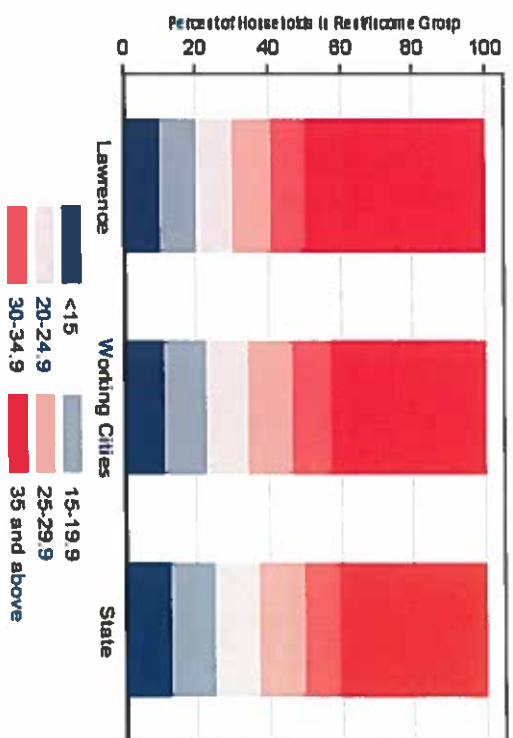


Housing

Housing Market Indicators in 2013

Indicator	Lawrence	Working Cities	State
Share owner-occupied	0.27	0.48	0.62
Median Home Value	204,500	249,265	325,800
Average Rent for Studio	772	745	746
Average Rent for One-Bedroom	536	789	765
Average Rent for Two-Bedroom	743	1093	926
Average Rent for Three-Bedroom	784	1168	863
Average Size of Owner-Occupied Households	2.94	2.39	2.25
Average Size of Tenant Households	3.00	2.69	2.70

Housing Affordability

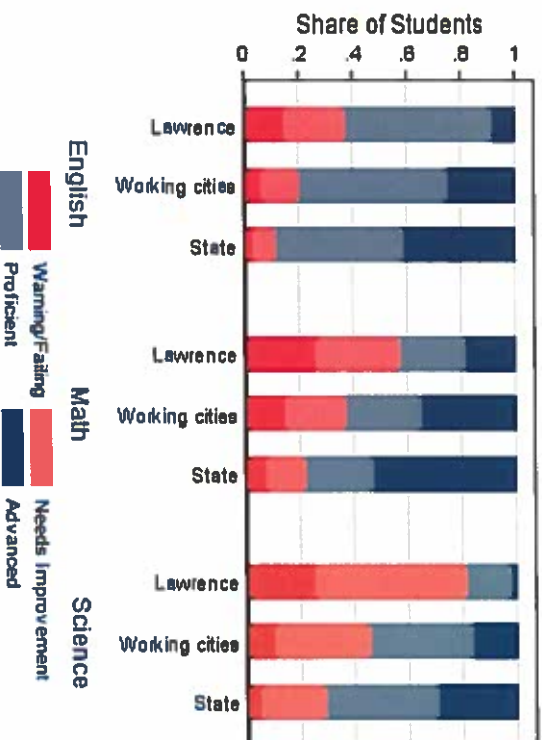


Education

Indicators for 2014

Indicator	Lawrence	Working Cities	State
Average class size	18.8	18.4	18.1
Percent Proficient or Advanced (English 10th)	63.0	80.0	90.0
Percent Proficient or Advanced (Math 10th)	44.0	62.8	79.0
Student Growth Percentile English (10th)	37.5	44.3	51.0
Student Growth Percentile Math (10th)	47.0	43.5	50.0
Graduates attending college or university†	67.2	69.6	76.6
Male Dropout Rate	16.3	12.2	6.7
Female Dropout Rate	8.7	8.1	4.4
English Language Learners Dropout Rate	11.4	17.3	14.9
Low Income Dropout Rate	12.3	12.2	10.2

10th Grade MCAS Scores in 2014



Mortality and Health

	Lawrence	Working Cities	State
Lung Cancer Deaths (per 100,000 people) †	26.0	61.0	54.1
Cardiovascular Disease Deaths (per 100,000) †	178.0	258.2	237.4
Opioid Overdose Deaths (per 100,000) ‡	28.1	25.6	13.0
HIV/Aids Prevalence Rate (per 100,000 people) 2010†	470.6	325.3	282.3
Admissions to DPH Substance Abuse Programs (per 100,000 people) ‡	1607	2208	1568
Hospital Discharges for Asthma (per 100,000) 2009	291.0	212.3	162.0
Percent overweight or obese children in grade 10 ‡	37.9	37.9	32.3
Percent of population on some form of non-private insurance 2013	58.3	36.6	17.2
†2010			
‡2014			

Civic Engagement

Voting Behavior in 2014

Indicator	Lawrence	Working Cities	State
Registered voters as percent of population aged 18 and above	71.3	74.7	76.0
Voters in 2014 election as percent of registered voters	36.1	43.1	72.7
Voters in 2014 election as percent of population aged 18 and above	25.7	32.2	55.2

Not-for-Profit Sector

Indicator (in \$ per capita)	Lawrence	Working Cities	State
Assets of Education, Finance, and Medical Non-Profits	5,242	12,076	27,527
Assets of Other Non-Profits	3,210	6,354	18,501
Revenue of Education, Finance, and Medical Non-Profits	4,827	6,612	10,472
Revenue of Other Non-Profits	3,909	21,857	10,589

Major Nonprofits in Education, Finance and Health Services (in \$millions)

Name	Revenues	Assets	Area
Lawrence General Hospital	216.36	165.63	Healthcare
Greater Lawrence Family Health Center Inc	59.27	35.78	Healthcare
Home Health Visiting Nurse Assn Inc	34.64	18.61	Healthcare
MI Nursing/Restorative Center Inc	19.49	27.07	Healthcare
Central Catholic High School Inc	19.22	37.91	Education
Home Health Foundation Inc	9.83	78.39	Healthcare
Home Care Inc	7.80	1.18	Healthcare
Notre Dame High School	2.99	5.57	Education
LGH Charitable Trust Inc	1.47	24.87	Healthcare
Community Medical Associates Inc	1.08	0.36	Healthcare

Other Nonprofits (in \$millions)

Name	Revenues	Assets	Area
Community Day Care Center of Lawrence Inc	79.35	23.86	Human Services
Elder Services of The Merrimack Valley Inc	53.77	13.57	Human Services
Greater Lawrence Community Action Council Inc	29.05	9.57	Human Services
Merrimack Valley Hospice Inc	17.24	25.28	Human Services
Merrimack Valley YMCA Inc	14.23	24.64	Human Services
Fidelity House Inc	12.27	5.63	Human Services
Family Continuity Inc	11.39	2.48	Human Services
CLASS Inc	8.26	6.63	Human Services
Lazarus House Incorporated	7.77	7.88	Housing
Provider Resources Inc	6.60	0.67	Food & Agriculture
YWCA of Greater Lawrence	5.49	5.14	Human Services
Lawrence Community Works Inc	4.03	25.00	Community Improvement
Psychological Center Inc	3.42	0.54	Mental Health
MI Management Inc	3.06	4.46	Community Improvement
Kid-Start Incorporated	2.93	1.32	Human Services

Nonprofits with a strong associative component

