



| <b>STATE TO STATE COMPARISONS 2018</b>   |  |   |   |
|--|--|---|---|
|  |  | NH  | MN  |
|  |  |  |  |
| <b>TAXES</b>   |  |   |   |
| Corporate Income Tax Rate  |  | 7.90%   | 9.80%   |
| Apportionment Formula  |  |   |   |
| Property Factor  |  | 25%   | 13%   |
| Payroll Factor   |  | 25%   | 13%   |
| Sales Factor   |  | 50%   | 75%   |
| Throwback Rule   |  | Yes   | No  |
| NOL Deductions   |  |   |   |
| Carryback (Years)  |  | 0.0   | 0   |
| Carryforward (Years)   |  | 10  | 15  |
| LLCs Recognized  |  | No  | Yes   |
| S-corps Recognized   |  | No  | Yes   |
| Sales Tax & Use Tax %  |  | None  | 6.875   |
| Internet Sales Tax   |  | None  | 6.5   |
| Tax Exemptions   |  |   |   |
| Manufacturing Machinery  |  | No Tax  | Exempt  |
| Office Equipment   |  | No Tax  | Taxable   |
| Custom Software  |  | No Tax  | Exempt  |
| Modified Canned Software   |  | No Tax  | Taxable   |
| Tangible Personal Property   |  | No Tax  | Taxable   |
| Sales & Use - Weighted Average of County & City Rates  |  | No Tax  | 6.5   |
| Top Personal Income Tax %  |  | 0%  | 9.85  |
| Professional Services Tax  |  | N   | N   |
| Estate, inheritance/gift taxes beyond fed. Pick-up tax.  |  | N   | Y   |
| Motor Fuel Tax, 11   |  | 0.196   | 0.286   |
| Property Tax   |  |   |   |
| On Land & Buildings, as share of personal income   |  | 5.496   | 3.426   |
| Telecommunications Tax %   |  |   |   |
| State/Local Sales Tax  |  | 0.00  | 7.70  |
| State/Local Wireless Rate  |  | 8.17  | 9.42  |
| Workers Compensation Premium Index Rate  |  | 2.2   | 2.0   |
| Unemployment Insurance Tax % (New Employers), 17   |  | 1.70  | 1.64  |
| Unemployment Insurance Time Period to Qualify for Experience Rating                                |  | 0.05  | 0.10  |
| Unemployment Insurance Tax Wage Bases, 17  |  | \$14,000  | \$32,000  |
| Unemployment Insurance Tax/ Per Employee, 17   |  | \$238   | \$525   |
| Unemployment Insurance Number of Benefit Weeks   |  | 26  | 11 to 26  |
| State Trust Fund negative loan balance to Federal Gov. (April, 2015)                               |  | 0.00  | 0.00  |
| Gasoline Excise Tax (cents per gallon)   |  | 22.2  | 28.5  |
| Diesel Excise Tax (cents per gallon)   |  | 22.2  | 28.5  |
| Tobacco Excise Tax (cents per pack of 20)  |  | 1.8   | 3.0   |
| State Taxes as Percentage of Personal Income   |  | 8.0%  | 10.7%   |
| Small Business Tax Index: 2014 (1= Best 50= Worst)   |  | 18  | 49  |
| Tax Climate Index (U.S. Tax foundation), 2018 Overall Ranking (1= Best 50= Worst)                  |  | 7   | 46  |
| <b>FINANCIAL &amp; GOVERNMENT COMPARISONS</b>  |  |   |   |
| Tax burden - State/Local, % of Income 2017   |  | 6.7%  | 10.2%   |
| State Government Tax Revenue, 2016 (in thousands)  |  | \$2,641,946   | \$25,189,128  |
| Per Capita State Government Tax Collections, 2015  |  | \$1,720   | \$4,238   |
| State Cash Solvency Index FY 2015  |  | -2.14   | -0.81   |
| State Long-Run Solvency FY 2015  |  | -0.53   | 0   |
| Public Sector Pensions-% funded 2015   |  | 65%   | 80%   |
| Per Capita State Government Debt Outstanding, 2014   |  | \$7,394   | \$2,899   |
| Gross Domestic Product by State, 2015-2016 (% change)  |  | \$0   | \$0   |
| State Government Bond Rating 2015  |  | Aa1/AA/AA+  | Aa1/AA+AA+  |
| State Credit Quality Ranking (April 16, Conning Group- 1-strongest 50-weakest)                     |  | 22  | 20  |
| Cost of Living Index, Second Quarter 2017  |  | 11200.0%  | 9980.0%   |
| Number of Bureaucrats , 2013   |  | 87201.00  | 358935.00   |
| Legal Liability- Lawsuit Climate (1=Best; 50=worst) , 2017   |  | 5   | 4   |
| % of State + Local Spending, as Measured by the GDP, 92-00<br>inflation over same period was 16.4% |  | 22.40   | 43.00   |
| Growth in Disposable Income (1960-2010) (1-Highest - 50 Lowest)                                    |  | 3   | 3   |
| Median Household Income (2015 Rankings) (1-Highest 50-Lowest)                                      |  | 2   | 5   |
| Personal Income Per Capita (2016 Rankings) (1-Highest 50-Lowest)                                   |  | 7   | 13  |
| State Corruption Ranking, 2015 (1=Least corrupt; 51= Most corrupt)                                 |  | 34  | 28  |
| 2016 Forbes Best States for Business (1=Best, 50=Worst)  |  | 36  | 15  |
| Millionaires, Per Capita 2015, (1= Highest, 50=Lowest)   |  | 7   | 10  |
| Average Yearly Legislative Salaries  |  | \$100   | \$31,141  |
| Freedom Ranking- Fiscal, Regulatory, Personal (1=best 50=worst)                                    |  | 1   | 37  |
| <b>ENERGY &amp; ENVIRONMENT</b>  |  |   |   |
| Electricity, August 2016, (Cents Per Kil Hr.)  |  | 18.2  | 13.1  |
| Electricity Net Generated Renewable Sources in 2010 (Thousand Megawattshours)                      |  | 2,710   | 7,480   |
| Natural Gas, 2015 (Dollars Per Thousand Cubit Feet)  |  | 16.18   | 8.79  |
| Coal, Av. Sales Price, \$ Per Short Ton, 2015  |  | N/A   | N/A   |
| Business Energy Cost-Index 2012 (1.66-Lowest and 4.69-Highest)                                     |  | 2.50  | 1.86  |
| Energy Consumption, 2015 (Trillions BTU)   |  | 305.2   | 1,769.9   |
| Total Pollution Released in 2015   |  | 471,294   | 26,085,661  |
| Total Air Emissions in 2015  |  | 322,928   | 9,080,641   |
| <b>REAL ESTATE</b>   |  |   |   |
| Office, Class A, average PSF (largest City) April 2015   |  | \$12.00 - \$19.00   | \$15.00 - \$20.00   |

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|  |  | <b>NH</b>           | <b>MN</b>        |
|  | Industrial flex, average cost PSF (largest City)                 | \$7.00 - \$10.00    | \$8.00 - \$12.00 |
|  | New construction, manufacturing, 24 ft. clear                    |                     |                  |
|  | 25k to 50k, average cost PSF                                     | \$115.00 - \$125.00 | N/A              |
|  |  |                     |                  |
| <b>LABOR</b>                           |  |                     |                  |
|  | Right to Work State  | N                   | N                |
|  | Average Annual Pay, 2016   | \$54,218            | \$54,641         |
|  | Average Hourly Earnings For Production Workers, 2016             | \$20.67             | \$20.03          |
|  | Percent Change in Average Annual Pay: 2015 to 2016               | 2.0                 | 1.3              |
|  | Civilian Labor Force in July 2017                                | 752,897             | 3,045,413        |
|  | Workers' Compensation Benefit Payments, 2015                     | \$222,064           | \$1,035,657      |
|  | Nonfarm Employees in Manufacturing, November 2016 (in thousands) | 66,500              | 315,700          |
|  | Nonfarm Employees in Government, November 2016 (in thousands)    | 88,100              | 423,500          |
|  | 2015, Occupational Injuries-Fatal (preliminary)                  | 18                  | 74               |
|  |  |                     |                  |
| <b>EDUCATION</b>                       |  |                     |                  |
|  | Critical Reading SAT Score, 2016                                 | 527                 | 607              |
|  | Math SAT Score, 2016   | 531                 | 620              |
|  | Writing SAT Score, 2016  | 510                 | 588              |
|  | % of Students Taking SAT Exam, 2016                              | 70.0                | 5.0              |
|  | Reading NAEP Score, 2015, Grade 4                                | 232                 | 223              |
|  | Reading NAEP Score, 2015, Grade 8                                | 275                 | 270              |
|  | Math NAEP Score, 2015, Grade 4                                   | 249                 | 250              |
|  | Math NAEP Score, 2015, Grade 8                                   | 294                 | 294              |
|  | Projected High School Graduates 2016                             | 13,530              | 56,570           |
|  | Projected High School Student who receive no diploma, 2011       | 3,808               | 14,311           |

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|--|--|--|-------------|-------------|
|  |  |  | <b>NH</b>   | <b>MN</b>   |
|  | Public Elementary/Secondary Expenditures per pupil, 2013                                   |  | \$15,394.00 | \$11,632.00 |
|  | % of Population Graduated from High School in 2015   |  | 87.3        | 79.8        |
|  | % of Population With a Bachelor's Degree or More, 2015                                     |  | 35.7        | 34.7        |
|  | % of Population With a Advanced Degree or More, 2015                                       |  | 13.7        | 11.8        |
|  | Pupil-Teacher Ratio in Public Elementary and Secondary Schools in 2015                     |  | 12.5        | 15.4        |
|  | Average Salary of Public School Teachers in 2012/13  |  | \$55,599    | \$56,268    |
|  | Number of Public Libraries, 2010   |  | 233         | 356         |
|  | Internet Terminals in Public Libraries 2014  |  | 1,460       | 5,630       |
|  | Number of Institutions of Higher Education, 2013   |  | 43          | 169         |
|  | Number of Charters Schools, 2016/17  |  | 26          | 167         |
| <b>DEMOGRAPHICS</b>  |  |  |             |             |
|  | Net Migration 2014 - 2015  |  | 1,077       | 3,231       |
|  | Median Age 2015  |  | 42.8        | 37.9        |
|  | % Of Population 25 to 44 Years Old, 2015   |  | 23.4        | 25.9        |
|  | % Change in Population 2013 to 2015  |  | -0.8        | 0.7         |
|  | Poverty Rate, 2014   |  | 8.2         | 10.2        |
|  | # of Public Aid Recipients 2015 (SNAP Participation Rates)                                 |  | 106,296     | 496,023     |
|  | % Births to Unmarried Women in 2015  |  | 34.0        | 32.0        |
| <b>CRIME</b>   |  |  |             |             |
|  | Murders in 2015  |  | 14          | 133         |
|  | Violent Crimes/100,000 Population, 2015  |  | 199.3       | 242.6       |
|  | Property Crimes, 2015  |  | 23,229      | 121,984     |
|  | Motor Vehicle Thefts in 2015   |  | 891         | 7,981       |
|  | Aggravated Assault Rate per 100,000 in 2015  |  | 116         | 129.2       |
|  | Crime Rate Rank, 2015 (1=Worst, 50=Best)   |  | 48          | 30.0        |
| <b>HEALTH INSURANCE</b>  |  |  |             |             |
|  | Average Family Premium per Employee Paid by Employer 2014                                  |  | \$18,126    | \$16,361    |
|  | Average Monthly Premiums per Person - Individual Market 2014                               |  | \$302.32    | \$236.16    |
|  | Hospital Adjusted Expenses per Inpatient Day 2014  |  | \$2,476     | \$2,102     |
|  | Retail Prescription Drugs Filled per Captia 2015   |  | 15.5        | 11.0        |
|  | Broker Compensation by Health Insurance Market - Small Group 2013                          |  | \$17.53     | \$17.82     |
| <b>HEALTH</b>  |  |  |             |             |
|  | Healthiest States (1=best; 50=worst), 2016   |  | 6           | 4           |
|  | Health Mandates 2012   |  | 38.0        | 65.0        |
|  | Infant Mortality /1000 Live Births, 2016   |  | 5.0         | 5.0         |
|  | % of Persons Not Covered by Health Insurance, 2016 of U.S.                                 |  | 7.8         | 5.2         |
|  | Physicians, 2017   |  | 3,987       | 16,896      |
|  | Deaths by Accident, 2014   |  | 716         | 2,385       |
|  | Deaths by Drug Overdose (per 100,000 pop. 2015) 1=lowest 50=highest                        |  | 33          | 5           |
|  | Estimated New Cases of Cancer - 2017   |  | 8670        | 30000       |
|  | Estimated Cancer Deaths Combined - 2017  |  | 2710        | 9860        |
|  | Current Cigarette use, Percentage of Population, 2016                                      |  | 15.9        | 16.2        |
|  | Bioterrorism, Disease & Disaster Preparedness Score, 2016                                  |  | 7           | 6           |
|  | Potential # of illness during a severe Pandemic  |  | 389,000     | 1,526,000   |
|  | Potential # of deaths during a severe Pandemic   |  | 10,000      | 39,000      |
|  | Health Security Preparedness - 2016 (0-10 rank - 10 most prepared - 6.1+ is above average) |  | 7.3         | 7.3         |
|  | % of Adults with Asthma - 2014   |  | 10.2        | 8.4         |
|  | % of Adults with Diabetes - 2016   |  | 8.1         | 7.6         |
|  | Fat Index Rank, 2015 (1 = most fat 50 = least fat)   |  | 38          | 39          |
|  | % of Children Overweight - 2015  |  | 12.2        | N/A         |
|  | % of Adults with Hypertension - 2011   |  | 26.1        | 21.6        |
|  | Infectious Disease, Percentage of Population, 2010   |  | 6           | 9           |
|  | Human West Nile Cases - 2016   |  | 0           | 66          |
|  | Zika Virus Cases, from January - August, 2017  |  | 0           | 5           |
| <b>COST OF LIVING, (LARGEST METRO AREA IN EACH STATE, 3rd Quarter)</b> |  |  |             |             |
|  | Average Median Apartment Rent, based on 2br, 2017  |  | \$1,350     | \$1,300     |
|  | Average Listing Home Price, Feb 2017   |  | \$280,699   | \$275,053   |
|  | Average "Check Engine" Light Repair Cost (Parts & Labor)                                   |  | \$328       | \$363       |
|  | Gasoline/Gallon 5/2018   |  | \$2.82      | \$2.77      |
|  | Doctor Visit   |  | \$145.00    | \$135.93    |
|  | Average Auto Insurance Premium, 2016   |  | \$941.00    | \$1,257.00  |
|  | Food   |  |             |             |
|  | Ground Beef (state capital)  |  | \$4.67      | \$4.16      |
|  | Chicken Breast per pound (major city)  |  | \$4.09      | \$3.33      |
|  | Milk (state capital)   |  | \$3.46      | \$3.05      |
|  | Dozen Eggs (state capital)   |  | \$2.75      | \$2.17      |
|  | Bread (state capital)  |  | \$2.50      | \$1.97      |
| <b>QUALITY OF LIFE: CHILD WELL - BEING</b>                             |  |  |             |             |
|  | Overall State Ranking, 2017  |  | 1           | 4           |
|  | Births of Low Birth weight as a percent of all Births in 2015                              |  | 8.3         | 9.3         |
|  | Child Death Rates (deaths per 100,000 ) 2015   |  | 11          | 14          |
|  | Teen Deaths Rate by Accident, Homicide, and Suicide (deaths per 100,000), 2015             |  | S           | 29          |
|  | Total Teen Birth (rate per 1,000 females ages 15-19), 2015                                 |  | 10.9        | 13.7        |
|  | % of Teens Who Are High School Dropouts, 2015  |  | 2%          | 3%          |
|  | % of Teens Not Attending School and Not Working , 2014                                     |  | 5%          | 4%          |
|  | % of Children Whose Parents Lack Secure Employment, 2014                                   |  | 24%         | 24%         |
|  | % of Children in Poverty , 2014  |  | 13%         | 15%         |

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|--|---|-----------|-----------|
|  |   | <b>NH</b> | <b>MN</b> |
|  | % of Families with Children Headed by Single Parent, 2015 | 30%       | 28%       |
|  | Drug Overdose Deaths - % change from 2014-2015            | 30.9      | 10.4      |
|  | Registered Sex Offenders Per Capita June 2016             | 206       | 323       |
| <b>SOCIAL CAPITAL</b>                  |   |           |           |
|  | Lifestyles: Hours volunteered Last Year per Resident 2014 | 32.5      | 38.6      |
|  | Donates to Charity (percent)                              | 57.7%     | 60.6%     |
|  | Attended Public Meetings (percent)                        | 9.7%      | 11.9%     |

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|--|--------------------|---|
|  | <b>NH</b>          | <b>MN</b>   |
| Active in Neighborhood (percent)   | 9.7%               | 10.3%   |
| Civic and Social Organizations per 1000 pop, 1977-1992 (from FICA)   | 0.25               | 0.26  |
| Mean President Turnout 2016  | 73%                | 75%   |
| Av. Charitable Giving per IRS Tax Filers, 2013   | \$890              | \$1,290   |
| Residents who volunteer 2015 (rank)  | 19                 | 2   |
| <b>GEOGRAPHY</b>   |                    |   |
| Total Area of States in Square Miles   | 9,349              | 86,936  |
| Highest Point of Elevation in Feet   | 6,288              | 2,301   |
| % of Days that are Sunny   | 44                 | 55  |
| Hazardous Weather Fatalities in 2016   | 1                  | 9   |
| # of Deaths by Lighting Strikes from 2007-2016   | 0                  | 5   |
| # of Earthquakes by State from 2010-2015   | 1                  | 1   |
| # of Tornadoes, in 2016  | 2                  | 44  |
| <b>HOUSING</b>   |                    |   |
| New Housing Units Authorized in 2016   | 3,607              | 24,263  |
| Homeownership Rate, 2015   | 71.6               | 70.1  |
| % Change in House Prices: 2015 to 2016   | 3.5                | 6.0   |
| % Change in Existing Home Sales: 2012 to 2016  | 17.8               | 29.8  |
| <b>POPULATION</b>  |                    |   |
| Population in 2017   | 1,335,832          | 5,554,532   |
| Population 18 to 24 Year Old in 2015   | 129,025            | 506,298   |
| Population 25 to 44 Years Old in 2015  | 311,207            | 1,420,841   |
| Average Family Size in 2015  | 3.01               | 3.07  |
| % of Eligible Voters Reported Registered, 2014   | 68.3%              | 71.8%   |
| # of State Legislators, 2016   | 424                | 201   |
| <b>TRIVIA FACTS</b>  |                    |   |
| State Nickname   | Granite State      | North Star State  |
| State Capital  | Concord            | St. Paul  |
| Governor - Apr. 2017   | Chris Sununu ( R ) | Mark Dayton ( D )   |
| State Song   | Old New Hampshire  | Hail! Minnesota   |
| State Flower   | Purple Lilac       | Pink and White Lady's Slippers  |
| State Tree   | White Birch        | Red Pine  |
| State Bird   | Purple Finch       | Common Loon   |
| State Motos  | Live Free or Die   | French: The star of the North<br>or Latin: I long to see what is beyond |
| <b>COOLNESS FACTORS - NH</b>   |                    |   |
| Top 10 Up and Coming US Cities for Tech Jobs, July 2015 - Zip Recruiter  |                    |   |
| Best Cities to Raise Children, 2012 - Kiplinger Personal Finance   |                    |   |
| Strongest State in the Union - 2016 - Politico   |                    |   |
| America's Top 10 Smartest Cities 2014 - WalletHub  |                    |   |
| Voters' Choice for New Monopoly Board City, 2015 - Hasbro, Inc. (US Edition of Monopoly - light blue property) |                    |   |
| America's 11 Happiest Seacoast Towns, 2015 - Coastal Living Magazine   |                    |   |
| 11 Coolest Road Trips in the US, 2014 - BuzzFeed.com   |                    |   |
| America's Most Beautiful Town Squares, 2014 - Travel + Leisure   |                    |   |
| Top Small Business Friendly States, 2015 - Thumbtack.com   |                    |   |
| 10 Best Cities for Small Business in the US, 2015 - Thumbtack.com  |                    |   |
| Best State Capitals to Live in, 2016 - SmartAsset.com  |                    |   |
| Top 10 High-Tech Density, 2016 - BloombergInnovation Index   |                    |   |
| #37 Best Cities for Outdoor Activities - Manchester, niche.com, 2017   |                    |   |
| #16 Top Best Places to Live - Nashua (#1 1987, 1997) Money, 2016   |                    |   |

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|---|---|------------------|------------------|
|   |   | <b>NH</b>        | <b>MN</b>        |
|   | #10 Best Run City Nashua - Nashua, WalletHub, 2016                        |                  |                  |
|   | #8 Next Top 10 Cities for high Tech Jobs - Manchester, Fast Company, 2015 |                  |                  |
|   | <b>Last Updates</b>   | <b>5/11/2018</b> | <b>5/11/2018</b> |
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