

# Appendices

## DICKINSON, NORTH DAKOTA RETAIL SALES POTENTIAL

Prepared for:

**Roers Development  
and  
Stark Development Corporation**

**June 2010**

# **Appendices**

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# APPENDIX A

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Table A-1

CITY OF DICKINSON, DICKINSON TRADE AREA AND UNITED STATES  
POPULATION AND HOUSEHOLDS: 1990 AND 2000 CENSUS; 2010 AND 2015 ESTIMATED

| Trade Area / Year           | Population  |                | Households  |                |
|-----------------------------|-------------|----------------|-------------|----------------|
|                             | Number      | Rate of Change | Number      | Rate of Change |
| <b>City of Dickinson</b>    |             |                |             |                |
| 1990                        | 13,080      | N/A            | 4,997       | N/A            |
| 2000                        | 16,056      | 2.07 %         | 6,534       | 2.72 %         |
| 2010 E                      | 17,179      | 0.75           | 7,306       | 1.25           |
| 2015 E                      | 18,716      | 1.73           | 8,256       | 2.48           |
| <b>Dickinson Trade Area</b> |             |                |             |                |
| 1990                        | 98,130      | N/A            | 37,090      | N/A            |
| 2000                        | 92,130      | (0.63) %       | 36,923      | (0.05) %       |
| 2010 E                      | 90,946      | (0.14)         | 38,374      | 0.43           |
| 2015 E                      | 94,187      | 0.70           | 40,279      | 0.97           |
| <b>United States</b>        |             |                |             |                |
| 1990                        | 247,051,287 | N/A            | 91,402,228  | N/A            |
| 2000                        | 279,583,437 | 1.24 %         | 104,855,261 | 1.38 %         |
| 2010 E                      | 306,341,111 | 1.02           | 114,634,696 | 1.00           |
| 2015 E                      | 320,531,289 | 0.91           | 120,600,367 | 1.02           |

N/A: Not Available.

E: Estimated.

Source: U.S. Census, Scan/US and McComb Group, Ltd.

Table A-2

CITY OF DICKINSON, DICKINSON TRADE AREA AND UNITED STATES  
 AVERAGE AND MEDIAN HOUSEHOLD INCOMES  
 1990 AND 2000 CENSUS; 2010 AND 2015 ESTIMATED

| Income Type / Year       | City of<br>Dickinson | Dickinson<br>Trade Area | United<br>States |
|--------------------------|----------------------|-------------------------|------------------|
| Average Household Income |                      |                         |                  |
| 1990                     | \$ 27,502            | \$ 26,926               | \$ 38,374        |
| 2000                     | 39,136               | 38,931                  | 56,653           |
| 2010 E                   | 59,598               | 52,775                  | 72,075           |
| 2015 E                   | 69,240               | 58,406                  | 78,123           |
| Median Household Income  |                      |                         |                  |
| 1990                     | \$ 23,983            | \$ 23,075               | \$ 30,214        |
| 2000                     | 32,306               | 31,639                  | 42,751           |
| 2010 E                   | 45,504               | 41,273                  | 51,900           |
| 2015 E                   | 52,955               | 45,528                  | 55,483           |

E: Estimated.

Source: U.S. Census, Scan/US and McComb Group, Ltd.

Table A-3

CITY OF DICKINSON, DICKINSON TRADE AREA AND UNITED STATES  
HOUSEHOLD INCOME: 1990 AND 2000 CENSUS; 2010 AND 2015 ESTIMATED

|                             | 1990       |         | 2000        |         | 2010 E      |         | 2015 E      |         |
|-----------------------------|------------|---------|-------------|---------|-------------|---------|-------------|---------|
|                             | Number     | Percent | Number      | Percent | Number      | Percent | Number      | Percent |
| <b>City of Dickinson</b>    |            |         |             |         |             |         |             |         |
| Households                  | 4,997      | N/A     | 6,534       | N/A     | 7,306       | N/A     | 8,256       | N/A     |
| Average Size                | 2.51       | N/A     | 2.33        | N/A     | 2.23        | N/A     | 2.26        | N/A     |
| <b>Household Income</b>     |            |         |             |         |             |         |             |         |
| Median                      | \$ 23,983  | N/A     | \$ 32,306   | N/A     | \$ 45,504   | N/A     | \$ 52,955   | N/A     |
| Average                     | \$ 27,502  | N/A     | \$ 39,136   | N/A     | \$ 59,598   | N/A     | \$ 69,240   | N/A     |
| Households Above \$50,000   | 674        | 13.5 %  | 1,735       | 26.6 %  | 3,372       | 46.2 %  | 4,401       | 53.3 %  |
| Households Above \$75,000   | 136        | 2.7     | 656         | 10.0    | 1,980       | 27.1    | 2,734       | 33.1    |
| <b>Income Distribution</b>  |            |         |             |         |             |         |             |         |
| Less than \$15,000          | 1,643      | 32.9 %  | 1,541       | 23.6 %  | 1,306       | 17.9 %  | 1,291       | 15.6 %  |
| \$15,000 - \$24,999         | 1,099      | 22.0    | 967         | 14.8    | 764         | 10.5    | 736         | 8.9     |
| \$25,000 - \$34,999         | 801        | 16.0    | 1,043       | 16.0    | 743         | 10.2    | 686         | 8.3     |
| \$35,000 - \$49,999         | 783        | 15.7    | 1,248       | 19.1    | 1,121       | 15.3    | 1,143       | 13.8    |
| \$50,000 - \$74,999         | 538        | 10.8    | 1,079       | 16.5    | 1,392       | 19.1    | 1,667       | 20.2    |
| \$75,000 - \$99,999         | 99         | 2.0     | 342         | 5.2     | 875         | 12.0    | 1,207       | 14.6    |
| \$100,000 - \$149,999       | 30         | 0.6     | 242         | 3.7     | 807         | 11.0    | 1,107       | 13.4    |
| \$150,000 +                 | 8          | 0.2     | 72          | 1.1     | 298         | 4.1     | 420         | 5.1     |
| <b>Dickinson Trade Area</b> |            |         |             |         |             |         |             |         |
| Households                  | 37,090     | N/A     | 36,923      | N/A     | 38,374      | N/A     | 40,279      | N/A     |
| Average Size                | 2.59       | N/A     | 2.42        | N/A     | 2.37        | N/A     | 2.34        | N/A     |
| <b>Household Income</b>     |            |         |             |         |             |         |             |         |
| Median                      | \$ 23,075  | N/A     | \$ 31,639   | N/A     | \$ 41,273   | N/A     | \$ 45,528   | N/A     |
| Average                     | \$ 26,926  | N/A     | \$ 38,931   | N/A     | \$ 52,775   | N/A     | \$ 58,406   | N/A     |
| Households Above \$50,000   | 3,733      | 10.9 %  | 9,389       | 25.4 %  | 15,547      | 40.5 %  | 18,288      | 45.4 %  |
| Households Above \$75,000   | 858        | 2.5     | 3,503       | 9.5     | 8,048       | 21.0    | 10,108      | 25.1    |
| <b>Income Distribution</b>  |            |         |             |         |             |         |             |         |
| Less than \$15,000          | 11,040     | 32.3 %  | 8,219       | 22.3 %  | 6,261       | 16.3 %  | 5,857       | 14.5 %  |
| \$15,000 - \$24,999         | 8,039      | 23.5    | 6,580       | 17.8    | 5,417       | 14.1    | 5,071       | 12.6    |
| \$25,000 - \$34,999         | 5,698      | 16.7    | 5,883       | 15.9    | 4,842       | 12.6    | 4,779       | 11.9    |
| \$35,000 - \$49,999         | 5,644      | 16.5    | 6,852       | 18.6    | 6,307       | 16.4    | 6,284       | 15.6    |
| \$50,000 - \$74,999         | 2,875      | 8.4     | 5,886       | 15.9    | 7,499       | 19.5    | 8,180       | 20.3    |
| \$75,000 - \$99,999         | 540        | 1.6     | 1,983       | 5.4     | 4,029       | 10.5    | 4,971       | 12.3    |
| \$100,000 - \$149,999       | 229        | 0.7     | 999         | 2.7     | 2,807       | 7.3     | 3,564       | 8.8     |
| \$150,000 +                 | 89         | 0.3     | 521         | 1.4     | 1,212       | 3.2     | 1,573       | 3.9     |
| <b>United States</b>        |            |         |             |         |             |         |             |         |
| Households                  | 91,402,228 | N/A     | 104,855,261 | N/A     | 114,634,696 | N/A     | 120,600,367 | N/A     |
| Average Size                | 2.63       | N/A     | 2.59        | N/A     | 2.60        | N/A     | 2.59        | N/A     |
| <b>Household Income</b>     |            |         |             |         |             |         |             |         |
| Median                      | \$ 30,214  | N/A     | \$ 42,751   | N/A     | \$ 51,900   | N/A     | \$ 55,483   | N/A     |
| Average                     | \$ 38,374  | N/A     | \$ 56,653   | N/A     | \$ 72,075   | N/A     | \$ 78,123   | N/A     |
| Households Above \$50,000   | 22,302,207 | 24.4 %  | 44,021,805  | 42.0 %  | 58,823,773  | 51.3 %  | 65,412,212  | 54.2 %  |
| Households Above \$75,000   | 8,644,712  | 9.5     | 23,606,167  | 22.5    | 37,070,976  | 32.3    | 42,805,014  | 35.5    |
| <b>Income Distribution</b>  |            |         |             |         |             |         |             |         |
| Less than \$15,000          | 22,256,335 | 24.3 %  | 16,605,189  | 15.8 %  | 14,689,556  | 12.8 %  | 14,389,707  | 11.9 %  |
| \$15,000 - \$24,999         | 16,036,700 | 17.5    | 13,450,479  | 12.8    | 12,361,278  | 10.8    | 12,226,920  | 10.1    |
| \$25,000 - \$34,999         | 14,489,716 | 15.9    | 13,435,521  | 12.8    | 12,298,168  | 10.7    | 12,135,976  | 10.1    |
| \$35,000 - \$49,999         | 16,317,430 | 17.9    | 17,342,267  | 16.5    | 16,461,921  | 14.4    | 16,435,552  | 13.6    |
| \$50,000 - \$74,999         | 13,657,495 | 14.9    | 20,415,638  | 19.5    | 21,752,797  | 19.0    | 22,607,198  | 18.7    |
| \$75,000 - \$99,999         | 4,650,869  | 5.1     | 10,725,335  | 10.2    | 14,293,174  | 12.5    | 15,929,967  | 13.2    |
| \$100,000 - \$149,999       | 2,564,096  | 2.8     | 8,084,326   | 7.7     | 13,805,997  | 12.0    | 16,221,828  | 13.5    |
| \$150,000 +                 | 1,429,747  | 1.6     | 4,796,506   | 4.6     | 8,971,805   | 7.8     | 10,653,219  | 8.8     |

N/A: Not Available or Not Applicable

E: Estimated.

Source: U.S. Census, Scan/US and McComb Group, Ltd.

Table A-4

CITY OF DICKINSON, DICKINSON TRADE AREA AND UNITED STATES  
HOUSEHOLDS, FAMILIES AND HOUSEHOLD SIZE; 1990 AND 2000 CENSUS; 2010 AND 2015 ESTIMATED

|                             | 1990       |         | 2000        |         | 2010 E      |         | 2015 E      |         |
|-----------------------------|------------|---------|-------------|---------|-------------|---------|-------------|---------|
|                             | Number     | Percent | Number      | Percent | Number      | Percent | Number      | Percent |
| <b>City of Dickinson</b>    |            |         |             |         |             |         |             |         |
| Households                  | 4,997      |         | 6,534       |         | 7,306       |         | 8,256       |         |
| Families                    | 3,410      |         | 4,079       |         | 4,283       |         | 4,701       |         |
| As Percent of Households    |            | 68.2 %  |             | 62.4 %  |             | 58.6 %  |             | 56.9 %  |
| <b>Household Size</b>       |            |         |             |         |             |         |             |         |
| 1 Person                    | N/A        | N/A %   | 2,073       | 31.7 %  | 2,359       | 32.3 %  | 2,659       | 32.2 %  |
| 2 Persons                   | N/A        | N/A     | 2,193       | 33.6    | 2,650       | 36.3    | 2,957       | 35.8    |
| 3-4 Persons                 | N/A        | N/A     | 1,760       | 26.9    | 1,845       | 25.2    | 2,102       | 25.5    |
| 5+ Persons                  | N/A        | N/A     | 508         | 7.8     | 452         | 6.2     | 538         | 6.5     |
| Average Household Size      | 2.51       |         | 2.33        |         | 2.23        |         | 2.26        |         |
| <b>Dickinson Trade Area</b> |            |         |             |         |             |         |             |         |
| Households                  | 37,090     |         | 36,923      |         | 38,374      |         | 40,279      |         |
| Families                    | 26,852     |         | 24,801      |         | 25,085      |         | 25,964      |         |
| As Percent of Households    |            | 72.4 %  |             | 67.2 %  |             | 65.4 %  |             | 64.5 %  |
| <b>Household Size</b>       |            |         |             |         |             |         |             |         |
| 1 Person                    | N/A        | N/A %   | 10,817      | 29.3 %  | 11,597      | 30.2 %  | 12,338      | 30.6 %  |
| 2 Persons                   | N/A        | N/A     | 12,939      | 35.0    | 14,626      | 38.1    | 14,825      | 36.8    |
| 3-4 Persons                 | N/A        | N/A     | 9,777       | 26.5    | 9,428       | 24.6    | 10,016      | 24.9    |
| 5 + Persons                 | N/A        | N/A     | 3,390       | 9.2     | 2,723       | 7.1     | 3,100       | 7.7     |
| Average Household Size      | 2.59       |         | 2.42        |         | 2.37        |         | 2.34        |         |
| <b>United States</b>        |            |         |             |         |             |         |             |         |
| Households                  | 91,402,228 |         | 104,855,261 |         | 114,634,696 |         | 120,600,367 |         |
| Families                    | 64,121,654 |         | 71,347,942  |         | 76,060,980  |         | 78,978,314  |         |
| As Percent of Households    |            | 70.2 %  |             | 68.0 %  |             | 66.4 %  |             | 65.5 %  |
| <b>Household Size</b>       |            |         |             |         |             |         |             |         |
| 1 Person                    | N/A        | N/A %   | 27,089,863  | 25.8 %  | 31,877,372  | 27.8 %  | 34,755,470  | 28.8 %  |
| 2 Persons                   | N/A        | N/A     | 34,230,383  | 32.6    | 34,902,271  | 30.4    | 35,891,433  | 29.8    |
| 3-4 Persons                 | N/A        | N/A     | 32,207,786  | 30.7    | 34,719,001  | 30.3    | 36,094,111  | 29.9    |
| 5 + Persons                 | N/A        | N/A     | 11,327,229  | 10.8    | 13,136,052  | 11.5    | 13,859,353  | 11.5    |
| Average Household Size      | 2.63       |         | 2.59        |         | 2.60        |         | 2.59        |         |

N/A: Not Available or Not Applicable.

E: Estimated.

Source: U.S. Census, Scan/US and McComb Group, Ltd.

Table A-5

CITY OF DICKINSON, DICKINSON TRADE AREA AND UNITED STATES  
EDUCATIONAL ATTAINMENT: 1990 AND 2000 CENSUS; 2010 AND 2015 ESTIMATED

| Attainment                  | 1990       |         | 2000       |         | 2010 E     |         | 2015 E     |         |
|-----------------------------|------------|---------|------------|---------|------------|---------|------------|---------|
|                             | Number     | Percent | Number     | Percent | Number     | Percent | Number     | Percent |
| <b>City of Dickinson</b>    |            |         |            |         |            |         |            |         |
| No College                  | 2,218      | 37.1 %  | 2,468      | 30.8 %  | 3,088      | 31.9 %  | 3,575      | 32.6 %  |
| Some College/2 yr. Degree   | 2,340      | 39.1    | 3,104      | 38.7    | 3,957      | 40.9    | 4,609      | 42.0    |
| College Graduate            | 1,030      | 17.2    | 1,856      | 23.1    | 2,050      | 21.2    | 2,206      | 20.1    |
| Graduate School             | 394        | 6.6     | 590        | 7.4     | 575        | 5.9     | 583        | 5.3     |
| <b>Dickinson Trade Area</b> |            |         |            |         |            |         |            |         |
| No College                  | 19,492     | 43.3 %  | 19,368     | 39.3 %  | 20,957     | 39.6 %  | 22,647     | 39.8 %  |
| Some College/2 yr. Degree   | 17,587     | 39.1    | 19,296     | 39.1    | 20,690     | 39.1    | 22,252     | 39.1    |
| College Graduate            | 6,282      | 14.0    | 8,327      | 16.9    | 8,974      | 16.9    | 9,606      | 16.9    |
| Graduate School             | 1,636      | 3.6     | 2,312      | 4.7     | 2,351      | 4.4     | 2,444      | 4.3     |
| <b>United States</b>        |            |         |            |         |            |         |            |         |
| No College                  | 47,207,515 | 39.9 %  | 51,777,198 | 35.6 %  | 60,292,138 | 34.9 %  | 64,769,509 | 34.6 %  |
| Some College/2 yr. Degree   | 39,130,457 | 33.1    | 49,433,254 | 34.0    | 55,872,964 | 32.3    | 59,117,129 | 31.5    |
| College Graduate            | 20,603,802 | 17.4    | 28,072,442 | 19.3    | 35,806,179 | 20.7    | 40,035,393 | 21.4    |
| Graduate School             | 11,363,269 | 9.6     | 16,028,464 | 11.0    | 20,861,651 | 12.1    | 23,515,815 | 12.5    |

N/A: Not Available or Not Applicable.

E: Estimated.

Source: U.S. Census, Sean/US and McComb Group, Ltd.



Table A-6  
 CITY OF DICKINSON, DICKINSON TRADE AREA AND UNITED STATES  
 GENDER AND MARITAL STATUS: 1990 AND 2000 CENSUS; 2010 AND 2015 ESTIMATED

| Ethnicity                   | 1990        |         | 2000        |         | 2010 E      |         | 2015 E      |         |
|-----------------------------|-------------|---------|-------------|---------|-------------|---------|-------------|---------|
|                             | Number      | Percent | Number      | Percent | Number      | Percent | Number      | Percent |
| <b>City of Dickinson</b>    |             |         |             |         |             |         |             |         |
| <b>Gender</b>               |             |         |             |         |             |         |             |         |
| Male                        | 6,295       | 48.1 %  | 7,776       | 48.4 %  | 8,332       | 48.5 %  | 9,096       | 48.6 %  |
| Female                      | 6,785       | 51.9    | 8,280       | 51.6    | 8,847       | 51.5    | 9,620       | 51.4    |
| <b>Marital Status</b>       |             |         |             |         |             |         |             |         |
| Single                      | 4,053       | 40.7 %  | 255         | 6.3 %   | 164         | 4.0 %   | 179         | 3.8 %   |
| Single With Children        | N/A         | N/A     | 516         | 12.7    | 524         | 12.8    | 586         | 12.5    |
| Married                     | 5,899       | 59.3    | 3,307       | 81.1    | 3,396       | 83.2    | 3,936       | 83.7    |
| <b>Dickinson Trade Area</b> |             |         |             |         |             |         |             |         |
| <b>Gender</b>               |             |         |             |         |             |         |             |         |
| Male                        | 48,848      | 49.8 %  | 45,547      | 49.4 %  | 45,109      | 49.6 %  | 46,811      | 49.7 %  |
| Female                      | 49,282      | 50.2    | 46,583      | 50.6    | 45,837      | 50.4    | 47,376      | 50.3    |
| <b>Marital Status</b>       |             |         |             |         |             |         |             |         |
| Single                      | 24,924      | 34.5 %  | 1,193       | 4.8 %   | 1,140       | 4.5 %   | 1,173       | 4.5 %   |
| Single With Children        | N/A         | N/A     | 2,661       | 10.7    | 2,721       | 10.8    | 2,827       | 10.9    |
| Married                     | 47,216      | 65.5    | 20,947      | 84.5    | 21,223      | 84.6    | 21,963      | 84.6    |
| <b>United States</b>        |             |         |             |         |             |         |             |         |
| <b>Gender</b>               |             |         |             |         |             |         |             |         |
| Male                        | 120,385,660 | 48.7 %  | 137,120,780 | 49.0 %  | 151,142,075 | 49.3 %  | 158,559,303 | 49.5 %  |
| Female                      | 126,665,627 | 51.3    | 142,462,657 | 51.0    | 155,199,036 | 50.7    | 161,971,986 | 50.5    |
| <b>Marital Status</b>       |             |         |             |         |             |         |             |         |
| Single                      | 87,652,149  | 45.2 %  | 5,857,127   | 8.2 %   | 6,715,357   | 8.8 %   | 7,227,289   | 9.2 %   |
| Single With Children        | N/A         | N/A     | 11,329,978  | 15.9    | 12,965,815  | 17.0    | 13,938,252  | 17.6    |
| Married                     | 106,219,419 | 54.8    | 54,160,837  | 75.9    | 56,379,808  | 74.1    | 57,812,773  | 73.2    |

N/A: Not Available or Not Applicable.

E: Estimated.

Source: U.S. Census, Scan/US and McComb Group, Ltd.

Table A-7

CITY OF DICKINSON, DICKINSON TRADE AREA AND UNITED STATES  
AGE DISTRIBUTION: 1990 AND 2000 CENSUS; 2010 AND 2015 ESTIMATED

| Age Distribution            | 1990        |         | 2000        |         | 2010 E      |         | 2015 E      |         |
|-----------------------------|-------------|---------|-------------|---------|-------------|---------|-------------|---------|
|                             | Number      | Percent | Number      | Percent | Number      | Percent | Number      | Percent |
| <b>City of Dickinson</b>    |             |         |             |         |             |         |             |         |
| Under 5                     | 976         | 7.5 %   | 928         | 5.8 %   | 1,106       | 6.4 %   | 1,300       | 6.9 %   |
| 5 - 9                       | 1,136       | 8.7     | 1,074       | 6.7     | 932         | 5.4     | 1,133       | 6.1     |
| 10 - 14                     | 994         | 7.6     | 1,142       | 7.1     | 891         | 5.2     | 976         | 5.2     |
| 15 - 19                     | 994         | 7.6     | 1,539       | 9.6     | 1,219       | 7.1     | 1,071       | 5.7     |
| 20 - 24                     | 929         | 7.1     | 1,404       | 8.7     | 1,721       | 10.0    | 1,471       | 7.9     |
| 25 - 34                     | 2,232       | 17.1    | 1,733       | 10.8    | 2,605       | 15.2    | 3,267       | 17.5    |
| 35 - 44                     | 1,752       | 13.4    | 2,411       | 15.0    | 1,648       | 9.6     | 1,868       | 10.0    |
| 45 - 54                     | 1,112       | 8.5     | 1,995       | 12.4    | 2,273       | 13.2    | 2,063       | 11.0    |
| 55 - 64                     | 1,012       | 7.7     | 1,243       | 7.7     | 1,887       | 11.0    | 2,361       | 12.6    |
| 65 - 74                     | 1,008       | 7.7     | 1,182       | 7.4     | 1,247       | 7.3     | 1,560       | 8.3     |
| 75 +                        | 933         | 7.1     | 1,405       | 8.8     | 1,650       | 9.6     | 1,645       | 8.8     |
| 25 - 64                     | 6,109       | 46.7 %  | 7,382       | 46.0 %  | 8,413       | 49.0 %  | 9,559       | 51.1 %  |
| 65 and Over                 | 1,941       | 14.8    | 2,587       | 16.1    | 2,897       | 16.9    | 3,205       | 17.1    |
| <b>Dickinson Trade Area</b> |             |         |             |         |             |         |             |         |
| Under 5                     | 7,411       | 7.7 %   | 5,066       | 5.5 %   | 5,402       | 5.9 %   | 6,114       | 6.5 %   |
| 5 - 9                       | 8,799       | 9.1     | 6,254       | 6.8     | 4,816       | 5.3     | 5,493       | 5.8     |
| 10 - 14                     | 8,228       | 8.5     | 7,518       | 8.2     | 5,055       | 5.6     | 4,975       | 5.3     |
| 15 - 19                     | 6,322       | 6.5     | 7,908       | 8.6     | 6,011       | 6.6     | 5,178       | 5.5     |
| 20 - 24                     | 4,016       | 4.2     | 4,332       | 4.7     | 6,807       | 7.5     | 6,240       | 6.6     |
| 25 - 34                     | 14,995      | 15.5    | 8,599       | 9.3     | 10,846      | 11.9    | 13,448      | 14.3    |
| 35 - 44                     | 14,217      | 14.7    | 14,508      | 15.7    | 8,737       | 9.6     | 8,590       | 9.1     |
| 45 - 54                     | 8,965       | 9.3     | 13,276      | 14.4    | 13,789      | 15.2    | 11,202      | 11.9    |
| 55 - 64                     | 8,623       | 8.9     | 8,592       | 9.3     | 12,861      | 14.1    | 14,690      | 15.6    |
| 65 - 74                     | 8,218       | 8.5     | 7,754       | 8.4     | 7,812       | 8.6     | 9,727       | 10.3    |
| 75 +                        | 6,813       | 7.1     | 8,323       | 9.0     | 8,811       | 9.7     | 8,530       | 9.1     |
| 25 - 64                     | 46,800      | 48.4 %  | 44,975      | 48.8 %  | 46,233      | 50.8 %  | 47,930      | 50.9 %  |
| 65 and Over                 | 15,031      | 15.6    | 16,077      | 17.5    | 16,623      | 18.3    | 18,257      | 19.4    |
| <b>United States</b>        |             |         |             |         |             |         |             |         |
| Under 5                     | 18,216,323  | 7.4 %   | 19,050,045  | 6.8 %   | 20,971,275  | 6.8 %   | 21,601,266  | 6.7 %   |
| 5 - 9                       | 17,966,536  | 7.3     | 20,410,754  | 7.3     | 20,355,661  | 6.6     | 21,262,485  | 6.6     |
| 10 - 14                     | 16,997,174  | 6.9     | 20,388,305  | 7.3     | 19,998,702  | 6.5     | 20,792,228  | 6.5     |
| 15 - 19                     | 17,644,373  | 7.1     | 20,088,794  | 7.2     | 20,849,707  | 6.8     | 20,408,999  | 6.4     |
| 20 - 24                     | 18,888,290  | 7.6     | 18,840,701  | 6.7     | 21,132,649  | 6.9     | 21,210,798  | 6.6     |
| 25 - 34                     | 42,862,271  | 17.3    | 39,631,091  | 14.2    | 41,285,735  | 13.5    | 42,916,627  | 13.4    |
| 35 - 44                     | 37,297,467  | 15.1    | 44,843,302  | 16.0    | 41,468,981  | 13.5    | 41,102,646  | 12.8    |
| 45 - 54                     | 25,060,382  | 10.1    | 37,412,020  | 13.4    | 43,896,123  | 14.3    | 43,506,466  | 13.6    |
| 55 - 64                     | 21,024,328  | 8.5     | 24,122,973  | 8.6     | 35,545,290  | 11.6    | 40,709,438  | 12.7    |
| 65 - 74                     | 18,012,357  | 7.3     | 18,283,216  | 6.5     | 21,787,920  | 7.1     | 27,132,251  | 8.5     |
| 75 +                        | 13,082,100  | 5.3     | 16,512,236  | 5.9     | 19,049,068  | 6.2     | 19,888,085  | 6.2     |
| 25 - 64                     | 126,244,448 | 51.1 %  | 146,009,386 | 52.2 %  | 162,196,129 | 52.9 %  | 168,235,177 | 52.5 %  |
| 65 and Over                 | 31,094,457  | 12.6    | 34,795,452  | 12.4    | 40,836,988  | 13.3    | 47,020,336  | 14.7    |

E: Estimated.

Source: U.S. Census, Scan/US and McComb Group, Ltd.

Table A-8

CITY OF DICKINSON, DICKINSON TRADE AREA AND UNITED STATES  
ETHNICITY: 1990 AND 2000 CENSUS; 2010 AND 2015 ESTIMATED

| Ethnicity                   | 1990        |         | 2000        |         | 2010 E      |         | 2015 E      |         |
|-----------------------------|-------------|---------|-------------|---------|-------------|---------|-------------|---------|
|                             | Number      | Percent | Number      | Percent | Number      | Percent | Number      | Percent |
| <b>City of Dickinson</b>    |             |         |             |         |             |         |             |         |
| Caucasian                   | 12,906      | 98.7 %  | 15,606      | 97.2 %  | 16,579      | 96.5 %  | 17,976      | 96.0 %  |
| African-American            | 14          | 0.1     | 44          | 0.3     | 111         | 0.6     | 159         | 0.9     |
| Native American             | 93          | 0.7     | 184         | 1.1     | 261         | 1.5     | 294         | 1.6     |
| Asian/Pacific Islander      | 47          | 0.4     | 42          | 0.3     | 68          | 0.4     | 88          | 0.5     |
| Other                       | 20          | 0.2     | 180         | 1.1     | 159         | 0.9     | 198         | 1.1     |
| Hispanic (any race)         | 73          | 0.6 %   | 166         | 1.0 %   | 265         | 1.5 %   | 348         | 1.9 %   |
| <b>Dickinson Trade Area</b> |             |         |             |         |             |         |             |         |
| Caucasian                   | 95,057      | 96.9 %  | 87,387      | 94.9 %  | 85,684      | 94.2 %  | 88,548      | 94.0 %  |
| African-American            | 50          | 0.1     | 137         | 0.1     | 302         | 0.3     | 394         | 0.4     |
| Native American             | 2,548       | 2.6     | 3,142       | 3.4     | 3,552       | 3.9     | 3,621       | 3.8     |
| Asian/Pacific Islander      | 239         | 0.2     | 206         | 0.2     | 274         | 0.3     | 317         | 0.3     |
| Other                       | 236         | 0.2     | 1,258       | 1.4     | 1,134       | 1.2     | 1,307       | 1.4     |
| Hispanic (any race)         | 670         | 0.7 %   | 894         | 1.0 %   | 1,451       | 1.6 %   | 1,782       | 1.9 %   |
| <b>United States</b>        |             |         |             |         |             |         |             |         |
| Caucasian                   | 198,900,843 | 80.5 %  | 210,731,990 | 75.4 %  | 244,491,247 | 79.8 %  | 253,557,035 | 79.1 %  |
| African-American            | 29,936,414  | 12.1    | 34,614,400  | 12.4    | 39,661,096  | 12.9    | 41,899,338  | 13.1    |
| Native American             | 1,868,437   | 0.8     | 2,374,378   | 0.8     | 3,054,011   | 1.0     | 3,331,128   | 1.0     |
| Asian/Pacific Islander      | 6,568,561   | 2.7     | 9,996,001   | 3.6     | 13,983,836  | 4.6     | 15,754,996  | 4.9     |
| Other                       | 9,777,032   | 4.0     | 21,866,668  | 7.8     | 5,150,921   | 1.7     | 5,988,792   | 1.9     |
| Hispanic (any race)         | 22,254,866  | 9.0 %   | 35,192,267  | 12.6 %  | 49,003,054  | 16.0 %  | 56,381,748  | 17.6 %  |

E: Estimated.

Source: U.S. Census, Scan/US and McComb Group, Ltd.

## **Appendix B**

### **RETAIL AND SERVICES PURCHASING POWER**

**Dickinson Trade Area Retail**  
**Dickinson Trade Area Services**

**B-1**  
**B-2**

Table B-1

DICKINSON TRADE AREA  
RETAIL PURCHASING POWER, 2002 TO 2010  
(In Thousands of Dollars)

| Merchandise Category                         | 2002         | 2003         | 2004         | 2005         | 2006         | 2007         | 2008         | 2009         | 2010         |
|--|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| <b>General Merchandise</b>                   | \$ 134,921   | \$ 149,151   | \$ 153,099   | \$ 161,087   | \$ 165,252   | \$ 172,576   | \$ 180,224   | \$ 188,211   | \$ 196,556   |
| Department stores (Incl. leased depts.)      | 116,387      | 128,662      | 132,068      | 138,958      | 142,552      | 148,869      | 155,466      | 162,356      | 169,555      |
| Discount stores                              | 85,204       | 94,190       | 96,684       | 101,728      | 104,359      | 108,983      | 113,813      | 118,857      | 124,127      |
| Department Stores                            | 31,183       | 34,472       | 35,384       | 37,230       | 38,193       | 39,886       | 41,653       | 43,499       | 45,428       |
| Other general merchandise stores             | 18,534       | 20,489       | 21,031       | 22,129       | 22,700       | 23,707       | 24,758       | 25,855       | 27,001       |
| Warehouse Clubs & Supercenters               | 11,595       | 12,818       | 13,157       | 13,843       | 14,201       | 14,831       | 15,488       | 16,174       | 16,891       |
| Variety stores                               | 966          | 1,068        | 1,096        | 1,154        | 1,183        | 1,236        | 1,291        | 1,348        | 1,408        |
| Miscellaneous general mdse.                  | 17,568       | 19,421       | 19,935       | 20,975       | 21,517       | 22,471       | 23,467       | 24,507       | 25,593       |
| Apparel and accessories                      | \$ 24,516    | \$ 27,101    | \$ 27,819    | \$ 29,268    | \$ 30,029    | \$ 31,356    | \$ 32,747    | \$ 34,200    | \$ 35,717    |
| Furniture & home furnishings                 | 20,555       | 22,721       | 23,324       | 24,541       | 25,176       | 26,291       | 27,456       | 28,673       | 29,944       |
| Electronics & appliance                      | 24,595       | 27,189       | 27,909       | 29,365       | 30,124       | 31,458       | 32,854       | 34,309       | 35,830       |
| Other shopping goods                         | 51,675       | 57,127       | 58,640       | 61,697       | 63,296       | 66,098       | 69,028       | 72,087       | 75,282       |
| <b>Total Shopping Goods</b>                  | \$ 256,262   | \$ 283,289   | \$ 290,791   | \$ 305,958   | \$ 313,877   | \$ 327,779   | \$ 342,309   | \$ 357,480   | \$ 373,329   |
| <b>Food Service &amp; Drinking</b>           | \$ 79,055    | \$ 87,391    | \$ 89,707    | \$ 94,388    | \$ 96,829    | \$ 101,118   | \$ 105,600   | \$ 110,280   | \$ 115,170   |
| <b>Convenience Goods</b>                     | \$ 175,503   | \$ 194,012   | \$ 199,149   | \$ 209,539   | \$ 214,960   | \$ 224,484   | \$ 234,431   | \$ 244,822   | \$ 255,676   |
| Food stores                                  | 108,130      | 119,534      | 122,699      | 129,100      | 132,440      | 138,308      | 144,437      | 150,839      | 157,526      |
| Drug & proprietary stores                    | 46,028       | 50,882       | 52,229       | 54,954       | 56,376       | 58,873       | 61,482       | 64,208       | 67,054       |
| Hardware stores                              | 6,764        | 7,477        | 7,675        | 8,075        | 8,284        | 8,651        | 9,035        | 9,435        | 9,853        |
| Beer, wine & liquor stores                   | 11,331       | 12,526       | 12,858       | 13,529       | 13,879       | 14,494       | 15,136       | 15,807       | 16,508       |
| Florists                                     | 2,372        | 2,622        | 2,691        | 2,832        | 2,905        | 3,034        | 3,168        | 3,308        | 3,455        |
| Health supplement stores                     | 878          | 971          | 997          | 1,049        | 1,076        | 1,124        | 1,173        | 1,225        | 1,280        |
| <b>Gasoline Service Stations &amp; Conv.</b> | \$ 134,130   | \$ 148,277   | \$ 152,203   | \$ 160,143   | \$ 164,286   | \$ 171,565   | \$ 179,167   | \$ 187,109   | \$ 195,404   |
| <b>Other Stores</b>                          | \$ 370,594   | \$ 409,677   | \$ 420,527   | \$ 442,465   | \$ 453,911   | \$ 474,020   | \$ 495,026   | \$ 516,967   | \$ 539,890   |
| Building materials & supply stores           | 82,042       | 90,694       | 93,096       | 97,953       | 100,487      | 104,938      | 109,588      | 114,446      | 119,521      |
| Lawn & garden equipment                      | 10,189       | 11,264       | 11,562       | 12,165       | 12,480       | 13,033       | 13,610       | 14,214       | 14,844       |
| Used merchandise stores                      | 2,108        | 2,330        | 2,392        | 2,517        | 2,582        | 2,696        | 2,816        | 2,941        | 3,071        |
| Motor vehicles & parts dealers               | 276,255      | 305,389      | 313,477      | 329,830      | 338,362      | 353,353      | 369,012      | 385,366      | 402,454      |
| <b>Total</b>                                 | \$ 1,015,544 | \$ 1,122,646 | \$ 1,152,377 | \$ 1,212,493 | \$ 1,243,863 | \$ 1,298,966 | \$ 1,356,533 | \$ 1,416,658 | \$ 1,479,469 |

NA: Not Available.

Source: McComb Group, Ltd.

Table B-1 (continued)

DICKINSON TRADE AREA  
RETAIL PURCHASING POWER, 2011 TO 2020  
(In Thousands of Dollars)

| Merchandise Category                         | 2011         | 2012         | 2013         | 2014         | 2015         | 2016         | 2017         | 2018         | 2019         | 2020         |
|--|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| <b>General Merchandise</b>                   | \$ 206,470   | \$ 216,880   | \$ 227,815   | \$ 239,306   | \$ 251,372   | \$ 263,908   | \$ 277,068   | \$ 290,882   | \$ 305,387   | \$ 320,616   |
| Department stores (Incl. leased depts.)      | 178,107      | 187,087      | 196,521      | 206,432      | 216,841      | 227,655      | 239,007      | 250,924      | 263,436      | 276,573      |
| Discount stores                              | 130,388      | 136,962      | 143,868      | 151,124      | 158,744      | 166,661      | 174,971      | 183,695      | 192,855      | 202,472      |
| Department Stores                            | 47,719       | 50,125       | 52,653       | 55,308       | 58,097       | 60,994       | 64,036       | 67,229       | 70,581       | 74,101       |
| Other general merchandise stores             | 28,363       | 29,793       | 31,294       | 32,874       | 34,531       | 36,253       | 38,061       | 39,958       | 41,951       | 44,043       |
| Warehouse Clubs & Supercenters               | 17,744       | 18,638       | 19,578       | 20,565       | 21,602       | 22,680       | 23,810       | 24,998       | 26,244       | 27,553       |
| Variety stores                               | 1,479        | 1,553        | 1,631        | 1,714        | 1,800        | 1,890        | 1,984        | 2,083        | 2,187        | 2,296        |
| Miscellaneous general mdse.                  | 26,884       | 28,240       | 29,663       | 31,160       | 32,731       | 34,363       | 36,077       | 37,875       | 39,764       | 41,747       |
| Apparel and accessories                      | \$ 37,516    | \$ 39,408    | \$ 41,396    | \$ 43,485    | \$ 45,677    | \$ 47,954    | \$ 50,346    | \$ 52,856    | \$ 55,491    | \$ 58,259    |
| Furniture & home furnishings                 | 31,454       | 33,041       | 34,707       | 36,457       | 38,295       | 40,205       | 42,209       | 44,314       | 46,524       | 48,844       |
| Electronics & appliance                      | 37,638       | 39,536       | 41,528       | 43,623       | 45,823       | 48,108       | 50,508       | 53,025       | 55,670       | 58,446       |
| Other shopping goods                         | 79,083       | 83,068       | 87,256       | 91,659       | 96,279       | 101,081      | 106,120      | 111,413      | 116,967      | 122,798      |
| <b>Total Shopping Goods</b>                  | \$ 392,161   | \$ 411,933   | \$ 432,702   | \$ 454,530   | \$ 477,446   | \$ 501,256   | \$ 526,251   | \$ 552,490   | \$ 580,039   | \$ 608,963   |
| <b>Food Service &amp; Drinking</b>           | \$ 120,980   | \$ 127,080   | \$ 133,486   | \$ 140,218   | \$ 147,288   | \$ 154,633   | \$ 162,343   | \$ 170,438   | \$ 178,938   | \$ 187,860   |
| <b>Convenience Goods</b>                     | \$ 268,571   | \$ 282,114   | \$ 296,339   | \$ 311,285   | \$ 326,980   | \$ 343,286   | \$ 360,402   | \$ 378,374   | \$ 397,241   | \$ 417,052   |
| Food stores                                  | 165,472      | 173,815      | 182,580      | 191,788      | 201,458      | 211,504      | 222,050      | 233,122      | 244,747      | 256,952      |
| Drug & proprietary stores                    | 70,436       | 73,988       | 77,718       | 81,638       | 85,754       | 90,031       | 94,520       | 99,233       | 104,181      | 109,377      |
| Hardware stores                              | 10,350       | 10,872       | 11,420       | 11,996       | 12,601       | 13,230       | 13,889       | 14,582       | 15,309       | 16,073       |
| Beer, wine & liquor stores                   | 17,340       | 18,215       | 19,133       | 20,098       | 21,111       | 22,164       | 23,269       | 24,430       | 25,648       | 26,927       |
| Florists                                     | 3,629        | 3,812        | 4,005        | 4,207        | 4,419        | 4,639        | 4,870        | 5,113        | 5,368        | 5,636        |
| Health supplement stores                     | 1,344        | 1,412        | 1,483        | 1,558        | 1,637        | 1,718        | 1,804        | 1,894        | 1,988        | 2,087        |
| <b>Gasoline Service Stations &amp; Conv.</b> | \$ 205,260   | \$ 215,610   | \$ 226,481   | \$ 237,904   | \$ 249,899   | \$ 262,362   | \$ 275,444   | \$ 289,178   | \$ 303,597   | \$ 318,737   |
| <b>Other Stores</b>                          | \$ 986,648   | \$ 1,036,395 | \$ 1,088,650 | \$ 1,143,561 | \$ 690,454   | \$ 1,261,126 | \$ 1,324,005 | \$ 1,390,021 | \$ 1,459,335 | \$ 880,649   |
| Building materials & supply stores           | 125,549      | 131,878      | 138,529      | 145,516      | 152,852      | 160,475      | 168,477      | 176,878      | 185,698      | 194,957      |
| Lawn & garden equipment                      | 15,593       | 16,379       | 17,205       | 18,073       | 18,983       | 19,931       | 20,924       | 21,967       | 23,063       | 24,213       |
| Used merchandise stores                      | 422,753      | 444,069      | 466,458      | 489,986      | 3,928        | 540,360      | 567,302      | 595,588      | 625,287      | 5,010        |
| Motor vehicles & parts dealers               | 422,753      | 444,069      | 466,458      | 489,986      | 514,691      | 540,360      | 567,302      | 595,588      | 625,287      | 656,469      |
| <b>Total</b>                                 | \$ 1,973,620 | \$ 2,073,132 | \$ 2,177,658 | \$ 2,287,498 | \$ 1,892,067 | \$ 2,522,663 | \$ 2,648,445 | \$ 2,780,501 | \$ 2,919,150 | \$ 2,413,261 |

NA: Not Available.

Source: McComb Group, Ltd.

Table B-1 (continued)

DICKINSON TRADE AREA  
RETAIL PURCHASING POWER, 2002 TO 2010  
(In Thousands of Dollars)

| Merchandise Category                      | 2002       | 2003       | 2004       | 2005       | 2006       | 2007       | 2008       | 2009       | 2010       |
|---|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| <b>Shopping Goods</b>                     |            |            |            |            |            |            |            |            |            |
| General Merchandise                       |            |            |            |            |            |            |            |            |            |
| Department stores (Incl. leased depts.)   | \$ 116,387 | \$ 128,662 | \$ 132,068 | \$ 138,958 | \$ 142,552 | \$ 148,869 | \$ 155,466 | \$ 162,356 | \$ 169,555 |
| Discount stores                           | 85,204     | 94,190     | 96,684     | 101,728    | 104,359    | 108,983    | 113,813    | 118,857    | 124,127    |
| Department Stores                         | 31,183     | 34,472     | 35,384     | 37,230     | 38,193     | 39,886     | 41,653     | 43,499     | 45,428     |
| Other general merchandise store           | 18,534     | 20,489     | 21,031     | 22,129     | 22,700     | 23,707     | 24,758     | 25,855     | 27,001     |
| Warehouse Clubs and Supercenters          | 11,595     | 12,818     | 13,157     | 13,843     | 14,201     | 14,831     | 15,488     | 16,174     | 16,891     |
| Variety stores                            | 966        | 1,068      | 1,096      | 1,154      | 1,183      | 1,236      | 1,291      | 1,348      | 1,408      |
| Miscellaneous general mdse.               | 17,568     | 19,421     | 19,935     | 20,975     | 21,517     | 22,471     | 23,467     | 24,507     | 25,593     |
| Subtotal                                  | \$ 134,921 | \$ 149,151 | \$ 153,099 | \$ 161,087 | \$ 165,252 | \$ 172,576 | \$ 180,224 | \$ 188,211 | \$ 196,556 |
| Apparel and accessories                   | \$ 24,516  | \$ 27,101  | \$ 27,819  | \$ 29,268  | \$ 30,029  | \$ 31,356  | \$ 32,747  | \$ 34,200  | \$ 35,717  |
| Furniture & home furnishings              | 20,555     | 22,721     | 23,324     | 24,541     | 25,176     | 26,291     | 27,456     | 28,673     | 29,944     |
| Electronics & appliance                   | 24,595     | 27,189     | 27,909     | 29,365     | 30,124     | 31,458     | 32,854     | 34,309     | 35,830     |
| Other shopping goods                      | 51,675     | 57,127     | 58,640     | 61,697     | 63,296     | 66,098     | 69,028     | 72,087     | 75,282     |
| <b>Total Shopping Goods</b>               | \$ 256,262 | \$ 283,289 | \$ 290,791 | \$ 305,958 | \$ 313,877 | \$ 327,779 | \$ 342,309 | \$ 357,480 | \$ 373,329 |
| <b>Food Service &amp; Drinking Places</b> |            |            |            |            |            |            |            |            |            |
| Food Service                              | \$ 67,548  | \$ 74,671  | \$ 76,650  | \$ 80,649  | \$ 82,735  | \$ 86,400  | \$ 90,229  | \$ 94,228  | \$ 98,406  |
| Drinking Places                           | 11,507     | 12,720     | 13,057     | 13,739     | 14,094     | 14,718     | 15,371     | 16,052     | 16,764     |
| <b>Convenience Goods</b>                  |            |            |            |            |            |            |            |            |            |
| Food stores                               | \$ 108,130 | \$ 119,534 | \$ 122,699 | \$ 129,100 | \$ 132,440 | \$ 138,308 | \$ 144,437 | \$ 150,839 | \$ 157,526 |
| Drug & proprietary stores                 | 46,028     | 50,882     | 52,229     | 54,954     | 56,376     | 58,873     | 61,482     | 64,208     | 67,054     |
| Liquor stores                             | 11,331     | 12,526     | 12,858     | 13,529     | 13,879     | 14,494     | 15,136     | 15,807     | 16,508     |
| Hardware                                  | 6,764      | 7,477      | 7,675      | 8,075      | 8,284      | 8,651      | 9,035      | 9,435      | 9,853      |
| Florists                                  | 2,372      | 2,622      | 2,691      | 2,832      | 2,905      | 3,034      | 3,168      | 3,308      | 3,455      |
| Health supplement stores                  | 878        | 971        | 997        | 1,049      | 9,683      | 10,112     | 10,560     | 11,028     | 1,280      |
| Subtotal                                  | \$ 175,503 | \$ 194,012 | \$ 199,149 | \$ 208,490 | \$ 213,884 | \$ 223,360 | \$ 233,258 | \$ 243,597 | \$ 254,396 |
| <b>TOTAL</b>                              | \$ 510,820 | \$ 564,692 | \$ 579,647 | \$ 608,836 | \$ 624,590 | \$ 652,257 | \$ 681,167 | \$ 711,357 | \$ 742,895 |

Table B-1 (continued)

DICKINSON TRADE AREA  
RETAIL PURCHASING POWER, 2011 TO 2020  
(In Thousands of Dollars)

| Merchandise Category                      | 2011       | 2012       | 2013       | 2014       | 2015       | 2016       | 2017         | 2018         | 2019         | 2020         |
|---|------------|------------|------------|------------|------------|------------|--------------|--------------|--------------|--------------|
| <b>Shopping Goods</b>                     |            |            |            |            |            |            |              |              |              |              |
| General Merchandise                       |            |            |            |            |            |            |              |              |              |              |
| Department stores (Incl. leased depts.)   | \$ 178,107 | \$ 187,087 | \$ 196,521 | \$ 206,432 | \$ 216,841 | \$ 227,655 | \$ 239,007   | \$ 250,924   | \$ 263,436   | \$ 276,573   |
| Discount stores                           | 130,388    | 136,962    | 143,868    | 151,124    | 158,744    | 166,661    | 174,971      | 183,695      | 192,855      | 202,472      |
| Department Stores                         | 47,719     | 50,125     | 52,653     | 55,308     | 58,097     | 60,994     | 64,036       | 67,229       | 70,581       | 74,101       |
| Other general merchandise stores          | 28,363     | 29,793     | 31,294     | 32,874     | 34,531     | 36,253     | 38,061       | 39,958       | 41,951       | 44,043       |
| Warehouse Clubs and Supercenters          | 17,744     | 18,638     | 19,578     | 20,565     | 21,602     | 22,680     | 23,810       | 24,998       | 26,244       | 27,553       |
| Variety stores                            | 1,479      | 1,553      | 1,631      | 1,714      | 1,800      | 1,890      | 1,984        | 2,083        | 2,187        | 2,296        |
| Miscellaneous general mdse.               | 26,884     | 28,240     | 29,663     | 31,160     | 32,731     | 34,363     | 36,077       | 37,875       | 39,764       | 41,747       |
| Subtotal                                  | \$ 206,470 | \$ 216,880 | \$ 227,815 | \$ 239,306 | \$ 251,372 | \$ 263,908 | \$ 277,068   | \$ 290,882   | \$ 305,387   | \$ 320,616   |
| Apparel and accessories                   | \$ 37,516  | \$ 39,408  | \$ 41,396  | \$ 43,485  | \$ 45,677  | \$ 47,954  | \$ 50,346    | \$ 52,856    | \$ 55,491    | \$ 58,259    |
| Furniture & home furnishings              | 31,454     | 33,041     | 34,707     | 36,457     | 38,295     | 40,205     | 42,209       | 44,314       | 46,524       | 48,844       |
| Electronics & appliance                   | 37,638     | 39,536     | 41,528     | 43,623     | 45,823     | 48,108     | 50,508       | 53,025       | 55,670       | 58,446       |
| Other shopping goods                      | 79,083     | 83,068     | 87,256     | 91,659     | 96,279     | 101,081    | 106,120      | 111,413      | 116,967      | 122,798      |
| <b>Total Shopping Goods</b>               | \$ 392,161 | \$ 411,933 | \$ 432,702 | \$ 454,530 | \$ 477,446 | \$ 501,256 | \$ 526,251   | \$ 552,490   | \$ 580,039   | \$ 608,963   |
| <b>Food Service &amp; Drinking Places</b> |            |            |            |            |            |            |              |              |              |              |
| Food Service                              | \$ 103,371 | \$ 108,583 | \$ 114,056 | \$ 119,808 | \$ 125,849 | \$ 132,125 | \$ 138,713   | \$ 145,630   | \$ 152,893   | \$ 160,516   |
| Drinking Places                           | 17,609     | 18,497     | 19,430     | 20,410     | 21,439     | 22,508     | 23,630       | 24,808       | 26,045       | 27,344       |
| <b>Convenience Goods</b>                  |            |            |            |            |            |            |              |              |              |              |
| Food stores                               | \$ 165,472 | \$ 173,815 | \$ 182,580 | \$ 191,788 | \$ 201,458 | \$ 211,504 | \$ 222,050   | \$ 233,122   | \$ 244,747   | \$ 256,952   |
| Drug & proprietary stores                 | 70,436     | 73,988     | 77,718     | 81,638     | 85,754     | 90,031     | 94,520       | 99,233       | 104,181      | 109,377      |
| Liquor stores                             | 17,340     | 18,215     | 19,133     | 20,098     | 21,111     | 22,164     | 23,269       | 24,430       | 25,648       | 26,927       |
| Hardware                                  | 10,350     | 10,872     | 11,420     | 11,996     | 12,601     | 13,230     | 13,889       | 14,582       | 15,309       | 16,073       |
| Florists                                  | 3,629      | 3,812      | 4,005      | 4,207      | 4,419      | 4,639      | 4,870        | 5,113        | 5,368        | 5,636        |
| Health supplement stores                  | 12,098     | 12,708     | 13,349     | 14,022     | 1,637      | 15,463     | 16,234       | 17,044       | 17,894       | 2,087        |
| Subtotal                                  | \$ 267,227 | \$ 280,702 | \$ 294,856 | \$ 309,727 | \$ 325,343 | \$ 341,568 | \$ 358,598   | \$ 376,480   | \$ 395,253   | \$ 414,965   |
| <b>TOTAL</b>                              | \$ 780,368 | \$ 819,715 | \$ 861,044 | \$ 904,475 | \$ 950,077 | \$ 997,457 | \$ 1,047,192 | \$ 1,099,408 | \$ 1,154,230 | \$ 1,211,788 |



Table B-1 (continued)

DICKINSON TRADE AREA  
RETAIL PURCHASING POWER, 2002 TO 2010  
(In Thousands of Dollars)

| Merchandise Category                      | 2002       | 2003       | 2004       | 2005       | 2006       | 2007       | 2008       | 2009       | 2010       |
|---|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| <b>CONVENIENCE GOODS</b>                  |            |            |            |            |            |            |            |            |            |
| <b>Food Stores</b>                        | \$ 108,130 | \$ 119,534 | \$ 122,699 | \$ 129,100 | \$ 132,440 | \$ 138,308 | \$ 144,437 | \$ 150,839 | \$ 157,526 |
| Grocery stores                            | 105,495    | 116,621    | 119,709    | 125,954    | 129,212    | 134,937    | 140,917    | 147,163    | 153,687    |
| Supermarkets                              | 105,056    | 116,135    | 119,211    | 125,430    | 128,674    | 134,375    | 140,330    | 146,550    | 153,047    |
| Convenience Stores                        | 439        | 486        | 498        | 524        | 538        | 562        | 587        | 613        | 640        |
| Specialty food stores                     | 2,635      | 2,913      | 2,990      | 3,146      | 3,228      | 3,371      | 3,520      | 3,676      | 3,839      |
| <b>Other Convenience Goods</b>            | \$ 67,373  | \$ 74,478  | \$ 76,450  | \$ 80,439  | \$ 82,520  | \$ 86,176  | \$ 89,994  | \$ 93,983  | \$ 98,150  |
| Drug                                      | 46,028     | 50,882     | 52,229     | 54,954     | 56,376     | 58,873     | 61,482     | 64,208     | 67,054     |
| Hardware                                  | 6,764      | 7,477      | 7,675      | 8,075      | 8,284      | 8,651      | 9,035      | 9,435      | 9,853      |
| Liquor                                    | 11,331     | 12,526     | 12,858     | 13,529     | 13,879     | 14,494     | 15,136     | 15,807     | 16,508     |
| Florist                                   | 2,372      | 2,622      | 2,691      | 2,832      | 2,905      | 3,034      | 3,168      | 3,308      | 3,455      |
| Food/health supplement stores             | 878        | 971        | 997        | 1,049      | 1,076      | 1,124      | 1,173      | 1,225      | 1,280      |
| <b>Total Convenience Goods</b>            | \$ 175,503 | \$ 194,012 | \$ 199,149 | \$ 209,539 | \$ 214,960 | \$ 224,484 | \$ 234,431 | \$ 244,822 | \$ 255,676 |
| <b>Food Service &amp; Drinking Places</b> | \$ 79,055  | \$ 87,391  | \$ 89,707  | \$ 94,388  | \$ 96,829  | \$ 101,118 | \$ 105,600 | \$ 110,280 | \$ 115,170 |
| <b>Food Service</b>                       | 67,548     | 74,671     | 76,650     | 80,649     | 82,735     | 86,400     | 90,229     | 94,228     | 98,406     |
| Full-service restaurants                  | 37,068     | 40,977     | 42,063     | 44,257     | 45,402     | 47,413     | 49,514     | 51,709     | 54,002     |
| Limited service restaurants               | 26,000     | 28,742     | 29,504     | 31,043     | 31,846     | 33,257     | 34,731     | 36,270     | 37,878     |
| Cafeterias                                | 1,669      | 1,845      | 1,894      | 1,993      | 2,044      | 2,135      | 2,229      | 2,328      | 2,431      |
| Snack & beverage places                   | 1,581      | 1,748      | 1,794      | 1,888      | 1,937      | 2,022      | 2,112      | 2,206      | 2,303      |
| Specialized food places                   | 1,230      | 1,359      | 1,395      | 1,468      | 1,506      | 1,573      | 1,643      | 1,715      | 1,792      |
| <b>Drinking Places</b>                    | \$ 11,507  | \$ 12,720  | \$ 13,057  | \$ 13,739  | \$ 14,094  | \$ 14,718  | \$ 15,371  | \$ 16,052  | \$ 16,764  |
| <b>Gasoline Svs Stations/Conv.</b>        | \$ 134,130 | \$ 148,277 | \$ 152,203 | \$ 160,143 | \$ 164,286 | \$ 171,565 | \$ 179,167 | \$ 187,109 | \$ 195,404 |
| Gas/Convenience food stores               | 70,447     | 77,877     | 79,939     | 84,109     | 86,285     | 90,108     | 94,101     | 98,272     | 102,629    |
| Other Gas Stations & Truck Stops          | 63,683     | 70,400     | 72,264     | 76,034     | 78,001     | 81,457     | 85,066     | 88,837     | 92,775     |

Table B-1 (continued)

DICKINSON TRADE AREA  
RETAIL PURCHASING POWER, 2011 TO 2020  
(In Thousands of Dollars)

| Merchandise Category                      | 2011       | 2012       | 2013       | 2014       | 2015       | 2016       | 2017       | 2018       | 2019       | 2020       |
|---|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| <b>CONVENIENCE GOODS</b>                  |            |            |            |            |            |            |            |            |            |            |
| <b>Food Stores</b>                        | \$ 165,472 | \$ 173,815 | \$ 182,580 | \$ 191,788 | \$ 201,458 | \$ 211,504 | \$ 222,050 | \$ 233,122 | \$ 244,747 | \$ 256,952 |
| Grocery stores                            | 161,439    | 169,579    | 178,130    | 187,114    | 196,548    | 206,350    | 216,639    | 227,441    | 238,782    | 250,690    |
| Supermarkets                              | 160,767    | 168,873    | 177,388    | 186,335    | 195,730    | 205,491    | 215,737    | 226,494    | 237,788    | 249,646    |
| Convenience Stores                        | 672        | 706        | 742        | 779        | 818        | 859        | 902        | 947        | 994        | 1,044      |
| Specialty food stores                     | 4,033      | 4,236      | 4,450      | 4,674      | 4,910      | 5,154      | 5,411      | 5,681      | 5,965      | 6,262      |
| <b>Other Convenience Goods</b>            | \$ 103,099 | \$ 108,299 | \$ 113,759 | \$ 119,497 | \$ 125,522 | \$ 131,782 | \$ 138,352 | \$ 145,252 | \$ 152,494 | \$ 160,100 |
| Drug                                      | 70,436     | 73,988     | 77,718     | 81,638     | 85,754     | 90,031     | 94,520     | 99,233     | 104,181    | 109,377    |
| Hardware                                  | 10,350     | 10,872     | 11,420     | 11,996     | 12,601     | 13,230     | 13,889     | 14,582     | 15,309     | 16,073     |
| Liquor                                    | 17,340     | 18,215     | 19,133     | 20,098     | 21,111     | 22,164     | 23,269     | 24,430     | 25,648     | 26,927     |
| Florist                                   | 3,629      | 3,812      | 4,005      | 4,207      | 4,419      | 4,639      | 4,870      | 5,113      | 5,368      | 5,636      |
| Food/health supplement stores             | 1,344      | 1,412      | 1,483      | 1,558      | 1,637      | 1,718      | 1,804      | 1,894      | 1,988      | 2,087      |
| <b>Total Convenience Goods</b>            | \$ 268,571 | \$ 282,114 | \$ 296,339 | \$ 311,285 | \$ 326,980 | \$ 343,286 | \$ 360,402 | \$ 378,374 | \$ 397,241 | \$ 417,052 |
| <b>Food Service &amp; Drinking Places</b> | \$ 120,980 | \$ 127,080 | \$ 133,486 | \$ 140,218 | \$ 147,288 | \$ 154,633 | \$ 162,343 | \$ 170,438 | \$ 178,938 | \$ 187,860 |
| <b>Food Service</b>                       | 103,371    | 108,583    | 114,056    | 119,808    | 125,849    | 132,125    | 138,713    | 145,630    | 152,893    | 160,516    |
| Full-service restaurants                  | 56,726     | 59,586     | 62,590     | 65,747     | 69,062     | 72,506     | 76,121     | 79,917     | 83,902     | 88,086     |
| Limited service restaurants               | 39,789     | 41,795     | 43,902     | 46,116     | 48,441     | 50,857     | 53,393     | 56,055     | 58,851     | 61,785     |
| Cafeterias                                | 2,554      | 2,683      | 2,818      | 2,960      | 3,109      | 3,264      | 3,427      | 3,598      | 3,778      | 3,966      |
| Snack & beverage places                   | 2,420      | 2,542      | 2,670      | 2,804      | 2,946      | 3,093      | 3,247      | 3,409      | 3,579      | 3,757      |
| Specialized food places                   | 1,882      | 1,977      | 2,076      | 2,181      | 2,291      | 2,405      | 2,525      | 2,651      | 2,783      | 2,922      |
| <b>Drinking Places</b>                    | \$ 17,609  | \$ 18,497  | \$ 19,430  | \$ 20,410  | \$ 21,439  | \$ 22,508  | \$ 23,630  | \$ 24,808  | \$ 26,045  | \$ 27,344  |
| <b>Gasoline Svs Stations/Conv.</b>        | \$ 205,260 | \$ 215,610 | \$ 226,481 | \$ 237,904 | \$ 249,899 | \$ 262,362 | \$ 275,444 | \$ 289,178 | \$ 303,597 | \$ 318,737 |
| Gas/Convenience food stores               | 107,805    | 113,241    | 118,951    | 124,950    | 131,250    | 137,796    | 144,667    | 151,880    | 159,453    | 167,405    |
| Other Gas Stations & Truck Stops          | 97,455     | 102,369    | 107,530    | 112,954    | 118,649    | 124,566    | 130,777    | 137,298    | 144,144    | 151,332    |

Table B-1 (continued)  
DICKINSON TRADE AREA  
RETAIL PURCHASING POWER, 2002 TO 2010  
(In Thousands of Dollars)

| Merchandise Category                            | 2002           | 2003           | 2004           | 2005           | 2006           | 2007           | 2008           | 2009           | 2010           |
|---|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| <b>SHOPPING GOODS</b>                           |                |                |                |                |                |                |                |                |                |
| <b>General Merchandise</b>                      | \$ 134,921     | \$ 149,151     | \$ 153,099     | \$ 161,087     | \$ 165,252     | \$ 172,576     | \$ 180,224     | \$ 188,211     | \$ 196,556     |
| <b>Department stores (Incl. leased depts.)</b>  | <b>116,387</b> | <b>128,662</b> | <b>132,068</b> | <b>138,958</b> | <b>142,552</b> | <b>148,869</b> | <b>155,466</b> | <b>162,356</b> | <b>169,555</b> |
| Discount stores                                 | 85,204         | 94,190         | 96,684         | 101,728        | 104,359        | 108,983        | 113,813        | 118,857        | 124,127        |
| Conventional                                    | 31,183         | 34,472         | 35,384         | 37,230         | 38,193         | 39,886         | 41,653         | 43,499         | 45,428         |
| <b>Other general merchandise stores</b>         | <b>18,534</b>  | <b>20,489</b>  | <b>21,031</b>  | <b>22,129</b>  | <b>22,700</b>  | <b>23,707</b>  | <b>24,758</b>  | <b>25,855</b>  | <b>27,001</b>  |
| Warehouse clubs and Supercenters                | 11,595         | 12,818         | 13,157         | 13,843         | 14,201         | 14,831         | 15,488         | 16,174         | 16,891         |
| Variety stores                                  | 966            | 1,068          | 1,096          | 1,154          | 1,183          | 1,236          | 1,291          | 1,348          | 1,408          |
| Miscellaneous general mdse.                     | 17,568         | 19,421         | 19,935         | 20,975         | 21,517         | 22,471         | 23,467         | 24,507         | 25,593         |
| <b>Apparel &amp; Accessories</b>                | \$ 24,516      | \$ 27,101      | \$ 27,819      | \$ 29,268      | \$ 30,029      | \$ 31,356      | \$ 32,747      | \$ 34,200      | \$ 35,717      |
| <b>Clothing Stores</b>                          | <b>21,345</b>  | <b>23,596</b>  | <b>24,221</b>  | <b>25,483</b>  | <b>26,144</b>  | <b>27,301</b>  | <b>28,512</b>  | <b>29,776</b>  | <b>31,097</b>  |
| Mens and boys                                   | 1,054          | 1,165          | 1,196          | 1,258          | 1,291          | 1,348          | 1,408          | 1,470          | 1,536          |
| Womens clothing                                 | 6,061          | 6,700          | 6,878          | 7,236          | 7,424          | 7,752          | 8,096          | 8,455          | 8,830          |
| Children's & infant                             | 439            | 486            | 498            | 524            | 538            | 562            | 587            | 613            | 640            |
| Family clothing                                 | 11,419         | 12,623         | 12,958         | 13,634         | 13,986         | 14,606         | 15,253         | 15,929         | 16,636         |
| Clothing accessories stores                     | 615            | 680            | 698            | 734            | 753            | 786            | 821            | 858            | 896            |
| Other clothing stores                           | 1,757          | 1,942          | 1,993          | 2,097          | 2,152          | 2,247          | 2,347          | 2,451          | 2,559          |
| <b>Shoe Stores</b>                              | <b>3,171</b>   | <b>3,505</b>   | <b>3,598</b>   | <b>3,785</b>   | <b>3,885</b>   | <b>4,055</b>   | <b>4,235</b>   | <b>4,424</b>   | <b>4,620</b>   |
| Men's   | 187            | 207            | 212            | 223            | 229            | 239            | 250            | 261            | 273            |
| Women's   | 261            | 288            | 296            | 311            | 320            | 334            | 348            | 364            | 380            |
| Children's & infant                             | 88             | 97             | 100            | 105            | 108            | 112            | 117            | 123            | 128            |
| Family shoe stores                              | 1,581          | 1,748          | 1,794          | 1,888          | 1,937          | 2,022          | 2,112          | 2,206          | 2,303          |
| Athletic footwear                               | 1,054          | 1,165          | 1,196          | 1,258          | 1,291          | 1,348          | 1,408          | 1,470          | 1,536          |
| <b>Furniture &amp; Home Furnishings</b>         | \$ 20,555      | \$ 22,721      | \$ 23,324      | \$ 24,541      | \$ 25,176      | \$ 26,291      | \$ 27,456      | \$ 28,673      | \$ 29,944      |
| Furniture                                       | 9,662          | 10,681         | 10,964         | 11,536         | 12,359         | 12,907         | 13,479         | 14,076         | 14,706         |
| Home furnishings stores                         | 10,893         | 12,040         | 12,360         | 13,005         | 13,341         | 13,932         | 14,549         | 15,194         | 15,868         |
| Floor coverings                                 | 7,906          | 8,739          | 8,971          | 9,439          | 9,683          | 10,112         | 10,560         | 11,028         | 11,517         |
| Window treatment stores                         | 88             | 97             | 100            | 105            | 108            | 112            | 117            | 123            | 128            |
| All other home furnishings stores               | 2,899          | 3,204          | 3,289          | 3,461          | 3,550          | 3,708          | 3,872          | 4,044          | 4,223          |
| <b>Electronics &amp; Appliances Stores</b>      | \$ 24,595      | \$ 27,189      | \$ 27,909      | \$ 29,365      | \$ 30,124      | \$ 31,458      | \$ 32,854      | \$ 34,309      | \$ 35,830      |
| Appliance, tv and other electronics             | 17,568         | 19,421         | 19,935         | 20,975         | 21,517         | 22,470         | 23,467         | 24,506         | 25,593         |
| Household appliance stores                      | 3,338          | 3,690          | 3,788          | 3,985          | 4,088          | 4,269          | 4,459          | 4,656          | 4,863          |
| Radio, tv & electronics stores                  | 14,230         | 15,731         | 16,147         | 16,990         | 17,429         | 18,201         | 19,008         | 19,850         | 20,730         |
| Computers, Software, Music, & other electronics | 7,027          | 7,768          | 7,974          | 8,390          | 8,607          | 8,988          | 9,387          | 9,803          | 10,237         |
| <b>Other Shopping Goods</b>                     | \$ 50,797      | \$ 56,156      | \$ 57,643      | \$ 60,648      | \$ 62,220      | \$ 64,974      | \$ 67,855      | \$ 70,862      | \$ 74,002      |
| Sporting goods                                  | 10,629         | 11,749         | 12,060         | 12,689         | 13,018         | 13,594         | 14,197         | 14,826         | 15,484         |
| General Line Sporting Gds.                      | 8,784          | 9,710          | 9,967          | 10,487         | 10,759         | 11,235         | 11,733         | 12,253         | 12,797         |
| Specialty Line Sporting Gds.                    | 1,845          | 2,039          | 2,093          | 2,202          | 2,259          | 2,359          | 2,464          | 2,573          | 2,687          |
| Book stores & newsdealers                       | 3,426          | 3,787          | 3,887          | 4,090          | 4,196          | 4,382          | 4,576          | 4,779          | 4,991          |
| Stationery Stores and Office Supply             | 11,595         | 12,818         | 13,157         | 13,843         | 14,201         | 14,831         | 15,488         | 16,174         | 16,891         |
| Musical Instrument & Supplies                   | 1,405          | 1,554          | 1,595          | 1,678          | 1,721          | 1,798          | 1,877          | 1,961          | 2,047          |
| Jewelry stores                                  | 5,797          | 6,409          | 6,579          | 6,922          | 7,101          | 7,415          | 7,744          | 8,087          | 8,446          |
| Hobby, toy & game                               | 2,635          | 2,913          | 2,990          | 3,146          | 3,228          | 3,371          | 3,520          | 3,676          | 3,839          |
| Camera & photographic supply                    | 527            | 583            | 598            | 629            | 646            | 674            | 704            | 735            | 768            |
| Gift, novelty & souvenirs                       | 4,743          | 5,244          | 5,382          | 5,663          | 5,810          | 6,067          | 6,336          | 6,617          | 6,910          |
| Sewing, needlework & piece goods                | 1,493          | 1,651          | 1,694          | 1,783          | 1,829          | 1,910          | 1,995          | 2,083          | 2,175          |
| Pet stores                                      | 1,405          | 1,554          | 1,595          | 1,678          | 1,721          | 1,798          | 1,877          | 1,961          | 2,047          |
| Art dealers                                     | 88             | 97             | 100            | 105            | 108            | 112            | 117            | 123            | 128            |
| Optical goods stores                            | 2,020          | 2,233          | 2,293          | 2,412          | 2,475          | 2,584          | 2,699          | 2,818          | 2,943          |
| Pre-Recorded Tapes, Compact Discs               | 1,845          | 2,039          | 2,093          | 2,202          | 2,259          | 2,359          | 2,464          | 2,573          | 2,687          |
| Cosmetics, beauty supplies & perfume            | 1,169          | 1,292          | 1,327          | 1,396          | 1,432          | 1,495          | 1,562          | 1,631          | 1,703          |
| All other health & personal care                | 2,020          | 2,233          | 2,293          | 2,412          | 2,475          | 2,584          | 2,699          | 2,818          | 2,943          |
| Other Misc. Store Retailers                     | 10,365         | 11,458         | 11,762         | 12,375         | 12,695         | 13,258         | 13,845         | 14,459         | 15,100         |
| <b>Total Shopping Goods</b>                     | \$ 255,384     | \$ 282,318     | \$ 289,794     | \$ 304,909     | \$ 312,801     | \$ 326,655     | \$ 341,136     | \$ 356,255     | \$ 372,049     |

Table B-1 (continued)  
DICKINSON TRADE AREA  
RETAIL PURCHASING POWER, 2011 TO 2020  
(In Thousands of Dollars)

| Merchandise Category                            | 2011           | 2012           | 2013           | 2014           | 2015           | 2016           | 2017           | 2018           | 2019           | 2020           |
|---|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| <b>SHOPPING GOODS</b>                           |                |                |                |                |                |                |                |                |                |                |
| <b>General Merchandise</b>                      | \$ 206,470     | \$ 216,880     | \$ 227,815     | \$ 239,306     | \$ 251,372     | \$ 263,908     | \$ 277,068     | \$ 290,882     | \$ 305,387     | \$ 320,616     |
| <b>Department stores (Incl. leased depts.)</b>  | <b>178,107</b> | <b>187,087</b> | <b>196,521</b> | <b>206,432</b> | <b>216,841</b> | <b>227,655</b> | <b>239,007</b> | <b>250,924</b> | <b>263,436</b> | <b>276,573</b> |
| Discount stores                                 | 130,388        | 136,962        | 143,868        | 151,124        | 158,744        | 166,661        | 174,971        | 183,695        | 192,855        | 202,472        |
| Conventional                                    | 47,719         | 50,125         | 52,653         | 55,308         | 58,097         | 60,994         | 64,036         | 67,229         | 70,581         | 74,101         |
| <b>Other general merchandise stores</b>         | <b>28,363</b>  | <b>29,793</b>  | <b>31,294</b>  | <b>32,874</b>  | <b>34,531</b>  | <b>36,253</b>  | <b>38,061</b>  | <b>39,958</b>  | <b>41,951</b>  | <b>44,043</b>  |
| Warehouse clubs and Supercenters                | 17,744         | 18,638         | 19,578         | 20,565         | 21,602         | 22,680         | 23,810         | 24,998         | 26,244         | 27,553         |
| Variety stores                                  | 1,479          | 1,553          | 1,631          | 1,714          | 1,800          | 1,890          | 1,984          | 2,083          | 2,187          | 2,296          |
| Miscellaneous general mdse.                     | 26,884         | 28,240         | 29,663         | 31,160         | 32,731         | 34,363         | 36,077         | 37,875         | 39,764         | 41,747         |
| <b>Apparel &amp; Accessories</b>                | \$ 37,516      | \$ 39,408      | \$ 41,396      | \$ 43,485      | \$ 45,677      | \$ 47,954      | \$ 50,346      | \$ 52,856      | \$ 55,491      | \$ 58,259      |
| <b>Clothing Stores</b>                          | <b>32,664</b>  | <b>34,311</b>  | <b>36,041</b>  | <b>37,860</b>  | <b>39,768</b>  | <b>41,751</b>  | <b>43,834</b>  | <b>46,020</b>  | <b>48,314</b>  | <b>50,723</b>  |
| Mens and boys                                   | 1,613          | 1,694          | 1,780          | 1,870          | 1,964          | 2,062          | 2,165          | 2,273          | 2,386          | 2,505          |
| Womens clothing                                 | 9,275          | 9,743          | 10,234         | 10,750         | 11,292         | 11,855         | 12,446         | 13,067         | 13,719         | 14,403         |
| Children's & infant                             | 672            | 706            | 742            | 779            | 818            | 859            | 902            | 947            | 994            | 1,044          |
| Family clothing                                 | 17,475         | 18,356         | 19,281         | 20,254         | 21,275         | 22,336         | 23,450         | 24,619         | 25,847         | 27,135         |
| Clothing accessories stores                     | 941            | 988            | 1,038          | 1,091          | 1,146          | 1,203          | 1,263          | 1,326          | 1,392          | 1,461          |
| Other clothing stores                           | 2,688          | 2,824          | 2,966          | 3,116          | 3,273          | 3,436          | 3,608          | 3,788          | 3,976          | 4,175          |
| <b>Shoe Stores</b>                              | <b>4,852</b>   | <b>5,097</b>   | <b>5,355</b>   | <b>5,625</b>   | <b>5,909</b>   | <b>6,203</b>   | <b>6,512</b>   | <b>6,836</b>   | <b>7,177</b>   | <b>7,536</b>   |
| Men's   | 286            | 301            | 316            | 332            | 349            | 366            | 384            | 403            | 423            | 445            |
| Women's   | 399            | 419            | 441            | 463            | 486            | 510            | 536            | 562            | 590            | 620            |
| Children's & infant                             | 134            | 141            | 148            | 156            | 164            | 172            | 180            | 189            | 199            | 209            |
| Family shoe stores                              | 2,420          | 2,542          | 2,670          | 2,804          | 2,946          | 3,093          | 3,247          | 3,409          | 3,579          | 3,757          |
| Athletic footwear                               | 1,613          | 1,694          | 1,780          | 1,870          | 1,964          | 2,062          | 2,165          | 2,273          | 2,386          | 2,505          |
| <b>Furniture &amp; Home Furnishings</b>         | \$ 31,454      | \$ 33,041      | \$ 34,707      | \$ 36,457      | \$ 38,295      | \$ 40,205      | \$ 42,209      | \$ 44,314      | \$ 46,524      | \$ 48,844      |
| Furniture                                       | 14,786         | 15,532         | 16,315         | 17,138         | 18,002         | 18,900         | 19,842         | 20,831         | 21,870         | 22,961         |
| Home furnishings stores                         | 16,668         | 17,509         | 18,392         | 19,319         | 20,293         | 21,305         | 22,367         | 23,483         | 24,654         | 25,883         |
| Floor coverings                                 | 12,098         | 12,708         | 13,349         | 14,022         | 14,729         | 15,463         | 16,234         | 17,044         | 17,894         | 18,786         |
| Window treatment stores                         | 134            | 141            | 148            | 156            | 164            | 172            | 180            | 189            | 199            | 209            |
| All other home furnishings stores               | 4,436          | 4,660          | 4,894          | 5,141          | 5,401          | 5,670          | 5,953          | 6,249          | 6,561          | 6,888          |
| <b>Electronics &amp; Appliances Stores</b>      | \$ 37,638      | \$ 39,536      | \$ 41,528      | \$ 43,623      | \$ 45,823      | \$ 48,108      | \$ 50,508      | \$ 53,025      | \$ 55,670      | \$ 58,446      |
| Appliance, tv and other electronics             | 26,884         | 28,240         | 29,663         | 31,159         | 32,731         | 34,363         | 36,077         | 37,875         | 39,764         | 41,747         |
| Household appliance stores                      | 5,108          | 5,366          | 5,636          | 5,920          | 6,219          | 6,529          | 6,855          | 7,196          | 7,555          | 7,932          |
| Radio, tv & electronics stores                  | 21,776         | 22,874         | 24,027         | 25,239         | 26,512         | 27,834         | 29,222         | 30,679         | 32,209         | 33,815         |
| Computers, Software, Music, & other electronics | 10,754         | 11,296         | 11,865         | 12,464         | 13,092         | 13,745         | 14,431         | 15,150         | 15,906         | 16,699         |
| <b>Other Shopping Goods</b>                     | \$ 77,739      | \$ 81,656      | \$ 85,773      | \$ 90,101      | \$ 94,642      | \$ 99,363      | \$ 104,316     | \$ 109,519     | \$ 114,979     | \$ 120,711     |
| Sporting goods                                  | 16,265         | 17,085         | 17,947         | 18,852         | 19,802         | 20,790         | 21,826         | 22,915         | 24,057         | 25,256         |
| General Line Sporting Gds.                      | 13,442         | 14,120         | 14,832         | 15,580         | 16,365         | 17,182         | 18,038         | 18,938         | 19,882         | 20,873         |
| Specialty Line Sporting Gds.                    | 2,823          | 2,965          | 3,115          | 3,272          | 3,437          | 3,608          | 3,788          | 3,977          | 4,175          | 4,383          |
| Book stores & newsdealers                       | 5,242          | 5,507          | 5,784          | 6,076          | 6,383          | 6,700          | 7,035          | 7,386          | 7,754          | 8,140          |
| Stationery Stores and Office Supply             | 17,744         | 18,638         | 19,578         | 20,565         | 21,602         | 22,680         | 23,810         | 24,998         | 26,244         | 27,553         |
| Musical Instrument & Supplies                   | 2,151          | 2,259          | 2,373          | 2,493          | 2,618          | 2,749          | 2,886          | 3,030          | 3,181          | 3,340          |
| Jewelry stores                                  | 8,872          | 9,319          | 9,789          | 10,283         | 10,801         | 11,340         | 11,905         | 12,499         | 13,122         | 13,776         |
| Hobby, toy & game                               | 4,033          | 4,236          | 4,450          | 4,674          | 4,910          | 5,154          | 5,411          | 5,681          | 5,965          | 6,262          |
| Camera & photographic supply                    | 807            | 847            | 890            | 935            | 982            | 1,031          | 1,082          | 1,136          | 1,193          | 1,252          |
| Gift, novelty & souvenirs                       | 7,259          | 7,625          | 8,009          | 8,413          | 8,837          | 9,278          | 9,741          | 10,226         | 10,736         | 11,272         |
| Sewing, needlework & piece goods                | 2,285          | 2,400          | 2,521          | 2,649          | 2,782          | 2,921          | 3,067          | 3,219          | 3,380          | 3,548          |
| Pet stores                                      | 2,151          | 2,259          | 2,373          | 2,493          | 2,618          | 2,749          | 2,886          | 3,030          | 3,181          | 3,340          |
| Art dealers                                     | 134            | 141            | 148            | 156            | 164            | 172            | 180            | 189            | 199            | 209            |
| Optical goods stores                            | 3,092          | 3,248          | 3,411          | 3,583          | 3,764          | 3,952          | 4,149          | 4,356          | 4,573          | 4,801          |
| Pre-Recorded Tapes, Compact Discs               | 2,823          | 2,965          | 3,115          | 3,272          | 3,437          | 3,608          | 3,788          | 3,977          | 4,175          | 4,383          |
| Cosmetics, beauty supplies & perfume            | 1,789          | 1,879          | 1,974          | 2,074          | 2,178          | 2,287          | 2,401          | 2,521          | 2,646          | 2,778          |
| All other health & personal care                | 3,092          | 3,248          | 3,411          | 3,583          | 3,764          | 3,952          | 4,149          | 4,356          | 4,573          | 4,801          |
| Other Misc. Store Retailers                     | 15,862         | 16,661         | 17,501         | 18,384         | 19,311         | 20,274         | 21,285         | 22,346         | 23,461         | 24,631         |
| <b>Total Shopping Goods</b>                     | \$ 390,817     | \$ 410,521     | \$ 431,219     | \$ 452,972     | \$ 475,809     | \$ 499,538     | \$ 524,447     | \$ 550,596     | \$ 578,051     | \$ 606,876     |

Table B-1 (continued)

DICKINSON TRADE AREA  
RETAIL PURCHASING POWER, 2002 TO 2010  
(In Thousands of Dollars)

| Merchandise Category                            | 2002       | 2003       | 2004       | 2005       | 2006       | 2007       | 2008       | 2009       | 2010       |
|---|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| <b>OTHER RETAIL STORES</b>                      |            |            |            |            |            |            |            |            |            |
| <b>Building Materials &amp; Garden Supplies</b> | \$ 92,231  | \$ 101,958 | \$ 104,658 | \$ 110,118 | \$ 112,967 | \$ 117,971 | \$ 123,198 | \$ 128,660 | \$ 134,365 |
| Building materials & supplies stores            | 82,042     | 90,694     | 93,096     | 97,953     | 100,487    | 104,938    | 109,588    | 114,446    | 119,521    |
| Home centers                                    | 24,068     | 26,606     | 27,311     | 28,736     | 29,479     | 30,785     | 32,149     | 33,574     | 35,063     |
| Paint, glass & wallpaper                        | 3,250      | 3,593      | 3,688      | 3,880      | 3,981      | 4,157      | 4,341      | 4,534      | 4,735      |
| Other building materials dealers                | 54,724     | 60,495     | 62,097     | 65,337     | 67,027     | 69,996     | 73,098     | 76,338     | 79,723     |
| Lawn & garden equipment                         | 10,189     | 11,264     | 11,562     | 12,165     | 12,480     | 13,033     | 13,610     | 14,214     | 14,844     |
| Outdoor power equipment                         | 1,932      | 2,136      | 2,193      | 2,307      | 2,367      | 2,472      | 2,581      | 2,696      | 2,815      |
| Retail nurseries, lawn & garden                 | 8,257      | 9,128      | 9,369      | 9,858      | 10,113     | 10,561     | 11,029     | 11,518     | 12,029     |
| <b>Used Merchandise Stores</b>                  | \$ 2,108   | \$ 2,330   | \$ 2,392   | \$ 2,517   | \$ 2,582   | \$ 2,696   | \$ 2,816   | \$ 2,941   | \$ 3,071   |
| <b>Motor Vehicles &amp; Parts Dealers</b>       | \$ 276,255 | \$ 305,389 | \$ 313,477 | \$ 329,830 | \$ 338,362 | \$ 353,353 | \$ 369,012 | \$ 385,366 | \$ 402,454 |
| Automotive dealers                              | 222,585    | 246,059    | 252,576    | 265,751    | 272,626    | 284,705    | 297,321    | 310,499    | 324,266    |
| New and used car dealers                        | 211,693    | 234,018    | 240,216    | 252,747    | 259,285    | 270,773    | 282,772    | 295,305    | 308,398    |
| Used car dealers                                | 10,892     | 12,041     | 12,360     | 13,004     | 13,341     | 13,932     | 14,549     | 15,194     | 15,868     |
| Misc. auto dealers                              | 24,683     | 27,286     | 28,008     | 29,470     | 30,233     | 31,572     | 32,971     | 34,431     | 35,959     |
| Boat dealers                                    | 6,149      | 6,797      | 6,977      | 7,341      | 7,531      | 7,865      | 8,213      | 8,577      | 8,958      |
| Recreational vehicle dealers                    | 8,608      | 9,516      | 9,768      | 10,278     | 10,544     | 11,011     | 11,499     | 12,008     | 12,541     |
| Motorcycle dealers                              | 7,291      | 8,060      | 8,273      | 8,705      | 8,930      | 9,325      | 9,739      | 10,170     | 10,621     |
| Automotive dealers, nec                         | 2,635      | 2,913      | 2,990      | 3,146      | 3,228      | 3,371      | 3,520      | 3,676      | 3,839      |
| Auto parts, accessories & tires                 | 28,987     | 32,044     | 32,893     | 34,609     | 35,503     | 37,076     | 38,720     | 40,436     | 42,229     |
| Auto parts & accessories stores                 | 15,460     | 17,090     | 17,543     | 18,458     | 18,935     | 19,774     | 20,651     | 21,566     | 22,522     |
| Tire dealers                                    | 13,527     | 14,954     | 15,350     | 16,151     | 16,568     | 17,302     | 18,069     | 18,870     | 19,707     |
| <b>Total Other Retail Stores</b>                | \$ 370,594 | \$ 409,677 | \$ 420,527 | \$ 442,465 | \$ 453,911 | \$ 474,020 | \$ 495,026 | \$ 516,967 | \$ 539,890 |

Table B-1 (continued)

DICKINSON TRADE AREA  
RETAIL PURCHASING POWER, 2011 TO 2020  
(In Thousands of Dollars)

| Merchandise Category                            | 2011              | 2012              | 2013              | 2014              | 2015              | 2016              | 2017              | 2018              | 2019              | 2020              |
|---|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| <b>OTHER RETAIL STORES</b>                      |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |
| <b>Building Materials &amp; Garden Supplies</b> | <b>\$ 141,142</b> | <b>\$ 148,257</b> | <b>\$ 155,734</b> | <b>\$ 163,589</b> | <b>\$ 171,835</b> | <b>\$ 180,406</b> | <b>\$ 189,401</b> | <b>\$ 198,845</b> | <b>\$ 208,761</b> | <b>\$ 219,170</b> |
| Building materials & supplies stores            | 125,549           | 131,878           | 138,529           | 145,516           | 152,852           | 160,475           | 168,477           | 176,878           | 185,698           | 194,957           |
| Home centers                                    | 36,831            | 38,688            | 40,639            | 42,689            | 44,841            | 47,077            | 49,425            | 51,889            | 54,477            | 57,193            |
| Paint, glass & wallpaper                        | 4,974             | 5,224             | 5,488             | 5,765             | 6,055             | 6,357             | 6,674             | 7,007             | 7,356             | 7,723             |
| Other building materials dealers                | 83,744            | 87,966            | 92,402            | 97,062            | 101,956           | 107,041           | 112,378           | 117,982           | 123,865           | 130,041           |
| Lawn & garden equipment                         | 15,593            | 16,379            | 17,205            | 18,073            | 18,983            | 19,931            | 20,924            | 21,967            | 23,063            | 24,213            |
| Outdoor power equipment                         | 2,957             | 3,106             | 3,263             | 3,428             | 3,600             | 3,780             | 3,968             | 4,166             | 4,374             | 4,592             |
| Retail nurseries, lawn & garden                 | 12,636            | 13,273            | 13,942            | 14,645            | 15,383            | 16,151            | 16,956            | 17,801            | 18,689            | 19,621            |
| <b>Used Merchandise Stores</b>                  | <b>\$ 3,226</b>   | <b>\$ 3,389</b>   | <b>\$ 3,560</b>   | <b>\$ 3,739</b>   | <b>\$ 3,928</b>   | <b>\$ 4,124</b>   | <b>\$ 4,329</b>   | <b>\$ 4,545</b>   | <b>\$ 4,772</b>   | <b>\$ 5,010</b>   |
| <b>Motor Vehicles &amp; Parts Dealers</b>       | <b>\$ 422,753</b> | <b>\$ 444,069</b> | <b>\$ 466,458</b> | <b>\$ 489,986</b> | <b>\$ 514,691</b> | <b>\$ 540,360</b> | <b>\$ 567,302</b> | <b>\$ 595,588</b> | <b>\$ 625,287</b> | <b>\$ 656,469</b> |
| Automotive dealers                              | 340,622           | 357,797           | 375,836           | 394,793           | 414,698           | 435,380           | 457,089           | 479,880           | 503,809           | 528,933           |
| New and used car dealers                        | 323,954           | 340,288           | 357,445           | 375,474           | 394,405           | 414,075           | 434,722           | 456,397           | 479,155           | 503,050           |
| Used car dealers                                | 16,668            | 17,509            | 18,391            | 19,319            | 20,293            | 21,305            | 22,367            | 23,483            | 24,654            | 25,883            |
| Misc. auto dealers                              | 37,772            | 39,676            | 41,677            | 43,779            | 45,987            | 48,280            | 50,687            | 53,214            | 55,868            | 58,654            |
| Boat dealers                                    | 9,409             | 9,884             | 10,382            | 10,906            | 11,456            | 12,027            | 12,627            | 13,256            | 13,917            | 14,611            |
| Recreational vehicle dealers                    | 13,173            | 13,837            | 14,535            | 15,268            | 16,038            | 16,838            | 17,677            | 18,559            | 19,484            | 20,456            |
| Motorcycle dealers                              | 11,157            | 11,719            | 12,310            | 12,931            | 13,583            | 14,261            | 14,972            | 15,718            | 16,502            | 17,325            |
| Automotive dealers, nec                         | 4,033             | 4,236             | 4,450             | 4,674             | 4,910             | 5,154             | 5,411             | 5,681             | 5,965             | 6,262             |
| Auto parts, accessories & tires                 | 44,359            | 46,596            | 48,945            | 51,414            | 54,006            | 56,700            | 59,526            | 62,494            | 65,610            | 68,882            |
| Auto parts & accessories stores                 | 23,658            | 24,851            | 26,104            | 27,421            | 28,803            | 30,240            | 31,747            | 33,330            | 34,992            | 36,737            |
| Tire dealers                                    | 20,701            | 21,745            | 22,841            | 23,993            | 25,203            | 26,460            | 27,779            | 29,164            | 30,618            | 32,145            |
| <b>Total Other Retail Stores</b>                | <b>\$ 567,121</b> | <b>\$ 595,715</b> | <b>\$ 625,752</b> | <b>\$ 657,314</b> | <b>\$ 690,454</b> | <b>\$ 724,890</b> | <b>\$ 761,032</b> | <b>\$ 798,978</b> | <b>\$ 838,820</b> | <b>\$ 880,649</b> |

Table B-2

DICKINSON TRADE AREA  
 SERVICES PURCHASING POWER, 2002 TO 2010  
 (In Thousands of Dollars)

| Services Category                                | 2002             | 2003             | 2004             | 2005             | 2006             | 2007             | 2008             | 2009             | 2010             |
|--|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| <b>PERSONAL SERVICES</b>                         | \$ <b>14,750</b> | \$ <b>16,299</b> | \$ <b>16,731</b> | \$ <b>17,603</b> | \$ <b>18,026</b> | \$ <b>19,456</b> | \$ <b>21,269</b> | \$ <b>22,026</b> | \$ <b>23,126</b> |
| <b>Personal care services</b>                    | 7,235            | 7,995            | 8,206            | 8,634            | 8,842            | 9,543            | 10,432           | 10,804           | 11,343           |
| Hair, nail & skin care services                  | 5,732            | 6,334            | 6,502            | 6,841            | 7,005            | 7,560            | 8,265            | 8,559            | 8,987            |
| Beauty Shops                                     | 5,528            | 6,109            | 6,270            | 6,597            | 6,756            | 7,292            | 7,971            | 8,255            | 8,667            |
| Other personal care services                     | 1,503            | 1,661            | 1,705            | 1,794            | 1,837            | 1,983            | 2,167            | 2,244            | 2,357            |
| Diet & weight reducing services                  | 943              | 1,042            | 1,069            | 1,125            | 1,152            | 1,243            | 1,359            | 1,408            | 1,478            |
| Other personal care services                     | 560              | 619              | 636              | 669              | 685              | 739              | 808              | 837              | 879              |
| <b>Drycleaning &amp; laundry services</b>        | \$ <b>4,917</b>  | \$ <b>5,433</b>  | \$ <b>5,577</b>  | \$ <b>5,868</b>  | \$ <b>6,009</b>  | \$ <b>6,485</b>  | \$ <b>7,090</b>  | \$ <b>7,342</b>  | \$ <b>7,709</b>  |
| Coin-operated laundries & drycleaners            | 408              | 450              | 462              | 486              | 498              | 538              | 588              | 609              | 639              |
| Drycleaning & laundry services (except coin-op.) | 917              | 1,013            | 1,040            | 1,095            | 1,121            | 1,210            | 1,322            | 1,369            | 1,438            |
| Drycleaning plants                               | 764              | 845              | 867              | 912              | 934              | 1,008            | 1,102            | 1,141            | 1,198            |
| <b>Other personal services</b>                   | \$ <b>2,598</b>  | \$ <b>2,871</b>  | \$ <b>2,947</b>  | \$ <b>3,101</b>  | \$ <b>3,176</b>  | \$ <b>3,427</b>  | \$ <b>3,747</b>  | \$ <b>3,880</b>  | \$ <b>4,074</b>  |
| Child Day Care Services                          | 3,745            | 4,138            | 4,248            | 4,469            | 4,577            | 4,939            | 5,400            | 5,592            | 5,871            |
| Funeral Homes & Funeral Services                 | 4,764            | 5,264            | 5,404            | 5,685            | 5,822            | 6,284            | 6,869            | 7,114            | 7,469            |
| Pet Care   | 306              | 338              | 347              | 365              | 374              | 403              | 441              | 456              | 479              |
| <b>RENTAL AND LEASING</b>                        | \$ <b>2,700</b>  | \$ <b>2,984</b>  | \$ <b>3,063</b>  | \$ <b>3,223</b>  | \$ <b>3,300</b>  | \$ <b>3,562</b>  | \$ <b>3,894</b>  | \$ <b>4,032</b>  | \$ <b>4,234</b>  |
| Video tape and disk rental                       | 2,700            | 2,984            | 3,063            | 3,223            | 3,300            | 3,562            | 3,894            | 4,032            | 4,234            |
| <b>RECREATION</b>                                | \$ <b>5,681</b>  | \$ <b>6,278</b>  | \$ <b>6,443</b>  | \$ <b>6,779</b>  | \$ <b>6,943</b>  | \$ <b>7,493</b>  | \$ <b>8,192</b>  | \$ <b>8,484</b>  | \$ <b>8,907</b>  |
| Bowling centers                                  | 1,656            | 1,830            | 1,878            | 1,976            | 2,024            | 2,184            | 2,388            | 2,473            | 2,596            |
| Physical fitness facilities                      | 1,656            | 1,830            | 1,878            | 1,976            | 2,024            | 2,184            | 2,388            | 2,473            | 2,596            |
| <b>PROFESSIONAL SERVICES</b>                     | \$ <b>7,490</b>  | \$ <b>8,276</b>  | \$ <b>8,495</b>  | \$ <b>8,939</b>  | \$ <b>9,154</b>  | \$ <b>9,879</b>  | \$ <b>10,800</b> | \$ <b>11,184</b> | \$ <b>11,742</b> |
| Offices of real estate agents & brokers          | 6,802            | 7,516            | 7,715            | 8,118            | 8,313            | 8,972            | 9,808            | 10,157           | 10,664           |

Source: McComb Group, Ltd.

Table B-2 (continued)

DICKINSON TRADE AREA  
 SERVICES PURCHASING POWER, 2011 TO 2020  
 (In Thousands of Dollars)

| Services Category                                | 2011      | 2012      | 2013      | 2014      | 2015      | 2016      | 2017      | 2018      | 2019      | 2020      |
|--|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| <b>PERSONAL SERVICES</b>                         | \$ 24,292 | \$ 25,517 | \$ 26,804 | \$ 28,156 | \$ 29,576 | \$ 31,051 | \$ 32,599 | \$ 34,225 | \$ 35,932 | \$ 37,723 |
| <b>Personal care services</b>                    | 11,915    | 12,516    | 13,147    | 13,811    | 14,507    | 15,230    | 15,990    | 16,787    | 17,625    | 18,503    |
| Hair, nail & skin care services                  | 9,440     | 9,916     | 10,416    | 10,941    | 11,493    | 12,066    | 12,668    | 13,300    | 13,963    | 14,659    |
| Beauty Shops                                     | 9,104     | 9,563     | 10,046    | 10,552    | 11,084    | 11,637    | 12,218    | 12,827    | 13,467    | 14,138    |
| Other personal care services                     | 2,475     | 2,600     | 2,731     | 2,869     | 3,014     | 3,164     | 3,322     | 3,488     | 3,661     | 3,844     |
| Diet & weight reducing services                  | 1,552     | 1,631     | 1,713     | 1,799     | 1,890     | 1,984     | 2,083     | 2,187     | 2,296     | 2,411     |
| Other personal care services                     | 923       | 970       | 1,018     | 1,070     | 1,124     | 1,180     | 1,239     | 1,300     | 1,365     | 1,433     |
| <b>Drycleaning &amp; laundry services</b>        | \$ 8,097  | \$ 8,506  | \$ 8,935  | \$ 9,385  | \$ 9,859  | \$ 10,350 | \$ 10,866 | \$ 11,408 | \$ 11,977 | \$ 12,574 |
| Coin-operated laundries & drycleaners            | 671       | 705       | 741       | 778       | 817       | 858       | 901       | 946       | 993       | 1,042     |
| Drycleaning & laundry services (except coin-op.) | 1,510     | 1,587     | 1,667     | 1,751     | 1,839     | 1,931     | 2,027     | 2,128     | 2,234     | 2,345     |
| Drycleaning plants                               | 1,259     | 1,322     | 1,389     | 1,459     | 1,532     | 1,609     | 1,689     | 1,773     | 1,862     | 1,955     |
| <b>Other personal services</b>                   | \$ 4,279  | \$ 4,495  | \$ 4,722  | \$ 4,960  | \$ 5,210  | \$ 5,470  | \$ 5,743  | \$ 6,029  | \$ 6,330  | \$ 6,646  |
| Child Day Care Services                          | 6,167     | 6,478     | 6,805     | 7,148     | 7,509     | 7,883     | 8,277     | 8,689     | 9,123     | 9,577     |
| Funeral Homes & Funeral Services                 | 7,846     | 8,241     | 8,657     | 9,094     | 9,552     | 10,029    | 10,529    | 11,054    | 11,605    | 12,184    |
| Pet Care   | 503       | 529       | 556       | 584       | 613       | 644       | 676       | 709       | 745       | 782       |
| <b>RENTAL AND LEASING</b>                        | \$ 4,447  | \$ 4,672  | \$ 4,907  | \$ 5,155  | \$ 5,415  | \$ 5,685  | \$ 5,968  | \$ 6,266  | \$ 6,578  | \$ 6,906  |
| Video tape and disk rental                       | 4,447     | 4,672     | 4,907     | 5,155     | 5,415     | 5,685     | 5,968     | 6,266     | 6,578     | 6,906     |
| <b>RECREATION</b>                                | \$ 9,356  | \$ 9,829  | \$ 10,323 | \$ 10,844 | \$ 11,390 | \$ 11,959 | \$ 12,556 | \$ 13,181 | \$ 13,839 | \$ 14,529 |
| Bowling centers                                  | 2,727     | 2,865     | 3,009     | 3,161     | 3,320     | 3,486     | 3,660     | 3,842     | 4,034     | 4,235     |
| Physical fitness facilities                      | 2,727     | 2,865     | 3,009     | 3,161     | 3,320     | 3,486     | 3,660     | 3,842     | 4,034     | 4,235     |
| <b>PROFESSIONAL SERVICES</b>                     | \$ 12,335 | \$ 12,957 | \$ 13,610 | \$ 14,297 | \$ 15,017 | \$ 15,767 | \$ 16,553 | \$ 17,378 | \$ 18,246 | \$ 19,155 |
| Offices of real estate agents & brokers          | 11,202    | 11,767    | 12,360    | 12,984    | 13,638    | 14,319    | 15,033    | 15,782    | 16,570    | 17,396    |

Source: McComb Group, Ltd.



Table B-2 (continued)  
DICKINSON TRADE AREA  
SERVICES PURCHASING POWER, 2002 TO 2010  
(In Thousands of Dollars)

| Services Category                                   | 2002             | 2003             | 2004             | 2005             | 2006             | 2007             | 2008             | 2009             | 2010             |
|---|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| <b>REPAIR SERVICES</b>                              |                  |                  |                  |                  |                  |                  |                  |                  |                  |
| <b>Automotive Repair &amp; Maintenance</b>          | \$ <b>23,743</b> | \$ <b>26,236</b> | \$ <b>26,931</b> | \$ <b>28,336</b> | \$ <b>29,016</b> | \$ <b>31,317</b> | \$ <b>34,236</b> | \$ <b>35,454</b> | \$ <b>37,225</b> |
| General automotive repair                           | \$ <b>9,298</b>  | \$ <b>10,275</b> | \$ <b>10,547</b> | \$ <b>11,097</b> | \$ <b>11,364</b> | \$ <b>12,265</b> | \$ <b>13,408</b> | \$ <b>13,885</b> | \$ <b>14,578</b> |
| Automotive exhaust system repair                    | 331              | 366              | 376              | 395              | 405              | 437              | 478              | 495              | 519              |
| Automotive transmission repair                      | 739              | 816              | 838              | 882              | 903              | 974              | 1,065            | 1,103            | 1,158            |
| Brake, front end & wheel alignment                  | 153              | 169              | 173              | 182              | 187              | 202              | 220              | 228              | 240              |
| Paint or body repair shops                          | 8,458            | 9,346            | 9,593            | 10,094           | 10,336           | 11,156           | 12,196           | 12,629           | 13,260           |
| Automotive glass replacement                        | 1,503            | 1,661            | 1,705            | 1,794            | 1,837            | 1,983            | 2,167            | 2,244            | 2,357            |
| Carwashes   | 1,529            | 1,689            | 1,734            | 1,824            | 1,868            | 2,016            | 2,204            | 2,282            | 2,396            |
| Personal & household goods repair & maint.          | \$ <b>1,529</b>  | \$ <b>1,689</b>  | \$ <b>1,734</b>  | \$ <b>1,824</b>  | \$ <b>1,868</b>  | \$ <b>2,016</b>  | \$ <b>2,204</b>  | \$ <b>2,282</b>  | \$ <b>2,396</b>  |
| Home & garden equipment & appliance repair & maint. | 560              | 619              | 636              | 669              | 685              | 739              | 808              | 837              | 879              |
| Home & garden equipment repair & maint.             | 102              | 113              | 116              | 122              | 125              | 134              | 147              | 152              | 160              |
| Appliance repair & maint.                           | 459              | 507              | 520              | 547              | 560              | 605              | 661              | 685              | 719              |
| Reupholstery & furniture repair                     | 178              | 197              | 202              | 213              | 218              | 235              | 257              | 266              | 280              |
| Footwear & leather goods repair                     | 102              | 113              | 116              | 122              | 125              | 134              | 147              | 152              | 160              |
| Watch, clock & jewelry repair                       | 51               | 56               | 58               | 61               | 62               | 67               | 73               | 76               | 80               |
| Garment repair & alteration services                | 76               | 84               | 87               | 91               | 93               | 101              | 110              | 114              | 120              |

Source: McComb Group, Ltd.

Table B-2 (continued)  
DICKINSON TRADE AREA  
SERVICES PURCHASING POWER, 2011 TO 2020  
(In Thousands of Dollars)

| Services Category                                   | 2011             | 2012             | 2013             | 2014             | 2015             | 2016             | 2017             | 2018             | 2019             | 2020             |
|---|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| <b>REPAIR SERVICES</b>                              |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |
| <b>Automotive Repair &amp; Maintenance</b>          | \$ <b>39,103</b> | \$ <b>41,074</b> | \$ <b>43,146</b> | \$ <b>45,322</b> | \$ <b>47,607</b> | \$ <b>49,982</b> | \$ <b>52,474</b> | \$ <b>55,091</b> | \$ <b>57,838</b> | \$ <b>60,722</b> |
| General automotive repair                           | \$ 15,314        | \$ 16,086        | \$ 16,897        | \$ 17,749        | \$ 18,644        | \$ 19,574        | \$ 20,551        | \$ 21,575        | \$ 22,651        | \$ 23,781        |
| Automotive exhaust system repair                    | 545              | 573              | 602              | 632              | 664              | 697              | 732              | 768              | 807              | 847              |
| Automotive transmission repair                      | 1,217            | 1,278            | 1,343            | 1,410            | 1,481            | 1,555            | 1,633            | 1,714            | 1,800            | 1,889            |
| Brake, front end & wheel alignment                  | 252              | 264              | 278              | 292              | 306              | 322              | 338              | 355              | 372              | 391              |
| Paint or body repair shops                          | 13,929           | 14,632           | 15,370           | 16,145           | 16,959           | 17,805           | 18,693           | 19,625           | 20,603           | 21,631           |
| Automotive glass replacement                        | 2,475            | 2,600            | 2,731            | 2,869            | 3,014            | 3,164            | 3,322            | 3,488            | 3,661            | 3,844            |
| Carwashes   | 2,517            | 2,644            | 2,778            | 2,918            | 3,065            | 3,218            | 3,378            | 3,547            | 3,723            | 3,909            |
| Personal & household goods repair & maint.          | \$ 2,517         | \$ 2,644         | \$ 2,778         | \$ 2,918         | \$ 3,065         | \$ 3,218         | \$ 3,378         | \$ 3,547         | \$ 3,723         | \$ 3,909         |
| Home & garden equipment & appliance repair & maint. | 923              | 970              | 1,018            | 1,070            | 1,124            | 1,180            | 1,239            | 1,300            | 1,365            | 1,433            |
| Home & garden equipment repair & maint.             | 168              | 176              | 185              | 195              | 204              | 215              | 225              | 236              | 248              | 261              |
| Appliance repair & maint.                           | 755              | 793              | 833              | 875              | 919              | 965              | 1,013            | 1,064            | 1,117            | 1,173            |
| Reupholstery & furniture repair                     | 294              | 308              | 324              | 340              | 358              | 375              | 394              | 414              | 434              | 456              |
| Footwear & leather goods repair                     | 168              | 176              | 185              | 195              | 204              | 215              | 225              | 236              | 248              | 261              |
| Watch, clock & jewelry repair                       | 84               | 88               | 93               | 97               | 102              | 107              | 113              | 118              | 124              | 130              |
| Garment repair & alteration services                | 126              | 132              | 139              | 146              | 153              | 161              | 169              | 177              | 186              | 195              |

Source: McComb Group, Ltd.

Table B-2 (continued)

DICKINSON TRADE AREA  
SERVICES PURCHASING POWER, 2002 TO 2010  
(In Thousands of Dollars)

| Services Category  | 2002       | 2003       | 2004       | 2005       | 2006       | 2007       | 2008       | 2009       | 2010       |
|--|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| <b>HEALTH CARE</b>   | \$ 102,002 | \$ 112,715 | \$ 115,699 | \$ 121,733 | \$ 124,658 | \$ 134,542 | \$ 147,083 | \$ 152,315 | \$ 159,924 |
| Offices of physicians  | 67,356     | 74,430     | 76,401     | 80,385     | 82,317     | 88,844     | 97,125     | 100,579    | 105,604    |
| Offices of physicians (except mental health specialists)       | 66,719     | 73,727     | 75,678     | 79,625     | 81,538     | 88,004     | 96,206     | 99,628     | 104,606    |
| Offices of physicians, mental health specialists               | 637        | 704        | 722        | 760        | 778        | 840        | 918        | 951        | 999        |
| Offices of dentists  | 20,558     | 22,718     | 23,319     | 24,535     | 25,125     | 27,117     | 29,644     | 30,699     | 32,232     |
| Offices of other health practitioners                          | 11,133     | 12,302     | 12,628     | 13,286     | 13,605     | 14,684     | 16,053     | 16,624     | 17,454     |
| Offices of chiropractors                                       | 3,388      | 3,744      | 3,843      | 4,044      | 4,141      | 4,469      | 4,886      | 5,059      | 5,312      |
| Offices of optometrists  | 4,280      | 4,729      | 4,855      | 5,108      | 5,230      | 5,645      | 6,171      | 6,391      | 6,710      |
| Offices of mental health practitioners (except physicians)     | 484        | 535        | 549        | 578        | 592        | 638        | 698        | 723        | 759        |
| Offices of physical, occup, & speech therapists & audiologists | 2,191      | 2,421      | 2,485      | 2,615      | 2,677      | 2,890      | 3,159      | 3,271      | 3,435      |
| Speech therapist & audiologists                                | 459        | 507        | 520        | 547        | 560        | 605        | 661        | 685        | 719        |
| Physical & occupational therapists                             | 1,758      | 1,942      | 1,994      | 2,098      | 2,148      | 2,319      | 2,535      | 2,625      | 2,756      |
| Offices of all other health practitioners                      | 764        | 845        | 867        | 912        | 934        | 1,008      | 1,102      | 1,141      | 1,198      |
| Offices of podiatrists   | 280        | 310        | 318        | 334        | 342        | 370        | 404        | 418        | 439        |
| Offices of all other misc. health practitioners                | 484        | 535        | 549        | 578        | 592        | 638        | 698        | 723        | 759        |
| <b>Subtotal - Health Care</b>                                  | \$ 113,644 | \$ 125,580 | \$ 128,905 | \$ 135,627 | \$ 138,886 | \$ 149,898 | \$ 163,870 | \$ 169,699 | \$ 178,177 |

Source: McComb Group, Ltd.

Table B-2 (continued)

DICKINSON TRADE AREA  
SERVICES PURCHASING POWER, 2011 TO 2020  
(In Thousands of Dollars)

| Services Category  | 2011              | 2012              | 2013              | 2014              | 2015              | 2016              | 2017              | 2018              | 2019              | 2020              |
|--|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| <b>HEALTH CARE</b>   | \$ <b>167,991</b> | \$ <b>176,461</b> | \$ <b>185,360</b> | \$ <b>194,709</b> | \$ <b>204,526</b> | \$ <b>214,728</b> | \$ <b>225,437</b> | \$ <b>236,677</b> | \$ <b>248,481</b> | \$ <b>260,871</b> |
| Offices of physicians  | 110,931           | 116,524           | 122,401           | 128,574           | 135,057           | 141,794           | 148,865           | 156,287           | 164,082           | 172,263           |
| Offices of physicians (except mental health specialists)       | 109,882           | 115,422           | 121,243           | 127,358           | 133,780           | 140,453           | 147,457           | 154,810           | 162,530           | 170,634           |
| Offices of physicians, mental health specialists               | 1,049             | 1,102             | 1,157             | 1,216             | 1,277             | 1,341             | 1,408             | 1,478             | 1,551             | 1,629             |
| Offices of dentists  | 33,858            | 35,565            | 37,359            | 39,243            | 41,222            | 43,278            | 45,436            | 47,702            | 50,081            | 52,578            |
| Offices of other health practitioners                          | 18,335            | 19,259            | 20,230            | 21,251            | 22,322            | 23,436            | 24,604            | 25,831            | 27,119            | 28,472            |
| Offices of chiropractors                                       | 5,580             | 5,861             | 6,157             | 6,468             | 6,794             | 7,133             | 7,488             | 7,862             | 8,254             | 8,665             |
| Offices of optometrists  | 7,049             | 7,404             | 7,777             | 8,170             | 8,582             | 9,010             | 9,459             | 9,931             | 10,426            | 10,946            |
| Offices of mental health practitioners (except physicians)     | 797               | 837               | 880               | 924               | 971               | 1,019             | 1,070             | 1,123             | 1,179             | 1,238             |
| Offices of physical, occup, & speech therapists & audiologists | 3,608             | 3,790             | 3,981             | 4,182             | 4,393             | 4,612             | 4,842             | 5,083             | 5,337             | 5,603             |
| Speech therapist & audiologists                                | 755               | 793               | 833               | 875               | 919               | 965               | 1,013             | 1,064             | 1,117             | 1,173             |
| Physical & occupational therapists                             | 2,895             | 3,041             | 3,194             | 3,355             | 3,525             | 3,700             | 3,885             | 4,079             | 4,282             | 4,496             |
| Offices of all other health practitioners                      | 1,259             | 1,322             | 1,389             | 1,459             | 1,532             | 1,609             | 1,689             | 1,773             | 1,862             | 1,955             |
| Offices of podiatrists   | 462               | 485               | 509               | 535               | 562               | 590               | 619               | 650               | 683               | 717               |
| Offices of all other misc. health practitioners                | 797               | 837               | 880               | 924               | 971               | 1,019             | 1,070             | 1,123             | 1,179             | 1,238             |
| <b>Subtotal - Health Care</b>                                  | \$ <b>187,164</b> | \$ <b>196,601</b> | \$ <b>206,516</b> | \$ <b>216,932</b> | \$ <b>227,870</b> | \$ <b>239,236</b> | \$ <b>251,167</b> | \$ <b>263,691</b> | \$ <b>276,842</b> | \$ <b>290,645</b> |

Source: McComb Group, Ltd.

## **Appendix C**

# **RETAIL AND SERVICES PURCHASING POWER, MARKET SHARE AND SALES POTENTIAL**

**Dickinson Retail**  
**Dickinson Services**

**C-1**  
**C-2**

Table C-1

DICKINSON  
RETAIL PURCHASING POWER, MARKET SHARE AND SALES POTENTIAL, 2010  
BY MERCHANDISE CATEGORY  
(In Thousands of Dollars)

| Merchandise Category                            | Resident<br>Purchasing<br>Power | Estimated<br>Market<br>Share | Trade<br>Area<br>Sales | Trade<br>Area<br>Percent | Other<br>Shoppers | Estimated<br>Total<br>Sales |
|---|---------------------------------|------------------------------|------------------------|--------------------------|-------------------|-----------------------------|
| <b>SHOPPING GOODS</b>                           |                                 |                              |                        |                          |                   |                             |
| <b>General Merchandise</b>                      |                                 |                              |                        |                          |                   |                             |
| <b>Department stores(Incl. leased depts.)</b>   |                                 |                              |                        |                          |                   |                             |
| Discount stores                                 | \$ 124,127                      | 45.0 %                       | \$55,857               | 80 %                     | \$ 13,964         | \$ 69,821                   |
| Department Stores                               | 45,428                          | 35.0                         | 15,900                 | 80                       | 3,975             | 19,875                      |
| <b>Other general merchandise stores</b>         |                                 |                              |                        |                          |                   |                             |
| Warehouse Club & Supercenters                   | 16,891                          | 45.0                         | 7,601                  | 80                       | 1,900             | 9,501                       |
| Variety stores                                  | 1,408                           | 35.0                         | 493                    | 80                       | 123               | 616                         |
| Miscellaneous general mdse.                     | 25,593                          | 35.0                         | 8,958                  | 80                       | 2,240             | 11,198                      |
| <b>Apparel &amp; Accessories</b>                |                                 |                              |                        |                          |                   |                             |
| <b>Clothing Stores</b>                          |                                 |                              |                        |                          |                   |                             |
| Mens and boys                                   | \$ 1,536                        | 25.0 %                       | \$ 384                 | 80 %                     | \$ 96             | \$ 480                      |
| Womens clothing                                 | 8,830                           | 25.0                         | 2,208                  | 80                       | 552               | 2,760                       |
| Children's & infant                             | 640                             | 25.0                         | 160                    | 80                       | 40                | 200                         |
| Family clothing                                 | 16,636                          | 25.0                         | 4,159                  | 80                       | 1,040             | 5,199                       |
| Clothing accessories stores                     | 896                             | 25.0                         | 224                    | 80                       | 56                | 280                         |
| Other clothing stores                           | 2,559                           | 25.0                         | 640                    | 80                       | 160               | 800                         |
| <b>Shoe Stores</b>                              |                                 |                              |                        |                          |                   |                             |
| Men's   | \$ 273                          | 25.0 %                       | \$ 68                  | 80 %                     | \$ 17             | \$ 85                       |
| Women's   | 380                             | 25.0                         | 95                     | 80                       | 24                | 119                         |
| Children's & infant                             | 128                             | 25.0                         | 32                     | 80                       | 8                 | 40                          |
| Family shoe stores                              | 2,303                           | 25.0                         | 576                    | 80                       | 144               | 720                         |
| Athletic footwear                               | 1,536                           | 25.0                         | 384                    | 80                       | 96                | 480                         |
| <b>Furniture &amp; Home Furnishing</b>          |                                 |                              |                        |                          |                   |                             |
| Furniture                                       | \$ 14,076                       | 25.0 %                       | \$ 3,519               | 80 %                     | \$ 880            | \$ 4,399                    |
| Floor coverings                                 | 11,517                          | 25.0                         | 2,879                  | 80                       | 720               | 3,599                       |
| Window treatment stores                         | 128                             | 25.0                         | 32                     | 80                       | 8                 | 40                          |
| All other home furnishings stores               | 4,223                           | 25.0                         | 1,056                  | 80                       | 264               | 1,320                       |
| <b>Electronics &amp; Appliances Stores</b>      |                                 |                              |                        |                          |                   |                             |
| Household appliance stores                      | \$ 4,863                        | 25.0 %                       | \$ 1,216               | 80 %                     | \$ 304            | \$ 1,520                    |
| Radio, tv & electronics stores                  | 20,730                          | 25.0                         | 5,183                  | 80                       | 1,296             | 6,479                       |
| Computers, Software, Music, & other electronics | 10,237                          | 25.0                         | 2,559                  | 80                       | 640               | 3,199                       |
| <b>Other Shopping Goods</b>                     |                                 |                              |                        |                          |                   |                             |
| Sporting goods                                  | \$ 15,484                       | 25.0 %                       | \$ 3,871               | 80 %                     | \$ 968            | \$ 4,839                    |
| General Line Sporting Gds.                      | 12,797                          | 25.0                         | 3,199                  | 80                       | 800               | 3,999                       |
| Specialty Line Sporting Gds.                    | 2,687                           | 25.0                         | 672                    | 80                       | 168               | 840                         |
| Book stores & newsdealers                       | 4,991                           | 40.0                         | 1,996                  | 80                       | 499               | 2,495                       |
| Stationery Stores and Office Supply             | 16,891                          | 40.0                         | 6,756                  | 80                       | 1,689             | 8,445                       |
| Musical Instrument & Supplies                   | 2,047                           | 20.0                         | 409                    | 80                       | 102               | 511                         |
| Jewelry stores                                  | 8,446                           | 40.0                         | 3,378                  | 80                       | 845               | 4,223                       |
| Hobby, toy & game                               | 3,839                           | 25.0                         | 960                    | 80                       | 240               | 1,200                       |
| Camera & photographic supply                    | 768                             | 25.0                         | 192                    | 80                       | 48                | 240                         |
| Gift, novelty & souvenirs                       | 6,910                           | 25.0                         | 1,728                  | 80                       | 432               | 2,160                       |
| Sewing, needlework & piece goods                | 2,175                           | 40.0                         | 870                    | 80                       | 218               | 1,088                       |
| Pet stores                                      | 2,047                           | 20.0                         | 409                    | 80                       | 102               | 511                         |
| Art dealers                                     | 128                             | 25.0                         | 32                     | 80                       | 8                 | 40                          |
| Optical goods stores                            | 2,943                           | 40.0                         | 1,177                  | 80                       | 294               | 1,471                       |
| Pre-Recorded Tapes, Compact Discs               | 2,687                           | 25.0                         | 672                    | 80                       | 168               | 840                         |
| Cosmetics, beauty supplies & perfume            | 1,703                           | 25.0                         | 426                    | 80                       | 107               | 533                         |
| All other health & personal care                | 4,223                           | 25.0                         | 1,056                  | 80                       | 264               | 1,320                       |
| Other Misc. Store Retailers                     | 1,280                           | 25.0                         | 320                    | 80                       | 80                | 400                         |

Table C-1 (continued)

DICKINSON  
RETAIL PURCHASING POWER, MARKET SHARE AND SALES POTENTIAL, 2010  
BY MERCHANDISE CATEGORY  
(In Thousands of Dollars)

| Merchandise Category                            | Resident<br>Purchasing<br>Power | Estimated<br>Market<br>Share | Trade<br>Area<br>Sales | Trade<br>Area<br>Percent | Other<br>Shoppers | Estimated<br>Total<br>Sales |
|---|---------------------------------|------------------------------|------------------------|--------------------------|-------------------|-----------------------------|
| <b>CONVENIENCE GOODS</b>                        |                                 |                              |                        |                          |                   |                             |
| <b>Food Stores</b>                              |                                 |                              |                        |                          |                   |                             |
| Grocery stores                                  | \$ 153,687                      | 40.0 %                       | \$61,475               | 95 %                     | \$ 3,236          | \$ 64,711                   |
| Supermarkets                                    | 153,047                         | 40.0                         | 61,219                 | 95                       | 3,222             | 64,441                      |
| Convenience food                                | 640                             | 30.0                         | 192                    | 95                       | 10                | 202                         |
| Specialty food stores                           | 3,839                           | 30.0                         | 1,152                  | 95                       | 61                | 1,213                       |
| <b>Other Convenience Goods</b>                  |                                 |                              |                        |                          |                   |                             |
| Drug & proprietary stores                       | \$ 67,054                       | 35.0 %                       | \$23,469               | 95 %                     | \$ 1,235          | \$ 24,704                   |
| Hardware  | 9,853                           | 25.0                         | 2,463                  | 95                       | 130               | 2,593                       |
| Liquor  | 16,508                          | 25.0                         | 4,127                  | 95                       | 217               | 4,344                       |
| Florist   | 3,455                           | 25.0                         | 864                    | 95                       | 45                | 909                         |
| Food/health supplement stores                   | 1,280                           | 25.0                         | 320                    | 95                       | 17                | 337                         |
| <b>Food Service &amp; Drinking Places</b>       |                                 |                              |                        |                          |                   |                             |
| <b>Food Service</b>                             |                                 |                              |                        |                          |                   |                             |
| Full-service restaurants                        | \$ 54,002                       | 20.0 %                       | \$10,800               | 70 %                     | \$ 4,629          | \$ 15,429                   |
| Limited service restaurants                     | 37,878                          | 25.0                         | 9,470                  | 70                       | 4,059             | 13,529                      |
| Cafeterias                                      | 2,431                           | 25.0                         | 608                    | 70                       | 261               | 869                         |
| Snack & beverage places                         | 2,303                           | 25.0                         | 576                    | 70                       | 247               | 823                         |
| Specialized food places                         | 1,792                           | 20.0                         | 358                    | 70                       | 153               | 511                         |
| <b>Drinking Places</b>                          | \$ 16,764                       | 20.0 %                       | \$ 3,353               | 90 %                     | \$ 373            | \$ 3,726                    |
| <b>Gasoline Svs Stations/Conv.</b>              |                                 |                              |                        |                          |                   |                             |
| Gas/Convenience food stores                     | \$ 102,629                      | 20.0 %                       | \$20,526               | 70 %                     | \$ 8,797          | \$ 29,323                   |
| Other Gas Stations & Truck Stops                | 92,775                          | 20.0                         | 18,555                 | 70                       | 7,952             | 26,507                      |
| <b>OTHER RETAIL STORES</b>                      |                                 |                              |                        |                          |                   |                             |
| <b>Building Materials &amp; Garden Supplies</b> |                                 |                              |                        |                          |                   |                             |
| Building materials & supplies stores            |                                 |                              |                        |                          |                   |                             |
| Home centers                                    | \$ 35,063                       | 45.0 %                       | \$15,778               | 85 %                     | \$ 2,784          | \$ 18,562                   |
| Paint, glass & wallpaper                        | 4,735                           | 35.0                         | 1,657                  | 85                       | 292               | 1,949                       |
| Other building materials dealers                | 79,723                          | 45.0                         | 35,875                 | 85                       | 6,331             | 42,206                      |
| Lawn & garden equipment                         |                                 |                              |                        |                          |                   |                             |
| Outdoor power equipment                         | \$ 2,815                        | 35.0 %                       | \$ 985                 | 85 %                     | \$ 174            | \$ 1,159                    |
| Retail nurseries, lawn & garden                 | 12,029                          | 35.0                         | 4,210                  | 85                       | 743               | 4,953                       |
| <b>Motor Vehicles &amp; Parts Dealers</b>       |                                 |                              |                        |                          |                   |                             |
| Auto parts, accessories & tires                 |                                 |                              |                        |                          |                   |                             |
| Auto parts & accessories stores                 | \$ 22,522                       | 45.0 %                       | \$10,135               | 85 %                     | \$ 1,789          | \$ 11,924                   |
| Tire dealers                                    | 19,707                          | 35.0                         | 6,897                  | 85                       | 1,217             | 8,114                       |

Source: McComb Group, Ltd.

Table C-1 (continued)

DICKINSON  
RETAIL PURCHASING POWER, MARKET SHARE AND SALES POTENTIAL, 2015  
BY MERCHANDISE CATEGORY  
(In Thousands of Dollars)

| Merchandise Category                            | Resident<br>Purchasing<br>Power | Estimated<br>Market<br>Share | Trade<br>Area<br>Sales | Trade<br>Area<br>Percent | Other<br>Shoppers | Estimated<br>Total<br>Sales |
|---|---------------------------------|------------------------------|------------------------|--------------------------|-------------------|-----------------------------|
| <b>SHOPPING GOODS</b>                           |                                 |                              |                        |                          |                   |                             |
| <b>General Merchandise</b>                      |                                 |                              |                        |                          |                   |                             |
| <b>Department stores (Incl. leased depts.)</b>  |                                 |                              |                        |                          |                   |                             |
| Discount stores                                 | \$ 158,744                      | 45.0 %                       | \$ 71,435              | 75 %                     | \$ 23,812         | \$ 95,247                   |
| Department Stores                               | 58,097                          | 35.0                         | 20,334                 | 75                       | 6,778             | 27,112                      |
| <b>Other general merchandise stores</b>         |                                 |                              |                        |                          |                   |                             |
| Warehouse Clubs and Supercenters                | \$ 21,602                       | 45.0 %                       | \$ 9,721               | 75 %                     | \$ 3,240          | \$ 12,961                   |
| Variety stores                                  | 1,800                           | 35.0                         | 630                    | 75                       | 210               | 840                         |
| Miscellaneous general mdse.                     | 32,731                          | 55.0                         | 18,002                 | 75                       | 6,001             | 24,003                      |
| <b>Apparel &amp; Accessories</b>                |                                 |                              |                        |                          |                   |                             |
| <b>Clothing Stores</b>                          |                                 |                              |                        |                          |                   |                             |
| Mens and boys                                   | \$ 1,964                        | 25.0 %                       | \$ 491                 | 75 %                     | \$ 164            | \$ 655                      |
| Womens clothing                                 | 11,292                          | 25.0                         | 2,823                  | 75                       | 941               | 3,764                       |
| Children's & infant                             | 818                             | 25.0                         | 205                    | 75                       | 68                | 273                         |
| Family clothing                                 | 21,275                          | 25.0                         | 5,319                  | 75                       | 1,773             | 7,092                       |
| Clothing accessories stores                     | 1,146                           | 25.0                         | 287                    | 75                       | 96                | 383                         |
| Other clothing stores                           | 3,273                           | 25.0                         | 818                    | 75                       | 273               | 1,091                       |
| <b>Shoe Stores</b>                              |                                 |                              |                        |                          |                   |                             |
| Men's   | \$ 349                          | 25.0 %                       | \$ 87                  | 75 %                     | \$ 29             | \$ 116                      |
| Women's   | 486                             | 25.0                         | 122                    | 75                       | 41                | 163                         |
| Children's & infant                             | 164                             | 25.0                         | 41                     | 75                       | 14                | 55                          |
| Family shoe stores                              | 2,946                           | 25.0                         | 737                    | 75                       | 246               | 983                         |
| Athletic footwear                               | 1,964                           | 25.0                         | 491                    | 75                       | 164               | 655                         |
| <b>Furniture &amp; Home Furnishings</b>         |                                 |                              |                        |                          |                   |                             |
| Furniture                                       | \$ 18,002                       | 25.0 %                       | \$ 4,501               | 75 %                     | \$ 1,500          | \$ 6,001                    |
| Floor coverings                                 | 14,729                          | 25.0                         | 3,682                  | 75                       | 1,227             | 4,909                       |
| Window treatment stores                         | 164                             | 25.0                         | 41                     | 75                       | 14                | 55                          |
| All other home furnishings stores               | 5,401                           | 25.0                         | 1,350                  | 75                       | 450               | 1,800                       |
| <b>Electronics &amp; Appliances Stores</b>      |                                 |                              |                        |                          |                   |                             |
| Household appliance stores                      | \$ 6,219                        | 25.0 %                       | \$ 1,555               | 75 %                     | \$ 518            | \$ 2,073                    |
| Radio, tv & electronics stores                  | 26,512                          | 50.0                         | 13,256                 | 75                       | 4,419             | 17,675                      |
| Computers, Software, Music, & other electronics | 13,092                          | 25.0                         | 3,273                  | 75                       | 1,091             | 4,364                       |
| <b>Other Shopping Goods</b>                     |                                 |                              |                        |                          |                   |                             |
| Sporting goods                                  | \$ 19,802                       | 25.0 %                       | \$ 4,951               | 75 %                     | \$ 1,650          | \$ 6,601                    |
| General Line Sporting Gds.                      | 16,365                          | 25.0                         | 4,091                  | 75                       | 1,364             | 5,455                       |
| Specialty Line Sporting Gds.                    | 3,437                           | 25.0                         | 859                    | 75                       | 286               | 1,145                       |
| Book stores & newsdealers                       | 6,383                           | 50.0                         | 3,192                  | 75                       | 1,064             | 4,256                       |
| Stationery Stores and Office Supply             | 21,602                          | 50.0                         | 10,801                 | 75                       | 3,600             | 14,401                      |
| Musical Instrument & Supplies                   | 2,618                           | 20.0                         | 524                    | 75                       | 175               | 699                         |
| Jewelry stores                                  | 10,801                          | 40.0                         | 4,320                  | 75                       | 1,440             | 5,760                       |
| Hobby, toy & game                               | 4,910                           | 25.0                         | 1,228                  | 75                       | 409               | 1,637                       |
| Camera & photographic supply                    | 982                             | 25.0                         | 246                    | 75                       | 82                | 328                         |
| Gift, novelty & souvenirs                       | 8,837                           | 25.0                         | 2,209                  | 75                       | 736               | 2,945                       |
| Sewing, needlework & piece goods                | 2,782                           | 40.0                         | 1,113                  | 75                       | 371               | 1,484                       |
| Pet stores                                      | 2,618                           | 20.0                         | 524                    | 75                       | 175               | 699                         |
| Art dealers                                     | 164                             | 25.0                         | 41                     | 75                       | 14                | 55                          |
| Optical goods stores                            | 3,764                           | 40.0                         | 1,506                  | 75                       | 502               | 2,008                       |
| Pre-Recorded Tapes, Compact Discs               | 3,437                           | 25.0                         | 859                    | 75                       | 286               | 1,145                       |
| Cosmetics, beauty supplies & perfume            | 2,178                           | 25.0                         | 545                    | 75                       | 182               | 727                         |
| All other health & personal care                | 5,401                           | 25.0                         | 1,350                  | 75                       | 450               | 1,800                       |
| Other Misc. Store Retailers                     | 1,637                           | 25.0                         | 409                    | 75                       | 136               | 545                         |



Table C-1 (continued)

DICKINSON  
RETAIL PURCHASING POWER, MARKET SHARE AND SALES POTENTIAL, 2015  
BY MERCHANDISE CATEGORY  
(In Thousands of Dollars)

| Merchandise Category                            | Resident<br>Purchasing<br>Power | Estimated<br>Market<br>Share | Trade<br>Area<br>Sales | Trade<br>Area<br>Percent | Other<br>Shoppers | Estimated<br>Total<br>Sales |
|---|---------------------------------|------------------------------|------------------------|--------------------------|-------------------|-----------------------------|
| <b>CONVENIENCE GOODS</b>                        |                                 |                              |                        |                          |                   |                             |
| <b>Food Stores</b>                              |                                 |                              |                        |                          |                   |                             |
| Grocery stores                                  | \$ 196,548                      | 40.0 %                       | \$ 78,619              | 90 %                     | \$ 8,735          | \$ 87,354                   |
| Supermarkets                                    | 195,730                         | 40.0                         | 78,292                 | 90                       | 8,699             | 86,991                      |
| Convenience food                                | 818                             | 30.0                         | 245                    | 90                       | 27                | 272                         |
| Specialty food stores                           | 4,910                           | 30.0                         | 1,473                  | 90                       | 164               | 1,637                       |
| <b>Other Convenience Goods</b>                  |                                 |                              |                        |                          |                   |                             |
| Drug & proprietary stores                       | \$ 85,754                       | 35.0 %                       | 30,014                 | 90 %                     | \$ 3,335          | \$ 33,349                   |
| Hardware  | 12,601                          | 25.0                         | 3,150                  | 90                       | 350               | 3,500                       |
| Liquor  | 21,111                          | 25.0                         | 5,278                  | 90                       | 586               | 5,864                       |
| Florist   | 4,419                           | 25.0                         | 1,105                  | 90                       | 123               | 1,228                       |
| Food/health supplement stores                   | 1,637                           | 25.0                         | 409                    | 90                       | 45                | 454                         |
| <b>Food Service &amp; Drinking Places</b>       |                                 |                              |                        |                          |                   |                             |
| <b>Food Service</b>                             |                                 |                              |                        |                          |                   |                             |
| Full-service restaurants                        | \$ 69,062                       | 20.0 %                       | \$ 13,812              | 70 %                     | \$ 5,919          | 19,731                      |
| Limited service restaurants                     | 48,441                          | 25.0                         | 12,110                 | 70                       | 5,190             | 17,300                      |
| Cafeterias                                      | 3,109                           | 25.0                         | 777                    | 70                       | 333               | 1,110                       |
| Snack & beverage places                         | 2,946                           | 25.0                         | 737                    | 70                       | 316               | 1,053                       |
| Specialized food places                         | 2,291                           | 25.0                         | 573                    | 70                       | 246               | 819                         |
| <b>Drinking Places</b>                          | \$ 21,439                       | 20.0 %                       | \$ 4,288               | 90 %                     | \$ 476            | \$ 4,764                    |
| <b>Gasoline Svs Stations/Conv.</b>              |                                 |                              |                        |                          |                   |                             |
| Gas/Convenience food stores                     | \$ 131,250                      | 20.0 %                       | \$ 26,250              | 70 %                     | \$ 11,250         | \$ 37,500                   |
| Other Gas Stations & Truck Stops                | 118,649                         | 20.0                         | 23,730                 | 70                       | 10,170            | 33,900                      |
| <b>OTHER RETAIL STORES</b>                      |                                 |                              |                        |                          |                   |                             |
| <b>Building Materials &amp; Garden Supplies</b> |                                 |                              |                        |                          |                   |                             |
| Building materials & supplies stores            |                                 |                              |                        |                          |                   |                             |
| Home centers                                    | \$ 44,841                       | 45.0 %                       | \$ 20,178              | 85 %                     | \$ 3,561          | \$ 23,739                   |
| Paint, glass & wallpaper                        | 6,055                           | 35.0                         | 2,119                  | 85                       | 374               | 2,493                       |
| Other building materials dealers                | 101,956                         | 45.0                         | 45,880                 | 85                       | 8,096             | 53,976                      |
| Lawn & garden equipment                         |                                 |                              |                        |                          |                   |                             |
| Outdoor power equipment                         | 3,600                           | 35.0                         | 1,260                  | 85                       | 222               | 1,482                       |
| Retail nurseries, lawn & garden                 | 15,383                          | 35.0                         | 5,384                  | 85                       | 950               | 6,334                       |
| <b>Motor Vehicles &amp; Parts Dealers</b>       |                                 |                              |                        |                          |                   |                             |
| Auto parts, accessories & tires                 |                                 |                              |                        |                          |                   |                             |
| Auto parts & accessories stores                 | \$ 28,803                       | 45.0 %                       | \$ 12,961              | 85 %                     | \$ 2,287          | \$ 15,248                   |
| Tire dealers                                    | 25,203                          | 35.0                         | 8,821                  | 85                       | 1,557             | 10,378                      |

Source: McComb Group, Ltd.

Table C-1 (continued)

DICKINSON  
RETAIL PURCHASING POWER, MARKET SHARE AND SALES POTENTIAL, 2020  
BY MERCHANDISE CATEGORY  
(In Thousands of Dollars)

| Merchandise Category                            | Resident<br>Purchasing<br>Power | Estimated<br>Market<br>Share | Trade<br>Area<br>Sales | Trade<br>Area<br>Percent | Other<br>Shoppers | Estimated<br>Total<br>Sales |
|---|---------------------------------|------------------------------|------------------------|--------------------------|-------------------|-----------------------------|
| <b>SHOPPING GOODS</b>                           |                                 |                              |                        |                          |                   |                             |
| <b>General Merchandise</b>                      |                                 |                              |                        |                          |                   |                             |
| <b>Department stores (Incl. leased depts.)</b>  |                                 |                              |                        |                          |                   |                             |
| Discount stores                                 | \$ 202,472                      | 45.0 %                       | \$ 91,112              | 75 %                     | \$ 30,371         | \$ 121,483                  |
| Department Stores                               | 74,101                          | 35.0                         | 25,935                 | 75                       | 8,645             | 34,580                      |
| <b>Other general merchandise stores</b>         |                                 |                              |                        |                          |                   |                             |
| Warehouse Clubs and Supercenters                | 27,553                          | 45.0                         | 12,399                 | 75                       | 4,133             | 16,532                      |
| Variety stores                                  | 2,296                           | 35.0                         | 804                    | 75                       | 268               | 1,072                       |
| Miscellaneous general mdse.                     | 41,747                          | 55.0                         | 22,961                 | 75                       | 7,654             | 30,615                      |
| <b>Apparel &amp; Accessories</b>                |                                 |                              |                        |                          |                   |                             |
| <b>Clothing Stores</b>                          |                                 |                              |                        |                          |                   |                             |
| Mens and boys                                   | \$ 2,505                        | 25.0 %                       | \$ 626                 | 75 %                     | \$ 209            | \$ 835                      |
| Womens clothing                                 | 14,403                          | 25.0                         | 3,601                  | 75                       | 1,200             | 4,801                       |
| Children's & infant                             | 1,044                           | 25.0                         | 261                    | 75                       | 87                | 348                         |
| Family clothing                                 | 27,135                          | 25.0                         | 6,784                  | 75                       | 2,261             | 9,045                       |
| Clothing accessories stores                     | 1,461                           | 25.0                         | 365                    | 75                       | 122               | 487                         |
| Other clothing stores                           | 4,175                           | 25.0                         | 1,044                  | 75                       | 348               | 1,392                       |
| <b>Shoe Stores</b>                              |                                 |                              |                        |                          |                   |                             |
| Men's   | \$ 445                          | 25.0 %                       | \$ 111                 | 75 %                     | \$ 37             | \$ 148                      |
| Women's   | 620                             | 25.0                         | 155                    | 75                       | 52                | 207                         |
| Children's & infant                             | 209                             | 25.0                         | 52                     | 75                       | 17                | 69                          |
| Family shoe stores                              | 3,757                           | 25.0                         | 939                    | 75                       | 313               | 1,252                       |
| Athletic footwear                               | 2,505                           | 25.0                         | 626                    | 75                       | 209               | 835                         |
| <b>Furniture &amp; Home Furnishings</b>         |                                 |                              |                        |                          |                   |                             |
| Furniture                                       | \$ 22,961                       | 25.0 %                       | \$ 5,740               | 75 %                     | \$ 1,913          | \$ 7,653                    |
| Floor coverings                                 | 18,786                          | 25.0                         | 4,697                  | 75                       | 1,566             | 6,263                       |
| Window treatment stores                         | 209                             | 25.0                         | 52                     | 75                       | 17                | 69                          |
| All other home furnishings stores               | 6,888                           | 25.0                         | 1,722                  | 75                       | 574               | 2,296                       |
| <b>Electronics &amp; Appliances Stores</b>      |                                 |                              |                        |                          |                   |                             |
| Household appliance stores                      | \$ 7,932                        | 25.0 %                       | \$ 1,983               | 75 %                     | \$ 661            | \$ 2,644                    |
| Radio, tv & electronics stores                  | 33,815                          | 50.0                         | 16,908                 | 75                       | 5,636             | 22,544                      |
| Computers, Software, Music, & other electronics | 16,699                          | 25.0                         | 4,175                  | 75                       | 1,392             | 5,567                       |
| <b>Other Shopping Goods</b>                     |                                 |                              |                        |                          |                   |                             |
| Sporting goods                                  | \$ 25,256                       | 25.0 %                       | \$ 6,314               | 75 %                     | \$ 2,105          | \$ 8,419                    |
| General Line Sporting Gds.                      | 20,873                          | 25.0                         | 5,218                  | 75                       | 1,739             | 6,957                       |
| Specialty Line Sporting Gds.                    | 4,383                           | 25.0                         | 1,096                  | 75                       | 365               | 1,461                       |
| Book stores & newsdealers                       | 8,140                           | 50.0                         | 4,070                  | 75                       | 1,357             | 5,427                       |
| Stationery Stores and Office Supply             | 27,553                          | 50.0                         | 13,777                 | 75                       | 4,592             | 18,369                      |
| Musical Instrument & Supplies                   | 3,340                           | 20.0                         | 668                    | 75                       | 223               | 891                         |
| Jewelry stores                                  | 13,776                          | 40.0                         | 5,510                  | 75                       | 1,837             | 7,347                       |
| Hobby, toy & game                               | 6,262                           | 25.0                         | 1,566                  | 75                       | 522               | 2,088                       |
| Camera & photographic supply                    | 1,252                           | 25.0                         | 313                    | 75                       | 104               | 417                         |
| Gift, novelty & souvenirs                       | 11,272                          | 25.0                         | 2,818                  | 75                       | 939               | 3,757                       |
| Sewing, needlework & piece goods                | 3,548                           | 40.0                         | 1,419                  | 75                       | 473               | 1,892                       |
| Pet stores                                      | 3,340                           | 20.0                         | 668                    | 75                       | 223               | 891                         |
| Art dealers                                     | 209                             | 25.0                         | 52                     | 75                       | 17                | 69                          |
| Optical goods stores                            | 4,801                           | 40.0                         | 1,920                  | 75                       | 640               | 2,560                       |
| Pre-Recorded Tapes, Compact Discs               | 4,383                           | 25.0                         | 1,096                  | 75                       | 365               | 1,461                       |
| Cosmetics, beauty supplies & perfume            | 2,778                           | 25.0                         | 695                    | 75                       | 232               | 927                         |
| All other health & personal care                | 6,888                           | 25.0                         | 1,722                  | 75                       | 574               | 2,296                       |
| Other Misc. Store Retailers                     | 2,087                           | 25.0                         | 522                    | 75                       | 174               | 696                         |

Table C-1 (continued)

DICKINSON  
RETAIL PURCHASING POWER, MARKET SHARE AND SALES POTENTIAL, 2020  
BY MERCHANDISE CATEGORY  
(In Thousands of Dollars)

| Merchandise Category                            | Resident<br>Purchasing<br>Power | Estimated<br>Market<br>Share | Trade<br>Area<br>Sales | Trade<br>Area<br>Percent | Other<br>Shoppers | Estimated<br>Total<br>Sales |
|---|---------------------------------|------------------------------|------------------------|--------------------------|-------------------|-----------------------------|
| <b>CONVENIENCE GOODS</b>                        |                                 |                              |                        |                          |                   |                             |
| <b>Food Stores</b>                              |                                 |                              |                        |                          |                   |                             |
| Grocery stores                                  | \$ 250,690                      | 40.0 %                       | \$100,276              | 90 %                     | \$ 11,142         | \$ 111,418                  |
| Supermarkets                                    | 249,646                         | 40.0                         | 99,858                 | 90                       | 11,095            | 110,953                     |
| Convenience food                                | 1,044                           | 30.0                         | 313                    | 90                       | 35                | 348                         |
| Specialty food stores                           | 6,262                           | 30.0                         | 1,879                  | 90                       | 209               | 2,088                       |
| <b>Other Convenience Goods</b>                  |                                 |                              |                        |                          |                   |                             |
| Drug & proprietary stores                       | \$ 109,377                      | 35.0 %                       | \$ 38,282              | 90 %                     | \$ 4,254          | \$ 42,536                   |
| Hardware  | 16,073                          | 25.0                         | 4,018                  | 90                       | 446               | 4,464                       |
| Liquor  | 26,927                          | 25.0                         | 6,732                  | 90                       | 748               | 7,480                       |
| Florist   | 5,636                           | 25.0                         | 1,409                  | 90                       | 157               | 1,566                       |
| Food/health supplement stores                   | 2,087                           | 25.0                         | 522                    | 90                       | 58                | 580                         |
| <b>Food Service &amp; Drinking Places</b>       |                                 |                              |                        |                          |                   |                             |
| <b>Food Service</b>                             |                                 |                              |                        |                          |                   |                             |
| Full-service restaurants                        | \$ 88,086                       | 20.0 %                       | \$ 17,617              | 70 %                     | \$ 7,550          | \$ 25,167                   |
| Limited service restaurants                     | 61,785                          | 25.0                         | 15,446                 | 70                       | 6,620             | 22,066                      |
| Cafeterias                                      | 3,966                           | 25.0                         | 992                    | 70                       | 425               | 1,417                       |
| Snack & beverage places                         | 3,757                           | 25.0                         | 939                    | 70                       | 402               | 1,341                       |
| Specialized food places                         | 2,922                           | 25.0                         | 731                    | 70                       | 313               | 1,044                       |
| <b>Drinking Places</b>                          | \$ 27,344                       | 20.0 %                       | \$ 5,469               | 90 %                     | \$ 608            | \$ 6,077                    |
| <b>Gasoline Svs Stations/Conv.</b>              |                                 |                              |                        |                          |                   |                             |
| Gas/Convenience food stores                     | \$ 167,405                      | 20.0 %                       | \$ 33,481              | 70 %                     | \$ 14,349         | \$ 47,830                   |
| Other Gas Stations & Truck Stops                | 151,332                         | 20.0                         | 30,266                 | 70                       | 12,971            | 43,237                      |
| <b>OTHER RETAIL STORES</b>                      |                                 |                              |                        |                          |                   |                             |
| <b>Building Materials &amp; Garden Supplies</b> |                                 |                              |                        |                          |                   |                             |
| Building materials & supplies stores            |                                 |                              |                        |                          |                   |                             |
| Home centers                                    | \$ 57,193                       | 45.0 %                       | \$ 25,737              | 85 %                     | \$ 4,542          | \$ 30,279                   |
| Paint, glass & wallpaper                        | 7,723                           | 35.0                         | 2,703                  | 85                       | 477               | 3,180                       |
| Other building materials dealers                | 130,041                         | 45.0                         | 58,518                 | 85                       | 10,327            | 68,845                      |
| Lawn & garden equipment                         |                                 |                              |                        |                          |                   |                             |
| Outdoor power equipment                         | \$ 4,592                        | 35.0 %                       | \$ 1,607               | 85 %                     | \$ 284            | \$ 1,891                    |
| Retail nurseries, lawn & garden                 | 19,621                          | 35.0                         | 6,867                  | 85                       | 1,212             | 8,079                       |
| <b>Motor Vehicles &amp; Parts Dealers</b>       |                                 |                              |                        |                          |                   |                             |
| Auto parts, accessories & tires                 |                                 |                              |                        |                          |                   |                             |
| Auto parts & accessories stores                 | \$ 36,737                       | 45.0 %                       | \$ 16,532              | 85 %                     | \$ 2,917          | \$ 19,449                   |
| Tire dealers                                    | 32,145                          | 35.0                         | 11,251                 | 85                       | 1,985             | 13,236                      |

Source: McComb Group, Ltd.

Table C-2

DICKINSON  
SERVICES PURCHASING POWER, MARKET SHARE AND SALES POTENTIAL, 2010  
BY SERVICES CATEGORY  
(In Thousands of Dollars)

| Category   | Resident<br>Purchasing<br>Power | Estimated<br>Market<br>Share | Trade<br>Area<br>Sales | Trade<br>Area<br>Percent | Other<br>Shoppers | Estimated<br>Total<br>Sales |
|--|---------------------------------|------------------------------|------------------------|--------------------------|-------------------|-----------------------------|
| <b>Personal Care Services</b>                    |                                 |                              |                        |                          |                   |                             |
| Beauty shops                                     | \$ 8,667                        | 35.0 %                       | \$ 3,033               | 95 %                     | \$ 160            | \$ 3,193                    |
| Diet & weight reducing services                  | 1,478                           | 35.0                         | 517                    | 95                       | 27                | 544                         |
| Other personal care services                     | 879                             | 35.0                         | 308                    | 95                       | 16                | 324                         |
| <b>Drycleaning and Laundry Services</b>          |                                 |                              |                        |                          |                   |                             |
| Coin-operated laundries & drycleaners            | \$ 639                          | 20.0 %                       | \$ 128                 | 85 %                     | \$ 23             | \$ 151                      |
| Drycleaning & laundry services (except coin-op.) | 1,438                           | 20.0                         | 288                    | 85                       | 51                | 339                         |
| <b>Other Personal Services</b>                   |                                 |                              |                        |                          |                   |                             |
| One Hour Photo Finishing                         | \$ 280                          | 55.0 %                       | \$ 154                 | 85 %                     | \$ 27             | \$ 181                      |
| Child Day Care Services                          | 5,871                           | 55.0                         | 3,229                  | 85                       | 570               | 3,799                       |
| Funeral Homes & Funeral Services                 | 7,469                           | 55.0                         | 4,108                  | 85                       | 725               | 4,833                       |
| Pet Care   | 479                             | 55.0                         | 263                    | 85                       | 46                | 309                         |
| <b>Rental and Leasing</b>                        |                                 |                              |                        |                          |                   |                             |
| Video tape and disc rental                       | \$ 4,234                        | 45.0 %                       | \$ 1,905               | 85 %                     | \$ 336            | \$ 2,241                    |
| <b>Recreation</b>                                |                                 |                              |                        |                          |                   |                             |
| Bowling centers                                  | \$ 2,596                        | 10.0 %                       | \$ 260                 | 95 %                     | \$ 14             | \$ 274                      |
| Physical fitness facilities                      | 2,596                           | 10.0                         | 260                    | 95                       | 14                | 274                         |
| <b>Professional Services</b>                     |                                 |                              |                        |                          |                   |                             |
| Offices of real estate agents & brokers          | \$ 10,664                       | 25.0 %                       | \$ 2,666               | 85 %                     | \$ 470            | \$ 3,136                    |
| <b>Household Goods Repair</b>                    |                                 |                              |                        |                          |                   |                             |
| Home & Garden Equipment & Appliance Repair       | \$ 879                          | 50.0 %                       | \$ 440                 | 85 %                     | \$ 78             | \$ 518                      |
| Reupholstery & furniture repair                  | 280                             | 50.0                         | 140                    | 85                       | 25                | 165                         |
| Footwear and leather goods repair                | 160                             | 50.0                         | 80                     | 85                       | 14                | 94                          |
| Watch, clock and jewelry repair                  | 80                              | 50.0                         | 40                     | 85                       | 7                 | 47                          |
| Garment repair and alteration services           | 120                             | 50.0                         | 60                     | 85                       | 11                | 71                          |
| <b>Automotive Repair and Maintenance</b>         |                                 |                              |                        |                          |                   |                             |
| General automotive repair                        | \$ 14,578                       | 35.0 %                       | \$ 5,102               | 85 %                     | \$ 900            | \$ 6,002                    |
| Automotive exhaust system repair                 | 519                             | 50.0                         | 260                    | 85                       | 46                | 306                         |
| Automotive transmission repair                   | 1,158                           | 50.0                         | 579                    | 85                       | 102               | 681                         |
| Brake, front end & wheel alignment               | 240                             | 50.0                         | 120                    | 85                       | 21                | 141                         |
| Paint or body repair shops                       | 13,260                          | 50.0                         | 6,630                  | 85                       | 1,170             | 7,800                       |
| Automotive glass replacement                     | 2,357                           | 50.0                         | 1,179                  | 85                       | 208               | 1,387                       |
| Carwashes  | 2,396                           | 50.0                         | 1,198                  | 85                       | 211               | 1,409                       |

Table C-2 (continued)

DICKINSON  
 SERVICES PURCHASING POWER, MARKET SHARE AND SALES POTENTIAL, 2010  
 BY SERVICES CATEGORY  
 (In Thousands of Dollars)

| Category   | Resident<br>Purchasing<br>Power | Estimated<br>Market<br>Share | Trade<br>Area<br>Sales | Trade<br>Area<br>Percent | Other<br>Shoppers | Estimated<br>Total<br>Sales |
|--|---------------------------------|------------------------------|------------------------|--------------------------|-------------------|-----------------------------|
| <b>Health Care</b>   |                                 |                              |                        |                          |                   |                             |
| Offices of physicians  |                                 |                              |                        |                          |                   |                             |
| Offices of physicians (except mental health specialists)       | \$ 104,606                      | 20.0 %                       | \$ 20,921              | 95 %                     | \$ 1,101          | \$ 22,022                   |
| Offices of physicians, mental health specialists               | 999                             | 20.0                         | 200                    | 95                       | 11                | 211                         |
| Offices of dentists  | 32,232                          | 45.0                         | 14,504                 | 95                       | 763               | 15,267                      |
| Offices of other health practitioners                          |                                 |                              |                        |                          |                   |                             |
| Offices of chiropractors                                       | 5,312                           | 45.0                         | 2,390                  | 95                       | 126               | 2,516                       |
| Offices of optometrists  | 6,710                           | 45.0                         | 3,020                  | 95                       | 159               | 3,179                       |
| Offices of mental health practitioners (except physicians)     | 759                             | 20.0                         | 152                    | 95                       | 8                 | 160                         |
| Offices of physical, occup, & speech therapists & audiologists |                                 |                              |                        |                          |                   |                             |
| Speech therapist & audiologists                                | 719                             | 20.0                         | 144                    | 95                       | 8                 | 152                         |
| Physical & occupational therapists                             | 2,756                           | 20.0                         | 551                    | 95                       | 29                | 580                         |
| Offices of all other health practitioners                      |                                 |                              |                        |                          |                   |                             |
| Offices of podiatrists   | 439                             | 20.0                         | 88                     | 95                       | 5                 | 93                          |
| Offices of all other misc. health practitioners                | 759                             | 20.0                         | 152                    | 95                       | 8                 | 160                         |

Source: McComb Group, Ltd.

Table C-2 (continued)

DICKINSON  
 SERVICES PURCHASING POWER, MARKET SHARE AND SALES POTENTIAL, 2015  
 BY SERVICES CATEGORY  
 (In Thousands of Dollars)

| Category   | Resident<br>Purchasing<br>Power | Estimated<br>Market<br>Share | Trade<br>Area<br>Sales | Trade<br>Area<br>Percent | Other<br>Shoppers | Estimated<br>Total<br>Sales |
|--|---------------------------------|------------------------------|------------------------|--------------------------|-------------------|-----------------------------|
| <b>Personal Care Services</b>                    |                                 |                              |                        |                          |                   |                             |
| Beauty shops                                     | \$ 11,084                       | 35.0 %                       | \$ 3,879               | 95 %                     | \$ 204            | \$ 4,083                    |
| Diet & weight reducing services                  | 1,890                           | 35.0                         | 662                    | 95                       | 35                | 697                         |
| Other personal care services                     | 1,124                           | 35.0                         | 393                    | 95                       | 21                | 414                         |
| <b>Drycleaning and Laundry Services</b>          |                                 |                              |                        |                          |                   |                             |
| Coin-operated laundries & drycleaners            | \$ 817                          | 20.0 %                       | \$ 163                 | 85 %                     | \$ 29             | \$ 192                      |
| Drycleaning & laundry services (except coin-op.) | 1,839                           | 20.0                         | 368                    | 85                       | 65                | 433                         |
| <b>Other Personal Services</b>                   |                                 |                              |                        |                          |                   |                             |
| One Hour Photo Finishing                         | \$ 358                          | 55.0 %                       | \$ 197                 | 85 %                     | \$ 35             | \$ 232                      |
| Child Day Care Services                          | 7,509                           | 55.0                         | 4,130                  | 85                       | 729               | 4,859                       |
| Funeral Homes & Funeral Services                 | 9,552                           | 55.0                         | 5,254                  | 85                       | 927               | 6,181                       |
| Pet Care   | 613                             | 55.0                         | 337                    | 85                       | 59                | 396                         |
| <b>Rental and Leasing</b>                        |                                 |                              |                        |                          |                   |                             |
| Video tape and disc rental                       | \$ 5,415                        | 45.0 %                       | \$ 2,437               | 85 %                     | \$ 430            | \$ 2,867                    |
| <b>Recreation</b>                                |                                 |                              |                        |                          |                   |                             |
| Bowling centers                                  | \$ 3,320                        | 10.0 %                       | \$ 332                 | 95 %                     | \$ 17             | \$ 349                      |
| Physical fitness facilities                      | 3,320                           | 10.0                         | 332                    | 95                       | 17                | 349                         |
| <b>Professional Services</b>                     |                                 |                              |                        |                          |                   |                             |
| Offices of real estate agents & brokers          | \$ 13,638                       | 25.0 %                       | \$ 3,410               | 85 %                     | \$ 602            | \$ 4,012                    |
| <b>Household Goods Repair</b>                    |                                 |                              |                        |                          |                   |                             |
| Home & Garden Equipment & Appliance Repair       | \$ 1,124                        | 50.0 %                       | \$ 562                 | 85 %                     | \$ 99             | \$ 661                      |
| Reupholstery & furniture repair                  | 358                             | 50.0                         | 179                    | 85                       | 32                | 211                         |
| Footwear and leather goods repair                | 204                             | 50.0                         | 102                    | 85                       | 18                | 120                         |
| Watch, clock and jewelry repair                  | 102                             | 50.0                         | 51                     | 85                       | 9                 | 60                          |
| Garment repair and alteration services           | 153                             | 50.0                         | 77                     | 85                       | 14                | 91                          |
| <b>Automotive Repair and Maintenance</b>         |                                 |                              |                        |                          |                   |                             |
| General automotive repair                        | \$ 18,644                       | 35.0 %                       | \$ 6,525               | 85 %                     | \$ 1,151          | \$ 7,676                    |
| Automotive exhaust system repair                 | 664                             | 50.0                         | 332                    | 85                       | 59                | 391                         |
| Automotive transmission repair                   | 1,481                           | 50.0                         | 741                    | 85                       | 131               | 872                         |
| Brake, front end & wheel alignment               | 306                             | 50.0                         | 153                    | 85                       | 27                | 180                         |
| Paint or body repair shops                       | 16,959                          | 50.0                         | 8,480                  | 85                       | 1,496             | 9,976                       |
| Automotive glass replacement                     | 3,014                           | 50.0                         | 1,507                  | 85                       | 266               | 1,773                       |
| Carwashes  | 3,065                           | 50.0                         | 1,533                  | 85                       | 271               | 1,804                       |

Table C-2 (continued)

DICKINSON  
 SERVICES PURCHASING POWER, MARKET SHARE AND SALES POTENTIAL, 2015  
 BY SERVICES CATEGORY  
 (In Thousands of Dollars)

| Category   | Resident<br>Purchasing<br>Power | Estimated<br>Market<br>Share | Trade<br>Area<br>Sales | Trade<br>Area<br>Percent | Other<br>Shoppers | Estimated<br>Total<br>Sales |
|--|---------------------------------|------------------------------|------------------------|--------------------------|-------------------|-----------------------------|
| <b>Health Care</b>   |                                 |                              |                        |                          |                   |                             |
| Offices of physicians  |                                 |                              |                        |                          |                   |                             |
| Offices of physicians (except mental health specialists)       | \$ 133,780                      | 20.0 %                       | \$ 26,756              | 95 %                     | \$ 1,408          | \$ 28,164                   |
| Offices of physicians, mental health specialists               | 1,277                           | 20.0                         | 255                    | 95                       | 13                | 268                         |
| Offices of Dentists  | 41,222                          | 45.0                         | 18,550                 | 95                       | 976               | 19,526                      |
| Offices of other health practitioners                          |                                 |                              |                        |                          |                   |                             |
| Offices of Chiropractors                                       | 6,794                           | 45.0                         | 3,057                  | 95                       | 161               | 3,218                       |
| Offices of Optometrists  | 8,582                           | 45.0                         | 3,862                  | 95                       | 203               | 4,065                       |
| Offices of mental health practitioners (except physicians)     | 971                             | 20.0                         | 194                    | 95                       | 10                | 204                         |
| Offices of physical, occup. & speech therapists & audiologists |                                 |                              |                        |                          |                   |                             |
| Speech therapist & audiologists                                | 919                             | 20.0                         | 184                    | 95                       | 10                | 194                         |
| Physical & occupational therapists                             | 3,525                           | 20.0                         | 705                    | 95                       | 37                | 742                         |
| Offices of all other health practitioners                      |                                 |                              |                        |                          |                   |                             |
| Offices of podiatrists   | 562                             | 20.0                         | 112                    | 95                       | 6                 | 118                         |
| Offices of all other misc. health practitioners                | 971                             | 20.0                         | 194                    | 95                       | 10                | 204                         |

Source: McComb Group, Ltd.

Table C-2 (continued)

DICKINSON  
SERVICES PURCHASING POWER, MARKET SHARE AND SALES POTENTIAL, 2020  
BY SERVICES CATEGORY  
(In Thousands of Dollars)

| Category   | Resident<br>Purchasing<br>Power | Estimated<br>Market<br>Share | Trade<br>Area<br>Sales | Trade<br>Area<br>Percent | Other<br>Shoppers | Estimated<br>Total<br>Sales |
|--|---------------------------------|------------------------------|------------------------|--------------------------|-------------------|-----------------------------|
| <b>Personal Care Services</b>                    |                                 |                              |                        |                          |                   |                             |
| Barber shops                                     | \$ -                            | 35.0 %                       | \$ -                   | 95 %                     | -                 | \$ -                        |
| Beauty shops                                     | 14,138                          | 35.0                         | 4,948                  | 95                       | 260               | 5,208                       |
| Nail salons                                      | 0                               | 35.0                         | 0                      | 95                       | 0                 | 0                           |
| Diet & weight reducing services                  | 2,411                           | 35.0                         | 844                    | 95                       | 44                | 888                         |
| Other personal care services                     | 1,433                           | 35.0                         | 502                    | 95                       | 26                | 528                         |
| <b>Drycleaning and Laundry Services</b>          |                                 |                              |                        |                          |                   |                             |
| Coin-operated laundries & drycleaners            | \$ 1,042                        | 20.0 %                       | \$ 208                 | 85 %                     | 37                | \$ 245                      |
| Drycleaning & laundry services (except coin-op.) | 2,345                           | 20.0                         | 469                    | 85                       | 83                | 552                         |
| <b>Other Personal Services</b>                   |                                 |                              |                        |                          |                   |                             |
| One Hour Photo Finishing                         | 456                             | 55.0                         | 251                    | 85                       | 44                | 295                         |
| Child Day Care Services                          | 9,577                           | 55.0                         | 5,267                  | 85                       | 929               | 6,196                       |
| Funeral Homes & Funeral Services                 | 12,184                          | 55.0                         | 6,701                  | 85                       | 1,183             | 7,884                       |
| Pet Care   | 782                             | 55.0                         | 430                    | 85                       | 76                | 506                         |
| <b>Rental and Leasing</b>                        |                                 |                              |                        |                          |                   |                             |
| Video tape and disc rental                       | 6,906                           | 45.0                         | 3,108                  | 85                       | 548               | 3,656                       |
| <b>Recreation</b>                                |                                 |                              |                        |                          |                   |                             |
| Bowling centers                                  | \$ 4,235                        | 10.0 %                       | 424                    | 95 %                     | \$ 22             | \$ 446                      |
| Physical fitness facilities                      | 4,235                           | 10.0                         | 424                    | 95                       | 22                | 446                         |
| <b>Professional Services</b>                     |                                 |                              |                        |                          |                   |                             |
| Offices of real estate agents & brokers          | \$ 17,396                       | 25.0 %                       | 4,349                  | 85 %                     | \$ 767            | \$ 5,116                    |
| <b>Household Goods Repair</b>                    |                                 |                              |                        |                          |                   |                             |
| Home & Garden Equipment & Appliance Repair       | \$ 1,433                        | 50.0 %                       | 717                    | 85 %                     | \$ 127            | \$ 844                      |
| Reupholstery & furniture repair                  | 456                             | 50.0                         | 228                    | 85                       | 40                | 268                         |
| Footwear & leather goods repair                  | 261                             | 50.0                         | 131                    | 85                       | 23                | 154                         |
| Watch, clock & jewelry repair                    | 130                             | 50.0                         | 65                     | 85                       | 11                | 76                          |
| Garment repair & alteration services             | 195                             | 50.0                         | 98                     | 85                       | 17                | 115                         |
| <b>Automotive Repair and Maintenance</b>         |                                 |                              |                        |                          |                   |                             |
| General automotive repair                        | \$ 23,781                       | 35.0 %                       | 8,323                  | 85 %                     | \$ 1,469          | \$ 9,792                    |
| Automotive exhaust system repair                 | 847                             | 50.0                         | 424                    | 85                       | 75                | 499                         |
| Automotive transmission repair                   | 1,889                           | 50.0                         | 945                    | 85                       | 167               | 1,112                       |
| Carburetor repair shops                          | 0                               | 50.0                         | 0                      | 85                       | 0                 | 0                           |
| Brake, front end & wheel alignment               | 391                             | 50.0                         | 196                    | 85                       | 35                | 231                         |
| Electrical repair shops, motor vehicle           | 0                               | 50.0                         | 0                      | 85                       | 0                 | 0                           |
| Paint or body repair shops                       | 21,631                          | 50.0                         | 10,816                 | 85                       | 1,909             | 12,725                      |
| Automotive glass replacement                     | 3,844                           | 50.0                         | 1,922                  | 85                       | 339               | 2,261                       |
| Automotive oil change & lubrication shops        | 0                               | 50.0                         | 0                      | 85                       | 0                 | 0                           |
| Carwashes  | 3,909                           | 50.0                         | 1,955                  | 85                       | 345               | 2,300                       |



Table C-2 (continued)

DICKINSON  
 SERVICES PURCHASING POWER, MARKET SHARE AND SALES POTENTIAL, 2020  
 BY SERVICES CATEGORY  
 (In Thousands of Dollars)

| Category   | Resident<br>Purchasing<br>Power | Estimated<br>Market<br>Share | Trade<br>Area<br>Sales | Trade<br>Area<br>Percent | Other<br>Shoppers | Estimated<br>Total<br>Sales |
|--|---------------------------------|------------------------------|------------------------|--------------------------|-------------------|-----------------------------|
| <b>Health Care</b>   |                                 |                              |                        |                          |                   |                             |
| Offices of physicians  |                                 |                              |                        |                          |                   |                             |
| Offices of physicians (except mental health specialists)       | \$ 170,634                      | 20.0 %                       | \$34,127               | 95 %                     | \$ 1,796          | \$ 35,923                   |
| Offices of physicians, mental health specialists               | 1,629                           | 20.0                         | 326                    | 95                       | 17                | 343                         |
| Offices of dentists  | 52,578                          | 45.0                         | 23,660                 | 95                       | 1,245             | 24,905                      |
| Offices of other health practitioners                          |                                 |                              |                        |                          |                   |                             |
| Offices of chiropractors                                       | 8,665                           | 45.0                         | 3,899                  | 95                       | 205               | 4,104                       |
| Offices of optometrists  | 10,946                          | 45.0                         | 4,926                  | 95                       | 259               | 5,185                       |
| Offices of mental health practitioners (except physicians)     | 1,238                           | 20.0                         | 248                    | 95                       | 13                | 261                         |
| Offices of physical, occup, & speech therapists & audiologists |                                 |                              |                        |                          |                   |                             |
| Speech therapist & audiologists                                | 1,173                           | 20.0                         | 235                    | 95                       | 12                | 247                         |
| Physical & occupational therapists                             | 4,496                           | 20.0                         | 899                    | 95                       | 47                | 946                         |
| Offices of all other health practitioners                      |                                 |                              |                        |                          |                   |                             |
| Offices of podiatrists   | 717                             | 20.0                         | 143                    | 95                       | 8                 | 151                         |
| Offices of all other misc. health practitioners                | 1,238                           | 20.0                         | 248                    | 95                       | 13                | 261                         |

Source: McComb Group, Ltd.

## **Appendix D**

# **RETAIL AND SERVICES SALES POTENTIAL AND SUPPORTABLE SPACE**

**Dickinson Retail  
Dickinson Services**

**D-1  
D-2**

Table D-1

DICKINSON  
RETAIL SALES POTENTIAL AND SUPPORTABLE SPACE, 2010  
BY MERCHANDISE CATEGORY

| Category  | Estimated<br>Sales<br>Potential | Sales<br>Per Sq. Ft. | Supportable<br>Square Feet | Median<br>Store Size |
|---|---------------------------------|----------------------|----------------------------|----------------------|
| <b>SHOPPING GOODS</b>                           |                                 |                      |                            |                      |
| <b>General Merchandise</b>                      |                                 |                      |                            |                      |
| <b>Department stores</b>                        |                                 |                      |                            |                      |
| Discount stores                                 | \$ 69,821,000                   | \$ 250               | 279,284                    | 110,000              |
| Department Stores                               | 19,875,000                      | 225                  | 88,333                     | 150,000              |
| <b>Other general merchandise stores</b>         |                                 |                      |                            |                      |
| Warehouse Clubs and Supercenters                | \$ 9,501,000                    | \$ 450               | 21,113                     | 185,000              |
| Variety stores                                  | 616,000                         | 220                  | 2,800                      | 5,000                |
| Miscellaneous general mdse.                     | 11,198,000                      | 250                  | 44,792                     | 80,000               |
| <b>Apparel &amp; Accessories</b>                |                                 |                      |                            |                      |
| <b>Clothing Stores</b>                          |                                 |                      |                            |                      |
| Mens and boys                                   | \$ 480,000                      | \$ 220               | 2,182                      | 4,000                |
| Womens clothing                                 | 2,760,000                       | 200                  | 13,800                     | 4,200                |
| Children's & infant                             | 200,000                         | 240                  | 833                        | 3,900                |
| Family clothing                                 | 5,199,000                       | 260                  | 19,996                     | 4,900                |
| Clothing accessories stores                     | 280,000                         | 290                  | 966                        | 1,400                |
| Other clothing stores                           | 800,000                         | 265                  | 3,019                      | 2,725                |
| <b>Shoe Stores</b>                              |                                 |                      |                            |                      |
| Men's   | \$ 85,000                       | \$ 290               | 293                        | 2,200                |
| Women's   | 119,000                         | 270                  | 441                        | 2,400                |
| Children's & infant                             | 40,000                          | 290                  | 138                        | 2,200                |
| Family shoe stores                              | 720,000                         | 175                  | 4,114                      | 3,400                |
| Athletic footwear                               | 480,000                         | 175                  | 2,743                      | 3,300                |
| <b>Furniture &amp; Home Furnishings</b>         |                                 |                      |                            |                      |
| Furniture                                       | \$ 4,399,000                    | \$ 260               | 16,919                     | 7,900                |
| Floor coverings                                 | 3,599,000                       | 225                  | 15,996                     | 3,600                |
| Window treatment stores                         | 40,000                          | 210                  | 190                        | 4,900                |
| All other home furnishings stores               | 1,320,000                       | 175                  | 7,543                      | 3,500                |
| <b>Electronics &amp; Appliances Stores</b>      |                                 |                      |                            |                      |
| Household appliance stores                      | \$ 1,520,000                    | \$ 275               | 5,527                      | 4,200                |
| Radio, tv & electronics stores                  | 6,479,000                       | 300                  | 21,597                     | 2,500                |
| Computers, Software, Music, & other electronics | 3,199,000                       | 580                  | 5,516                      | 3,400                |
| <b>Other Shopping Goods</b>                     |                                 |                      |                            |                      |
| Sporting goods                                  | \$ 4,839,000                    | \$ 200               | 24,195                     | 7,500                |
| General Line Sporting Gds.                      | 3,999,000                       | 200                  | 19,995                     | 7,500                |
| Specialty Line Sporting Gds.                    | 840,000                         | 225                  | 3,733                      | 2,900                |
| Book stores & newsdealers                       | 2,495,000                       | 160                  | 15,594                     | 2,300                |
| Stationery Stores and Office Supply             | 8,445,000                       | 375                  | 22,520                     | 1,000                |
| Musical Instrument & Supplies                   | 511,000                         | 240                  | 2,129                      | 7,300                |
| Jewelry stores                                  | 4,223,000                       | 325                  | 12,994                     | 1,500                |
| Hobby, toy & game                               | 1,200,000                       | 175                  | 6,857                      | 2,740                |
| Camera & photographic supply                    | 240,000                         | 275                  | 873                        | 2,200                |
| Gift, novelty & souvenirs                       | 2,160,000                       | 150                  | 14,400                     | 3,000                |
| Sewing, needlework & piece goods                | 1,088,000                       | 100                  | 10,880                     | 12,400               |
| Pet stores                                      | 511,000                         | 200                  | 2,555                      | 2,900                |
| Art dealers                                     | 40,000                          | 225                  | 178                        | 2,000                |
| Optical goods stores                            | 1,471,000                       | 290                  | 5,072                      | 1,500                |
| Pre-Recorded Tapes, Compact Discs               | 840,000                         | 230                  | 3,652                      | 3,500                |
| Cosmetics, beauty supplies & perfume            | 533,000                         | 320                  | 1,666                      | 2,000                |
| All other health & personal care                | 1,320,000                       | 275                  | 4,800                      | 1,650                |
| Other Misc. Store Retailers                     | 400,000                         | 247                  | 1,619                      | 2,000                |

Table D-1 (continued)

DICKINSON  
RETAIL SALES POTENTIAL AND SUPPORTABLE SPACE, 2010  
BY MERCHANDISE CATEGORY

| Category  | Estimated<br>Sales<br>Potential | Sales<br>Per Sq. Ft. | Supportable<br>Square Feet | Median<br>Store Size |
|---|---------------------------------|----------------------|----------------------------|----------------------|
| <b>CONVENIENCE GOODS</b>                        |                                 |                      |                            |                      |
| <b>Food Stores</b>                              |                                 |                      |                            |                      |
| Grocery stores                                  | \$ 64,711,000                   | \$ 400               | 161,778                    | 52,500               |
| Supermarkets                                    | 64,441,000                      | 400                  | 161,103                    | 52,500               |
| Convenience food                                | 202,000                         | 300                  | 673                        | 2,000                |
| Specialty food stores                           | 1,213,000                       | 200                  | 6,065                      | 2,400                |
| <b>Other Convenience Goods</b>                  |                                 |                      |                            |                      |
| Drug & proprietary stores                       | \$ 24,704,000                   | \$ 460               | 53,704                     | 11,700               |
| Hardware  | 2,593,000                       | 185                  | 14,016                     | 7,857                |
| Liquor  | 4,344,000                       | 375                  | 11,584                     | 2,900                |
| Florist   | 909,000                         | 190                  | 4,784                      | 1,600                |
| Food/health supplement stores                   | 337,000                         | 250                  | 1,348                      | 1,500                |
| <b>Food Service &amp; Drinking Places</b>       |                                 |                      |                            |                      |
| <b>Food Service</b>                             |                                 |                      |                            |                      |
| Full-service restaurants                        | \$ 15,429,000                   | \$ 360               | 42,858                     | 4,500                |
| Limited service restaurants                     | 13,529,000                      | 400                  | 33,823                     | 3,400                |
| Cafeterias                                      | 869,000                         | 235                  | 3,698                      | 10,000               |
| Snack & beverage places                         | 823,000                         | 300                  | 2,743                      | 1,500                |
| Specialized food places                         | 511,000                         | 400                  | 1,278                      | N/A                  |
| <b>Drinking Places</b>                          | \$ 3,726,000                    | \$ 250               | 14,904                     | N/A                  |
| <b>Gasoline Svs Stations/Conv.</b>              |                                 |                      |                            |                      |
| Gas/Convenience food stores                     | \$ 29,323,000                   | \$ 1,400             | 20,945                     | 2,400                |
| <b>OTHER RETAIL STORES</b>                      |                                 |                      |                            |                      |
| <b>Building Materials &amp; Garden Supplies</b> |                                 |                      |                            |                      |
| Building materials & supplies stores            |                                 |                      |                            |                      |
| Home centers                                    | \$ 18,562,000                   | \$ 350               | 53,034                     | 120,000              |
| Paint, glass & wallpaper                        | 1,949,000                       | 225                  | 8,662                      | 3,750                |
| Other building materials dealers                | 42,206,000                      | 225                  | 187,582                    | N/A                  |
| Lawn & garden equipment                         |                                 |                      |                            |                      |
| Outdoor power equipment                         | \$ 1,159,000                    | \$ 100               | 11,590                     | N/A                  |
| Retail nurseries, lawn & garden                 | 4,953,000                       | 100                  | 49,530                     | 15,000               |
| <b>Motor Vehicles &amp; Parts Dealers</b>       |                                 |                      |                            |                      |
| Auto parts, accessories & tires                 |                                 |                      |                            |                      |
| Auto parts & accessories stores                 | \$ 11,924,000                   | \$ 200               | 59,620                     | 6,500                |
| Tire dealers                                    | 8,114,000                       | 200                  | 40,570                     | 2,500                |

Source: McComb Group, Ltd.

Table D-1 (continued)

DICKINSON  
RETAIL SALES POTENTIAL AND SUPPORTABLE SPACE, 2015  
BY MERCHANDISE CATEGORY

| Category  | Estimated<br>Sales<br>Potential | Sales<br>Per Sq. Ft. | Supportable<br>Square Feet | Median<br>Store Size |
|---|---------------------------------|----------------------|----------------------------|----------------------|
| <b>SHOPPING GOODS</b>                           |                                 |                      |                            |                      |
| <b>General Merchandise</b>                      |                                 |                      |                            |                      |
| <b>Department stores</b>                        |                                 |                      |                            |                      |
| Discount stores                                 | \$ 95,247,000                   | \$ 250               | 380,988                    | 110,000              |
| Department Stores                               | 27,112,000                      | 225                  | 120,498                    | 150,000              |
| <b>Other general merchandise stores</b>         |                                 |                      |                            |                      |
| Warehouse Clubs and Supercenters                | 12,961,000                      | 450                  | 28,802                     | 185,000              |
| Variety stores                                  | 840,000                         | 220                  | 3,818                      | 5,000                |
| Miscellaneous general mdse.                     | 24,003,000                      | 250                  | 96,012                     | 80,000               |
| <b>Apparel &amp; Accessories</b>                |                                 |                      |                            |                      |
| <b>Clothing Stores</b>                          |                                 |                      |                            |                      |
| Mens and boys                                   | \$ 655,000                      | \$ 220               | 2,977                      | 4,000                |
| Womens clothing                                 | 3,764,000                       | 200                  | 18,820                     | 4,200                |
| Children's & infant                             | 273,000                         | 240                  | 1,138                      | 3,900                |
| Family clothing                                 | 7,092,000                       | 260                  | 27,277                     | 4,900                |
| Clothing accessories stores                     | 383,000                         | 290                  | 1,321                      | 1,400                |
| Other clothing stores                           | 1,091,000                       | 265                  | 4,117                      | 2,725                |
| <b>Shoe Stores</b>                              |                                 |                      |                            |                      |
| Men's   | \$ 116,000                      | \$ 290               | 400                        | 2,200                |
| Women's   | 163,000                         | 270                  | 604                        | 2,400                |
| Children's & infant                             | 55,000                          | 290                  | 190                        | 2,200                |
| Family shoe stores                              | 983,000                         | 175                  | 5,617                      | 3,400                |
| Athletic footwear                               | 655,000                         | 175                  | 3,743                      | 3,300                |
| <b>Furniture &amp; Home Furnishings</b>         |                                 |                      |                            |                      |
| Furniture                                       | \$ 6,001,000                    | \$ 260               | 23,081                     | 7,900                |
| Floor coverings                                 | 4,909,000                       | 225                  | 21,818                     | 3,600                |
| Window treatment stores                         | 55,000                          | 210                  | 262                        | 4,900                |
| All other home furnishings stores               | 1,800,000                       | 175                  | 10,286                     | 3,500                |
| <b>Electronics &amp; Appliances Stores</b>      |                                 |                      |                            |                      |
| Household appliance stores                      | \$ 2,073,000                    | \$ 275               | 7,538                      | 4,200                |
| Radio, tv & electronics stores                  | 17,675,000                      | 300                  | 58,917                     | 2,500                |
| Computers, Software, Music, & other electronics | 4,364,000                       | 580                  | 7,524                      | 3,400                |
| <b>Other Shopping Goods</b>                     |                                 |                      |                            |                      |
| Sporting goods                                  | \$ 6,601,000                    | \$ 200               | 33,005                     | 7,500                |
| General Line Sporting Gds.                      | 5,455,000                       | 200                  | 27,275                     | 7,500                |
| Specialty Line Sporting Gds.                    | 1,145,000                       | 225                  | 5,089                      | 2,900                |
| Book stores & newsdealers                       | 4,256,000                       | 160                  | 26,600                     | 2,300                |
| Stationery Stores and Office Supply             | 14,401,000                      | 375                  | 38,403                     | 1,000                |
| Musical Instrument & Supplies                   | 699,000                         | 240                  | 2,913                      | 7,300                |
| Jewelry stores                                  | 5,760,000                       | 325                  | 17,723                     | 1,500                |
| Hobby, toy & game                               | 1,637,000                       | 175                  | 9,354                      | 2,740                |
| Camera & photographic supply                    | 328,000                         | 275                  | 1,193                      | 2,200                |
| Gift, novelty & souvenirs                       | 2,945,000                       | 150                  | 19,633                     | 3,000                |
| Sewing, needlework & piece goods                | 1,484,000                       | 100                  | 14,840                     | 12,400               |
| Pet stores                                      | 699,000                         | 200                  | 3,495                      | 2,900                |
| Art dealers                                     | 55,000                          | 225                  | 244                        | 2,000                |
| Optical goods stores                            | 2,008,000                       | 290                  | 6,924                      | 1,500                |
| Pre-Recorded Tapes, Compact Discs               | 1,145,000                       | 230                  | 4,978                      | 3,500                |
| Cosmetics, beauty supplies & perfume            | 727,000                         | 320                  | 2,272                      | 2,000                |
| All other health & personal care                | 1,800,000                       | 275                  | 6,545                      | 1,650                |
| Other Misc. Store Retailers                     | 545,000                         | 247                  | 2,206                      | 2,000                |

Table D-1 (continued)

DICKINSON  
RETAIL SALES POTENTIAL AND SUPPORTABLE SPACE, 2015  
BY MERCHANDISE CATEGORY

| Category  | Estimated<br>Sales<br>Potential | Sales<br>Per Sq. Ft. | Supportable<br>Square Feet | Median<br>Store Size |
|---|---------------------------------|----------------------|----------------------------|----------------------|
| <b>CONVENIENCE GOODS</b>                        |                                 |                      |                            |                      |
| <b>Food Stores</b>                              |                                 |                      |                            |                      |
| Grocery stores                                  | \$ 87,354,000                   | \$ 400               | 218,385                    | 52,500               |
| Supermarkets                                    | 86,991,000                      | 400                  | 217,478                    | 52,500               |
| Convenience food                                | 272,000                         | 300                  | 907                        | 2,000                |
| Specialty food stores                           | 1,637,000                       | 200                  | 8,185                      | 2,400                |
| <b>Other Convenience Goods</b>                  |                                 |                      |                            |                      |
| Drug & proprietary stores                       | \$ 33,349,000                   | \$ 460               | 72,498                     | 11,700               |
| Hardware  | 3,500,000                       | 185                  | 18,919                     | 7,857                |
| Liquor  | 5,864,000                       | 375                  | 15,637                     | 2,900                |
| Florist   | 1,228,000                       | 190                  | 6,463                      | 1,600                |
| Food/health supplement stores                   | 454,000                         | 250                  | 1,816                      | 1,500                |
| <b>Food Service &amp; Drinking Places</b>       |                                 |                      |                            |                      |
| <b>Food Service</b>                             |                                 |                      |                            |                      |
| Full-service restaurants                        | \$ 19,731,000                   | \$ 360               | 54,808                     | 4,500                |
| Limited service restaurants                     | 17,300,000                      | 400                  | 43,250                     | 3,400                |
| Cafeterias                                      | 1,110,000                       | 235                  | 4,723                      | 10,000               |
| Snack & beverage places                         | 1,053,000                       | 300                  | 3,510                      | 1,500                |
| Specialized food places                         | 819,000                         | 400                  | 2,048                      | N/A                  |
| <b>Drinking Places</b>                          | \$ 4,764,000                    | \$ 250               | 19,056                     | N/A                  |
| <b>Gasoline Svs Stations/Conv.</b>              |                                 |                      |                            |                      |
| Gas/Convenience food stores                     | \$ 37,500,000                   | \$ 1,400             | 26,786                     | 2,400                |
| <b>OTHER RETAIL STORES</b>                      |                                 |                      |                            |                      |
| <b>Building Materials &amp; Garden Supplies</b> |                                 |                      |                            |                      |
| Building materials & supplies stores            |                                 |                      |                            |                      |
| Home centers                                    | \$23,739,000                    | \$ 350               | 67,826                     | 120,000              |
| Paint, glass & wallpaper                        | 2,493,000                       | 225                  | 11,080                     | 3,750                |
| Other building materials dealers                | 53,976,000                      | 225                  | 239,893                    | N/A                  |
| Lawn & garden equipment                         |                                 |                      |                            |                      |
| Outdoor power equipment                         | 1,482,000                       | 100                  | 14,820                     | N/A                  |
| Retail nurseries, lawn & garden                 | 6,334,000                       | 100                  | 63,340                     | 15,000               |
| <b>Motor Vehicles &amp; Parts Dealers</b>       |                                 |                      |                            |                      |
| Auto parts, accessories & tires                 |                                 |                      |                            |                      |
| Auto parts & accessories stores                 | \$15,248,000                    | \$ 200               | 76,240                     | 6,500                |
| Tire dealers                                    | 10,378,000                      | 200                  | 51,890                     | 2,500                |

Source: McComb Group, Ltd.

Table D-1 (continued)

DICKINSON  
RETAIL SALES POTENTIAL AND SUPPORTABLE SPACE, 2020  
BY MERCHANDISE CATEGORY

| Category  | Estimated<br>Sales<br>Potential | Sales<br>Per Sq. Ft. | Supportable<br>Square Feet | Median<br>Store Size |
|---|---------------------------------|----------------------|----------------------------|----------------------|
| <b>SHOPPING GOODS</b>                           |                                 |                      |                            |                      |
| <b>General Merchandise</b>                      |                                 |                      |                            |                      |
| <b>Department stores</b>                        |                                 |                      |                            |                      |
| Discount stores                                 | \$ 121,483,000                  | \$ 250               | 485,932                    | 110,000              |
| Department Stores                               | 34,580,000                      | 225                  | 153,689                    | 150,000              |
| <b>Other general merchandise stores</b>         |                                 |                      |                            |                      |
| Warehouse Clubs and Supercenters                | \$ 16,532,000                   | \$ 450               | 36,738                     | 185,000              |
| Variety stores                                  | 1,072,000                       | 220                  | 4,873                      | 5,000                |
| Miscellaneous general mdse.                     | 30,615,000                      | 250                  | 122,460                    | 80,000               |
| <b>Apparel &amp; Accessories</b>                |                                 |                      |                            |                      |
| <b>Clothing Stores</b>                          |                                 |                      |                            |                      |
| Mens and boys                                   | \$ 835,000                      | \$ 220               | 3,795                      | 4,000                |
| Womens clothing                                 | 4,801,000                       | 200                  | 24,005                     | 4,200                |
| Children's & infant                             | 348,000                         | 240                  | 1,450                      | 3,900                |
| Family clothing                                 | 9,045,000                       | 260                  | 34,788                     | 4,900                |
| Clothing accessories stores                     | 487,000                         | 290                  | 1,679                      | 1,400                |
| Other clothing stores                           | 1,392,000                       | 265                  | 5,253                      | 2,725                |
| <b>Shoe Stores</b>                              |                                 |                      |                            |                      |
| Men's   | \$ 148,000                      | \$ 290               | 510                        | 2,200                |
| Women's   | 207,000                         | 270                  | 767                        | 2,400                |
| Children's & infant                             | 69,000                          | 290                  | 238                        | 2,200                |
| Family shoe stores                              | 1,252,000                       | 175                  | 7,154                      | 3,400                |
| Athletic footwear                               | 835,000                         | 175                  | 4,771                      | 3,300                |
| <b>Furniture &amp; Home Furnishings</b>         |                                 |                      |                            |                      |
| Furniture                                       | \$ 7,653,000                    | \$ 260               | 29,435                     | 7,900                |
| Floor coverings                                 | 6,263,000                       | 225                  | 27,836                     | 3,600                |
| Window treatment stores                         | 69,000                          | 210                  | 329                        | 4,900                |
| All other home furnishings stores               | 2,296,000                       | 175                  | 13,120                     | 3,500                |
| <b>Electronics &amp; Appliances Stores</b>      |                                 |                      |                            |                      |
| Household appliance stores                      | \$ 2,644,000                    | \$ 275               | 9,615                      | 4,200                |
| Radio, tv & electronics stores                  | 22,544,000                      | 300                  | 75,147                     | 2,500                |
| Computers, Software, Music, & other electronics | 5,567,000                       | 580                  | 9,598                      | 3,400                |
| <b>Other Shopping Goods</b>                     |                                 |                      |                            |                      |
| Sporting goods                                  | \$ 8,419,000                    | \$ 200               | 42,095                     | 7,500                |
| General Line Sporting Gds.                      | 6,957,000                       | 200                  | 34,785                     | 7,500                |
| Specialty Line Sporting Gds.                    | 1,461,000                       | 225                  | 6,493                      | 2,900                |
| Book stores & newsdealers                       | 5,427,000                       | 160                  | 33,919                     | 2,300                |
| Stationery Stores and Office Supply             | 18,369,000                      | 375                  | 48,984                     | 1,000                |
| Musical Instrument & Supplies                   | 891,000                         | 240                  | 3,713                      | 7,300                |
| Jewelry stores                                  | 7,347,000                       | 325                  | 22,606                     | 1,500                |
| Hobby, toy & game                               | 2,088,000                       | 175                  | 11,931                     | 2,740                |
| Camera & photographic supply                    | 417,000                         | 275                  | 1,516                      | 2,200                |
| Gift, novelty & souvenirs                       | 3,757,000                       | 150                  | 25,047                     | 3,000                |
| Luggage & leather goods                         | 0                               | 200                  | 0                          | 2,300                |
| Sewing, needlework & piece goods                | 1,892,000                       | 100                  | 18,920                     | 12,400               |
| Pet stores                                      | 891,000                         | 200                  | 4,455                      | 2,900                |
| Art dealers                                     | 69,000                          | 225                  | 307                        | 2,000                |
| Optical goods stores                            | 2,560,000                       | 290                  | 8,828                      | 1,500                |
| Pre-Recorded Tapes, Compact Discs               | 1,461,000                       | 230                  | 6,352                      | 3,500                |
| Cosmetics, beauty supplies & perfume            | 927,000                         | 320                  | 2,897                      | 2,000                |
| All other health & personal care                | 2,296,000                       | 275                  | 8,349                      | 1,650                |
| Other Misc. Store Retailers                     | 696,000                         | 247                  | 2,818                      | 2,000                |

Table D-1 (continued)

DICKINSON  
RETAIL SALES POTENTIAL AND SUPPORTABLE SPACE, 2020  
BY MERCHANDISE CATEGORY

| Category  | Estimated<br>Sales<br>Potential | Sales<br>Per Sq. Ft. | Supportable<br>Square Feet | Median<br>Store Size |
|---|---------------------------------|----------------------|----------------------------|----------------------|
| <b>CONVENIENCE GOODS</b>                        |                                 |                      |                            |                      |
| <b>Food Stores</b>                              |                                 |                      |                            |                      |
| Grocery stores                                  | \$ 111,418,000                  | \$ 400               | 278,545                    | 52,500               |
| Supermarkets                                    | 110,953,000                     | 400                  | 277,383                    | 52,500               |
| Convenience food                                | 348,000                         | 300                  | 1,160                      | 2,000                |
| Specialty food stores                           | 2,088,000                       | 200                  | 10,440                     | 2,400                |
| <b>Other Convenience Goods</b>                  |                                 |                      |                            |                      |
| Drug & proprietary stores                       | \$ 42,536,000                   | \$ 460               | 92,470                     | 11,700               |
| Hardware  | 4,464,000                       | 185                  | 24,130                     | 7,857                |
| Liquor  | 7,480,000                       | 375                  | 19,947                     | 2,900                |
| Florist   | 1,566,000                       | 190                  | 8,242                      | 1,600                |
| Food/health supplement stores                   | 580,000                         | 250                  | 2,320                      | 1,500                |
| <b>Food Service &amp; Drinking Places</b>       |                                 |                      |                            |                      |
| <b>Food Service</b>                             |                                 |                      |                            |                      |
| Full-service restaurants                        | \$ 25,167,000                   | \$ 360               | 69,908                     | 4,500                |
| Limited service restaurants                     | 22,066,000                      | 400                  | 55,165                     | 3,400                |
| Cafeterias                                      | 1,417,000                       | 235                  | 6,030                      | 10,000               |
| Snack & beverage places                         | 1,341,000                       | 300                  | 4,470                      | 1,500                |
| Specialized food places                         | 1,044,000                       | 400                  | 2,610                      | N/A                  |
| <b>Drinking Places</b>                          | \$ 6,077,000                    | \$ 250               | 24,308                     | N/A                  |
| <b>Gasoline Svs Stations/Conv.</b>              |                                 |                      |                            |                      |
| Gas/Convenience food stores                     | \$ 47,830,000                   | \$ 1,400             | 34,164                     | 2,400                |
| Other Gas Stations & Truck Stops                | 43,237,000                      | 1,000                | 43,237                     | 2,000                |
| <b>OTHER RETAIL STORES</b>                      |                                 |                      |                            |                      |
| <b>Building Materials &amp; Garden Supplies</b> |                                 |                      |                            |                      |
| Building materials & supplies stores            |                                 |                      |                            |                      |
| Home centers                                    | \$ 30,279,000                   | \$ 350               | 86,511                     | 120,000              |
| Paint, glass & wallpaper                        | 3,180,000                       | 225                  | 14,133                     | 3,750                |
| Other building materials dealers                | 68,845,000                      | 225                  | 305,978                    | N/A                  |
| Lawn & garden equipment                         |                                 |                      |                            |                      |
| Outdoor power equipment                         | \$ 1,891,000                    | \$ 100               | 18,910                     | N/A                  |
| Retail nurseries, lawn & garden                 | 8,079,000                       | 100                  | 80,790                     | 15,000               |
| <b>Motor Vehicles &amp; Parts Dealers</b>       |                                 |                      |                            |                      |
| Auto parts, accessories & tires                 |                                 |                      |                            |                      |
| Auto parts & accessories stores                 | \$ 19,449,000                   | \$ 200               | 97,245                     | 6,500                |
| Tire dealers                                    | 13,236,000                      | 200                  | 66,180                     | 2,500                |

Source: McComb Group, Ltd.



Table D-2

DICKINSON  
SERVICES SALES POTENTIAL AND SUPPORTABLE SQUARE FEET, 2010  
BY SERVICES CATEGORY

| Category   | Estimated<br>Sales<br>Potential | Sales<br>Per Sq. Ft. | Supportable<br>Square Feet | Median<br>Store Size |
|--|---------------------------------|----------------------|----------------------------|----------------------|
| <b>Personal Care Services</b>                    |                                 |                      |                            |                      |
| Beauty Shops                                     | \$ 3,193,000                    | \$ 190               | 16,805                     | 1,400                |
| Diet & weight reducing services                  | 544,000                         | 150                  | 3,627                      | 1,900                |
| Other personal care services                     | 324,000                         | 175                  | 1,851                      | 1,300                |
| <b>Drycleaning &amp; Laundry Services</b>        |                                 |                      |                            |                      |
| Coin-operated laundries & drycleaners            | \$ 151,000                      | \$ 60                | 2,517                      | 2,000                |
| Drycleaning & laundry services (except coin-op.) | 339,000                         | 150                  | 2,260                      | 1,600                |
| <b>Other Personal Services</b>                   |                                 |                      |                            |                      |
| One Hour Photo Finishing                         | \$ 181,000                      | \$ 326               | 555                        | 1,100                |
| Child Day Care Services                          | 3,799,000                       | 100                  | 37,990                     | 5,000                |
| Pet Care   | 309,000                         | 75                   | 4,120                      | 1,200                |
| <b>Rental and Leasing</b>                        |                                 |                      |                            |                      |
| Video tape and disc rental                       | \$ 2,241,000                    | \$ 200               | 11,205                     | 6,000                |
| <b>Recreation</b>                                |                                 |                      |                            |                      |
| Bowling Centers                                  | \$ 274,000                      | \$ 110               | 2,491                      | 20,000               |
| Physical fitness facilities                      | 274,000                         | 80                   | 3,425                      | 6,500                |
| <b>Professional Services</b>                     |                                 |                      |                            |                      |
| Offices of real estate agents & brokers          | \$ 3,136,000                    | \$ 300               | 10,453                     | 2,000                |
| <b>Household Goods Repair</b>                    |                                 |                      |                            |                      |
| Home & Garden Equipment & Appliance Repair       | \$ 518,000                      | \$ 175               | 2,960                      |                      |
| Reupholstery & furniture repair                  | 165,000                         | 155                  | 1,065                      | 600                  |
| Footwear and leather goods repair                | 94,000                          | 155                  | 606                        | 750                  |
| Watch, clock and jewelry repair                  | 47,000                          | 155                  | 303                        | 900                  |
| Garment repair and alteration services           | 71,000                          | 125                  | 568                        | 825                  |
| <b>Automotive Repair and Maintenance</b>         |                                 |                      |                            |                      |
| General automotive repair                        | \$ 6,002,000                    | \$ 200               | 30,010                     |                      |
| Automotive exhaust system repair                 | 306,000                         | 200                  | 1,530                      |                      |
| Automotive transmission repair                   | 681,000                         | 200                  | 3,405                      |                      |
| Brake, front end & wheel alignment               | 141,000                         | 200                  | 705                        |                      |
| Paint or body repair shops                       | 7,800,000                       | 200                  | 39,000                     |                      |
| Automotive glass replacement                     | 1,387,000                       | 200                  | 6,935                      |                      |
| Carwashes  | 1,409,000                       | 200                  | 7,045                      |                      |

Table D-2 (continued)

DICKINSON  
 SERVICES SALES POTENTIAL AND SUPPORTABLE SQUARE FEET, 2010  
 BY SERVICES CATEGORY

| Category   | Estimated<br>Sales<br>Potential | Sales<br>Per Sq. Ft. | Supportable<br>Square Feet | Median<br>Store Size |
|--|---------------------------------|----------------------|----------------------------|----------------------|
| <b>Health Care</b>   |                                 |                      |                            |                      |
| Offices of physicians  |                                 |                      |                            |                      |
| Offices of physicians (except mental health specialists)       | \$ 22,022,000                   | \$ 285               | 77,270                     | 1,800                |
| Offices of physicians, mental health specialists               | 211,000                         | 285                  | 740                        | 1,800                |
| Offices of dentists  | 15,267,000                      | 285                  | 53,568                     | 1,700                |
| Offices of other health practitioners                          |                                 |                      |                            |                      |
| Offices of chiropractors                                       | 2,516,000                       | 250                  | 10,064                     | 1,600                |
| Offices of optometrists  | 3,179,000                       | 250                  | 12,716                     | 1,600                |
| Offices of mental health practitioners (except physicians)     | 160,000                         | 285                  | 561                        | 1,800                |
| Offices of physical, occup, & speech therapists & audiologists |                                 |                      |                            |                      |
| Speech therapist & audiologists                                | 152,000                         | 250                  | 608                        | 1,600                |
| Physical & occupational therapists                             | 580,000                         | 250                  | 2,320                      | 1,600                |
| Offices of all other health practitioners                      |                                 |                      |                            |                      |
| Offices of podiatrists   | 93,000                          | 285                  | 326                        | 1,800                |
| Offices of all other misc. health practitioners                | 160,000                         | 285                  | 561                        | 1,800                |

Source: McComb Group, Ltd.

Table D-2 (continued)

DICKINSON  
SERVICES SALES POTENTIAL AND SUPPORTABLE SQUARE FEET, 2015  
BY SERVICES CATEGORY

| Category   | Estimated<br>Sales<br>Potential | Sales<br>Per Sq. Ft. | Supportable<br>Square Feet | Median<br>Store Size |
|--|---------------------------------|----------------------|----------------------------|----------------------|
| <b>Personal Care Services</b>                    |                                 |                      |                            |                      |
| Beauty Shops                                     | \$ 4,083,000                    | \$ 190               | 21,489                     | 1,400                |
| Diet & weight reducing services                  | 697,000                         | 150                  | 4,647                      | 1,900                |
| Other personal care services                     | 414,000                         | 175                  | 2,366                      | 1,300                |
| <b>Drycleaning &amp; Laundry Services</b>        |                                 |                      |                            |                      |
| Coin-operated laundries & drycleaners            | \$ 192,000                      | \$ 60                | 3,200                      | 2,000                |
| Drycleaning & laundry services (except coin-op.) | 433,000                         | 150                  | 2,887                      | 1,600                |
| <b>Other Personal Services</b>                   |                                 |                      |                            |                      |
| One Hour Photo Finishing                         | \$ 232,000                      | \$ 326               | 712                        | 1,100                |
| Child Day Care Services                          | 4,859,000                       | 100                  | 48,590                     | 5,000                |
| Pet Care   | 396,000                         | 75                   | 5,280                      | 1,200                |
| <b>Rental and Leasing</b>                        |                                 |                      |                            |                      |
| Video tape and disc rental                       | \$ 2,867,000                    | \$ 200               | 14,335                     | 6,000                |
| <b>Recreation</b>                                |                                 |                      |                            |                      |
| Bowling Centers                                  | \$ 349,000                      | \$ 110               | 3,173                      | 20,000               |
| Physical fitness facilities                      | 349,000                         | 80                   | 4,363                      | 6,500                |
| <b>Professional Services</b>                     |                                 |                      |                            |                      |
| Offices of real estate agents & brokers          | \$ 4,012,000                    | \$ 300               | 13,373                     | 2,000                |
| <b>Household Goods Repair</b>                    |                                 |                      |                            |                      |
| Home & Garden Equipment & Appliance Repair       | \$ 661,000                      | \$ 175               | 3,777                      |                      |
| Reupholstery & furniture repair                  | 211,000                         | 155                  | 1,361                      | 600                  |
| Footwear & leather goods repair                  | 120,000                         | 155                  | 774                        | 750                  |
| Watch, clock & jewelry repair                    | 60,000                          | 155                  | 387                        | 900                  |
| Garment repair & alteration services             | 91,000                          | 175                  | 520                        | 825                  |
| <b>Automotive Repair and Maintenance</b>         |                                 |                      |                            |                      |
| General automotive repair                        | \$ 7,676,000                    | \$ 200               | 38,380                     |                      |
| Automotive exhaust system repair                 | 391,000                         | 200                  | 1,955                      |                      |
| Automotive transmission repair                   | 872,000                         | 200                  | 4,360                      |                      |
| Brake, front end & wheel alignment               | 180,000                         | 200                  | 900                        |                      |
| Paint or body repair shops                       | 9,976,000                       | 200                  | 49,880                     |                      |
| Automotive glass replacement                     | 1,773,000                       | 200                  | 8,865                      |                      |
| Carwashes  | 1,804,000                       | 200                  | 9,020                      |                      |

Table D-2 (continued)

DICKINSON  
 SERVICES SALES POTENTIAL AND SUPPORTABLE SQUARE FEET, 2015  
 BY SERVICES CATEGORY

| Category   | Estimated<br>Sales<br>Potential | Sales<br>Per Sq. Ft. | Supportable<br>Square Feet | Median<br>Store Size |
|--|---------------------------------|----------------------|----------------------------|----------------------|
| <b>Health Care</b>   |                                 |                      |                            |                      |
| Offices of physicians  |                                 |                      |                            |                      |
| Offices of physicians (except mental health specialists)       | \$ 28,164,000                   | \$ 285               | 98,821                     | 1,800                |
| Offices of physicians, mental health specialists               | 268,000                         | 285                  | 940                        | 1,800                |
| Offices of dentists  | 19,526,000                      | 285                  | 68,512                     | 1,700                |
| Offices of other health practitioners                          |                                 |                      |                            |                      |
| Offices of chiropractors                                       | 3,218,000                       | 250                  | 12,872                     | 1,600                |
| Offices of optometrists  | 4,065,000                       | 250                  | 16,260                     | 1,600                |
| Offices of mental health practitioners (except physicians)     | 204,000                         | 285                  | 716                        | 1,800                |
| Offices of physical, occup. & speech therapists & audiologists |                                 |                      |                            |                      |
| Speech therapist & audiologists                                | 194,000                         | 250                  | 776                        | 1,600                |
| Physical & occupational therapists                             | 742,000                         | 250                  | 2,968                      | 1,600                |
| Offices of all other health practitioners                      |                                 |                      |                            |                      |
| Offices of podiatrists   | 118,000                         | 285                  | 414                        | 1,800                |
| Offices of all other misc. health practitioners                | 204,000                         | 285                  | 716                        | 1,800                |

Source: McComb Group, Ltd.

Table D-2 (continued)

DICKINSON  
SERVICES SALES POTENTIAL AND SUPPORTABLE SQUARE FEET, 2020  
BY SERVICES CATEGORY

| Category   | Estimated<br>Sales<br>Potential | Sales<br>Per Sq. Ft. | Supportable<br>Square Feet | Median<br>Store Size |
|--|---------------------------------|----------------------|----------------------------|----------------------|
| <b>Personal Care Services</b>                    |                                 |                      |                            |                      |
| Barber shops                                     | \$ -                            | \$ 200               | 0                          | 725                  |
| Beauty Shops                                     | 5,208,000                       | 190                  | 27,411                     | 1,400                |
| Nail salons                                      | 0                               | 110                  | 0                          | 1,200                |
| Diet & weight reducing services                  | 888,000                         | 150                  | 5,920                      | 1,900                |
| Other personal care services                     | 528,000                         | 175                  | 3,017                      | 1,300                |
| <b>Drycleaning &amp; Laundry Services</b>        |                                 |                      |                            |                      |
| Coin-operated laundries & drycleaners            | \$ 245,000                      | \$ 60                | 4,083                      | 2,000                |
| Drycleaning & laundry services (except coin-op.) | 552,000                         | 150                  | 3,680                      | 1,600                |
| <b>Other Personal Services</b>                   |                                 |                      |                            |                      |
| One Hour Photo Finishing                         | 295,000                         | 326                  | 905                        | 1,100                |
| Child Day Care Services                          | 6,196,000                       | 100                  | 61,960                     | 5,000                |
| Pet Care   | 506,000                         | 75                   | 6,747                      | 1,200                |
| <b>Rental and Leasing</b>                        |                                 |                      |                            |                      |
| Video tape and disc rental                       | 3,656,000                       | 200                  | 18,280                     | 6,000                |
| <b>Recreation</b>                                |                                 |                      |                            |                      |
| Bowling Centers                                  | \$ 446,000                      | \$ 110               | 4,055                      | 20,000               |
| Physical fitness facilities                      | 446,000                         | 80                   | 5,575                      | 6,500                |
| <b>Professional Services</b>                     |                                 |                      |                            |                      |
| Offices of real estate agents & brokers          | \$ 5,116,000                    | \$ 300               | 17,053                     | 2,000                |
| <b>Household Goods Repair</b>                    |                                 |                      |                            |                      |
| Home & Garden Equipment & Appliance Repair       | \$ 844,000                      | \$ 175               | 4,823                      |                      |
| Reupholstery & furniture repair                  | 268,000                         | 155                  | 1,729                      | 600                  |
| Footwear & leather goods repair                  | 154,000                         | 155                  | 994                        | 750                  |
| Watch, clock & jewelry repair                    | 76,000                          | 155                  | 490                        | 900                  |
| Garment repair & alteration services             | 115,000                         | 175                  | 657                        | 825                  |
| <b>Automotive Repair and Maintenance</b>         |                                 |                      |                            |                      |
| General automotive repair                        | \$ 9,792,000                    | \$ 200               | 48,960                     |                      |
| Automotive exhaust system repair                 | 499,000                         | 200                  | 2,495                      |                      |
| Automotive transmission repair                   | 1,112,000                       | 200                  | 5,560                      |                      |
| Brake, front end & wheel alignment               | 231,000                         | 200                  | 1,155                      |                      |
| Paint or body repair shops                       | 12,725,000                      | 200                  | 63,625                     |                      |
| Automotive glass replacement                     | 2,261,000                       | 200                  | 11,305                     |                      |
| Carwashes  | 2,300,000                       | 200                  | 11,500                     |                      |

Table D-2 (continued)

DICKINSON  
 SERVICES SALES POTENTIAL AND SUPPORTABLE SQUARE FEET, 2020  
 BY SERVICES CATEGORY

| Category   | Estimated<br>Sales<br>Potential | Sales<br>Per Sq. Ft. | Supportable<br>Square Feet | Median<br>Store Size |
|--|---------------------------------|----------------------|----------------------------|----------------------|
| <b>Health Care</b>   |                                 |                      |                            |                      |
| Offices of physicians  |                                 |                      |                            |                      |
| Offices of physicians (except mental health specialists)       | \$ 35,923,000                   | \$ 285               | 126,046                    | 1,800                |
| Offices of physicians, mental health specialists               | 343,000                         | 285                  | 1,204                      | 1,800                |
| Offices of dentists  | 24,905,000                      | 285                  | 87,386                     | 1,700                |
| Offices of other health practitioners                          |                                 |                      |                            |                      |
| Offices of chiropractors                                       | 4,104,000                       | 250                  | 16,416                     | 1,600                |
| Offices of optometrists  | 5,185,000                       | 250                  | 20,740                     | 1,600                |
| Offices of mental health practitioners (except physicians)     | 261,000                         | 285                  | 916                        | 1,800                |
| Offices of physical, occup. & speech therapists & audiologists |                                 |                      |                            |                      |
| Speech therapist & audiologists                                | 247,000                         | 250                  | 988                        | 1,600                |
| Physical & occupational therapists                             | 946,000                         | 250                  | 3,784                      | 1,600                |
| Offices of all other health practitioners                      |                                 |                      |                            |                      |
| Offices of podiatrists   | 151,000                         | 285                  | 530                        | 1,800                |
| Offices of all other misc. health practitioners                | 261,000                         | 285                  | 916                        | 1,800                |

Source: McComb Group, Ltd.