



# **Retail Site Determination**



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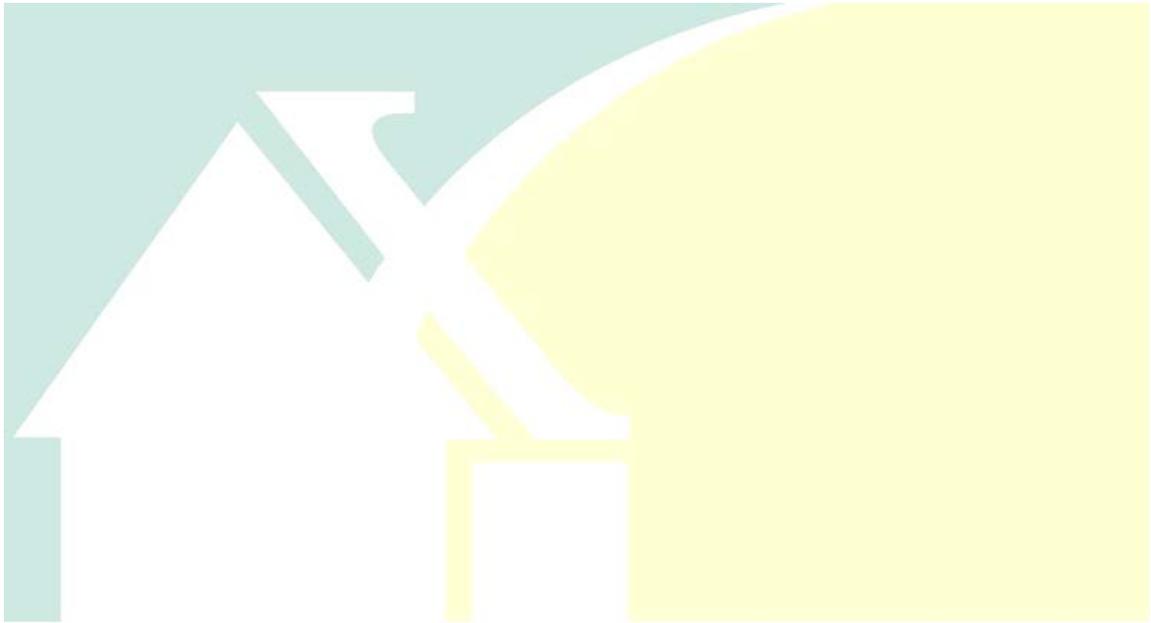
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## Recommendations & Conclusions

Buxton has reviewed the three sites discussed with the City of Monroe on the basis of retail recruitment potential. This Retail Site Determination booklet features maps of each site's trade area and analysis contributing to this recommendation.

Monroe is located along US Highway 2, 23 miles northeast of Seattle. Its closest retail competitors are located in the cities of Sultan to the east and Snohomish to the west.

Due to the close proximity of all three of the potential retail sites, the custom segmentation profiles are very similar. Buxton has selected Site 1 (N. Kelsey & US Highway 2) as having the best overall retail potential. This site ranks the highest in all four of the retail trade potential variables. All three profiles are dominated by high-end segmentation, but Site 1 stands out statistically from the others. Located near the city center, this site will allow Monroe to serve the community and the surrounding areas enabling it to recapture sales that may be leaving, as well as attract many new customers.

US Highway 2 is the main corridor from Monroe to Seattle. The N. Kelsey St intersection provides customers coming from Seattle as well as from the the smaller surrounding cities easy access to and from the site. Also, the location allows for Seattle customers to travel well into Monroe, giving high visibility to all surrounding retailers.

The segmentation profile for Sites 2 and 3 are also dominated by high end segments with segment 6, Good Family Life, accounting for over 30% of the population in both. They are also very similar statistically with the exception of the low traffic count near Site 2. The decision for Site 1 is based on the high number of households, the large traffic volume, and the total estimated retail potential.

It was discussed that the North Kelsey Sub Area near the Galaxy 12 Theatre is an area the city is interested in developing. Due to the relatively small size of Monroe, the segmentation profiles for any locations within the Monroe area will be similar, including this North Kelsey development area. While none of the sites studied are located within this boundary, the profiles and preliminary retail matches in this booklet should represent a majority of city.

The following major categories of retail and restaurant concepts have been identified in the preliminary retail matching as candidates for the City of Monroe.

### **Major Categories of Retailers and Restaurants**

Upscale Mens/Womans Fashion    Casual Family Dining  
Sporting Goods Store    Hardware/Lumber Store  
Footwear    Casual Mens/Womans Clothes

### **Buxton Recommends**

Site 1 – N. Kelsey & US Highway 2

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## Selecting Monroe, WA's Retail Site

To begin the CommunityID process, Monroe, WA selected three sites to be analyzed and ranked for possible retail development or revitalization. The location of the three sites is shown on the opposite page.

**The next task for the sponsoring organization is to select one of the three sites for a more detailed analysis and determination of retail firms that will best match the consumers in Monroe, WA's trade area.**

To aid in the decision-making process to select the best site, Buxton has ranked the retail potential of the three sites based on the following analyses:

- A custom drive-time, based on a 15 minute trade area was delineated for each site
- The customers in each trade area were segmented according to buying habits and life styles
- A profile of Monroe, WA's customers within each of the three trade areas was developed
- The retail demand for more than 400 products and services were determined for each potential trade area

The purpose of these analyses is to develop Monroe, WA's customer profile. The Customer Profile is a snapshot of the customers that reside in Monroe, WA's trade area. Even though these consumers are complex and diverse, by using a variety of databases, Buxton is able to capture and catalogue the extent to which potential demand for retailer's goods and services are concentrated in the trade area.

By overlaying Monroe, WA's Customer Profile with the 3,500 retail matching profiles in Buxton's proprietary database, we are able to identify major categories of retail that are candidates for location in Monroe, WA. This matching provides the basis for determining Monroe, WA's viability to attract retailers and restaurants and forms the basis for Buxton's recommendations and conclusions.

With this analysis and Buxton's recommendations, Monroe, WA's civic leaders can make a more informed decision about investments in infrastructure and can focus resources on areas of higher retail development potential.



# City of Monroe

City Limits

Site 1

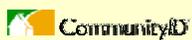
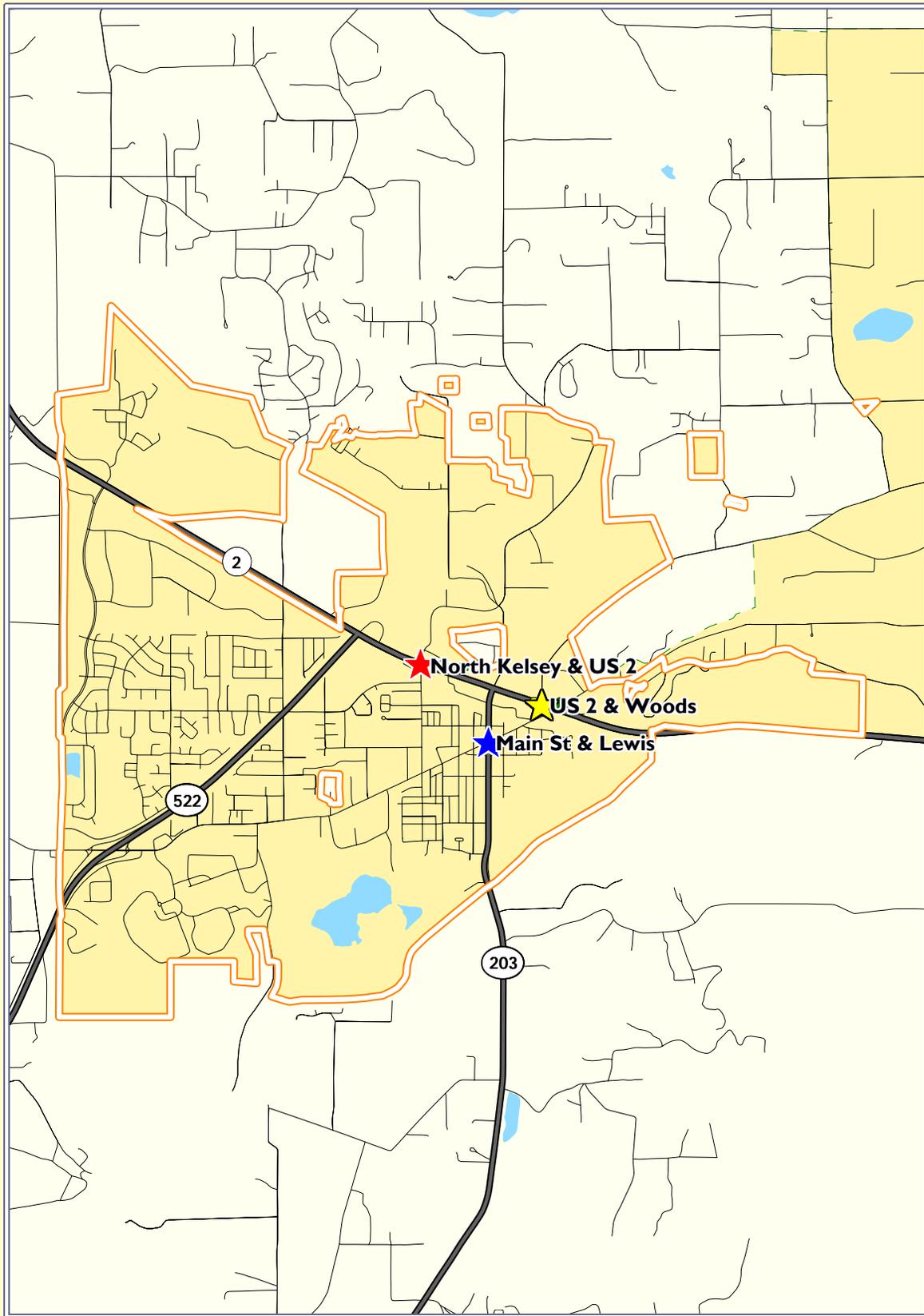
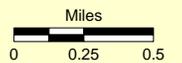
Site 2

Site 3

### Shopping Centers

GLA in thousands

- 1000+
- 500 to 1000
- 100 to 500
- Below 100



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# Monroe, Washington

## Overview

Prepared for the City of Monroe, WA





# City of Monroe

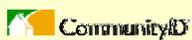
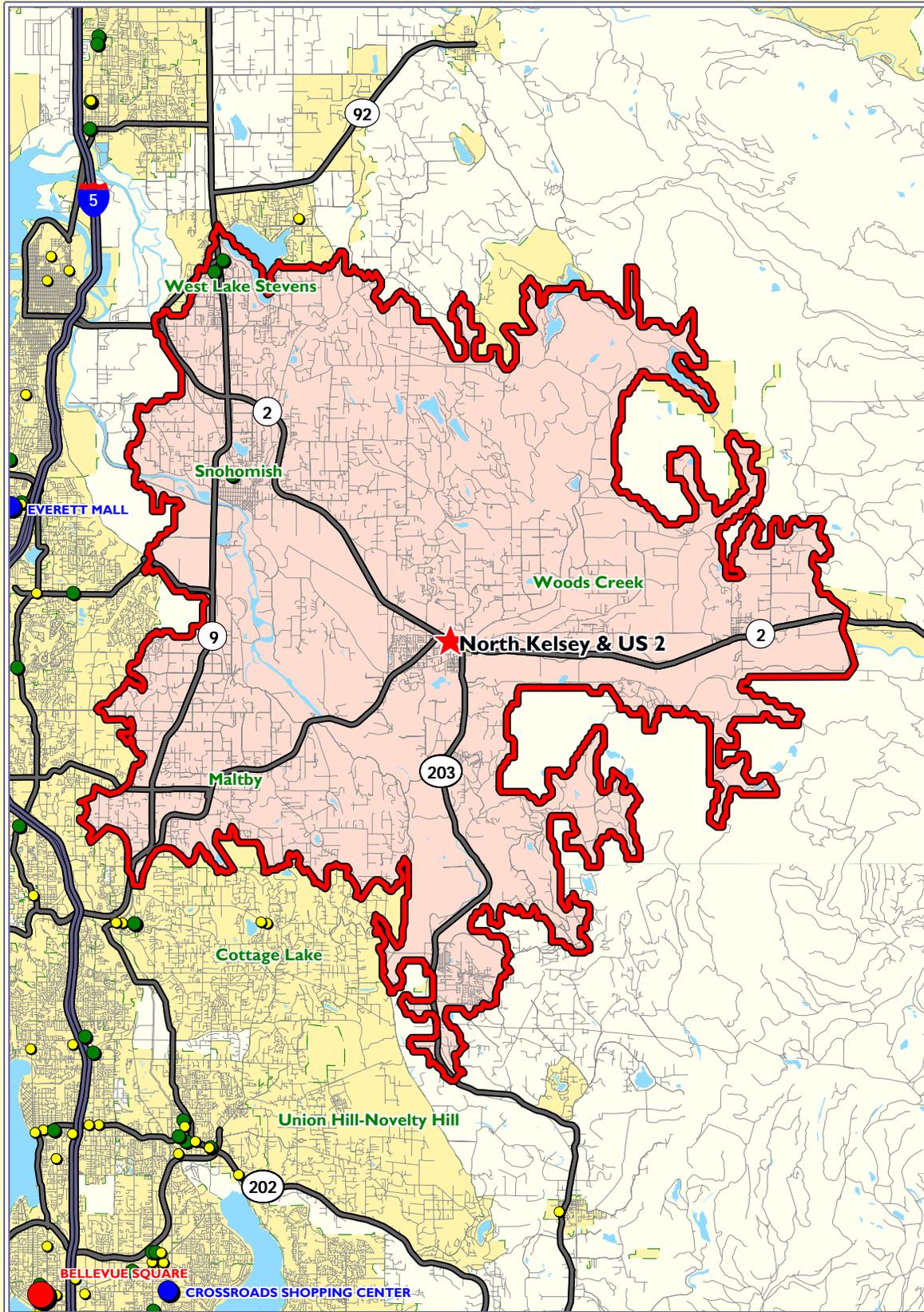
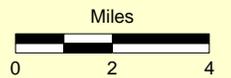
Custom Trade Area

Site 1

### Shopping Centers

GLA in thousands

- 1000+
- 500 to 1000
- 100 to 500
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# Monroe, Washington

## Site One Trade Area

Prepared for the City of Monroe, WA

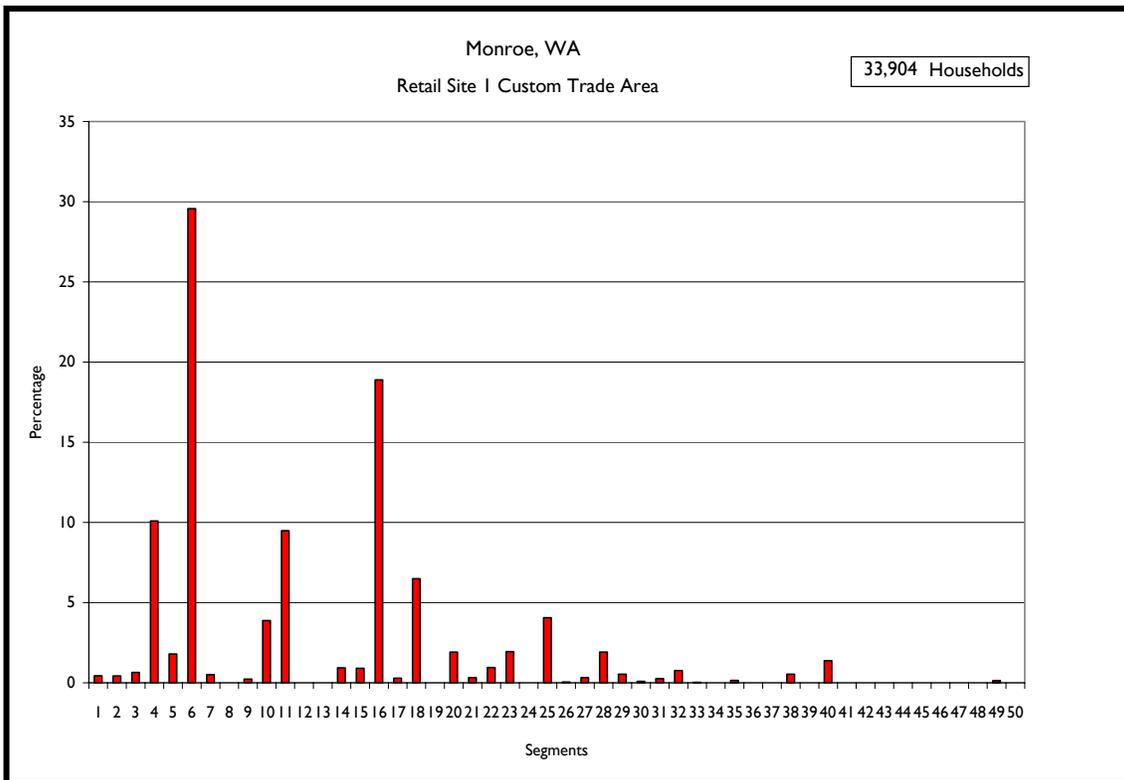


## Site I Analysis: North Kelsey & US 2 Drive-Time Trade Area

The map on the opposite page depicts the trade area for Site I. The trade area consists of a custom polygon, determined by Buxton’s proprietary drive-time technology.

### Psychographics

The psychographic profile of the households within a custom drive-time of Site I is presented below.



### Dominant Segments

A segment that represents at least 5 percent of a trade area is a dominant segment. Following is a description of the dominant segments for Site I.

Dominant Segments	Description	Households	% Of All Households
4	Mid-Life Success	3,422	10.09%
6	Good Family Life	10,024	29.57 %
11	Family Ties	3,215	9.48%
16	Country Home Families	6,406	18.89%
18	White Picket Fence	2,200	6.49%

## Site I Analysis (continued)

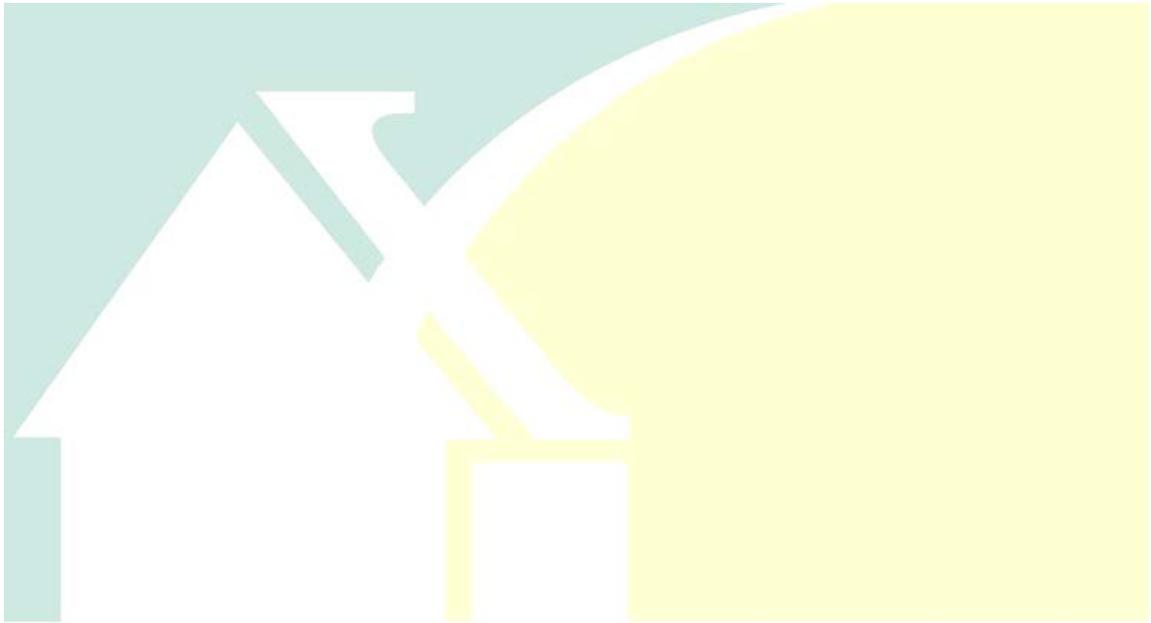
### Retail Trade Potential

The following table outlines the estimated dollar potential available in major retail categories by consumers located within the trade area for Site I:

<i>Consumer Variable - Major Categories</i>	<i>Total Estimated Dollars</i>
Children's Apparel	\$27,757,663
Men's Apparel	\$35,821,033
Women's Apparel	\$54,256,240
Groceries	\$183,143,386
Alcohol	\$26,923,034
Restaurants and Bars	\$153,051,456
Tobacco Products	\$21,622,192
Home Improvement and Household Services	\$33,762,746
Furniture and Décor	\$65,467,304
Lawn and Garden	\$21,919,733
Automotive - Service and Maintenance	\$66,400,211
Automotive - Purchase, Lease and Rental	\$83,181,577
Fuel	\$63,571,353
Electronics and Appliances	\$63,406,517
Recreation	\$45,862,675
Entertainment	\$55,097,031
Other Retail	\$60,179,852
Other Services	\$48,025,645
Miscellaneous	\$656,363,851
<b>TOTAL</b>	<b>\$1,765,813,498</b>

The following table presents the trade potential variables for Site I:

Trade Potential Variables	Site I
2003 Estimated Household Count	33,904
2003 Number of Households in Dominant Segments	25,267
Traffic Count	36,000
Estimated Retail Potential	\$1,765,813,498





# City of Monroe

Custom Trade Area

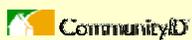
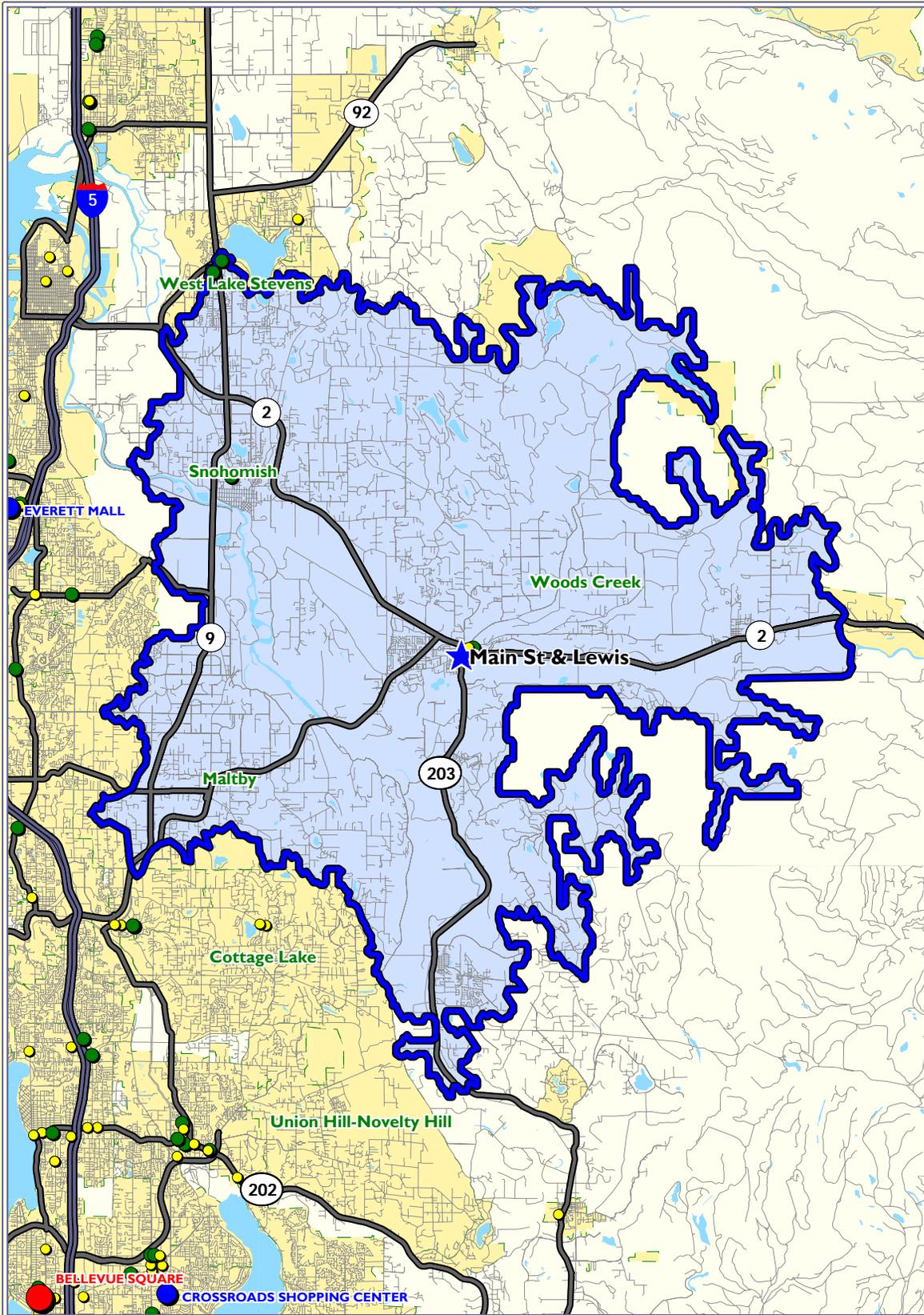
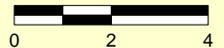
Site 2

### Shopping Centers

GLA in thousands

- 1000+
- 500 to 1000
- 100 to 500
- Below 100

Miles



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# Monroe, Washington

## Site Two Trade Area

Prepared for the City of Monroe, WA

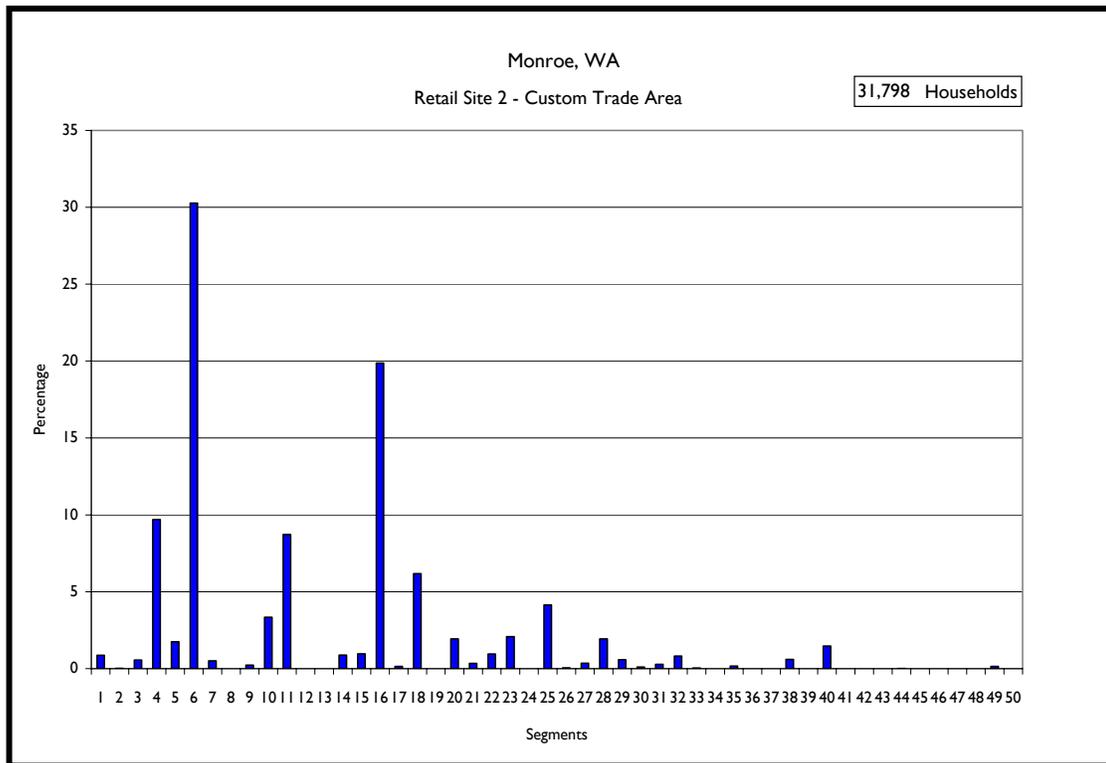


## Site 2 Analysis: Main St & Lewis St Drive-Time Trade Area

The map on the opposite page depicts the trade area for Site 2. The trade area consists of a custom polygon, determined by Buxton's proprietary drive-time technology.

### Psychographics

The psychographic profile of the households within a custom drive-time of Site 2 is presented below.



### Dominant Segments

A segment that represents at least 5 percent of a trade area is a dominant segment. Following is a description of the dominant segments for Site 2.

Dominant Segments	Description	Households	% Of All Households
4	Mid-Life Success	3,084	9.7%
6	Good Family Life	9,626	30.3%
11	Family Ties	2,772	8.7%
16	Country Home Families	6,319	19.9%
18	White Picket Fence	1,965	6.2%

## Site 2 Analysis (continued)

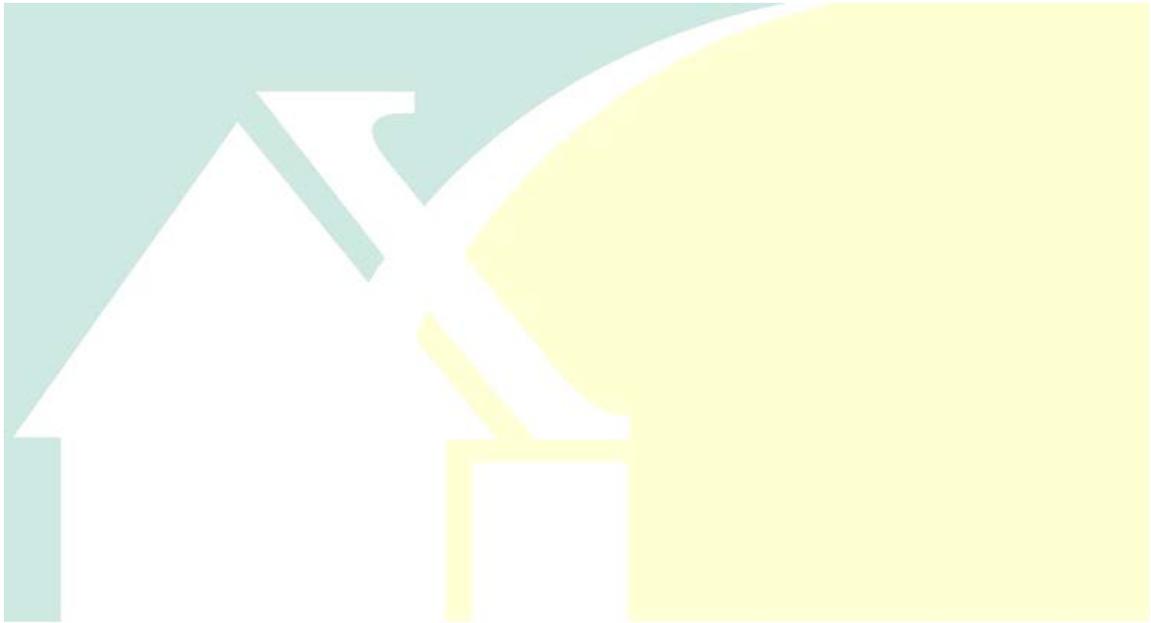
### Retail Trade Potential

The following table outlines the estimated dollar potential available in major retail categories by consumers located within the trade area for Site 2:

<i>Consumer Variable - Major Categories</i>	<i>Total Estimated Dollars</i>
Children's Apparel	\$26,030,675
Men's Apparel	\$33,576,275
Women's Apparel	\$50,865,487
Groceries	\$171,794,451
Alcohol	\$25,253,855
Restaurants and Bars	\$143,396,655
Tobacco Products	\$20,285,456
Home Improvement and Household Services	\$31,624,480
Furniture and Décor	\$61,315,604
Lawn and Garden	\$20,527,542
Automotive - Service and Maintenance	\$62,205,989
Automotive - Purchase, Lease and Rental	\$77,901,707
Fuel	\$59,544,602
Electronics and Appliances	\$59,392,424
Recreation	\$42,960,301
Entertainment	\$51,634,049
Other Retail	\$56,376,809
Other Services	\$44,998,592
Miscellaneous	\$615,162,179
<b>TOTAL</b>	<b>\$1,654,847,131</b>

The following table presents the trade potential variables for Site 2:

<b>Trade Potential Variables</b>	<b>Site 2</b>
2003 Estimated Household Count	31,798
2003 Number of Households in Dominant Segments	23,766
Traffic Count	10,000
Estimated Retail Potential	\$1,654,847,131





# City of Monroe

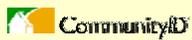
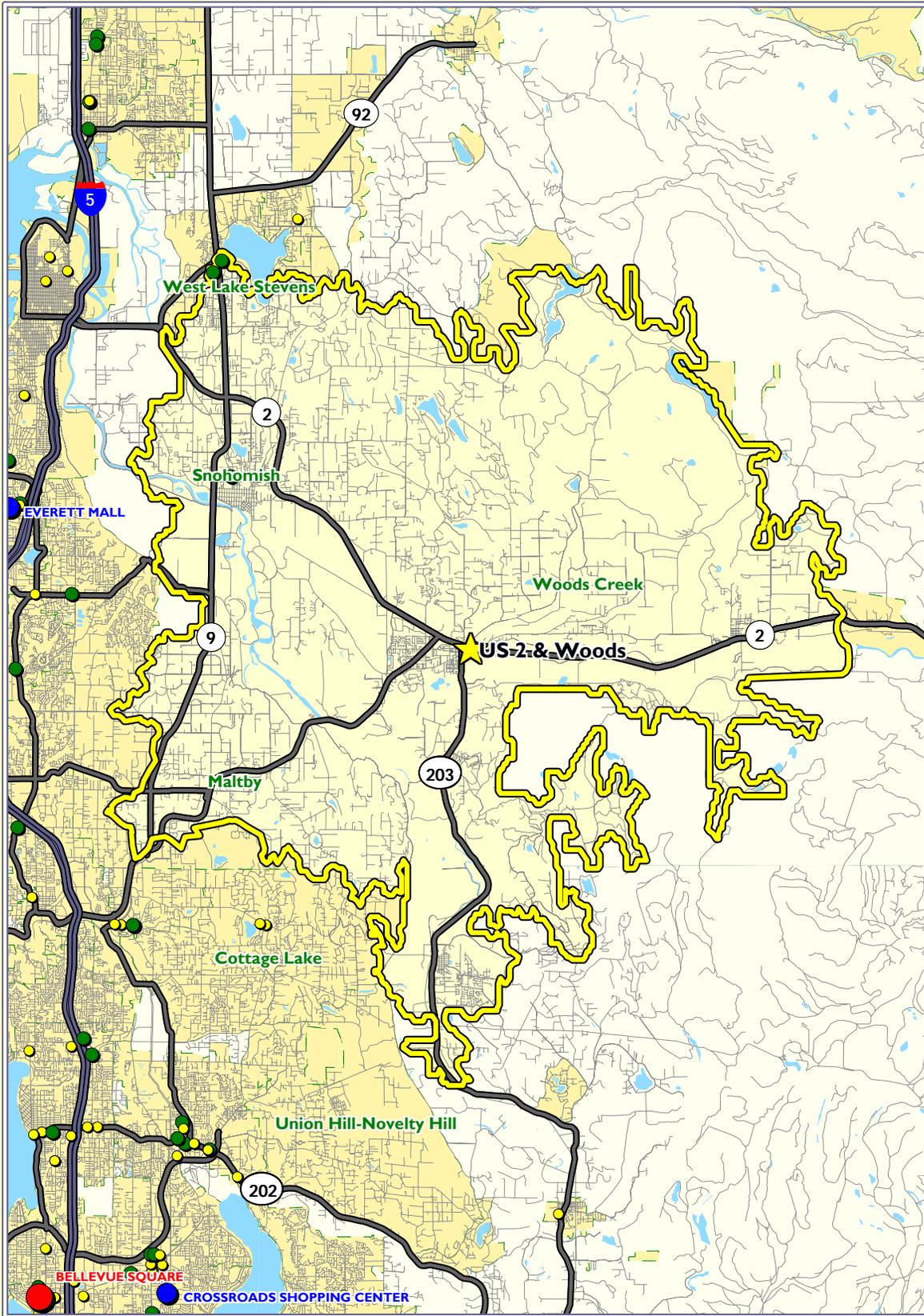
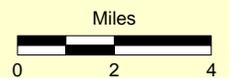
Custom Trade Area

Site 3

### Shopping Centers

GLA in thousands

- 1000+
- 500 to 1000
- 100 to 500
- Below 100



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# Monroe, Washington

## Site Three Trade Area

Prepared for the City of Monroe, WA



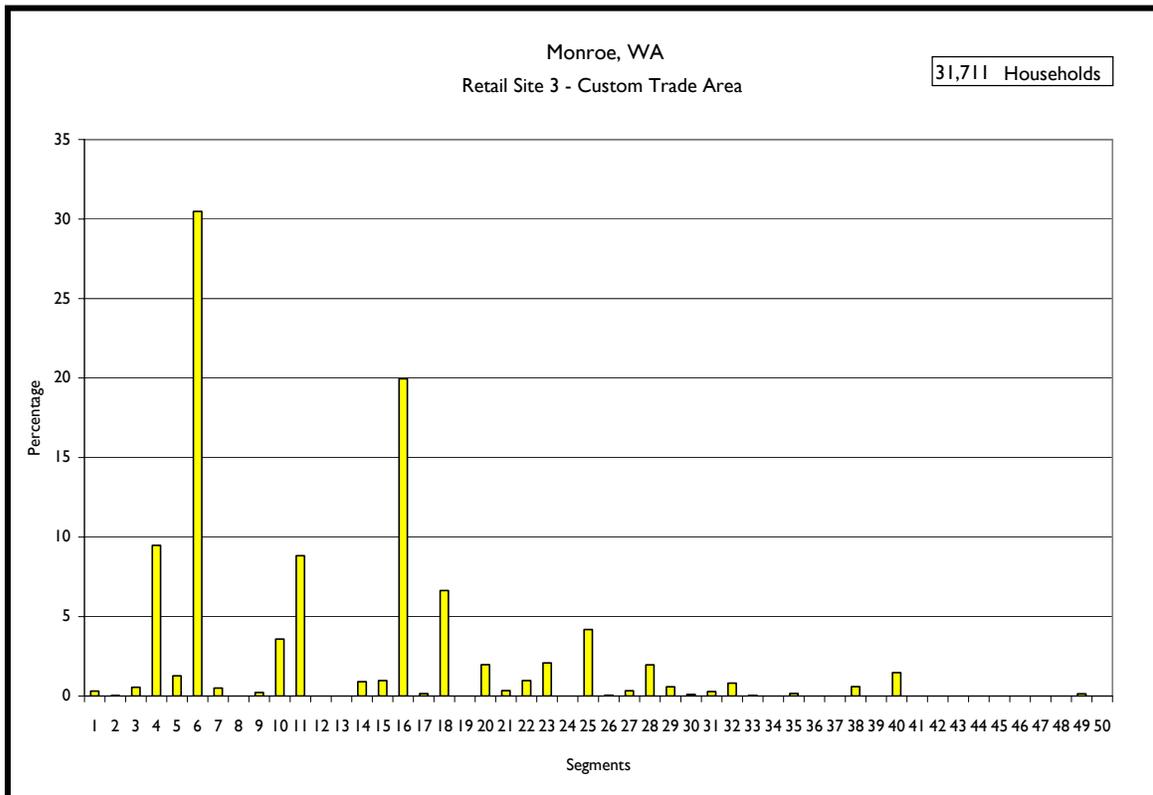
## Site 3 Analysis: US 2 & Woods

### Drive-Time Trade Area

The map on the opposite page depicts the trade area for Site 3. The trade area consists of a custom polygon, determined by Buxton's proprietary drive-time technology.

### Psychographics

The psychographic profile of the households within a custom drive-time of Site 3 is presented below.



### Dominant Segments

A segment that represents at least 5 percent of a trade area is a dominant segment. Following is a description of the dominant segments for Site 3.

Dominant Segments	Description	Households	% Of All Households
4	Mid-Life Success	3,005	9.5%
6	Good Family Life	9,665	30.5%
11	Family Ties	2,799	8.8%
16	Country Home Families	6,329	20.0%
18	White Picket Fence	2,104	6.6%

## Site 3 Analysis (continued)

### Retail Trade Potential

The following table outlines the estimated dollar potential available in major retail categories by consumers located within the trade area for Site 3:

<i>Consumer Variable - Major Categories</i>	<i>Total Estimated Dollars</i>
Children's Apparel	\$25,882,109
Men's Apparel	\$33,378,218
Women's Apparel	\$50,580,099
Groceries	\$171,000,145
Alcohol	\$25,123,734
Restaurants and Bars	\$142,663,060
Tobacco Products	\$20,230,105
Home Improvement and Household Services	\$31,440,050
Furniture and Décor	\$60,910,205
Lawn and Garden	\$20,398,290
Automotive - Service and Maintenance	\$61,926,026
Automotive - Purchase, Lease and Rental	\$77,425,734
Fuel	\$59,290,377
Electronics and Appliances	\$59,074,695
Recreation	\$42,734,046
Entertainment	\$51,329,744
Other Retail	\$56,021,889
Other Services	\$44,718,172
Miscellaneous	\$611,906,905
<b>TOTAL</b>	<b>\$1,646,033,600</b>

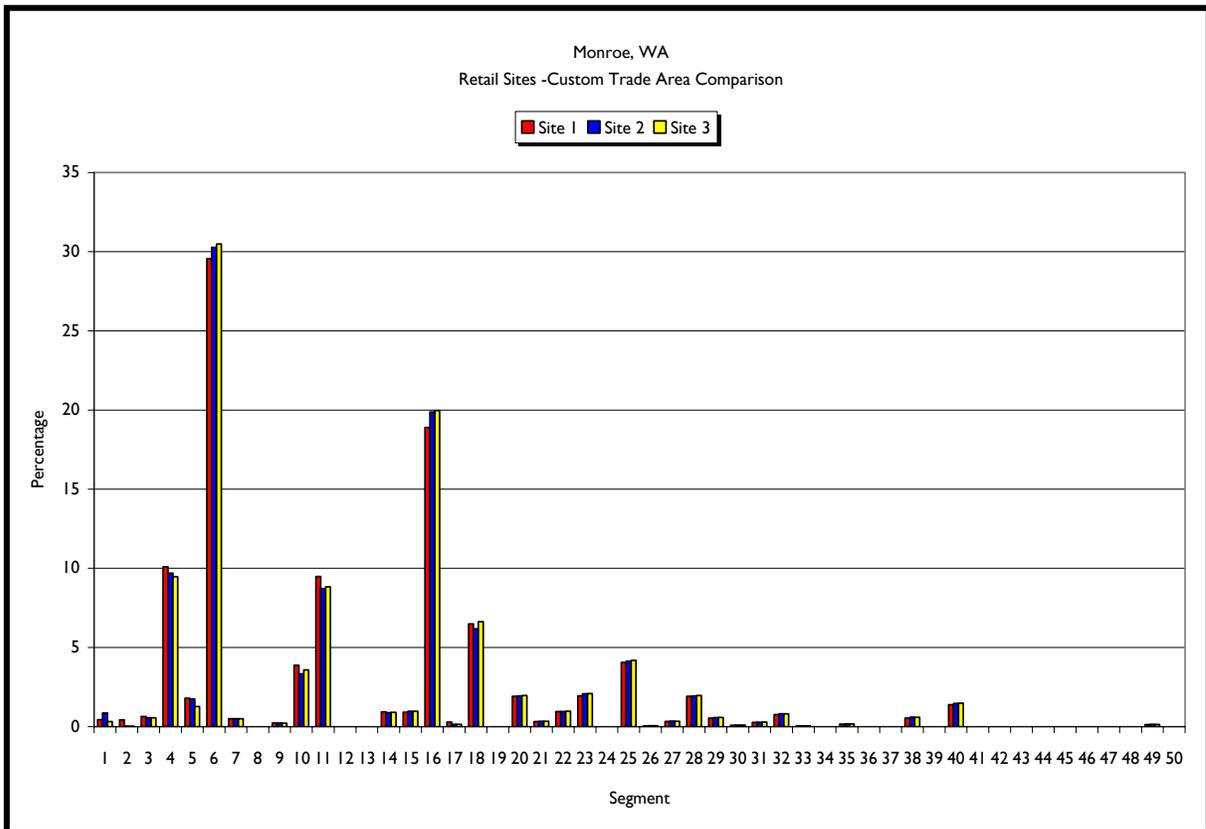
The following table presents the trade potential variables for Site 3:

<b>Trade Potential Variables</b>	<b>Site 3</b>
2003 Estimated Household Count	31,711
2003 Number of Households in Dominant Segments	23,902
Traffic Count	22,000
Estimated Retail Potential	\$1,646,033,600

## Site Comparison

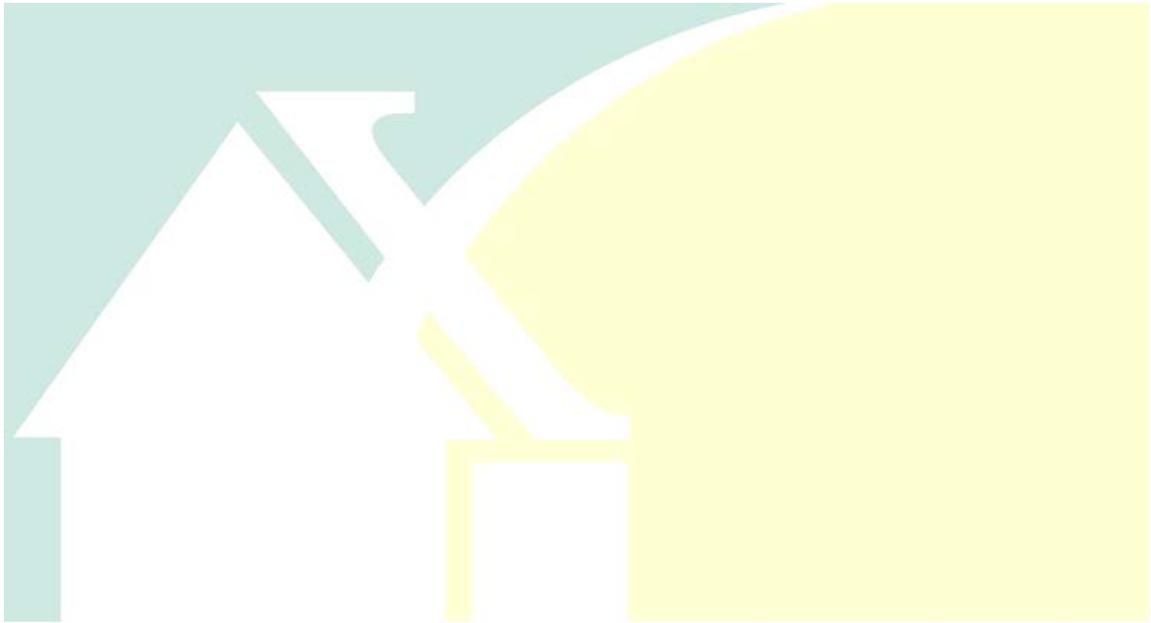
### Trade Area Segmentation

This side by side comparison of the three trade areas shows the compositions and characteristics of the households in Monroe. The segmentation of the three sites are very similar due to the close proximity of the sites to each other. All three sites show a majority of high-end segments including number six, Good Family Life, which is most populous.



### Custom Trade Area Statistics with Trade Area Rank

Trade Potential Variables	Site 1	Site 2	Site 3
2003 Estimated Household Count	33,904 (1)	31,798 (2)	31,711 (3)
2003 Number of Households in Dominant Segments	25,267 (1)	23,766 (3)	23,902 (2)
Traffic Count	36,000 (1)	10,000 (3)	22,000 (2)
Estimated Retail Potential	\$1,765,813,498 (1)	1,654,847,131 (2)	\$1,646,033,600 (3)



# **Appendix A: Retail Trade Potential**

## Retail Trade Potential

### Retail Site I

### Monroe, WA

<i>Consumer Variable - Major Categories</i>	<i>Total Estimated Dollars</i>
Children's Apparel	\$27,757,663
Men's Apparel	\$35,821,033
Women's Apparel	\$54,256,240
Groceries	\$183,143,386
Alcohol	\$26,923,034
Restaurants and Bars	\$153,051,456
Tobacco Products	\$21,622,192
Home Improvement and Household Services	\$33,762,746
Furniture and Décor	\$65,467,304
Lawn and Garden	\$21,919,733
Automotive - Service and Maintenance	\$66,400,211
Automotive - Purchase, Lease and Rental	\$83,181,577
Fuel	\$63,571,353
Electronics and Appliances	\$63,406,517
Recreation	\$45,862,675
Entertainment	\$55,097,031
Other Retail	\$60,179,852
Other Services	\$48,025,645
Miscellaneous	\$656,363,851
<b>TOTAL</b>	<b>\$1,765,813,498</b>

## Retail Trade Potential

### Retail Site I

Monroe, WA

<i>Consumer Variable</i>	<i>Dollars/Household</i>	<i>Index</i>	<i>Total Estimated Dollars</i>
<b>Children's Apparel</b>			
Boys' Accessories	\$3	117	\$116,960
Boys' Coats/Jackets/Furs	\$15	112	\$496,100
Boys' Footwear	\$62	116	\$2,118,697
Boys' Hosiery	\$8	116	\$267,072
Boys' Nightwear	\$4	117	\$134,319
Boys' Pants	\$77	115	\$2,608,078
Boys' Shirts	\$54	115	\$1,844,150
Boys' Shorts	\$32	115	\$1,072,596
Boys' Suits, Sportcoats, and Vests	\$8	115	\$259,069
Boys' Sweaters	\$6	114	\$199,495
Boys' Underwear	\$13	115	\$423,875
Boys' Uniforms/ Other Clothing	\$50	118	\$1,709,689
Girls' Accessories	\$4	115	\$141,697
Girls' Active Sportswear	\$10	116	\$340,344
Girls' Coats/Jackets /Fur	\$15	111	\$520,025
Girls' Dresses/ Suits	\$41	115	\$1,384,195
Girls' Footwear	\$58	116	\$1,960,231
Girls' Hosiery	\$8	114	\$259,457
Girls' Shorts	\$33	116	\$1,104,016
Girls' Skirts, Culottes and Pants	\$67	115	\$2,287,988
Girls' Sport Coats/ Other	\$62	116	\$2,088,021
Girls' Underwear/ Nightwear	\$21	115	\$722,849
Girls' Uniforms/ Other	\$27	118	\$920,678
Infants' Coats	\$6	115	\$209,251
Infants' Dresses	\$48	113	\$1,621,668
Infants' Sleeping Garment	\$9	113	\$307,987
Infants' Underwear/ Diaper	\$63	109	\$2,152,113
Infants' Accessories, Hosiery, Footwear and Uniforms	\$14	111	\$487,042

<b>Men's Apparel</b>			
Men's Footwear	\$164	117	\$5,572,851
Men's Accessories	\$33	112	\$1,111,001
Men's Active Sportswear	\$30	116	\$1,002,395
Men's Coats And Jacket	\$60	116	\$2,028,047
Men's Hosiery	\$23	116	\$770,562
Men's Nightwear	\$8	117	\$273,882
Men's Pants	\$226	115	\$7,653,052
Men's Shirts	\$204	115	\$6,905,619
Men's Shorts	\$52	115	\$1,773,184
Men's Sport Coats	\$44	115	\$1,475,065
Men's Suits	\$114	114	\$3,855,353
Men's Sweaters/ Vests	\$36	115	\$1,208,421
Men's Underwear	\$35	118	\$1,176,236
Men's Uniforms/ Other	\$30	115	\$1,015,366

## Retail Trade Potential

### Retail Site I

Monroe, WA

<i>Consumer Variable</i>	<i>Dollars/Household</i>	<i>Index</i>	<i>Total Estimated Dollars</i>
<b>Women's Apparel</b>			
Women's Accessories	\$45	113	\$1,517,161
Women's Active Sportswear	\$43	114	\$1,450,463
Women's Coats/Jackets/ Furs	\$72	112	\$2,431,471
Women's Dresses	\$239	114	\$8,119,919
Women's Footwear	\$223	110	\$7,565,074
Women's Hosiery	\$55	110	\$1,854,859
Women's Nightwear	\$34	112	\$1,154,587
Women's Pants	\$205	110	\$6,934,320
Women's Shirts/ Blouses	\$207	110	\$7,021,686
Women's Shorts	\$64	110	\$2,153,621
Women's Skirts/ Culottes	\$47	112	\$1,577,032
Women's Sportcoats/ Jackets	\$35	116	\$1,192,395
Women's Suits	\$123	117	\$4,183,630
Women's Undergarments	\$85	110	\$2,882,693
Women's Uniforms/ Other	\$47	115	\$1,579,582
Women's Vests/ Sweater	\$78	112	\$2,637,748

<b>Groceries</b>			
Apples	\$39	110	\$1,337,661
Artificial Sweeteners	\$12	107	\$423,759
Baby Food	\$53	115	\$1,792,200
Bacon	\$37	106	\$1,258,173
Bananas	\$37	107	\$1,249,551
Beef Other	\$19	110	\$651,362
Beef Roast Other	\$20	112	\$684,814
Bologna/ Liverwurst/ Other	\$43	108	\$1,466,239
Bread And Crackers	\$7	112	\$235,561
Bread Other Than White	\$94	108	\$3,197,821
Butter	\$34	110	\$1,164,357
Cakes/ Cupcakes	\$70	112	\$2,383,495
Candy And Chewing Gum	\$268	109	\$9,088,662
Canned Vegetables Other	\$47	108	\$1,606,058
Canned And Dried Fruit	\$37	107	\$1,238,510
Canned Beans	\$13	108	\$440,272
Canned Corn	\$8	107	\$276,722
Canned Fish/ Seafood	\$19	109	\$653,877
Carbonated Drinks Other	\$141	112	\$4,779,921
Cereal	\$172	113	\$5,842,389
Cheese	\$167	109	\$5,660,678
Chuck Roast	\$15	108	\$500,869
Coffee Instant	\$43	108	\$1,448,698
Coffee Roasted	\$79	111	\$2,675,720
Cola Drinks	\$237	110	\$8,023,076
Condiments Other	\$33	110	\$1,121,906
Cookies	\$86	110	\$2,928,403
Crackers	\$44	110	\$1,477,296
Dairy Prods/ Powder Milk	\$64	111	\$2,167,320
Donuts/ Sweet Rolls	\$44	110	\$1,506,084
Eggs	\$60	107	\$2,025,425
Fats/ Oils/ Salad Drs	\$75	108	\$2,546,892
Fish: Fresh And Frozen	\$59	113	\$2,015,706
Flour	\$16	105	\$547,076
Food/ Nonalcoholic Beverage Convenience Store	\$404	112	\$13,704,665
Food/ Nonalcoholic Beverage Grocery Store	\$5,387	110	\$182,650,444
Frankfurters	\$40	107	\$1,369,937
Fresh Biscuits/ Rolls	\$81	111	\$2,739,401
Fresh Fruits Other	\$89	110	\$3,007,338
Fresh Milk/ Cream /Other	\$16	109	\$552,094

**Retail Trade Potential**

**Retail Site I**

**Monroe, WA**

<i>Consumer Variable</i>	<i>Dollars/Household</i>	<i>Index</i>	<i>Total Estimated Dollars</i>
Fresh Vegetables Other	\$148	109	\$5,018,632
Fresh Whole Chicken	\$75	111	\$2,537,909
Fresh Whole Milk	\$152	105	\$5,141,664
Fresh/ Frozen Chicken Parts	\$192	112	\$6,502,678
Frozen Fruit/ Other Juices	\$13	110	\$430,171
Frozen Meals	\$49	112	\$1,646,837
Frozen Orange Juice	\$17	111	\$573,601
Frozen Prepared Food Not Meal	\$114	111	\$3,864,217
Frozen Vegetables	\$28	108	\$939,036
Frozen/Refridgerated/ Canned Bakery Products	\$50	112	\$1,690,369
Fruit Juice Fresh/Canned/ Bottled	\$139	109	\$4,715,536
Grocery Store Total Purchase	\$5,402	110	\$183,143,386
Ground Beef	\$100	107	\$3,394,890
Ham Fresh And Canned	\$55	109	\$1,855,288
Ice Cream/ Related Products	\$113	111	\$3,822,835
Jams/ Jellies/ Other Sweets	\$71	110	\$2,403,117
Lamb/ Mutton/ Other Meat	\$20	111	\$674,958
Laundry/ Cleaning Products	\$43	110	\$1,465,921
Lettuce	\$35	109	\$1,187,331
Lunchmeat Other	\$79	110	\$2,670,436
Margarine	\$13	107	\$454,715
Misc Household Paper/ Plastic Products	\$155	110	\$5,264,483
Misc Prepared Foods	\$177	111	\$6,013,117
Noncarbonated Beverages Other	\$112	113	\$3,791,046
Noncarbonated Fruit Flavored Drink	\$51	111	\$1,721,690
Non-Dairy Cream Substitute	\$12	106	\$399,708
Nuts	\$36	113	\$1,208,891
Olives/ Pickles/ Relish	\$18	110	\$615,758
Oranges	\$43	111	\$1,467,153
Over-The-Counter Drugs	\$195	104	\$6,609,023
Paper Towels/ Napkins/ Tissues	\$105	107	\$3,561,704
Pasta/ Cornmeal/ Other	\$60	109	\$2,044,665
Peanut Butter	\$15	109	\$500,381
Pet Food	\$242	110	\$8,220,265
Pies/Tarts Fresh & Other	\$25	109	\$841,605
Pork Chops	\$49	108	\$1,670,324
Pork Other	\$55	109	\$1,872,986
Pork Sausage	\$32	108	\$1,077,183
Potato Chips/ Other Snacks	\$150	111	\$5,087,490
Potatoes	\$43	109	\$1,444,898
Poultry/ Frozen Whole Chicken Other	\$69	113	\$2,347,532
Prepared Flour Mixes	\$27	109	\$919,260
Prepared Salads/ Dessert	\$57	109	\$1,946,502
Rice	\$37	109	\$1,247,905
Round Roast	\$13	109	\$447,786
Round Steak	\$20	107	\$670,542
Salt/ Other Seasonings/ Spices	\$36	111	\$1,231,026
Sauces And Gravies	\$71	112	\$2,393,749
Shellfish: Fresh & Frozen	\$38	112	\$1,289,915
Sirloin Steak	\$37	114	\$1,256,703
Soap And Detergents	\$46	106	\$1,560,934
Soup	\$79	108	\$2,663,885
Steak Other	\$61	111	\$2,077,195
Sugar	\$47	105	\$1,595,118
Tea	\$36	110	\$1,225,370
Tomatoes	\$53	109	\$1,792,655
Topicals And Dressings	\$34	107	\$1,147,652
White Bread	\$67	107	\$2,281,520

## Retail Trade Potential

### Retail Site I

### Monroe, WA

<i>Consumer Variable</i>	<i>Dollars/Household</i>	<i>Index</i>	<i>Total Estimated Dollars</i>
<b>Alcohol</b>			
Alcohol Beverages Other At Home	\$121	109	\$4,091,778
Beer/ Ale/ At Home	\$430	113	\$14,567,356
Whiskey At Home	\$76	108	\$2,573,647
Wine At Home	\$168	118	\$5,690,254
<b>Restaurants and Bars</b>			
Alcoholic Beverages Other Away From Home	\$185	116	\$6,267,310
Beer/ Ale Away From Home	\$319	114	\$10,798,996
Breakfast/ Brunch At Restaurant	\$411	109	\$13,918,501
Dinner At Restaurants/ Café	\$1,857	111	\$62,969,768
Lunch At Restaurants/ Café	\$1,235	111	\$41,879,986
Snacks/Nonalcoholic Beverage	\$361	108	\$12,232,130
Wine Away From Home	\$147	118	\$4,984,765
<b>Tobacco Products</b>			
Cigarettes	\$553	101	\$18,757,074
Cigars/ Tobacco Products	\$74	106	\$2,505,450
Smoking Accessories	\$11	102	\$359,668
<b>Home Improvement and Household Services</b>			
Electrical Work/ Heating/ AC Supplies	\$28	107	\$951,620
Electrical Work/ Heating/AC	\$110	114	\$3,721,185
Hard Flooring Repair Parts	\$64	121	\$2,186,328
Masonry/ Brick/ Stucco Supplies	\$32	107	\$1,068,515
Non-Power Tools	\$31	109	\$1,064,952
Outdoor Equipment	\$13	114	\$436,052
Paint/ Wallpaper Interior	\$30	113	\$1,016,649
Painting Equip, Interior/Exterior	\$3	108	\$97,027
Plaster/ Panel/Insulation	\$249	113	\$8,458,709
Plaster/ Panel/ Roof Supplies	\$33	104	\$1,112,632
Plumbing/ Water Heating Supplies	\$10	107	\$342,592
Plumbing/ Water Heating	\$52	111	\$1,762,030
Power Tools	\$65	111	\$2,194,875
Roofing/ Gutters/ Downspouts	\$124	109	\$4,210,735
Wall To Wall Carpeting	\$152	115	\$5,138,847

## Retail Trade Potential

### Retail Site I

Monroe, WA

<i>Consumer Variable</i>	<i>Dollars/Household</i>	<i>Index</i>	<i>Total Estimated Dollars</i>
<b>Furniture and Décor</b>			
Bathroom Linens	\$63	114	\$2,144,406
Bedroom Linens	\$222	117	\$7,517,748
China And Other Dinnerware	\$135	118	\$4,593,545
Clocks	\$6	117	\$217,257
Closet Storage Items	\$8	117	\$263,232
Curtains And Drapes	\$104	117	\$3,538,026
Encyclopedias/ Other Reference Books	\$2	111	\$74,878
Glassware	\$58	118	\$1,969,685
Infants' Equipment	\$6	112	\$219,547
Infants' Furniture	\$18	112	\$595,690
Kitchen/ Dining Room Furniture	\$93	117	\$3,147,246
Kitchen/ Dining Room Linens	\$13	118	\$428,266
Lamps/ Lighting Fixtures	\$19	114	\$656,187
Living Room Chairs	\$86	113	\$2,906,787
Living Room Tables	\$38	116	\$1,300,310
Luggage/ Travel Items	\$51	119	\$1,733,716
Mattresses And Springs	\$104	113	\$3,531,140
Office Furniture For Home Use	\$28	121	\$938,913
Other Bedroom Furniture	\$126	116	\$4,264,825
Other Drapery Hardware	\$28	109	\$965,632
Other Household Decorative Item	\$98	120	\$3,320,753
Other Linens	\$8	115	\$273,830
Patio/ Porch/ Outdoor Furniture	\$31	121	\$1,065,200
Plastic Dinnerware	\$17	105	\$590,388
Rental Of Furniture	\$5	114	\$165,537
Room-Size Rugs/ Other Coverings	\$54	130	\$1,840,909
Serving Pieces Silver/Other	\$24	117	\$798,968
Sewing Materials For Clothing	\$59	108	\$1,991,819
Sewing Materials For Home	\$58	112	\$1,952,149
Sewing Notions/Pattern	\$28	108	\$952,989
Slipcovers/ Decorative Pillows	\$12	116	\$396,130
Sofas	\$166	112	\$5,623,197
Stainless/ Silver/ Flatware	\$43	104	\$1,470,508
Venetian Blinds/ Window Coverings	\$29	119	\$975,311
Wall Units/ Shelves/ Other	\$90	118	\$3,042,580
<b>Lawn and Garden</b>			
Fresh Flowers/ Potted Plant	\$225	121	\$7,617,700
Gardening/ Lawncare Services	\$179	113	\$6,080,045
Lawn And Garden Supplies	\$167	109	\$5,659,202
Lawn mowing/ Yard Equipment	\$67	107	\$2,267,789
Lawn mowing/ Yard Equipment Rental	\$9	107	\$294,997

## Retail Trade Potential

### Retail Site I

Monroe, WA

<i>Consumer Variable</i>	<i>Dollars/Household</i>	<i>Index</i>	<i>Total Estimated Dollars</i>
<b>Automotive, Service and Maintenance</b>			
Battery Replacement/Audio Equipment/Floormats/Seatcovers	\$316	109	\$10,706,608
Bodywork/ Paint/ Upholstry/Repair	\$89	111	\$3,016,898
Brake Adjustment	\$12	112	\$397,602
Brake Work Excluding Adjustment	\$119	110	\$4,049,765
Clutch/ Transmission Repair	\$122	107	\$4,150,176
Coolant/ Antifreeze/ Fluids	\$10	99	\$343,775
Cooling System Repair	\$52	107	\$1,779,287
Drive Shaft/ Rear-End Repair	\$16	111	\$553,924
Electrical System Repair	\$83	109	\$2,810,765
Exhaust System Repair	\$41	107	\$1,391,242
Front-end Alignment/ Wheelbase	\$30	109	\$1,016,231
Lubrication/ Oil Change	\$167	109	\$5,657,816
Minor Vehicle Repairs Including Tires	\$179	110	\$6,077,554
Misc Vehicle Products	\$30	109	\$1,012,733
Motor Oil	\$40	107	\$1,358,251
Motor Repair/Replacement	\$214	109	\$7,267,940
Motor Tune-Up	\$112	112	\$3,782,012
Shock Absorber Replace	\$15	111	\$495,665
Steering/ Front-end Repair	\$47	109	\$1,578,471
Tires	\$246	110	\$8,342,936
Vehicle Inspection	\$18	111	\$610,558
<b>Automotive - Purchase, Lease and Rental</b>			
Auto Finance Charges	\$310	110	\$10,512,209
Auto Rental Out-Of-Town	\$87	125	\$2,962,159
Auto Rentals and Leases Excluding for Trips	\$621	123	\$21,069,412
Automobile Sold Amount	\$417	111	\$14,128,885
New Car Trade-In Allowance	\$139	121	\$4,707,937
New Cars	\$16	111	\$553,924
New Trucks Or Vans	\$83	109	\$2,810,765
New Trucks/ Vans Trade In	\$167	115	\$5,668,368
Truck Or Van Rental	\$17	115	\$573,208
Truck/ Van/ Motorcycle Finance Charges	\$243	109	\$8,238,421
Truck/Van Amount Sold	\$282	105	\$9,548,816
Used Cars	\$41	107	\$1,391,242
Used Trucks Or Vans	\$30	109	\$1,016,231
<b>Fuel</b>			
Coal/Wood/ Other Fuels	\$9	100	\$292,324
Fuel Oil	\$44	120	\$1,495,892
Gas Bottled Or Tank	\$51	110	\$1,724,908
Gas/ Diesel Fuel/ Gasahol	\$1,771	108	\$60,058,228

## Retail Trade Potential

### Retail Site I

Monroe, WA

<i>Consumer Variable</i>	<i>Dollars/Household</i>	<i>Index</i>	<i>Total Estimated Dollars</i>
<b>Electronics and Appliances</b>			
B/W TV/ Other TV Combo	\$2	104	\$56,630
Calculators/ Typewriters/ Other	\$6	109	\$216,394
CDs/Tapes/ Records/ Needles	\$110	112	\$3,717,129
CDs/Tapes/ Videos From Clubs	\$26	108	\$881,022
Clothes Dryer	\$34	107	\$1,150,630
Clothes Washer	\$44	105	\$1,506,631
Color TV Console/ Big Screen	\$89	104	\$3,020,365
Color TV Portable/ Table	\$174	111	\$5,907,781
Comp Software Non-Business Use	\$43	119	\$1,453,501
Computer Systems For Non-Business Use	\$340	117	\$11,529,495
Computer Systems/ Equipment Repair	\$4	117	\$150,120
Cooking Stove/ Range/ Oven	\$55	110	\$1,864,911
Dishwasher/ Garbage Disposal	\$31	113	\$1,042,010
Electric Personal Care Appliances	\$10	111	\$329,196
Electrical Floor Cleaning Equipment	\$27	106	\$929,905
Laundry/ Cleaning/ Misc Household Equipment	\$101	111	\$3,432,383
Microwave Oven	\$17	106	\$567,485
Non-Electric Cookware	\$115	111	\$3,915,518
Other Sound/ Video Equipment	\$39	117	\$1,308,361
Phonographs/ Records/ Tapeplayers	\$9	113	\$309,730
Portable Heating/ Cooling Equipment	\$14	107	\$469,235
Radio	\$27	110	\$923,181
Refrigerator/ Home Frozen	\$107	110	\$3,613,340
Sewing Machines	\$5	109	\$173,691
Small Electrical Kitchen Appliances	\$35	110	\$1,199,818
Smoke Alarms/ Detectors	\$19	114	\$629,356
Sound Systems/ Components/ CD Players	\$150	113	\$5,071,857
Telephone Answering Devices	\$5	111	\$155,289
Telephones And Accessories	\$29	113	\$971,051
Television Rental	\$1	88	\$42,706
TV Computer Games/ Software	\$42	113	\$1,436,842
TV/Radio/ Sound Equipment Repair	\$37	109	\$1,238,453
VCR/Radio/ Sound Equipment Rental	\$1	114	\$41,289
VCR/Video Camera/ Disc Player	\$56	112	\$1,907,979
Video Cassettes/ Tapes/ Discs	\$55	111	\$1,880,353
Window Air Conditioner	\$11	99	\$362,881
<b>Recreation</b>			
Bicycles	\$44	118	\$1,477,382
Boat/ Outboard Motor	\$189	122	\$6,391,739
Camper Coach/ Trailer Rental	\$136	109	\$4,596,394
Camping Equipment	\$18	115	\$621,024
Hunting/ Fishing Equipment	\$23	104	\$775,478
Motorcycles/ Scooters/ Mopeds	\$96	103	\$3,239,057
Ping-Pong/ Pool Tables	\$181	118	\$6,153,152
Playground Equipment	\$23	115	\$785,170
Sports/ Exercise Equipment Rental	\$10	118	\$338,969
Toys/Games/ Hobbies	\$498	114	\$16,894,988
Water/ Misc Sports Equipment	\$113	103	\$3,819,983
Winter Sports Equipment	\$23	103	\$769,338

## Retail Trade Potential

### Retail Site I

Monroe, WA

<i>Consumer Variable</i>	<i>Dollars/Household</i>	<i>Index</i>	<i>Total Estimated Dollars</i>
<b>Entertainment</b>			
Admission For Entertainment	\$78	116	\$2,654,901
Books Not Thru Clubs	\$141	116	\$4,786,583
Coin Pinball/ Video Games	\$126	108	\$4,263,667
Entertainment Misc Out-Of-Town	\$185	116	\$6,278,947
Entertainment Expense Out-Of-Town	\$50	116	\$1,687,275
Magazines/ Periodicals/ Newsletters	\$215	109	\$7,294,410
Newspapers	\$159	106	\$5,384,684
Parimutual Losses/ Sports Licenses	\$58	111	\$1,960,614
Participation Fees For Sports	\$76	113	\$2,578,457
Participation Fees Sports Out of Town	\$37	123	\$1,243,367
Pool/ Country/ Auto Club	\$188	114	\$6,376,940
Recreational Lessons Fees	\$95	121	\$3,236,317
Sports Admission Out-Of-Town	\$44	116	\$1,491,386
Sports Events Admission Fee	\$84	122	\$2,859,788
Video Rentals	\$88	115	\$2,999,696

<b>Other Retail</b>			
Cosmetics/ Perfume	\$244	114	\$8,266,042
Deodorant/ Feminine Hygiene	\$69	109	\$2,348,321
Eyeglasses/ Contact Lenses	\$102	105	\$3,456,311
Hair Care Products	\$142	113	\$4,808,516
Jewelry	\$574	121	\$19,472,178
Musical Instruments/ Supplies	\$33	117	\$1,118,523
Non-Electrical Accessories For Hair	\$17	111	\$590,329
Oral Hygiene Products	\$62	108	\$2,099,333
Pets/ Supplies/ Medicine	\$24	115	\$818,752
Photographic Equipment	\$61	119	\$2,083,778
Photographic Film	\$70	112	\$2,384,228
Shaving Needs	\$34	110	\$1,149,656
Stationary/ Gift-wrap/ Greeting Card	\$261	111	\$8,856,407
Watches	\$79	121	\$2,685,217
Wigs/ Hairpieces/ Toupees	\$1	114	\$42,261

<b>Other Services</b>			
Apparel Laundry Coin-Operated	\$41	93	\$1,386,948
Apparel Laundry Not Coin Operated	\$113	119	\$3,845,734
Books Thru Book Clubs	\$25	112	\$836,878
Clothing Rental	\$128	113	\$4,347,696
Clothing Storage	\$14	119	\$464,678
Clothing/ Accessory Repair	\$235	118	\$7,952,804
Film Processing	\$78	114	\$2,627,858
Household Appliance Repair	\$41	110	\$1,394,429
Housekeeping Services	\$184	119	\$6,234,118
Musical Instruments Rental	\$3	118	\$113,831
Non-Clothing Household Laundry	\$7	101	\$242,397
Office Equipment/ Household Equipment Rental	\$5	97	\$180,309
Personal Care Appliances Rental/Repair	\$8	114	\$254,908
Personal Care Services Females	\$230	109	\$7,802,404
Personal Care Services Males	\$124	111	\$4,197,585
Pest Control/ Misc Home Services	\$69	111	\$2,343,353
Pet Services	\$5	123	\$179,815
Photographer Fees	\$70	111	\$2,390,253
Shoe Repair/ Shoe Services	\$5	111	\$154,564
Watch And Jewelry Repair	\$21	113	\$702,889
Water Softening Services	\$11	110	\$372,195

## Retail Trade Potential

### Retail Site I

Monroe, WA

<i>Consumer Variable</i>	<i>Dollars/Household</i>	<i>Index</i>	<i>Total Estimated Dollars</i>
<b>Miscellaneous</b>			
Accounting Fees	\$93	125	\$3,143,176
Airfares Out-Of-Town	\$712	125	\$24,130,538
Bank Service Charges	\$941	105	\$31,915,755
Blue Cross/ Blue Shield	\$103	103	\$3,477,104
Cash Support Including Alimony and Child Support	\$555	123	\$18,825,999
Cash Support To College Student	\$215	127	\$7,303,791
Catered Affairs	\$114	116	\$3,863,534
Cemetery Lots Or Vault	\$39	100	\$1,330,232
Childcare/ Eldercare	\$126	105	\$4,264,178
Contribution To Charities	\$170	117	\$5,778,160
Contribution To Churches	\$469	111	\$15,916,404
Contribution To Educational Orgs	\$59	127	\$2,000,708
Contribution To Other Organizations	\$24	115	\$809,725
Contribution To Political Orgs	\$10	127	\$322,955
Dental Care	\$612	103	\$20,754,867
Electricity	\$832	108	\$28,198,502
Eye Exams/ Treatment/ Surgery	\$86	99	\$2,910,130
Finance Charges Excluding Mortgage/Vehicles	\$333	111	\$11,296,314
Fire and Extended Coverage Insurance	\$7	117	\$235,582
Food/ Board At School	\$98	119	\$3,313,368
Funeral/ Burial/ Cremation	\$139	102	\$4,717,684
Furniture Repair/ Refinishing/ Reupholstry	\$47	123	\$1,609,077
Gifts Of Cash/ Bonds/Stocks	\$386	119	\$13,103,344
Commercial Health Insurance	\$216	108	\$7,325,638
Health Maintenance Plans	\$507	104	\$17,185,943
Homeowners Insurance	\$257	110	\$8,726,286
Hospital Room And Meal	\$166	103	\$5,636,571
Hospital Services Other Than Room	\$109	101	\$3,697,754
Lab Tests And X-Rays	\$71	104	\$2,390,330
Legal Fees	\$960	122	\$32,541,581
Life/ Annuity/ Other Insurance	\$618	115	\$20,953,183
Lodging Away From Home	\$349	123	\$11,827,550
Medical Practitioner/ Nurse Services	\$124	101	\$4,199,467
Medical/ Surgical Equipment/ Hearing Aid	\$29	88	\$984,745
Medicare Supplies/ Other Insurance	\$113	89	\$3,834,359
Misc Personal Services Including Advertisements	\$63	115	\$2,129,690
Money Given To Organizations	\$1,106	111	\$37,482,878
Moving/ Storage/ Freight	\$136	120	\$4,602,747
Natural Or Utility Gas	\$413	109	\$14,000,980
Other Non-Health Insurance	\$12	123	\$407,232
Physicians' Services	\$356	99	\$12,056,010
Preschool Misc Expense	\$223	113	\$7,552,823
Rent Of Dwelling	\$2,843	96	\$96,374,411
Safe Deposit Boxes	\$170	111	\$5,774,942
School Books For College	\$162	103	\$5,486,377
School Books For Elementary/High School	\$56	122	\$1,891,370
School Books Preschool	\$10	108	\$336,144
Security System Management Fees	\$17	114	\$580,613
Telephone Services/ All Types	\$1,372	105	\$46,503,721
Tuition For School/ All Levels	\$1,054	116	\$35,721,747
Vehicle Insurance	\$1,548	109	\$52,473,828
Veterinarian Expense For Pets	\$132	116	\$4,463,807

## Retail Trade Potential

### Retail Site 2

### Monroe, WA

<i>Consumer Variable - Major Categories</i>	<i>Total Estimated Dollars</i>
Children's Apparel	\$26,030,675
Men's Apparel	\$33,576,275
Women's Apparel	\$50,865,487
Groceries	\$171,794,451
Alcohol	\$25,253,855
Restaurants and Bars	\$143,396,655
Tobacco Products	\$20,285,456
Home Improvement and Household Services	\$31,624,480
Furniture and Décor	\$61,315,604
Lawn and Garden	\$20,527,542
Automotive - Service and Maintenance	\$62,205,989
Automotive - Purchase, Lease and Rental	\$77,901,707
Fuel	\$59,544,602
Electronics and Appliances	\$59,392,424
Recreation	\$42,960,301
Entertainment	\$51,634,049
Other Retail	\$56,376,809
Other Services	\$44,998,592
Miscellaneous	\$615,162,179
<b>TOTAL</b>	<b>\$1,654,847,131</b>

## Retail Trade Potential

### Retail Site 2

Monroe, WA

<i>Consumer Variable</i>	<i>Dollars/Household</i>	<i>Index</i>	<i>Total Estimated Dollars</i>
<b>Children's Apparel</b>			
Boys' Accessories	\$3	117	\$109,693
Boys' Coats/Jackets/Furs	\$15	112	\$465,363
Boys' Footwear	\$62	116	\$1,987,250
Boys' Hosiery	\$8	116	\$250,502
Boys' Nightwear	\$4	117	\$125,920
Boys' Pants	\$77	115	\$2,446,450
Boys' Shirts	\$54	115	\$1,729,459
Boys' Shorts	\$32	115	\$1,005,747
Boys' Suits, Sportcoats, and Vests	\$8	115	\$243,002
Boys' Sweaters	\$6	114	\$187,067
Boys' Underwear	\$13	115	\$397,616
Boys' Uniforms/ Other Clothing	\$50	118	\$1,602,864
Girls' Accessories	\$4	115	\$132,898
Girls' Active Sportswear	\$10	116	\$319,153
Girls' Coats/Jackets /Fur	\$15	111	\$487,882
Girls' Dresses/ Suits	\$41	115	\$1,298,369
Girls' Footwear	\$58	116	\$1,838,011
Girls' Hosiery	\$8	115	\$243,417
Girls' Shorts	\$33	116	\$1,035,102
Girls' Skirts, Culottes and Pants	\$67	115	\$2,146,060
Girls' Sport Coats/ Other	\$62	116	\$1,958,162
Girls' Underwear/ Nightwear	\$21	115	\$677,783
Girls' Uniforms/ Other	\$27	118	\$863,003
Infants' Coats	\$6	115	\$196,182
Infants' Dresses	\$48	113	\$1,520,450
Infants' Sleeping Garment	\$9	113	\$288,645
Infants' Underwear/ Diaper	\$63	109	\$2,018,091
Infants' Accessories, Hosiery, Footwear and Uniforms	\$14	111	\$456,532

<b>Men's Apparel</b>			
Men's Footwear	\$164	117	\$5,224,409
Men's Accessories	\$33	112	\$1,040,933
Men's Active Sportswear	\$30	116	\$939,762
Men's Coats And Jacket	\$60	116	\$1,900,802
Men's Hosiery	\$23	116	\$722,298
Men's Nightwear	\$8	117	\$256,628
Men's Pants	\$226	115	\$7,174,825
Men's Shirts	\$204	115	\$6,471,427
Men's Shorts	\$52	115	\$1,662,426
Men's Sport Coats	\$43	115	\$1,382,338
Men's Suits	\$114	114	\$3,612,968
Men's Sweaters/ Vests	\$36	115	\$1,132,975
Men's Underwear	\$35	118	\$1,102,752
Men's Uniforms/ Other	\$30	115	\$951,731

## Retail Trade Potential

### Retail Site 2

Monroe, WA

<i>Consumer Variable</i>	<i>Dollars/Household</i>	<i>Index</i>	<i>Total Estimated Dollars</i>
<b>Women's Apparel</b>			
Women's Accessories	\$45	113	\$1,422,046
Women's Active Sportswear	\$43	114	\$1,359,560
Women's Coats/Jackets/ Furs	\$72	112	\$2,279,012
Women's Dresses	\$239	113	\$7,611,237
Women's Footwear	\$223	110	\$7,093,610
Women's Hosiery	\$55	110	\$1,738,793
Women's Nightwear	\$34	112	\$1,082,430
Women's Pants	\$204	110	\$6,501,711
Women's Shirts/ Blouses	\$207	110	\$6,584,119
Women's Shorts	\$64	109	\$2,019,303
Women's Skirts/ Culottes	\$46	112	\$1,478,515
Women's Sportcoats/ Jackets	\$35	116	\$1,117,545
Women's Suits	\$123	117	\$3,920,848
Women's Undergarments	\$85	110	\$2,703,243
Women's Uniforms/ Other	\$47	115	\$1,480,596
Women's Vests/ Sweater	\$78	112	\$2,472,918

<b>Groceries</b>			
Apples	\$39	110	\$1,254,906
Artificial Sweeteners	\$13	107	\$397,965
Baby Food	\$53	115	\$1,681,480
Bacon	\$37	107	\$1,181,055
Bananas	\$37	107	\$1,172,517
Beef Other	\$19	110	\$610,851
Beef Roast Other	\$20	112	\$642,223
Bologna/ Liverwurst/ Other	\$43	108	\$1,375,894
Bread And Crackers	\$7	112	\$220,901
Bread Other Than White	\$94	108	\$3,000,146
Butter	\$34	110	\$1,092,112
Cakes/ Cupcakes	\$70	112	\$2,235,496
Candy And Chewing Gum	\$268	109	\$8,525,143
Canned Vegetables Other	\$47	108	\$1,506,842
Canned And Dried Fruit	\$37	107	\$1,162,271
Canned Beans	\$13	108	\$413,241
Canned Corn	\$8	107	\$259,699
Canned Fish/ Seafood	\$19	109	\$613,413
Carbonated Drinks Other	\$141	112	\$4,481,587
Cereal	\$173	113	\$5,488,340
Cheese	\$167	109	\$5,310,563
Chuck Roast	\$15	108	\$470,070
Coffee Instant	\$43	108	\$1,359,771
Coffee Roasted	\$79	111	\$2,509,088
Cola Drinks	\$237	110	\$7,527,167
Condiments Other	\$33	110	\$1,052,468
Cookies	\$86	110	\$2,746,824
Crackers	\$44	110	\$1,385,550
Dairy Prods/ Powder Milk	\$64	111	\$2,032,578
Donuts/ Sweet Rolls	\$44	110	\$1,412,761
Eggs	\$60	107	\$1,900,852
Fats/ Oils/ Salad Drs	\$75	108	\$2,389,690
Fish: Fresh And Frozen	\$59	113	\$1,889,687
Flour	\$16	105	\$513,645
Food/ Nonalcoholic Beverage Convenience Store	\$404	112	\$12,849,688
Food/ Nonalcoholic Beverage Grocery Store	\$5,388	110	\$171,333,349
Frankfurters	\$40	107	\$1,285,542
Fresh Biscuits/ Rolls	\$81	111	\$2,568,630
Fresh Fruits Other	\$89	110	\$2,820,758
Fresh Milk/ Cream /Other	\$16	109	\$518,011

**Retail Trade Potential**

**Retail Site 2**

**Monroe, WA**

<i>Consumer Variable</i>	<i>Dollars/Household</i>	<i>Index</i>	<i>Total Estimated Dollars</i>
Fresh Vegetables Other	\$148	109	\$4,708,210
Fresh Whole Chicken	\$75	111	\$2,380,544
Fresh Whole Milk	\$152	105	\$4,827,070
Fresh/ Frozen Chicken Parts	\$192	112	\$6,096,965
Frozen Fruit/ Other Juices	\$13	110	\$403,530
Frozen Meals	\$49	112	\$1,544,486
Frozen Orange Juice	\$17	111	\$537,822
Frozen Prepared Food Not Meal	\$114	111	\$3,624,220
Frozen Vegetables	\$28	108	\$881,007
Frozen/Refridgerated/ Canned Bakery Products	\$50	112	\$1,585,520
Fruit Juice Fresh/Canned/ Bottled	\$139	109	\$4,424,612
Grocery Store Total Purchase	\$5,403	110	\$171,794,451
Ground Beef	\$100	108	\$3,185,916
Ham Fresh And Canned	\$55	109	\$1,740,576
Ice Cream/ Related Products	\$113	111	\$3,584,977
Jams/ Jellies/ Other Sweets	\$71	110	\$2,254,618
Lamb/ Mutton/ Other Meat	\$20	111	\$633,202
Laundry/ Cleaning Products	\$43	110	\$1,374,282
Lettuce	\$35	109	\$1,113,610
Lunchmeat Other	\$79	110	\$2,505,265
Margarine	\$13	107	\$426,747
Misc Household Paper/ Plastic Products	\$155	110	\$4,933,309
Misc Prepared Foods	\$177	111	\$5,641,015
Noncarbonated Beverages Other	\$112	113	\$3,554,635
Noncarbonated Fruit Flavored Drink	\$51	111	\$1,615,761
Non-Dairy Cream Substitute	\$12	106	\$375,213
Nuts	\$36	113	\$1,133,523
Olives/ Pickles/ Relish	\$18	110	\$577,528
Oranges	\$43	111	\$1,376,359
Over-The-Counter Drugs	\$195	104	\$6,197,981
Paper Towels/ Napkins/ Tissues	\$105	107	\$3,339,347
Pasta/ Cornmeal/ Other	\$60	109	\$1,917,989
Peanut Butter	\$15	109	\$469,438
Pet Food	\$242	110	\$7,705,602
Pies/Tarts Fresh & Other	\$25	109	\$789,529
Pork Chops	\$49	108	\$1,566,868
Pork Other	\$55	109	\$1,756,831
Pork Sausage	\$32	108	\$1,010,690
Potato Chips/ Other Snacks	\$150	111	\$4,771,133
Potatoes	\$43	109	\$1,355,729
Poultry/ Frozen Whole Chicken Other	\$69	113	\$2,201,538
Prepared Flour Mixes	\$27	109	\$862,396
Prepared Salads/ Dessert	\$57	109	\$1,826,467
Rice	\$37	109	\$1,170,597
Round Roast	\$13	109	\$420,062
Round Steak	\$20	107	\$629,175
Salt/ Other Seasonings/ Spices	\$36	111	\$1,154,802
Sauces And Gravies	\$71	112	\$2,245,072
Shellfish: Fresh & Frozen	\$38	112	\$1,209,845
Sirloin Steak	\$37	114	\$1,178,020
Soap And Detergents	\$46	106	\$1,463,401
Soup	\$79	108	\$2,499,054
Steak Other	\$61	111	\$1,947,835
Sugar	\$47	105	\$1,497,591
Tea	\$36	110	\$1,149,589
Tomatoes	\$53	109	\$1,681,982
Topicals And Dressings	\$34	107	\$1,075,674
White Bread	\$67	107	\$2,141,104

## Retail Trade Potential

### Retail Site 2

### Monroe, WA

<i>Consumer Variable</i>	<i>Dollars/Household</i>	<i>Index</i>	<i>Total Estimated Dollars</i>
<b>Alcohol</b>			
Alcohol Beverages Other At Home	\$121	109	\$3,833,120
Beer/ Ale/ At Home	\$430	113	\$13,682,792
Whiskey At Home	\$76	108	\$2,412,307
Wine At Home	\$167	118	\$5,325,636
<b>Restaurants and Bars</b>			
Alcoholic Beverages Other Away From Home	\$185	116	\$5,876,901
Beer/ Ale Away From Home	\$319	114	\$10,130,066
Breakfast/ Brunch At Restaurant	\$410	109	\$13,041,916
Dinner At Restaurants/ Café	\$1,855	111	\$58,985,358
Lunch At Restaurants/ Café	\$1,234	110	\$39,227,634
Snacks/Nonalcoholic Beverage	\$360	108	\$11,460,794
Wine Away From Home	\$147	118	\$4,673,985
<b>Tobacco Products</b>			
Cigarettes	\$553	101	\$17,597,167
Cigars/ Tobacco Products	\$74	106	\$2,351,068
Smoking Accessories	\$11	102	\$337,221
<b>Home Improvement and Household Services</b>			
Electrical Work/ Heating/ AC Supplies	\$28	107	\$891,784
Electrical Work/ Heating/AC	\$110	113	\$3,484,856
Hard Flooring Repair Parts	\$64	121	\$2,046,342
Masonry/ Brick/ Stucco Supplies	\$31	107	\$1,000,381
Non-Power Tools	\$31	109	\$998,045
Outdoor Equipment	\$13	114	\$408,569
Paint/ Wallpaper Interior	\$30	113	\$951,530
Painting Equip. Interior/Exterior	\$3	108	\$90,873
Plaster/ Panel/Insulation	\$249	113	\$7,922,242
Plaster/ Panel/ Roof Supplies	\$33	104	\$1,042,784
Plumbing/ Water Heating Supplies	\$10	107	\$321,287
Plumbing/ Water Heating	\$52	111	\$1,650,242
Power Tools	\$65	111	\$2,058,119
Roofing/ Gutters/ Downspouts	\$124	109	\$3,943,542
Wall To Wall Carpeting	\$151	115	\$4,813,884

## Retail Trade Potential

### Retail Site 2

Monroe, WA

<i>Consumer Variable</i>	<i>Dollars/Household</i>	<i>Index</i>	<i>Total Estimated Dollars</i>
<b>Furniture and Décor</b>			
Bathroom Linens	\$63	114	\$2,008,075
Bedroom Linens	\$221	116	\$7,035,443
China And Other Dinnerware	\$135	118	\$4,302,367
Clocks	\$6	116	\$203,391
Closet Storage Items	\$8	117	\$246,581
Curtains And Drapes	\$104	116	\$3,312,020
Encyclopedias/ Other Reference Books	\$2	111	\$70,172
Glassware	\$58	118	\$1,844,409
Infants' Equipment	\$6	113	\$206,063
Infants' Furniture	\$18	112	\$557,910
Kitchen/ Dining Room Furniture	\$93	117	\$2,945,520
Kitchen/ Dining Room Linens	\$13	118	\$400,839
Lamps/ Lighting Fixtures	\$19	114	\$614,885
Living Room Chairs	\$86	113	\$2,723,868
Living Room Tables	\$38	116	\$1,217,668
Luggage/ Travel Items	\$51	118	\$1,623,547
Mattresses And Springs	\$104	113	\$3,307,318
Office Furniture For Home Use	\$28	121	\$879,231
Other Bedroom Furniture	\$126	115	\$3,993,551
Other Drapery Hardware	\$28	109	\$904,890
Other Household Decorative Item	\$98	120	\$3,109,702
Other Linens	\$8	115	\$256,461
Patio/ Porch/ Outdoor Furniture	\$31	121	\$997,535
Plastic Dinnerware	\$17	105	\$553,066
Rental Of Furniture	\$5	114	\$155,501
Room-Size Rugs/ Other Coverings	\$54	129	\$1,724,903
Serving Pieces Silver/Other	\$24	116	\$747,600
Sewing Materials For Clothing	\$59	108	\$1,868,171
Sewing Materials For Home	\$58	112	\$1,830,767
Sewing Notions/Pattern	\$28	108	\$893,997
Slipcovers/ Decorative Pillows	\$12	116	\$371,116
Sofas	\$166	112	\$5,266,862
Stainless/ Silver/ Flatware	\$43	104	\$1,379,867
Venetian Blinds/ Window Coverings	\$29	119	\$913,370
Wall Units/ Shelves/ Other	\$90	118	\$2,848,939
<b>Lawn and Garden</b>			
Fresh Flowers/ Potted Plant	\$224	120	\$7,126,037
Gardening/ Lawn care Services	\$179	113	\$5,698,056
Lawn And Garden Supplies	\$167	109	\$5,301,670
Lawn mowing/ Yard Equipment	\$67	107	\$2,125,224
Lawn mowing/ Yard Equipment Rental	\$9	106	\$276,555

## Retail Trade Potential

### Retail Site 2

Monroe, WA

<i>Consumer Variable</i>	<i>Dollars/Household</i>	<i>Index</i>	<i>Total Estimated Dollars</i>
<b>Automotive, Service and Maintenance</b>			
Battery Replacement/Audio Equipment/Floormats/Seatcovers	\$315	109	\$10,023,884
Bodywork/ Paint/ Upholstry/Repair	\$89	111	\$2,825,440
Brake Adjustment	\$12	111	\$372,548
Brake Work Excluding Adjustment	\$119	110	\$3,793,923
Clutch/ Transmission Repair	\$122	107	\$3,889,480
Coolant/ Antifreeze/ Fluids	\$10	99	\$322,270
Cooling System Repair	\$52	107	\$1,667,588
Drive Shaft/ Rear-End Repair	\$16	111	\$518,881
Electrical System Repair	\$83	109	\$2,634,703
Exhaust System Repair	\$41	107	\$1,303,804
Front-end Alignment/ Wheelbase	\$30	109	\$952,312
Lubrication/ Oil Change	\$167	109	\$5,301,278
Minor Vehicle Repairs Including Tires	\$179	110	\$5,694,508
Misc Vehicle Products	\$30	109	\$948,850
Motor Oil	\$40	107	\$1,274,589
Motor Repair/Replacement	\$214	109	\$6,811,173
Motor Tune-Up	\$111	112	\$3,542,679
Shock Absorber Replace	\$15	111	\$464,360
Steering/ Front-end Repair	\$47	109	\$1,479,234
Tires	\$246	110	\$7,813,022
Vehicle Inspection	\$18	111	\$571,464

<b>Automotive - Purchase, Lease and Rental</b>			
Auto Finance Charges	\$310	110	\$9,845,117
Auto Rental Out-Of-Town	\$87	124	\$2,770,825
Auto Rentals and Leases Excluding for Trips	\$620	123	\$19,726,707
Automobile Sold Amount	\$416	111	\$13,237,235
New Car Trade-In Allowance	\$139	120	\$4,407,704
New Cars	\$16	111	\$518,881
New Trucks Or Vans	\$83	109	\$2,634,703
New Trucks/ Vans Trade In	\$167	115	\$5,308,566
Truck Or Van Rental	\$17	115	\$536,581
Truck/ Van/ Motorcycle Finance Charges	\$243	109	\$7,712,370
Truck/Van Amount Sold	\$281	105	\$8,946,902
Used Cars	\$41	107	\$1,303,804
Used Trucks Or Vans	\$30	109	\$952,312

<b>Fuel</b>			
Coal/Wood/ Other Fuels	\$9	100	\$274,155
Fuel Oil	\$44	120	\$1,400,066
Gas Bottled Or Tank	\$51	110	\$1,616,729
Gas/ Diesel Fuel/ Gasahol	\$1,769	108	\$56,253,652

## Retail Trade Potential

### Retail Site 2

Monroe, WA

<i>Consumer Variable</i>	<i>Dollars/Household</i>	<i>Index</i>	<i>Total Estimated Dollars</i>
<b>Electronics and Appliances</b>			
B/W TV/ Other TV Combo	\$2	104	\$53,122
Calculators/ Typewriters/ Other	\$6	109	\$202,836
CDs/Tapes/ Records/ Needles	\$109	112	\$3,479,912
CDs/Tapes/ Videos From Clubs	\$26	108	\$825,091
Clothes Dryer	\$34	107	\$1,078,055
Clothes Washer	\$44	105	\$1,412,523
Color TV Console/ Big Screen	\$89	104	\$2,832,537
Color TV Portable/ Table	\$174	111	\$5,535,138
Comp Software Non-Business Use	\$43	119	\$1,360,653
Computer Systems For Non-Business Use	\$339	117	\$10,791,511
Computer Systems/ Equipment Repair	\$4	117	\$140,572
Cooking Stove/ Range/ Oven	\$55	110	\$1,747,496
Dishwasher/ Garbage Disposal	\$31	113	\$976,311
Electric Personal Care Appliances	\$10	110	\$308,438
Electrical Floor Cleaning Equipment	\$27	106	\$872,750
Laundry/ Cleaning/ Misc Household Equipment	\$101	110	\$3,214,297
Microwave Oven	\$17	106	\$531,590
Non-Electric Cookware	\$115	111	\$3,667,869
Other Sound/ Video Equipment	\$39	116	\$1,225,653
Phonographs/ Records/ Tapeplayers	\$9	113	\$290,161
Portable Heating/ Cooling Equipment	\$14	107	\$439,818
Radio	\$27	110	\$865,018
Refrigerator/ Home Frozen	\$107	110	\$3,387,360
Sewing Machines	\$5	109	\$163,072
Small Electrical Kitchen Appliances	\$35	110	\$1,124,092
Smoke Alarms/ Detectors	\$19	114	\$589,736
Sound Systems/ Components/ CD Players	\$149	113	\$4,747,273
Telephone Answering Devices	\$5	111	\$145,474
Telephones And Accessories	\$29	112	\$909,638
Television Rental	\$1	88	\$40,045
TV Computer Games/ Software	\$42	112	\$1,345,542
TV/Radio/ Sound Equipment Repair	\$37	109	\$1,160,685
VCR/Radio/ Sound Equipment Rental	\$1	114	\$38,786
VCR/Video Camera/ Disc Player	\$56	112	\$1,787,278
Video Cassettes/ Tapes/ Discs	\$55	111	\$1,761,649
Window Air Conditioner	\$11	99	\$340,445
<b>Recreation</b>			
Bicycles	\$44	117	\$1,384,210
Boat/ Outboard Motor	\$188	122	\$5,978,763
Camper Coach/ Trailer Rental	\$135	109	\$4,303,330
Camping Equipment	\$18	115	\$580,980
Hunting/ Fishing Equipment	\$23	104	\$727,178
Motorcycles/ Scooters/ Mopeds	\$95	103	\$3,033,816
Ping-Pong/ Pool Tables	\$181	118	\$5,761,683
Playground Equipment	\$23	115	\$734,575
Sports/ Exercise Equipment Rental	\$10	118	\$317,492
Toys/Games/ Hobbies	\$498	114	\$15,834,447
Water/ Misc Sports Equipment	\$113	103	\$3,582,393
Winter Sports Equipment	\$23	103	\$721,434

## Retail Trade Potential

### Retail Site 2

Monroe, WA

<i>Consumer Variable</i>	<i>Dollars/Household</i>	<i>Index</i>	<i>Total Estimated Dollars</i>
<b>Entertainment</b>			
Admission For Entertainment	\$78	116	\$2,488,660
Books Not Thru Clubs	\$141	116	\$4,483,088
Coin Pinball/ Video Games	\$126	108	\$3,997,763
Entertainment Misc Out-Of-Town	\$185	116	\$5,884,481
Entertainment Expense Out-Of-Town	\$50	116	\$1,581,740
Magazines/ Periodicals/ Newsletters	\$215	109	\$6,835,594
Newspapers	\$159	106	\$5,048,167
Parimutual Losses/ Sports Licenses	\$58	111	\$1,836,956
Participation Fees For Sports	\$76	113	\$2,417,030
Participation Fees Sports Out of Town	\$37	122	\$1,164,849
Pool/ Country/ Auto Club	\$188	114	\$5,975,014
Recreational Lessons Fees	\$95	121	\$3,031,140
Sports Admission Out-Of-Town	\$44	116	\$1,398,162
Sports Events Admission Fee	\$84	122	\$2,679,023
Video Rentals	\$88	115	\$2,812,382

<b>Other Retail</b>			
Cosmetics/ Perfume	\$244	114	\$7,752,412
Deodorant/ Feminine Hygiene	\$69	109	\$2,200,689
Eyeglasses/ Contact Lenses	\$102	105	\$3,244,546
Hair Care Products	\$142	113	\$4,511,015
Jewelry	\$573	121	\$18,219,822
Musical Instruments/ Supplies	\$33	117	\$1,048,277
Non-Electrical Accessories For Hair	\$17	111	\$553,561
Oral Hygiene Products	\$62	108	\$1,968,103
Pets/ Supplies/ Medicine	\$24	115	\$767,090
Photographic Equipment	\$61	119	\$1,948,264
Photographic Film	\$70	112	\$2,232,955
Shaving Needs	\$34	110	\$1,078,168
Stationary/ Gift-wrap/ Greeting Card	\$261	111	\$8,299,648
Watches	\$79	120	\$2,512,558
Wigs/ Hairpieces/ Toupees	\$1	114	\$39,701

<b>Other Services</b>			
Apparel Laundry Coin-Operated	\$41	93	\$1,300,563
Apparel Laundry Not Coin Operated	\$113	119	\$3,600,468
Books Thru Book Clubs	\$25	111	\$784,056
Clothing Rental	\$128	113	\$4,071,202
Clothing Storage	\$14	119	\$435,276
Clothing/ Accessory Repair	\$234	118	\$7,447,836
Film Processing	\$77	113	\$2,461,085
Household Appliance Repair	\$41	110	\$1,306,577
Housekeeping Services	\$184	119	\$5,840,477
Musical Instruments Rental	\$3	118	\$106,632
Non-Clothing Household Laundry	\$7	101	\$227,249
Office Equipment/ Household Equipment Rental	\$5	96	\$169,033
Personal Care Appliances Rental/Repair	\$8	114	\$239,454
Personal Care Services Females	\$230	109	\$7,316,969
Personal Care Services Males	\$124	111	\$3,935,807
Pest Control/ Misc Home Services	\$69	111	\$2,195,781
Pet Services	\$5	123	\$168,364
Photographer Fees	\$70	110	\$2,239,848
Shoe Repair/ Shoe Services	\$5	111	\$144,730
Watch And Jewelry Repair	\$21	113	\$658,552
Water Softening Services	\$11	110	\$348,634

## Retail Trade Potential

### Retail Site 2

Monroe, WA

<i>Consumer Variable</i>	<i>Dollars/Household</i>	<i>Index</i>	<i>Total Estimated Dollars</i>
<b>Miscellaneous</b>			
Accounting Fees	\$93	125	\$2,942,380
Airfares Out-Of-Town	\$710	124	\$22,579,176
Bank Service Charges	\$940	105	\$29,901,389
Blue Cross/ Blue Shield	\$103	103	\$3,261,516
Cash Support Including Alimony and Child Support	\$555	123	\$17,637,195
Cash Support To College Student	\$215	127	\$6,840,795
Catered Affairs	\$114	116	\$3,617,146
Cemetery Lots Or Vault	\$39	101	\$1,252,088
Childcare/ Eldercare	\$126	105	\$3,999,799
Contribution To Charities	\$170	117	\$5,411,501
Contribution To Churches	\$469	111	\$14,919,078
Contribution To Educational Orgs	\$59	127	\$1,874,840
Contribution To Other Organizations	\$24	114	\$758,465
Contribution To Political Orgs	\$10	127	\$302,531
Dental Care	\$613	103	\$19,491,761
Electricity	\$831	108	\$26,418,128
Eye Exams/ Treatment/ Surgery	\$86	99	\$2,733,161
Finance Charges Excluding Mortgage/Vehicles	\$333	111	\$10,581,700
Fire and Extended Coverage Insurance	\$7	116	\$220,656
Food/ Board At School	\$98	118	\$3,104,867
Funeral/ Burial/ Cremation	\$140	102	\$4,441,116
Furniture Repair/ Refinishing/ Reupholstry	\$47	123	\$1,507,411
Gifts Of Cash/ Bonds/Stocks	\$386	119	\$12,279,737
Commercial Health Insurance	\$216	108	\$6,867,078
Health Maintenance Plans	\$507	104	\$16,124,036
Homeowners Insurance	\$257	110	\$8,179,788
Hospital Room And Meal	\$166	103	\$5,285,503
Hospital Services Other Than Room	\$109	101	\$3,467,828
Lab Tests And X-Rays	\$71	104	\$2,243,879
Legal Fees	\$958	122	\$30,454,284
Life/ Annuity/ Other Insurance	\$617	114	\$19,628,274
Lodging Away From Home	\$348	123	\$11,066,002
Medical Practitioner/ Nurse Services	\$124	102	\$3,940,368
Medical/ Surgical Equipment/ Hearing Aid	\$29	89	\$925,691
Medicare Supplies/ Other Insurance	\$113	89	\$3,604,413
Misc Personal Services Including Advertisements	\$63	114	\$1,996,202
Money Given To Organizations	\$1,105	111	\$35,138,679
Moving/ Storage/ Freight	\$136	120	\$4,311,497
Natural Or Utility Gas	\$412	109	\$13,112,052
Other Non-Health Insurance	\$12	123	\$381,143
Physicians' Services	\$356	99	\$11,313,955
Preschool Misc Expense	\$223	112	\$7,074,956
Rent Of Dwelling	\$2,841	96	\$90,341,884
Safe Deposit Boxes	\$170	110	\$5,408,814
School Books For College	\$162	103	\$5,147,894
School Books For Elementary/High School	\$56	122	\$1,775,940
School Books Preschool	\$10	108	\$315,110
Security System Management Fees	\$17	114	\$543,981
Telephone Services/ All Types	\$1,371	105	\$43,586,755
Tuition For School/ All Levels	\$1,053	116	\$33,490,292
Vehicle Insurance	\$1,547	109	\$49,177,662
Veterinarian Expense For Pets	\$132	116	\$4,181,781

## Retail Trade Potential

### Retail Site 3

### Monroe, WA

<i>Consumer Variable - Major Categories</i>	<i>Total Estimated Dollars</i>
Children's Apparel	\$25,882,109
Men's Apparel	\$33,378,218
Women's Apparel	\$50,580,099
Groceries	\$171,000,145
Alcohol	\$25,123,734
Restaurants and Bars	\$142,663,060
Tobacco Products	\$20,230,105
Home Improvement and Household Services	\$31,440,050
Furniture and Décor	\$60,910,205
Lawn and Garden	\$20,398,290
Automotive - Service and Maintenance	\$61,926,026
Automotive - Purchase, Lease and Rental	\$77,425,734
Fuel	\$59,290,377
Electronics and Appliances	\$59,074,695
Recreation	\$42,734,046
Entertainment	\$51,329,744
Other Retail	\$56,021,889
Other Services	\$44,718,172
Miscellaneous	\$611,906,905
<b>TOTAL</b>	<b>\$1,646,033,600</b>

**Retail Trade Potential**

**Retail Site 3**

**Monroe, WA**

<i>Consumer Variable</i>	<i>Dollars/Household</i>	<i>Index</i>	<i>Total Estimated Dollars</i>
<b>Children's Apparel</b>			
Boys' Accessories	\$3	117	\$109,008
Boys' Coats/Jackets/Furs	\$15	112	\$463,169
Boys' Footwear	\$62	116	\$1,975,303
Boys' Hosiery	\$8	115	\$248,982
Boys' Nightwear	\$4	116	\$125,178
Boys' Pants	\$77	115	\$2,432,432
Boys' Shirts	\$54	115	\$1,719,889
Boys' Shorts	\$32	114	\$1,000,337
Boys' Suits, Sportcoats, and Vests	\$8	115	\$241,365
Boys' Sweaters	\$6	114	\$186,092
Boys' Underwear	\$12	115	\$395,230
Boys' Uniforms/ Other Clothing	\$50	117	\$1,592,822
Girls' Accessories	\$4	115	\$132,114
Girls' Active Sportswear	\$10	116	\$317,321
Girls' Coats/Jackets /Fur	\$15	111	\$485,285
Girls' Dresses/ Suits	\$41	115	\$1,290,292
Girls' Footwear	\$58	116	\$1,827,079
Girls' Hosiery	\$8	114	\$241,980
Girls' Shorts	\$32	116	\$1,029,169
Girls' Skirts, Culottes and Pants	\$67	114	\$2,134,236
Girls' Sport Coats/ Other	\$61	115	\$1,946,909
Girls' Underwear/ Nightwear	\$21	115	\$673,981
Girls' Uniforms/ Other	\$27	118	\$857,655
Infants' Coats	\$6	115	\$194,806
Infants' Dresses	\$48	113	\$1,512,017
Infants' Sleeping Garment	\$9	113	\$287,141
Infants' Underwear/ Diaper	\$63	109	\$2,007,992
Infants' Accessories, Hosiery, Footwear and Uniforms	\$14	111	\$454,328

<b>Men's Apparel</b>			
Men's Footwear	\$164	117	\$5,198,730
Men's Accessories	\$33	112	\$1,033,983
Men's Active Sportswear	\$29	116	\$934,366
Men's Coats And Jacket	\$60	116	\$1,889,316
Men's Hosiery	\$23	115	\$717,864
Men's Nightwear	\$8	116	\$254,879
Men's Pants	\$225	115	\$7,136,628
Men's Shirts	\$203	115	\$6,434,766
Men's Shorts	\$52	114	\$1,652,526
Men's Sport Coats	\$43	115	\$1,372,732
Men's Suits	\$113	114	\$3,584,135
Men's Sweaters/ Vests	\$35	115	\$1,125,530
Men's Underwear	\$35	117	\$1,096,643
Men's Uniforms/ Other	\$30	115	\$946,119

## Retail Trade Potential

### Retail Site 3

Monroe, WA

<i>Consumer Variable</i>	<i>Dollars/Household</i>	<i>Index</i>	<i>Total Estimated Dollars</i>
<b>Women's Apparel</b>			
Women's Accessories	\$45	113	\$1,413,630
Women's Active Sportswear	\$43	113	\$1,351,542
Women's Coats/Jackets/ Furs	\$71	112	\$2,265,799
Women's Dresses	\$239	113	\$7,563,899
Women's Footwear	\$223	110	\$7,056,722
Women's Hosiery	\$55	110	\$1,730,596
Women's Nightwear	\$34	111	\$1,076,579
Women's Pants	\$204	110	\$6,469,760
Women's Shirts/ Blouses	\$207	110	\$6,550,635
Women's Shorts	\$63	109	\$2,009,341
Women's Skirts/ Culottes	\$46	112	\$1,470,071
Women's Sportcoats/ Jackets	\$35	115	\$1,109,804
Women's Suits	\$123	116	\$3,892,132
Women's Undergarments	\$85	110	\$2,689,495
Women's Uniforms/ Other	\$46	114	\$1,470,803
Women's Vests/ Sweater	\$78	112	\$2,459,292

<b>Groceries</b>			
Apples	\$39	110	\$1,248,919
Artificial Sweeteners	\$12	107	\$396,143
Baby Food	\$53	115	\$1,671,051
Bacon	\$37	106	\$1,176,195
Bananas	\$37	107	\$1,167,524
Beef Other	\$19	110	\$607,916
Beef Roast Other	\$20	112	\$638,706
Bologna/ Liverwurst/ Other	\$43	108	\$1,370,158
Bread And Crackers	\$7	111	\$219,784
Bread Other Than White	\$94	108	\$2,987,564
Butter	\$34	110	\$1,087,022
Cakes/ Cupcakes	\$70	112	\$2,223,264
Candy And Chewing Gum	\$268	108	\$8,492,541
Canned Vegetables Other	\$47	108	\$1,500,825
Canned And Dried Fruit	\$37	106	\$1,157,605
Canned Beans	\$13	107	\$411,473
Canned Corn	\$8	107	\$258,788
Canned Fish/ Seafood	\$19	109	\$610,743
Carbonated Drinks Other	\$141	112	\$4,459,758
Cereal	\$172	113	\$5,458,812
Cheese	\$167	109	\$5,289,082
Chuck Roast	\$15	108	\$467,855
Coffee Instant	\$43	108	\$1,352,980
Coffee Roasted	\$79	111	\$2,496,131
Cola Drinks	\$236	110	\$7,493,857
Condiments Other	\$33	110	\$1,047,464
Cookies	\$86	110	\$2,734,279
Crackers	\$43	110	\$1,379,255
Dairy Prods/ Powder Milk	\$64	110	\$2,023,174
Donuts/ Sweet Rolls	\$44	110	\$1,406,232
Eggs	\$60	107	\$1,893,463
Fats/ Oils/ Salad Drs	\$75	108	\$2,379,402
Fish: Fresh And Frozen	\$59	113	\$1,879,460
Flour	\$16	105	\$511,627
Food/ Nonalcoholic Beverage Convenience Store	\$403	111	\$12,786,823
Food/ Nonalcoholic Beverage Grocery Store	\$5,378	110	\$170,541,688
Frankfurters	\$40	107	\$1,280,702
Fresh Biscuits/ Rolls	\$81	111	\$2,556,511
Fresh Fruits Other	\$89	110	\$2,807,013
Fresh Milk/ Cream /Other	\$16	109	\$515,684

**Retail Trade Potential**

**Retail Site 3**

**Monroe, WA**

<i>Consumer Variable</i>	<i>Dollars/Household</i>	<i>Index</i>	<i>Total Estimated Dollars</i>
Fresh Vegetables Other	\$148	109	\$4,685,922
Fresh Whole Chicken	\$75	111	\$2,367,558
Fresh Whole Milk	\$152	105	\$4,811,169
Fresh/ Frozen Chicken Parts	\$191	111	\$6,068,281
Frozen Fruit/ Other Juices	\$13	110	\$401,580
Frozen Meals	\$48	111	\$1,536,264
Frozen Orange Juice	\$17	111	\$535,324
Frozen Prepared Food Not Meal	\$114	111	\$3,607,646
Frozen Vegetables	\$28	108	\$877,483
Frozen/Refrigerated/ Canned Bakery Products	\$50	111	\$1,576,850
Fruit Juice Fresh/Canned/ Bottled	\$139	109	\$4,404,389
Grocery Store Total Purchase	\$5,393	110	\$171,000,145
Ground Beef	\$100	107	\$3,173,060
Ham Fresh And Canned	\$55	109	\$1,732,776
Ice Cream/ Related Products	\$113	111	\$3,568,149
Jams/ Jellies/ Other Sweets	\$71	109	\$2,243,688
Lamb/ Mutton/ Other Meat	\$20	111	\$629,457
Laundry/ Cleaning Products	\$43	109	\$1,366,755
Lettuce	\$35	109	\$1,108,955
Lunchmeat Other	\$79	110	\$2,493,579
Margarine	\$13	107	\$425,152
Misc Household Paper/ Plastic Products	\$155	110	\$4,910,136
Misc Prepared Foods	\$177	111	\$5,610,963
Noncarbonated Beverages Other	\$111	113	\$3,534,535
Noncarbonated Fruit Flavored Drink	\$51	110	\$1,606,851
Non-Dairy Cream Substitute	\$12	106	\$373,685
Nuts	\$36	112	\$1,127,108
Olives/ Pickles/ Relish	\$18	110	\$574,813
Oranges	\$43	110	\$1,368,919
Over-The-Counter Drugs	\$195	104	\$6,173,865
Paper Towels/ Napkins/ Tissues	\$105	107	\$3,324,980
Pasta/ Cornmeal/ Other	\$60	109	\$1,909,905
Peanut Butter	\$15	109	\$467,367
Pet Food	\$242	110	\$7,666,988
Pies/Tarts Fresh & Other	\$25	109	\$785,842
Pork Chops	\$49	108	\$1,561,092
Pork Other	\$55	109	\$1,749,328
Pork Sausage	\$32	108	\$1,006,541
Potato Chips/ Other Snacks	\$150	111	\$4,750,475
Potatoes	\$43	108	\$1,349,578
Poultry/ Frozen Whole Chicken Other	\$69	112	\$2,188,884
Prepared Flour Mixes	\$27	109	\$858,546
Prepared Salads/ Dessert	\$57	108	\$1,818,487
Rice	\$37	109	\$1,165,483
Round Roast	\$13	109	\$418,261
Round Steak	\$20	107	\$626,907
Salt/ Other Seasonings/ Spices	\$36	111	\$1,148,452
Sauces And Gravies	\$70	111	\$2,233,652
Shellfish: Fresh & Frozen	\$38	112	\$1,202,504
Sirloin Steak	\$37	113	\$1,171,640
Soap And Detergents	\$46	106	\$1,457,702
Soup	\$78	108	\$2,489,127
Steak Other	\$61	111	\$1,939,370
Sugar	\$47	105	\$1,492,415
Tea	\$36	110	\$1,143,719
Tomatoes	\$53	108	\$1,674,386
Topicals And Dressings	\$34	107	\$1,070,995
White Bread	\$67	107	\$2,132,647

## Retail Trade Potential

### Retail Site 3

### Monroe, WA

<i>Consumer Variable</i>	<i>Dollars/Household</i>	<i>Index</i>	<i>Total Estimated Dollars</i>
<b>Alcohol</b>			
Alcohol Beverages Other At Home	\$120	109	\$3,815,138
Beer/ Ale/ At Home	\$430	113	\$13,620,072
Whiskey At Home	\$76	108	\$2,399,957
Wine At Home	\$167	117	\$5,288,567
<b>Restaurants and Bars</b>			
Alcoholic Beverages Other Away From Home	\$184	116	\$5,839,057
Beer/ Ale Away From Home	\$318	114	\$10,073,160
Breakfast/ Brunch At Restaurant	\$409	108	\$12,979,827
Dinner At Restaurants/ Café	\$1,850	110	\$58,674,835
Lunch At Restaurants/ Café	\$1,231	110	\$39,042,657
Snacks/Nonalcoholic Beverage	\$360	108	\$11,413,054
Wine Away From Home	\$146	117	\$4,640,471
<b>Tobacco Products</b>			
Cigarettes	\$553	101	\$17,551,597
Cigars/ Tobacco Products	\$74	106	\$2,341,732
Smoking Accessories	\$11	102	\$336,776
<b>Home Improvement and Household Services</b>			
Electrical Work/ Heating/ AC Supplies	\$28	107	\$887,928
Electrical Work/ Heating/AC	\$109	113	\$3,461,785
Hard Flooring Repair Parts	\$64	120	\$2,028,323
Masonry/ Brick/ Stucco Supplies	\$32	108	\$999,759
Non-Power Tools	\$31	109	\$994,402
Outdoor Equipment	\$13	113	\$405,668
Paint/ Wallpaper Interior	\$30	113	\$947,391
Painting Equip, Interior/Exterior	\$3	108	\$90,526
Plaster/ Panel/Insulation	\$248	112	\$7,868,645
Plaster/ Panel/ Roof Supplies	\$33	104	\$1,040,082
Plumbing/ Water Heating Supplies	\$10	106	\$319,894
Plumbing/ Water Heating	\$52	111	\$1,640,875
Power Tools	\$65	111	\$2,048,948
Roofing/ Gutters/ Downspouts	\$124	108	\$3,924,313
Wall To Wall Carpeting	\$151	115	\$4,781,511

## Retail Trade Potential

### Retail Site 3

Monroe, WA

<i>Consumer Variable</i>	<i>Dollars/Household</i>	<i>Index</i>	<i>Total Estimated Dollars</i>
<b>Furniture and Décor</b>			
Bathroom Linens	\$63	114	\$1,995,852
Bedroom Linens	\$221	116	\$6,992,255
China And Other Dinnerware	\$135	117	\$4,268,095
Clocks	\$6	116	\$201,982
Closet Storage Items	\$8	117	\$244,936
Curtains And Drapes	\$104	116	\$3,290,561
Encyclopedias/ Other Reference Books	\$2	111	\$69,819
Glassware	\$58	117	\$1,830,277
Infants' Equipment	\$6	112	\$205,023
Infants' Furniture	\$18	112	\$555,919
Kitchen/ Dining Room Furniture	\$92	117	\$2,926,919
Kitchen/ Dining Room Linens	\$13	117	\$397,965
Lamps/ Lighting Fixtures	\$19	113	\$610,451
Living Room Chairs	\$85	112	\$2,706,625
Living Room Tables	\$38	116	\$1,209,335
Luggage/ Travel Items	\$51	118	\$1,611,635
Mattresses And Springs	\$104	113	\$3,287,503
Office Furniture For Home Use	\$27	120	\$871,751
Other Bedroom Furniture	\$125	115	\$3,967,623
Other Drapery Hardware	\$28	109	\$901,601
Other Household Decorative Item	\$97	119	\$3,083,262
Other Linens	\$8	114	\$254,953
Patio/ Porch/ Outdoor Furniture	\$31	120	\$988,992
Plastic Dinnerware	\$17	105	\$551,229
Rental Of Furniture	\$5	114	\$154,655
Room-Size Rugs/ Other Coverings	\$54	128	\$1,702,182
Serving Pieces Silver/Other	\$23	116	\$743,051
Sewing Materials For Clothing	\$59	108	\$1,861,403
Sewing Materials For Home	\$57	111	\$1,820,375
Sewing Notions/Pattern	\$28	107	\$890,365
Slipcovers/ Decorative Pillows	\$12	116	\$368,309
Sofas	\$165	111	\$5,237,860
Stainless/ Silver/ Flatware	\$43	104	\$1,374,460
Venetian Blinds/ Window Coverings	\$29	118	\$906,188
Wall Units/ Shelves/ Other	\$89	118	\$2,826,792
<b>Lawn and Garden</b>			
Fresh Flowers/ Potted Plant	\$223	120	\$7,072,692
Gardening/ Lawn care Services	\$178	113	\$5,655,402
Lawn And Garden Supplies	\$166	109	\$5,276,743
Lawn mowing/ Yard Equipment	\$67	107	\$2,118,039
Lawn mowing/ Yard Equipment Rental	\$9	106	\$275,414

## Retail Trade Potential

### Retail Site 3

Monroe, WA

<i>Consumer Variable</i>	<i>Dollars/Household</i>	<i>Index</i>	<i>Total Estimated Dollars</i>
<b>Automotive, Service and Maintenance</b>			
Battery Replacement/Audio Equipment/Floormats/Seatcovers	\$315	109	\$9,988,158
Bodywork/ Paint/ Upholstry/Repair	\$89	111	\$2,811,366
Brake Adjustment	\$12	111	\$370,381
Brake Work Excluding Adjustment	\$119	110	\$3,776,155
Clutch/ Transmission Repair	\$122	107	\$3,873,555
Coolant/ Antifreeze/ Fluids	\$10	99	\$322,127
Cooling System Repair	\$52	107	\$1,660,829
Drive Shaft/ Rear-End Repair	\$16	111	\$516,274
Electrical System Repair	\$83	108	\$2,621,626
Exhaust System Repair	\$41	106	\$1,298,623
Front-end Alignment/ Wheelbase	\$30	109	\$947,764
Lubrication/ Oil Change	\$166	109	\$5,277,040
Minor Vehicle Repairs Including Tires	\$179	110	\$5,665,923
Misc Vehicle Products	\$30	108	\$945,093
Motor Oil	\$40	107	\$1,270,076
Motor Repair/Replacement	\$214	109	\$6,776,979
Motor Tune-Up	\$111	112	\$3,522,862
Shock Absorber Replace	\$15	111	\$461,855
Steering/ Front-end Repair	\$46	108	\$1,472,824
Tires	\$245	110	\$7,777,316
Vehicle Inspection	\$18	110	\$569,202
<b>Automotive - Purchase, Lease and Rental</b>			
Auto Finance Charges	\$309	110	\$9,805,028
Auto Rental Out-Of-Town	\$87	123	\$2,746,240
Auto Rentals and Leases Excluding for Trips	\$616	122	\$19,547,320
Automobile Sold Amount	\$415	110	\$13,155,770
New Car Trade-In Allowance	\$138	120	\$4,370,001
New Cars	\$16	111	\$516,274
New Trucks Or Vans	\$83	108	\$2,621,626
New Trucks/ Vans Trade In	\$166	114	\$5,272,600
Truck Or Van Rental	\$17	114	\$533,947
Truck/ Van/ Motorcycle Finance Charges	\$243	109	\$7,693,844
Truck/Van Amount Sold	\$281	105	\$8,916,696
Used Cars	\$41	106	\$1,298,623
Used Trucks Or Vans	\$30	109	\$947,764
<b>Fuel</b>			
Coal/Wood/ Other Fuels	\$9	100	\$273,456
Fuel Oil	\$44	119	\$1,388,663
Gas Bottled Or Tank	\$51	109	\$1,605,461
Gas/ Diesel Fuel/ Gasahol	\$1,767	108	\$56,022,796

## Retail Trade Potential

### Retail Site 3

Monroe, WA

<i>Consumer Variable</i>	<i>Dollars/Household</i>	<i>Index</i>	<i>Total Estimated Dollars</i>
<b>Electronics and Appliances</b>			
B/W TV/ Other TV Combo	\$2	103	\$52,932
Calculators/ Typewriters/ Other	\$6	109	\$201,941
CDs/Tapes/ Records/ Needles	\$109	111	\$3,461,391
CDs/Tapes/ Videos From Clubs	\$26	108	\$822,043
Clothes Dryer	\$34	107	\$1,074,562
Clothes Washer	\$44	105	\$1,406,925
Color TV Console/ Big Screen	\$89	104	\$2,822,465
Color TV Portable/ Table	\$174	110	\$5,505,250
Comp Software Non-Business Use	\$43	118	\$1,351,187
Computer Systems For Non-Business Use	\$338	117	\$10,720,331
Computer Systems/ Equipment Repair	\$4	116	\$139,614
Cooking Stove/ Range/ Oven	\$55	110	\$1,738,144
Dishwasher/ Garbage Disposal	\$31	113	\$970,652
Electric Personal Care Appliances	\$10	110	\$306,882
Electrical Floor Cleaning Equipment	\$27	106	\$869,239
Laundry/ Cleaning/ Misc Household Equipment	\$101	110	\$3,201,062
Microwave Oven	\$17	106	\$529,689
Non-Electric Cookware	\$115	110	\$3,648,403
Other Sound/ Video Equipment	\$38	116	\$1,216,847
Phonographs/ Records/ Tapeplayers	\$9	112	\$288,533
Portable Heating/ Cooling Equipment	\$14	107	\$437,594
Radio	\$27	110	\$860,947
Refrigerator/ Home Frozen	\$106	109	\$3,367,591
Sewing Machines	\$5	109	\$162,287
Small Electrical Kitchen Appliances	\$35	110	\$1,118,609
Smoke Alarms/ Detectors	\$18	114	\$585,626
Sound Systems/ Components/ CD Players	\$149	112	\$4,722,221
Telephone Answering Devices	\$5	110	\$144,707
Telephones And Accessories	\$29	112	\$904,349
Television Rental	\$1	88	\$40,003
TV Computer Games/ Software	\$42	112	\$1,338,737
TV/Radio/ Sound Equipment Repair	\$36	109	\$1,154,974
VCR/Radio/ Sound Equipment Rental	\$1	114	\$38,575
VCR/Video Camera/ Disc Player	\$56	112	\$1,777,852
Video Cassettes/ Tapes/ Discs	\$55	111	\$1,752,942
Window Air Conditioner	\$11	99	\$339,590
<b>Recreation</b>			
Bicycles	\$43	117	\$1,375,894
Boat/ Outboard Motor	\$187	121	\$5,933,602
Camper Coach/ Trailer Rental	\$135	109	\$4,292,143
Camping Equipment	\$18	114	\$578,350
Hunting/ Fishing Equipment	\$23	104	\$724,606
Motorcycles/ Scooters/ Mopeds	\$95	103	\$3,024,391
Ping-Pong/ Pool Tables	\$180	117	\$5,721,413
Playground Equipment	\$23	115	\$730,386
Sports/ Exercise Equipment Rental	\$10	118	\$314,972
Toys/Games/ Hobbies	\$497	113	\$15,749,446
Water/ Misc Sports Equipment	\$113	103	\$3,569,896
Winter Sports Equipment	\$23	103	\$718,946

## Retail Trade Potential

### Retail Site 3

Monroe, WA

<i>Consumer Variable</i>	<i>Dollars/Household</i>	<i>Index</i>	<i>Total Estimated Dollars</i>
<b>Entertainment</b>			
Admission For Entertainment	\$78	115	\$2,474,163
Books Not Thru Clubs	\$140	115	\$4,452,937
Coin Pinball/ Video Games	\$125	108	\$3,979,626
Entertainment Misc Out-Of-Town	\$184	116	\$5,849,695
Entertainment Expense Out-Of-Town	\$50	116	\$1,570,931
Magazines/ Periodicals/ Newsletters	\$214	109	\$6,801,653
Newspapers	\$158	106	\$5,025,623
Parimutual Losses/ Sports Licenses	\$58	111	\$1,827,491
Participation Fees For Sports	\$76	113	\$2,405,636
Participation Fees Sports Out of Town	\$36	122	\$1,154,969
Pool/ Country/ Auto Club	\$187	113	\$5,932,518
Recreational Lessons Fees	\$95	120	\$3,011,312
Sports Admission Out-Of-Town	\$44	116	\$1,388,329
Sports Events Admission Fee	\$84	121	\$2,658,566
Video Rentals	\$88	115	\$2,796,296

<b>Other Retail</b>			
Cosmetics/ Perfume	\$243	114	\$7,709,019
Deodorant/ Feminine Hygiene	\$69	108	\$2,191,031
Eyeglasses/ Contact Lenses	\$102	105	\$3,230,903
Hair Care Products	\$142	113	\$4,487,881
Jewelry	\$570	120	\$18,072,805
Musical Instruments/ Supplies	\$33	116	\$1,041,794
Non-Electrical Accessories For Hair	\$17	111	\$550,885
Oral Hygiene Products	\$62	107	\$1,958,262
Pets/ Supplies/ Medicine	\$24	115	\$763,267
Photographic Equipment	\$61	118	\$1,937,489
Photographic Film	\$70	112	\$2,221,347
Shaving Needs	\$34	110	\$1,072,776
Stationary/ Gift-wrap/ Greeting Card	\$260	111	\$8,251,988
Watches	\$79	120	\$2,492,957
Wigs/ Hairpieces/ Toupees	\$1	114	\$39,485

<b>Other Services</b>			
Apparel Laundry Coin-Operated	\$41	93	\$1,299,162
Apparel Laundry Not Coin Operated	\$113	118	\$3,574,237
Books Thru Book Clubs	\$25	111	\$780,140
Clothing Rental	\$128	113	\$4,048,401
Clothing Storage	\$14	118	\$431,450
Clothing/ Accessory Repair	\$233	118	\$7,387,012
Film Processing	\$77	113	\$2,447,257
Household Appliance Repair	\$41	110	\$1,299,958
Housekeeping Services	\$183	118	\$5,789,260
Musical Instruments Rental	\$3	117	\$106,029
Non-Clothing Household Laundry	\$7	101	\$226,416
Office Equipment/ Household Equipment Rental	\$5	97	\$168,707
Personal Care Appliances Rental/Repair	\$8	114	\$238,152
Personal Care Services Females	\$230	109	\$7,281,503
Personal Care Services Males	\$124	111	\$3,916,491
Pest Control/ Misc Home Services	\$69	111	\$2,181,199
Pet Services	\$5	122	\$167,075
Photographer Fees	\$70	110	\$2,230,857
Shoe Repair/ Shoe Services	\$5	111	\$143,807
Watch And Jewelry Repair	\$21	112	\$654,352
Water Softening Services	\$11	110	\$346,709

**Retail Trade Potential**

**Retail Site 3**

**Monroe, WA**

<i>Consumer Variable</i>	<i>Dollars/Household</i>	<i>Index</i>	<i>Total Estimated Dollars</i>
<b>Miscellaneous</b>			
Accounting Fees	\$92	124	\$2,910,406
Airfares Out-Of-Town	\$705	124	\$22,363,801
Bank Service Charges	\$940	105	\$29,818,028
Blue Cross/ Blue Shield	\$102	103	\$3,248,014
Cash Support Including Alimony and Child Support	\$551	122	\$17,465,602
Cash Support To College Student	\$213	126	\$6,764,621
Catered Affairs	\$113	115	\$3,593,139
Cemetery Lots Or Vault	\$39	100	\$1,248,016
Childcare/ Eldercare	\$126	105	\$3,985,068
Contribution To Charities	\$169	116	\$5,368,188
Contribution To Churches	\$467	111	\$14,823,758
Contribution To Educational Orgs	\$58	126	\$1,850,872
Contribution To Other Organizations	\$24	114	\$753,617
Contribution To Political Orgs	\$9	126	\$298,933
Dental Care	\$612	103	\$19,411,035
Electricity	\$829	107	\$26,301,895
Eye Exams/ Treatment/ Surgery	\$86	99	\$2,724,813
Finance Charges Excluding Mortgage/Vehicles	\$332	111	\$10,526,298
Fire and Extended Coverage Insurance	\$7	116	\$218,827
Food/ Board At School	\$97	118	\$3,076,977
Funeral/ Burial/ Cremation	\$140	102	\$4,425,995
Furniture Repair/ Refinishing/ Reupholstry	\$47	122	\$1,491,063
Gifts Of Cash/ Bonds/Stocks	\$383	118	\$12,145,735
Commercial Health Insurance	\$216	108	\$6,835,093
Health Maintenance Plans	\$506	104	\$16,061,260
Homeowners Insurance	\$257	109	\$8,135,069
Hospital Room And Meal	\$166	103	\$5,264,266
Hospital Services Other Than Room	\$109	101	\$3,457,371
Lab Tests And X-Rays	\$70	104	\$2,234,644
Legal Fees	\$951	121	\$30,167,715
Life/ Annuity/ Other Insurance	\$615	114	\$19,508,432
Lodging Away From Home	\$346	122	\$10,970,261
Medical Practitioner/ Nurse Services	\$124	101	\$3,927,974
Medical/ Surgical Equipment/ Hearing Aid	\$29	89	\$925,219
Medicare Supplies/ Other Insurance	\$114	90	\$3,602,889
Misc Personal Services Including Advertisements	\$62	114	\$1,980,824
Money Given To Organizations	\$1,100	111	\$34,886,728
Moving/ Storage/ Freight	\$135	119	\$4,270,127
Natural Or Utility Gas	\$412	109	\$13,052,429
Other Non-Health Insurance	\$12	122	\$377,590
Physicians' Services	\$356	99	\$11,284,885
Preschool Misc Expense	\$222	112	\$7,038,580
Rent Of Dwelling	\$2,845	96	\$90,214,300
Safe Deposit Boxes	\$170	110	\$5,379,135
School Books For College	\$162	103	\$5,134,263
School Books For Elementary/High School	\$56	121	\$1,763,464
School Books Preschool	\$10	108	\$313,788
Security System Management Fees	\$17	114	\$540,007
Telephone Services/ All Types	\$1,369	105	\$43,422,926
Tuition For School/ All Levels	\$1,049	115	\$33,253,191
Vehicle Insurance	\$1,543	109	\$48,931,889
Veterinarian Expense For Pets	\$131	116	\$4,157,884