

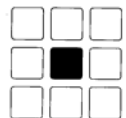
Appendices

BELLE PLAINE

RETAIL SALES POTENTIAL

Prepared for
City of Belle Plaine

June 2009



McCOMB GROUP, Ltd.

REAL ESTATE AND
RETAIL CONSULTANTS

Appendices

BELLE PLAINE

RETAIL SALES POTENTIAL

Prepared for
City of Belle Plaine

Prepared by
McComb Group, Ltd.

June 2009

APPENDIX A

COMPETITIVE

RETAIL AND SERVICE ESTABLISHMENTS

Table A-1	Southbridge Area
Table A-2	Canterbury Area
Table A-3	Marschall Road Area
Table A-4	New Prague
Table A-5	Le Sueur
Table A-6	Jordan
Table A-7	Norwood Young America

Table A-1

SOUTHBRIDGE AREA RETAIL TENANT MIX

CONVENIENCE RETAIL

Liquor

Wine Styles

Floral

Event Garden Floral

FOOD SERVICE

Full Service

Cam Ranh Xpress

Chilis

Limited Service

Arby's

Caribou Coffee

Chipotle

DQ Grill & Chill

Panera Bread

Subway

Umbria Homemade Pizza

White Castle

CONVENIENCE/GASOLINE

Convenience/Gasoline

Kwik Trip Gas

SHOPPING GOODS

General Merchandise

Sam's Club with Gas

Walmart Supercenter

Apparel/Accessories

Payless Shoesource

Electronics

Best Buy

Sprint

Other Shopping Goods

Gamestop

GNC

Heartfelt Gifts

Michaels Crafts

Petland

Pier I Imports

Trade Secret

Pre-Owned Merchandise

Once Upon a Child

HOME IMPROVEMENT

Home Improvement

Home Depot

SERVICES

Auto Services

Discount Tire

Personal Care

E Nails

Lakeside Tanning

Supercuts

Laundry/Dry Cleaning

Martinizing Dry Cleaning

Financial

South Metro Federal Credit Union

Real Estate

Coldwell Banker Realty

Insurance

Allstate

Medical

Shakopee Family Chiropractic

Dental

Southbridge Dental

Table A-2

CANTERBURY AREA RETAIL TENANT MIX

CONVENIENCE RETAIL

Drug Stores

CVS

Liquor

Wine Cellars

FOOD SERVICE

Full Service

Arizona Restaurant

Ruby Tuesday

THO 83 Cuisine

Limited Service

Culver's

McDonald's

Subway

CONVENIENCE/GASOLINE

Convenience/Gasoline

Holiday Gas Station

Superamerica

SHOPPING GOODS

Furniture & Home Furnishings

Ashley Furniture Homestore

Furniture Outlet USA

Slumberland

HOME IMPROVEMENT

Home Improvement

Lowe's

SERVICES

Auto Services

Good Year Tire

Personal Care

Paradise Nails

Personal Services

Huntington Learning Center

Midwest Staffing

Financial

Money xChange Pawn Shop

US Federal Credit Union

Medical

Allina Medical Clinic

Dean Lakes Health

Edina Eye Physicians

Dental

Shakopee Dental

Entertainment/Recreation

Canterbury Park

Snap Fitness

Lodging

AmericInn Hotel

Canterbury Inn Hotel

Sandlewood Hotel

Table A-3

MARSCHALL ROAD AREA RETAIL TENANT MIX

CONVENIENCE RETAIL

Food

A&P Oriental Market
Cub Foods
Von Hansons Meats

Drug Store

Walgreens

Liquor

Crossroads Liquor
Southside Liquor

Video

Blockbuster

FOOD SERVICE

Full Service

Applebee's
Hong Kong Buffet

Limited Service

Arby's
Caribou Coffee
Dairy Queen
Jimmy John's
Papa Murphy's
Pizza Hut
Steak Escape
Subway
Taco Bell
Taco John's
Zuppa Cucina

CONVENIENCE/GASOLINE

Convenience/Gasoline

Holiday Station
Kwik Trip
SuperAmerica

SHOPPING GOODS

General Merchandise

Kohl's
Target

Apparel/Accessories

Famous Footwear
Fashion Bug

Furniture & Home Furnishings

Floors To Go
Hirschfield's

SHOPPING GOODS (Continued)

Electronics

Verizon Wireless

Other Shopping Goods

Chuck & Don's Pet Food
Hallmark
Office Max
Party City
Tobacco

Pre-Owned Merchandise

Second Wind Exercise Equipment

AUTOMOTIVE

Auto/RV Sales

Apple Ford
Shakopee Jeep

Other Equipment Sales/Marine

Citys Edge Motor Sports

SERVICES

Auto Services

AutoZone
Capital Tire
Enterprise Rent a Car
Jiffy Lube
Pearson Precision Auto Collision
Tire Plus

Personal Care

Cost Cutters
Cover Nails
Golden Tan
Great Clips
I Zen Spa
Nails Lovely
Renu Spa
Salon Avalon
Ultra Tan

Personal Services

KinderCare
Valley Staffing

Business Services

Associated Payroll Service
UPS Store

Laundry/Dry Cleaning

Dry Cleaning Station

Table A-3 (continued)

MARSCHALL ROAD AREA RETAIL TENANT MIX

SERVICES (Continued)

Financial

Ameriprise Financial
Citi Financial
Klein Bank
Liberty Tax
M & I Bank
Prime Security Bank
R. Menden Accounting
Wells Fargo

Real Estate

Edina Realty

Insurance

American Family Insurance
Farmers Insurance Group

Medical

Bridge Chiropractic
Marshall Road Animal Hospital
Shakopee Vision Clinic
St. Francis Regional Medical Center

SERVICES (Continued)

Dental

Metro Dental Care
Orthodontic Care Specialist

Entertainment/Recreation

Butterfly Life Womens Exercise
Gold's Gym
USA Karate

Professional Services

Law Office of Tuttle & Bergenson

Lodging

Country Inn & Suites

Other Services

Riverwalk Technologies
Liberty Oxygen

Table A-4

NEW PRAGUE RETAIL TENANT MIX

CONVENIENCE RETAIL

Food

Bohemian Rye
Coborn's
Econo Foods
Skruzaceks Quality Meats

Drug Store

Drug Express Pharmacy
Walgreens (Approved)

Liquor

Trailside Liquor
West End Liquors

Hardware

Ace Hardware

Floral

Coles Flowers
New Prague Floral and Party Decorating

Video

Total Entertainment Video and Tanning

FOOD SERVICE

Full Service

China Royale
Classic Grille and Bar Restaurant
Praha House Family Restaurant
The Fish Tale Grill
The Flipside Pub and Grill
The Pizza Ranch

Limited Service

Chameleon Coffee
Dairy Queen
Domino's Pizza
Dough to Go
Jimmy's Pizza
McDonald's
New Prague Coffee Corner
Patty's Place Coffee Shop
Subway

Drinking Establishments

Pioneer Saloon
City Club Bar
Miller's Tap
Simon's Sports Bar
The Corner Bar

CONVENIENCE/GASOLINE

Convenience/Gasoline

Casey's General Store
Holiday Gas Station
Marathon Gas Station
New Prague Market Place Shell Gas Station
BP Gas Station

SHOPPING GOODS

General Merchandise

ALCO

Furniture & Home Furnishings

Atrtaus Floors
Kubes Furniture and Flooring
NP Appliance
W Kubes Custom Cabinets

Electronics

O'Neil Brothers Computer Services
Bevcomm Wireless
Gardner and Gardner Communications
I've Got Connections
Sprint

Other Shopping Goods

Downtown Sound of Music
Hanson's Sew Much More
Hearing Aid Sales and Service
Marquardt Jewelers
The Frosted Pane
Mosaic Alley
Payton's Pet Shop
The Shepherd's Staff

Pre-Owned Merchandise

Bargain Betty's Consignment
Merchants on Main – Gifts and Antiques
Humble Pie – Antiques and Gifts
Reruns Specialty Products

Agricultural Retailer

Genex Farm Systems

HOME IMPROVEMENT

MACH Lumber Company

AUTOMOTIVE

Auto/RV Sales

Auto and Truck Buyer Service
New Prague Auto
New Prague Chevrolet
New Prague Ford
Welcome of New Prague Used Car Dealership

Other Equipment Sales/Marine

New Holland & Case Machinery Dealership

Auto Parts

NAPA Auto Parts
Parts Plus

Table A-4 (continued)

NEW PRAGUE RETAIL TENANT MIX

SERVICES**Auto Services**

A-1 Truck and Car Wash
 CNN Auto and Truck Detailing
 Muffler Shop
 New Prague Touch Less Car Wash
 Quick Lane Oil Change
 Self Service Car Wash
 Summit Tires
 Valvoline Oil Change

Personal Care

Artistic Edge Hair and Day Spa
 Dorzinski Barber
 Electric Beach
 Fantastic Sam's
 Great Clips
 Hair Benders
 Hairchitects Salon
 Kitty's Hair Fashions and Tanning
 Star Nails
 TC Nails
 Massage or Knot

Personal Services

Bruvek Funeral Home
 R Stidger Photography
 Sage Weight and Wellness
 Small Wonders Preschool
 The Education Center

Business Services

Affordable Business Products
 Office Etc.

Laundry/Dry Cleaning

Highlander Laundry
 Joe's Shoe Repair and Dry Cleaning

Financial

American Savings
 Ameriprise Financial
 Community Security Bank
 Core Financial Group (CFG)
 DMW Financial
 Edward Jones Investments
 H & R Block
 MMA Mortgage
 Professional Mortgage Group
 Signature Title Company
 State Bank of New Prague
 US Bank
 Wells Fargo

SERVICES (continued)**Real Estate**

Barim Realty
 Edina Realty
 Kubes Realty
 Pinpoint Realty
 ReMAX Realty
 True Life Real Estate Solutions

Insurance

All State Insurance
 American Family Insurance
 New Prague Ceska Louisville Mutual Insurance Company
 Ron Schoenecker Insurance
 Scott Insurance
 State Farm Insurance
 Tupy Insurance Agency

Medical

Back and Neck Clinic of New Prague
 Caring for You
 Counseling
 Edina Eye Physicians and Surgeons
 Hear, Hear, Hearing Center
 Homestead Hearing Center
 Joel G. Erickson DC – Chiropractor
 Minnesota Eye Consultants
 New Prague Animal Care
 New Prague Medical Clinic
 New Prague Veterinary Clinic
 Parkview Medical Center
 South Metro Therapy
 South Suburban Oral Surgeons
 Zen Gardens

Dental

Douglas Vayda DDS and Orthodontics
 Main Street Dental
 New Prague Dental Center
 New Prague Gentle Dental Care

Entertainment/Recreation

American Academy of Tae Kwon Do
 Curves
 Karate
 New Prague Presents
 Snap Fitness
 Strike Force Bowl and Pro Shop
 Way to Yoga

Table A-4 (continued)

NEW PRAGUE RETAIL TENANT MIX

SERVICES (continued)

Professional Services

Law Office at 103 East Main Street
Law Office at 119 East Main Street
O’Neill, Traxler, Zard, Neisen, and Morris LTD – Law Office
Scott Law Firm
Bruce Gilbertson CPA
Wornson and Goggins – Law Office

Lodging

AmericInn Hotel

Other Services

American Prairie Homes
ConAgra Foods
Del Rose Tool and Manufacturing
Emma Krumbes Pie and Bread Company
G&K Rental
Gerold Brothers Construction
Greg Pavek Homes
Hartman Well Company
Kratochvil Construction
Lakes Edison Services, Inc.
Mini Storage
MLS Direct – South Metro
New Prague Times
International Quality Home Care PCA Services
Omega Medical Supply, LLC
Old Blue Contracting Inc.
P B C Braun Pump Controls
Petricka Plumbing and Heating
Rainbow Roofing
Reban Stream Village Development, Inc.
Rybak Brothers Construction
Walter and Baylock Plumbing
Witt Construction

Fraternal

Knights of Columbus Hall

Table A-5

LE SUEUR RETAIL TENANT MIX

CONVENIENCE RETAIL

Food

Radermacher's Fresh Market

Drug Store

Corner Drug

Liquor

Froggies Liquor Store

Scoops Liquors

Hardware

Trust Worthy Hardware

Floral

Miranda Floral and Gifts

The Branch – Floral and Gifts

Video

Main Street Video

FOOD SERVICE

Full Service

China Kitchen

Home Plate Restaurant

Patton Place – Coffee Shop and Café

Pizza Ranch

The Bar and Grill

Welcome Inn Café

Limited Service

Dairy Queen

Subway

Drinking Establishments

Green Mill Bar

CONVENIENCE/GASOLINE

Convenience/Gasoline

BP Gasoline

Cenex Gas Station

Holiday Gas Station

SuperAmerica

SHOPPING GOODS

General Merchandise

ALCO

Variety/Dollar

One Dollar Store and More

Furniture & Home Furnishings

Butch Ward's TV and Appliance

Miller Custom Floors

Serta Sleep Center

Wise Furniture, Inc.

SHOPPING GOODS (Continued)

Electronics

Radio Shack

Supreme Wireless Plus

T-Mobile

Other Shopping Goods

Quality Custom Frame

Pre-Owned Merchandise

Treasure's in Town Thrift

Agricultural Retailer

United Farmers Cooperative

HOME IMPROVEMENT

Home Improvement

Inner State Building Supply

AUTOMOTIVE

Auto/RV Sales

Boylard Chevrolet

Wolf Motor – Ford Dealership

Other Equipment Sales/Marine

Snapper Dealership

Auto Parts

NAPA Auto Parts

SERVICES

Auto Services

Aqua Shine Car Wash

John's Repair

Kenny's South Side Lube, Cleaning and Detailing

LaBelle's Alignment

Moske's Auto Service

NAPA Auto Care Center

South Side Frame

Tire One

Yancey Brothers Collision Repair

Personal Care

Gail's Salon and Tanning

Headlines Plus – Salon

Master Barber Shop

Ultimate Retreat Salon

Business Services

The Employment Poole

Laundry/Dry Cleaning

Wash N Dri – Laundromat

Table A-5 (continued)

LE SUEUR RETAIL TENANT MIX

SERVICES (Continued)

Financial

Boyer and Company – CPA’s
Cornerstone State Bank
First Farmer’s Merchant’s National Bank
H & R Block
Hometown Bank
Lee Investments Plus
Oberly LTD – CPA’s
Schoepfner and Associates – CPA’s

Real Estate

Kim Hammes, Realtor
Morgan Real Estate
ReMAX Realty
Ross Realty
Schlueter Realty

Insurance

American Family Insurance
Farmer’s Insurance Group
State Farm Insurance – Ann Porter Agency
The Canopy Group
The Hartford

Medical

Chiropractic Health Center
Le Sueur Medical Clinic
Le Sueur Veterinary Clinic
Minnesota Valley Veterinary Services
Moot’s Clinic – Optometrists
River Healing Therapies

SERVICES (Continued)

Dental

Anderson Orthodontics
Le Sueur Family Dental

Entertainment/Recreation

Curves
Le Sueur Theater
Snap Fitness
The 300 Club Bowling

Professional Services

Anderson and Skubitz Law Office
Glaiser Law Office
LS Engineers
Monhan Law Office

Lodging

Le Sueur Downtown Motel

Other Services

Le Sueur Mini Storage
O’Brien Plumbing and Heating
Swenson Construction Company
Tilley Construction
Winters Plumbing and Heating

Table A-6

JORDAN RETAIL TENANT MIX

CONVENIENCE RETAIL

Food

Perkana Meat Market
Radermachers Fresh Market

Liquor

Jordan Wine & Spirits
Talk of The Town Liquors

Hardware

Jordan Ace Hardware

Floral

Vinery

FOOD SERVICE

Full Service

Brewers Bar & Grill
Clancy's Bottle Shop
Empire Wok
Feed Mill Restaurant
Jack's Bar & Grill

Limited Service

Awakenings Coffee Shop
Burger King
Carasin Coffee Shop
Dominos Pizza
McDonald's
Subway

Drinking Establishments

Moolas Bar

CONVENIENCE/GASOLINE

Convenience/Gasoline

Holiday Gas Station
Marathon Gas Station

SHOPPING GOODS

Furniture & Home Furnishings

Highlights

Other Shopping Goods

Glowing Hearth & Home
Iris Valley General Store
Sand Creek Picture Framing
Sonrise Books & Music
Water Street Creative arts

Pre-Owned Merchandise

Brewery Antiques
Geneva's Daughter
Jordan's Old Town Antiques
LB Antiques
Storekeepers Antiques
The Hub

AUTOMOTIVE

Auto/RV Sales

Wolf Motors – Ford Dealership

Auto Parts

NAPA Auto Parts

SERVICES

Auto Services

Dalco Companies
Jordan Car Care
Motor Worx Auto Body Repair

Personal Care

Dream Nails
Family Scissor Hut
Level 7 Salon
Nathans Barber Shop
Suds Cellar Family Hair Care

Personal Services

Ballard Sunder Funeral Home

Financial

Bowler Appraisal
Cedar Valley Tax Service
Edward Jones Investments
Entitle
Flagship Bank
High Financial Investments and Insurance
Riverland Bank
Valley Bank

Real Estate

ERA Real Estate – Sandey Office
Jeff Hennen Realty
Lakes Area Realty
RES Realty

Insurance

IB Insurance Brokers
Farm Bureau
American Family Insurance
Bankers Life & Casualty Insurance
Jordan Agency Insurance

Medical

Total Health Advantage
Valley Eye Clinic & Optical
Chiropractic Specialists
Jordan Vet Clinic

Dental

Woodridge Dental
Jordan Dental Care
Joe Pekarna – Dentist

Table A-6 (continued)

JORDAN RETAIL TENANT MIX

SERVICES (Continued)

Entertainment/Recreation

Anytime Fitness

Bauer Dance and Gymnastics

Maureen Carlson Center for Creative Arts

Work Out 24/7

Professional Services

Jordan Legal Center

Lodging

Nicolin Mansion

Other Services

Cardinal Irrigation

Custom Embroidery

Metalwood Construction

Table A-7

NORWOOD YOUNG AMERICA RETAIL TENANT MIX

CONVENIENCE RETAIL

Food

- Econfoods
- Mackenthun & Wishnack Meats

Liquor

- Gasthouse Liquors
- Good Time Liquors

Hardware

- Hardware Hank
- Tru Value Hardware & Appliance

FOOD SERVICE

Full Service

- Crossroads Restaurant & Bar
- Elm Street Station
- Flame Lounge & Bar
- Hanging Kettle
- Midtown Family Restaurant
- Pizza Ranch

Limited Service

- Camelot
- Cents Pizza
- Dairy Queen Grill & Chill
- McDonald's
- Millstone Pantry
- Subway

Drinking Establishments

- Harms Bar
- Last Call Bar

CONVENIENCE/GASOLINE

Convenience/Gasoline

- Holiday
- Sinclair Station

SHOPPING GOODS

Variety/Dollar

- Family Dollar

Furniture & Home Furnishings

- Millhouse Inc.

Electronics

- Radio Shack

Other Shopping Goods

- Maggie's Material World
- The Flower Mill

AUTOMOTIVE

Auto/RV Sales

- Sport Cars

Auto Parts

- CarQuest Auto Parts
- NAPA Auto Parts

SERVICES

Auto Services

- Central Auto Body
- Central Auto Repair
- Extreme Car Wash
- Pro Auto Inc
- Smith's Quick Lube

Personal Care

- Always Sunny Tanning Salon
- Chameleon Salon
- Classic Creations
- Cooky's Hair Designers
- Creative Hair
- Rich's Barber Shop

Personal Services

- Kurious Kids Preschool

Business Services

- Perfection Printing

Laundry/Dry Cleaning

- NY Laundromat

Financial

- Ameriprise Financial
- Citizens State Bank
- Klein Bank
- Sched, Lindstrand & Co. Ltd.

Real Estate

- Fahey Inc. Real Estate

Insurance

- American Family Insurance
- American Insurance Group
- Progressive Insurance

Medical

- Lakeview Clinic
- Norwood Veterinary Clinic
- Schmidt Chiropractic Center
- Southwest Eye Care

Dental

- General Dentistry – Dr. Axel
- Norwood Dental

Recreation/Entertainment

- Americas Fitness Center
- Lano Lanes Bowling Alley
- Snap Fitness
- Total Entertainment Center

Professional Services

- Law Office

Other Services

- Norwood Electric Inc.

APPENDIX B

DEMOGRAPHIC CHARACTERISTICS

Table B-1 Belle Plaine Current and Community Trade Areas, and Minneapolis-St. Paul MSA; Population and Households: 1990 and 2000 Census; 2008 and 2013 Estimated

Table B-2 Belle Plaine Current and Community Trade Areas, and Minneapolis-St. Paul MSA; Average and Median Household Incomes: 1990 and 2000 Census; 2008 and 2013 Estimated

Table B-3 Belle Plaine Current and Community Trade Areas, and Minneapolis-St. Paul MSA; Household Income: 1990 and 2000 Census; 2008 and 2013 Estimated

Table B-4 Belle Plaine Current and Community Trade Areas, and Minneapolis-St. Paul MSA; Households, Families and Household Size: 1990 and 2000 Census; 2008 and 2013 Estimated

Table B-5 Belle Plaine Current and Community Trade Areas, and Minneapolis-St. Paul MSA; Educational Attainment: 1990 and 2000 Census; 2008 and 2013 Estimated

Table B-6 Belle Plaine Current and Community Trade Areas, and Minneapolis-St. Paul MSA; Gender and Marital Status: 1990 and 2000 Census; 2008 and 2013 Estimated

Table B-7 Belle Plaine Current and Community Trade Areas, and Minneapolis-St. Paul MSA; Age Distribution: 1990 and 2000 Census; 2008 and 2013 Estimated

Table B-8 Belle Plaine Current and Community Trade Areas, and Minneapolis-St. Paul MSA; Ethnicity: 1990 and 2000 Census; 2008 and 2013 Estimated

Table B-1

BELLE PLAINE CURRENT AND COMMUNITY TRADE AREAS AND
MINNEAPOLIS-ST. PAUL MSA
POPULATION AND HOUSEHOLDS: 1990 AND 2000 CENSUS; 2008 AND 2013 ESTIMATED

Trade Area / Year	Population		Households	
	Number	Rate of Change	Number	Rate of Change
Current Trade Area				
1990	5,838	N/A	1,914	N/A
2000	6,770	1.49 %	2,379	2.20 %
2008 E	10,122	5.16	3,539	5.09
2013 E	12,115	3.66	4,218	3.57
Community Trade Area				
1990	35,853	N/A	12,570	N/A
2000	41,379	1.44 %	14,864	1.69 %
2008 E	50,828	2.60	18,650	2.88
2013 E	56,725	2.22	20,994	2.40
Minneapolis-St. Paul MSA				
1990	2,537,677	N/A	959,070	N/A
2000	2,968,806	1.58 %	1,136,615	1.71 %
2008 E	3,240,886	1.10	1,257,939	1.28
2013 E	3,402,621	0.98	1,331,186	1.14

N/A: Not Available.

E: Estimated.

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

Table B-2

BELLE PLAINE CURRENT AND COMMUNITY TRADE AREAS AND
MINNEAPOLIS-ST. PAUL MSA
AVERAGE AND MEDIAN HOUSEHOLD INCOMES
1990 AND 2000 CENSUS; 2008 AND 2013 ESTIMATED

Income Type / Year	Current Trade Area	Community Trade Area	Minneapolis- St. Paul MSA
Average Household Income			
1990	\$ 36,836	\$ 34,219	\$ 43,726
2000	59,606	58,150	67,713
2008 E	68,246	66,433	82,167
2013 E	76,280	74,376	91,719
Median Household Income			
1990	\$ 32,933	\$ 30,195	\$ 37,650
2000	52,241	48,533	54,601
2008 E	62,867	59,465	68,914
2013 E	70,252	66,053	77,471

E: Estimated.

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

Table B-3

BELLE PLAINE CURRENT AND COMMUNITY TRADE AREAS AND
MINNEAPOLIS-ST. PAUL MSA
HOUSEHOLD INCOME: 1990 AND 2000 CENSUS; 2008 AND 2013 ESTIMATED

	1990		2000		2008 E		2013 E	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
Current Trade Area								
Households	1,914	N/A	2,379	N/A	3,539	N/A	4,218	N/A
Average Size	2.96	N/A	2.77	N/A	2.80	N/A	2.82	N/A
Household Income								
Median	\$ 32,933	N/A	\$ 52,241	N/A	\$ 62,867	N/A	\$ 70,252	N/A
Average	\$ 36,836	N/A	\$ 59,606	N/A	\$ 68,246	N/A	\$ 76,280	N/A
Households Above \$50,000	427	23.1 %	1,289	54.4 %	2,276	64.5 %	2,956	70.2 %
Households Above \$75,000	84	4.5	585	24.7	1,478	41.9	2,092	49.6
Income Distribution								
Less than \$15,000	311	16.8 %	262	11.0 %	257	7.3 %	263	6.3 %
\$15,000 - \$24,999	367	19.8	210	8.9	257	7.3	248	5.9
\$25,000 - \$34,999	338	18.3	231	9.8	263	7.4	265	6.3
\$35,000 - \$49,999	407	22.0	378	15.9	476	13.5	480	11.4
\$50,000 - \$74,999	343	18.6	704	29.7	798	22.6	865	20.5
\$75,000 - \$99,999	60	3.3	402	17.0	799	22.6	958	22.7
\$100,000 - \$149,999	23	1.2	143	6.1	570	16.1	884	21.0
\$150,000 +	1	0.1	39	1.6	110	3.1	249	5.9
Community Trade Area:								
Households	12,570	N/A	14,864	N/A	18,650	N/A	20,994	N/A
Average Size	2.79	N/A	2.74	N/A	2.69	N/A	2.67	N/A
Household Income								
Median	\$ 30,195	N/A	\$ 48,533	N/A	\$ 59,465	N/A	\$ 66,053	N/A
Average	\$ 34,219	N/A	\$ 58,150	N/A	\$ 66,433	N/A	\$ 74,376	N/A
Households Above \$50,000	2,242	18.3 %	7,140	48.2 %	11,165	60.0 %	13,653	65.1 %
Households Above \$75,000	512	4.2	3,117	21.0	6,679	35.9	9,001	42.9
Income Distribution								
Less than \$15,000	2,695	22.0 %	1,744	11.8 %	1,642	8.8 %	1,639	7.8 %
\$15,000 - \$24,999	2,315	18.9	1,632	11.0	1,585	8.5	1,454	6.9
\$25,000 - \$34,999	2,281	18.6	1,664	11.2	1,650	8.9	1,654	7.9
\$35,000 - \$49,999	2,714	22.2	2,643	17.8	2,563	13.8	2,571	12.3
\$50,000 - \$74,999	1,730	14.1	4,024	27.1	4,486	24.1	4,652	22.2
\$75,000 - \$99,999	306	2.5	1,892	12.8	3,299	17.7	3,907	18.6
\$100,000 - \$149,999	159	1.3	921	6.2	2,534	13.6	3,611	17.2
\$150,000 +	47	0.4	304	2.0	846	4.5	1,483	7.1
Minneapolis-St. Paul MSA								
Households	959,070	N/A	1,136,615	N/A	1,257,939	N/A	1,331,186	N/A
Average Size	2.59	N/A	2.56	N/A	2.52	N/A	2.50	N/A
Household Income								
Median	\$ 37,650	N/A	\$ 54,601	N/A	\$ 68,914	N/A	\$ 77,471	N/A
Average	\$ 43,726	N/A	\$ 67,713	N/A	\$ 82,167	N/A	\$ 91,719	N/A
Households Above \$50,000	296,277	31.0 %	505,605	67.9 %	626,938	78.1 %	939,817	70.6 %
Households Above \$75,000	107,670	11.2	307,074	41.3	469,495	58.5	689,879	51.8
Income Distribution								
Less than \$15,000	158,154	16.5 %	32,029	4.3 %	24,888	3.1 %	73,541	5.5 %
\$15,000 - \$24,999	145,153	15.2	42,270	5.7	34,079	4.2	73,714	5.5
\$25,000 - \$34,999	151,215	15.8	59,389	8.0	38,821	4.8	90,894	6.8
\$35,000 - \$49,999	206,404	21.6	105,010	14.1	78,107	9.7	153,220	11.5
\$50,000 - \$74,999	188,607	19.7	198,531	26.7	157,443	19.6	249,938	18.8
\$75,000 - \$99,999	59,767	6.2	139,249	18.7	153,894	19.2	209,761	15.8
\$100,000 - \$149,999	30,647	3.2	109,111	14.7	189,554	23.6	274,209	20.6
\$150,000 +	17,256	1.8	58,714	7.9	126,047	15.7	205,909	15.5

N/A: Not Available or Not Applicable

E: Estimated.

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

Table B-4

BELLE PLAINE CURRENT AND COMMUNITY TRADE AREAS AND
MINNEAPOLIS-ST. PAUL MSA
HOUSEHOLDS, FAMILIES AND HOUSEHOLD SIZE; 1990 AND 2000 CENSUS; 2008 AND 2013 ESTIMATED

	1990		2000		2008 E		2013 E	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
Current Trade Area								
Households	1,914		2,379		3,539		4,218	
Families	1,498		1,763		2,558		3,002	
As Percent of Households		78.3 %		74.1 %		72.3 %		71.2 %
Household Size								
1 Person	N/A	N/A %	494	20.8 %	771	21.8 %	937	22.2 %
2 Persons	N/A	N/A	750	31.6	1,038	29.4	1,190	28.2
3-4 Persons	N/A	N/A	834	35.2	1,244	35.2	1,502	35.6
5+ Persons	N/A	N/A	293	12.3	478	13.5	585	13.9
Average Household Size	2.96		2.77		2.80		2.82	
Community Trade Area								
Households	12,570		14,864		18,650		20,994	
Families	9,483		10,856		13,356		14,871	
As Percent of Households		75.4 %		73.0 %		71.6 %		70.8 %
Household Size								
1 Person	N/A	N/A %	3,393	22.8 %	4,362	23.4 %	4,994	23.8 %
2 Persons	N/A	N/A	4,780	32.2	6,073	32.6	6,904	32.9
3-4 Persons	N/A	N/A	4,708	31.7	5,805	31.1	6,479	30.9
5 + Persons	N/A	N/A	1,956	13.2	2,381	12.8	2,607	12.4
Average Household Size	2.79		2.74		2.69		2.67	
Minneapolis-St. Paul MSA								
Households	959,070		1,136,615		1,257,939		1,331,186	
Families	648,159		744,303		802,833		835,600	
As Percent of Households		67.6 %		65.5 %		63.8 %		62.8 %
Household Size								
1 Person	N/A	N/A %	303,050	26.7 %	363,210	28.9 %	402,038	30.2 %
2 Persons	N/A	N/A	370,926	32.6	392,001	31.2	403,303	30.3
3-4 Persons	N/A	N/A	348,717	30.7	377,197	30.0	393,474	29.6
5 + Persons	N/A	N/A	113,922	10.0	125,531	10.0	132,371	9.9
Average Household Size	2.59		2.56		2.52		2.50	

N/A: Not Available or Not Applicable.

E: Estimated.

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

Table B-5

BELLE PLAINE CURRENT AND COMMUNITY TRADE AREAS AND
MINNEAPOLIS-ST. PAUL MSA
EDUCATIONAL ATTAINMENT: 1990 AND 2000 CENSUS; 2008 AND 2013 ESTIMATED

Attainment	1990		2000		2008 E		2013 E	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
Current Trade Area								
No College	1,545	60.4 %	1,763	50.3 %	2,210	38.2 %	2,289	31.7 %
Some College/2 yr. Degree	675	26.4	1,081	30.8	1,926	33.3	2,496	34.5
College Graduate	259	10.1	542	15.4	1,298	22.4	1,874	25.9
Graduate School	80	3.1	121	3.4	356	6.2	571	7.9
Community Trade Area								
No College	9,232	55.5 %	9,836	45.9 %	11,293	39.7 %	11,871	36.0 %
Some College/2 yr. Degree	4,809	28.9	7,369	34.4	9,964	35.0	11,622	35.3
College Graduate	2,023	12.2	3,236	15.1	5,396	19.0	6,990	21.2
Graduate School	561	3.4	991	4.6	1,817	6.4	2,475	7.5
Minneapolis-St. Paul MSA								
No College	492,784	35.2 %	482,956	28.0 %	523,934	26.3 %	539,093	29.2 %
Some College/2 yr. Degree	474,114	33.9	606,761	35.2	654,990	32.9	379,875	20.6
College Graduate	308,932	22.1	440,355	25.6	549,385	27.6	615,548	33.4
Graduate School	122,945	8.8	192,417	11.2	264,724	13.3	309,889	16.8

N/A: Not Available or Not Applicable.

E: Estimated.

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

Table B-6

BELLE PLAINE CURRENT AND COMMUNITY TRADE AREAS AND
MINNEAPOLIS-ST. PAUL MSA
GENDER AND MARITAL STATUS: 1990 AND 2000 CENSUS; 2008 AND 2013 ESTIMATED

Ethnicity	1990		2000		2008 E		2013 E	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
Current Trade Area								
Gender								
Male	2,919	50.0 %	3,393	50.1 %	5,008	49.5 %	5,965	49.2 %
Female	2,919	50.0	3,377	49.9	5,114	50.5	6,150	50.8
Marital Status								
Single	1,578	36.8 %	106	6.0 %	139	5.5 %	190	6.3 %
Single With Children	N/A	N/A	229	13.0	234	9.2	265	8.8
Married	2,707	63.2	1,428	81.0	2,183	85.4	2,546	84.8
Community Trade Area								
Gender								
Male	17,889	49.9 %	20,725	50.1 %	25,298	49.8 %	28,149	49.6 %
Female	17,964	50.1	20,655	49.9	25,530	50.2	28,575	50.4
Marital Status								
Single	9,710	36.5 %	543	5.0 %	648	4.9 %	780	5.3 %
Single With Children	N/A	N/A	1,194	11.0	1,373	10.3	1,521	10.2
Married	16,875	63.5	9,119	84.0	11,326	84.9	12,562	84.5
Minneapolis-St. Paul MSA								
Gender								
Male	1,241,505	48.9 %	1,466,277	49.4 %	1,609,949	49.7 %	1,695,368	49.8 %
Female	1,296,172	51.1	1,502,529	50.6	1,630,937	50.3	1,707,253	50.2
Marital Status								
Single	880,243	44.8 %	49,097	6.6 %	51,187	6.4 %	52,121	6.2 %
Single With Children	N/A	N/A	102,069	13.7	127,980	15.9	144,627	17.3
Married	1,082,905	55.2	593,137	79.7	623,666	77.7	638,852	76.5

N/A: Not Available or Not Applicable.

E: Estimated.

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

Table B-7

BELLE PLAINE CURRENT AND COMMUNITY TRADE AREAS AND
MINNEAPOLIS-ST. PAUL MSA
AGE DISTRIBUTION: 1990 AND 2000 CENSUS; 2008 AND 2013 ESTIMATED

Age Distribution	1990		2000		2008 E		2013 E	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
Current Trade Area								
Under 5	481	8.2 %	496	7.3 %	659	6.5 %	704	5.8 %
5 - 9	583	10.0	576	8.5	711	7.0	804	6.6
10 - 14	493	8.5	610	9.0	752	7.4	907	7.5
15 - 19	407	7.0	555	8.2	780	7.7	988	8.2
20 - 24	343	5.9	300	4.4	629	6.2	707	5.8
25 - 34	966	16.5	902	13.3	1,292	12.8	1,264	10.4
35 - 44	744	12.7	1,243	18.4	1,507	14.9	1,605	13.2
45 - 54	560	9.6	797	11.8	1,353	13.4	1,708	14.1
55 - 64	476	8.2	477	7.0	952	9.4	1,399	11.5
65 - 74	405	6.9	396	5.9	808	8.0	1,177	9.7
75 +	381	6.5	415	6.1	681	6.7	853	7.0
25 - 64	2,745	47.0 %	3,419	50.5 %	5,104	50.4 %	5,976	49.3 %
65 and Over	786	13.5	811	12.0	1,488	14.7	2,030	16.8
Community Trade Area								
Under 5	2,872	8.0 %	3,038	7.3 %	3,536	7.0 %	3,868	6.8 %
5 - 9	3,302	9.2	3,626	8.8	3,715	7.3	4,089	7.2
10 - 14	3,038	8.5	3,819	9.2	3,821	7.5	4,126	7.3
15 - 19	2,439	6.8	3,345	8.1	3,755	7.4	4,174	7.4
20 - 24	2,014	5.6	1,952	4.7	3,443	6.8	3,672	6.5
25 - 34	5,707	15.9	5,181	12.5	6,567	12.9	6,805	12.0
35 - 44	4,791	13.4	7,309	17.7	7,331	14.4	7,390	13.0
45 - 54	3,540	9.9	4,943	12.0	6,946	13.7	7,795	13.7
55 - 64	2,919	8.2	3,161	7.6	5,042	9.9	6,613	11.7
65 - 74	2,595	7.2	2,376	5.7	3,371	6.6	4,504	7.9
75 +	2,583	7.2	2,600	6.3	3,284	6.5	3,675	6.5
25 - 64	16,957	47.4 %	20,594	49.8 %	25,887	50.9 %	28,602	50.4 %
65 and Over	5,178	14.5	4,976	12.0	6,655	13.1	8,179	14.4
Minneapolis-St. Paul MSA								
Under 5	205,848	8.1 %	212,810	7.2 %	233,587	7.2 %	242,228	7.1 %
5 - 9	197,284	7.8	225,355	7.6	221,818	6.8	234,741	6.9
10 - 14	171,429	6.8	225,652	7.6	223,107	6.9	224,453	6.6
15 - 19	162,444	6.4	209,863	7.1	224,907	6.9	225,734	6.6
20 - 24	193,287	7.6	193,790	6.5	215,101	6.6	227,022	6.7
25 - 34	510,323	20.1	457,105	15.4	427,683	13.2	429,651	12.6
35 - 44	414,646	16.3	528,024	17.8	493,408	15.2	455,647	13.4
45 - 54	252,397	9.9	405,724	13.7	509,681	15.7	522,092	15.3
55 - 64	180,054	7.1	225,540	7.6	357,268	11.0	439,142	12.9
65 - 74	138,743	5.5	145,808	4.9	180,663	5.6	241,769	7.1
75 +	111,076	4.4	139,135	4.7	153,663	4.7	160,142	4.7
25 - 64	1,357,420	53.5 %	1,616,393	54.4 %	1,788,040	55.2 %	1,846,532	54.3 %
65 and Over	249,819	9.8	284,943	9.6	334,326	10.3	401,911	11.8

E: Estimated.

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

Table B-8

BELLE PLAINE CURRENT AND COMMUNITY TRADE AREAS AND
MINNEAPOLIS-ST. PAUL MSA
ETHNICITY: 1990 AND 2000 CENSUS; 2008 AND 2013 ESTIMATED

Ethnicity	1990		2000		2008 E		2013 E	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
Current Trade Area								
Caucasian	5,789	99.2 %	6,614	97.7 %	9,711	96.0 %	11,516	95.3 %
African-American	1	0.0	6	0.1	74	0.7	128	1.1
Native American	20	0.3	20	0.3	46	0.5	65	0.5
Asian/Pacific Islander	26	0.4	42	0.6	234	2.3	377	3.1
Other	2	0.0	87	1.3	55	0.5	-	0.0
Hispanic (any race)	17	0.3 %	79	1.2 %	204	2.0 %	285	2.4 %
Community Trade Area								
Caucasian	35,577	99.2 %	39,983	96.6 %	48,744	95.9 %	54,043	97.0 %
African-American	23	0.1	80	0.2	339	0.7	524	0.9
Native American	70	0.2	101	0.2	165	0.3	205	0.4
Asian/Pacific Islander	128	0.4	138	0.3	621	1.2	959	1.7
Other	56	0.2	1,077	2.6	958	1.9	-	0.0
Hispanic (any race)	182	0.5 %	1,546	3.7 %	2,257	4.4 %	2,703	4.8 %
Minneapolis-St. Paul MSA								
Caucasian	2,342,781	92.3 %	2,556,851	88.9 %	2,694,518	83.1 %	2,772,352	81.5 %
African-American	90,055	3.5	157,963	5.5	225,712	7.0	267,653	7.9
Native American	24,248	1.0	21,590	0.8	16,236	0.5	13,807	0.4
Asian/Pacific Islander	65,582	2.6	30,938	1.1	171,412	5.3	200,622	5.9
Other	15,011	0.6	108,377	3.8	133,008	4.1	148,187	4.4
Hispanic (any race)	37,820	1.5 %	99,121	3.4 %	154,944	4.8 %	189,690	5.6 %

E: Estimated.

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

Appendix C

RETAIL AND SERVICES PURCHASING POWER

Belle Plaine Current Trade Area Retail	C-1
Belle Plaine Current Trade Area Services	C-2
Belle Plaine Community Trade Area Retail	C-3
Belle Plaine Community Trade Area Services	C-4

Table C-1

BELLE PLAINE CURRENT TRADE AREA
RETAIL PURCHASING POWER, 2000 TO 2015
(In Thousands of Dollars)

<u>Merchandise Category</u>	<u>2000</u>	<u>2005</u>	<u>2010</u>	<u>2015</u>
General Merchandise	\$ 8,029	\$ 10,929	\$ 15,080	\$ 19,935
Department stores (Incl. leased depts.)	6,945	10,098	13,933	18,418
Discount stores	5,156	7,333	10,118	13,375
Department Stores	1,789	2,765	3,815	5,043
Other general merchandise stores	1,084	831	1,147	1,517
Warehouse Clubs & Supercenters	0	691	954	1,261
Variety stores	90	140	193	256
Miscellaneous general mdse.	994	691	954	1,261
Apparel and accessories	\$ 2,713	\$ 3,977	\$ 5,489	\$ 7,256
Furniture & home furnishings	2,027	3,185	4,395	5,810
Electronics & appliance	2,431	3,420	4,717	6,236
Other shopping goods	3,910	5,988	8,261	10,918
Total Shopping Goods	\$ 19,110	\$ 27,499	\$ 37,942	\$ 50,155
Food Service & Drinking	\$ 6,689	\$ 10,341	\$ 14,268	\$ 18,861
Convenience Goods	\$ 13,679	\$ 20,242	\$ 27,930	\$ 36,921
Food stores	9,658	13,377	18,457	24,399
Drug & proprietary stores	2,052	3,998	5,516	7,292
Hardware stores	481	691	954	1,261
Beer, wine & liquor stores	1,167	1,728	2,384	3,152
Florists	257	336	464	613
Health supplement stores	64	112	155	204
Gasoline Service Stations & Conv.	\$ 5,939	\$ 7,931	\$ 10,942	\$ 14,465
Other Stores	\$ 25,659	\$ 35,034	\$ 48,335	\$ 63,895
Building materials & supply stores	5,989	8,726	12,039	15,914
Lawn & garden equipment	744	1,084	1,496	1,977
Used merchandise stores	154	224	309	409
Motor vehicles & parts dealers	18,772	25,000	34,491	45,595
Total	\$ 71,076	\$ 101,047	\$ 139,417	\$ 184,297

NA: Not Available.

Source: McComb Group, Ltd.

Table C-1 (continued)

BELLE PLAINE CURRENT TRADE AREA
RETAIL PURCHASING POWER, 2000 TO 2015
(In Thousands of Dollars)

<u>Merchandise Category</u>	<u>2000</u>	<u>2005</u>	<u>2010</u>	<u>2015</u>
Shopping Goods				
General Merchandise				
Department stores (Incl. leased depts.)	\$ 6,945	\$ 10,098	\$ 13,933	\$ 18,418
Discount stores	5,156	7,333	10,118	13,375
Department Stores	1,789	2,765	3,815	5,043
Other general merchandise stores	1,084	831	1,147	1,517
Warehouse Clubs and Supercenters	NA	691	954	1,261
Variety stores	90	140	193	256
Miscellaneous general mdse.	994	691	954	1,261
Subtotal	\$ 8,029	\$ 10,929	\$ 15,080	\$ 19,935
Apparel and accessories	\$ 2,713	\$ 3,977	\$ 5,489	\$ 7,256
Furniture & home furnishings	2,027	3,185	4,395	5,810
Electronics & appliance	2,431	3,420	4,717	6,236
Other shopping goods	3,910	5,988	8,261	10,918
Total Shopping Goods	\$ 19,110	\$ 27,499	\$ 37,942	\$ 50,155
Food Service & Drinking Places				
Food Service	\$ 6,304	\$ 9,827	\$ 13,559	\$ 17,924
Drinking Places	385	514	709	937
Convenience Goods				
Food stores	\$ 9,658	\$ 13,377	\$ 18,457	\$ 24,399
Drug & proprietary stores	2,052	3,998	5,516	7,292
Liquor stores	1,167	1,728	2,384	3,152
Hardware	481	691	954	1,261
Florists	257	336	464	613
Health supplement stores	64	112	155	204
Subtotal	\$ 13,679	\$ 20,130	\$ 27,775	\$ 36,717
TOTAL	\$ 39,478	\$ 57,970	\$ 79,985	\$ 105,733

Table C-1 (continued)

BELLE PLAINE CURRENT TRADE AREA
RETAIL PURCHASING POWER, 2000 TO 2015
(In Thousands of Dollars)

Merchandise Category	2000	2005	2010	2015
CONVENIENCE GOODS				
Food Stores	\$ 9,658	\$ 13,377	\$ 18,457	\$ 24,399
Grocery stores	8,728	13,032	17,980	23,769
Supermarkets	8,478	12,780	17,632	23,309
Convenience Stores	250	252	348	460
Specialty food stores	237	308	425	562
Meat Markets	N/A	103	142	187
Fish & Seafood Markets	N/A	37	52	68
Fruit & Vegetable Markets	N/A	65	90	119
Other Specialty Food Stores	N/A	103	142	187
Baked Goods	N/A	37	52	68
Confectionery and Nut Stores	N/A	28	39	51
All Other Specialty Food Stores	693	37	52	68
Other Convenience Goods	\$ 4,021	\$ 6,865	\$ 9,473	\$ 12,522
Drug	2,052	3,998	5,516	7,292
Hardware	481	691	954	1,261
Liquor	1,167	1,728	2,384	3,152
Florist	257	336	464	613
Food/health supplement stores	64	112	155	204
Total Convenience Goods	\$ 13,679	\$ 20,242	\$ 27,930	\$ 36,921
Food Service & Drinking Places	\$ 6,689	\$ 10,341	\$ 14,268	\$ 18,861
Food Service	6,304	10,359	14,294	18,894
Full-service restaurants	3,104	4,634	6,393	8,451
Limited service restaurants	2,206	3,419	4,717	6,236
Cafeterias	26	140	193	256
Snack & beverage places	340	532	735	970
Ice Cream & Soft Serve	N/A	84	116	153
Frozen Yogurt	N/A	9	13	17
Doughnut Shops	N/A	112	155	204
Bagel Shops	N/A	56	77	102
Coffee Shops	N/A	159	219	290
Cookie Shops	N/A	9	13	17
Other Snack Shops	N/A	103	142	187
Specialized food places	628	1,102	1,521	2,011
Drinking Places	\$ 385	514	709	\$ 937
Gasoline Svs Stations/Conv.	\$ 5,939	\$ 7,931	\$ 10,942	\$ 14,465
Gas/Convenience food stores	5,092	7,118	9,821	12,983
Other Gas Stations & Truck Stops	847	813	1,121	1,482

Table C-1 (continued)

BELLE PLAINE CURRENT TRADE AREA
RETAIL PURCHASING POWER, 2000 TO 2015
(In Thousands of Dollars)

Merchandise Category	2000	2005	2010	2015
SHOPPING GOODS				
General Merchandise	\$ 8,029	\$ 10,929	\$ 15,080	\$ 19,935
Department stores (Incl. leased depts.)	6,945	10,098	13,933	18,418
Discount stores	5,156	7,333	10,118	13,375
Conventional	1,789	2,765	3,815	5,043
Other general merchandise stores	1,084	831	1,147	1,517
Warehouse clubs and Supercenters	NA	691	954	1,261
Variety stores	90	140	193	256
Miscellaneous general mdse.	994	691	954	1,261
Apparel & Accessories	\$ 2,713	\$ 3,977	\$ 5,489	\$ 7,256
Clothing Stores	2,290	3,418	4,717	6,236
Mens and boys	160	168	232	307
Womens clothing	571	813	1,121	1,482
Children's & infant	103	196	271	358
Family clothing	1,225	1,924	2,655	3,510
Clothing accessories stores	32	65	90	119
Other clothing stores	199	252	348	460
Shoe Stores	423	559	772	1,020
Men's	38	33	46	61
Women's	58	40	56	73
Children's & infant	13	19	26	34
Family shoe stores	199	318	438	579
Athletic footwear	115	149	206	273
Furniture & Home Furnishings	\$ 2,027	\$ 3,185	\$ 4,395	\$ 5,810
Furniture	1,039	1,597	2,204	2,914
Home furnishings stores	988	1,588	2,191	2,896
Floor coverings	616	813	1,121	1,482
Window treatment stores	19	37	52	68
All other home furnishings stores	346	747	1,031	1,363
Electronics & Appliances Stores	\$ 2,431	\$ 3,420	\$ 4,717	\$ 6,236
Appliance, tv and other electronics	1,398	2,775	3,828	5,060
Household appliance stores	218	486	670	886
Radio, tv & electronics stores	1,180	2,289	3,158	4,174
Computers and Software	1,033	645	889	1,176
Other Shopping Goods	\$ 3,500	\$ 5,876	\$ 8,106	\$ 10,714
Sporting goods	859	1,196	1,650	2,181
General Line Sporting Gds.	378	514	709	937
Specialty Line Sporting Gds.	481	682	941	1,244
Book stores & newsdealers	275	383	529	698
Stationery Stores and Office Supply	N/A	570	786	1,039
Musical Instrument & Supplies	N/A	252	348	460
Jewelry stores	417	645	889	1,176
Hobby, toy & game	404	467	644	852
Camera & photographic supply	115	215	296	392
Gift, novelty & souvenirs	462	598	825	1,090
Luggage & leather goods	45	37	52	68
Sewing, needlework & piece goods	115	234	322	426
Pet stores	244	346	477	630
Art dealers	64	84	116	153
Optical goods stores	231	280	387	511
Pre-Recorded Tapes, Compact Discs	NA	169	233	309
Cosmetics, beauty supplies & perfume	128	166	230	303
All other health & personal care	141	234	322	426
Total Shopping Goods	\$ 18,700	\$ 27,387	\$ 37,787	\$ 49,951

Table C-1 (continued)

BELLE PLAINE CURRENT TRADE AREA
RETAIL PURCHASING POWER, 2000 TO 2015
(In Thousands of Dollars)

Merchandise Category	2000	2005	2010	2015
OTHER RETAIL STORES				
Building Materials & Garden Supplies	\$ 6,733	\$ 9,810	\$ 13,535	\$ 17,891
Building materials & supplies stores	5,989	8,726	12,039	15,914
Home centers	1,757	2,560	3,532	4,669
Paint, glass & wallpaper	237	346	477	630
Other building materials dealers	3,995	5,820	8,030	10,615
Lawn & garden equipment	744	1,084	1,496	1,977
Outdoor power equipment	141	206	284	375
Retail nurseries, lawn & garden	603	878	1,212	1,602
Used Merchandise Stores	\$ 154	\$ 224	\$ 309	\$ 409
Motor Vehicles & Parts Dealers	\$ 18,772	\$ 25,000	\$ 34,491	\$ 45,595
Automotive dealers	16,033	21,757	30,018	39,683
New and used car dealers	15,590	20,842	28,755	38,013
Used car dealers	443	915	1,263	1,670
Misc. auto dealers	892	1,710	2,359	3,118
Boat dealers	327	514	709	937
Recreational vehicle dealers	212	420	580	767
Motorcycle dealers	218	589	812	1,073
Automotive dealers, nec	135	187	258	341
Auto parts, accessories & tires	1,847	1,533	2,114	2,794
Auto parts & accessories stores	1,404	944	1,302	1,721
Tire dealers	443	589	812	1,073
Total Other Retail Stores	\$ 25,659	\$ 35,034	\$ 48,335	\$ 63,895

Table C-2

BELLE PLAINE CURRENT TRADE AREA
 SERVICES PURCHASING POWER, 2000 TO 2015
 (In Thousands of Dollars)

Services Category	2000	2005	2010	2015
PERSONAL SERVICES	\$ 2,156	\$ 4,575	\$ 6,425	\$ 8,494
Personal care services	745	1,082	1,520	2,010
Hair, nail & skin care services	656	920	1,292	1,709
Barber shops	11	26	37	49
Beauty Shops	631	845	1,187	1,569
Nail salons	17	49	69	91
Other personal care services	88	162	228	301
Diet & weight reducing services	25	75	106	140
Other personal care services	61	87	122	161
Drycleaning & laundry services	\$ 280	\$ 618	\$ 869	\$ 1,148
Coin-operated laundries & drycleaners	50	106	148	196
Drycleaning & laundry services (except coin-op.)	227	234	328	434
Laundries, family & commercial	13	26	37	49
Drycleaning plants	202	185	260	343
Garment pressing & agents for laundries	15	19	26	35
Other personal services	\$ 1,132	\$ 2,874	\$ 4,036	\$ 5,336
Photofinishing	673	215	302	399
Photofinishing Laboratories	459	173	244	322
One Hour Photo Finishing	459	41	58	77
Other Personal Services	0	0	0	0
Child Day Care Services	459	807	1,134	1,498
Funeral Homes & Funeral Services	459	226	318	420
Photographic Services	459	792	1,112	1,470
Photographic Studios	459	253	355	469
Veteranarian Services	459	505	710	938
Pet Care	459	75	106	140
RENTAL AND LEASING	\$ 313	\$ 305	\$ 429	\$ 567
Formalwear & costume rental	23	30	42	56
Video tape and disk rental	290	275	387	511
RECREATION	\$ 898	\$ 1,629	\$ 2,289	\$ 3,025
Bowling centers		173	244	322
Physical fitness facilities	555	845	1,187	1,569
Golf courses and country clubs	343	611	858	1,134
PROFESSIONAL SERVICES	\$ 1,750	\$ 3,122	\$ 4,386	\$ 5,798
Offices of real estate agents & brokers	1,527	2,764	3,883	5,133
Offices of real estate appraisers	223	358	503	665

Table C-2 (continued)
 BELLE PLAINE CURRENT TRADE AREA
 SERVICES PURCHASING POWER, 2000 TO 2015
 (In Thousands of Dollars)

Services Category	2000	2005	2010	2015
REPAIR SERVICES	\$ 2,593	\$ 3,100	\$ 4,354	\$ 5,756
General automotive repair	\$ 959	\$ 1,301	\$ 1,827	\$ 2,416
Automotive exhaust system repair	82	34	48	63
Automotive transmission repair	90	83	117	154
Carburetor repair shops	15	91	127	168
Brake, front end & wheel alignment	90	64	90	119
Electrical repair shops, motor vehicle	17	11	16	21
Paint or body repair shops	774	924	1,298	1,716
Automotive glass replacement	246	283	397	525
Automotive oil change & lubrication shops	114	136	191	252
Carwashes	166	170	238	315
Personal & household goods repair & maint.	\$ 231	\$ 264	\$ 371	\$ 490
Home & garden equipment & appliance repair & maint.	130	87	122	161
Home & garden equipment repair & maint.	27	15	21	28
Appliance repair & maint.	103	72	101	133
Reupholstery & furniture repair	55	60	85	112
Footwear & leather goods repair	13	8	11	14
Watch, clock & jewelry repair	13	15	21	28
Garment repair & alteration services	19	11	16	21

Source: McComb Group, Ltd.

Table C-2 (continued)

BELLE PLAINE CURRENT TRADE AREA
SERVICES PURCHASING POWER, 2000 TO 2015
(In Thousands of Dollars)

<u>Services Category</u>	<u>2000</u>	<u>2005</u>	<u>2010</u>	<u>2015</u>
HEALTH CARE	\$ 8,053	\$ 8,014	\$ 11,256	\$ 14,880
Offices of physicians	5,046	4,710	6,616	8,746
Offices of physicians (except mental health specialists)	4,932	4,605	6,468	8,550
Offices of physicians, mental health specialists	116	106	148	196
Offices of dentists	1,857	1,735	2,437	3,221
Offices of other health practitioners	1,148	1,071	1,504	1,989
Offices of chiropractors	374	351	493	651
Offices of optometrists	133	124	175	231
Offices of mental health practitioners (except physicians)	105	98	138	182
Offices of physical, occup, & speech therapists & audiologists	320	298	418	553
Speech therapist & audiologists	21	19	26	35
Physical & occupational therapists	299	279	392	518
Offices of all other health practitioners	215	200	281	371
Offices of podiatrists	34	30	42	56
Offices of all other misc. health practitioners	181	170	238	315
Outpatient care centers	698	652	916	1,211
Outpatient mental health & substance abuse centers	349	324	456	602
Other outpatient care centers	349	324	456	602
Kidney dialysis centers	143	132	185	245
All other outpatient care centers	206	192	270	357
Home health care services	631	588	826	1,092
Subtotal - Health Care	\$ 9,381	\$ 8,666	\$ 12,173	\$ 16,091

Source: McComb Group, Ltd.

Table C-3

BELLE PLAINE COMMUNITY TRADE AREA
RETAIL PURCHASING POWER, 2000 TO 2015
(In Thousands of Dollars)

Merchandise Category	2000	2005	2010	2015
General Merchandise	\$ 46,471	\$ 58,761	\$ 73,582	\$ 90,067
Department stores (Incl. leased depts.)	40,198	54,291	67,985	83,215
Discount stores	29,842	39,425	49,369	60,429
Department Stores	10,356	14,866	18,616	22,786
Other general merchandise stores	6,273	4,470	5,597	6,852
Warehouse Clubs & Supercenters	0	3,717	4,654	5,697
Variety stores	520	753	943	1,155
Miscellaneous general mdse.	5,753	3,717	4,654	5,697
Apparel and accessories	\$ 15,701	\$ 21,389	\$ 26,783	\$ 32,784
Furniture & home furnishings	11,729	17,126	21,445	26,250
Electronics & appliance	14,068	18,382	23,017	28,175
Other shopping goods	22,640	32,189	40,308	49,338
Total Shopping Goods	\$ 110,609	\$ 147,847	\$ 185,135	\$ 226,614
Food Service & Drinking	\$ 38,712	\$ 55,596	\$ 69,620	\$ 85,219
Convenience Goods	\$ 79,171	\$ 108,835	\$ 136,285	\$ 166,815
Food stores	55,899	71,920	90,060	110,235
Drug & proprietary stores	11,877	21,496	26,917	32,947
Hardware stores	2,784	3,717	4,654	5,697
Beer, wine & liquor stores	6,755	9,291	11,635	14,241
Florists	1,485	1,808	2,264	2,771
Health supplement stores	371	603	755	924
Gasoline Service Stations & Conv.	\$ 34,370	\$ 42,639	\$ 53,394	\$ 65,356
Other Stores	\$ 148,505	\$ 188,336	\$ 235,840	\$ 288,675
Building materials & supply stores	34,667	46,908	58,740	71,898
Lawn & garden equipment	4,306	5,826	7,296	8,930
Used merchandise stores	891	1,205	1,509	1,848
Motor vehicles & parts dealers	108,641	134,397	168,295	205,999
Total	\$ 411,367	\$ 543,253	\$ 680,274	\$ 832,679

NA: Not Available.

Source: McComb Group, Ltd.

Table C-3 (continued)

BELLE PLAINE COMMUNITY TRADE AREA
RETAIL PURCHASING POWER, 2000 TO 2015
(In Thousands of Dollars)

Merchandise Category	2000	2005	2010	2015
Shopping Goods				
General Merchandise				
Department stores (Incl. leased depts.)	\$ 40,198	\$ 54,291	\$ 67,985	\$ 83,215
Discount stores	29,842	39,425	49,369	60,429
Department Stores	10,356	14,866	18,616	22,786
Other general merchandise stores	6,273	4,470	5,597	6,852
Warehouse Clubs and Supercenters	NA	3,717	4,654	5,697
Variety stores	520	753	943	1,155
Miscellaneous general mdse.	5,753	3,717	4,654	5,697
Subtotal	\$ 46,471	\$ 58,761	\$ 73,582	\$ 90,067
Apparel and accessories	\$ 15,701	\$ 21,389	\$ 26,783	\$ 32,784
Furniture & home furnishings	11,729	17,126	21,445	26,250
Electronics & appliance	14,068	18,382	23,017	28,175
Other shopping goods	22,640	32,189	40,308	49,338
Total Shopping Goods	\$ 110,609	\$ 147,847	\$ 185,135	\$ 226,614
Food Service & Drinking Places				
Food Service	\$ 36,485	\$ 52,834	\$ 66,161	\$ 80,985
Drinking Places	2,227	2,762	3,459	4,234
Convenience Goods				
Food stores	\$ 55,899	\$ 71,920	\$ 90,060	\$ 110,235
Drug & proprietary stores	11,877	21,496	26,917	32,947
Liquor stores	6,755	9,291	11,635	14,241
Hardware	2,784	3,717	4,654	5,697
Florists	1,485	1,808	2,264	2,771
Health supplement stores	371	603	755	924
Subtotal	\$ 79,171	\$ 108,232	\$ 135,530	\$ 165,891
TOTAL	\$ 228,492	\$ 311,675	\$ 390,285	\$ 477,724

Table C-3 (continued)

BELLE PLAINE COMMUNITY TRADE AREA
RETAIL PURCHASING POWER, 2000 TO 2015
(In Thousands of Dollars)

Merchandise Category	2000	2005	2010	2015
CONVENIENCE GOODS				
Food Stores	\$ 55,899	\$ 71,920	\$ 90,060	\$ 110,235
Grocery stores	50,517	70,062	87,733	107,387
Supermarkets	49,069	68,706	86,035	105,309
Convenience Stores	1,448	1,356	1,698	2,078
Specialty food stores	1,373	1,657	2,075	2,540
Meat Markets	N/A	552	692	847
Fish & Seafood Markets	N/A	201	252	308
Fruit & Vegetable Markets	N/A	352	440	539
Other Specialty Food Stores	N/A	552	692	847
Baked Goods	N/A	201	252	308
Confectionery and Nut Stores	N/A	151	189	231
All Other Specialty Food Stores	4,009	201	252	308
Other Convenience Goods	\$ 23,272	\$ 36,915	\$ 46,225	\$ 56,580
Drug	11,877	21,496	26,917	32,947
Hardware	2,784	3,717	4,654	5,697
Liquor	6,755	9,291	11,635	14,241
Florist	1,485	1,808	2,264	2,771
Food/health supplement stores	371	603	755	924
Total Convenience Goods	\$ 79,171	\$ 108,835	\$ 136,285	\$ 166,815
Food Service & Drinking Places	\$ 38,712	\$ 55,596	\$ 69,620	\$ 85,219
Food Service	36,485	55,696	69,746	85,374
Full-service restaurants	17,965	24,911	31,194	38,182
Limited service restaurants	12,768	18,382	23,018	28,175
Cafeterias	148	753	943	1,155
Snack & beverage places	1,967	2,862	3,585	4,389
Ice Cream & Soft Serve	N/A	452	566	693
Frozen Yogurt	N/A	50	63	77
Doughnut Shops	N/A	603	755	924
Bagel Shops	N/A	301	377	462
Coffee Shops	N/A	854	1,069	1,309
Cookie Shops	N/A	50	63	77
Other Snack Shops	N/A	552	692	847
Specialized food places	3,637	5,926	7,421	9,084
Drinking Places	\$ 2,227	2,762	3,459	\$ 4,234
Gasoline Svs Stations/Conv.	\$ 34,370	\$ 42,639	\$ 53,394	\$ 65,356
Gas/Convenience food stores	29,471	38,270	47,923	58,659
Other Gas Stations & Truck Stops	4,899	4,369	5,471	6,697

Table C-3 (continued)

BELLE PLAINE COMMUNITY TRADE AREA
RETAIL PURCHASING POWER, 2000 TO 2015
(In Thousands of Dollars)

Merchandise Category	2000	2005	2010	2015
SHOPPING GOODS				
General Merchandise	\$ 46,471	\$ 58,761	\$ 73,582	\$ 90,067
Department stores (Incl. leased depts.)	40,198	54,291	67,985	83,215
Discount stores	29,842	39,425	49,369	60,429
Conventional	10,356	14,866	18,616	22,786
Other general merchandise stores	6,273	4,470	5,597	6,852
Warehouse clubs and Supercenters	NA	3,717	4,654	5,697
Variety stores	520	753	943	1,155
Miscellaneous general mdse.	5,753	3,717	4,654	5,697
Apparel & Accessories	\$ 15,701	\$ 21,389	\$ 26,783	\$ 32,784
Clothing Stores	13,251	18,382	23,018	28,175
Mens and boys	928	904	1,132	1,386
Womens clothing	3,303	4,369	5,471	6,697
Children's & infant	594	1,055	1,321	1,617
Family clothing	7,089	10,346	12,956	15,858
Clothing accessories stores	186	352	440	539
Other clothing stores	1,151	1,356	1,698	2,078
Shoe Stores	2,450	3,007	3,765	4,609
Men's	223	179	224	274
Women's	334	216	271	332
Children's & infant	74	100	126	154
Family shoe stores	1,151	1,708	2,138	2,617
Athletic footwear	668	804	1,006	1,232
Furniture & Home Furnishings	\$ 11,729	\$ 17,126	\$ 21,445	\$ 26,250
Furniture	6,013	8,588	10,754	13,164
Home furnishings stores	5,716	8,538	10,691	13,086
Floor coverings	3,563	4,369	5,471	6,697
Window treatment stores	111	201	252	308
All other home furnishings stores	2,004	4,018	5,031	6,158
Electronics & Appliances Stores	\$ 14,068	\$ 18,382	\$ 23,017	\$ 28,175
Appliance, tv and other electronics	8,092	14,917	18,678	22,863
Household appliance stores	1,262	2,612	3,270	4,003
Radio, tv & electronics stores	6,830	12,305	15,408	18,860
Computers and Software	5,976	3,465	4,339	5,312
Other Shopping Goods	\$ 20,265	\$ 31,586	\$ 39,553	\$ 48,414
Sporting goods	4,974	6,428	8,050	9,854
General Line Sporting Gds.	2,190	2,762	3,459	4,234
Specialty Line Sporting Gds.	2,784	3,666	4,591	5,620
Book stores & newsdealers	1,596	2,059	2,579	3,156
Stationery Stores and Office Supply	N/A	3,064	3,836	4,696
Musical Instrument & Supplies	N/A	1,356	1,698	2,078
Jewelry stores	2,413	3,465	4,339	5,312
Hobby, toy & game	2,338	2,511	3,145	3,849
Camera & photographic supply	668	1,155	1,446	1,771
Gift, novelty & souvenirs	2,672	3,214	4,025	4,927
Luggage & leather goods	260	201	252	308
Sewing, needlework & piece goods	668	1,256	1,572	1,924
Pet stores	1,410	1,858	2,327	2,848
Art dealers	371	452	566	693
Optical goods stores	1,336	1,507	1,887	2,309
Pre-Recorded Tapes, Compact Discs	NA	910	1,139	1,394
Cosmetics, beauty supplies & perfume	742	894	1,120	1,371
All other health & personal care	817	1,256	1,572	1,924
Total Shopping Goods	\$ 108,234	\$ 147,244	\$ 184,380	\$ 225,690

Table C-3 (continued)

BELLE PLAINE COMMUNITY TRADE AREA
 RETAIL PURCHASING POWER, 2000 TO 2015
 (In Thousands of Dollars)

Merchandise Category	2000	2005	2010	2015
OTHER RETAIL STORES				
Building Materials & Garden Supplies	\$ 38,973	\$ 52,734	\$ 66,036	\$ 80,828
Building materials & supplies stores	34,667	46,908	58,740	71,898
Home centers	10,170	13,761	17,232	21,092
Paint, glass & wallpaper	1,373	1,858	2,327	2,848
Other building materials dealers	23,124	31,289	39,181	47,958
Lawn & garden equipment	4,306	5,826	7,296	8,930
Outdoor power equipment	817	1,105	1,384	1,694
Retail nurseries, lawn & garden	3,489	4,721	5,912	7,236
Used Merchandise Stores	\$ 891	\$ 1,205	\$ 1,509	\$ 1,848
Motor Vehicles & Parts Dealers	\$ 108,641	\$ 134,397	\$ 168,295	\$ 205,999
Automotive dealers	92,792	116,970	146,472	179,286
New and used car dealers	90,231	112,048	140,309	171,742
Used car dealers	2,561	4,922	6,163	7,544
Misc. auto dealers	5,159	9,190	11,509	14,088
Boat dealers	1,893	2,762	3,459	4,234
Recreational vehicle dealers	1,225	2,260	2,830	3,464
Motorcycle dealers	1,262	3,164	3,962	4,850
Automotive dealers, nec	779	1,004	1,258	1,540
Auto parts, accessories & tires	10,690	8,237	10,314	12,625
Auto parts & accessories stores	8,129	5,073	6,352	7,775
Tire dealers	2,561	3,164	3,962	4,850
Total Other Retail Stores	\$ 148,505	\$ 188,336	\$ 235,840	\$ 288,675

Table C-4

BELLE PLAINE COMMUNITY TRADE AREA
 SERVICES PURCHASING POWER, 2000 TO 2015
 (In Thousands of Dollars)

Services Category	2000	2005	2010	2015
PERSONAL SERVICES	\$ 8,456	\$ 24,717	\$ 29,337	\$ 35,068
Personal care services	2,920	5,848	6,941	8,297
Hair, nail & skin care services	2,574	4,972	5,901	7,054
Barber shops	41	143	169	202
Beauty Shops	2,475	4,564	5,417	6,476
Nail salons	66	265	314	376
Other personal care services	346	876	1,040	1,243
Diet & weight reducing services	99	408	484	578
Other personal care services	239	469	556	665
Drycleaning & laundry services	\$ 1,097	\$ 3,342	\$ 3,966	\$ 4,741
Coin-operated laundries & drycleaners	198	571	677	809
Drycleaning & laundry services (except coin-op.)	891	1,263	1,499	1,792
Laundries, family & commercial	49	143	169	202
Drycleaning plants	792	998	1,185	1,417
Garment pressing & agents for laundries	58	102	121	145
Other personal services	\$ 4,438	\$ 15,527	\$ 18,429	\$ 22,030
Photofinishing	2,640	1,161	1,379	1,648
Photofinishing Laboratories	1,798	937	1,113	1,330
One Hour Photo Finishing	1,798	224	266	318
Other Personal Services	0	0	0	0
Child Day Care Services	1,798	4,361	5,176	6,187
Funeral Homes & Funeral Services	1,798	1,223	1,451	1,735
Photographic Services	1,798	4,279	5,079	6,071
Photographic Studios	1,798	1,365	1,620	1,937
Veteranarian Services	1,798	2,730	3,241	3,874
Pet Care	1,798	408	484	578
RENTAL AND LEASING	\$ 1,229	\$ 1,651	\$ 1,959	\$ 2,341
Formalwear & costume rental	91	163	193	231
Video tape and disk rental	1,138	1,488	1,766	2,110
RECREATION	\$ 3,523	\$ 8,802	\$ 10,448	\$ 12,489
Bowling centers		937	1,113	1,330
Physical fitness facilities	2,178	4,564	5,417	6,476
Golf courses and country clubs	1,345	3,301	3,918	4,683
PROFESSIONAL SERVICES	\$ 6,863	\$ 16,872	\$ 20,026	\$ 23,937
Offices of real estate agents & brokers	5,989	14,936	17,728	21,191
Offices of real estate appraisers	874	1,936	2,298	2,746

Table C-4 (continued)

BELLE PLAINE COMMUNITY TRADE AREA
SERVICES PURCHASING POWER, 2000 TO 2015

(In Thousands of Dollars)

Services Category	2000	2005	2010	2015
REPAIR SERVICES	\$ 10,172	\$ 16,750	\$ 19,880	\$ 23,764
General automotive repair	\$ 3,762	\$ 7,030	\$ 8,344	\$ 9,974
Automotive exhaust system repair	322	183	218	260
Automotive transmission repair	355	448	532	636
Carburetor repair shops	58	489	580	694
Brake, front end & wheel alignment	355	346	411	491
Electrical repair shops, motor vehicle	66	61	73	87
Paint or body repair shops	3,036	4,992	5,925	7,083
Automotive glass replacement	965	1,528	1,814	2,168
Automotive oil change & lubrication shops	445	734	871	1,041
Carwashes	652	917	1,088	1,301
Personal & household goods repair & maint.	\$ 907	\$ 1,426	\$ 1,693	\$ 2,024
Home & garden equipment & appliance repair & maint.	511	469	556	665
Home & garden equipment repair & maint.	107	82	97	116
Appliance repair & maint.	404	387	460	549
Reupholstery & furniture repair	214	326	387	463
Footwear & leather goods repair	49	41	48	58
Watch, clock & jewelry repair	49	82	97	116
Garment repair & alteration services	74	61	73	87

Source: McComb Group, Ltd.

Table C-4 (continued)

BELLE PLAINE COMMUNITY TRADE AREA
 SERVICES PURCHASING POWER, 2000 TO 2015
 (In Thousands of Dollars)

Services Category	2000	2005	2010	2015
HEALTH CARE	\$ 31,589	\$ 43,301	\$ 51,393	\$ 61,434
Offices of physicians	19,792	25,451	30,207	36,109
Offices of physicians (except mental health specialists)	19,346	24,880	29,530	35,299
Offices of physicians, mental health specialists	454	571	677	809
Offices of dentists	7,285	9,373	11,125	13,299
Offices of other health practitioners	4,504	5,787	6,869	8,211
Offices of chiropractors	1,468	1,895	2,249	2,689
Offices of optometrists	520	672	798	954
Offices of mental health practitioners (except physicians)	412	530	629	752
Offices of physical, occup, & speech therapists & audiologists	1,254	1,610	1,911	2,284
Speech therapist & audiologists	82	102	121	145
Physical & occupational therapists	1,171	1,508	1,790	2,139
Offices of all other health practitioners	841	1,080	1,282	1,532
Offices of podiatrists	132	163	193	231
Offices of all other misc. health practitioners	709	917	1,088	1,301
Outpatient care centers	2,739	3,525	4,184	5,001
Outpatient mental health & substance abuse centers	1,369	1,752	2,080	2,486
Other outpatient care centers	1,369	1,752	2,080	2,486
Kidney dialysis centers	561	713	846	1,012
All other outpatient care centers	808	1,039	1,233	1,474
Home health care services	2,475	3,179	3,773	4,510
Subtotal - Health Care	\$ 36,795	\$ 46,826	\$ 55,577	\$ 66,436

Source: McComb Group, Ltd.

Appendix D

RETAIL AND SERVICES PURCHASING POWER, MARKET SHARE AND SALES POTENTIAL

Belle Plaine Current Trade Area Retail	D-1
Belle Plaine Current Trade Area Services	D-2
Belle Plaine Community Trade Area Retail	D-3
Belle Plaine Community Trade Area Services	D-4

Table D-1

BELLE PLAINE CURRENT TRADE AREA
RETAIL PURCHASING POWER, MARKET SHARE AND SALES POTENTIAL, 2010
BY MERCHANDISE CATEGORY
(In Thousands of Dollars)

Merchandise Category	Resident Purchasing Power	Estimated Market Share	Trade Area Sales	Trade Area Percent	Other Shoppers	Estimated Total Sales
SHOPPING GOODS						
General Merchandise						
Department stores(Incl. leased depts.)						
Discount stores	\$ 10,118	75.0 %	\$ 7,589	75 %	\$ 2,530	\$ 10,119
Department Stores	3,815	25.0	954	75	318	1,272
Other general merchandise stores						
Warehouse Club & Supercenters	\$ 954	75.0 %	\$ 716	75 %	\$ 239	\$ 955
Variety stores	193	25.0	48	85	8	56
Miscellaneous general mdse.	954	25.0	239	85	42	281
Apparel & Accessories						
Clothing Stores						
Mens and boys	\$ 232	15.0 %	\$ 35	70 %	\$ 15	\$ 50
Womens clothing	1,121	15.0	168	70	72	240
Children's & infant	271	15.0	41	70	18	59
Family clothing	2,655	15.0	398	70	171	569
Clothing accessories stores	90	15.0	14	70	6	20
Other clothing stores	348	15.0	52	70	22	74
Shoe Stores						
Men's	\$ 46	15.0 %	\$ 7	70 %	\$ 3	\$ 10
Women's	56	15.0	8	70	3	11
Children's & infant	26	15.0	4	70	2	6
Family shoe stores	438	15.0	66	70	28	94
Athletic footwear	206	15.0	31	70	13	44
Furniture & Home Furnishing						
Furniture	\$ 2,204	15.0 %	\$ 331	70 %	\$ 142	\$ 473
Floor coverings	1,121	15.0	168	70	72	240
Window treatment stores	52	15.0	8	70	3	11
All other home furnishings stores	1,031	15.0	155	70	66	221
Electronics & Appliances Store:						
Household appliance stores	\$ 670	15.0 %	\$ 101	70 %	\$ 43	\$ 144
Radio, tv & electronics stores	3,158	15.0	474	70	203	677
Computers & Software	889	15.0	133	70	57	190
Other Shopping Good:						
Sporting goods	\$ 1,650	15.0 %	\$ 248	70 %	\$ 106	\$ 354
General Line Sporting Gds.	709	15.0	106	70	45	151
Specialty Line Sporting Gds.	941	15.0	141	70	60	201
Book stores & newsdealers	529	15.0	79	70	34	113
Stationery Stores and Office Supply	786	15.0	118	70	51	169
Musical Instrument & Supplies	348	15.0	52	70	22	74
Jewelry stores	889	15.0	133	70	57	190
Hobby, toy & game	644	15.0	97	70	42	139
Camera & photographic supply	296	15.0	44	70	19	63
Gift, novelty & souvenirs	825	15.0	124	70	53	177
Luggage & leather goods	52	15.0	8	70	3	11
Sewing, needlework & piece goods	322	15.0	48	70	21	69
Pet stores	477	15.0	72	70	31	103
Art dealers	116	15.0	17	70	7	24
Optical goods stores	387	15.0	58	70	25	83
Pre-Recorded Tapes, Compact Discs	233	15.0	35	70	15	50
Cosmetics, beauty supplies & perfume	230	15.0	35	70	15	50
All other health & personal care	477	15.0	72	70	31	103

Table D-1 (continued)

BELLE PLAINE CURRENT TRADE AREA
RETAIL PURCHASING POWER, MARKET SHARE AND SALES POTENTIAL, 2010
BY MERCHANDISE CATEGORY
(In Thousands of Dollars)

Merchandise Category	Resident Purchasing Power	Estimated Market Share	Trade Area Sales	Trade Area Percent	Other Shoppers	Estimated Total Sales
CONVENIENCE GOODS						
Food Stores						
Grocery stores	\$ 17,980	70.0 %	\$ 12,586	85 %	\$ 2,221	\$ 14,807
Supermarkets	17,632	70.0	12,342	85	2,178	14,520
Convenience food	348	75.0	261	90	29	290
Specialty food stores	425	75.0	319	90	35	354
Meat Markets	142	75.0	107	90	12	119
Fish & Seafood Markets	52	75.0	39	90	4	43
Fruit & Vegetable Markets	90	75.0	68	90	8	76
Other Specialty Food Stores	142	75.0	107	90	12	119
Baked Goods	52	75.0	39	90	4	43
Confectionery and Nut Stores	39	75.0	29	90	3	32
All Other Specialty Food Stores	52	75.0	39	90	4	43
Other Convenience Goods						
Drug & proprietary stores	\$ 5,516	75.0 %	\$ 4,137	85 %	\$ 730	\$ 4,867
Hardware	954	65.0	620	85	109	729
Liquor	2,384	65.0	1,550	85	274	1,824
Florist	464	65.0	302	85	53	355
Food/health supplement stores	155	65.0	101	85	18	119
Food Service & Drinking Places						
Food Service						
Full-service restaurants	\$ 6,393	65.0 %	\$ 4,155	70 %	\$ 1,781	\$ 5,936
Limited service restaurants	4,717	65.0	3,066	70	1,314	4,380
Cafeterias						
Snack & beverage places	\$ 735	75.0 %	\$ 551	75 %	\$ 184	\$ 735
Ice Cream & Soft Serve	116	75.0	87	75	29	116
Frozen Yogurt	13	75.0	10	75	3	13
Doughnut Shops	155	75.0	116	75	39	155
Bagel Shops	77	75.0	58	75	19	77
Coffee Shops	219	75.0	164	75	55	219
Cookie Shops	13	75.0	10	75	3	13
Other Snack Shops	142	75.0	107	75	36	143
Specialized food places	1,521					
Drinking Places	\$ 709	75.0 %	\$ 532	90 %	\$ 59	\$ 591
Gasoline Svs Stations/Conv.						
Gas/Convenience food stores	\$ 9,821	60.0 %	\$ 5,893	70 %	\$ 2,526	\$ 8,419
Other Gas Stations & Truck Stops	1,121	60.0	673	70	288	961
OTHER RETAIL STORES						
Building Materials & Garden Supplie						
Building materials & supplies stores	\$ 12,039	50.0 %	\$ 6,020	90 %	\$ 669	\$ 6,689
Home centers	3,532	50.0	1,766	90	196	1,962
Paint, glass & wallpaper	477	50.0	239	90	27	266
Other building materials dealers	8,030	50.0	4,015	90	446	4,461
Lawn & garden equipment						
Outdoor power equipment	\$ 284	50.0 %	\$ 142	85 %	\$ 25	\$ 167
Retail nurseries, lawn & garden	1,212	50.0	606	85	107	713
Motor Vehicles & Parts Dealer:						
Auto parts, accessories & tires	\$ 2,114	65.0 %	\$ 1,374	90 %	\$ 153	\$ 1,527
Auto parts & accessories stores	1,302	65.0	846	90	94	940
Tire dealers	812	65.0	528	90	59	587
Auto Dealers	20,842	65.0	13,547	90	1,505	15,052

Table D-1 (continued)

BELLE PLAINE CURRENT TRADE AREA
RETAIL PURCHASING POWER, MARKET SHARE AND SALES POTENTIAL, 2015
BY MERCHANDISE CATEGORY
(In Thousands of Dollars)

Merchandise Category	Resident Purchasing Power	Estimated Market Share	Trade Area Sales	Trade Area Percent	Other Shoppers	Estimated Total Sales
SHOPPING GOODS						
General Merchandise						
Department stores (Incl. leased depts.)						
Discount stores	\$ 13,375	75.0 %	\$ 10,031	75 %	\$ 3,344	\$ 13,375
Department Stores	5,043	25.0	1,261	75	420	1,681
Other general merchandise stores						
Warehouse Clubs and Supercenters	\$ 1,261	75.0 %	\$ 946	75 %	\$ 315	\$ 1,261
Variety stores	256	25.0	64	85	11	75
Miscellaneous general mdse.	1,261	25.0	315	85	56	371
Apparel & Accessories						
Clothing Stores						
Mens and boys	\$ 307	15.0 %	\$ 46	70 %	\$ 20	\$ 66
Womens clothing	1,482	15.0	222	70	95	317
Children's & infant	358	15.0	54	70	23	77
Family clothing	3,510	15.0	527	70	226	753
Clothing accessories stores	119	15.0	18	70	8	26
Other clothing stores	460	15.0	69	70	30	99
Shoe Stores						
Men's	\$ 61	15.0 %	\$ 9	70 %	\$ 4	\$ 13
Women's	73	15.0	11	70	5	16
Children's & infant	34	15.0	5	70	2	7
Family shoe stores	579	15.0	87	70	37	124
Athletic footwear	273	15.0	41	70	18	59
Furniture & Home Furnishings						
Furniture	\$ 2,914	15.0 %	\$ 437	70 %	\$ 187	\$ 624
Floor coverings	1,482	15.0	222	70	95	317
Window treatment stores	68	15.0	10	70	4	14
All other home furnishings stores	1,363	15.0	204	70	87	291
Electronics & Appliances Stores						
Household appliance stores	\$ 886	15.0 %	\$ 133	70 %	\$ 57	\$ 190
Radio, tv & electronics stores	4,174	15.0	626	70	268	894
Computers & Software	1,176	15.0	176	70	75	251
Other Shopping Goods						
Sporting goods	\$ 2,181	15.0 %	\$ 327	70 %	\$ 140	\$ 467
General Line Sporting Gds.	937	15.0	141	70	60	201
Specialty Line Sporting Gds.	1,244	15.0	187	70	80	267
Book stores & newsdealers	698	15.0	105	70	45	150
Stationery Stores and Office Supply	1,039	15.0	156	70	67	223
Musical Instrument & Supplies	460	15.0	69	70	30	99
Jewelry stores	1,176	15.0	176	70	75	251
Hobby, toy & game	852	15.0	128	70	55	183
Camera & photographic supply	392	15.0	59	70	25	84
Gift, novelty & souvenirs	1,090	15.0	164	70	70	234
Luggage & leather goods	68	15.0	10	70	4	14
Sewing, needlework & piece goods	426	15.0	64	70	27	91
Pet stores	630	15.0	95	70	41	136
Art dealers	153	15.0	23	70	10	33
Optical goods stores	511	15.0	77	70	33	110
Pre-Recorded Tapes, Compact Discs	309	15.0	46	70	20	66
Cosmetics, beauty supplies & perfume	303	15.0	45	70	19	64
All other health & personal care	630	15.0	95	70	41	136

Table D-1 (continued)

BELLE PLAINE CURRENT TRADE AREA
RETAIL PURCHASING POWER, MARKET SHARE AND SALES POTENTIAL, 2015
BY MERCHANDISE CATEGORY
(In Thousands of Dollars)

Merchandise Category	Resident Purchasing Power	Estimated Market Share	Trade Area Sales	Trade Area Percent	Other Shoppers	Estimated Total Sales
CONVENIENCE GOODS						
Food Stores						
Grocery stores	\$ 23,769	70.0 %	\$ 16,638	85 %	\$ 2,936	\$ 19,574
Supermarkets	23,309	70.0	16,316	85	2,879	19,195
Convenience food	460	75.0	345	90	38	383
Specialty food stores	562	75.0	422	90	47	469
Meat Markets	187	75.0	140	90	16	156
Fish & Seafood Markets	68	75.0	51	90	6	57
Fruit & Vegetable Markets	119	75.0	89	90	10	99
Other Specialty Food Stores	187	75.0	140	90	16	156
Baked Goods	68	75.0	51	90	6	57
Confectionery and Nut Stores	51	75.0	38	90	4	42
All Other Specialty Food Stores	68	75.0	51	90	6	57
Other Convenience Goods						
Drug & proprietary stores	\$ 7,292	75.0 %	\$ 5,469	85 %	\$ 965	\$ 6,434
Hardware	1,261	65.0	820	85	145	965
Liquor	3,152	65.0	2,049	85	362	2,411
Florist	613	65.0	398	85	70	468
Food/health supplement stores	204	65.0	133	85	23	156
Food Service & Drinking Places						
Food Service						
Full-service restaurants	\$ 8,451	65.0 %	\$ 5,493	70 %	\$ 2,354	\$ 7,847
Limited service restaurants	6,236	65.0	4,053	70	1,737	5,790
Cafeterias	256					
Snack & beverage places	970	75.0	728	75	243	971
Ice Cream & Soft Serve	153	75.0	115	75	38	153
Frozen Yogurt	17	75.0	13	75	4	17
Doughnut Shops	204	75.0	153	75	51	204
Bagel Shops	102	75.0	77	75	26	103
Coffee Shops	290	75.0	218	75	73	291
Cookie Shops	17	75.0	13	75	4	17
Other Snack Shops	187	75.0	140	75	47	187
Specialized food places	2,011					
Drinking Places	\$ 937	75.0 %	\$ 703	90 %	\$ 78	\$ 781
Gasoline Svcs Stations/Conv.						
Gas/Convenience food stores	\$ 12,983	60.0 %	\$ 7,790	70 %	\$ 3,339	\$ 11,129
Other Gas Stations & Truck Stops	1,482	60.0	889	70	381	1,270
OTHER RETAIL STORES						
Building Materials & Garden Supplies						
Building materials & supplies stores	\$ 15,914	50.0 %	\$ 7,957	90 %	\$ 884	\$ 8,841
Home centers	4,669	50.0	2,335	90	259	2,594
Paint, glass & wallpaper	630	50.0	315	90	35	350
Other building materials dealers	10,615	50.0	5,308	90	590	5,898
Lawn & garden equipment						
Outdoor power equipment	\$ 375	50.0 %	\$ 188	85 %	\$ 33	\$ 221
Retail nurseries, lawn & garden	1,602	50.0	801	85	141	942
Motor Vehicles & Parts Dealers						
Auto parts, accessories & tires	\$ 2,794	65.0 %	\$ 1,816	90 %	\$ 202	\$ 2,018
Auto parts & accessories stores	1,721	65.0	1,119	90	124	1,243
Tire dealers	1,073	65.0	697	90	77	774
Auto Dealers	20,842	65.0	13,547	90	1,505	15,052

Source: McComb Group, Ltd.

Table D-2

**BELLE PLAINE CURRENT TRADE AREA
SERVICES PURCHASING POWER, MARKET SHARE AND SALES POTENTIAL, 2010
BY SERVICES CATEGORY
(In Thousands of Dollars)**

Category	Resident Purchasing Power	Estimated Market Share	Trade Area Sales	Trade Area Percent	Other Shoppers	Estimated Total Sales
Personal Care Services						
Barber shops	\$ 37	75.0 %	\$ 28	90 %	\$ 3	\$ 31
Beauty shops	1,187	75.0	890	90	99	989
Nail salons	69	75.0	52	90	6	58
Diet & weight reducing services	106	75.0	80	90	9	89
Other personal care services	122	75.0	92	90	10	102
Drycleaning and Laundry Services						
Coin-operated laundries & drycleaners	\$ 148	75.0 %	\$ 111	90 %	\$ 12	\$ 123
Drycleaning & laundry services (except coin-op.)	328	75.0	246	90	27	273
Other Personal Services						
Photofinishing	\$ 302	75.0 %	\$ 227	90 %	\$ 25	\$ 252
Photofinishing Laboratories	244	75.0	183	90	20	203
One Hour Photo Finishing	58	75.0	44	90	5	49
Child Day Care Services	1,134	75.0	851	90	95	946
Funeral Homes & Funeral Services	318	75.0	239	90	27	266
Photographic Services	1,112	75.0	834	90	93	927
Photographic Studios	355	75.0	266	90	30	296
Veteranarian Services	710	75.0	533	90	59	592
Pet Care	106	75.0	80	90	9	89
Rental and Leasing						
Formalwear and costume rental	\$ 42	75.0 %	\$ 32	90 %	\$ 4	\$ 36
Video tape and disc rental	387	75.0	290	90	32	322
Recreation						
Bowling centers	\$ 244	75.0 %	\$ 183	90 %	\$ 20	\$ 203
Physical fitness facilities	1,187	75.0	890	90	99	989
Golf courses and country clubs	858	75.0	644	90	72	716
Professional Services						
Offices of real estate agents & brokers	\$ 3,883	75.0 %	\$ 2,912	90 %	\$ 324	\$ 3,236
Offices of real estate appraisers	503	75.0	377	90	42	419
Household Goods Repair						
Home & Garden Equipment & Appliance Repair	\$ 122	75.0 %	\$ 92	90 %	\$ 10	\$ 102
Reupholstery & furniture repair	85	75.0	64	90	7	71
Footwear and leather goods repair	11	75.0	8	90	1	9
Watch, clock and jewelry repair	21	75.0	16	90	2	18
Garment repair and alteration services	16	75.0	12	90	1	13
Automotive Repair and Maintenance						
General automotive repair	\$ 1,827	75.0 %	\$ 1,370	90 %	\$ 152	\$ 1,522
Automotive exhaust system repair	48	75.0	36	90	4	40
Automotive transmission repair	117	75.0	88	90	10	98
Carburetor repair shops	127	75.0	95	90	11	106
Brake, front end & wheel alignment	90	75.0	68	90	8	76
Electrical repair shops, motor vehicle	16	75.0	12	90	1	13
Paint or body repair shops	1,298	75.0	974	90	108	1,082
Automotive glass replacement	397	75.0	298	90	33	331
Automotive oil change & lubrication shops	191	75.0	143	90	16	159
Carwashes	238	75.0	179	90	20	199

Table D-2 (continued)

BELLE PLAINE CURRENT TRADE AREA
SERVICES PURCHASING POWER, MARKET SHARE AND SALES POTENTIAL, 2010
BY SERVICES CATEGORY
(In Thousands of Dollars)

Category	Resident Purchasing Power	Estimated Market Share	Trade Area Sales	Trade Area Percent	Other Shoppers	Estimated Total Sales
Health Care						
Offices of physicians						
Offices of physicians (except mental health specialists)	\$ 6,468	50.0 %	\$ 3,234	85 %	\$ 571	\$ 3,805
Offices of physicians, mental health specialists	148	50.0	74	85	13	87
Offices of dentists	2,437	75.0	1,828	85	323	2,151
Offices of other health practitioners						
Offices of chiropractors	\$ 493	75.0 %	\$ 370	85 %	\$ 65	\$ 435
Offices of optometrists	175	75.0	131	85	23	154
Offices of mental health practitioners (except physicians)	138	50.0	69	85	12	81
Offices of physical, occup, & speech therapists & audiologists						
Speech therapist & audiologists	\$ 26	50.0 %	\$ 13	85 %	\$ 2	\$ 15
Physical & occupational therapists	392	50.0	196	85	35	231
Offices of all other health practitioners						
Offices of podiatrists	\$ 42	50.0 %	\$ 21	85 %	\$ 4	\$ 25
Offices of all other misc. health practitioners	238	50.0	119	85	21	140
Outpatient care centers						
Outpatient mental health & substance abuse centers	\$ 456	50.0 %	\$ 228	85 %	\$ 40	\$ 268
Other outpatient care centers						
Kidney dialysis centers	\$ 185	50.0 %	\$ 93	85 %	\$ 16	\$ 109
All other outpatient care centers	270	50.0	135	85	24	159
Home health care services	\$ 826	50.0 %	\$ 413	85 %	\$ 73	\$ 486

Source: McComb Group, Ltd.

Table D-2 (continued)

BELLE PLAINE CURRENT TRADE AREA
SERVICES PURCHASING POWER, MARKET SHARE AND SALES POTENTIAL, 2015
BY SERVICES CATEGORY
(In Thousands of Dollars)

Category	Resident Purchasing Power	Estimated Market Share	Trade Area Sales	Trade Area Percent	Other Shoppers	Estimated Total Sales
Personal Care Services						
Barber shops	\$ 49	75.0 %	\$ 37	90 %	\$ 4	\$ 41
Beauty shops	1,569	75.0	1,177	90	131	1,308
Nail salons	91	75.0	68	90	8	76
Diet & weight reducing services	140	75.0	105	90	12	117
Other personal care services	161	75.0	121	90	13	134
Drycleaning and Laundry Services						
Coin-operated laundries & drycleaners	\$ 196	75.0 %	\$ 147	90 %	\$ 16	\$ 163
Drycleaning & laundry services (except coin-op.)	434	75.0	326	90	36	362
Other Personal Services						
Photofinishing	\$ 399	75.0 %	\$ 299	90 %	\$ 33	\$ 332
Photofinishing Laboratories	322	75.0	242	90	27	269
One Hour Photo Finishing	77	75.0	58	90	6	64
Child Day Care Services	1,498	75.0	1,124	90	125	1,249
Funeral Homes & Funeral Services	420	75.0	315	90	35	350
Photographic Services	1,470	75.0	1,103	90	123	1,226
Photographic Studios	469	75.0	352	90	39	391
Veteranarian Services	938	75.0	704	90	78	782
Pet Care	140	75.0	105	90	12	117
Rental and Leasing						
Formalwear and costume rental	\$ 56	75.0 %	\$ 42	90 %	\$ 5	\$ 47
Video tape and disc rental	511	75.0	383	90	43	426
Recreation						
Bowling centers	\$ 322	75.0 %	\$ 242	90 %	\$ 27	\$ 269
Physical fitness facilities	1,569	75.0	1,177	90	131	1,308
Golf courses and country clubs	1,134	75.0	851	90	95	946
Professional Services						
Offices of real estate agents & brokers	\$ 5,133	75.0 %	\$ 3,850	90 %	\$ 428	\$ 4,278
Offices of real estate appraisers	665	75.0	499	90	55	554
Household Goods Repair						
Home & Garden Equipment & Appliance Repair	\$ 161	75.0 %	\$ 1,208	90 %	\$ 134	\$ 1,342
Reupholstery & furniture repair	112	75.0	84	90	9	93
Footwear and leather goods repair	14	75.0	11	90	1	12
Watch, clock and jewelry repair	28	75.0	21	90	2	23
Garment repair and alteration services	21	75.0	16	90	2	18
Automotive Repair and Maintenance						
General automotive repair	\$ 2,416	75.0 %	\$ 1,812	90 %	\$ 201	\$ 2,013
Automotive exhaust system repair	63	75.0	47	90	5	52
Automotive transmission repair	154	75.0	116	90	13	129
Carburetor repair shops	168	75.0	126	90	14	140
Brake, front end & wheel alignment	119	75.0	89	90	10	99
Electrical repair shops, motor vehicle	21	75.0	16	90	2	18
Paint or body repair shops	1,716	75.0	1,287	90	143	1,430
Automotive glass replacement	525	75.0	394	90	44	438
Automotive oil change & lubrication shops	252	75.0	189	90	21	210
Carwashes	315	75.0	236	90	26	262

Table D-2 (continued)

BELLE PLAINE CURRENT TRADE AREA
SERVICES PURCHASING POWER, MARKET SHARE AND SALES POTENTIAL, 2015
BY SERVICES CATEGORY
(In Thousands of Dollars)

Category	Resident Purchasing Power	Estimated Market Share	Trade Area Sales	Trade Area Percent	Other Shoppers	Estimated Total Sales
Health Care						
Offices of physicians						
Offices of physicians (except mental health specialists)	\$ 8,550	50.0 %	\$ 4,275	85 %	\$ 754	\$ 5,029
Offices of physicians, mental health specialists	196	50.0	98	85	17	115
Offices of dentists	3,221	75.0	2,416	85	426	2,842
Offices of other health practitioners						
Offices of chiropractors	\$ 651	75.0 %	\$ 488	85 %	\$ 86	\$ 574
Offices of optometrists	231	75.0	173	85	31	204
Offices of mental health practitioners (except physicians)	182	50.0	91	85	16	107
Offices of physical, occup, & speech therapists & audiologists						
Speech therapist & audiologists	\$ 35	50.0 %	\$ 18	85 %	\$ 3	\$ 21
Physical & occupational therapists	518	50.0	259	85	46	305
Offices of all other health practitioners						
Offices of podiatrists	\$ 56	50.0 %	\$ 28	85 %	\$ 5	\$ 33
Offices of all other misc. health practitioners	315	50.0	158	85	28	186
Outpatient care centers						
Outpatient mental health & substance abuse centers	\$ 602	50.0 %	\$ 301	85 %	\$ 53	\$ 354
Other outpatient care centers						
Kidney dialysis centers	\$ 245	50.0 %	\$ 123	85 %	\$ 22	\$ 145
All other outpatient care centers	357	50.0	179	85	32	211
Home health care services	\$ 1,092	50.0 %	\$ 546	85 %	\$ 96	\$ 642

Source: McComb Group, Ltd.

Table D-3

BELLE PLAINE COMMUNITY TRADE AREA
RETAIL PURCHASING POWER, MARKET SHARE AND SALES POTENTIAL, 2010
BY MERCHANDISE CATEGORY
(In Thousands of Dollars)

Merchandise Category	Resident Purchasing Power	Estimated Market Share	Trade Area Sales	Trade Area Percent	Other Shoppers	Estimated Total Sales
SHOPPING GOODS						
General Merchandise						
Department stores (incl. leased depts.)						
Discount stores	\$ 49,369	50.0 %	\$ 24,685	85 %	\$ 4,356	\$ 29,041
Department Stores	18,616	20.0	3,723	85	657	4,380
Other general merchandise stores						
Warehouse Club & Supercenters	\$ 4,654	50.0 %	\$ 2,327	85 %	\$ 411	\$ 2,738
Variety stores	943	25.0	236	90	26	262
Miscellaneous general mdse.	4,654	25.0	1,164	90	129	1,293
Apparel & Accessories						
Clothing Stores						
Mens and boys	\$ 1,132	20.0 %	\$ 226	85 %	\$ 40	\$ 266
Womens clothing	5,471	20.0	1,094	85	193	1,287
Children's & infant	1,321	20.0	264	85	47	311
Family clothing	12,956	20.0	2,591	85	457	3,048
Clothing accessories stores	440	20.0	88	85	16	104
Other clothing stores	1,698	20.0	340	85	60	400
Shoe Stores						
Men's	\$ 224	20.0 %	\$ 45	85 %	\$ 8	\$ 53
Women's	271	20.0	54	85	10	64
Children's & infant	126	20.0	25	85	4	29
Family shoe stores	2,138	20.0	428	85	76	504
Athletic footwear	1,006	20.0	201	85	35	236
Furniture & Home Furnishing:						
Furniture	\$ 10,754	20.0 %	\$ 2,151	85 %	\$ 380	\$ 2,531
Floor coverings	5,471	20.0	1,094	85	193	1,287
Window treatment stores	252	20.0	50	85	9	59
All other home furnishings stores	5,031	20.0	1,006	85	178	1,184
Electronics & Appliances Stores						
Household appliance stores	\$ 3,270	20.0 %	\$ 654	85 %	\$ 115	\$ 769
Radio, tv & electronics stores	15,408	20.0	3,082	85	544	3,626
Computers & Software	4,339	20.0	868	85	153	1,021
Other Shopping Goods						
Sporting goods	\$ 8,050	20.0 %	\$ 1,610	85 %	\$ 284	\$ 1,894
General Line Sporting Gds.	3,459	20.0	692	85	122	814
Specialty Line Sporting Gds.	4,591	20.0	918	85	162	1,080
Book stores & newsdealers	2,579	20.0	516	85	91	607
Stationery Stores and Office Supply	3,836	20.0	767	85	135	902
Musical Instrument & Supplies	1,698	20.0	340	85	60	400
Jewelry stores	4,339	20.0	868	85	153	1,021
Hobby, toy & game	3,145	20.0	629	85	111	740
Camera & photographic supply	1,446	20.0	289	85	51	340
Gift, novelty & souvenirs	4,025	20.0	805	85	142	947
Luggage & leather goods	252	20.0	50	85	9	59
Sewing, needlework & piece goods	1,572	20.0	314	85	55	369
Pet stores	2,327	20.0	465	85	82	547
Art dealers	566	20.0	113	85	20	133
Optical goods stores	1,887	20.0	377	85	67	444
Pre-Recorded Tapes, Compact Discs	1,139	20.0	228	85	40	268
Cosmetics, beauty supplies & perfume	1,120	20.0	224	85	40	264
All other health & personal care	2,327	20.0	465	85	82	547

Table D-3 (continued)

BELLE PLAINE COMMUNITY TRADE AREA
RETAIL PURCHASING POWER, MARKET SHARE AND SALES POTENTIAL, 2010
BY MERCHANDISE CATEGORY
(In Thousands of Dollars)

Merchandise Category	Resident Purchasing Power	Estimated Market Share	Trade Area Sales	Trade Area Percent	Other Shoppers	Estimated Total Sales		
CONVENIENCE GOODS								
Food Stores								
Grocery stores								
Supermarkets	\$ 86,035	45.0	%	\$ 38,716	90	%	\$ 4,302	\$ 43,018
Convenience food	1,698	20.0		340	90		38	378
Specialty food stores	2,075	20.0		415	90		46	461
Meat Markets	692	20.0		138	90		15	153
Fish & Seafood Markets	252	20.0		50	90		6	56
Fruit & Vegetable Markets	440	20.0		88	90		10	98
Other Specialty Food Stores	692	20.0		138	90		15	153
Baked Goods	252	20.0		50	90		6	56
Confectionery and Nut Stores	189	20.0		38	90		4	42
All Other Specialty Food Stores	252	20.0		50	90		6	56
Other Convenience Goods								
Drug & proprietary stores	\$ 26,917	25.0	%	\$ 6,729	90	%	\$ 748	\$ 7,477
Hardware	4,654	25.0		1,164	90		129	1,293
Liquor	11,635	25.0		2,909	90		323	3,232
Florist	2,264	25.0		566	90		63	629
Food/health supplement stores	755	20.0		151	90		17	168
Food Service & Drinking Places								
Food Service								
Full-service restaurants	\$ 31,194	25.0	%	\$ 7,799	90	%	\$ 867	\$ 8,666
Limited service restaurants	23,018	25.0		5,755	90		639	6,394
Snack & beverage places	3,585	25.0		896	90		100	996
Ice Cream & Soft Serve	566	25.0		142	90		16	158
Frozen Yogurt	63	25.0		16	90		2	18
Doughnut Shops	755	25.0		189	90		21	210
Bagel Shops	377	25.0		94	90		10	104
Coffee Shops	1,069	25.0		267	90		30	297
Cookie Shops	63	25.0		16	90		2	18
Other Snack Shops	692	25.0		173	90		19	192
Specialized food places	7,421	25.0		1,855	90		206	2,061
Drinking Places	\$ 3,459	15.0	%	\$ 4,082	95	%	\$ 215	\$ 4,297
Gasoline Svs Stations/Conv.								
Gas/Convenience food stores	\$ 53,394	20.0	%	\$ 10,679	70	%	\$ 4,577	\$ 15,256
Gas/Convenience food stores	47,923	20.0		9,585	70		4,108	13,693
Other Gas Stations & Truck Stops	5,471	20.0		1,094	70		469	1,563
OTHER RETAIL STORES								
Building Materials & Garden Supplies								
Building materials & supplies stores								
Home centers	\$ 17,232	50.0	%	\$ 8,616	85	%	\$ 1,520	\$ 10,136
Paint, glass & wallpaper	2,327	25.0		582	85		103	685
Other building materials dealers	39,181	30.0		11,754	85		2,074	13,828
Lawn & garden equipment								
Outdoor power equipment	\$ 1,384	25.0	%	\$ 346	85	%	\$ 61	\$ 407
Retail nurseries, lawn & garden	5,912	25.0		1,478	85		261	1,739
Motor Vehicles & Parts Dealers								
Auto parts, accessories & tires	\$ 10,314	25.0	%	\$ 2,579	85	%	\$ 455	\$ 3,034
Auto parts & accessories stores	6,352	25.0		1,588	85		280	1,868
Tire dealers	3,962	25.0		991	85		175	1,166
Auto Dealers	112,048	25.0		28,012	90		3,112	31,124

Source: McComb Group, Ltd.

Table D-3 (continued)

BELLE PLAINE COMMUNITY TRADE AREA
RETAIL PURCHASING POWER, MARKET SHARE AND SALES POTENTIAL, 2015
BY MERCHANDISE CATEGORY
(In Thousands of Dollars)

Merchandise Category	Resident Purchasing Power	Estimated Market Share	Trade Area Sales	Trade Area Percent	Other Shoppers	Estimated Total Sales
SHOPPING GOODS						
General Merchandise						
Department stores (Incl. leased depts.)						
Discount stores	\$ 60,429	50.0 %	\$ 30,215	85 %	\$ 5,332	\$ 35,547
Department Stores	22,786	20.0	4,557	85	804	5,361
Other general merchandise stores						
Warehouse Clubs and Supercenters	\$ 5,697	50.0 %	\$ 2,849	85 %	\$ 503	\$ 3,352
Variety stores	1,155	25.0	289	90	32	321
Miscellaneous general mdse.	5,697	25.0	1,424	90	158	1,582
Apparel & Accessories						
Clothing Stores						
Mens and boys	\$ 1,386	20.0 %	\$ 277	85 %	\$ 49	\$ 326
Womens clothing	6,697	20.0	1,339	85	236	1,575
Children's & infant	1,617	20.0	323	85	57	380
Family clothing	15,858	20.0	3,172	85	560	3,732
Clothing accessories stores	539	20.0	108	85	19	127
Other clothing stores	2,078	20.0	416	85	73	489
Shoe Stores						
Men's	\$ 274	20.0 %	\$ 55	85 %	\$ 10	\$ 65
Women's	332	20.0	66	85	12	78
Children's & infant	154	20.0	31	85	5	36
Family shoe stores	2,617	20.0	523	85	92	615
Athletic footwear	1,232	20.0	246	85	43	289
Furniture & Home Furnishings						
Furniture	\$ 13,164	20.0 %	\$ 2,633	85 %	\$ 465	\$ 3,098
Floor coverings	6,697	20.0	1,339	85	236	1,575
Window treatment stores	308	20.0	62	85	11	73
All other home furnishings stores	6,158	20.0	1,232	85	217	1,449
Electronics & Appliances Stores						
Household appliance stores	\$ 4,003	20.0 %	\$ 801	85 %	\$ 141	\$ 942
Radio, tv & electronics stores	18,860	20.0	3,772	85	666	4,438
Computers & Software	5,312	20.0	1,062	85	187	1,249
Other Shopping Goods						
Sporting goods	\$ 9,854	20.0 %	\$ 1,971	85 %	\$ 348	\$ 2,319
General Line Sporting Gds.	4,234	20.0	847	85	149	996
Specialty Line Sporting Gds.	5,620	20.0	1,124	85	198	1,322
Book stores & newsdealers	3,156	20.0	631	85	111	742
Stationery Stores and Office Supply	4,696	20.0	939	85	166	1,105
Musical Instrument & Supplies	2,078	20.0	416	85	73	489
Jewelry stores	5,312	20.0	1,062	85	187	1,249
Hobby, toy & game	3,849	20.0	770	85	136	906
Camera & photographic supply	1,771	20.0	354	85	62	416
Gift, novelty & souvenirs	4,927	20.0	985	85	174	1,159
Luggage & leather goods	308	20.0	62	85	11	73
Sewing, needlework & piece goods	1,924	20.0	385	85	68	453
Pet stores	2,848	20.0	570	85	101	671
Art dealers	693	20.0	139	85	25	164
Optical goods stores	2,309	20.0	462	85	82	544
Pre-Recorded Tapes, Compact Discs	1,394	20.0	279	85	49	328
Cosmetics, beauty supplies & perfume	1,371	20.0	274	85	48	322
All other health & personal care	2,848	20.0	570	85	101	671

Table D-3 (continued)

BELLE PLAINE COMMUNITY TRADE AREA
RETAIL PURCHASING POWER, MARKET SHARE AND SALES POTENTIAL, 2015
BY MERCHANDISE CATEGORY
(In Thousands of Dollars)

Merchandise Category	Resident Purchasing Power	Estimated Market Share	Trade Area Sales	Trade Area Percent	Other Shoppers	Estimated Total Sales
CONVENIENCE GOODS						
Food Stores						
Grocery stores						
Supermarkets	\$ 105,309	45.0 %	\$ 47,389	90 %	\$ 5,265	\$ 52,654
Convenience food	2,078	20.0	416	90	46	462
Specialty food stores	2,540	20.0	508	90	56	564
Meat Markets	847	20.0	169	90	19	188
Fish & Seafood Markets	308	20.0	62	90	7	69
Fruit & Vegetable Markets	539	20.0	108	90	12	120
Other Specialty Food Stores	847	20.0	169	90	19	188
Baked Goods	308	20.0	62	90	7	69
Confectionery and Nut Stores	231	20.0	46	90	5	51
All Other Specialty Food Stores	308	20.0	62	90	7	69
Other Convenience Goods						
Drug & proprietary stores	\$ 32,947	25.0 %	\$ 8,237	90 %	\$ 915	\$ 9,152
Hardware	5,697	25.0	1,424	90	158	1,582
Liquor	14,241	25.0	3,560	90	396	3,956
Florist	2,771	25.0	693	90	77	770
Food/health supplement stores	924	20.0	185	90	21	206
Food Service & Drinking Places						
Food Service						
Full-service restaurants	\$ 38,182	25.0 %	\$ 9,546	90 %	\$ 1,061	\$ 10,607
Limited service restaurants	28,175	25.0	7,044	90	783	7,827
Snack & beverage places	4,389	25.0	1,097	90	122	1,219
Ice Cream & Soft Serve	693	25.0	173	90	19	192
Frozen Yogurt	77	25.0	19	90	2	21
Doughnut Shops	924	25.0	231	90	26	257
Bagel Shops	462	25.0	116	90	13	129
Coffee Shops	1,309	25.0	327	90	36	363
Cookie Shops	77	25.0	19	90	2	21
Other Snack Shops	847	25.0	212	90	24	236
Specialized food places	9,084	25.0	2,271	90	252	2,523
Drinking Places	\$ 4,234	15.0 %	\$ 635	95 %	\$ 33	\$ 668
Gasoline Svs Stations/Conv.						
Gas/Convenience food stores	\$ 65,356	20.0 %	\$ 13,071	70 %	\$ 5,602	\$ 18,673
Gas/Convenience food stores	58,659	20.0	11,732	70	5,028	16,760
Other Gas Stations & Truck Stops	6,697	20.0	1,339	70	574	1,913
OTHER RETAIL STORES						
Building Materials & Garden Supplies						
Building materials & supplies stores						
Home centers	\$ 21,092	50.0 %	\$ 10,546	85 %	\$ 1,861	\$ 12,407
Paint, glass & wallpaper	2,848	25.0	712	85	126	838
Other building materials dealers	47,958	30.0	14,387	85	2,539	16,926
Lawn & garden equipment						
Outdoor power equipment	\$ 1,694	25.0 %	\$ 424	85 %	\$ 75	\$ 499
Retail nurseries, lawn & garden	7,236	25.0	1,809	85	319	2,128
Motor Vehicles & Parts Dealers						
Auto parts, accessories & tires	\$ 12,625	25.0 %	\$ 3,156	85 %	\$ 557	\$ 3,713
Auto parts & accessories stores	7,775	25.0	1,944	85	343	2,287
Tire dealers	4,850	25.0	1,213	85	214	1,427
Auto Dealers	112,048	25.0	28,012	90	3,112	31,124

Source: McComb Group, Ltd.

Table D-4

BELLE PLAINE COMMUNITY TRADE AREA
SERVICES PURCHASING POWER, MARKET SHARE AND SALES POTENTIAL, 2010
BY SERVICES CATEGORY
(In Thousands of Dollars)

Category	Resident Purchasing Power	Estimated Market Share	Trade Area Sales	Trade Area Percent	Other Shoppers	Estimated Total Sales
Personal Care Services						
Barber shops	\$ 169	20.0 %	\$ 34	90 %	\$ 4	\$ 38
Beauty shops	5,417	20.0	1,083	90	120	1,203
Nail salons	314	20.0	63	90	7	70
Diet & weight reducing services	484	20.0	97	90	11	108
Other personal care services	556	20.0	111	90	12	123
Drycleaning and Laundry Services						
Coin-operated laundries & drycleaners	\$ 677	20.0 %	\$ 135	90 %	\$ 15	\$ 150
Drycleaning & laundry services (except coin-op.)	1,499	20.0	300	90	33	333
Other Personal Services						
Photofinishing	\$ 1,379	25.0 %	\$ 345	90 %	\$ 38	\$ 383
Photofinishing Laboratories	1,113	25.0	278	90	31	309
One Hour Photo Finishing	266	25.0	67	90	7	74
Child Day Care Services	5,176	25.0	1,294	90	144	1,438
Funeral Homes & Funeral Services	1,451	25.0	363	90	40	403
Photographic Services	5,079	25.0	1,270	90	141	1,411
Photographic Studios	1,620	25.0	405	90	45	450
Veteranarian Services	3,241	25.0	810	90	90	900
Pet Care	484	25.0	121	90	13	134
Rental and Leasing						
Formalwear and costume rental	\$ 193	25.0 %	\$ 48	90 %	\$ 5	\$ 53
Video tape and disc rental	1,766	25.0	442	90	49	491
Recreation						
Bowling centers	\$ 1,113	25.0 %	\$ 278	85 %	\$ 49	\$ 327
Physical fitness facilities	5,417	25.0	1,354	85	239	1,593
Golf courses and country clubs	3,918	25.0	980	85	173	1,153
Professional Services	\$ 17,728	25.0 %	\$ 4,432	85 %	\$ 782	\$ 5,214
Household Goods Repair						
Home & Garden Equipment & Appliance Repair	\$ 556	25.0 %	\$ 139	90 %	\$ 15	\$ 154
Reupholstery & furniture repair	387	25.0	97	90	11	108
Footwear and leather goods repair	48	25.0	12	90	1	13
Watch, clock and jewelry repair	97	25.0	24	90	3	27
Garment repair and alteration services	73	25.0	18	90	2	20
Automotive Repair and Maintenance						
General automotive repair	\$ 8,344	25.0 %	\$ 2,086	90 %	\$ 232	\$ 2,318
Automotive exhaust system repair	218	25.0	55	90	6	61
Automotive transmission repair	532	25.0	133	90	15	148
Carburetor repair shops	580	25.0	145	90	16	161
Brake, front end & wheel alignment	411	25.0	103	90	11	114
Electrical repair shops, motor vehicle	73	25.0	18	90	2	20
Paint or body repair shops	5,925	25.0	1,481	90	165	1,646
Automotive glass replacement	1,814	25.0	454	90	50	504
Automotive oil change & lubrication shops	871	25.0	218	90	24	242
Carwashes	1,088	25.0	272	90	30	302

Table D-4 (continued)

BELLE PLAINE COMMUNITY TRADE AREA
SERVICES PURCHASING POWER, MARKET SHARE AND SALES POTENTIAL, 2010
BY SERVICES CATEGORY
(In Thousands of Dollars)

Category	Resident Purchasing Power	Estimated Market Share	Trade Area Sales	Trade Area Percent	Other Shoppers	Estimated Total Sales
Health Care						
Offices of physicians						
Offices of physicians (except mental health specialists)	\$ 29,530	20.0 %	\$ 5,906	95 %	\$ 311	\$ 6,217
Offices of physicians, mental health specialists	677	20.0	135	95	7	142
Offices of dentists	11,125	20.0	2,225	95	117	2,342
Offices of other health practitioners						
Offices of chiropractors	\$ 2,249	20.0 %	\$ 450	95 %	\$ 24	\$ 474
Offices of optometrists	798	20.0	160	95	8	168
Offices of mental health practitioners (except physicians)	629	20.0	126	95	7	133
Offices of physical, occup, & speech therapists & audiologists						
Speech therapist & audiologists	\$ 121	20.0 %	\$ 24	95 %	\$ 1	\$ 25
Physical & occupational therapists	1,790	20.0	358	95	19	377
Offices of all other health practitioners						
Offices of podiatrists	\$ 193	20.0 %	\$ 39	95 %	\$ 2	\$ 41
Offices of all other misc. health practitioners	1,088	20.0	218	95	11	229
Outpatient care centers						
Outpatient mental health & substance abuse centers	\$ 2,080	20.0 %	\$ 416	95 %	\$ 22	\$ 438
Other outpatient care centers						
Kidney dialysis centers	\$ 846	20.0 %	\$ 169	95 %	\$ 9	\$ 178
All other outpatient care centers	1,233	20.0	247	95	13	260
Home health care services	\$ 3,773	20.0 %	\$ 755	95 %	\$ 40	\$ 795

Source: McComb Group, Ltd.

Table D-4 (continued)

BELLE PLAINE COMMUNITY TRADE AREA
SERVICES PURCHASING POWER, MARKET SHARE AND SALES POTENTIAL, 2015
BY SERVICES CATEGORY
(In Thousands of Dollars)

Category	Resident Purchasing Power	Estimated Market Share	Trade Area Sales	Trade Area Percent	Other Shoppers	Estimated Total Sales
Personal Care Services						
Barber shops	\$ 202	20.0 %	\$ 40	90 %	\$ 4	\$ 44
Beauty shops	6,476	20.0	1,295	90	144	1,439
Nail salons	376	20.0	75	90	8	83
Diet & weight reducing services	578	20.0	116	90	13	129
Other personal care services	665	20.0	133	90	15	148
Drycleaning and Laundry Services						
Coin-operated laundries & drycleaners	\$ 809	20.0 %	\$ 162	90 %	\$ 18	\$ 180
Drycleaning & laundry services (except coin-op.)	1,792	20.0	358	90	40	398
Other Personal Services						
Photofinishing	\$ 1,648	25.0 %	\$ 412	90 %	\$ 46	\$ 458
Photofinishing Laboratories	1,330	25.0	333	90	37	370
One Hour Photo Finishing	318	25.0	80	90	9	89
Child Day Care Services	6,187	25.0	1,547	90	172	1,719
Funeral Homes & Funeral Services	1,735	25.0	434	90	48	482
Photographic Services	6,071	25.0	1,518	90	169	1,687
Photographic Studios	1,937	25.0	484	90	54	538
Veteranarian Services	3,874	25.0	969	90	108	1,077
Pet Care	578	25.0	145	90	16	161
Rental and Leasing						
Formalwear and costume rental	\$ 231	25.0 %	58	90 %	\$ 6	\$ 64
Video tape and disc rental	2,110	25.0	528	90	59	587
Recreation						
Bowling centers	\$ 1,330	25.0 %	\$ 333	85 %	\$ 59	\$ 392
Physical fitness facilities	6,476	25.0	1,619	85	286	1,905
Golf courses and country clubs	4,683	25.0	1,171	85	207	1,378
Professional Services	\$ 21,191	25.0 %	\$ 5,298	85 %	\$ 935	\$ 6,233
Household Goods Repair						
Home & Garden Equipment & Appliance Repair	\$ 665	25.0 %	\$ 166	90 %	\$ 18	\$ 184
Reupholstery & furniture repair	463	25.0	116	90	13	129
Footwear and leather goods repair	58	25.0	15	90	2	17
Watch, clock and jewelry repair	116	25.0	29	90	3	32
Garment repair and alteration services	87	25.0	22	90	2	24
Automotive Repair and Maintenance						
General automotive repair	\$ 9,974	25.0 %	\$ 2,494	90 %	\$ 277	\$ 2,771
Automotive exhaust system repair	260	25.0	65	90	7	72
Automotive transmission repair	636	25.0	159	90	18	177
Carburetor repair shops	694	25.0	174	90	19	193
Brake, front end & wheel alignment	491	25.0	123	90	14	137
Electrical repair shops, motor vehicle	87	25.0	22	90	2	24
Paint or body repair shops	7,083	25.0	1,771	90	197	1,968
Automotive glass replacement	2,168	25.0	542	90	60	602
Automotive oil change & lubrication shops	1,041	25.0	260	90	29	289
Carwashes	1,301	25.0	325	90	36	361

Table D-4 (continued)

BELLE PLAINE COMMUNITY TRADE AREA
SERVICES PURCHASING POWER, MARKET SHARE AND SALES POTENTIAL, 2015
BY SERVICES CATEGORY
(In Thousands of Dollars)

Category	Resident Purchasing Power	Estimated Market Share	Trade Area Sales	Trade Area Percent	Other Shoppers	Estimated Total Sales
Health Care						
Offices of physicians						
Offices of physicians (except mental health specialists)	\$ 35,299	20.0 %	\$ 7,060	95 %	\$ 372	\$ 7,432
Offices of physicians, mental health specialists	809	20.0	162	95	9	171
Offices of dentists	13,299	20.0	2,660	95	140	2,800
Offices of other health practitioners						
Offices of chiropractors	\$ 2,689	20.0 %	\$ 538	95 %	\$ 28	\$ 566
Offices of optometrists	954	20.0	191	95	10	201
Offices of mental health practitioners (except physicians)	752	20.0	150	95	8	158
Offices of physical, occup, & speech therapists & audiologists						
Speech therapist & audiologists	\$ 145	20.0 %	\$ 29	95 %	\$ 2	\$ 31
Physical & occupational therapists	2,139	20.0	428	95	23	451
Offices of all other health practitioners						
Offices of podiatrists	\$ 231	20.0 %	\$ 46	95 %	\$ 2	\$ 48
Offices of all other misc. health practitioners	1,301	20.0	260	95	14	274
Outpatient care centers						
Outpatient mental health & substance abuse centers	\$ 2,486	20.0 %	\$ 497	95 %	\$ 26	\$ 523
Other outpatient care centers						
Kidney dialysis centers	\$ 1,012	20.0 %	\$ 202	95 %	\$ 11	\$ 213
All other outpatient care centers	1,474	20.0	295	95	16	311
Home health care services	\$ 4,510	20.0 %	\$ 902	95 %	\$ 47	\$ 949

Source: McComb Group, Ltd.

Appendix E

RETAIL AND SERVICES SALES POTENTIAL AND SUPPORTABLE SPACE

Belle Plaine Current Trade Area Retail	E-1
Belle Plaine Current Trade Area Services	E-2
Belle Plaine Community Trade Area Retail	E-3
Belle Plaine Community Trade Area Services	E-4

Table E-1

BELLE PLAINE CURRENT TRADE AREA
RETAIL SALES POTENTIAL AND SUPPORTABLE SPACE, 2010
BY MERCHANDISE CATEGORY

Category	Estimated Sales Potential	Sales Per Sq. Ft.	Supportable Square Feet	Median Store Size
SHOPPING GOODS				
General Merchandise				
Department stores				
Discount stores	\$ 10,119,000	\$ 250	40,476	110,000
Department Stores	1,272,000	175	7,269	150,000
Other general merchandise stores				
Warehouse Clubs and Supercenters	\$ 955,000	\$ 450	2,122	185,000
Variety stores	56,000	220	255	5,000
Miscellaneous general mdse.	281,000	250	1,124	80,000
Apparel & Accessories				
Clothing Stores				
Mens and boys	\$ 50,000	\$ 220	227	4,000
Womens clothing	240,000	200	1,200	4,200
Children's & infant	59,000	240	246	3,900
Family clothing	569,000	260	2,188	4,900
Clothing accessories stores	20,000	290	69	1,400
Other clothing stores	74,000	265	279	2,725
Shoe Stores				
Men's	\$ 10,000	\$ 290	34	2,200
Women's	11,000	270	41	2,400
Children's & infant	6,000	290	21	2,200
Family shoe stores	94,000	175	537	3,400
Athletic footwear	44,000	175	251	3,300
Furniture & Home Furnishings				
Furniture	\$ 473,000	\$ 260	1,819	7,900
Floor coverings	240,000	225	1,067	3,600
Window treatment stores	11,000	210	52	4,900
All other home furnishings stores	221,000	175	1,263	3,500
Electronics & Appliances Stores				
Household appliance stores	\$ 144,000	\$ 275	524	4,200
Radio, tv & electronics stores	677,000	300	2,257	2,500
Computers & Software	190,000	580	328	3,400
Other Shopping Goods				
Sporting goods	\$ 354,000	\$ 200	1,770	7,500
General Line Sporting Gds.	151,000	200	755	7,500
Specialty Line Sporting Gds.	201,000	225	893	2,900
Book stores & newsdealers	113,000	160	706	2,300
Stationery Stores and Office Supply	169,000	375	451	1,000
Musical Instrument & Supplies	74,000	240	308	7,300
Jewelry stores	190,000	325	585	1,500
Hobby, toy & game	139,000	175	794	2,740
Camera & photographic supply	63,000	275	229	2,200
Gift, novelty & souvenirs	177,000	150	1,180	3,000
Luggage & leather goods	11,000	200	55	2,300
Sewing, needlework & piece goods	69,000	100	690	12,400
Pet stores	103,000	200	515	2,900
Art dealers	24,000	225	107	2,000
Optical goods stores	83,000	290	286	1,500
Pre-Recorded Tapes, Compact Discs	50,000	230	217	3,500
Cosmetics, beauty supplies & perfume	50,000	320	156	2,000
All other health & personal care	103,000	275	375	1,650

Table E-1 (continued)

BELLE PLAINE CURRENT TRADE AREA
RETAIL SALES POTENTIAL AND SUPPORTABLE SPACE, 2010
BY MERCHANDISE CATEGORY

Category	Estimated Sales Potential	Sales Per Sq. Ft.	Supportable Square Feet	Median Store Size
CONVENIENCE GOODS				
Food Stores				
Grocery stores	\$ 14,807,000	\$ 400	37,018	52,500
Supermarkets	14,520,000	400	36,300	52,500
Convenience food	290,000	300	967	2,000
Specialty food stores	354,000	200	1,770	2,400
Meat Markets	119,000	225	529	2,300
Fish & Seafood Markets	43,000	250	172	2,200
Fruit & Vegetable Markets	76,000	200	380	2,000
Other Specialty Food Stores	119,000	225	529	2,000
Baked Goods	43,000	250	172	1,800
Confectionery and Nut Stores	32,000	320	100	1,200
All Other Specialty Food Stores	43,000	200	215	2,200
Other Convenience Goods				
Drug & proprietary stores	\$ 4,867,000	\$ 460	10,580	11,700
Hardware	729,000	185	3,941	7,857
Liquor	1,824,000	375	4,864	2,900
Florist	355,000	190	1,868	1,600
Food/health supplement stores	119,000	250	476	1,500
Food Service & Drinking Places				
Food Service				
Full-service restaurants	\$ 5,936,000	\$ 360	16,489	4,500
Limited service restaurants	4,380,000	400	10,950	3,400
Cafeterias	0	235	0	10,000
Snack & beverage places	735,000	300	2,450	1,500
Ice Cream & Soft Serve	116,000	325	357	1,200
Frozen Yogurt	13,000	200	65	1,200
Doughnut Shops	155,000	220	705	1,200
Bagel Shops	77,000	275	280	2,150
Coffee Shops	219,000	400	548	1,500
Cookie Shops	13,000	400	33	1,200
Other Snack Shops	143,000	360	397	2,200
Specialized food places	0	400	0	N/A
Drinking Places	\$ 591,000	\$ 250	2,364	N/A
Gasoline Svs Stations/Conv.				
Gas/Convenience food stores	\$ 8,419,000	\$ 1,400	6,014	2,400
Other Gas Stations & Truck Stops	961,000	1,000	961	2,000
OTHER RETAIL STORES				
Building Materials & Garden Supplies				
Building materials & supplies stores	\$ 6,689,000	\$ 350	19,111	120,000
Home centers	1,962,000	350	5,606	120,000
Paint, glass & wallpaper	266,000	225	1,182	3,750
Other building materials dealers	4,461,000	225	19,827	N/A
Lawn & garden equipment				
Outdoor power equipment	\$ 167,000	\$ 100	1,670	N/A
Retail nurseries, lawn & garden	713,000	100	7,130	15,000
Motor Vehicles & Parts Dealers				
Auto parts, accessories & tires				
Auto parts & accessories stores	\$ 1,527,000	\$ 200	7,635	6,500
Tire dealers	587,000	200	2,935	2,500
Auto Dealers	15,052,000	1,050	14,335	

Source: McComb Group, Ltd.

Table E-1 (continued)

**BELLE PLAINE CURRENT TRADE AREA
RETAIL SALES POTENTIAL AND SUPPORTABLE SPACE, 2015
BY MERCHANDISE CATEGORY**

Category	Estimated Sales Potential	Sales Per Sq. Ft.	Supportable Square Feet	Median Store Size
SHOPPING GOODS				
General Merchandise				
Department stores				
Discount stores	\$ 13,375,000	\$ 250	53,500	110,000
Department Stores	1,681,000	175	9,606	150,000
Other general merchandise stores				
Warehouse Clubs and Supercenters	\$ 1,261,000	\$ 450	2,802	185,000
Variety stores	75,000	220	341	5,000
Miscellaneous general mdse.	371,000	250	1,484	80,000
Apparel & Accessories				
Clothing Stores				
Mens and boys	\$ 66,000	\$ 220	300	4,000
Womens clothing	317,000	200	1,585	4,200
Children's & infant	77,000	240	321	3,900
Family clothing	753,000	260	2,896	4,900
Clothing accessories stores	26,000	290	90	1,400
Other clothing stores	99,000	265	374	2,725
Shoe Stores				
Men's	\$ 13,000	\$ 290	45	2,200
Women's	16,000	270	59	2,400
Children's & infant	7,000	290	24	2,200
Family shoe stores	124,000	175	709	3,400
Athletic footwear	59,000	175	337	3,300
Furniture & Home Furnishings				
Furniture	\$ 624,000	\$ 260	2,400	7,900
Floor coverings	317,000	225	1,409	3,600
Window treatment stores	14,000	210	67	4,900
All other home furnishings stores	291,000	175	1,663	3,500
Electronics & Appliances Stores				
Household appliance stores	\$ 190,000	\$ 275	691	4,200
Radio, tv & electronics stores	894,000	300	2,980	2,500
Computers & Software	251,000	580	433	3,400
Other Shopping Goods				
Sporting goods	\$ 467,000	\$ 200	2,335	7,500
General Line Sporting Gds.	201,000	200	1,005	7,500
Specialty Line Sporting Gds.	267,000	225	1,187	2,900
Book stores & newsdealers	150,000	160	938	2,300
Stationery Stores and Office Supply	223,000	375	595	1,000
Musical Instrument & Supplies	99,000	240	413	7,300
Jewelry stores	251,000	325	772	1,500
Hobby, toy & game	183,000	175	1,046	2,740
Camera & photographic supply	84,000	275	305	2,200
Gift, novelty & souvenirs	234,000	150	1,560	3,000
Luggage & leather goods	14,000	200	70	2,300
Sewing, needlework & piece goods	91,000	100	910	12,400
Pet stores	136,000	200	680	2,900
Art dealers	33,000	225	147	2,000
Optical goods stores	110,000	290	379	1,500
Pre-Recorded Tapes, Compact Discs	66,000	230	287	3,500
Cosmetics, beauty supplies & perfume	64,000	320	200	2,000
All other health & personal care	136,000	275	495	1,650

Table E-1 (continued)

**BELLE PLAINE CURRENT TRADE AREA
RETAIL SALES POTENTIAL AND SUPPORTABLE SPACE, 2015
BY MERCHANDISE CATEGORY**

Category	Estimated Sales Potential	Sales Per Sq. Ft.	Supportable Square Feet	Median Store Size
CONVENIENCE GOODS				
Food Stores				
Grocery stores	\$ 19,574,000	\$ 400	48,935	52,500
Supermarkets	19,195,000	400	47,988	52,500
Convenience food	383,000	300	1,277	2,000
Specialty food stores	469,000	200	2,345	2,400
Meat Markets	156,000	225	693	2,300
Fish & Seafood Markets	57,000	250	228	2,200
Fruit & Vegetable Markets	99,000	200	495	2,000
Other Specialty Food Stores	156,000	225	693	2,000
Baked Goods	57,000	250	228	1,800
Confectionery and Nut Stores	42,000	320	131	1,200
All Other Specialty Food Stores	57,000	200	285	2,200
Other Convenience Goods				
Drug & proprietary stores	\$ 6,434,000	\$ 460	13,987	11,700
Hardware	965,000	185	5,216	7,857
Liquor	2,411,000	375	6,429	2,900
Florist	468,000	190	2,463	1,600
Food/health supplement stores	156,000	250	624	1,500
Food Service & Drinking Places				
Food Service				
Full-service restaurants	\$ 7,847,000	\$ 360	21,797	4,500
Limited service restaurants	5,790,000	400	14,475	3,400
Cafeterias	0	235	0	10,000
Snack & beverage places	971,000	300	3,237	1,500
Ice Cream & Soft Serve	153,000	325	471	1,200
Frozen Yogurt	17,000	200	85	1,200
Doughnut Shops	204,000	220	927	1,200
Bagel Shops	103,000	275	375	2,150
Coffee Shops	291,000	400	728	1,500
Cookie Shops	17,000	400	43	1,200
Other Snack Shops	187,000	360	519	2,200
Specialized food places	0	400	0	N/A
Drinking Places	\$ 781,000	\$ 250	3,124	N/A
Gasoline Svs Stations/Conv.				
Gas/Convenience food stores	\$ 11,129,000	\$ 1,400	7,949	2,400
Other Gas Stations & Truck Stops	1,270,000	1,000	1,270	2,000
OTHER RETAIL STORES				
Building Materials & Garden Supplies				
Building materials & supplies stores	\$ 8,841,000	\$ 350	25,260	120,000
Home centers	2,594,000	350	7,411	120,000
Paint, glass & wallpaper	350,000	225	1,556	3,750
Other building materials dealers	5,898,000	225	26,213	N/A
Lawn & garden equipment				
Outdoor power equipment	221,000	100	2,210	N/A
Retail nurseries, lawn & garden	942,000	100	9,420	15,000
Motor Vehicles & Parts Dealers				
Auto parts, accessories & tires				
Auto parts & accessories stores	\$ 2,018,000	\$ 200	10,090	6,500
Tire dealers	774,000	200	3,870	2,500
Auto Dealers	15,052,000	1,050	14,335	

Source: McComb Group, Ltd.

Table E-2

**BELLE PLAINE CURRENT TRADE AREA
SERVICES SALES POTENTIAL AND SUPPORTABLE SQUARE FEET, 2010
BY SERVICES CATEGORY**

Category	Estimated Sales Potential	Sales Per Sq. Ft.	Supportable Square Feet	Median Store Size
Personal Care Services				
Barber shops	\$ 31,000	\$ 200	155	725
Beauty Shops	989,000	190	5,205	1,400
Nail salons	58,000	110	527	1,200
Diet & weight reducing services	89,000	150	593	1,900
Other personal care services	102,000	175	583	1,300
Drycleaning & Laundry Services				
Coin-operated laundries & drycleaners	\$ 123,000	\$ 60	2,050	2,000
Drycleaning & laundry services (except coin-op.)	273,000	150	1,820	1,600
Other Personal Services				
Photofinishing	\$ 252,000	\$ 326	773	1,150
Photofinishing Laboratories	203,000	326	623	1,150
One Hour Photo Finishing	49,000	326	150	1,100
Child Day Care Services	946,000	100	9,460	5,000
Funeral Homes & Funeral Services	266,000	N/A	N/A	N/A
Photographic Services	927,000	275	3,371	2,000
Photographic Studios	296,000	275	1,076	1,800
Veteranarian Services	592,000	225	2,631	2,200
Pet Care	89,000	75	1,187	1,200
Rental and Leasing				
Formalwear & costume rental	\$ 36,000	\$ 365	99	1,200
Video tape and disc rental	322,000	200	1,610	6,000
Recreation				
Bowling Centers	\$ 203,000	\$ 110	1,845	20,000
Physical fitness facilities	989,000	80	12,363	6,500
Golf courses and country clubs	716,000	N/A	0	
Professional Services				
Offices of real estate agents & brokers	\$ 3,236,000	\$ 300	10,787	2,000
Offices of real estate appraisers	419,000	250	1,676	2,000
Household Goods Repair				
Home & Garden Equipment & Appliance Repair	\$ 102,000	\$ 175	583	
Reupholstery & furniture repair	71,000	155	458	600
Footwear and leather goods repair	9,000	155	58	750
Watch, clock and jewelry repair	18,000	155	116	900
Garment repair and alteration services	13,000	125	104	825
Automotive Repair and Maintenance				
General automotive repair	\$ 1,522,000	\$ 200	7,610	
Automotive exhaust system repair	40,000	200	200	
Automotive transmission repair	98,000	200	490	
Carburetor repair shops	106,000	200	530	
Brake, front end & wheel alignment	76,000	200	380	
Electrical repair shops, motor vehicle	13,000	200	65	
Paint or body repair shops	1,082,000	200	5,410	
Automotive glass replacement	331,000	200	1,655	
Automotive oil change & lubrication shops	159,000	200	795	
Carwashes	199,000	200	995	

Table E-2 (continued)

BELLE PLAINE CURRENT TRADE AREA
 SERVICES SALES POTENTIAL AND SUPPORTABLE SQUARE FEET, 2010
 BY SERVICES CATEGORY

Category	Estimated Sales Potential	Sales Per Sq. Ft.	Supportable Square Feet	Median Store Size
Health Care				
Offices of physicians				
Offices of physicians (except mental health specialists)	\$ 3,805,000	\$ 285	13,351	1,800
Offices of physicians, mental health specialists	87,000	285	305	1,800
Offices of dentists	2,151,000	285	7,547	1,700
Offices of other health practitioners				
Offices of chiropractors	435,000	250	1,740	1,600
Offices of optometrists	154,000	250	616	1,600
Offices of mental health practitioners (except physicians)	81,000	285	284	1,800
Offices of physical, occup. & speech therapists & audiologists				
Speech therapist & audiologists	15,000	250	60	1,600
Physical & occupational therapists	231,000	250	924	1,600
Offices of all other health practitioners				
Offices of podiatrists	25,000	285	88	1,800
Offices of all other misc. health practitioners	140,000	285	491	1,800
Outpatient care centers				
Outpatient mental health & substance abuse centers	268,000	250	1,072	
Other outpatient care centers				
Kidney dialysis centers	109,000	285	382	
All other outpatient care centers	159,000	285	558	
Home health care services	486,000	285	1,705	

Source: McComb Group, Ltd.

Table E-2 (continued)

**BELLE PLAINE CURRENT TRADE AREA
SERVICES SALES POTENTIAL AND SUPPORTABLE SQUARE FEET, 2015
BY SERVICES CATEGORY**

Category	Estimated Sales Potential	Sales Per Sq. Ft.	Supportable Square Feet	Median Store Size
Personal Care Services				
Barber shops	\$ 41,000	\$ 200	205	725
Beauty Shops	1,308,000	190	6,884	1,400
Nail salons	76,000	110	691	1,200
Diet & weight reducing services	117,000	150	780	1,900
Other personal care services	134,000	175	766	1,300
Drycleaning & Laundry Services				
Coin-operated laundries & drycleaners	\$ 163,000	\$ 60	2,717	2,000
Drycleaning & laundry services (except coin-op.)	362,000	150	2,413	1,600
Other Personal Services				
Photofinishing	\$ 332,000	\$ 326	1,018	1,150
Photofinishing Laboratories	269,000	326	825	1,150
One Hour Photo Finishing	64,000	326	196	1,100
Child Day Care Services	1,249,000	100	12,490	5,000
Funeral Homes & Funeral Services	350,000	N/A		
Photographic Services	1,226,000	275	4,458	2,000
Photographic Studios	391,000	275	1,422	1,800
Veteranarian Services	782,000	225	3,476	2,200
Pet Care	117,000	75	1,560	1,200
Rental and Leasing				
Formalwear & costume rental	\$ 47,000	\$ 365	129	1,200
Video tape and disc rental	426,000	200	2,130	6,000
Recreation				
Bowling Centers	\$ 269,000	\$ 110	2,445	20,000
Physical fitness facilities	1,308,000	80	16,350	6,500
Golf courses and country clubs	946,000	N/A	0	
Professional Services				
Offices of real estate agents & brokers	\$ 4,278,000	\$ 300	14,260	2,000
Offices of real estate appraisers	554,000	250	2,216	2,000
Household Goods Repair				
Home & Garden Equipment & Appliance Repair	\$ 1,342,000	\$ 175	7,669	
Reupholstery & furniture repair	93,000	155	600	600
Footwear & leather goods repair	12,000	155	77	750
Watch, clock & jewelry repair	23,000	155	148	900
Garment repair & alteration services	18,000	175	103	825
Automotive Repair and Maintenance				
General automotive repair	\$ 2,013,000	\$ 200	10,065	
Automotive exhaust system repair	52,000	200	260	
Automotive transmission repair	129,000	200	645	
Carburetor repair shops	140,000	200	700	
Brake, front end & wheel alignment	99,000	200	495	
Electrical repair shops, motor vehicle	18,000	200	90	
Paint or body repair shops	1,430,000	200	7,150	
Automotive glass replacement	438,000	200	2,190	
Automotive oil change & lubrication shops	210,000	200	1,050	
Carwashes	262,000	200	1,310	

Table E-2 (continued)

BELLE PLAINE CURRENT TRADE AREA
 SERVICES SALES POTENTIAL AND SUPPORTABLE SQUARE FEET, 2015
 BY SERVICES CATEGORY

Category	Estimated Sales Potential	Sales Per Sq. Ft.	Supportable Square Feet	Median Store Size
Health Care				
Offices of physicians				
Offices of physicians (except mental health specialists)	\$ 5,029,000	\$ 285	17,646	1,800
Offices of physicians, mental health specialists	115,000	285	404	1,800
Offices of dentists	2,842,000	285	9,972	1,700
Offices of other health practitioners				
Offices of chiropractors	574,000	250	2,296	1,600
Offices of optometrists	204,000	250	816	1,600
Offices of mental health practitioners (except physicians)	107,000	285	375	1,800
Offices of physical, occup. & speech therapists & audiologists				
Speech therapist & audiologists	21,000	250	84	1,600
Physical & occupational therapists	305,000	250	1,220	1,600
Offices of all other health practitioners				
Offices of podiatrists	33,000	285	116	1,800
Offices of all other misc. health practitioners	186,000	285	653	1,800
Outpatient care centers				
Outpatient mental health & substance abuse centers	354,000	250	1,416	
Other outpatient care centers				
Kidney dialysis centers	145,000	285	509	
All other outpatient care centers	211,000	285	740	
Home health care services	642,000	285	2,253	

Source: McComb Group, Ltd.

Table E-3

BELLE PLAINE COMMUNITY TRADE AREA
RETAIL SALES POTENTIAL AND SUPPORTABLE SPACE, 2010
BY MERCHANDISE CATEGORY

Category	Estimated Sales Potential	Sales Per Sq. Ft.	Supportable Square Feet	Median Store Size
SHOPPING GOODS				
General Merchandise				
Department stores				
Discount stores	\$ 29,041,000	\$ 250	116,164	110,000
Department Stores	4,380,000	175	25,029	150,000
Other general merchandise stores				
Warehouse Clubs and Supercenters	\$ 2,738,000	\$ 450	6,084	185,000
Variety stores	262,000	220	1,191	5,000
Miscellaneous general mdse.	1,293,000	250	5,172	80,000
Apparel & Accessories				
Clothing Stores				
Mens and boys	\$ 266,000	\$ 220	1,209	4,000
Womens clothing	1,287,000	200	6,435	4,200
Children's & infant	311,000	240	1,296	3,900
Family clothing	3,048,000	260	11,723	4,900
Clothing accessories stores	104,000	290	359	1,400
Other clothing stores	400,000	265	1,509	2,725
Shoe Stores				
Men's	\$ 53,000	\$ 290	183	2,200
Women's	64,000	270	237	2,400
Children's & infant	29,000	290	100	2,200
Family shoe stores	504,000	175	2,880	3,400
Athletic footwear	236,000	175	1,349	3,300
Furniture & Home Furnishings				
Furniture	\$ 2,531,000	\$ 260	9,735	7,900
Floor coverings	1,287,000	225	5,720	3,600
Window treatment stores	59,000	210	281	4,900
All other home furnishings stores	1,184,000	175	6,766	3,500
Electronics & Appliances Stores				
Household appliance stores	\$ 769,000	\$ 275	2,796	4,200
Radio, tv & electronics stores	3,626,000	300	12,087	2,500
Computers & Software	1,021,000	580	1,760	3,400
Other Shopping Goods				
Sporting goods	\$ 1,894,000	\$ 200	9,470	7,500
General Line Sporting Gds.	814,000	200	4,070	7,500
Specialty Line Sporting Gds.	1,080,000	225	4,800	2,900
Book stores & newsdealers	607,000	160	3,794	2,300
Stationery Stores and Office Supply	902,000	375	2,405	1,000
Musical Instrument & Supplies	400,000	240	1,667	7,300
Jewelry stores	1,021,000	325	3,142	1,500
Hobby, toy & game	740,000	175	4,229	2,740
Camera & photographic supply	340,000	275	1,236	2,200
Gift, novelty & souvenirs	947,000	150	6,313	3,000
Luggage & leather goods	59,000	200	295	2,300
Sewing, needlework & piece goods	369,000	100	3,690	12,400
Pet stores	547,000	200	2,735	2,900
Art dealers	133,000	225	591	2,000
Optical goods stores	444,000	290	1,531	1,500
Pre-Recorded Tapes, Compact Discs	268,000	230	1,165	3,500
Cosmetics, beauty supplies & perfume	264,000	320	825	2,000
All other health & personal care	547,000	275	1,989	1,650

Table E-3 (continued)

BELLE PLAINE COMMUNITY TRADE AREA
RETAIL SALES POTENTIAL AND SUPPORTABLE SPACE, 2010
BY MERCHANDISE CATEGORY

Category	Estimated Sales Potential	Sales Per Sq. Ft.	Supportable Square Feet	Median Store Size
CONVENIENCE GOODS				
Food Stores				
Grocery stores				
Supermarkets	\$ 43,018,000	\$ 400	107,545	52,500
Convenience food	378,000	300	1,260	2,000
Specialty food stores	461,000	200	2,305	2,400
Meat Markets	153,000	225	680	2,300
Fish & Seafood Markets	56,000	250	224	2,200
Fruit & Vegetable Markets	98,000	200	490	2,000
Other Specialty Food Stores	153,000	225	680	2,000
Baked Goods	56,000	250	224	1,800
Confectionery and Nut Stores	42,000	320	131	1,200
All Other Specialty Food Stores	56,000	200	280	2,200
Other Convenience Goods				
Drug & proprietary stores	\$ 7,477,000	\$ 460	16,254	11,700
Hardware	1,293,000	185	6,989	7,857
Liquor	3,232,000	375	8,619	2,900
Florist	629,000	190	3,311	1,600
Food/health supplement stores	168,000	250	672	1,500
Food Service & Drinking Places				
Food Service				
Full-service restaurants	\$ 8,666,000	\$ 360	24,072	4,500
Limited service restaurants	6,394,000	400	15,985	3,400
Snack & beverage places	996,000	300	3,320	1,500
Ice Cream & Soft Serve	158,000	325	486	1,200
Frozen Yogurt	18,000	200	90	1,200
Doughnut Shops	210,000	220	955	1,200
Bagel Shops	104,000	275	378	2,150
Coffee Shops	297,000	400	743	1,500
Cookie Shops	18,000	400	45	1,200
Other Snack Shops	192,000	360	533	2,200
Specialized food places	2,061,000	400	5,153	N/A
Drinking Places	\$ 4,297,000	\$ 250	17,188	N/A
Gasoline Svs Stations/Conv.				
Gas/Convenience food stores	\$ 13,693,000	\$ 1,400	9,781	2,400
Other Gas Stations & Truck Stops	1,563,000	1,000	1,563	2,000
OTHER RETAIL STORES				
Building Materials & Garden Supplies				
Building materials & supplies stores				
Home centers	\$ 10,136,000	\$ 350	28,960	120,000
Paint, glass & wallpaper	685,000	225	3,044	3,750
Other building materials dealers	13,828,000	225	61,458	N/A
Lawn & garden equipment				
Outdoor power equipment	407,000	100	4,070	N/A
Retail nurseries, lawn & garden	1,739,000	100	17,390	15,000
Motor Vehicles & Parts Dealers				
Auto parts, accessories & tires				
Auto parts & accessories stores	\$ 3,034,000	\$ 200	15,170	6,500
Tire dealers	1,166,000	200	5,830	2,500
Auto Dealers	31,124,000	1,050	29,642	

Source: McComb Group, Ltd.

Table E-3 (continued)

**BELLE PLAINE COMMUNITY TRADE AREA
RETAIL SALES POTENTIAL AND SUPPORTABLE SPACE, 2015
BY MERCHANDISE CATEGORY**

Category	Estimated Sales Potential	Sales Per Sq. Ft.	Supportable Square Feet	Median Store Size
SHOPPING GOODS				
General Merchandise				
Department stores				
Discount stores	\$ 35,547,000	\$ 250	142,188	110,000
Department Stores	5,361,000	175	30,634	150,000
Other general merchandise stores				
Warehouse Clubs and Supercenters	\$ 3,352,000	\$ 450	7,449	185,000
Variety stores	321,000	220	1,459	5,000
Miscellaneous general mdse.	1,582,000	250	6,328	80,000
Apparel & Accessories				
Clothing Stores				
Mens and boys	\$ 326,000	\$ 220	1,482	4,000
Womens clothing	1,575,000	200	7,875	4,200
Children's & infant	380,000	240	1,583	3,900
Family clothing	3,732,000	260	14,354	4,900
Clothing accessories stores	127,000	290	438	1,400
Other clothing stores	489,000	265	1,845	2,725
Shoe Stores				
Men's	\$ 65,000	\$ 290	224	2,200
Women's	78,000	270	289	2,400
Children's & infant	36,000	290	124	2,200
Family shoe stores	615,000	175	3,514	3,400
Athletic footwear	289,000	175	1,651	3,300
Furniture & Home Furnishings				
Furniture	\$ 3,098,000	\$ 260	11,915	7,900
Floor coverings	1,575,000	225	7,000	3,600
Window treatment stores	73,000	210	348	4,900
All other home furnishings stores	1,449,000	175	8,280	3,500
Electronics & Appliances Stores				
Household appliance stores	\$ 942,000	\$ 275	3,425	4,200
Radio, tv & electronics stores	4,438,000	300	14,793	2,500
Computers & Software	1,249,000	580	2,153	3,400
Other Shopping Goods				
Sporting goods	\$ 2,319,000	\$ 200	11,595	7,500
General Line Sporting Gds.	996,000	200	4,980	7,500
Specialty Line Sporting Gds.	1,322,000	225	5,876	2,900
Book stores & newsdealers	742,000	160	4,638	2,300
Stationery Stores and Office Supply	1,105,000	375	2,947	1,000
Musical Instrument & Supplies	489,000	240	2,038	7,300
Jewelry stores	1,249,000	325	3,843	1,500
Hobby, toy & game	906,000	175	5,177	2,740
Camera & photographic supply	416,000	275	1,513	2,200
Gift, novelty & souvenirs	1,159,000	150	7,727	3,000
Luggage & leather goods	73,000	200	365	2,300
Sewing, needlework & piece goods	453,000	100	4,530	12,400
Pet stores	671,000	200	3,355	2,900
Art dealers	164,000	225	729	2,000
Optical goods stores	544,000	290	1,876	1,500
Pre-Recorded Tapes, Compact Discs	328,000	230	1,426	3,500
Cosmetics, beauty supplies & perfume	322,000	320	1,006	2,000
All other health & personal care	671,000	275	2,440	1,650

Table E-3 (continued)

**BELLE PLAINE COMMUNITY TRADE AREA
RETAIL SALES POTENTIAL AND SUPPORTABLE SPACE, 2015
BY MERCHANDISE CATEGORY**

Category	Estimated Sales Potential	Sales Per Sq. Ft.	Supportable Square Feet	Median Store Size
CONVENIENCE GOODS				
Food Stores				
Grocery stores				
Supermarkets	\$ 52,654,000	\$ 400	131,635	52,500
Convenience food	462,000	300	1,540	2,000
Specialty food stores	564,000	200	2,820	2,400
Meat Markets	188,000	225	836	2,300
Fish & Seafood Markets	69,000	250	276	2,200
Fruit & Vegetable Markets	120,000	200	600	2,000
Other Specialty Food Stores	188,000	225	836	2,000
Baked Goods	69,000	250	276	1,800
Confectionery and Nut Stores	51,000	320	159	1,200
All Other Specialty Food Stores	69,000	200	345	2,200
Other Convenience Goods				
Drug & proprietary stores	\$ 9,152,000	\$ 460	19,896	11,700
Hardware	1,582,000	185	8,551	7,857
Liquor	3,956,000	375	10,549	2,900
Florist	770,000	190	4,053	1,600
Food/health supplement stores	206,000	250	824	1,500
Food Service & Drinking Places				
Food Service				
Full-service restaurants	\$ 10,607,000	\$ 360	29,464	4,500
Limited service restaurants	7,827,000	400	19,568	3,400
Snack & beverage places	1,219,000	300	4,063	1,500
Ice Cream & Soft Serve	192,000	325	591	1,200
Frozen Yogurt	21,000	200	105	1,200
Doughnut Shops	257,000	220	1,168	1,200
Bagel Shops	129,000	275	469	2,150
Coffee Shops	363,000	400	908	1,500
Cookie Shops	21,000	400	53	1,200
Other Snack Shops	236,000	360	656	2,200
Specialized food places	2,523,000	400	6,308	N/A
Drinking Places	668,000	250	2,672	N/A
Gasoline Svs Stations/Conv.				
Gas/Convenience food stores	\$ 16,760,000	\$ 1,400	11,971	2,400
Other Gas Stations & Truck Stops	1,913,000	1,000	1,913	2,000
OTHER RETAIL STORES				
Building Materials & Garden Supplies				
Building materials & supplies stores				
Home centers	\$ 12,407,000	\$ 350	35,449	120,000
Paint, glass & wallpaper	838,000	225	3,724	3,750
Other building materials dealers	16,926,000	225	75,227	N/A
Lawn & garden equipment				
Outdoor power equipment	\$ 499,000	\$ 100	4,990	N/A
Retail nurseries, lawn & garden	2,128,000	100	21,280	15,000
Motor Vehicles & Parts Dealers				
Auto parts, accessories & tires				
Auto parts & accessories stores	\$ 3,713,000	\$ 200	18,565	6,500
Tire dealers	1,427,000	200	7,135	2,500
Auto Dealers	31,124,000	1,050	29,642	

Source: McComb Group, Ltd.

Table E-4

**BELLE PLAINE COMMUNITY TRADE AREA
SERVICES SALES POTENTIAL AND SUPPORTABLE SQUARE FEET, 2010
BY SERVICES CATEGORY**

Category	Estimated Sales Potential	Sales Per Sq. Ft.	Supportable Square Feet	Median Store Size
Personal Care Services				
Barber shops	\$ 38,000	\$ 200	190	725
Beauty Shops	1,203,000	190	6,332	1,400
Nail salons	70,000	110	636	1,200
Diet & weight reducing services	108,000	150	720	1,900
Other personal care services	123,000	175	703	1,300
Drycleaning & Laundry Services				
Coin-operated laundries & drycleaners	\$ 150,000	\$ 60	2,500	2,000
Drycleaning & laundry services (except coin-op.)	333,000	150	2,220	1,600
Other Personal Services				
Photofinishing	\$ 383,000	\$ 326	1,175	1,150
Photofinishing Laboratories	309,000	326	948	1,150
One Hour Photo Finishing	74,000	326	227	1,100
Child Day Care Services	1,438,000	100	14,380	5,000
Funeral Homes & Funeral Services	403,000	N/A	N/A	N/A
Photographic Services	1,411,000	275	5,131	2,000
Photographic Studios	450,000	275	1,636	1,800
Veteranarian Services	900,000	225	4,000	2,200
Pet Care	134,000	75	1,787	1,200
Rental and Leasing				
Formalwear & costume rental	\$ 53,000	\$ 365	145	1,200
Video tape and disc rental	491,000	200	2,455	6,000
Recreation				
Bowling Centers	\$ 327,000	\$ 110	2,973	20,000
Physical fitness facilities	1,593,000	80	19,913	6,500
Golf courses and country clubs	1,153,000	N/A	0	
Professional Services				
	\$ 5,214,000	\$ 300	17,380	2,000
Household Goods Repair				
Home & Garden Equipment & Appliance Repair	\$ 154,000	\$ 175	880	
Reupholstery & furniture repair	108,000	155	697	600
Footwear and leather goods repair	13,000	155	84	750
Watch, clock and jewelry repair	27,000	155	174	900
Garment repair and alteration services	20,000	125	160	825
Automotive Repair and Maintenance				
General automotive repair	\$ 2,318,000	\$ 200	11,590	
Automotive exhaust system repair	61,000	200	305	
Automotive transmission repair	148,000	200	740	
Carburetor repair shops	161,000	200	805	
Brake, front end & wheel alignment	114,000	200	570	
Electrical repair shops, motor vehicle	20,000	200	100	
Paint or body repair shops	1,646,000	200	8,230	
Automotive glass replacement	504,000	200	2,520	
Automotive oil change & lubrication shops	242,000	200	1,210	
Carwashes	302,000	200	1,510	

Table E-4 (continued)

BELLE PLAINE COMMUNITY TRADE AREA
 SERVICES SALES POTENTIAL AND SUPPORTABLE SQUARE FEET, 2010
 BY SERVICES CATEGORY

Category	Estimated Sales Potential	Sales Per Sq. Ft.	Supportable Square Feet	Median Store Size
Health Care				
Offices of physicians				
Offices of physicians (except mental health specialists)	\$ 6,217,000	\$ 285	21,814	1,800
Offices of physicians, mental health specialists	142,000	285	498	1,800
Offices of dentists	2,342,000	285	8,218	1,700
Offices of other health practitioners				
Offices of chiropractors	474,000	250	1,896	1,600
Offices of optometrists	168,000	250	672	1,600
Offices of mental health practitioners (except physicians)	133,000	285	467	1,800
Offices of physical, occup. & speech therapists & audiologists				
Speech therapist & audiologists	25,000	250	100	1,600
Physical & occupational therapists	377,000	250	1,508	1,600
Offices of all other health practitioners				
Offices of podiatrists	41,000	285	144	1,800
Offices of all other misc. health practitioners	229,000	285	804	1,800
Outpatient care centers				
Outpatient mental health & substance abuse centers	438,000	250	1,752	
Other outpatient care centers				
Kidney dialysis centers	178,000	285	625	
All other outpatient care centers	260,000	285	912	
Home health care services	795,000	285	2,789	

Source: McComb Group, Ltd.

Table E-4 (continued)

BELLE PLAINE COMMUNITY TRADE AREA
SERVICES SALES POTENTIAL AND SUPPORTABLE SQUARE FEET, 2015
BY SERVICES CATEGORY

Category	Estimated Sales Potential	Sales Per Sq. Ft.	Supportable Square Feet	Median Store Size
Personal Care Services				
Barber shops	\$ 44,000	\$ 200	220	725
Beauty Shops	1,439,000	190	7,574	1,400
Nail salons	83,000	110	755	1,200
Diet & weight reducing services	129,000	150	860	1,900
Other personal care services	148,000	175	846	1,300
Drycleaning & Laundry Services				
Coin-operated laundries & drycleaners	\$ 180,000	\$ 60	3,000	2,000
Drycleaning & laundry services (except coin-op.)	398,000	150	2,653	1,600
Other Personal Services				
Photofinishing	\$ 458,000	\$ 326	1,405	1,150
Photofinishing Laboratories	370,000	326	1,135	1,150
One Hour Photo Finishing	89,000	326	273	1,100
Child Day Care Services	1,719,000	100	17,190	5,000
Funeral Homes & Funeral Services	482,000	N/A	0	
Photographic Services	1,687,000	275	6,135	2,000
Photographic Studios	538,000	275	1,956	1,800
Veteranarian Services	1,077,000	225	4,787	2,200
Pet Care	161,000	75	2,147	1,200
Rental and Leasing				
Formalwear & costume rental	\$ 64,000	\$ 365	175	1,200
Video tape and disc rental	587,000	200	2,935	6,000
Recreation				
Bowling Centers	\$ 392,000	\$ 110	3,564	20,000
Physical fitness facilities	1,905,000	80	23,813	6,500
Golf courses and country clubs	1,378,000	N/A	0	
Professional Services				
	\$ 6,233,000	\$ 300	20,777	2,000
Household Goods Repair				
Home & Garden Equipment & Appliance Repair	\$ 184,000	\$ 175	1,051	
Reupholstery & furniture repair	129,000	155	832	600
Footwear & leather goods repair	17,000	155	110	750
Watch, clock & jewelry repair	32,000	155	206	900
Garment repair & alteration services	24,000	175	137	825
Automotive Repair and Maintenance				
General automotive repair	\$ 2,771,000	\$ 200	13,855	
Automotive exhaust system repair	72,000	200	360	
Automotive transmission repair	177,000	200	885	
Carburetor repair shops	193,000	200	965	
Brake, front end & wheel alignment	137,000	200	685	
Electrical repair shops, motor vehicle	24,000	200	120	
Paint or body repair shops	1,968,000	200	9,840	
Automotive glass replacement	602,000	200	3,010	
Automotive oil change & lubrication shops	289,000	200	1,445	
Carwashes	361,000	200	1,805	

Table E-4 (continued)

BELLE PLAINE COMMUNITY TRADE AREA
 SERVICES SALES POTENTIAL AND SUPPORTABLE SQUARE FEET, 2015
 BY SERVICES CATEGORY

Category	Estimated Sales Potential	Sales Per Sq. Ft.	Supportable Square Feet	Median Store Size
Health Care				
Offices of physicians				
Offices of physicians (except mental health specialists)	\$ 7,432,000	\$ 285	26,077	1,800
Offices of physicians, mental health specialists	171,000	285	600	1,800
Offices of dentists	2,800,000	285	9,825	1,700
Offices of other health practitioners				
Offices of chiropractors	566,000	250	2,264	1,600
Offices of optometrists	201,000	250	804	1,600
Offices of mental health practitioners (except physicians)	158,000	285	554	1,800
Offices of physical, occup. & speech therapists & audiologists				
Speech therapist & audiologists	31,000	250	124	1,600
Physical & occupational therapists	451,000	250	1,804	1,600
Offices of all other health practitioners				
Offices of podiatrists	48,000	285	168	1,800
Offices of all other misc. health practitioners	274,000	285	961	1,800
Outpatient care centers				
Outpatient mental health & substance abuse centers	523,000	250	2,092	
Other outpatient care centers				
Kidney dialysis centers	213,000	285	747	
All other outpatient care centers	311,000	285	1,091	
Home health care services	949,000	285	3,330	

Source: McComb Group, Ltd.