



TheRetailCoach®

Moving Beyond Data

RETAIL GAP ANALYSIS

Retail Trade Area
Richmond, Texas



Prepared for
City of Richmond, Texas

11.07.11

Contact Information

Terri Vela, City Manager
City of Richmond
402 Morton Street
Richmond, TX 77469

Tel: (281) 342-5456 ext. 21
Fax: (281) 232-8626



The Retail Coach, LLC | P.O. Box 7272 | Tupelo, MS 38802-7272
tel 662.844.2155 | fax 662.844.2738 | info@theretailcoach.net

About The Retail Coach

The Retail Coach, LLC, is a national retail analytics and locational intelligence firm that specializes in all aspects of retail market analyses and recruitment, from “macro to micro” trade area assessment to actively recruiting retailers on behalf of our clients.

Through its unique Retail360 process, The Retail Coach offers a dynamic system of products and services that better enable communities to maximize their retail development potential.

Retail360 Process

Providing more than simple data reports of psychographic and demographic trends, The Retail Coach goes well beyond other retail consulting and market research firms’ offerings by combining current national and statewide demographics and trend data with real-world, “on-the-ground” data gathered through extensive visits within our clients’ communities.

Every community is different, and there is no “one size fits all” retail recruitment solution. Compiling the gathered data into client-tailored information packets that are uniquely designed for, and targeted to, specific retailers and restaurants who meet the community’s needs helps assure our clients that they are receiving the latest and best information for their retail recruitment efforts — all with personal service and coaching guidance that continues beyond the initial project scope and timeline.

Our Retail360 process assures that communities get timely, accurate and relevant information. Translating that data into the information that retailers need and seek assures our clients even better possibilities for tremendous retail growth and success.

The Retail Coach — It’s not about data. It’s about your success.

Contents

Contact Information	1
Overview	4
Study Analysis	5
Retail Gap Analysis Notes	6
Retail Trade Area Map	7
Utilizing the Retail Gap Analysis	8
Retail Categories . . . . .	.11
Summary Table . . . . .	.12
Summary Table (continued) . . . . .	.13
Leakage Summary . . . . .	.14
Surplus Summary . . . . .	.15
Retail Trade Area Demographics . . . . .	.16
Community Demographics . . . . .	.27
Acknowledgements . . . . .	.38
Appendix A: SIC Code Detail Listing . . . . .	.39
Appendix B: Retail Site Data Form . . . . .	.66
Appendix C: Retail Outlook Guide . . . . .	.71
Appendix D: Retail Gap Sector Summaries . . . . .	.73

Overview

The Retail Coach™ utilizes a proprietary model that estimates retail spending potential for a retail trade area based upon population, income, and consumer spending patterns. Using the algorithms within this model, we are then able to determine the extent to which a community is or is not capturing its sales potential based upon retail sales data published by Claritas, a private demographic and data vendor.

In order to determine the anticipated pattern of retail spending for a trade area, our model uses a benchmarked control area. For the purposes of this study, the control area has been defined as the State. The purpose of the control area is to account for characteristics unique to individual markets that might artificially inflate or deflate the calculated spending pattern of area residents.

Understanding the pattern of retail spending within a community as it relates to the spending patterns of the State is critical. The Retail Coach's model analyzes these patterns for all retail sales in an area, including taxable and nontaxable sales, to further determine which retail sectors are exhibiting "leakage" and which sectors are exhibiting "surplus."

Or, put more simply, retail sectors in which spending is not fully captured are called "leakage" categories, while retail categories in which more sales are captured than are generated by residents are called "attraction" or "surplus" categories.

A retail sales surplus indicates that a community pulls consumers and retail dollars in from outside the trade area, thereby serving as a regional market. Conversely, when local demand for a specific product is not being met within a trade area, consumers are going elsewhere to shop creating retail leakage. Retail strategies can be developed for specific retail sectors by analyzing the estimation of retail surpluses and leakages, giving retailers a snapshot of the relative strengths and weaknesses of a community's retail market. Generally, attraction or surplus categories signal particular strengths of a retail market, while leakage categories signal particular weaknesses.

It should be kept in mind that a retail trade area analysis is based on averages. Many times there are mitigating factors that can cause a trade area's retail potential to deviate substantially from ordinary market conditions. Proximity to larger regional shopping areas, natural barriers (such as lakes and mountains), and road systems are just a few of the factors that could greatly impact a market's retail potential.

A Retail Gap Analysis is not designed as a detailed plan of action nor is it an exact science. Rather, it provides the necessary input for the most important aspect of a retail development strategy - the recruitment of retailers for those retail sectors that are currently not meeting the needs of a community. Please see the section entitled "*How to Best Utilize the Retail Gap Analysis*" for additional suggestions on using the Retail Gap Analysis to help create and carry out your comprehensive development strategy.

Study Analysis

All primary retail categories are studied using the most current data available. Potential sales are compiled and compared to estimated actual retail sales to determine if there is a surplus or leakage of retail trade.

Retail sales estimates are computed at the establishment level by using actual sales volume data available for publicly held companies. Therefore, only a minority of businesses on the infoUSA™ base file has sales volume data when the file is delivered to Claritas. Claritas models sales volume based on actual data from a national sample of approximately six million businesses. The model is calculated at the four digit Standard Industrial Classification (SIC) code level with the results applied to those records for which no actual sales volume exists. This enhancement results in virtually all records having an estimated sales volume, except for government records. For a more detailed look at the SIC code level breakdown, please see *Appendix A: SIC Code Detail Listing*.

The following excerpt is the “Sales Volume Data” section of the Claritas Business-Facts Methodology (February 2002) and should provide an overview of how Claritas’ numbers are derived:

Sales Volume Data

InfoUSA™ provides actual sales information only for publicly held companies. Sales figures, therefore, for all other companies must be estimated. The infoUSA™ model uses aggregated sales divided by the aggregated number of employees by SIC to arrive at sales per employee. This aggregated method does not factor in the distribution of employees by SIC, and may allow large corporations to have a disproportionate effect on the sales-per-employee estimate.

In comparison, Claritas models sales volume based on actual data from a national sample of approximately six million businesses. The model is calculated at the four-digit Standard Industrial Classification (SIC) code level with the results applied to those records for which no actual sales volume figures exist. This enhancement results in virtually all records having an estimated sales volume, except for government records. However, since one number is being applied to remaining businesses in a four-digit SIC industry, analyzing a business as a member of a sales range is more appropriate than looking at the specific sales volume for that business.

As with the employment information, Claritas’ clients will benefit from the combined actual/modeled sales data with better coverage and more information for modeling and other analytical applications.

Retail Gap Analysis Notes

In some markets, two particular situations may appear to be discrepancies when they occur in a Retail Gap Analysis.

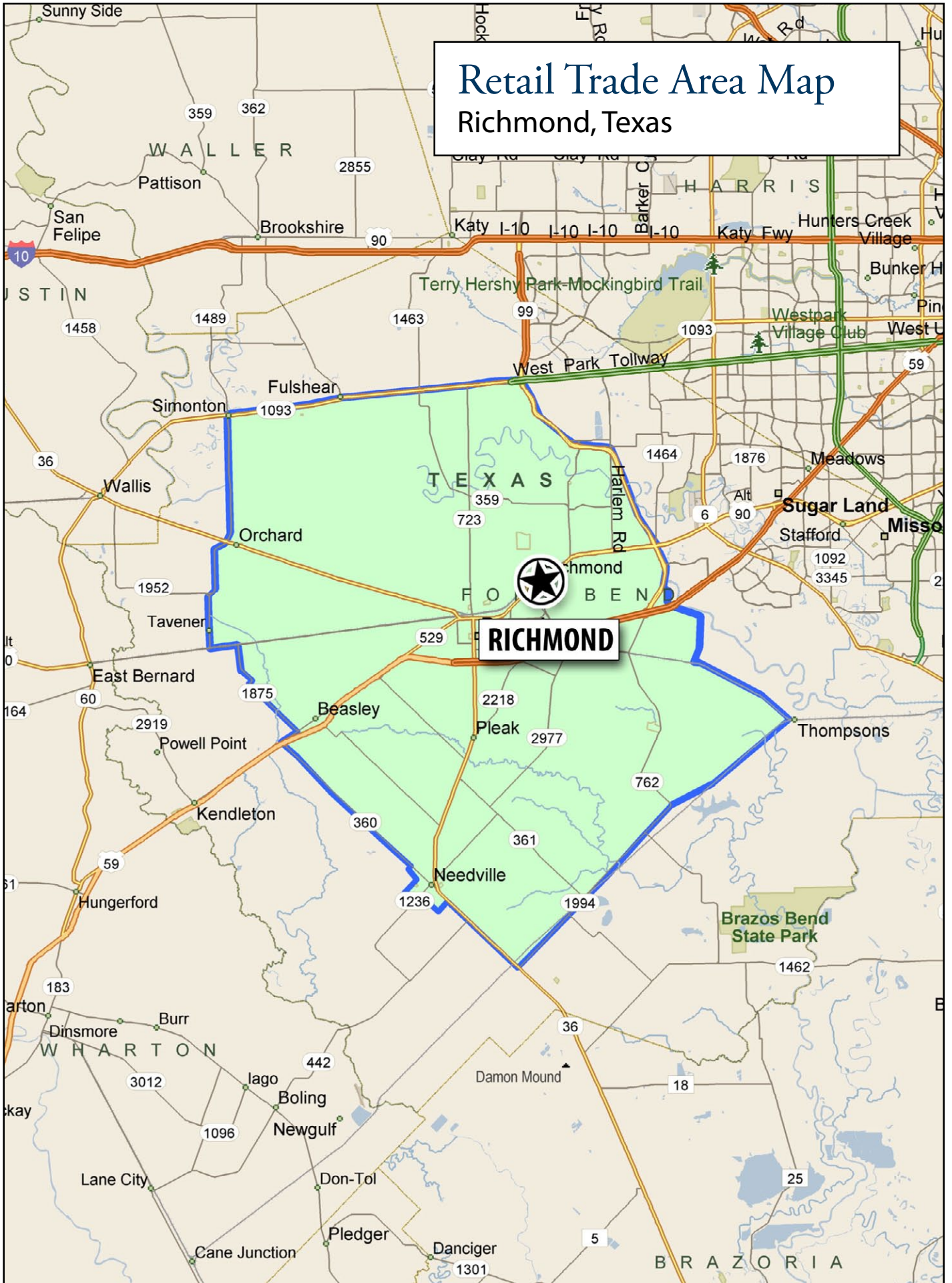
First, the amount exhibited for a particular SIC sector's estimated actual sales may be lower (sometimes significantly so) than expected. In these circumstances, the retailers have often reported sales figures under a different SIC code.

For example, some Women's Clothing Stores (SIC 562) may in fact report sales figures under Family Clothing Stores (SIC 565), etc.

The second situation arises when the amount exhibited for a particular SIC sector's estimated actual sales is reported as \$0, even though there are known retailers in a market operating under that SIC code. When there are only two or three retailers in that market reporting under that SIC code, the numbers are often reported as \$0 to protect each retailer's proprietary financial information.

For example, if there were two retailers in a market operating under a specific SIC code, and total estimated actual sales were listed, either retailer could extrapolate its competitor's estimated actual retail sales figures by deducting its own figures from the total listed for that SIC code.

Retail Trade Area Map Richmond, Texas



Utilizing the Retail Gap Analysis

1. Identify retail sectors with leakage amounts.

If your community's Retail Gap Analysis shows Shoe Store leakage of \$1,250,000, this means that consumers in your community are routinely traveling outside of your community to purchase shoes.

This may signify the need to recruit a regional or national brand shoe retailer to secure a site in your community and stop the Shoe Store sales leakage.

It also identifies the opportunity for an existing retailer in your community to expand its merchandise mix to include shoes or to expand its shoe offerings.

2. Based on this list of leakage sectors, research and identify target retailers (and restaurants), and then determine if their site selection criteria and your community's demographic profile is a match.

If the Retail Gap Analysis identifies a Shoe Store leakage, this is an opportunity to target specific shoe store retailers for recruiting to your community.

Determine the site selection criteria of each targeted shoe store retailer and compare it to your community's retail trade area demographic profile to determine if it is a match. If there is a match, the targeted retailer becomes a prospect.

Based on this research, you may identify various prospects such as Shoe Show, Rack Room Shoes and Payless ShoeSource for your community.

Targeting the right retailers and restaurants for your community increases your ability to recruit those which are a "best fit" and helps eliminate wasted time in trying to recruit those whose requirements are unattainable by your community. It takes great time and effort, but in the long run, performing this step correctly increases your community's odds of retail success.

3. Research and identify the real estate site selectors for each targeted retailer and keep track of their contact information in a database or a spreadsheet.

Using the list of prospects identified above, contact each prospect's corporate office, ask to speak with the real estate department and obtain the name and contact information for the site selector who is responsible for new store development in your specific geographic region.

Often, corporate site selectors will work through real estate brokers who perform cursory reviews of your community's markets and specific sites within your community, before information is forwarded to the corporate site selector.

There are numerous calls and contacts to be made, and there are many steps in this process of bringing together the prospects and your community, if even for preliminary consideration. Again, this step requires great time and effort, but it is a vital step in recruiting the right retailers to your community.

4. Identify potential locations in your community for each targeted retailer, based on their specific site selection criteria.

Before you personally contact the targeted retailers, you need to identify potential locations in your community based on their specific requirements.

It would be beneficial to maintain a database of all available properties in your community, and update this data on a regular basis as property specifics and availability may change often in some areas, especially as it relates to your ongoing contact with retailers.

Each retailer has a preference as to which property type best fits their needs. It could be freestanding buildings, inline spaces in a shopping center or pad sites in front of regional shopping centers (We have included the Retail Site Data Form in Appendix B as an example of the type of information to gather and keep on file regarding each property).

What retailers look for:

- a. Market Conditions – retailers look for stable-to-improving communities. If you have a new business or a planned business, put up a sign that says, “Project Coming Soon.”
 - b. Community Development – a clean, attractive community does make a difference to retailers. Safety and security are essential.
 - c. Downtowns – most retailers still recognize downtowns as the “pulse” of a community, especially smaller communities. A healthy, vibrant downtown usually equates to a healthy, vibrant community.
 - d. Visibility – retailers have got to be seen. As a result, they look for sites that consumers can view from as far away as possible. A good example is that it takes time for a driver to make decisions, so the sooner the driver can spot the retailer, the more time the driver has to make preparations to exit the highway, main road, etc. This is the reason why corner locations are preferred by most retailers.
 - e. Accessibility – retailers look for easy, ample and clearly-marked entrance-exits from both directions of traffic. Retailers often use the terms Ingress (entrance) and Egress (exit).
 - f. Traffic Counts – retailers look closely at the number of vehicles passing in front of a location during a 24-hour period. The higher the traffic count – the more sales potential the retailer will have from that location.
 - g. Parking – adequate parking is a priority for all retailers since most locations’ consumers will arrive by car. A bad parking experience will cloud consumers’ views of a retailer’s location and store.
 - h. Demographic profile – retailers look for locations in communities with high population density and high disposal income. Market your community in its strongest light - as a retail trade area population and not a community population. Population density and disposable incomes directly correlate to retailers sales volumes.
 - i. Competition – retailers pay close attention to their competitors and their locations, not wanting to be out-positioned. They do not want a secondary site to their competitors.
5. Send copies of the Retail Outlook Guide and Retail Gap Sector Summaries electronically or via postal mail to each targeted retailer.

Introduce your community to the prospective retailer by sending them the Retail Outlook Guide. Within a few more weeks, after they have had time to review the Retail Outlook Guide, send them the sector-specific Retail Gap Sector Summary. Both of these are included in the Retail Gap Analysis’ appendices.

6. Personally contact each targeted retailer to see if they received the information and address any questions or comments they may have. And be sure to invite them to your community.

Position yourself to strongly sell your community, your retail trade area and specific opportunities based on the Retail Gap Analysis and sector-specific leakage amount.

Be able to fully explain the Retail Gap Analysis and how the leakage numbers are determined.

7. Follow up, Follow up, Follow up. You must be persistent as it may take numerous attempts to reach the retail site selectors and/or their real estate brokers.

8. Introduce the Retail Gap Analysis and its findings to entrepreneurs and existing retailers in your community. Educate them on how the analysis may be used to identify new retail opportunities and expand merchandise lines.

You may have opportunities right under your nose. For example, recently in a small community with a population of little more than 5,000 persons, the Retail Gap Analysis was used to expand a struggling downtown merchants product lines.

In that same community, the Retail Gap Analysis was used to direct an entrepreneur in establishing and opening a sporting goods store that has expanded from a leased storefront operation to a freestanding retail operation that successfully serves a broad merchandise offering.

9. Present the Retail Gap Analysis to existing property retail owners and prospective retail developers and educate them on how the findings can assist in developing their retail leasing strategies.

The Retail Gap Analysis will assist existing property retail property owners and prospective retail developers in developing a targeted retail leasing strategy.

For example, if an individual owns a lot on a major thoroughfare and it is determined that the community is leaking restaurant sales, the property owner may want to determine voids in the fast food industry and target companies for the site.

Also, if a community is leaking general merchandise sales, grocery sales and drug store sales to surrounding communities, developers may use this information to persuade grocery retailers and/or drug store retailers to take a close look at development property.

10. Continue to maintain a database of retailers and keep track of all calls and comments.

Each community in the nation is competing with others for the very same retailers, and while it can be certain that retailers will locate and expand in multiple communities, what guarantee is there that they will even consider your community in the future?

You may have the best demographics in the world for a community, but unless a retailer knows this, you are just one of many communities "hoping" to land another retailer. These retailers do their homework, and if your community is going to succeed in locating them, you need to do yours, too.

Remember, you are effectively in a sales position now, basically selling your community. Effective salespeople know that keeping in contact with clients and prospects is one of the top behaviors that distinguishes success from failure.

A few suggestions to help you maintain better communications are:

- a. Create a database of retailers that you have been in contact with (determined earlier in this section). Update this database with comments from every conversation you have with them.
- b. Know and keep track of the retailer's property requirements and keep track of available properties in your community which may meet these requirements. Know their demographic requirements, as well.
- c. Contact the retailers periodically to let them know of new property, demographic or community developments they may be interested in.
- d. Keep your community in front of retailers'"faces" so that when they are ready to move, your community will be forefront in their minds.
- e. Make use of the Retail Outlook Guide and the Retail Gap Sector Summaries in this report.

Retail Categories

BUILDING MATERIALS, GARDEN SUPPLY AND MOBILE HOMES

Making up the building materials category are lumberyards, hardware stores, paint stores, nursery stores, garden and lawn supplies, mobile home dealers and other miscellaneous materials stores. This sector holds a strong lure for farmers, many who will conduct other shopping in town, along with keeping local do-it-yourselfers in the community to shop.

GENERAL MERCHANDISE STORES

The general merchandise category consists primarily of department stores (i.e. Wal-Mart, K-Mart, J.C. Penney, Sears, Belk) and variety stores (i.e. Dollar General, Family Dollar). Comparable to anchor stores in a shopping mall, these department and variety stores, play an important role in communities and are strong attractants to shoppers.

FOOD STORES

The food store category is comprised primarily of grocery stores, but also includes bakeries, meat and fish markets, fruit and vegetable markets, dairy product stores, candy and confectionery stores and miscellaneous food stores. This category is extremely important to a healthy retail sector as customers spend more money in grocery stores and shop there more often than any other type of store.

AUTOMOBILE DEALERS AND GASOLINE SERVICE STATIONS

New and used car dealers, auto supply stores, gasoline service stations, boat dealers, motorcycle dealers and recreational vehicle dealers make up the automotive retail category.

APPAREL AND ACCESSORY STORES

Apparel stores are made up of men's, women's and children's clothing stores as well as shoe stores. Small towns have a challenge of sustaining these types of stores due to the extreme competition from department stores and stores in larger cities. In today's environment, apparel stores exhibiting strong customer service and a family-oriented atmosphere will have the best opportunity for success in smaller towns.

HOME FURNITURE, FURNISHINGS AND APPLIANCES

This category includes furniture stores, floor covering stores, major appliance stores, music, video, CD stores and consumer electronics stores.

EATING AND DRINKING

This category consists of restaurants, taverns and bars and is a rapidly growing part of most economies since more and more people are eating away from home.

MISCELLANEOUS RETAIL

This miscellaneous sector includes different "specialty" retail business that could not logically be categorized into the previous retail groups. Drug stores, sporting goods stores, book stores, liquor stores, hobby and craft stores, game shops and jewelry and others are included in this category.

Summary Table

SIC	RETAIL SECTOR	POTENTIAL SALES	EST. ACTUAL SALES	SURPLUS/LEAKAGE	% SURPLUS
521	Lumber and Other Building Materials	\$44,667,250	\$7,522,810	-\$37,144,440	-83%
523	Paint, Glass and Wallpaper	\$14,381,870	\$500,000	-\$13,881,870	-97%
525	Hardware Stores	\$25,889,840	\$740,010	-\$25,149,830	-97%
526	Retail Nurseries and Garden	\$19,655,960	\$1,568,010	-\$18,087,950	-92%
527	Mobile Home Dealers	\$5,590,119	\$0	-\$5,590,119	-100%
53	General Merchandise Stores	\$179,893,200	\$105,000,000	-\$74,893,180	-42%
541	Grocery Stores	\$214,476,300	\$21,140,820	-\$193,335,500	-90%
542	Meat and Fish Markets	\$10,110,960	\$1,000,000	-\$9,110,961	-90%
543	Fruit and Vegetable Markets	\$4,856,154	\$0	-\$4,856,154	-100%
544	Candy, Nut and Confection Stores	\$939,834	\$400,000	-\$539,834	-57%
545	Dairy Products Stores	\$313,278	\$0	-\$313,278	-100%
546	Retail Bakeries	\$2,676,978	\$0	-\$2,676,978	-100%
549	Miscellaneous Food Stores	\$17,005,140	\$1,600,000	-\$15,405,140	-91%
551	New and Used Car Dealers	\$233,633,100	\$15,400,000	-\$218,233,100	-93%
552	Used Car Dealers	\$52,383,520	\$1,000,000	-\$51,383,520	-98%
553	Auto and Home Supply Stores	\$62,167,440	\$4,000,000	-\$58,167,440	-94%
554	Gasoline Service Stations	\$66,565,720	\$12,777,070	-\$53,788,650	-81%
555	Boat Dealers	\$14,184,260	\$0	-\$14,184,260	-100%
556	Recreational Vehicle Dealers	\$8,787,620	\$0	-\$8,787,620	-100%
557	Motorcycle Dealers	\$8,124,573	\$1,200,000	-\$6,924,573	-85%
559	Automotive Dealers, NEC	\$11,640,860	\$0	-\$11,640,860	-100%
561	Men's and Boys' Clothing Stores	\$5,395,267	\$0	-\$5,395,267	-100%
562	Women's Clothing Stores	\$8,847,522	\$52,688	-\$8,794,834	-99%
563	Women's Accessory and Specialty Stores	\$1,306,817	\$0	-\$1,306,817	-100%
564	Children's and Infants' Wear	\$2,357,503	\$0	-\$2,357,503	-100%
565	Family Clothing Stores	\$9,352,209	\$295,181	-\$9,057,028	-97%

Summary Table (continued)

566	Shoe Stores	\$11,759,290	\$36,145	-\$11,723,140	-100%
569	Miscellaneous Apparel and Accessory Stores	\$5,957,790	\$200,000	-\$5,757,790	-97%
571	Home Furniture and Furnishing	\$52,804,900	\$6,254,421	-\$46,550,480	-88%
572	Household Appliance Stores	\$11,595,420	\$1,500,000	-\$10,095,420	-87%
573	Radio, TV, and Computer Stores	\$118,672,500	\$1,655,937	-\$117,016,500	-99%
5812	Eating Places	\$248,075,600	\$11,100,000	-\$236,975,600	-96%
5813	Drinking Places	\$8,456,441	\$400,000	-\$8,056,441	-95%
591	Drug Stores and Proprietary	\$46,657,080	\$11,628,060	-\$35,029,020	-75%
592	Liquor Stores	\$5,374,611	\$918,000	-\$4,456,611	-83%
593	Used Merchandise Stores	\$10,464,170	\$400,000	-\$10,064,170	-96%
5941	Sporting Goods, Bicycle and Gun Stores	\$8,397,916	\$1,147,025	-\$7,250,891	-86%
5942	Book Stores	\$4,096,712	\$601,000	-\$3,495,712	-85%
5943	Stationery Stores	\$13,417,250	\$8,900,000	-\$4,517,250	-34%
5944	Jewelry Stores	\$6,109,954	\$1,139,209	-\$4,970,745	-81%
5945	Hobby, Toy and Game Shops	\$6,773,002	\$0	-\$6,773,002	-100%
5946	Camera and Photography Supply Stores	\$521,212	\$0	-\$521,212	-100%
5947	Gift, Novelty and Souvenir Shops	\$8,150,737	\$300,000	-\$7,850,737	-96%
5948	Luggage and Leather Goods Stores	\$260,950	\$0	-\$260,950	-100%
5949	Sewing, Needlework and Craft Stores	\$982,522	\$100,000	-\$882,522	-90%
596	Non-store Retailers	\$20,595,790	\$1,600,000	-\$18,995,790	-92%
598	Fuel and Ice Dealers	\$1,427,997	\$2,300,000	\$872,003	61%
5992	Florists	\$3,802,025	\$200,000	-\$3,602,025	-95%
5993	Tobacco Stores and Stands	\$851,015	\$0	-\$851,015	-100%
5994	News Dealers and Newsstands	\$852,392	\$0	-\$852,392	-100%
5995	Optical Goods Stores	\$4,486,417	\$535,016	-\$3,951,401	-88%
5999	Miscellaneous Retail Stores, NEC	\$68,921,160	\$2,800,000	-\$66,121,160	-96%
	TOTALS	\$1,694,668,000	\$227,911,400	-\$1,466,757,000	LEAKAGE

Leakage Summary

SIC	RETAIL SECTOR	LEAKAGE AMOUNT
521	Lumber and Other Building Materials	-\$37,144,440
523	Paint, Glass and Wallpaper	-\$13,881,870
525	Hardware Stores	-\$25,149,830
526	Retail Nurseries and Garden	-\$18,087,950
527	Mobile Home Dealers	-\$5,590,119
53	General Merchandise Stores	-\$74,893,180
541	Grocery Stores	-\$193,335,500
542	Meat and Fish Markets.	-\$9,110,961
543	Fruit and Vegetable Markets	-\$4,856,154
544	Candy, Nut and Confection Stores	-\$539,834
545	Dairy Products Stores	-\$313,278
546	Retail Bakeries	-\$2,676,978
549	Miscellaneous Food Stores.	-\$15,405,140
551	New and Used Car Dealers.	-\$218,233,100
552	Used Car Dealers	-\$51,383,520
553	Auto and Home Supply Stores	-\$58,167,440
554	Gasoline Service Stations	-\$53,788,650
555	Boat Dealers	-\$14,184,260
556	Recreational Vehicle Dealers	-\$8,787,620
557	Motorcycle Dealers	-\$6,924,573
559	Automotive Dealers, NEC	-\$11,640,860
561	Men's and Boys' Clothing Stores	-\$5,395,267
562	Women's Clothing Stores	-\$8,794,834
563	Women's Accessory and Specialty Stores	-\$1,306,817
564	Children's and Infants' Wear	-\$2,357,503
565	Family Clothing Stores.	-\$9,057,028
566	Shoe Stores.	-\$11,723,140
569	Miscellaneous Apparel and Accessory Stores	-\$5,757,790
571	Home Furniture and Furnishing	-\$46,550,480
572	Household Appliance Stores	-\$10,095,420
573	Radio, TV, and Computer Stores	-\$117,016,500
5812	Eating Places	-\$236,975,600
5813	Drinking Places	-\$8,056,441
591	Drug Stores and Proprietary	-\$35,029,020
592	Liquor Stores	-\$4,456,611
593	Used Merchandise Stores	-\$10,064,170
5941	Sporting Goods, Bicycle and Gun Stores	-\$7,250,891
5942	Book Stores.	-\$3,495,712
5943	Stationery Stores	-\$4,517,250
5944	Jewelry Stores	-\$4,970,745
5945	Hobby, Toy and Game Shops.	-\$6,773,002
5946	Camera and Photography Supply Stores	-\$521,212
5947	Gift, Novelty and Souvenir Shops.	-\$7,850,737
5948	Luggage and Leather Goods Stores	-\$260,950
5949	Sewing, Needlework and Craft Stores.	-\$882,522
596	Non-store Retailers	-\$18,995,790
5992	Florists	-\$3,602,025
5993	Tobacco Stores and Stands	-\$851,015
5994	News Dealers and Newsstands.	-\$852,392
5995	Optical Goods Stores	-\$3,951,401
5999	Miscellaneous Retail Stores, NEC	-\$66,121,160

Surplus Summary

SIC	RETAIL SECTOR	SURPLUS AMOUNT
598	Fuel and Ice Dealers	\$872,003

Retail Trade Area Demographics

Richmond, Texas

DESCRIPTION	DATA	%
Population		
2016 Projection	171,356	
2011 Estimate	145,743	
2000 Census	93,365	
1990 Census	61,927	
Growth 2011-2016	17.57%	
Growth 2000-2011	56.10%	
Growth 1990-2000	50.77%	
2011 Est. Pop by Single Race Class	145,743	
White Alone	94,616	64.92
Black or African American Alone	14,945	10.25
Amer. Indian and Alaska Native Alone	658	0.45
Asian Alone	7,902	5.42
Native Hawaiian and Other Pac. Isl. Alone	69	0.05
Some Other Race Alone	22,790	15.64
Two or More Races	4,761	3.27
2011 Est. Pop Hisp or Latino by Origin	145,743	
Not Hispanic or Latino	88,553	60.76
Hispanic or Latino:	57,190	39.24
Mexican	44,782	78.30
Puerto Rican	585	1.02
Cuban	208	0.36
All Other Hispanic or Latino	11,615	20.31
2011 Est. Hisp or Latino by Single Race Class	57,190	
White Alone	31,465	55.02
Black or African American Alone	272	0.48
American Indian and Alaska Native Alone	345	0.60
Asian Alone	53	0.09
Native Hawaiian and Other Pacific Islander Alone	30	0.05
Some Other Race Alone	22,688	39.67
Two or More Races	2,336	4.08

Retail Trade Area Demographics

Richmond, Texas

DESCRIPTION	DATA	%
2011 Est. Pop. Asian Alone Race by Cat	7,902	
Chinese, except Taiwanese	1,123	14.21
Filipino	1,019	12.90
Japanese	108	1.37
Asian Indian	2,708	34.27
Korean	94	1.19
Vietnamese	1,408	17.82
Cambodian	11	0.14
Hmong	0	0.00
Laotian	33	0.42
Thai	47	0.59
All Other Asian Races Including 2+ Category	1,351	17.10
2011 Est. Population by Ancestry	145,743	
Pop, Arab	608	0.42
Pop, Czech	3,742	2.57
Pop, Danish	325	0.22
Pop, Dutch	583	0.40
Pop, English	6,446	4.42
Pop, French (except Basque)	1,611	1.11
Pop, French Canadian	190	0.13
Pop, German	13,395	9.19
Pop, Greek	252	0.17
Pop, Hungarian	178	0.12
Pop, Irish	6,495	4.46
Pop, Italian	2,467	1.69
Pop, Lithuanian	111	0.08
Pop, United States or American	6,716	4.61
Pop, Norwegian	427	0.29
Pop, Polish	1,944	1.33
Pop, Portuguese	141	0.10
Pop, Russian	195	0.13
Pop, Scottish	1,206	0.83
Pop, Scotch-Irish	1,156	0.79
Pop, Slovak	27	0.02
Pop, Sub-Saharan African	2,440	1.67
Pop, Swedish	490	0.34
Pop, Swiss	55	0.04
Pop, Ukrainian	144	0.10
Pop, Welsh	225	0.15
Pop, West Indian (exc Hisp groups)	547	0.38
Pop, Other ancestries	82,772	56.79

Retail Trade Area Demographics

Richmond, Texas

DESCRIPTION	DATA	%
2011 Est. Population by Ancestry		
Pop, Ancestry Unclassified	10,857	7.45
2011 Est. Pop Age 5+ by Language Spoken At Home	134,212	
Speak Only English at Home	87,396	65.12
Speak Asian/Pac. Isl. Lang. at Home	3,545	2.64
Speak IndoEuropean Language at Home	4,094	3.05
Speak Spanish at Home	38,056	28.36
Speak Other Language at Home	1,122	0.84
2011 Est. Population by Sex	145,743	
Male	74,062	50.82
Female	71,681	49.18
2011 Est. Population by Age	145,743	
Age 0 - 4	11,531	7.91
Age 5 - 9	11,528	7.91
Age 10 - 14	11,421	7.84
Age 15 - 17	7,142	4.90
Age 18 - 20	5,655	3.88
Age 21 - 24	7,370	5.06
Age 25 - 34	17,615	12.09
Age 35 - 44	23,765	16.31
Age 45 - 54	21,092	14.47
Age 55 - 64	15,344	10.53
Age 65 - 74	8,066	5.53
Age 75 - 84	3,798	2.61
Age 85 and over	1,416	0.97
Age 16 and over	108,812	74.66
Age 18 and over	104,121	71.44
Age 21 and over	98,466	67.56
Age 65 and over	13,279	9.11
2011 Est. Median Age	35.26	
2011 Est. Average Age	34.90	

Retail Trade Area Demographics

Richmond, Texas

DESCRIPTION	DATA	%
2011 Est. Male Population by Age	74,062	
Age 0 - 4	5,803	7.84
Age 5 - 9	5,910	7.98
Age 10 - 14	5,908	7.98
Age 15 - 17	3,638	4.91
Age 18 - 20	3,111	4.20
Age 21 - 24	3,738	5.05
Age 25 - 34	9,188	12.41
Age 35 - 44	12,411	16.76
Age 45 - 54	10,676	14.41
Age 55 - 64	7,699	10.40
Age 65 - 74	3,923	5.30
Age 75 - 84	1,617	2.18
Age 85 and over	441	0.60
2011 Est. Median Age, Male	34.71	
2011 Est. Average Age, Male	34.40	
2011 Est. Female Population by Age	71,681	
Age 0 - 4	5,728	7.99
Age 5 - 9	5,618	7.84
Age 10 - 14	5,514	7.69
Age 15 - 17	3,504	4.89
Age 18 - 20	2,544	3.55
Age 21 - 24	3,632	5.07
Age 25 - 34	8,427	11.76
Age 35 - 44	11,355	15.84
Age 45 - 54	10,416	14.53
Age 55 - 64	7,645	10.67
Age 65 - 74	4,142	5.78
Age 75 - 84	2,181	3.04
Age 85 and over	975	1.36
2011 Est. Median Age, Female	35.77	
2011 Est. Average Age, Female	35.60	

Retail Trade Area Demographics

Richmond, Texas

DESCRIPTION	DATA	%
2011 Est. Pop Age 15+ by Marital Status	111,263	
Total, Never Married	31,142	27.99
Males, Never Married	17,670	15.88
Females, Never Married	13,472	12.11
Married, Spouse present	53,368	47.97
Married, Spouse absent	10,597	9.52
Widowed	5,475	4.92
Males Widowed	1,055	0.95
Females Widowed	4,419	3.97
Divorced	10,681	9.60
Males Divorced	4,789	4.30
Females Divorced	5,893	5.30
2011 Est. Pop. Age 25+ by Edu. Attainment	91,096	
Less than 9th grade	9,583	10.52
Some High School, no diploma	8,618	9.46
High School Graduate (or GED)	23,779	26.10
Some College, no degree	18,812	20.65
Associate Degree	4,673	5.13
Bachelor's Degree	17,949	19.70
Master's Degree	5,783	6.35
Professional School Degree	1,087	1.19
Doctorate Degree	811	0.89
2011 Est Pop Age 25+ by Edu. Attain, Hisp. or Lat	32,099	
Less than 9th grade	7,914	24.65
Some High School, no diploma	5,800	18.07
High School Graduate (or GED)	9,477	29.52
Some College, no degree	4,889	15.23
Associate Degree	1,121	3.49
Bachelor's Degree	2,420	7.54
Graduate or Professional Degree	478	1.49

Retail Trade Area Demographics

Richmond, Texas

DESCRIPTION	DATA	%
Households		
2016 Projection	54,980	
2011 Estimate	45,158	
2000 Census	29,073	
1990 Census	19,662	
Growth 2011-2016	21.75%	
Growth 2000-2011	55.33%	
Growth 1990-2000	47.86%	
2011 Est. Households by Household Type	45,158	
Family Households	36,932	81.78
Nonfamily Households	8,225	18.21
2011 Est. Group Quarters Population	4,500	
2011 HHs by Ethnicity, Hispanic/Latino	14,768	32.70
2011 Est. HHs by HH Income	45,158	
Income Less than \$15,000	3,855	8.54
Income \$15,000 - \$24,999	3,440	7.62
Income \$25,000 - \$34,999	4,169	9.23
Income \$35,000 - \$49,999	5,521	12.23
Income \$50,000 - \$74,999	8,430	18.67
Income \$75,000 - \$99,999	5,882	13.03
Income \$100,000 - \$124,999	4,585	10.15
Income \$125,000 - \$149,999	3,208	7.10
Income \$150,000 - \$199,999	2,746	6.08
Income \$200,000 - \$499,999	2,806	6.21
Income \$500,000 and more	516	1.14
2011 Est. Average Household Income	\$89,628	
2011 Est. Median Household Income	\$66,589	
2011 Est. Per Capita Income	\$28,005	

Retail Trade Area Demographics

Richmond, Texas

DESCRIPTION	DATA	%
2011 Median HH Inc by Single Race Class. or Ethn		
White Alone	72,209	
Black or African American Alone	50,071	
American Indian and Alaska Native Alone	41,065	
Asian Alone	102,429	
Native Hawaiian and Other Pacific Islander Alone	78,403	
Some Other Race Alone	43,755	
Two or More Races	48,401	
Hispanic or Latino	45,180	
Not Hispanic or Latino	82,738	
2011 Est. Family HH Type, Presence Own Children	36,932	
Married-Couple Family, own children	14,362	38.89
Married-Couple Family, no own children	14,695	39.79
Male Householder, own children	1,356	3.67
Male Householder, no own children	1,465	3.97
Female Householder, own children	3,018	8.17
Female Householder, no own children	2,036	5.51
2011 Est. Households by Household Size	45,158	
1-person household	6,440	14.26
2-person household	12,914	28.60
3-person household	9,010	19.95
4-person household	8,659	19.17
5-person household	4,598	10.18
6-person household	2,043	4.52
7 or more person household	1,495	3.31
2011 Est. Average Household Size	3.13	

Retail Trade Area Demographics

Richmond, Texas

DESCRIPTION	DATA	%
2011 Est. Households by Presence of People	45,158	
Households with 1 or more People under Age 18:	20,697	45.83
Married-Couple Family	15,248	73.67
Other Family, Male Householder	1,777	8.59
Other Family, Female Householder	3,595	17.37
Nonfamily, Male Householder	76	0.37
Nonfamily, Female Householder	2	0.01
Households no People under Age 18:	24,460	54.17
Married-Couple Family	13,351	54.58
Other Family, Male Householder	1,009	4.13
Other Family, Female Householder	1,415	5.78
Nonfamily, Male Householder	3,830	15.66
Nonfamily, Female Householder	4,855	19.85
2011 Est. Households by Number of Vehicles	45,158	
No Vehicles	1,881	4.17
1 Vehicle	11,948	26.46
2 Vehicles	21,535	47.69
3 Vehicles	7,213	15.97
4 Vehicles	2,077	4.60
5 or more Vehicles	503	1.11
2011 Est. Average Number of Vehicles	1.95	
Family Households		
2016 Projection	44,963	
2011 Estimate	36,932	
2000 Census	23,797	
1990 Census	15,680	
Growth 2011-2016	21.75%	
Growth 2000-2011	55.20%	
Growth 1990-2000	51.77%	
2011 Est. Families by Poverty Status	36,932	
2011 Families at or Above Poverty	33,995	92.05
2011 Families at or Above Poverty with Children	18,624	50.43
2011 Families Below Poverty	2,938	7.96
2011 Families Below Poverty with Children	2,370	6.42

Retail Trade Area Demographics

Richmond, Texas

DESCRIPTION	DATA	%
2011 Est. Pop Age 16+ by Employment Status	108,812	
In Armed Forces	61	0.06
Civilian - Employed	64,628	59.39
Civilian - Unemployed	3,844	3.53
Not in Labor Force	40,279	37.02
2011 Est. Civ Employed Pop 16+ Class of Worker	67,424	
For-Profit Private Workers	50,641	75.11
Non-Profit Private Workers	2,997	4.45
Local Government Workers	6,380	9.46
State Government Workers	2,708	4.02
Federal Government Workers	635	0.94
Self-Emp Workers	6,240	9.25
Unpaid Family Workers	125	0.19
2011 Est. Civ Employed Pop 16+ by Occupation	67,424	
Architect/Engineer	2,033	3.02
Arts/Entertain/Sports	914	1.36
Building Grounds Maint	2,662	3.95
Business/Financial Ops	2,905	4.31
Community/Soc Svcs	522	0.77
Computer/Mathematical	1,858	2.76
Construction/Extraction	5,016	7.44
Edu/Training/Library	3,996	5.93
Farm/Fish/Forestry	259	0.38
Food Prep/Serving	2,684	3.98
Health Practitioner/Tec	2,704	4.01
Healthcare Support	1,025	1.52
Maintenance Repair	2,369	3.51
Legal	654	0.97
Life/Phys/Soc Science	734	1.09
Management	8,560	12.70
Office/Admin Support	8,266	12.26
Production	3,971	5.89
Protective Svcs	2,231	3.31
Sales/Related	8,507	12.62
Personal Care/Svc	1,797	2.67
Transportation/Moving	3,756	5.57

Retail Trade Area Demographics

Richmond, Texas

DESCRIPTION	DATA	%
2011 Est. Pop 16+ by Occupation Classification	67,424	
Blue Collar	15,112	22.41
White Collar	41,654	61.78
Service and Farm	10,658	15.81
2011 Est. Workers Age 16+, Transp. To Work	66,210	
Drove Alone	52,281	78.96
Car Pooled	8,752	13.22
Public Transportation	310	0.47
Walked	899	1.36
Bicycle	53	0.08
Other Means	1,155	1.74
Worked at Home	2,759	4.17
2011 Est. Workers Age 16+ by Travel Time to Work *		
Less than 15 Minutes	13,473	
15 - 29 Minutes	19,085	
30 - 44 Minutes	17,107	
45 - 59 Minutes	7,551	
60 or more Minutes	6,955	
2011 Est. Avg Travel Time to Work in Minutes	32.29	
2011 Est. Tenure of Occupied Housing Units	45,158	
Owner Occupied	33,522	74.23
Renter Occupied	11,636	25.77
2011 Owner Occ. HUs: Avg. Length of Residence	10.17	
2011 Renter Occ. HUs: Avg. Length of Residence	6.07	

Retail Trade Area Demographics

Richmond, Texas

DESCRIPTION	DATA	%
2011 Est. All Owner-Occupied Housing Values	33,522	
Value Less than \$20,000	691	2.06
Value \$20,000 - \$39,999	1,313	3.92
Value \$40,000 - \$59,999	1,885	5.62
Value \$60,000 - \$79,999	2,200	6.56
Value \$80,000 - \$99,999	3,286	9.80
Value \$100,000 - \$149,999	7,670	22.88
Value \$150,000 - \$199,999	4,368	13.03
Value \$200,000 - \$299,999	6,873	20.50
Value \$300,000 - \$399,999	2,423	7.23
Value \$400,000 - \$499,999	1,102	3.29
Value \$500,000 - \$749,999	1,198	3.57
Value \$750,000 - \$999,999	343	1.02
Value \$1,000,000 or more	170	0.51
2011 Est. Median All Owner-Occupied Housing Value	\$148,152	
2011 Est. Housing Units by Units in Structure	46,422	
1 Unit Attached	699	1.51
1 Unit Detached	35,794	77.11
2 Units	281	0.61
3 or 4 Units	600	1.29
5 to 19 Units	3,270	7.04
20 to 49 Units	1,068	2.30
50 or More Units	1,118	2.41
Mobile Home or Trailer	3,567	7.68
Boat, RV, Van, etc.	25	0.05
2011 Est. Housing Units by Year Structure Built	46,422	
Housing Unit Built 2000 or later	16,227	34.96
Housing Unit Built 1990 to 1999	10,176	21.92
Housing Unit Built 1980 to 1989	8,111	17.47
Housing Unit Built 1970 to 1979	5,663	12.20
Housing Unit Built 1960 to 1969	2,357	5.08
Housing Unit Built 1950 to 1959	1,881	4.05
Housing Unit Built 1940 to 1949	1,071	2.31
Housing Unit Built 1939 or Earlier	935	2.01
2011 Est. Median Year Structure Built **	1993	

***This row intentionally left blank. No total category data is available.**

**1939 will appear when at least half of the Housing Units in this reports area were built in 1939 or earlier.

Community Demographics

Richmond, Texas

DESCRIPTION	DATA	%
Population		
2016 Projection	15,708	
2011 Estimate	13,641	
2000 Census	11,081	
1990 Census	9,843	
Growth 2011-2016	15.15%	
Growth 2000-2011	23.10%	
Growth 1990-2000	12.58%	
2011 Est. Pop by Single Race Class	13,641	
White Alone	6,119	44.86
Black or African American Alone	1,816	13.31
Amer. Indian and Alaska Native Alone	106	0.78
Asian Alone	214	1.57
Native Hawaiian and Other Pac. Isl. Alone	10	0.07
Some Other Race Alone	4,928	36.13
Two or More Races	448	3.28
2011 Est. Pop Hisp or Latino by Origin	13,641	
Not Hispanic or Latino	4,613	33.82
Hispanic or Latino:	9,028	66.18
Mexican	7,215	79.92
Puerto Rican	59	0.65
Cuban	16	0.18
All Other Hispanic or Latino	1,738	19.25
2011 Est. Hisp or Latino by Single Race Class	9,028	
White Alone	3,627	40.18
Black or African American Alone	31	0.34
American Indian and Alaska Native Alone	81	0.90
Asian Alone	1	0.01
Native Hawaiian and Other Pacific Islander Alone	9	0.10
Some Other Race Alone	4,927	54.57
Two or More Races	352	3.90

Community Demographics

Richmond, Texas

DESCRIPTION	DATA	%
2011 Est. Pop. Asian Alone Race by Cat	214	
Chinese, except Taiwanese	16	7.48
Filipino	23	10.75
Japanese	1	0.47
Asian Indian	74	34.58
Korean	3	1.40
Vietnamese	47	21.96
Cambodian	0	0.00
Hmong	0	0.00
Laotian	1	0.47
Thai	0	0.00
All Other Asian Races Including 2+ Category	49	22.90
2011 Est. Population by Ancestry	13,641	
Pop, Arab	25	0.18
Pop, Czech	165	1.21
Pop, Danish	25	0.18
Pop, Dutch	12	0.09
Pop, English	358	2.62
Pop, French (except Basque)	62	0.45
Pop, French Canadian	7	0.05
Pop, German	523	3.83
Pop, Greek	10	0.07
Pop, Hungarian	5	0.04
Pop, Irish	308	2.26
Pop, Italian	106	0.78
Pop, Lithuanian	4	0.03
Pop, United States or American	334	2.45
Pop, Norwegian	22	0.16
Pop, Polish	85	0.62
Pop, Portuguese	9	0.07
Pop, Russian	28	0.21
Pop, Scottish	50	0.37
Pop, Scotch-Irish	77	0.56
Pop, Slovak	2	0.01
Pop, Sub-Saharan African	216	1.58
Pop, Swedish	34	0.25
Pop, Swiss	1	0.01
Pop, Ukrainian	5	0.04
Pop, Welsh	3	0.02
Pop, West Indian (exc Hisp groups)	58	0.43
Pop, Other ancestries	10,102	74.06

Community Demographics

Richmond, Texas

DESCRIPTION	DATA	%
2011 Est. Population by Ancestry		
Pop, Ancestry Unclassified	1,005	7.37
2011 Est. Pop Age 5+ by Language Spoken At Home	12,438	
Speak Only English at Home	5,355	43.05
Speak Asian/Pac. Isl. Lang. at Home	79	0.64
Speak IndoEuropean Language at Home	278	2.24
Speak Spanish at Home	6,723	54.05
Speak Other Language at Home	3	0.02
2011 Est. Population by Sex	13,641	
Male	6,967	51.07
Female	6,674	48.93
2011 Est. Population by Age	13,641	
Age 0 - 4	1,203	8.82
Age 5 - 9	1,130	8.28
Age 10 - 14	1,111	8.14
Age 15 - 17	628	4.60
Age 18 - 20	613	4.49
Age 21 - 24	719	5.27
Age 25 - 34	2,001	14.67
Age 35 - 44	2,225	16.31
Age 45 - 54	1,487	10.90
Age 55 - 64	1,185	8.69
Age 65 - 74	708	5.19
Age 75 - 84	453	3.32
Age 85 and over	178	1.30
Age 16 and over	9,998	73.29
Age 18 and over	9,569	70.15
Age 21 and over	8,956	65.66
Age 65 and over	1,339	9.82
2011 Est. Median Age	32.08	
2011 Est. Average Age	33.70	

Community Demographics

Richmond, Texas

DESCRIPTION	DATA	%
2011 Est. Male Population by Age	6,967	
Age 0 - 4	595	8.54
Age 5 - 9	579	8.31
Age 10 - 14	594	8.53
Age 15 - 17	333	4.78
Age 18 - 20	332	4.77
Age 21 - 24	377	5.41
Age 25 - 34	1,035	14.86
Age 35 - 44	1,235	17.73
Age 45 - 54	752	10.79
Age 55 - 64	584	8.38
Age 65 - 74	322	4.62
Age 75 - 84	180	2.58
Age 85 and over	49	0.70
2011 Est. Median Age, Male	31.51	
2011 Est. Average Age, Male	32.70	
2011 Est. Female Population by Age	6,674	
Age 0 - 4	608	9.11
Age 5 - 9	551	8.26
Age 10 - 14	517	7.75
Age 15 - 17	295	4.42
Age 18 - 20	281	4.21
Age 21 - 24	342	5.12
Age 25 - 34	966	14.47
Age 35 - 44	990	14.83
Age 45 - 54	735	11.01
Age 55 - 64	601	9.01
Age 65 - 74	386	5.78
Age 75 - 84	273	4.09
Age 85 and over	129	1.93
2011 Est. Median Age, Female	32.69	
2011 Est. Average Age, Female	34.70	

Community Demographics

Richmond, Texas

DESCRIPTION	DATA	%
2011 Est. Pop Age 15+ by Marital Status	10,197	
Total, Never Married	3,377	33.12
Males, Never Married	1,871	18.35
Females, Never Married	1,506	14.77
Married, Spouse present	3,522	34.54
Married, Spouse absent	1,607	15.76
Widowed	530	5.20
Males Widowed	139	1.36
Females Widowed	391	3.83
Divorced	1,161	11.39
Males Divorced	533	5.23
Females Divorced	628	6.16
2011 Est. Pop. Age 25+ by Edu. Attainment	8,237	
Less than 9th grade	1,982	24.06
Some High School, no diploma	1,303	15.82
High School Graduate (or GED)	2,337	28.37
Some College, no degree	1,107	13.44
Associate Degree	294	3.57
Bachelor's Degree	768	9.32
Master's Degree	344	4.18
Professional School Degree	86	1.04
Doctorate Degree	16	0.19
2011 Est Pop Age 25+ by Edu. Attain, Hisp. or Lat	4,988	
Less than 9th grade	1,685	33.78
Some High School, no diploma	1,025	20.55
High School Graduate (or GED)	1,308	26.22
Some College, no degree	596	11.95
Associate Degree	84	1.68
Bachelor's Degree	245	4.91
Graduate or Professional Degree	45	0.90

Community Demographics

Richmond, Texas

DESCRIPTION	DATA	%
Households		
2016 Projection	4,794	
2011 Estimate	4,017	
2000 Census	3,413	
1990 Census	3,077	
Growth 2011-2016	19.34%	
Growth 2000-2011	17.70%	
Growth 1990-2000	10.92%	
2011 Est. Households by Household Type	4,017	
Family Households	3,124	77.77
Nonfamily Households	893	22.23
2011 Est. Group Quarters Population	475	
2011 HHs by Ethnicity, Hispanic/Latino	2,327	57.93
2011 Est. HHs by HH Income	4,017	
Income Less than \$15,000	591	14.71
Income \$15,000 - \$24,999	558	13.89
Income \$25,000 - \$34,999	552	13.74
Income \$35,000 - \$49,999	663	16.50
Income \$50,000 - \$74,999	750	18.67
Income \$75,000 - \$99,999	324	8.07
Income \$100,000 - \$124,999	230	5.73
Income \$125,000 - \$149,999	128	3.19
Income \$150,000 - \$199,999	120	2.99
Income \$200,000 - \$499,999	85	2.12
Income \$500,000 and more	16	0.40
2011 Est. Average Household Income	\$58,153	
2011 Est. Median Household Income	\$41,957	
2011 Est. Per Capita Income	\$17,414	

Community Demographics

Richmond, Texas

DESCRIPTION	DATA	%
2011 Median HH Inc by Single Race Class. or Ethn		
White Alone	52,976	
Black or African American Alone	34,125	
American Indian and Alaska Native Alone	23,529	
Asian Alone	47,000	
Native Hawaiian and Other Pacific Islander Alone	62,500	
Some Other Race Alone	32,500	
Two or More Races	34,792	
Hispanic or Latino	36,015	
Not Hispanic or Latino	49,790	
2011 Est. Family HH Type, Presence Own Children	3,124	
Married-Couple Family, own children	887	28.39
Married-Couple Family, no own children	1,079	34.54
Male Householder, own children	184	5.89
Male Householder, no own children	251	8.03
Female Householder, own children	406	13.00
Female Householder, no own children	317	10.15
2011 Est. Households by Household Size	4,017	
1-person household	681	16.95
2-person household	1,010	25.14
3-person household	778	19.37
4-person household	618	15.38
5-person household	458	11.40
6-person household	238	5.92
7 or more person household	234	5.83
2011 Est. Average Household Size	3.28	

Community Demographics

Richmond, Texas

DESCRIPTION	DATA	%
2011 Est. Households by Presence of People	4,017	
Households with 1 or more People under Age 18:	1,801	44.83
Married-Couple Family	1,006	55.86
Other Family, Male Householder	262	14.55
Other Family, Female Householder	524	29.09
Nonfamily, Male Householder	9	0.50
Nonfamily, Female Householder	0	0.00
Households no People under Age 18:	2,216	55.17
Married-Couple Family	933	42.10
Other Family, Male Householder	169	7.63
Other Family, Female Householder	197	8.89
Nonfamily, Male Householder	411	18.55
Nonfamily, Female Householder	506	22.83
2011 Est. Households by Number of Vehicles	4,017	
No Vehicles	390	9.71
1 Vehicle	1,570	39.08
2 Vehicles	1,456	36.25
3 Vehicles	412	10.26
4 Vehicles	175	4.36
5 or more Vehicles	14	0.35
2011 Est. Average Number of Vehicles	1.62	
Family Households		
2016 Projection	3,724	
2011 Estimate	3,124	
2000 Census	2,629	
1990 Census	2,406	
Growth 2011-2016	19.21%	
Growth 2000-2011	18.83%	
Growth 1990-2000	9.27%	
2011 Est. Families by Poverty Status	3,124	
2011 Families at or Above Poverty	2,544	81.43
2011 Families at or Above Poverty with Children	1,381	44.21
2011 Families Below Poverty	580	18.57
2011 Families Below Poverty with Children	515	16.49

Community Demographics

Richmond, Texas

DESCRIPTION	DATA	%
2011 Est. Pop Age 16+ by Employment Status	9,998	
In Armed Forces	11	0.11
Civilian - Employed	5,185	51.86
Civilian - Unemployed	559	5.59
Not in Labor Force	4,243	42.44
2011 Est. Civ Employed Pop 16+ Class of Worker	5,594	
For-Profit Private Workers	4,296	76.80
Non-Profit Private Workers	250	4.47
Local Government Workers	445	7.95
State Government Workers	285	5.09
Federal Government Workers	30	0.54
Self-Emp Workers	406	7.26
Unpaid Family Workers	10	0.18
2011 Est. Civ Employed Pop 16+ by Occupation	5,594	
Architect/Engineer	52	0.93
Arts/Entertain/Sports	33	0.59
Building Grounds Maint	554	9.90
Business/Financial Ops	90	1.61
Community/Soc Svcs	10	0.18
Computer/Mathematical	73	1.30
Construction/Extraction	805	14.39
Edu/Training/Library	193	3.45
Farm/Fish/Forestry	21	0.38
Food Prep/Serving	383	6.85
Health Practitioner/Tec	99	1.77
Healthcare Support	193	3.45
Maintenance Repair	186	3.32
Legal	32	0.57
Life/Phys/Soc Science	27	0.48
Management	333	5.95
Office/Admin Support	635	11.35
Production	439	7.85
Protective Svcs	218	3.90
Sales/Related	642	11.48
Personal Care/Svc	150	2.68
Transportation/Moving	426	7.62

Community Demographics

Richmond, Texas

DESCRIPTION	DATA	%
2011 Est. Pop 16+ by Occupation Classification	5,594	
Blue Collar	1,856	33.18
White Collar	2,219	39.67
Service and Farm	1,519	27.15
2011 Est. Workers Age 16+, Transp. To Work	5,523	
Drove Alone	3,820	69.17
Car Pooled	1,107	20.04
Public Transportation	17	0.31
Walked	263	4.76
Bicycle	12	0.22
Other Means	178	3.22
Worked at Home	126	2.28
2011 Est. Workers Age 16+ by Travel Time to Work *		
Less than 15 Minutes	1,823	
15 - 29 Minutes	1,609	
30 - 44 Minutes	1,168	
45 - 59 Minutes	435	
60 or more Minutes	415	
2011 Est. Avg Travel Time to Work in Minutes	26.63	
2011 Est. Tenure of Occupied Housing Units	4,017	
Owner Occupied	2,175	54.14
Renter Occupied	1,842	45.86
2011 Owner Occ. HUs: Avg. Length of Residence	11.96	
2011 Renter Occ. HUs: Avg. Length of Residence	6.71	

Community Demographics

Richmond, Texas

DESCRIPTION	DATA	%
2011 Est. All Owner-Occupied Housing Values	2,175	
Value Less than \$20,000	162	7.45
Value \$20,000 - \$39,999	278	12.78
Value \$40,000 - \$59,999	274	12.60
Value \$60,000 - \$79,999	266	12.23
Value \$80,000 - \$99,999	242	11.13
Value \$100,000 - \$149,999	499	22.94
Value \$150,000 - \$199,999	194	8.92
Value \$200,000 - \$299,999	148	6.80
Value \$300,000 - \$399,999	81	3.72
Value \$400,000 - \$499,999	17	0.78
Value \$500,000 - \$749,999	11	0.51
Value \$750,000 - \$999,999	2	0.09
Value \$1,000,000 or more	1	0.05
2011 Est. Median All Owner-Occupied Housing Value	\$88,884	
2011 Est. Housing Units by Units in Structure	4,141	
1 Unit Attached	46	1.11
1 Unit Detached	2,351	56.77
2 Units	71	1.71
3 or 4 Units	110	2.66
5 to 19 Units	622	15.02
20 to 49 Units	157	3.79
50 or More Units	243	5.87
Mobile Home or Trailer	536	12.94
Boat, RV, Van, etc.	5	0.12
2011 Est. Housing Units by Year Structure Built	4,141	
Housing Unit Built 2000 or later	931	22.48
Housing Unit Built 1990 to 1999	396	9.56
Housing Unit Built 1980 to 1989	573	13.84
Housing Unit Built 1970 to 1979	1,056	25.50
Housing Unit Built 1960 to 1969	456	11.01
Housing Unit Built 1950 to 1959	380	9.18
Housing Unit Built 1940 to 1949	208	5.02
Housing Unit Built 1939 or Earlier	141	3.40
2011 Est. Median Year Structure Built **	1978	

***This row intentionally left blank. No total category data is available.**

**1939 will appear when at least half of the Housing Units in this reports area were built in 1939 or earlier.

Acknowledgements

The observations, conclusions and recommendations contained in this study are solely those of The Retail Coach, LLC and should not be construed to represent the opinions of others, including its clients, or any other entity prior to such entity's express approval of this study.

Sources used in completing this study include: infoUSA™, Applied Geographic Solutions, Claritas 2010/2011, ESRI 2010/2011, U.S. Census Bureau, Economy.com, International Council of Shopping Centers, and/or U.S. Bureau of Labor and Statistics.

Mapping data is provided by MapInfo, Claritas, ESRI and/or Microsoft Corporation.

All information furnished is from sources deemed reliable and is submitted subject to errors, omissions, change of terms and/or conditions.

Appendix A: SIC Code Detail Listing

On the following pages is an expanded list of the SIC Codes and their descriptions used for the Retail Categories in this Retail Gap Analysis.

SIC Detail (SIC Code 52)

BUILDING MATERIALS & HARDWARE

SIC Code	Industry Description
52	Building Materials, Hardware, Garden Supply & Mobile Home Dealers
5211	Lumber and Other Building Materials
521100	Lumber and other building materials
52110000	Lumber and other building materials
521101	Lumber products
52110100	Lumber products
52110101	Flooring, wood
52110102	Millwork and lumber
52110103	Paneling
52110104	Planing mill products and lumber
52110105	Siding
52110106	Wallboard (composition) and paneling
521102	Door and window products
52110200	Door and window products
52110201	Doors, storm: wood or metal
52110202	Doors, wood or metal, except storm
52110203	Garage doors, sale and installation
52110204	Jalousies
52110205	Sash, wood or metal
52110206	Screens, door and window
52110207	Windows, storm: wood or metal
521103	Insulation and energy conservation products
52110300	Insulation and energy conservation products
52110301	Energy conservation products
52110302	Insulation material, building
52110303	Solar heating equipment
521104	Prefabricated buildings
52110400	Prefabricated buildings
52110401	Greenhouse kits, prefabricated
52110402	Modular homes
521105	Masonry materials and supplies
52110500	Masonry materials and supplies
52110501	Brick
52110502	Cement
52110503	Concrete and cinder block
52110504	Lime and plaster
52110505	Paving stones
52110506	Sand and gravel
52110507	Tile, ceramic
521199	Lumber and other building materials, NEC
52119901	Bathroom fixtures, equipment and supplies
52119902	Cabinets, kitchen
52119903	Closets, interiors and accessories
52119904	Counter tops
52119905	Eavestroughing parts and supplies
52119906	Electrical construction materials
52119907	Fencing
52119908	Home centers
52119909	Roofing material
52119910	Structural clay products
5231	Paint, Glass, and Wallpaper Stores

SIC Detail (SIC Code 52)

523100	Paint, glass, and wallpaper stores
52310000	Paint, glass, and wallpaper stores
523101	Glass
52310100	Glass
52310101	Glass, leaded or stained
523102	Paint and painting supplies
52310200	Paint and painting supplies
52310201	Paint
52310202	Paint brushes, rollers, sprayers and other supplies
523103	Wall coverings
52310300	Wall coverings
52310301	Wallpaper
5251	Hardware Stores
525100	Hardware stores
52510000	Hardware stores
525101	Tools
52510100	Tools
52510101	Chainsaws
52510102	Snow blowers
52510103	Tools, hand
52510104	Tools, power
525199	Hardware stores, NEC
52519901	Builders' hardware
52519902	Door locks and lock sets
52519903	Pumps and pumping equipment
5261	Retail Nurseries and Garden Stores
526100	Retail nurseries and garden stores
52610000	Retail nurseries and garden stores
526101	Lawn and garden equipment
52610100	Lawn and garden equipment
52610101	Garden tractors and tillers
52610102	Hydroponics equipment and supplies
52610103	Lawnmowers and tractors
526102	Lawn and garden supplies
52610200	Lawn and garden supplies
52610201	Fertilizer
52610202	Fountains, outdoor
52610203	Garden supplies and tools, NEC
52610204	Sod
52610205	Top soil
52610206	Lawn ornaments
526103	Retail nurseries
52610300	Retail nurseries
52610301	Christmas trees (natural)
52610302	Nursery stock, seeds and bulbs
5271	Mobile Home Dealers
527100	Mobile home dealers
52710000	Mobile home dealers
527199	Mobile home dealers, NEC
52719901	Mobile home equipment
52719902	Mobile home parts and accessories
52719903	Mobile offices and commercial units

SIC Detail (SIC Code 53)

GENERAL MERCHANDISE STORES

SIC Code	Industry Description
53	General Merchandise Stores
5311	Department Stores
531100	Department stores
53110000	Department stores
531199	Department stores, NEC
53119901	Department stores, discount
53119902	Department stores, non-discount
5331	Variety Stores
533100	Variety stores
53310000	Variety stores
5399	Miscellaneous General Merchandise
539900	Miscellaneous general merchandise stores
53990000	Miscellaneous general merchandise stores
539999	Miscellaneous general merchandise stores, NEC
53999901	Army-Navy goods stores
53999902	Catalog showroom stores
53999903	Country general stores
53999904	Duty-free stores
53999905	Surplus and salvage stores
53999906	Warehouse club stores

SIC Detail (SIC Code 54)

FOOD STORES

SIC Code	Industry Description
54	Food Stores
5411	Grocery Stores
541100	Grocery stores
54110000	Grocery stores
541101	Supermarkets
54110100	Supermarkets
54110101	Supermarkets, chain
54110102	Supermarkets, greater than 100,000 square feet (hypermarket)
54110103	Supermarkets, independent
54110104	Supermarkets, 55,000 - 65,000 square feet (superstore)
54110105	Supermarkets, 66,000 - 99,000 square feet
541102	Convenience stores
54110200	Convenience stores
54110201	Convenience stores, chain
54110202	Convenience stores, independent
541199	Grocery stores, NEC
54119901	Cooperative food stores
54119902	Delicatessen stores
54119903	Frozen food and freezer plans, except meat
54119904	Grocery stores, chain
54119905	Grocery stores, independent
5421	Meat and Fish Markets
542100	Meat and fish markets
54210000	Meat and fish markets
542101	Fish and seafood markets
54210100	Fish and seafood markets
54210101	Fish markets
54210102	Seafood markets
542102	Meat markets, including freezer provisioners
54210200	Meat markets, including freezer provisioners
54210201	Food and freezer plans, meat
54210202	Freezer provisioners, meat
5431	Fruit and Vegetable Markets
543100	Fruit and vegetable markets
54310000	Fruit and vegetable markets
543199	Fruit and vegetable markets, NEC
54319901	Fruit stands or markets
54319902	Vegetable stands or markets
5441	Candy, Nut, and Confectionery Stores
544100	Candy, nut, and confectionery stores
54410000	Candy, nut, and confectionery stores
544199	Candy, nut, and confectionery stores, NEC
54419901	Candy
54419902	Confectionery
54419903	Confectionery produced for direct sale on the premises
54419904	Nuts
54419905	Popcorn, including caramel corn
5451	Dairy Products Stores
545100	Dairy products stores

SIC Detail (SIC Code 54)

54510000	Dairy products stores
545199	Dairy products stores, NEC
54519901	Butter
54519902	Cheese
54519903	Ice cream (packaged)
54519904	Milk
5461	Retail Bakeries
546100	Retail bakeries
54610000	Retail bakeries
546199	Retail bakeries, NEC
54619901	Bagels
54619902	Bread
54619903	Cakes
54619904	Cookies
54619905	Doughnuts
54619906	Pastries
54619907	Pies
54619908	Pretzels
5499	Miscellaneous Food Stores
549900	Miscellaneous food stores
54990000	Miscellaneous food stores
549901	Health and dietetic food stores
54990100	Health and dietetic food stores
54990101	Dietetic foods
54990102	Health foods
54990103	Vitamin food stores
549902	Beverage stores
54990200	Beverage stores
54990201	Coffee
54990202	Juices, fruit or vegetable
54990203	Soft drinks
54990204	Tea
54990205	Water: distilled mineral or spring
549999	Miscellaneous food stores, NEC
54999901	Dried fruit
54999902	Eggs and poultry
54999903	Food gift baskets
54999904	Gourmet food stores
54999905	Spices and herbs

SIC Detail (SIC Code 55)

AUTOMOTIVE DEALERS & SERVICE STATIONS

SIC Code	Industry Description
55	Automotive Dealers and Gasoline Service Stations
5511	New and Used Car Dealers
551100	New and used car dealers
55110000	New and used car dealers
551199	New and used car dealers, NEC
55119901	Automobiles, new and used
55119902	Pickups, new and used
55119903	Trucks, tractors, and trailers: new and used
55119904	Vans, new and used
5521	Used Car Dealers
552100	Used car dealers
55210000	Used car dealers
552199	Used car dealers, NEC
55219901	Antique automobiles
55219902	Automobiles, used cars only
55219903	Pickups and vans, used
55219904	Trucks, tractors, and trailers: used
5531	Auto and Home Supply Stores
553100	Auto and home supply stores
55310000	Auto and home supply stores
553101	Auto and truck equipment and parts
55310100	Auto and truck equipment and parts
55310101	Automobile air conditioning equipment, sale, installation
55310102	Automotive accessories
55310103	Automotive parts
55310104	Batteries, automotive and truck
55310105	Speed shops, including race car supplies
55310106	Trailer hitches, automotive
55310107	Truck equipment and parts
553199	Auto and home supply stores, NEC
55319901	Automotive tires
5541	Gasoline Service Stations
554100	Gasoline service stations
55410000	Gasoline service stations
554199	Gasoline service stations, NEC
55419901	Filling stations, gasoline
55419902	Marine service station
55419903	Truck stops
5551	Boat Dealers
555100	Boat dealers
55510000	Boat dealers
555101	Motor boat dealers
55510100	Motor boat dealers
55510101	Inboard boats
55510102	Inboard outboard boats
55510103	Jet skis
55510104	Outboard boats
555102	Canoe and kayak dealers
55510200	Canoe and kayak dealers
55510201	Canoes

SIC Detail (SIC Code 55)

55510202	Inflatable boats
55510203	Kayaks
555103	Sailboats and equipment
55510300	Sailboats and equipment
55510301	Sailboats, auxiliary (powered)
55510302	Sailboats, unpowered
55510303	Sails and equipment
555104	Marine supplies and equipment
55510400	Marine supplies and equipment
55510401	Marine supplies, NEC
55510402	Outboard motors
5561	Recreational Vehicle Dealers
556100	Recreational vehicle dealers
55610000	Recreational vehicle dealers
556101	Camper and travel trailer dealers
55610100	Camper and travel trailer dealers
55610101	Campers (pickup coaches) for mounting on trucks
55610102	Travel trailers: automobile, new and used
556199	Recreational vehicle dealers, NEC
55619901	Motor homes
55619902	Recreational vehicle parts and accessories
5571	Motorcycle Dealers
557100	Motorcycle dealers
55710000	Motorcycle dealers
557199	Motorcycle dealers, NEC
55719901	All-terrain vehicles
55719902	Bicycles, motorized
55719903	Mopeds
55719904	Motor scooters
55719905	Motorcycle parts and accessories
55719906	Motorcycles
55719907	All-terrain vehicle parts and accessories
5599	Automotive Dealers, NEC
559900	Automotive dealers, NEC
55990000	Automotive dealers, NEC
559901	Aircraft dealers
55990100	Aircraft dealers
55990101	Aircraft, self-propelled
55990102	Gliders, except hang
55990103	Hang gliders
55990104	Aircraft instruments, equipment or parts
55990105	Hot air balloons and equipment
559999	Automotive dealers, NEC
55999901	Dune buggies
55999902	Go-carts
55999903	Golf cart, powered
55999904	Snowmobiles
55999905	Utility trailers

SIC Detail (SIC Code 56)

APPAREL & ACCESSORY STORES

SIC Code	Industry Description
56	Apparel and Accessory Stores
5611	Men's and Boys' Clothing Stores
561100	Men's and boys' clothing stores
56110000	Men's and boys' clothing stores
561199	Men's and boys' clothing stores, NEC
56119901	Clothing accessories: men's and boys'
56119902	Clothing, male: everyday, except suits and sportswear
56119903	Clothing, sportswear, men's and boys'
56119904	Haberdashery stores
56119905	Hats, men's and boys'
56119906	Suits, men's
56119907	Tie shops
5621	Women's Clothing Stores
562100	Women's clothing stores
56210000	Women's clothing stores
562101	Women's specialty clothing stores
56210100	Women's specialty clothing stores
56210101	Boutiques
56210102	Bridal shops
56210103	Dress shops
56210104	Women's sportswear
562199	Women's clothing stores, NEC
56219901	Maternity wear
56219902	Ready-to-wear apparel, women's
56219903	Teenage apparel
5632	Women's Accessory and Specialty Stores
563200	Women's accessory and specialty stores
56320000	Women's accessory and specialty stores
563201	Fur apparel
56320100	Fur apparel
56320101	Fur apparel, made to custom order
56320102	Furriers
563202	Women's dancewear, hosiery, and lingerie
56320200	Women's dancewear, hosiery, and lingerie
56320201	Dancewear
56320202	Hosiery
56320203	Lingerie (outerwear)
56320204	Lingerie and corsets (underwear)
563299	Women's accessory and specialty stores, NEC
56329901	Apparel accessories
56329902	Blouses
56329903	Costume jewelry
56329904	Handbags
56329905	Knitwear, women's
56329906	Millinery
5641	Children's and Infants' Wear Stores
564100	Children's and infants' wear stores
56410000	Children's and infants' wear stores
564199	Children's and infants' wear stores, NEC
56419901	Children's wear

SIC Detail (SIC Code 56)

56419902	Infants' wear
5651	Family Clothing Stores
565100	Family clothing stores
56510000	Family clothing stores
565199	Family clothing stores, NEC
56519901	Jeans stores
56519902	Unisex clothing stores
5661	Shoe Stores
566100	Shoe stores
56610000	Shoe stores
566101	Custom and orthopedic shoes
56610100	Custom and orthopedic shoes
56610101	Shoes, custom
56610102	Shoes, orthopedic
566199	Shoe stores, NEC
56619901	Children's shoes
56619902	Footwear, athletic
56619903	Men's boots
56619904	Men's shoes
56619905	Women's boots
56619906	Women's shoes
5699	Miscellaneous Apparel and Accessories
569900	Miscellaneous apparel and accessory stores
56990000	Miscellaneous apparel and accessory stores
569901	Uniforms and work clothing
56990100	Uniforms and work clothing
56990101	Military goods and regalia
56990102	Uniforms
56990103	Work clothing
569902	Costumes and wigs
56990200	Costumes and wigs
56990201	Costumes, masquerade or theatrical
56990202	Wigs, toupees and wiglets
569903	Sports apparel
56990300	Sports apparel
56990301	Bathing suits
56990302	Marine apparel
56990303	Riding apparel
56990304	Western apparel
569904	Customized clothing and apparel
56990400	Customized clothing and apparel
56990401	Belts, apparel: custom
56990402	Custom tailor
56990403	Dressmakers, custom
56990404	Knit dresses, made to order
56990405	Shirts, custom made
56990406	T-shirts, custom printed
56990407	Clothing, hand painted
569999	Miscellaneous apparel and accessory stores, NEC
56999901	Caps and gowns (academic vestments)
56999902	Clergy vestments
56999903	Designers, apparel

SIC Detail (SIC Code 56)

56999904	Formal wear
56999905	Leather garments
56999906	Raincoats
56999907	Square dance apparel
56999908	Stockings: men's, women's, and children's
56999909	Umbrellas

SIC Detail (SIC Code 57)

HOME FURNITURE & FURNISHINGS STORES

SIC Code	Industry Description
57	Home Furniture, Furnishings and Equipment Stores
5712	Furniture Stores
571200	Furniture stores
57120000	Furniture stores
571201	Beds and accessories
57120100	Beds and accessories
57120101	Bedding and bedsprings
57120102	Mattresses
57120103	Waterbeds and accessories
571202	Customized furniture and cabinets
57120200	Customized furniture and cabinets
57120201	Cabinet work, custom
57120202	Custom made furniture, except cabinets
571299	Furniture stores, NEC
57129901	Bar fixtures, equipment and supplies
57129902	Cabinets, except custom made: kitchen
57129903	Juvenile furniture
57129904	Office furniture
57129905	Outdoor and garden furniture
57129906	Unfinished furniture
5713	Floor Covering Stores
571300	Floor covering stores
57130000	Floor covering stores
571399	Floor covering stores, NEC
57139901	Carpet
57139902	Floor tile
57139903	Linoleum
57139904	Rugs
57139905	Vinyl floor covering
5714	Drapery and Upholstery Stores
571400	Drapery and upholstery stores
57140000	Drapery and upholstery stores
571499	Drapery and upholstery stores, NEC
57149901	Curtains
57149902	Draperies
57149903	Slip covers
57149904	Upholstery materials
5719	Miscellaneous Home furnishings
571900	Miscellaneous home furnishings
57190000	Miscellaneous home furnishings
571901	Kitchenware
57190100	Kitchenware
57190101	Aluminum ware
57190102	China
57190103	Cookware, except aluminum
57190104	Crockery
57190105	Cutlery
57190106	Enamelware
57190107	Glassware
57190108	Metal ware

SIC Detail (SIC Code 57)

57190109	Tin ware
57190110	Barbeque grills
571902	Lighting, lamps, and accessories
57190200	Lighting, lamps, and accessories
57190201	Lamps and lamp shades
57190202	Lighting fixtures
571903	Fireplaces and wood burning stoves
57190300	Fireplaces and wood burning stoves
57190301	Fireplace equipment and accessories
57190302	Wood burning stoves
57190303	Coal burning stoves
571904	Window furnishings
57190400	Window furnishings
57190401	Venetian blinds
57190402	Vertical blinds
57190403	Window shades, NEC
571905	Beddings and linens
57190500	Beddings and linens
57190501	Bedding (sheets, blankets, spreads, and pillows)
57190502	Linens
571906	Pictures and mirrors
57190600	Pictures and mirrors
57190601	Mirrors
57190602	Pictures, wall
571999	Miscellaneous home furnishings stores, NEC
57199901	Bath accessories
57199902	Brooms
57199903	Brushes
57199904	Closet organizers and shelving units
57199905	House wares, NEC
57199906	Pottery
57199907	Towels
57199908	Wicker, rattan, or reed home furnishings
5722	Household Appliance Stores
572200	Household appliance stores
57220000	Household appliance stores
572201	Gas household appliances
57220100	Gas household appliances
57220101	Gas ranges
572202	Electric household appliances
57220200	Electric household appliances
57220201	Air conditioning room units, self-contained
57220202	Electric household appliances, major
57220203	Electric household appliances, small
57220204	Electric ranges
57220205	Fans, electric
57220206	Garbage disposals
57220207	Microwave ovens
57220208	Vacuum cleaners
572299	Household appliance stores, NEC
57229901	Appliance parts
57229902	Kitchens, complete (sinks, cabinets, etc.)

SIC Detail (SIC Code 57)

57229903	Sewing machines
57229904	Stoves, household, NEC
57229905	Sun tanning equipment and supplies
57229906	Kerosene heaters
5731	Radio, Television, and Electronic Stores
573100	Radio, television, and electronic stores
57310000	Radio, television, and electronic stores
573101	Antennas
57310100	Antennas
57310101	Antennas, satellite dish
573102	Video cameras, recorders, and accessories
57310200	Video cameras, recorders, and accessories
57310201	Video cameras and accessories
57310202	Video recorders, players, disc players, and accessories
57310203	Video tapes, blank
573199	Radio, television, and electronic stores, NEC
57319901	Automotive sound equipment
57319902	Consumer electronic equipment, NEC
57319903	High fidelity stereo equipment
57319904	Marine radios and radar equipment
57319905	Phonographs
57319906	Radios, receiver type
57319907	Radios, two-way, citizens band, weather, short-wave, etc.
57319908	Tape recorders and players
57319909	Television sets
57319910	Metal detectors
5734	Computer and Software Stores
573400	Computer and software stores
57340000	Computer and software stores
573401	Computer peripheral equipment
57340100	Computer peripheral equipment
57340101	Modems, monitors, terminals, and disk drives: computers
57340102	Printers and plotters: computers
573402	Computer software and accessories
57340200	Computer software and accessories
57340201	Computer tapes
57340202	Magnetic disks
57340203	Software, business and non-game
57340204	Software, computer games
57340205	Word processing equipment and supplies
573499	Computer and software stores, NEC
57349901	Personal computers
5735	Record and Prerecorded Tape Stores
573500	Record and prerecorded tape stores
57350000	Record and prerecorded tape stores
573501	Video discs and tapes, prerecorded
57350100	Video discs and tapes, prerecorded
57350101	Video discs, prerecorded
57350102	Video tapes, prerecorded
573502	Records, audio discs, and tapes
57350200	Records, audio discs, and tapes
57350201	Audio tapes, prerecorded

SIC Detail (SIC Code 57)

57350202	Compact discs
57350203	Records
5736	Musical Instrument Stores
573600	Musical instrument stores
57360000	Musical instrument stores
573601	Keyboard instruments
57360100	Keyboard instruments
57360101	Organs
57360102	Pianos
573699	Musical instrument stores, NEC
57369901	Band instruments
57369902	Brass instruments
57369903	Drums and related percussion instruments
57369904	Sheet music
57369905	String instruments
57369906	Wind instruments

SIC Detail (SIC Code 58)

EATING & DRINKING PLACES

SIC Code	Industry Description
58	Eating and Drinking Places
5812	Eating Places
581200	Eating places
58120000	Eating places
581201	Ethnic food restaurants
58120100	Ethnic food restaurants
58120101	American restaurant
58120102	Cajun restaurant
58120103	Chinese restaurant
58120104	French restaurant
58120105	German restaurant
58120106	Greek restaurant
58120107	Indian/Pakistan restaurant
58120108	Italian restaurant
58120109	Japanese restaurant
58120110	Korean restaurant
58120111	Lebanese restaurant
58120112	Mexican restaurant
58120113	Spanish restaurant
58120114	Sushi bar
58120115	Thai restaurant
58120116	Vietnamese restaurant
58120117	Pakistani restaurant
581202	Ice cream, soft drink and soda fountain stands
58120200	Ice cream, soft drink and soda fountain stands
58120201	Concessionaire
58120202	Frozen yogurt stand
58120203	Ice cream stands or dairy bars
58120204	Snow cone stand
58120205	Soda fountain
58120206	Soft drink stand
581203	Fast food restaurants and stands
58120300	Fast food restaurants and stands
58120301	Box lunch stand
58120302	Carry-out only (except pizza) restaurant
58120303	Chili stand
58120304	Coffee shop
58120305	Delicatessen (eating places)
58120306	Drive-in restaurant
58120307	Fast-food restaurant, chain
58120308	Fast-food restaurant, independent
58120309	Food bars
58120310	Grills (eating places)
58120311	Hamburger stand
58120312	Hot dog stand
58120313	Sandwiches and submarines shop
58120314	Snack bar
58120315	Snack shop
581204	Lunchrooms and cafeterias
58120400	Lunchrooms and cafeterias

SIC Detail (SIC Code 58)

58120401	Automat (eating places)
58120402	Cafeteria
58120403	Luncheonette
58120404	Lunchroom
58120405	Restaurant, lunch counter
581205	Family restaurants
58120500	Family restaurants
58120501	Restaurant, family: chain
58120502	Restaurant, family: independent
581206	Pizza restaurants
58120600	Pizza restaurants
58120601	Pizzeria, chain
58120602	Pizzeria, independent
581207	Seafood restaurants
58120700	Seafood restaurants
58120701	Oyster bar
58120702	Seafood shack
581208	Steak and barbecue restaurants
58120800	Steak and barbecue restaurants
58120801	Barbecue restaurant
58120802	Steak restaurant
581299	Eating places, NEC
58129901	Buffet (eating places)
58129902	Café
58129903	Caterers
58129904	Chicken restaurant
58129905	Commissary restaurant
58129906	Contract food services
58129907	Diner
58129908	Dinner theater
58129909	Health food restaurant
5813	Drinking Places
581300	Drinking places
58130000	Drinking places
581301	Bars and lounges
58130100	Bars and lounges
58130101	Bar (drinking places)
58130102	Beer garden (drinking places)
58130103	Cocktail lounge
58130104	Saloon
58130105	Tavern (drinking places)
58130106	Wine bar
581302	Night clubs
58130200	Night clubs
58130201	Cabaret
58130202	Discotheque

SIC Detail (SIC Code 59)

MISCELLANEOUS RETAIL

SIC Code	Industry Description
59	Miscellaneous Retail
5912	Drug Stores and Proprietary Stores
591200	Drug stores and proprietary stores
59120000	Drug stores and proprietary stores
591299	Drug stores and proprietary stores, NEC
59129901	Drug stores
59129902	Proprietary (non-prescription medicine) stores
5921	Liquor Stores
592100	Liquor stores
59210000	Liquor stores
592101	Wine and beer
59210100	Wine and beer
59210101	Beer (packaged)
59210102	Wine
592199	Liquor stores, NEC
59219901	Hard liquor
5932	Used Merchandise Stores
593200	Used merchandise stores
59320000	Used merchandise stores
593201	Home furnishings and appliances, secondhand
59320100	Home furnishings and appliances, secondhand
59320101	Furniture, secondhand
59320102	Home furnishings, secondhand
59320103	Household appliances, used
593202	Antiques
59320200	Antiques
59320201	Art objects, antique
59320202	Glassware, antique
593203	Book stores, secondhand
59320300	Book stores, secondhand
59320301	Manuscripts, rare
59320302	Rare books
593204	Clothing and shoes, secondhand
59320400	Clothing and shoes, secondhand
59320401	Clothing, secondhand
59320402	Shoes, secondhand
593205	Office furniture and store fixtures, secondhand
59320500	Office furniture and store fixtures, secondhand
59320501	Office furniture, secondhand
59320502	Store fixtures and equipment, secondhand
593299	Used merchandise stores, NEC
59329901	Building materials, secondhand
59329902	Computers and accessories, secondhand
59329903	Musical instruments, secondhand
59329904	Pawnshop
59329905	Records, secondhand
59329906	Stereo equipment, secondhand
5941	Sporting Goods and Bicycle Shops
594100	Sporting goods and bicycle shops
59410000	Sporting goods and bicycle shops

SIC Detail (SIC Code 59)

594101	Fishing equipment
59410100	Fishing equipment
59410101	Bait and tackle
59410102	Fish finders and other electronic fishing equipment
594102	Hunting equipment
59410200	Hunting equipment
59410201	Ammunition
59410202	Firearms
594103	Golf, tennis, and ski shops
59410300	Golf, tennis, and ski shops
59410301	Golf goods and equipment
59410302	Skiing equipment
59410303	Tennis goods and equipment
594104	Exercise equipment
59410400	Exercise equipment
59410401	Gymnasium equipment, NEC
59410402	Trampolines and equipment
594105	Water sport equipment
59410500	Water sport equipment
59410501	Skin diving, scuba equipment and supplies
59410502	Surfing equipment and supplies
59410503	Windsurfing and sail boarding equipment
594106	Camping and backpacking equipment
59410600	Camping and backpacking equipment
59410601	Backpacking equipment
59410602	Camping equipment
594107	Team sports equipment
59410700	Team sports equipment
59410701	Baseball equipment
59410702	Basketball equipment
59410703	Football equipment
59410704	Hockey equipment, except skates
59410705	Soccer supplies
594199	Sporting goods and bicycle shops, NEC
59419901	Archery supplies
59419902	Bicycle and bicycle parts
59419903	Bowling equipment and supplies
59419904	Martial arts equipment and supplies
59419905	Playground equipment
59419906	Pool and billiard tables
59419907	Saddlery and equestrian equipment
59419908	Skateboarding equipment
59419909	Skating equipment
59419910	Specialty sport supplies, NEC
5942	Book Stores
594200	Book stores
59420000	Book stores
594299	Book stores, NEC
59429901	Books, foreign
59429902	Books, religious
59429903	Children's books
59429904	College book stores

SIC Detail (SIC Code 59)

59429905	Comic books
5943	Stationery Stores
594300	Stationery stores
59430000	Stationery stores
594399	Stationery stores, NEC
59439901	Notary and corporate seals
59439902	Office forms and supplies
59439903	School supplies
59439904	Writing supplies
5944	Jewelry Stores
594400	Jewelry stores
59440000	Jewelry stores
594401	Clock and watch stores
59440100	Clock and watch stores
59440101	Clocks
59440102	Watches
594499	Jewelry stores, NEC
59449901	Jewelry, precious stones and precious metals
59449902	Silverware
5945	Hobby, Toy, and Game Shops
594500	Hobby, toy, and game shops
59450000	Hobby, toy, and game shops
594501	Hobby and craft supplies
59450100	Hobby and craft supplies
59450101	Arts and crafts supplies
59450102	Ceramics supplies
59450103	Hobbies, NEC
59450104	Models, toy and hobby
594502	Toys and games
59450200	Toys and games
59450201	Children's toys and games, except dolls
59450202	Dolls and accessories
59450203	Games (chess, backgammon, and other durable games)
594599	Hobby, toy, and game shops, NEC
59459901	Kite stores
5946	Camera and Photographic Supply Stores
594600	Camera and photographic supply stores
59460000	Camera and photographic supply stores
594699	Camera and photographic supply stores, NEC
59469901	Cameras
59469902	Photographic supplies
5947	Gift, Novelty, and Souvenir Shop
594700	Gift, novelty, and souvenir shop
59470000	Gift, novelty, and souvenir shop
594701	Gifts and novelties
59470100	Gifts and novelties
59470101	Artcraft and carvings
59470102	Balloon shops
59470103	Gift baskets
59470104	Gift shop
59470105	Novelties
59470106	Party favors

SIC Detail (SIC Code 59)

594799	Gift, novelty, and souvenir shop, NEC
59479901	Greeting cards
59479902	Souvenirs
59479903	Trading cards: baseball or other sports, entertainment, etc.
5948	Luggage and Leather Goods Stores
594800	Luggage and leather goods stores
59480000	Luggage and leather goods stores
594899	Luggage and leather goods stores, NEC
59489901	Leather goods, except luggage and shoes
59489902	Luggage, except footlockers and trunks
59489903	Trunks (luggage)
5949	Sewing, Needlework, and Piece Goods
594900	Sewing, needlework, and piece goods
59490000	Sewing, needlework, and piece goods
594901	Fabric stores piece goods
59490100	Fabric stores piece goods
59490101	Bridal fabrics
59490102	Fabric, remnants
594902	Sewing and needlework
59490200	Sewing and needlework
59490201	Knitting goods and supplies
59490202	Needlework goods and supplies
59490203	Notions, including trim
59490204	Patterns: sewing, knitting and needlework
59490205	Quilting materials and supplies
59490206	Sewing supplies
59490207	Weaving goods and supplies
5961	Catalog and Mail-order Houses
596100	Catalog and mail-order houses
59610000	Catalog and mail-order houses
596101	Food, mail order
59610100	Food, mail order
59610101	Cheese, mail order
59610102	Fruit, mail order
596102	Computer equipment and electronics, mail order
59610200	Computer equipment and electronics, mail order
59610201	Computer software, mail order
59610202	Computers and peripheral equipment, mail order
59610203	Electronic kits and parts, mail order
596103	Book and record clubs
59610300	Book and record clubs
59610301	Book club, mail order
59610302	Magazines, mail order
59610303	Record and/or tape (music or video) club, mail order
596104	Stamps, coins, and other collectibles, mail order
59610400	Stamps, coins, and other collectibles, mail order
59610401	Coins, mail order
59610402	Collectibles and antiques, mail order
59610403	Stamps, mail order
596199	Catalog and mail-order houses, NEC
59619901	Arts and crafts equipment and supplies, mail order
59619902	Automotive supplies and equipment, mail order

SIC Detail (SIC Code 59)

59619903	Books, mail order (except book clubs)
59619904	Cards, mail order
59619905	Catalog sales
59619906	Clothing, mail order (except women's)
59619907	Cosmetics and perfumes, mail order
59619908	Educational supplies and equipment, mail order
59619909	Fishing, hunting and camping equipment and supplies: by mail
59619910	Fitness and sporting goods, mail order
59619911	Flowers, plants and bulbs: mail order
59619912	Furniture and furnishings, mail order
59619913	General merchandise, mail order
59619914	Gift items, mail order
59619915	Jewelry, mail order
59619916	Mail order house, NEC
59619917	Mail order house, order taking office only
59619918	Novelty merchandise, mail order
59619919	Religious merchandise, mail order
59619920	Television, home shopping
59619921	Tools and hardware, mail order
59619922	Toys and games (including dolls and models), mail order
59619923	Women's apparel, mail order
59619924	Pharmaceuticals, mail order
5962	Merchandising Machine Operators
596200	Merchandising machine operators
59620000	Merchandising machine operators
596201	Food vending machines
59620100	Food vending machines
59620101	Candy and snack food vending machines
59620102	Sandwich and hot food vending machines
596202	Beverage vending machines
59620200	Beverage vending machines
59620201	Cold drinks vending machines
59620202	Hot drinks and soup vending machines
596299	Merchandising machine operators, NEC
59629901	Cigarettes vending machines
59629902	Novelty vending machines
5963	Direct Selling Establishments
596300	Direct selling establishments
59630000	Direct selling establishments
596301	Beverage services, direct sales
59630100	Beverage services, direct sales
59630101	Bottled water delivery
59630102	Coffee, soda, beer, etc: house-to-house sales
59630103	Milk delivery
596302	Food services, direct sales
59630200	Food services, direct sales
59630201	Bakery goods, house-to-house
59630202	Dairy products, house-to-house
59630203	Food service, coffee-cart
59630204	Food service, mobile, except coffee-cart
59630205	Ice cream wagon

SIC Detail (SIC Code 59)

59630206	Lunch wagon
59630207	Snacks, direct sales
596303	Encyclopedias and publications, direct sales
59630300	Encyclopedias and publications, direct sales
59630301	Book sales, house-to-house
59630302	Encyclopedias, house-to-house
59630303	Magazine subscriptions, house-to-house
59630304	Newspapers, home delivery, not by printers or publishers
596304	Home related products, direct sales
59630400	Home related products, direct sales
59630401	Appliance sales, house-to-house
59630402	Drapes and curtains, house-to-house
59630403	Furnishings, including furniture, house-to-house
59630404	House ware sales, house-to-house
59630405	Vacuum cleaner sales, house-to-house
596399	Direct selling establishments, NEC
59639901	Canvassers
59639902	Clothing sales, house-to-house
59639903	Cosmetic sales, house-to-house
59639904	Direct sales, telemarketing
59639905	Jewelry sales, house-to-house
59639906	Lingerie sales, house-to-house
59639907	Party-plan merchandising
5983	Fuel Oil Dealers
598300	Fuel oil dealers
59830000	Fuel oil dealers
5984	Liquefied Petroleum Gas Dealers
598400	Liquefied petroleum gas dealers
59840000	Liquefied petroleum gas dealers
598499	Liquefied petroleum gas dealers, NEC
59849901	Butane gas, bottled
59849902	Liquefied petroleum gas, delivered to customers' premises
59849903	Propane gas, bottled
5989	Fuel Dealers, NEC
598900	Fuel dealers, NEC
59890000	Fuel dealers, NEC
598999	Fuel dealers, NEC
59899901	Coal
59899902	Wood (fuel)
5992	Florists
599200	Florists
59920000	Florists
599299	Florists, NEC
59929901	Flowers, fresh
59929902	Plants, potted
5993	Tobacco Stores and Stands
599300	Tobacco stores and stands
59930000	Tobacco stores and stands
599399	Tobacco stores and stands, NEC
59939901	Cigar store
59939902	Cigarette store
59939903	Pipe store

SIC Detail (SIC Code 59)

59939904	Tobacconist
5994	News Dealers and Newsstands
599400	News dealers and newsstands
59940000	News dealers and newsstands
599499	News dealers and newsstands, NEC
59949901	Magazine stand
59949902	Newsstand
5995	Optical Goods Stores
599500	Optical goods stores
59950000	Optical goods stores
599599	Optical goods stores, NEC
59959901	Contact lenses, prescription
59959902	Eyeglasses, prescription
59959903	Opticians
5999	Miscellaneous Retail Stores, NEC
599900	Miscellaneous retail stores, NEC
59990000	Miscellaneous retail stores, NEC
599901	Alarm and safety equipment stores
59990100	Alarm and safety equipment stores
59990101	Alarm signal systems
59990102	Fire extinguishers
59990103	Safety supplies and equipment
599902	Art and architectural supplies
59990200	Art and architectural supplies
59990201	Architectural supplies
59990202	Artists' supplies and materials
59990203	Drafting equipment and supplies
599903	Banners, flags, decals, and posters
59990300	Banners, flags, decals, and posters
59990301	Banners
59990302	Decals
59990303	Flags
59990304	Posters
599904	Binoculars and telescopes
59990400	Binoculars and telescopes
59990401	Binoculars
59990402	Telescopes
599905	Coins and stamps
59990500	Coins and stamps
59990501	Coins
59990502	Numismatist shops
59990503	Stamps (philatelist)
599906	Telephone and communication equipment
59990600	Telephone and communication equipment
59990601	Audio-visual equipment and supplies
59990602	Communication equipment
59990603	Telephone equipment and systems
59990604	Facsimile equipment
59990605	Mobile telephones and equipment
599907	Engine and motor equipment and supplies
59990700	Engine and motor equipment and supplies
59990701	Engines and parts, air-cooled

SIC Detail (SIC Code 59)

59990702	Motors, electric
599908	Farm equipment and supplies
59990800	Farm equipment and supplies
59990801	Farm machinery, NEC
59990802	Farm tractors
59990803	Feed and farm supply
599909	Medical apparatus and supplies
59990900	Medical apparatus and supplies
59990901	Artificial limbs
59990902	Convalescent equipment and supplies
59990903	Hearing aids
59990904	Hospital equipment and supplies
59990905	Incontinent care products
59990906	Orthopedic and prosthesis applications
59990907	Technical aids for the handicapped
59990908	Wheelchair lifts
599910	Monuments and tombstones
59991000	Monuments and tombstones
59991001	Gravestones, finished
59991002	Monuments, finished to custom order
59991003	Tombstones
599911	Pets and pet supplies
59991100	Pets and pet supplies
59991101	Aquarium supplies
59991102	Pet food
59991103	Pet supplies
59991104	Pets
59991105	Tropical fish
599912	Swimming pools, hot tubs, and sauna equipment and supplies
59991200	Swimming pools, hot tubs, and sauna equipment and supplies
59991201	Hot tub and spa chemicals, equipment, and supplies
59991202	Sauna equipment and supplies
59991203	Spas and hot tubs
59991204	Swimming pool chemicals, equipment, and supplies
59991205	Swimming pools, above ground
59991206	Whirlpool baths
599913	Toiletries, cosmetics, and perfumes
59991300	Toiletries, cosmetics, and perfumes
59991301	Cosmetics
59991302	Perfumes and colognes
59991303	Toilet preparations
59991304	Hair care products
599914	Typewriters and business machines
59991400	Typewriters and business machines
59991401	Business machines and equipment
59991402	Photocopy machines
59991403	Typewriters
599915	Gems and precious stones
59991500	Gems and precious stones
59991501	Gem stones, rough

SIC Detail (SIC Code 59)

59991502	Stones, crystalline: rough
599916	Art, picture frames, and decorations
59991600	Art, picture frames, and decorations
59991601	Art dealers
59991602	Artificial flowers
59991603	Candle shops
59991604	Christmas lights and decorations
59991605	Heraldic insignia
59991606	Picture frames, ready made
59991607	Collectible plates
599917	Educational aids and electronic training materials
59991700	Educational aids and electronic training materials
59991701	Education aids, devices and supplies
59991702	Training materials, electronic
599918	Infant furnishings and equipment
59991800	Infant furnishings and equipment
59991801	Baby carriages and strollers
59991802	Bassinets
59991803	Child restraint seats, automotive
59991804	Children's equipment, NEC
59991805	Children's furniture, NEC
59991806	Cribs
59991807	High chairs
59991808	Playpens
599999	Miscellaneous retail stores, NEC
59999901	Alcoholic beverage making equipment and supplies
59999902	Auction rooms (general merchandise)
59999903	Autograph supplies
59999904	Awnings
59999905	Batteries, non-automotive
59999906	Cake decorating supplies
59999907	Canvas products
59999908	Cleaning equipment and supplies
59999909	Concrete products, pre-cast
59999910	Electronic parts and equipment
59999911	Fireworks
59999912	Foam and foam products
59999913	Ice
59999914	Insecticide
59999915	Maps and charts
59999916	Plumbing and heating supplies
59999917	Police supply stores
59999918	Razors, electric
59999919	Religious goods
59999920	Rock and stone specimens
59999921	Rubber stamps
59999922	Sales barn
59999923	Sunglasses
59999924	Tents
59999925	Theater programs
59999926	Theatrical equipment and supplies
59999927	Trophies and plaques

SIC Detail (SIC Code 59)

59999928	Vaults and safes
59999929	Water purification equipment
59999930	Packaging materials: boxes, padding, etc.
59999931	Welding supplies
59999932	Air purification equipment
59999933	Fiberglass materials, except insulation
59999934	Condoms

Appendix B:

Retail Site Data Form

Use the following form to gather data on existing properties in your community. Keep these forms on file, as they will prove invaluable when recruiting retailers and restaurants with specific property requirements.

Retail Site Data Form

Site Location: _____

Street Address: _____

City: _____ County _____ State _____ Zip _____

Free Standing Pad Site Inline Mall Other _____

Neighborhood Center Community Center Regional Center

CONTACTS

Owner/Landlord: _____

Address: _____

Telephone: _____ Fax: _____

Broker/Company: _____

Address: _____

Telephone: _____ Fax: _____

TRANSACTION

Purchase Lease

Purchase \$ _____

Annual Lease \$ _____

CAM/SF \$ _____ Taxes/SF: \$ _____ Insurance/SF: \$ _____

SITE DATA

Total Property Size/Square Feet: _____

Property Dimensions: Front _____ Left _____ Right _____ Rear _____

Building Dimensions/Square Feet: _____

Former Use of Site: _____

Corner lot: Yes _____ No _____

Distance to Stop Light _____ feet Stop Sign: _____ feet

Maximum Signage Allowed: _____ square feet Height _____

Pole Sign Available? Yes _____ No _____ Maximum Size _____

Number of on-site parking spaces is: _____ Formula for computing the required number of on-site parking spaces is: _____

Zoning Jurisdiction: City _____ County _____

Present Zoning: Commercial _____ Industrial _____ Residential _____ Classification _____

Will present zoning permit carry-out restaurant: Yes _____ No _____

Is there a REA with adjacent property owners: Yes _____ No _____

Is site serviced by all required utilities: Yes _____ No _____ Comments _____

Does site require fill: Yes _____ No _____

Does site have a drive-thru: Yes _____ No _____

STREET AND HIGHWAY DATA

Primary or Facing Street

Name _____

Number of traffic lanes _____ Speed limit _____ MPH

Traffic Count _____ Date of Traffic Count _____

Type of Street: Concrete _____ Asphalt _____

Condition of Street: Good _____ Fair _____ Poor _____

Dividers or Median: Yes _____ No _____

Divider cut allowed: Yes _____ No _____

Existing crossover: Yes _____ No _____ Where _____

Future highway changes anticipated: Yes _____ No _____ Where _____

What _____

Size of primary curb cuts: Maximum _____

Number of curb cuts permitted: Front _____ Side _____ Rear _____

Deceleration lane required: Yes _____ No _____ Width _____ Length _____

Secondary Streets

Name _____

Number of traffic lanes _____ Speed limit _____ MPH

Traffic Count _____ Date of Traffic Count _____

Type of Street: Concrete _____ Asphalt _____

Condition of Street: Good _____ Fair _____ Poor _____

Dividers of Median: Yes _____ No _____ Width _____ Type _____

Divider cut allowed: Yes _____ No _____

Existing crossover: Yes _____ No _____ Where _____

Future highway changes anticipated: Yes _____ No _____ When _____

What _____

Size of primary curb cuts: Maximum _____

Number of curbs cuts permitted: Front _____ Side _____ Rear _____

Deceleration lane required: Yes _____ No _____ Width _____ Length _____

MARKETING DATA

Significant Competitors

Name	Distance
1. _____	_____
2. _____	_____
3. _____	_____
4. _____	_____

Shopping Centers

1. Name _____ Total Square Feet _____ Distance _____

Major Retailer _____ Total Square Feet _____

Major Retailer _____ Total Square Feet _____

Major Retailer _____ Total Square Feet _____

2. Name _____ Total Square Feet _____ Distance _____

Major Retailer _____ Total Square Feet _____

Major Retailer _____ Total Square Feet _____

Major Retailer _____ Total Square Feet _____

3. Name _____ Total Square Feet _____ Distance _____
 Major Retailer _____ Total Square Feet _____
 Major Retailer _____ Total Square Feet _____
 Major Retailer _____ Total Square Feet _____

Hotels

1. Name _____ Total Rooms _____
 Price Range \$ _____ Distance _____
 2. Name _____ Total Rooms _____
 Price Range \$ _____ Distance _____
 3. Name _____ Total Rooms _____
 Price Range \$ _____ Distance _____

Schools

1. High School _____
 Distance _____ Enrollment _____ Significant to site: Yes _____ No _____
 2. High School _____
 Distance _____ Enrollment _____ Significant to site: Yes _____ No _____
 3. High School _____
 Distance _____ Enrollment _____ Significant to site: Yes _____ No _____

DEMOGRAPHICS

	Community	Retail Trade Area
Population	_____	_____
Average Household Income	_____	_____
Per Capita Income	_____	_____

Remarks:

TheRetailCoach®
 Retail Analytics & Locational Intelligence

The Retail Coach, LLC
 P.O. Box 7272
 Tupelo, MS 38802-7272
 tel 662.844.2155
 fax 662.844.2738
 info@theretailcoach.net

Appendix C: Retail Outlook Guide

The Retail Outlook Guide is a one-page, general marketing guide for the community which provides a basic summary of community demographics, as well as a Retail Trade Area map and contact information.



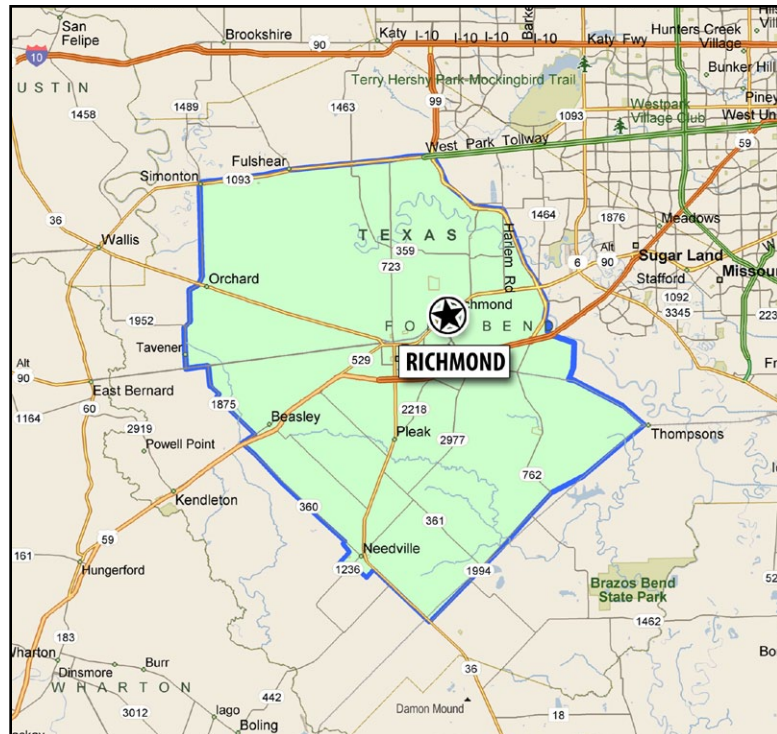
Retail Outlook Guide

Richmond, Texas

For more information, contact:

Terri Vela, City Manager
 City of Richmond
 402 Morton Street
 Richmond, TX 77469

Tel: (281) 342-5456 ext. 21
 Fax: (281) 232-8626



Retail Trade Area Summary

Population

	1990	2000	2011 Estimate	2016 Projection
Richmond	9,843	11,081	13,641	15,708
Retail Trade Area	61,927	93,365	145,743	171,356

Income

	2011 Estimate
Average Household	\$89,628
Median Household	\$66,589
Per Capita	\$28,005

Race Distribution

	2011 Estimate
White	64.92%
Black or African American	10.25%
American Indian/Alaskan	0.45%
Asian	5.42%
Native Hawaiian/Islander	0.05%
Other Race	15.64%
Two or More Races	3.27%
Hispanic or Latino (of any race)	39.24%

Age

Groups	2011 Estimate
Under 5 Years	7.91%
5 - 14 Years	15.75%
15 - 20 Years	8.78%
21 - 24 Years	5.06%
25 - 34 Years	12.09%
35 - 44 Years	16.31%
45 - 54 Years	14.47%
55 Years and over	19.64%
Distribution	2011 Estimate
Median Age	35.26
Average Age	34.90

Educational Attainment

	2011 Estimate
Graduate or Professional	8.43%
Bachelor's Degree	19.70%
Associate Degree	5.13%
Some College, no degree	20.65%
High School Graduate	26.10%
Some High School, no degree	9.46%
Less than 9th grade	10.52%

Appendix D: Retail Gap Sector Summaries

Provided on the following pages are one-page retail gap summary “flyers” which are geared towards marketing individual retail sectors with leakages to corresponding retailers and restaurants.

Lumber and Other Building Materials Richmond, Texas

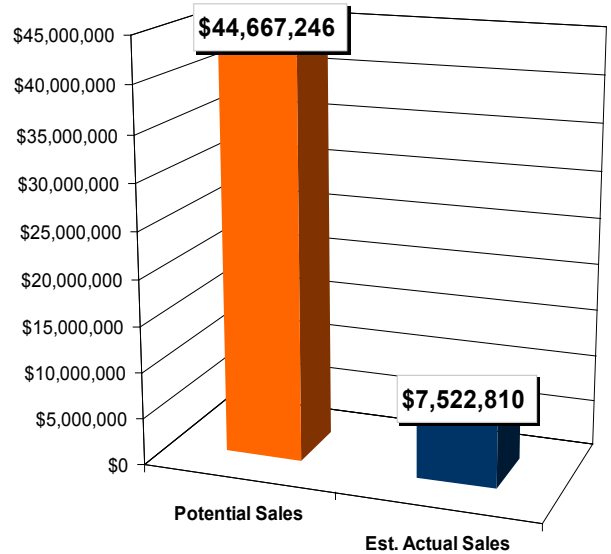
Richmond, Texas is leaking approximately \$37,144,440 in Lumber and Other Building Materials sales.

Retail leakage occurs when actual sales within a retail trade area are less than its potential sales.

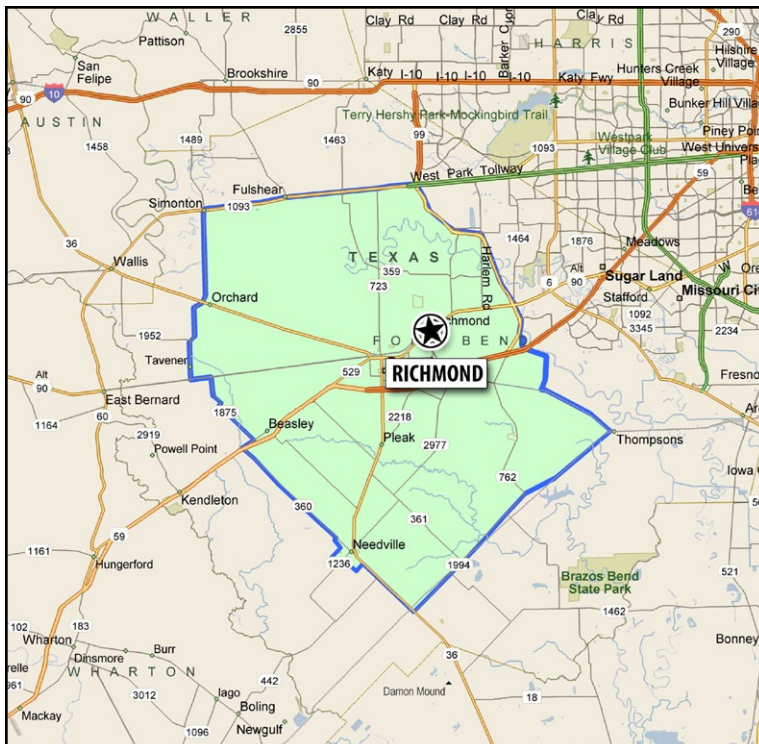
Retail surplus, on the other hand, occurs when actual sales within a retail trade area are greater than its potential sales.

Retail leakage and surplus figures are used to identify the relative health of a community's retail market.

Lumber and Other Building Materials



Richmond, Texas Retail Trade Area



Retail Trade Area Demographics

Retail Trade Area Population	145,743
Average Household Income	\$89,628
Per Capita Income	\$28,005
Population by Race/Ethnicity	
White	64.92%
Black or African American	10.25%
Hispanic Origin	39.24%
Median Age	35.26

For more information, contact:

Terri Vela, City Manager
City of Richmond
402 Morton Street
Richmond, TX 77469

Tel: (281) 342-5456 ext. 21
Fax: (281) 232-8626



Sources: The Retail Coach, LLC | U.S. Census Bureau | Claritas 2010, 2011

November 2011. All information furnished is from sources deemed reliable and is submitted subject to errors, omissions, change of terms and/or conditions. Prepared by The Retail Coach, LLC, a national retail consulting and market research firm. 662.844.2155.

Paint, Glass and Wallpaper Opportunity Richmond, Texas

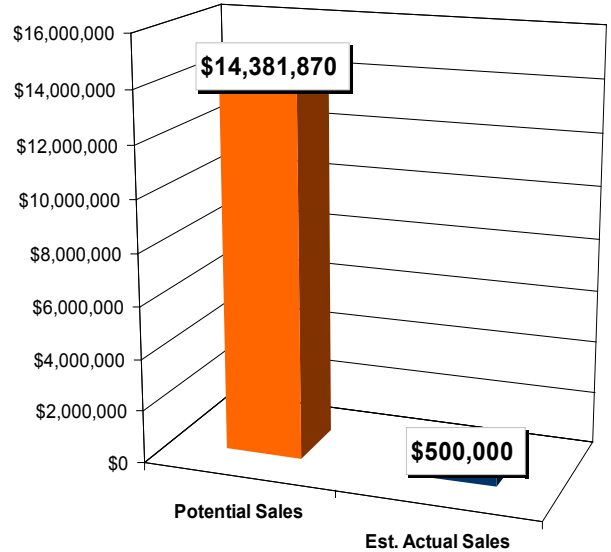
Richmond, Texas is leaking approximately \$13,881,870 in Paint, Glass and Wallpaper sales.

Retail leakage occurs when actual sales within a retail trade area are less than its potential sales.

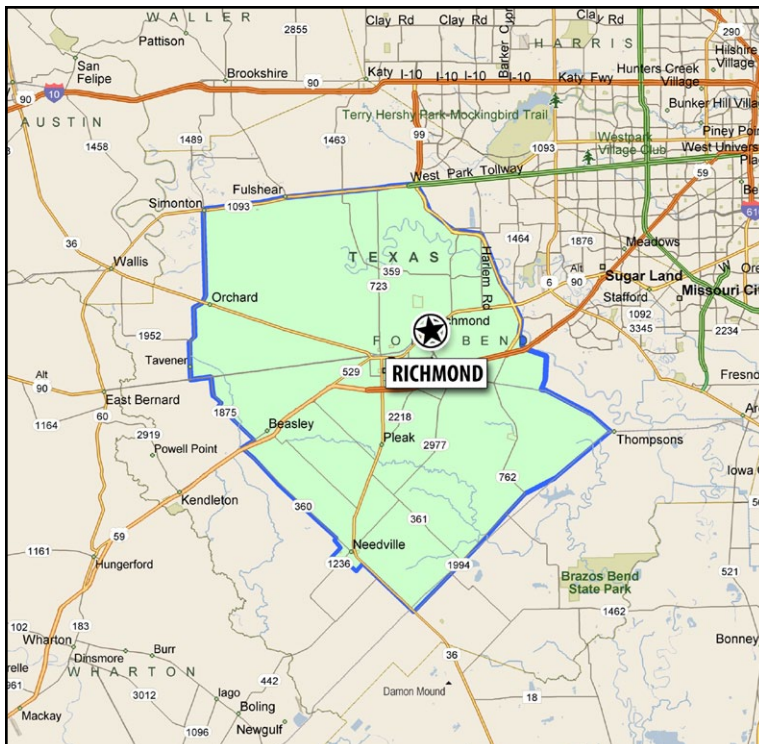
Retail surplus, on the other hand, occurs when actual sales within a retail trade area are greater than its potential sales.

Retail leakage and surplus figures are used to identify the relative health of a community's retail market.

Paint, Glass and Wallpaper



Richmond, Texas Retail Trade Area



Retail Trade Area Demographics

Retail Trade Area Population	145,743
Average Household Income	\$89,628
Per Capita Income	\$28,005
Population by Race/Ethnicity	
White	64.92%
Black or African American	10.25%
Hispanic Origin	39.24%
Median Age	35.26

For more information, contact:

Terri Vela, City Manager
City of Richmond
402 Morton Street
Richmond, TX 77469

Tel: (281) 342-5456 ext. 21
Fax: (281) 232-8626



Sources: The Retail Coach, LLC | U.S. Census Bureau | Claritas 2010, 2011

November 2011. All information furnished is from sources deemed reliable and is submitted subject to errors, omissions, change of terms and/or conditions. Prepared by The Retail Coach, LLC, a national retail consulting and market research firm. 662.844.2155.

Hardware Stores Opportunity Richmond, Texas

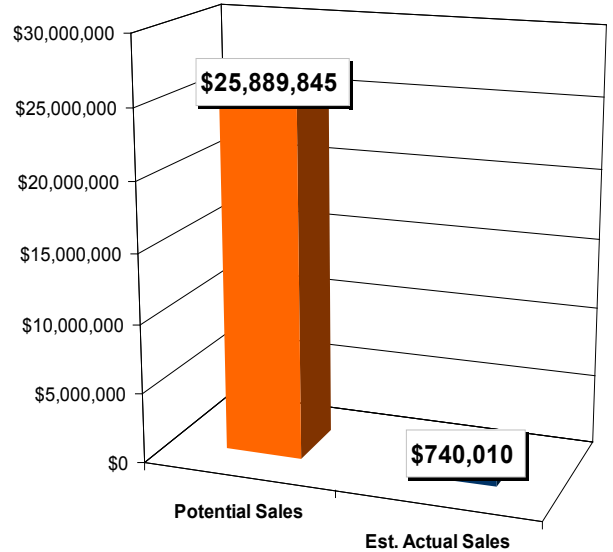
Richmond, Texas is leaking approximately \$25,149,830 in Hardware Stores sales.

Retail leakage occurs when actual sales within a retail trade area are less than its potential sales.

Retail surplus, on the other hand, occurs when actual sales within a retail trade area are greater than its potential sales.

Retail leakage and surplus figures are used to identify the relative health of a community's retail market.

Hardware Stores



Richmond, Texas Retail Trade Area



Retail Trade Area Demographics

Retail Trade Area Population	145,743
Average Household Income	\$89,628
Per Capita Income	\$28,005
Population by Race/Ethnicity	
White	64.92%
Black or African American	10.25%
Hispanic Origin	39.24%
Median Age	35.26

For more information, contact:

Terri Vela, City Manager
City of Richmond
402 Morton Street
Richmond, TX 77469

Tel: (281) 342-5456 ext. 21
Fax: (281) 232-8626



Sources: The Retail Coach, LLC | U.S. Census Bureau | Claritas 2010, 2011

November 2011. All information furnished is from sources deemed reliable and is submitted subject to errors, omissions, change of terms and/or conditions. Prepared by The Retail Coach, LLC, a national retail consulting and market research firm. 662.844.2155.

Retail Nurseries and Garden Opportunity Richmond, Texas

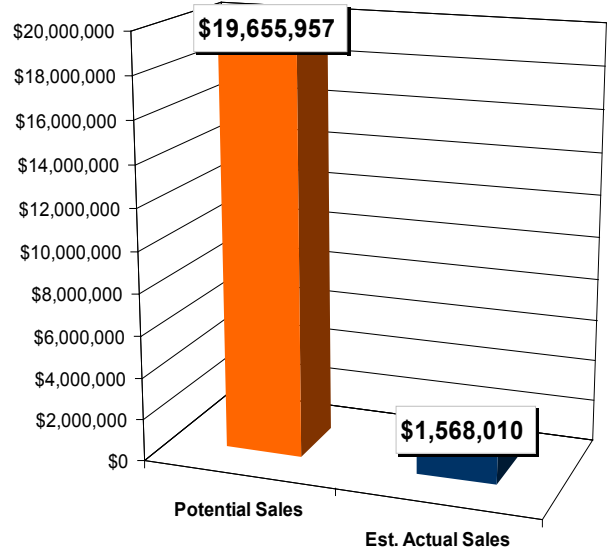
Richmond, Texas is leaking approximately \$18,087,950 in Retail Nurseries and Garden sales.

Retail leakage occurs when actual sales within a retail trade area are less than its potential sales.

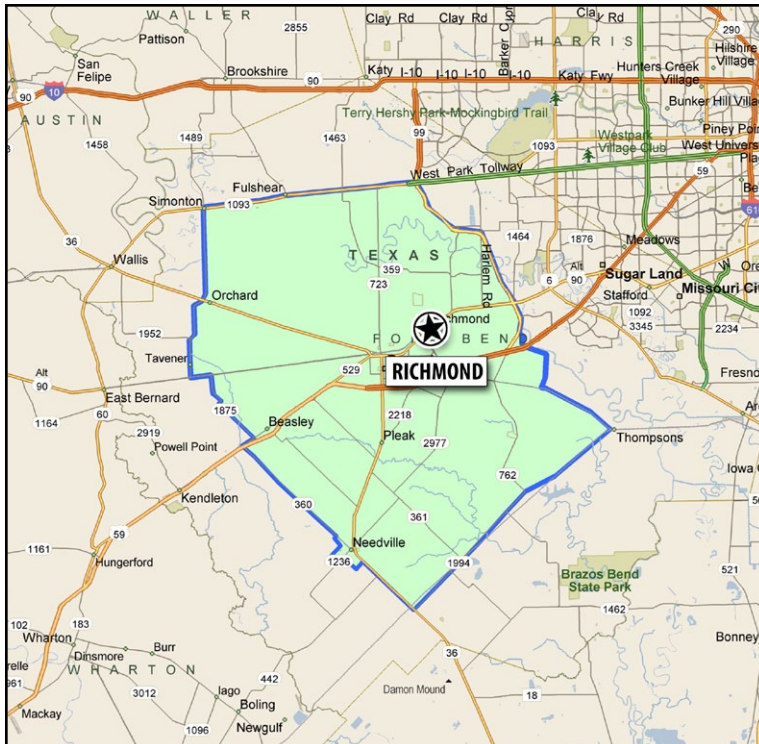
Retail surplus, on the other hand, occurs when actual sales within a retail trade area are greater than its potential sales.

Retail leakage and surplus figures are used to identify the relative health of a community's retail market.

Retail Nurseries and Garden



Richmond, Texas Retail Trade Area



Retail Trade Area Demographics

Retail Trade Area Population	145,743
Average Household Income	\$89,628
Per Capita Income	\$28,005
Population by Race/Ethnicity	
White	64.92%
Black or African American	10.25%
Hispanic Origin	39.24%
Median Age	35.26

For more information, contact:

Terri Vela, City Manager
City of Richmond
402 Morton Street
Richmond, TX 77469

Tel: (281) 342-5456 ext. 21
Fax: (281) 232-8626



Sources: The Retail Coach, LLC | U.S. Census Bureau | Claritas 2010, 2011

November 2011. All information furnished is from sources deemed reliable and is submitted subject to errors, omissions, change of terms and/or conditions. Prepared by The Retail Coach, LLC, a national retail consulting and market research firm. 662.844.2155.

Mobile Home Dealers Opportunity Richmond, Texas

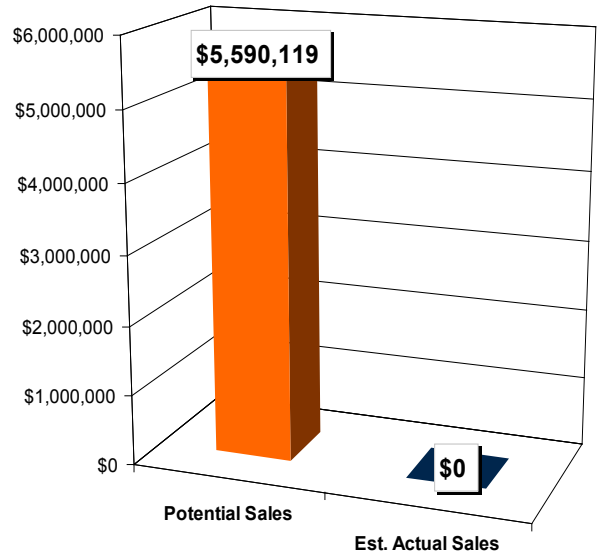
Richmond, Texas is leaking approximately \$5,590,119 in Mobile Home Dealers sales.

Retail leakage occurs when actual sales within a retail trade area are less than its potential sales.

Retail surplus, on the other hand, occurs when actual sales within a retail trade area are greater than its potential sales.

Retail leakage and surplus figures are used to identify the relative health of a community's retail market.

Mobile Home Dealers



Richmond, Texas Retail Trade Area



Retail Trade Area Demographics

Retail Trade Area Population	145,743
Average Household Income	\$89,628
Per Capita Income	\$28,005
Population by Race/Ethnicity	
White	64.92%
Black or African American	10.25%
Hispanic Origin	39.24%
Median Age	35.26

For more information, contact:

Terri Vela, City Manager
City of Richmond
402 Morton Street
Richmond, TX 77469

Tel: (281) 342-5456 ext. 21
Fax: (281) 232-8626



Sources: The Retail Coach, LLC | U.S. Census Bureau | Claritas 2010, 2011

November 2011. All information furnished is from sources deemed reliable and is submitted subject to errors, omissions, change of terms and/or conditions. Prepared by The Retail Coach, LLC, a national retail consulting and market research firm. 662.844.2155.

General Merchandise Stores Opportunity Richmond, Texas

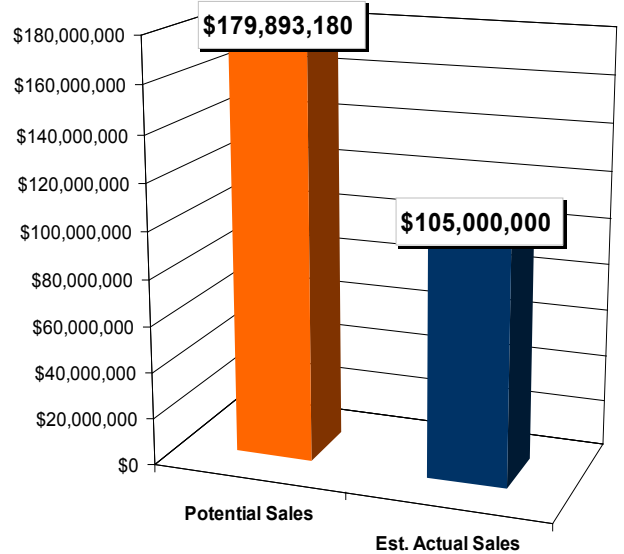
Richmond, Texas is leaking approximately \$74,893,180 in General Merchandise Stores sales.

Retail leakage occurs when actual sales within a retail trade area are less than its potential sales.

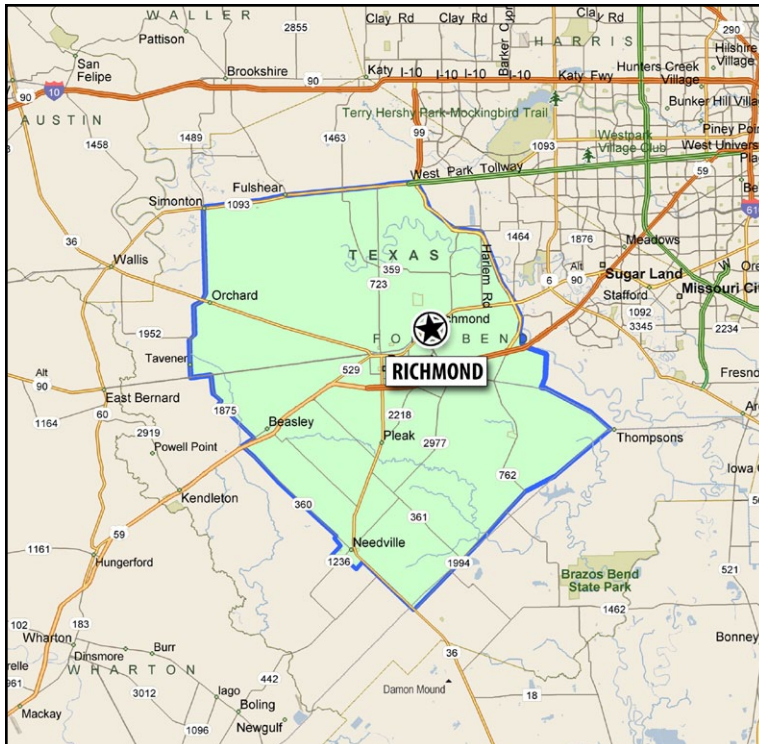
Retail surplus, on the other hand, occurs when actual sales within a retail trade area are greater than its potential sales.

Retail leakage and surplus figures are used to identify the relative health of a community's retail market.

General Merchandise Stores



Richmond, Texas Retail Trade Area



Retail Trade Area Demographics

Retail Trade Area Population	145,743
Average Household Income	\$89,628
Per Capita Income	\$28,005
Population by Race/Ethnicity	
White	64.92%
Black or African American	10.25%
Hispanic Origin	39.24%
Median Age	35.26

For more information, contact:

Terri Vela, City Manager
City of Richmond
402 Morton Street
Richmond, TX 77469

Tel: (281) 342-5456 ext. 21
Fax: (281) 232-8626



Sources: The Retail Coach, LLC | U.S. Census Bureau | Claritas 2010, 2011

November 2011. All information furnished is from sources deemed reliable and is submitted subject to errors, omissions, change of terms and/or conditions. Prepared by The Retail Coach, LLC, a national retail consulting and market research firm. 662.844.2155.

Grocery Stores Opportunity Richmond, Texas

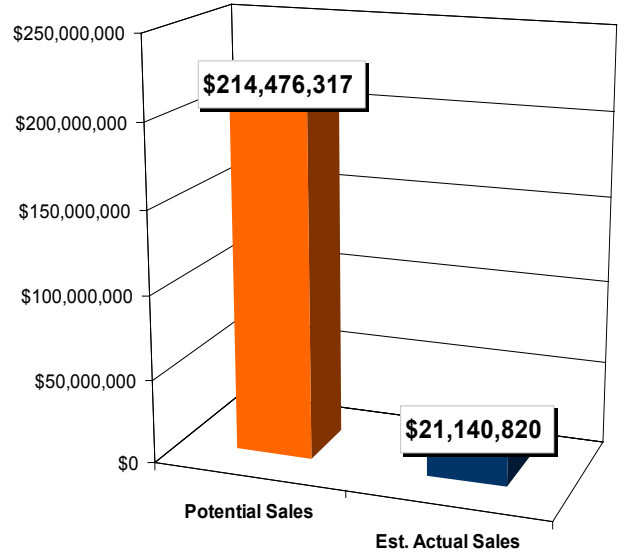
Richmond, Texas is leaking approximately \$193,335,500 in Grocery Stores sales.

Retail leakage occurs when actual sales within a retail trade area are less than its potential sales.

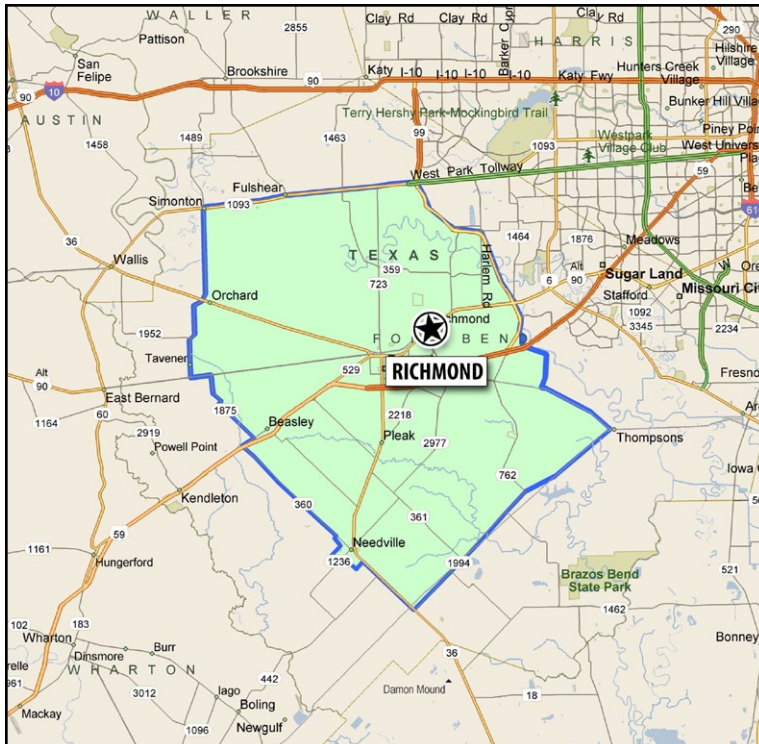
Retail surplus, on the other hand, occurs when actual sales within a retail trade area are greater than its potential sales.

Retail leakage and surplus figures are used to identify the relative health of a community's retail market.

Grocery Stores



Richmond, Texas Retail Trade Area



Retail Trade Area Demographics

Retail Trade Area Population	145,743
Average Household Income	\$89,628
Per Capita Income	\$28,005
Population by Race/Ethnicity	
White	64.92%
Black or African American	10.25%
Hispanic Origin	39.24%
Median Age	35.26

For more information, contact:

Terri Vela, City Manager
City of Richmond
402 Morton Street
Richmond, TX 77469

Tel: (281) 342-5456 ext. 21
Fax: (281) 232-8626



Sources: The Retail Coach, LLC | U.S. Census Bureau | Claritas 2010, 2011

November 2011. All information furnished is from sources deemed reliable and is submitted subject to errors, omissions, change of terms and/or conditions. Prepared by The Retail Coach, LLC, a national retail consulting and market research firm. 662.844.2155.

Meat and Fish Markets Opportunity Richmond, Texas

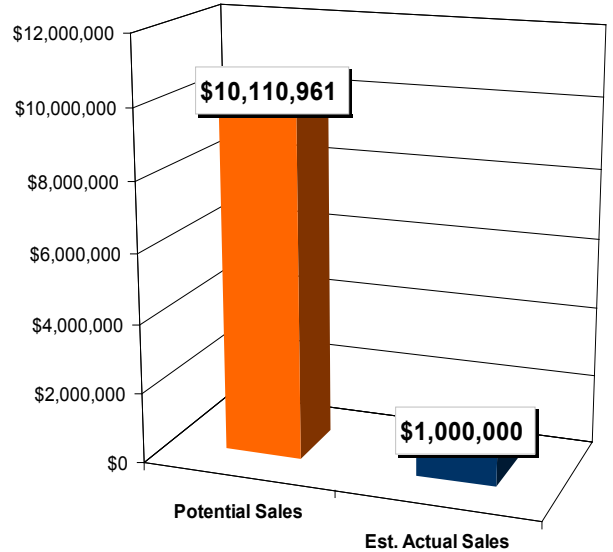
Richmond, Texas is leaking approximately \$9,110,961 in Meat and Fish Markets sales.

Retail leakage occurs when actual sales within a retail trade area are less than its potential sales.

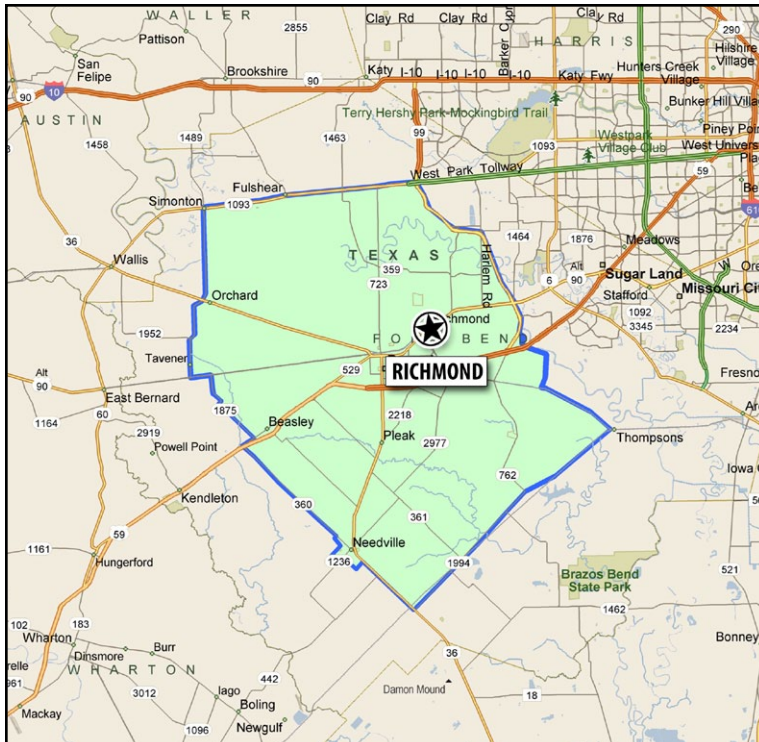
Retail surplus, on the other hand, occurs when actual sales within a retail trade area are greater than its potential sales.

Retail leakage and surplus figures are used to identify the relative health of a community's retail market.

Meat and Fish Markets



Richmond, Texas Retail Trade Area



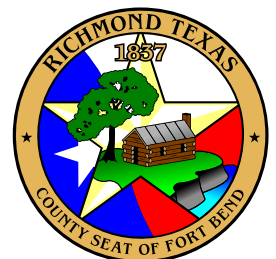
Retail Trade Area Demographics

Retail Trade Area Population	145,743
Average Household Income	\$89,628
Per Capita Income	\$28,005
Population by Race/Ethnicity	
White	64.92%
Black or African American	10.25%
Hispanic Origin	39.24%
Median Age	35.26

For more information, contact:

Terri Vela, City Manager
City of Richmond
402 Morton Street
Richmond, TX 77469

Tel: (281) 342-5456 ext. 21
Fax: (281) 232-8626



Sources: The Retail Coach, LLC | U.S. Census Bureau | Claritas 2010, 2011

November 2011. All information furnished is from sources deemed reliable and is submitted subject to errors, omissions, change of terms and/or conditions. Prepared by The Retail Coach, LLC, a national retail consulting and market research firm. 662.844.2155.

Fruit and Vegetable Markets Opportunity Richmond, Texas

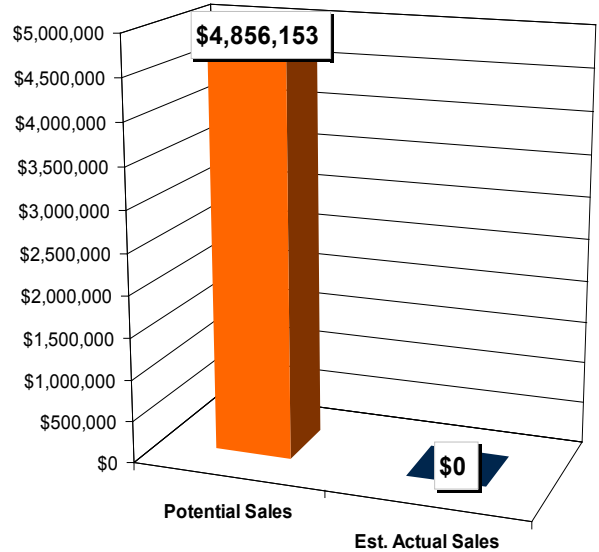
Richmond, Texas is leaking approximately \$4,856,153 in Fruit and Vegetable Markets sales.

Retail leakage occurs when actual sales within a retail trade area are less than its potential sales.

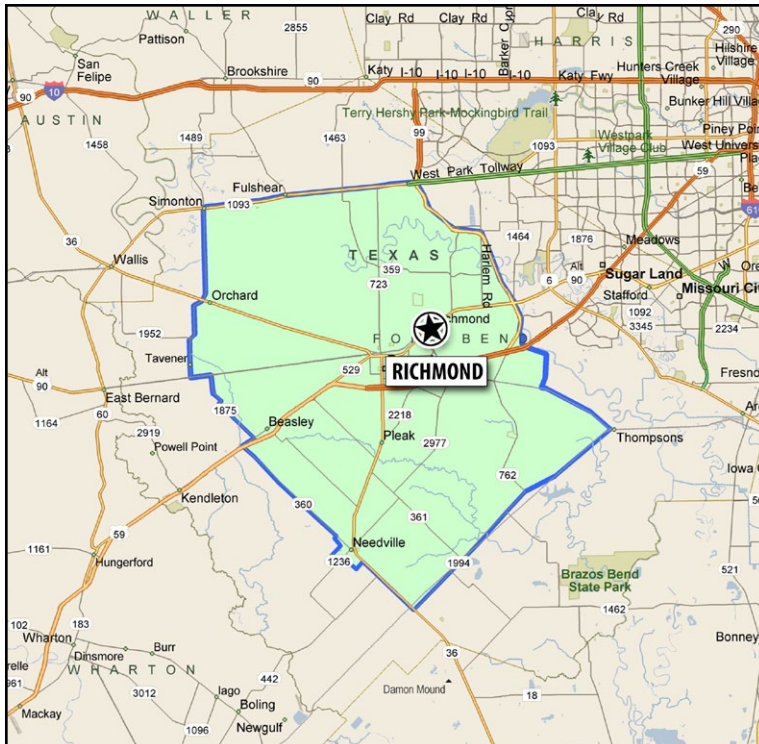
Retail surplus, on the other hand, occurs when actual sales within a retail trade area are greater than its potential sales.

Retail leakage and surplus figures are used to identify the relative health of a community's retail market.

Fruit and Vegetable Markets



Richmond, Texas Retail Trade Area



Retail Trade Area Demographics

Retail Trade Area Population	145,743
Average Household Income	\$89,628
Per Capita Income	\$28,005
Population by Race/Ethnicity	
White	64.92%
Black or African American	10.25%
Hispanic Origin	39.24%
Median Age	35.26

For more information, contact:

Terri Vela, City Manager
City of Richmond
402 Morton Street
Richmond, TX 77469

Tel: (281) 342-5456 ext. 21
Fax: (281) 232-8626



Sources: The Retail Coach, LLC | U.S. Census Bureau | Claritas 2010, 2011

November 2011. All information furnished is from sources deemed reliable and is submitted subject to errors, omissions, change of terms and/or conditions. Prepared by The Retail Coach, LLC, a national retail consulting and market research firm. 662.844.2155.

Candy, Nut and Confection Stores Opportunity Richmond, Texas

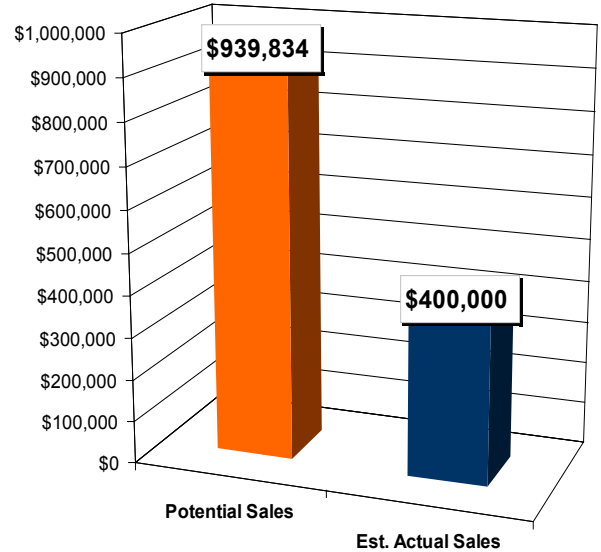
Richmond, Texas is leaking approximately \$539,834 in Candy, Nut and Confection Stores sales.

Retail leakage occurs when actual sales within a retail trade area are less than its potential sales.

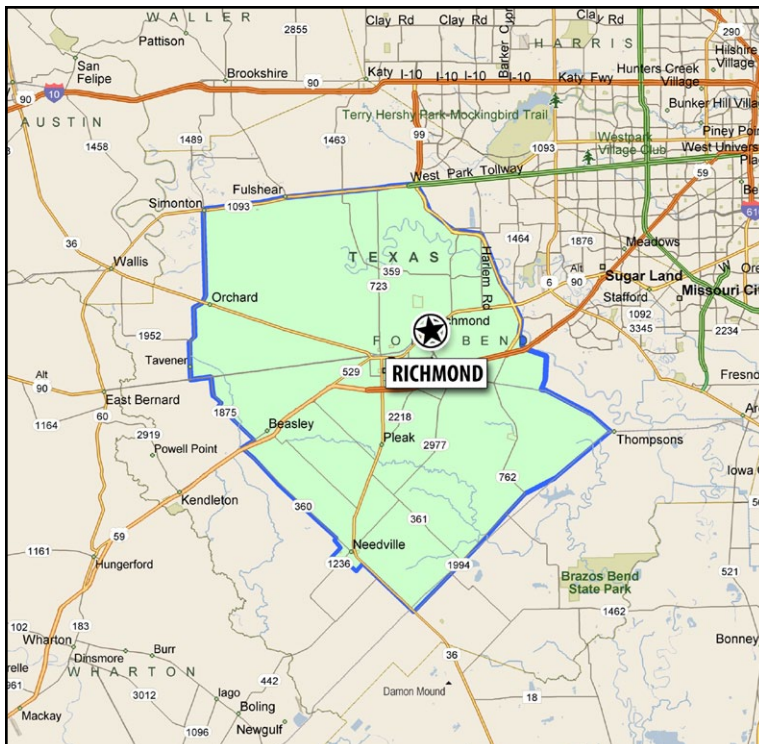
Retail surplus, on the other hand, occurs when actual sales within a retail trade area are greater than its potential sales.

Retail leakage and surplus figures are used to identify the relative health of a community's retail market.

Candy, Nut and Confection Stores



Richmond, Texas Retail Trade Area



Retail Trade Area Demographics

Retail Trade Area Population	145,743
Average Household Income	\$89,628
Per Capita Income	\$28,005
Population by Race/Ethnicity	
White	64.92%
Black or African American	10.25%
Hispanic Origin	39.24%
Median Age	35.26

For more information, contact:

Terri Vela, City Manager
City of Richmond
402 Morton Street
Richmond, TX 77469

Tel: (281) 342-5456 ext. 21
Fax: (281) 232-8626



Sources: The Retail Coach, LLC | U.S. Census Bureau | Claritas 2010, 2011

November 2011. All information furnished is from sources deemed reliable and is submitted subject to errors, omissions, change of terms and/or conditions. Prepared by The Retail Coach, LLC, a national retail consulting and market research firm. 662.844.2155.

Dairy Products Stores Opportunity Richmond, Texas

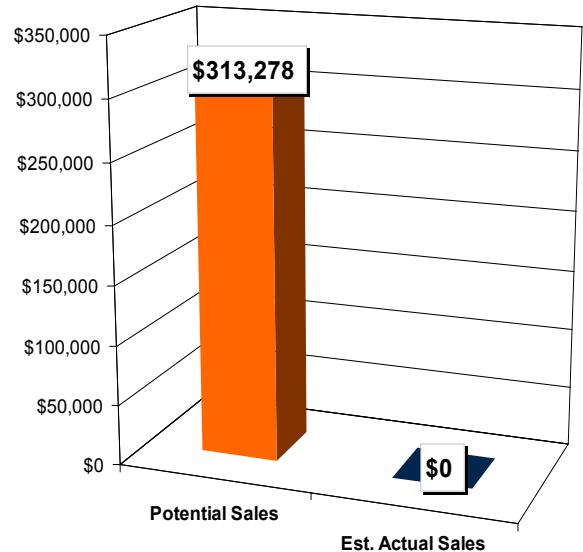
Richmond, Texas is leaking approximately \$313,278 in Dairy Products Stores sales.

Retail leakage occurs when actual sales within a retail trade area are less than its potential sales.

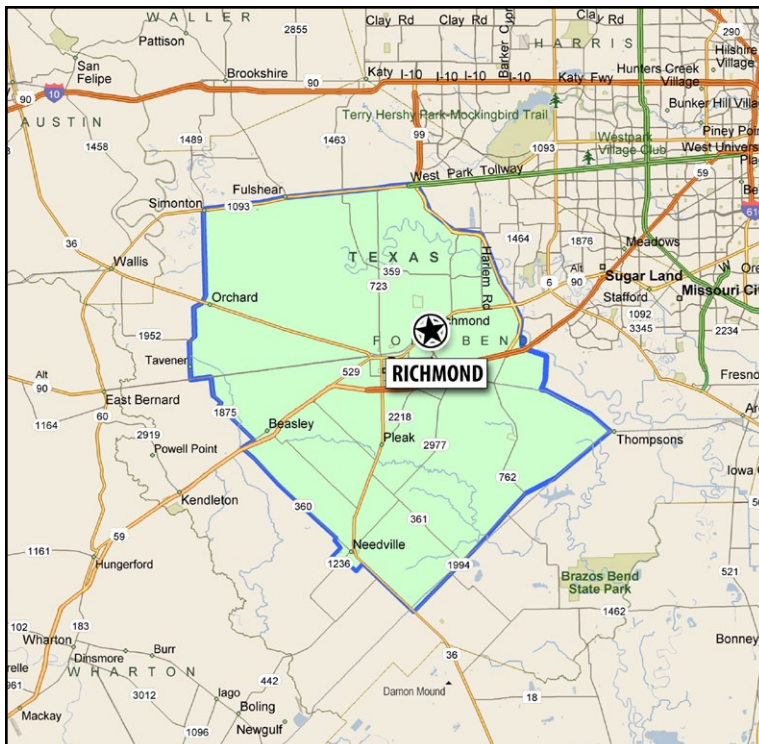
Retail surplus, on the other hand, occurs when actual sales within a retail trade area are greater than its potential sales.

Retail leakage and surplus figures are used to identify the relative health of a community's retail market.

Dairy Products Stores



Richmond, Texas Retail Trade Area



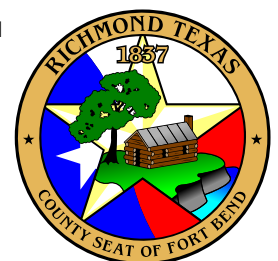
Retail Trade Area Demographics

Retail Trade Area Population	145,743
Average Household Income	\$89,628
Per Capita Income	\$28,005
Population by Race/Ethnicity	
White	64.92%
Black or African American	10.25%
Hispanic Origin	39.24%
Median Age	35.26

For more information, contact:

Terri Vela, City Manager
City of Richmond
402 Morton Street
Richmond, TX 77469

Tel: (281) 342-5456 ext. 21
Fax: (281) 232-8626



Sources: The Retail Coach, LLC | U.S. Census Bureau | Claritas 2010, 2011

November 2011. All information furnished is from sources deemed reliable and is submitted subject to errors, omissions, change of terms and/or conditions. Prepared by The Retail Coach, LLC, a national retail consulting and market research firm. 662.844.2155.

Retail Bakeries Opportunity Richmond, Texas

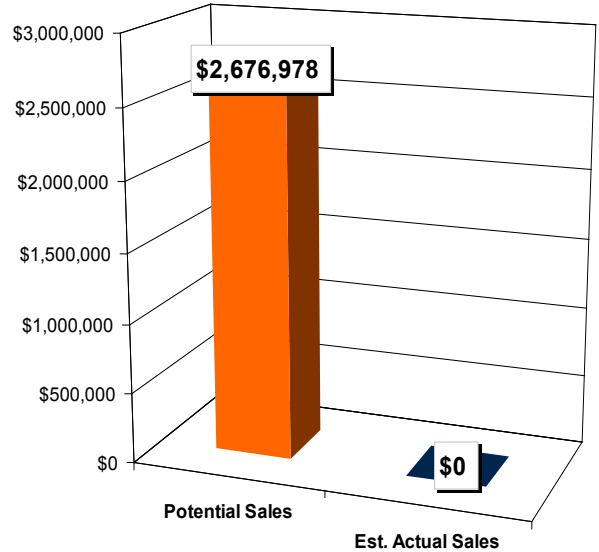
Richmond, Texas is leaking approximately \$2,676,978 in Retail Bakeries sales.

Retail leakage occurs when actual sales within a retail trade area are less than its potential sales.

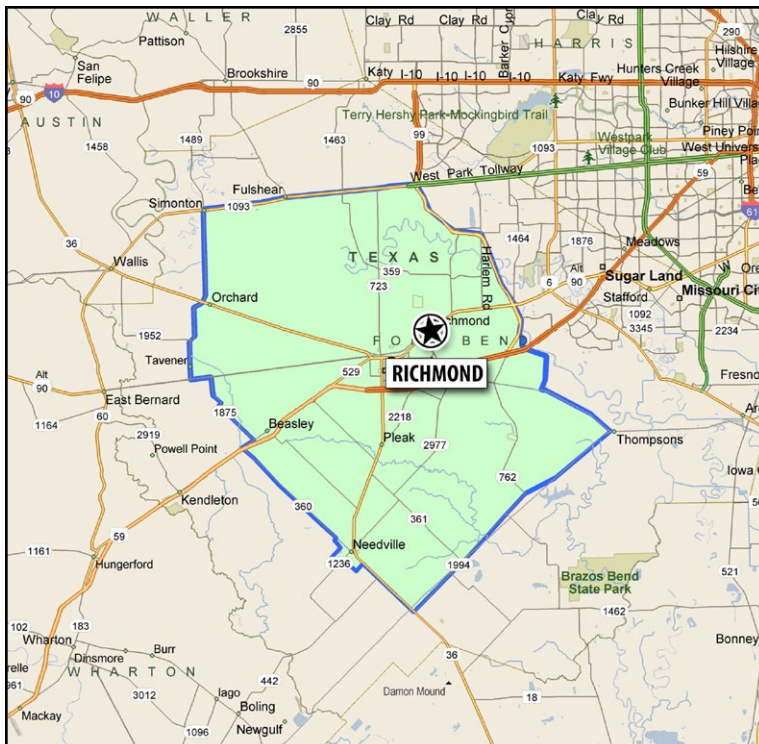
Retail surplus, on the other hand, occurs when actual sales within a retail trade area are greater than its potential sales.

Retail leakage and surplus figures are used to identify the relative health of a community's retail market.

Retail Bakeries



Richmond, Texas Retail Trade Area



Retail Trade Area Demographics

Retail Trade Area Population	145,743
Average Household Income	\$89,628
Per Capita Income	\$28,005
Population by Race/Ethnicity	
White	64.92%
Black or African American	10.25%
Hispanic Origin	39.24%
Median Age	35.26

For more information, contact:

Terri Vela, City Manager
City of Richmond
402 Morton Street
Richmond, TX 77469

Tel: (281) 342-5456 ext. 21
Fax: (281) 232-8626



Sources: The Retail Coach, LLC | U.S. Census Bureau | Claritas 2010, 2011

November 2011. All information furnished is from sources deemed reliable and is submitted subject to errors, omissions, change of terms and/or conditions. Prepared by The Retail Coach, LLC, a national retail consulting and market research firm. 662.844.2155.

Miscellaneous Food Stores Opportunity Richmond, Texas

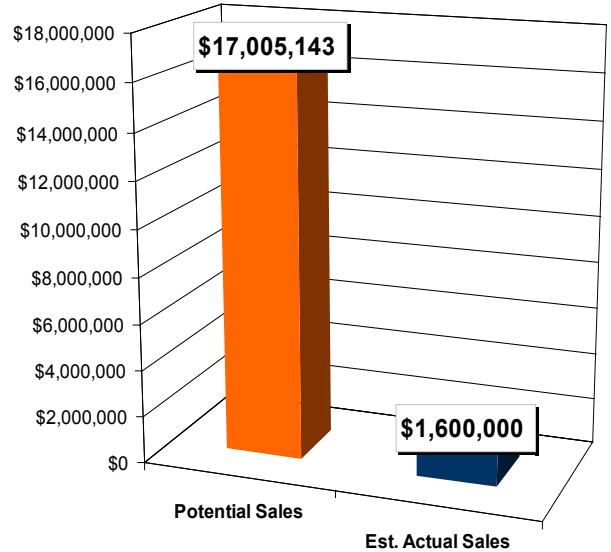
Richmond, Texas is leaking approximately \$15,405,140 in Miscellaneous Food Stores sales.

Retail leakage occurs when actual sales within a retail trade area are less than its potential sales.

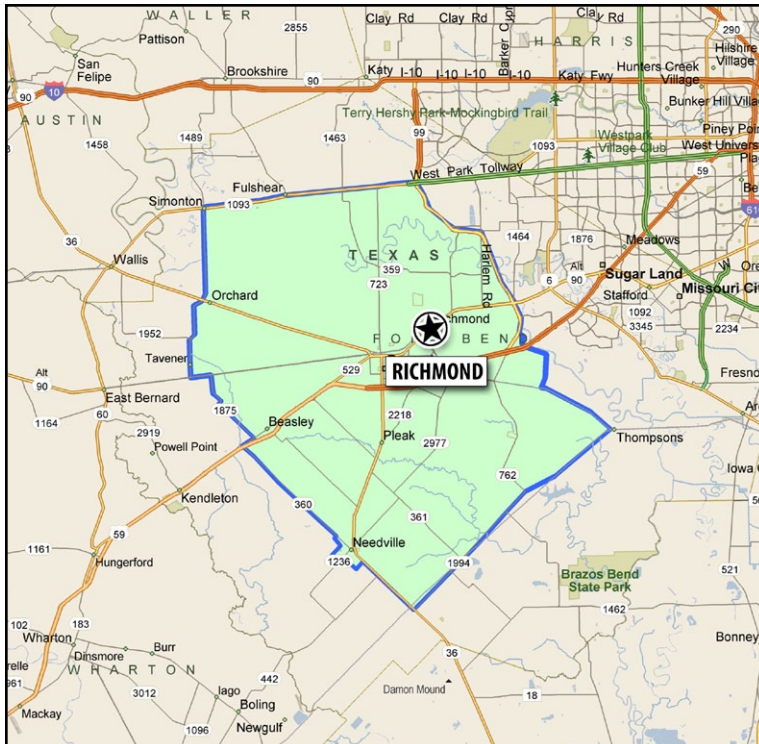
Retail surplus, on the other hand, occurs when actual sales within a retail trade area are greater than its potential sales.

Retail leakage and surplus figures are used to identify the relative health of a community's retail market.

Miscellaneous Food Stores



Richmond, Texas Retail Trade Area



Retail Trade Area Demographics

Retail Trade Area Population	145,743
Average Household Income	\$89,628
Per Capita Income	\$28,005
Population by Race/Ethnicity	
White	64.92%
Black or African American	10.25%
Hispanic Origin	39.24%
Median Age	35.26

For more information, contact:

Terri Vela, City Manager
City of Richmond
402 Morton Street
Richmond, TX 77469

Tel: (281) 342-5456 ext. 21
Fax: (281) 232-8626



Sources: The Retail Coach, LLC | U.S. Census Bureau | Claritas 2010, 2011

November 2011. All information furnished is from sources deemed reliable and is submitted subject to errors, omissions, change of terms and/or conditions. Prepared by The Retail Coach, LLC, a national retail consulting and market research firm. 662.844.2155.

New and Used Car Dealers Opportunity Richmond, Texas

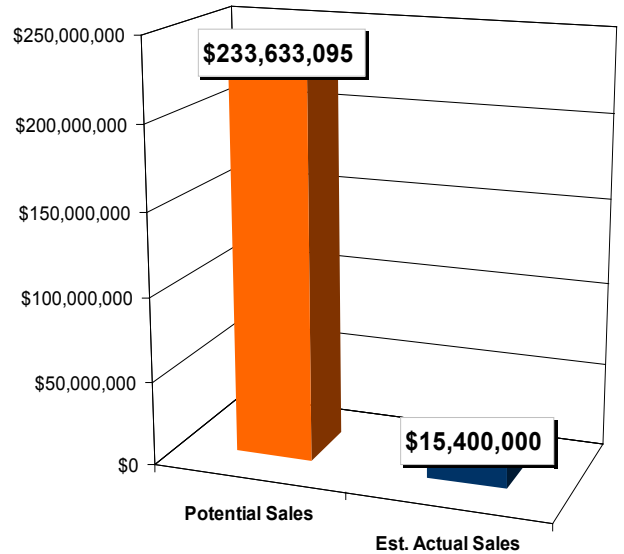
Richmond, Texas is leaking approximately \$218,233,100 in New and Used Car Dealers sales.

Retail leakage occurs when actual sales within a retail trade area are less than its potential sales.

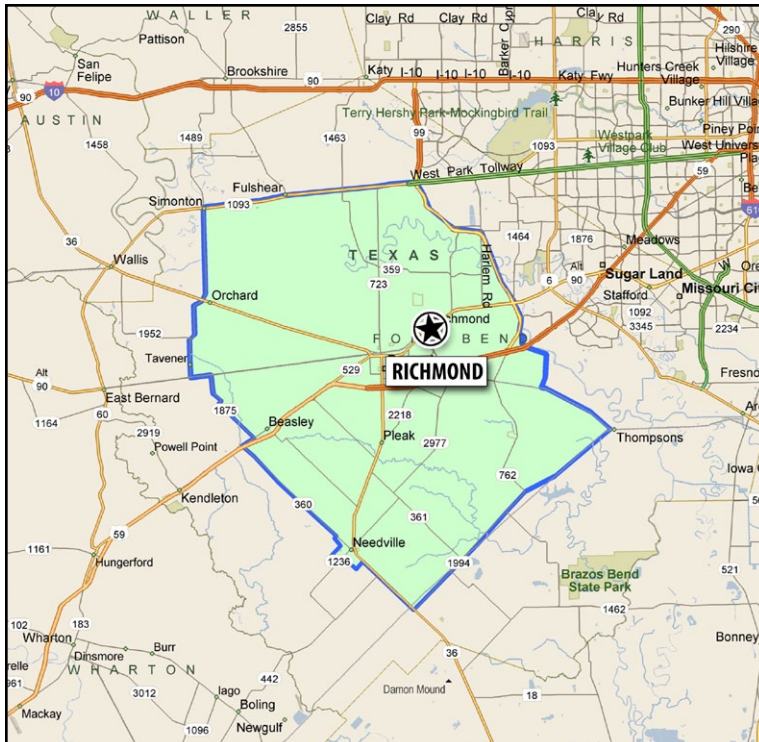
Retail surplus, on the other hand, occurs when actual sales within a retail trade area are greater than its potential sales.

Retail leakage and surplus figures are used to identify the relative health of a community's retail market.

New and Used Car Dealers



Richmond, Texas Retail Trade Area



Retail Trade Area Demographics

Retail Trade Area Population	145,743
Average Household Income	\$89,628
Per Capita Income	\$28,005
Population by Race/Ethnicity	
White	64.92%
Black or African American	10.25%
Hispanic Origin	39.24%
Median Age	35.26

For more information, contact:

Terri Vela, City Manager
City of Richmond
402 Morton Street
Richmond, TX 77469

Tel: (281) 342-5456 ext. 21
Fax: (281) 232-8626



Sources: The Retail Coach, LLC | U.S. Census Bureau | Claritas 2010, 2011

November 2011. All information furnished is from sources deemed reliable and is submitted subject to errors, omissions, change of terms and/or conditions. Prepared by The Retail Coach, LLC, a national retail consulting and market research firm. 662.844.2155.

Used Car Dealers Opportunity Richmond, Texas

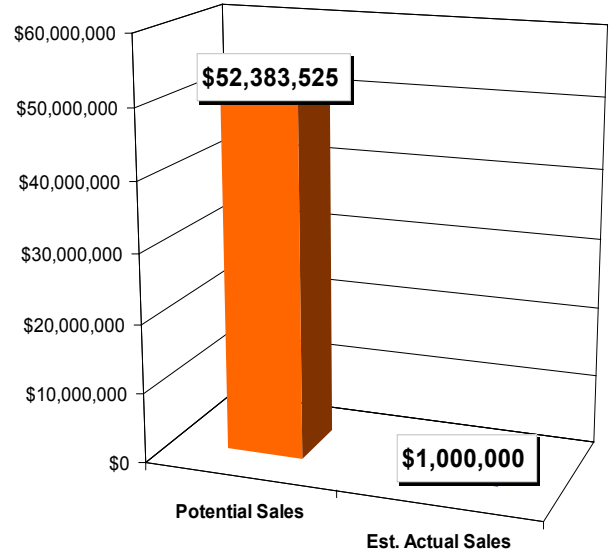
Richmond, Texas is leaking approximately \$51,383,525 in Used Car Dealers sales.

Retail leakage occurs when actual sales within a retail trade area are less than its potential sales.

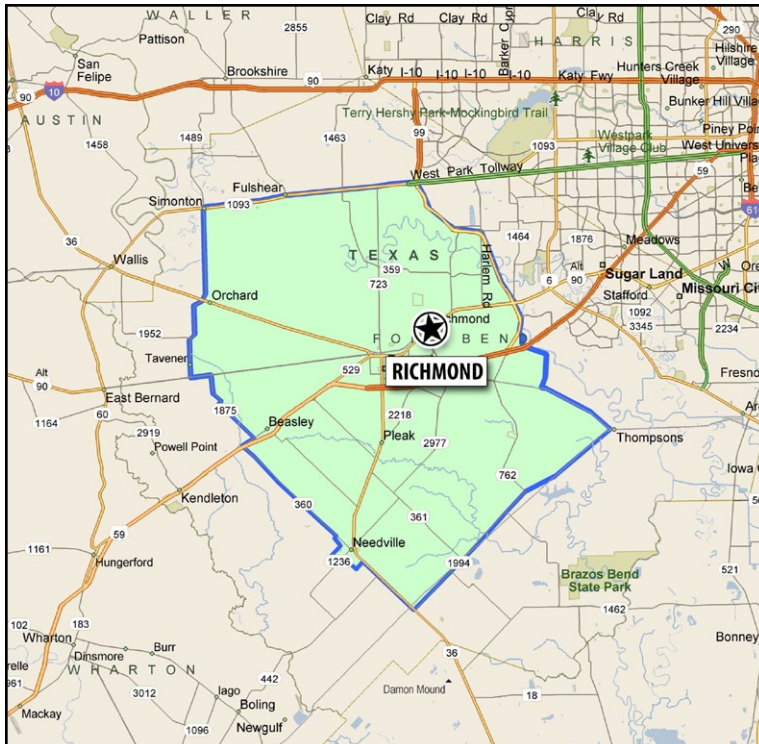
Retail surplus, on the other hand, occurs when actual sales within a retail trade area are greater than its potential sales.

Retail leakage and surplus figures are used to identify the relative health of a community's retail market.

Used Car Dealers



Richmond, Texas Retail Trade Area



Retail Trade Area Demographics

Retail Trade Area Population	145,743
Average Household Income	\$89,628
Per Capita Income	\$28,005
Population by Race/Ethnicity	
White	64.92%
Black or African American	10.25%
Hispanic Origin	39.24%
Median Age	35.26

For more information, contact:

Terri Vela, City Manager
City of Richmond
402 Morton Street
Richmond, TX 77469

Tel: (281) 342-5456 ext. 21
Fax: (281) 232-8626



Sources: The Retail Coach, LLC | U.S. Census Bureau | Claritas 2010, 2011

November 2011. All information furnished is from sources deemed reliable and is submitted subject to errors, omissions, change of terms and/or conditions. Prepared by The Retail Coach, LLC, a national retail consulting and market research firm. 662.844.2155.

Auto and Home Supply Stores Opportunity Richmond, Texas

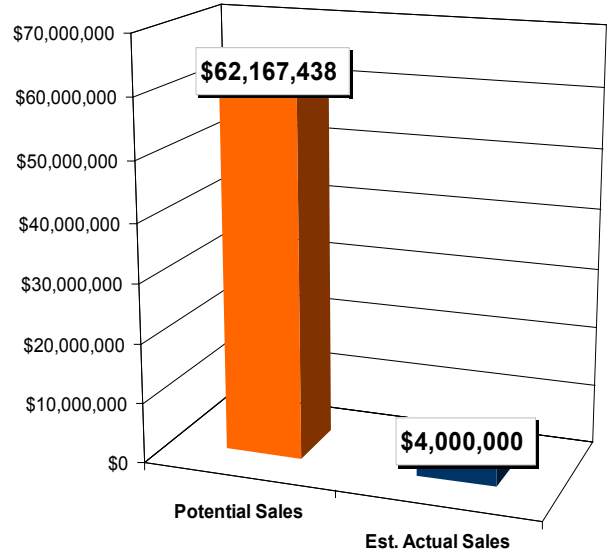
Richmond, Texas is leaking approximately \$58,167,440 in Auto and Home Supply Stores sales.

Retail leakage occurs when actual sales within a retail trade area are less than its potential sales.

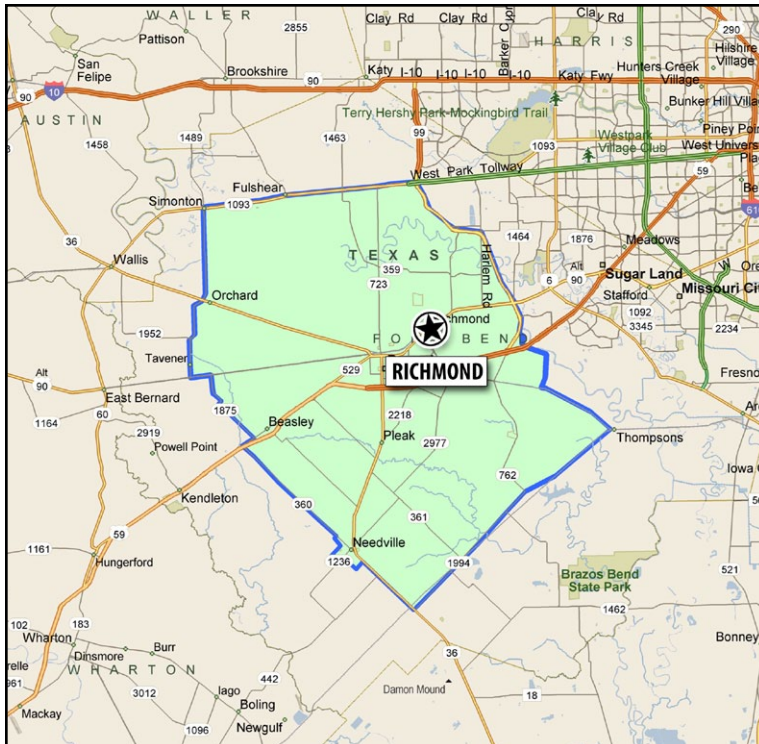
Retail surplus, on the other hand, occurs when actual sales within a retail trade area are greater than its potential sales.

Retail leakage and surplus figures are used to identify the relative health of a community's retail market.

Auto and Home Supply Stores



Richmond, Texas Retail Trade Area



Retail Trade Area Demographics

Retail Trade Area Population	145,743
Average Household Income	\$89,628
Per Capita Income	\$28,005
Population by Race/Ethnicity	
White	64.92%
Black or African American	10.25%
Hispanic Origin	39.24%
Median Age	35.26

For more information, contact:

Terri Vela, City Manager
City of Richmond
402 Morton Street
Richmond, TX 77469

Tel: (281) 342-5456 ext. 21
Fax: (281) 232-8626



Sources: The Retail Coach, LLC | U.S. Census Bureau | Claritas 2010, 2011

November 2011. All information furnished is from sources deemed reliable and is submitted subject to errors, omissions, change of terms and/or conditions. Prepared by The Retail Coach, LLC, a national retail consulting and market research firm. 662.844.2155.

Gasoline Service Stations Opportunity Richmond, Texas

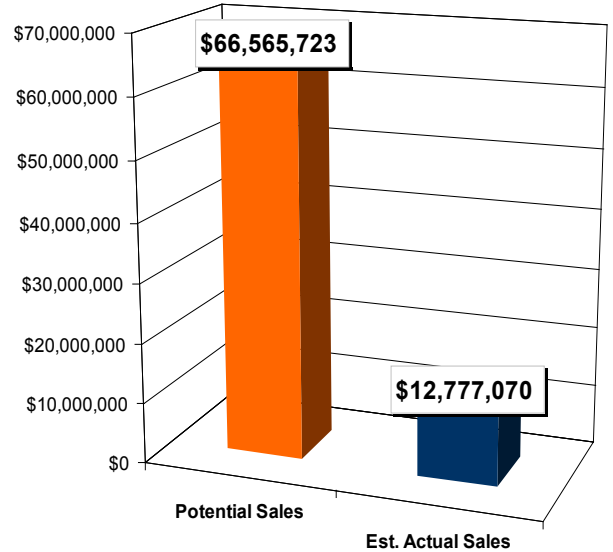
Richmond, Texas is leaking approximately \$53,788,650 in Gasoline Service Stations sales.

Retail leakage occurs when actual sales within a retail trade area are less than its potential sales.

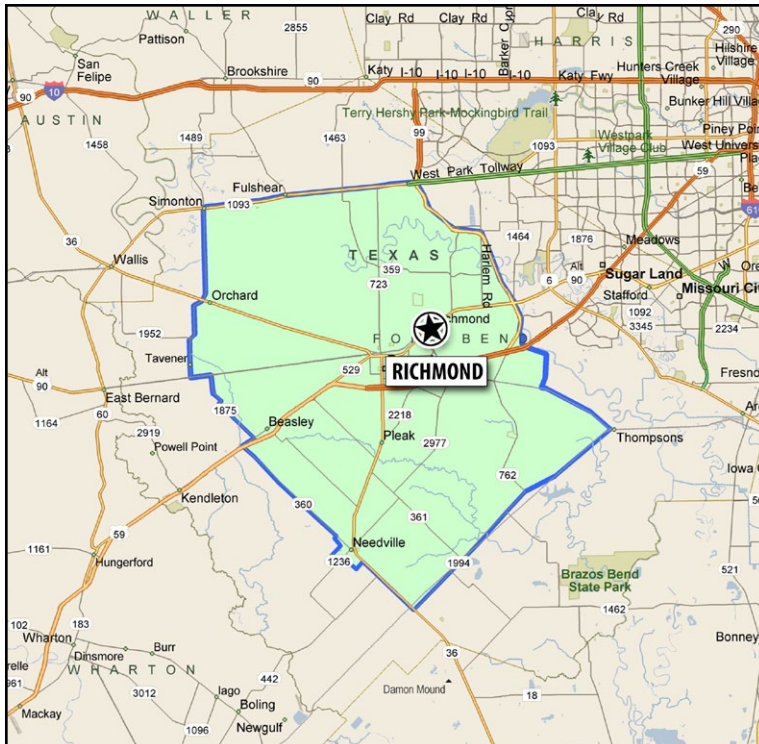
Retail surplus, on the other hand, occurs when actual sales within a retail trade area are greater than its potential sales.

Retail leakage and surplus figures are used to identify the relative health of a community's retail market.

Gasoline Service Stations



Richmond, Texas Retail Trade Area



Retail Trade Area Demographics

Retail Trade Area Population	145,743
Average Household Income	\$89,628
Per Capita Income	\$28,005
Population by Race/Ethnicity	
White	64.92%
Black or African American	10.25%
Hispanic Origin	39.24%
Median Age	35.26

For more information, contact:

Terri Vela, City Manager
City of Richmond
402 Morton Street
Richmond, TX 77469

Tel: (281) 342-5456 ext. 21
Fax: (281) 232-8626



Sources: The Retail Coach, LLC | U.S. Census Bureau | Claritas 2010, 2011

November 2011. All information furnished is from sources deemed reliable and is submitted subject to errors, omissions, change of terms and/or conditions. Prepared by The Retail Coach, LLC, a national retail consulting and market research firm. 662.844.2155.

Boat Dealers Opportunity Richmond, Texas

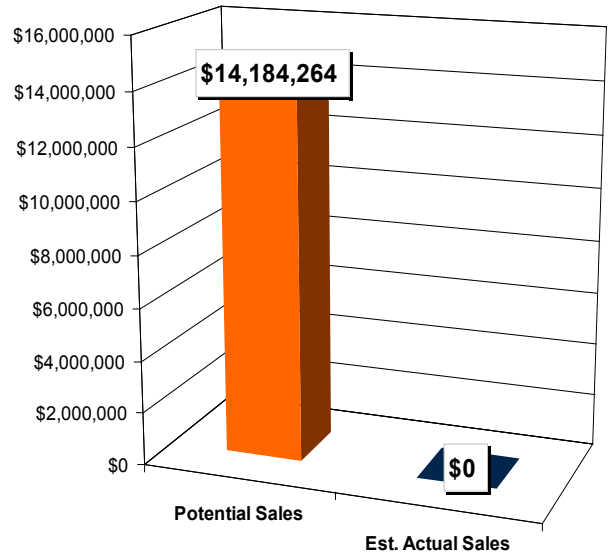
Richmond, Texas is leaking approximately \$14,184,260 in Boat Dealers sales.

Retail leakage occurs when actual sales within a retail trade area are less than its potential sales.

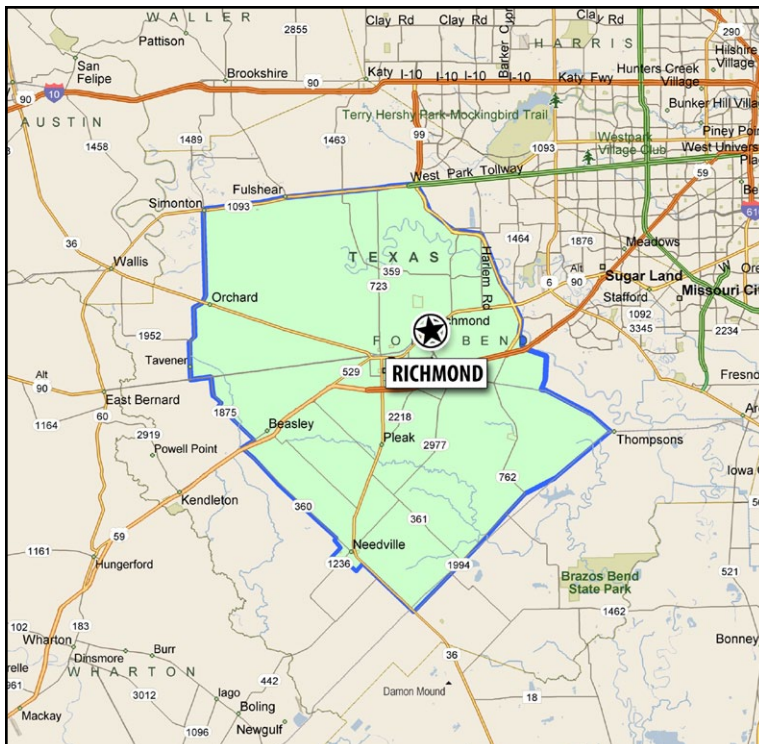
Retail surplus, on the other hand, occurs when actual sales within a retail trade area are greater than its potential sales.

Retail leakage and surplus figures are used to identify the relative health of a community's retail market.

Boat Dealers



Richmond, Texas Retail Trade Area



Retail Trade Area Demographics

Retail Trade Area Population	145,743
Average Household Income	\$89,628
Per Capita Income	\$28,005
Population by Race/Ethnicity	
White	64.92%
Black or African American	10.25%
Hispanic Origin	39.24%
Median Age	35.26

For more information, contact:

Terri Vela, City Manager
City of Richmond
402 Morton Street
Richmond, TX 77469

Tel: (281) 342-5456 ext. 21
Fax: (281) 232-8626



Sources: The Retail Coach, LLC | U.S. Census Bureau | Claritas 2010, 2011

November 2011. All information furnished is from sources deemed reliable and is submitted subject to errors, omissions, change of terms and/or conditions. Prepared by The Retail Coach, LLC, a national retail consulting and market research firm. 662.844.2155.

Recreational Vehicle Dealers Opportunity

Richmond, Texas

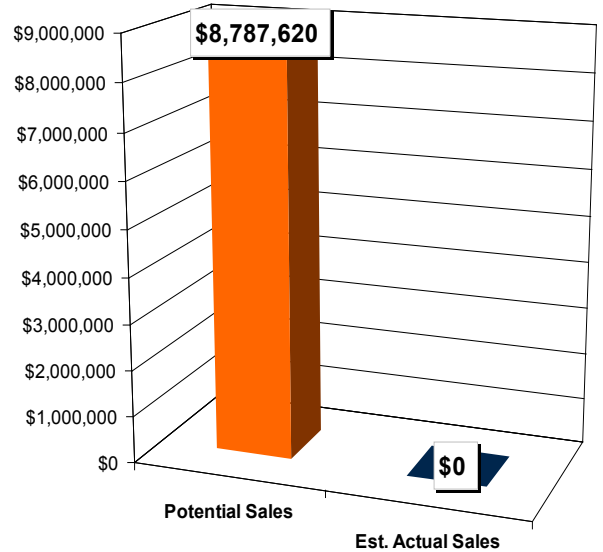
Richmond, Texas is leaking approximately \$8,787,620 in Recreational Vehicle Dealers sales.

Retail leakage occurs when actual sales within a retail trade area are less than its potential sales.

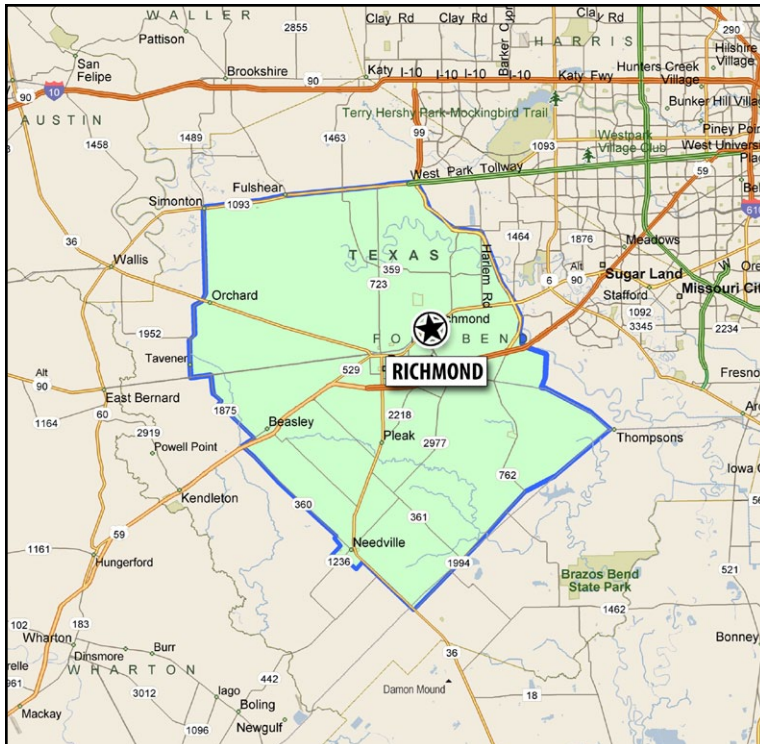
Retail surplus, on the other hand, occurs when actual sales within a retail trade area are greater than its potential sales.

Retail leakage and surplus figures are used to identify the relative health of a community's retail market.

Recreational Vehicle Dealers



Richmond, Texas Retail Trade Area



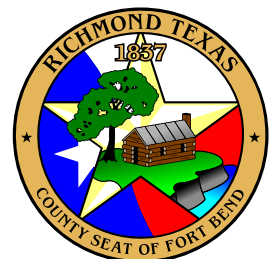
Retail Trade Area Demographics

Retail Trade Area Population	145,743
Average Household Income	\$89,628
Per Capita Income	\$28,005
Population by Race/Ethnicity	
White	64.92%
Black or African American	10.25%
Hispanic Origin	39.24%
Median Age	35.26

For more information, contact:

Terri Vela, City Manager
 City of Richmond
 402 Morton Street
 Richmond, TX 77469

Tel: (281) 342-5456 ext. 21
 Fax: (281) 232-8626



Sources: The Retail Coach, LLC | U.S. Census Bureau | Claritas 2010, 2011

November 2011. All information furnished is from sources deemed reliable and is submitted subject to errors, omissions, change of terms and/or conditions. Prepared by The Retail Coach, LLC, a national retail consulting and market research firm. 662.844.2155.

Motorcycle Dealers Opportunity Richmond, Texas

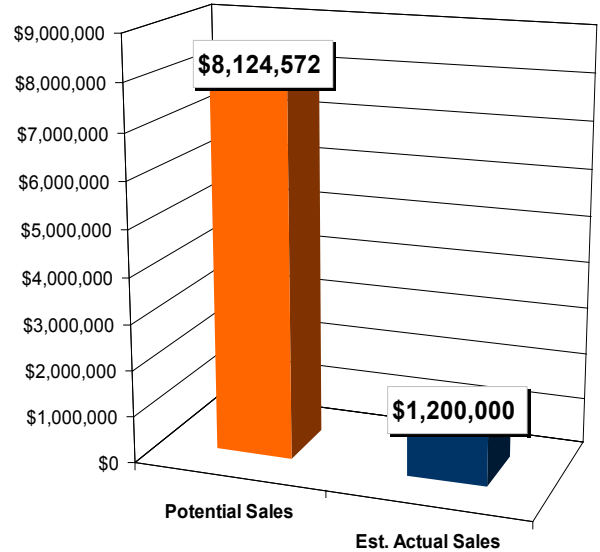
Richmond, Texas is leaking approximately \$6,924,573 in Motorcycle Dealers sales.

Retail leakage occurs when actual sales within a retail trade area are less than its potential sales.

Retail surplus, on the other hand, occurs when actual sales within a retail trade area are greater than its potential sales.

Retail leakage and surplus figures are used to identify the relative health of a community's retail market.

Motorcycle Dealers



Richmond, Texas Retail Trade Area



Retail Trade Area Demographics

Retail Trade Area Population	145,743
Average Household Income	\$89,628
Per Capita Income	\$28,005
Population by Race/Ethnicity	
White	64.92%
Black or African American	10.25%
Hispanic Origin	39.24%
Median Age	35.26

For more information, contact:

Terri Vela, City Manager
City of Richmond
402 Morton Street
Richmond, TX 77469

Tel: (281) 342-5456 ext. 21
Fax: (281) 232-8626



Sources: The Retail Coach, LLC | U.S. Census Bureau | Claritas 2010, 2011

November 2011. All information furnished is from sources deemed reliable and is submitted subject to errors, omissions, change of terms and/or conditions. Prepared by The Retail Coach, LLC, a national retail consulting and market research firm. 662.844.2155.

Automotive Dealers, NEC Opportunity Richmond, Texas

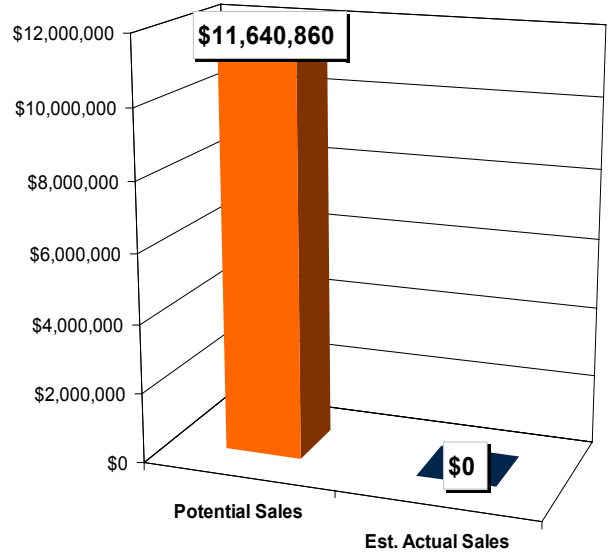
Richmond, Texas is leaking approximately \$11,640,860 in Automotive Dealers, NEC sales.

Retail leakage occurs when actual sales within a retail trade area are less than its potential sales.

Retail surplus, on the other hand, occurs when actual sales within a retail trade area are greater than its potential sales.

Retail leakage and surplus figures are used to identify the relative health of a community's retail market.

Automotive Dealers, NEC



Richmond, Texas Retail Trade Area



Retail Trade Area Demographics

Retail Trade Area Population	145,743
Average Household Income	\$89,628
Per Capita Income	\$28,005
Population by Race/Ethnicity	
White	64.92%
Black or African American	10.25%
Hispanic Origin	39.24%
Median Age	35.26

For more information, contact:

Terri Vela, City Manager
City of Richmond
402 Morton Street
Richmond, TX 77469

Tel: (281) 342-5456 ext. 21
Fax: (281) 232-8626



Sources: The Retail Coach, LLC | U.S. Census Bureau | Claritas 2010, 2011

November 2011. All information furnished is from sources deemed reliable and is submitted subject to errors, omissions, change of terms and/or conditions. Prepared by The Retail Coach, LLC, a national retail consulting and market research firm. 662.844.2155.

Men's and Boys' Clothing Stores Opportunity Richmond, Texas

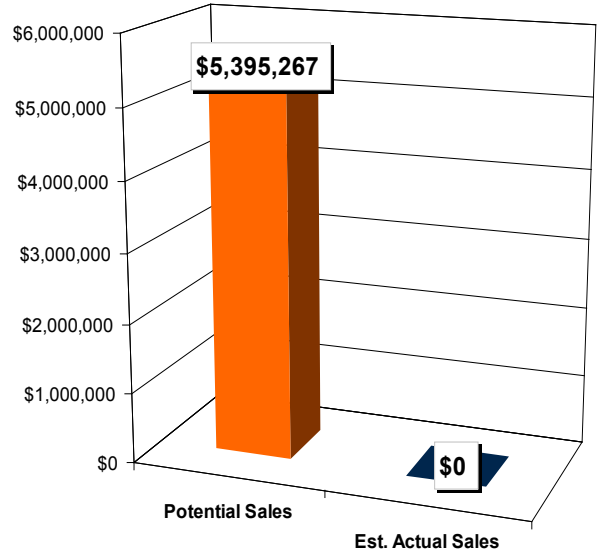
Richmond, Texas is leaking approximately \$5,395,267 in Men's and Boys' Clothing Stores sales.

Retail leakage occurs when actual sales within a retail trade area are less than its potential sales.

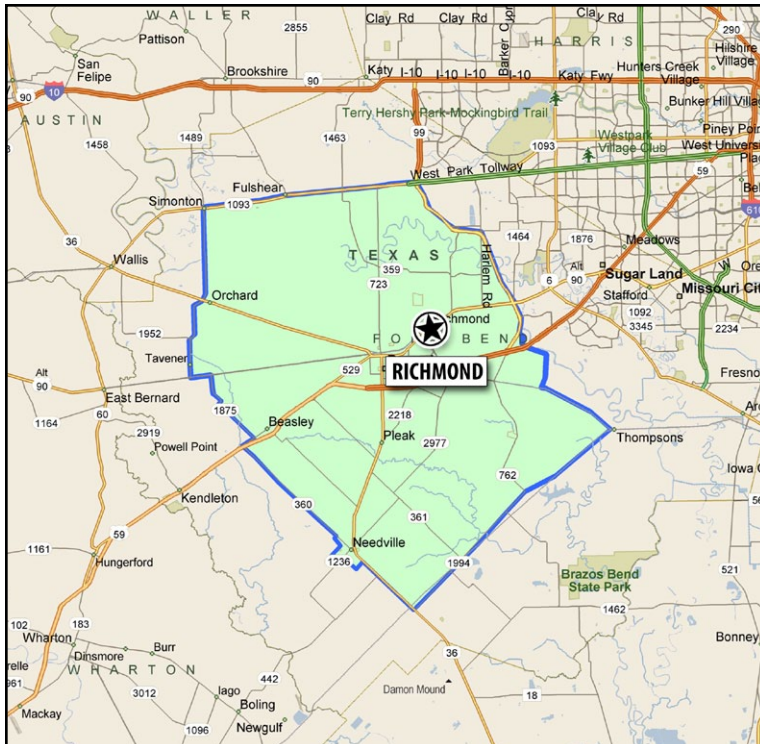
Retail surplus, on the other hand, occurs when actual sales within a retail trade area are greater than its potential sales.

Retail leakage and surplus figures are used to identify the relative health of a community's retail market.

Men's and Boys' Clothing Stores



Richmond, Texas Retail Trade Area



Retail Trade Area Demographics

Retail Trade Area Population	145,743
Average Household Income	\$89,628
Per Capita Income	\$28,005
Population by Race/Ethnicity	
White	64.92%
Black or African American	10.25%
Hispanic Origin	39.24%
Median Age	35.26

For more information, contact:

Terri Vela, City Manager
City of Richmond
402 Morton Street
Richmond, TX 77469

Tel: (281) 342-5456 ext. 21
Fax: (281) 232-8626



Sources: The Retail Coach, LLC | U.S. Census Bureau | Claritas 2010, 2011

November 2011. All information furnished is from sources deemed reliable and is submitted subject to errors, omissions, change of terms and/or conditions. Prepared by The Retail Coach, LLC, a national retail consulting and market research firm. 662.844.2155.

Women's Clothing Stores Opportunity Richmond, Texas

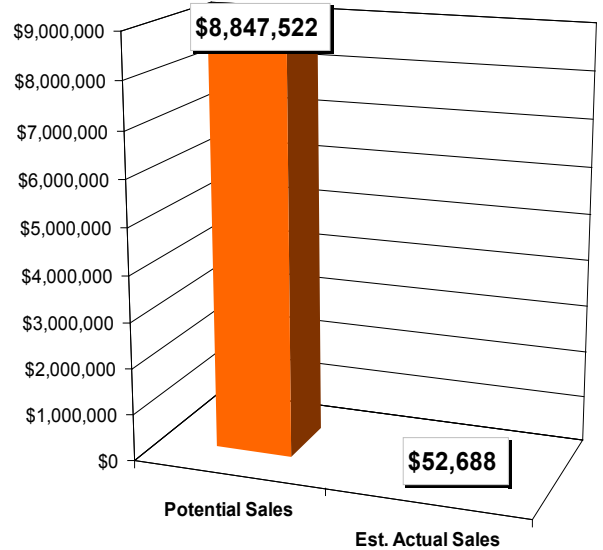
Richmond, Texas is leaking approximately \$8,794,834 in Women's Clothing Stores sales.

Retail leakage occurs when actual sales within a retail trade area are less than its potential sales.

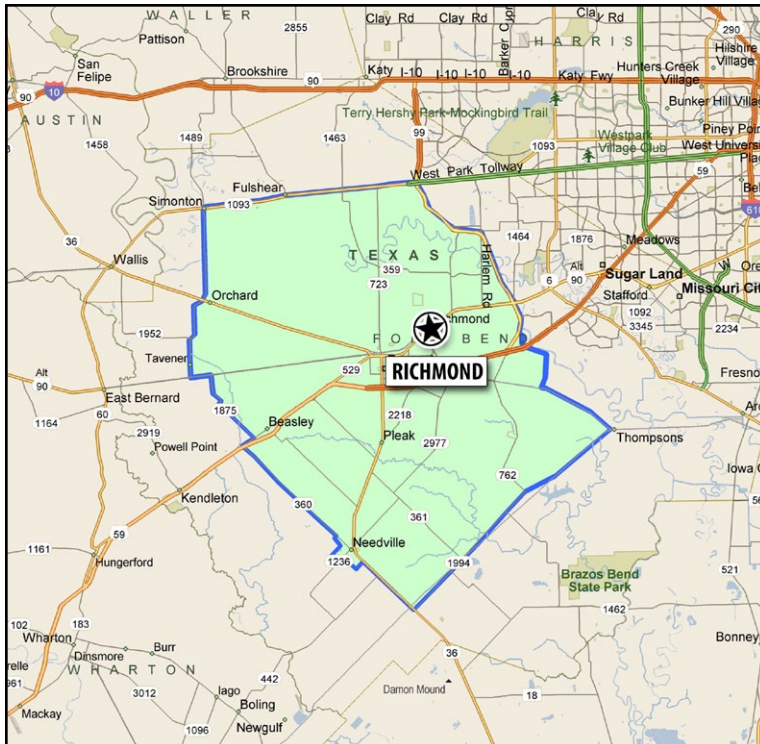
Retail surplus, on the other hand, occurs when actual sales within a retail trade area are greater than its potential sales.

Retail leakage and surplus figures are used to identify the relative health of a community's retail market.

Women's Clothing Stores



Richmond, Texas Retail Trade Area



Retail Trade Area Demographics

Retail Trade Area Population	145,743
Average Household Income	\$89,628
Per Capita Income	\$28,005
Population by Race/Ethnicity	
White	64.92%
Black or African American	10.25%
Hispanic Origin	39.24%
Median Age	35.26

For more information, contact:

Terri Vela, City Manager
City of Richmond
402 Morton Street
Richmond, TX 77469

Tel: (281) 342-5456 ext. 21
Fax: (281) 232-8626



Sources: The Retail Coach, LLC | U.S. Census Bureau | Claritas 2010, 2011

November 2011. All information furnished is from sources deemed reliable and is submitted subject to errors, omissions, change of terms and/or conditions. Prepared by The Retail Coach, LLC, a national retail consulting and market research firm. 662.844.2155.

Women's Accessory and Specialty Stores Richmond, Texas

Women's Accessory and Specialty Stores

Richmond, Texas is leaking approximately \$1,306,817 in Women's Accessory and Specialty Stores sales.

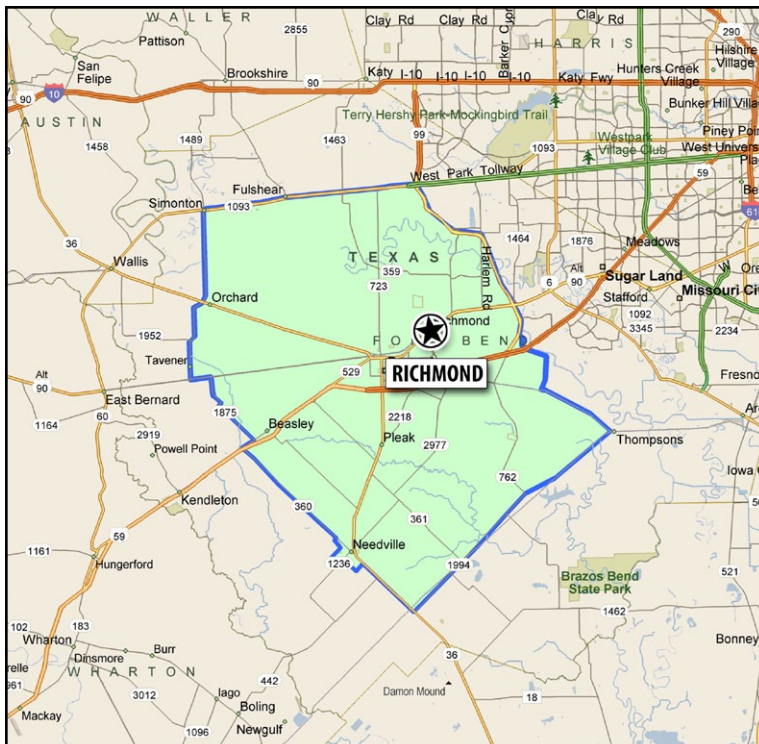
Retail leakage occurs when actual sales within a retail trade area are less than its potential sales.

Retail surplus, on the other hand, occurs when actual sales within a retail trade area are greater than its potential sales.

Retail leakage and surplus figures are used to identify the relative health of a community's retail market.



Richmond, Texas Retail Trade Area



Retail Trade Area Demographics

Retail Trade Area Population	145,743
Average Household Income	\$89,628
Per Capita Income	\$28,005
Population by Race/Ethnicity	
White	64.92%
Black or African American	10.25%
Hispanic Origin	39.24%
Median Age	35.26

For more information, contact:

Terri Vela, City Manager
City of Richmond
402 Morton Street
Richmond, TX 77469

Tel: (281) 342-5456 ext. 21
Fax: (281) 232-8626



Sources: The Retail Coach, LLC | U.S. Census Bureau | Claritas 2010, 2011

November 2011. All information furnished is from sources deemed reliable and is submitted subject to errors, omissions, change of terms and/or conditions. Prepared by The Retail Coach, LLC, a national retail consulting and market research firm. 662.844.2155.

Children's and Infants' Wear Opportunity Richmond, Texas

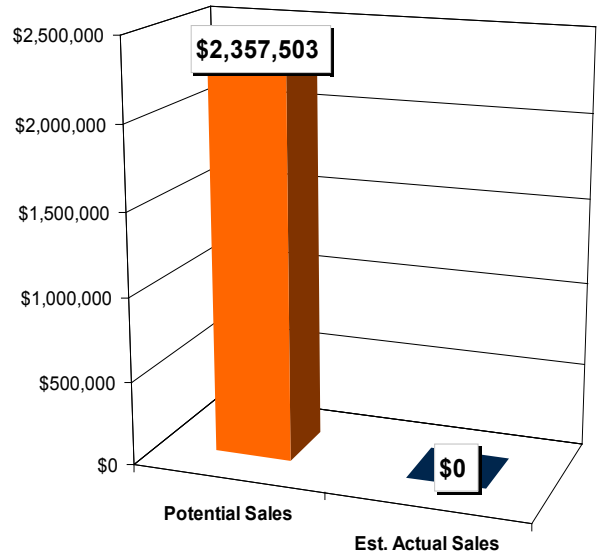
Richmond, Texas is leaking approximately \$2,357,503 in Children's and Infants' Wear sales.

Retail leakage occurs when actual sales within a retail trade area are less than its potential sales.

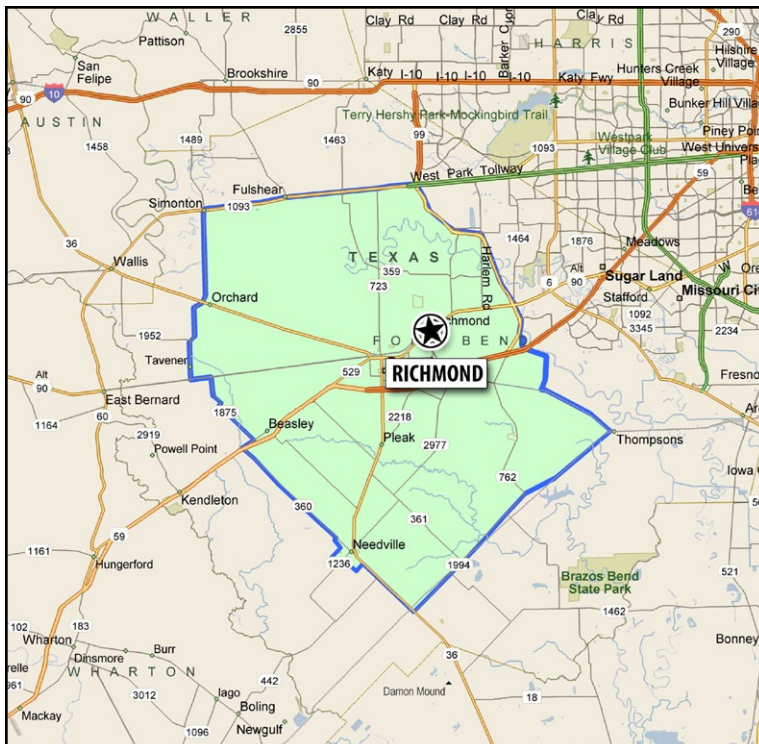
Retail surplus, on the other hand, occurs when actual sales within a retail trade area are greater than its potential sales.

Retail leakage and surplus figures are used to identify the relative health of a community's retail market.

Children's and Infants' Wear



Richmond, Texas Retail Trade Area



Retail Trade Area Demographics

Retail Trade Area Population	145,743
Average Household Income	\$89,628
Per Capita Income	\$28,005
Population by Race/Ethnicity	
White	64.92%
Black or African American	10.25%
Hispanic Origin	39.24%
Median Age	35.26

For more information, contact:

Terri Vela, City Manager
City of Richmond
402 Morton Street
Richmond, TX 77469

Tel: (281) 342-5456 ext. 21
Fax: (281) 232-8626



Sources: The Retail Coach, LLC | U.S. Census Bureau | Claritas 2010, 2011

November 2011. All information furnished is from sources deemed reliable and is submitted subject to errors, omissions, change of terms and/or conditions. Prepared by The Retail Coach, LLC, a national retail consulting and market research firm. 662.844.2155.

Family Clothing Stores Opportunity

Richmond, Texas

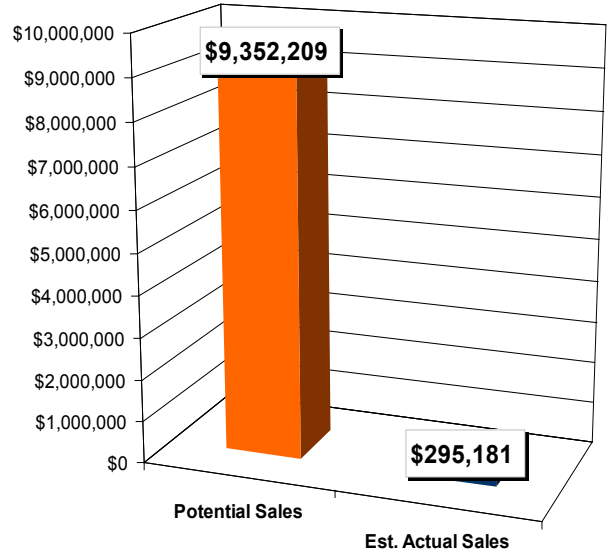
Richmond, Texas is leaking approximately \$9,057,028 in Family Clothing Stores sales.

Retail leakage occurs when actual sales within a retail trade area are less than its potential sales.

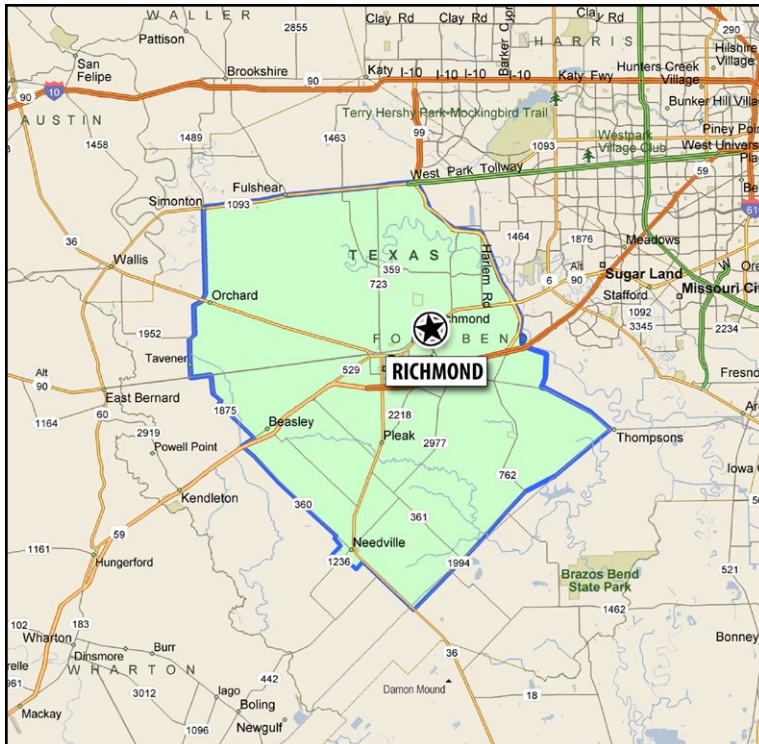
Retail surplus, on the other hand, occurs when actual sales within a retail trade area are greater than its potential sales.

Retail leakage and surplus figures are used to identify the relative health of a community's retail market.

Family Clothing Stores



Richmond, Texas Retail Trade Area



Retail Trade Area Demographics

Retail Trade Area Population	145,743
Average Household Income	\$89,628
Per Capita Income	\$28,005
Population by Race/Ethnicity	
White	64.92%
Black or African American	10.25%
Hispanic Origin	39.24%
Median Age	35.26

For more information, contact:

Terri Vela, City Manager
 City of Richmond
 402 Morton Street
 Richmond, TX 77469

Tel: (281) 342-5456 ext. 21
 Fax: (281) 232-8626



Sources: The Retail Coach, LLC | U.S. Census Bureau | Claritas 2010, 2011

November 2011. All information furnished is from sources deemed reliable and is submitted subject to errors, omissions, change of terms and/or conditions. Prepared by The Retail Coach, LLC, a national retail consulting and market research firm. 662.844.2155.

Shoe Stores Opportunity Richmond, Texas

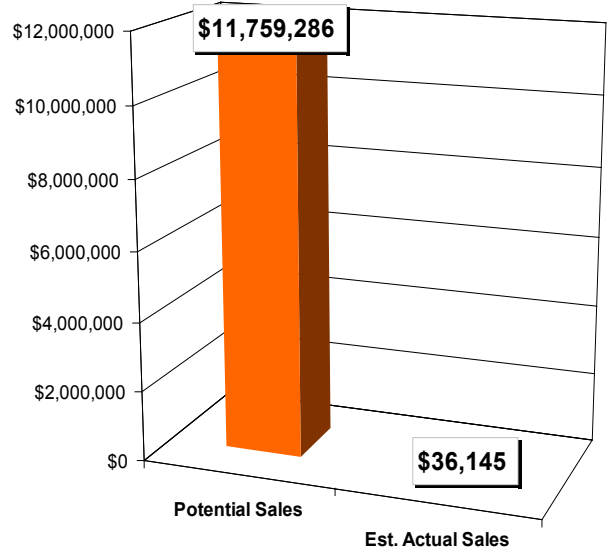
Richmond, Texas is leaking approximately \$11,723,140 in Shoe Stores sales.

Retail leakage occurs when actual sales within a retail trade area are less than its potential sales.

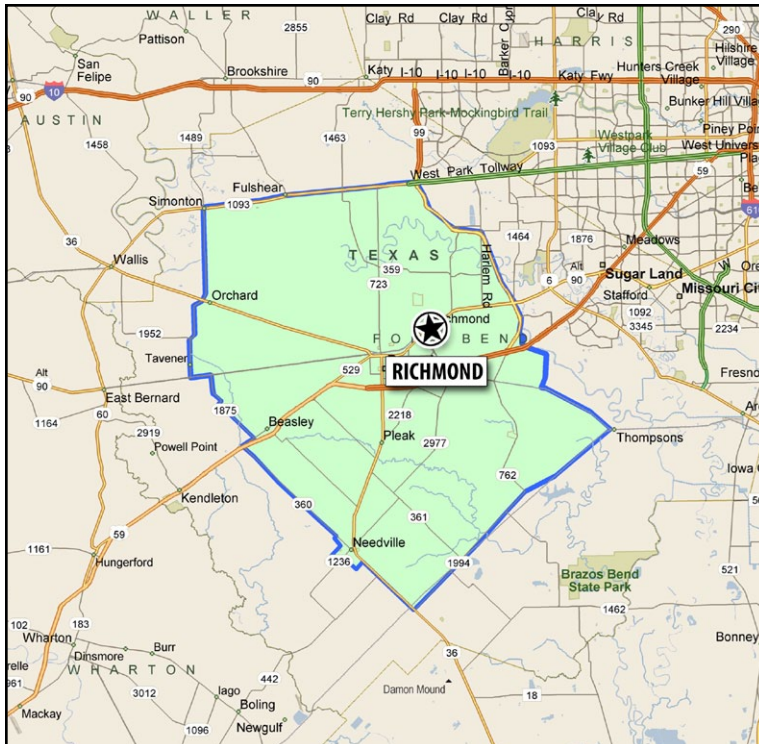
Retail surplus, on the other hand, occurs when actual sales within a retail trade area are greater than its potential sales.

Retail leakage and surplus figures are used to identify the relative health of a community's retail market.

Shoe Stores



Richmond, Texas Retail Trade Area



Retail Trade Area Demographics

Retail Trade Area Population	145,743
Average Household Income	\$89,628
Per Capita Income	\$28,005
Population by Race/Ethnicity	
White	64.92%
Black or African American	10.25%
Hispanic Origin	39.24%
Median Age	35.26

For more information, contact:

Terri Vela, City Manager
City of Richmond
402 Morton Street
Richmond, TX 77469

Tel: (281) 342-5456 ext. 21
Fax: (281) 232-8626



Sources: The Retail Coach, LLC | U.S. Census Bureau | Claritas 2010, 2011

November 2011. All information furnished is from sources deemed reliable and is submitted subject to errors, omissions, change of terms and/or conditions. Prepared by The Retail Coach, LLC, a national retail consulting and market research firm. 662.844.2155.

Miscellaneous Apparel and Accessory Stores Richmond, Texas

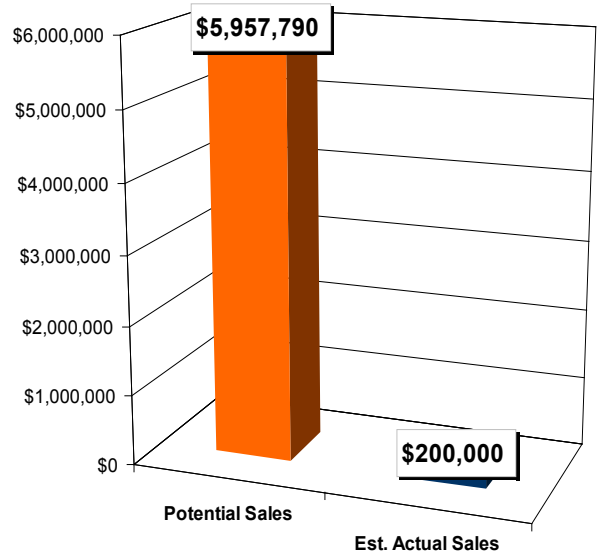
Miscellaneous Apparel and Accessory Stores

Richmond, Texas is leaking approximately \$5,757,790 in Miscellaneous Apparel and Accessory Stores sales.

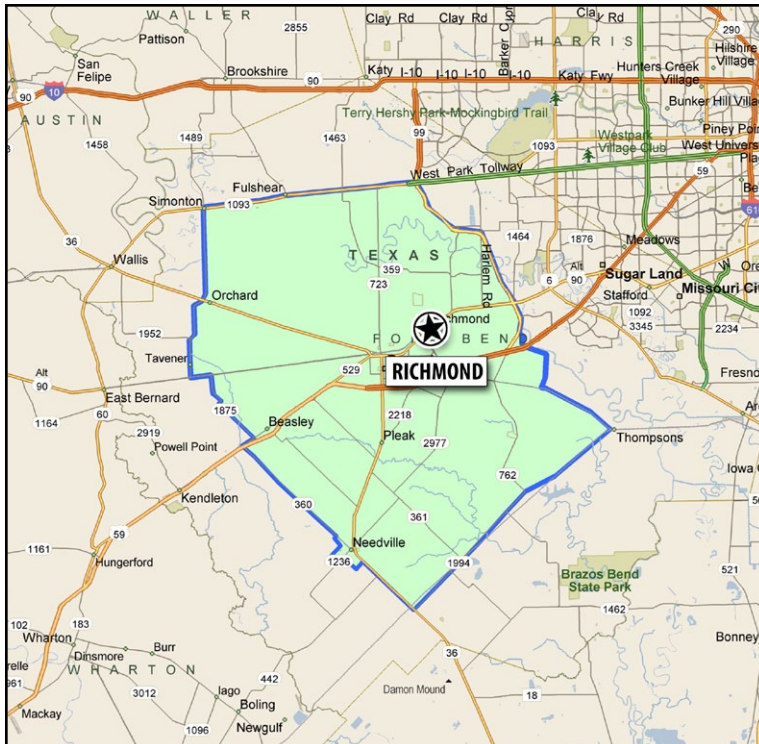
Retail leakage occurs when actual sales within a retail trade area are less than its potential sales.

Retail surplus, on the other hand, occurs when actual sales within a retail trade area are greater than its potential sales.

Retail leakage and surplus figures are used to identify the relative health of a community's retail market.



Richmond, Texas Retail Trade Area



Retail Trade Area Demographics

Retail Trade Area Population	145,743
Average Household Income	\$89,628
Per Capita Income	\$28,005
Population by Race/Ethnicity	
White	64.92%
Black or African American	10.25%
Hispanic Origin	39.24%
Median Age	35.26

For more information, contact:

Terri Vela, City Manager
City of Richmond
402 Morton Street
Richmond, TX 77469

Tel: (281) 342-5456 ext. 21
Fax: (281) 232-8626



Sources: The Retail Coach, LLC | U.S. Census Bureau | Claritas 2010, 2011

November 2011. All information furnished is from sources deemed reliable and is submitted subject to errors, omissions, change of terms and/or conditions. Prepared by The Retail Coach, LLC, a national retail consulting and market research firm. 662.844.2155.

Home Furniture and Furnishing Opportunity Richmond, Texas

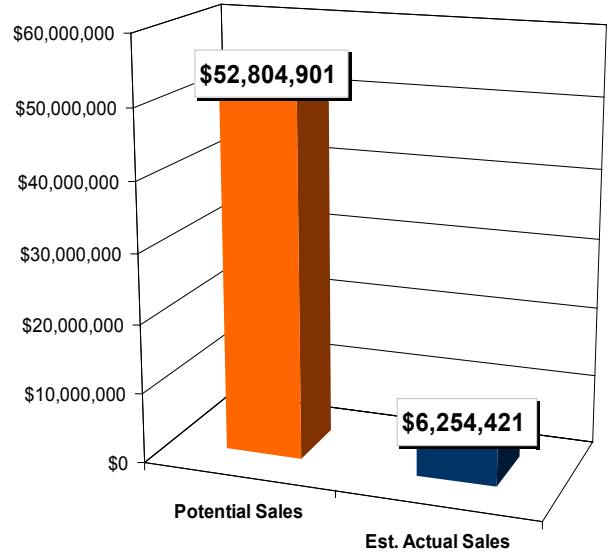
Richmond, Texas is leaking approximately \$46,550,480 in Home Furniture and Furnishing sales.

Retail leakage occurs when actual sales within a retail trade area are less than its potential sales.

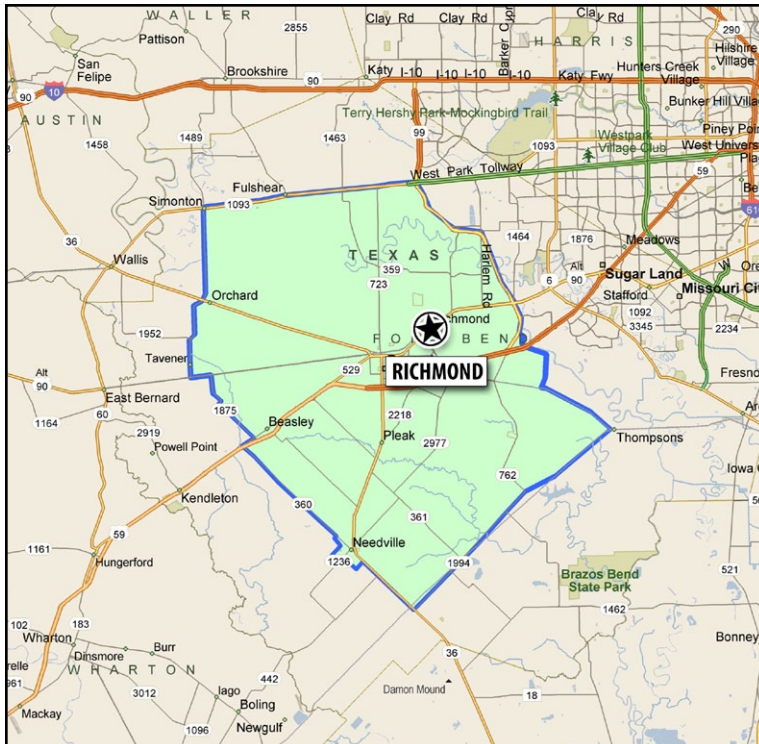
Retail surplus, on the other hand, occurs when actual sales within a retail trade area are greater than its potential sales.

Retail leakage and surplus figures are used to identify the relative health of a community's retail market.

Home Furniture and Furnishing



Richmond, Texas Retail Trade Area



Retail Trade Area Demographics

Retail Trade Area Population	145,743
Average Household Income	\$89,628
Per Capita Income	\$28,005
Population by Race/Ethnicity	
White	64.92%
Black or African American	10.25%
Hispanic Origin	39.24%
Median Age	35.26

For more information, contact:

Terri Vela, City Manager
City of Richmond
402 Morton Street
Richmond, TX 77469

Tel: (281) 342-5456 ext. 21
Fax: (281) 232-8626



Sources: The Retail Coach, LLC | U.S. Census Bureau | Claritas 2010, 2011

November 2011. All information furnished is from sources deemed reliable and is submitted subject to errors, omissions, change of terms and/or conditions. Prepared by The Retail Coach, LLC, a national retail consulting and market research firm. 662.844.2155.

Household Appliance Stores Opportunity Richmond, Texas

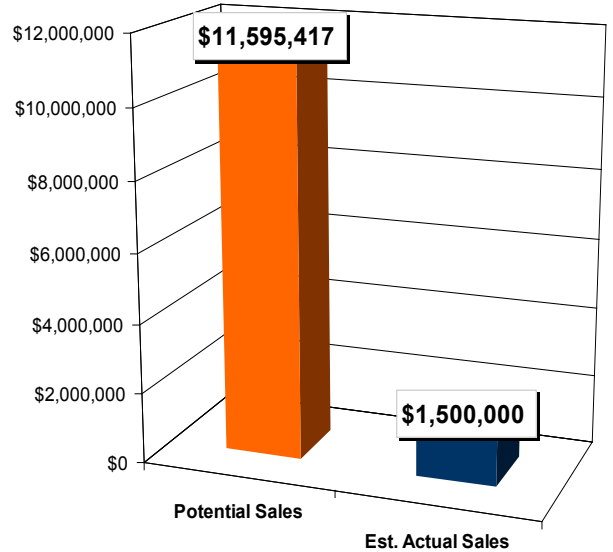
Richmond, Texas is leaking approximately \$10,095,420 in Household Appliance Stores sales.

Retail leakage occurs when actual sales within a retail trade area are less than its potential sales.

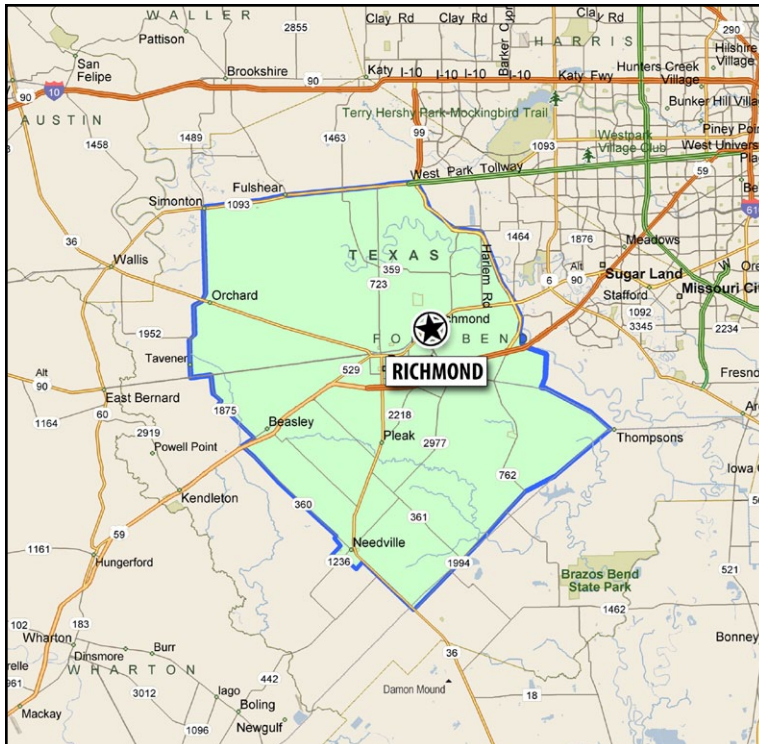
Retail surplus, on the other hand, occurs when actual sales within a retail trade area are greater than its potential sales.

Retail leakage and surplus figures are used to identify the relative health of a community's retail market.

Household Appliance Stores



Richmond, Texas Retail Trade Area



Retail Trade Area Demographics

Retail Trade Area Population	145,743
Average Household Income	\$89,628
Per Capita Income	\$28,005
Population by Race/Ethnicity	
White	64.92%
Black or African American	10.25%
Hispanic Origin	39.24%
Median Age	35.26

For more information, contact:

Terri Vela, City Manager
City of Richmond
402 Morton Street
Richmond, TX 77469

Tel: (281) 342-5456 ext. 21
Fax: (281) 232-8626



Sources: The Retail Coach, LLC | U.S. Census Bureau | Claritas 2010, 2011

November 2011. All information furnished is from sources deemed reliable and is submitted subject to errors, omissions, change of terms and/or conditions. Prepared by The Retail Coach, LLC, a national retail consulting and market research firm. 662.844.2155.

Radio, TV, and Computer Stores Opportunity Richmond, Texas

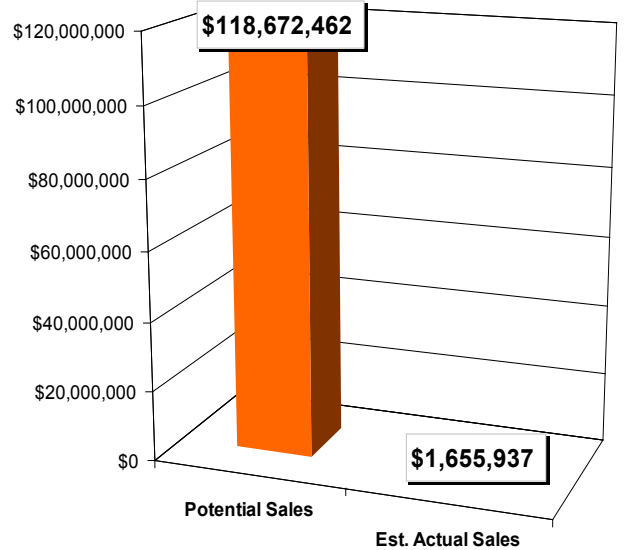
Richmond, Texas is leaking approximately \$117,016,500 in Radio, TV, and Computer Stores sales.

Retail leakage occurs when actual sales within a retail trade area are less than its potential sales.

Retail surplus, on the other hand, occurs when actual sales within a retail trade area are greater than its potential sales.

Retail leakage and surplus figures are used to identify the relative health of a community's retail market.

Radio, TV, and Computer Stores



Richmond, Texas Retail Trade Area



Retail Trade Area Demographics

Retail Trade Area Population	145,743
Average Household Income	\$89,628
Per Capita Income	\$28,005
Population by Race/Ethnicity	
White	64.92%
Black or African American	10.25%
Hispanic Origin	39.24%
Median Age	35.26

For more information, contact:

Terri Vela, City Manager
City of Richmond
402 Morton Street
Richmond, TX 77469

Tel: (281) 342-5456 ext. 21
Fax: (281) 232-8626



Sources: The Retail Coach, LLC | U.S. Census Bureau | Claritas 2010, 2011

November 2011. All information furnished is from sources deemed reliable and is submitted subject to errors, omissions, change of terms and/or conditions. Prepared by The Retail Coach, LLC, a national retail consulting and market research firm. 662.844.2155.

Eating Places Opportunity Richmond, Texas

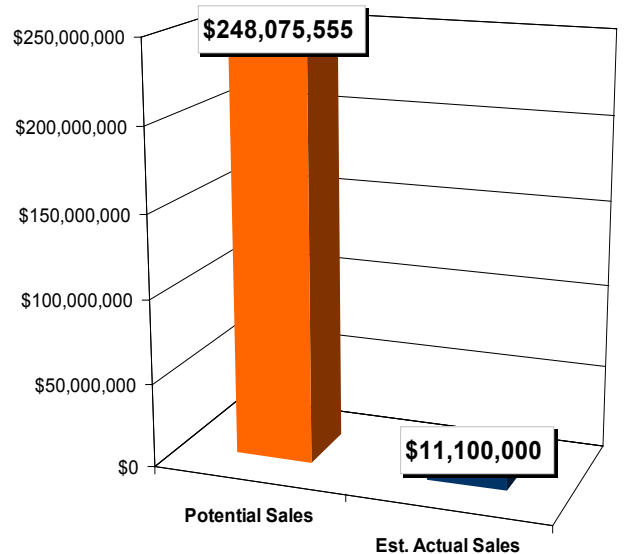
Richmond, Texas is leaking approximately \$236,975,600 in Eating Places sales.

Retail leakage occurs when actual sales within a retail trade area are less than its potential sales.

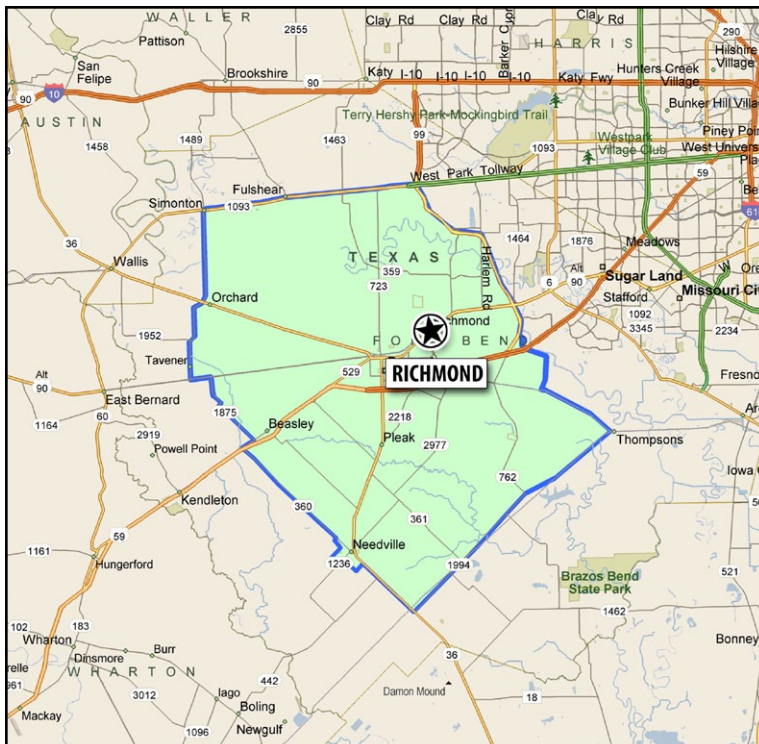
Retail surplus, on the other hand, occurs when actual sales within a retail trade area are greater than its potential sales.

Retail leakage and surplus figures are used to identify the relative health of a community's retail market.

Eating Places



Richmond, Texas Retail Trade Area



Retail Trade Area Demographics

Retail Trade Area Population	145,743
Average Household Income	\$89,628
Per Capita Income	\$28,005
Population by Race/Ethnicity	
White	64.92%
Black or African American	10.25%
Hispanic Origin	39.24%
Median Age	35.26

For more information, contact:

Terri Vela, City Manager
City of Richmond
402 Morton Street
Richmond, TX 77469

Tel: (281) 342-5456 ext. 21
Fax: (281) 232-8626



Sources: The Retail Coach, LLC | U.S. Census Bureau | Claritas 2010, 2011

November 2011. All information furnished is from sources deemed reliable and is submitted subject to errors, omissions, change of terms and/or conditions. Prepared by The Retail Coach, LLC, a national retail consulting and market research firm. 662.844.2155.

Drinking Places Opportunity Richmond, Texas

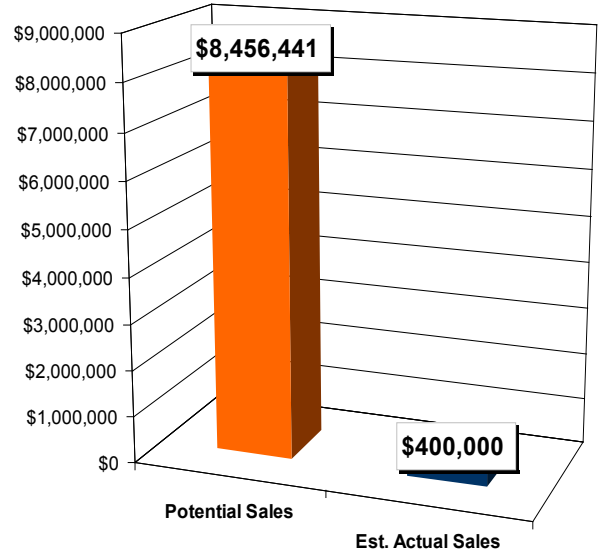
Richmond, Texas is leaking approximately \$8,056,441 in Drinking Places sales.

Retail leakage occurs when actual sales within a retail trade area are less than its potential sales.

Retail surplus, on the other hand, occurs when actual sales within a retail trade area are greater than its potential sales.

Retail leakage and surplus figures are used to identify the relative health of a community's retail market.

Drinking Places



Richmond, Texas Retail Trade Area



Retail Trade Area Demographics

Retail Trade Area Population	145,743
Average Household Income	\$89,628
Per Capita Income	\$28,005
Population by Race/Ethnicity	
White	64.92%
Black or African American	10.25%
Hispanic Origin	39.24%
Median Age	35.26

For more information, contact:

Terri Vela, City Manager
City of Richmond
402 Morton Street
Richmond, TX 77469

Tel: (281) 342-5456 ext. 21
Fax: (281) 232-8626



Sources: The Retail Coach, LLC | U.S. Census Bureau | Claritas 2010, 2011

November 2011. All information furnished is from sources deemed reliable and is submitted subject to errors, omissions, change of terms and/or conditions. Prepared by The Retail Coach, LLC, a national retail consulting and market research firm. 662.844.2155.

Drug Stores and Proprietary Opportunity Richmond, Texas

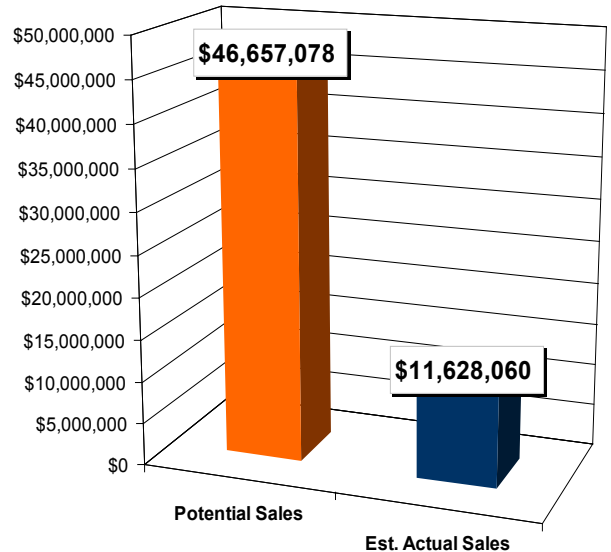
Richmond, Texas is leaking approximately \$35,029,020 in Drug Stores and Proprietary sales.

Retail leakage occurs when actual sales within a retail trade area are less than its potential sales.

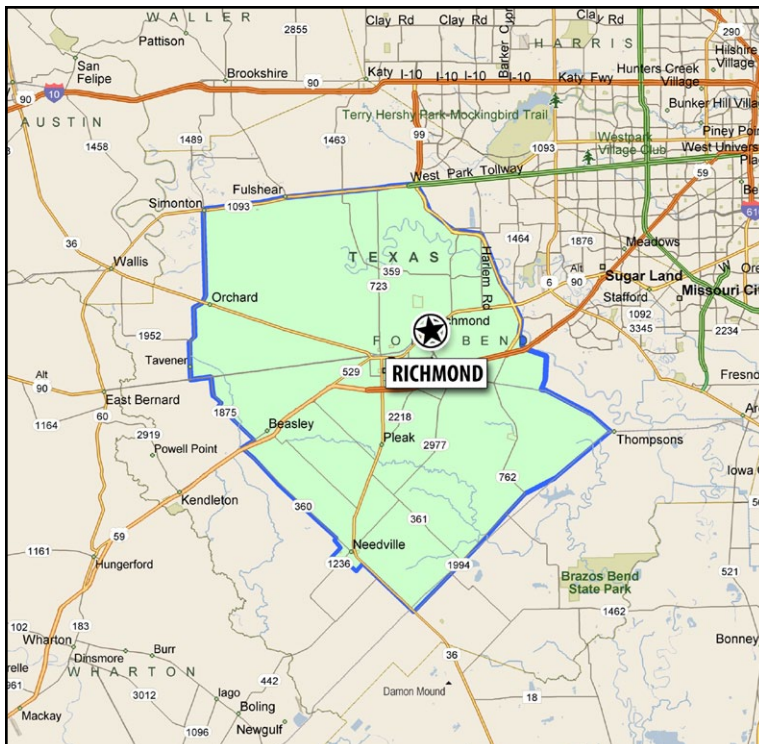
Retail surplus, on the other hand, occurs when actual sales within a retail trade area are greater than its potential sales.

Retail leakage and surplus figures are used to identify the relative health of a community's retail market.

Drug Stores and Proprietary



Richmond, Texas Retail Trade Area



Retail Trade Area Demographics

Retail Trade Area Population	145,743
Average Household Income	\$89,628
Per Capita Income	\$28,005
Population by Race/Ethnicity	
White	64.92%
Black or African American	10.25%
Hispanic Origin	39.24%
Median Age	35.26

For more information, contact:

Terri Vela, City Manager
City of Richmond
402 Morton Street
Richmond, TX 77469

Tel: (281) 342-5456 ext. 21
Fax: (281) 232-8626



Sources: The Retail Coach, LLC | U.S. Census Bureau | Claritas 2010, 2011

November 2011. All information furnished is from sources deemed reliable and is submitted subject to errors, omissions, change of terms and/or conditions. Prepared by The Retail Coach, LLC, a national retail consulting and market research firm. 662.844.2155.

Liquor Stores Opportunity Richmond, Texas

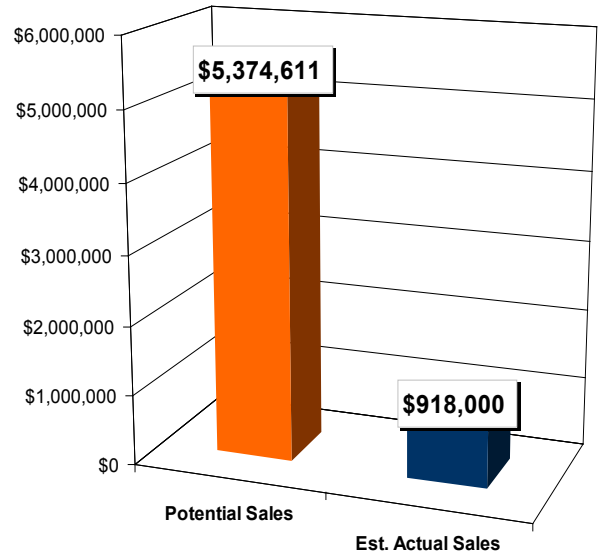
Richmond, Texas is leaking approximately \$4,456,611 in Liquor Stores sales.

Retail leakage occurs when actual sales within a retail trade area are less than its potential sales.

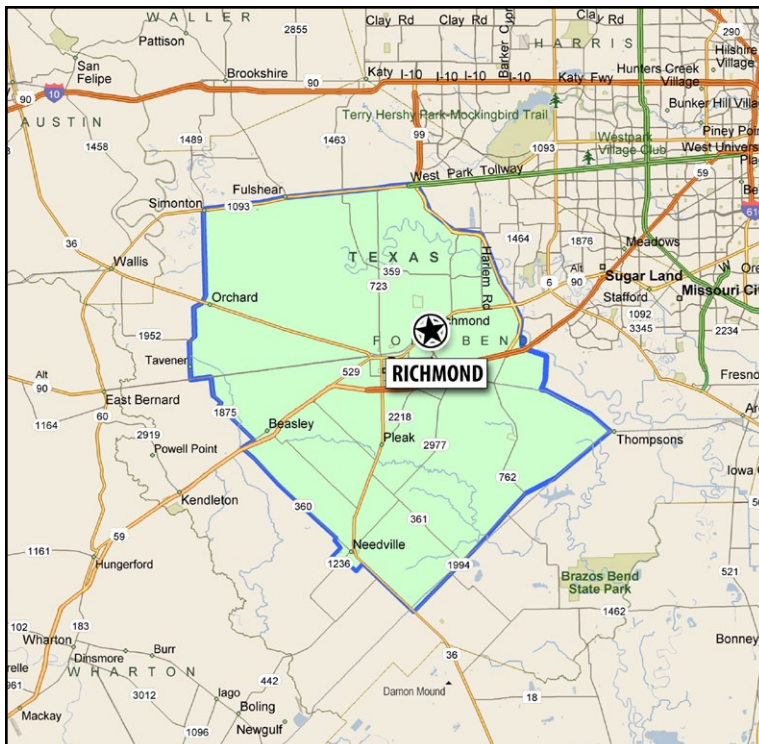
Retail surplus, on the other hand, occurs when actual sales within a retail trade area are greater than its potential sales.

Retail leakage and surplus figures are used to identify the relative health of a community's retail market.

Liquor Stores



Richmond, Texas Retail Trade Area



Retail Trade Area Demographics

Retail Trade Area Population	145,743
Average Household Income	\$89,628
Per Capita Income	\$28,005
Population by Race/Ethnicity	
White	64.92%
Black or African American	10.25%
Hispanic Origin	39.24%
Median Age	35.26

For more information, contact:

Terri Vela, City Manager
City of Richmond
402 Morton Street
Richmond, TX 77469

Tel: (281) 342-5456 ext. 21
Fax: (281) 232-8626



Sources: The Retail Coach, LLC | U.S. Census Bureau | Claritas 2010, 2011

November 2011. All information furnished is from sources deemed reliable and is submitted subject to errors, omissions, change of terms and/or conditions. Prepared by The Retail Coach, LLC, a national retail consulting and market research firm. 662.844.2155.

Used Merchandise Stores Opportunity Richmond, Texas

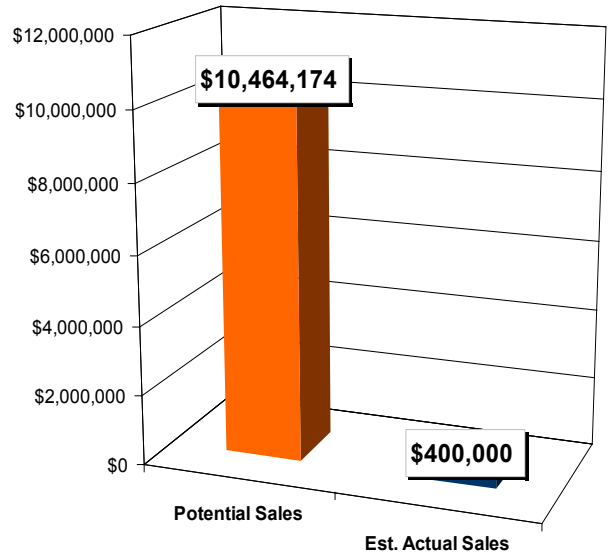
Richmond, Texas is leaking approximately \$10,064,170 in Used Merchandise Stores sales.

Retail leakage occurs when actual sales within a retail trade area are less than its potential sales.

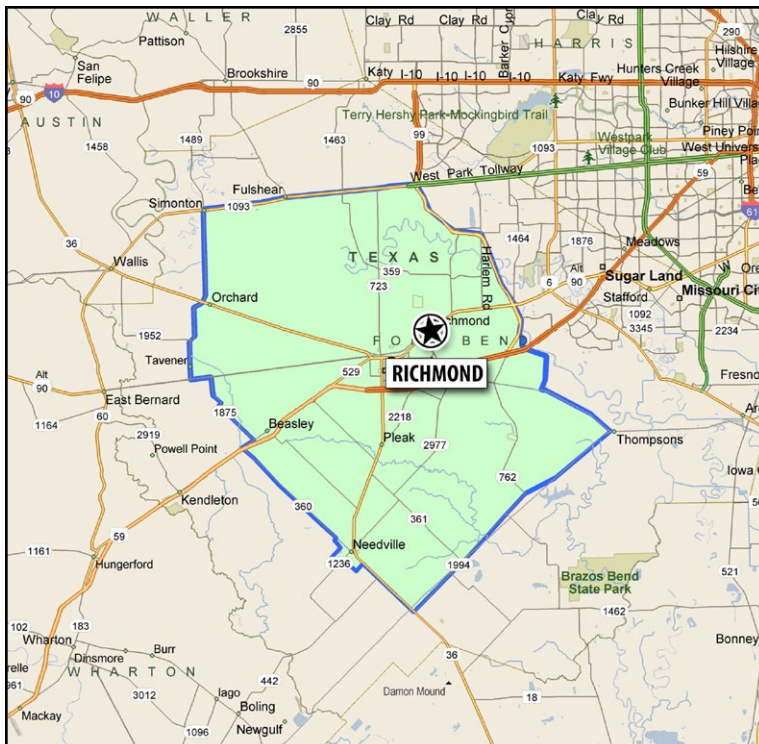
Retail surplus, on the other hand, occurs when actual sales within a retail trade area are greater than its potential sales.

Retail leakage and surplus figures are used to identify the relative health of a community's retail market.

Used Merchandise Stores



Richmond, Texas Retail Trade Area



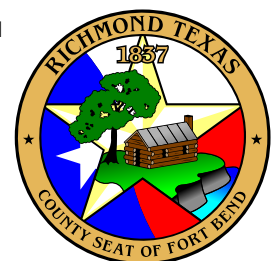
Retail Trade Area Demographics

Retail Trade Area Population	145,743
Average Household Income	\$89,628
Per Capita Income	\$28,005
Population by Race/Ethnicity	
White	64.92%
Black or African American	10.25%
Hispanic Origin	39.24%
Median Age	35.26

For more information, contact:

Terri Vela, City Manager
City of Richmond
402 Morton Street
Richmond, TX 77469

Tel: (281) 342-5456 ext. 21
Fax: (281) 232-8626



Sources: The Retail Coach, LLC | U.S. Census Bureau | Claritas 2010, 2011

November 2011. All information furnished is from sources deemed reliable and is submitted subject to errors, omissions, change of terms and/or conditions. Prepared by The Retail Coach, LLC, a national retail consulting and market research firm. 662.844.2155.

Sporting Goods, Bicycle and Gun Stores Richmond, Texas

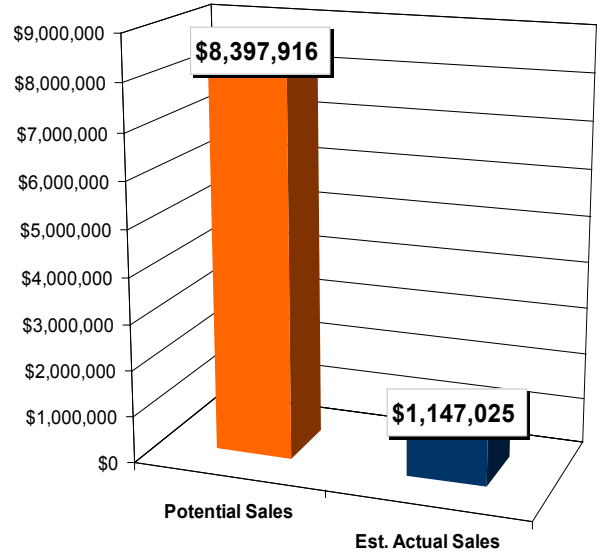
Sporting Goods, Bicycle and Gun Stores

Richmond, Texas is leaking approximately \$7,250,891 in Sporting Goods, Bicycle and Gun Stores sales.

Retail leakage occurs when actual sales within a retail trade area are less than its potential sales.

Retail surplus, on the other hand, occurs when actual sales within a retail trade area are greater than its potential sales.

Retail leakage and surplus figures are used to identify the relative health of a community's retail market.



Richmond, Texas Retail Trade Area



Retail Trade Area Demographics

Retail Trade Area Population	145,743
Average Household Income	\$89,628
Per Capita Income	\$28,005
Population by Race/Ethnicity	
White	64.92%
Black or African American	10.25%
Hispanic Origin	39.24%
Median Age	35.26

For more information, contact:

Terri Vela, City Manager
City of Richmond
402 Morton Street
Richmond, TX 77469

Tel: (281) 342-5456 ext. 21
Fax: (281) 232-8626



Sources: The Retail Coach, LLC | U.S. Census Bureau | Claritas 2010, 2011

November 2011. All information furnished is from sources deemed reliable and is submitted subject to errors, omissions, change of terms and/or conditions. Prepared by The Retail Coach, LLC, a national retail consulting and market research firm. 662.844.2155.

Book Stores Opportunity Richmond, Texas

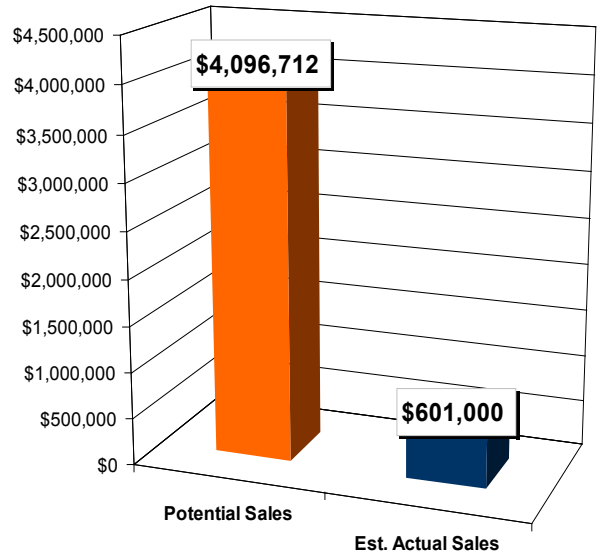
Richmond, Texas is leaking approximately \$3,495,712 in Book Stores sales.

Retail leakage occurs when actual sales within a retail trade area are less than its potential sales.

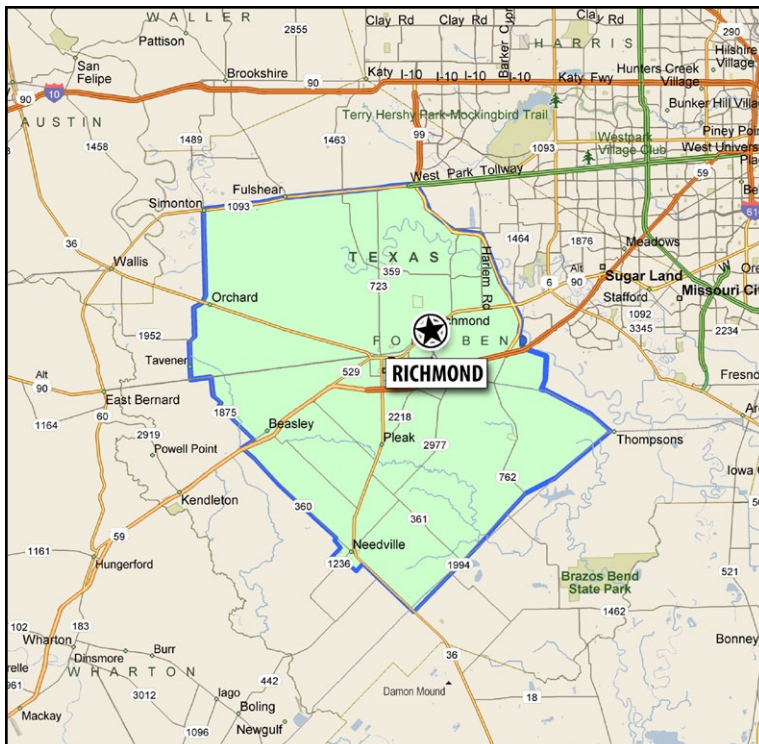
Retail surplus, on the other hand, occurs when actual sales within a retail trade area are greater than its potential sales.

Retail leakage and surplus figures are used to identify the relative health of a community's retail market.

Book Stores



Richmond, Texas Retail Trade Area



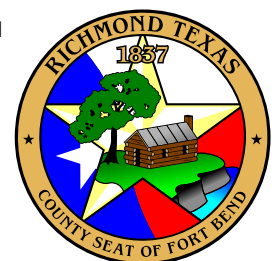
Retail Trade Area Demographics

Retail Trade Area Population	145,743
Average Household Income	\$89,628
Per Capita Income	\$28,005
Population by Race/Ethnicity	
White	64.92%
Black or African American	10.25%
Hispanic Origin	39.24%
Median Age	35.26

For more information, contact:

Terri Vela, City Manager
City of Richmond
402 Morton Street
Richmond, TX 77469

Tel: (281) 342-5456 ext. 21
Fax: (281) 232-8626



Sources: The Retail Coach, LLC | U.S. Census Bureau | Claritas 2010, 2011

November 2011. All information furnished is from sources deemed reliable and is submitted subject to errors, omissions, change of terms and/or conditions. Prepared by The Retail Coach, LLC, a national retail consulting and market research firm. 662.844.2155.

Stationery Stores Opportunity Richmond, Texas

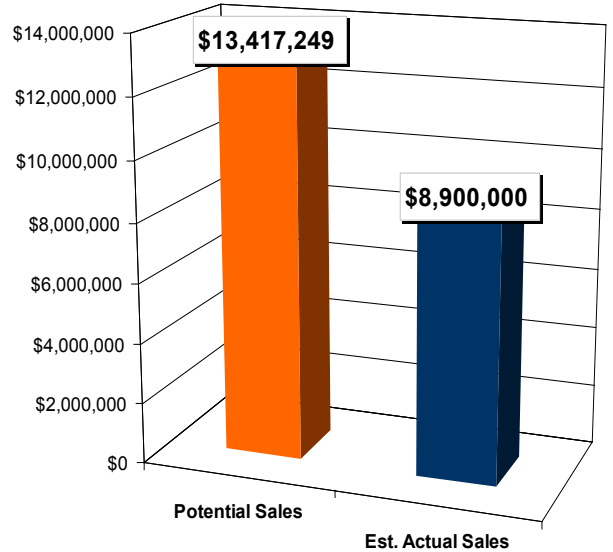
Richmond, Texas is leaking approximately \$4,517,250 in Stationery Stores sales.

Retail leakage occurs when actual sales within a retail trade area are less than its potential sales.

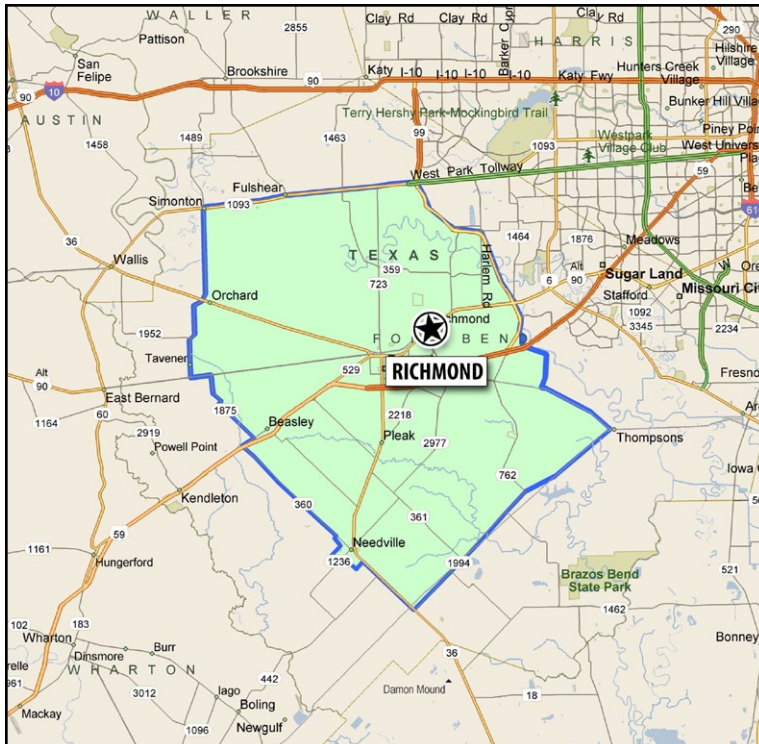
Retail surplus, on the other hand, occurs when actual sales within a retail trade area are greater than its potential sales.

Retail leakage and surplus figures are used to identify the relative health of a community's retail market.

Stationery Stores



Richmond, Texas Retail Trade Area



Retail Trade Area Demographics

Retail Trade Area Population	145,743
Average Household Income	\$89,628
Per Capita Income	\$28,005
Population by Race/Ethnicity	
White	64.92%
Black or African American	10.25%
Hispanic Origin	39.24%
Median Age	35.26

For more information, contact:

Terri Vela, City Manager
City of Richmond
402 Morton Street
Richmond, TX 77469

Tel: (281) 342-5456 ext. 21
Fax: (281) 232-8626



Sources: The Retail Coach, LLC | U.S. Census Bureau | Claritas 2010, 2011

November 2011. All information furnished is from sources deemed reliable and is submitted subject to errors, omissions, change of terms and/or conditions. Prepared by The Retail Coach, LLC, a national retail consulting and market research firm. 662.844.2155.

Jewelry Stores Opportunity Richmond, Texas

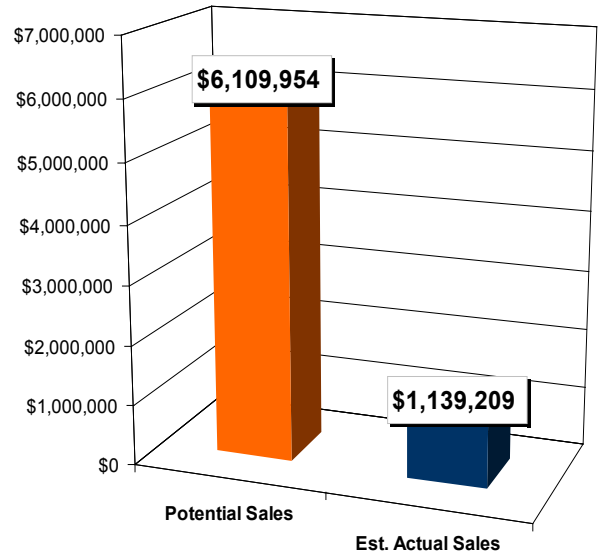
Richmond, Texas is leaking approximately \$4,970,745 in Jewelry Stores sales.

Retail leakage occurs when actual sales within a retail trade area are less than its potential sales.

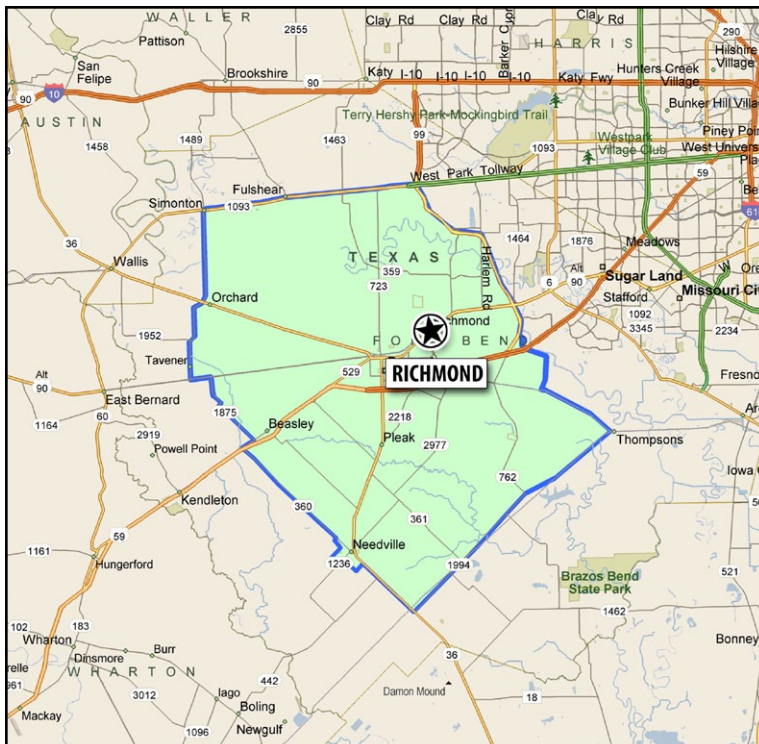
Retail surplus, on the other hand, occurs when actual sales within a retail trade area are greater than its potential sales.

Retail leakage and surplus figures are used to identify the relative health of a community's retail market.

Jewelry Stores



Richmond, Texas Retail Trade Area



Retail Trade Area Demographics

Retail Trade Area Population	145,743
Average Household Income	\$89,628
Per Capita Income	\$28,005
Population by Race/Ethnicity	
White	64.92%
Black or African American	10.25%
Hispanic Origin	39.24%
Median Age	35.26

For more information, contact:

Terri Vela, City Manager
City of Richmond
402 Morton Street
Richmond, TX 77469

Tel: (281) 342-5456 ext. 21
Fax: (281) 232-8626



Sources: The Retail Coach, LLC | U.S. Census Bureau | Claritas 2010, 2011

November 2011. All information furnished is from sources deemed reliable and is submitted subject to errors, omissions, change of terms and/or conditions. Prepared by The Retail Coach, LLC, a national retail consulting and market research firm. 662.844.2155.

Hobby, Toy and Game Shops Opportunity Richmond, Texas

Richmond, Texas is leaking approximately \$6,773,002 in Hobby, Toy and Game Shops sales.

Retail leakage occurs when actual sales within a retail trade area are less than its potential sales.

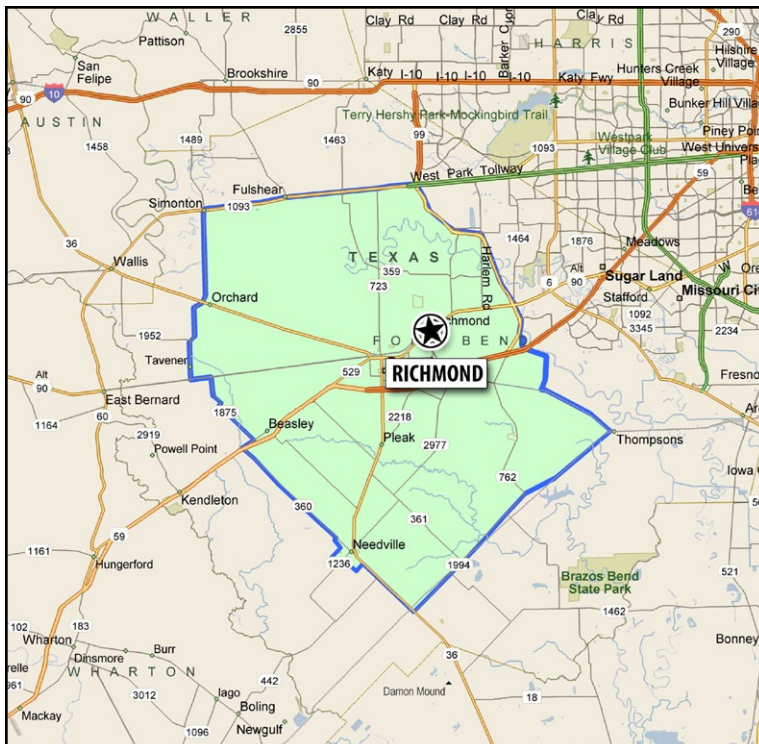
Retail surplus, on the other hand, occurs when actual sales within a retail trade area are greater than its potential sales.

Retail leakage and surplus figures are used to identify the relative health of a community's retail market.

Hobby, Toy and Game Shops



Richmond, Texas Retail Trade Area



Retail Trade Area Demographics

Retail Trade Area Population	145,743
Average Household Income	\$89,628
Per Capita Income	\$28,005
Population by Race/Ethnicity	
White	64.92%
Black or African American	10.25%
Hispanic Origin	39.24%
Median Age	35.26

For more information, contact:

Terri Vela, City Manager
City of Richmond
402 Morton Street
Richmond, TX 77469

Tel: (281) 342-5456 ext. 21
Fax: (281) 232-8626



Sources: The Retail Coach, LLC | U.S. Census Bureau | Claritas 2010, 2011

November 2011. All information furnished is from sources deemed reliable and is submitted subject to errors, omissions, change of terms and/or conditions. Prepared by The Retail Coach, LLC, a national retail consulting and market research firm. 662.844.2155.

Camera and Photography Supply Stores Richmond, Texas

Camera and Photography Supply Stores

Richmond, Texas is leaking approximately \$521,212 in Camera and Photography Supply Stores sales.

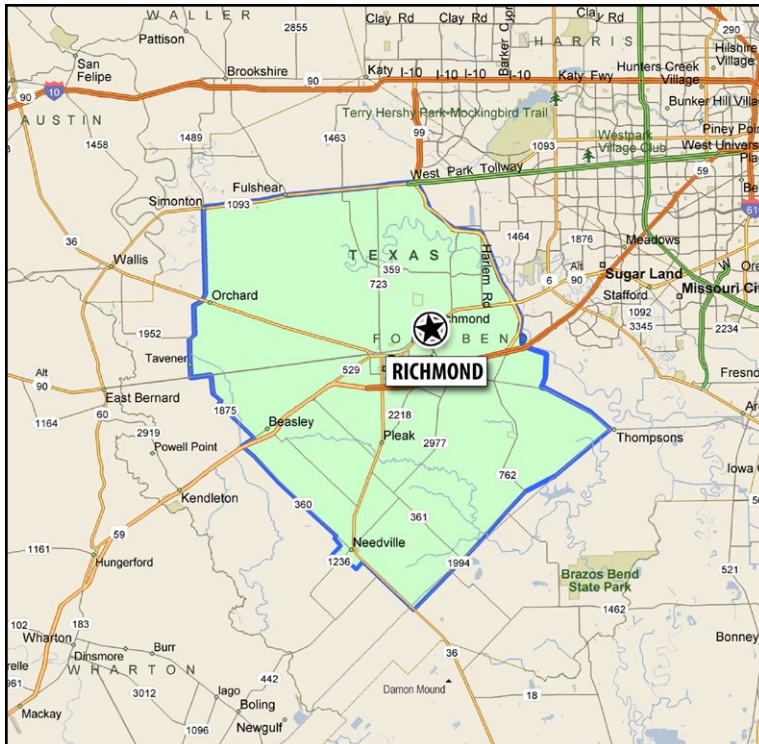
Retail leakage occurs when actual sales within a retail trade area are less than its potential sales.

Retail surplus, on the other hand, occurs when actual sales within a retail trade area are greater than its potential sales.

Retail leakage and surplus figures are used to identify the relative health of a community's retail market.



Richmond, Texas Retail Trade Area



Retail Trade Area Demographics

Retail Trade Area Population	145,743
Average Household Income	\$89,628
Per Capita Income	\$28,005
Population by Race/Ethnicity	
White	64.92%
Black or African American	10.25%
Hispanic Origin	39.24%
Median Age	35.26

For more information, contact:

Terri Vela, City Manager
City of Richmond
402 Morton Street
Richmond, TX 77469

Tel: (281) 342-5456 ext. 21
Fax: (281) 232-8626



Sources: The Retail Coach, LLC | U.S. Census Bureau | Claritas 2010, 2011

November 2011. All information furnished is from sources deemed reliable and is submitted subject to errors, omissions, change of terms and/or conditions. Prepared by The Retail Coach, LLC, a national retail consulting and market research firm. 662.844.2155.

Gift, Novelty and Souvenir Shops Opportunity Richmond, Texas

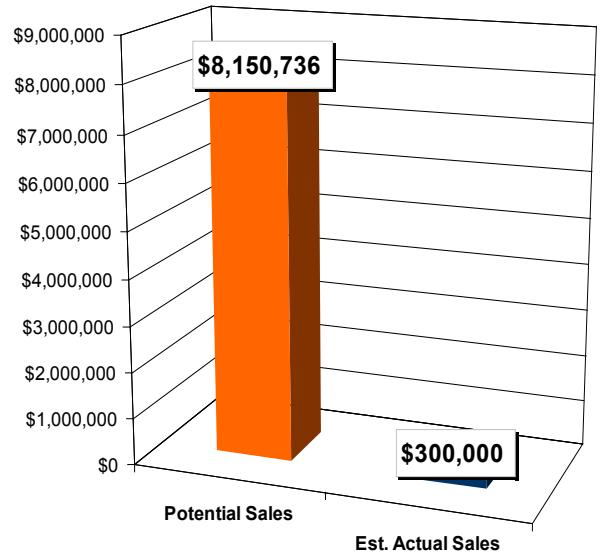
Richmond, Texas is leaking approximately \$7,850,737 in Gift, Novelty and Souvenir Shops sales.

Retail leakage occurs when actual sales within a retail trade area are less than its potential sales.

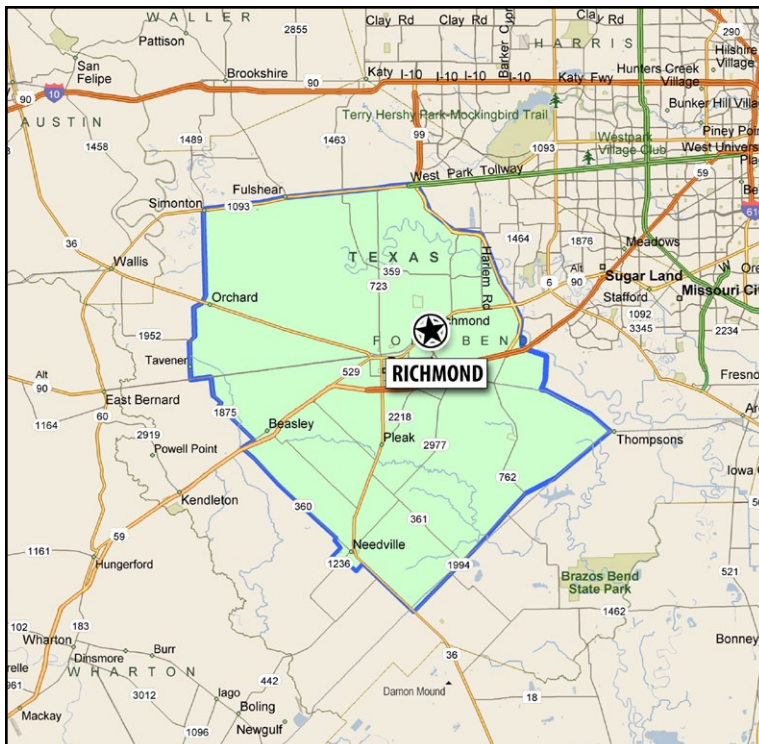
Retail surplus, on the other hand, occurs when actual sales within a retail trade area are greater than its potential sales.

Retail leakage and surplus figures are used to identify the relative health of a community's retail market.

Gift, Novelty and Souvenir Shops



Richmond, Texas Retail Trade Area



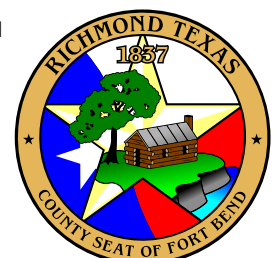
Retail Trade Area Demographics

Retail Trade Area Population	145,743
Average Household Income	\$89,628
Per Capita Income	\$28,005
Population by Race/Ethnicity	
White	64.92%
Black or African American	10.25%
Hispanic Origin	39.24%
Median Age	35.26

For more information, contact:

Terri Vela, City Manager
City of Richmond
402 Morton Street
Richmond, TX 77469

Tel: (281) 342-5456 ext. 21
Fax: (281) 232-8626



Sources: The Retail Coach, LLC | U.S. Census Bureau | Claritas 2010, 2011

November 2011. All information furnished is from sources deemed reliable and is submitted subject to errors, omissions, change of terms and/or conditions. Prepared by The Retail Coach, LLC, a national retail consulting and market research firm. 662.844.2155.

Luggage and Leather Goods Stores Opportunity Richmond, Texas

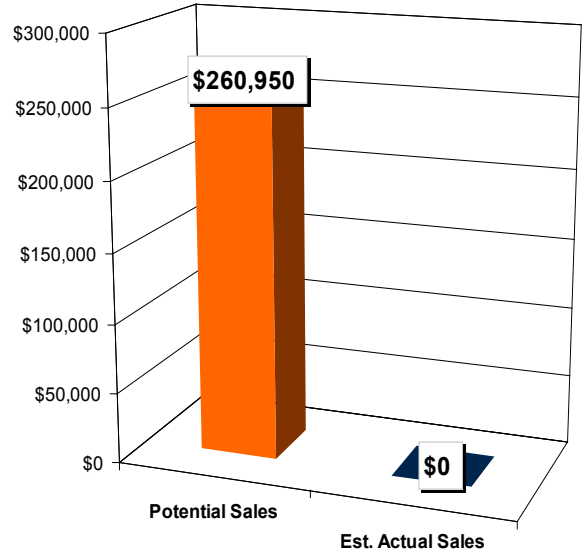
Richmond, Texas is leaking approximately \$260,950 in Luggage and Leather Goods Stores sales.

Retail leakage occurs when actual sales within a retail trade area are less than its potential sales.

Retail surplus, on the other hand, occurs when actual sales within a retail trade area are greater than its potential sales.

Retail leakage and surplus figures are used to identify the relative health of a community's retail market.

Luggage and Leather Goods Stores



Richmond, Texas Retail Trade Area



Retail Trade Area Demographics

Retail Trade Area Population	145,743
Average Household Income	\$89,628
Per Capita Income	\$28,005
Population by Race/Ethnicity	
White	64.92%
Black or African American	10.25%
Hispanic Origin	39.24%
Median Age	35.26

For more information, contact:

Terri Vela, City Manager
City of Richmond
402 Morton Street
Richmond, TX 77469

Tel: (281) 342-5456 ext. 21
Fax: (281) 232-8626



Sources: The Retail Coach, LLC | U.S. Census Bureau | Claritas 2010, 2011

November 2011. All information furnished is from sources deemed reliable and is submitted subject to errors, omissions, change of terms and/or conditions. Prepared by The Retail Coach, LLC, a national retail consulting and market research firm. 662.844.2155.

Sewing, Needlework and Craft Stores Opportunity Richmond, Texas

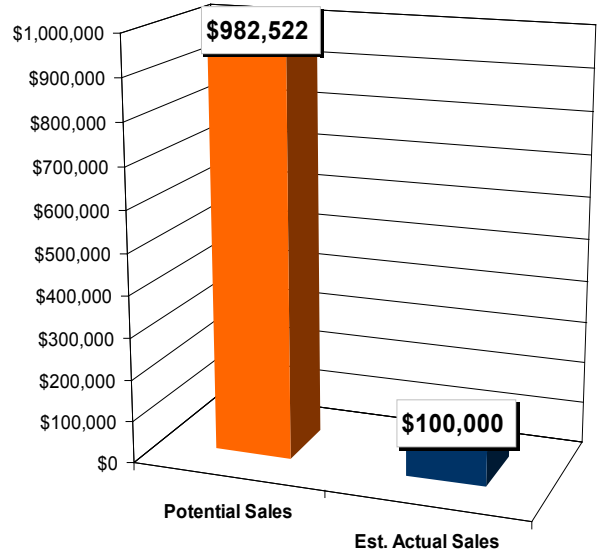
Sewing, Needlework and Craft Stores

Richmond, Texas is leaking approximately \$882,522 in Sewing, Needlework and Craft Stores sales.

Retail leakage occurs when actual sales within a retail trade area are less than its potential sales.

Retail surplus, on the other hand, occurs when actual sales within a retail trade area are greater than its potential sales.

Retail leakage and surplus figures are used to identify the relative health of a community's retail market.



Richmond, Texas Retail Trade Area



Retail Trade Area Demographics

Retail Trade Area Population	145,743
Average Household Income	\$89,628
Per Capita Income	\$28,005
Population by Race/Ethnicity	
White	64.92%
Black or African American	10.25%
Hispanic Origin	39.24%
Median Age	35.26

For more information, contact:

Terri Vela, City Manager
City of Richmond
402 Morton Street
Richmond, TX 77469

Tel: (281) 342-5456 ext. 21
Fax: (281) 232-8626



Sources: The Retail Coach, LLC | U.S. Census Bureau | Claritas 2010, 2011

November 2011. All information furnished is from sources deemed reliable and is submitted subject to errors, omissions, change of terms and/or conditions. Prepared by The Retail Coach, LLC, a national retail consulting and market research firm. 662.844.2155.

Non-store Retailers Opportunity Richmond, Texas

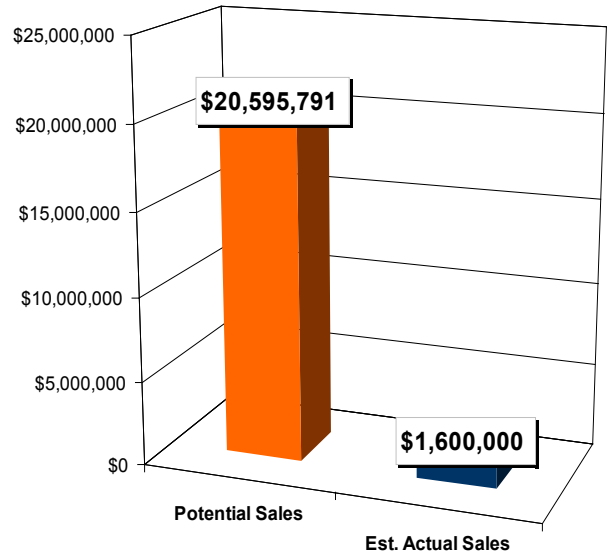
Richmond, Texas is leaking approximately \$18,995,790 in Non-store Retailers sales.

Retail leakage occurs when actual sales within a retail trade area are less than its potential sales.

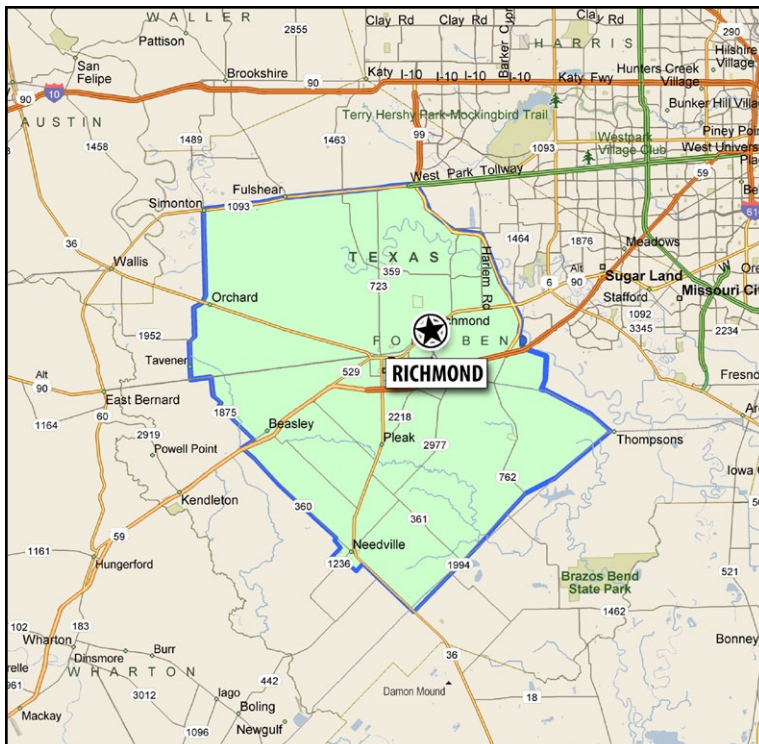
Retail surplus, on the other hand, occurs when actual sales within a retail trade area are greater than its potential sales.

Retail leakage and surplus figures are used to identify the relative health of a community's retail market.

Non-store Retailers



Richmond, Texas Retail Trade Area



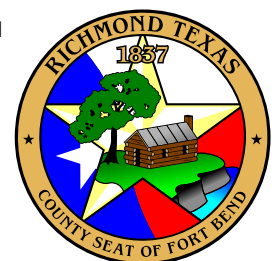
Retail Trade Area Demographics

Retail Trade Area Population	145,743
Average Household Income	\$89,628
Per Capita Income	\$28,005
Population by Race/Ethnicity	
White	64.92%
Black or African American	10.25%
Hispanic Origin	39.24%
Median Age	35.26

For more information, contact:

Terri Vela, City Manager
City of Richmond
402 Morton Street
Richmond, TX 77469

Tel: (281) 342-5456 ext. 21
Fax: (281) 232-8626



Sources: The Retail Coach, LLC | U.S. Census Bureau | Claritas 2010, 2011

November 2011. All information furnished is from sources deemed reliable and is submitted subject to errors, omissions, change of terms and/or conditions. Prepared by The Retail Coach, LLC, a national retail consulting and market research firm. 662.844.2155.

Florists Opportunity Richmond, Texas

Richmond, Texas is leaking approximately \$3,602,025 in Florists sales.

Retail leakage occurs when actual sales within a retail trade area are less than its potential sales.

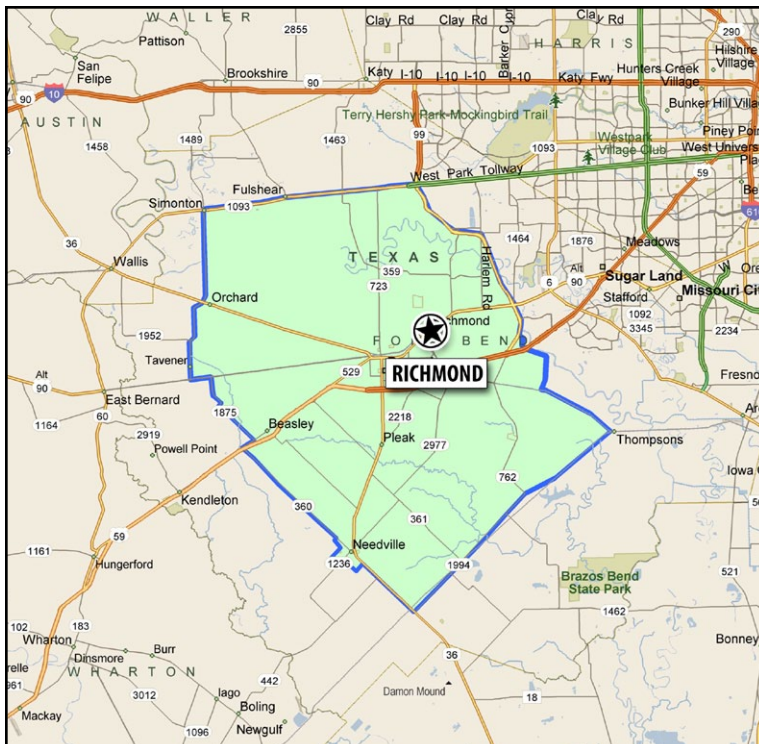
Retail surplus, on the other hand, occurs when actual sales within a retail trade area are greater than its potential sales.

Retail leakage and surplus figures are used to identify the relative health of a community's retail market.

Florists



Richmond, Texas Retail Trade Area



Retail Trade Area Demographics

Retail Trade Area Population	145,743
Average Household Income	\$89,628
Per Capita Income	\$28,005
Population by Race/Ethnicity	
White	64.92%
Black or African American	10.25%
Hispanic Origin	39.24%
Median Age	35.26

For more information, contact:

Terri Vela, City Manager
City of Richmond
402 Morton Street
Richmond, TX 77469

Tel: (281) 342-5456 ext. 21
Fax: (281) 232-8626



Sources: The Retail Coach, LLC | U.S. Census Bureau | Claritas 2010, 2011

November 2011. All information furnished is from sources deemed reliable and is submitted subject to errors, omissions, change of terms and/or conditions. Prepared by The Retail Coach, LLC, a national retail consulting and market research firm. 662.844.2155.

Tobacco Stores and Stands Opportunity Richmond, Texas

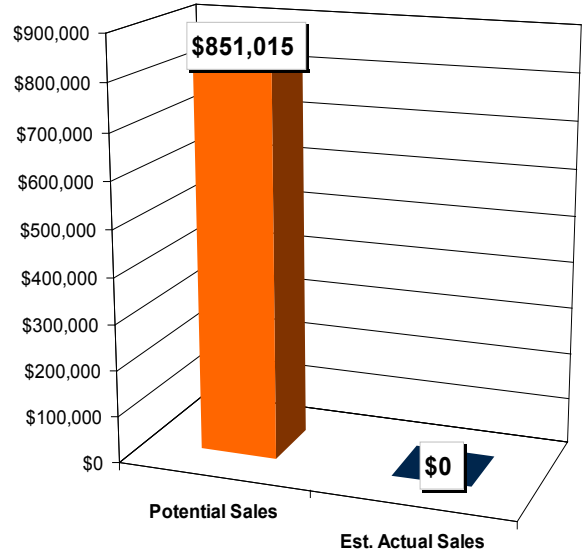
Richmond, Texas is leaking approximately \$851,015 in Tobacco Stores and Stands sales.

Retail leakage occurs when actual sales within a retail trade area are less than its potential sales.

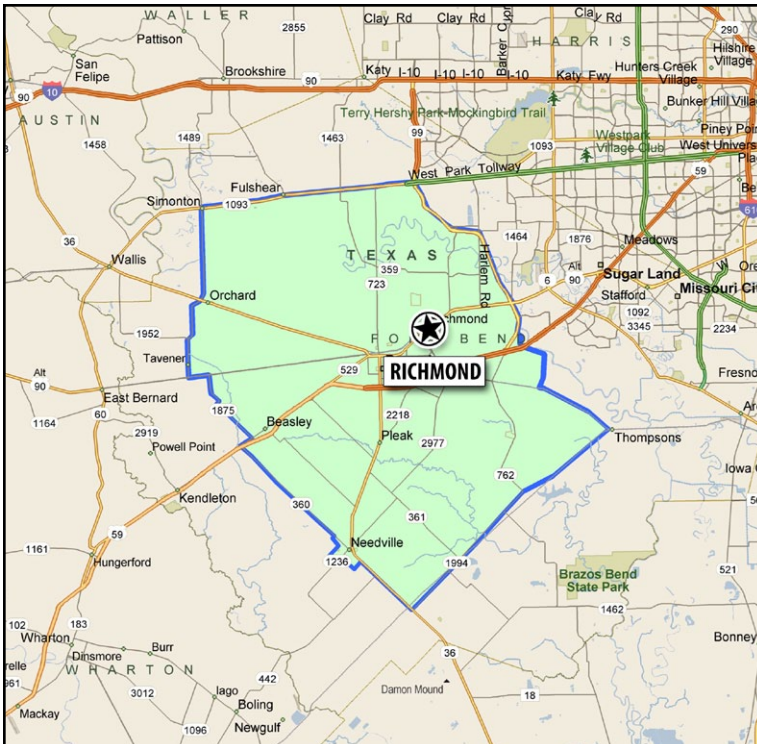
Retail surplus, on the other hand, occurs when actual sales within a retail trade area are greater than its potential sales.

Retail leakage and surplus figures are used to identify the relative health of a community's retail market.

Tobacco Stores and Stands



Richmond, Texas Retail Trade Area



Retail Trade Area Demographics

Retail Trade Area Population	145,743
Average Household Income	\$89,628
Per Capita Income	\$28,005
Population by Race/Ethnicity	
White	64.92%
Black or African American	10.25%
Hispanic Origin	39.24%
Median Age	35.26

For more information, contact:

Terri Vela, City Manager
City of Richmond
402 Morton Street
Richmond, TX 77469

Tel: (281) 342-5456 ext. 21
Fax: (281) 232-8626



Sources: The Retail Coach, LLC | U.S. Census Bureau | Claritas 2010, 2011

November 2011. All information furnished is from sources deemed reliable and is submitted subject to errors, omissions, change of terms and/or conditions. Prepared by The Retail Coach, LLC, a national retail consulting and market research firm. 662.844.2155.

News Dealers and Newsstands Opportunity Richmond, Texas

Richmond, Texas is leaking approximately \$852,392 in News Dealers and Newsstands sales.

Retail leakage occurs when actual sales within a retail trade area are less than its potential sales.

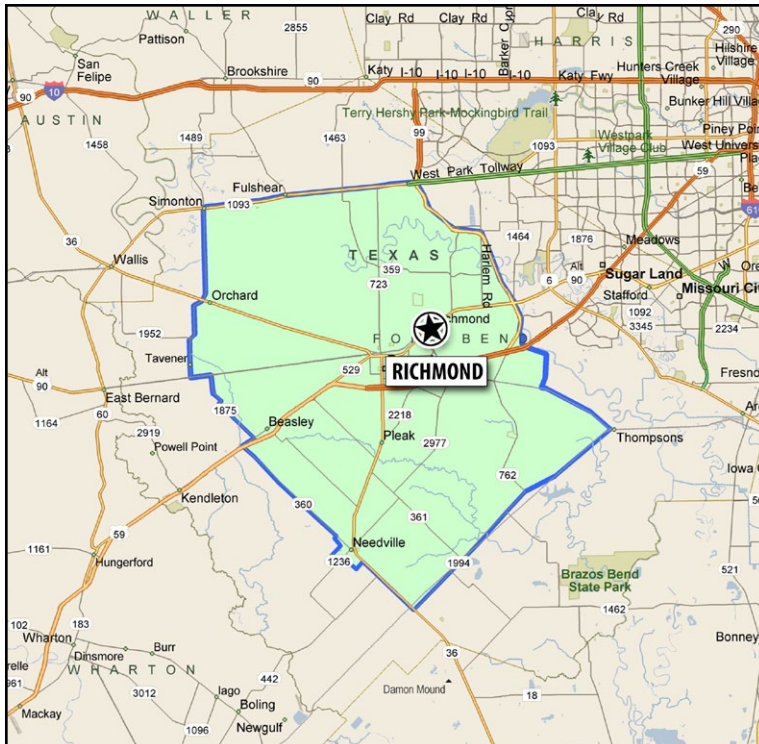
Retail surplus, on the other hand, occurs when actual sales within a retail trade area are greater than its potential sales.

Retail leakage and surplus figures are used to identify the relative health of a community's retail market.

News Dealers and Newsstands



Richmond, Texas Retail Trade Area



Retail Trade Area Demographics

Retail Trade Area Population	145,743
Average Household Income	\$89,628
Per Capita Income	\$28,005
Population by Race/Ethnicity	
White	64.92%
Black or African American	10.25%
Hispanic Origin	39.24%
Median Age	35.26

For more information, contact:

Terri Vela, City Manager
City of Richmond
402 Morton Street
Richmond, TX 77469

Tel: (281) 342-5456 ext. 21
Fax: (281) 232-8626



Sources: The Retail Coach, LLC | U.S. Census Bureau | Claritas 2010, 2011

November 2011. All information furnished is from sources deemed reliable and is submitted subject to errors, omissions, change of terms and/or conditions. Prepared by The Retail Coach, LLC, a national retail consulting and market research firm. 662.844.2155.

Optical Goods Stores Opportunity Richmond, Texas

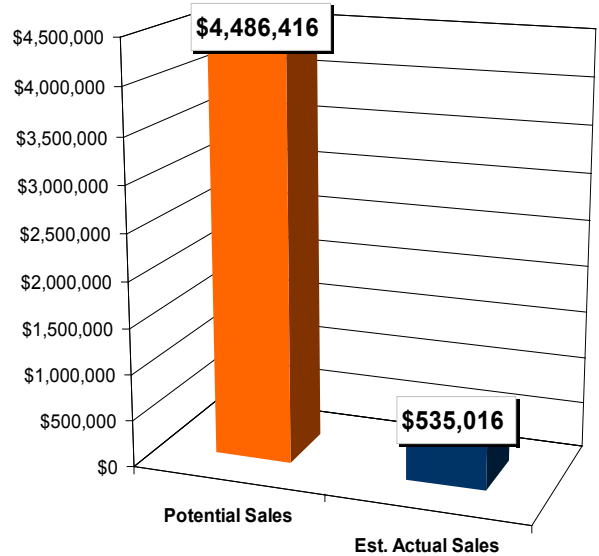
Richmond, Texas is leaking approximately \$3,951,401 in Optical Goods Stores sales.

Retail leakage occurs when actual sales within a retail trade area are less than its potential sales.

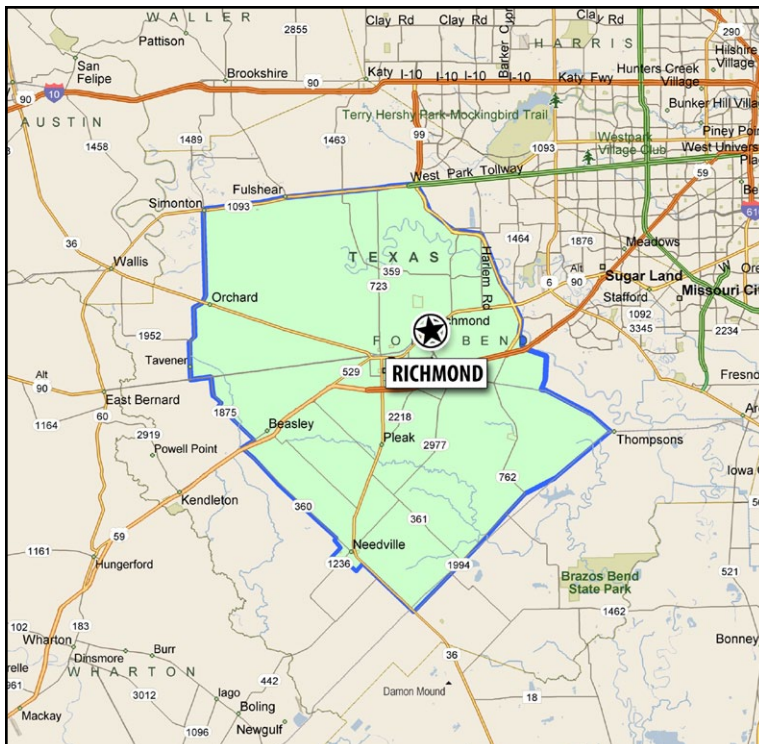
Retail surplus, on the other hand, occurs when actual sales within a retail trade area are greater than its potential sales.

Retail leakage and surplus figures are used to identify the relative health of a community's retail market.

Optical Goods Stores



Richmond, Texas Retail Trade Area



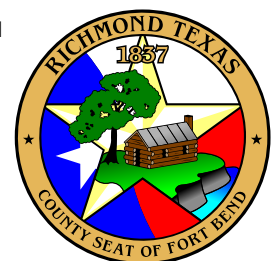
Retail Trade Area Demographics

Retail Trade Area Population	145,743
Average Household Income	\$89,628
Per Capita Income	\$28,005
Population by Race/Ethnicity	
White	64.92%
Black or African American	10.25%
Hispanic Origin	39.24%
Median Age	35.26

For more information, contact:

Terri Vela, City Manager
City of Richmond
402 Morton Street
Richmond, TX 77469

Tel: (281) 342-5456 ext. 21
Fax: (281) 232-8626



Sources: The Retail Coach, LLC | U.S. Census Bureau | Claritas 2010, 2011

November 2011. All information furnished is from sources deemed reliable and is submitted subject to errors, omissions, change of terms and/or conditions. Prepared by The Retail Coach, LLC, a national retail consulting and market research firm. 662.844.2155.

Miscellaneous Retail Stores, NEC Opportunity Richmond, Texas

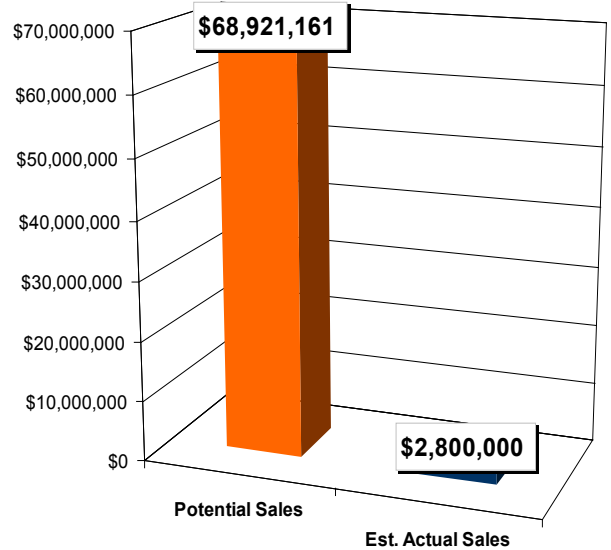
Richmond, Texas is leaking approximately \$66,121,160 in Miscellaneous Retail Stores, NEC sales.

Retail leakage occurs when actual sales within a retail trade area are less than its potential sales.

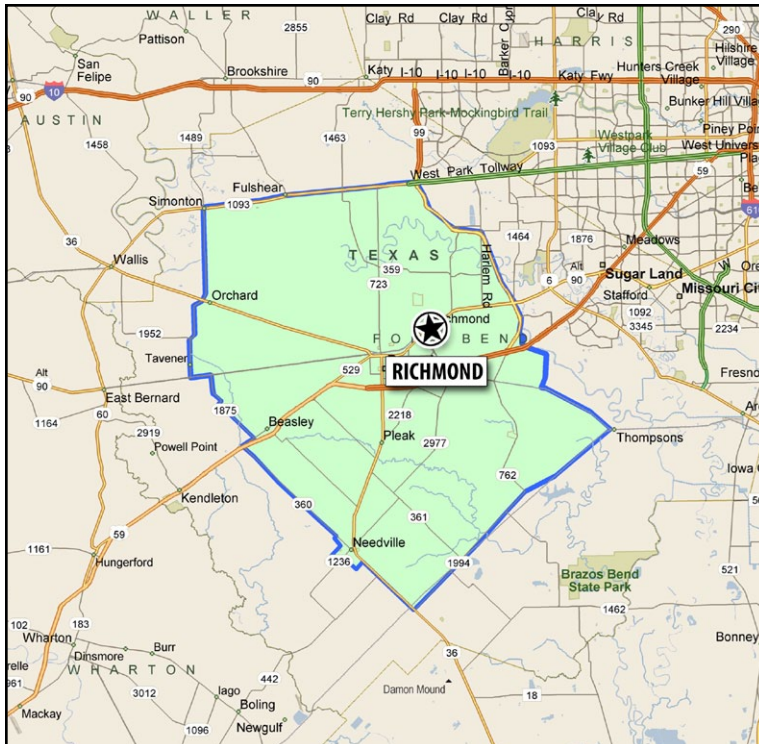
Retail surplus, on the other hand, occurs when actual sales within a retail trade area are greater than its potential sales.

Retail leakage and surplus figures are used to identify the relative health of a community's retail market.

Miscellaneous Retail Stores, NEC



Richmond, Texas Retail Trade Area



Retail Trade Area Demographics

Retail Trade Area Population	145,743
Average Household Income	\$89,628
Per Capita Income	\$28,005
Population by Race/Ethnicity	
White	64.92%
Black or African American	10.25%
Hispanic Origin	39.24%
Median Age	35.26

For more information, contact:

Terri Vela, City Manager
City of Richmond
402 Morton Street
Richmond, TX 77469

Tel: (281) 342-5456 ext. 21
Fax: (281) 232-8626



Sources: The Retail Coach, LLC | U.S. Census Bureau | Claritas 2010, 2011

November 2011. All information furnished is from sources deemed reliable and is submitted subject to errors, omissions, change of terms and/or conditions. Prepared by The Retail Coach, LLC, a national retail consulting and market research firm. 662.844.2155.