

# 2017 California Retail Analytics

Expanding Retailers and  
Retail Store Sales Estimates



**ECON**Solutions  
By HdL

Driven by data, built upon relationships and proven by results, **ECON**Solutions collaborates with City staff, developers, and local real estate professionals to bring increased economic activity to your community.

Business name	Leasable Sq Ft in 000's	Est. Annual Tax in \$000's	Site Preferences	Expansion Area	Contact Name	Contact Information
<b>GENERAL RETAIL</b>						
99 Cents Only	10-25	19-27	2, 3, 4, 8	CA	Jesse Allen	jessea@99only.com
Aeropostale	3.3-4	13-22	2, 3, 6, 9, 11, 13	Nationwide	Mark Dorwart	mdorwart@aeropostale.com
America's Tire	7.5-10	25-45	4	CA (Fresno to Redding)	Vern Park	vern@sprg.com
Ann Taylor	4.4-5	15-27	6, 7, 9, 11, 13	CA	Whitney Welch	whitney_welch@anninc.com
Apple Stores	0.75-6	215-468	6, 7, 8	Nationwide	Chris Morse	cmorse@apple.com
Ashley Furniture HomeStore	25-40	70-150	3, 4, 9, 13	CA	Gary Colby	gcolby@ashleyfurniture.com
Bed Bath & Beyond	20-85	45-100	4, 6, 8, 13, 14	CA	Ralph Czitrom	ralph.czitrom@bedbath.com
Big 5 Sporting Goods	8-20	20-30	2, 3, 4, 6, 13	CA	Jim Berlin	jsb@big5corp.com
Big Lots	35-38	27-35	2, 4, 13, 14	CA	Joshua Nanberg	joshuananberg@biglots.com
Boot Barn	8-12	20-40	2, 4, 6, 13, 14	CA	Aaron Browning	abrowning@bootbarn.com
Burlington Coat Factory	40-50	75-120	2, 3, 4, 13, 14	CA - Northern	Eric Corpuz	eric.corpuz@burlingtonstores.com
Burlington Coat Factory	40-50	75-120	2, 3, 4, 13, 14	CA - Southern	Chris Kiehler	chris.kiehler@burlingtonstores.com
Carter's	3.5-7	12-20	2, 9, 11, 13, 14	CA - Southern	Marc Klein	marc.klein@carters.com
Catherine's	5-7	5-8	3, 9, 13, 14	CA - Sacramento Region	Jason Gallelli	kgallelli@gallere.com
Charming Charlie	3.5-8	10-16	2, 4, 6, 13	CA - Southern	Parks Landon	plandon@epsteen.com
Chico's	3-5	10-20	2, 6, 9, 13, 14	CA	Brian Sorlie	(858) 259-9653
Costco	154	900-1200	4, 13	CA - Southern	Steve McArthur	smcarthur@northwestatlantic.com
Costco	154	900-1200	4, 13	CA - Northern	Mike Dobrota	mdobrota@northwestatlantic.com
Crate and Barrel	10-34	60-110	4, 6, 8, 9, 14	Nationwide	Gene Spiegelman	gene.spiegelman@cushwake.com
Dd's Discounts	20-25	50-75	2, 8, 13, 14	CA - Southern	Glen Boyer	real.estate1@ros.com
Destination XL	5-9	11-22	3, 4, 13, 14	Nationwide	Peter Schmitz	pschmitz@dxlg.com
Dick's Sporting Goods	40-60	35-100	3, 4, 9, 13, 14	CA	Kristen Holst	724.273.3251
Dollar General	9-12	8-14	2, 4, 8, 13, 14	CA	Shane Dauberger	sdauberger@dollargeneral.com
Dollar Tree/Family Dollar	8-12	10-15	2, 4, 8, 13, 14	CA	James Allen	jallen2@familydollar.com
Dress Barn	6.5-8	8-20	2, 3, 9, 13, 14	CA	Richard Sosnovy	richard.sosnovy@dressbarn.com
DSW	17-22	25-60	3, 4, 9, 13, 14	CA - San Francisco Bay Area	Tom Power	tom.power@srsre.com
Express	6.5-7.5	27-40	7	CA	Matt Reid	mreid@express.com
Forever 21	20-100	28-58	3, 6, 9, 13, 14	Nationwide	Mike Rielly	mrielly@townsendassociates.com
General Nutrition Center - GNC	1-1.5	3-5.5	2, 3, 6, 8, 9, 13, 14	CA	Dorian Beaney	dorian-beaney@gnc-hq.com
Great Clips	0.8-1.2	0.3-0.7	2, 3, 4, 9, 13, 14	CA - Southern	Michael Getz	mgetz@epsteen.com
Guess	4-5	12-25	6, 11	Nationwide	Debra Siegel	debris@guess.com
Guitar Center	12-18	23-75	2, 3, 4, 13, 14	CA (Bay Area)	James Chung	james.chung@cushwake.com
H&M	15-40	44-74	2, 6, 8, 13, 14	Nationwide	Kai Aejmelaus	kai.aejmelaus@hm.com
Harbor Frieght Tools	10-15	40-65	2, 3, 4, 9, 13, 14	CA	Trey Feiler	tfeiler@harborfreight.com
Hibbett Sports	5-6	12-22	2, 3, 4, 6, 9, 13	Westcost	Jake Datnoff	jake.datnoff@hibbett.com
Hobby Lobby	55-60	45-70	3, 4, 13	Nationwide	Scott Nelson	scott.nelson@hobbylobby.com
Home Depot	125-135	300-500	3, 4, 6, 8, 13	CA	Jeff Hardman	jeffrey_s_hardman@homedepot.com
HomeGoods	24-35	65-90	4, 9, 13, 14	CA	Deborah Holmsen	deborah_holmsen@tjx.com
Justice	4-5	6-12	2, 6, 9, 11, 13, 14	CA	Linda Eddy	leddy@justiceretail.com
Kate Spade	2-2.5	8-18	6, 9	Nationwide	Victor Fandel	victor@fandelretail.com
Kirkland's Home	6.5-10	12-17	2, 4, 11, 13, 14	Nationwide	Sarah Weaver Dickerson	sweaver@kirklands.com
Kohl's	55-88	100-175	2, 3, 4, 6, 9, 13	CA	Scott Schnuckel	scott.schnuckel@kohls.com
Marshalls	30-35	80-115	4, 9, 13, 14	CA	Deborah Holmsen	deborah_holmsen@tjx.com
Nordstrom Rack	35-40	150-250	3, 6	CA	Tony Sekora	tony.sekora@nordstrom.com
Off Broadway	15-18	19-46	2, 6, 11, 13, 14	CA - Southern	Vic Montalbo	vmontalbo@epsteen.com
Off Broadway	15-18	19-46	2, 6, 11, 13, 14	CA - Northern	Matt Kircher	matt.kircher@cushwake.com
Old Navy	15-19	45-68	4, 6, 9, 11, 13, 14	CA - Northern	Ed Kelloff	ed_kelloff@gap.com
Old Navy	15-19	45-68	4, 6, 9, 11, 13, 14	CA - Southern	Christina Wong	christina_k_wong@gap.com
Orchard Supply Hardware	40-60	50-100	3, 4, 13	CA	David Vine	david@oppiddan.com
Party City	15-25	9-21	2, 3, 4, 13, 14	CA	Dane Gladden	dgladden@partycity.com
Payless ShoeSource	2.5-5	4-6	2, 3, 6, 9, 13, 14	CA	Beth Cook	beth.cook@payless.com
Pep Boys	4-6.5	14-25	2, 3, 4, 8, 13	CA (LA, Ventura and OC)	Keith Kleinman	keith@californiarealtygroup.com
Petco Animal Supplies	10-15	20-40	3, 4, 13, 14	CA	Bill Engen	bill.engen@petco.com
Pier 1	8-15	12-20	3, 4, 9, 13	CA	Michael Riley	mriley@pier1.com
Ross Dress For Less	25-30	70-105	2, 4, 6, 13	CA	Jack Toth	jack.toth@ros.com
Rue21	4.5-5	7-10	2, 9, 11, 13, 14	CA	Kent Adams	kadams@rue21.com
Sally Beauty	1.2-1.8	6-9	2, 3, 9, 13	CA - Southern & Bay Area	Andrea Cirbian	acirbian@sallybeauty.com
Sephora	5.2-5.5	50-90	2, 6, 9, 13, 14	Nationwide	David Hart	dave.hart@sephora.com
Styles for Less	3-4	5-8	2, 3, 6, 9, 11, 13, 14	Nationwide	Bobby Drouin	bobbydrouin@stylesforless.com
T.J. Maxx	29-31	70-100	4, 9, 13, 14	CA	Deborah Holmsen	deborah_holmsen@tjx.com
Target	100-178	275 - 400	2, 3, 4, 6, 8, 9, 13	CA	James Tucker	jamesl.tucker@target.com
The Children's Place	4-7	9-18	2, 3, 6, 8, 9, 11, 13	CA	Cathy Walter	cwalter@childrensplace.com
The Vitamin Shoppe	3.5-5	9-20	2, 3, 4, 6, 8, 9, 13, 14	CA - Southern & Bay Area	Jeff Straka	jstraka@gsretailgroup.com
Tilly's	7-12	22-34	2, 3, 6, 13, 14	Nationwide	Steve Dodds	smdodds@hotmail.com
Torrid	2.3-2.5	5-13	6, 9	CA - Southern	Pam Wallace	pwallace@hottopic.com
Torrid	2.3-2.5	5-13	6, 10	CA - Northern	Larry Keel	lkeel@hottopic.com
Tractor Supply Co.	19-25	20-60	2, 4, 13, 14	Nationwide	Clay Teter	cteter@tractorsupply.com
Ulta	5-10	35-55	3, 9	CA	Pamela Lent	plent@ulta.com
Urban Outfitters	10-15	25-46	3, 6, 8, 9	Nationwide	Wade McDevitt	site_submittals@mcdevittco.com
Wal-Mart	45-235	350-500	3, 4, 13	CA - Northern	Jason Sheridan	jason.sheridan@wal-mart.com
Wal-Mart	45-235	350-500	3, 4, 14	CA - Southern	Matt Smith	matt.smith@wal-mart.com
Wet Seal	1.8-4	4-12	2, 4, 8, 9, 13, 14	Nationwide	Diane Gorry	diane.gorry@wetseal.com
WSS Shoes	4-6	14-30	1, 3, 4, 5, 12	CA	Sarah Withers	swithers@shopwss.com
Zara	5-20	80-140	3, 6, 8, 9	Nationwide	Frances Fernandez	francescfc@us.inditex.com

Business name	Leasable Sq Ft in 000's	Est. Annual Tax in \$000's	Site Preferences	Expansion Area	Contact Name	Contact Information
<b>RESTAURANTS</b>						
BJ's Restaurant & Brewhouse	8.5	40-70	3, 4, 6, 9, 13	CA - Southern	Sujit Shah	sshah@bjsrestaurants.com
Black Bear Diner	4-6	20-30	2, 3, 4, 9, 13, 14	CA	Doug Branigan	doug.branigan@blackbeardiner.com
Buffalo Wild Wings	6-7	30-60	2, 3, 4, 6, 8, 9	CA - Southern	Tom Berzinski	tberzinski@buffalowildwings.com
Cafe Rio Mexican Grill	1-2.5	15-22	2, 4, 13, 14	CA	Jamal Farha	jfarha@caferio.com
Chick-Fil-A	1-4.5	30-44	2, 3, 4, 6, 13	CA	Kevin Curtis	kevin.curtis@cfacorp.com
Chipotle	2.2-2.8	17-25	2, 4, 8, 13, 14	CA - Southern	James Beus	jbeus@chipotle.com
Cracker Barrel	9-10	50-70	3, 4	CA	Tom Breen	tbreen@epsteen.com
Dickey's Barbecue Pit	1.6-2.5	6-9	3, 6, 7, 9, 10,	CA - Southern	Nicole Durenberger	ndurenberger@dickeys.com
Dunkin' Donuts	1.1-2.6	1-1.8	2, 4, 13, 14	CA	Jason Askinosie	jason.askinosie@dunkinbrands.com
Farmer Boys	2.5-3.5	10-25	4	CA - Los Angeles Co.	Joyce Dery	jdery@farmerboys.com
Fatburger	1-2.5	4-9	2, 3, 4, 13, 14	CA	Warren Christiansen	warren@fatburger.com
Firehouse Subs	1.3-2	6-9.5	2, 9, 13, 14	CA - Southern	Jeff Press	jeff.press@firehousesubs.com
Firehouse Subs	1.3-2	6-9.5	2, 9, 13, 15	CA - Northern	Scott Kinner	scott.kinner@firehousesubs.com
Five Guys Burgers and Fries	2.8-3.5	8-12	4, 8, 9, 13	CA	Rod Lucio	rlucio@fiveguys.com
Freddy's Frozen Custard & Steaksburgers	2.6-3.5	10-15	2, 4, 6, 8, 13, 14	Nationwide	Max Sheets	maxs@freddysusa.com
Golden Corral	7-14	35-60	4	CA	Glen Kinkade	gkinkade@goldencorral.net
Habit Burger Grill	1.5-3	12-20	2, 3, 4, 8, 9, 13, 14	CA	Christopher Schlueter	cschlueter@habitburger.com
In-N-Out Burgers	3-4	40-60	3, 4	CA - Southern	Josie Auer	jauer@innout.com
In-N-Out Burgers	3-4	40-60	3, 5	CA - Northern	Ron Volle	rvolle@innout.com
Jersey Mike's Subs	1.2-1.8	2-3.5	2, 3, 4, 9, 13, 14	CA	Natalie Pebbles	npebbles@jerseymikes.com
Jimmy John's	1-1.8	1-2.5	2, 3, 8, 9, 13, 14	CA	Jason Gordon	jgordon@epsteen.com
Menchie's Frozen Yogurt	0.9-1.8	1-2	2, 3, 6, 8, 13, 14	CA - Southern	Bonnie Gatine	bonnie.gatine@menchies.com
MOD Pizza	2.2-3	9-12	2, 3, 8, 9, 14	CA	Natasha Fischer	natashaf@modpizza.com
Panda Express	8-2.5	9-12	3, 4, 13, 14	CA - Central, Northern	Susan Wong	susan.wong@pandarg.com
Panda Express	8-2.5	9-12	3, 4, 13, 15	CA - Southern	Ryan Pittman	ryan.pittman@pandarg.com
Panera Bread	3.5-5	12-25	2, 3, 4, 6, 9, 13, 14	CA	Tim O'Kane	tim.okane@panerabread.com
Pieology Pizzeria	1.8-3.1	5-13	2, 3, 6, 9, 13, 15	CA	Randy Carucci	rcarucci@pieology.com
Raising Cane's	3-3.7	20-30	4	CA	Robert Montgomery	(972) 769-3348
Red Lobster	7-8	35-45	2, 3, 4, 9	CA	Ann Castro	acastro@goldengatecap.com
Red Robin Gourmet Burgers	4.5-5.8	20-40	3, 4, 6, 9	CA - Southern & Bay Area	Scott Douglass	sdouglass@redrobin.com
Rubio's	2.2-3	9-13	2, 3, 4, 9, 13, 14	CA - Southern	Greg Semos	gsemos@rubios.com
Smashburger	1.8-2.5	7-13	2, 4, 13, 14	CA - San Diego & Bay Area	Jessica Johnson	jjohnson@smashburger.com
Sonic	1.5-1.8	9-18	4	CA - LA, OC, IE	Joe Morian	joe.morian@sonicdrivein.com
Souplantation	5-6	20-32	2, 3, 6, 9, 13, 14	CA - Southern	Jesse Rehmeier	jesse@retailselectservices.com
Starbucks	0.8-2	3-4	All	CA - Southern	Michael Abbate	mabbate@starbucks.com
Starbucks	0.8-2	3-4	All	CA - Northern	Christie Scott	chscott@starbucks.com
Steak 'N Shake	2-4.5	15-25	4, 13, 14	CA	Bill Zannoni	bill.zannoni@steaknshake.com
T.G.I. Friday's	6.5-9	28-48	9	CA - Southern	Matthew Scow	mscow@trivanta.com
Tender Greens	3-3.5	21-34	2, 3, 4, 13, 14	Nationwide	Brian Berkhausen	brian@tendergreens.com
Texas Roadhouse	6.8	50-70	2, 9, 4, 6, 10, 13, 14	Nationwide	Michael Keaton	mikek@texasroadhouse.com
WaBa Grill	1.5-2.5	3-9	2, 3, 10	CA - Southern	Steven Wang	steven@wabagrill.com
WingStop	1.2-1.8	8.5-14	2, 13, 14	CA - Southern	Doug Wombacher	doug@commercialwest.com
WingStop	1.2-1.8	8.5-14	2, 13, 14	CA - Bay Area	Michael Seigel	michael.seigel@cushwake.com
<b>FOOD &amp; DRUGS</b>						
Albertson's	30-50	45-70	2, 3, 4, 9, 13, 14	CA - Southern	Carol Springstead	cspringstead@springstead-associates.com
ALDI	16-20	4-16	2, 13, 14	CA	Skip Janes	skip.janes@aldi.us
BevMo	7-12	50-75	2, 3, 4, 13, 14	CA	Brent Cunningham	brent.cunningham@highlandpartnerscorp.com
Grocery Outlet	17-20	12-22	4, 11	CA	Bill Coyle	bcogle@cfgo.com
Safeway	42-55	60-95	4, 9, 13	CA - Northern	Steve Berndt	steve.berndt@safeway.com
Safeway	42-55	60-95	4, 9, 13	CA - Northern	Kevin Wing	kevin.wing@safeway.com
Smart & Final Extra	25-35	20-50	2, 3, 4, 13, 14	CA	Pat Barber	pat.barber@smartandfinal.com
Sprouts Farmers Markets	23-28	22-37	2, 3, 4, 9, 13, 14	CA	Elizabeth Hoxworth	elizabethhoxworth@sprouts.com
Superior Grocers	45-50	30-50	2, 4, 13, 14	CA	Naomi Suh	nsuh@superiorgrocers.com
Trader Joe's	10-14	35-50	2, 3, 4, 13, 14	West Coast	Kevin Deighan	kevin@timberlinere.com
Whole Foods Market/365	30-45	70-115	2, 4, 8, 13	CA - Northern	Matt Holmes	mholmes@retailwestinc.com
Whole Foods Market/365	30-45	70-115	2, 4, 8, 14	CA - Southern	Patrick Gilhooly	pgilhooly@clovercompany.com
<b>NEW &amp; UPCOMING CONCEPTS</b>						
Amazon Fresh/Go	10-30	8-15	1, 2, 5, 8	CA-Bay Area	James Charehsazan	charehja@amazon.com
Burger Lounge	1.2-2.5	10-20	2, 4, 6, 8, 9, 11, 13, 14	CA - San Diego & Orange Co.	Michael Spilky	mike@locationmatters.com
F21 Red	12-20	40-80	2, 3, 6, 8, 9, 11, 13, 14	CA - Northern	Matt Kircher	matt.kircher@cushwake.com
Fabletics	2-2.5	8-15	6, 7, 11	Nationwide	Vic Montalbo	vmontalbo@epsteen.com
Lucky Strike	16-24	30-75	3, 14	Nationwide	Scott Schuster	scott@schustergroupinc.com
Macy's Backstage	20-30	80-120	3,4,Store-within -Store	Nationwide	Charan Jackson	charan.jackson@macys.com
Off/Aisle	25-35	60-110	4, 9, 10, 13	Nationwide	Scott Schnuckel	scott.schnuckel@kohls.com
Punch Bowl Social	20-30	25-80	4	Nationwide	Robert Thompson	robert@seasoneddev.com
Starbucks Reserve	800-2000	4-6	3, 4, 8, 9, 10, 12	CA - Northern	Michael Abbate	mabbate@starbucks.com
Starbucks Reserve	800-2000	4-6	3, 4, 8, 9, 10, 12	CA - Southern	Christie Scott	chscott@starbucks.com
Target Express	15-20	60-100	3, 4	CA - Greater San Francisco Area	Matt Kircher	matt.kircher@cushwake.com
Top Golf	60-100	NA	4	Nationwide	Zach Shor	zach.shor@topgolf.com
Zpizza Tap Room	1.1-1.5	10-20	2, 4, 9, 13, 14	Nationwide	Chris Bright	c.bright@zpizza.com
<b>KEY TO PREFERRED SITES:</b>						
1 Community Strip	4 Freestanding	7 Enclosed Super Regional Mall	10 Mixed Use	13 Regional Strip Mall		
2 Neighborhood Strip	5 Pad/Out Parcel	8 Downtown / CBD	11 Outlet Center	14 Specialty Strip		
3 Power Center	6 Enclosed Regional Mall	9 Lifestyle Center	12 Endcaps	15 Transit Terminal		

HdL used a mix of similar stores to estimate sales per gross square foot for each category. Actual results will vary based on store size, location and market area characteristics. If your jurisdiction has received a site plan and prospective tenant list for a new project, contact us for a revenue estimate.

Store Type	Typical Sq Ft in 000s	Example Stores	Est. Annual Tax in 000s	Annual Sales/Sq Ft
<b>Women's Apparel Stores</b>				
Accessories	1.1 - 3.3	Claire's, Fossil, Styles For Less	\$4 - 9	\$220 - \$670
Small Format	1.5 - 3	Kate Spade, White House/Black Market, Chico's	\$10 - 20	\$500 - \$1,000
Mid-Size Format	3.5 - 5	Aeropostale, Coldwater Creek, Bebe, Papaya, Talbots, BCBG	\$12 - 22	\$295 - \$425
Large Format	5.5 - 9	Ann Taylor, Express, Kitson, New York & Co.	\$14 - 32	\$275 - \$450
Bargain Chic	7.5 - 20	H & M, Forever 21, Charlotte Russe, Charming Charlie	\$15 - 50	\$200 - \$530
<b>Men's Apparel Stores</b>				
Casual	3 - 9.5	Casual Male, Patrick James, Tommy Bahama	\$7 - 18	\$155 - \$495
Business Attire	4 - 6	Men's Wearhouse, Jos A Bank, Brooks Brothers	\$10 - 25	\$305 - \$460
<b>Family Apparel</b>				
Children	3 - 5	Babies R Us, Buy Buy Baby, Childrens Place, Carters, Gymboree	\$8 - 18	\$295 - \$490
Casual	3.5 - 30	Gap, Old Navy, Aeropostale	\$18 - 54	\$125 - \$1,100
Discount	30 - 80	Ross, T. J. Maxx, Marshalls, Nordstrom Rack, Burlington Coat, Kohl's	\$8 - 130	\$135 - \$360
<b>Shoe Stores</b>				
Small	1.5 - 2	Cole Haan, Stride Rite, Journeys, Johnston & Murphy, Clarks	\$5 - 12	\$450 - \$605
Mid-Sized	3 - 3.5	Payless, Footlocker, Shiekh Shoes, Skechers, Aldo	\$5 - 12	\$280 - \$330
Large	5 - 30	DSW, WSS, Famous Footwear, Boot Barn, Shoe City	\$13 - 30	\$80 - \$500
Athletic	3 - 20	Nike, New Balance, Adidas, Reebok, Puma	\$20 - 80	\$270 - \$1,810
<b>Department Stores/General Merchandise</b>				
Closeout / Dollar Stores	10 - 30	Big Lots, 99 Cents Only, Dollar Tree, Family Dollar, Dollar General	\$10 - 25	\$55 - \$165
Discount Department	125 - 140	Target, Walmart	\$280 - 500	\$260 - \$295
Membership Warehouse*	140 - 150	Costco, Sam's Club	\$650 - 1200	\$640 - \$690
Traditional Department	140 - 200	JC Penney, Dillards, Macys	\$130 - 275	\$115 - \$170
Upscale Department	130 - 275	Nordstrom, Bloomingdales, Neiman Marcus, Saks	\$100 - 585	\$160 - \$335
<b>Food Stores</b>				
Specialty Markets	10 - 30	Sprouts, Whole Foods, Mothers Market, Trader Joe's, Grocery Outlet	\$20 - 50	\$150 - \$460
Chain Supermarket*	40 - 55	Ralphs, Albertsons, Safeway, Raleys, Stater Bros., Vons	\$50 - 80	\$125 - \$175
Warehouse Grocery	45 - 60	Winco, Food 4 Less, Smart & Final, Food Maxx	\$30 - 70	\$85 - \$115
Ethnic Market	25 - 50	99 Ranch, H Mart, El Super, Rio Ranch Market, Cardenas	\$20 - 35	\$55 - \$115
<b>Drug Stores</b>				
Drug Stores / Pharmacy	13 - 14.5	Walgreens, CVS	\$18 - 32	\$175 - \$200
<b>Restaurants</b>				
Coffee House	1.2 - 3	Starbucks, Coffee Bean & Tea Leaf, Peet's Coffee & Tea, Dunkin' Donuts	\$1 - 4	\$115 - \$290
Fast Food - Burger	2 - 4	Burger King, McDonalds, In-N-Out, Sonic Drive-Thru	\$15 - 30	\$610 - \$1,225
Fast Food - Hispanic	2 - 3	Taco Bell, Del Taco, El Pollo Loco, King Taco, Miguel's Jr.	\$11 - 18	\$500 - \$755
Fast Food - Asian	1.7 - 3	Ono Hawaiian BBQ, Yoshinoya Beef Bowl, Panda Express	\$11 - 18	\$525 - \$930
Fast Casual	1.5 - 7.5	Five Guys, Panera Bread, Chipotle, Corner Bakery, Habit Burger	\$16 - 23	\$255 - \$1,290
Fast Casual - Pizza	2 - 3	Blaze Pizza, Pieology, Pizza Studio, MOD Pizza	\$8 - 16	\$400 - \$600
Buffet	7.5 - 14.5	Hometown Buffet, Souplantation, Golden Corral	\$18 - 30	\$175 - \$445
Family Dining	6 - 12	Islands, BJ's Restaurant, Cheesecake Factory, Claim Jumper, TGI Fridays	\$30 - 55	\$355 - \$715
Dinner House	7 - 15	Flemings, McCormick & Schmicks, Roys, Chart House	\$35 - 70	\$330 - \$725
<b>Home Improvement/Furnishings</b>				
Home Décor / Accessories	10 - 45	Cost Plus, HomeGoods, Bed Bath & Beyond, Crate & Barrel, Williams Sonoma	\$25 - 80	\$125 - \$575
Paint	4 - 10	Sherwin Williams, Vista Paint, Dunn Edwards	\$11 - 21	\$175 - \$450
Home Improve. / Bldg Supply	45 - 165	Home Depot, Lowes, ProBuild, Stock Building Supply	\$265 - 450	\$220 - \$810
Hardware	4 - 63	Orchard Supply, Ace Hardware, True Value, De Naults Hardware	\$20 - 70	\$80 - \$1,300
Furniture/Bedroom	4.5 - 7	Sit 'N Sleep, Sleep Number, Banner Bedding	\$14 - 35	\$355 - \$560
Furniture/General	10 - 50	Mor For Less, Bassett Furniture Direct, Ethan Allen	\$30 - 60	\$85 - \$445
Warehouse Furniture	32 - 242	Living Spaces, IKEA, Ashley, Jeromes	\$100 - 800	\$125 - \$955
Small Electronics	1 - 6	Gamestop, Apple, Microsoft	\$140 - 380	\$5,320 - \$32,000
Cell Phones	1 - 4	Verizon Wireless, AT&T Mobility, T-Mobile, Sprint, Metro PCS	\$5 - 38	\$300 - \$1,200
Volume Elect. / Appliances	10 - 180	Best Buy, Pacific Sales, Fry's, Howard's	\$80 - 275	\$95 - \$1,800
<b>Miscellaneous Retail</b>				
Bath & Beauty	2.3 - 12	Ulta Beauty Sephora, Bath & Body Works, Bare Escentuals	\$23 - 60	\$405 - \$2,125
Craft Shops	8 - 60	Michaels, Jo-Ann Fabrics & Crafts, Hancock Fabrics, Hobby Lobby	\$30 - 55	\$70 - \$525
Multi-plex Cinemas	40 - 160	Regal-Edwards, AMC, Pacific, Cinemark		\$650-1,000/screen
Office Supplies	18 - 25	OfficeMax, Staples, Office Depot	\$30 - 50	\$160 - \$225
Party Supplies	10 - 15	Party City	\$9 - 21	\$80 - \$125
Pet Supplies	6 - 12.5	Petsmart, Petco, Pet Club, Kahoots	\$22 - 46	\$20 - \$45
Sporting Goods	15 - 55	REI, Big 5, Dick's, Hibbets	\$23 - 55	\$20 - \$55

\*May Include Gasoline Sales

HdL receives expanding retailer information from a variety of sources that tends to emphasize large regional and national chains with less focus on small, regional retailers. While many of these chains are also looking to expand, their plans are not as well publicized due to their size. HdL therefore encourages agencies to regularly communicate with their regional business community to maximize the expansion opportunities offered by these smaller chains.