

# 2015 ECONOMIC PROFILE

April 2015

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## **SECTION ONE: VILLAGE PROFILE**

### **Section 1.1 – About Dupo**

#### **Timeline**

The Village of Dupo is located within the St. Louis Metro Area with close access to the many densely populated areas. The Village was established around 1750 and the name is derived from Prairie du Pont, which was a bridged used by settlers in the in the area at that time. Settlers were originally in the Cahokia area, but many fled to current day Dupo because of high waters in the Cahokia lowlands.

The village contained as many as fourteen families by 1765. Early settlers included Jean Francois Perry, a French native, who emigrated in 1792. He was known to be a classical scholar and a descendant of one of the first families in France.

#### **Population**

The Village of Dupo had a population of 4,138 according to the 2010 Census. Estimates for 2015 have the Village's population at 3,827, and the projected population for 2020 is 3,766.

#### **Location**

The Village of Dupo is in St. Clair County, in southwestern Illinois. Geographically located approximately 15 miles south of the City of St. Louis, Dupo is part of the St. Louis Metropolitan Statistical Area. Additionally, the Village is approximately 100 miles southwest of Springfield, Illinois, and just over 300 miles southwest of the City of Chicago. The Village's location in the state can be seen in Figure 1.1.

#### **Major Highways**

Dupo enjoys exceptional access to major roadways, with Interstate 255 passing directly next to the Village and Interstate 64 (14 miles northeast) and Interstate 55 (9 miles south then west) quickly accessible via Interstate 255. Traffic counts throughout the area are very high, and can be seen in Figure 2.1.

#### **Government**

A Mayor and a Village Board of Trustees serve the Village. The Board of Trustees consists of six (6) members elected at large, three of which are elected every two years to four-year terms.

#### **Taxes**

Dupo has one of the lowest property tax rates in the region. (See Section 2.1 – Tax Structure)

#### **Education**

Dupo is part of the Dupo CUSD No. 196. This school district is home to Dupo Jr./Sr. High School and Bluffview Elementary School. Dupo also benefits from having several colleges/universities in the region. (See Section 1.4)

#### **Incentives**

The development sites are within the Village's three Tax Increment Financing (TIF) Districts, and thus incentives associated with the Village's TIF program would be available. In addition to the TIF District, portions of the Village are located within the American Bottoms Center Enterprise Zone. More information regarding these two powerful incentive programs can be found in Section 2.2.

## Section 1.2 – Region

The Village is located in the Illinois portion of the St. Louis Metropolitan Statistical Area. Some of the nearest cities can be found in Table 1.1.

**Table 1.1 – Nearest Cities**

City	Distance
East Carondelet, IL	1.5 Miles
Cahokia, IL	1.9 Miles
Lemay, MO	2.1 Miles
Bella Villa, MO	2.1 Miles
Columbia, IL	2.1 Miles
Sauget, IL	2.3 Miles
Mehlville, MO	2.4 Miles
St. George, MO	2.4 Miles
<b>Nearest City with Pop. 50,000 +</b>	
St. Louis, MO	8.0 Miles
<b>Nearest City with Pop. 1,000,000 +</b>	
Chicago, IL	266.0 Miles

A detailed map of Illinois showing county boundaries and names. Major interstate highways (I-380, I-90, I-88, I-80, I-180, I-39, I-55, I-57, I-65, I-74, I-70, I-72, I-172, I-474, I-155, I-41, I-64, I-24, I-164, I-45) and state highways (US-45, US-83, US-53, US-30, US-63, US-41, US-60, US-9005, US-9007, US-9001, US-45) are marked with their respective shields. The location of DuPont (DuPo) is indicated by a red dot in St. Clair County, near the border with Indiana. A scale bar at the bottom left shows distances from 0 to 120 miles. A north arrow is also present.

Figure 1.2 – Area Traffic Counts



## Section 1.3 – Demographic Information

The following is general overview of the demographics within the Village of Dupo.

**Table 1.2 – Households**

Households	
2020 Projection	1,568
2015 Estimate	1,571
2010 Census	1,652
2000 Census	1,591
Growth 2015-2020	-0.19%
Growth 2010-2015	-4.90%
Growth 2000-2010	3.83%

**Table 1.3 – Households by Type, Size, & Presence of Children**

2015 Est. Households by Household Type	1,571	%
<b>Family Households</b>	<b>1,086</b>	<b>69.13%</b>
Non Family Households	485	30.87%
2015 Est. Group Quarters Population	0	
2015 Est. Households by Household Size	1,571	%
1-person household	426	27.12%
<b>2-person household</b>	<b>534</b>	<b>33.99%</b>
3-person household	288	18.33%
4-person household	203	12.92%
5-person household	79	5.03%
6-person household	27	1.72%
7 or more person household	14	0.89%
2015 Est. Average Household Size	2.44	
2015 Est. Household Type, Presence Own Children	1,086	%
Married-Couple Family, own children	262	24.13%
<b>Married-Couple Family, no own children</b>	<b>453</b>	<b>41.71%</b>
Male Householder, own children	66	6.08%
Male Householder, no own children	52	4.79%
Female Householder, own children	146	13.44%
Female Householder, no own children	107	9.85%

**Table 1.4 – Household Income**

<b>2015 Est. Households by Household Income</b>	<b>1,571</b>	<b>%</b>
CY HHs, Inc < \$15,000	215	13.69%
CY HHs, Inc \$15,000 - \$24,999	159	10.12%
CY HHs, Inc \$25,000 - \$34,999	253	16.10%
CY HHs, Inc \$35,000 - \$49,999	212	13.49%
<b>CY HHs, Inc \$50,000 - \$74,999</b>	<b>248</b>	<b>15.79%</b>
CY HHs, Inc \$75,000 - \$99,999	228	14.51%
CY HHs, Inc \$100,000 - \$124,999	122	7.77%
CY HHs, Inc \$125,000 - \$149,999	59	3.76%
CY HHs, Inc \$150,000 - \$199,999	61	3.88%
CY HHs, Inc \$200,000 - \$249,999	12	0.76%
CY HHs, Inc \$250,000 - \$499,999	2	0.13%
CY HHs, Inc \$500,000+	0	0.00%
 <b>2015 Est. Average Household Income</b>	 <b>\$58,759</b>	
 <b>2015 Est. Median Household Income</b>	 <b>\$46,215</b>	

**Table 1.5 - Population**

<b>Population</b>	<b>Totals</b>
2020 Projection	3,766
2015 Estimate	3,827
2010 Census	4,138
2000 Census	4,030
 Growth 2015-2020	 -1.59%
Growth 2010-2015	-7.52%
Growth 2000-2010	2.68%

**Table 1.6 – Population by Age**

<b>2015 Est. Total Population by Age Total</b>	<b>Population 3,827</b>	<b>%</b>	<b>Male 1,881</b>	<b>% 49.15%</b>	<b>Female 1,946</b>	<b>% 50.85%</b>
Age 0 - 4	269	7.03%	138	7.34%	131	6.73%
Age 5 - 9	266	6.95%	140	7.44%	126	6.47%
Age 10 - 14	229	5.98%	126	6.70%	103	5.29%
Age 15 - 17	151	3.95%	78	4.15%	73	3.75%
Age 18 - 20	141	3.68%	72	3.83%	69	3.55%
Age 21 - 24	187	4.89%	92	4.89%	95	4.88%
Age 25 - 34	542	14.16%	263	13.98%	279	14.34%
Age 35 - 44	478	12.49%	236	12.55%	242	12.44%
Age 45 - 54	538	14.06%	266	14.14%	272	13.98%
Age 55 - 64	531	13.88%	255	13.56%	276	14.18%
Age 65 - 74	294	7.68%	140	7.44%	154	7.91%
Age 75 - 84	152	3.97%	58	3.08%	94	4.83%
Age 85 and over	49	1.28%	17	0.90%	32	1.64%
Age 18 and over	2,912	76.09%	1,399	74.38%	1,513	77.75%
Age 21 and over	2,771	72.41%	1,327	70.55%	1,444	74.20%
Age 65 and over	495	12.93%	215	11.43%	280	14.39%
Median Age	37.7		36.3		39.0	
Average Age	38.2		37.0		39.3	

## Section 1.4 – Education

### Access to Higher Education

**Table 1.7 – Higher Education Institutions**

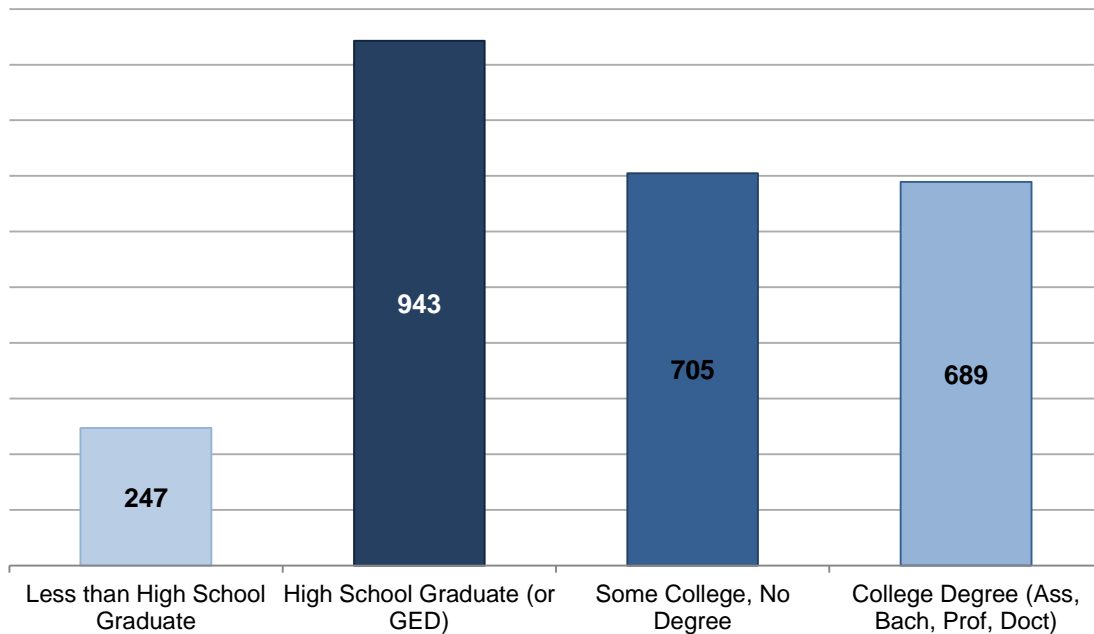
<b>Institution</b>	<b>Enrollment</b>	<b>Location</b>	<b>Distance</b>
Saint Louis Community College	18,019	Saint Louis, MO	8 Miles
Saint Louis University	11,606	Saint Louis, MO	9 Miles
Webster University	12,406	Saint Louis, MO	10 Miles
Ranken Technical College	2,134	Saint Louis, MO	10 Miles
Washington University in St. Louis	10,823	Saint Louis, MO	11 Miles
University of Missouri-St. Louis	10,322	Saint Louis, MO	15 Miles
Southwestern Illinois College	9,085	Belleville, IL	16 Miles

Having this level of access to local Colleges/Universities is attributed to the percentages of the population that have college experience and degrees. The following table is a breakdown of educational attainment in the area, for the population 25 years and older.

**Table 1.8 – Education Attainment**

2015 Est. Pop. Age 25+ by Edu. Attainment	2,584	%
Less than 9th grade	89	3.44%
Some High School, no diploma	158	6.11%
<b>High School Graduate (or GED)</b>	<b>943</b>	<b>36.49%</b>
Some College, no degree	705	27.28%
Associate Degree	244	9.44%
Bachelor's Degree	341	13.20%
Master's Degree	88	3.41%
Professional School Degree	11	0.43%
Doctorate Degree	5	0.19%

**Figure 1.3 – Education Attainment**



## SECTION 2 – TAX STRUCTURE AND LOCAL INCENTIVES

### Section 2.1 - Property Taxes

Property tax is often a major tax expense for a company. Because it is set and administered locally, property tax is seldom comparable from state to state. Not only do tax levies vary widely from one village to another, but the assessment ratio for determining property value differs significantly among the 50 states. Even within one state assuring a uniform assessment practice is very difficult. With that said, the Village of Dupo has one of the lowest tax rates in the region.

Illinois does not have a statewide property tax. Property is taxed on the local level only, and includes only real property such as land, buildings or permanent facilities. Real property is assessed at 33 1/3% of market value. Illinois does not tax personal property such as automobiles, trucks or boats. Below is an outline of the specific taxing districts and rates in the Village of Dupo.

**Table 2.1 – Tax Structure**

<b>Taxing District</b>	<b>Rate</b>
Daugherty Pub. Lib. Dist.	0.1927%
Dupo Fire	0.6818%
Dupo Mosquito Abate	0.0354%
Dupo Unit #196	5.3896%
Prairie Dupont Levee	0.6242%
St. Clair Co. Other	0.9080%
Sugar Loaf Road	0.2607%
Sugar Loaf Twp.	0.3030%
SWIC Dist. #522	0.4106%
Village of Dupo	0.7596%
<b>Total</b>	<b>9.5956%</b>

**Table 2.2 – Area Tax Rates**

<b>Community</b>	<b>Tax Rate</b>
East Carondelet, IL	10.5191%
Sauget, IL	28.3399%
Columbia, IL	7.6114%
Cahokia, IL	20.1884%
Millstadt, IL	7.6342%
East St. Louis, IL	16.9219%
Belleville, IL	9.2383%
Centreville, IL	19.4799%
Alorton, IL	16.4905%
Washington Park, IL	17.4622%
Caseyville, IL	17.0986%

## Section 2.2 – Local Incentives

### Tax Increment Financing (TIF)

The Village of Dupu offers assistance through three Tax Increment Financing districts in certain areas of the Village.

**Figure 2.1 – TIF District Areas**



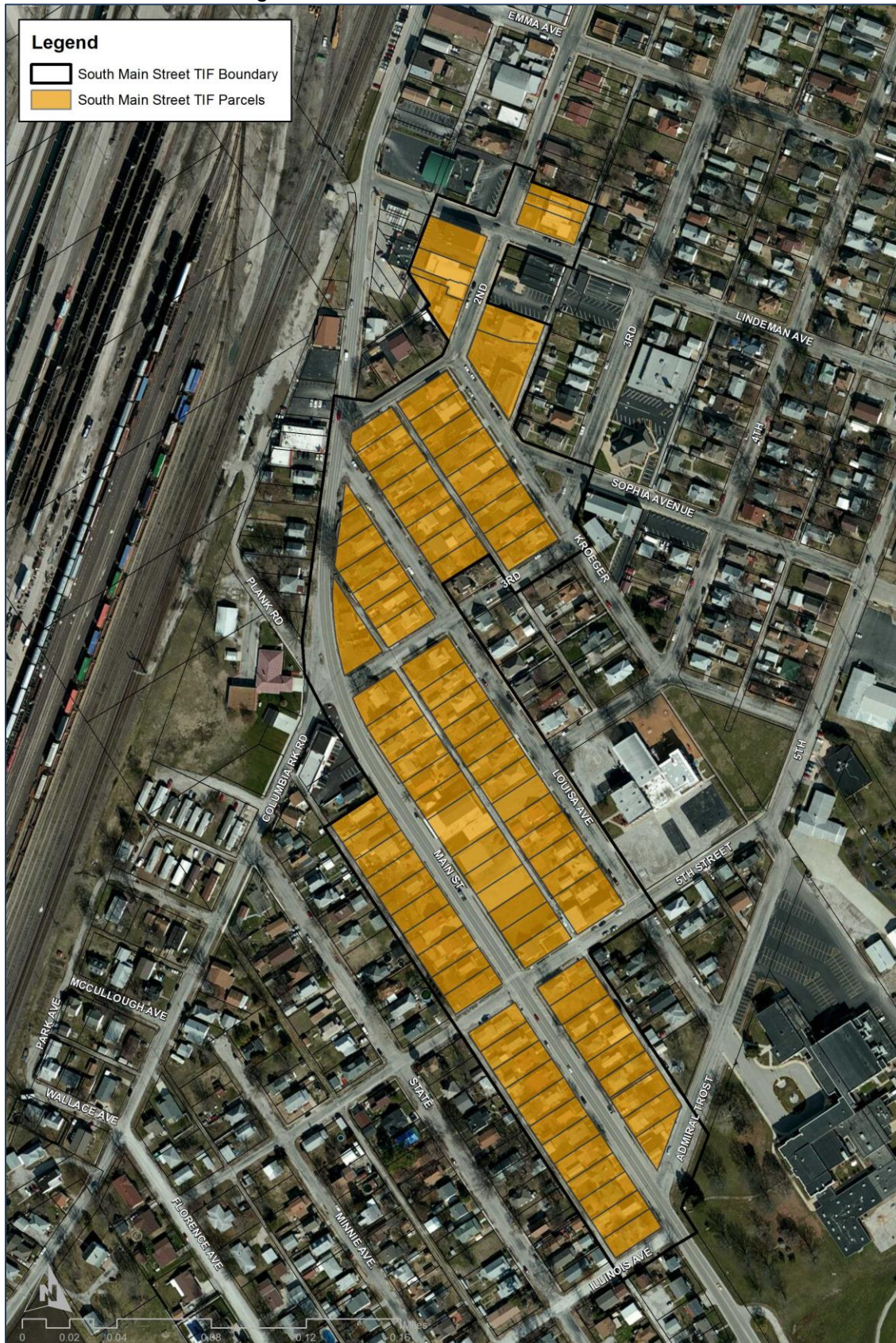
Figure 2.2 – TIF District I Area



Figure 2.3 – Apex TIF District Area



**Figure 2.4 – South Main Street TIF District Area**



Tax Increment Financing is a development tool designed to help finance certain eligible improvements to property in designated redevelopment areas (TIF districts) by utilizing the new, or incremental, tax revenues generated by the project after completion. Upon the creation of a TIF District, the current property values within that district become a base value from which it cannot decrease. Any projects or improvements that cause an increase in value over that base would create an increment in value, and the incremental tax revenues from that increment in value are paid to a "special allocation fund". The proceeds of the fund are then used to reimburse the developer for eligible project costs or to retire indebtedness incurred to cover those costs. Eligible project costs are the total of all reasonable or necessary costs incurred or estimated to be incurred and any costs incidental to a redevelopment plan or project. Specifically, these costs include, but are not limited to:

- Costs of studies, surveys and plans
- Professional service costs (architectural, engineering, legal, financial, etc.)
- Property assembly costs (acquisition, demolition, clearing and grading)
- Costs of rehabilitating, reconstructing, remodeling of existing structures
- Costs of construction of public works
- Financing costs, including issuance interest and reserves.

Please contact us for more information on the use of this valuable economic development tool.

## Enterprise Zone

Figure 2.5 – Enterprise Zone Area



Enterprise Zone benefits:

- **Enterprise Zone Investment Tax Credit** - A state investment tax credit of .5% is allowed a taxpayer who invests in qualified property in a zone. Qualified property includes machinery, equipment and buildings. The credit may be carried forward for up to five years. Credit applied toward the 4.8% State Corporate Income Tax
- **Sales Tax Exemption** - Sales tax exemption on building materials purchased in Illinois.
- **Machinery and Equipment Tax Exemption** - State sales tax exemption on purchases of tangible personal property used or consumed in the manufacturing or assembly process, when making a \$5 million investment and employing 200 or more.
- **Utility Tax Exemption** - A state utility tax exemption on gas, electricity, and the Illinois Commerce Commission's administrative charge is available to businesses that locate in an Enterprise Zone. Eligibility for this exemption is contingent upon a business making a \$5 million investment which causes the creation of 200 jobs.
  - Utility Tax: 5.1%
  - Telecom Tax: 7%
  - In other words, should the company reach 200 FTP or more employees, the company will be eligible for that exemption at that time.

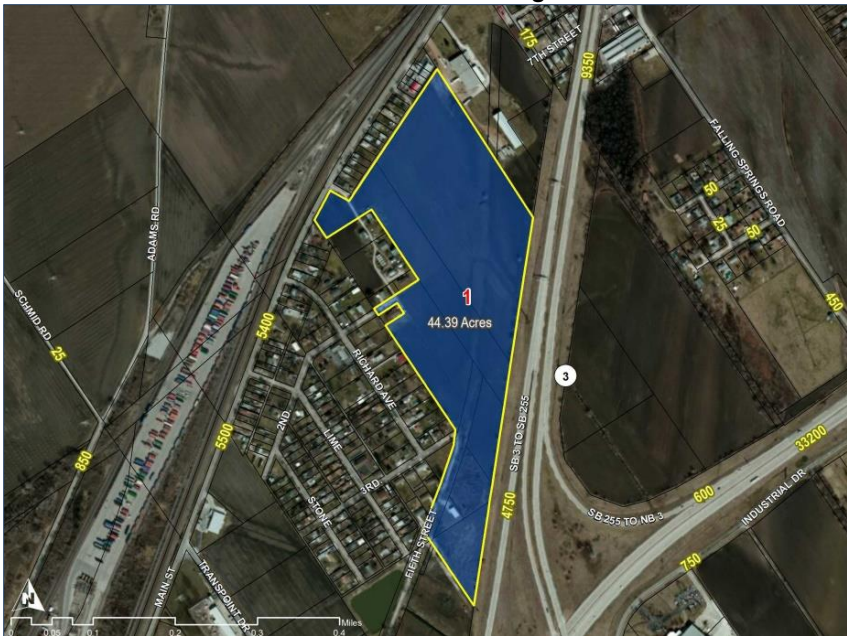
## SECTION THREE: DEVELOPMENT SITES, DEMOGRAPHICS, AND RETAIL MARKET POWER

### Section 3.1 – Development Site Locations

Figure 3.1 – Development Sites



Figure 3.2 – Site 1



#### ADDRESS

North Main St.

#### SALE INFORMATION

##### For Sale:

Sale Price:

Sale Price/Acre: \$40,000

Sale Price/SF:

##### Land Lease:

Lease Rate:

Subdivide Site: Yes

Topography: Level

#### PROPERTY INFORMATION

File Number:	103	Survey:	No	Archeological:	Phase 1
County:	St. Clair	Environmental:		Rail Provider:	
Zoning:	IND/AG	Traffic Count:	13,800	Depth:	
Zoning By:	Dupo	Property Tax:	\$1,871.64		
Complex:		Tax Year:	2013		
Acres:	44.39	TIF:	Yes		
Frontage:	Yes	Enterprise Zone:	Yes		

#### PARCEL NUMBERS

06-15.0-107-037	06-15.0-107-038	06-15.0-301-017	06-15.0-304-009	06-15.0-304-011
06-15.0-304-017	06-15.0-304-019	06-15.0-305-018		

#### UTILITY PROVIDER INFORMATION

Water:	Dupo	Service:	Yes	Location:	Site
Sewer:	Dupo	Service:	Yes	Location:	Site
Gas:	Dupo	Service:	Yes	Location:	Site
Electric:	Ameren IP	Service:	Yes	Location:	Site
Telecom:		Service:		Location:	

#### COMMENTS

8 parcels, +/- 44 acres located between North Main St in Dupo and I-255. 20+ acres in TIF I.

Source: Barber Murphy <http://www.barbermurphy.com/details.aspx?ID=226>

#### LISTING BROKER(S)

Name: Joe Hardin  
Email: joeh@barbermurphy.com  
Phone: (618)277-4400

**Figure 3.3 – Site 2**

**ADDRESS**

## I-255 and IL Route 3

**SALE INFORMATION**

**For Sale:**

**Sale Price:**

**Sale Price/Acre:** \$40,000

**Sale Price/SF:**

**Land Lease:**

**Lease Rate:**

**Subdivide Site:** No

**Topography:**

## PROPERTY INFORMATION

File Number:	105	Survey:	No	Archeological:	Phase 1
County:	St. Clair	Environmental:		Rail Provider:	
Zoning:	Industrial	Traffic Count:	35,000	Depth:	
Zoning By:	Dupo	Property Tax:	\$569.50		
Complex:		Tax Year:	2013		
Acres:	47.21	TIF:	Yes		
Frontage:	Yes	Enterprise Zone:	Yes		

## PARCEL NUMBERS

06-15.0-107-036      06-15.0-305-015      06-15.0-305-022      06-15.0-305-031      06-15.0-305-032      06-15.0-400-012

## UTILITY PROVIDER INFORMATION

<b>Water:</b>	Dupo	<b>Service:</b>	Yes	<b>Location:</b>	Site
<b>Sewer:</b>	Dupo	<b>Service:</b>	Yes	<b>Location:</b>	Site
<b>Gas:</b>	Dupo	<b>Service:</b>	Yes	<b>Location:</b>	Site
<b>Electric:</b>	Ameren IP	<b>Service:</b>	Yes	<b>Location:</b>	Site
<b>Telecom:</b>		<b>Service:</b>		<b>Location:</b>	

## COMMENTS

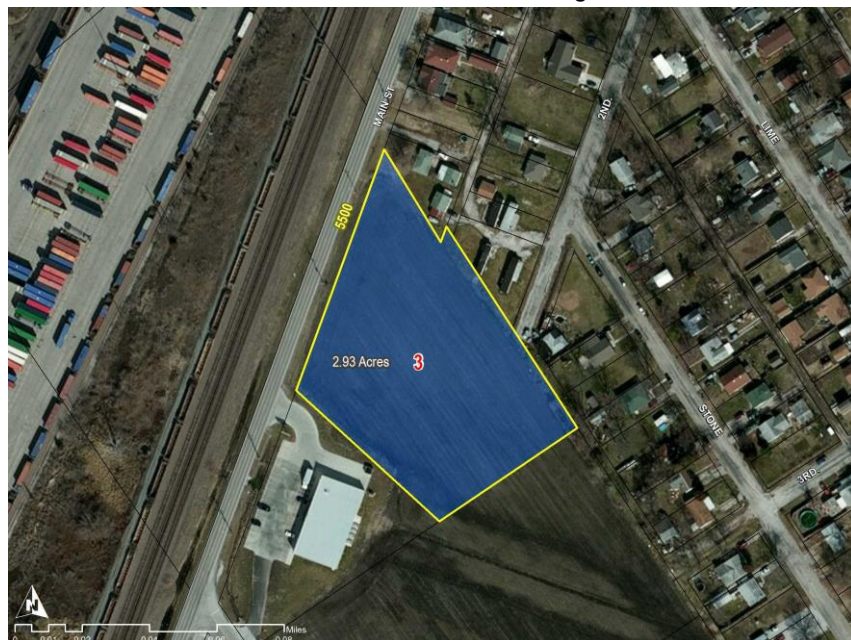
6 parcels, +/- 47 acre site. I-255 and IL Route 3 borders on the south & west of this wedge shaped parcel. Access via Falling Springs Drive.

**LISTING BROKER(S)**

**Name:** Joe Hardin  
**Email:** joe@barbermurphy.com  
**Phone:** (618) 277-4400

Source: Barber Murphy <http://www.barbermurphy.com/details.aspx?ID=229>

Figure 3.4 – Site 3



#### ADDRESS

Transpoint Drive

#### SALE INFORMATION

For Sale:	Yes
Sale Price:	\$235,000
Sale Price/Acre:	\$83,039
Sale Price/SF:	\$1.91
Land Lease:	No
Lease Rate:	
Subdivide Site:	No
Topography:	Flat, 100% Tillable

#### PROPERTY INFORMATION

File Number:	682-1	Survey:	Yes	Archeological:	No
County:	St. Clair	Environmental:	No	Rail Provider:	
Zoning:	Light Industrial	Traffic Count:	5,500	Depth:	309 ft.
Zoning By:	Dupo	Property Tax:	\$2,433.64		
Complex:		Tax Year:	2013		
Acres:	2.93	TIF:	Yes		
Frontage:	Yes (400 ft.)	Enterprise Zone:	Yes		

#### PARCEL NUMBERS

06-16.0-408-011

#### UTILITY PROVIDER INFORMATION

Water:	Dupo	Service:	Location:	IL Route 3
Sewer:	Dupo	Service:	Location:	IL Route 3
Gas:	Dupo	Service:	Location:	IL Route 3
Electric:	Ameren IP	Service:	Location:	IL Route 3
Telecom:	Harrisonville Telephone	Service:	Location:	IL Route 3

#### COMMENTS

2.93 acres with 400' frontage on Old Rte 3 (N. Main Street, Dupo). Next to new Dollar General, ideal for office, warehouse, retail site, trucking center, storage units. Near Union Pacific's Intermodal facility. Addition 10 acres adjoins the site.

#### LISTING BROKER(S)

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Office:	(618) 277-4400
Cell:	(618) 660-8759

Source: Barber Murphy <http://www.barbermurphy.com/details.aspx?ID=910>

Figure 3.5 – Site 4



#### ADDRESS

150 Transport Drive

#### SALE INFORMATION

For Sale: Yes  
 Sale Price:  
 Sale Price/Acre: \$40,000  
 Sale Price/SF:  
 Land Lease: No  
 Lease Rate:  
 Subdivide Site: No  
 Topography: Level

#### PROPERTY INFORMATION

File Number:	626-1	Survey:	Yes	Archeological:	No
County:	St. Clair	Environmental:	No	Rail Provider:	
Zoning:	Industrial	Traffic Count:	5,500	Depth:	620 ft
Zoning By:	Dupo	Property Tax:	\$439.68		
Complex:		Tax Year:	2013		
Acres:	4.97	TIF:	Yes		
Frontage:	Yes	Enterprise Zone:	Yes		

#### PARCEL NUMBERS

06-16.0-408-008

#### UTILITY PROVIDER INFORMATION

Water:	Dupo	Service:	Location:	Transport Dr.
Sewer:	Dupo	Service:	Location:	Transport Dr.
Gas:	Dupo	Service:	Location:	Transport Dr.
Electric:	Ameren IP	Service:	Location:	Transport Dr.
Telecom:	Harrisonville Telephone	Service:	Location:	Transport Dr.

#### COMMENTS

Industrial Site, all utilities to the site at the road.  
 Survey Available. TIF District and Enterprise  
 Zone incentives may apply

#### LISTING BROKER(S)

Name: Joe Hardin  
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 Office: (618) 277-4400  
 Cell: (618) 660-8759

Source: Barber Murphy <http://www.barbermurphy.com/details.aspx?ID=845>

Figure 3.6 – Site 5



#### ADDRESS

250 Transport Drive

#### SALE INFORMATION

For Sale:	Yes
Sale Price:	
Sale Price/Acre:	\$40,000
Sale Price/SF:	
Land Lease:	No
Lease Rate:	
Subdivide Site:	No
Topography:	Level

#### PROPERTY INFORMATION

File Number:	626-1	Survey:	Yes	Archeological:	No
County:	St. Clair	Environmental:	No	Rail Provider:	
Zoning:	Industrial	Traffic Count:	5,500	Depth:	620 ft
Zoning By:	Dupo	Property Tax:	\$439.68		
Complex:		Tax Year:	2013		
Acres:	4.97	TIF:	Yes		
Frontage:	Yes	Enterprise Zone:	Yes		

#### PARCEL NUMBERS

06-16.0-408-009

#### UTILITY PROVIDER INFORMATION

Water:	Dupo	Service:		Location:	Transport Dr.
Sewer:	Dupo	Service:		Location:	Transport Dr.
Gas:	Dupo	Service:		Location:	Transport Dr.
Electric:	Ameren IP	Service:		Location:	Transport Dr.
Telecom:	Harrisonville Telephone	Service:		Location:	Transport Dr.

#### COMMENTS

Industrial Site, all utilities to the site at the road.  
Survey Available. TIF District and Enterprise Zone incentives may apply

#### LISTING BROKER(S)

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Source: Barber Murphy <http://www.barbermurphy.com/details.aspx?ID=845>

Figure 3.7 – Site 6



#### ADDRESS

390 Transport Drive

#### SALE INFORMATION

For Sale: Yes  
 Sale Price:  
 Sale Price/Acre: \$43,000  
 Sale Price/SF:  
 Land Lease: No  
 Lease Rate:  
 Subdivide Site: No  
 Topography: Flat

#### PROPERTY INFORMATION

File Number:	1345	Survey:	No	Archeological:	No
County:	St. Clair	Environmental:	No	Rail Provider:	
Zoning:	Light Industrial	Traffic Count:		Depth:	614 ft
Zoning By:	Dupo	Property Tax:	\$416.82		
Complex:		Tax Year:	2013		
Acres:	4.56	TIF:	Yes		
Frontage:	Yes (337 ft)	Enterprise Zone:	Yes		

#### PARCEL NUMBERS

06-15.0-305-048

#### UTILITY PROVIDER INFORMATION

Water:	Dupo	Service:	Location:
Sewer:	Dupo	Service:	Location:
Gas:	Dupo	Service:	Location:
Electric:	Ameren IP	Service:	Location:
Telecom:	Harrisonville Telephone	Service:	Location:

#### COMMENTS

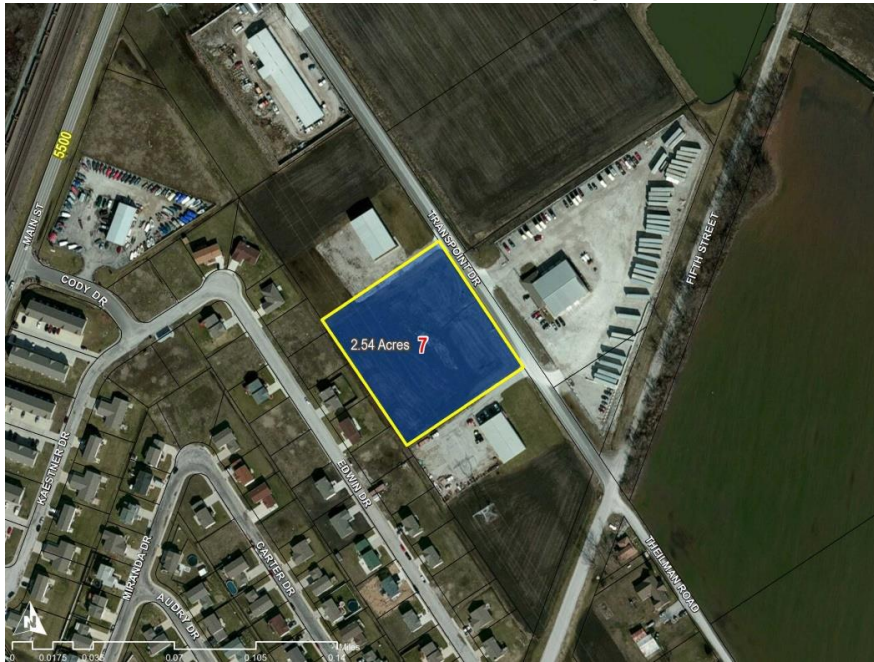
4.56 Acre light industrial site in Dupu TIF/Enterprise Zones. All utilities to the site. Land is above flood zone. Near Union Pacific intermodal yard, interstates, minutes from St. Louis. Perfect for trucking center, light manufacturing site.

Source: Barber Murphy <http://www.barbermurphy.com/details.aspx?ID=1699>

#### LISTING BROKER(S)

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Figure 3.8 – Site 7



#### ADDRESS

371 Transport Drive

#### SALE INFORMATION

For Sale:	Yes
Sale Price:	\$125,000
Sale Price/Acre:	
Sale Price/SF:	
Land Lease:	No
Lease Rate:	
Subdivide Site:	No
Topography:	Level

#### PROPERTY INFORMATION

File Number:	626-1	Survey:	Yes	Archeological:	No
County:	St. Clair	Environmental:	No	Rail Provider:	
Zoning:	Industrial	Traffic Count:		Depth:	
Zoning By:	Dupo	Property Tax:	\$107.74		
Complex:		Tax Year:	2013		
Acres:	2.54	TIF:	Yes		
Frontage:	Yes	Enterprise Zone:	Yes		

#### PARCEL NUMBERS

06-21.0-221-015

#### UTILITY PROVIDER INFORMATION

Water:	Dupo	Service:		Location:	Transport Dr.
Sewer:	Dupo	Service:		Location:	Transport Dr.
Gas:	Dupo	Service:		Location:	Transport Dr.
Electric:	Ameren IP	Service:		Location:	Transport Dr.
Telecom:	Harrisonville Telephone	Service:		Location:	Transport Dr.

#### COMMENTS

Industrial Site, all utilities to the site at the road. Survey Available. TIF District and Enterprise Zone incentives may apply. All water retention is in place.

Source: Barber Murphy <http://www.barbermurphy.com/details.aspx?ID=845>

#### LISTING BROKER(S)

Name:	Joe Hardin
Email:	joeh@barbermurphy.com
Office:	(618) 277-4400
Cell:	(618) 660-8759

Figure 3.9 – Site 8



#### ADDRESS

709 Prairie Dupont Drive

#### SALE INFORMATION

For Sale:

Sale Price:

Sale Price/Acre: \$40,000

Sale Price/SF:

Land Lease:

Lease Rate:

Subdivide Site: Yes

Topography: Level

#### PROPERTY INFORMATION

File Number:	104	Survey:	Yes	Archeological:	Phase 1
County:	St. Clair	Environmental:		Rail Provider:	
Zoning:	Industrial	Traffic Count:	35,000	Depth:	1,500 +
Zoning By:	Dupo	Property Tax:	\$169.14	Industrial Park:	Yes
Complex:		Tax Year:	2013		
Acres:	16.5	TIF:	Yes		
Frontage:	Yes	Enterprise Zone:	Yes		

#### PARCEL NUMBERS

06-22.0-102-001 06-22.0-102-005

#### UTILITY PROVIDER INFORMATION

Water:	Dupo	Service:	Yes	Location:	Site
Sewer:	Dupo	Service:	Yes	Location:	Site
Gas:	Dupo	Service:	Yes	Location:	Site
Electric:	Ameren IP	Service:	Yes	Location:	Site
Telecom:		Service:		Location:	

#### COMMENTS

Located along I-255 (Dupo Industrial Drive)  
Phse 1 Archeological Complete. Located in  
Dupo TIF and Enterprise Zone.

#### LISTING BROKER(S)

Name: Joe Hardin  
Email: joeh@barbermurphy.com  
Phone: (618)277-4400

Source: Barber Murphy <http://www.barbermurphy.com/details.aspx?ID=228>

Figure 3.10 – Site 9



#### ADDRESS

705 Kuna Industrial Drive

#### SALE INFORMATION

For Sale:	Yes
Sale Price:	\$1,574,345 - \$2,593,039*
Sale Price/Acre:	\$74,051.98 - \$121,968*
Sale Price/SF:	\$1.70 - \$2.80*
Land Lease:	No
Lease Rate:	
Subdivide Site:	Yes
Topography:	Pad Ready

#### PROPERTY INFORMATION

File Number:	913-1	Survey:	Yes	Archeological:	Yes
County:	St. Clair	Environmental:	Yes	Rail Provider:	
Zoning:	Industrial	Traffic Count:	45,600	Depth:	1,492 ft
Zoning By:	Dupo	Property Tax:			
Complex:	Kuna Ind. Ct.	Tax Year:			
Acres:	22.6	TIF:	Yes		
Frontage:	Yes (517 ft)	Enterprise Zone:	Yes		

#### PARCEL NUMBERS

06-22.0-103-002

#### UTILITY PROVIDER INFORMATION

Water:	Dupo	Service:		Location:	Site
Sewer:	Dupo	Service:		Location:	Site
Gas:	Dupo	Service:		Location:	Site
Electric:	Ameren IP Harrison	Service:		Location:	Site
Telecom:	Telephone	Service:		Location:	

#### COMMENTS

Improved pad ready site for 270,000 SF or multiple buildings. 250,000 gallon water storage tank for ESFR Sprinkler.

\*Contact Broker for Price Details for TIF Incentives

#### LISTING BROKER(S)

Name:	Wayne Barber Jr.	Name:	Steve Zuber
Email:	wayne@barbermurphy.com	Email:	steve@barbermurphy.com
Office:	(618) 277-4400	Office:	(618) 277-4400
Cell:	(618) 593-4000	Cell:	(314) 409-7283

Source: Barber Murphy <http://www.barbermurphy.com/details.aspx?ID=1213>

## Section 3.2 – Site Demographics

**Table 3.1 – Population & Households**

Description	0.00 - 5.00 miles	0.00 - 10.00 miles	0.00 - 20.00 miles
	<i>Radius 1</i>	<i>Radius 2</i>	<i>Radius 3</i>
<b>Population</b>			
2020 Projection	96,831	565,005	1,626,742
2015 Estimate	97,549	565,005	1,624,744
2010 Census	98,849	567,868	1,630,078
2000 Census	102,138	590,361	1,652,042
<b>Households</b>			
2020 Projection	39,974	252,451	679,662
2015 Estimate	39,852	249,975	674,562
2010 Census	39,699	247,324	669,946
2000 Census	41,056	248,092	663,247

Population in the area has been slightly declining, with that trend somewhat steadying out, and even rebounding within 20 miles, projected for 2020. Households follow the same pattern as population, with declines plateauing within 5 miles and increases projected within 10 and 20 miles.

**Table 3.2 – Household Income**

Description	0.00 - 5.00 miles		0.00 - 10.00 miles		0.00 - 20.00 miles	
	<i>Radius 1</i>	%	<i>Radius 2</i>	%	<i>Radius 3</i>	%
<b>2015 Est. Households by Household Income</b>	39,852		249,975		674,562	
CY HHs, Inc < \$15,000	7,778	19.52	43,882	17.55	99,514	14.75
CY HHs, Inc \$15,000 - \$24,999	5,912	14.83	31,814	12.73	77,356	11.47
CY HHs, Inc \$25,000 - \$34,999	5,173	12.98	28,495	11.40	73,236	10.86
CY HHs, Inc \$35,000 - \$49,999	6,111	15.33	34,038	13.62	91,754	13.60
CY HHs, Inc \$50,000 - \$74,999	6,590	16.54	40,673	16.27	116,519	17.27
CY HHs, Inc \$75,000 - \$99,999	4,217	10.58	27,459	10.98	78,621	11.66
CY HHs, Inc \$100,000 - \$124,999	1,974	4.95	16,968	6.79	49,403	7.32
CY HHs, Inc \$125,000 - \$149,999	895	2.25	9,911	3.96	30,241	4.48
CY HHs, Inc \$150,000 - \$199,999	791	1.98	9,482	3.79	30,143	4.47
CY HHs, Inc \$200,000 - \$249,999	211	0.53	3,041	1.22	10,278	1.52
CY HHs, Inc \$250,000 - \$499,999	165	0.41	3,348	1.34	13,047	1.93
CY HHs, Inc \$500,000+	34	0.09	864	0.35	4,449	0.66
<b>2015 Est. Average Household Income</b>	\$49,479		\$61,395		\$68,776	
<b>2015 Est. Median Household Income</b>	\$37,609		\$44,165		\$49,251	

Within five miles of the development sites, the income bracket with the highest percentage of households is \$50,000 - \$74,999, with over 16% of all households. The numbers climb as you move further away from the sites, which is a strong indication of high average household incomes in the area.

### Section 3.3 – Retail Market Power Opportunity Gap: Merchandise Lines

Table 3.3 shows the retail market power (RMP) opportunity gap for merchandise lines in the area. RMP data is derived from two major sources of information. The demand data is derived from the Consumer Expenditure Survey (CE Survey), which is fielded by the U.S. Bureau of Labor Statistics (BLS). The supply data is derived from the Census of Retail Trade (CRT), which is made available by the U.S. Census. Additional data sources are incorporated to create both supply and demand estimates.

The difference between demand and supply represents the opportunity gap or surplus available for each merchandise line in each radius. When the demand is greater than the supply, there is an opportunity gap. When the demand is less than the supply, a surplus exists. The percentage next to the gap/surplus represents how much of an opportunity gap or surplus exists based on the consumer expenditures.

**Table 3.3 - RMP Opportunity Gap: Merchandise Lines**

Merchandise Lines	Radius 1 0.00 - 5.00 Miles		Radius 2 0.00 - 10.00 Miles		Radius 3 0.00 - 20.00 Miles	
	Opportunity Gap/Surplus	%	Opportunity Gap/Surplus	%	Opportunity Gap/Surplus	%
Total Retail Sales & Eating, Drinking Places	677,365,738	47%	2,175,312,666	22%	2,915,121,412	10%
Groceries & Other Foods	144,288,211	56%	498,871,163	31%	932,301,438	20%
Meals & Snacks	45,409,586	38%	(435,220,496)	-52%	(302,195,469)	-13%
Alcoholic Drinks	(3,078,223)	-55%	(38,171,495)	-85%	(20,659,531)	-16%
Packaged Liquor/Wine/Beer	26,271,537	75%	44,270,272	17%	273,670,284	39%
Cigars, Cigarettes, Tobacco, Accessories	25,368,783	54%	83,349,075	32%	142,519,794	21%
Drugs, Health Aids & Beauty Aids	58,232,189	37%	269,383,041	26%	(263,554,853)	-9%
Soaps, Detergents & Household Cleaners	2,586,393	68%	12,512,575	53%	22,137,741	33%
Paper & Related Products	8,293,480	61%	37,523,368	43%	64,821,886	26%
Men's Wear	20,052,705	65%	82,017,536	38%	47,579,659	8%
Women's, Juniors' & Misses' Wear	32,203,094	61%	108,401,469	30%	(69,628,279)	-7%
Children's Wear	16,719,976	62%	43,192,009	27%	47,551,491	10%
Footwear	18,585,324	73%	65,094,971	41%	36,201,447	8%
Sewing, Knitting & Needlework Goods	2,168,738	90%	9,231,982	57%	21,232,022	45%
Curtains, Draperies, Blinds, Slipcovers, Etc.	9,389,194	64%	38,700,534	37%	60,556,637	20%
Major Household Appliances	5,589,241	70%	29,427,897	54%	57,645,694	36%
Small Electric Appliances	1,711,687	63%	9,081,229	48%	15,472,876	29%
Televisions, Video Recorders, Video Cameras	10,113,953	76%	47,332,188	52%	75,171,249	29%

Audio Equipment, Musical Instruments	6,711,732	64%	32,313,076	42%	47,154,747	21%
Furniture & Sleep Equipment	8,926,294	38%	(1,477,573)	-1%	38,738,848	8%
Flooring & Floor Coverings	3,737,223	57%	20,477,142	43%	50,282,504	35%
Computer Hardware, Software & Supplies	16,362,759	74%	68,594,206	41%	(67,829,030)	-14%
Kitchenware & Home Furnishings	13,780,113	60%	60,067,359	36%	90,381,285	19%
Jewelry	14,877,346	86%	66,815,177	47%	(21,675,226)	-5%
Books	9,698,339	55%	41,976,524	27%	(200,120,466)	-47%
Photographic Equipment & Supplies	2,329,922	59%	13,127,654	47%	14,646,485	18%
Toys, Hobby Goods & Games	16,552,973	74%	80,448,984	53%	97,701,854	22%
Optical Goods	6,557,770	82%	19,051,075	36%	36,957,587	24%
Sporting Goods	9,034,438	66%	61,742,029	63%	111,295,291	39%
RVs, Campers, Camping & Travel Trailers	1,692,969	16%	54,043,952	73%	157,940,734	67%
Hardware, Tools, Plumbing, Electrical	5,047,272	60%	26,232,083	46%	64,491,220	38%
Lawn/Garden/Farm Equipment/Supplies	10,206,187	69%	65,761,912	64%	121,848,308	40%
Lumber & Building Materials	2,932,082	58%	15,367,392	45%	39,785,438	38%
Paint & Sundries	1,412,135	66%	7,302,261	48%	19,172,918	41%
Cars, Trucks, Other Powered Transportation	47,273,789	22%	176,556,991	11%	504,368,762	11%
Automotive Fuels	25,018,556	26%	203,979,518	32%	216,328,057	12%
Automotive Lubricants	819,310	46%	4,205,288	37%	9,083,682	28%
Pets, Pet Foods & Pet Supplies	10,678,674	71%	56,955,974	59%	111,765,492	38%
All Other Merchandise	39,809,983	53%	196,774,323	37%	331,978,832	22%

In terms of opportunity gaps, there seems to be significantly more money spent on clothing by consumers in the first (0-5 miles) and second (0-10 miles) radii than is being supplied in those areas. This includes Men's Wear, Women's Juniors' and Misses' Wear, Children's Wear, and Footwear. The gaps for these lines are not significant outside of the 10 mile radius, meaning the consumer expenditures in those categories are occurring between 10 and 20 miles from the sites. Looking at the percentage of the gaps can be helpful when determining what types of merchandise have a demand for which there is no supply in the area.

When looking at the significant gaps in terms of dollars there are other merchandise lines that stand out. There is still a significant gap in Women's Juniors' and Misses' Wear (\$32M in Radius 1, \$108M in Radius 2). Some of the largest gaps are in Groceries and Other Foods. There is a steady opportunity gap across all three radii:

**Table 3.4 – RMP Opportunity Gap: Groceries and Other Foods**

Merchandise Line	Radius 1 0.00 - 5.00 Miles		Radius 2 0.00 - 10.00 Miles		Radius 3 0.00 - 20.00 Miles	
	Opportunity Gap	%	Opportunity Gap	%	Opportunity Gap	%
Groceries and Other Foods	144,288,211	56%	498,871,163	31%	932,301,438	20%

While there is a significant percentage of the demand for Groceries and Other Foods being served in the area, the opportunity gaps in dollars suggest the area could potentially support more stores in this merchandise line.

### Section 3.4 – Retail Market Power Opportunity Gap: Retail Stores

The table below shows the retail market power (RMP) opportunity gap for retail stores in the area. Similarly to the RMP Opportunity Gap for merchandise lines, the RMP data for retail stores is derived from two the Consumer Expenditure Survey (CE Survey) and the Census of Retail Trade (CRT). Additional data sources are incorporated to create both supply and demand estimates.

The difference between demand and supply represents the opportunity gap or surplus available for each merchandise line in each radius. When the demand is greater than the supply, there is an opportunity gap. When the demand is less than the supply, a surplus exists. The percentage next to the gap/surplus represents how much of an opportunity gap or surplus exists based on the consumer expenditures. Table 3.5 highlights some of the types of retail stores which have significant opportunity gaps in the area.

**Table 3.5 – RMP Opportunity Gap: Retail Store**

Retail Stores	Radius 1 0.00 - 5.00 Miles		Radius 2 0.00 - 10.00 Miles		Radius 3 0.00 - 20.00 Miles	
	Opportunity Gap/Surplus	%	Opportunity Gap/Surplus	%	Opportunity Gap/Surplus	%
Total Retail Sales & Eating, Drinking Places	677,365,738	47%	2,175,312,666	22%	2,915,121,412	10%
Motor Vehicle & Parts Dealers-441	49,664,209	21%	256,194,884	15%	830,446,437	16%
Automotive Dealers-4411	45,477,613	23%	99,088,396	7%	345,072,801	8%
Other Motor Vehicle Dealers-4412	(767,421)	-3%	121,003,460	70%	377,189,019	72%
Automotive Parts/Accessories, Tire Stores-4413	4,954,017	25%	36,103,029	26%	108,184,617	27%
Furniture & Home Furnishings Stores-442	8,966,326	34%	(41,557,701)	-22%	(18,495,605)	-3%
Furniture Stores-4421	1,974,107	15%	(44,964,800)	-46%	(28,046,386)	-10%
Home Furnishing Stores-4422	6,992,218	56%	3,407,099	4%	9,550,781	4%
Electronics & Appliances Stores-443	20,341,341	80%	109,846,299	61%	240,636,024	47%
Appliance, TV, Electronics Stores-44311	16,945,608	85%	85,209,435	61%	181,780,727	45%
Household Appliances Stores-443111	3,360,958	94%	18,449,090	75%	41,310,289	58%
Radio, Television, Electronics Stores-443112	13,584,650	83%	66,760,345	58%	140,470,438	43%
Computer & Software Stores-44312	2,797,042	58%	20,830,439	60%	49,287,595	49%
Building Material, Garden Equipment Stores -444	91,428,393	64%	549,674,584	56%	1,080,989,282	37%
Building Material & Supply Dealers-4441	76,062,370	63%	429,494,027	51%	880,110,174	36%
Home Centers-44411	34,372,507	70%	193,196,822	56%	296,257,934	30%
Paint & Wallpaper Stores-44412	1,534,877	77%	6,617,245	47%	20,866,052	50%
Hardware Stores-44413	7,735,208	60%	49,711,207	57%	136,864,280	54%
Other Building Materials Dealers-44419	32,419,777	57%	179,968,753	45%	426,121,908	36%

Building Materials, Lumberyards-444191	12,182,944	57%	68,818,232	46%	154,873,401	36%
Lawn/Garden Equipment/Supplies Stores-4442	15,366,023	72%	120,180,556	83%	200,879,109	47%
Outdoor Power Equipment Stores-44421	4,418,987	68%	39,157,081	86%	57,726,984	42%
Nursery & Garden Centers-44422	10,947,036	74%	81,023,475	82%	143,152,124	49%
<b>Food &amp; Beverage Stores-445</b>	<b>119,310,560</b>	<b>60%</b>	<b>358,249,420</b>	<b>28%</b>	<b>1,264,487,214</b>	<b>35%</b>
Grocery Stores-4451	60,282,611	46%	220,492,302	27%	697,354,961	30%
Supermarkets, Grocery Stores-44511	58,799,333	49%	200,311,285	26%	629,811,589	29%
Convenience Stores-44512	1,483,278	17%	20,181,018	38%	67,543,372	45%
Specialty Food Stores-4452	14,807,095	93%	75,551,866	76%	165,671,724	59%
Beer, Wine & Liquor Stores-4453	44,220,853	83%	62,205,252	17%	401,460,528	40%
<b>Health &amp; Personal Care Stores-446</b>	<b>7,199,390</b>	<b>8%</b>	<b>121,959,956</b>	<b>21%</b>	<b>183,970,046</b>	<b>11%</b>
Pharmacies & Drug Stores-44611	(6,949,674)	-10%	72,337,853	16%	83,166,878	6%
Cosmetics, Beauty Supplies, Perfume Stores-44612	3,437,345	58%	16,435,837	42%	35,014,010	31%
Optical Goods Stores-44613	3,950,744	94%	6,045,840	22%	20,674,752	25%
Other Health & Personal Care Stores-44619	6,760,974	89%	27,140,426	54%	45,114,405	31%
<b>Gasoline Stations-447</b>	<b>33,617,770</b>	<b>23%</b>	<b>268,394,751</b>	<b>29%</b>	<b>241,945,443</b>	<b>9%</b>
Gasoline Stations with Convenience Stores-44711	16,719,436	15%	141,594,886	21%	(21,299,504)	-1%
Other Gasoline Stations-44719	16,898,334	44%	126,799,865	51%	263,244,947	37%
<b>Clothing &amp; Clothing Accessories Stores-448</b>	<b>53,817,182</b>	<b>88%</b>	<b>197,788,288</b>	<b>46%</b>	<b>180,820,136</b>	<b>14%</b>
Clothing Stores-4481	30,043,356	87%	99,109,398	44%	159,591,053	24%
Men's Clothing Stores-44811	1,521,480	94%	372,573	3%	3,499,009	11%
Women's Clothing Stores-44812	3,740,732	50%	15,046,576	30%	10,720,775	7%
Children's, Infants' Clothing Stores-44813	2,234,936	95%	1,551,081	11%	9,325,212	23%
Family Clothing Stores-44814	18,611,149	99%	66,458,868	54%	114,867,989	32%
Clothing Accessories Stores-44815	1,415,999	97%	7,559,419	76%	17,682,153	61%
Other Clothing Stores-44819	2,519,060	86%	8,120,882	41%	3,495,914	6%
Shoe Stores-4482	5,032,105	88%	12,416,719	34%	9,027,727	9%
Jewelry, Luggage, Leather Goods Stores-4483	18,741,720	89%	86,262,171	51%	12,201,356	2%
Jewelry Stores-44831	16,147,604	87%	71,819,814	48%	(17,350,528)	-4%
Luggage & Leather Goods Stores-44832	2,594,116	100%	14,442,356	82%	29,551,883	59%
<b>Sporting Goods, Hobby, Book, Music Stores-451</b>	<b>20,322,036</b>	<b>78%</b>	<b>120,979,445</b>	<b>66%</b>	<b>259,158,840</b>	<b>49%</b>
Sporting Goods, Hobby, Musical Inst Stores-4511	20,458,817	88%	114,067,593	72%	252,879,731	55%
Sporting Goods Stores-45111	10,815,176	87%	63,967,823	76%	142,723,421	59%
Hobby, Toy & Game Stores-45112	6,007,006	95%	34,388,379	79%	66,052,144	53%
Sewing, Needlework & Piece Goods Stores-45113	2,161,688	97%	8,892,038	59%	23,195,659	53%
Musical Instrument & Supplies Stores-45114	1,474,947	66%	6,819,353	42%	20,908,508	45%
Book, Periodical & Music Stores-4512	(136,780)	-5%	6,911,852	29%	6,279,108	9%

Book Stores & News Dealers-45121	(257,255)	-10%	5,521,194	27%	(535,323)	-1%
Book Stores-451211	(538,408)	-25%	3,835,862	21%	(3,213,458)	-6%
News Dealers & Newsstands-451212	281,152	80%	1,685,332	69%	2,678,136	39%
Prerecorded Tape, CD, Record Stores-45122	120,475	25%	1,390,657	39%	6,814,430	68%
General Merchandise Stores-452	102,464,898	59%	520,833,300	46%	1,016,201,712	31%
Department Stores, Excl Leased Departments-4521	21,396,120	30%	63,633,407	13%	(6,317,430)	0%
Other General Merchandise Stores-4529	81,068,779	80%	457,199,893	70%	1,022,519,142	54%
Miscellaneous Store Retailers-453	32,180,477	84%	173,153,501	67%	324,290,019	44%
Florists-4531	970,119	68%	1,043,626	11%	102,960	0%
Office Supplies, Stationery, Gift Stores-4532	15,862,837	92%	93,932,774	78%	152,078,635	44%
Office Supplies & Stationery Stores-45321	7,249,094	91%	41,770,501	72%	61,505,858	37%
Gift, Novelty & Souvenir Stores-45322	8,613,742	94%	52,162,274	83%	90,572,778	50%
Used Merchandise Stores-4533	1,207,489	45%	6,609,788	34%	22,144,049	40%
Other Miscellaneous Store Retailers-4539	14,140,031	82%	71,567,311	66%	149,964,376	49%
Non-Store Retailers-454	95,164,269	77%	120,809,317	14%	(2,288,048,747)	-94%
Foodservice & Drinking Places-722	42,888,887	30%	(581,013,378)	-58%	(401,279,391)	-14%
Full-Service Restaurants-7221	26,558,472	41%	(121,568,700)	-27%	(13,453,648)	-1%
Limited-Service Eating Places-7222	34,296,089	60%	(43,975,349)	-11%	(20,202,521)	-2%
Special Foodservices-7223	(6,698,676)	-42%	(331,069,440)	-304%	(300,939,122)	-98%
GAFO *	221,774,620	67%	1,001,822,407	45%	1,830,399,743	28%
General Merchandise Stores-452	102,464,898	59%	520,833,300	46%	1,016,201,712	31%
Clothing & Clothing Accessories Stores-448	53,817,182	88%	197,788,288	46%	180,820,136	14%
Furniture & Home Furnishings Stores-442	8,966,326	34%	(41,557,701)	-22%	(18,495,605)	-3%
Electronics & Appliances Stores-443	20,341,341	80%	109,846,299	61%	240,636,024	47%
Sporting Goods, Hobby, Book, Music Stores-451	20,322,036	78%	120,979,445	66%	259,158,840	49%
Office Supplies, Stationery, Gift Stores-4532	15,862,837	92%	93,932,774	78%	152,078,635	44%

\* GAFO (General merchandise, Apparel, Furniture and Other) represents sales at stores that sell merchandise normally sold in department stores. This category is not included in Total Retail Sales Including Eating and Drinking Places.

Similarly to the RMP Opportunity Gap for merchandise lines, the retail store opportunity gap indicates that clothing stores (Clothing and Clothing Accessories Stores) has both a significant gap in total sales as well as percentage of sales. This gap quickly diminishes once reaching the 20 mile radius, however, indicating that consumers' needs for this type of retail are likely being met by retail locations between 10 and 20 miles from the development sites. Other retail stores with significant gaps include General Merchandise Stores (Department Stores, Other General

Merchandise Stores), Miscellaneous Store Retailers (specifically Office Supplies and other Miscellaneous Store Retailers), Non-Store Retailers, and Electronics and Appliances Stores.

The RMP Opportunity Gap for Retail Stores indicates that the area would potentially support a mixed retail cluster development to meet consumer demand for a range of retail types. It should also be noted that while not all of the numbers may indicate a significant opportunity in the market, the development sites' unique location adjacent to a major interstate creates opportunities for sales potential that are not represented by supply/demand figures.

### Section 3.5 – Consumer Buying Power: Retail Store Type

Table 3.6 shows Consumer Buying Power (CBP) by type of retail store of the population within a 5 mile radius from the development sites. The 2015 aggregate expenditure estimate is shown along with what percentage of the total consumer expenditures each retail store type represents, as well as the 2020 estimates. The annual average growth of the retail sales of each type of store is also indicated.

**Table 3.6 – CBP: Retail Stores**

Product Category	2015 Aggregate Expenditure Estimate (in 1000s)	% Comp	2020 Aggregate Expenditure Estimate (in 1000s)	% Comp	2015 Annual Avg/ HH	2020 Annual Avg/ HH	Avg Annual % Growth
<b>Total Specified Consumer Expenditures (AREA)</b>	77,822	0.00	79,387	0.00	49,536	50,630	0.40
<b>All Retail Stores*</b>	49,467	63.56	50,563	63.69	31,488	32,247	0.44
Grocery Stores	8,961	11.51	9,116	11.48	5,704	5,814	0.35
Convenience Stores	501	0.64	521	0.66	319	332	0.77
Health & Personal Care Stores	3,922	5.04	4,050	5.10	2,496	2,583	0.66
Building Materials/Garden Equipment/Supplies	1,302	1.67	1,395	1.76	829	889	1.43
Hardware Stores	165	0.21	176	0.22	105	112	1.39
Home Centers	606	0.78	650	0.82	386	414	1.43
Nursery & Garden Centers	194	0.25	208	0.26	123	133	1.47
Lawn & Garden Equipment & Supplies Dealers	216	0.28	233	0.29	138	149	1.54
General Merchandise Stores	8,137	10.46	8,630	10.87	5,179	5,504	1.21
Department Stores (Excluding Leased)	3,996	5.14	4,271	5.38	2,544	2,724	1.38
Warehouse Clubs, Superstores, Other General Merch	4,205	5.40	4,439	5.59	2,677	2,831	1.11
Full Service Restaurants	1,325	1.70	1,350	1.70	843	861	0.38
Fast Food Restaurants	1,202	1.54	1,206	1.52	765	769	0.06
Eating Places	3,920	5.04	3,990	5.03	2,495	2,544	0.35
Drinking Places	100	0.13	103	0.13	64	65	0.43
Furniture Stores	721	0.93	763	0.96	459	487	1.16
Other Home Furnishing Stores	552	0.71	594	0.75	351	379	1.50
Household Appliance Stores	184	0.24	215	0.27	117	137	3.36
Radio/TV/Other Electronics	695	0.89	910	1.15	442	580	6.20

Stores							
Computer & Software Stores	281	0.36	360	0.45	179	230	5.62
Camera/Photographic Supply Stores	65	0.08	81	0.10	41	52	5.22
Clothing & Clothing Accessory Stores	3,105	3.99	3,239	4.08	1,976	2,066	0.87
Clothing Accessory Stores	49	0.06	51	0.06	31	32	0.85
Shoe Stores	479	0.62	485	0.61	305	309	0.26
Jewelry Stores	608	0.78	677	0.85	387	432	2.29
Office Supplies & Stationary Stores	182	0.23	206	0.26	116	132	2.69
Gift, Novelty & Souvenir Shops	168	0.22	181	0.23	107	115	1.59
Hobby, Toy & Game Shops	300	0.39	327	0.41	191	209	1.80
Sewing/Needlework/Piece Goods Stores	74	0.10	78	0.10	47	50	1.08
Florists	488	0.63	537	0.68	310	343	2.05
Book Stores	398	0.51	430	0.54	253	274	1.61
Sporting Goods Stores	400	0.51	469	0.59	254	299	3.47
Sporting Goods, Hobby, Book & Music Stores	1,195	1.54	1,364	1.72	761	870	2.83
Luggage & Leather Goods Stores	59	0.08	72	0.09	37	46	4.43
Auto Dealers	9,214	11.84	8,526	10.74	5,865	5,438	-1.49
Automotive Parts/Accessories/Tire Stores	466	0.60	421	0.53	296	268	-1.91
Gas Stations with Convenience Stores	4,273	5.49	4,215	5.31	2,720	2,688	-0.27
Gas Stations without Convenience Stores	1,188	1.53	1,134	1.43	756	723	-0.90
Electronic Shopping & Mail Order	2,070	2.66	2,300	2.90	1,318	1,467	2.22
Total Accommodation & Food Services	5,760	7.40	5,867	7.39	3,666	3,741	0.37
GAFO: General Merch, Apparel, Furniture, Other	14,949	19.21	16,126	20.31	9,515	10,285	1.58

*\* All Retail Stores Total is NOT the sum of the other line items. Some line items are sub-categories of multiple line items and could appear in more than one line item.*

The category of General Merchandise, Apparel, Furniture, Other has the most expenditures, likely due to the encompassing characterization. Next, the Auto Dealers retail type has the highest percentage of consumer expenditures, followed by Grocery Stores and General Merchandise Stores. The retail types with the highest annual average growth patterns are Radio/TV/Other Electronics Stores, Computer and Software Stores, and Camera/Photographic Supply Stores. Although these three retail store types have low consumer expenditures by comparison, the average of the three growth rates (5.68%) is significantly higher than the average growth rates of the remaining retail store types (1.19%). Again, this suggests a cluster development of targeted retail lines would potentially be supported by the consumer base in the area.

## **SECTION FOUR: CONTACT INFORMATION**

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