

1111 Maryland Ave, Hagerstown, Maryland, 21740 4 1111 Maryland Ave, Hagerstown, Maryland, 21740

Rings: 1, 3, 5 mile radii Longitude: -77.73467

| | 1 mile | 3 miles | 5 miles |
|---|---------------|-----------|-----------|
| Population Summary | 1 IIIIe | J IIIIes | 5 illiles |
| 2000 Total Population | 8,720 | 51,198 | 82,064 |
| 2010 Total Population | 8,531 | 54,529 | 91,018 |
| 2018 Total Population | 8,667 | 55,136 | 94,274 |
| 2018 Group Quarters | 77 | 1,285 | 7,643 |
| 2023 Total Population | 8,792 | 55,986 | 96,410 |
| 2018-2023 Annual Rate | 0.29% | 0.31% | 0.45% |
| 2018 Total Daytime Population | 9,823 | 69,175 | 105,742 |
| Workers | 5,113 | 39,915 | 60,078 |
| Residents | 4,710 | 29,260 | 45,664 |
| Household Summary | 7, = 2 | | , |
| 2000 Households | 3,648 | 21,644 | 31,315 |
| 2000 Average Household Size | 2.36 | 2.30 | 2.34 |
| 2010 Households | 3,677 | 22,593 | 34,679 |
| 2010 Average Household Size | 2.30 | 2.35 | 2.40 |
| 2018 Households | 3,743 | 22,819 | 35,881 |
| 2018 Average Household Size | 2.29 | 2.36 | 2.41 |
| _ | | | |
| 2023 Households | 3,799 2.29 | 23,153 | 36,690 |
| 2023 Average Household Size | | 2.36 | 2.42 |
| 2018-2023 Annual Rate | 0.30% | 0.29% | 0.45% |
| 2010 Families | 2,194 | 13,595 | 21,683 |
| 2010 Average Family Size | 2.90 | 2.97 | 2.98 |
| 2018 Families | 2,188 | 13,509 | 22,183 |
| 2018 Average Family Size | 2.94 | 3.02 | 3.04 |
| 2023 Families | 2,199 | 13,619 | 22,565 |
| 2023 Average Family Size | 2.96 | 3.04 | 3.06 |
| 2018-2023 Annual Rate | 0.10% | 0.16% | 0.34% |
| Housing Unit Summary | | | |
| 2000 Housing Units | 3,844 | 23,107 | 33,162 |
| Owner Occupied Housing Units | 48.0% | 48.4% | 54.2% |
| Renter Occupied Housing Units | 46.9% | 45.3% | 40.2% |
| Vacant Housing Units | 5.1% | 6.3% | 5.6% |
| 2010 Housing Units | 4,053 | 25,165 | 38,217 |
| Owner Occupied Housing Units | 46.5% | 47.1% | 51.4% |
| Renter Occupied Housing Units | 44.2% | 42.7% | 39.3% |
| Vacant Housing Units | 9.3% | 10.2% | 9.3% |
| - | 4,100 | 25,546 | 39,525 |
| 2018 Housing Units Owner Occupied Housing Units | 47.6% | 48.1% | 52.7% |
| Renter Occupied Housing Units | 43.7% | 41.2% | 38.0% |
| · | 8.7% | 10.7% | 9.2% |
| Vacant Housing Units | | | |
| 2023 Housing Units | 4,184 | 26,098 | 40,668 |
| Owner Occupied Housing Units | 48.4% | 48.9% | 53.6% |
| Renter Occupied Housing Units | 42.5% | 39.8% | 36.6% |
| Vacant Housing Units | 9.2% | 11.3% | 9.8% |
| Median Household Income | | | |
| 2018 | \$43,143 | \$44,735 | \$52,467 |
| 2023 | \$50,514 | \$51,739 | \$60,665 |
| Median Home Value | | | |
| 2018 | \$170,807 | \$181,017 | \$204,139 |
| 2023 | \$187,758 | \$201,182 | \$240,383 |
| Per Capita Income | | | |
| 2018 | \$23,485 | \$24,687 | \$26,448 |
| 2023 | \$27,861 | \$28,994 | \$31,501 |
| Median Age | 7, | , ,,,,,, | 7/-02 |
| 2010 | 37.0 | 37.3 | 37.9 |
| 2018 | 38.0 | 38.5 | 38.8 |
| 2023 | 38.8 | 39.1 | 39.2 |
| 2023 | 30.0 | 35.1 | 39.2 |

Data Note: Household population includes persons not residing in group quarters. Average Household Size is the household population divided by total households. Persons in families include the householder and persons related to the householder by birth, marriage, or adoption. Per Capita Income represents the income received by all persons aged 15 years and over divided by the total population.

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2018 and 2023 Esri converted Census 2000 data into 2010 geography.

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| | 1 mile | 3 miles | 5 miles |
|---|--------------|--------------|--------------|
| 2018 Households by Income | 1 IIIIle | 3 illiles | 5 illies |
| Household Income Base | 3,743 | 22,819 | 35,881 |
| <\$15,000 | 11.9% | 14.4% | 12.0% |
| \$15,000 - \$24,999 | 17.3% | 14.3% | 12.0% |
| \$25,000 - \$34,999 | 11.0% | 11.4% | 10.2% |
| \$35,000 - \$3 4 ,999 \$35,000 - \$49,999 | 15.7% | 13.8% | 13.2% |
| | 20.9% | 17.9% | 18.3% |
| \$50,000 - \$74,999 \$75,000 - \$00,000 | 11.4% | 17.9% | 13.6% |
| \$75,000 - \$99,999 \$100,000 - \$140,000 | 9.0% | | |
| \$100,000 - \$149,999 | | 10.8% | 12.8% |
| \$150,000 - \$199,999 | 1.6% | 3.1% | 4.4% |
| \$200,000+ | 1.1% | 2.0% | 3.5% |
| Average Household Income | \$53,407 | \$58,240 | \$67,964 |
| 2023 Households by Income | | | |
| Household Income Base | 3,799 | 23,153 | 36,690 |
| <\$15,000 | 11.0% | 13.5% | 11.0% |
| \$15,000 - \$24,999 | 15.5% | 12.9% | 10.5% |
| \$25,000 - \$34,999 | 9.2% | 9.9% | 8.6% |
| \$35,000 - \$49,999 | 13.6% | 12.0% | 11.2% |
| \$50,000 - \$74,999 | 20.5% | 17.0% | 16.8% |
| \$75,000 - \$99,999 | 13.5% | 13.7% | 14.7% |
| \$100,000 - \$149,999 | 12.6% | 14.0% | 16.4% |
| \$150,000 - \$199,999 | 2.3% | 4.1% | 5.8% |
| \$200,000+ | 1.9% | 2.9% | 5.0% |
| Average Household Income | \$63,469 | \$68,812 | \$81,306 |
| 2018 Owner Occupied Housing Units by Value | , , | , , | , , |
| Total | 1,953 | 12,290 | 20,843 |
| <\$50,000 | 2.2% | 4.2% | 3.7% |
| \$50,000 - \$99,999 | 6.7% | 10.0% | 7.4% |
| \$100,000 - \$149,999 | 27.5% | 19.0% | 14.5% |
| \$150,000 - \$199,999 | 32.7% | 27.0% | 23.0% |
| \$200,000 - \$249,999 | 16.9% | 15.8% | 16.1% |
| \$250,000 - \$249,999 | 5.9% | 12.0% | 13.4% |
| \$300,000 - \$399,999 | 2.6% | 7.1% | 12.1% |
| | 1.8% | 2.2% | 4.6% |
| \$400,000 - \$499,999 #500,000 #740,000 | 2.1% | 1.6% | 3.9% |
| \$500,000 - \$749,999 \$750,000 - \$000,000 | | | |
| \$750,000 - \$999,999 #1,000,000 - #1,400,000 | 0.1% | 0.4% | 0.6% |
| \$1,000,000 - \$1,499,999 | 1.4% | 0.4% | 0.4% |
| \$1,500,000 - \$1,999,999 | 0.0% | 0.0% | 0.1% |
| \$2,000,000 + | 0.0% | 0.2% | 0.2% |
| Average Home Value | \$200,819 | \$205,662 | \$241,481 |
| 2023 Owner Occupied Housing Units by Value | | | |
| Total | 2,023 | 12,768 | 21,790 |
| <\$50,000 | 1.8% | 3.6% | 2.9% |
| \$50,000 - \$99,999 | 5.9% | 8.6% | 6.1% |
| \$100,000 - \$149,999 | 20.6% | 14.3% | 10.5% |
| \$150,000 - \$199,999 | 28.8% | 23.2% | 18.6% |
| \$200,000 - \$249,999 | 18.0% | 15.6% | 14.8% |
| \$250,000 - \$299,999 | 7.8% | 14.5% | 14.9% |
| \$300,000 - \$399,999 | 4.3% | 10.7% | 16.1% |
| \$400,000 - \$499,999 | 4.2% | 4.1% | 6.9% |
| \$500,000 - \$749,999 | 4.9% | 3.4% | 6.6% |
| \$750,000 - \$999,999 | 0.3% | 0.8% | 1.2% |
| \$1,000,000 - \$1,499,999 | 3.6% | 0.9% | 0.9% |
| | | | |
| | በ በ% | () ()% | 11 / 4/0 |
| \$1,500,000 - \$1,999,999 \$2,000,000 + | 0.0% 0.0% | 0.0% 0.3% | 0.2% 0.3% |

Data Note: Income represents the preceding year, expressed in current dollars. Household income includes wage and salary earnings, interest dividends, net rents, pensions, SSI and welfare payments, child support, and alimony.

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2018 and 2023 Esri converted Census 2000 data into 2010 geography.

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| · · · · · g · · · · · · · · · · · · · · | | 3 | |
|---|--------|---------|---------|
| | 1 mile | 3 miles | 5 miles |
| 2010 Population by Age | | | |
| Total | 8,530 | 54,530 | 91,019 |
| 0 - 4 | 8.3% | 7.6% | 6.6% |
| 5 - 9 | 6.4% | 6.8% | 6.3% |
| 10 - 14 | 6.1% | 6.2% | 6.0% |
| 15 - 24 | 12.6% | 12.3% | 12.7% |
| 25 - 34 | 14.3% | 14.1% | 14.6% |
| 35 - 44 | 12.5% | 13.2% | 14.0% |
| 45 - 54 | 12.5% | 14.1% | 14.5% |
| 55 - 64 | 10.8% | 11.3% | 11.2% |
| 65 - 74 | 7.3% | 7.1% | 6.9% |
| 75 - 84 | 6.2% | 5.0% | 4.9% |
| 85 + | 3.2% | 2.4% | 2.3% |
| 18 + | 75.7% | 75.8% | 77.5% |
| 2018 Population by Age | | | |
| Total | 8,666 | 55,137 | 94,274 |
| 0 - 4 | 7.7% | 6.9% | 6.1% |
| 5 - 9 | 6.7% | 6.4% | 5.8% |
| 10 - 14 | 6.1% | 6.2% | 5.8% |
| 15 - 24 | 11.7% | 12.1% | 12.5% |
| 25 - 34 | 14.0% | 13.9% | 14.6% |
| 35 - 44 | 12.2% | 12.5% | 13.1% |
| 45 - 54 | 11.4% | 12.7% | 13.3% |
| 55 - 64 | 11.1% | 12.2% | 12.2% |
| 65 - 74 | 9.6% | 9.3% | 9.1% |
| 75 - 84 | 5.8% | 5.2% | 5.0% |
| 85 + | 3.8% | 2.6% | 2.5% |
| 18 + | 76.3% | 77.1% | 78.8% |
| 2023 Population by Age | | | |
| Total | 8,792 | 55,987 | 96,411 |
| 0 - 4 | 7.6% | 6.9% | 6.1% |
| 5 - 9 | 6.5% | 6.2% | 5.7% |
| 10 - 14 | 6.1% | 6.0% | 5.7% |
| 15 - 24 | 11.4% | 11.9% | 12.2% |
| 25 - 34 | 13.7% | 13.8% | 14.7% |
| 35 - 44 | 12.5% | 12.7% | 13.4% |
| 45 - 54 | 10.5% | 11.8% | 12.3% |
| 55 - 64 | 11.0% | 11.9% | 11.9% |
| 65 - 74 | 10.1% | 10.1% | 9.9% |
| 75 - 84 | 6.7% | 6.1% | 5.7% |
| 85 + | 4.0% | 2.6% | 2.5% |
| 18 + | 76.4% | 77.5% | 79.2% |
| 2010 Population by Sex | | | |
| Males | 3,969 | 26,172 | 46,889 |
| Females | 4,562 | 28,357 | 44,129 |
| 2018 Population by Sex | | | |
| Males | 4,034 | 26,447 | 48,400 |
| Females | 4,633 | 28,689 | 45,874 |
| 2023 Population by Sex | | | |
| Males | 4,095 | 26,933 | 49,566 |
| Females | 4,697 | 29,053 | 46,843 |
| | | | |

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2018 and 2023 Esri converted Census 2000 data into 2010 geography.

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Rings: 1, 3, 5 mile radii

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| | 1 mile | 3 miles | 5 miles |
|--|--------|---------|---------|
| 2010 Population by Race/Ethnicity | | | |
| Total | 8,532 | 54,529 | 91,017 |
| White Alone | 83.1% | 80.7% | 79.0% |
| Black Alone | 9.8% | 11.9% | 14.2% |
| American Indian Alone | 0.1% | 0.2% | 0.2% |
| Asian Alone | 0.9% | 1.4% | 1.7% |
| Pacific Islander Alone | 0.1% | 0.1% | 0.1% |
| Some Other Race Alone | 1.8% | 1.7% | 1.5% |
| Two or More Races | 4.2% | 4.0% | 3.3% |
| Hispanic Origin | 4.4% | 4.7% | 4.4% |
| Diversity Index | 35.9 | 39.5 | 40.9 |
| 2018 Population by Race/Ethnicity | | | |
| Total | 8,667 | 55,137 | 94,275 |
| White Alone | 77.9% | 75.2% | 74.1% |
| Black Alone | 12.6% | 15.0% | 16.9% |
| American Indian Alone | 0.1% | 0.3% | 0.2% |
| Asian Alone | 1.3% | 2.0% | 2.4% |
| Pacific Islander Alone | 0.1% | 0.1% | 0.1% |
| Some Other Race Alone | 2.6% | 2.4% | 2.1% |
| Two or More Races | 5.3% | 5.1% | 4.2% |
| Hispanic Origin | 6.6% | 6.9% | 6.4% |
| Diversity Index | 45.4 | 48.7 | 49.2 |
| 2023 Population by Race/Ethnicity | | | |
| Total | 8,793 | 55,986 | 96,409 |
| White Alone | 73.6% | 70.9% | 70.3% |
| Black Alone | 14.6% | 17.1% | 18.7% |
| American Indian Alone | 0.2% | 0.3% | 0.3% |
| Asian Alone | 1.6% | 2.5% | 3.0% |
| Pacific Islander Alone | 0.2% | 0.1% | 0.1% |
| Some Other Race Alone | 3.3% | 3.0% | 2.6% |
| Two or More Races | 6.5% | 6.1% | 5.1% |
| Hispanic Origin | 8.5% | 8.8% | 8.2% |
| Diversity Index | 52.4 | 55.2 | 55.0 |
| 2010 Population by Relationship and Household Type | | | |
| Total | 8,531 | 54,529 | 91,018 |
| In Households | 99.1% | 97.6% | 91.4% |
| In Family Households | 78.0% | 77.4% | 73.9% |
| Householder | 25.8% | 24.9% | 23.8% |
| Spouse | 15.9% | 16.1% | 16.6% |
| Child | 29.8% | 29.7% | 27.7% |
| Other relative | 3.0% | 3.4% | 3.0% |
| Nonrelative | 3.5% | 3.3% | 2.8% |
| In Nonfamily Households | 21.1% | 20.2% | 17.5% |
| In Group Quarters | 0.9% | 2.4% | 8.6% |
| Institutionalized Population | 0.8% | 1.8% | 8.0% |
| Noninstitutionalized Population | 0.1% | 0.7% | 0.6% |
| | | | |

Data Note: Persons of Hispanic Origin may be of any race. The Diversity Index measures the probability that two people from the same area will be from different race/ ethnic groups.

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2018 and 2023 Esri converted Census 2000 data into 2010 geography.

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Rings: 1, 3, 5 mile radii Longitude: -77.73467

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|---|--------|---------|---------|
| 2018 Population 25+ by Educational Attainment | | | |
| Total | 5,883 | 37,737 | 65,781 |
| Less than 9th Grade | 4.2% | 3.5% | 3.3% |
| 9th - 12th Grade, No Diploma | 9.6% | 11.0% | 10.2% |
| High School Graduate | 35.0% | 33.6% | 30.3% |
| GED/Alternative Credential | 4.8% | 5.7% | 6.8% |
| Some College, No Degree | 22.6% | 21.8% | 21.3% |
| Associate Degree | 7.0% | 7.3% | 7.7% |
| Bachelor's Degree | 8.9% | 10.2% | 12.0% |
| Graduate/Professional Degree | 7.8% | 7.0% | 8.4% |
| 2018 Population 15+ by Marital Status | | | |
| Total | 6,898 | 44,422 | 77,548 |
| Never Married | 36.3% | 33.4% | 34.3% |
| Married | 40.2% | 44.9% | 45.5% |
| Widowed | 9.5% | 7.6% | 7.3% |
| Divorced | 14.0% | 14.0% | 12.9% |
| 2018 Civilian Population 16+ in Labor Force | | | |
| Civilian Employed | 93.3% | 93.5% | 94.0% |
| Civilian Unemployed (Unemployment Rate) | 6.7% | 6.5% | 6.0% |
| 2018 Employed Population 16+ by Industry | | | |
| Total | 4,019 | 26,110 | 43,087 |
| Agriculture/Mining | 0.1% | 0.6% | 0.7% |
| Construction | 5.3% | 6.3% | 6.3% |
| Manufacturing | 6.0% | 6.4% | 7.6% |
| Wholesale Trade | 1.1% | 2.0% | 2.2% |
| Retail Trade | 14.2% | 14.2% | 13.3% |
| Transportation/Utilities | 8.1% | 6.7% | 6.2% |
| Information | 1.6% | 2.0% | 1.9% |
| Finance/Insurance/Real Estate | 7.1% | 8.5% | 8.9% |
| Services | 48.2% | 46.4% | 46.4% |
| Public Administration | 8.3% | 6.8% | 6.7% |
| 2018 Employed Population 16+ by Occupation | | | |
| Total | 4,018 | 26,109 | 43,086 |
| White Collar | 53.5% | 55.4% | 57.7% |
| Management/Business/Financial | 11.2% | 11.6% | 12.8% |
| Professional | 16.9% | 17.6% | 19.4% |
| Sales | 9.1% | 9.7% | 10.4% |
| Administrative Support | 16.3% | 16.5% | 15.1% |
| Services | 24.6% | 20.4% | 19.0% |
| Blue Collar | 21.8% | 24.2% | 23.4% |
| Farming/Forestry/Fishing | 0.0% | 0.2% | 0.3% |
| Construction/Extraction | 3.0% | 4.7% | 4.7% |
| Installation/Maintenance/Repair | 4.0% | 4.2% | 3.9% |
| Production | 5.1% | 5.2% | 5.4% |
| Transportation/Material Moving | 9.7% | 9.9% | 9.0% |
| | 5.7 70 | J. J 70 | 9.070 |
| 2010 Population By Urban/ Rural Status | 0.531 | E4 F30 | 01.010 |
| Total Population | 8,531 | 54,529 | 91,018 |
| Population Inside Urbanized Area | 100.0% | 96.3% | 92.9% |
| Population Inside Urbanized Cluster | 0.0% | 0.0% | 0.0% |
| Rural Population | 0.0% | 3.7% | 7.1% |

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2018 and 2023 Esri converted Census 2000 data into 2010 geography.

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| | 1 mile | 3 miles | 5 miles |
|---|--------|---------|---------|
| 2010 Households by Type | | | |
| Total | 3,678 | 22,593 | 34,679 |
| Households with 1 Person | 33.4% | 32.6% | 30.6% |
| Households with 2+ People | 66.6% | 67.4% | 69.4% |
| Family Households | 59.7% | 60.2% | 62.5% |
| Husband-wife Families | 36.7% | 39.0% | 43.6% |
| With Related Children | 13.7% | 15.8% | 17.9% |
| Other Family (No Spouse Present) | 23.0% | 21.1% | 18.9% |
| Other Family with Male Householder | 5.3% | 5.2% | 4.9% |
| With Related Children | 3.2% | 3.2% | 3.1% |
| Other Family with Female Householder | 17.7% | 16.0% | 14.0% |
| With Related Children | 13.3% | 11.5% | 9.9% |
| Nonfamily Households | 7.0% | 7.3% | 6.8% |
| All Households with Children | 30.7% | 31.1% | 31.5% |
| Multigenerational Households | 3.1% | 3.4% | 3.3% |
| Unmarried Partner Households | 10.3% | 9.5% | 8.7% |
| Male-female | 9.4% | 8.6% | 7.9% |
| Same-sex | 0.9% | 0.8% | 0.8% |
| 2010 Households by Size | | | |
| Total | 3,678 | 22,592 | 34,678 |
| 1 Person Household | 33.4% | 32.6% | 30.6% |
| 2 Person Household | 33.8% | 32.6% | 33.3% |
| 3 Person Household | 15.3% | 15.4% | 15.6% |
| 4 Person Household | 9.8% | 10.8% | 11.6% |
| 5 Person Household | 4.6% | 5.1% | 5.3% |
| 6 Person Household | 1.9% | 2.1% | 2.1% |
| 7 + Person Household | 1.1% | 1.4% | 1.3% |
| 2010 Households by Tenure and Mortgage Status | | | |
| Total | 3,677 | 22,593 | 34,679 |
| Owner Occupied | 51.3% | 52.5% | 56.7% |
| Owned with a Mortgage/Loan | 32.6% | 36.2% | 39.3% |
| Owned Free and Clear | 18.7% | 16.3% | 17.3% |
| Renter Occupied | 48.7% | 47.5% | 43.3% |
| 2010 Housing Units By Urban/ Rural Status | | | |
| Total Housing Units | 4,053 | 25,165 | 38,217 |
| Housing Units Inside Urbanized Area | 100.0% | 96.9% | 93.5% |
| Housing Units Inside Urbanized Cluster | 0.0% | 0.0% | 0.0% |
| | | | |

Data Note: Households with children include any households with people under age 18, related or not. Multigenerational households are families with 3 or more parent-child relationships. Unmarried partner households are usually classified as nonfamily households unless there is another member of the household related to the householder. Multigenerational and unmarried partner households are reported only to the tract level. Esri estimated block group data, which is used to estimate polygons or non-standard geography.

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2018 and 2023 Esri converted Census 2000 data into 2010 geography.

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|---|----|------------------------|------------------------|----------------------------|
| Top 3 Tapestry Segments | | | | |
| | 1. | Front Porches (8E) | Parks and Rec (5C) | Parks and Rec (5C) |
| 2 | 2. | Retirement Communities | Front Porches (8E) | Old and Newcomers (8F) |
| 5 | 3. | Metro Fusion (11C) | Hardscrabble Road (8G) | Bright Young Professionals |
| 2018 Consumer Spending | | | | |
| Apparel & Services: Total \$ | | \$5,319,952 | \$35,166,686 | \$63,860,951 |
| Average Spent | | \$1,421.31 | \$1,541.11 | \$1,779.80 |
| Spending Potential Index | | 65 | 71 | 82 |
| Education: Total \$ | | \$3,463,947 | \$23,194,356 | \$42,390,703 |
| Average Spent | | \$925.45 | \$1,016.45 | \$1,181.42 |
| Spending Potential Index | | 64 | 70 | 82 |
| Entertainment/Recreation: Total \$ | | \$7,652,288 | \$51,199,159 | \$93,949,680 |
| Average Spent | | \$2,044.43 | \$2,243.71 | \$2,618.37 |
| Spending Potential Index | | 63 | 70 | 81 |
| Food at Home: Total \$ | | \$12,484,712 | \$82,594,102 | \$149,303,490 |
| Average Spent | | \$3,335.48 | \$3,619.53 | \$4,161.07 |
| Spending Potential Index | | 66 | 72 | 83 |
| Food Away from Home: Total \$ | | \$8,636,964 | \$56,795,266 | \$103,450,623 |
| Average Spent | | \$2,307.50 | \$2,488.95 | \$2,883.16 |
| Spending Potential Index | | 66 | 71 | 82 |
| Health Care: Total \$ | | \$13,514,530 | \$90,850,602 | \$167,781,212 |
| Average Spent | | \$3,610.61 | \$3,981.36 | \$4,676.05 |
| Spending Potential Index | | 63 | 70 | 82 |
| HH Furnishings & Equipment: Total \$ | | \$4,960,699 | \$32,962,846 | \$60,720,094 |
| Average Spent | | \$1,325.33 | \$1,444.54 | \$1,692.26 |
| Spending Potential Index | | 63 | 69 | 81 |
| Personal Care Products & Services: Total \$ | | \$2,016,480 | \$13,216,312 | \$24,244,311 |
| Average Spent | | \$538.73 | \$579.18 | \$675.69 |
| Spending Potential Index | | 65 | 70 | 82 |
| Shelter: Total \$ | | \$42,758,620 | \$277,878,174 | \$500,954,200 |
| Average Spent | | \$11,423.62 | \$12,177.49 | \$13,961.55 |
| Spending Potential Index | | 68 | 73 | 83 |
| Support Payments/Cash Contributions/Gifts in Kind: Total \$ | | \$5,911,688 | \$38,970,672 | \$71,762,900 |
| Average Spent | | \$1,579.40 | \$1,707.82 | \$2,000.03 |
| Spending Potential Index | | 64 | 69 | 80 |
| Travel: Total \$ | | \$4,988,982 | \$32,958,577 | \$61,274,538 |
| Average Spent | | \$1,332.88 | \$1,444.35 | \$1,707.72 |
| Spending Potential Index | | 62 | 67 | 79 |
| Vehicle Maintenance & Repairs: Total \$ | | \$2,608,613 | \$17,307,284 | \$31,640,785 |
| Average Spent | | \$696.93 | \$758.46 | \$881.83 |
| Spending Potential Index | | 65 | 71 | 82 |

Data Note: Consumer spending shows the amount spent on a variety of goods and services by households that reside in the area. Expenditures are shown by broad budget categories that are not mutually exclusive. Consumer spending does not equal business revenue. Total and Average Amount Spent Per Household represent annual figures. The Spending Potential Index represents the amount spent in the area relative to a national average of 100.

Source: Consumer Spending data are derived from the 2015 and 2016 Consumer Expenditure Surveys, Bureau of Labor Statistics. Esri.

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2018 and 2023 Esri converted Census 2000 data into 2010 geography.

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1111 Maryland Ave, Hagerstown, Maryland, 21740 4 1111 Maryland Ave, Hagerstown, Maryland, 21740 Ring: 1 mile radius

Longitude: -77.73467

Prepared by Esri Latitude: 39.62156

Demographic Summary Top Tapestry Segments 2018 2023 **Percent** 8,792 Front Porches (8E) 28.7% Population 8,667 Retirement Communities (9E) 24.0% Households 3,743 3,799 2,188 Metro Fusion (11C) 20.1% **Families** 2,199 38.0 Old and Newcomers (8F) 18.4% Median Age 38.8 Parks and Rec (5C) \$50,514 7.2% Median Household Income \$43,143 **Spending Potential Average Amount** Index Spent Total **Apparel and Services** 65 \$1,421.31 \$5,319,952 Men's 66 \$271.25 \$1,015,300 Women's 66 \$488.08 \$1,826,899 Children's 65 \$209.19 \$783,005 Footwear 66 \$311.27 \$1,165,074 Watches & Jewelry 63 \$338,369 \$90.40 Apparel Products and Services (1) 62 \$51.11 \$191,305 Computer 68 Computers and Hardware for Home Use \$116.14 \$434,724 68 \$13,801 Portable Memory \$3.69 Computer Software 72 \$7.58 \$28,368 Computer Accessories 67 \$12.57 \$47,061 **Entertainment & Recreation** 63 \$2,044.43 \$7,652,288 Fees and Admissions 62 \$423.38 \$1,584,695 Membership Fees for Clubs (2) 62 \$139.25 \$521,230 Fees for Participant Sports, excl. Trips 62 \$70.35 \$263,337 Tickets to Theatre/Operas/Concerts 65 \$42.91 \$160,630 67 Tickets to Movies/Museums/Parks \$53.79 \$201,334 Admission to Sporting Events, excl. Trips 59 \$34.81 \$130,277 59 Fees for Recreational Lessons \$81.68 \$305,715 87 **Dating Services** \$0.58 \$2,171 TV/Video/Audio 67 \$870.60 \$3,258,641 Cable and Satellite Television Services 66 \$639.02 \$2,391,860 Televisions 69 \$81.01 \$303,239 Satellite Dishes 61 \$1.08 \$4,055 VCRs, Video Cameras, and DVD Players 71 \$3.90 \$14,613 Miscellaneous Video Equipment 61 \$8.77 \$32,814 Video Cassettes and DVDs 68 \$8.46 \$31,651 Video Game Hardware/Accessories 72 \$21.42 \$80,173 Video Game Software 74 \$11.06 \$41,380 Streaming/Downloaded Video 71 \$23.45 \$87,759 Rental of Video Cassettes and DVDs 69 \$8.89 \$33,264 Installation of Televisions 59 \$0.54 \$2,035 Audio (3) 65 \$60.48 \$226,372 Rental and Repair of TV/Radio/Sound Equipment 62 \$2.52 \$9,425 60 \$380.86 \$1,425,575 Toys/Games/Crafts/Hobbies (4) 66 \$76.11 \$284,870 Recreational Vehicles and Fees (5) 54 \$58.73 \$219,808 62 Sports/Recreation/Exercise Equipment (6) \$110.24 \$412,632 Photo Equipment and Supplies (7) 63 \$33.65 \$125,947 65 Reading (8) \$73.45 \$274,928 Catered Affairs (9) 57 \$17.42 \$65,193 Food 66 \$5,642.98 \$21,121,676 Food at Home 66 \$3,335.48 \$12,484,712 Bakery and Cereal Products 67 \$439.52 \$1,645,135 67 Meats, Poultry, Fish, and Eggs \$752.75 \$2,817,549 66 Dairy Products \$342.03 \$1,280,221 67 Fruits and Vegetables \$657.90 \$2,462,508 Snacks and Other Food at Home (10) 66 \$1,143.28 \$4,279,299 Food Away from Home 66 \$2,307.50 \$8,636,964 Alcoholic Beverages \$373.74 \$1,398,893

Data Note: The Spending Potential Index (SPI) is household-based, and represents the amount spent for a product or service relative to a national average of 100. Detail may not sum to totals due to rounding. This report is not a comprehensive list of all consumer spending variables therefore the variables in each section may not sum to totals.

Source: Esri forecasts for 2018 and 2023; Consumer Spending data are derived from the 2015 and 2016 Consumer Expenditure Surveys, Bureau of Labor Statistics.

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1111 Maryland Ave, Hagerstown, Maryland, 21740 4 1111 Maryland Ave, Hagerstown, Maryland, 21740 Ring: 1 mile radius

Latitude: 39.62156 Longitude: -77.73467

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| 60 58 67 61 65 65 | \$3,022.13 \$13,427.77 \$942.34 \$1,706.54 \$381.33 | \$11,311,843 \$50,260,158 \$3,527,173 \$6,387,576 \$1,427,309 |
|----------------------------------|--|--|
| 58 67 61 65 65 | \$13,427.77 \$942.34 \$1,706.54 \$381.33 | \$50,260,158 \$3,527,173 \$6,387,576 |
| 67 61 65 65 63 | \$942.34 \$1,706.54 \$381.33 | \$3,527,173 \$6,387,576 |
| 61 65 65 63 | \$1,706.54 \$381.33 | \$6,387,576 |
| 65 65 63 | \$381.33 | |
| 65 63 | · | \$1,427,309 |
| 63 | \$86.08 | |
| 63 | \$86.08 | |
| | | \$322,208 |
| 63 | \$227.45 | \$851,331 |
| 62 | \$58.04 | \$217,244 |
| | | |
| 56 | \$4,803.93 | \$17,981,095 |
| 55 | \$1,125.60 | \$4,213,115 |
| 53 | \$261.63 | \$979,276 |
| 65 | \$3,220.85 | \$12,055,633 |
| | | |
| 66 | \$65.32 | \$244,482 |
| 65 | \$397.16 | \$1,486,586 |
| 65 | \$15.89 | \$59,480 |
| 60 | \$208.28 | \$779,582 |
| 64 | \$66.02 | \$247,125 |
| 68 | \$33.33 | \$124,763 |
| 65 | \$8.94 | \$33,452 |
| 64 | \$45.33 | \$169,654 |
| | · | |
| 62 | \$319.16 | \$1,194,602 |
| 57 | · | \$921,726 |
| | · | \$182,093 |
| | · · | \$1,731,439 |
| | , | 1 / - / |
| 57 | \$324.24 | \$1,213,634 |
| | | \$3,090,889 |
| | · | \$901,411 |
| | | \$8,914,662 |
| | | \$1,204,045 |
| | | \$374,325 |
| | | \$1,061,302 |
| | ¥200.0 . | 41,001,001 |
| 62 | \$1 480 66 | \$5,542,111 |
| | | \$5,829,677 |
| | | \$2,608,613 |
| 03 | 4000.00 | Ψ2,000,013 |
| 64 | ¢336 88 | \$1,260,952 |
| | | \$1,285,152 |
| | | \$1,263,132 \$63,644 |
| | | \$63,644 \$1,205,906 |
| | 55 53 65 66 66 65 65 60 64 68 65 65 64 | 55 \$1,125.60 53 \$261.63 65 \$3,220.85 66 \$65.32 65 \$397.16 65 \$15.89 60 \$208.28 64 \$66.02 68 \$33.33 65 \$8.94 64 \$45.33 62 \$319.16 57 \$246.25 75 \$48.65 64 \$462.58 57 \$324.24 66 \$825.78 58 \$240.83 63 \$2,381.69 66 \$321.68 65 \$100.01 68 \$283.54 62 \$1,480.66 65 \$1,557.49 65 \$696.93 64 \$336.88 60 \$343.35 61 \$17.00 |

Data Note: The Spending Potential Index (SPI) is household-based, and represents the amount spent for a product or service relative to a national average of 100. Detail may not sum to totals due to rounding. This report is not a comprehensive list of all consumer spending variables therefore the variables in each section may not sum to totals.

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1111 Maryland Ave, Hagerstown, Maryland, 21740 4 1111 Maryland Ave, Hagerstown, Maryland, 21740

Ring: 3 mile radius Longitude: -77.73467

| Top Tapestry Segments | Percent | Demographic Summary | 2018 | 2023 |
|---|----------------|-------------------------|------------------------|-----------------------------|
| Parks and Rec (5C) | 17.6% | Population | 55,136 | 55,986 |
| Front Porches (8E) | 12.0% | Households | 22,819 | 23,153 |
| Hardscrabble Road (8G) | 8.3% | Families | 13,509 | 13,619 |
| Bright Young Professionals (8C) | 7.3% | Median Age | 38.5 | 39.1 |
| Social Security Set (9F) | 7.1% | Median Household Income | \$44,735 | \$51,739 |
| | | Spending Potential | Average Amount | |
| | | Index | Spent | Total |
| Apparel and Services | | 71 | \$1,541.11 | \$35,166,686 |
| Men's | | 71 | \$295.61 | \$6,745,612 |
| Women's | | 71 | \$525.16 | \$11,983,718 |
| Children's | | 71 | \$230.48 | \$5,259,271 |
| Footwear | | 71 | \$335.79 | \$7,662,306 |
| Watches & Jewelry | | 69 | \$98.42 | \$2,245,917 |
| Apparel Products and Services (1) | | 67 | \$55.65 | \$1,269,863 |
| Computer | | | | |
| Computers and Hardware for Home | e Use | 72 | \$123.04 | \$2,807,738 |
| Portable Memory | | 72 | \$3.90 | \$89,086 |
| Computer Software | | 75 | \$7.90 | \$180,205 |
| Computer Accessories | | 71 | \$13.39 | \$305,478 |
| Entertainment & Recreation | | 70 | \$2,243.71 | \$51,199,159 |
| Fees and Admissions | | 67 | \$458.90 | \$10,471,694 |
| Membership Fees for Clubs (2) | Tring | 67 68 | \$150.90 \$76.47 | \$3,443,480 |
| Fees for Participant Sports, excl. | • | | ' | \$1,744,882 |
| Tickets to Theatre/Operas/Conce | | 69 70 | \$45.61 | \$1,040,871 \$1,280,548 |
| Tickets to Movies/Museums/Park Admission to Sporting Events, ex | | 67 | \$56.12 \$39.47 | \$1,280,348 |
| Fees for Recreational Lessons | kci. IIIps | 65 | \$39.47 | \$2,047,211 |
| Dating Services | | 91 | \$0.61 | \$13,976 |
| TV/Video/Audio | | 73 | \$951.35 | \$21,708,817 |
| Cable and Satellite Television Se | rvices | 73 | \$702.89 | \$16,039,153 |
| Televisions | I VICCS | 74 | \$87.38 | \$1,993,947 |
| Satellite Dishes | | 64 | \$1.13 | \$25,865 |
| VCRs, Video Cameras, and DVD | Plavers | 74 | \$4.11 | \$93,891 |
| Miscellaneous Video Equipment | , | 68 | \$9.81 | \$223,946 |
| Video Cassettes and DVDs | | 73 | \$9.09 | \$207,361 |
| Video Game Hardware/Accessori | es | 78 | \$23.14 | \$527,993 |
| Video Game Software | | 80 | \$11.94 | \$272,439 |
| Streaming/Downloaded Video | | 74 | \$24.61 | \$561,652 |
| Rental of Video Cassettes and D | /Ds | 73 | \$9.34 | \$213,197 |
| Installation of Televisions | | 62 | \$0.57 | \$12,987 |
| Audio (3) | | 69 | \$64.62 | \$1,474,582 |
| Rental and Repair of TV/Radio/S | ound Equipment | 67 | \$2.71 | \$61,806 |
| Pets | | 67 | \$428.58 | \$9,779,744 |
| Toys/Games/Crafts/Hobbies (4) | | 72 | \$83.02 | \$1,894,373 |
| Recreational Vehicles and Fees (5) | | 62 | \$67.99 | \$1,551,387 |
| Sports/Recreation/Exercise Equipm | ent (6) | 67 | \$120.30 | \$2,745,132 |
| Photo Equipment and Supplies (7) | | 68 | \$36.46 | \$832,006 |
| Reading (8) | | 70 | \$78.70 | \$1,795,762 |
| Catered Affairs (9) | | 61 | \$18.42 | \$420,245 |
| Food | | 72 | \$6,108.48 | \$139,389,368 |
| Food at Home | | 72 | \$3,619.53 | \$82,594,102 |
| Bakery and Cereal Products | | 72 73 | \$477.79 | \$10,902,621 |
| Meats, Poultry, Fish, and Eggs | | 73 72 | \$818.89 | \$18,686,289 |
| Dairy Products Fruits and Vegetables | | 72 72 | \$371.89 \$707.92 | \$8,486,159 \$16,153,980 |
| Snacks and Other Food at Home | (10) | 72 | \$707.92 \$1,243.05 | \$16,153,980 |
| Food Away from Home | (10) | 72 | \$2,488.95 | \$56,795,266 |
| Alcoholic Beverages | | 71 | \$399.17 | \$9,108,702 |
| Alcoholic Develages | | / 1 | ΨΟΟΟ.11 | Ψ3,±00,702 |

Data Note: The Spending Potential Index (SPI) is household-based, and represents the amount spent for a product or service relative to a national average of 100. Detail may not sum to totals due to rounding. This report is not a comprehensive list of all consumer spending variables therefore the variables in each section may not sum to totals.

Source: Esri forecasts for 2018 and 2023; Consumer Spending data are derived from the 2015 and 2016 Consumer Expenditure Surveys, Bureau of Labor Statistics.

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1111 Maryland Ave, Hagerstown, Maryland, 21740 4 1111 Maryland Ave, Hagerstown, Maryland, 21740 Ring: 3 mile radius

Latitude: 39.62156 Longitude: -77.73467

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| | Spending Potential Index | Average Amount Spent | Total |
|---|-----------------------------|-------------------------|---------------|
| Financial | | | |
| Value of Stocks/Bonds/Mutual Funds | 65 | \$3,260.52 | \$74,401,769 |
| Value of Retirement Plans | 65 | \$15,145.82 | \$345,612,395 |
| Value of Other Financial Assets | 70 | \$990.82 | \$22,609,492 |
| Vehicle Loan Amount excluding Interest | 69 | \$1,927.14 | \$43,975,519 |
| Value of Credit Card Debt | 71 | \$417.93 | \$9,536,639 |
| Health | | | |
| Nonprescription Drugs | 71 | \$94.27 | \$2,151,245 |
| Prescription Drugs | 70 | \$253.54 | \$5,785,479 |
| Eyeglasses and Contact Lenses | 69 | \$64.18 | \$1,464,600 |
| Home | | | |
| Mortgage Payment and Basics (11) | 64 | \$5,495.34 | \$125,398,104 |
| Maintenance and Remodeling Services | 63 | \$1,276.84 | \$29,136,270 |
| Maintenance and Remodeling Materials (12) | 63 | \$308.52 | \$7,040,071 |
| Utilities, Fuel, and Public Services | 72 | \$3,556.18 | \$81,148,382 |
| Household Furnishings and Equipment | | | |
| Household Textiles (13) | 71 | \$70.14 | \$1,600,543 |
| Furniture | 71 | \$432.82 | \$9,876,516 |
| Rugs | 71 | \$17.53 | \$399,957 |
| Major Appliances (14) | 68 | \$235.79 | \$5,380,503 |
| Housewares (15) | 70 | \$72.20 | \$1,647,603 |
| Small Appliances | 73 | \$35.66 | \$813,715 |
| Luggage | 69 | \$9.44 | \$215,518 |
| Telephones and Accessories | 67 | \$47.41 | \$1,081,954 |
| Household Operations | | | |
| Child Care | 69 | \$354.46 | \$8,088,392 |
| Lawn and Garden (16) | 65 | \$279.19 | \$6,370,793 |
| Moving/Storage/Freight Express | 75 | \$48.80 | \$1,113,664 |
| Housekeeping Supplies (17) | 71 | \$506.81 | \$11,564,822 |
| Insurance | | | |
| Owners and Renters Insurance | 66 | \$372.28 | \$8,495,076 |
| Vehicle Insurance | 71 | \$898.87 | \$20,511,330 |
| Life/Other Insurance | 66 | \$273.13 | \$6,232,611 |
| Health Insurance | 70 | \$2,630.11 | \$60,016,459 |
| Personal Care Products (18) | 71 | \$345.41 | \$7,881,832 |
| School Books and Supplies (19) | 69 | \$107.01 | \$2,441,962 |
| Smoking Products | 78 | \$322.65 | \$7,362,492 |
| Transportation | | | |
| Payments on Vehicles excluding Leases | 69 | \$1,657.09 | \$37,813,234 |
| Gasoline and Motor Oil | 71 | \$1,703.73 | \$38,877,416 |
| Vehicle Maintenance and Repairs | 71 | \$758.46 | \$17,307,284 |
| Travel | | , | , , , - |
| Airline Fares | 68 | \$357.78 | \$8,164,072 |
| Lodging on Trips | 66 | \$379.18 | \$8,652,593 |
| | | | |
| Auto/Truck Rental on Trips | 66 | \$18.39 | \$419,687 |

Data Note: The Spending Potential Index (SPI) is household-based, and represents the amount spent for a product or service relative to a national average of 100. Detail may not sum to totals due to rounding. This report is not a comprehensive list of all consumer spending variables therefore the variables in each section may not sum to totals.

Source: Esri forecasts for 2018 and 2023; Consumer Spending data are derived from the 2015 and 2016 Consumer Expenditure Surveys, Bureau of Labor Statistics.

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1111 Maryland Ave, Hagerstown, Maryland, 21740 4 1111 Maryland Ave, Hagerstown, Maryland, 21740

Ring: 5 mile radius Longitude: -77.73467

| Top Tapestry Segments | Percent | Demographic Summary | 2018 | 2023 |
|---|-----------|-------------------------|---------------------|-------------------------|
| Parks and Rec (5C) | 17.7% | Population | 94,274 | 96,410 |
| Old and Newcomers (8F) | 9.0% | Households | 35,881 | 36,690 |
| Bright Young Professionals (8C) | 8.4% | Families | 22,183 | 22,565 |
| Front Porches (8E) | 7.6% | Median Age | 38.8 | 39.2 |
| Midlife Constants (5E) | 7.5% | Median Household Income | \$52,467 | \$60,665 |
| | | Spending Potential | Average Amount | |
| | | Index | Spent | Total |
| Apparel and Services | | 82 | \$1,779.80 | \$63,860,951 |
| Men's | | 82 | \$339.77 | \$12,191,297 |
| Women's | | 82 | \$607.92 | \$21,812,803 |
| Children's | | 82 | \$266.00 | \$9,544,463 |
| Footwear | | 82 | \$384.99 | \$13,813,719 |
| Watches & Jewelry | | 81 | \$115.47 | \$4,143,160 |
| Apparel Products and Services (1) | | 79 | \$65.65 | \$2,355,510 |
| Computer | | | | |
| Computers and Hardware for Home Use | 2 | 83 | \$141.44 | \$5,074,962 |
| Portable Memory | | 83 | \$4.50 | \$161,364 |
| Computer Software | | 85 | \$8.93 | \$320,253 |
| Computer Accessories | | 83 | \$15.54 | \$557,585 |
| Entertainment & Recreation | | 81 | \$2,618.37 | \$93,949,680 |
| Fees and Admissions | | 79 | \$543.19 | \$19,490,172 |
| Membership Fees for Clubs (2) | | 79 | \$179.28 | \$6,432,888 |
| Fees for Participant Sports, excl. Trips | 5 | 81 | \$90.98 | \$3,264,554 |
| Tickets to Theatre/Operas/Concerts | | 80 | \$53.29 | \$1,912,173 |
| Tickets to Movies/Museums/Parks | • • | 81 | \$64.45 | \$2,312,592 |
| Admission to Sporting Events, excl. T | rıps | 80 | \$47.58 | \$1,707,140 |
| Fees for Recreational Lessons | | 77 | \$106.94 | \$3,837,020 |
| Dating Services | | 99 | \$0.66 | \$23,806 |
| TV/Video/Audio | _ | 84 | \$1,091.55 | \$39,165,789 |
| Cable and Satellite Television Service Televisions | S | 84 85 | \$807.45 \$99.88 | \$28,971,946 |
| Satellite Dishes | | 76 | \$1.33 | \$3,583,744 \$47,602 |
| VCRs, Video Cameras, and DVD Playe | orc | 85 | \$1.33 \$4.68 | \$47,692 \$167,892 |
| Miscellaneous Video Equipment | =15 | 81 | \$11.66 | \$418,274 |
| Video Cassettes and DVDs | | 84 | \$10.41 | \$373,460 |
| Video Game Hardware/Accessories | | 87 | \$25.87 | \$928,249 |
| Video Game Software | | 89 | \$13.26 | \$475,864 |
| Streaming/Downloaded Video | | 84 | \$27.95 | \$1,002,938 |
| Rental of Video Cassettes and DVDs | | 83 | \$10.59 | \$380,067 |
| Installation of Televisions | | 74 | \$0.68 | \$24,424 |
| Audio (3) | | 80 | \$74.79 | \$2,683,511 |
| Rental and Repair of TV/Radio/Sound | Equipment | 75 | \$3.00 | \$107,728 |
| Pets | 1 | 80 | \$506.50 | \$18,173,785 |
| Toys/Games/Crafts/Hobbies (4) | | 83 | \$95.68 | \$3,433,198 |
| Recreational Vehicles and Fees (5) | | 75 | \$82.44 | \$2,957,992 |
| Sports/Recreation/Exercise Equipment (| (6) | 80 | \$142.70 | \$5,120,045 |
| Photo Equipment and Supplies (7) | | 80 | \$42.91 | \$1,539,725 |
| Reading (8) | | 82 | \$91.75 | \$3,292,158 |
| Catered Affairs (9) | | 71 | \$21.65 | \$776,815 |
| Food | | 83 | \$7,044.23 | \$252,754,113 |
| Food at Home | | 83 | \$4,161.07 | \$149,303,490 |
| Bakery and Cereal Products | | 83 | \$549.19 | \$19,705,551 |
| Meats, Poultry, Fish, and Eggs | | 83 | \$937.49 | \$33,638,036 |
| Dairy Products | | 83 | \$427.88 | \$15,352,824 |
| Fruits and Vegetables | | 83 | \$813.80 | \$29,199,913 |
| Snacks and Other Food at Home (10) | | 83 | \$1,432.71 | \$51,407,166 |
| Food Away from Home | | 82 | \$2,883.16 | \$103,450,623 |
| Alcoholic Beverages | | 83 | \$462.63 | \$16,599,462 |

Data Note: The Spending Potential Index (SPI) is household-based, and represents the amount spent for a product or service relative to a national average of 100. Detail may not sum to totals due to rounding. This report is not a comprehensive list of all consumer spending variables therefore the variables in each section may not sum to totals.

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Latitude: 39.62156

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1111 Maryland Ave, Hagerstown, Maryland, 21740 4 1111 Maryland Ave, Hagerstown, Maryland, 21740

Ring: 5 mile radius Longitude: -77.73467

| | Spending Potential Index | Average Amount Spent | Total |
|---|-----------------------------|-------------------------|---------------|
| Financial | | | |
| Value of Stocks/Bonds/Mutual Funds | 78 | \$3,933.03 | \$141,120,899 |
| Value of Retirement Plans | 80 | \$18,431.97 | \$661,357,542 |
| Value of Other Financial Assets | 83 | \$1,177.30 | \$42,242,659 |
| Vehicle Loan Amount excluding Interest | 81 | \$2,258.31 | \$81,030,265 |
| Value of Credit Card Debt | 83 | \$487.67 | \$17,498,165 |
| Health | | | |
| Nonprescription Drugs | 83 | \$110.08 | \$3,949,847 |
| Prescription Drugs | 82 | \$297.41 | \$10,671,442 |
| Eyeglasses and Contact Lenses | 81 | \$75.58 | \$2,711,940 |
| Home | | | |
| Mortgage Payment and Basics (11) | 78 | \$6,730.33 | \$241,490,912 |
| Maintenance and Remodeling Services | 77 | \$1,569.61 | \$56,319,243 |
| Maintenance and Remodeling Materials (12) | 78 | \$380.57 | \$13,655,159 |
| Utilities, Fuel, and Public Services | 83 | \$4,111.11 | \$147,510,595 |
| Household Furnishings and Equipment | | | |
| Household Textiles (13) | 82 | \$80.98 | \$2,905,790 |
| Furniture | 82 | \$503.44 | \$18,063,799 |
| Rugs | 83 | \$20.35 | \$730,075 |
| Major Appliances (14) | 80 | \$280.09 | \$10,049,891 |
| Housewares (15) | 82 | \$84.50 | \$3,031,943 |
| Small Appliances | 83 | \$40.69 | \$1,460,091 |
| Luggage | 80 | \$11.00 | \$394,727 |
| Telephones and Accessories | 78 | \$54.88 | \$1,969,028 |
| Household Operations | | | |
| Child Care | 81 | \$415.85 | \$14,920,945 |
| Lawn and Garden (16) | 79 | \$338.49 | \$12,145,251 |
| Moving/Storage/Freight Express | 85 | \$54.78 | \$1,965,465 |
| Housekeeping Supplies (17) | 82 | \$588.94 | \$21,131,864 |
| Insurance | | | |
| Owners and Renters Insurance | 79 | \$451.06 | \$16,184,502 |
| Vehicle Insurance | 82 | \$1,039.24 | \$37,289,085 |
| Life/Other Insurance | 79 | \$329.19 | \$11,811,646 |
| Health Insurance | 82 | \$3,088.58 | \$110,821,507 |
| Personal Care Products (18) | 82 | \$399.31 | \$14,327,777 |
| School Books and Supplies (19) | 79 | \$122.91 | \$4,410,034 |
| Smoking Products | 87 | \$360.87 | \$12,948,229 |
| Transportation | | | |
| Payments on Vehicles excluding Leases | 81 | \$1,943.77 | \$69,744,262 |
| Gasoline and Motor Oil | 82 | \$1,968.11 | \$70,617,618 |
| Vehicle Maintenance and Repairs | 82 | \$881.83 | \$31,640,785 |
| Travel | | | |
| Airline Fares | 79 | \$419.07 | \$15,036,813 |
| Lodging on Trips | 79 | \$452.62 | \$16,240,359 |
| Auto/Truck Rental on Trips | 78 | \$21.73 | \$779,855 |
| Food and Drink on Trips | 80 | \$412.82 | \$14,812,541 |

Data Note: The Spending Potential Index (SPI) is household-based, and represents the amount spent for a product or service relative to a national average of 100. Detail may not sum to totals due to rounding. This report is not a comprehensive list of all consumer spending variables therefore the variables in each section may not sum to totals.

Source: Esri forecasts for 2018 and 2023; Consumer Spending data are derived from the 2015 and 2016 Consumer Expenditure Surveys, Bureau of Labor Statistics.

June 27, 2018

Prepared by Esri

Latitude: 39.62156

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1111 Maryland Ave, Hagerstown, Maryland, 21740 4

1111 Maryland Ave, Hagerstown, Maryland, 21740

Ring: 5 mile radius

Prepared by Esri Latitude: 39.62156 Longitude: -77.73467

- (1) Apparel Products and Services includes shoe repair and other shoe services, apparel laundry and dry cleaning, alteration, repair and tailoring of apparel, clothing rental and storage, and watch and jewelry repair.
- (2) Membership Fees for Clubs includes membership fees for social, recreational, and civic clubs.
- (3) Audio includes satellite radio service, radios, stereos, sound components, equipment and accessories, digital audio players, records, CDs, audio tapes, streaming/downloaded audio, musical instruments and accessories, and rental and repair of musical instruments.
- (4) Toys and Games includes toys, games, arts and crafts, tricycles, playground equipment, arcade games, online entertainment and games, and stamp and coin collecting.
- (5) Recreational Vehicles & Fees includes docking and landing fees for boats and planes, payments on boats, trailers, campers and RVs, rental of boats, trailers, campers and RVs, and camp fees.
- (6) Sports/Recreation/Exercise Equipment includes exercise equipment and gear, game tables, bicycles, camping equipment, hunting and fishing equipment, winter sports equipment, water sports equipment, other sports equipment, and rental/repair of sports/recreation/exercise equipment.
- (7) Photo Equipment and Supplies includes film, film processing, photographic equipment, rental and repair of photo equipment, and photographer fees.
- (8) Reading includes digital book readers, books, magazine and newspaper subscriptions, and single copies of magazines and newspapers.
- (9) Catered Affairs includes expenses associated with live entertainment and rental of party supplies.
- (10) Snacks and Other Food at Home includes candy, chewing gum, sugar, artificial sweeteners, jam, jelly, preserves, margarine, fats and oils, salad dressing, nondairy cream and milk, peanut butter, frozen prepared food, potato chips and other snacks, nuts, salt, spices, seasonings, olives, pickles, relishes, sauces, gravy, other condiments, soup, prepared salad, prepared dessert, baby food, miscellaneous prepared food, and nonalcoholic beverages.
- (11) Mortgage Payment and Basics includes mortgage interest, mortgage principal, property taxes, homeowners insurance, and ground rent on owned dwellings.
- (12) Maintenance and Remodeling Materials includes supplies/tools/equipment for painting and wallpapering, plumbing supplies and equipment, electrical/heating/AC supplies, materials for roofing/gutters, materials for plaster/panel/siding, materials for patio/fence/brick work, landscaping materials, and insulation materials for owned homes.
- (13) Household Textiles includes bathroom linens, bedroom linens, kitchen linens, dining room linens, other linens, curtains, draperies, slipcovers and decorative pillows.
- (14) Major Appliances includes dishwashers, disposals, refrigerators, freezers, washers, dryers, stoves, ovens, microwaves, window air conditioners, electric floor cleaning equipment, sewing machines, and miscellaneous appliances.
- (15) Housewares includes flatware, dishes, cups glasses, serving pieces, nonelectric cookware, and tableware.
- (16) Lawn and Garden includes lawn and garden supplies, equipment and care service, indoor plants, fresh flowers, and repair/rental of lawn and garden equipment.
- (17) Housekeeping Supplies includes soaps and laundry detergents, cleaning products, toilet tissue, paper towels, napkins, paper/plastic/foil products, stationery, giftwrap supplies, postage, and delivery services.
- (18) Personal Care Products includes hair care products, nonelectric articles for hair, wigs, hairpieces, oral hygiene products, shaving needs, perfume, cosmetics, skincare, bath products, nail products, deodorant, feminine hygiene products, adult diapers, other miscellaneous care products and personal care appliances.
- (19) School Books and Supplies includes school books and supplies for college, elementary school, high school, vocational/technical school, preschool and other schools.

Data Note: The Spending Potential Index (SPI) is household-based, and represents the amount spent for a product or service relative to a national average of 100. Detail may not sum to totals due to rounding. This report is not a comprehensive list of all consumer spending variables therefore the variables in each section may not sum to totals.

Source: Esri forecasts for 2018 and 2023; Consumer Spending data are derived from the 2015 and 2016 Consumer Expenditure Surveys, Bureau of Labor Statistics.



Data for all businesses in area

Total Businesses:

Business Summary

1111 Maryland Ave, Hagerstown, Maryland, 21740 4 1111 Maryland Ave, Hagerstown, Maryland, 21740

1 mile

419

Rings: 1, 3, 5 mile radii

Prepared by Esri Latitude: 39.62156

Latitude: 39.62156 Longitude: -77.73467

5 miles

3,581

| Total Employees: | 5,414 | | | | | 39,39 | 3 | | 58,446 | | | | |
|---|------------|---------|-----------|---------|------------|---------|--------|-----------|--------|------------|--------|-----------|--|
| Total Residential Population: | 8,667 | | | | 55,136 | | | | 94,274 | | | | |
| Employee/Residential Population Ratio (per 100 Residents) | 62 | | | | 71 | | | | 62 | | | | |
| | Businesses | | Employees | | Businesses | | Emplo | Employees | | Businesses | | Employees | |
| by SIC Codes | Number | Percent | Number | Percent | Number | Percent | Number | Percent | Number | Percent | Number | Percent | |
| Agriculture & Mining | 6 | 1.4% | 60 | 1.1% | 30 | 1.2% | 214 | 0.5% | 54 | 1.5% | 381 | 0.7% | |
| Construction | 17 | 4.1% | 280 | 5.2% | 110 | 4.3% | 1,701 | 4.3% | 192 | 5.4% | 2,414 | 4.1% | |
| Manufacturing | 22 | 5.3% | 735 | 13.6% | 91 | 3.6% | 2,772 | 7.0% | 130 | 3.6% | 5,837 | 10.0% | |
| Transportation | 6 | 1.4% | 156 | 2.9% | 45 | 1.8% | 773 | 2.0% | 89 | 2.5% | 2,171 | 3.7% | |
| Communication | 3 | 0.7% | 22 | 0.4% | 26 | 1.0% | 289 | 0.7% | 31 | 0.9% | 350 | 0.6% | |
| Utility | 2 | 0.5% | 54 | 1.0% | 8 | 0.3% | 99 | 0.3% | 12 | 0.3% | 204 | 0.3% | |
| Wholesale Trade | 34 | 8.1% | 369 | 6.8% | 89 | 3.5% | 1,168 | 3.0% | 152 | 4.2% | 2,420 | 4.1% | |
| Retail Trade Summary | 171 | 40.8% | 1,930 | 35.6% | 696 | 27.2% | 11,740 | 29.8% | 917 | 25.6% | 15,779 | 27.0% | |
| Home Improvement | 7 | 1.7% | 95 | 1.8% | 30 | 1.2% | 746 | 1.9% | 42 | 1.2% | 1,255 | 2.1% | |
| General Merchandise Stores | 6 | 1.4% | 42 | 0.8% | 30 | 1.2% | 1,580 | 4.0% | 40 | 1.1% | 1,842 | 3.2% | |
| Food Stores | 5 | 1.2% | 91 | 1.7% | 43 | 1.7% | 1,118 | 2.8% | 62 | 1.7% | 1,605 | 2.7% | |
| Auto Dealers, Gas Stations, Auto Aftermarket | 11 | 2.6% | 107 | 2.0% | 69 | 2.7% | 1,349 | 3.4% | 104 | 2.9% | 2,193 | 3.8% | |
| Apparel & Accessory Stores | 34 | 8.1% | 439 | 8.1% | 62 | 2.4% | 838 | 2.1% | 63 | 1.8% | 845 | 1.4% | |
| Furniture & Home Furnishings | 8 | 1.9% | 110 | 2.0% | 37 | 1.4% | 374 | 0.9% | 57 | 1.6% | 541 | 0.9% | |
| Eating & Drinking Places | 25 | 6.0% | 282 | 5.2% | 198 | 7.7% | 3,507 | 8.9% | 255 | 7.1% | 4,434 | 7.6% | |
| Miscellaneous Retail | 73 | 17.4% | 763 | 14.1% | 226 | 8.8% | 2,226 | 5.7% | 295 | 8.2% | 3,065 | 5.2% | |
| Finance, Insurance, Real Estate Summary | 29 | 6.9% | 205 | 3.8% | 237 | 9.2% | 1,923 | 4.9% | 331 | 9.2% | 2,521 | 4.3% | |
| Banks, Savings & Lending Institutions | 5 | 1.2% | 39 | 0.7% | 47 | 1.8% | 405 | 1.0% | 65 | 1.8% | 568 | 1.0% | |
| Securities Brokers | 3 | 0.7% | 8 | 0.1% | 21 | 0.8% | 70 | 0.2% | 36 | 1.0% | 122 | 0.2% | |
| Insurance Carriers & Agents | 13 | 3.1% | 53 | 1.0% | 69 | 2.7% | 507 | 1.3% | 89 | 2.5% | 609 | 1.0% | |
| Real Estate, Holding, Other Investment Offices | 9 | 2.1% | 105 | 1.9% | 100 | 3.9% | 941 | 2.4% | 141 | 3.9% | 1,222 | 2.1% | |
| Services Summary | 111 | 26.5% | 1,535 | 28.4% | 1,003 | 39.1% | 16,836 | 42.7% | 1,362 | 38.0% | 22,292 | 38.1% | |
| Hotels & Lodging | 0 | 0.0% | 10 | 0.2% | 21 | 0.8% | 432 | 1.1% | 26 | 0.7% | 525 | 0.9% | |
| Automotive Services | 13 | 3.1% | 54 | 1.0% | 84 | 3.3% | 486 | 1.2% | 115 | 3.2% | 676 | 1.2% | |
| Motion Pictures & Amusements | 11 | 2.6% | 67 | 1.2% | 61 | 2.4% | 566 | 1.4% | 83 | 2.3% | 832 | 1.4% | |
| Health Services | 10 | 2.4% | 110 | 2.0% | 198 | 7.7% | 6,015 | 15.3% | 252 | 7.0% | 7,683 | 13.1% | |
| Legal Services | 2 | 0.5% | 13 | 0.2% | 36 | 1.4% | 134 | 0.3% | 44 | 1.2% | 158 | 0.3% | |
| Education Institutions & Libraries | 6 | 1.4% | 356 | 6.6% | 42 | 1.6% | 1,565 | 4.0% | 65 | 1.8% | 2,377 | 4.1% | |
| Other Services | 68 | 16.2% | 926 | 17.1% | 560 | 21.8% | 7,637 | 19.4% | 777 | 21.7% | 10,041 | 17.2% | |
| Government | 8 | 1.9% | 66 | 1.2% | 122 | 4.8% | 1,838 | 4.7% | 147 | 4.1% | 4,028 | 6.9% | |
| Unclassified Establishments | 11 | 2.6% | 1 | 0.0% | 107 | 4.2% | 41 | 0.1% | 164 | 4.6% | 49 | 0.1% | |
| Totals | 419 | 100.0% | 5,414 | 100.0% | 2,563 | 100.0% | 39,393 | 100.0% | 3,581 | 100.0% | 58,446 | 100.0% | |

3 miles

2,563

Source: Copyright 2018 Infogroup, Inc. All rights reserved. Esri Total Residential Population forecasts for 2018.

Date Note: Data on the Business Summary report is calculated using Esri's Data allocation method which uses census block groups to allocate business summary data to custom areas.

June 27, 2018

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Business Summary

1111 Maryland Ave, Hagerstown, Maryland, 21740 4 1111 Maryland Ave, Hagerstown, Maryland, 21740

Latitude: 39.62156 Rings: 1, 3, 5 mile radii Longitude: -77.73467

| by NAICS Codes | Businesses | | Employees | | Businesses | | Employees | | Businesses | | Employees | |
|---|------------|--------|-----------|--------|------------|---------|-----------|--------|------------|---------|-----------|--------|
| | Number | | Number | | Number | Percent | Number | | Number | Percent | Number | |
| Agriculture, Forestry, Fishing & Hunting | 2 | 0.5% | 9 | 0.2% | 3 | 0.1% | 13 | 0.0% | 8 | 0.2% | 31 | 0.1% |
| Mining | 0 | 0.0% | 0 | 0.0% | 3 | 0.1% | 17 | 0.0% | 5 | 0.1% | 41 | 0.1% |
| Utilities | 1 | 0.2% | 46 | 0.8% | 6 | 0.2% | 86 | 0.2% | 8 | 0.2% | 117 | 0.2% |
| Construction | 19 | 4.5% | 300 | 5.5% | 118 | 4.6% | 1,763 | 4.5% | 204 | 5.7% | 2,522 | 4.3% |
| Manufacturing | 21 | 5.0% | 536 | 9.9% | 90 | 3.5% | 2,279 | 5.8% | 136 | 3.8% | 5,371 | 9.2% |
| Wholesale Trade | 32 | 7.6% | 366 | 6.8% | 84 | 3.3% | 1,156 | 2.9% | 148 | 4.1% | 2,415 | 4.1% |
| Retail Trade | 144 | 34.4% | 1,640 | 30.3% | 487 | 19.0% | 8,153 | 20.7% | 641 | 17.9% | 11,159 | 19.1% |
| Motor Vehicle & Parts Dealers | 8 | 1.9% | 52 | 1.0% | 51 | 2.0% | 1,077 | 2.7% | 75 | 2.1% | 1,755 | 3.0% |
| Furniture & Home Furnishings Stores | 6 | 1.4% | 90 | 1.7% | 24 | 0.9% | 279 | 0.7% | 33 | 0.9% | 345 | 0.6% |
| Electronics & Appliance Stores | 2 | 0.5% | 17 | 0.3% | 8 | 0.3% | 79 | 0.2% | 14 | 0.4% | 145 | 0.2% |
| Bldg Material & Garden Equipment & Supplies Dealers | 7 | 1.7% | 95 | 1.8% | 30 | 1.2% | 746 | 1.9% | 42 | 1.2% | 1,255 | 2.1% |
| Food & Beverage Stores | 5 | 1.2% | 86 | 1.6% | 47 | 1.8% | 1,108 | 2.8% | 68 | 1.9% | 1,552 | 2.7% |
| Health & Personal Care Stores | 8 | 1.9% | 70 | 1.3% | 49 | 1.9% | 466 | 1.2% | 61 | 1.7% | 581 | 1.0% |
| Gasoline Stations | 3 | 0.7% | 55 | 1.0% | 18 | 0.7% | 271 | 0.7% | 29 | 0.8% | 438 | 0.7% |
| Clothing & Clothing Accessories Stores | 38 | 9.1% | 451 | 8.3% | 72 | 2.8% | 900 | 2.3% | 74 | 2.1% | 916 | 1.6% |
| Sport Goods, Hobby, Book, & Music Stores | 5 | 1.2% | 87 | 1.6% | 27 | 1.1% | 326 | 0.8% | 40 | 1.1% | 431 | 0.7% |
| General Merchandise Stores | 6 | 1.4% | 42 | 0.8% | 30 | 1.2% | 1,580 | 4.0% | 40 | 1.1% | 1,842 | 3.2% |
| Miscellaneous Store Retailers | 53 | 12.6% | 553 | 10.2% | 114 | 4.4% | 1,268 | 3.2% | 137 | 3.8% | 1,637 | 2.8% |
| Nonstore Retailers | 4 | 1.0% | 40 | 0.7% | 17 | 0.7% | 51 | 0.1% | 28 | 0.8% | 262 | 0.4% |
| Transportation & Warehousing | 5 | 1.2% | 54 | 1.0% | 37 | 1.4% | 571 | 1.4% | 73 | 2.0% | 1,913 | 3.3% |
| Information | 7 | 1.7% | 233 | 4.3% | 53 | 2.1% | 2,736 | 6.9% | 64 | 1.8% | 2,922 | 5.0% |
| Finance & Insurance | 20 | 4.8% | 100 | 1.8% | 140 | 5.5% | 998 | 2.5% | 196 | 5.5% | 1,320 | 2.3% |
| Central Bank/Credit Intermediation & Related Activities | 5 | 1.2% | 39 | 0.7% | 49 | 1.9% | 415 | 1.1% | 69 | 1.9% | 581 | 1.0% |
| Securities, Commodity Contracts & Other Financial | 3 | 0.7% | 8 | 0.1% | 22 | 0.9% | 76 | 0.2% | 37 | 1.0% | 128 | 0.2% |
| Insurance Carriers & Related Activities; Funds, Trusts & | 13 | 3.1% | 53 | 1.0% | 69 | 2.7% | 508 | 1.3% | 90 | 2.5% | 611 | 1.0% |
| Real Estate, Rental & Leasing | 15 | 3.6% | 227 | 4.2% | 121 | 4.7% | 1,085 | 2.8% | 171 | 4.8% | 1,427 | 2.4% |
| Professional, Scientific & Tech Services | 18 | 4.3% | 383 | 7.1% | 180 | 7.0% | 2,016 | 5.1% | 254 | 7.1% | 2,548 | 4.4% |
| Legal Services | 4 | 1.0% | 18 | 0.3% | 48 | 1.9% | 175 | 0.4% | 59 | 1.6% | 208 | 0.4% |
| Management of Companies & Enterprises | 0 | 0.0% | 1 | 0.0% | 4 | 0.2% | 62 | 0.2% | 5 | 0.1% | 72 | 0.1% |
| Administrative & Support & Waste Management & Remediation | 8 | 1.9% | 114 | 2.1% | 73 | 2.8% | 723 | 1.8% | 109 | 3.0% | 1,093 | 1.9% |
| Educational Services | 10 | 2.4% | 369 | 6.8% | 48 | 1.9% | 1,592 | 4.0% | 72 | 2.0% | 2,414 | 4.1% |
| Health Care & Social Assistance | 24 | 5.7% | 393 | 7.3% | 278 | 10.8% | 7,822 | 19.9% | 353 | 9.9% | 10,456 | 17.9% |
| Arts, Entertainment & Recreation | 7 | 1.7% | 58 | 1.1% | 48 | 1.9% | 529 | 1.3% | 68 | 1.9% | 787 | 1.3% |
| Accommodation & Food Services | 27 | 6.4% | 299 | 5.5% | 222 | 8.7% | 3,976 | 10.1% | 287 | 8.0% | 5,007 | 8.6% |
| Accommodation | 0 | 0.0% | 10 | 0.2% | 21 | 0.8% | 432 | 1.1% | 26 | 0.7% | 525 | 0.9% |
| Food Services & Drinking Places | 26 | 6.2% | 289 | 5.3% | 202 | 7.9% | 3,543 | 9.0% | 260 | 7.3% | 4,482 | 7.7% |
| Other Services (except Public Administration) | 41 | 9.8% | 220 | 4.1% | 340 | 13.3% | 1,945 | 4.9% | 470 | 13.1% | 2,759 | 4.7% |
| Automotive Repair & Maintenance | 9 | 2.1% | 39 | 0.7% | 64 | 2.5% | 374 | 0.9% | 85 | 2.4% | 483 | 0.8% |
| Public Administration | 8 | 1.9% | 66 | 1.2% | 122 | 4.8% | 1,838 | 4.7% | 147 | 4.1% | 4,028 | 6.9% |
| Unclassified Establishments | 11 | 2.6% | 1 | 0.0% | 106 | 4.1% | 34 | 0.1% | 163 | 4.6% | 42 | 0.1% |
| Total | 419 | 100.0% | 5,414 | 100.0% | 2,563 | 100.0% | 39,393 | 100.0% | 3,581 | 100.0% | 58,446 | 100.0% |

Source: Copyright 2018 Infogroup, Inc. All rights reserved. Esri Total Residential Population forecasts for 2018.

Date Note: Data on the Business Summary report is calculated using Esri's Data allocation method which uses census block groups to allocate business summary data to custom areas.

June 27, 2018

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