



City of Pekin

REGULAR ECONOMIC DEVELOPMENT ADVISORY COMMITTEE MEETING MONDAY, OCTOBER 14, 2024 12:00 PM

1. Call to Order

2. Approve Agenda

3. Approval of Minutes

3.1. Motion to Approve the Regular Meeting Minutes from September 9, 2024

4. Public Input

5. Consent Agenda

5.1. Monthly Staff Report

6. Unfinished Business

6.1. Strategic Planning - Measureable Objectives

7. New Business

7.1. Discussion on Retail Strategies

8. Any Other Business to Come Before the Commission

9. Adjourn



City of Pekin

**PROCEEDINGS OF THE REGULAR MEETING
OF THE ECONOMIC DEVELOPMENT ADVISORY COMMITTEE OF THE CITY OF
PEKIN, ILLINOIS,
HELD IN THE COUNCIL CHAMBERS OF CITY HALL
111 S. CAPITOL ST
ON MONDAY, SEPTEMBER 9, 2024 AT 12:00 PM**

Call to Order

The regular meeting of the Economic Development Advisory Committee was called to order. A quorum was declared by Vice Chairperson McCoy.

Attendee Name	Organization	Title	Status	Arrived
John Campbell	Economic Development Advisory Committee	Member	Present	Noon
Danielle Owens	Economic Development Advisory Committee	Member	Present	Noon
Amy McCoy	Economic Development Advisory Committee	Member	Present	Noon
Dennis Short	Economic Development Advisory Committee	Member	Present	Noon
Jack Steger	Economic Development Advisory Committee	Member	Present	Noon
Drew Leman	Economic Development Advisory Committee	Member	Absent	
Liridon Rrushaj	Economic Development Advisory Committee	Member	Absent	
Patrick Taphorn	Economic Development Advisory Committee	Member	Absent	
D. Neal (Buster) Hanley II	Economic Development Advisory Committee	Member	Present	Noon
Roy Bockler	Economic Development Advisory Committee	Member	Present	Noon
Earl Riley	Economic Development Advisory Committee	Member	Present	Noon
Caty Campbell	Economic Development Advisory Committee	Member	Present	Noon

Approve Agenda

J. Steger moved to approve the agenda as presented, seconded by D. Owens. Motion passed by voice vote.

Approval of Minutes

3.1. Approval of the Minutes of the EDAC Meeting on August 12, 2024

Multiple members noted changes to the roll call.

D. Owens moved to approve the minutes of the EDAC meeting on August 12, 2024 with the changes noted.

RESULT:	PASSED (VOICE VOTE)
MOVER:	Committee Member Owens
SECONDER:	Committee Member Steger
AYES:	
NAYS:	
ABSENT:	Committee Members Leman, Taphorn, Rrushaj

Public Input

None

Consent Agenda

J. Steger moved to approve the consent agenda,

RESULT:	PASSED (VOICE VOTE)
MOVER:	Committee Member Steger
SECONDER:	Committee Member Short
AYES:	
NAYS:	
ABSENT:	Committee Members Leman, Taphorn, Rrushaj

5.1. Monthly Staff Report

5.2. Quarterly Staff Report

Unfinished Business

6.1. Downtown Outdoor Seating

Mr. Wray noted he is working on an ordinance with the Fire, Police, Public Works, and Building Departments.

6.2. Airport / Port Opportunities

No update.

New Business

7.1. Marketing RFQ Presentations

Mr. Wray noted the RFP for marketing services received four responses and three submittals. The Committee heard presentations from the three marketing agencies that submitted proposals: McDaniels Marketing, a5 Digital + Branding, and Golden Shovel Agency. Each presentation was approximately 25 minutes long, including questions and answers.

7.2. Motion to Recommend Marketing Agency to City Council

The Committee discussed the three presentations and proposals. The Committee agreed all three agencies were qualified and would be able to do the job. The City has used McDaniels in the past and continues to use them for tourism marketing, and A. McCoy spoke highly of their work. Mr. Wray explained his previous work with a5 in the Village of Hampshire noting their exceptional work there. Mr. Wray framed the discussion as the Committee choosing between an agency that knows the City very well and has been here compared to an agency that may not know the area as well but can provide a fresh perspective.

Mr. Wray compiled the scores for all three agencies, which came out as follows (max score 5.75):

McDaniels = 5.24

a5 = 4.95

Golden Shovel = 4.14

D. Owens moved to recommend McDaniels Marketing to the City Council.

RESULT:	PASSED (VOICE VOTE)
MOVER:	Committee Member Owens
SECONDER:	Committee Member Steger
AYES:	
NAYS:	
ABSENT:	Committee Members Leman, Taphorn, Rrushaj, Short

Any Other Business to Come Before the Commission

None

Adjourn

B. Hanley moved to adjourn at 1:50 P.M.

RESULT:	PASSED (VOICE VOTE)
MOVER:	Committee Member Hanley
SECONDER:	Committee Member Owens

AYES:

NAYS:

ABSENT: Committee Members Leman, Taphorn, Rrushaj, Short



REQUEST FOR COUNCIL ACTION

Agenda Date: October 14, 2024
To: Members of the Economic Development Advisory Committee
From: Joshua Wray, Economic Development Director

AGENDA ITEM: Monthly Staff Report

DESCRIPTION:

East Court

- Cullinan has told staff they intend to announce the second two signed tenants within the next several weeks. They also have three national retailers reviewing proposals for other available space in the mall area.
- Staff is working with a development company to bring a new national restaurant chain to the area. We believe they will be applying for zoning in November.

Downtown

- Staff has met with a local developer with plans to build a 3-story apartment complex downtown. No building plans have been submitted yet, but staff is in discussion with them about available incentives and the development process.

Derby Street

- Bear Bites is officially locating to 282 Derby Street.
- Next phase of Derby Street reconstruction is currently planned for 2026.

Riverway Business Park

- Staff will be meeting in October with Austin Consulting for the CN Rail-Ready Sites program. They will observe the sites, our WWTP, and other infrastructure and will meet with all development-related departments including American Water and Ameren to discuss regulations, processes, deficiencies, etc. Gaining this designation as "rail-ready" will add a third-party stamp to the City's sites for nation-wide marketing. This program is no cost to the City.
- Staff is working on the application to the DCEO Site Readiness grant program to complete studies, plans, and surveys on the available properties in the park to make them more marketable. The estimated cost for the grant activities is \$150,000 to do all three sites.

TIF/BDD/EZ

- The 2021 TIF district Joint Review Board meetings are planned for Thursday, October 24,

2024.

Staff Activity

Sept 11-17

- Attended community organization meeting to speak
- Scheduled visit day for site evaluation agency on behalf of CN Railway
- Coordinated survey and platting meeting for Luticken property
- Met with staff to discuss local businesses delinquent on taxes
- Compiled and analyzed EAV data for TIF districts
- Met with energy broker to discuss community solar subscription program
- Processed TIF reimbursement requests
- Met with staff to discuss establishment of CDBG healthy homes grant program
- Viewed demos for potential new website host
- Attended ILCMA conference committee meeting
- Met with Pekin Chamber of Commerce at Distillery Labs
- Attended AgTech event at distillery labs
- Met with property owner to discuss foreclosure proceedings
- Attended SmartStart Pekin at the Pekin Chamber office
- Met with local business building a new facility to discuss assistance programs

Sept 18-24

- Attended City Council meeting
- Attended the Illinois Municipal League Conference
- Attended Greater Peoria EDC Technical Working Group meeting
- Attended staff meeting
- Met with local service business to discuss new location
- Met with potential new business to discuss City processes
- Met with policy software implementation team
- Met with technology system audit team
- Met with local property owner to discuss zoning/subdivision issues with neighboring property
- Met with economic data company to discuss software package
- Met with retail recruitment company to discuss service options
- Discussed relocation options for local professional office
- Processed tourism and TIF invoices
- Sent conference session ideas to ILCMA conference committee rep
- Responded to a Request for Information for a national search for an industrial site

Sept 25 - Oct 8

- Attended Chamber of Commerce nonprofit summit

- Attended Tourism Committee meeting
- Attended department head meeting
- Attended Chamber of Commerce breakfast
- Attended Greater Peoria EDC meeting for the Comprehensive Economic Development Strategy
- Attended Strategic Manufacturing Group meeting
- Volunteered at the Career Spark event at Peoria Civic Center
- Met with prospective cannabis dispensary
- Met with local business leader to discuss opening an event space
- Met with Park District director to discuss cooperative opportunities
- Met with staff to discuss future utilization of TIF funding
- Met with local building owner to tour available buildings
- Met with staff to discuss increasing efficiency in utility bill payment process
- Met with staff to prepare grant application for site readiness
- Met with local developer to discuss downtown development
- Met with prospective industrial business to discuss sites and City processes
- Met with local nonprofit leader to discuss opportunities and challenges in Pekin
- Met with staff to discuss capital planning
- Met with staff to discuss grant application for rental housing improvement assistance
- Met with staff to discuss regulations of tobacco/smoke shops
- Viewed demo for economic data software
- Viewed demo for new available properties software
- Viewed three demos for new websites
- Prepared agenda items for Tourism Committee, EDAC, and City Council



REQUEST FOR COUNCIL ACTION

Agenda Date: October 14, 2024
To: Members of the Economic Development Advisory Committee
From: Joshua Wray, Economic Development Director

AGENDA ITEM: Strategic Planning - Measureable Objectives

DESCRIPTION: After the Committee developed its three goals and several strategies for economic development, the Committee gave staff direction to prepare measurable objectives for each strategy that would be reported quarterly. Staff has prepared several for the Committee's discussion and seeks their feedback.

The next stage of the strategic planning process will be to identify the key stakeholders for each activity and, ultimately, for staff to create tactical plans for accomplishing the objectives at the department-level. While not a part of the strategic plan, the tactical plans will be shared with the Committee as staff works through them and plans for budgeting each year.

Staff intends to bring a final strategic plan to the Committee for review and recommendation to City Council by the December EDAC meeting.

City of Pekin
Grow to 2030
Economic Development Strategic Plan: 2025-2029

Goal 1: Encourage a wide range of local options for housing, employment, goods, services, and leisure.

- Strategy 1: Incentivize diverse types of residential and commercial development.
 - Objective 1: Add 100 homes including 20 multifamily units.
 - Objective 2: Add \$18 million to industrial EAV.
 - Objective 3: Reduce retail trade area gap by 20% across all categories.
 - Objective 4: Add 100 head of household jobs.
 - Objective 5: Create entrepreneurship program by end of 2026.
 - Objective 6: Create multiyear tourism strategy by end of 2025.
- Strategy 2: Make proactive, positive contact with developers and businesses in target industries.
 - Objective 1: Attend 2 regional or national trade shows per year.
 - Objective 2: Fund at least \$40,000 annually for execution of multi-year economic development marketing plan.
 - Objective 3: Identify and perform semi-annual retention visits with top 10 employers and top 10 tax revenue generating businesses.

Goal 2: Support sustainable and well-planned growth.

- Strategy 1: Participate in regional economic development efforts and lead collaborative efforts in Tazewell County.
 - Objective 1: Maintain memberships with regional and national economic development organizations.
 - Objective 2: Participate in creation of Comprehensive Economic Development Strategy with Greater Peoria EDC.
 - Objective 3: Attend regional economic development meetings or events at least monthly.

Timeframe for objective completion is assumed to be end of 2029 unless otherwise noted

- Objective 4: Stand-up cooperative with neighboring municipalities and special taxing bodies regarding the Lutticken Property development by Q2 2025.
- Strategy 2: Make plans and improvements for future housing and commercial growth.
 - Objective 1: Complete a new comprehensive land use plan by end of 2026.
 - Objective 2: Complete proactive engineering studies for available sites of 10+ acres, including phase 1 environmentals, geotechnical reports, wetland reports, endangered species reports, and archaeological studies.
 - Objective 3: Budget at least \$10 million annually for infrastructure improvements.
 - Objective 4: Create feasibility plans for target redevelopment areas.
 - Objective 5: Create critical path for development of Lutticken Property by end of 2025.
 - Objective 6: Identify opportunities for improvements to railroad, airport, and river transportation systems.

Strategy 3: Modernize development-related City Code.

- Objective 1: Maintain building code updated to one of most recent two code cycles.
- Objective 2: Perform holistic review of zoning code and make recommendations for changes to modern regulations
- Objective 3: Finish reorganization of Riverway Business Park regulations by Q1 2025.

Goal 3: Provide efficient and effective government services.

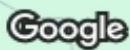
- Strategy 1: Engage in 2-way communication with all types of audiences/customers.
 - Objective 1: Publish small business resource webpage.
 - Objective 2: Host quarterly town halls regarding business/development topics starting in Q1 2025.

Timeframe for objective completion is assumed to be end of 2029 unless otherwise noted

- Objective 3: Create user-friendly website for available properties, incentive programs, and workforce information in FY2026.
- Objective 4: Seek structured feedback from new businesses/developers after completion of processes and programs.
- Strategy 2: Continuously improve development processes at City Hall.
 - Objective 1: Add second monthly Zoning Board of Appeals meeting for 2025.
 - Objective 3: Publish commercial development guide and residential development guide to create centralized sources for development regulations by Q2 2025.
- Strategy 3: Employ a reliable, high-quality development staff
 - Objective 1: Send development staff to professional development training at least annually.
 - Objective 2: Employ fully-staffed economic development, building, and engineering departments.
 - Objective 3: Retain outsourced engineering and legal firms to handle spikes in development activity in FY26 budget.



Pekin



Pekin
Sitewise Online
STI: Market Outlook Opportunity Gap Report By Establishment Type

STI: Market Outlook Opportunity Gap Report By Establishment Type	Pekin			Trade Area		
	2022 Consumer Demand	2021 Market Supply	Opportunity Gap Surplus/ Shortage	2022 Consumer Demand	2021 Market Supply	Opportunity Gap Surplus/ Shortage
Total Consumer Demand and Market Supply by Establishment Type	\$ 696,541,515	\$ 644,980,515	\$ 51,561,001	\$ 1,711,349,758	\$ 1,034,540,508	\$ 676,809,251
Motor Vehicle and Parts Dealers	\$ 128,962,770	\$ 181,329,421	- \$ 52,366,651	\$ 322,422,022	\$ 274,063,706	\$ 48,358,315
Automobile dealers	\$ 112,036,790	\$ 168,666,827	- \$ 56,630,036	\$ 280,643,113	\$ 256,857,701	\$ 23,785,412
Other Motor Vehicle Dealers	\$ 6,297,072	\$ 4,222,977	\$ 2,074,096	\$ 15,734,972	\$ 5,808,030	\$ 9,926,942
Automotive Parts, Accessories, & Tire Stores	\$ 10,628,907	\$ 8,439,617	\$ 2,189,290	\$ 26,043,936	\$ 11,397,975	\$ 14,645,961
Furniture and Home Furnishings Stores	\$ 13,023,010	\$ 10,027,717	\$ 2,995,293	\$ 32,494,936	\$ 10,945,985	\$ 21,548,950
Furniture Stores	\$ 7,114,079	\$ 0	\$ 7,114,079	\$ 17,867,192	\$ 0	\$ 17,867,192
Home Furnishings Stores	\$ 5,908,931	\$ 10,027,717	- \$ 4,118,785	\$ 14,627,744	\$ 10,945,985	\$ 3,681,758
Electronics & Appliance Stores	\$ 8,738,455	\$ 1,388,496	\$ 7,349,958	\$ 21,148,110	\$ 3,608,243	\$ 17,539,868
Building Material and Garden Equipment Stores	\$ 44,872,176	\$ 78,534,238	- \$ 33,662,062	\$ 111,028,036	\$ 138,231,280	- \$ 27,203,245
Building Material & Supplies Dealers	\$ 38,963,897	\$ 74,736,105	- \$ 35,772,208	\$ 96,316,790	\$ 120,966,757	- \$ 24,649,966
Lawn & Garden Equipment & Supplies Stores	\$ 5,908,279	\$ 3,798,133	\$ 2,110,146	\$ 14,711,245	\$ 17,264,523	- \$ 2,553,278
Food and Beverage Stores	\$ 70,967,877	\$ 173,629,550	- \$ 102,661,673	\$ 174,488,881	\$ 274,645,349	- \$ 100,156,468
Grocery Stores	\$ 61,675,114	\$ 167,578,948	- \$ 105,903,834	\$ 151,485,013	\$ 264,941,726	- \$ 113,456,713
Specialty Food Stores	\$ 2,235,280	\$ 1,353,750	\$ 881,530	\$ 5,492,391	\$ 2,900,429	\$ 2,591,962
Beer, Wine & Liquor Stores	\$ 7,057,483	\$ 4,696,851	\$ 2,360,631	\$ 17,511,477	\$ 6,803,194	\$ 10,708,283
Health & Personal Care Stores	\$ 41,573,996	\$ 27,352,693	\$ 14,221,303	\$ 101,485,247	\$ 37,025,816	\$ 64,459,431
Gasoline Stations	\$ 52,439,340	\$ 57,391,717	- \$ 4,952,377	\$ 129,054,718	\$ 65,958,920	\$ 63,095,798
Clothing & Clothing Accessories Stores	\$ 25,895,527	\$ 4,809,649	\$ 21,085,878	\$ 64,273,855	\$ 8,170,266	\$ 56,103,590
Clothing Stores	\$ 19,136,770	\$ 2,424,457	\$ 16,712,313	\$ 47,434,777	\$ 5,201,236	\$ 42,233,541
Shoe Stores	\$ 3,601,254	\$ 0	\$ 3,601,254	\$ 8,937,605	\$ 0	\$ 8,937,605
Jewelry, Luggage & Leather Goods Stores	\$ 3,157,503	\$ 2,385,193	\$ 772,310	\$ 7,901,474	\$ 2,969,030	\$ 4,932,444
Sporting Goods, Hobby, Book, Music Stores	\$ 9,606,813	\$ 8,921,803	\$ 685,009	\$ 23,800,253	\$ 14,634,174	\$ 9,166,079
Sporting Goods, Hobby, & Musical Instrument Stores	\$ 7,771,248	\$ 7,514,617	\$ 256,632	\$ 19,265,468	\$ 10,967,700	\$ 8,297,767
Book, Periodical & Music Stores	\$ 1,835,564	\$ 1,407,187	\$ 428,377	\$ 4,534,785	\$ 3,666,474	\$ 868,311
General Merchandise Stores	\$ 64,181,029	\$ 14,974,267	\$ 49,206,762	\$ 157,820,327	\$ 57,161,460	\$ 100,658,868
Department Stores	\$ 12,027,027	\$ 5,503,322	\$ 6,523,705	\$ 29,707,217	\$ 9,685,524	\$ 20,021,694
Other General Merchandise Stores	\$ 52,154,002	\$ 9,470,945	\$ 42,683,057	\$ 128,113,110	\$ 47,475,936	\$ 80,637,174
Miscellaneous Store Retailers	\$ 14,797,030	\$ 14,475,211	\$ 321,819	\$ 36,450,456	\$ 23,383,615	\$ 13,066,841
Florists and Miscellaneous Store Retailers	\$ 991,656	\$ 245,505	\$ 746,151	\$ 2,472,373	\$ 537,130	\$ 1,935,243
Office Supplies, Stationery & Gift Stores	\$ 2,233,162	\$ 4,479,816	- \$ 2,246,654	\$ 5,476,765	\$ 8,064,517	- \$ 2,587,752
Used Merchandise Stores	\$ 1,843,634	\$ 409,292	\$ 1,434,342	\$ 4,563,505	\$ 1,029,872	\$ 3,533,633
Other miscellaneous store retailers	\$ 9,728,578	\$ 9,340,597	\$ 387,980	\$ 23,937,814	\$ 13,752,096	\$ 10,185,718
Non-Store Retailers	\$ 154,091,802	\$ 2,721,201	\$ 151,370,602	\$ 375,645,848	\$ 4,293,517	\$ 371,352,331
Vending machine operators (Nonstore retailers)	\$ 6,484,027	\$ 0	\$ 6,484,027	\$ 15,879,233	\$ 0	\$ 15,879,233
Direct Selling Establishments	\$ 3,811,695	\$ 2,721,201	\$ 1,090,495	\$ 9,364,012	\$ 4,293,517	\$ 5,070,494
Electronic Shopping & Mail-Order Houses	\$ 143,796,080	\$ 0	\$ 143,796,080	\$ 350,402,604	\$ 0	\$ 350,402,604
Foodservice and Drinking Places	\$ 67,391,690	\$ 69,424,551	- \$ 2,032,861	\$ 161,237,070	\$ 122,418,177	\$ 38,818,893
Full-Service Restaurants	\$ 28,203,486	\$ 31,614,968	- \$ 3,411,482	\$ 66,984,081	\$ 47,151,247	\$ 19,832,834
Limited-Service Eating Places	\$ 30,324,351	\$ 27,780,085	\$ 2,544,266	\$ 73,203,876	\$ 61,361,626	\$ 11,842,250
Special Food Services	\$ 5,884,859	\$ 6,859,598	- \$ 974,738	\$ 14,214,221	\$ 9,672,595	\$ 4,541,626
Bars/Drinking Places (Alcoholic Beverages)	\$ 2,978,994	\$ 3,169,901	- \$ 190,907	\$ 6,834,891	\$ 4,232,708	\$ 2,602,183

Pekin
Sitewise Online
STI: Market Outlook Opportunity Gap Report By Major Product Line

STI: Market Outlook Opportunity Gap Report By Major Product Line	Pekin			Trade Area		
	2022 Consumer Demand	2021 Market Supply	Opportunity Gap Surplus/ Shortage	2022 Consumer Demand	2021 Market Supply	Opportunity Gap Surplus/ Shortage
Total Consumer Demand and Market Supply by Major Product Line	\$ 696,541,501	\$ 644,980,538	\$ 51,560,963	\$ 1,711,349,734	\$ 1,034,540,536	\$ 676,809,198
Groceries & Other Food Items	\$ 96,781,370	\$ 143,447,152	\$ 46,665,782	\$ 237,837,213	\$ 239,046,597	\$ 1,209,384
Meals & Non-Alcoholic Beverages	\$ 59,573,739	\$ 65,534,266	\$ 5,960,526	\$ 143,853,083	\$ 117,147,820	\$ 26,705,262
Alcoholic Drinks	\$ 11,139,446	\$ 8,659,435	\$ 2,480,012	\$ 25,337,937	\$ 12,613,401	\$ 12,724,537
Packaged Liquor, Wine, & Beer	\$ 10,749,722	\$ 11,320,789	\$ 571,067	\$ 26,783,859	\$ 17,504,110	\$ 9,279,749
Cigars, Cigarettes, Tobacco & Accessories	\$ 8,804,883	\$ 8,380,832	\$ 424,051	\$ 20,947,405	\$ 12,313,018	\$ 8,634,388
Drugs, Health Aids, Beauty Aids, Incl. Cosmetics	\$ 108,581,744	\$ 35,628,269	\$ 72,953,474	\$ 264,759,480	\$ 55,115,400	\$ 209,644,081
Soaps, Detergents, & Household Cleaners	\$ 3,071,866	\$ 4,440,903	\$ 1,369,037	\$ 7,442,183	\$ 8,002,405	\$ 560,222
Paper & Related Products	\$ 2,891,318	\$ 3,509,207	\$ 617,889	\$ 7,039,895	\$ 6,584,073	\$ 455,822
Men's Wear	\$ 7,305,694	\$ 1,883,598	\$ 5,422,096	\$ 18,152,911	\$ 3,868,038	\$ 14,284,873
Women's, Juniors' and Misses' Wear	\$ 18,455,614	\$ 3,655,834	\$ 14,799,780	\$ 45,683,442	\$ 7,520,662	\$ 38,162,780
Children's Wear	\$ 3,245,525	\$ 957,868	\$ 2,287,657	\$ 8,077,263	\$ 2,082,373	\$ 5,994,891
Footwear Including Accessories	\$ 7,365,916	\$ 1,295,213	\$ 6,070,703	\$ 18,281,161	\$ 2,481,174	\$ 15,799,988
Sewing, Knitting and Needlework Goods	\$ 455,999	\$ 313,970	\$ 142,029	\$ 1,067,624	\$ 525,299	\$ 542,325
Curtains, Draperies, Blinds, Slipcovers etc.	\$ 2,875,825	\$ 2,175,458	\$ 700,366	\$ 7,231,557	\$ 3,411,260	\$ 3,820,297
Major Household Appliances	\$ 2,369,829	\$ 2,883,460	\$ 513,631	\$ 6,153,420	\$ 4,875,483	\$ 1,277,937
Small Electric Appliances	\$ 1,644,140	\$ 918,779	\$ 725,361	\$ 4,159,234	\$ 1,526,397	\$ 2,632,837
Televisions, Video Recorders, Video Cameras etc.	\$ 2,998,330	\$ 749,338	\$ 2,248,992	\$ 7,487,578	\$ 2,511,579	\$ 4,975,998
Audio Equipment & Musical Instruments	\$ 3,531,349	\$ 1,267,401	\$ 2,263,948	\$ 8,763,820	\$ 2,322,866	\$ 6,440,954
Furniture, Sleep Equipment & Outdoor Furniture	\$ 23,942,154	\$ 3,941,796	\$ 20,000,358	\$ 60,163,185	\$ 6,575,221	\$ 53,587,964
Flooring & Floor Coverings	\$ 5,190,363	\$ 8,809,802	\$ 3,619,439	\$ 12,704,232	\$ 12,310,974	\$ 393,258
Computer Hardware, Software, & Supplies	\$ 20,165,184	\$ 1,030,773	\$ 19,134,411	\$ 45,254,092	\$ 2,477,144	\$ 42,776,948
Kitchenware & Home Furnishings	\$ 8,898,295	\$ 5,473,449	\$ 3,424,846	\$ 21,976,621	\$ 8,337,810	\$ 13,638,811
Jewelry Including Watches	\$ 5,215,586	\$ 2,974,698	\$ 2,240,887	\$ 13,074,411	\$ 4,248,486	\$ 8,825,925
Books & Periodicals	\$ 2,057,513	\$ 1,134,257	\$ 923,256	\$ 5,096,075	\$ 2,826,916	\$ 2,269,159
Photographic Equipment & Supplies	\$ 614,544	\$ 144,120	\$ 470,423	\$ 1,493,530	\$ 399,633	\$ 1,093,896
Toys, Hobby Goods, & Games	\$ 3,553,263	\$ 2,084,130	\$ 1,469,134	\$ 8,753,706	\$ 3,881,671	\$ 4,872,035
Optical Goods	\$ 1,041,904	\$ 883,867	\$ 158,038	\$ 2,597,570	\$ 1,338,261	\$ 1,259,310
Sporting Goods	\$ 5,787,162	\$ 4,252,540	\$ 1,534,622	\$ 14,449,720	\$ 7,049,717	\$ 7,400,003
Hardware, Tools, Plumbing & Electrical	\$ 10,473,843	\$ 18,549,842	\$ 8,075,999	\$ 25,638,366	\$ 30,519,759	\$ 4,881,393
Lawn, Garden, & Farm Equipment & Supplies	\$ 11,287,979	\$ 7,420,755	\$ 3,867,224	\$ 28,166,600	\$ 19,437,893	\$ 8,728,707
Dimensional Lumber & Other Building Materials	\$ 15,168,766	\$ 31,426,118	\$ 16,257,352	\$ 37,538,990	\$ 50,869,981	\$ 13,330,991
Paint & Sundries	\$ 2,772,175	\$ 5,587,197	\$ 2,815,022	\$ 6,818,862	\$ 9,100,604	\$ 2,281,742
Autos, Cars, Vans, Trucks & Motorcycles	\$ 97,764,996	\$ 140,893,711	\$ 43,128,714	\$ 245,316,386	\$ 214,388,923	\$ 30,927,463
Automotive Fuels	\$ 44,964,821	\$ 50,060,616	\$ 5,095,795	\$ 111,002,074	\$ 61,420,668	\$ 49,581,406
Automotive Lubricants Including Oil, Greases, etc.	\$ 1,131,224	\$ 1,300,651	\$ 169,427	\$ 2,759,864	\$ 2,096,329	\$ 663,535
Automotive Tires, Tubes, Batteries, Parts & Accessories	\$ 21,636,279	\$ 18,496,768	\$ 3,139,511	\$ 52,932,961	\$ 27,248,602	\$ 25,684,359
Household Fuels Incl. Oil, LP Gas, Wood, Coal	\$ 1,295,072	\$ 2,096,139	\$ 801,067	\$ 3,150,681	\$ 3,817,636	\$ 666,955
Pets, Pet Foods & Pet Supplies	\$ 6,158,671	\$ 3,484,410	\$ 2,674,261	\$ 15,342,341	\$ 6,029,721	\$ 9,312,620
All Other Merchandise	\$ 34,456,484	\$ 14,038,021	\$ 20,418,463	\$ 85,096,275	\$ 23,876,647	\$ 61,219,628
Retailer Services	\$ 21,122,915	\$ 23,875,107	\$ 2,752,191	\$ 52,964,126	\$ 36,835,986	\$ 16,128,141