

Economic Development

2018 Retail
Market
Report

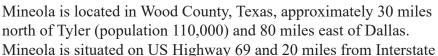
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Introduction







20. Mineola is home to nearly 5,000 people and is projected to experience a slow growth pattern for the next 5 years. However, in 2018, Sanderson Farms announced a major poultry complex expansion into Northeast Texas. The feed mill will locate in Mineola and a large number of jobs are expected to be created through the expansion.

The City is about 5 miles from the Sabine River and the City operates the Mineola Nature Preserve, a 1,000 acre park that draws visitors from throughout the region for the equestrian, nature, and walking trails. Lake Fork is nearby and is known as one of the best fishing lakes in Texas.

Mineola was certified as a Texas Retirement Community and has been successful in attracting high net worth retirees through the presence of a local hospital, proximity to major metro areas, and natural amenities.

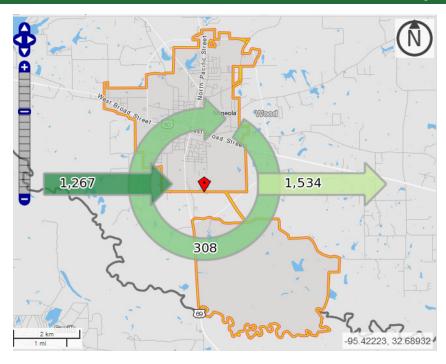


This study analyzes the demographic, psychographic, consumer behavior and retail gap data that a retail and restaurant business may need to make a location decision.

All data, unless otherwise noted, is from ESRI Business Analyst Online.

Please take time to read this information and acknowledge the thought of your business coming to Mineola, Texas.

Local Inflow/Outflow Analysis



With Tyler, Texas, less than 30 miles away, Mineola is a choice location for living while working in the greater East Texas region.

Mineola Major Employers Wal-Mart Mineola ISD Trinidad/Benham Food Processing **ETAS** Sanderson Farms

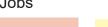
By Worker Age

Ву Worker Income

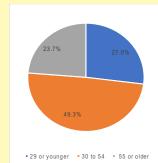
By Industry

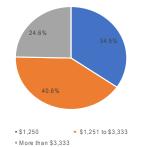


• 29 or younger • 30 to 54 • 55 or older



Inflow Jobs







- Goods Producing Industry
- Trade, Transportation, and Utilities Industry

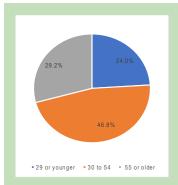
Source: US Census Bureau - On The Map

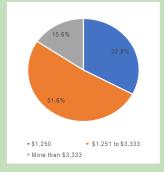
• Trade, Transportation, and Utilities Industry

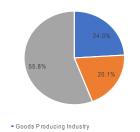
• \$1,251 to \$3,333

= More than \$3,333

Interior Jobs







- Trade, Transportation, and Utilities Industry
- = All Other Services Industry

| Summary | 2018 | 2023 |
|-------------------------------|-------|-------|
| Population | 4,894 | 5,061 |
| Households | 1,889 | 1,959 |
| Families | 1,233 | 1,275 |
| Average Household Size | 2.47 | 2.46 |
| Owner Occupied Housing Units | 53.4% | 55.2% |
| Renter Occupied Housing Units | 34.0% | 32.1% |
| Median Age | 44 | 44.4 |

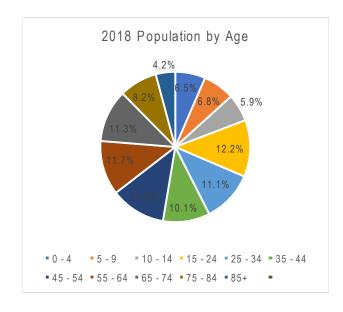
Mineola's Daytime Population is 6,433.

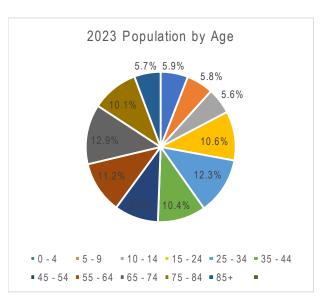
| 2018 Total Daytime Population | 6,433 |
|-------------------------------|-------|
| Workers | 3,596 |
| Residents | 2,837 |

| | 20 | 2018 2023 | | 23 |
|-------------------|--------|-----------|--------|---------|
| Population by Age | Number | Percent | Number | Percent |
| 0 - 4 | 318 | 6.5% | 299 | 5.9% |
| 5 - 9 | 333 | 6.8% | 294 | 5.8% |
| 10 - 14 | 289 | 5.9% | 283 | 5.6% |
| 15 - 24 | 597 | 12.2% | 536 | 10.6% |
| 25 - 34 | 543 | 11.1% | 623 | 12.3% |
| 35 - 44 | 494 | 10.1% | 526 | 10.4% |
| 45 - 54 | 582 | 11.9% | 481 | 9.5% |
| 55 - 64 | 573 | 11.7% | 567 | 11.2% |
| 65 - 74 | 553 | 11.3% | 653 | 12.9% |
| 75 - 84 | 401 | 8.2% | 511 | 10.1% |
| 85+ | 206 | 4.2% | 288 | 5.7% |



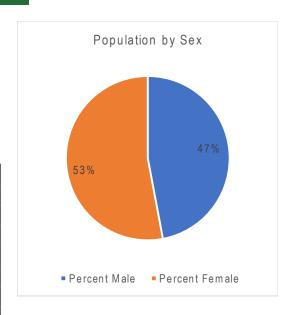
Mineola is also a
Texas Certified
Retirement
Community

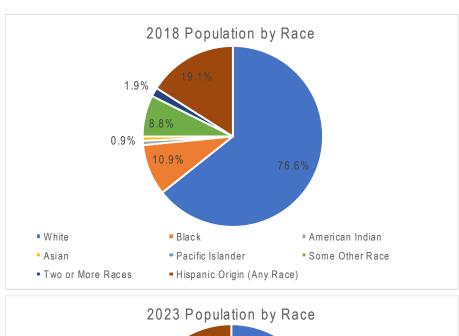


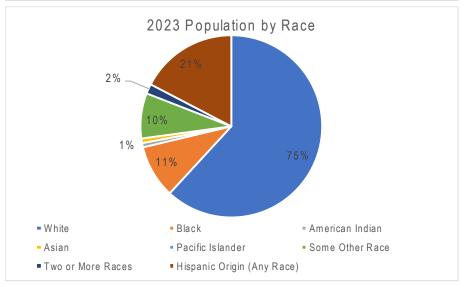


| Population by Sex | 2018 | 2023 |
|-------------------|-------|-------|
| Males | 2,303 | 2,382 |
| Females | 2,593 | 2,680 |
| Total | 4,896 | 5,062 |
| Percent Male | 47% | 47% |
| Percent Female | 53% | 53% |

| 20 | 18 | 20 | 23 |
|--------|--|---|---|
| Number | Percent | Number | Percent |
| 3,749 | 76.6% | 3,786 | 75% |
| 533 | 10.9% | 577 | 11% |
| 44 | 0.9% | 46 | 1% |
| 44 | 0.9% | 51 | 1% |
| - | 0.0% | - | 0% |
| 431 | 8.8% | 491 | 10% |
| 93 | 1.9% | 106 | 2% |
| 935 | 19.1% | 1,063 | 21% |
| | Number 3,749 533 44 44 - 431 93 | 3,749 76.6% 533 10.9% 44 0.9% 44 0.9% - 0.0% 431 8.8% 93 1.9% | Number Percent Number 3,749 76.6% 3,786 533 10.9% 577 44 0.9% 46 44 0.9% 51 - 0.0% - 431 8.8% 491 93 1.9% 106 |

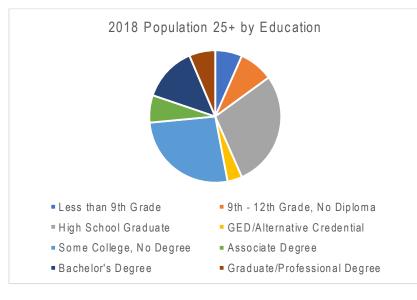






| 2018 Population 25+ by Educational | | |
|------------------------------------|-------|--|
| Attainment | | |
| Total | 3,493 | |
| Less than 9th Grade | 6.6% | |
| 9th - 12th Grade, No Diploma | 8.4% | |
| High School Graduate | 28.4% | |
| GED/Alternative Credential | 3.6% | |
| Some College, No Degree | 26.5% | |
| Associate Degree | 6.7% | |
| Bachelor's Degree | 13.4% | |
| Graduate/Professional Degree | 6.4% | |

| 2018 Population 15+ b | y Marital Status |
|-----------------------|------------------|
| Total | 4,033 |
| Never Married | 28% |
| Married | 49% |
| Widowed | 11% |
| Divorced | 11% |



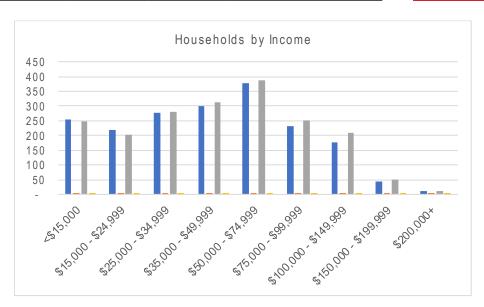
| 2010 Population By Urban/ Rural Status | | |
|--|-------|--|
| Total Population | 4,533 | |
| Population Inside Urbanized Area | 0% | |
| Population Inside Urbanized Cluster | 98% | |
| Rural Population | 2.3% | |

| | 2018 | 2023 |
|---------------------|-------|-------|
| Families | 1,233 | 1,275 |
| Average Family Size | 3.08 | 3.09 |



| | 20 | 18 | 20 | 23 |
|-----------------------|--------|---------|--------|---------|
| Households by Income | Number | Percent | Number | Percent |
| <\$15,000 | 253 | 13.4% | 249 | 12.7% |
| \$15,000 - \$24,999 | 217 | 11.5% | 204 | 10.4% |
| \$25,000 - \$34,999 | 278 | 14.7% | 280 | 14.3% |
| \$35,000 - \$49,999 | 300 | 15.9% | 313 | 16.0% |
| \$50,000 - \$74,999 | 378 | 20.0% | 388 | 19.8% |
| \$75,000 - \$99,999 | 230 | 12.2% | 253 | 12.9% |
| \$100,000 - \$149,999 | 176 | 9.3% | 210 | 10.7% |
| \$150,000 - \$199,999 | 43 | 2.3% | 51 | 2.6% |
| \$200,000+ | 11 | 0.6% | 12 | 0.6% |

Mineola is projected to see an 18% growth in households making over \$100,000 in the next five years.



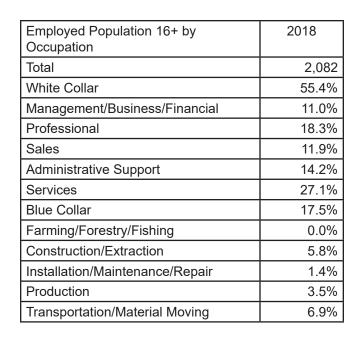
| | 2018 | 2023 |
|-------------------------|--------|--------|
| Median Household Income | 43,591 | 45,922 |
| Per Capita Income | 22,163 | 23,879 |

| | 2018 | 2023 |
|------------------------|-------|-------|
| Households | 1,889 | 1,959 |
| Average Household Size | 2.47 | 2.46 |

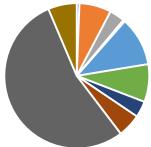


| Civilian Population 16+ in Labor Force | 2018 |
|---|-------|
| Civilian Employed | 96.5% |
| Civilian Unemployed (Unemployment Rate) | 3.5% |

| Employed Population 16+ by Industry | 2018 |
|-------------------------------------|-------|
| Total | 2,081 |
| Agriculture/Mining | 0.6% |
| Construction | 7.1% |
| Manufacturing | 3.4% |
| Wholesale Trade | 0.4% |
| Retail Trade | 10.9% |
| Transportation/Utilities | 8.4% |
| Information | 3.6% |
| Finance/Insurance/Real Estate | 5.2% |
| Services | 53.9% |
| Public Administration | 6.4% |

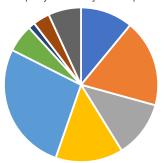




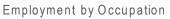


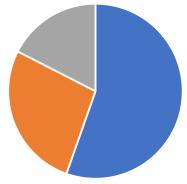
- Agricul ture /M inin g
- Manufacturing
- Retail Trade
- Information
- Services
- Construction
- Wholesale Trade
- Transportation/U tilities
- Finance/In surance/Real Estate
- Public Administration

Employment by Occupation



- Management/Business/Financial
- Sales
- Services
- Installation/Maintenance/Repair
- Transportation/Material Moving
- Pro fessional
- Administrative Support
- Construction/Extraction
- Pro duction





■ White Collar

Services

■ Blue Collar

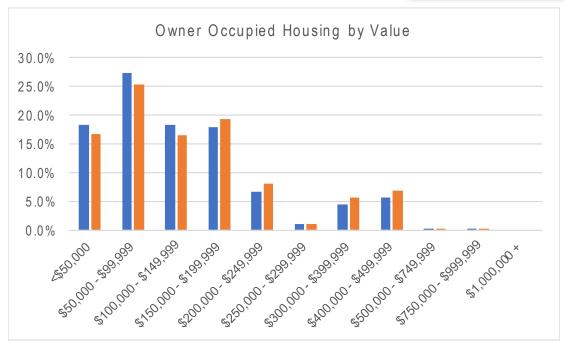
| | 2018 | 2023 |
|-------------------------------|-------|-------|
| Housing Units | 2,164 | 2,243 |
| Owner Occupied Housing Units | 53% | 55% |
| Renter Occupied Housing Units | 34% | 32% |
| Vacant Housing Units | 13% | 13% |

| Owner Occupied Housing Units by Value | 2018 | 2023 | |
|---------------------------------------|---------|---------|--|
| Total | 1155 | 1238 | |
| <\$50,000 | 18.3% | 16.8% | |
| \$50,000 - \$99,999 | 27.4% | 25.3% | |
| \$100,000 - \$149,999 | 18.4% | 16.6% | |
| \$150,000 - \$199,999 | 18.0% | 19.3% | |
| \$200,000 - \$249,999 | 6.6% | 8.0% | |
| \$250,000 - \$299,999 | 1.0% | 1.1% | |
| \$300,000 - \$399,999 | 4.4% | 5.7% | |
| \$400,000 - \$499,999 | 5.6% | 6.9% | |
| \$500,000 - \$749,999 | 0.1% | 0.1% | |
| \$750,000 - \$999,999 | 0.3% | 0.3% | |
| \$1,000,000 + | 0.0% | 0.0% | |
| Average Home Value | 140,628 | 152,767 | |

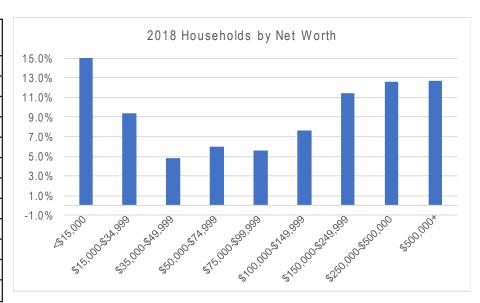
| | 2018 | 2023 |
|-------------------|---------|---------|
| Median Home Value | 111,675 | 123,902 |

Mineola is projected to experience a 9% increase in average home values.





| 2018 Households by Net Worth | Number | Percent |
|---------------------------------|-----------|---------|
| Total | 1,890 | |
| <\$15,000 | 564 | 29.8% |
| \$15,000-\$34,999 | 178 | 9.4% |
| \$35,000-\$49,999 | 91 | 4.8% |
| \$50,000-\$74,999 | 114 | 6.0% |
| \$75,000-\$99,999 | 105 | 5.6% |
| \$100,000-\$149,999 | 144 | 7.6% |
| \$150,000-\$249,999 | 216 | 11.4% |
| \$250,000-\$500,000 | 238 | 12.6% |
| \$500,000+ | 240 | 12.7% |
| Median Net Worth | \$74,438 | |
| Average Net Worth | \$449,651 | |



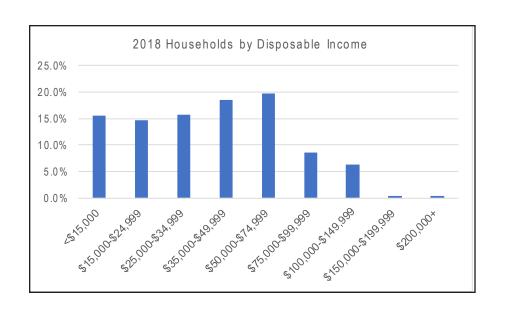
| 2018 Net Worth by Age of Householder | <25 | 25-34 | 35-44 | 45-54 | 55-64 | 65-74 | 75+ |
|--------------------------------------|-----|-------|-------|-------|-------|-------|-----|
| Total | 83 | 256 | 216 | 238 | 318 | 357 | 423 |
| <\$15,000 | 64 | 135 | 83 | 71 | 77 | 71 | 62 |
| \$15,000-\$34,999 | 15 | 42 | 29 | 31 | 23 | 23 | 15 |
| \$35,000-\$49,999 | 2 | 14 | 14 | 15 | 20 | 18 | 9 |
| \$50,000-\$99,999 | 2 | 35 | 35 | 31 | 31 | 37 | 49 |
| \$100,000-\$149,999 | 0 | 15 | 17 | 21 | 35 | 29 | 26 |
| \$150,000-\$249,999 | 0 | 10 | 20 | 30 | 47 | 58 | 51 |
| \$250,000+ | 0 | 5 | 18 | 39 | 85 | 121 | 211 |



Mineola's average household net worth is nearly \$450,000

| 2018 Households by Disposable Income | Number | Percent |
|---|----------|---------|
| Total | 1,890 | |
| <\$15,000 | 295 | 15.6% |
| \$15,000-\$24,999 | 278 | 14.7% |
| \$25,000-\$34,999 | 296 | 15.7% |
| \$35,000-\$49,999 | 349 | 18.5% |
| \$50,000-\$74,999 | 375 | 19.8% |
| \$75,000-\$99,999 | 163 | 8.6% |
| \$100,000-\$149,999 | 120 | 6.3% |
| \$150,000-\$199,999 | 8 | 0.4% |
| \$200,000+ | 6 | 0.3% |
| Median Disposable Income | \$37,386 | |
| Average Disposable Income | \$46,392 | |

| 2018 Disposable Income by Age of Householder | <25 | 25-34 | 35-44 | 45-54 | 55-64 | 65-74 | 75+ |
|---|----------|----------|----------|----------|----------|----------|----------|
| Total | 83 | 256 | 216 | 238 | 317 | 357 | 423 |
| <\$15,000 | 10 | 24 | 19 | 22 | 51 | 65 | 103 |
| \$15,000-\$24,999 | 12 | 33 | 20 | 22 | 37 | 58 | 96 |
| \$25,000-\$34,999 | 16 | 39 | 26 | 31 | 49 | 63 | 72 |
| \$35,000-\$49,999 | 17 | 61 | 47 | 45 | 52 | 63 | 63 |
| \$50,000-\$74,999 | 18 | 61 | 53 | 55 | 74 | 59 | 56 |
| \$75,000-\$99,999 | 6 | 18 | 30 | 33 | 31 | 25 | 20 |
| \$100,000-\$149,999 | 4 | 18 | 17 | 26 | 21 | 22 | 12 |
| \$150,000-\$199,999 | 0 | 2 | 2 | 2 | 0 | 1 | 1 |
| \$200,000+ | 0 | 0 | 2 | 1 | 2 | 1 | 0 |
| Median Disposable Income | \$37,197 | \$41,312 | \$48,227 | \$49,080 | \$39,982 | \$33,425 | \$26,277 |
| Average Disposable Income | \$43,649 | \$49,052 | \$56,790 | \$57,702 | \$48,515 | \$43,168 | \$34,777 |



Community Psychographic Profile

| Top Tapestry | Segments | 2018 Households | | |
|--------------|------------------------|--------------------|------------|--|
| Rank | Tapestry | Mineola Percent | US Percent | |
| 1 | Retirement Communities | 26.1% | 1.2% | |
| 2 | Small Town Simplicity | 24.4% | 1.9% | |
| 3 | Heartland Communities | 20.6% | 2.3% | |
| 4 | Midlife Constants | 15.9% | 2.5% | |
| 5 | Southern Satellites | 12.1% | 3.1% | |
| | Total | 99.1% | | |

Retirement Communities

Retirement Communities neighborhoods are evenly distributed across the country. They combine single-family homes and independent living with apartments, assisted living, and continuous care nursing facilities. Over half of the housing units are in multiunit structures, and the majority of residents have a lease. This group enjoys watching cable TV and stays up-to-date with newspapers and magazines. Residents take pride in fiscal responsibility and keep a close eye on their finances. Although income and net worth are well below national averages, residents enjoy going to the movies, fishing, and taking vacations. While some residents enjoy cooking, many have paid their dues in the kitchen and would rather dine out.

- Small household size; many residents have outlived their partners and live alone.
- Brand loyal, this segment will spend a little more for their favorite brands, but most likely they will have a coupon.
- Like to travel—including visits to foreign countries.
- Shop at diverse, large retail chains like Sears, Family Dollar, Target, and Walmart for convenience.

Small Town Simplicity

Small Town Simplicity includes young families and senior householders that are bound by community ties. The lifestyle is down-to-earth and semirural, with television for entertainment and news, and emphasis on convenience for both young parents and senior citizens. Residents embark on pursuits including online computer games, renting movies, indoor gardening, and rural activities like hunting and fishing. Since 1 in 4 households is below poverty level, residents also keep their finances simple—paying bills in person and avoiding debt.

- This is an older market, with half of the householders aged 55 years or older, and predominantly single-person households.
- Price-conscious consumers that shop accordingly with coupons at discount centers.
- · Connected, but not to the latest or greatest gadgets; keep their landlines.
- · Community-orientated residents; more conservative than middle-of-the-road.
- Residents enjoy outdoor activities like hunting and fishing as well as watching NASCAR and college football and basketball on TV.



Community Psychographic Profile

Heartland Communities

Well settled and close-knit, Heartland Communities are semirural and semiretired. These older householders are primarily homeowners, and many have paid off their mortgages. Their children have moved away, but they have no plans to leave their homes. Their hearts are with the country; they embrace the slower pace of life here but actively participate in outdoor activities and community events. Traditional and patriotic, these residents support their local businesses, always buy American, and favor domestic driving vacations over foreign plane trips.

- Distribution of household types is comparable to the US, primarily (but not the majority) married couples, more with no children, and a slightly higher proportion of singles (Index 112) that reflects the aging of the population.
- More workers are white collar than blue collar; more skilled than unskilled.
- These are budget savvy consumers; they stick to brands they grew up with and know the price of goods they purchase. Buying American is important.
- To support their local community, residents participate in public activities.
- · Motorcycling, hunting, and fishing are popular; walking is the main form of exercise.

Midlife Constants

Midlife Constants residents are seniors, at or approaching retirement, with below average labor force participation and above average net worth. Although located in predominantly metropolitan areas, they live outside the central cities, in smaller communities. Their lifestyle is more country than urban. They are generous, but not spendthrifts.

- Primarily married couples, with a growing share of singles.
- Traditional, not trendy; opt for convenience and comfort, not cutting-edge. Technology has its uses, but the bells and whistles are a bother.
- Attentive to price, but not at the expense of quality, they prefer to buy American and natural products.
- Sociable, church-going residents belonging to fraternal orders, veterans' clubs and charitable organizations and do
 volunteer work and fund-raising.
- Contribute to arts/cultural, educational, health, and social services organizations.
- DIY homebodies that spend on home improvement and gardening.
- Leisure activities include movies at home, reading, fishing, and golf.

Southern Satellites

Southern Satellites is the second largest market foundin rural settlements but within metropolitan areas located primarily in the South. This market is typically nondiverse, slightly older, settled married-couple families, who own their homes. Two-thirds of the homes are single-family structures; almost a third are mobile homes. Median household income and home value are below average. Workers are employed in a variety of industries, such as manufacturing, health care, retail trade, and construction, with higher proportions in mining and agriculture than the US. Residents enjoy country living, preferring outdoor activities and DIY home projects.

- Education: almost 40% have a high school diploma only (Index 140); 45% have college education (Index 73).
- They tend to be somewhat late in adapting to technology.



| Product | Adults | Percent Households | Market Potential Index |
|---|--|-----------------------|---------------------------|
| Apparel (Adults) | | | • |
| Bought any men's clothing in last 12 months | 1684 | 43.5% | 92 |
| Bought any women's clothing in last 12 months | 1,585 | 40.9% | 95 |
| Bought clothing for child <13 years in last 6 months | 974 | 25.2% | 94 |
| Bought any shoes in last 12 months | 1,928 | 49.8% | 93 |
| Bought costume jewelry in last 12 months | 699 | 18.1% | 99 |
| Bought any fine jewelry in last 12 months | 648 | 16.7% | 94 |
| Bought a watch in last 12 months | 633 | 16.4% | 103 |
| Automobiles (Households) | | | |
| HH owns/leases any vehicle | 1,581 | 83.7% | 98 |
| HH bought/leased new vehicle last 12 mo | 129 | 6.8% | 71 |
| Automotive Aftermarket (Adults) | 1 | | |
| Bought gasoline in last 6 months | 3,275 | 84.6% | 99 |
| Bought/changed motor oil in last 12 months | 2,022 | 52.2% | 110 |
| Had tune-up in last 12 months | 888 | 22.9% | 89 |
| | | | <u> </u> |
| Beverages (Adults) | | | |
| Drank bottled water/seltzer in last 6 months | 2,495 | 64.5% | 93 |
| Drank regular cola in last 6 months | 1,921 | 49.6% | 112 |
| Drank beer/ale in last 6 months | 1,443 | 37.3% | 88 |
| Cell Phones (Adults/Households) | | | |
| Bought cell phone in last 12 months | 1,330 | 34.4% | 95 |
| Have a smartphone | 2,639 | 68.2% | 85 |
| Have a smartphone: Android phone (any brand) | 1,405 | 36.3% | 94 |
| Have a smartphone: Apple iPhone | 1,075 | 27.8% | 72 |
| Number of cell phones in household: 1 | 776 | 41.1% | 133 |
| Number of cell phones in household: 2 | 651 | 34.5% | 90 |
| HH has cell phone only (no landline telephone) | 988 | 52.3% | 99 |
| Computers (Households) | | | |
| HH owns a computer 1,201 63.6% 85 | 1,201 | 63.6% | 85 |
| HH owns desktop computer 656 34.7% 91 | + - | 34.7% | |
| HH owns laptop/notebook 867 45.9% 81 | 656 867 | 45.9% | 91 |
| | | | 81 |
| HH owns any PC/non-Apple brand computer 1,087 57.5% 92 | 1,087 | 57.5% | 92 |
| HH purchased most recent computer in a store 615 32.6% 88 | 615 | 32.6% | 88 |
| HH purchased most recent computer online 178 9.4% 70 Spent <\$500 on most recent home computer 326 17.3% 114 | 178 326 | 9.4% | 70 |
| | 3=0 | | |
| | | | |

| Product | Adults | Percent Households | Market Potential Index |
|---|--------|-----------------------|---------------------------|
| Convenience Stores (Adults) | | | |
| Shopped at convenience store in last 6 mos | 2,412 | 62.3% | 100 |
| Bought brewed coffee at convenience store in last 30 days | 485 | 12.5% | 93 |
| Bought cigarettes at convenience store in last 30 days | 540 | 13.9% | 128 |
| Bought gas at convenience store in last 30 days | 1,610 | 41.6% | 113 |
| Spent at convenience store in last 30 days: <\$20 | 251 | 6.5% | 90 |
| Spent at convenience store in last 30 days: \$20-\$39 | 338 | 8.7% | 91 |
| Spent at convenience store in last 30 days: \$40-\$50 | 326 | 8.4% | 102 |
| Spent at convenience store in last 30 days: \$51-\$99 | 231 | 6.0% | 107 |
| Spent at convenience store in last 30 days: \$100+ 928 | 928 | 24.0% | 108 |
| Entertainment (Adults) | 1 | | |
| Attended a movie in last 6 months | 1,945 | 50.2% | 84 |
| Went to a bar/night club in last 12 months | 537 | 13.9% | 79 |
| Dined out in last 12 months | 1,748 | 45.2% | 89 |
| Gambled at a casino in last 12 months | 440 | 11.4% | 88 |
| Viewed movie (video-on-demand) in last 30 days | 527 | 13.6% | 75 |
| Played a video/electronic game (console) in last 12 months | 333 | 8.6% | 94 |
| Played a video/electronic game (portable) in last 12 months | 159 | 4.1% | 79 |
| Financial (Adults) | 1 | | |
| Have home mortgage (1st) | 944 | 24.4% | 77 |
| Used ATM/cash machine in last 12 months | 1,761 | 45.5% | 85 |
| Have interest checking account | 1,077 | 27.8% | 94 |
| Have non-interest checking account | 1,173 | 30.3% | 103 |
| Have savings account | 2,023 | 52.3% | 90 |
| Own/used any credit/debit card in last 12 months | 2,876 | 74.3% | 93 |
| Avg monthly credit card expenditures: <\$111 | 548 | 14.2% | 118 |
| Avg monthly credit card expenditures: \$111-\$225 | 286 | 7.4% | 103 |
| Avg monthly credit card expenditures: \$226-\$450 | 266 | 6.9% | 102 |
| Did banking online in last 12 months | 1,130 | 29.2% | 74 |
| Did banking on mobile device in last 12 months | 673 | 17.4% | 74 |
| Paid bills online in last 12 months | 1,491 | 38.5% | 78 |
| Grocery (Adults) | 1 | | |
| Used beef (fresh/frozen) in last 6 months | 1,308 | 69.2% | 101 |
| Used bread in last 6 months | 1,766 | 93.5% | 100 |
| Used chicken (fresh or frozen) in last 6 months | 1,228 | 65.0% | 94 |
| Used turkey (fresh or frozen) in last 6 months | 282 | 14.9% | 97 |
| Used fish/seafood (fresh or frozen) in last 6 months | 933 | 49.4% | 90 |
| Used fresh fruit/vegetables in last 6 months | 1,601 | 84.8% | 97 |

| Product | Adults | Percent Households | Market Potential Index |
|--|--------|-----------------------|---------------------------|
| Used fresh milk in last 6 months | 1,626 | 86.1% | 100 |
| Used organic food in last 6 months | 295 | 15.6% | 66 |
| Health (Adults) | | | |
| Exercise at home 2+ times per week | 895 | 23.1% | 83 |
| Visited a doctor in last 12 months | 2,991 | 77.3% | 100 |
| Used vitamin/dietary supplement in last 6 months | 2,035 | 52.6% | 97 |
| Home (Households) | | | |
| Any home improvement in last 12 months | 473 | 25.0% | 90 |
| Used housekeeper/maid cleaning service in last 12 months | 221 | 11.7% | 84 |
| Purchased low ticket HH furnishings in last 12 months | 270 | 14.3% | 85 |
| Purchased big ticket HH furnishings in last 12 months | 364 | 19.3% | 88 |
| Bought any small kitchen appliance in last 12 months | 405 | 21.4% | 96 |
| Bought any large kitchen appliance in last 12 months | 243 | 12.9% | 91 |
| Insurance (Adults/Households) | | | |
| Currently carry life insurance | 1,743 | 45.0% | 101 |
| Carry medical/hospital/accident insurance | 2,859 | 73.9% | 99 |
| Carry homeowner insurance | 1,768 | 45.7% | 97 |
| Carry renter's insurance | 336 | 8.7% | 101 |
| Have auto insurance: 1 vehicle in household covered | 709 | 37.5% | 123 |
| Have auto insurance: 2 vehicles in household covered | 468 | 24.8% | 86 |
| Have auto insurance: 3+ vehicles in household covered | 332 | 17.6% | 77 |
| Pets (Households) | | | |
| Household owns any pet | 972 | 51.5% | 94 |
| Household owns any cat | 451 | 23.9% | 104 |
| Household owns any dog | 736 | 39.0% | 93 |
| Psychographics (Adults) | 1 | | |
| Buying American is important to me | 1,853 | 47.9% | 118 |
| Usually buy items on credit rather than wait | 499 | 49.9% | 98 |
| Usually buy based on quality - not price | 752 | 19.4% | 100 |
| Price is usually more important than brand name | 1,255 | 32.4% | 116 |
| Usually use coupons for brands I buy often | 801 | 20.7% | 115 |
| Am interested in how to help the environment | 657 | 17.0% | 93 |
| Usually pay more for environ safe product | 471 | 12.2% | 85 |
| Usually value green products over convenience | 407 | 10.5% | 93 |
| Likely to buy a brand that supports a charity | 1,371 | 35.4% | 102 |
| | | | |

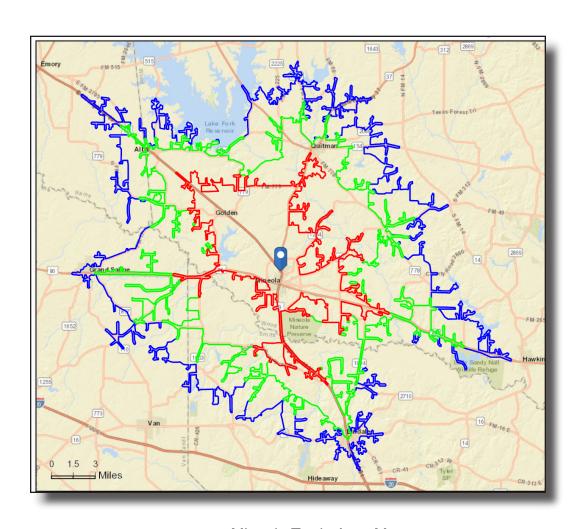
| Product | Adults | Percent Households | Market Potential Index |
|---|--------|-----------------------|------------------------|
| Reading (Adults) | | | |
| Bought hardcover book in last 12 months | 659 | 17.0% | 86 |
| Bought paperback book in last 12 month | 966 | 25.0% | 86 |
| Read any daily newspaper (paper version) | 921 | 23.8% | 115 |
| Read any digital newspaper in last 30 days | 1,111 | 28.7% | 76 |
| Read any magazine (paper/electronic version) in last 6 months | 3,447 | 89.0% | 98 |
| Restaurants (Adults) | | | |
| Went to family restaurant/steak house in last 6 months | 2,810 | 72.6% | 96 |
| Went to family restaurant/steak house: 4+ times a month | 963 | 24.9% | 93 |
| Went to fast food/drive-in restaurant in last 6 months | 3,529 | 91.2% | 101 |
| Went to fast food/drive-in restaurant 9+ times/mo | 1,518 | 39.2% | 99 |
| Fast food/drive-in last 6 months: eat in | 1,424 | 36.8% | 100 |
| Fast food/drive-in last 6 months: home delivery | 268 | 6.9% | 83 |
| Fast food/drive-in last 6 months: take-out/drive-thru | 1,846 | 47.7% | 101 |
| Fast food/drive-in last 6 months: take-out/walk-in | 725 | 18.7% | 89 |
| Television & Electronics (Adults/Households) | | | |
| Own any tablet | 1,423 | 36.8% | 80 |
| Own any e-reader | 212 | 5.5% | 74 |
| HH has Internet connectable TV | 381 | 20.2% | 78 |
| Own any portable MP3 player | 636 | 16.4% | 76 |
| HH owns 1 TV | 456 | 24.1% | 115 |
| HH owns 2 TVs | 534 | 28.3% | 105 |
| HH owns 3 TVs | 387 | 20.5% | 98 |
| HH owns 4+ TVs | 267 | 14.1% | 79 |
| HH subscribes to cable TV | 890 | 47.1% | 106 |
| HH owns portable GPS navigation device | 405 | 21.4% | 86 |
| Travel (Adults) | | | |
| Domestic travel in last 12 months | 1,659 | 42.9% | 82 |
| Spent on domestic vacations in last 12 months: <\$1,000 | 376 | 9.7% | 90 |
| Nights spent in hotel/motel in last 12 months | 1,351 | 34.9% | 80 |
| Took cruise of more than one day in last 3 years | 262 | 6.9% | 79 |

Retail Surplus/(Gap)

| Drive Time: 15 drive time minute radius | | | | |
|---|-------|------------------------------|--------------------------|--------------------------|
| 2018 Population 19,503 | | | | |
| 2018 Households 7,542 | | | | |
| | NAICS | Demand (Retail Potential) | Supply (Retail Sales) | Retail Surplus/ (Gap) |
| Motor Vehicle & Parts Dealers | 441 | 52,215,708 | 82,601,781 | 30,386,073 |
| Other Motor Vehicle Dealers | 4412 | 5,840,068 | 3,498,952 | (2,341,116) |
| Furniture & Home Furnishings Stores | 442 | 6,725,065 | 1,003,273 | (5,721,792) |
| Furniture Stores | 4421 | 3,857,775 | 250,238 | (3,607,537) |
| Home Furnishings Stores | 4422 | 2,867,289 | 753,036 | (2,114,253) |
| Electronics & Appliance Stores | 443 | 7,069,870 | 2,540,277 | (4,529,593) |
| — том триментом три | | 1,000,010 | _,,,,_,, | (1,0=0,000) |
| Bldg Materials, Garden Equip. & Supply Stores | 444 | 16,174,009 | 15,828,539 | (345,470) |
| Bldg Material & Supplies Dealers | 4441 | 15,160,459 | 9,430,144 | (5,730,315) |
| Food & Beverage Stores | 445 | 40,024,375 | 33,787,482 | (6,236,893) |
| Grocery Stores | 4451 | 36,567,594 | 32,749,828 | (3,817,766) |
| Specialty Food Stores | 4452 | 1,689,918 | 1,037,654 | (652,264) |
| Beer, Wine & Liquor Stores | 4453 | 1,766,862 | - | (1,766,862) |
| | | | | |
| Health & Personal Care Stores | 446 | 13,856,657 | 11,065,408 | (2,791,249) |
| Clothing & Clothing Accessories Stores | 448 | 8,356,774 | 3,106,789 | (5,249,985) |
| Clothing Stores | 4481 | 5,691,833 | 2,165,859 | (3,525,974) |
| Shoe Stores | 4482 | 1,186,416 | 335,613 | (850,803) |
| Jewelry, Luggage & Leather Goods Stores | 4483 | 1478522 | 605,318 | (873,204) |
| | 1 454 | | 0.540.450 | (4.0.40.005) |
| Sporting Goods, Hobby, Book & Music Stores | 451 | 6,861,675 | 2,513,450 | (4,348,225) |
| Sporting Goods/Hobby/Musical Instr Stores | 4511 | 6,175,776 | 2,401,474 | (3,774,302) |
| Book, Periodical & Music Stores | 4512 | 685,899 | 111,976 | (573,923) |
| General Merchandise Stores | 452 | 36,167,512 | 53,065,554 | 16,898,042 |
| Other General Merchandise Stores | 4529 | 11,910,536 | 4,279,015 | (7,631,521) |

Retail Surplus/(Gap)

| Miscellaneous Store Retailers | | 453 | 9,415,649 | 8,840,780 | (574,869) |
|-------------------------------|---|------|------------|------------|-------------|
| | Office Supplies, Stationery & Gift Stores | 4532 | 1,694,561 | 1,205,094 | (489,467) |
| | | | | | |
| Food Service | ces & Drinking Places | 722 | 21,251,371 | 15,787,905 | (5,463,466) |
| | Special Food Services | 7223 | 261,973 | ı | (261,973) |
| | Drinking Places - Alcoholic Beverages | 7224 | 692,949 | 110,950 | (581,999) |
| | Restaurants/Other Eating Places | 7225 | 20,296,449 | 15,676,955 | (4,619,494) |



Mineola Trade Area Map

10 minute drive

15 minute drive

18 minute drive



Economic Development

For more Information
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