

# EXHIBIT A



**Diamond City Partnership**  
of Wilkes-Barre, Pennsylvania

Working Group 5: Downtown Development Plan

**Building and Parking Inventory**



**Building Type**

- Attraction
- Public Building
- Commercial
- Hotel
- Place of Worship
- Human Service Facility
- Education Facility
- King's College
- Wilkes University
- Residential Single
- Residential Multi-Family
- Industrial
- Garage/Unassigned
- Vacant

**Parking: Owner, Type**

- Commercial, Garage
- Commercial, Lot
- City, Garage
- City, Lot
- Private, Garage
- Private, Lot



October 15, 2002  
Version 2

0.25 Miles



SCALE 1:8,250

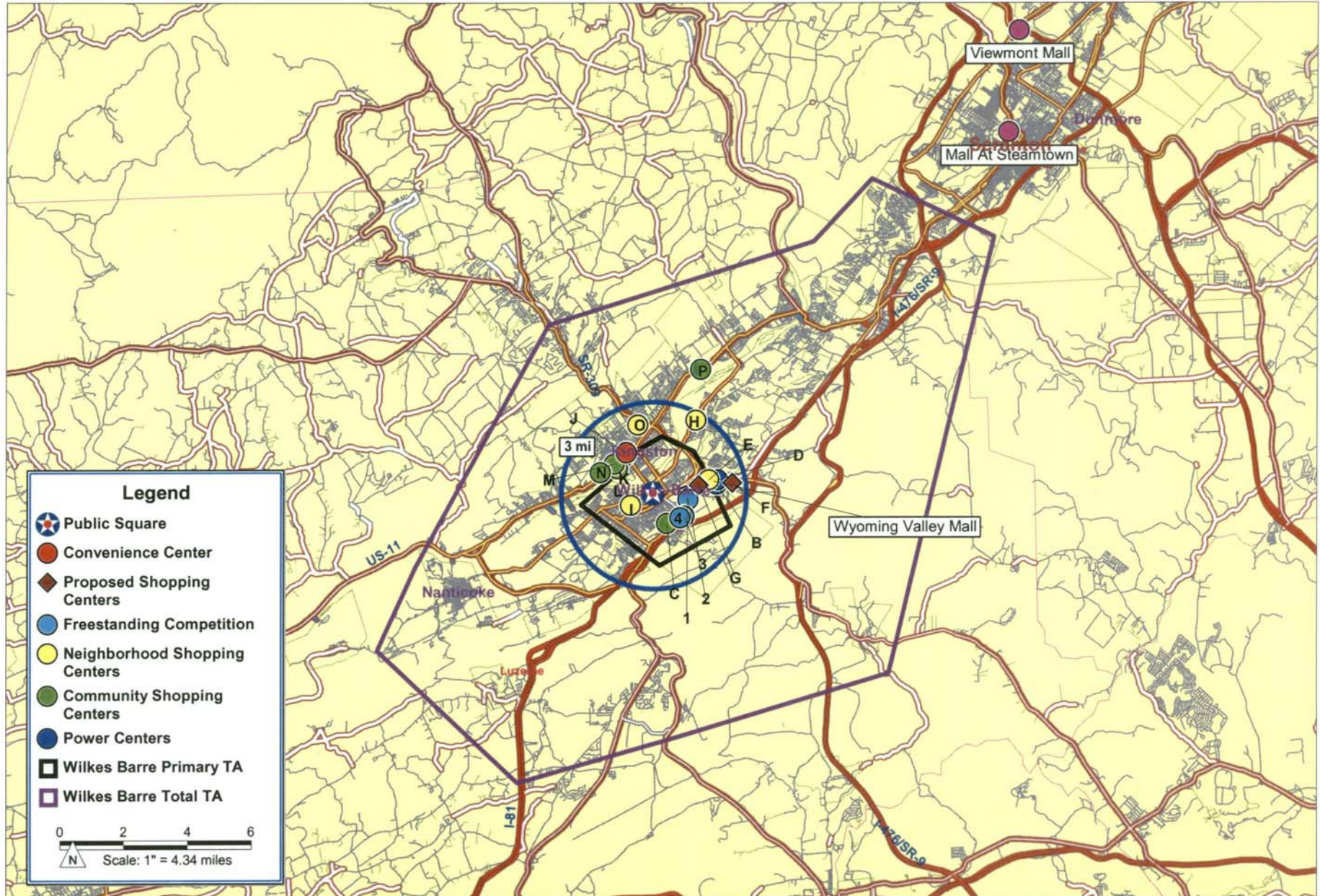
The MAP Center  
at King's College



# EXHIBIT B

# Wilkes-Barre, Pennsylvania

Gibbs Planning Group, Inc.



**Demographic Profile: 2000 - 2005**  
**Wilkes-Barre**  
**Site located at 41.2435, 75.8835**  
**3 Mi Ring**

**Gibbs Planning Group**  
**07/24/2003**  
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	2000 Estimates		2005 Projections		2000-2005 Change	
<b>Population</b>	86,819		82,519		-4,300	-5.0%
In Households	83,998	96.8%	79,737	96.6%	-4,261	-5.1%
In Families	64,444	74.2%	60,609	73.4%	-3,835	-6.0%
In Non-families	19,554	22.5%	19,128	23.2%	-426	-2.2%
In Group Quarters	2,821	3.2%	2,782	3.4%	-39	-1.4%
<b>Race</b>						
White	83,678	96.4%	79,358	96.2%	-4,320	-5.2%
Black	2,296	2.6%	2,236	2.7%	-60	-2.6%
American Indian	72	0.1%	77	0.1%	5	6.9%
Asian/Pacific Islander	772	0.9%	847	1.0%	75	9.7%
<b>Hispanic Population</b>	866	1.0%	959	1.2%	93	10.8%
<b>Population By Age</b>						
< 6 Years	5,434	6.3%	4,688	5.7%	-747	-13.7%
6 - 11 Years	6,264	7.2%	6,027	7.3%	-236	-3.8%
12 - 17 Years	6,328	7.3%	6,193	7.5%	-135	-2.1%
18 - 24 Years	7,059	8.1%	6,043	7.3%	-1,016	-14.4%
25 - 34 Years	10,059	11.6%	8,528	10.3%	-1,531	-15.2%
35 - 44 Years	13,339	15.4%	13,389	16.2%	50	0.4%
45 - 54 Years	11,127	12.8%	12,081	14.6%	955	8.6%
55 - 64 Years	8,527	9.8%	7,755	9.4%	-773	-9.1%
65 - 74 Years	9,014	10.4%	7,944	9.6%	-1,070	-11.9%
75 - 84 Years	7,640	8.8%	7,670	9.3%	30	0.4%
85+ Years	2,027	2.3%	2,201	2.7%	174	8.6%
<b>Median Age</b>	41.4		42.5		1.0	2.5%
<b>Male Population</b>	40,329	46.5%	38,448	46.6%	-1,882	-4.7%
< 6 Years	2,755	6.8%	2,400	6.2%	-355	-12.9%
6 - 11 Years	3,166	7.8%	3,040	7.9%	-126	-4.0%
12 - 17 Years	3,200	7.9%	3,122	8.1%	-78	-2.4%
18 - 24 Years	3,561	8.8%	3,046	7.9%	-515	-14.5%
25 - 34 Years	5,111	12.7%	4,316	11.2%	-795	-15.6%
35 - 44 Years	6,722	16.7%	6,747	17.5%	25	0.4%
45 - 54 Years	5,390	13.4%	5,876	15.3%	487	9.0%
55 - 64 Years	3,797	9.4%	3,492	9.1%	-305	-8.0%
65 - 74 Years	3,627	9.0%	3,244	8.4%	-384	-10.6%
75 - 84 Years	2,610	6.5%	2,711	7.1%	101	3.9%
85+ Years	392	1.0%	456	1.2%	64	16.3%
<b>Median Age, Males</b>	38.5		39.9		1.4	3.5%
<b>Female Population</b>	46,489	53.5%	44,071	53.4%	-2,418	-5.2%
< 6 Years	2,679	5.8%	2,287	5.2%	-392	-14.6%
6 - 11 Years	3,098	6.7%	2,988	6.8%	-110	-3.6%
12 - 17 Years	3,128	6.7%	3,072	7.0%	-57	-1.8%
18 - 24 Years	3,498	7.5%	2,997	6.8%	-501	-14.3%
25 - 34 Years	4,949	10.6%	4,212	9.6%	-736	-14.9%
35 - 44 Years	6,618	14.2%	6,643	15.1%	25	0.4%
45 - 54 Years	5,737	12.3%	6,205	14.1%	468	8.2%
55 - 64 Years	4,731	10.2%	4,263	9.7%	-468	-9.9%
65 - 74 Years	5,386	11.6%	4,700	10.7%	-686	-12.7%
75 - 84 Years	5,030	10.8%	4,960	11.3%	-71	-1.4%
85+ Years	1,636	3.5%	1,745	4.0%	110	6.7%
<b>Median Age, Females</b>	44.3		45.0		0.7	1.7%

Scan/US, Inc. (800) 272-2687

Source: 2000/2005 Scan/US Estimates

www.scanus.com

**Demographic Profile: 2000 - 2005**  
**Wilkes-Barre**  
**Site located at 41.2435, 75.8835**  
**3 Mi Ring**

**Gibbs Planning Group**  
**07/24/2003**  
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	2000 Estimates		2005 Projections		2000-2005 Change	
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<b>Total Aggregate Income (\$Mil)</b>	\$1,498.0		\$1,672.8		\$174.9	11.7%
<b>Per Capita Income</b>	\$17,254		\$20,272		\$3,018	17.5%
<b>Households By Income</b>	36,923		35,542		-1,381	-3.7%
< \$5,000	937	2.5%	491	1.4%	-445	-47.6%
\$5,000 - \$9,999	3,545	9.6%	2,423	6.8%	-1,122	-31.6%
\$10,000 - \$14,999	4,827	13.1%	4,283	12.1%	-545	-11.3%
\$15,000 - \$19,999	3,976	10.8%	4,106	11.6%	130	3.3%
\$20,000 - \$24,999	3,001	8.1%	2,725	7.7%	-276	-9.2%
\$25,000 - \$29,999	2,866	7.8%	2,537	7.1%	-328	-11.5%
\$30,000 - \$34,999	2,314	6.3%	2,399	6.7%	85	3.7%
\$35,000 - \$39,999	2,283	6.2%	1,886	5.3%	-397	-17.4%
\$40,000 - \$49,999	3,658	9.9%	3,575	10.1%	-83	-2.3%
\$50,000 - \$59,999	2,824	7.6%	2,724	7.7%	-101	-3.6%
\$60,000 - \$74,999	2,847	7.7%	2,947	8.3%	101	3.5%
\$75,000 - \$99,999	2,191	5.9%	3,011	8.5%	820	37.4%
\$100,000 - \$124,999	732	2.0%	1,172	3.3%	440	60.2%
\$125,000 - \$149,999	312	0.8%	371	1.0%	59	18.9%
\$150,000 - \$249,999	301	0.8%	476	1.3%	176	58.4%
\$250,000+	309	0.8%	414	1.2%	105	34.1%

<b>Aggregate HH Income (\$Mil)</b>	\$1,497.2		\$1,671.9		\$174.7	11.7%
<b>Average Household Income</b>	\$40,550		\$47,041		\$6,491	16.0%
<b>Median Household Income</b>	\$29,582		\$33,359		\$3,777	12.8%

<b>Households by Disposable Income</b>						
< \$5,000	1,134	3.1%	635	1.8%	-499	-44.0%
\$5,000 - \$9,999	4,047	11.0%	2,871	8.1%	-1,176	-29.1%
\$10,000 - \$14,999	5,769	15.6%	5,130	14.4%	-638	-11.1%
\$15,000 - \$19,999	4,331	11.7%	4,510	12.7%	179	4.1%
\$20,000 - \$24,999	3,829	10.4%	3,429	9.6%	-400	-10.4%
\$25,000 - \$29,999	3,236	8.8%	3,106	8.7%	-130	-4.0%
\$30,000 - \$34,999	2,757	7.5%	2,607	7.3%	-150	-5.4%
\$35,000 - \$39,999	2,728	7.4%	2,621	7.4%	-107	-3.9%
\$40,000 - \$49,999	3,508	9.5%	3,586	10.1%	78	2.2%
\$50,000 - \$59,999	2,440	6.6%	2,697	7.6%	257	10.5%
\$60,000 - \$74,999	1,855	5.0%	2,432	6.8%	576	31.1%
\$75,000 - \$99,999	743	2.0%	1,161	3.3%	418	56.2%
\$100,000 - \$124,999	183	0.5%	203	0.6%	20	10.9%
\$125,000 - \$149,999	92	0.2%	88	0.2%	-4	-4.5%
\$150,000 - \$249,999	119	0.3%	192	0.5%	73	61.5%
\$250,000+	149	0.4%	271	0.8%	123	82.5%

<b>Aggregate Disposable Inc (\$Mil)</b>	\$1,243.9		\$1,374.2		\$130.4	10.5%
<b>Average Disposable Inc</b>	\$33,688		\$38,665		\$4,977	14.8%
<b>Median Disposable Inc</b>	\$24,576		\$27,419		\$2,843	11.6%

<b>Aggregate Family Inc (\$Mil)</b>	\$1,115.1		\$1,232.4		\$117.3	10.5%
<b>Average Family Inc</b>	\$55,086		\$62,200		\$7,114	12.9%
<b>Median Family Inc</b>	\$41,556		\$47,128		\$5,573	13.4%

<b>Aggregate Non-family Inc (\$Mil)</b>	\$382.1		\$439.5		\$57.4	15.0%
<b>Average Non-family Inc</b>	\$22,908		\$27,944		\$5,036	22.0%
<b>Median Non-family Inc</b>	\$19,478		\$21,841		\$2,363	12.1%

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Source: 2000/2005 Scan/US Estimates

www.scanus.com

**Demographic Profile: 2000 - 2005**

**Gibbs Planning Group**

**Wilkes-Barre**

**07/24/2003**

**Site located at 41.2435, 75.8835**

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<b>3 Mi Ring</b>	<b>2000 Estimates</b>		<b>2005 Projections</b>		<b>2000-2005 Change</b>	
<b>Households</b>	36,923		35,542		-1,381	-3.7%
Average Household Size	2.3		2.2		0.0	-1.4%
<b>Family Households</b>	20,244	54.8%	19,814	55.7%	-429	-2.1%
Average Family Size	3.2		3.1		-0.1	-3.9%

<b>Non-family Households</b>	16,679	45.2%	15,728	44.3%	-951	-5.7%
Average Non-family Hshld Size	1.2		1.2		0.0	3.7%
<b>Households By Size</b>						
1 Person	13,036	35.3%	12,868	36.2%	-168	-1.3%
2 Persons	11,110	30.1%	10,707	30.1%	-403	-3.6%
3 Persons	5,729	15.5%	5,490	15.4%	-239	-4.2%
4 Persons	4,343	11.8%	4,123	11.6%	-221	-5.1%
5 Persons	1,868	5.1%	1,690	4.8%	-179	-9.6%
6+ Persons	837	2.3%	665	1.9%	-172	-20.6%
<b>Vehicles Available</b>	46,420		43,009		-3,411	-7.3%
<b>Vehicles Per Household</b>						
0 Vehicles	6,025	16.3%	5,692	16.0%	-333	-5.5%
1 Vehicle	14,413	39.0%	13,141	37.0%	-1,272	-8.8%
2 Vehicles	11,181	30.3%	11,530	32.4%	349	3.1%
3 Or More Vehicles	5,304	14.4%	5,179	14.6%	-125	-2.4%
<b>Average Vehicles Per Household</b>	1.3		1.2		0.0	-3.7%
<b>Total Housing Units</b>	39,285		37,824		-1,461	-3.7%
Vacant	2,362	6.0%	2,282	6.0%	-80	-3.4%
Owned	21,716	55.3%	21,213	56.1%	-504	-2.3%
Rented	15,207	38.7%	14,329	37.9%	-877	-5.8%
<hr/>						
<b>Household Mobility</b>						
%Hshlds, New Comers	12.2%					
%Hshlds, Moved Last 5 Years	34.4%					
%Hshlds, Lived Here 15 Years+	41.9%					
<b>Median Years Of Residence</b>	11.5					
<b>Population Change</b>						
2000 - 2005	-4,300	-5.0%				
<b>Household Change</b>						
2000 - 2005	-1,381	-3.7%				

**Demographic Profile: 2000 - 2005**  
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**5 Mi Ring**

**Gibbs Planning Group**  
**07/24/2003**  
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	2000 Estimates		2005 Projections		2000-2005 Change	
<b>Population</b>	119,328		113,710		-5,617	-4.7%
In Households	115,834	97.1%	110,264	97.0%	-5,570	-4.8%
In Families	90,321	75.7%	85,082	74.8%	-5,239	-5.8%
In Non-families	25,512	21.4%	25,182	22.1%	-331	-1.3%
In Group Quarters	3,494	2.9%	3,446	3.0%	-48	-1.4%
<b>Race</b>						
White	115,984	97.2%	110,325	97.0%	-5,658	-4.9%
Black	2,403	2.0%	2,354	2.1%	-48	-2.0%
American Indian	90	0.1%	94	0.1%	3	3.7%
Asian/Pacific Islander	851	0.7%	937	0.8%	86	10.1%
<b>Hispanic Population</b>	1,061	0.9%	1,172	1.0%	111	10.5%
<b>Population By Age</b>						
< 6 Years	7,456	6.2%	6,437	5.7%	-1,019	-13.7%
6 - 11 Years	8,573	7.2%	8,294	7.3%	-279	-3.3%
12 - 17 Years	8,696	7.3%	8,514	7.5%	-183	-2.1%
18 - 24 Years	9,272	7.8%	7,954	7.0%	-1,317	-14.2%
25 - 34 Years	13,828	11.6%	11,739	10.3%	-2,088	-15.1%
35 - 44 Years	18,354	15.4%	18,461	16.2%	107	0.6%
45 - 54 Years	15,631	13.1%	16,934	14.9%	1,303	8.3%
55 - 64 Years	11,839	9.9%	10,783	9.5%	-1,056	-8.9%
65 - 74 Years	12,451	10.4%	11,008	9.7%	-1,443	-11.6%
75 - 84 Years	10,383	8.7%	10,508	9.2%	125	1.2%
85+ Years	2,843	2.4%	3,079	2.7%	236	8.3%
<b>Median Age</b>	41.7		42.7		1.0	2.5%
<b>Male Population</b>	55,712	46.7%	53,233	46.8%	-2,480	-4.5%
< 6 Years	3,798	6.8%	3,326	6.2%	-472	-12.4%
6 - 11 Years	4,362	7.8%	4,208	7.9%	-154	-3.5%
12 - 17 Years	4,398	7.9%	4,312	8.1%	-86	-2.0%
18 - 24 Years	4,692	8.4%	4,034	7.6%	-657	-14.0%
25 - 34 Years	7,022	12.6%	5,935	11.1%	-1,087	-15.5%
35 - 44 Years	9,249	16.6%	9,309	17.5%	60	0.6%
45 - 54 Years	7,590	13.6%	8,239	15.5%	650	8.6%
55 - 64 Years	5,316	9.5%	4,876	9.2%	-440	-8.3%
65 - 74 Years	5,090	9.1%	4,566	8.6%	-524	-10.3%
75 - 84 Years	3,620	6.5%	3,776	7.1%	156	4.3%
85+ Years	577	1.0%	652	1.2%	75	13.1%
<b>Median Age, Males</b>	38.9		40.2		1.3	3.3%
<b>Female Population</b>	63,615	53.3%	60,478	53.2%	-3,138	-4.9%
< 6 Years	3,658	5.8%	3,112	5.1%	-546	-14.9%
6 - 11 Years	4,211	6.6%	4,086	6.8%	-125	-3.0%
12 - 17 Years	4,298	6.8%	4,202	6.9%	-97	-2.3%
18 - 24 Years	4,580	7.2%	3,920	6.5%	-660	-14.4%
25 - 34 Years	6,806	10.7%	5,804	9.6%	-1,002	-14.7%
35 - 44 Years	9,105	14.3%	9,152	15.1%	47	0.5%
45 - 54 Years	8,041	12.6%	8,695	14.4%	653	8.1%
55 - 64 Years	6,522	10.3%	5,906	9.8%	-616	-9.4%
65 - 74 Years	7,361	11.6%	6,442	10.7%	-919	-12.5%
75 - 84 Years	6,764	10.6%	6,733	11.1%	-31	-0.5%
85+ Years	2,266	3.6%	2,427	4.0%	161	7.1%
<b>Median Age, Females</b>	44.5		45.3		0.8	1.8%

**Demographic Profile: 2000 - 2005**  
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**5 Mi Ring**

**Gibbs Planning Group**  
**07/24/2003**  
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	2000 Estimates		2005 Projections		2000-2005 Change	
<b>Total Aggregate Income (\$Mil)</b>	\$2,067.9		\$2,324.1		\$256.2	12.4%
<b>Per Capita Income</b>	\$17,329		\$20,439		\$3,109	17.9%
<b>Households By Income</b>	50,167		48,453		-1,715	-3.4%
< \$5,000	1,184	2.4%	633	1.3%	-551	-46.5%
\$5,000 - \$9,999	4,495	9.0%	3,089	6.4%	-1,406	-31.3%
\$10,000 - \$14,999	6,427	12.8%	5,510	11.4%	-917	-14.3%
\$15,000 - \$19,999	5,236	10.4%	5,569	11.5%	334	6.4%
\$20,000 - \$24,999	4,116	8.2%	3,645	7.5%	-471	-11.4%
\$25,000 - \$29,999	3,910	7.8%	3,484	7.2%	-426	-10.9%
\$30,000 - \$34,999	3,237	6.5%	3,275	6.8%	39	1.2%
\$35,000 - \$39,999	3,144	6.3%	2,646	5.5%	-498	-15.8%
\$40,000 - \$49,999	4,988	9.9%	4,891	10.1%	-97	-2.0%
\$50,000 - \$59,999	4,001	8.0%	3,775	7.8%	-226	-5.6%
\$60,000 - \$74,999	3,932	7.8%	4,210	8.7%	278	7.1%
\$75,000 - \$99,999	3,212	6.4%	4,184	8.6%	972	30.3%
\$100,000 - \$124,999	1,029	2.1%	1,782	3.7%	753	73.2%
\$125,000 - \$149,999	433	0.9%	527	1.1%	94	21.8%
\$150,000 - \$249,999	426	0.8%	672	1.4%	246	57.8%
\$250,000+	392	0.8%	546	1.1%	155	39.5%
<b>Aggregate HH Income (\$Mil)</b>	\$2,066.8		\$2,322.8		\$256.0	12.4%
<b>Average Household Income</b>	\$41,199		\$47,941		\$6,742	16.4%
<b>Median Household Income</b>	\$30,475		\$34,398		\$3,923	12.9%
<b>Households by Disposable Income</b>						
< \$5,000	1,425	2.8%	805	1.7%	-620	-43.5%
\$5,000 - \$9,999	5,137	10.2%	3,652	7.5%	-1,486	-28.9%
\$10,000 - \$14,999	7,673	15.3%	6,690	13.8%	-984	-12.8%
\$15,000 - \$19,999	5,812	11.6%	6,074	12.5%	262	4.5%
\$20,000 - \$24,999	5,248	10.5%	4,703	9.7%	-545	-10.4%
\$25,000 - \$29,999	4,501	9.0%	4,268	8.8%	-233	-5.2%
\$30,000 - \$34,999	3,744	7.5%	3,640	7.5%	-104	-2.8%
\$35,000 - \$39,999	3,759	7.5%	3,547	7.3%	-212	-5.6%
\$40,000 - \$49,999	4,927	9.8%	5,024	10.4%	98	2.0%
\$50,000 - \$59,999	3,458	6.9%	3,798	7.8%	340	9.8%
\$60,000 - \$74,999	2,682	5.3%	3,477	7.2%	796	29.7%
\$75,000 - \$99,999	1,049	2.1%	1,704	3.5%	655	62.5%
\$100,000 - \$124,999	270	0.5%	296	0.6%	26	9.4%
\$125,000 - \$149,999	133	0.3%	135	0.3%	3	2.1%
\$150,000 - \$249,999	166	0.3%	267	0.6%	102	61.3%
\$250,000+	178	0.4%	358	0.7%	180	101.1%
<b>Aggregate Disposable Inc (\$Mil)</b>	\$1,713.1		\$1,904.1		\$191.0	11.1%
<b>Average Disposable Inc</b>	\$34,148		\$39,298		\$5,151	15.1%
<b>Median Disposable Inc</b>	\$25,260		\$28,197		\$2,938	11.6%
<b>Aggregate Family Inc (\$Mil)</b>	\$1,570.9		\$1,752.5		\$181.6	11.6%
<b>Average Family Inc</b>	\$54,686		\$62,260		\$7,574	13.9%
<b>Median Family Inc</b>	\$41,838		\$47,431		\$5,593	13.4%
<b>Aggregate Non-family Inc (\$Mil)</b>	\$495.9		\$570.4		\$74.4	15.0%
<b>Average Non-family Inc</b>	\$23,130		\$28,090		\$4,960	21.4%
<b>Median Non-family Inc</b>	\$19,430		\$21,880		\$2,449	12.6%

**Demographic Profile: 2000 - 2005**  
**Wilkes-Barre**  
**Site located at 41.2435, 75.8835**  
**5 Mi Ring**

**Gibbs Planning Group**  
**07/24/2003**  
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	2000 Estimates		2005 Projections		2000-2005 Change	
<b>Households</b>	50,167		48,453		-1,715	-3.4%
Average Household Size	2.3		2.3		0.0	-1.4%
<b>Family Households</b>	28,726	57.3%	28,148	58.1%	-578	-2.0%
Average Family Size	3.1		3.0		-0.1	-3.9%
<b>Non-family Households</b>	21,442	42.7%	20,305	41.9%	-1,137	-5.3%
Average Non-family Hshld Size	1.2		1.2		0.1	4.2%
<b>Households By Size</b>						
1 Person	16,867	33.6%	16,753	34.6%	-113	-0.7%
2 Persons	15,370	30.6%	14,885	30.7%	-485	-3.2%
3 Persons	8,049	16.0%	7,729	16.0%	-320	-4.0%
4 Persons	6,141	12.2%	5,824	12.0%	-317	-5.2%
5 Persons	2,602	5.2%	2,359	4.9%	-242	-9.3%
6+ Persons	1,140	2.3%	903	1.9%	-237	-20.8%
<b>Vehicles Available</b>	67,243		63,538		-3,704	-5.5%
<b>Vehicles Per Household</b>						
0 Vehicles	8,079	16.1%	7,747	16.0%	-332	-4.1%
1 Vehicle	19,381	38.6%	17,898	36.9%	-1,484	-7.7%
2 Vehicles	15,483	30.9%	15,728	32.5%	246	1.6%
3 Or More Vehicles	7,225	14.4%	7,079	14.6%	-145	-2.0%
<b>Average Vehicles Per Household</b>	1.3		1.3		0.0	-2.2%
<b>Total Housing Units</b>	53,301		51,478		-1,823	-3.4%
Vacant	3,133	5.9%	3,025	5.9%	-108	-3.4%
Owned	31,584	59.3%	30,895	60.0%	-690	-2.2%
Rented	18,583	34.9%	17,558	34.1%	-1,025	-5.5%
<b>Household Mobility</b>						
%Hshlds, New Comers	11.2%					
%Hshlds, Moved Last 5 Years	33.0%					
%Hshlds, Lived Here 15 Years+	43.1%					
<b>Median Years Of Residence</b>	11.9					
<b>Population Change</b>						
2000 - 2005	-5,617	-4.7%				
<b>Household Change</b>						
2000 - 2005	-1,715	-3.4%				

**Demographic Profile: 2000 - 2005**

**Wilkes-Barre**

Site located at 41.2435, 75.8835

**10 Mi Ring**

	2000 Estimates		2005 Projections		2000-2005 Change	
<b>Households</b>	85,508		83,486		-2,022	-2.4%
Average Household Size	2.4		2.4		0.0	-1.3%
<b>Family Households</b>	52,330	61.2%	52,024	62.3%	-307	-0.6%
Average Family Size	3.1		3.0		-0.1	-3.9%
<b>Non-family Households</b>	33,177	38.8%	31,462	37.7%	-1,715	-5.2%
Average Non-family Hshld Size	1.2		1.3		0.1	5.5%
<b>Households By Size</b>						
1 Person	26,250	30.7%	26,378	31.6%	127	0.5%
2 Persons	26,532	31.0%	25,965	31.1%	-567	-2.1%
3 Persons	14,520	17.0%	14,153	17.0%	-368	-2.5%
4 Persons	11,449	13.4%	10,988	13.2%	-461	-4.0%
5 Persons	4,766	5.6%	4,378	5.2%	-388	-8.1%
6+ Persons	1,991	2.3%	1,625	1.9%	-366	-18.4%
<b>Vehicles Available</b>	123,532		120,237		-3,295	-2.7%
<b>Vehicles Per Household</b>						
0 Vehicles	13,591	15.9%	13,165	15.8%	-427	-3.1%
1 Vehicle	31,914	37.3%	30,843	36.9%	-1,071	-3.4%
2 Vehicles	27,686	32.4%	27,198	32.6%	-487	-1.8%
3 Or More Vehicles	12,317	14.4%	12,279	14.7%	-38	-0.3%
<b>Average Vehicles Per Household</b>	1.4		1.4		0.0	-0.3%
<b>Total Housing Units</b>						
Vacant	5,262	5.8%	5,089	5.7%	-173	-3.3%
Owned	58,814	64.8%	58,219	65.7%	-595	-1.0%
Rented	26,694	29.4%	25,267	28.5%	-1,427	-5.3%
<b>Household Mobility</b>						
%Hshlds, New Comers	10.6%					
%Hshlds, Moved Last 5 Years	33.5%					
%Hshlds, Lived Here 15 Years+	42.4%					
<b>Median Years Of Residence</b>	11.7					
<b>Population Change</b>						
2000 - 2005	-7,466	-3.5%				
<b>Household Change</b>						
2000 - 2005	-2,022	-2.4%				

**Demographic Profile: 2000 - 2005**  
**Wilkes-Barre**  
**Site located at 41.2435, 75.8835**  
**10 Mi Ring**

**Gibbs Planning Group**  
**07/24/2003**  
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	2000 Estimates		2005 Projections		2000-2005 Change	
<b>Population</b>	212,301		204,835		-7,466	-3.5%
In Households	204,164	96.2%	196,808	96.1%	-7,356	-3.6%
In Families	163,798	77.2%	156,428	76.4%	-7,370	-4.5%
In Non-families	40,366	19.0%	40,380	19.7%	14	0.0%
In Group Quarters	8,137	3.8%	8,027	3.9%	-110	-1.4%
<b>Race</b>						
White	207,486	97.7%	199,802	97.5%	-7,684	-3.7%
Black	3,143	1.5%	3,141	1.5%	-1	0.0%
American Indian	161	0.1%	170	0.1%	9	5.6%
Asian/Pacific Islander	1,511	0.7%	1,722	0.8%	210	13.9%
<b>Hispanic Population</b>	1,733	0.8%	1,942	0.9%	209	12.0%
<b>Population By Age</b>						
< 6 Years	13,266	6.2%	11,630	5.7%	-1,636	-12.3%
6 - 11 Years	15,374	7.2%	15,055	7.3%	-319	-2.1%
12 - 17 Years	15,973	7.5%	15,798	7.7%	-175	-1.1%
18 - 24 Years	16,256	7.7%	14,143	6.9%	-2,114	-13.0%
25 - 34 Years	24,416	11.5%	21,029	10.3%	-3,387	-13.9%
35 - 44 Years	33,462	15.8%	33,984	16.6%	523	1.6%
45 - 54 Years	29,306	13.8%	31,915	15.6%	2,609	8.9%
55 - 64 Years	21,020	9.9%	19,388	9.5%	-1,632	-7.8%
65 - 74 Years	21,233	10.0%	19,006	9.3%	-2,227	-10.5%
75 - 84 Years	17,319	8.2%	17,789	8.7%	471	2.7%
85+ Years	4,659	2.2%	5,080	2.5%	421	9.0%
<b>Median Age</b>	41.4		42.5		1.0	2.4%
<b>Male Population</b>	99,917	47.1%	96,589	47.2%	-3,329	-3.3%
< 6 Years	6,826	6.8%	6,043	6.3%	-784	-11.5%
6 - 11 Years	7,825	7.8%	7,657	7.9%	-168	-2.1%
12 - 17 Years	8,032	8.0%	7,956	8.2%	-76	-0.9%
18 - 24 Years	8,160	8.2%	7,092	7.3%	-1,068	-13.1%
25 - 34 Years	12,443	12.5%	10,693	11.1%	-1,750	-14.1%
35 - 44 Years	16,885	16.9%	17,179	17.8%	293	1.7%
45 - 54 Years	14,262	14.3%	15,547	16.1%	1,284	9.0%
55 - 64 Years	9,605	9.6%	8,909	9.2%	-697	-7.3%
65 - 74 Years	8,824	8.8%	7,995	8.3%	-829	-9.4%
75 - 84 Years	6,089	6.1%	6,431	6.7%	342	5.6%
85+ Years	958	1.0%	1,078	1.1%	121	12.6%
<b>Median Age, Males</b>	39.0		40.2		1.2	3.1%
<b>Female Population</b>	112,384	52.9%	108,246	52.8%	-4,138	-3.7%
< 6 Years	6,440	5.7%	5,588	5.2%	-852	-13.2%
6 - 11 Years	7,549	6.7%	7,398	6.8%	-151	-2.0%
12 - 17 Years	7,941	7.1%	7,842	7.2%	-99	-1.3%
18 - 24 Years	8,096	7.2%	7,051	6.5%	-1,045	-12.9%
25 - 34 Years	11,973	10.7%	10,336	9.5%	-1,637	-13.7%
35 - 44 Years	16,577	14.7%	16,806	15.5%	229	1.4%
45 - 54 Years	15,044	13.4%	16,369	15.1%	1,325	8.8%
55 - 64 Years	11,415	10.2%	10,479	9.7%	-936	-8.2%
65 - 74 Years	12,409	11.0%	11,011	10.2%	-1,398	-11.3%
75 - 84 Years	11,230	10.0%	11,358	10.5%	128	1.1%
85+ Years	3,702	3.3%	4,002	3.7%	300	8.1%
<b>Median Age, Females</b>	43.9		44.8		0.8	1.9%

**Wilkes-Barre**  
**Site located at 41.2435, 75.8835**  
**10 Mi Ring**

**07/24/2003**

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	2000 Estimates		2005 Projections		2000-2005 Change	
<b>Total Aggregate Income (\$Mil)</b>	\$3,865.7		\$4,432.9		\$567.3	14.7%
<b>Per Capita Income</b>	\$18,208		\$21,642		\$3,433	18.9%
<b>Households By Income</b>	85,508		83,486		-2,022	-2.4%
< \$5,000	1,876	2.2%	1,028	1.2%	-847	-45.2%
\$5,000 - \$9,999	7,010	8.2%	4,864	5.8%	-2,146	-30.6%
\$10,000 - \$14,999	10,172	11.9%	8,592	10.3%	-1,580	-15.5%
\$15,000 - \$19,999	8,448	9.9%	9,078	10.9%	629	7.5%
\$20,000 - \$24,999	6,782	7.9%	5,905	7.1%	-877	-12.9%
\$25,000 - \$29,999	6,300	7.4%	5,761	6.9%	-539	-8.6%
\$30,000 - \$34,999	5,333	6.2%	5,302	6.4%	-30	-0.6%
\$35,000 - \$39,999	5,236	6.1%	4,439	5.3%	-798	-15.2%
\$40,000 - \$49,999	8,469	9.9%	8,348	10.0%	-121	-1.4%
\$50,000 - \$59,999	7,283	8.5%	6,536	7.8%	-747	-10.2%
\$60,000 - \$74,999	7,484	8.8%	7,916	9.5%	431	5.8%
\$75,000 - \$99,999	6,122	7.2%	8,209	9.8%	2,087	34.1%
\$100,000 - \$124,999	2,071	2.4%	3,476	4.2%	1,405	67.9%
\$125,000 - \$149,999	947	1.1%	1,172	1.4%	224	23.7%
\$150,000 - \$249,999	1,031	1.2%	1,510	1.8%	479	46.5%
\$250,000+	922	1.1%	1,308	1.6%	386	41.8%
<b>Aggregate HH Income (\$Mil)</b>	\$3,863.5		\$4,430.3		\$566.8	14.7%
<b>Average Household Income</b>	\$45,183		\$53,067		\$7,884	17.4%
<b>Median Household Income</b>	\$33,286		\$37,890		\$4,605	13.8%
<b>Households by Disposable Income</b>						
< \$5,000	2,258	2.6%	1,316	1.6%	-943	-41.7%
\$5,000 - \$9,999	8,011	9.4%	5,731	6.9%	-2,279	-28.5%
\$10,000 - \$14,999	12,221	14.3%	10,513	12.6%	-1,708	-14.0%
\$15,000 - \$19,999	9,472	11.1%	9,892	11.8%	419	4.4%
\$20,000 - \$24,999	8,524	10.0%	7,774	9.3%	-750	-8.8%
\$25,000 - \$29,999	7,430	8.7%	6,948	8.3%	-482	-6.5%
\$30,000 - \$34,999	6,304	7.4%	6,166	7.4%	-138	-2.2%
\$35,000 - \$39,999	6,415	7.5%	6,034	7.2%	-381	-5.9%
\$40,000 - \$49,999	9,054	10.6%	8,963	10.7%	-91	-1.0%
\$50,000 - \$59,999	6,557	7.7%	7,228	8.7%	672	10.2%
\$60,000 - \$74,999	5,155	6.0%	6,826	8.2%	1,672	32.4%
\$75,000 - \$99,999	2,206	2.6%	3,460	4.1%	1,254	56.9%
\$100,000 - \$124,999	657	0.8%	689	0.8%	33	5.0%
\$125,000 - \$149,999	368	0.4%	362	0.4%	-6	-1.7%
\$150,000 - \$249,999	465	0.5%	686	0.8%	220	47.3%
\$250,000+	394	0.5%	863	1.0%	469	119.1%
<b>Aggregate Disposable Inc (\$Mil)</b>	\$3,168.3		\$3,577.6		\$409.3	12.9%
<b>Average Disposable Inc</b>	\$37,053		\$42,853		\$5,801	15.7%
<b>Median Disposable Inc</b>	\$27,296		\$30,598		\$3,302	12.1%
<b>Aggregate Family Inc (\$Mil)</b>	\$3,067.1		\$3,512.9		\$445.8	14.5%
<b>Average Family Inc</b>	\$58,610		\$67,525		\$8,915	15.2%
<b>Median Family Inc</b>	\$44,483		\$50,878		\$6,395	14.4%
<b>Aggregate Non-family Inc (\$Mil)</b>	\$796.4		\$917.4		\$121.0	15.2%
<b>Average Non-family Inc</b>	\$24,005		\$29,159		\$5,154	21.5%
<b>Median Non-family Inc</b>	\$19,654		\$21,916		\$2,262	11.5%

**FREESTANDING COMPETITION  
RETAIL FEASIBILITY STUDY  
WILKES BARRE, PENNSYLVANIA**

<b>Map Code</b>	<b>Competitor</b>	<b>Location</b>
1	Home Depot	Mundy Street/Coal Street Wilkes Barre, Pennsylvania
2	Wegman's	Mundy Street/Coal Street Wilkes Barre, Pennsylvania
3	Sam's Club	Wilkes Barre Twp Boulevard/Coal Street Wilkes Barre, Pennsylvania
4	Wal-Mart	Wilkes Barre Twp Boulevard/Coal Street Wilkes Barre, Pennsylvania

**MAJOR SHOPPING CENTER COMPETITION  
RETAIL FEASIBILITY STUDY  
WILKES BARRE, PENNSYLVANIA**

<b>Map Code</b>	<b>Shopping Center/Location</b>	<b>Anchors</b>	<b>Square Feet</b>	<b>Comments</b>
A	Wyoming Valley Mall State Highway 309/ Mundy Street Wilkes Barre, Pennsylvania	Kaufmann's, Sears, JC Penney, The Bon-Ton	916,000	Largest mall in area. Strong regional draw and fairly heavy traffic. Very low vacancy rate.
B	Arena Hub Plaza State highway 309/ Mundy Street Wilkes Barre, Pennsylvania	Lowe's, Barnes & Noble, Old Navy, Staples, Pier 1, Michaels, Best Buy, TJ Maxx, Dick's Sporting Goods	N/A	Strong power center that benefits from proximity to Wyoming Valley Mall and interstate. Heavy traffic.
C	Kmart Shopping Center Wilkes Barre Twp Boulevard/Coal Street Wilkes Barre, Pennsylvania	Big Kmart, Eckerd	115,000	At risk as Kmart closes more stores and continues bankruptcy proceedings. Light traffic.
D	Unnamed Power Center Pad of Wyoming Valley Mall Wilkes Barre, Pennsylvania	S&K Menswear, Office Depot, Kids "R" Us	N/A	Small strip power center behind the mall. Moderate traffic.
E	East End Center East End Avenue/ Mundy Street Wilkes Barre, Pennsylvania	Price Chopper, Dunham's Sports	300,000	Good center benefiting from proximity to mall.
F	Wilkes Barre Township Marketplace (Planned) Highland Park Boulevard/ I-81 Wilkes Barre, Pennsylvania	Wal-Mart Supercenter, A.C. Moore Arts & Crafts	312,000	Planned center to open in fall 2003 and replace existing Wal-Mart.
G	Target Center (Planned) Highland Park Boulevard/ Mundy Street Wilkes Barre, Pennsylvania	Target	N/A	Planned center to be opened late 2003.
H	Mr. Z's Center River Street/ West Carey Street Wilkes Barre, Pennsylvania	Mr. Z's (Weis Markets)	N/A	Neighborhood center with moderate traffic.
I	North Main Plaza Main Street/Academy Street Wilkes Barre, Pennsylvania	Natural Foods, Medicine Shoppe	N/A	Small center with light traffic. Older and worn looking.
J	Kingston Corners Market Street/Wyoming Avenue (U.S. Highway 11) Kingston, Pennsylvania	Main Bike World	N/A	Small convenience center with poor parking and light traffic.
K	United Penn Plaza Market Street/Wyoming Avenue (U.S. Highway 11) Kingston, Pennsylvania	Talbot's, Pillow Talk	N/A	Small center with focus on fashion. Moderate traffic volumes and low vacancy rate.

L	Gateway Center U.S. Highway 11/ Northampton Kingston, Pennsylvania	None	N/A	Almost completely vacant.
M	West Side Mall U.S. Highway 11/ Northampton Kingston, Pennsylvania	Price Chopper, Staples, Rite Aid, Family Dollar, Jo- Ann Fabrics	N/A	Older center in need of remodeling. Parking lot poorly designed. Moderate traffic and low vacancy rate (Ames closed).
N	Mark Plaza U.S. Highway 11 west of Northampton Edwardsville, Pennsylvania	Big Kmart, Redner's Warehouse Market	N/A	At risk as Kmart continues to restructure. Moderate traffic and modest vacancy rate.
O	Narrows Shopping Center Railroad Avenue/ Union Street Edwardsville, Pennsylvania	Price Chopper	N/A	Neighborhood center with moderate traffic volumes.
P	Midway Shopping Center U.S. Highway 11/ Stites Street Wyoming Boro, Pennsylvania	The Bon-Ton, Price Chopper, CVS	N/A	Community shopping center with moderate traffic and low vacancy rate.

**Sales Forecast Table**  
**Estimated Supportable Retail Development\*\***  
**Wilkes-Barre, Pennsylvania**

<u>Category</u>	<u>2003 Expenditure Potential</u>	<u>2003 Supportable Sq. Ft.</u>	<u>2003 Estimated Sales</u>	<u>2003 Estimated Sales Per Sq. Ft.</u>	<u>2008 Expenditure Potential</u>	<u>2008 Supportable Sq. Ft.</u>	<u>2008 Estimated Sales</u>	<u>2008 Estimated Sales Per Sq. Ft.</u>	<u>2003-2008 Total Supportable Sq. Ft.</u>
Department Stores	\$80,311,139	0	\$0	\$0	\$100,381,821	0	\$0	\$0	0
Junior Department Store	\$89,212,395	0	\$0	\$0	\$111,507,605	35,000	\$6,783,715	\$194	35,000
Discount Department Stores	\$188,098,861	0	\$0	\$0	\$235,106,941	0	\$0	\$0	0
Warehouse Club	\$0	0	\$0	\$0	\$0	0	\$0	\$0	0
<b>Total Department Stores</b>	<b>\$357,622,395</b>	<b>0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$446,996,367</b>	<b>35,000</b>	<b>\$6,783,715</b>	<b>\$194</b>	<b>35,000</b>
Women's Apparel	\$32,977,524	0	\$0	\$0	\$41,218,988	3,000	\$1,158,541	\$386	3,000
Men's Apparel	\$9,572,176	0	\$0	\$0	\$11,964,373	1,200	\$495,885	\$413	1,200
Unisex Apparel	\$39,326,636	0	\$0	\$0	\$49,154,817	4,500	\$1,959,189	\$435	4,500
Children's Apparel	\$5,748,061	0	\$0	\$0	\$7,184,567	0	\$0	\$0	0
Men's Shoes	N/A	0	\$0	\$0	\$0	0	\$0	\$0	0
Women's Shoes	N/A	0	\$0	\$0	\$0	0	\$0	\$0	0
Athletic Shoes	\$14,024,319	1,500	\$615,000	\$410	\$17,529,159	0	\$0	\$0	1,500
Shoes and Accessories	\$24,707,427	2,500	\$825,000	\$330	\$30,882,099	0	\$0	\$0	2,500
<b>Total Apparel/Accessories</b>	<b>\$126,356,143</b>	<b>4,000</b>	<b>\$1,440,000</b>	<b>\$0</b>	<b>\$157,934,004</b>	<b>8,700</b>	<b>\$3,613,615</b>	<b>\$415</b>	<b>12,700</b>
Quality Restaurants	\$148,703,996	6,500	\$2,951,000	\$454	\$185,866,844	11,500	\$6,421,171	\$558	18,000
Family Restaurants	\$93,634,509	0	\$0	\$0	\$117,034,855	6,500	\$3,349,561	\$515	6,500
Fast Food Restaurants	\$94,362,714	0	\$0	\$0	\$117,945,048	3,000	\$1,638,192	\$546	3,000
Grocery Stores	\$425,003,672	45,000	\$11,475,000	\$255	\$531,217,003	0	\$0	\$0	45,000
Meat & Fish Markets	\$0	0	\$0	\$0	\$0	0	\$0	\$0	0
Fruit & Vegetable Markets	\$0	0	\$0	\$0	\$0	0	\$0	\$0	0
Specialty Food Stores	\$28,067,526	0	\$0	\$0	\$35,081,925	1,500	\$896,578	\$598	1,500
Retail Bakeries	\$0	0	\$0	\$0	\$0	0	\$0	\$0	0
Liquor Stores	\$37,116,917	0	\$0	\$0	\$46,392,863	0	\$0	\$0	0
Bar/taverns	\$20,654,602	3,700	\$462,500	\$125	\$25,816,425	4,800	\$737,924	\$154	8,500
<b>Total Food</b>	<b>\$847,543,935</b>	<b>55,200</b>	<b>\$14,888,500</b>	<b>\$270</b>	<b>\$1,059,354,964</b>	<b>27,300</b>	<b>\$13,043,427</b>	<b>\$478</b>	<b>82,500</b>
Appliances & Electronics Stores	\$81,749,031	0	\$0	\$0	\$102,179,059	1,500	\$811,717	\$541	1,500
Art, Craft & Sewing Stores	\$5,008,421	0	\$0	\$0	\$6,260,084	0	\$0	\$0	0
Auto Supply Stores	\$76,238,666	0	\$0	\$0	\$95,291,590	0	\$0	\$0	0
Book Stores	\$20,189,579	0	\$0	\$0	\$25,235,188	0	\$0	\$0	0
Card/Gift Shops	\$30,041,798	0	\$0	\$0	\$37,549,590	2,000	\$737,924	\$369	2,000
Computers & Accessories	\$20,000,975	3,000	\$1,320,000	\$440	\$24,999,450	0	\$0	\$0	3,000
Convenience Stores	\$23,486,247	0	\$0	\$0	\$29,355,731	0	\$0	\$0	0
Copying/Printing	\$0	0	\$0	\$0	\$0	0	\$0	\$0	0
Dollar Store/Variety	\$94,745,334	10,000	\$1,800,000	\$180	\$118,423,288	10,000	\$0	\$221	20,000
Drug Store/Pharmaceutical	\$145,616,434	0	\$0	\$0	\$182,007,665	0	\$0	\$0	0
Florists	\$8,116,910	0	\$0	\$0	\$10,145,420	0	\$0	\$0	0
Furniture Stores	\$44,835,910	0	\$0	\$0	\$56,040,922	0	\$0	\$0	0
Hardware	\$14,074,091	0	\$0	\$0	\$17,591,369	0	\$0	\$0	0
Health & Beauty Stores	\$24,113,609	0	\$0	\$0	\$30,139,879	2,000	\$1,028,175	\$514	2,000

Home Décor & Accessories Stores	\$0	0	\$0	\$0	\$0	0	\$0	\$0	0
Home Furnishings Stores	\$154,989,219	3,500	\$1,204,000	\$344	\$193,722,817	6,500	\$2,749,998	\$423	10,000
Home Improvement	\$75,911,017	0	\$0	\$0	\$94,882,058	0	\$0	\$0	0
Jewelry Stores	\$18,354,967	0	\$0	\$0	\$22,942,086	0	\$0	\$0	0
Laundry/Dry Cleaning	\$24,857,834	1,500	\$243,000	\$162	\$31,070,094	0	\$0	\$0	1,500
Luggage Shops	N/A	0	\$0	\$0	\$0	0	\$0	\$0	0
Mailing/Packaging		0	\$0	\$0		0	\$0	\$0	0
Medical Supply Stores	N/A	0	\$0	\$0	\$0	0	\$0	\$0	0
Movie Theatres - Stadium Seating	N/A	0	\$0	\$0	\$0	0	\$0	\$0	0
Music Stores	\$7,648,229	0	\$0	\$0	\$9,559,610	0	\$0	\$0	0
Musical Instrument Shops	N/A	0	\$0	\$0	\$0	0	\$0	\$0	0
Office Supply Stores	N/A	0	\$0	\$0	\$27,463,658	0	\$0	\$0	0
Optical/Vision Care	\$7,444,477	0	\$0	\$0	\$9,304,937	0	\$0	\$0	0
Personal Services	\$20,962,641	0	\$0	\$0	\$26,201,447	0	\$0	\$0	0
Pet Supply Store	\$15,921,280	0	\$0	\$0	\$19,900,191	3,000	\$1,569,946	\$523	3,000
Photographic Supply Shop	\$6,850,415	0	\$0	\$0	\$8,562,412	0	\$0	\$0	0
Shoe Repair and Service	N/A	0	\$0	\$0	\$0	0	\$0	\$0	0
Sporting Goods Stores	\$17,454,450	0	\$0	\$0	\$21,816,518	0	\$0	\$0	0
Tobacco Shop	\$30,688,454	0	\$0	\$0	\$38,357,854	0	\$0	\$0	0
Toy & Hobby Shops	\$18,125,140	0	\$0	\$0	\$22,654,822	3,000	\$1,088,438	\$363	3,000
Video/Entertainment	\$8,029,257	0	\$0	\$0	\$10,035,862	3,500	\$0	\$0	3,500
<b>Total Other Retail</b>	<b>\$995,454,384</b>	<b>18,000</b>	<b>\$4,567,000</b>	<b>\$254</b>	<b>\$1,271,693,601</b>	<b>31,500</b>	<b>\$7,986,197</b>	<b>\$254</b>	<b>49,500</b>

<b>Total Retail</b>	<b>\$2,326,976,858</b>	<b>77,200</b>	<b>\$20,895,500</b>	<b>\$271</b>	<b>\$2,935,978,936</b>	<b>102,500</b>	<b>\$31,426,955</b>	<b>\$307</b>	<b>179,700</b>
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<i>Other Retail</i>	Service Retail	7,500
	<b>Total Other Retail</b>	<b>7,500</b>

**Total Estimated Supportable Retail: 187,200**

\* Assumes existing conditions.

\*\* Estimated Maximum

**Sales Forecast Table**  
**Estimated Supportable Retail Development\*\***  
**Wilkes-Barre, Pennsylvania**  
*Scenario A*

<u>Category</u>	2003	2003	2003	2003	2008	2008	2008	2008	2003-2008
	<u>Expenditure Potential</u>	<u>Supportable Sq. Ft.</u>	<u>Estimated Sales</u>	<u>Estimated Sales Per Sq. Ft.</u>	<u>Expenditure Potential</u>	<u>Supportable Sq. Ft.</u>	<u>Estimated Sales</u>	<u>Estimated Sales Per Sq. Ft.</u>	<u>Total Supportable Sq. Ft.</u>
Department Stores	\$80,311,139	0	\$0	\$0	\$100,811,585	0	\$0	\$0	0
Junior Department Store	\$89,212,395	0	\$0	\$0	\$111,985,001	40,000	\$7,752,817	\$194	40,000
Discount Department Stores	\$188,098,861	0	\$0	\$0	\$236,113,502	0	\$0	\$0	0
Warehouse Club	\$0	0	\$0	\$0	\$0	0	\$0	\$0	0
<b>Total Department Stores</b>	<b>\$357,622,395</b>	<b>0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$448,910,087</b>	<b>40,000</b>	<b>\$7,752,817</b>	<b>\$194</b>	<b>40,000</b>
Women's Apparel	\$32,977,524	0	\$0	\$0	\$41,395,459	3,500	\$1,351,631	\$386	3,500
Men's Apparel	\$9,572,176	0	\$0	\$0	\$12,015,596	1,700	\$702,504	\$413	1,700
Unisex Apparel	\$39,326,636	0	\$0	\$0	\$49,365,263	5,000	\$2,176,877	\$435	5,000
Children's Apparel	\$5,748,061	0	\$0	\$0	\$7,215,327	0	\$0	\$0	0
Men's Shoes	N/A	0	\$0	\$0	\$0	0	\$0	\$0	0
Women's Shoes	N/A	0	\$0	\$0	\$0	0	\$0	\$0	0
Athletic Shoes	\$14,024,319	2,000	\$820,000	\$410	\$17,604,206	0	\$0	\$0	2,000
Shoes and Accessories	\$24,707,427	3,000	\$990,000	\$330	\$31,014,314	0	\$0	\$0	3,000
<b>Total Apparel/Accessories</b>	<b>\$126,356,143</b>	<b>5,000</b>	<b>\$1,810,000</b>	<b>\$0</b>	<b>\$158,610,165</b>	<b>10,200</b>	<b>\$4,231,012</b>	<b>\$415</b>	<b>15,200</b>
Quality Restaurants	\$148,703,996	6,500	\$2,951,000	\$454	\$186,662,593	13,500	\$7,537,897	\$558	20,000
Family Restaurants	\$93,634,509	0	\$0	\$0	\$117,535,915	7,500	\$3,864,879	\$515	7,500
Fast Food Restaurants	\$94,362,714	0	\$0	\$0	\$118,450,005	3,800	\$2,075,043	\$546	3,800
Grocery Stores	\$425,003,672	50,000	\$12,750,000	\$255	\$533,491,297	0	\$0	\$0	50,000
Meat & Fish Markets	\$0	0	\$0	\$0	\$0	0	\$0	\$0	0
Fruit & Vegetable Markets	\$0	0	\$0	\$0	\$0	0	\$0	\$0	0
Specialty Food Stores	\$28,067,526	0	\$0	\$0	\$35,232,121	2,000	\$1,195,437	\$598	2,000
Retail Bakeries	\$0	0	\$0	\$0	\$0	0	\$0	\$0	0
Liquor Stores	\$37,116,917	0	\$0	\$0	\$46,591,484	2,000	\$725,626	\$363	2,000
Bar/taverns	\$20,654,602	3,700	\$462,500	\$125	\$25,926,953	5,300	\$814,791	\$154	9,000
<b>Total Food</b>	<b>\$847,543,935</b>	<b>60,200</b>	<b>\$16,163,500</b>	<b>\$268</b>	<b>\$1,063,890,368</b>	<b>34,100</b>	<b>\$16,213,673</b>	<b>\$475</b>	<b>94,300</b>
Appliances & Electronics Stores	\$81,749,031	0	\$0	\$0	\$102,616,518	2,500	\$1,352,861	\$541	2,500
Art, Craft & Sewing Stores	\$5,008,421	0	\$0	\$0	\$6,286,885	0	\$0	\$0	0
Auto Supply Stores	\$76,238,666	0	\$0	\$0	\$95,699,561	0	\$0	\$0	0
Book Stores	\$20,189,579	0	\$0	\$0	\$25,343,227	2,500	\$879,360	\$352	2,500
Card/Gift Shops	\$30,041,798	0	\$0	\$0	\$37,710,351	3,000	\$1,106,886	\$369	3,000
Computers & Accessories	\$20,000,975	3,500	\$1,540,000	\$440	\$25,106,480	0	\$0	\$0	3,500
Convenience Stores	\$23,486,247	0	\$0	\$0	\$29,481,412	0	\$0	\$0	0
Copying/Printing		0	\$0	\$0		0	\$0	\$0	0
Dollar Store/Variety	\$94,745,334	10,000	\$1,800,000	\$180	\$118,930,292	12,500	\$0	\$221	22,500
Drug Store/Pharmaceutical	\$145,616,434	0	\$0	\$0	\$182,786,892	7,500	\$3,855,655	\$514	7,500
Florists	\$8,116,910	0	\$0	\$0	\$10,188,855	0	\$0	\$0	0
Furniture Stores	\$44,835,910	0	\$0	\$0	\$56,280,849	0	\$0	\$0	0
Hardware	\$14,074,091	0	\$0	\$0	\$17,666,683	0	\$0	\$0	0
Health & Beauty Stores	\$24,113,609	0	\$0	\$0	\$30,268,917	2,500	\$1,285,218	\$514	2,500

Home Décor & Accessories Stores	\$0	0	\$0	\$0	\$0	0	\$0	\$0	0
Home Furnishings Stores	\$154,989,219	3,500	\$1,204,000	\$344	\$194,552,200	9,000	\$3,807,689	\$423	12,500
Home Improvement	\$75,911,017	0	\$0	\$0	\$95,288,276	0	\$0	\$0	0
Jewelry Stores	\$18,354,967	0	\$0	\$0	\$23,040,308	0	\$0	\$0	0
Laundry/Dry Cleaning	\$24,857,834	1,500	\$243,000	\$162	\$31,203,114	500	\$99,620	\$199	2,000
Luggage Shops	N/A	0	\$0	\$0	\$0	0	\$0	\$0	0
Mailing/Packaging	N/A	0	\$0	\$0	\$0	0	\$0	\$0	0
Medical Supply Stores	N/A	0	\$0	\$0	\$0	0	\$0	\$0	0
Movie Theatres - Stadium Seating	N/A	0	\$0	\$0	\$0	0	\$0	\$0	0
Music Stores	\$7,648,229	0	\$0	\$0	\$9,600,537	0	\$0	\$0	0
Musical Instrument Shops	N/A	0	\$0	\$0	\$0	0	\$0	\$0	0
Office Supply Stores	N/A	0	\$0	\$0	\$27,581,237	0	\$0	\$0	0
Optical/Vision Care	\$7,444,477	0	\$0	\$0	\$9,344,774	1,200	\$575,581	\$480	1,200
Personal Services	\$20,962,641	0	\$0	\$0	\$26,313,623	1,500	\$308,174	\$205	1,500
Pet Supply Store	\$15,921,280	0	\$0	\$0	\$19,985,390	3,400	\$1,779,272	\$523	3,400
Photographic Supply Shop	\$6,850,415	0	\$0	\$0	\$8,599,070	0	\$0	\$0	0
Shoe Repair and Service	N/A	0	\$0	\$0	\$0	0	\$0	\$0	0
Sporting Goods Stores	\$17,454,450	0	\$0	\$0	\$21,909,921	0	\$0	\$0	0
Tobacco Shop	\$30,688,454	0	\$0	\$0	\$38,522,075	0	\$0	\$0	0
Toy & Hobby Shops	\$18,125,140	0	\$0	\$0	\$22,751,814	3,500	\$1,269,845	\$363	3,500
Video/Entertainment	\$8,029,257	0	\$0	\$0	\$10,078,828	4,000	\$0	\$0	4,000
<b>Total Other Retail</b>	<b>\$995,454,384</b>	<b>18,500</b>	<b>\$4,787,000</b>	<b>\$259</b>	<b>\$1,277,138,089</b>	<b>53,600</b>	<b>\$16,320,161</b>	<b>\$304</b>	<b>72,100</b>
<b>Total Retail</b>	<b>\$2,326,976,858</b>	<b>83,700</b>	<b>\$22,760,500</b>	<b>\$272</b>	<b>\$2,948,548,710</b>	<b>137,900</b>	<b>\$44,517,664</b>	<b>\$323</b>	<b>221,600</b>
<i>Other Retail</i>									
	Service Retail	8,000							
	<b>Total Other Retail</b>	<b>8,000</b>							
<b>Total Estimated Supportable Retail:</b>		<b>229,600</b>							

\*\* Estimated Maximum

**Sales Forecast Table**  
**Estimated Supportable Retail Development\*\***  
**Wilkes-Barre, Pennsylvania**  
**Scenario B**

<u>Category</u>	2003	2003	2003	2003	2008	2008	2008	2008	2003-2008
	<u>Expenditure Potential</u>	<u>Supportable Sq. Ft.</u>	<u>Estimated Sales</u>	<u>Estimated Sales Per Sq. Ft.</u>	<u>Expenditure Potential</u>	<u>Supportable Sq. Ft.</u>	<u>Estimated Sales</u>	<u>Estimated Sales Per Sq. Ft.</u>	<u>Total Supportable Sq. Ft.</u>
Department Stores	\$80,311,139	0	\$0	\$0	\$101,198,812	0	\$0	\$0	0
Junior Department Store	\$89,212,395	0	\$0	\$0	\$112,415,146	45,000	\$8,721,920	\$194	45,000
Discount Department Stores	\$188,098,861	0	\$0	\$0	\$237,020,437	0	\$0	\$0	0
Warehouse Club	\$0	0	\$0	\$0	\$0	0	\$0	\$0	0
<b>Total Department Stores</b>	<b>\$357,622,395</b>	<b>0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$450,634,395</b>	<b>45,000</b>	<b>\$8,721,920</b>	<b>\$194</b>	<b>45,000</b>
Women's Apparel	\$32,977,524	0	\$0	\$0	\$41,554,463	4,500	\$1,737,812	\$386	4,500
Men's Apparel	\$9,572,176	0	\$0	\$0	\$12,061,749	2,200	\$909,123	\$413	2,200
Unisex Apparel	\$39,326,636	0	\$0	\$0	\$49,554,880	6,500	\$2,829,940	\$435	6,500
Children's Apparel	\$5,748,061	0	\$0	\$0	\$7,243,041	0	\$0	\$0	0
Men's Shoes	N/A	0	\$0	\$0	\$0	0	\$0	\$0	0
Women's Shoes	N/A	0	\$0	\$0	\$0	0	\$0	\$0	0
Athletic Shoes	\$14,024,319	2,500	\$1,025,000	\$410	\$17,671,826	0	\$0	\$0	2,500
Shoes and Accessories	\$24,707,427	3,500	\$1,155,000	\$330	\$31,133,443	0	\$0	\$0	3,500
<b>Total Apparel/Accessories</b>	<b>\$126,356,143</b>	<b>6,000</b>	<b>\$2,180,000</b>	<b>\$0</b>	<b>\$159,219,403</b>	<b>13,200</b>	<b>\$5,476,874</b>	<b>\$415</b>	<b>19,200</b>
Quality Restaurants	\$148,703,996	6,500	\$2,951,000	\$454	\$187,379,583	22,500	\$12,563,162	\$558	29,000
Family Restaurants	\$93,634,509	0	\$0	\$0	\$117,987,383	11,500	\$5,926,147	\$515	11,500
Fast Food Restaurants	\$94,362,714	0	\$0	\$0	\$118,904,983	5,500	\$3,003,352	\$546	5,500
Grocery Stores	\$425,003,672	55,000	\$14,025,000	\$255	\$535,540,490	0	\$0	\$0	55,000
Meat & Fish Markets	\$0	0	\$0	\$0	\$0	0	\$0	\$0	0
Fruit & Vegetable Markets	\$0	0	\$0	\$0	\$0	0	\$0	\$0	0
Specialty Food Stores	\$28,067,526	0	\$0	\$0	\$35,367,451	2,500	\$1,494,297	\$598	2,500
Retail Bakeries	\$0	0	\$0	\$0	\$0	0	\$0	\$0	0
Liquor Stores	\$37,116,917	0	\$0	\$0	\$46,770,447	2,500	\$907,032	\$363	2,500
Bar/taverns	\$20,654,602	4,000	\$500,000	\$125	\$26,026,541	8,000	\$1,229,874	\$154	12,000
<b>Total Food</b>	<b>\$847,543,935</b>	<b>65,500</b>	<b>\$17,476,000</b>	<b>\$267</b>	<b>\$1,067,976,876</b>	<b>52,500</b>	<b>\$25,123,863</b>	<b>\$479</b>	<b>118,000</b>
Appliances & Electronics Stores	\$81,749,031	0	\$0	\$0	\$103,010,678	3,000	\$1,623,434	\$541	3,000
Art, Craft & Sewing Stores	\$5,008,421	0	\$0	\$0	\$6,311,033	0	\$0	\$0	0
Auto Supply Stores	\$76,238,666	0	\$0	\$0	\$96,067,152	0	\$0	\$0	0
Book Stores	\$21,631,692	0	\$0	\$0	\$27,257,757	5,000	\$1,758,720	\$352	5,000
Card/Gift Shops	\$30,041,798	0	\$0	\$0	\$37,855,200	3,500	\$1,291,368	\$369	3,500
Computers & Accessories	\$20,000,975	4,000	\$1,760,000	\$440	\$25,202,916	0	\$0	\$0	4,000
Convenience Stores	\$23,486,247	0	\$0	\$0	\$29,594,653	0	\$0	\$0	0
Copying/Printing		0	\$0	\$0		0	\$0	\$0	0
Dollar Store/Variety	\$94,745,334	10,000	\$1,800,000	\$180	\$119,387,115	15,000	\$0	\$221	25,000
Drug Store/Pharmaceutical	\$145,616,434	0	\$0	\$0	\$183,488,995	12,000	\$6,169,047	\$514	12,000
Florists	\$8,116,910	0	\$0	\$0	\$10,227,992	0	\$0	\$0	0
Furniture Stores	\$44,835,910	0	\$0	\$0	\$56,497,030	0	\$0	\$0	0
Hardware	\$14,074,091	0	\$0	\$0	\$17,734,542	15,000	\$5,128,574	\$342	15,000
Health & Beauty Stores	\$24,113,609	0	\$0	\$0	\$30,385,183	3,000	\$1,542,262	\$514	3,000

Home Décor & Accessories Stores	\$0	0	\$0	\$0	\$0	0	\$0	\$0	0
Home Furnishings Stores	\$154,989,219	3,500	\$1,204,000	\$344	\$195,299,495	12,500	\$5,288,458	\$423	16,000
Home Improvement	\$75,911,017	0	\$0	\$0	\$95,654,287	0	\$0	\$0	0
Jewelry Stores	\$18,354,967	0	\$0	\$0	\$23,128,808	0	\$0	\$0	0
Laundry/Dry Cleaning	\$24,857,834	1,500	\$243,000	\$162	\$31,322,968	1,000	\$199,240	\$199	2,500
Luggage Shops	N/A	0	\$0	\$0	\$0	0	\$0	\$0	0
Mailing/Packaging	N/A	0	\$0	\$0	\$0	0	\$0	\$0	0
Medical Supply Stores	N/A	0	\$0	\$0	\$0	0	\$0	\$0	0
Movie Theatres - Stadium Seating	N/A	0	\$0	\$0	\$0	0	\$0	\$0	0
Music Stores	\$7,648,229	0	\$0	\$0	\$9,637,414	0	\$0	\$0	0
Musical Instrument Shops	N/A	0	\$0	\$0	\$0	0	\$0	\$0	0
Office Supply Stores	N/A	0	\$0	\$0	\$27,687,180	0	\$0	\$0	0
Optical/Vision Care	\$7,444,477	0	\$0	\$0	\$9,380,669	1,500	\$719,476	\$480	1,500
Personal Services	\$20,962,641	0	\$0	\$0	\$26,414,697	2,500	\$513,624	\$205	2,500
Pet Supply Store	\$15,921,280	0	\$0	\$0	\$20,062,156	3,700	\$1,936,266	\$523	3,700
Photographic Supply Shop	\$6,850,415	0	\$0	\$0	\$8,632,100	0	\$0	\$0	0
Shoe Repair and Service	N/A	0	\$0	\$0	\$0	0	\$0	\$0	0
Sporting Goods Stores	\$17,454,450	0	\$0	\$0	\$21,994,079	0	\$0	\$0	0
Tobacco Shop	\$30,688,454	0	\$0	\$0	\$38,670,042	0	\$0	\$0	0
Toy & Hobby Shops	\$18,125,140	0	\$0	\$0	\$22,839,206	4,200	\$1,523,814	\$363	4,200
Video/Entertainment	\$8,029,257	0	\$0	\$0	\$10,117,542	4,500	\$0	\$0	4,500
<b>Total Other Retail</b>	<b>\$996,896,497</b>	<b>19,000</b>	<b>\$5,007,000</b>	<b>\$264</b>	<b>\$1,283,860,887</b>	<b>86,400</b>	<b>\$27,694,281</b>	<b>\$321</b>	<b>105,400</b>
<b>Total Retail</b>	<b>\$2,328,418,971</b>	<b>90,500</b>	<b>\$24,663,000</b>	<b>\$273</b>	<b>\$2,961,691,561</b>	<b>197,100</b>	<b>\$67,016,938</b>	<b>\$340</b>	<b>287,600</b>
<i>Other Retail</i>		Service Retail	8,500						
		<b>Total Other Retail</b>	<b>8,500</b>						
<b>Total Estimated Supportable Retail:</b>			<b>296,100</b>						

\* Assumes 150 new housing units per year, with 2.11 persons per household and a 100% absorption. Also assumes the presence of a multi-screen, stadium seating theatre in downtown.

\*\* Estimated Maximum

# EXHIBIT C

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