# Grande Prairie Power Centre <br> Grande Prairie, Alberta <br> Demographic and Market Profile 

## Prepared for: <br> Kovac Development Corporation

January, 2008


CITY OF GRANDE PRAIRIE


GLOBAL RETAIL STRATEGIES ${ }_{\text {Inc. }}$


|  | 2001 <br> Actual | $\mathbf{2 0 0 6}$ | $\mathbf{2 0 0 8}$ <br> Projected | $\mathbf{2 0 0 9}$ | $\mathbf{2 0 1 0}$ | $\mathbf{2 0 1 5}$ | $\mathbf{2 0 2 0}$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Primary Trade Area <br> TOTAL | 36,983 | 47,076 | 52,099 | 54,600 | 57,221 | 68,814 | 81,729 |
| STA West <br> TOTAL | 54,873 | 55,975 | 56,469 | 56,729 | 56,998 | 58,489 | 60,232 |
| STA East <br> TOTAL | 40,574 | 40,543 | 40,569 | 40,608 | 40,650 | 40,917 | 41,393 |
| OVERALL TOTAL | $\mathbf{1 3 2 , 4 3 0}$ | $\mathbf{1 4 3 , 5 9 4}$ | $\mathbf{1 4 9 , 1 3 7}$ | $\mathbf{1 5 1 , 9 3 7}$ | $\mathbf{1 5 4 , 8 7 0}$ | $\mathbf{1 6 8 , 2 2 0}$ | $\mathbf{1 8 3 , 3 5 4}$ |

Projected 2020 Population Summary

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Trade Area Population by Communities

|  | $\begin{array}{r} 2001 \\ \text { Actual } \end{array}$ | $2006$ | Average Annual Growth Rate \% | 2008 | 2009 | 2010 | 2015 | 2020 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Primary Trade Area |  |  |  |  |  |  |  |  |
| City of Grande Prairie (1) | 36,983 | 47,076 | 4.9\% | 52,099 | 54,600 | 57,221 | 68,814 | 81,729 |
| TOTAL | 36,983 | 47,076 |  | 52,099 | 54,600 | 57,221 | 68,814 | 81,729 |
| Secondary Trade Area |  |  |  |  |  |  |  |  |
| STA West |  |  |  |  |  |  |  |  |
| Urban Communities |  |  |  |  |  |  |  |  |
| Beaverlodge, Alberta | 2,110 | 2,264 | 1.4\% | 2,327 | 2,359 | 2,391 | 2,561 | 2,742 |
| Dawson Creek, British Columbia | 10,754 | 10,994 | 0.4\% | 11,089 | 11,138 | 11,186 | 11,430 | 11,680 |
| Fort St. John, British Columbia | 16,051 | 17,702 | 2.0\% | 18,407 | 18,770 | 19,140 | 21,104 | 23,269 |
| Wembley, Alberta | 1,497 | 1,443 | -0.7\% | 1,420 | 1,409 | 1,397 | 1,342 | 1,289 |
| Sub-Total | 30,412 | 32,403 |  | 33,243 | 33,675 | 34,114 | 36,437 | 38,981 |
| Rural Communities | 24,461 | 23,572 | -0.7\% | 23,226 | 23,054 | 22,884 | 22,052 | 21,251 |
| TOTAL | 54,873 | 55,975 |  | 56,469 | 56,729 | 56,998 | 58,489 | 60,232 |
| STA East |  |  |  |  |  |  |  |  |
| Urban Communities |  |  |  |  |  |  |  |  |
| Fairview, Alberta | 3,155 | 3,297 | 0.9\% | 3,354 | 3,382 | 3,411 | 3,560 | 3,715 |
| Falher, Alberta | 1,109 | 941 | -3.2\% | 900 | 900 | 900 | 900 | 900 |
| Grimshaw, Alberta | 2,435 | 2,537 | 0.8\% | 2,577 | 2,597 | 2,618 | 2,722 | 2,831 |
| Peace River, Alberta | 6,240 | 6,315 | 0.2\% | 6,343 | 6,357 | 6,372 | 6,443 | 6,516 |
| Sexsmith, Alberta | 1,653 | 1,959 | 3.5\% | 2,095 | 2,166 | 2,240 | 2,649 | 3,134 |
| Valleyview, Alberta | 1,856 | 1,725 | -1.5\% | 1,673 | 1,648 | 1,623 | 1,504 | 1,500 |
| Sub-Total | 16,448 | 16,774 |  | 16,942 | 17,051 | 17,163 | 17,778 | 18,596 |
| Rural Communities | 24,126 | 23,769 | -0.3\% | 23,628 | 23,557 | 23,487 | 23,140 | 22,797 |
| TOTAL | 40,574 | 40,543 |  | 40,569 | 40,608 | 40,650 | 40,917 | 41,393 |
| TOTAL TRADE AREA | 132,430 | 143,594 |  | 149,137 | 151,937 | 154,870 | 168,220 | 183,354 |


|  | 2005 <br> Actual | \% Growth <br> per Annum | 2008 <br> Projected | $\mathbf{2 0 0 9}$ | $\mathbf{2 0 1 0}$ | $\mathbf{2 0 1 5}$ | $\mathbf{2 0 2 0}$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Primary Trade Area | $\$ 78,357$ | $3.8 \%$ | $\$ 87,633$ | $\$ 90,964$ | $\$ 94,420$ | $\$ 113,776$ | $\$ 137,100$ |
| STA West | $\$ 63,909$ | $\mathbf{1 . 7 \%}$ | $\$ 67,224$ | $\$ 68,367$ | $\$ 69,529$ | $\$ 75,643$ | $\$ 82,296$ |
| STA East | $\$ 66,283$ | $\mathbf{0 . 6 \%}$ | $\$ 67,483$ | $\$ 67,888$ | $\$ 68,295$ | $\$ 70,369$ | $\$ 72,506$ |
| Alberta | $\$ 76,068$ | $3.5 \%$ | $\$ 84,338$ | $\$ 87,290$ | $\$ 90,345$ | $\$ 107,301$ | $\$ 127,441$ |
| Canada | $\$ 66,231$ | $3.0 \%$ | $\$ 72,372$ | $\$ 74,544$ | $\$ 76,780$ | $\$ 89,009$ | $\$ 103,186$ |




| RETAIL/LEISURE CATEGORIES | 2008 |  | 2009 |  | 2010 |  | 2015 |  | 2020 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| COMPARISON | \% of Total | C\$ | \% of Total | C\$ | \% of Total | C\$ | \% of Total | C\$ | \% of Total | C\$ |
| Apparel | 8.9\% | \$45,366,245 | 8.9\% | \$49,350,490 | 8.9\% | \$53,684,647 | 8.9\% | \$77,796,409 | 8.9\% | \$111,339,193 |
| Footwear | 2.1\% | \$10,695,618 | 2.1\% | \$11,634,950 | 2.1\% | \$12,656,778 | 2.1\% | \$18,341,405 | 2.1\% | \$26,249,505 |
| Jewellery/Watches/Accessories | 6.4\% | \$32,647,673 | 6.4\% | \$35,514,922 | 6.4\% | \$38,633,984 | 6.4\% | \$55,985,937 | 6.4\% | \$80,124,894 |
| Home Furniture/Accessories | 5.4\% | \$27,159,659 | 5.4\% | \$29,544,929 | 5.4\% | \$32,139,683 | 5.4\% | \$46,574,804 | 5.4\% | \$66,656,046 |
| Appliances/Kitchen/Dining Access. | 3.0\% | \$15,162,140 | 3.0\% | \$16,493,740 | 3.0\% | \$17,942,286 | 3.0\% | \$26,000,831 | 3.0\% | \$37,211,377 |
| Books/Stationery | 2.4\% | \$12,177,782 | 2.4\% | \$13,247,284 | 2.4\% | \$14,410,713 | 2.4\% | \$20,883,098 | 2.4\% | \$29,887,077 |
| Electronics/Media | 5.3\% | \$26,719,016 | 5.3\% | \$29,065,586 | 5.3\% | \$31,618,242 | 5.3\% | \$45,819,165 | 5.3\% | \$65,574,606 |
| Sports/Toys/Music/Hobbies | 4.8\% | \$24,175,301 | 4.8\% | \$26,298,473 | 4.8\% | \$28,608,110 | 4.8\% | \$41,457,071 | 4.8\% | \$59,331,746 |
| Specialty Retail | 6.6\% | \$33,328,667 | 6.6\% | \$36,255,724 | 6.6\% | \$39,439,847 | 6.6\% | \$57,153,742 | 6.6\% | \$81,796,210 |
| Sub-total | 44.8\% | \$227,432,100 | 44.8\% | \$247,406,097 | 44.8\% | \$269,134,290 | 44.8\% | \$390,012,461 | 44.8\% | \$558,170,654 |
| CONVENIENCE |  |  |  |  |  |  |  |  |  |  |
| Supermarket/Specialty Foods | 26.0\% | \$132,152,972 | 26.0\% | \$143,759,175 | 26.0\% | \$156,384,680 | 26.0\% | \$226,622,829 | 26.0\% | \$324,333,772 |
| Health/Pharmaceuticals | 4.9\% | \$24,756,149 | 4.9\% | \$26,930,333 | 4.9\% | \$29,295,463 | 4.9\% | \$42,453,140 | 4.9\% | \$60,757,281 |
| Personal Goods/Services | 5.5\% | \$28,121,063 | 5.5\% | \$30,590,767 | 5.5\% | \$33,277,371 | 5.5\% | \$48,223,469 | 5.5\% | \$69,015,553 |
| Tobacco/Beverages | 6.1\% | \$31,125,450 | 6.1\% | \$33,859,011 | 6.1\% | \$36,832,645 | 6.1\% | \$53,375,550 | 6.1\% | \$76,389,009 |
| Sub-total | 42.6\% | \$216,155,634 | 42.6\% | \$235,139,286 | 42.6\% | \$255,790,159 | 42.6\% | \$370,674,987 | 42.6\% | \$530,495,615 |
| LEISURE/ENTERTAINMENT |  |  |  |  |  |  |  |  |  |  |
| Restaurants/Cafés | 10.3\% | \$52,456,598 | 10.3\% | \$57,063,546 | 10.3\% | \$62,075,095 | 10.3\% | \$89,955,318 | 10.3\% | \$128,740,550 |
| Entertainment | 1.6\% | \$7,991,670 | 1.6\% | \$8,693,530 | 1.6\% | \$9,457,031 | 1.6\% | \$13,704,533 | 1.6\% | \$19,613,394 |
| Cinemas | 0.7\% | \$3,344,884 | 0.7\% | \$3,638,645 | 0.7\% | \$3,958,206 | 0.7\% | \$5,735,982 | 0.7\% | \$8,209,115 |
| Sub-total | 12.6\% | \$63,793,152 | 12.6\% | \$69,395,722 | 12.6\% | \$75,490,331 | 12.6\% | \$109,395,833 | 12.6\% | \$156,563,059 |
| Total Area Retail \& Leisure Expenditure | 100.0\% | \$507,380,886 | 100.0\% | \$551,941,105 | 100.0\% | \$600,414,781 | 100.0\% | \$870,083,282 | 100.0\% | \$1,245,229,328 |


| RETAIL/LEISURE CATEGORIES | 2008 |  | 2009 |  | 2010 |  | 2015 |  | 2020 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| COMPARISON | \% of Total | C\$ | \% of Total | C\$ | \% of Total | C\$ | \% of Total | C\$ | \% of Total | C\$ |
| Apparel | 8.8\% | \$46,217,497 | 8.8\% | \$47,219,892 | 8.8\% | \$48,250,792 | 8.8\% | \$53,866,648 | 8.8\% | \$60,349,582 |
| Footwear | 2.0\% | \$10,773,754 | 2.0\% | \$11,007,422 | 2.0\% | \$11,247,735 | 2.0\% | \$12,556,846 | 2.0\% | \$14,068,082 |
| Jewellery/Watches/Accessories | 6.4\% | \$33,751,406 | 6.4\% | \$34,483,428 | 6.4\% | \$35,236,267 | 6.4\% | \$39,337,377 | 6.4\% | \$44,071,690 |
| Home Furniture/Accessories | 5.0\% | \$26,052,462 | 5.0\% | \$26,617,505 | 5.0\% | \$27,198,615 | 5.0\% | \$30,364,232 | 5.0\% | \$34,018,614 |
| Appliances/Kitchen/Dining Access. | 3.4\% | \$17,781,461 | 3.4\% | \$18,167,117 | 3.4\% | \$18,563,739 | 3.4\% | \$20,724,352 | 3.4\% | \$23,218,560 |
| Books/Stationery | 2.3\% | \$12,251,570 | 2.3\% | \$12,517,289 | 2.3\% | \$12,790,566 | 2.3\% | \$14,279,245 | 2.3\% | \$15,997,775 |
| Electronics/Media | 5.1\% | \$26,982,056 | 5.1\% | \$27,567,260 | 5.1\% | \$28,169,106 | 5.1\% | \$31,447,677 | 5.1\% | \$35,232,453 |
| Sports/Toys/Music/Hobbies | 4.6\% | \$24,002,589 | 4.6\% | \$24,523,172 | 4.6\% | \$25,058,560 | 4.6\% | \$27,975,098 | 4.6\% | \$31,341,944 |
| Specialty Retail | 7.3\% | \$38,161,018 | 7.3\% | \$38,988,678 | 7.3\% | \$39,839,875 | 7.3\% | \$44,476,794 | 7.3\% | \$49,829,644 |
| Sub-total | 44.9\% | \$235,973,813 | 44.9\% | \$241,091,762 | 44.9\% | \$246,355,254 | 44.9\% | \$275,028,269 | 44.9\% | \$308,128,343 |
| CONVENIENCE |  |  |  |  |  |  |  |  |  |  |
| Supermarket/Specialty Foods | 26.7\% | \$140,368,665 | 26.7\% | \$143,413,069 | 26.7\% | \$146,544,049 | 26.7\% | \$163,600,149 | 26.7\% | \$183,289,678 |
| Health/Pharmaceuticals | 5.3\% | \$28,078,500 | 5.3\% | \$28,687,484 | 5.3\% | \$29,313,787 | 5.3\% | \$32,725,586 | 5.3\% | \$36,664,160 |
| Personal Goods/Services | 5.4\% | \$28,269,186 | 5.4\% | \$28,882,306 | 5.4\% | \$29,512,862 | 5.4\% | \$32,947,831 | 5.4\% | \$36,913,153 |
| Tobacco/Beverages | 6.6\% | \$34,800,178 | 6.6\% | \$35,554,947 | 6.6\% | \$36,331,179 | 6.6\% | \$40,559,724 | 6.6\% | \$45,441,150 |
| Sub-total | 44.0\% | \$231,516,530 | 44.0\% | \$236,537,807 | 44.0\% | \$241,701,877 | 44.0\% | \$269,833,290 | 44.0\% | \$302,308,141 |
| LEISURE/ENTERTAINMENT |  |  |  |  |  |  |  |  |  |  |
| Restaurants/Cafés | 9.4\% | \$49,244,636 | 9.4\% | \$50,312,685 | 9.4\% | \$51,411,106 | 9.4\% | \$57,394,788 | 9.4\% | \$64,302,339 |
| Entertainment | 1.3\% | \$6,626,335 | 1.3\% | \$6,770,052 | 1.3\% | \$6,917,855 | 1.3\% | \$7,723,016 | 1.3\% | \$8,652,493 |
| Cinemas | 0.5\% | \$2,574,260 | 0.5\% | \$2,630,092 | 0.5\% | \$2,687,512 | 0.5\% | \$3,000,308 | 0.5\% | \$3,361,400 |
| Sub-total | 11.1\% | \$58,445,231 | 11.1\% | \$59,712,828 | 11.1\% | \$61,016,473 | 11.1\% | \$68,118,113 | 11.1\% | \$76,316,232 |
| Total Area Retail \& Leisure Expenditure | 100.0\% | \$525,935,574 | 100.0\% | \$537,342,397 | 100.0\% | \$549,073,603 | 100.0\% | \$612,979,671 | 100.0\% | \$686,752,716 |


| RETAIL/LEISURE CATEGORIES | 2008 |  | 2009 |  | 2010 |  | 2015 |  | 2020 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| COMPARISON | \% of Total | C\$ | \% of Total | C\$ | \% of Total | C\$ | \% of Total | C\$ | \% of Total | C\$ |
| Apparel | 8.8\% | \$30,430,645 | 8.8\% | \$30,642,496 | 8.8\% | \$30,858,449 | 8.8\% | \$32,004,133 | 8.8\% | \$33,359,114 |
| Footwear | 2.0\% | \$6,996,721 | 2.0\% | \$7,045,430 | 2.0\% | \$7,095,083 | 2.0\% | \$7,358,503 | 2.0\% | \$7,670,045 |
| Jewellery/Watches/Accessories | 6.4\% | \$22,197,497 | 6.4\% | \$22,352,031 | 6.4\% | \$22,509,557 | 6.4\% | \$23,345,271 | 6.4\% | \$24,333,656 |
| Home Furniture/Accessories | 5.0\% | \$17,324,521 | 5.0\% | \$17,445,130 | 5.0\% | \$17,568,075 | 5.0\% | \$18,220,326 | 5.0\% | \$18,991,733 |
| Appliances/Kitchen/Dining Access. | 3.6\% | \$12,626,099 | 3.6\% | \$12,713,999 | 3.6\% | \$12,803,601 | 3.6\% | \$13,278,962 | 3.6\% | \$13,841,162 |
| Books/Stationery | 2.3\% | \$7,840,400 | 2.3\% | \$7,894,983 | 2.3\% | \$7,950,623 | 2.3\% | \$8,245,807 | 2.3\% | \$8,594,915 |
| Electronics/Media | 5.0\% | \$17,455,437 | 5.0\% | \$17,576,957 | 5.0\% | \$17,700,831 | 5.0\% | \$18,358,012 | 5.0\% | \$19,135,247 |
| Sports/Toys/Music/Hobbies | 4.5\% | \$15,637,162 | 4.5\% | \$15,746,024 | 4.5\% | \$15,856,995 | 4.5\% | \$16,445,719 | 4.5\% | \$17,141,992 |
| Specialty Retail | 7.6\% | \$26,328,617 | 7.6\% | \$26,511,911 | 7.6\% | \$26,698,754 | 7.6\% | \$27,690,001 | 7.6\% | \$28,862,331 |
| Sub-total | 45.3\% | \$156,837,098 | 45.3\% | \$157,928,963 | 45.3\% | \$159,041,968 | 45.3\% | \$164,946,733 | 45.3\% | \$171,930,197 |
| CONVENIENCE |  |  |  |  |  |  |  |  |  |  |
| Supermarket/Specialty Foods | 27.0\% | \$93,473,863 | 27.0\% | \$94,124,607 | 27.0\% | \$94,787,951 | 27.0\% | \$98,307,152 | 27.0\% | \$102,469,249 |
| Health/Pharmaceuticals | 5.5\% | \$19,113,703 | 5.5\% | \$19,246,768 | 5.5\% | \$19,382,410 | 5.5\% | \$20,102,023 | 5.5\% | \$20,953,096 |
| Personal Goods/Services | 5.3\% | \$18,211,839 | 5.3\% | \$18,338,626 | 5.3\% | \$18,467,867 | 5.3\% | \$19,153,525 | 5.3\% | \$19,964,441 |
| Tobacco/Beverages | 6.7\% | \$23,084,815 | 6.7\% | \$23,245,526 | 6.7\% | \$23,409,349 | 6.7\% | \$24,278,470 | 6.7\% | \$25,306,365 |
| Sub-total | 44.4\% | \$153,884,220 | 44.4\% | \$154,955,528 | 44.4\% | \$156,047,577 | 44.4\% | \$161,841,170 | 44.4\% | \$168,693,151 |
| LEISURE/ENTERTAINMENT |  |  |  |  |  |  |  |  |  |  |
| Restaurants/Cafés | 8.7\% | \$30,299,729 | 8.7\% | \$30,510,669 | 8.7\% | \$30,725,693 | 8.7\% | \$31,866,448 | 8.7\% | \$33,215,600 |
| Entertainment | 1.1\% | \$3,854,742 | 1.1\% | \$3,881,578 | 1.1\% | \$3,908,934 | 1.1\% | \$4,054,061 | 1.1\% | \$4,225,700 |
| Cinemas | 0.4\% | \$1,483,712 | 0.4\% | \$1,494,041 | 0.4\% | \$1,504,571 | 0.4\% | \$1,560,431 | 0.4\% | \$1,626,496 |
| Sub-total | 10.3\% | \$35,638,183 | 10.3\% | \$35,886,288 | 10.3\% | \$36,139,197 | 10.3\% | \$37,480,940 | 10.3\% | \$39,067,797 |
| Total Area Retail \& Leisure Expenditure | 100.0\% | \$346,359,502 | 100.0\% | \$348,770,779 | 100.0\% | \$351,228,742 | 100.0\% | \$364,268,843 | 100.0\% | \$379,691,145 |


|  |  |  |  | TotalTrade Area | \% |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | PTA | STA West | STA East |  |  |
| COMPARISON |  |  |  |  |  |
| Apparel | \$45,366,245 | \$46,217,497 | \$30,430,645 | \$122,014,386 | 8.8\% |
| Footwear | \$10,695,618 | \$10,773,754 | \$6,996,721 | \$28,466,093 | 2.1\% |
| Jewellery/Watches/Accessories | \$32,647,673 | \$33,751,406 | \$22,197,497 | \$88,596,576 | 6.4\% |
| Home Furniture/Accessories | \$27,159,659 | \$26,052,462 | \$17,324,521 | \$70,536,642 | 5.1\% |
| Appliances/Kitchen/Dining Accessories | \$15,162,140 | \$17,781,461 | \$12,626,099 | \$45,569,700 | 3.3\% |
| Books/Stationery | \$12,177,782 | \$12,251,570 | \$7,840,400 | \$32,269,752 | 2.3\% |
| Electronics/Media | \$26,719,016 | \$26,982,056 | \$17,455,437 | \$71,156,508 | 5.2\% |
| Sports/Toys/Music/Hobbies | \$24,175,301 | \$24,002,589 | \$15,637,162 | \$63,815,052 | 4.6\% |
| Specialty Retail | \$33,328,667 | \$38,161,018 | \$26,328,617 | \$97,818,302 | 7.1\% |
| Sub-total | \$227,432,100 | \$235,973,813 | \$156,837,098 | \$620,243,011 | 45.0\% |
| CONVENIENCE |  |  |  |  |  |
| Supermarket/Specialty Foods | \$132,152,972 | \$140,368,665 | \$93,473,863 | \$365,995,500 | 26.5\% |
| Health/Pharmaceuticals | \$24,756,149 | \$28,078,500 | \$19,113,703 | \$71,948,353 | 5.2\% |
| Personal Goods/Services | \$28,121,063 | \$28,269,186 | \$18,211,839 | \$74,602,088 | 5.4\% |
| Tobacco/Beverages | \$31,125,450 | \$34,800,178 | \$23,084,815 | \$89,010,443 | 6.5\% |
| Sub-total | \$216,155,634 | \$231,516,530 | \$153,884,220 | \$601,556,384 | 43.6\% |
| LEISURE/ENTERTAINMENT |  |  |  |  |  |
| Restaurants/Cafés | \$52,456,598 | \$49,244,636 | \$30,299,729 | \$132,000,963 | 9.6\% |
| Entertainment | \$7,991,670 | \$6,626,335 | \$3,854,742 | \$18,472,747 | 1.3\% |
| Cinemas | \$3,344,884 | \$2,574,260 | \$1,483,712 | \$7,402,856 | 0.5\% |
| Sub-total | \$63,793,152 | \$58,445,231 | \$35,638,183 | \$157,876,566 | 11.4\% |
| Total Area Retail \& Leisure Expenditure | \$507,380,886 | \$525,935,574 | \$346,359,502 | \$1,379,675,962 | 100.0\% |
| \% of region to total trade area | 36.8\% | 38.1\% | 25.1\% | 100.0\% |  |

global retail STRATEGIES inc.

Total Market Expenditure Profile - 2009

|  |  |  |  | TotalTrade Area | \% |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | PTA | STA West | STA East |  |  |
| COMPARISON |  |  |  |  |  |
| Apparel | \$49,350,490 | \$47,219,892 | \$30,642,496 | \$127,212,877 | 8.8\% |
| Footwear | \$11,634,950 | \$11,007,422 | \$7,045,430 | \$29,687,802 | 2.1\% |
| Jewellery/Watches/Accessories | \$35,514,922 | \$34,483,428 | \$22,352,031 | \$92,350,381 | 6.4\% |
| Home Furniture/Accessories | \$29,544,929 | \$26,617,505 | \$17,445,130 | \$73,607,564 | 5.1\% |
| Appliances/Kitchen/Dining Accessories | \$16,493,740 | \$18,167,117 | \$12,713,999 | \$47,374,856 | 3.3\% |
| Books/Stationery | \$13,247,284 | \$12,517,289 | \$7,894,983 | \$33,659,557 | 2.3\% |
| Electronics/Media | \$29,065,586 | \$27,567,260 | \$17,576,957 | \$74,209,804 | 5.2\% |
| Sports/Toys/Music/Hobbies | \$26,298,473 | \$24,523,172 | \$15,746,024 | \$66,567,669 | 4.6\% |
| Specialty Retail | \$36,255,724 | \$38,988,678 | \$26,511,911 | \$101,756,313 | 7.1\% |
| Sub-total | \$247,406,097 | \$241,091,762 | \$157,928,963 | \$646,426,822 | 45.0\% |
| CONVENIENCE |  |  |  |  |  |
| Supermarket/Specialty Foods | \$143,759,175 | \$143,413,069 | \$94,124,607 | \$381,296,851 | 26.5\% |
| Health/Pharmaceuticals | \$26,930,333 | \$28,687,484 | \$19,246,768 | \$74,864,586 | 5.2\% |
| Personal Goods/Services | \$30,590,767 | \$28,882,306 | \$18,338,626 | \$77,811,699 | 5.4\% |
| Tobacco/Beverages | \$33,859,011 | \$35,554,947 | \$23,245,526 | \$92,659,484 | 6.4\% |
| Sub-total | \$235,139,286 | \$236,537,807 | \$154,955,528 | \$626,632,621 | 43.6\% |
| LEISURE/ENTERTAINMENT |  |  |  |  |  |
| Restaurants/Cafés | \$57,063,546 | \$50,312,685 | \$30,510,669 | \$137,886,900 | 9.6\% |
| Entertainment | \$8,693,530 | \$6,770,052 | \$3,881,578 | \$19,345,160 | 1.3\% |
| Cinemas | \$3,638,645 | \$2,630,092 | \$1,494,041 | \$7,762,779 | 0.5\% |
| Sub-total | \$69,395,722 | \$59,712,828 | \$35,886,288 | \$164,994,838 | 11.5\% |
| Total Area Retail \& Leisure Expenditure | \$551,941,105 | \$537,342,397 | \$348,770,779 | \$1,438,054,281 | 100.0\% |
| \% of region to total trade area | 38.4\% | 37.4\% | 24.3\% | 100.0\% |  |


|  | PTA |  | STA East | Total Trade Area | \% |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | STA West |  |  |  |
| COMPARISON |  |  |  |  |  |
| Apparel | \$53,684,647 | \$48,250,792 | \$30,858,449 | \$132,793,888 | 8.8\% |
| Footwear | \$12,656,778 | \$11,247,735 | \$7,095,083 | \$30,999,596 | 2.1\% |
| Jewellery/Watches/Accessories | \$38,633,984 | \$35,236,267 | \$22,509,557 | \$96,379,808 | 6.4\% |
| Home Furniture/Accessories | \$32,139,683 | \$27,198,615 | \$17,568,075 | \$76,906,373 | 5.1\% |
| Appliances/Kitchen/Dining Accessories | \$17,942,286 | \$18,563,739 | \$12,803,601 | \$49,309,627 | 3.3\% |
| Books/Stationery | \$14,410,713 | \$12,790,566 | \$7,950,623 | \$35,151,902 | 2.3\% |
| Electronics/Media | \$31,618,242 | \$28,169,106 | \$17,700,831 | \$77,488,179 | 5.2\% |
| Sports/Toys/Music/Hobbies | \$28,608,110 | \$25,058,560 | \$15,856,995 | \$69,523,664 | 4.6\% |
| Specialty Retail | \$39,439,847 | \$39,839,875 | \$26,698,754 | \$105,978,475 | 7.1\% |
| Sub-total | \$269,134,290 | \$246,355,254 | \$159,041,968 | \$674,531,511 | 44.9\% |
| CONVENIENCE |  |  |  |  |  |
| Supermarket/Specialty Foods | \$156,384,680 | \$146,544,049 | \$94,787,951 | \$397,716,680 | 26.5\% |
| Health/Pharmaceuticals | \$29,295,463 | \$29,313,787 | \$19,382,410 | \$77,991,660 | 5.2\% |
| Personal Goods/Services | \$33,277,371 | \$29,512,862 | \$18,467,867 | \$81,258,099 | 5.4\% |
| Tobacco/Beverages | \$36,832,645 | \$36,331,179 | \$23,409,349 | \$96,573,173 | 6.4\% |
| Sub-total | \$255,790,159 | \$241,701,877 | \$156,047,577 | \$653,539,613 | 43.5\% |
| LEISURE/ENTERTAINMENT |  |  |  |  |  |
| Restaurants/Cafés | \$62,075,095 | \$51,411,106 | \$30,725,693 | \$144,211,894 | 9.6\% |
| Entertainment | \$9,457,031 | \$6,917,855 | \$3,908,934 | \$20,283,819 | 1.4\% |
| Cinemas | \$3,958,206 | \$2,687,512 | \$1,504,571 | \$8,150,288 | 0.5\% |
| Sub-total | \$75,490,331 | \$61,016,473 | \$36,139,197 | \$172,646,001 | 11.5\% |
| Total Area Retail \& Leisure Expenditure | \$600,414,781 | \$549,073,603 | \$351,228,742 | \$1,500,717,126 | 100.0\% |
| $\%$ of region to total trade area | 40.0\% | 36.6\% | 23.4\% | 100.0\% |  |


| gLobAL RETAIL STRATEGIES | Total Market Expenditure Profile - 2015 |
| :---: | :---: |


|  |  |  |  | TotalTrade Area | \% |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | PTA | STA West | STA East |  |  |
| COMPARISON |  |  |  |  |  |
| Apparel | \$77,796,409 | \$53,866,648 | \$32,004,133 | \$163,667,190 | 8.9\% |
| Footwear | \$18,341,405 | \$12,556,846 | \$7,358,503 | \$38,256,754 | 2.1\% |
| Jewellery/Watches/Accessories | \$55,985,937 | \$39,337,377 | \$23,345,271 | \$118,668,585 | 6.4\% |
| Home Furniture/Accessories | \$46,574,804 | \$30,364,232 | \$18,220,326 | \$95,159,362 | 5.2\% |
| Appliances/Kitchen/Dining Accessories | \$26,000,831 | \$20,724,352 | \$13,278,962 | \$60,004,145 | 3.2\% |
| Books/Stationery | \$20,883,098 | \$14,279,245 | \$8,245,807 | \$43,408,150 | 2.3\% |
| Electronics/Media | \$45,819,165 | \$31,447,677 | \$18,358,012 | \$95,624,854 | 5.2\% |
| Sports/Toys/Music/Hobbies | \$41,457,071 | \$27,975,098 | \$16,445,719 | \$85,877,887 | 4.6\% |
| Specialty Retail | \$57,153,742 | \$44,476,794 | \$27,690,001 | \$129,320,536 | 7.0\% |
| Sub-total | \$390,012,461 | \$275,028,269 | \$164,946,733 | \$829,987,463 | 44.9\% |
| CONVENIENCE |  |  |  |  |  |
| Supermarket/Specialty Foods | \$226,622,829 | \$163,600,149 | \$98,307,152 | \$488,530,129 | 26.4\% |
| Health/Pharmaceuticals | \$42,453,140 | \$32,725,586 | \$20,102,023 | \$95,280,748 | 5.2\% |
| Personal Goods/Services | \$48,223,469 | \$32,947,831 | \$19,153,525 | \$100,324,826 | 5.4\% |
| Tobacco/Beverages | \$53,375,550 | \$40,559,724 | \$24,278,470 | \$118,213,744 | 6.4\% |
| Sub-total | \$370,674,987 | \$269,833,290 | \$161,841,170 | \$802,349,447 | 43.4\% |
| LEISURE/ENTERTAINMENT |  |  |  |  |  |
| Restaurants/Cafés | \$89,955,318 | \$57,394,788 | \$31,866,448 | \$179,216,555 | 9.7\% |
| Entertainment | \$13,704,533 | \$7,723,016 | \$4,054,061 | \$25,481,610 | 1.4\% |
| Cinemas | \$5,735,982 | \$3,000,308 | \$1,560,431 | \$10,296,722 | 0.6\% |
| Sub-total | \$109,395,833 | \$68,118,113 | \$37,480,940 | \$214,994,886 | 11.6\% |
| Total Area Retail \& Leisure Expenditure | \$870,083,282 | \$612,979,671 | \$364,268,843 | \$1,847,331,797 | 100.0\% |
| $\%$ of region to total trade area | 47.1\% | 33.2\% | 19.7\% | 100.0\% |  | STRATEGIES ${ }_{\text {inc. }}$.

## Total Market Expenditure Profile - 2020

|  |  |  |  | TotalTrade Area | \% |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | PTA | STA West | STA East |  |  |
| COMPARISON |  |  |  |  |  |
| Apparel | \$111,339,193 | \$60,349,582 | \$33,359,114 | \$205,047,889 | 8.9\% |
| Footwear | \$26,249,505 | \$14,068,082 | \$7,670,045 | \$47,987,632 | 2.1\% |
| Jewellery/Watches/Accessories | \$80,124,894 | \$44,071,690 | \$24,333,656 | \$148,530,240 | 6.4\% |
| Home Furniture/Accessories | \$66,656,046 | \$34,018,614 | \$18,991,733 | \$119,666,393 | 5.2\% |
| Appliances/Kitchen/Dining Accessories | \$37,211,377 | \$23,218,560 | \$13,841,162 | \$74,271,099 | 3.2\% |
| Books/Stationery | \$29,887,077 | \$15,997,775 | \$8,594,915 | \$54,479,767 | 2.4\% |
| Electronics/Media | \$65,574,606 | \$35,232,453 | \$19,135,247 | \$119,942,306 | 5.2\% |
| Sports/Toys/Music/Hobbies | \$59,331,746 | \$31,341,944 | \$17,141,992 | \$107,815,682 | 4.7\% |
| Specialty Retail | \$81,796,210 | \$49,829,644 | \$28,862,331 | \$160,488,186 | 6.9\% |
| Sub-total | \$558,170,654 | \$308,128,343 | \$171,930,197 | \$1,038,229,195 | 44.9\% |
| Convenience |  |  |  |  |  |
| Supermarket/Specialty Foods | \$324,333,772 | \$183,289,678 | \$102,469,249 | \$610,092,699 | 26.4\% |
| Health/Pharmaceuticals | \$60,757,281 | \$36,664,160 | \$20,953,096 | \$118,374,538 | 5.1\% |
| Personal Goods/Services | \$69,015,553 | \$36,913,153 | \$19,964,441 | \$125,893,147 | 5.4\% |
| Tobacco/Beverages | \$76,389,009 | \$45,441,150 | \$25,306,365 | \$147,136,523 | 6.4\% |
| Sub-total | \$530,495,615 | \$302,308,141 | \$168,693,151 | \$1,001,496,907 | 43.3\% |
| LEISURE/ENTERTAINMENT |  |  |  |  |  |
| Restaurants/Cafés | \$128,740,550 | \$64,302,339 | \$33,215,600 | \$226,258,489 | 9.8\% |
| Entertainment | \$19,613,394 | \$8,652,493 | \$4,225,700 | \$32,491,588 | 1.4\% |
| Cinemas | \$8,209,115 | \$3,361,400 | \$1,626,496 | \$13,197,011 | 0.6\% |
| Sub-total | \$156,563,059 | \$76,316,232 | \$39,067,797 | \$271,947,088 | 11.8\% |
| Total Area Retail \& Leisure Expenditure | \$1,245,229,328 | \$686,752,716 | \$379,691,145 | \$2,311,673,189 | 100.0\% |
| \% of region to total trade area | 53.9\% | 29.7\% | 16.4\% | 100.0\% |  |



