

Business Summary

Woodstock Ln & Rt 1
3306 Jefferson Davis Hwy, Stafford, Virginia, 22554
Rings: 3, 5, 10 mile radii

Prepared by Silver Companies
Latitude: 38.47974
Longitude: -77.38777

| Data for all businesses in area | | | 3 miles | | 5 miles | | 10 miles | | | | | |
|--|--------|---------|-----------|---------|---------|---------|-----------|---------|--------|---------|-----------|---------|
| Total Businesses: | | | 1,124 | | 1,767 | | 3,634 | | | | | |
| Total Employees: | | | 10,599 | | 18,549 | | 35,008 | | | | | |
| Total Residential Population: | | | 38,562 | | 66,739 | | 167,780 | | | | | |
| Employee/Residential Population Ratio: | | | 0.27:1 | | 0.28:1 | | 0.21:1 | | | | | |
| by SIC Codes | | | Employees | | | | Employees | | | | Employees | |
| | Number | Percent | Number | Percent | Number | Percent | Number | Percent | Number | Percent | Number | Percent |
| Agriculture & Mining | 20 | 1.8% | 76 | 0.7% | 33 | 1.9% | 195 | 1.1% | 69 | 1.9% | 388 | 1.1% |
| Construction | 91 | 8.1% | 452 | 4.3% | 175 | 9.9% | 920 | 5.0% | 402 | 11.1% | 2,013 | 5.8% |
| Manufacturing | 16 | 1.4% | 490 | 4.6% | 26 | 1.5% | 663 | 3.6% | 51 | 1.4% | 895 | 2.6% |
| Transportation | 33 | 2.9% | 207 | 2.0% | 55 | 3.1% | 359 | 1.9% | 123 | 3.4% | 765 | 2.2% |
| Communication | 11 | 1.0% | 72 | 0.7% | 18 | 1.0% | 111 | 0.6% | 34 | 0.9% | 185 | 0.5% |
| Utility | 2 | 0.2% | 12 | 0.1% | 8 | 0.5% | 40 | 0.2% | 17 | 0.5% | 182 | 0.5% |
| Wholesale Trade | 20 | 1.8% | 127 | 1.2% | 32 | 1.8% | 221 | 1.2% | 67 | 1.8% | 470 | 1.3% |
| | | | | | | | | | | | | |
| Retail Trade Summary | 274 | 24.4% | 3,923 | 37.0% | 356 | 20.1% | 4,597 | 24.8% | 662 | 18.2% | 7,534 | 21.5% |
| Home Improvement | 7 | 0.6% | 230 | 2.2% | 15 | 0.8% | 269 | 1.5% | 34 | 0.9% | 439 | 1.3% |
| General Merchandise Stores | 8 | 0.7% | 394 | 3.7% | 10 | 0.6% | 400 | 2.2% | 18 | 0.5% | 828 | 2.4% |
| Food Stores | 30 | 2.7% | 466 | 4.4% | 38 | 2.2% | 507 | 2.7% | 76 | 2.1% | 992 | 2.8% |
| Auto Dealers, Gas Stations, Auto Aftermarket | 34 | 3.0% | 317 | 3.0% | 50 | 2.8% | 404 | 2.2% | 102 | 2.8% | 655 | 1.9% |
| Apparel & Accessory Stores | 11 | 1.0% | 48 | 0.5% | 14 | 0.8% | 54 | 0.3% | 25 | 0.7% | 80 | 0.2% |
| Furniture & Home Furnishings | 25 | 2.2% | 190 | 1.8% | 31 | 1.8% | 203 | 1.1% | 64 | 1.8% | 306 | 0.9% |
| Eating & Drinking Places | 99 | 8.8% | 1,597 | 15.1% | 127 | 7.2% | 2,032 | 11.0% | 219 | 6.0% | 3,287 | 9.4% |
| Miscellaneous Retail | 61 | 5.4% | 682 | 6.4% | 72 | 4.1% | 729 | 3.9% | 123 | 3.4% | 946 | 2.7% |
| | | | | | | | | | | | | |
| Finance, Insurance, Real Estate Summary | 166 | 14.8% | 1,053 | 9.9% | 231 | 13.1% | 1,691 | 9.1% | 439 | 12.1% | 2,544 | 7.3% |
| Banks, Savings & Lending Institutions | 67 | 6.0% | 358 | 3.4% | 89 | 5.0% | 404 | 2.2% | 165 | 4.5% | 540 | 1.5% |
| Securities Brokers | 5 | 0.4% | 24 | 0.2% | 9 | 0.5% | 44 | 0.2% | 15 | 0.4% | 59 | 0.2% |
| Insurance Carriers & Agents | 16 | 1.4% | 50 | 0.5% | 30 | 1.7% | 86 | 0.5% | 63 | 1.7% | 202 | 0.6% |
| Real Estate, Holding, Other Investment Offices | 78 | 6.9% | 622 | 5.9% | 102 | 5.8% | 1,157 | 6.2% | 196 | 5.4% | 1,744 | 5.0% |
| | | | | | | | | | | | | |
| Services Summary | 424 | 37.7% | 3,799 | 35.8% | 679 | 38.4% | 7,098 | 38.3% | 1,459 | 40.1% | 14,994 | 42.8% |
| Hotels & Lodging | 17 | 1.5% | 268 | 2.5% | 22 | 1.2% | 493 | 2.7% | 34 | 0.9% | 670 | 1.9% |
| Automotive Services | 31 | 2.8% | 221 | 2.1% | 50 | 2.8% | 324 | 1.7% | 127 | 3.5% | 600 | 1.7% |
| Motion Pictures & Amusements | 36 | 3.2% | 219 | 2.1% | 59 | 3.3% | 342 | 1.8% | 120 | 3.3% | 646 | 1.8% |
| Health Services | 70 | 6.2% | 624 | 5.9% | 94 | 5.3% | 839 | 4.5% | 170 | 4.7% | 1,426 | 4.1% |
| Legal Services | 9 | 0.8% | 32 | 0.3% | 17 | 1.0% | 80 | 0.4% | 21 | 0.6% | 89 | 0.3% |
| Education Institutions & Libraries | 16 | 1.4% | 603 | 5.7% | 40 | 2.3% | 2,023 | 10.9% | 105 | 2.9% | 5,179 | 14.8% |
| Other Services | 246 | 21.9% | 1,832 | 17.3% | 397 | 22.5% | 2,996 | 16.2% | 882 | 24.3% | 6,384 | 18.2% |
| | | | | | | | | | | | | |
| Government | 9 | 0.8% | 253 | 2.4% | 55 | 3.1% | 2,395 | 12.9% | 114 | 3.1% | 4,432 | 12.7% |
| | | | | | | | | | | | | |
| Unclassified Establishments | 57 | 5.1% | 136 | 1.3% | 99 | 5.6% | 259 | 1.4% | 198 | 5.4% | 606 | 1.7% |
| | | | | | | | | | | | | |
| Totals | 1,124 | 100.0% | 10,599 | 100.0% | 1,767 | 100.0% | 18,549 | 100.0% | 3,634 | 100.0% | 35,008 | 100.0% |

Source: Copyright 2015 Infogroup, Inc. All rights reserved. Esri Total Residential Population forecasts for 2015.

March 09, 2016

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| by NAICS Codes | Businesses | | Employees | | Businesses | | Employees | | Businesses | | Employees | |
|---|--------------|---------------|---------------|---------------|--------------|---------------|---------------|---------------|--------------|---------------|---------------|---------------|
| | Number | Percent | Number | Percent | Number | Percent | Number | Percent | Number | Percent | Number | Percent |
| Agriculture, Forestry, Fishing & Hunting | 0 | 0.0% | 0 | 0.0% | 1 | 0.1% | 2 | 0.0% | 7 | 0.2% | 21 | 0.1% |
| Mining | 1 | 0.1% | 5 | 0.0% | 2 | 0.1% | 6 | 0.0% | 2 | 0.1% | 6 | 0.0% |
| Utilities | 2 | 0.2% | 9 | 0.1% | 3 | 0.2% | 25 | 0.1% | 4 | 0.1% | 26 | 0.1% |
| Construction | 95 | 8.5% | 466 | 4.4% | 183 | 10.4% | 944 | 5.1% | 423 | 11.6% | 2,113 | 6.0% |
| Manufacturing | 15 | 1.3% | 450 | 4.2% | 26 | 1.5% | 632 | 3.4% | 53 | 1.5% | 842 | 2.4% |
| Wholesale Trade | 19 | 1.7% | 123 | 1.2% | 30 | 1.7% | 216 | 1.2% | 62 | 1.7% | 457 | 1.3% |
| Retail Trade | 168 | 14.9% | 2,290 | 21.6% | 222 | 12.6% | 2,520 | 13.6% | 433 | 11.9% | 4,181 | 11.9% |
| Motor Vehicle & Parts Dealers | 32 | 2.8% | 312 | 2.9% | 46 | 2.6% | 392 | 2.1% | 87 | 2.4% | 595 | 1.7% |
| Furniture & Home Furnishings Stores | 8 | 0.7% | 23 | 0.2% | 9 | 0.5% | 25 | 0.1% | 19 | 0.5% | 46 | 0.1% |
| Electronics & Appliance Stores | 12 | 1.1% | 147 | 1.4% | 16 | 0.9% | 157 | 0.8% | 41 | 1.1% | 237 | 0.7% |
| Bldg Material & Garden Equipment & Supplies Dealers | 7 | 0.6% | 230 | 2.2% | 15 | 0.8% | 269 | 1.5% | 34 | 0.9% | 439 | 1.3% |
| Food & Beverage Stores | 26 | 2.3% | 442 | 4.2% | 33 | 1.9% | 470 | 2.5% | 66 | 1.8% | 933 | 2.7% |
| Health & Personal Care Stores | 16 | 1.4% | 310 | 2.9% | 19 | 1.1% | 326 | 1.8% | 36 | 1.0% | 406 | 1.2% |
| Gasoline Stations | 2 | 0.2% | 5 | 0.0% | 4 | 0.2% | 12 | 0.1% | 15 | 0.4% | 60 | 0.2% |
| Clothing & Clothing Accessories Stores | 12 | 1.1% | 52 | 0.5% | 15 | 0.8% | 58 | 0.3% | 26 | 0.7% | 84 | 0.2% |
| Sport Goods, Hobby, Book, & Music Stores | 9 | 0.8% | 84 | 0.8% | 11 | 0.6% | 88 | 0.5% | 17 | 0.5% | 100 | 0.3% |
| General Merchandise Stores | 8 | 0.7% | 394 | 3.7% | 10 | 0.6% | 400 | 2.2% | 18 | 0.5% | 828 | 2.4% |
| Miscellaneous Store Retailers | 32 | 2.8% | 198 | 1.9% | 37 | 2.1% | 227 | 1.2% | 62 | 1.7% | 320 | 0.9% |
| Nonstore Retailers | 5 | 0.4% | 94 | 0.9% | 6 | 0.3% | 97 | 0.5% | 12 | 0.3% | 132 | 0.4% |
| Transportation & Warehousing | 23 | 2.0% | 139 | 1.3% | 41 | 2.3% | 281 | 1.5% | 105 | 2.9% | 639 | 1.8% |
| Information | 20 | 1.8% | 167 | 1.6% | 32 | 1.8% | 286 | 1.5% | 61 | 1.7% | 478 | 1.4% |
| Finance & Insurance | 91 | 8.1% | 439 | 4.1% | 132 | 7.5% | 541 | 2.9% | 246 | 6.8% | 808 | 2.3% |
| Central Bank/Credit Intermediation & Related Activities | 70 | 6.2% | 365 | 3.4% | 92 | 5.2% | 412 | 2.2% | 168 | 4.6% | 548 | 1.6% |
| Securities, Commodity Contracts & Other Financial | 5 | 0.4% | 24 | 0.2% | 9 | 0.5% | 44 | 0.2% | 15 | 0.4% | 59 | 0.2% |
| Insurance Carriers & Related Activities; Funds, Trusts & | 16 | 1.4% | 50 | 0.5% | 30 | 1.7% | 86 | 0.5% | 63 | 1.7% | 202 | 0.6% |
| Real Estate, Rental & Leasing | 93 | 8.3% | 661 | 6.2% | 124 | 7.0% | 1,197 | 6.5% | 248 | 6.8% | 1,840 | 5.3% |
| Professional, Scientific & Tech Services | 105 | 9.3% | 1,098 | 10.4% | 168 | 9.5% | 1,702 | 9.2% | 328 | 9.0% | 2,819 | 8.1% |
| Legal Services | 15 | 1.3% | 45 | 0.4% | 24 | 1.4% | 103 | 0.6% | 29 | 0.8% | 115 | 0.3% |
| Management of Companies & Enterprises | 2 | 0.2% | 4 | 0.0% | 2 | 0.1% | 5 | 0.0% | 3 | 0.1% | 7 | 0.0% |
| Administrative & Support & Waste Management & Remediation | 40 | 3.6% | 132 | 1.2% | 67 | 3.8% | 310 | 1.7% | 139 | 3.8% | 866 | 2.5% |
| Educational Services | 26 | 2.3% | 644 | 6.1% | 53 | 3.0% | 2,013 | 10.9% | 127 | 3.5% | 5,161 | 14.7% |
| Health Care & Social Assistance | 89 | 7.9% | 868 | 8.2% | 127 | 7.2% | 1,289 | 6.9% | 248 | 6.8% | 2,569 | 7.3% |
| Arts, Entertainment & Recreation | 16 | 1.4% | 145 | 1.4% | 34 | 1.9% | 307 | 1.7% | 77 | 2.1% | 605 | 1.7% |
| Accommodation & Food Services | 117 | 10.4% | 1,885 | 17.8% | 150 | 8.5% | 2,548 | 13.7% | 256 | 7.0% | 3,992 | 11.4% |
| Accommodation | 17 | 1.5% | 268 | 2.5% | 22 | 1.2% | 493 | 2.7% | 34 | 0.9% | 670 | 1.9% |
| Food Services & Drinking Places | 101 | 9.0% | 1,617 | 15.3% | 128 | 7.2% | 2,054 | 11.1% | 222 | 6.1% | 3,322 | 9.5% |
| Other Services (except Public Administration) | 136 | 12.1% | 684 | 6.5% | 217 | 12.3% | 1,071 | 5.8% | 499 | 13.7% | 2,535 | 7.2% |
| Automotive Repair & Maintenance | 23 | 2.0% | 177 | 1.7% | 36 | 2.0% | 247 | 1.3% | 90 | 2.5% | 447 | 1.3% |
| Public Administration | 9 | 0.8% | 253 | 2.4% | 55 | 3.1% | 2,395 | 12.9% | 114 | 3.1% | 4,432 | 12.7% |
| Unclassified Establishments | 57 | 5.1% | 136 | 1.3% | 99 | 5.6% | 259 | 1.4% | 199 | 5.5% | 610 | 1.7% |
| Total | 1,124 | 100.0% | 10,599 | 100.0% | 1,767 | 100.0% | 18,549 | 100.0% | 3,634 | 100.0% | 35,008 | 100.0% |

Source: Copyright 2015 Infogroup, Inc. All rights reserved. Esri Total Residential Population forecasts for 2015.

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Demographic and Income Comparison Profile

Woodstock Ln & Rt 1
3306 Jefferson Davis Hwy, Stafford, Virginia, 22554
Rings: 3, 5, 10 mile radii

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| | 3 miles | 5 miles | 10 miles |
|--------------------------------------|-----------|-----------|-----------|
| Census 2010 Summary | | | |
| Population | 35,451 | 62,126 | 152,481 |
| Households | 11,755 | 18,979 | 48,604 |
| Families | 9,229 | 15,408 | 38,888 |
| Average Household Size | 3.00 | 3.10 | 3.05 |
| Owner Occupied Housing Units | 8,339 | 13,571 | 35,876 |
| Renter Occupied Housing Units | 3,416 | 5,408 | 12,728 |
| Median Age | 31.5 | 30.4 | 32.8 |
| 2015 Summary | | | |
| Population | 38,562 | 66,739 | 167,780 |
| Households | 12,842 | 20,519 | 53,479 |
| Families | 10,024 | 16,566 | 42,557 |
| Average Household Size | 2.99 | 3.09 | 3.05 |
| Owner Occupied Housing Units | 8,951 | 14,392 | 38,289 |
| Renter Occupied Housing Units | 3,891 | 6,127 | 15,190 |
| Median Age | 32.7 | 31.6 | 33.6 |
| Median Household Income | \$99,599 | \$102,326 | \$101,978 |
| Average Household Income | \$111,136 | \$115,250 | \$117,609 |
| 2020 Summary | | | |
| Population | 42,144 | 72,857 | 185,039 |
| Households | 14,046 | 22,504 | 59,028 |
| Families | 10,925 | 18,104 | 46,781 |
| Average Household Size | 2.99 | 3.09 | 3.06 |
| Owner Occupied Housing Units | 9,820 | 15,772 | 41,993 |
| Renter Occupied Housing Units | 4,226 | 6,733 | 17,035 |
| Median Age | 33.5 | 32.9 | 34.4 |
| Median Household Income | \$104,396 | \$106,412 | \$106,289 |
| Average Household Income | \$122,549 | \$127,204 | \$129,231 |
| Trends: 2015-2020 Annual Rate | | | |
| Population | 1.79% | 1.77% | 1.98% |
| Households | 1.81% | 1.86% | 1.99% |
| Families | 1.74% | 1.79% | 1.91% |
| Owner Households | 1.87% | 1.85% | 1.86% |
| Median Household Income | 0.95% | 0.79% | 0.83% |

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2015 and 2020.

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Demographic and Income Comparison Profile

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3306 Jefferson Davis Hwy, Stafford, Virginia, 22554
Rings: 3, 5, 10 mile radii

Prepared by Silver Companies
Latitude: 38.47974
Longitude: -77.38777

| 2015 Households by Income | 3 miles | | 5 miles | | 10 miles | |
|---------------------------|-----------|---------|-----------|---------|-----------|---------|
| | Number | Percent | Number | Percent | Number | Percent |
| <\$15,000 | 440 | 3.4% | 603 | 2.9% | 1,724 | 3.2% |
| \$15,000 - \$24,999 | 330 | 2.6% | 447 | 2.2% | 1,700 | 3.2% |
| \$25,000 - \$34,999 | 817 | 6.4% | 1,195 | 5.8% | 2,804 | 5.2% |
| \$35,000 - \$49,999 | 1,271 | 9.9% | 1,840 | 9.0% | 4,619 | 8.6% |
| \$50,000 - \$74,999 | 1,847 | 14.4% | 2,887 | 14.1% | 7,676 | 14.4% |
| \$75,000 - \$99,999 | 1,738 | 13.5% | 2,824 | 13.8% | 7,277 | 13.6% |
| \$100,000 - \$149,999 | 3,346 | 26.1% | 5,803 | 28.3% | 14,136 | 26.4% |
| \$150,000 - \$199,999 | 1,996 | 15.5% | 3,057 | 14.9% | 8,060 | 15.1% |
| \$200,000+ | 1,058 | 8.2% | 1,863 | 9.1% | 5,483 | 10.3% |
| Median Household Income | \$99,599 | | \$102,326 | | \$101,978 | |
| Average Household Income | \$111,136 | | \$115,250 | | \$117,609 | |
| Per Capita Income | \$37,203 | | \$36,487 | | \$37,748 | |

| 2020 Households by Income | 3 miles | | 5 miles | | 10 miles | |
|---------------------------|-----------|---------|-----------|---------|-----------|---------|
| | Number | Percent | Number | Percent | Number | Percent |
| <\$15,000 | 422 | 3.0% | 570 | 2.5% | 1,632 | 2.8% |
| \$15,000 - \$24,999 | 273 | 1.9% | 361 | 1.6% | 1,356 | 2.3% |
| \$25,000 - \$34,999 | 618 | 4.4% | 905 | 4.0% | 2,159 | 3.7% |
| \$35,000 - \$49,999 | 1,211 | 8.6% | 1,740 | 7.7% | 4,507 | 7.6% |
| \$50,000 - \$74,999 | 1,915 | 13.6% | 3,088 | 13.7% | 8,214 | 13.9% |
| \$75,000 - \$99,999 | 2,063 | 14.7% | 3,350 | 14.9% | 8,615 | 14.6% |
| \$100,000 - \$149,999 | 3,698 | 26.3% | 6,169 | 27.4% | 15,553 | 26.3% |
| \$150,000 - \$199,999 | 2,529 | 18.0% | 3,914 | 17.4% | 10,038 | 17.0% |
| \$200,000+ | 1,316 | 9.4% | 2,407 | 10.7% | 6,954 | 11.8% |
| Median Household Income | \$104,396 | | \$106,412 | | \$106,289 | |
| Average Household Income | \$122,549 | | \$127,204 | | \$129,231 | |
| Per Capita Income | \$41,090 | | \$40,411 | | \$41,467 | |

Data Note: Income is expressed in current dollars.

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2015 and 2020.

March 09, 2016

Demographic and Income Comparison Profile

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3306 Jefferson Davis Hwy, Stafford, Virginia, 22554
Rings: 3, 5, 10 mile radii

Prepared by Silver Companies
Latitude: 38.47974
Longitude: -77.38777

| | 3 miles | | 5 miles | | 10 miles | |
|-------------------------------|---------|---------|---------|---------|----------|---------|
| | Number | Percent | Number | Percent | Number | Percent |
| 2010 Population by Age | | | | | | |
| Age 0 - 4 | 3,009 | 8.5% | 4,993 | 8.0% | 11,738 | 7.7% |
| Age 5 - 9 | 2,958 | 8.3% | 5,015 | 8.1% | 12,269 | 8.0% |
| Age 10 - 14 | 2,982 | 8.4% | 5,253 | 8.5% | 12,840 | 8.4% |
| Age 15 - 19 | 2,827 | 8.0% | 5,039 | 8.1% | 12,396 | 8.1% |
| Age 20 - 24 | 2,488 | 7.0% | 5,461 | 8.8% | 10,980 | 7.2% |
| Age 25 - 34 | 5,275 | 14.9% | 9,258 | 14.9% | 20,413 | 13.4% |
| Age 35 - 44 | 5,606 | 15.8% | 9,611 | 15.5% | 23,843 | 15.6% |
| Age 45 - 54 | 5,668 | 16.0% | 9,803 | 15.8% | 24,966 | 16.4% |
| Age 55 - 64 | 3,017 | 8.5% | 4,978 | 8.0% | 14,084 | 9.2% |
| Age 65 - 74 | 1,083 | 3.1% | 1,801 | 2.9% | 5,954 | 3.9% |
| Age 75 - 84 | 403 | 1.1% | 696 | 1.1% | 2,341 | 1.5% |
| Age 85+ | 134 | 0.4% | 219 | 0.4% | 656 | 0.4% |
| 2015 Population by Age | | | | | | |
| Age 0 - 4 | 3,058 | 7.9% | 5,059 | 7.6% | 12,186 | 7.3% |
| Age 5 - 9 | 3,205 | 8.3% | 5,169 | 7.7% | 12,668 | 7.6% |
| Age 10 - 14 | 3,062 | 7.9% | 5,164 | 7.7% | 13,025 | 7.8% |
| Age 15 - 19 | 2,625 | 6.8% | 4,654 | 7.0% | 11,782 | 7.0% |
| Age 20 - 24 | 2,506 | 6.5% | 5,853 | 8.8% | 12,942 | 7.7% |
| Age 25 - 34 | 6,269 | 16.3% | 11,081 | 16.6% | 24,775 | 14.8% |
| Age 35 - 44 | 5,450 | 14.1% | 8,940 | 13.4% | 22,505 | 13.4% |
| Age 45 - 54 | 5,801 | 15.0% | 10,000 | 15.0% | 25,992 | 15.5% |
| Age 55 - 64 | 4,077 | 10.6% | 6,757 | 10.1% | 18,874 | 11.2% |
| Age 65 - 74 | 1,828 | 4.7% | 2,927 | 4.4% | 9,206 | 5.5% |
| Age 75 - 84 | 510 | 1.3% | 869 | 1.3% | 2,978 | 1.8% |
| Age 85+ | 172 | 0.4% | 266 | 0.4% | 847 | 0.5% |
| 2020 Population by Age | | | | | | |
| Age 0 - 4 | 3,285 | 7.8% | 5,478 | 7.5% | 13,348 | 7.2% |
| Age 5 - 9 | 3,330 | 7.9% | 5,372 | 7.4% | 13,253 | 7.2% |
| Age 10 - 14 | 3,469 | 8.2% | 5,561 | 7.6% | 13,908 | 7.5% |
| Age 15 - 19 | 2,846 | 6.8% | 4,820 | 6.6% | 12,297 | 6.6% |
| Age 20 - 24 | 2,230 | 5.3% | 5,252 | 7.2% | 11,442 | 6.2% |
| Age 25 - 34 | 7,090 | 16.8% | 12,915 | 17.7% | 30,170 | 16.3% |
| Age 35 - 44 | 6,453 | 15.3% | 10,595 | 14.5% | 26,042 | 14.1% |
| Age 45 - 54 | 5,290 | 12.6% | 9,009 | 12.4% | 23,829 | 12.9% |
| Age 55 - 64 | 4,778 | 11.3% | 8,197 | 11.3% | 22,776 | 12.3% |
| Age 65 - 74 | 2,408 | 5.7% | 4,027 | 5.5% | 12,553 | 6.8% |
| Age 75 - 84 | 766 | 1.8% | 1,293 | 1.8% | 4,334 | 2.3% |
| Age 85+ | 199 | 0.5% | 338 | 0.5% | 1,087 | 0.6% |

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2015 and 2020.

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|--------------------------------|---------------|----------------|---------------|----------------|---------------|----------------|
| 2010 Race and Ethnicity | Number | Percent | Number | Percent | Number | Percent |
| White Alone | 23,189 | 65.4% | 42,004 | 67.6% | 94,884 | 62.2% |
| Black Alone | 7,522 | 21.2% | 12,532 | 20.2% | 36,281 | 23.8% |
| American Indian Alone | 178 | 0.5% | 261 | 0.4% | 747 | 0.5% |
| Asian Alone | 1,127 | 3.2% | 1,968 | 3.2% | 6,622 | 4.3% |
| Pacific Islander Alone | 61 | 0.2% | 97 | 0.2% | 261 | 0.2% |
| Some Other Race Alone | 1,744 | 4.9% | 2,501 | 4.0% | 6,532 | 4.3% |
| Two or More Races | 1,630 | 4.6% | 2,763 | 4.4% | 7,154 | 4.7% |
| Hispanic Origin (Any Race) | 4,828 | 13.6% | 7,449 | 12.0% | 18,382 | 12.1% |
| 2015 Race and Ethnicity | Number | Percent | Number | Percent | Number | Percent |
| White Alone | 24,313 | 63.1% | 43,571 | 65.3% | 99,622 | 59.4% |
| Black Alone | 8,124 | 21.1% | 13,516 | 20.3% | 40,825 | 24.3% |
| American Indian Alone | 251 | 0.7% | 354 | 0.5% | 913 | 0.5% |
| Asian Alone | 1,371 | 3.6% | 2,375 | 3.6% | 8,259 | 4.9% |
| Pacific Islander Alone | 73 | 0.2% | 117 | 0.2% | 337 | 0.2% |
| Some Other Race Alone | 2,351 | 6.1% | 3,331 | 5.0% | 8,667 | 5.2% |
| Two or More Races | 2,078 | 5.4% | 3,474 | 5.2% | 9,157 | 5.5% |
| Hispanic Origin (Any Race) | 6,594 | 17.1% | 10,016 | 15.0% | 24,557 | 14.6% |
| 2020 Race and Ethnicity | Number | Percent | Number | Percent | Number | Percent |
| White Alone | 25,423 | 60.3% | 45,527 | 62.5% | 104,224 | 56.3% |
| Black Alone | 8,993 | 21.3% | 15,151 | 20.8% | 46,465 | 25.1% |
| American Indian Alone | 323 | 0.8% | 448 | 0.6% | 1,080 | 0.6% |
| Asian Alone | 1,688 | 4.0% | 2,931 | 4.0% | 10,106 | 5.5% |
| Pacific Islander Alone | 85 | 0.2% | 138 | 0.2% | 421 | 0.2% |
| Some Other Race Alone | 3,031 | 7.2% | 4,303 | 5.9% | 11,120 | 6.0% |
| Two or More Races | 2,601 | 6.2% | 4,359 | 6.0% | 11,622 | 6.3% |
| Hispanic Origin (Any Race) | 8,571 | 20.3% | 13,011 | 17.9% | 31,630 | 17.1% |

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2015 and 2020.

March 09, 2016

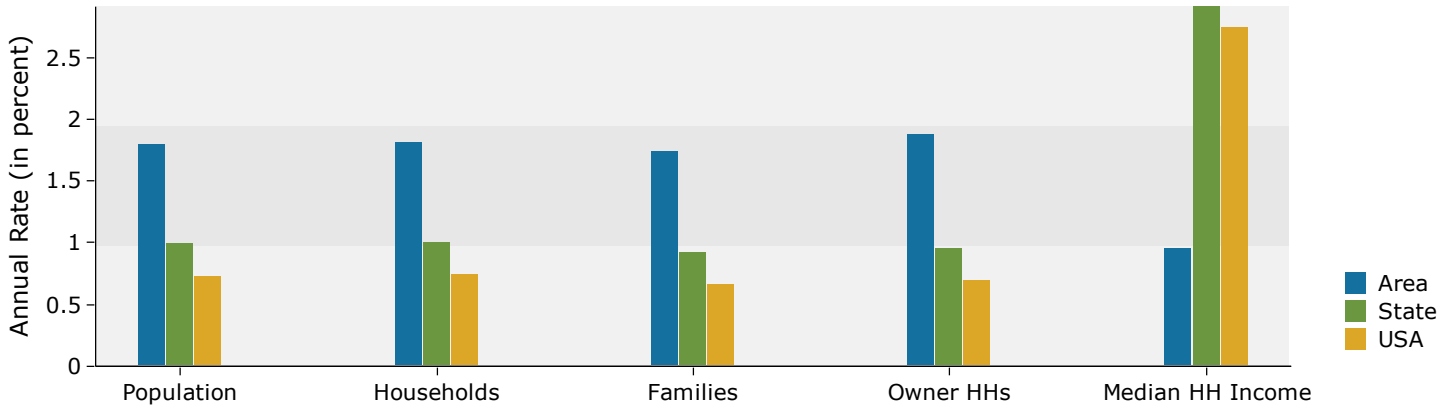
Demographic and Income Comparison Profile

Woodstock Ln & Rt 1
3306 Jefferson Davis Hwy, Stafford, Virginia, 22554
Rings: 3, 5, 10 mile radii

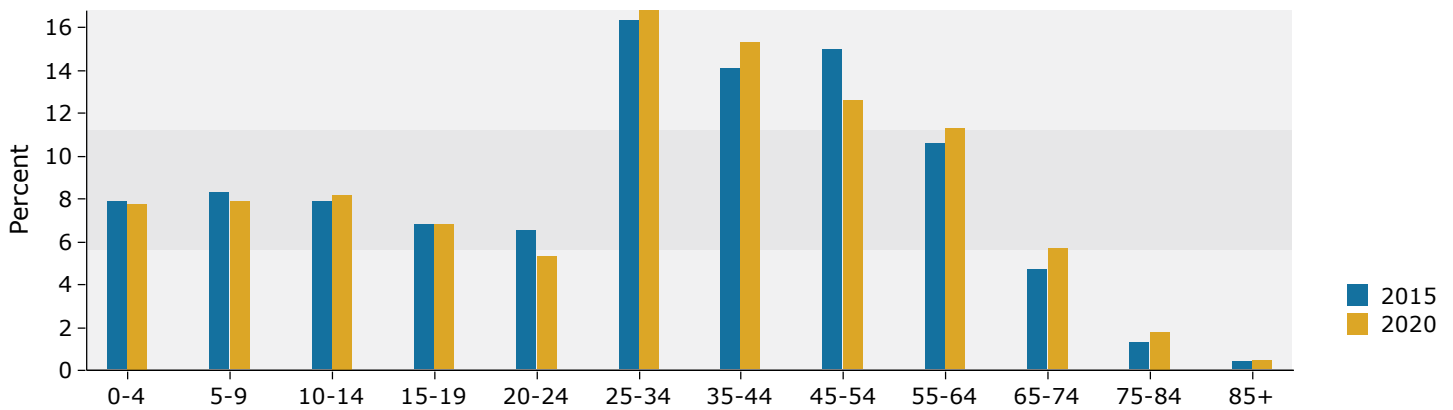
Prepared by Silver Companies
Latitude: 38.47974
Longitude: -77.38777

3 miles

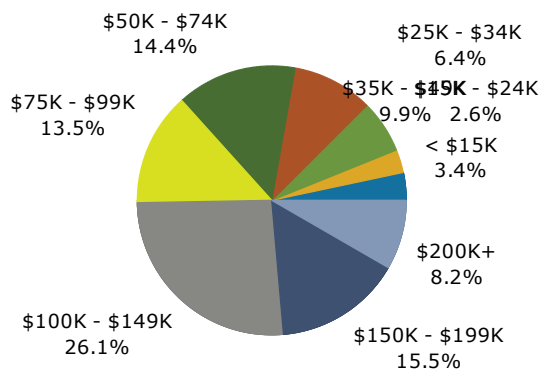
Trends 2015-2020



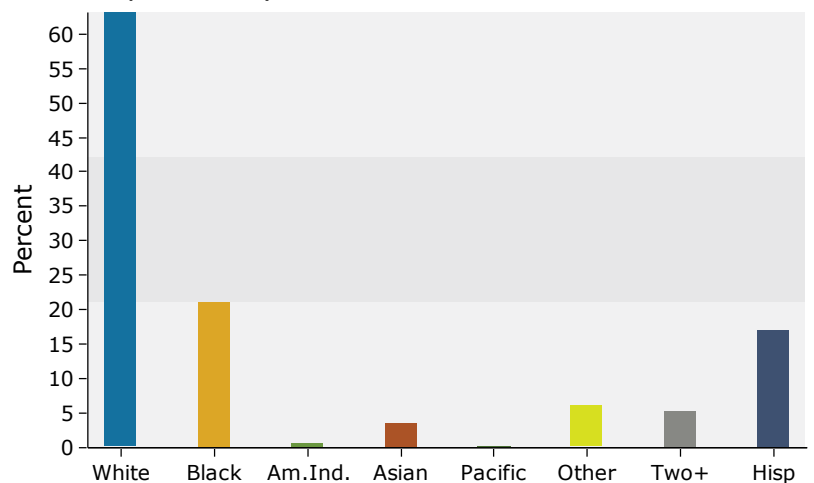
Population by Age



2015 Household Income



2015 Population by Race



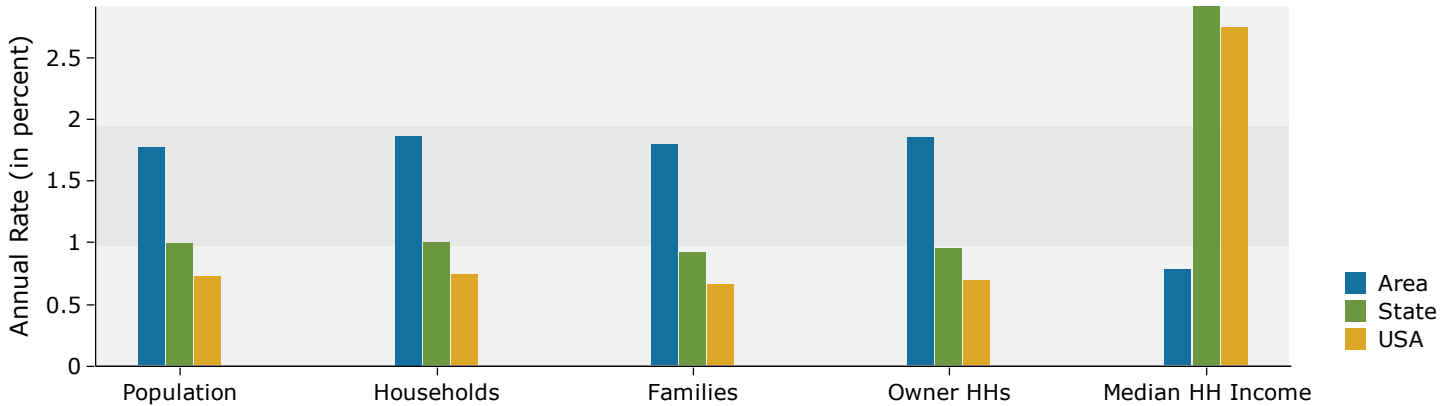
Demographic and Income Comparison Profile

Woodstock Ln & Rt 1
3306 Jefferson Davis Hwy, Stafford, Virginia, 22554
Rings: 3, 5, 10 mile radii

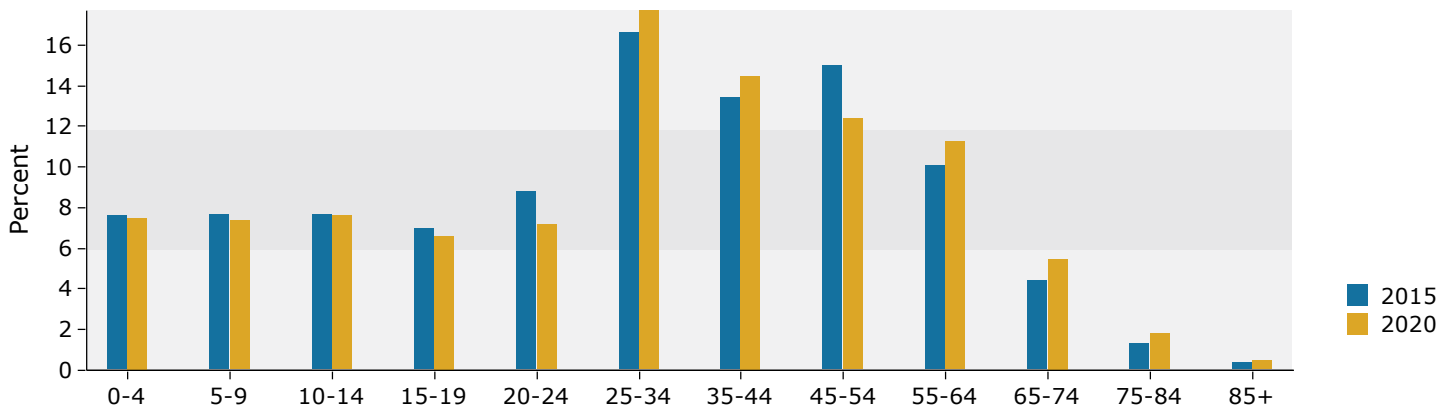
Prepared by Silver Companies
Latitude: 38.47974
Longitude: -77.38777

5 miles

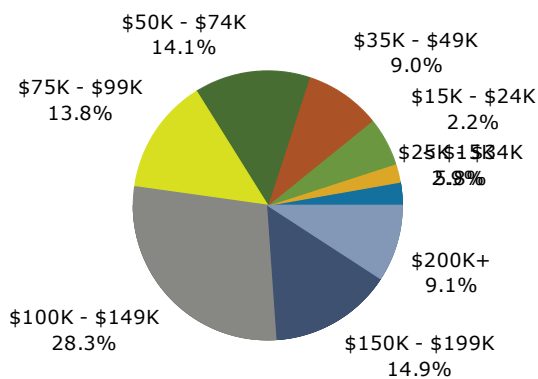
Trends 2015-2020



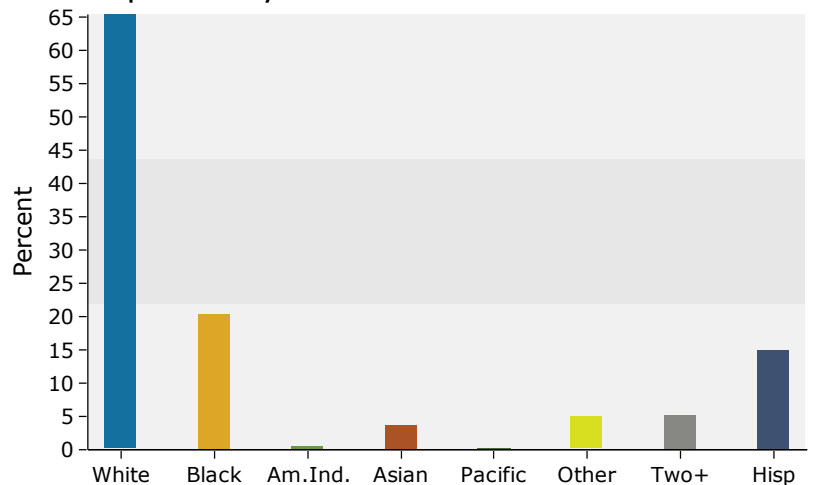
Population by Age



2015 Household Income



2015 Population by Race



Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2015 and 2020.

March 09, 2016

Demographic and Income Comparison Profile

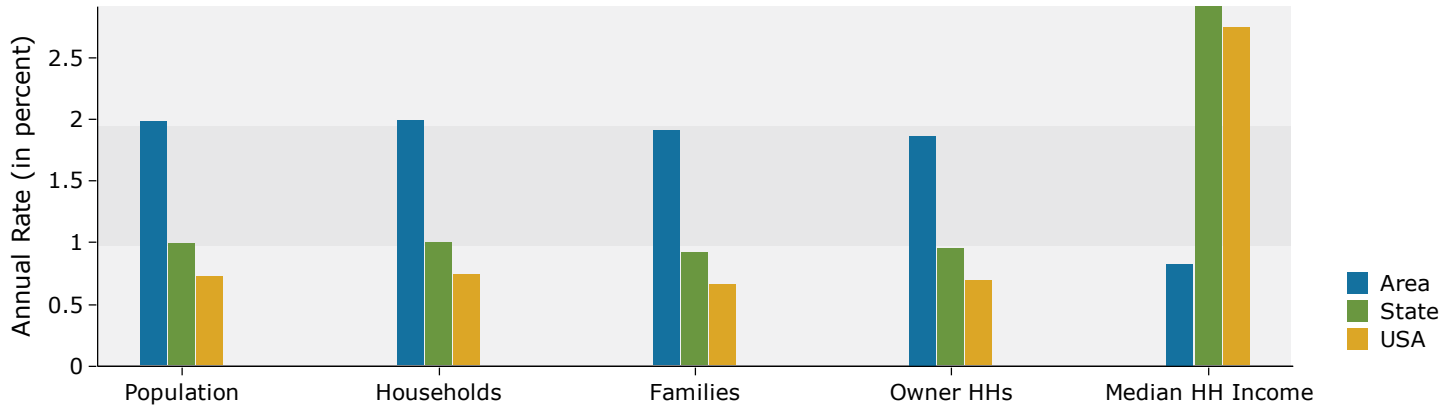
Woodstock Ln & Rt 1
3306 Jefferson Davis Hwy, Stafford, Virginia, 22554
Rings: 3, 5, 10 mile radii

Prepared by Silver Companies

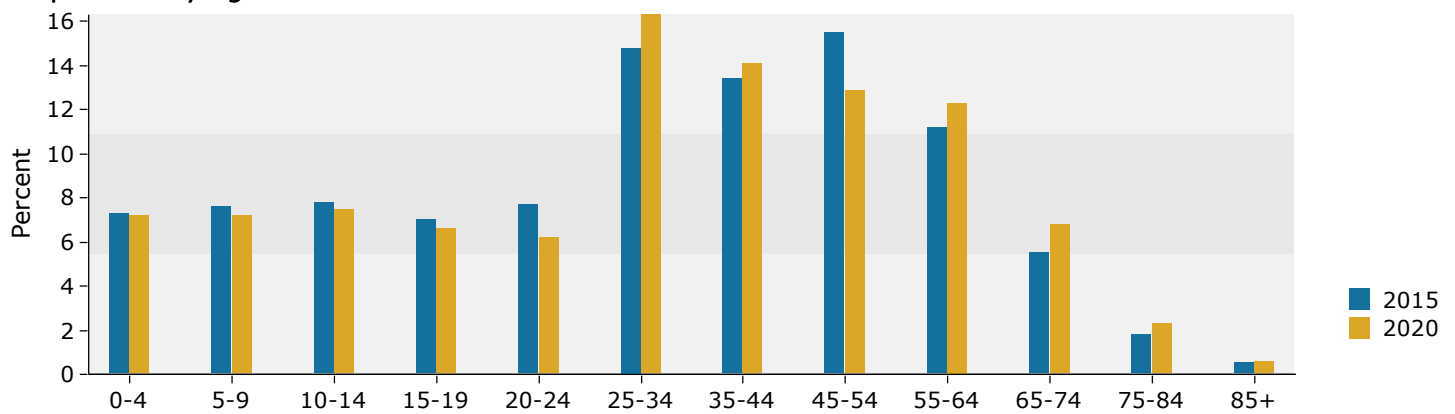
Latitude: 38.47974
Longitude: -77.38777

10 miles

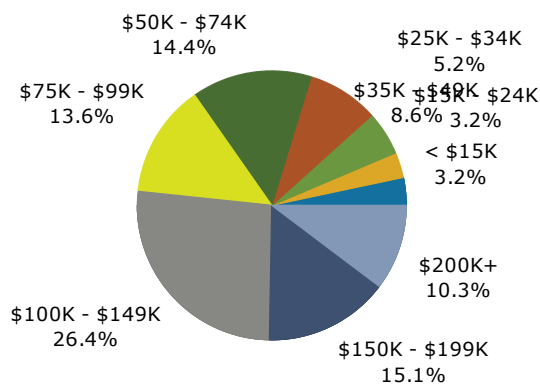
Trends 2015-2020



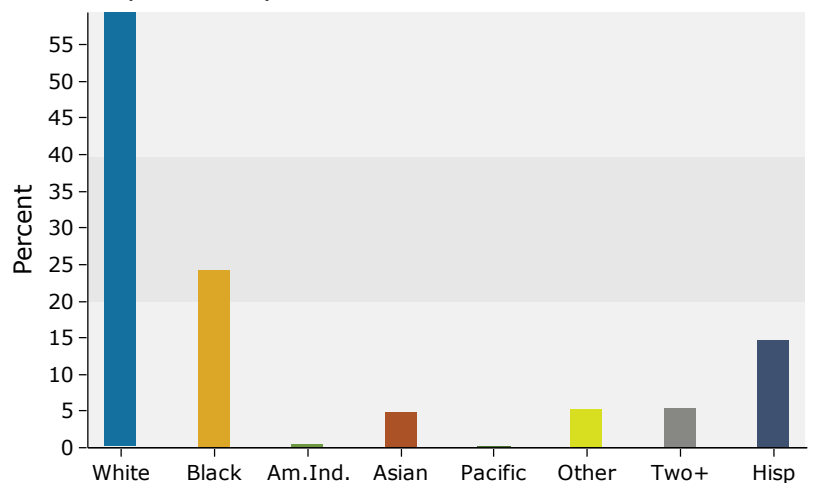
Population by Age



2015 Household Income



2015 Population by Race



Retail MarketPlace Profile

Woodstock Ln & Rt 1
3306 Jefferson Davis Hwy, Stafford, Virginia, 22554
Ring: 3 mile radius

Prepared by Silver Companies

Latitude: 38.47974

Longitude: -77.38777

Summary Demographics

| | |
|-------------------------------|----------|
| 2015 Population | 38,562 |
| 2015 Households | 12,842 |
| 2015 Median Disposable Income | \$75,943 |
| 2015 Per Capita Income | \$37,203 |

| Industry Summary | NAICS | Demand (Retail Potential) | Supply (Retail Sales) | Retail Gap | Leakage/Surplus Factor | Number of Businesses |
|-------------------------------------|-----------|------------------------------|--------------------------|---------------|---------------------------|-------------------------|
| Total Retail Trade and Food & Drink | 44-45,722 | \$759,561,182 | \$535,277,482 | \$224,283,700 | 17.3 | 260 |
| Total Retail Trade | 44-45 | \$684,063,908 | \$476,306,855 | \$207,757,053 | 17.9 | 160 |
| Total Food & Drink | 722 | \$75,497,274 | \$58,970,626 | \$16,526,648 | 12.3 | 101 |

| Industry Group | NAICS | Demand (Retail Potential) | Supply (Retail Sales) | Retail Gap | Leakage/Surplus Factor | Number of Businesses |
|---|----------|------------------------------|--------------------------|--------------|---------------------------|-------------------------|
| Motor Vehicle & Parts Dealers | 441 | \$161,876,924 | \$133,742,525 | \$28,134,399 | 9.5 | 32 |
| Automobile Dealers | 4411 | \$135,917,227 | \$119,139,743 | \$16,777,484 | 6.6 | 22 |
| Other Motor Vehicle Dealers | 4412 | \$16,479,508 | \$10,355,771 | \$6,123,737 | 22.8 | 3 |
| Auto Parts, Accessories & Tire Stores | 4413 | \$9,480,189 | \$4,247,011 | \$5,233,178 | 38.1 | 7 |
| Furniture & Home Furnishings Stores | 442 | \$21,432,893 | \$4,371,011 | \$17,061,882 | 66.1 | 8 |
| Furniture Stores | 4421 | \$13,005,840 | \$2,937,253 | \$10,068,587 | 63.2 | 4 |
| Home Furnishings Stores | 4422 | \$8,427,053 | \$1,433,758 | \$6,993,295 | 70.9 | 4 |
| Electronics & Appliance Stores | 443 | \$29,165,897 | \$27,178,104 | \$1,987,793 | 3.5 | 12 |
| Bldg Materials, Garden Equip. & Supply Stores | 444 | \$33,741,827 | \$27,323,755 | \$6,418,072 | 10.5 | 7 |
| Bldg Material & Supplies Dealers | 4441 | \$30,915,827 | \$25,618,860 | \$5,296,967 | 9.4 | 5 |
| Lawn & Garden Equip & Supply Stores | 4442 | \$2,826,000 | \$1,704,895 | \$1,121,105 | 24.7 | 2 |
| Food & Beverage Stores | 445 | \$128,252,408 | \$85,342,369 | \$42,910,039 | 20.1 | 22 |
| Grocery Stores | 4451 | \$119,531,838 | \$83,143,055 | \$36,388,783 | 18.0 | 19 |
| Specialty Food Stores | 4452 | \$3,707,215 | \$980,329 | \$2,726,886 | 58.2 | 2 |
| Beer, Wine & Liquor Stores | 4453 | \$5,013,354 | \$1,218,985 | \$3,794,369 | 60.9 | 2 |
| Health & Personal Care Stores | 446,4461 | \$35,591,706 | \$18,802,144 | \$16,789,562 | 30.9 | 9 |
| Gasoline Stations | 447,4471 | \$47,064,019 | \$13,789,649 | \$33,274,370 | 54.7 | 5 |
| Clothing & Clothing Accessories Stores | 448 | \$35,590,086 | \$6,270,453 | \$29,319,633 | 70.0 | 12 |
| Clothing Stores | 4481 | \$25,341,926 | \$3,991,090 | \$21,350,836 | 72.8 | 9 |
| Shoe Stores | 4482 | \$3,978,928 | \$1,549,688 | \$2,429,240 | 43.9 | 2 |
| Jewelry, Luggage & Leather Goods Stores | 4483 | \$6,269,232 | \$729,675 | \$5,539,557 | 79.1 | 1 |
| Sporting Goods, Hobby, Book & Music Stores | 451 | \$19,408,273 | \$10,400,559 | \$9,007,714 | 30.2 | 9 |
| Sporting Goods/Hobby/Musical Instr Stores | 4511 | \$15,658,580 | \$10,164,868 | \$5,493,712 | 21.3 | 8 |
| Book, Periodical & Music Stores | 4512 | \$3,749,693 | \$235,691 | \$3,514,002 | 88.2 | 1 |
| General Merchandise Stores | 452 | \$130,495,995 | \$113,573,146 | \$16,922,849 | 6.9 | 8 |
| Department Stores Excluding Leased Depts. | 4521 | \$100,885,097 | \$108,932,574 | -\$8,047,477 | -3.8 | 4 |
| Other General Merchandise Stores | 4529 | \$29,610,898 | \$4,640,572 | \$24,970,326 | 72.9 | 4 |
| Miscellaneous Store Retailers | 453 | \$21,942,692 | \$21,509,821 | \$432,871 | 1.0 | 30 |
| Florists | 4531 | \$1,202,108 | \$660,985 | \$541,123 | 29.0 | 4 |
| Office Supplies, Stationery & Gift Stores | 4532 | \$6,558,528 | \$5,436,512 | \$1,122,016 | 9.4 | 8 |
| Used Merchandise Stores | 4533 | \$3,354,355 | \$2,120,560 | \$1,233,795 | 22.5 | 4 |
| Other Miscellaneous Store Retailers | 4539 | \$10,827,701 | \$13,291,765 | -\$2,464,064 | -10.2 | 14 |
| Nonstore Retailers | 454 | \$19,501,187 | \$14,003,319 | \$5,497,868 | 16.4 | 6 |
| Electronic Shopping & Mail-Order Houses | 4541 | \$14,150,833 | \$2,210,476 | \$11,940,357 | 73.0 | 2 |
| Vending Machine Operators | 4542 | \$1,096,101 | \$0 | \$1,096,101 | 100.0 | 0 |
| Direct Selling Establishments | 4543 | \$4,254,253 | \$11,792,843 | -\$7,538,590 | -47.0 | 4 |
| Food Services & Drinking Places | 722 | \$75,497,274 | \$58,970,626 | \$16,526,648 | 12.3 | 101 |
| Full-Service Restaurants | 7221 | \$41,641,673 | \$28,010,011 | \$13,631,662 | 19.6 | 58 |
| Limited-Service Eating Places | 7222 | \$31,785,820 | \$29,337,639 | \$2,448,181 | 4.0 | 39 |
| Special Food Services | 7223 | \$1,511,494 | \$1,622,976 | -\$111,482 | -3.6 | 3 |
| Drinking Places - Alcoholic Beverages | 7224 | \$558,286 | \$0 | \$558,286 | 100.0 | 0 |

Data Note: Supply (retail sales) estimates sales to consumers by establishments. Sales to businesses are excluded. Demand (retail potential) estimates the expected amount spent by consumers at retail establishments. Supply and demand estimates are in current dollars. The Leakage/Surplus Factor presents a snapshot of retail opportunity. This is a measure of the relationship between supply and demand that ranges from +100 (total leakage) to -100 (total surplus). A positive value represents 'leakage' of retail opportunity outside the trade area. A negative value represents a surplus of retail sales, a market where customers are drawn in from outside the trade area. The Retail Gap represents the difference between Retail Potential and Retail Sales. Esri uses the North American Industry Classification System (NAICS) to classify businesses by their primary type of economic activity. Retail establishments are classified into 27 industry groups in the Retail Trade sector, as well as four industry groups within the Food Services & Drinking Establishments subsector. For more information on the Retail MarketPlace data, please click the link below to view the Methodology Statement.

<http://www.esri.com/library/whitepapers/pdfs/esri-data-retail-marketplace.pdf>

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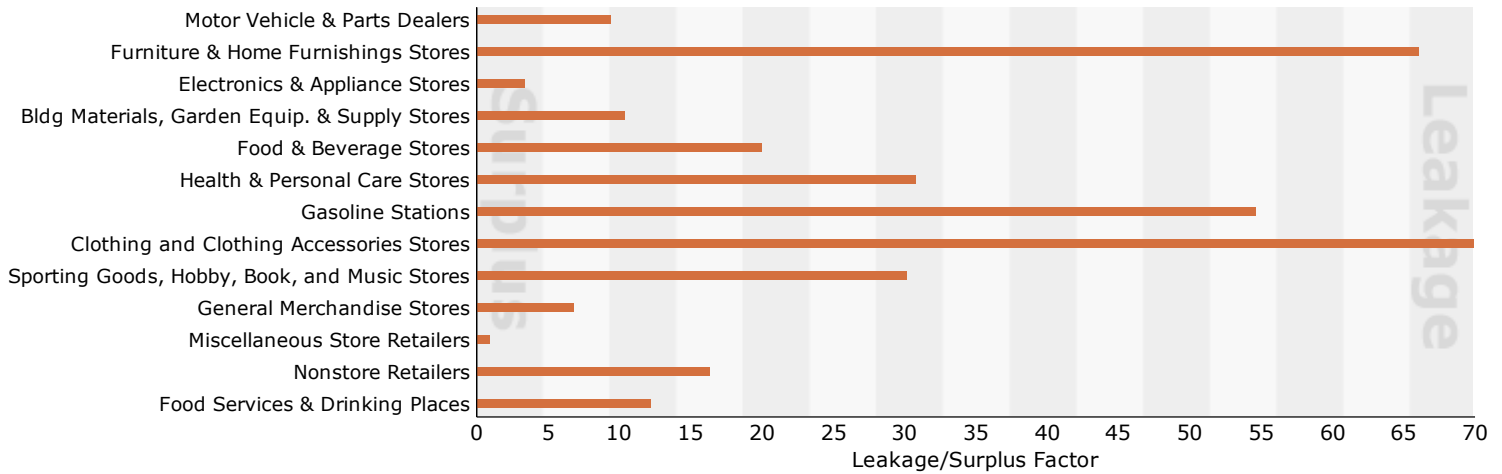
Retail MarketPlace Profile

Woodstock Ln & Rt 1
3306 Jefferson Davis Hwy, Stafford, Virginia, 22554
Ring: 3 mile radius

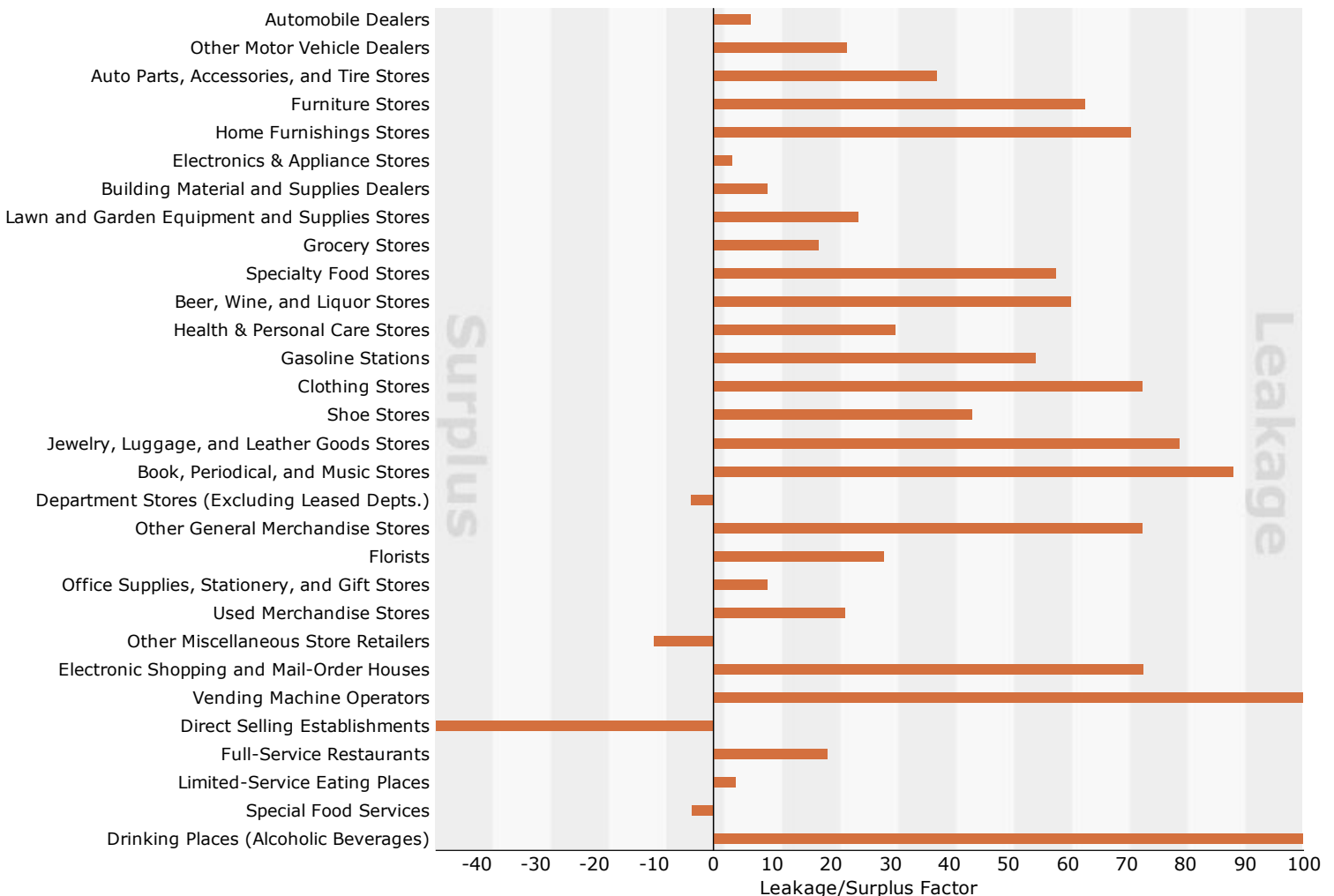
Prepared by Silver Companies

Latitude: 38.47974
Longitude: -77.38777

Leakage/Surplus Factor by Industry Subsector



Leakage/Surplus Factor by Industry Group





Established 1941

Retail MarketPlace Profile

Woodstock Ln & Rt 1
3306 Jefferson Davis Hwy, Stafford, Virginia, 22554
Ring: 5 mile radius

Prepared by Silver Companies

Latitude: 38.47974
Longitude: -77.38777

Summary Demographics

| | |
|-------------------------------|----------|
| 2015 Population | 66,739 |
| 2015 Households | 20,519 |
| 2015 Median Disposable Income | \$78,017 |
| 2015 Per Capita Income | \$36,487 |

Industry Summary

| | NAICS | Demand (Retail Potential) | Supply (Retail Sales) | Retail Gap | Leakage/Surplus Factor | Number of Businesses |
|-------------------------------------|-----------|------------------------------|--------------------------|---------------|---------------------------|-------------------------|
| Total Retail Trade and Food & Drink | 44-45,722 | \$1,256,080,018 | \$600,736,000 | \$655,344,018 | 35.3 | 340 |
| Total Retail Trade | 44-45 | \$1,131,156,162 | \$524,370,019 | \$606,786,143 | 36.7 | 212 |
| Total Food & Drink | 722 | \$124,923,856 | \$76,365,980 | \$48,557,876 | 24.1 | 128 |

Industry Group

| | NAICS | Demand (Retail Potential) | Supply (Retail Sales) | Retail Gap | Leakage/Surplus Factor | Number of Businesses |
|---|----------|------------------------------|--------------------------|---------------|---------------------------|-------------------------|
| Motor Vehicle & Parts Dealers | 441 | \$268,025,998 | \$156,448,808 | \$111,577,190 | 26.3 | 45 |
| Automobile Dealers | 4411 | \$224,835,285 | \$125,204,981 | \$99,630,304 | 28.5 | 27 |
| Other Motor Vehicle Dealers | 4412 | \$27,532,873 | \$25,685,834 | \$1,847,039 | 3.5 | 9 |
| Auto Parts, Accessories & Tire Stores | 4413 | \$15,657,840 | \$5,557,994 | \$10,099,846 | 47.6 | 10 |
| Furniture & Home Furnishings Stores | 442 | \$35,572,003 | \$4,642,569 | \$30,929,434 | 76.9 | 9 |
| Furniture Stores | 4421 | \$21,635,928 | \$2,937,253 | \$18,698,675 | 76.1 | 4 |
| Home Furnishings Stores | 4422 | \$13,936,075 | \$1,705,316 | \$12,230,759 | 78.2 | 5 |
| Electronics & Appliance Stores | 443 | \$48,288,495 | \$28,997,106 | \$19,291,389 | 25.0 | 16 |
| Bldg Materials, Garden Equip. & Supply Stores | 444 | \$55,982,361 | \$31,954,669 | \$24,027,692 | 27.3 | 15 |
| Bldg Material & Supplies Dealers | 4441 | \$51,292,089 | \$29,200,334 | \$22,091,755 | 27.4 | 12 |
| Lawn & Garden Equip & Supply Stores | 4442 | \$4,690,272 | \$2,754,335 | \$1,935,937 | 26.0 | 3 |
| Food & Beverage Stores | 445 | \$211,471,870 | \$91,510,192 | \$119,961,678 | 39.6 | 29 |
| Grocery Stores | 4451 | \$197,087,480 | \$88,817,816 | \$108,269,664 | 37.9 | 23 |
| Specialty Food Stores | 4452 | \$6,118,271 | \$1,193,809 | \$4,924,462 | 67.3 | 3 |
| Beer, Wine & Liquor Stores | 4453 | \$8,266,119 | \$1,498,567 | \$6,767,552 | 69.3 | 2 |
| Health & Personal Care Stores | 446,4461 | \$58,817,398 | \$21,770,415 | \$37,046,983 | 46.0 | 12 |
| Gasoline Stations | 447,4471 | \$77,444,587 | \$17,381,387 | \$60,063,200 | 63.3 | 7 |
| Clothing & Clothing Accessories Stores | 448 | \$58,895,717 | \$7,036,952 | \$51,858,765 | 78.7 | 15 |
| Clothing Stores | 4481 | \$41,897,580 | \$4,757,589 | \$37,139,991 | 79.6 | 12 |
| Shoe Stores | 4482 | \$6,571,253 | \$1,549,688 | \$5,021,565 | 61.8 | 2 |
| Jewelry, Luggage & Leather Goods Stores | 4483 | \$10,426,884 | \$729,675 | \$9,697,209 | 86.9 | 1 |
| Sporting Goods, Hobby, Book & Music Stores | 451 | \$32,283,196 | \$10,879,745 | \$21,403,451 | 49.6 | 11 |
| Sporting Goods/Hobby/Musical Instr Stores | 4511 | \$26,052,077 | \$10,644,054 | \$15,408,023 | 42.0 | 10 |
| Book, Periodical & Music Stores | 4512 | \$6,231,120 | \$235,691 | \$5,995,429 | 92.7 | 1 |
| General Merchandise Stores | 452 | \$215,880,228 | \$114,629,504 | \$101,250,724 | 30.6 | 10 |
| Department Stores Excluding Leased Depts. | 4521 | \$167,030,334 | \$108,932,574 | \$58,097,760 | 21.1 | 4 |
| Other General Merchandise Stores | 4529 | \$48,849,894 | \$5,696,930 | \$43,152,964 | 79.1 | 6 |
| Miscellaneous Store Retailers | 453 | \$36,271,424 | \$24,397,593 | \$11,873,831 | 19.6 | 35 |
| Florists | 4531 | \$1,994,338 | \$881,832 | \$1,112,506 | 38.7 | 5 |
| Office Supplies, Stationery & Gift Stores | 4532 | \$10,867,946 | \$5,637,498 | \$5,230,448 | 31.7 | 8 |
| Used Merchandise Stores | 4533 | \$5,568,496 | \$2,931,128 | \$2,637,368 | 31.0 | 5 |
| Other Miscellaneous Store Retailers | 4539 | \$17,840,643 | \$14,947,135 | \$2,893,508 | 8.8 | 17 |
| Nonstore Retailers | 454 | \$32,222,885 | \$14,721,079 | \$17,501,806 | 37.3 | 7 |
| Electronic Shopping & Mail-Order Houses | 4541 | \$23,430,185 | \$2,669,040 | \$20,761,145 | 79.5 | 3 |
| Vending Machine Operators | 4542 | \$1,808,346 | \$0 | \$1,808,346 | 100.0 | 0 |
| Direct Selling Establishments | 4543 | \$6,984,355 | \$12,052,038 | -\$5,067,683 | -26.6 | 4 |
| Food Services & Drinking Places | 722 | \$124,923,856 | \$76,365,980 | \$48,557,876 | 24.1 | 128 |
| Full-Service Restaurants | 7221 | \$68,933,875 | \$34,716,766 | \$34,217,109 | 33.0 | 74 |
| Limited-Service Eating Places | 7222 | \$52,533,456 | \$39,877,983 | \$12,655,473 | 13.7 | 49 |
| Special Food Services | 7223 | \$2,537,110 | \$1,771,231 | \$765,879 | 17.8 | 5 |
| Drinking Places - Alcoholic Beverages | 7224 | \$919,415 | \$0 | \$919,415 | 100.0 | 0 |

Data Note: Supply (retail sales) estimates sales to consumers by establishments. Sales to businesses are excluded. Demand (retail potential) estimates the expected amount spent by consumers at retail establishments. Supply and demand estimates are in current dollars. The Leakage/Surplus Factor presents a snapshot of retail opportunity. This is a measure of the relationship between supply and demand that ranges from +100 (total leakage) to -100 (total surplus). A positive value represents 'leakage' of retail opportunity outside the trade area. A negative value represents a surplus of retail sales, a market where customers are drawn in from outside the trade area. The Retail Gap represents the difference between Retail Potential and Retail Sales. Esri uses the North American Industry Classification System (NAICS) to classify businesses by their primary type of economic activity. Retail establishments are classified into 27 industry groups in the Retail Trade sector, as well as four industry groups within the Food Services & Drinking Establishments subsector. For more information on the Retail MarketPlace data, please click the link below to view the Methodology Statement.

<http://www.esri.com/library/whitepapers/pdfs/esri-data-retail-marketplace.pdf>

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March 09, 2016

Retail MarketPlace Profile

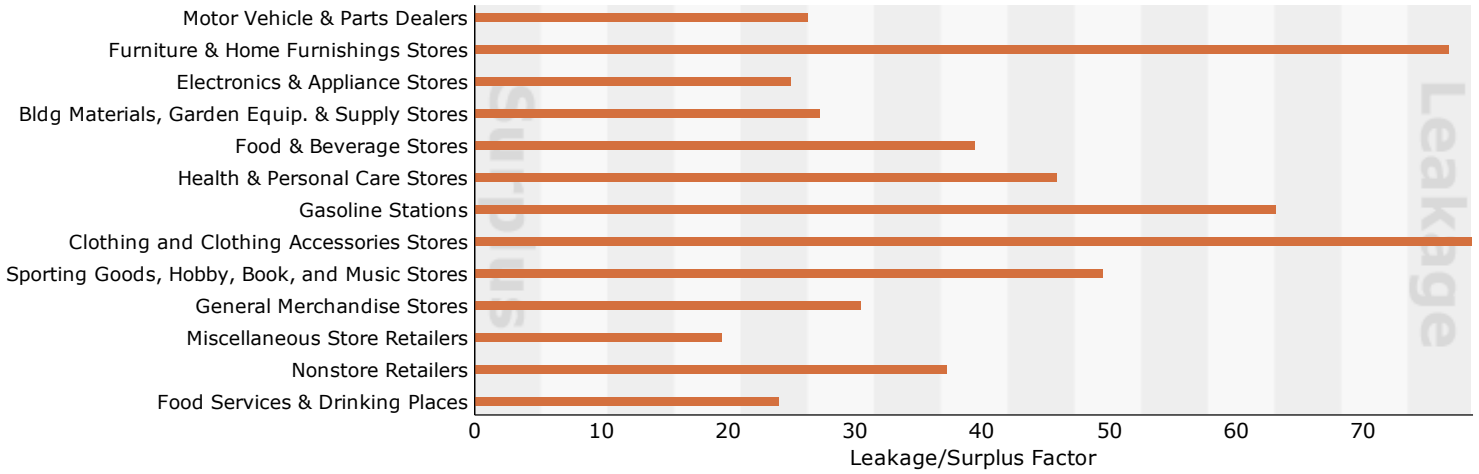
Woodstock Ln & Rt 1
3306 Jefferson Davis Hwy, Stafford, Virginia, 22554
Ring: 5 mile radius

Prepared by Silver Companies

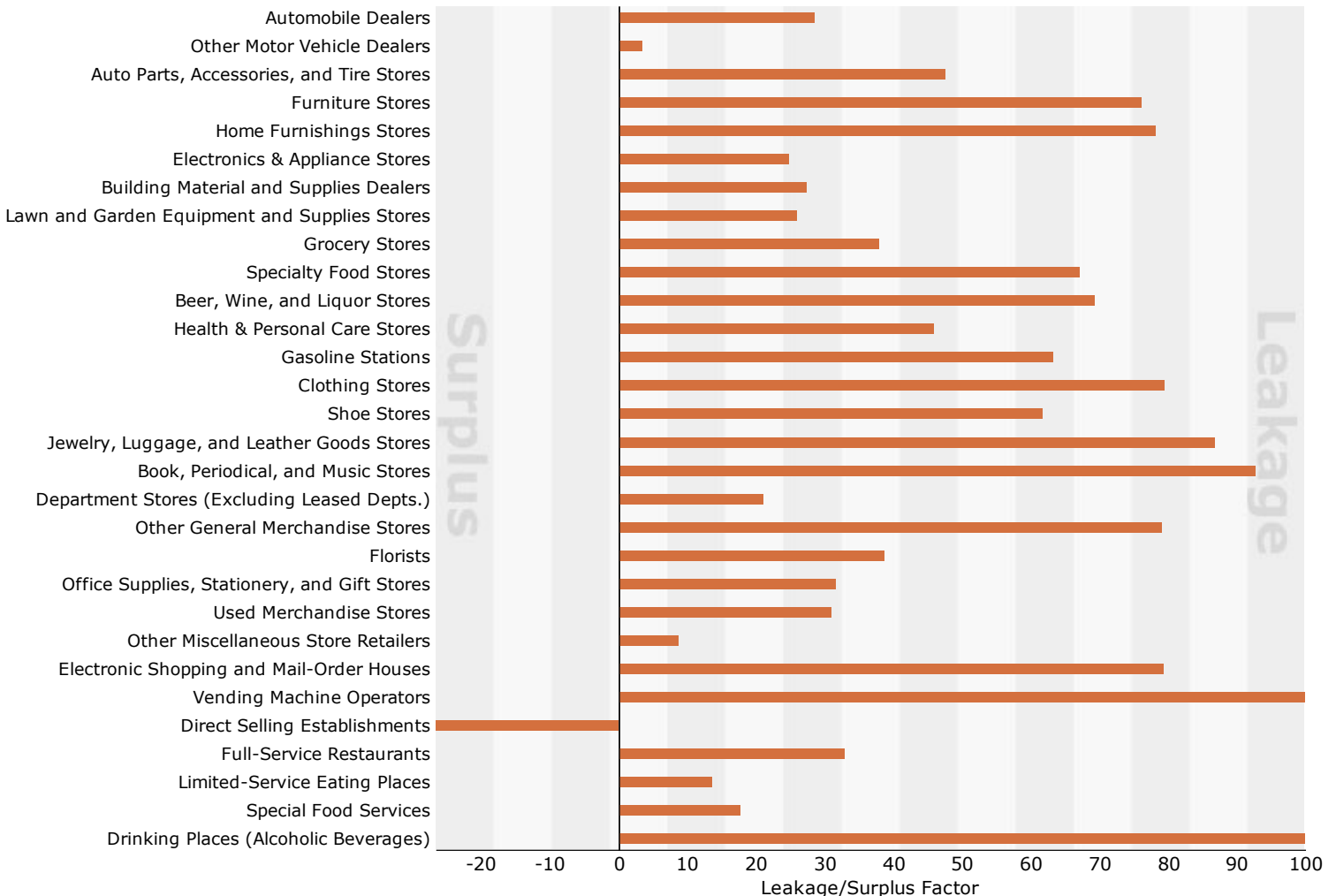
Latitude: 38.47974

Longitude: -77.38777

Leakage/Surplus Factor by Industry Subsector



Leakage/Surplus Factor by Industry Group





Established 1941

Retail MarketPlace Profile

Woodstock Ln & Rt 1
3306 Jefferson Davis Hwy, Stafford, Virginia, 22554
Ring: 10 mile radius

Prepared by Silver Companies

Latitude: 38.47974
Longitude: -77.38777

Summary Demographics

| | |
|-------------------------------|----------|
| 2015 Population | 167,780 |
| 2015 Households | 53,479 |
| 2015 Median Disposable Income | \$77,939 |
| 2015 Per Capita Income | \$37,748 |

Industry Summary

| | NAICS | Demand (Retail Potential) | Supply (Retail Sales) | Retail Gap | Leakage/Surplus Factor | Number of Businesses |
|-------------------------------------|-----------|------------------------------|--------------------------|-----------------|---------------------------|-------------------------|
| Total Retail Trade and Food & Drink | 44-45,722 | \$3,332,675,760 | \$1,027,744,734 | \$2,304,931,026 | 52.9 | 635 |
| Total Retail Trade | 44-45 | \$3,001,343,761 | \$895,933,515 | \$2,105,410,246 | 54.0 | 413 |
| Total Food & Drink | 722 | \$331,331,999 | \$131,811,220 | \$199,520,779 | 43.1 | 222 |

Industry Group

| | NAICS | Demand (Retail Potential) | Supply (Retail Sales) | Retail Gap | Leakage/Surplus Factor | Number of Businesses |
|---|----------|------------------------------|--------------------------|---------------|---------------------------|-------------------------|
| Motor Vehicle & Parts Dealers | 441 | \$708,289,795 | \$233,143,341 | \$475,146,454 | 50.5 | 84 |
| Automobile Dealers | 4411 | \$593,312,014 | \$183,472,601 | \$409,839,413 | 52.8 | 47 |
| Other Motor Vehicle Dealers | 4412 | \$73,382,376 | \$40,004,072 | \$33,378,304 | 29.4 | 18 |
| Auto Parts, Accessories & Tire Stores | 4413 | \$41,595,404 | \$9,666,669 | \$31,928,735 | 62.3 | 19 |
| Furniture & Home Furnishings Stores | 442 | \$94,078,218 | \$8,405,120 | \$85,673,098 | 83.6 | 19 |
| Furniture Stores | 4421 | \$57,103,334 | \$5,996,892 | \$51,106,442 | 81.0 | 10 |
| Home Furnishings Stores | 4422 | \$36,974,884 | \$2,408,229 | \$34,566,655 | 87.8 | 9 |
| Electronics & Appliance Stores | 443 | \$128,447,782 | \$43,637,312 | \$84,810,470 | 49.3 | 38 |
| Bldg Materials, Garden Equip. & Supply Stores | 444 | \$149,814,503 | \$52,613,427 | \$97,201,076 | 48.0 | 33 |
| Bldg Material & Supplies Dealers | 4441 | \$137,195,843 | \$47,735,336 | \$89,460,507 | 48.4 | 27 |
| Lawn & Garden Equip & Supply Stores | 4442 | \$12,618,660 | \$4,878,091 | \$7,740,569 | 44.2 | 6 |
| Food & Beverage Stores | 445 | \$562,797,191 | \$189,726,171 | \$373,071,020 | 49.6 | 61 |
| Grocery Stores | 4451 | \$524,061,463 | \$183,720,364 | \$340,341,099 | 48.1 | 50 |
| Specialty Food Stores | 4452 | \$16,434,417 | \$3,495,777 | \$12,938,640 | 64.9 | 8 |
| Beer, Wine & Liquor Stores | 4453 | \$22,301,311 | \$2,510,030 | \$19,791,281 | 79.8 | 3 |
| Health & Personal Care Stores | 446,4461 | \$157,193,735 | \$34,267,888 | \$122,925,847 | 64.2 | 25 |
| Gasoline Stations | 447,4471 | \$204,650,893 | \$46,086,386 | \$158,564,507 | 63.2 | 19 |
| Clothing & Clothing Accessories Stores | 448 | \$156,444,765 | \$10,160,353 | \$146,284,412 | 87.8 | 26 |
| Clothing Stores | 4481 | \$111,316,727 | \$7,820,254 | \$103,496,473 | 86.9 | 23 |
| Shoe Stores | 4482 | \$17,465,588 | \$1,549,688 | \$15,915,900 | 83.7 | 2 |
| Jewelry, Luggage & Leather Goods Stores | 4483 | \$27,662,450 | \$790,410 | \$26,872,040 | 94.4 | 1 |
| Sporting Goods, Hobby, Book & Music Stores | 451 | \$85,325,661 | \$12,470,896 | \$72,854,765 | 74.5 | 17 |
| Sporting Goods/Hobby/Musical Instr Stores | 4511 | \$68,840,187 | \$12,117,797 | \$56,722,390 | 70.1 | 15 |
| Book, Periodical & Music Stores | 4512 | \$16,485,474 | \$353,099 | \$16,132,375 | 95.8 | 2 |
| General Merchandise Stores | 452 | \$571,309,244 | \$207,490,867 | \$363,818,377 | 46.7 | 18 |
| Department Stores Excluding Leased Depts. | 4521 | \$441,565,273 | \$198,137,858 | \$243,427,415 | 38.1 | 8 |
| Other General Merchandise Stores | 4529 | \$129,743,972 | \$9,353,009 | \$120,390,963 | 86.6 | 10 |
| Miscellaneous Store Retailers | 453 | \$96,915,749 | \$34,182,397 | \$62,733,352 | 47.9 | 60 |
| Florists | 4531 | \$5,344,663 | \$1,258,401 | \$4,086,262 | 61.9 | 7 |
| Office Supplies, Stationery & Gift Stores | 4532 | \$28,903,623 | \$7,515,667 | \$21,387,956 | 58.7 | 17 |
| Used Merchandise Stores | 4533 | \$14,754,837 | \$3,940,892 | \$10,813,945 | 57.8 | 8 |
| Other Miscellaneous Store Retailers | 4539 | \$47,912,626 | \$21,467,438 | \$26,445,188 | 38.1 | 28 |
| Nonstore Retailers | 454 | \$86,076,225 | \$23,749,356 | \$62,326,869 | 56.8 | 13 |
| Electronic Shopping & Mail-Order Houses | 4541 | \$62,030,181 | \$9,083,687 | \$52,946,494 | 74.5 | 7 |
| Vending Machine Operators | 4542 | \$4,823,726 | \$1,015,222 | \$3,808,504 | 65.2 | 1 |
| Direct Selling Establishments | 4543 | \$19,222,318 | \$13,650,447 | \$5,571,871 | 16.9 | 5 |
| Food Services & Drinking Places | 722 | \$331,331,999 | \$131,811,220 | \$199,520,779 | 43.1 | 222 |
| Full-Service Restaurants | 7221 | \$182,872,764 | \$57,382,072 | \$125,490,692 | 52.2 | 133 |
| Limited-Service Eating Places | 7222 | \$139,249,700 | \$72,359,689 | \$66,890,011 | 31.6 | 81 |
| Special Food Services | 7223 | \$6,735,249 | \$1,971,347 | \$4,763,902 | 54.7 | 8 |
| Drinking Places - Alcoholic Beverages | 7224 | \$2,474,286 | \$0 | \$2,474,286 | 100.0 | 0 |

Data Note: Supply (retail sales) estimates sales to consumers by establishments. Sales to businesses are excluded. Demand (retail potential) estimates the expected amount spent by consumers at retail establishments. Supply and demand estimates are in current dollars. The Leakage/Surplus Factor presents a snapshot of retail opportunity. This is a measure of the relationship between supply and demand that ranges from +100 (total leakage) to -100 (total surplus). A positive value represents 'leakage' of retail opportunity outside the trade area. A negative value represents a surplus of retail sales, a market where customers are drawn in from outside the trade area. The Retail Gap represents the difference between Retail Potential and Retail Sales. Esri uses the North American Industry Classification System (NAICS) to classify businesses by their primary type of economic activity. Retail establishments are classified into 27 industry groups in the Retail Trade sector, as well as four industry groups within the Food Services & Drinking Establishments subsector. For more information on the Retail MarketPlace data, please click the link below to view the Methodology Statement.

<http://www.esri.com/library/whitepapers/pdfs/esri-data-retail-marketplace.pdf>

Source: Esri and Infogroup. Copyright 2015 Infogroup, Inc. All rights reserved.

March 09, 2016

Retail MarketPlace Profile

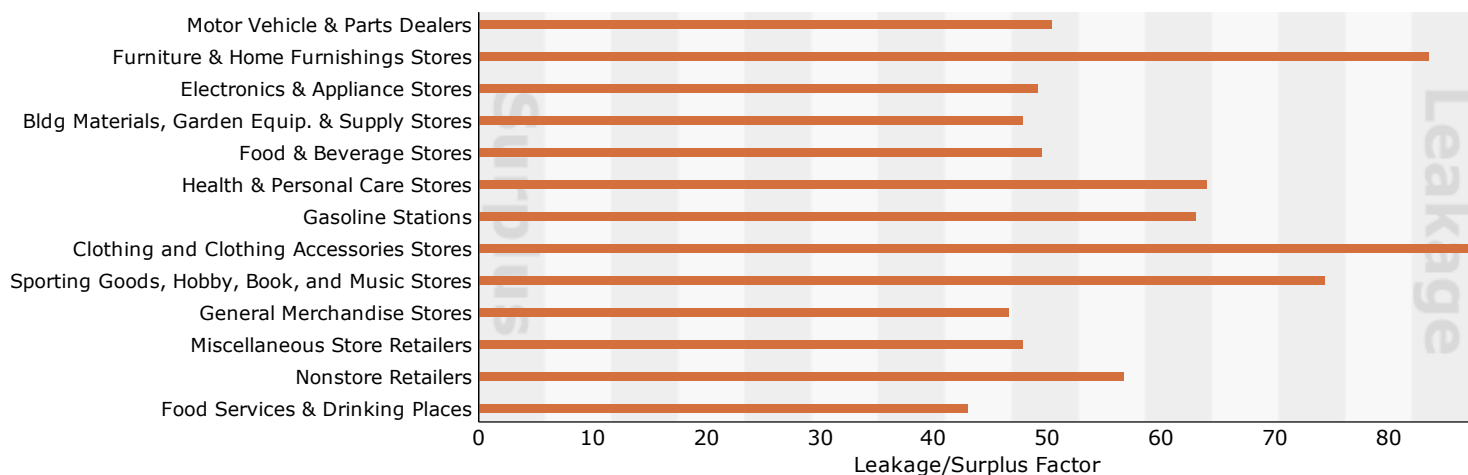
Woodstock Ln & Rt 1
3306 Jefferson Davis Hwy, Stafford, Virginia, 22554
Ring: 10 mile radius

Prepared by Silver Companies

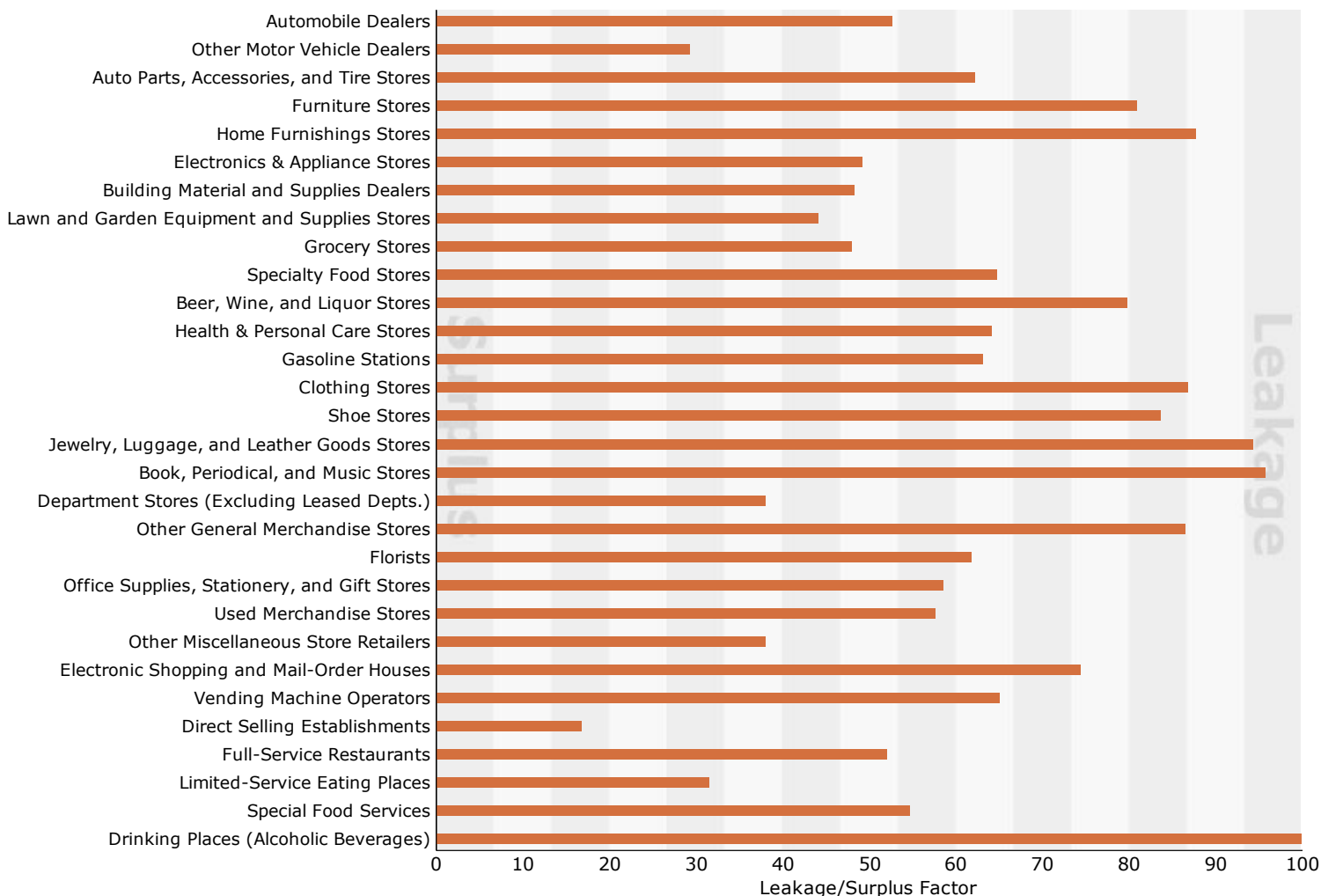
Latitude: 38.47974

Longitude: -77.38777

Leakage/Surplus Factor by Industry Subsector



Leakage/Surplus Factor by Industry Group





Established 1941

Automotive Aftermarket Expenditures

Woodstock Ln & Rt 1
3306 Jefferson Davis Hwy, Stafford, Virginia, 22554
Ring: 3 mile radius

Prepared by Silver Companies

Latitude: 38.47974
Longitude: -77.38777

| Demographic Summary | | 2015 | 2020 |
|-------------------------|--|----------|-----------|
| Population | | 38,562 | 42,144 |
| Households | | 12,842 | 14,046 |
| Families | | 10,024 | 10,925 |
| Median Age | | 32.7 | 33.5 |
| Median Household Income | | \$99,599 | \$104,396 |

| | Spending Potential Index | Average Amount Spent | Total |
|--|--------------------------|----------------------|--------------|
| Products | | | |
| Vehicle Coolant/Brake/Transmission Fluids | 131 | \$8.11 | \$104,087 |
| Gasoline | 144 | \$4,951.27 | \$63,584,164 |
| Motor Oil | 132 | \$20.19 | \$259,241 |
| Vehicle Parts/Equipment and Accessories | 142 | \$89.74 | \$1,152,438 |
| Tire Purchase/Replacement | 148 | \$295.56 | \$3,795,544 |
| Vehicle Audio/Video Equipment and Installation | 151 | \$7.11 | \$91,307 |
| Vehicle Cleaning Products and Services | 159 | \$20.92 | \$268,604 |
| Services | | | |
| Auto Repair Service Policy | 163 | \$32.12 | \$412,456 |
| Membership Fees for Automobile Service Clubs | 139 | \$39.28 | \$504,443 |
| Global Positioning Services | 140 | \$3.76 | \$48,282 |
| Vehicle Air Conditioning Repair | 161 | \$35.09 | \$450,596 |
| Vehicle Body Work and Painting | 149 | \$51.55 | \$661,955 |
| Vehicle Brake Work | 146 | \$119.20 | \$1,530,799 |
| Vehicle Clutch/Transmission Repair | 144 | \$63.93 | \$820,984 |
| Vehicle Cooling System Repair | 154 | \$42.65 | \$547,677 |
| Vehicle Drive Shaft and Rear-end Repair | 141 | \$13.58 | \$174,332 |
| Vehicle Electrical System Repair | 146 | \$55.98 | \$718,915 |
| Vehicle Exhaust System Repair | 133 | \$22.32 | \$286,682 |
| Vehicle Front End Alignment/Wheel Balance & Rotation | 147 | \$38.16 | \$490,057 |
| Lube/Oil Change and Oil Filters | 145 | \$156.87 | \$2,014,517 |
| Vehicle Motor Repair/Replacement | 158 | \$144.67 | \$1,857,903 |
| Vehicle Motor Tune-up | 161 | \$113.67 | \$1,459,770 |
| Vehicle Shock Absorber Replacement | 136 | \$10.80 | \$138,736 |
| Vehicle Steering/Front End Repair | 135 | \$42.83 | \$550,053 |
| Tire Repair and Other Repair Work | 147 | \$101.90 | \$1,308,557 |

Data Note: The Spending Potential Index (SPI) is household-based, and represents the amount spent for a product or service relative to a national average of 100.

Source: Esri forecasts for 2015 and 2020; Consumer Spending data are derived from the 2011 and 2012 Consumer Expenditure Surveys, Bureau of Labor Statistics.

March 09, 2016



Established 1941

Automotive Aftermarket Expenditures

Woodstock Ln & Rt 1
3306 Jefferson Davis Hwy, Stafford, Virginia, 22554
Ring: 5 mile radius

Prepared by Silver Companies

Latitude: 38.47974
Longitude: -77.38777

| Demographic Summary | | 2015 | 2020 | |
|--|--|--------------------------|----------------------|---------------|
| Population | | 66,739 | 72,857 | |
| Households | | 20,519 | 22,504 | |
| Families | | 16,566 | 18,104 | |
| Median Age | | 31.6 | 32.9 | |
| Median Household Income | | \$102,326 | \$106,412 | |
| | | Spending Potential Index | Average Amount Spent | Total |
| Products | | | | |
| Vehicle Coolant/Brake/Transmission Fluids | | 134 | \$8.28 | \$169,916 |
| Gasoline | | 149 | \$5,100.50 | \$104,657,180 |
| Motor Oil | | 135 | \$20.68 | \$424,250 |
| Vehicle Parts/Equipment and Accessories | | 145 | \$92.03 | \$1,888,300 |
| Tire Purchase/Replacement | | 153 | \$304.74 | \$6,252,976 |
| Vehicle Audio/Video Equipment and Installation | | 157 | \$7.39 | \$151,669 |
| Vehicle Cleaning Products and Services | | 164 | \$21.58 | \$442,819 |
| Services | | | | |
| Auto Repair Service Policy | | 169 | \$33.37 | \$684,801 |
| Membership Fees for Automobile Service Clubs | | 144 | \$40.46 | \$830,156 |
| Global Positioning Services | | 146 | \$3.94 | \$80,902 |
| Vehicle Air Conditioning Repair | | 166 | \$36.13 | \$741,315 |
| Vehicle Body Work and Painting | | 155 | \$53.60 | \$1,099,881 |
| Vehicle Brake Work | | 151 | \$123.38 | \$2,531,607 |
| Vehicle Clutch/Transmission Repair | | 148 | \$65.86 | \$1,351,328 |
| Vehicle Cooling System Repair | | 159 | \$44.12 | \$905,254 |
| Vehicle Drive Shaft and Rear-end Repair | | 144 | \$13.92 | \$285,673 |
| Vehicle Electrical System Repair | | 150 | \$57.88 | \$1,187,601 |
| Vehicle Exhaust System Repair | | 137 | \$22.96 | \$471,218 |
| Vehicle Front End Alignment/Wheel Balance & Rotation | | 153 | \$39.59 | \$812,259 |
| Lube/Oil Change and Oil Filters | | 150 | \$161.86 | \$3,321,130 |
| Vehicle Motor Repair/Replacement | | 163 | \$149.41 | \$3,065,710 |
| Vehicle Motor Tune-up | | 167 | \$117.62 | \$2,413,526 |
| Vehicle Shock Absorber Replacement | | 141 | \$11.13 | \$228,356 |
| Vehicle Steering/Front End Repair | | 140 | \$44.46 | \$912,367 |
| Tire Repair and Other Repair Work | | 152 | \$105.03 | \$2,155,185 |

Data Note: The Spending Potential Index (SPI) is household-based, and represents the amount spent for a product or service relative to a national average of 100.

Source: Esri forecasts for 2015 and 2020; Consumer Spending data are derived from the 2011 and 2012 Consumer Expenditure Surveys, Bureau of Labor Statistics.

March 09, 2016



Automotive Aftermarket Expenditures

Woodstock Ln & Rt 1
3306 Jefferson Davis Hwy, Stafford, Virginia, 22554
Ring: 10 mile radius

Prepared by Silver Companies
Latitude: 38.47974
Longitude: -77.38777

| Demographic Summary | | 2015 | 2020 |
|-------------------------|--|-----------|-----------|
| Population | | 167,780 | 185,039 |
| Households | | 53,479 | 59,028 |
| Families | | 42,557 | 46,781 |
| Median Age | | 33.6 | 34.4 |
| Median Household Income | | \$101,978 | \$106,289 |

| | Spending Potential Index | Average Amount Spent | Total |
|--|--------------------------|----------------------|---------------|
| Products | | | |
| Vehicle Coolant/Brake/Transmission Fluids | 136 | \$8.44 | \$451,312 |
| Gasoline | 151 | \$5,172.24 | \$276,606,180 |
| Motor Oil | 137 | \$21.01 | \$1,123,651 |
| Vehicle Parts/Equipment and Accessories | 147 | \$93.33 | \$4,991,021 |
| Tire Purchase/Replacement | 155 | \$309.53 | \$16,553,127 |
| Vehicle Audio/Video Equipment and Installation | 158 | \$7.44 | \$397,750 |
| Vehicle Cleaning Products and Services | 167 | \$21.92 | \$1,172,441 |
| Services | | | |
| Auto Repair Service Policy | 171 | \$33.69 | \$1,801,840 |
| Membership Fees for Automobile Service Clubs | 150 | \$42.38 | \$2,266,252 |
| Global Positioning Services | 151 | \$4.05 | \$216,567 |
| Vehicle Air Conditioning Repair | 167 | \$36.27 | \$1,939,820 |
| Vehicle Body Work and Painting | 159 | \$55.02 | \$2,942,208 |
| Vehicle Brake Work | 155 | \$126.82 | \$6,782,315 |
| Vehicle Clutch/Transmission Repair | 151 | \$67.10 | \$3,588,665 |
| Vehicle Cooling System Repair | 162 | \$44.92 | \$2,402,308 |
| Vehicle Drive Shaft and Rear-end Repair | 148 | \$14.22 | \$760,424 |
| Vehicle Electrical System Repair | 154 | \$59.24 | \$3,167,873 |
| Vehicle Exhaust System Repair | 143 | \$23.96 | \$1,281,472 |
| Vehicle Front End Alignment/Wheel Balance & Rotation | 156 | \$40.32 | \$2,156,019 |
| Lube/Oil Change and Oil Filters | 152 | \$164.24 | \$8,783,638 |
| Vehicle Motor Repair/Replacement | 165 | \$150.92 | \$8,071,033 |
| Vehicle Motor Tune-up | 170 | \$119.83 | \$6,408,574 |
| Vehicle Shock Absorber Replacement | 144 | \$11.43 | \$611,080 |
| Vehicle Steering/Front End Repair | 144 | \$45.72 | \$2,445,229 |
| Tire Repair and Other Repair Work | 155 | \$107.44 | \$5,745,907 |

Data Note: The Spending Potential Index (SPI) is household-based, and represents the amount spent for a product or service relative to a national average of 100.
Source: Esri forecasts for 2015 and 2020; Consumer Spending data are derived from the 2011 and 2012 Consumer Expenditure Surveys, Bureau of Labor Statistics.

March 09, 2016