

# Retail Industry Impact

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## 2018 Sales Tax Distributions

Kennewick:	\$19,250,396
Richland:	\$12,380,409
Pasco:	\$12,885,002
West Richland:	\$ 1,142,238
<b>Tri-Cities Total:</b>	<b>\$45,658,045</b>

### Outside City Limits

Benton County:	\$12,444,514
Franklin County:	\$ 4,527,930

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## Change from 2017

Kennewick:	+ 9.0%
Richland:	+ 7.7%
Pasco:	+ 8.8%
West Richland:	+ 2.2%
<b>Tri-Cities Total:</b>	<b>+ 8.4%</b>
 <u>Outside City Limits</u>	
Benton County:	+ 1.0%
Franklin County:	+ 14.0%

# THE MALL OF THE FUTURE



# Retailer Industry Impact

- Tri-Cities is well positioned for local retail shoppers.
- Tri-Cities continues to be the regional shopping hub.
- Closest mall competition is over 100 miles away.
- The “tangible” shopping experience.

# Retailer Industry Impact

## In summary

- Tri-Cities continues to experience healthy increases in retail sales.
- Positioned well as it relates to competition.
- Consumers still have a need for physical retail locations.
- Market still emerging and lacks many “New to the Market” retailers.

# Top Five Questions that Tri-Citians Want to Know

- ▶ What is going into Sears?
- ▶ What is going into PF Changs?
- ▶ How many more national retailers are going out of business?
- ▶ Why can't the Tri-Cities get a Trader Joes?
- ▶ When does Dick's Sporting Goods open?