GROCERY AND RELATED RETAIL MARKET ANALYSIS

THE TOWN OF SILT

PREPARED FOR:
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THK associates, inc

Economic & Market Research / Land & Development Planning
Landscape Architecture / Community Planning & Design
Golf Feasibility Analysis

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DECEMBER 30, 2015

PREPARED BY:

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Executive Summary

The following executive summary highlights the initial findings regarding grocery store and related retail plaza opportunities in the Town of Silt, Colorado. The findings are a result of the final recommendation of a subject site for optimal retail demand.

The following Retail Market Analysis Report clearly illustrates that there is a significant amount of retail leakage occurring from within the Silt Primary Trade Area (PTA) to outside towns. It is THK Associate's opinion, based on the following findings, that a grocery anchored retail center can re-capture a large portion of the retail expenditure losses currently occurring today. A grocery anchored retail center will attract other tenants such as pharmacy, personal services, banking, possible medical and dental offices and related uses that tend to locate near one-another. Without a grocery anchored retail center, the Town of Silt will likely continue to suffer from significant retail leakage in the coming years, continuing to lose uncaptured tax revenues for the Town of Silt. Highlights of the report include the following:

A. THREE-COUNTY ECONOMIC BASE ANALYSIS

- The Town of Silt is located within the greater Three-County area of Garfield, Pitkin and Eagle County.
- The Three-County region currently has a population base of 130,856 people living in 49,619 households, of which approximately 107,717 people are employed (pg. 41).
- The Three-County region has been growingly historically since 1980 by 2,070 jobs and this has fueled annual population growth of 2,420 people in 890 households. In the last five years annual employment growth has accelerated to an average of over 1,797 new jobs per year (pg. 15 & 32).
- This Three-County region is projected annually to grow by 2,470 new jobs per year over the next decade. This will stimulate annual population growth of 3,020 people in 913 households (pg. 41)
- Since 1980, the Three-County region has averaged annually the construction of 986 residential units, including 714 single-family units and 272 multi-family units (pg. 34-37).

B. GARFIELD COUNTY ECONOMIC BASE ANALYSIS

- Garfield County makes up the immediate environs of Silt.
- Garfield County currently has a population base of 58,409 people, living in 21,092 households, and 39,204 employed people (pg. 42).
- Garfield County has been growing historically since 1980 by 771 jobs and this has fueled annual population growth of 1,030 people in 361 households. In the last five years, Garfield Counties' employment growth has accelerated to 565 average annual new jobs per year (pg. 16 & 32).
- Garfield County is projected annually to grow by 1290 new jobs per year over the next decade. This will stimulate annual population growth of 1,930 people in 665 households (pg. 42).
- Since 1980, Garfield County has averaged annually the construction of 338 residential units, including 275 single-family units and 63 multi-family units (pg. 34-37).

C. RETAIL MARKET ANALYSIS

- In 2014 retail sales tax revenues in Garfield County were estimated to be $8.55 million dollars up from $6.42 in 2013. (pg. 48).
- Prior to the recession retail sales taxes in Garfield County peaked at $15.38 million dollars in 2008 (pg. 48).
- Sales tax revenues for Silt for the 2014 were $592,916 down from $628,066 in 2013 (pg. 48).
- Retail lease rates in the Town of Silt range from $10-$12 per square foot for older product and $12-$14 for newer product, as compared to $12-$14 in downtown Glenwood Springs, $14-$16 in Glenwood Meadows, $12-$14 around the City Market Shopping Center in New Castle, $10-$12 for downtown Rifle and $14-$17 around Wal-Mart in Rifle (pg. 45).
- Retail leakage in the Town of Silt is evidenced by the fact that there is only 17.9 square feet of retail space in Silt per person - compared to 133.3 square feet per person in Glenwood Springs, 20.8 square feet per person in New Castle, 44.5 square feet per person in Rifle, 129.2 square feet per person in Parachute and 37.4 square feet per person in De Beque (pg. 50).
- Most major grocery chains are represented in the mountain communities with the exception of Sunflower Market, Sprouts and Whole Foods (pg. 53).
- The primary trade area for retail establishments in the Town of Silt range from approximately five to seven miles and approaches New Castle and Rifle (pg. 55).
- Within the primary trade area there are currently 6,610 persons in 2,334 households and the primary trade area has grown by 163 persons and 55 households annually since 2000 (pg. 57).
- Over the next decade the Silt PTA is projected to grow by 150 persons and 55 households annually on average (pg. 57).
- The median annual household income in the primary trade area is $57,647 of which $23,191 is available for retail expenditures (pg. 59).
- A "local chain" supermarket is typically 37,895 square feet in size and achieves $501 per square foot in sales (pg. 62).
- In 2016 it is estimated that there is a demand for approximately 274,460 square feet of retail space in the Silt PTA and this will grow to 298,557 square feet in 2020 and by 2025 there is projected to be a demand for 329,728 square feet of retail space; however, only a portion of this space is supportable due to minimum threshold store sizes (pg. 68).
- There is an estimated 53,700 square feet of retail oriented space in the Silt Primary Trade Area today within approximately 21 establishments (pg. 69).
- Depending on the store type, a new retail neighborhood shopping center in Silt could be expected to capture anywhere from 5% of market share for store types such as clothing and furniture to 70% for grocery type facilities where there is minimal competition (pg. 79).
- A new retail neighborhood center in Silt could support approximately 49,278 square feet today, 54,971 square feet in 2020 and 62,335 square feet by 2025. (pg. 79).
- Of the six locations THK Associates, Inc. was requested to examine for a grocery anchored center, only one (Highway 6 between 10th and 16$^{th)}$ is suitable for a grocery center in terms of size, access, visibility, and proximity to the Silt population base (pg. 82-85).
- This site area totals 8.9-acres (sites) and is made up of four separate parcels all of which are owned by the Town of Silt (pg. 82-85).

- If the entire 8.9-acres is utilized THK would recommend 58,200 square feet in a neighborhood center with two "pad" sites that could accommodate an additional 7,500 square feet bringing the total square footage to 65,700 square feet (pg. 85).
- Stores recommended for the 65,700 square foot retail development include a 25,000 square foot grocer, up to a 3,000 square foot pharmacy and related products, a 4,500 square foot auto parts store, two restaurants totaling 8,000 square feet, and several miscellaneous retail and personal care products/services stores. Additionally, we have recommended two pads that would include a 5,000 square foot bank and a 2,500 square foot fast food restaurant (pg. 85).

I. INTRODUCTION

I. Introduction

The purpose of this market analysis has been to determine the market potentials for grocer and retail related development within the Town of Silt, Colorado. Additionally, we have examined the fiscal impact analysis to the Town that would be generated by a new grocer anchored retail development. At present, the Town is considering six individual sites for a grocer anchored retail development. The sites under consideration for development are located in various sections within the town limits of Silt.

The study has examined potentials for retail uses, focusing on the potential market demand for a grocery anchored strip center. In order to position the proposed uses at the sites in Silt, THK has undertaken the following research:

- Prepared an economic base analysis of the Three-County market area of Garfield, Pitkin, and Eagle County.

- Prepared an economic base analysis of Garfield County.

- Profiled the Three-County area and Garfield County by population, household, employment, major employers, income and age characteristics, single-family and multi-family housing permit data and other relevant housing statistics.

- Interviewed key persons related to the economic development of and researched recent publications related to the Town of Silt and subject sites environs.

- Determined a primary trade area (PTA) from which a majority of the retail demand at the Town of Silt is projected to derive from.

- Examined historical sales tax revenues and other retail related characteristics for Garfield County and the Town of Silt.

- Examined national and regional supermarket store characteristics and trends

- Examined retail expenditures by store type for households in the Silt PTA to determine the current amount of supportable square footage and required household support/demand by store type.

- Inventoried retail/commercial locations and grocer related space by square footage along the I-70 corridor including the Town of Glenwood Springs, New Castle, Rifle, Parachute/Battlement Mesa and the Town of De Beque.

- Determined total retail square footage in the Town of Silt by specific store.

- Profiled potential grocery stores for the Town of Silt by location, average square footage, and contact information.

- Determined total supportable square feet of demand and net required square feet of demand for each retail store type in the Silt PTA and at the Silt subject sites over the 2016 to 2025 time period.

- Determined absorption levels for retail/commercial and grocery store space in the Town of Silt, and recommended store types related to a grocery anchored retail development.

- Inspected six potential grocer anchored retail development sites within the Town of Silt and recommended development on the 8.9-acre site to the north of I-70.

II. SITE DESCRIPTION

II. Site Description

The Town of Silt is located on Interstate 70 in Garfield County approximately 60 miles east of Grand Junction and 176 miles west of Denver. Nearby towns include Rifle (eight miles to the west), New Castle (seven miles to the east), and Glenwood Springs (20 miles to the east). The Garfield County Regional Airport is located between the Towns of Silt and Rifle, roughly four miles west of downtown Silt on Interstate 70.

At present, the Town has a population of 3,007 residents living in 1,013 households, and within an approximate five to seven minute drive of the Town there are approximately 6,610 persons living in 2,334 households. Between 2000 and 2015, the percentage rate of growth for Silt PTA population was 3.1% annually on average, much greater than Garfield County which grew at approximately 1.9% over the same time period.

The Town of Silt is considering six sites for a grocery anchored retail/commercial development. The six parcels under consideration are located in various sections of the Town, and some of the parcels are currently owned by the Town while other parcels are owned by private land owners.

Site 1 - This 0.44 acre property is located on the eastern area of Silt. While the site has good visibility from I-70, it has inferior access compared to all of the other sites. The area is more industrial than some of the other sites. The site is realistically too small to accommodate retail and grocery uses unless it is combined with adjoining parcels. It is THK's opinion that this is least desirable for additional retail uses in Silt. This site is owned by a private party.

Site 2 - This 0.61 acre property is located on Highway 6, east of downtown Silt. The site has good access and visibility to Town residents, but limited visibility from I-70. Access and visibility are inferior to sites #4 and #6. The area is more business and industrial. The site is too small to accommodate a reasonable sized grocer and there is no area for expansion or other tenants. It is THK's opinion that this is second least desirable for additional retail uses in Silt. This site is owned by a private party.

Site 3 - This 6.04 acre property is located on Highway 6, east of site #4. The site has good access and visibility to Town residents and good visibility from I-70. Access and visibility are inferior to sites #4 and #6. The site is large enough to accommodate a grocer tenant and allow for other uses and expansion. It is THK's opinion that this is 3rd most desirable for additional retail uses in Silt. This site is owned by a private party.

Site 4 - This property is an assemblage of four sites totaling 8.91 acres. All of the sites are owned by Silt. The property has good access and visibility from I-70 and is near downtown. The site has some floodplain and wetlands however these items are currently in the process of being corrected. With 8.91 acres this property offers the opportunity to accommodate a grocer, allow for expansion and attract other tenants. Costs of addressing the floodplain and wetlands, this is by far the best opportunity for new retail in Silt. The area already has two convenience stores and the amount of frontage on Highway 6/Main Street will allow for excellent ingress and egress.

Site 5 - This property is three parcel owned by the Silt Land Group. The total acreage is .4820. The site is adjacent to the Dollar General Store. While this is a good location and could anchor Main Street, the site is not able to accommodate a grocer tenant and allow for expansion. Access and visibility are inferior to site #4 and #6. This is the 4^{th} most desirable site of the six sites.

Site 6 - This 2.407 acre property is located on the north side of Silt, across I-70. It is adjacent to the Holiday Inn which is located on land owned by Silt. The site has good visibility and access from I-70. However the site is across the highway from downtown Silt and a grocer tenant could create a competitive area to downtown. Also with only 2.407 acres the opportunities for expansion and other tenants is limited. This site is best suited for a highway oriented use such as fast food or convenience related. It is THK's opinion that this is second best site for additional retail uses in Silt. This site is owned by a private party however Silt is negotiating for the purchase of the property.

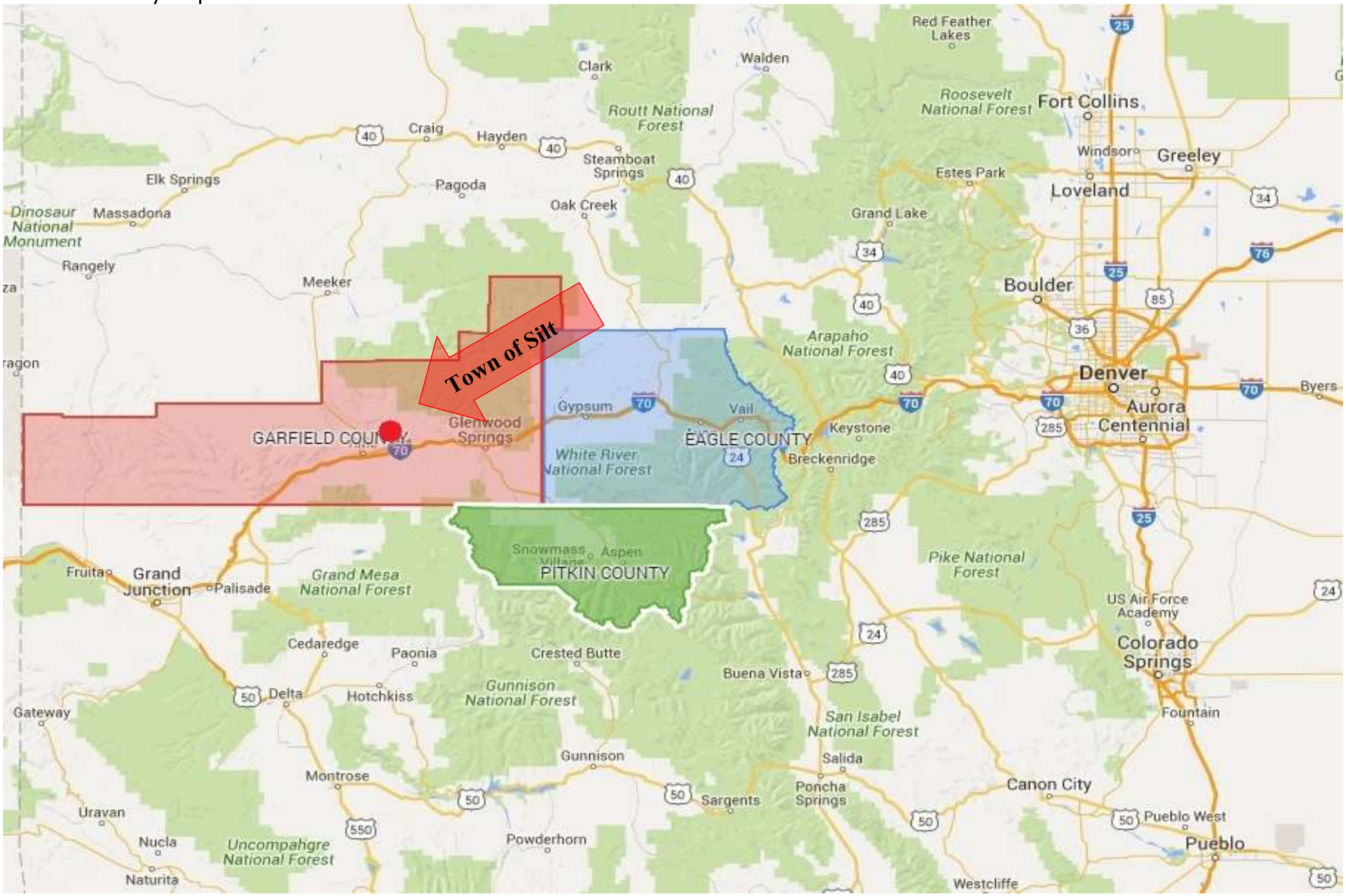
The ranking of the sites best suited for a grocery anchored retail development are:

Selection 1: Site Four
Selection 2: Site Six
Selection 3: Site Three
Selection 4: Site Five
Selection 5: Site Two
Selection 6: Site One

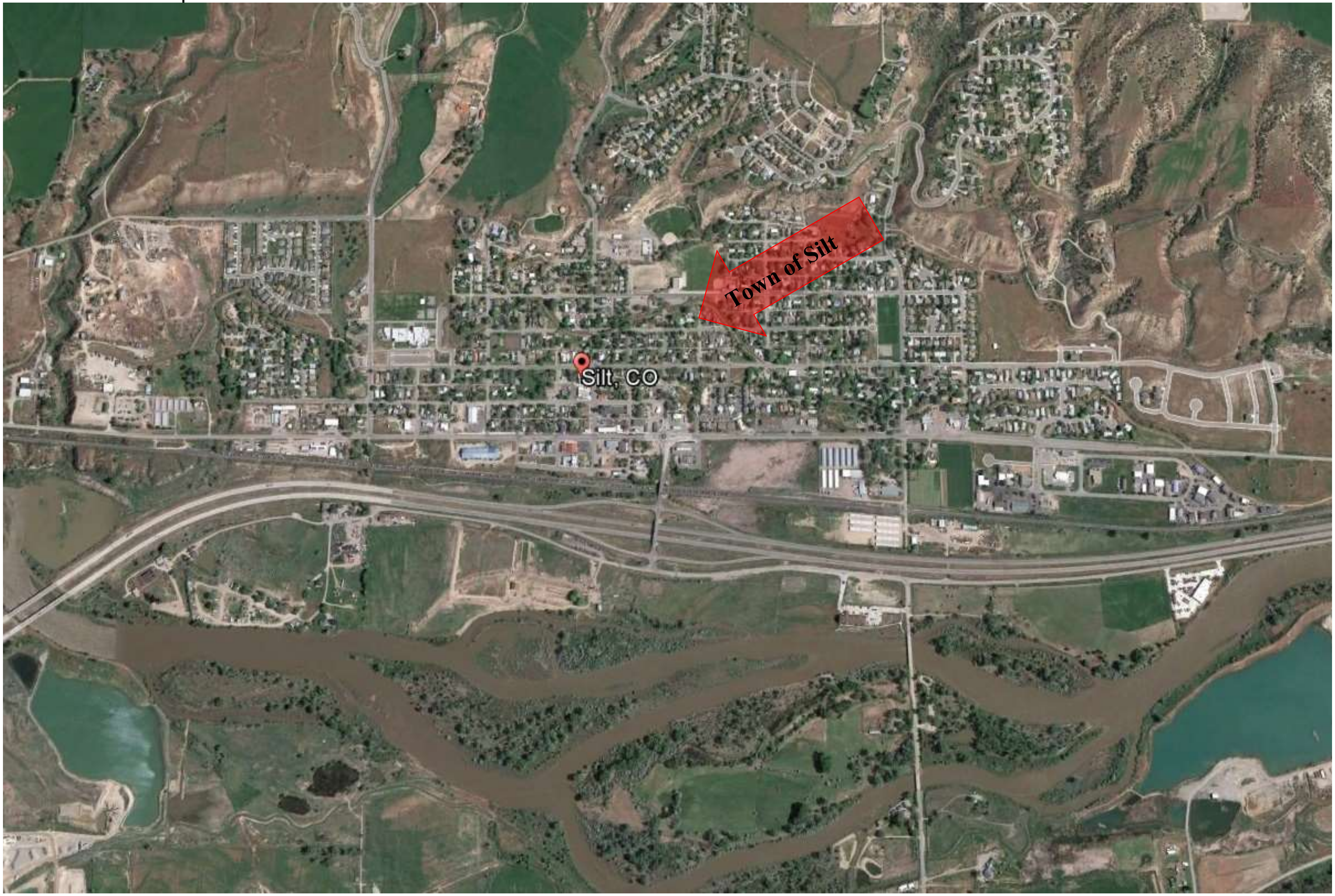
THK believes that given the strong demand for a grocer related development, the best suited site to support a grocer anchored retail development, is the 8.91-acre site located on Highway 6 between 10^{th} and 16th (to the north east of the Silt exit) is most adequately suited for a grocer anchored development due to its' excellent visibility to I-70 and it's prime location with proximity to the Town's population. This site is comprised of four individual parcels, all owned by the Town of Silt. Generally, the site is level with some low-lying areas that would require fill in order to alleviate floodplain and wetlands issues. This work is in the preliminary stages.

The six properties are shown in detail on the table on the following page, and maps, aerials, and photos of the sites under consideration are shown on the following pages.

1. Three-County Map



2. Town of Silt Map

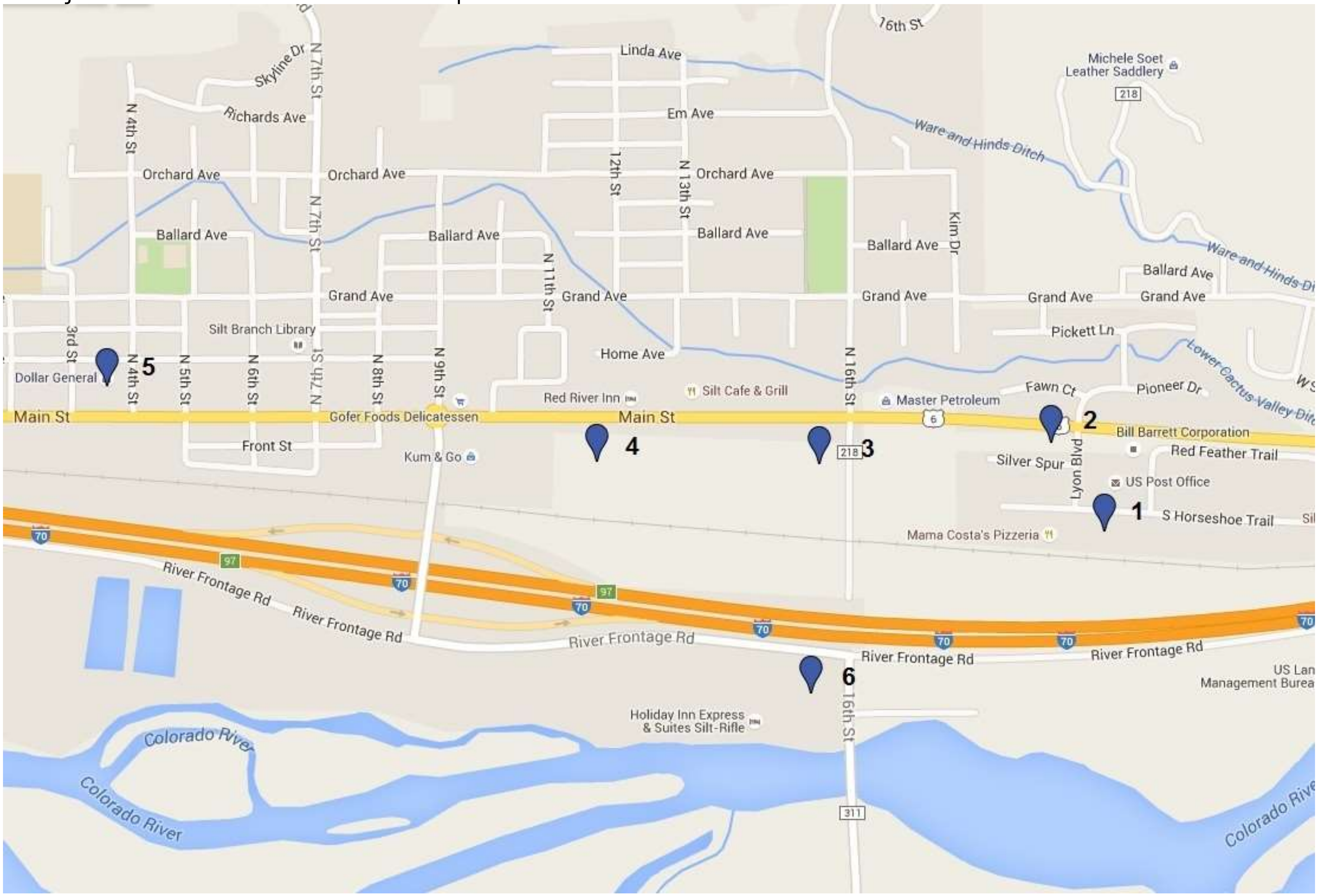


Subject Sites Under Consideration for Commercial Development in the Silt PTA

					2015 Actual Values			2015 Assessed Values		
Number	**Parcel**	**Address/Owner**	**Sq. Ft.**	**Acreage**	**Land**	**Imp**	**Total**	**Land**	**Imp**	**Total**
1	217911201101	2003 Horseshoe Trail, Silt Silt Mini Storage	19,249	0.442	$115,730	$0	$115,730	$33,560	$0	$33,560
2	217911201085	1864 Silver Spur, Silt Alpine Bank	26,430	0.607	$169,150	$0	$169,150	$49,050	$0	$49,050
3	217910100017	1615 Main Street, Silt Antonelli, Larry and Glenda K	-	6.040	$3,880	$140,700	$144,580	$1,130	$14,150	$15,280
4	217910100015		-	6.430	$10,000	$0	$10,000	$2,900	$0	$2,900
	217910116001		38,025	0.873	$209,140	$0	$209,140	$60,650	$0	$60,650
	217910116002	231 N 7th Street, PO BOX 70, Silt Town of Silt	41,125	0.944	$226,190	$0	$226,190	$65,600	$0	$65,600
	217910100021		-	0.660	$2,000	$0	$2,000	$580	$0	$580
	Total			**8.907**	**$447,330**	**$0**	**$447,330**	**$129,730**	**$0**	**$129,730**
5	217910211005			0.121	$55,130	$0	$55,130	$15,990	$0	$15,990
	217910211007	Highway 6 and 3rd Street, Silt Silt Land Group		0.241	$99,750	$0	$99,750	$28,390	$0	$28,390
	217910211009			0.121	$55,130	$0	$55,130	$15,990	$0	$15,990
	Total			**0.482**	**$210,010**	**$0**	**$210,010**	**$60,370**	**$0**	**$60,370**
6	217910140001	Town of Silt		2.407	$66,050	$0	$66,050	$19,150	$0	$19,150

Source: THK Associates, Inc.

3. Subject Sites Under Consideration Street Map



4. Subject Sites Under Consideration Satellite Image Map

5. Site Option #1

6. Site Option #2

7. Site Option #3

8. Site Option #4

9. Site Option #4

10. Site Option #4

11. Site Option #5

12. Site Option #6

III. ECONOMIC BASE ANALYSIS

III. Economic Base Analysis

A. Historical Employment Growth

Employment trends are prime indicators of the economic growth of a market area. Increases in employment generate growth for most sectors of the local economy and dictate the rate at which it will expand economically. This section looks at the Town of Silts surrounding market area's various employment figures by industry and projects that growth over the next decade. Table III-1 shows historical employment growth since 1980 in the Three-County market area, defined as Garfield, Eagle and Pitkin counties. Total employment has grown from 35,276 jobs in 1980 to 107,717 jobs in 2015 – an annual increase of 2,070 jobs. Since 2011, the Three-County market area has added 1,797 new jobs on an annual basis, and since 2013 this figure has been 1,915 net new jobs annually on average.

Table III-2 shows historical employment growth for Garfield County. Since 1980, Garfield County has added an annual average of 771 jobs. More recently, since 2011, the Garfield County submarket has added an annual average of 565 jobs, for a 1.5% average annual growth rate. Since 2011 employment levels have been positive for Garfield County, with the exception of 2015 with saw negative growth. In 2008, Garfield County had a total employment base of 41,398 workers. In 2009 and 2010 the county lost 4,992 employees in total. This trend was short lived, and in 2011 employment grew by 538 employees; since 2013 Garfield County area has added 570 jobs per year. Employment Graphs for the Three-County and Garfield County market areas follow Table III-2.

First adopted in 1997, the Standard Industrial Classification (SIC) index was replaced in 2001 by the North American Industry Classification System (NAICS). The new system allows the government an improved method of tracking economic statistics by focusing on emerging economic activities which can better reflect the changing economy.

Since the institution of NAICS system in 2001, the Three-County Market area has experienced growth in almost every employment sector, as shown in Table III-3. Over the last three years only the Farm and Information industries have seen declines in employment. Employment by industry is tracked for the Three-County and Garfield County submarket in Table III-3 and III-4, respectively. The greatest number of private sector jobs in the Three-County market are found in the Construction industry (9,397 jobs), Retail Trade (9,335 jobs), Real Estate and Rental and Leasing (10,889 jobs), and Accommodation and Food Services (15,546 jobs). Together, these four sectors account for 45,167 jobs in the Three-County MSA in 2015, or 41.9% of total farm and non-farm employment. Table III-3 shows that in the past three years, these industries have added an annual average of 471 jobs annually – 24.6% of the Three-County growth over this aforementioned period of time. These figures are graphed following Table III-4.

In Garfield County, the greatest number of private sector jobs are found in the Mining industry (3,149 jobs), Construction (4,649 jobs), Retail Trade (3,609 jobs) and Accommodation and Food Services (3,118), accounting for 14,525 jobs in Garfield County in 2015, or 37.1% of total farm and non-farm employment. In the past three years, these industries have added an annual average of 275 jobs, or approximately 48.3% of total job growth over this aforementioned period of time. The growth and size of each industry follows Table III-4.

Table III-1: Three-County Employment, 1980-2015

Year	Total Employment	Annual Change Numerical	Annual Change Percent
1980	35,276	-	-
1981	39,201	3,925	11.1%
1982	42,359	3,158	8.1%
1983	41,491	-868	-2.0%
1984	42,891	1,400	3.4%
1985	43,681	790	1.8%
1986	44,449	768	1.8%
1987	44,734	285	0.6%
1988	48,743	4,009	9.0%
1989	52,327	3,584	7.4%
1990	55,424	3,097	5.9%
1991	55,688	264	0.5%
1992	56,994	1,306	2.3%
1993	61,974	4,980	8.7%
1994	66,936	4,962	8.0%
1995	70,301	3,365	5.0%
1996	73,954	3,653	5.2%
1997	78,973	5,019	6.8%
1998	83,048	4,075	5.2%
1999	85,598	2,550	3.1%
2000	89,309	3,711	4.3%
2001	89,828	519	0.6%
2002	88,864	-964	-1.1%
2003	89,343	479	0.5%
2004	92,455	3,112	3.5%
2005	97,167	4,712	5.1%
2006	102,713	5,546	5.7%
2007	107,489	4,776	4.6%
2008	111,471	3,982	3.7%
2009	103,285	-8,186	-7.3%
2010	99,453	-3,832	-3.7%
2011	100,528	1,075	1.1%
2012	101,998	1,470	1.5%
2013	103,886	1,888	1.9%
2014	107,915	4,029	3.9%
2015	107,717	-199	-0.2%
Annual Change			
1980-2015		2,070	3.2%
2006-2015		556	0.5%
2011-2015		1,797	1.7%
2013-2015		1,915	1.8%

*Annualized from BLS.gov

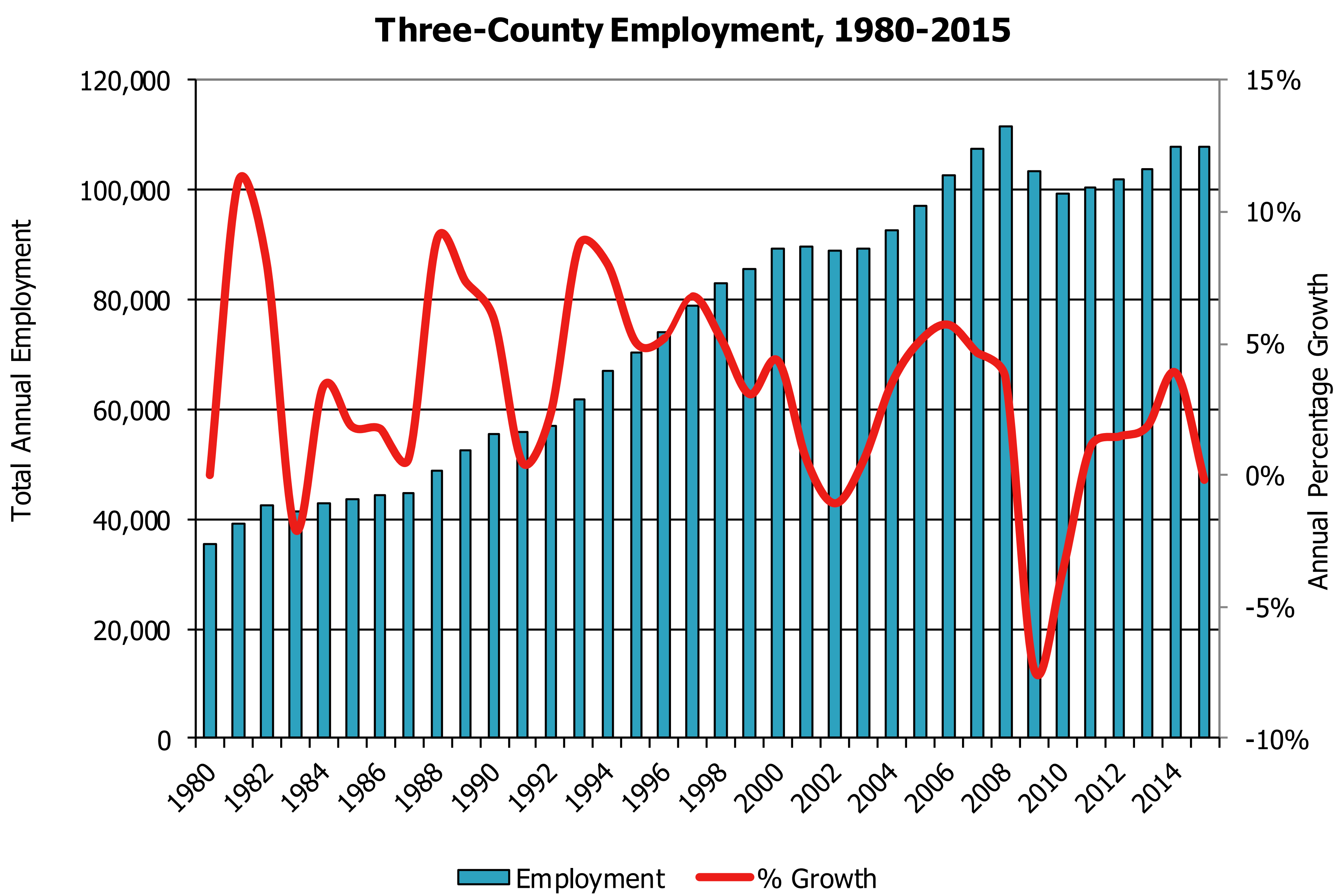
Source: Bureau of Economic Analysis, and THK Associates, Inc.

Table III-2: Garfield County Employment, 1980-2015

Year	Total Employment	Annual Change Numerical	Annual Change Percent
1980	12,220	-	-
1981	14,759	2,539	20.8%
1982	17,297	2,538	17.2%
1983	16,078	-1,219	-7.0%
1984	15,075	-1,003	-6.2%
1985	14,770	-305	-2.0%
1986	14,741	-29	-0.2%
1987	14,545	-196	-1.3%
1988	16,010	1,465	10.1%
1989	17,014	1,004	6.3%
1990	18,107	1,093	6.4%
1991	18,358	251	1.4%
1992	18,212	-146	-0.8%
1993	19,715	1,503	8.3%
1994	21,489	1,774	9.0%
1995	22,497	1,008	4.7%
1996	23,468	971	4.3%
1997	24,365	897	3.8%
1998	26,118	1,753	7.2%
1999	27,803	1,685	6.5%
2000	29,390	1,587	5.7%
2001	29,681	291	1.0%
2002	29,712	31	0.1%
2003	30,668	956	3.2%
2004	31,765	1,097	3.6%
2005	33,916	2,151	6.8%
2006	36,956	3,040	9.0%
2007	39,237	2,281	6.2%
2008	41,398	2,161	5.5%
2009	37,963	-3,435	-8.3%
2010	36,406	-1,557	-4.1%
2011	36,944	538	1.5%
2012	37,519	575	1.6%
2013	38,064	545	1.5%
2014	39,492	1,428	3.8%
2015	39,204	-288	-0.7%
Annual Change			
1980-2015		771	3.4%
2006-2015		250	0.7%
2011-2015		565	1.5%
2013-2015		570	1.5%

*Annualized from BLS.gov

Source: Bureau of Economic Analysis, and THK Associates, Inc.


Three-County Employment, 1980-2015
120,000
100,000
80,000
60,000
40,000
20,000
0
Total Annual Employment
15%
10%
5%
0%
-5%
-10%
Annual Percentage Growth
1980
1982
1984
1986
1988
1990
1992
1994
1996
1998
2000
2002
2004
2006
2008
2010
2012
2014
Employment
% Growth

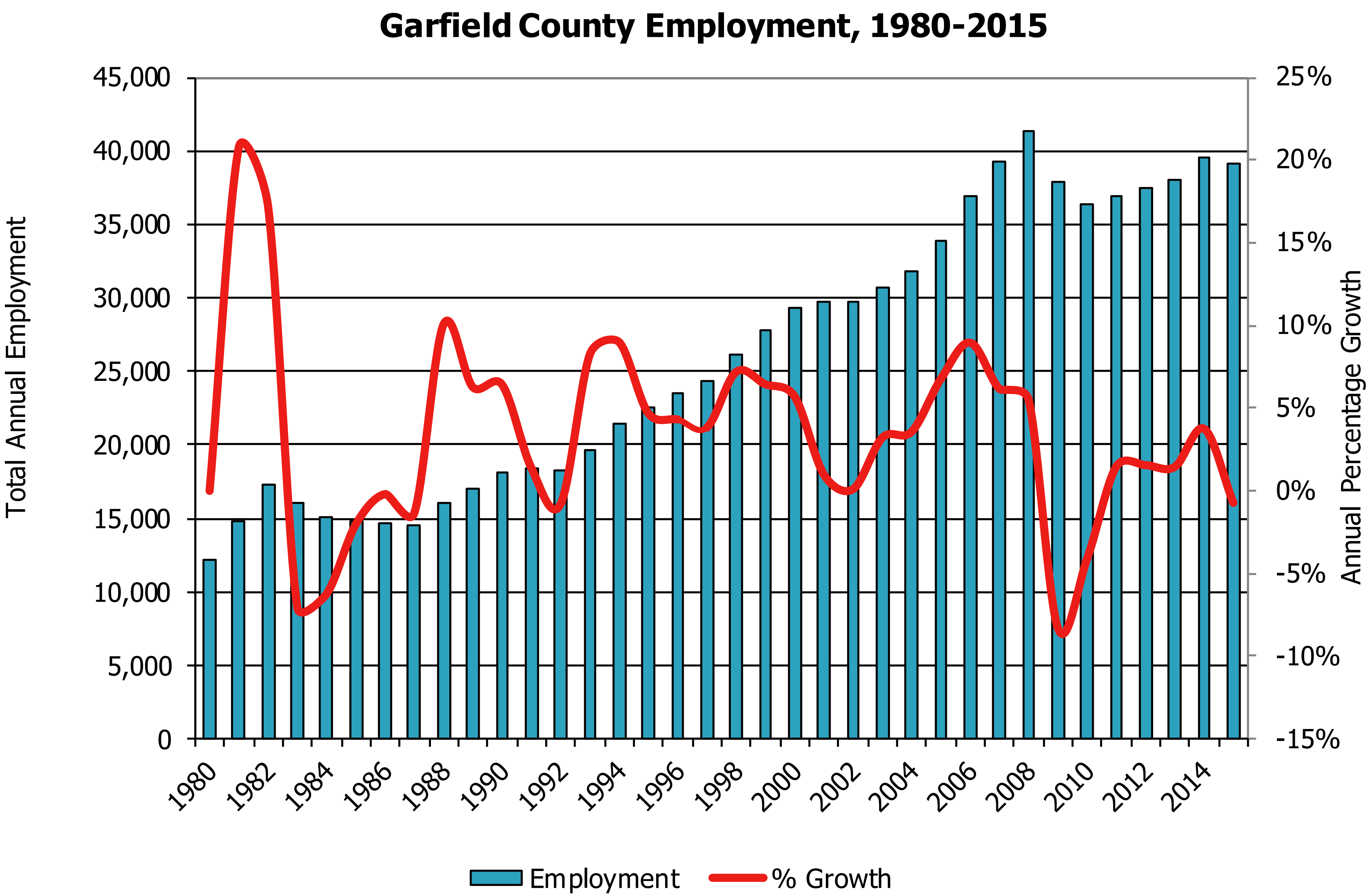

Garfield County Employment, 1980-2015
45,000
40,000
35,000
30,000
25,000
20,000
15,000
10,000
5,000
0
Total Annual Employment
25%
20%
15%
10%
5%
0%
-5%
-10%
-15%
Annual Percentage Growth
1980
1982
1984
1986
1988
1990
1992
1994
1996
1998
2000
2002
2004
2006
2008
2010
2012
2014
Employment
% Growth

Table III-3: Three-County Employment by Industry, 1980-2015

Industry	1970	1980	1985	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000
Farm	842	920	984	1,003	904	878	969	977	910	954	1,014	968	941	956
Nonfarm	13,317	34,356	42,697	54,421	54,784	56,116	61,005	65,959	69,391	73,000	77,959	82,080	84,657	88,353
Agricultural Services, Forestry, & Fisheries	95	467	592	639	694	713	883	1,007	1,105	1,180	1,304	1,406	1,621	1,753
Mining, Oil & Gas	850	855	1,501	1,533	821	373	391	478	480	437	506	520	504	568
Construction	1,252	3,586	3,991	5,838	5,480	5,671	6,310	7,845	8,313	8,972	9,986	11,225	12,362	13,348
Manufacturing	493	753	1,056	1,197	1,187	1,320	1,423	1,580	1,500	1,514	1,538	1,580	1,555	1,542
Transportation & Utilities	693	1,379	1,482	1,802	1,846	1,859	2,157	2,400	2,342	2,422	2,478	2,562	2,555	2,642
Wholesale Trade	104	454	625	871	947	1,023	1,061	1,098	1,246	1,305	1,343	1,393	1,440	1,426
Retail Trade	3,292	8,479	9,819	11,986	12,140	12,681	13,346	14,803	15,248	15,716	16,639	16,972	16,864	17,011
Finance, Insurance, Real Estate	1,306	4,833	5,452	6,524	6,328	6,502	7,031	6,799	8,192	8,760	9,741	10,442	10,929	11,764
Services	3,426	9,793	13,833	18,738	19,880	20,381	22,630	23,907	24,597	25,834	27,344	28,500	29,210	30,422
Government	1,806	3,757	4,346	5,293	5,461	5,593	5,773	6,042	6,368	6,860	7,080	7,480	7,617	7,877
Total Employment	**14,159**	**35,276**	**43,681**	**55,424**	**55,688**	**56,994**	**61,974**	**66,936**	**70,301**	**73,954**	**78,973**	**83,048**	**85,598**	**89,309**

	Sector																Average Annual Change		
Industry	**Code**	**2001**	**2002**	**2003**	**2004**	**2005**	**2006**	**2007**	**2008**	**2009**	**2010**	**2011**	**2012**	**2013**	**2014**	**2015**	**10 Yr**	**5 Yr**	**3 Yr**
Farm		977	940	964	925	925	921	1,008	1,017	996	1,013	1,005	994	1,001	1,020	996	**8**	**-2**	**-2**
Nonfarm		88,851	87,924	88,379	91,530	96,242	101,792	106,481	110,454	102,289	98,440	99,523	101,004	102,885	106,895	106,720	**548**	**1,799**	**1,918**
Forestry, fishing, and related activities	11	278	323	313	271	291	303	346	385	359	390	375	415	428	468	491	**21**	**29**	**31**
Mining	21	624	720	1,012	1,262	1,935	2,607	2,844	3,624	2,787	3,148	3,178	3,342	3,191	3,530	3,740	**126**	**141**	**275**
Utilities	22	332	317	265	263	280	295	302	322	326	311	294	298	317	332	334	**4**	**10**	**8**
Construction	23	13,707	12,223	11,416	11,694	12,586	14,120	15,366	15,593	12,189	9,512	8,854	9,043	9,357	9,573	9,397	**-525**	**136**	**20**
Manufacturing	31-33	1,119	1,089	1,048	1,158	1,143	1,158	1,137	1,164	944	969	1,051	1,095	1,114	1,152	1,145	**-1**	**23**	**15**
Wholesale trade	42	1,338	1,345	1,342	1,430	1,498	1,618	1,768	1,674	1,626	1,576	1,526	1,570	1,734	1,851	1,896	**31**	**93**	**81**
Retail Trade	44-45	9,330	9,026	9,172	9,512	9,619	10,092	10,523	10,321	9,302	8,757	8,757	8,894	9,171	9,442	9,335	**-84**	**144**	**82**
Transportation and warehousing	48-49	1,510	1,465	1,462	1,599	1,842	2,074	2,278	2,208	1,946	1,841	2,010	2,001	2,009	2,082	2,071	**0**	**15**	**31**
Information	51	1,152	1,123	1,130	1,171	1,230	1,201	1,214	1,187	1,059	992	928	923	895	894	859	**-38**	**-17**	**-18**
Finance and insurance	52	2,540	2,586	2,667	2,728	2,754	2,810	3,139	3,506	3,858	3,810	4,164	4,147	4,323	4,598	4,703	**210**	**135**	**190**
Real estate and rental and leasing	53	7,923	8,064	8,270	8,707	9,525	10,001	10,385	10,985	10,491	10,402	10,769	10,499	10,655	10,985	10,889	**99**	**30**	**117**
Professional and technical services	54	5,379	5,395	5,410	5,783	6,013	6,261	6,797	6,864	6,206	5,992	6,046	6,088	6,105	6,258	6,161	**-11**	**29**	**28**
Management of companies and enterprises	55	494	530	488	482	472	524	421	631	625	581	642	653	622	655	663	**15**	**5**	**21**
Administrative and waste services	56	4,675	4,799	4,677	5,231	5,609	6,022	6,337	6,652	5,825	5,595	5,547	5,883	6,129	6,472	6,569	**61**	**256**	**220**
Educational services	61	1,096	1,199	1,273	1,132	1,156	1,130	1,141	1,243	1,239	1,254	1,238	1,333	1,366	1,448	1,475	**38**	**59**	**54**
Health care and social assistance	62	4,023	4,125	4,291	4,545	4,803	5,025	5,186	5,317	5,388	5,486	5,648	5,724	5,866	6,136	6,159	**126**	**128**	**146**
Arts, entertainment, and recreation	71	6,534	6,584	6,315	6,566	6,795	6,966	7,084	7,217	7,120	7,155	7,224	7,505	7,714	8,089	8,160	**133**	**234**	**223**
Accommodation and food services	2000-2010	13,362	13,111	13,483	13,651	14,043	14,289	14,592	15,138	14,055	13,942	14,457	14,735	15,041	15,594	15,546	**140**	**272**	**252**
Other services, except public administration	81	5,213	5,299	5,500	5,641	5,831	5,954	6,291	6,408	6,257	5,807	5,969	6,143	6,027	6,182	6,091	**15**	**31**	**32**
Government and government enterprises	90	8,222	8,601	8,845	8,704	8,817	9,342	9,330	10,015	10,687	10,920	10,846	10,713	10,821	11,155	11,036	**188**	**47**	**107**
Total Employment		**89,828**	**88,864**	**89,343**	**92,455**	**97,167**	**102,713**	**107,489**	**111,471**	**103,285**	**99,453**	**100,528**	**101,998**	**103,886**	**107,915**	**107,717**	**556**	**1,797**	**1,915**

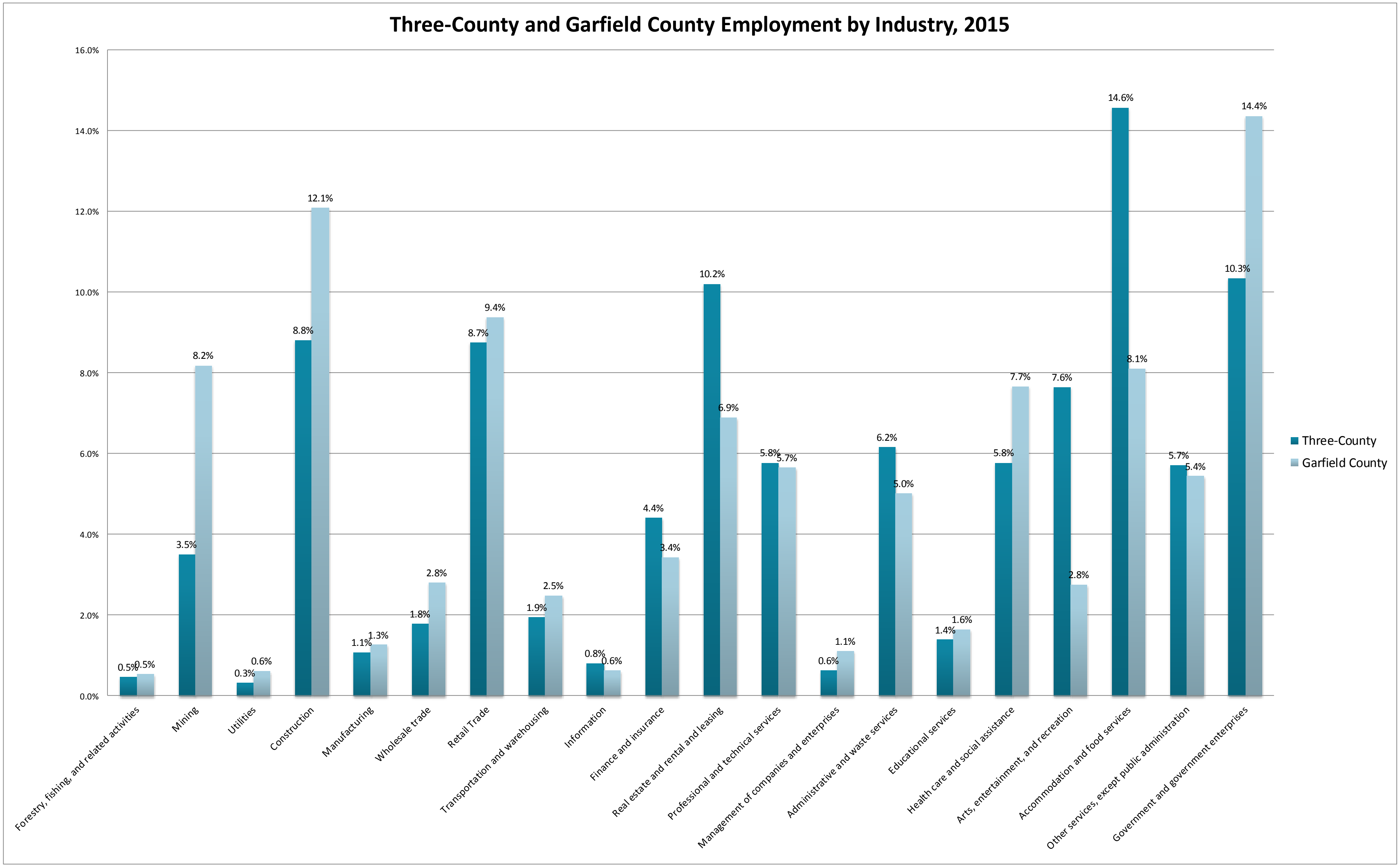
Source: Bureau of Economic Analysis and THK Associates, Inc.

Table III-4: Garfield County Employment by Industry, 1980-2015

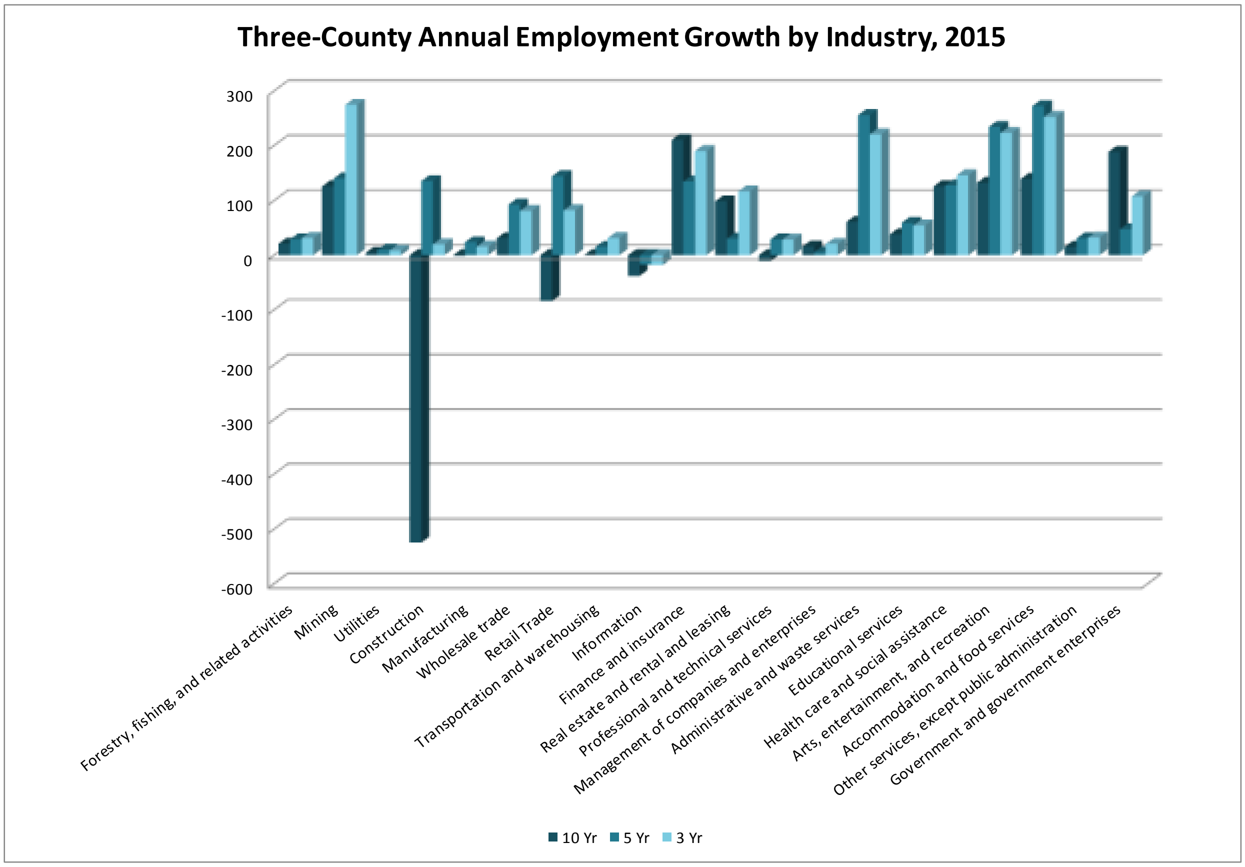
Industry	1970	1980	1985	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000
Farm	610	600	636	662	604	599	664	669	628	657	696	676	664	679
Nonfarm	5,445	11,620	14,134	17,445	17,754	17,613	19,051	20,820	21,869	22,811	23,669	25,442	27,139	28,711
Agricultural Services, Forestry, & Fisheries	33	224	237	249	283	307	377	431	435	448	473	519	620	671
Mining, Oil & Gas	410	120	763	876	516	130	131	187	195	180	207	217	238	288
Construction	487	1,423	1,352	2,001	1,953	1,978	2,141	2,647	2,888	3,111	3,454	4,167	4,590	5,239
Manufacturing	120	270	405	477	530	519	569	642	606	607	633	638	662	655
Transportation & Utilities	299	923	724	644	696	674	898	1,027	1,000	968	786	818	810	840
Wholesale Trade	82	254	282	481	510	566	556	586	649	693	720	731	761	787
Retail Trade	1,426	2,574	3,042	3,571	3,647	3,833	3,998	4,417	4,635	4,787	4,986	5,104	5,340	5,389
Finance, Insurance, Real Estate	526	1,274	1,230	1,521	1,499	1,422	1,586	1,561	1,946	2,117	2,108	2,421	2,659	2,837
Services	1,184	2,973	3,995	5,130	5,599	5,606	6,145	6,582	6,675	6,881	7,169	7,534	8,044	8,448
Government	878	1,585	2,104	2,495	2,521	2,578	2,650	2,740	2,840	3,019	3,133	3,293	3,415	3,557
Total Employment	**6,055**	**12,220**	**14,770**	**18,107**	**18,358**	**18,212**	**19,715**	**21,489**	**22,497**	**23,468**	**24,365**	**26,118**	**27,803**	**29,390**

Industry	Sector Code	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	Average Annual Change 10 Yr	5 Yr	3 Yr
Farm		701	677	699	672	672	670	737	741	726	739	733	724	728	740	718	**5**	**-4**	**-5**
Nonfarm		28,980	29,035	29,969	31,093	33,244	36,286	38,500	40,657	37,237	35,667	36,211	36,795	37,336	38,753	38,486	**244**	**569**	**575**
Forestry, fishing, and related activities	11	153	194	173	146	161	169	194	198	180	184	186	195	197	206	207	**4**	**5**	**5**
Mining	21	380	477	751	999	1,658	2,315	2,516	3,240	2,394	2,717	2,779	2,873	2,708	2,986	3,149	**93**	**92**	**220**
Utilities	22	258	243	191	188	202	207	212	227	233	221	215	214	228	237	236	**3**	**5**	**4**
Construction	23	5,372	4,770	4,694	4,741	5,278	6,113	6,753	7,157	5,668	4,381	4,198	4,361	4,560	4,708	4,649	**-163**	**113**	**45**
Manufacturing	31-33	376	451	446	523	476	488	441	420	338	450	526	532	505	505	484	**0**	**-11**	**-11**
Wholesale trade	42	726	706	717	767	771	846	967	952	910	864	915	967	1,009	1,066	1,077	**26**	**41**	**34**
Retail Trade	44-45	3,713	3,671	3,724	3,968	4,041	4,379	4,579	4,381	3,987	3,682	3,611	3,559	3,676	3,725	3,609	**-86**	**0**	**-33**
Transportation and warehousing	48-49	397	437	527	640	834	1,073	1,217	1,188	1,017	857	1,026	986	955	977	956	**-13**	**-18**	**0**
Information	51	381	368	378	409	368	348	320	303	258	263	250	271	253	252	239	**-12**	**-3**	**-7**
Finance and insurance	52	896	865	934	932	950	977	1,085	1,182	1,281	1,213	1,328	1,266	1,302	1,341	1,322	**38**	**-2**	**10**
Real estate and rental and leasing	53	1,662	1,596	1,728	1,763	1,980	2,128	2,283	2,719	2,469	2,450	2,525	2,568	2,558	2,664	2,654	**58**	**32**	**48**
Professional and technical services	54	1,770	1,865	1,894	2,053	2,071	2,153	2,364	2,484	2,301	2,238	2,254	2,257	2,216	2,245	2,175	**2**	**-20**	**-21**
Management of companies and enterprises	55	128	150	171	164	168	168	164	252	248	369	339	354	365	402	423	**28**	**21**	**29**
Administrative and waste services	56	1,521	1,539	1,540	1,579	1,613	1,669	1,848	1,775	1,719	1,708	1,718	1,809	1,854	1,933	1,928	**29**	**52**	**37**
Educational services	61	434	490	552	382	386	397	421	472	489	504	499	563	571	615	634	**26**	**34**	**31**
Health care and social assistance	62	1,866	1,950	2,083	2,253	2,354	2,430	2,485	2,538	2,589	2,627	2,771	2,847	2,867	2,973	2,948	**58**	**44**	**41**
Arts, entertainment, and recreation	71	810	830	808	842	854	870	888	885	887	905	873	923	991	1,048	1,059	**21**	**46**	**34**
Accommodation and food services	72	2,569	2,535	2,602	2,719	2,812	2,965	3,176	3,234	2,958	2,740	2,832	2,938	3,031	3,143	3,118	**17**	**71**	**43**
Other services, except public administration	81	1,791	1,839	1,896	1,903	1,950	1,990	2,067	2,083	1,994	1,866	1,965	1,987	2,062	2,124	2,092	**11**	**32**	**15**
Government and government enterprises	90	3,777	4,059	4,160	4,122	4,317	4,601	4,520	4,967	5,317	5,428	5,401	5,325	5,428	5,601	5,528	**103**	**32**	**50**
Total Employment		**29,681**	**29,712**	**30,668**	**31,765**	**33,916**	**36,956**	**39,237**	**41,398**	**37,963**	**36,406**	**36,944**	**37,519**	**38,064**	**39,492**	**39,204**	**250**	**565**	**570**

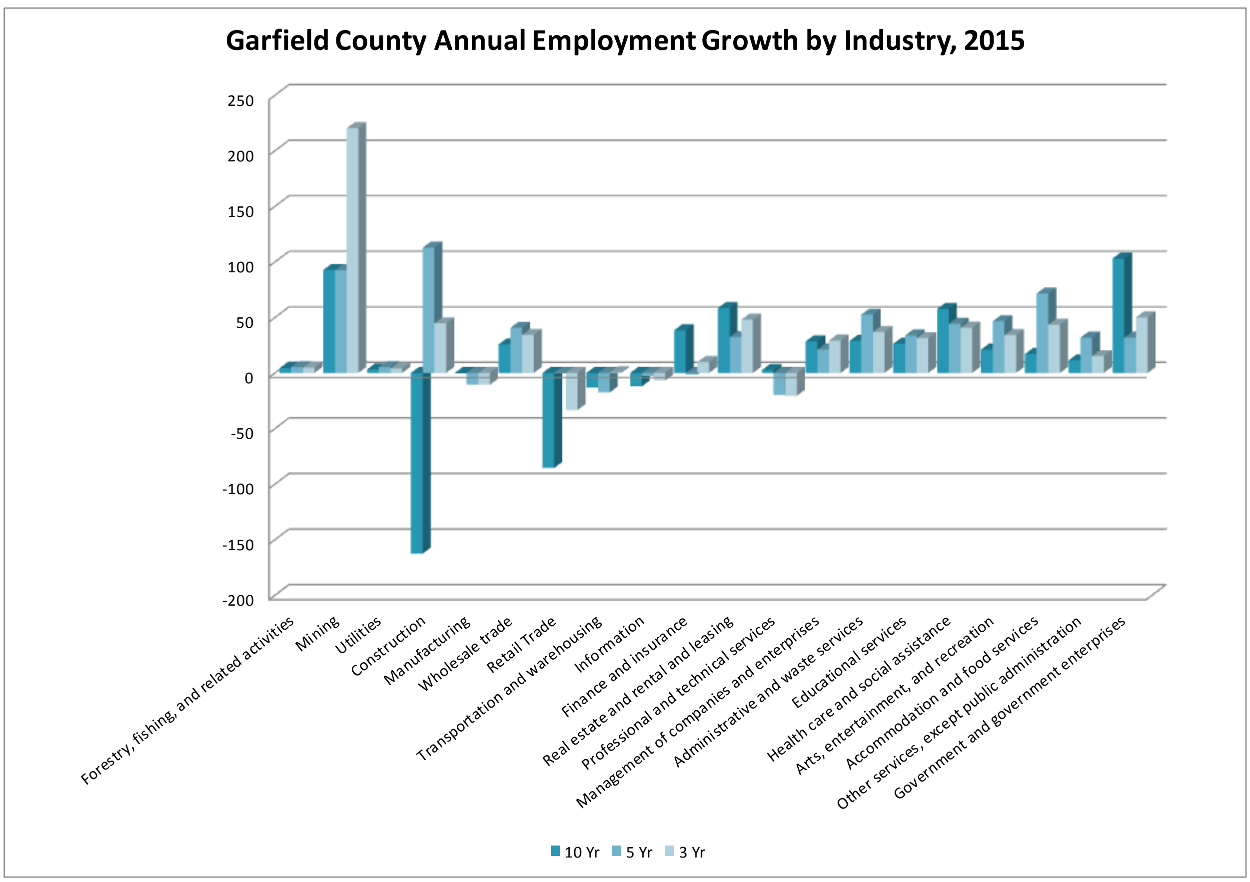
Source: Bureau of Economic Analysis and THK Associates, Inc.



Three-County and Garfield County Employment by Industry, 2015
16.0%
14.0%
12.0%
10.0%
8.0%
6.0%
4.0%
2.0%
0.0%
0.5%
0.5%
3.5%
8.2%
0.3%
0.6%
8.8%
12.1%
1.1%
1.3%
1.8%
2.8%
8.7%
9.4%
1.9%
2.5%
0.8%
0.6%
4.4%
3.4%
10.2%
6.9%
5.8%
5.7%
0.6%
1.1%
6.2%
5.0%
1.4%
1.6%
5.8%
7.7%
7.6%
2.8%
14.6%
8.1%
5.7%
5.4%
10.3%
14.4%
Forestry, fishing, and related activities
Mining
Utilities
Construction
Manufacturing
Wholesale trade
Retail Trade
Transportation and warehousing
Information
Finance and insurance
Real estate and rental and leasing
Professional and technical services
Management of companies and enterprises
Administrative and waste services
Educational services
Health care and social assistance
Arts, entertainment, and recreation
Accommodation and food services
Other services, except public administration
Government and government enterprises
Three-County
Garfield County



Three-County Annual Employment Growth by Industry, 2015
300
200
100
0
-100
-200
-300
-400
-500
-600
Forestry, fishing, and related activities
Mining
Utilities
Construction
Manufacturing
Wholesale trade
Retail Trade
Transportation and warehousing
Information
Finance and insurance
Real estate and rental and leasing
Professional and technical services
Management of companies and enterprises
Administrative and waste services
Educational services
Health care and social assistance
Arts, entertainment, and recreation
Accommodation and food services
Other services, except public administration
Government and government enterprises
10 Yr
5 Yr
3 Yr



Garfield County Annual Employment Growth by Industry, 2015
250
200
150
100
50
0
-50
-100
-150
-200
Forestry, fishing, and related activities
Mining
Utilities
Construction
Manufacturing
Wholesale trade
Retail Trade
Transportation and warehousing
Information
Finance and insurance
Real estate and rental and leasing
Professional and technical services
Management of companies and enterprises
Administrative and waste services
Educational services
Health care and social assistance
Arts, entertainment, and recreation
Accommodation and food services
Other services, except public administration
Government and government enterprises
10 Yr
5 Yr
3 Yr

B. PROJECTED EMPLOYMENT GROWTH AND MAJOR EMPLOYERS

As shown in Table III-5, the Three-County market area is projected to add, on average, approximately 2,469 new jobs per year over the 2016 to 2025 time period. The sectors with the highest projected growth by number of jobs are projected to be the Mining industry (496 jobs per year), Administrative and Waste Services (281 jobs per year), and Accommodation and Food Services (265 jobs per year).

In Table III-6, THK Associates has projected job growth for the Garfield County submarket area, which is expected to add approximately 1,287 jobs annually on average from 2016 to 2025. Industry sectors that are expected to experience the greatest growth by number of jobs over the next ten years are the Mining industry (437 jobs per year), Construction (100 jobs per year), and Government and Government Enterprises (115 jobs per year). This illustrates that Garfield County area is less reliant on the Accommodation and Food Services industries than the Three-County and more reliant on the Government industry. Historical and projected Three-County and Garfield County employment are graphed following Table III-6.

Table III-7 shows the largest employers in Garfield County, which include the Valley View Hospital, Roaring Fork and Garfield County School Districts, Alpine Bank and Colorado Mountain College. The top ten employers account for 5,575 jobs, or 14.22% of the total Garfield County employment in 2015. Within the surrounding environs of the Town of Silt, there are numerous economic stimulators and bases. Major employers and industries include:

- Educational facilities including Colorado State University in Rifle and Colorado Mountain College in Rifle.
- Health care facilities including Silt Medical Center in Silt, Grand River Health in Rifle and Valley View Hospital in Glenwood Springs.
- Financial services firms including Edward Jones financial offices in New Castle and in Rifle.
- Airports including Glenwood Springs Municipal Airport and Garfield County Regional Airport in Antlers.

Table III-5: Three-County Employment Projected, 2016-2025

Industry	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	Average Annual Change
Farm	1,000	1,003	1,007	1,011	1,014	1,018	1,022	1,025	1,029	1,033	**4**
Nonfarm	108,773	110,897	113,097	115,377	117,740	120,192	122,738	125,382	128,131	130,991	**2,469**
Forestry, fishing, and related activities	524	560	597	638	681	727	776	828	884	944	**47**
Mining	4,061	4,411	4,790	5,201	5,648	6,134	6,661	7,233	7,855	8,530	**496**
Utilities	344	355	366	377	389	401	413	426	439	453	**12**
Construction	9,426	9,455	9,484	9,514	9,543	9,573	9,603	9,632	9,662	9,692	**30**
Manufacturing	1,160	1,174	1,190	1,205	1,220	1,236	1,252	1,268	1,284	1,301	**16**
Wholesale trade	1,983	2,074	2,169	2,269	2,373	2,482	2,596	2,715	2,840	2,970	**110**
Retail Trade	9,427	9,519	9,613	9,707	9,803	9,899	9,996	10,095	10,194	10,294	**96**
Transportation and warehousing	2,100	2,130	2,160	2,191	2,222	2,253	2,285	2,317	2,350	2,383	**31**
Information	859	859	859	859	859	859	859	859	859	859	**0**
Finance and insurance	4,900	5,106	5,321	5,544	5,777	6,020	6,273	6,537	6,812	7,098	**244**
Real estate and rental and leasing	10,995	11,103	11,212	11,321	11,432	11,544	11,657	11,771	11,886	12,002	**112**
Professional and technical services	6,196	6,230	6,264	6,299	6,334	6,369	6,404	6,440	6,475	6,511	**35**
Management of companies and enterprises	669	674	680	686	691	697	703	709	715	721	**6**
Administrative and waste services	6,804	7,048	7,300	7,561	7,831	8,112	8,402	8,702	9,013	9,336	**281**
Educational services	1,530	1,587	1,646	1,708	1,772	1,838	1,906	1,977	2,051	2,128	**66**
Health care and social assistance	6,318	6,481	6,648	6,819	6,995	7,176	7,361	7,551	7,746	7,945	**181**
Arts, entertainment, and recreation	8,378	8,601	8,830	9,066	9,308	9,556	9,811	10,072	10,341	10,617	**249**
Accommodation and food services	15,791	16,040	16,292	16,549	16,810	17,075	17,344	17,617	17,894	18,176	**265**
Other services, except public administration	6,129	6,167	6,206	6,244	6,283	6,322	6,362	6,401	6,441	6,482	**39**
Government and government enterprises	11,179	11,323	11,470	11,618	11,769	11,921	12,075	12,231	12,389	12,550	**152**
Total employment	109,773	111,901	114,104	116,388	118,754	121,210	123,759	126,407	129,160	132,023	
Job growth/(losses)	2,056	2,128	2,203	2,283	2,367	2,456	2,549	2,648	2,753	2,863	**2,469**
Job growth rate	1.9%	1.9%	2.0%	2.0%	2.0%	2.1%	2.1%	2.1%	2.2%	2.2%	

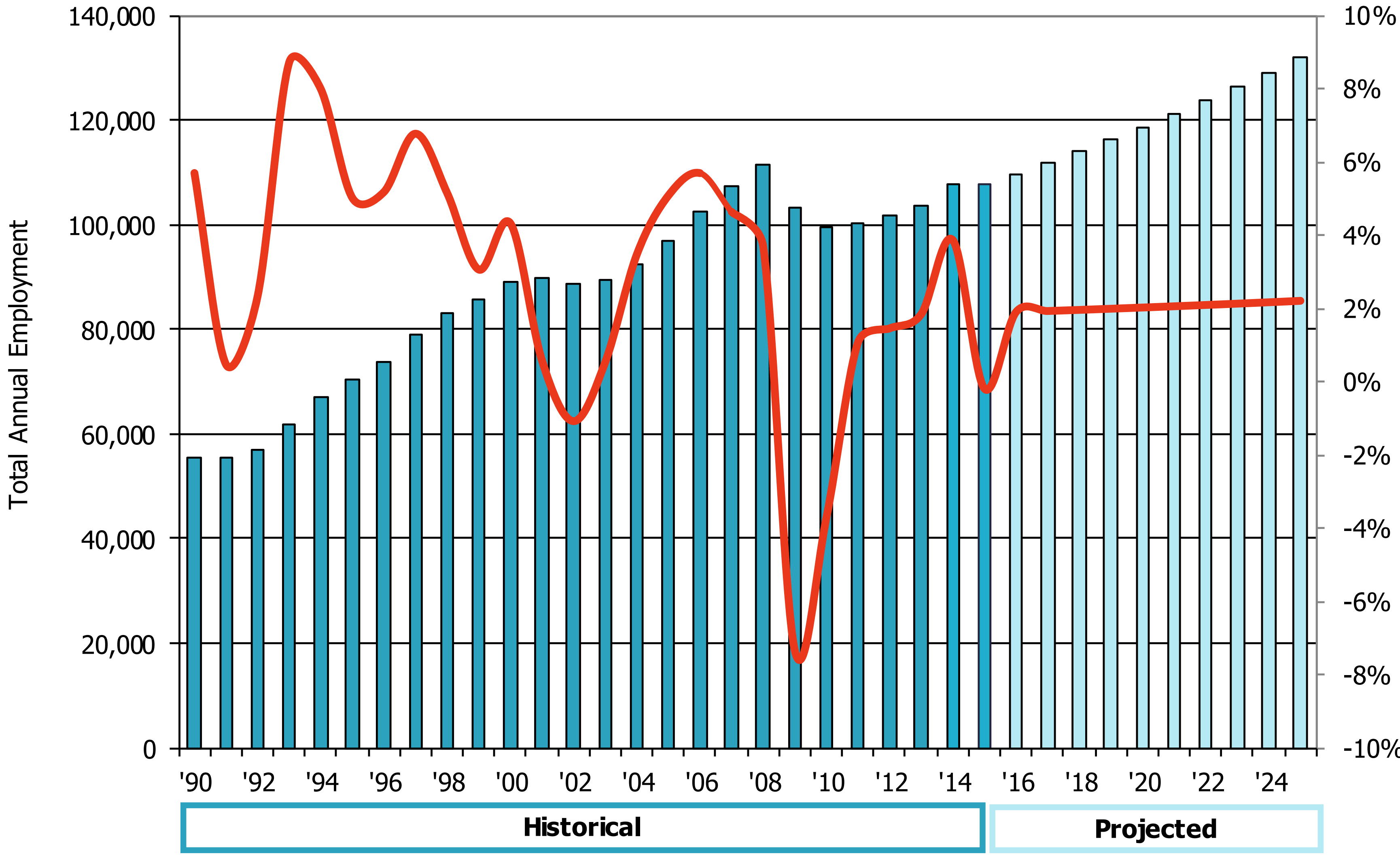
Source: BEA, BLS, and THK Associates, Inc.

Table III-6: Garfield County Employment Projected, 2016-2025

Industry	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	Average Annual Change
Farm	720	723	725	727	729	731	733	735	738	740	**2**
Nonfarm	39,489	40,540	41,640	42,795	44,006	45,278	46,616	48,023	49,506	51,068	**1,287**
Forestry, fishing, and related activities	214	221	229	236	245	253	262	271	280	289	**8**
Mining	3,428	3,732	4,062	4,423	4,815	5,242	5,706	6,212	6,763	7,362	**437**
Utilities	242	249	255	262	269	277	284	292	300	308	**7**
Construction	4,740	4,832	4,926	5,021	5,119	5,218	5,320	5,423	5,529	5,636	**100**
Manufacturing	484	484	484	484	484	484	484	484	484	484	**0**
Wholesale trade	1,124	1,172	1,223	1,276	1,331	1,389	1,449	1,511	1,576	1,645	**58**
Retail Trade	3,611	3,612	3,614	3,615	3,617	3,618	3,620	3,621	3,623	3,624	**1**
Transportation and warehousing	965	975	985	995	1,005	1,015	1,025	1,035	1,046	1,056	**10**
Information	239	239	239	239	239	239	239	239	239	239	**0**
Finance and insurance	1,344	1,367	1,391	1,415	1,439	1,464	1,489	1,514	1,540	1,567	**25**
Real estate and rental and leasing	2,729	2,806	2,886	2,967	3,051	3,138	3,227	3,318	3,412	3,509	**87**
Professional and technical services	2,175	2,176	2,176	2,177	2,177	2,177	2,178	2,178	2,179	2,179	**0**
Management of companies and enterprises	460	500	544	592	643	699	760	827	899	977	**57**
Administrative and waste services	1,984	2,043	2,103	2,165	2,229	2,295	2,362	2,432	2,503	2,577	**66**
Educational services	674	717	762	811	862	917	975	1,037	1,103	1,173	**56**
Health care and social assistance	3,018	3,090	3,164	3,239	3,316	3,395	3,476	3,559	3,643	3,730	**79**
Arts, entertainment, and recreation	1,105	1,153	1,204	1,256	1,311	1,368	1,428	1,490	1,555	1,623	**58**
Accommodation and food services	3,192	3,269	3,347	3,427	3,509	3,593	3,679	3,767	3,858	3,950	**84**
Other services, except public administration	2,128	2,164	2,201	2,238	2,276	2,315	2,354	2,394	2,435	2,476	**39**
Government and government enterprises	5,632	5,738	5,846	5,957	6,069	6,183	6,300	6,419	6,540	6,663	**115**
Total employment	40,210	41,262	42,365	43,522	44,735	46,010	47,349	48,759	50,243	51,807	
Job growth/(losses)	1,006	1,053	1,103	1,156	1,213	1,275	1,340	1,410	1,484	1,564	**1,287**
Job growth rate	2.6%	2.6%	2.7%	2.7%	2.8%	2.8%	2.9%	3.0%	3.0%	3.1%	

Source: BEA, BLS, and THK Associates, Inc.

Three-County Historical and Projected Employment, 1990-2025



Garfield County Historical and Projected Employment, 1990-2025

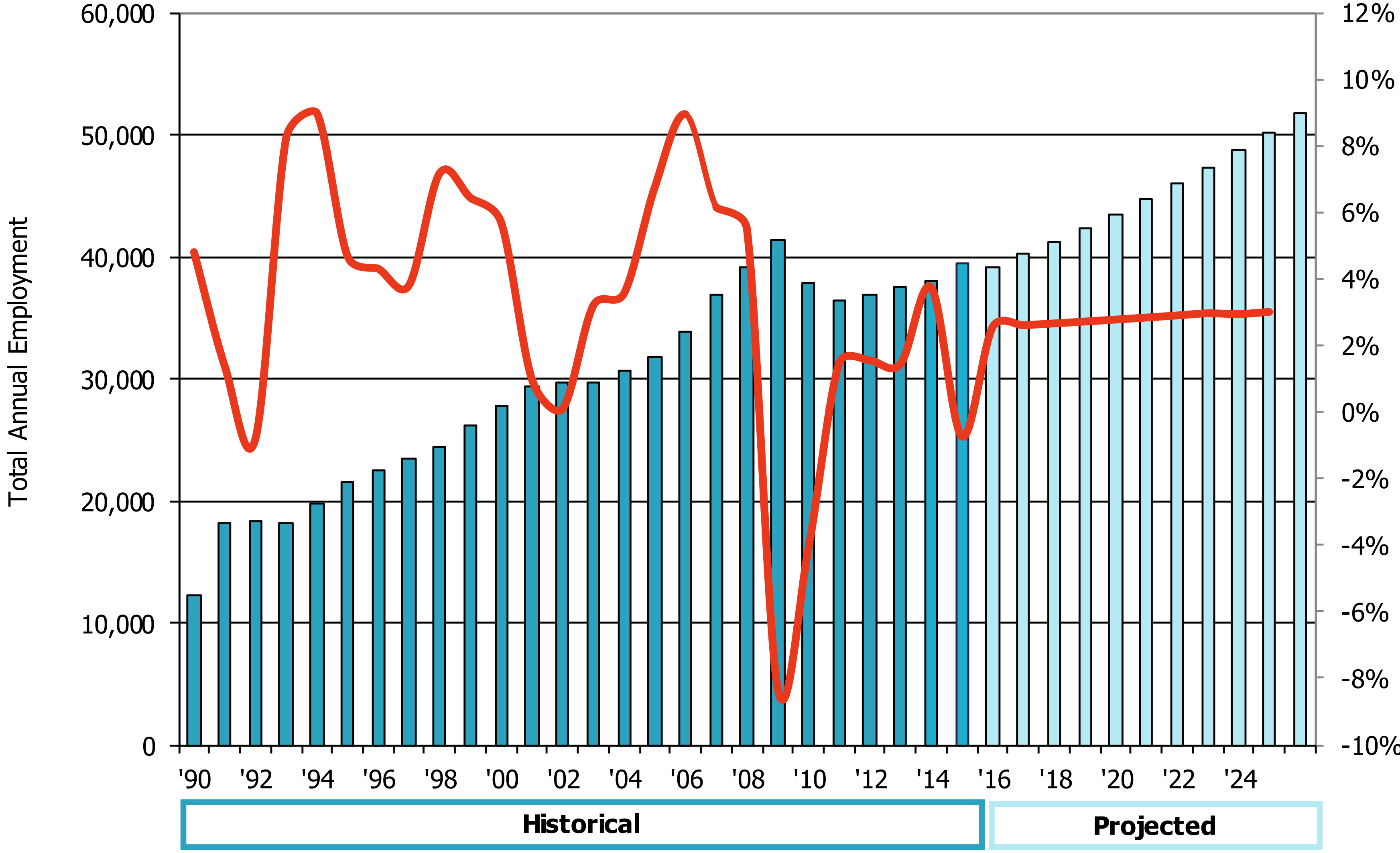


Table III-7: Garfield County Largest Employers, 2015

	Employer	Industry	Employees
1	Valley View Hospital	Health Care	984
2	Roaring Fork School District RE-1	Schools	862
3	Garfield County School District RE-2	Schools	660
4	Alpine Bank	Bank	573
5	Colorado Mountian College	College	527
6	Garfield County	Government	486
7	Grand River Hospital & Medical Cen	Medical	426
8	Wal-Mart	Retail	381
9	City Market	Retail	363
10	City of Glenwood Springs	Government	313
		Top 10 Employers Total Employment	**5,575**
		Total Employment	39,204
		Top 10 Employers as % of Total Employment	14.22%

Source: Denver Business Journal Book of Lists and THK Associates, Inc.

C. INCOME LEVELS BY COUNTY

The Three-County market area continues to see rising incomes as shown in Table III-8. Since 2003, only 2009 and 2010 had decreases in per capita income for all three counties, which followed the national trend surrounding impacts caused by the Great Recession.

In 2009 and 2010, Garfield County experienced decreases in per capita personal income, which were -11.1% and -3.5%, respectively. These figures are -12.8% and -2.0% for Eagle County and -20.8% and -1.7% for Pitkin County. These figures detail that Garfield County, the county in which the Town of Silt is located fared better by wages that the other two counties. From 1980 to 2013, Garfield County had per capita income growth of $939 (4.3%) annually on average, while Eagle County and Pitkin County grew at $1,130 (4.2%) and $2,019 (5.0%), respectively. Over the last five years, Garfield, Eagle and Pitkin County have grown their per capita incomes by 2.3%, 2.5% and 3.9% respectively, while the United States overall has experienced an annual average growth rate of 3.3%.

Table III-8: Three-County Per Capita Personal Income, 2015

	Garfield		Eagle		Pitkin		United States	
Year	Income	Annual Change	Income	Annual Change	Income	Annual Change	Income	Annual Change
1980	$10,199	-	$13,133	-	$16,784	-	$10,150	-
1981	$12,186	19.5%	$14,582	11.0%	$19,874	18.4%	$11,260	10.9%
1982	$13,454	10.4%	$14,656	0.5%	$20,902	5.2%	$11,944	6.1%
1983	$13,247	-1.5%	$14,593	-0.4%	$20,317	-2.8%	$12,649	5.9%
1984	$13,372	0.9%	$16,358	12.1%	$22,574	11.1%	$13,858	9.6%
1985	$13,096	-2.1%	$16,488	0.8%	$22,714	0.6%	$14,717	6.2%
1986	$13,413	2.4%	$16,322	-1.0%	$23,624	4.0%	$15,457	5.0%
1987	$13,768	2.6%	$17,229	5.6%	$23,605	-0.1%	$16,263	5.2%
1988	$14,664	6.5%	$18,933	9.9%	$27,019	14.5%	$17,422	7.1%
1989	$15,951	8.8%	$20,643	9.0%	$29,467	9.1%	$18,647	7.0%
1990	$16,803	5.3%	$21,891	6.0%	$31,063	5.4%	$19,584	5.0%
1991	$16,901	0.6%	$22,438	2.5%	$32,109	3.4%	$19,976	2.0%
1992	$17,808	5.4%	$25,498	13.6%	$37,142	15.7%	$21,051	5.4%
1993	$19,019	6.8%	$26,316	3.2%	$38,271	3.0%	$21,690	3.0%
1994	$20,377	7.1%	$26,760	1.7%	$40,551	6.0%	$22,528	3.9%
1995	$21,369	4.9%	$28,993	8.3%	$40,828	0.7%	$23,551	4.5%
1996	$22,181	3.8%	$30,620	5.6%	$45,458	11.3%	$24,709	4.9%
1997	$23,521	6.0%	$33,114	8.1%	$48,794	7.3%	$25,929	4.9%
1998	$25,716	9.3%	$35,291	6.6%	$55,884	14.5%	$27,488	6.0%
1999	$26,913	4.7%	$36,125	2.4%	$59,624	6.7%	$28,611	4.1%
2000	$29,410	9.3%	$39,091	8.2%	$69,826	17.1%	$30,587	6.9%
2001	$28,669	-2.5%	$40,856	4.5%	$66,631	-4.6%	$31,524	3.1%
2002	$28,084	-2.0%	$39,623	-3.0%	$65,947	-1.0%	$31,800	0.9%
2003	$28,662	2.1%	$41,067	3.6%	$67,150	1.8%	$32,677	2.8%
2004	$31,101	8.5%	$43,314	5.5%	$71,089	5.9%	$34,300	5.0%
2005	$33,218	6.8%	$45,905	6.0%	$76,929	8.2%	$35,888	4.6%
2006	$36,372	9.5%	$49,981	8.9%	$84,022	9.2%	$38,127	6.2%
2007	$39,301	8.1%	$51,190	2.4%	$87,654	4.3%	$39,804	4.4%
2008	$42,294	7.6%	$52,384	2.3%	$90,491	3.2%	$40,873	2.7%
2009	$37,587	-11.1%	$45,682	-12.8%	$71,645	-20.8%	$39,379	-3.7%
2010	$36,278	-3.5%	$44,771	-2.0%	$70,395	-1.7%	$40,144	1.9%
2011	$38,587	6.4%	$46,884	4.7%	$77,254	9.7%	$42,332	5.5%
2012	$40,517	5.0%	$49,233	5.0%	$82,496	6.8%	$44,200	4.4%
2013	$41,171	1.6%	$50,416	2.4%	$83,425	1.1%	$44,765	1.3%
2014*	$42,119	2.3%	$51,674	2.5%	$86,661	3.9%	$46,223	3.3%
2015*	$43,089	2.3%	$52,964	2.5%	$90,023	3.9%	$47,728	3.3%
Average Annual Change								
1980-2013	**$939**	**4.3%**	**$1,130**	**4.2%**	**$2,019**	**5.0%**	**$1,049**	**4.6%**
2000-2013	**$905**	**2.6%**	**$871**	**2.0%**	**$1,046**	**1.4%**	**$1,091**	**3.0%**
2009-2013	**$896**	**2.3%**	**$1,184**	**2.5%**	**$2,945**	**3.9%**	**$1,347**	**3.3%**

*2014 and 2015 figures are projected using respective county growth over 2009 to 2013

Source: U.S. Dept. of Commerce, Bureau of Economic Analysis, & THK Associates, Inc.

D. HISTORICAL POPULATION AND HOUSEHOLD GROWTH TRENDS

Population and household growth drive the demand for residential and commercial real estate development. As shown in Table III-9, all three counties in the Town of Silt market study area have increased in population and households since 1980. Furthermore, the towns surrounding the Town of Silt, including the Town of Silt have household and population data available from 1990.

Since 1980, the annual average population growth for the Three-County market has been approximately 2,420 people and approximately 890 households, for a people per household ratio of around 2.72. Since 1990, the annual average population growth for the Garfield County submarket has been approximately 1,030 people and 361 households for a growing people per household ratio of around 2.85, slightly higher than the Three-County people per household ratio. The population growth that has occurred in Garfield County area since 1990 has accounted for approximately 42.6% of the total Three-County population growth over the same time period. From 2010 to 2015, the annual average population growth for the Garfield County submarket has been approximately 404 people and 147 households, accounting for 39.4% of population growth and 39.2% of household growth in the Three-County market. Over the last three years Eagle County and Pitkin County have accounted for 57.3% and 3.2% of the Three-County total employment growth.

Table III-9 also details the populations and households of the largest towns surrounding the Town of Silt, which are detailed over the 1990 to 2015 time period. The surrounding towns include Glenwood Springs, New Castle, Basalt, and Rifle, along with the Town of Silt, the latter of which is the focus of this feasibility analysis. Since 1990 all of the areas listed have grown in population and households. The cites that have added the most people since 1990 are the Town of Rifle with 180 people, the Town of Glenwood Springs with 130 people and the Town of New Castle with 120 people added annually on average. Over the last five years, the Town of Silt has added 32 people and 11 households annually on average, down from 70 people and 24 households over the 1990 to 2015 time period.

Table III-9: Three-County and Surrounding Municipality Estimates of Population and Households, 1990-2015

Year	Town of Silt Pop	Town of Silt HH	Town of Glenwood Springs Pop	Town of Glenwood Springs HH	Town of New Castle Pop	Town of New Castle HH	Town of Basalt Pop	Town of Basalt HH	Town of Rifle Pop	Town of Rifle HH	**Municipality Total Pop**	**Municipality Total HH**	Garfield County Pop	Garfield County HH	Eagle County Pop	Eagle County HH	Pitkin County Pop	Pitkin County HH	**Three-County Total Pop**	**Three-County Total HH**
1980	--	--	--	--	--	--	--	--	--	--	--	--	22,514	8,449	13,320	5,104	10,338	4,803	**46,172**	**18,356**
1990	1,126	421	6,512	2,735	1,281	475	2,176	861	5,155	1,915	**16,250**	**6,407**	29,979	11,250	21,929	8,403	12,661	5,882	**64,569**	**25,535**
2000	1,782	633	7,740	3,277	2,339	831	3,409	1,297	6,949	2,510	**22,219**	**8,548**	43,791	16,229	41,658	15,147	14,872	6,807	**100,321**	**38,183**
2010	2,832	958	9,489	3,752	4,209	1,455	3,901	1,564	9,024	3,170	**29,455**	**10,899**	56,389	20,359	52,197	19,236	17,148	8,152	**125,734**	**47,747**
2015	2,994	1,013	9,849	3,892	4,334	1,499	3,974	1,595	9,553	3,336	**30,704**	**11,335**	58,409	21,092	55,134	20,294	17,313	8,232	**130,856**	**49,619**
1980-2015																				
Numerical	--	--	--	--	--	--	--	--	--	--	**--**	**--**	1,030	361	1,190	434	200	98	**2,420**	**890**
% Growth	--	--	--	--	--	--	--	--	--	--	--	--	2.8%	2.6%	4.1%	4.0%	1.5%	1.6%	3.0%	2.9%
% of Total	--	--	--	--	--	--	--	--	--	--	--	--	42.6%	40.6%	49.2%	48.8%	8.3%	11.0%	100.0%	100.0%
1990-2015																				
Numerical	70	24	130	46	120	41	70	29	180	57	**580**	**200**	1,140	394	1,330	476	190	94	**2,650**	**960**
% Growth	4.0%	3.6%	1.7%	1.4%	5.0%	4.7%	2.4%	2.5%	2.5%	2.2%	2.6%	2.3%	2.7%	2.5%	3.8%	3.6%	1.3%	1.4%	2.9%	2.7%
% of Total	2.6%	2.5%	4.9%	4.8%	4.5%	4.3%	2.6%	3.1%	6.8%	5.9%	21.9%	20.8%	43.0%	41.0%	50.2%	49.5%	7.2%	9.8%	100.0%	100.0%
2000-2015																				
Numerical	81	25	141	41	133	45	38	20	174	55	**566**	**186**	975	324	898	343	163	95	**2,036**	**762**
% Growth	3.5%	3.2%	1.6%	1.2%	4.2%	4.0%	1.0%	1.4%	2.1%	1.9%	2.2%	1.9%	1.9%	1.8%	1.9%	2.0%	1.0%	1.3%	1.8%	1.8%
% of Total	4.0%	3.3%	6.9%	5.4%	6.5%	5.8%	1.9%	2.6%	8.5%	7.2%	27.8%	24.4%	47.9%	42.5%	44.1%	45.0%	8.0%	12.5%	100.0%	100.0%
2010-2015																				
Numerical	32	11	72	28	25	9	15	6	106	33	**250**	**87**	404	147	587	212	33	16	**1,024**	**374**
% Growth	1.1%	1.1%	0.7%	0.7%	0.6%	0.6%	0.4%	0.4%	1.1%	1.0%	0.8%	0.8%	0.7%	0.7%	1.1%	1.1%	0.2%	0.2%	0.8%	0.8%
% of Total	3.2%	2.9%	7.0%	7.5%	2.4%	2.4%	1.4%	1.6%	10.3%	8.9%	24.4%	23.3%	39.4%	39.2%	57.3%	56.5%	3.2%	4.3%	100.0%	100.0%

Source: Bureau of Census and THK Associates, Inc.

E. RESIDENTIAL CONSTRUCTION TRENDS

As shown in Table III-10, single-family permits, multi-family permits and total permits are shown since 1980 for each county that comprises the Three-County market area. Garfield County has accounted for 38.5% of the total Three-County single-family permits issued annually on average over the last 36 years, and 31.0% of the total Three-County single-family permits issued annually on average over the last three years. In total in the Three-County area, 714 single-family permits have been issued annually on average since 1980, while 125 single-family permits have been issued annually on average over the last three years. The recent trend in single-family permits issued has been a steady diversion from historical levels with only 20 single-family permits projected to be issued in 2015.

Garfield County has accounted for 23.0% of the total Three-County multi-family permits issued annually on average over the last 36 years, and 1.9% of the total Three-County multi-family permits issued annually on average over the last three years. In total in the Three-County area, 272 multi-family permits have been issued annually on average since 1980, while 53 multi-family permits have been issued annually on average over the last three years. The recent trend in multi-family permits issued has been a strong diversion from historical levels with zero multi-family units permitted in 2015.

As shown in Table III-11, the single-family permits and multi-family permits issued annually on average for Garfield County are individually shown and further detailed as a percentage of the total permits issued in Garfield County. Table III-11 acts as a summary table for the permit details in Table III-10, and compares the growth occurring within Garfield County submarket area to the Three-County market area. Since 1980 Garfield County area has accounted for approximately 34.2% of the total permits issued in the Three-County area, while this figure has been approximately 22.3% over the last three years. Single-family permits have accounted for 81.5% of total permits issued in Garfield County area over the last 35 years. More recently single-family permits issued in Garfield County area have accounted for 97.5% of total permits issued over the last three years. Graphs for the Three-County and the Garfield County permits issued follow Table III-11.

Table III-10: Three-County and Local Municipality Residential Permits, 1980-2015

Single Family

	Town of Silt		Town of Glenwood Springs		Town of New Castle		Town of Basalt		Town of Rifle		Municipality Total	Garfield County		Eagle County		Pitkin County		Three-County Total
Year	Permits	Percent of Total	Permits	Percent of Total	Permits	Percent of Total	Permits	Percent of Total	Permits	Percent of Total	**Permits**	Permits	Percent of Total	Permits	Percent of Total	Permits	Percent of Total	**Permits**
1980	7	2.9%	49	20.0%	2	0.8%	6	2.4%	181	73.9%	**245**	367	46.8%	223	28.4%	194	24.7%	**784**
1981	25	7.7%	22	6.8%	3	0.9%	1	0.3%	274	84.3%	**325**	530	57.9%	240	26.2%	145	15.8%	**915**
1982	36	33.3%	38	35.2%	0	0.0%	3	2.8%	31	28.7%	**108**	272	59.4%	125	27.3%	61	13.3%	**458**
1983	42	42.9%	12	12.2%	3	3.1%	34	34.7%	7	7.1%	**98**	133	36.5%	169	46.4%	62	17.0%	**364**
1984	1	3.7%	14	51.9%	1	3.7%	11	40.7%	0	0.0%	**27**	46	16.5%	133	47.7%	100	35.8%	**279**
1985	0	0.0%	8	42.1%	0	0.0%	8	42.1%	3	15.8%	**19**	57	27.5%	106	51.2%	44	21.3%	**207**
1986	0	0.0%	5	15.2%	1	3.0%	27	81.8%	0	0.0%	**33**	35	14.2%	137	55.7%	74	30.1%	**246**
1987	0	0.0%	5	14.3%	0	0.0%	28	80.0%	2	5.7%	**35**	69	21.4%	133	41.2%	121	37.5%	**323**
1988	0	0.0%	8	15.1%	0	0.0%	43	81.1%	2	3.8%	**53**	92	19.5%	242	51.4%	137	29.1%	**471**
1989	4	4.7%	24	27.9%	8	9.3%	46	53.5%	4	4.7%	**86**	183	27.6%	343	51.7%	137	20.7%	**663**
1990	5	6.3%	37	46.3%	8	10.0%	21	26.3%	9	11.3%	**80**	206	25.4%	460	56.8%	144	17.8%	**810**
1991	1	1.6%	20	31.3%	12	18.8%	29	45.3%	2	3.1%	**64**	128	21.0%	414	68.0%	67	11.0%	**609**
1992	11	8.8%	48	38.4%	24	19.2%	26	20.8%	16	12.8%	**125**	265	34.8%	405	53.2%	91	12.0%	**761**
1993	8	4.8%	61	36.5%	44	26.3%	27	16.2%	27	16.2%	**167**	362	37.7%	479	49.9%	119	12.4%	**960**
1994	22	8.4%	57	21.8%	80	30.5%	57	21.8%	46	17.6%	**262**	461	33.7%	782	57.2%	124	9.1%	**1,367**
1995	15	6.4%	56	23.7%	64	27.1%	55	23.3%	46	19.5%	**236**	383	33.2%	686	59.5%	83	7.2%	**1,152**
1996	25	14.8%	36	21.3%	42	24.9%	34	20.1%	32	18.9%	**169**	346	32.5%	602	56.5%	118	11.1%	**1,066**
1997	31	15.0%	33	16.0%	38	18.4%	46	22.3%	58	28.2%	**206**	388	30.9%	698	55.6%	170	13.5%	**1,256**
1998	22	9.7%	37	16.4%	59	26.1%	44	19.5%	64	28.3%	**226**	435	35.9%	656	54.2%	120	9.9%	**1,211**
1999	77	19.1%	91	22.5%	61	15.1%	86	21.3%	89	22.0%	**404**	565	42.7%	587	44.4%	171	12.9%	**1,323**
2000	56	19.9%	62	22.0%	61	21.6%	30	10.6%	73	25.9%	**282**	528	43.6%	456	37.7%	227	18.7%	**1,211**
2001	58	17.0%	68	19.9%	84	24.6%	27	7.9%	105	30.7%	**342**	511	50.1%	404	39.6%	105	10.3%	**1,020**
2002	25	9.2%	44	16.2%	89	32.8%	19	7.0%	94	34.7%	**271**	454	49.3%	352	38.3%	114	12.4%	**920**
2003	28	13.1%	48	22.4%	46	21.5%	18	8.4%	74	34.6%	**214**	345	38.0%	468	51.6%	94	10.4%	**907**
2004	38	15.5%	31	12.7%	73	29.8%	24	9.8%	79	32.2%	**245**	420	33.8%	712	57.2%	112	9.0%	**1,244**
2005	47	14.7%	34	10.6%	89	27.8%	29	9.1%	121	37.8%	**320**	573	41.3%	673	48.5%	142	10.2%	**1,388**
2006	57	16.8%	89	26.3%	46	13.6%	28	8.3%	119	35.1%	**339**	655	47.1%	598	43.0%	137	9.9%	**1,390**
2007	43	17.8%	24	9.9%	42	17.4%	25	10.3%	108	44.6%	**242**	525	48.4%	454	41.9%	105	9.7%	**1,084**
2008	14	10.3%	20	14.7%	79	58.1%	10	7.4%	13	9.6%	**136**	295	53.9%	168	30.7%	84	15.4%	**547**
2009	2	10.5%	6	31.6%	2	10.5%	1	5.3%	8	42.1%	**19**	74	47.1%	56	35.7%	27	17.2%	**157**
2010	2	28.6%	0	0.0%	1	14.3%	1	14.3%	3	42.9%	**7**	37	26.1%	61	43.0%	44	31.0%	**142**
2011	0	0.0%	6	85.7%	0	0.0%	1	14.3%	0	0.0%	**7**	23	41.8%	32	58.2%	0	0.0%	**55**
2012	0	0.0%	0	0.0%	0	0.0%	4	50.0%	4	50.0%	**8**	22	46.8%	25	53.2%	0	0.0%	**47**
2013	0	0.0%	2	10.5%	4	21.1%	10	52.6%	3	15.8%	**19**	33	45.2%	40	54.8%	0	0.0%	**73**
2014	6	26.1%	1	4.3%	6	26.1%	4	17.4%	6	26.1%	**23**	83	29.5%	134	47.7%	64	22.8%	**281**
2015	0	0.0%	10	30.3%	13	39.4%	0	0.0%	10	30.3%	**33**	0	0.0%	20	100.0%	0	0.0%	**20**
Long-term Average 1980-2015	20	12.9%	31	20.2%	30	19.8%	24	15.8%	48	31.3%	**152**	275	38.5%	341	47.7%	98	13.8%	**714**
10-Year Average 2006-2015	12	14.9%	16	19.0%	19	23.2%	8	10.1%	27	32.9%	**83**	175	46.0%	159	41.8%	46	12.1%	**380**
5-Year Average 2011-2015	1	6.7%	4	21.1%	5	25.6%	4	21.1%	5	25.6%	**18**	32	33.8%	50	52.7%	13	13.4%	**95**
3-Year Average 2013-2015	2	8.0%	4	17.3%	8	30.7%	5	18.7%	6	25.3%	**25**	39	31.0%	65	51.9%	21	17.1%	**125**

*2015 is annualized after August of 2015

Source: U.S. Department of Commerce, C-40 Reports and THK Associates, Inc.

Table III-10: Three-County and Local Municipality Residential Permits, 1980-2015

Multi-Family

	Town of Silt		Town of Glenwood Springs		Town of New Castle		Town of Basalt		Town of Rifle		Municipality Total	Garfield County		Eagle County		Pitkin County		Three-County Total
Year	Permits	Percent of Total	Permits	Percent of Total	Permits	Percent of Total	Permits	Percent of Total	Permits	Percent of Total	**Permits**	Permits	Percent of Total	Permits	Percent of Total	Permits	Percent of Total	**Permits**
1980	6	4.1%	48	32.7%	24	16.3%	0	0.0%	69	46.9%	**147**	163	34.6%	251	53.3%	57	12.1%	**471**
1981	4	1.4%	27	9.4%	0	0.0%	0	0.0%	257	89.2%	**288**	770	49.9%	714	46.3%	58	3.8%	**1,542**
1982	4	4.6%	15	17.2%	0	0.0%	16	18.4%	52	59.8%	**87**	183	46.2%	83	21.0%	130	32.8%	**396**
1983	8	22.2%	12	33.3%	0	0.0%	0	0.0%	16	44.4%	**36**	36	17.2%	125	59.8%	48	23.0%	**209**
1984	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	**0**	0	0.0%	65	35.9%	116	64.1%	**181**
1985	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	**0**	5	11.6%	24	55.8%	14	32.6%	**43**
1986	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	**0**	0	0.0%	68	91.9%	6	8.1%	**74**
1987	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	**0**	0	0.0%	72	92.3%	6	7.7%	**78**
1988	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	**0**	22	12.0%	150	82.0%	11	6.0%	**183**
1989	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	**0**	4	1.7%	168	72.7%	59	25.5%	**231**
1990	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	**0**	14	6.1%	183	79.9%	32	14.0%	**229**
1991	0	0.0%	0	0.0%	0	0.0%	0	0.0%	4	100.0%	**4**	8	9.4%	77	90.6%	0	0.0%	**85**
1992	0	0.0%	55	100.0%	0	0.0%	0	0.0%	0	0.0%	**55**	70	26.5%	158	59.8%	36	13.6%	**264**
1993	0	0.0%	4	50.0%	0	0.0%	0	0.0%	4	50.0%	**8**	16	3.3%	437	89.2%	37	7.6%	**490**
1994	0	0.0%	16	47.1%	0	0.0%	18	52.9%	0	0.0%	**34**	79	17.6%	307	68.2%	64	14.2%	**450**
1995	0	0.0%	15	48.4%	0	0.0%	16	51.6%	0	0.0%	**31**	23	6.3%	342	93.7%	0	0.0%	**365**
1996	0	0.0%	0	0.0%	0	0.0%	16	100.0%	0	0.0%	**16**	38	8.1%	377	80.2%	55	11.7%	**470**
1997	0	0.0%	0	0.0%	0	0.0%	34	100.0%	0	0.0%	**34**	15	1.8%	789	96.1%	17	2.1%	**821**
1998	0	0.0%	0	0.0%	0	0.0%	57	58.8%	40	41.2%	**97**	62	10.6%	482	82.4%	41	7.0%	**585**
1999	0	0.0%	0	0.0%	6	6.0%	46	46.0%	48	48.0%	**100**	70	15.4%	294	64.5%	92	20.2%	**456**
2000	0	0.0%	79	49.4%	36	22.5%	29	18.1%	16	10.0%	**160**	146	33.3%	245	55.9%	47	10.7%	**438**
2001	0	0.0%	26	40.0%	0	0.0%	24	36.9%	15	23.1%	**65**	50	23.6%	162	76.4%	0	0.0%	**212**
2002	0	0.0%	46	79.3%	0	0.0%	12	20.7%	0	0.0%	**58**	69	16.4%	338	80.5%	13	3.1%	**420**
2003	0	0.0%	6	16.2%	0	0.0%	20	54.1%	11	29.7%	**37**	20	26.3%	48	63.2%	8	10.5%	**76**
2004	0	0.0%	3	5.0%	0	0.0%	0	0.0%	57	95.0%	**60**	78	64.5%	43	35.5%	0	0.0%	**121**
2005	0	0.0%	3	100.0%	0	0.0%	0	0.0%	0	0.0%	**3**	18	14.0%	111	86.0%	0	0.0%	**129**
2006	0	0.0%	0	0.0%	52	60.5%	0	0.0%	34	39.5%	**86**	102	51.5%	21	10.6%	75	37.9%	**198**
2007	0	0.0%	0	0.0%	40	61.5%	0	0.0%	25	38.5%	**65**	80	32.5%	103	41.9%	63	25.6%	**246**
2008	0	0.0%	10	10.6%	67	71.3%	0	0.0%	17	18.1%	**94**	106	72.1%	9	6.1%	32	21.8%	**147**
2009	0	0.0%	0	0.0%	0	0.0%	4	50.0%	4	50.0%	**8**	4	15.4%	22	84.6%	0	0.0%	**26**
2010	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	**0**	0	0.0%	0	0.0%	0	0.0%	**0**
2011	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	**0**	0	0.0%	0	0.0%	0	0.0%	**0**
2012	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	**0**	0	0.0%	0	0.0%	0	0.0%	**0**
2013	0	0.0%	60	83.3%	0	0.0%	10	13.9%	2	2.8%	**72**	3	100.0%	0	0.0%	0	0.0%	**3**
2014	0	0.0%	0	0.0%	10	55.6%	8	44.4%	0	0.0%	**18**	0	0.0%	122	78.2%	34	21.8%	**156**
2015	0	0.0%	85	95.5%	4	4.5%	0	0.0%	0	0.0%	**89**	0	0.0%	0	0.0%	0	0.0%	**0**
Long-term Average 1980-2015	1	1.3%	14	29.1%	7	13.6%	9	17.7%	19	38.3%	**49**	63	23.0%	178	65.2%	32	11.8%	**272**
10-Year Average 2006-2015	0	0.0%	16	35.9%	17	40.0%	2	5.1%	8	19.0%	**43**	30	38.0%	28	35.7%	20	26.3%	**78**
5-Year Average 2011-2015	0	0.0%	29	81.0%	3	7.8%	4	10.1%	0	1.1%	**36**	1	1.9%	24	76.7%	7	21.4%	**32**
3-Year Average 2013-2015	0	0.0%	48	81.0%	5	7.8%	6	10.1%	1	1.1%	**60**	1	1.9%	41	76.7%	11	21.4%	**53**

*2015 is annualized after August of 2015

Source: U.S. Department of Commerce, C-40 Reports and THK Associates, Inc.

Table III-10: Three-County and Local Municipality Residential Permits, 1980-2015

Total

Year	Town of Silt Permits	Town of Silt Percent of Total	Town of Glenwood Springs Permits	Town of Glenwood Springs Percent of Total	Town of New Castle Permits	Town of New Castle Percent of Total	Town of Basalt Permits	Town of Basalt Percent of Total	Town of Rifle Permits	Town of Rifle Percent of Total	**Municipality Total Permits**	Garfield County Permits	Garfield County Percent of Total	Eagle County Permits	Eagle County Percent of Total	Pitkin County Permits	Pitkin County Percent of Total	**Three-County Total Permits**
1980	13	3.3%	97	24.7%	26	6.6%	6	1.5%	250	63.8%	**392**	530	42.2%	474	37.8%	251	20.0%	**1,255**
1981	29	4.7%	49	8.0%	3	0.5%	1	0.2%	531	86.6%	**613**	1,300	52.9%	954	38.8%	203	8.3%	**2,457**
1982	40	20.5%	53	27.2%	0	0.0%	19	9.7%	83	42.6%	**195**	455	53.3%	208	24.4%	191	22.4%	**854**
1983	50	37.3%	24	17.9%	3	2.2%	34	25.4%	23	17.2%	**134**	169	29.5%	294	51.3%	110	19.2%	**573**
1984	1	3.7%	14	51.9%	1	3.7%	11	40.7%	0	0.0%	**27**	46	10.0%	198	43.0%	216	47.0%	**460**
1985	0	0.0%	8	42.1%	0	0.0%	8	42.1%	3	15.8%	**19**	62	24.8%	130	52.0%	58	23.2%	**250**
1986	0	0.0%	5	15.2%	1	3.0%	27	81.8%	0	0.0%	**33**	35	10.9%	205	64.1%	80	25.0%	**320**
1987	0	0.0%	5	14.3%	0	0.0%	28	80.0%	2	5.7%	**35**	69	17.2%	205	51.1%	127	31.7%	**401**
1988	0	0.0%	8	15.1%	0	0.0%	43	81.1%	2	3.8%	**53**	114	17.4%	392	59.9%	148	22.6%	**654**
1989	4	4.7%	24	27.9%	8	9.3%	46	53.5%	4	4.7%	**86**	187	20.9%	511	57.2%	196	21.9%	**894**
1990	5	6.3%	37	46.3%	8	10.0%	21	26.3%	9	11.3%	**80**	220	21.2%	643	61.9%	176	16.9%	**1,039**
1991	1	1.5%	20	29.4%	12	17.6%	29	42.6%	6	8.8%	**68**	136	19.6%	491	70.7%	67	9.7%	**694**
1992	11	6.1%	103	57.2%	24	13.3%	26	14.4%	16	8.9%	**180**	335	32.7%	563	54.9%	127	12.4%	**1,025**
1993	8	4.6%	65	37.1%	44	25.1%	27	15.4%	31	17.7%	**175**	378	26.1%	916	63.2%	156	10.8%	**1,450**
1994	22	7.4%	73	24.7%	80	27.0%	75	25.3%	46	15.5%	**296**	540	29.7%	1,089	59.9%	188	10.3%	**1,817**
1995	15	5.6%	71	26.6%	64	24.0%	71	26.6%	46	17.2%	**267**	406	26.8%	1,028	67.8%	83	5.5%	**1,517**
1996	25	13.5%	36	19.5%	42	22.7%	50	27.0%	32	17.3%	**185**	384	25.0%	979	63.7%	173	11.3%	**1,536**
1997	31	12.9%	33	13.8%	38	15.8%	80	33.3%	58	24.2%	**240**	403	19.4%	1,487	71.6%	187	9.0%	**2,077**
1998	22	6.8%	37	11.5%	59	18.3%	101	31.3%	104	32.2%	**323**	497	27.7%	1,138	63.4%	161	9.0%	**1,796**
1999	77	15.3%	91	18.1%	67	13.3%	132	26.2%	137	27.2%	**504**	635	35.7%	881	49.5%	263	14.8%	**1,779**
2000	56	12.7%	141	31.9%	97	21.9%	59	13.3%	89	20.1%	**442**	674	40.9%	701	42.5%	274	16.6%	**1,649**
2001	58	14.3%	94	23.1%	84	20.6%	51	12.5%	120	29.5%	**407**	561	45.5%	566	45.9%	105	8.5%	**1,232**
2002	25	7.6%	90	27.4%	89	27.1%	31	9.4%	94	28.6%	**329**	523	39.0%	690	51.5%	127	9.5%	**1,340**
2003	28	11.2%	54	21.5%	46	18.3%	38	15.1%	85	33.9%	**251**	365	37.1%	516	52.5%	102	10.4%	**983**
2004	38	12.5%	34	11.1%	73	23.9%	24	7.9%	136	44.6%	**305**	498	36.5%	755	55.3%	112	8.2%	**1,365**
2005	47	14.6%	37	11.5%	89	27.6%	29	9.0%	121	37.5%	**323**	591	39.0%	784	51.7%	142	9.4%	**1,517**
2006	57	13.4%	89	20.9%	98	23.1%	28	6.6%	153	36.0%	**425**	757	47.7%	619	39.0%	212	13.4%	**1,588**
2007	43	14.0%	24	7.8%	82	26.7%	25	8.1%	133	43.3%	**307**	605	45.5%	557	41.9%	168	12.6%	**1,330**
2008	14	6.1%	30	13.0%	146	63.5%	10	4.3%	30	13.0%	**230**	401	57.8%	177	25.5%	116	16.7%	**694**
2009	2	7.4%	6	22.2%	2	7.4%	5	18.5%	12	44.4%	**27**	78	42.6%	78	42.6%	27	14.8%	**183**
2010	2	28.6%	0	0.0%	1	14.3%	1	14.3%	3	42.9%	**7**	37	26.1%	61	43.0%	44	31.0%	**142**
2011	0	0.0%	6	85.7%	0	0.0%	1	14.3%	0	0.0%	**7**	23	41.8%	32	58.2%	0	0.0%	**55**
2012	0	0.0%	0	0.0%	0	0.0%	4	50.0%	4	50.0%	**8**	22	46.8%	25	53.2%	0	0.0%	**47**
2013	0	0.0%	62	68.1%	4	4.4%	20	22.0%	5	5.5%	**91**	36	47.4%	40	52.6%	0	0.0%	**76**
2014	6	14.6%	1	2.4%	16	39.0%	12	29.3%	6	14.6%	**41**	83	19.0%	256	58.6%	98	22.4%	**437**
2015	0	0.0%	95	77.9%	17	13.9%	0	0.0%	10	8.2%	**122**	0	0.0%	20	100.0%	0	0.0%	**20**
Long-term Average 1980-2015	20	10.1%	45	22.4%	37	18.3%	33	16.2%	66	33.0%	**201**	338	34.2%	518	52.6%	130	13.2%	**986**
10-Year Average 2006-2015	12	9.8%	31	24.7%	37	28.9%	11	8.4%	36	28.1%	**127**	204	44.7%	187	40.8%	67	14.5%	**457**
5-Year Average 2011-2015	1	2.2%	33	61.0%	7	13.8%	7	13.8%	5	9.3%	**54**	33	25.8%	75	58.7%	20	15.4%	**127**
3-Year Average 2013-2015	2	2.4%	53	62.2%	12	14.6%	11	12.6%	7	8.3%	**85**	40	22.3%	105	59.3%	33	18.4%	**178**

*2015 is annualized after August of 2015

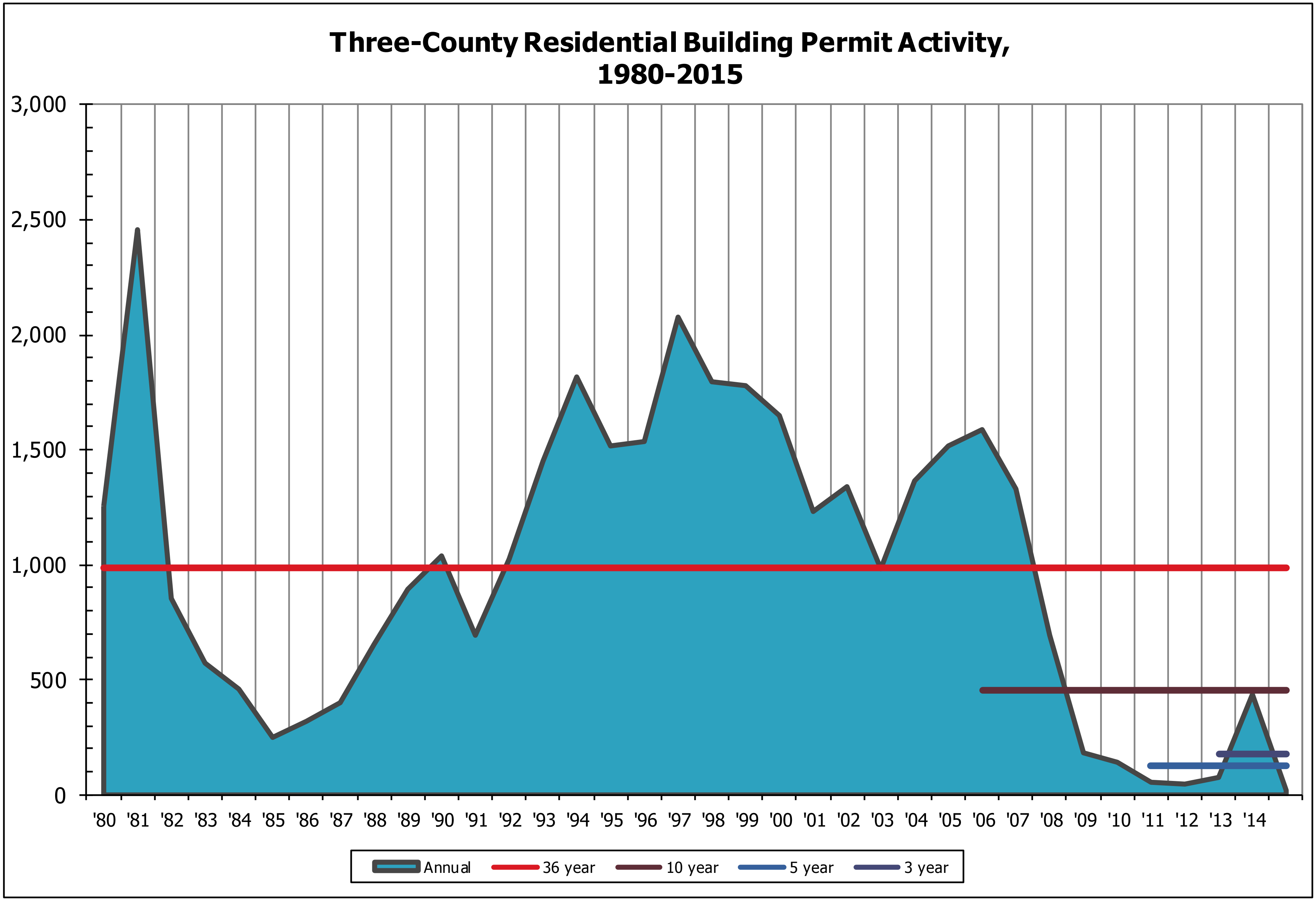
Source: U.S. Department of Commerce, C-40 Reports and THK Associates, Inc.

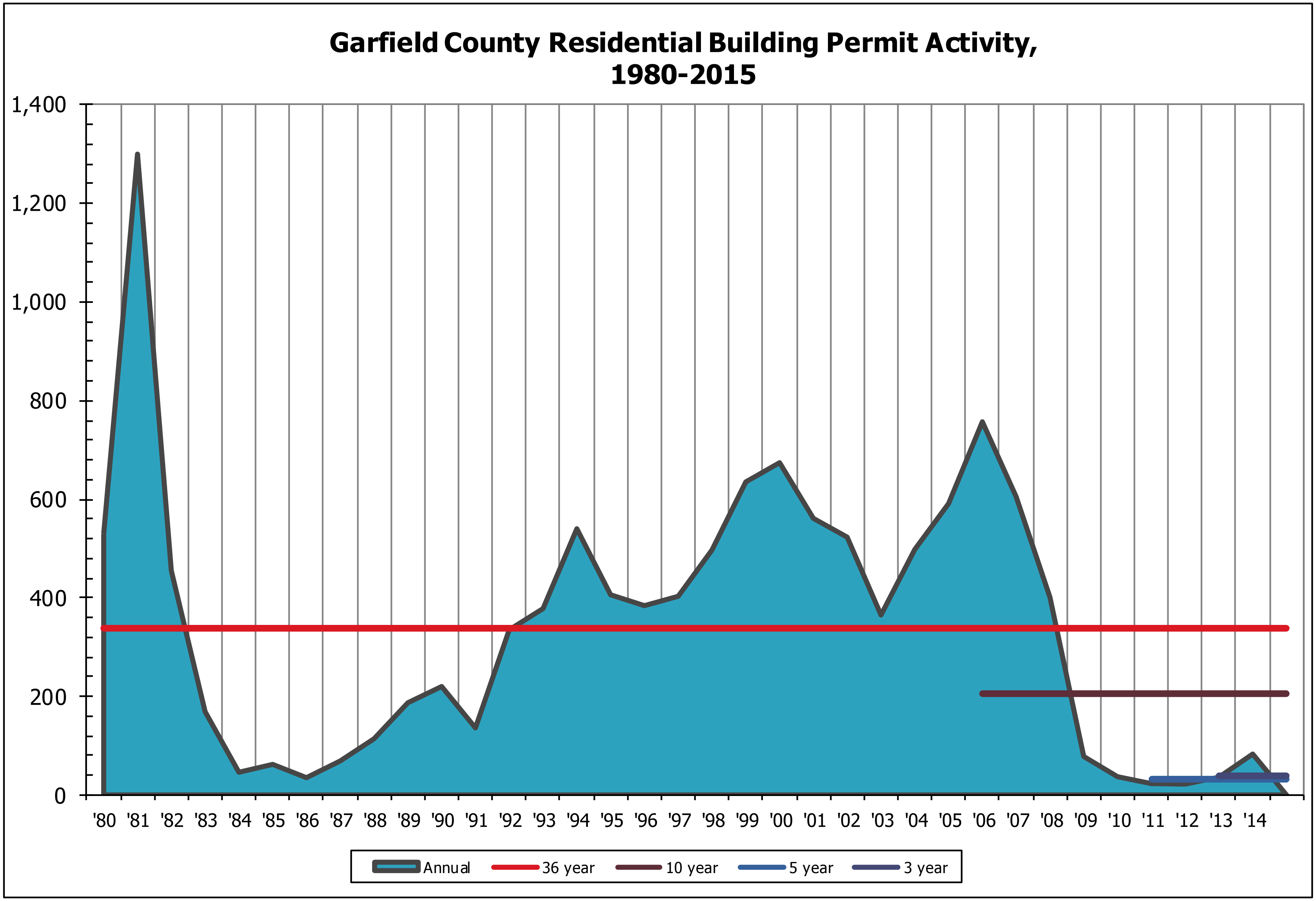
Table III-11: Residential Building Permits Issued by Type and Tenure, 1980-August 2015

	Garfield County						
	Single-Family		**Multi-Family**				
Year	Permits	Percent of Total	Permits	Percent of Total	**Garfield County Total**	Three-County Total	**Garfield Percent of Three-County**
1980	367	69.2%	163	0.0%	**530**	1,255	**42.2%**
1981	530	40.8%	770	0.0%	**1,300**	2,457	**52.9%**
1982	272	59.8%	183	0.0%	**455**	854	**53.3%**
1983	133	78.7%	36	0.0%	**169**	573	**29.5%**
1984	46	100.0%	0	0.0%	**46**	460	**10.0%**
1985	57	91.9%	5	0.0%	**62**	250	**24.8%**
1986	35	100.0%	0	0.0%	**35**	320	**10.9%**
1987	69	100.0%	0	0.0%	**69**	401	**17.2%**
1988	92	80.7%	22	0.0%	**114**	654	**17.4%**
1989	183	97.9%	4	0.0%	**187**	894	**20.9%**
1990	206	93.6%	14	0.0%	**220**	1,039	**21.2%**
1991	128	94.1%	8	0.0%	**136**	694	**19.6%**
1992	265	79.1%	70	0.0%	**335**	1,025	**32.7%**
1993	362	95.8%	16	0.0%	**378**	1,450	**26.1%**
1994	461	85.4%	79	0.0%	**540**	1,817	**29.7%**
1995	383	94.3%	23	0.0%	**406**	1,517	**26.8%**
1996	346	90.1%	38	0.0%	**384**	1,536	**25.0%**
1997	388	96.3%	15	0.0%	**403**	2,077	**19.4%**
1998	435	87.5%	62	0.0%	**497**	1,796	**27.7%**
1999	565	89.0%	70	0.0%	**635**	1,779	**35.7%**
2000	528	78.3%	146	0.0%	**674**	1,649	**40.9%**
2001	511	91.1%	50	0.0%	**561**	1,232	**45.5%**
2002	454	86.8%	69	0.0%	**523**	1,340	**39.0%**
2003	345	94.5%	20	0.0%	**365**	983	**37.1%**
2004	420	84.3%	78	0.0%	**498**	1,365	**36.5%**
2005	573	97.0%	18	0.0%	**591**	1,517	**39.0%**
2006	655	86.5%	102	0.0%	**757**	1,588	**47.7%**
2007	525	86.8%	80	0.0%	**605**	1,330	**45.5%**
2008	295	73.6%	106	0.0%	**401**	694	**57.8%**
2009	74	94.9%	4	0.0%	**78**	183	**42.6%**
2010	37	100.0%	0	0.0%	**37**	142	**26.1%**
2011	23	100.0%	0	0.0%	**23**	55	**41.8%**
2012	22	100.0%	0	0.0%	**22**	47	**46.8%**
2013	33	91.7%	3	0.0%	**36**	76	**47.4%**
2014	83	100.0%	0	0.0%	**83**	437	**19.0%**
2015	0	0.0%	0	0.0%	**0**	20	**0.0%**
Long-term Average 1980-2015	275	81.5%	63	18.5%	**338**	986	**34.2%**
10-Year Average 2006-2015	175	85.6%	30	14.4%	**204**	457	**44.7%**
5-Year Average 2011-2015	32	98.2%	1	1.8%	**33**	127	**25.8%**
3-Year Average 2013-2015	39	97.5%	1	2.5%	**40**	178	**22.3%**

*2015 is annualized after August of 2015

Source: U.S. Department of Commerce, C-40 Reports and THK Associates, Inc.


Three-County Residential Building Permit Activity, 1980-2015
3,000
2,500
2,000
1,500
1,000
500
0
'80 '81 '82 '83 '84 '85 '86 '87 '88 '89 '90 '91 '92 '93 '94 '95 '96 '97 '98 '99 '00 '01 '02 '03 '04 '05 '06 '07 '08 '09 '10 '11 '12 '13 '14
Annual
36 year
10 year
5 year
3 year



Garfield County Residential Building Permit Activity, 1980-2015
1,400
1,200
1,000
800
600
400
200
0
'80 '81 '82 '83 '84 '85 '86 '87 '88 '89 '90 '91 '92 '93 '94 '95 '96 '97 '98 '99 '00 '01 '02 '03 '04 '05 '06 '07 '08 '09 '10 '11 '12 '13 '14
Annual
36 year
10 year
5 year
3 year

F. POPULATION AND HOUSEHOLD GROWTH PROJECTIONS

Population, household, and employment data for the Three-County area is compared in Table III-12 over the 1980 to 2015 time period and then projected for the 2016 to 2025 time period. In 1980, the total population of the Three-County area was 46,172 and resident employment was 35,276 for an employment participation ratio of .7640 meaning that 76.40% of the Three-County population was employed. By 1990, the MSA's population had increased to 64,569, and resident employment had increased to 55,424 for an employment participation ratio of .8584. Employment and population have since continued to increase since 1990, and by 2010 the employment participation ratio had changed to .7910, dipping from a peak of .8902 in 2000. The current employment participation ratio is estimated to be .8232, which is projected to increase steadily over the next ten years. Furthermore, Table III-12 projects population growth for the Three-County market area based on the anticipated employment growth over the next decade. With a projected 2025 resident employment of 132,023 the estimated 2025 population for the Three-County area is projected to be 160,540 based on an anticipated participation rate of .8224. Based on this estimated population growth, the Three-County area should have approximately 58,608 households in 2025. The area's permanent population is projected to grow by 3,020 persons, 2,470 employees, and 913 households on average annually from 2016 to 2025.

Table III-13 shows the projected growth in employment, population and households in the Garfield County submarket. By way of comparison, this Two-County submarket currently has a higher employment participation rate of .6712 than the employment participation ratio in 1980 of .5428. Proportionally, average annual employment growth from 2000 to 2010 was less than population growth, effectively causing the employment participation ratio to decrease over the 2000 to 2010 time period. The drop may be attributed in large part to the Great Recession which occurred over the late to middle part of the 2000 to 2010 decade. Even though employment staggered during the 2000 to 2010 time span, household growth and population growth still remained strong. Employment, population and households in the Garfield County submarket are projected to grow by 1,290 jobs, 1,930 people and 665 households, respectively, on average annually from 2016 to 2025. Employment, population and household information is graphed following Table III-13 for the Three-County market and the Garfield County submarket areas. The Three-County market population and household growth table details that the projected growth rates over the next decade fall between the 1990 to 2000 and the 2000 to 2010 growth rates. The Garfield County market population and household growth table details that the projected growth rates over the next decade are projected to be slightly higher than the 1990 to 2000 and the 2000 to 2010 growth rates.

Table III-12: Three-County Projected Population and Households, 1980-2025

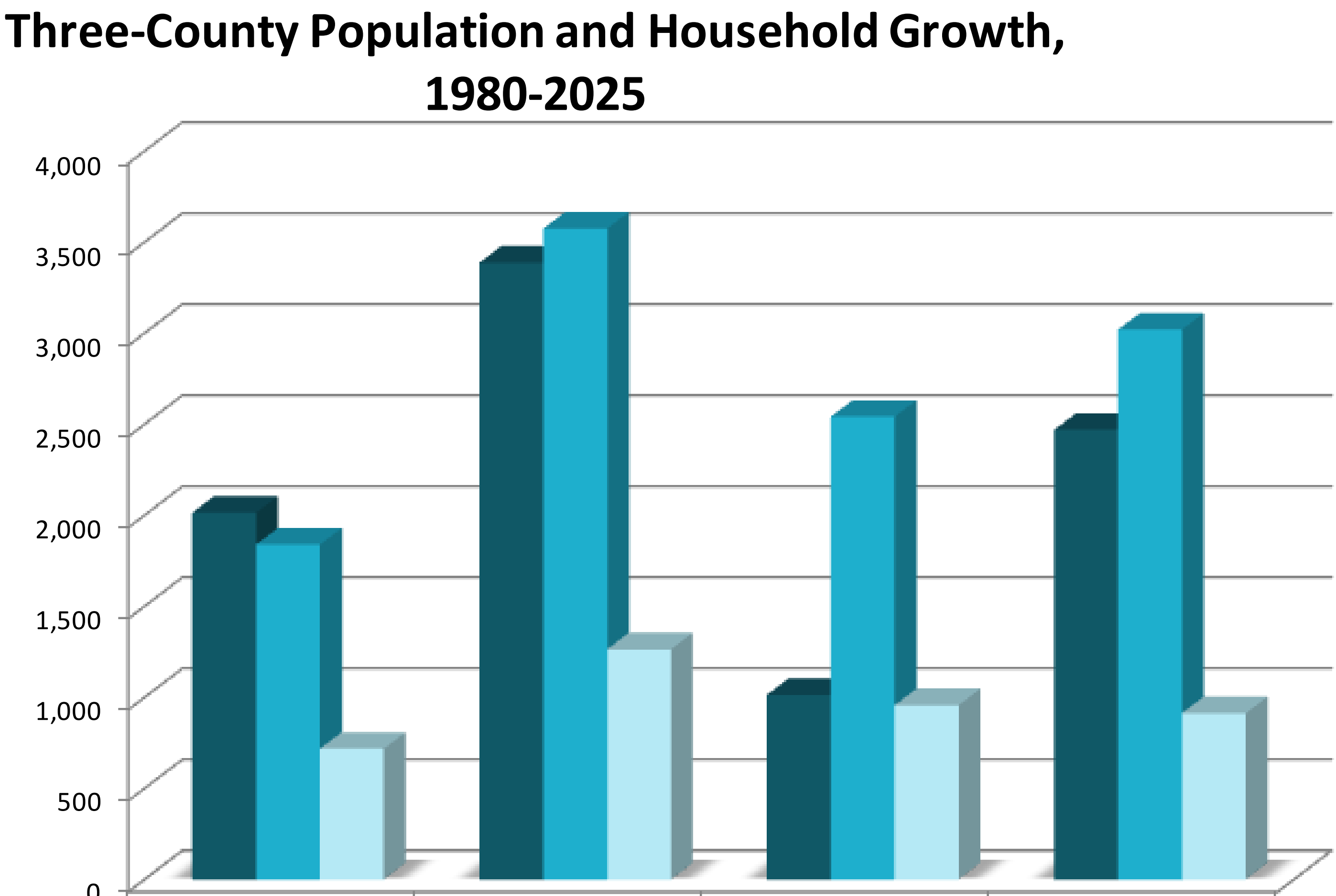
Year	**Employment**	Employment Participation Ratio	**Population**	Annual Population Change	Group Quarters Population	Permanent Population	Household Population Ratio	**Households**	Annual Household Change
1980	**35,276**	0.76401	**46,172**	--	600	45,572	2.4827	**18,356**	--
1990	**55,424**	0.85837	**64,569**	1,840	839	63,730	2.4958	**25,535**	718
2000	**89,309**	0.89023	**100,321**	3,575	1,304	99,017	2.5932	**38,183**	1,265
2010	**99,453**	0.79098	**125,734**	2,541	1,635	124,099	2.5991	**47,747**	956
2015	**107,717**	0.82317	**130,856**	1,024	1,701	129,155	2.6029	**49,619**	374
2016	**109,773**	0.82309	**133,370**	2,514	1,820	131,550	2.6108	**50,388**	769
2017	**111,901**	0.82300	**135,970**	2,600	1,948	134,022	2.6186	**51,181**	794
2018	**114,104**	0.82292	**138,660**	2,690	2,084	136,576	2.6264	**52,000**	819
2019	**116,388**	0.82284	**141,450**	2,790	2,230	139,220	2.6343	**52,849**	848
2020	**118,754**	0.82276	**144,340**	2,890	2,386	141,954	2.6422	**53,725**	877
2021	**121,210**	0.82267	**147,340**	3,000	2,553	144,787	2.6502	**54,633**	908
2022	**123,759**	0.82259	**150,450**	3,110	2,732	147,718	2.6581	**55,573**	939
2023	**126,407**	0.82251	**153,680**	3,230	2,923	150,757	2.6661	**56,546**	974
2024	**129,160**	0.82243	**157,050**	3,370	3,127	153,923	2.6741	**57,561**	1,015
2025	**132,023**	0.82235	**160,540**	3,490	3,346	157,194	2.6821	**58,608**	1,047
Average Annual Change (2016-2025)									
Numerical:	**2,470**		**3,020**					**913**	
Percent:	**2.1%**		**2.1%**					**1.7%**	

Source: Dept of Commerce, Bureau of the Census and THK Associates, Inc.

Table III-13: Garfield County Projected Population and Households, 1980-2025

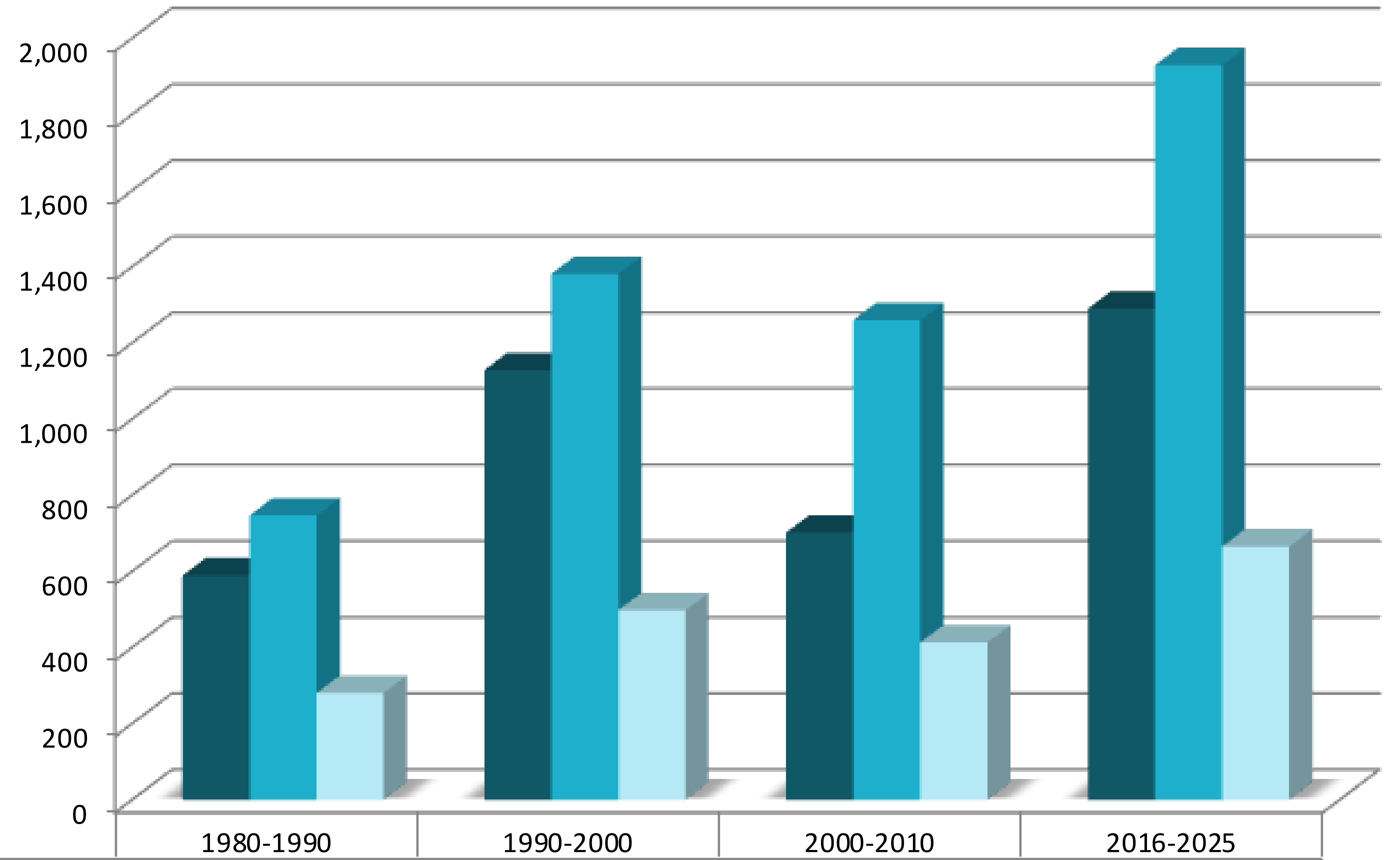
Year	**Employment**	Employment Participation Ratio	**Population**	Annual Population Change	Group Quarters Population	Permanent Population	Household Population Ratio	**Households**	Annual Household Change
1980	**12,220**	0.54277	**22,514**	--	293	22,221	2.6302	**8,449**	--
1990	**18,107**	0.60399	**29,979**	747	390	29,589	2.6302	**11,250**	280
2000	**29,390**	0.67114	**43,791**	1,381	569	43,222	2.6632	**16,229**	498
2010	**36,406**	0.64562	**56,389**	1,260	733	55,656	2.7337	**20,359**	413
2015	**39,204**	0.67120	**58,409**	404	759	57,650	2.7332	**21,092**	147
2016	**40,210**	0.67113	**59,910**	1,501	812	59,098	2.7344	**21,612**	520
2017	**41,262**	0.67106	**61,490**	1,580	869	60,621	2.7357	**22,159**	547
2018	**42,365**	0.67099	**63,140**	1,650	930	62,210	2.7369	**22,730**	571
2019	**43,522**	0.67093	**64,870**	1,730	995	63,875	2.7381	**23,328**	598
2020	**44,735**	0.67086	**66,680**	1,810	1,065	65,615	2.7394	**23,953**	625
2021	**46,010**	0.67079	**68,590**	1,910	1,140	67,450	2.7406	**24,612**	659
2022	**47,349**	0.67073	**70,590**	2,000	1,219	69,371	2.7418	**25,301**	689
2023	**48,759**	0.67066	**72,700**	2,110	1,305	71,395	2.7431	**26,028**	727
2024	**50,243**	0.67059	**74,920**	2,220	1,396	73,524	2.7443	**26,792**	764
2025	**51,807**	0.67053	**77,260**	2,340	1,494	75,766	2.7455	**27,596**	805
Average Annual Change (2016-2025)									
Numerical:	**1,290**		**1,930**					**665**	
Percent:	**2.9%**		**2.9%**					**2.8%**	

Source: Dept of Commerce, Bureau of the Census and THK Associates, Inc.



	1980-1990	1990-2000	2000-2010	2016-2025
employment	2,015	3,389	1,014	2,470
population	1,840	3,575	2,541	3,020
households	718	1,265	956	913

Garfield County Population and Household Growth, 1980-2025



	1980-1990	1990-2000	2000-2010	2016-2025
employment	589	1,128	702	1,290
population	747	1,381	1,260	1,930
households	280	498	413	665

IV. GROCER AND RETAIL MARKET ANALYSIS

IV. Grocer and Retail Market Analysis

A. RETAIL MARKET CHARACTERISTICS

According to local retail brokers experienced with activity along the I-70 corridor and in the Town of Silt, lease rates are highest near the Wal-Mart environs in Rifle and near the Glenwood Meadows environs of Glenwood Springs at approximately $14.00 to $17.00 per square foot (NNN). Contrarily, retail lease rates are lowest within older product in the Town of Silt and the downtown/north Rifle environs at approximately $10.00 to $12.00 per square foot (NNN). Retail lease rates for newer product in the Town of Silt are comparable to parts of downtown Glenwood Springs and the City Market Shopping Center in New Castle, as shown below in Table IV-1.

Table IV-1: Asking Lease Rates in the Town of Silt Environs, 2015

Location	Lease Rates
Town of Silt	
older product	$10.00-$12.00
newer product	$12.00-$14.00
Glenwood Springs	
Downtown	$12.00-$14.00
Glenwood Meadows	$14.00-$16.00
New Castle	
City Market Sopping Center	$12.00-$14.00
Rifle	
Downtown/North	$10.00-$12.00
Near Wal-mart	$14.00-$17.00

Source: Fleisher Real Estate and THK Associates, Inc.

The following is a regional market synopsis of the Town of Silt environs by Joe Carpenter, a Commercial Real Estate Broker with Fleisher Real Estate in Rifle, Colorado:

"Scarcity of buildable land over the last decade from Glenwood Springs south, i.e. Carbondale, Basalt, El Jebel, and Aspen has led to housing prices that now exceed the median level of affordability for local residents. Consequently, municipalities west of Glenwood Springs including New Castle, Silt, and Rifle, have experienced the greatest transaction activity over this aforementioned period of time. This trend is expected to continue as the circumstances creating the demand have only continued to intensify.

The New Castle market is poised to benefit from higher demand and sharply increasing prices for residential dwellings as a result of limited availability of land in Glenwood Springs. With plenty of housing stock in New Castle between Castle Valley Ranch and Lakota Canyon Ranch, master PUD's, plus an excess supply of land available, the area seems very likely to benefit from stronger than average population growth in the years ahead, which will increase retail demand well into the coming years. Currently, commercial development and the availability of services are considerably limited in New Castle; however, with the anticipated increase of more affluent consumers and residents, its commercial sector may offer the better growth opportunities.

The I-70 corridor between Glenwood Springs and Rifle, including the in-fill municipalities of New Castle and Silt, are also all likely to experience above average growth rates relative to the Roaring Fork Valley in both residential and commercial development from limited land availability to the east."

B. SALES TAX REVENUES

Table IV-2 shows the retail sales tax revenues for Garfield County and the Town of Silt over the 2005-2015 time period; 2015 is projected through August so the average annual change is calculated from 2005 to 2014. On average, retail sales tax revenues for Garfield County have grown by $10,428 over the 2005 to 2014 time period, while this figure is approximately $22,088 for the Town of Silt. The Town of Silt happens to have approximately 5.1% (2,994 and 58,409) of the population that Garfield County does; however the Town of Silt has achieved approximately 111.8% of the actual dollar growth in retail sales tax revenue that Garfield County has over the last decade, annually on average. Over the 2013 to 2014 time period, Garfield County experienced a 33.3% growth rate in retail sales tax revenues, while over the same aforementioned time period, the Town of Silt experienced a -5.6% growth rate.

Table IV-2: Sales Tax Revenues for Garfield County and the Town of Silt, 2005-2015

Garfield County			Town of Silt		
Year	**Retail Sales Tax Revenues**	**Percent Change**	**Year**	**Retail Sales Tax Revenues**	**Percent Change**
2005	$8,460,857	-	2005	$394,122	-
2006	$11,938,832	41.1%	2006	$360,098	-8.6%
2007	$13,635,957	14.2%	2007	$468,662	30.1%
2008	$15,376,135	12.8%	2008	$547,782	16.9%
2009	$11,894,255	-22.6%	2009	$481,711	-12.1%
2010	$8,831,942	-25.7%	2010	$386,078	-19.9%
2011	$8,057,955	-8.8%	2011	$381,745	-1.1%
2012	$8,954,469	11.1%	2012	$443,653	16.2%
2013	$6,419,531	-28.3%	2013	$628,066	41.6%
2014	$8,554,708	33.3%	2014	$592,916	-5.6%
2015	$6,592,499	-	2015	$510,609	-
2005-2014 Average Annual Change	**$10,428**		**2005-2014 Average Annual Change**	**$22,088**	

*2015 is updated through August; does not include heavy retail shopping months of Novemeber and December

Source: Garfield County, the Town of Silt and THK Associates, Inc.

C. RETAIL SQUARE FEET PER PERSON

When examining other nearby mountain communities in order to determine the average square footage of retail space per person, it is apparent that the Town of Silt has the least amount of retail space per person. As shown in Table IV-3, the town of Silt has approximately 17.9 square feet of retail space per resident, based on a current 2015 population of approximately 2,994 people and 1,013 households. Metro Denver has approximately 22.0 square feet of retail space per person, Glenwood Springs has approximately 133.3 square feet of space per person, New Castle has 20.8 square feet of retail space per person, Rifle has 44.5 square feet of retail space per person, while Parachute/Battlement Mesa and De Beque have approximately 129.2 and 37.4 square feet of retail per person, respectively. The six mountain communities inventoried contain an average of approximately 71.5 square feet of retail space per resident, as compared to 22.0 per resident in Metro Denver. Glenwood Springs and Parachute/Battlement Mesa currently have the largest amount of retail space per person, indicating their characteristic as a shopping and retail oriented destination over the aforementioned locations.

Since the Town of Silt's amount of square feet of retail space per capita is so low, this is an indication that there is significant "leakage" from the town's residents in terms of shopping and retail purchases. The Town of Silt residents most likely commute to nearby locations like the Town of New Castle and The Town of Rifle for grocery and other retail purchases. Only a small amount of "outside" sales from non-residents (most likely fuel sales) are likely to occur in the Town of Silt as there is currently a very limited supply of retail options in the Towns city limits. Interestingly, the Town of Silt's 2015 median household income is $50,375, which is just slightly less than the Denver Metro area's at $53,225. The Town of Silt's median income is, however, less than a majority the median incomes of those towns surrounding the Town of Silt.

Table IV-3: Summary of Retail Space per Person in the Silt Environs, 2015

Parcel	Median Income	Retail Rentable Sq. Ft.	% of Total	Population	Households	Retail Sq. Ft. Per Capita
Metro Denver	$53,225	79,789,265	100.0%	3,624,617	1,398,388	22.0
Metro Denver Total		**79,789,265**	**100.0%**	**3,624,617**	**1,398,388**	**22.0**
Glenwood Springs	$59,364	1,312,574	65.6%	9,849	3,892	133.3
New Castle	$63,246	90,088	4.5%	4,334	1,499	20.8
Silt	$50,375	53,700	2.7%	2,994	1,013	17.9
Rifle	$55,112	424,949	21.2%	9,553	3,336	44.5
Parachute	$38,761	102,490	5.1%	793	269	129.2
De Beque	$55,488	17,900	0.9%	479	181	37.4
Town of Silt Environs Total		**2,001,701**	**100.0%**	**28,002**	**10,190**	**71.5**

*2015 median income, population and household figures are based on projected 2014 to 2019 growth

Source: Sitewise, Melissadata.com and THK Associates, Inc.

D. RETAIL AND GROCER INVENTORY

Table IV-4 on the following page shows a current inventory of retail establishments between Glenwood Springs and De Beque along the I-70 corridor, including the Town of Silt. In total, there is approximately 2,001,701 square feet of existing retail inventory, with the bulk of the retail development located in Glenwood Springs (1.31 million square feet, or 65.6% of the Total of Glenwood Springs, Silt, New Castle, Rifle, Parachute/Battlement Mesa and De Beque).

The Town of De Beque has 17,900 square feet of retail space located among nine retail locations for an average store size of approximately 2,000 square feet. The Town of Silt has 53,700 square feet of retail space located among 21 retail locations for an average store size of approximately 2,600 square feet. New Castle has 90,088 square feet of retail space located among 31 retail locations for an average store size of 2,900 square feet. Rifle has 424,949 square feet of retail space located among 79 retail locations for an average store size of 5,400 square feet. Parachute/Battlement Mesa has 102,490 square feet of retail space located among 28 retail locations for an average store size of 3,700 square feet. Glenwood Springs has 1,312,574 square feet of retail space located among 191 retail locations for an average store size of 6,900 square feet. This data is detailed below in Table IV-4 and indicates that Glenwood Springs and Rifle have the largest average store size.

In Table IV-5, THK Associates has provided an inventory of larger-sized grocers between Carbondale and Grand Junction, within the Town of Silt regional environs. In total, 31 stores were identified, with an average size of 57,999 square feet. In the Town of Silt, Go-fer Foods is approximately only 2,800 square feet, while the nearby Walmart Supercenter and City Market in Rifle include 141,376 and 46,573 square feet. The City Market in New Castle is slightly smaller than those in the Town of Rifle at approximately 25,688 square feet. Table IV-5 also shows the approximate driving distances and store land acreage for the inventory of nearby grocers.

Table IV-4: Retail Stores by Square Footage and Town for the Town of Silt Environs, 2015

#	Store Name	Est. Sq. Ft.
	Glenwood Springs	
1	970 Vapor Cigs	1,500
2	As You Wish	1,800
3	Big John's Hardware	4,500
4	Big Sids Bottles	1,800
5	Bleu Door Boutique	2,200
6	Blue Bird Cafe	2,200
7	Blue Sky Adventures	2,600
8	Bonfire Coffee	1,200
9	Boot Barn	3,200
10	Chang Thai Cuisine	2,200
11	Charm Shuttles	1,800
12	Chen J H	2,200
13	Colorado Candies	1,200
14	Community Thrift & Treasures	2,800
15	Cooper Corner Gallery	4,200
16	Cooperwine Spirits	2,500
17	Curious Products	2,200
18	Custom Studio	1,800
19	Defiance Thrift Store	2,400
20	Deja Brew Coffee & Tea	1,200
21	Discontent	2,200
22	Factory Outdoor	2,800
23	Fatcat	2,400
24	Fireplace Expert	2,200
25	Gear Exchange LLC	2,800
26	Glenwood Draperies	1,800
27	Glenwood Sewing Ctr	1,400
28	Glenwood Springs Trading Post	3,800
29	Gordon's Jewelers	2,400
30	Gotcha Covered	3,200
31	Grand Avenue Sweets	1,200
32	Hatch Slope	1,400
33	High Country Gems & Minerals	2,800
34	Jewels & Gems	2,400
35	KALEIDOSCOOPS	1,200
36	K-J Supermarket Inc	2,200
37	Las Margaritas	3,200
38	LOCO Food Store	2,200
39	Mountain High Appliance	3,000
40	Mountain Home Phantom Screens	3,200
41	Naturae Med	2,800
42	Polanka	1,800
43	Pullman	3,200
44	Resort Mountain Billiards	4,000
45	Roaring Fork Anglers	2,600
46	Roaring Fork Bakery	1,800
47	Sal Mix	2,200
48	Sandtrap	2,000
49	Sherwin-Williams	1,800
50	Silver Bead	1,200
51	Smoker Friendly	2,000
52	Summit Scrubs Co	1,800
53	Sun Pro	1,500
54	Sunlite Products	2,000
55	Sweet Coloradough	1,800
56	Taipei Tokyo	2,200
57	Taqueria El Nopal	2,200
58	Thrifty Thrills	2,400
59	Tony's Bakery Llc	1,400
60	Treadz	2,800
61	Watkins Jewelers	2,400
62	Window Coverings	2,400
63	Zumiez	2,200
64	Autozone	4000
65	Charcoalburger Drive In	1,500
66	Cheap Thrills Thrift Store	1,500
67	Starbucks	1,500
68	Chocolate Moose Ice Cream Prlr	1,800
69	Claire's	1,800
70	Domino's	1,800
71	Glenwood Gardens	1,800
72	Marble Slab Creamery	1,800
73	Spa of the Rockies	1,800
74	COPY Copy	2,000
75	Katie's Consignment Shop	2,000
76	Peppino's Pizza Glenwood	2,000
77	Pepponino Dining Room	2,000
78	Rivers Restaurant	2,000
79	82 Liquors	2,100
80	7-ELEVEN	2,200
81	7-ELEVEN	2,200
82	Active At&t Auth Retailer	2,200
83	Book Train	2,200
84	Corner Store	2,200
85	Shell West Mart	2,200
86	SUBWAY	2,200
87	Wendy's	2,200
88	Absolute Computer Design Inc	2,400
89	DQ Grill & Chill	2,400
90	Kum & Go	2,400
91	Kum & Go	2,400
92	Mountain Power Sports	2,400
93	Russo's Pizza	2,400
94	Spa of the Rockies	2,400
95	19th Street Diner	2,500
96	Book Grove	2,500
97	Chomp's Delicatessen	2,500
98	Confetti Design	2,500
99	Daily Bread Cafe & Bakery	2,500
100	Digital Dimensions	2,500
101	Gamestop	2,500
102	High Tails Dog & Cat Outfitter	2,500
103	KFC	2,500
104	Narcissus Hair Salon	2,500
105	Quiznos	2,500
106	Quiznos	2,500
107	Smoke Modern BBQ	2,500
108	Starbucks	2,500
109	Qdoba Mexican Grill	2,600
110	Glenwood Springs Floral	2,800
111	China Town Fine Chinese	3,000
112	Fine Things Jewelry & Cllctbls	3,000
113	Moe's Original Bar B Que	3,000
114	Radioshack	3,000
115	May Palace Chinese & Japanese	3,200
116	6th Street Bar & Grill	3,500
117	CARQUEST Auto Parts	3,500
118	Dancing Bear Trading Post	3,500
119	Dancing Bear Tradng Post	3,500
120	Integarity Pizza	3,500
121	Mc Donald's	3,500
122	Mountain Valley Textiles	3,500
123	NAPA Auto Parts-Glenwood Spgs	3,500
124	Regis Salons	3,500
125	Zheng Asian Bistro	3,500
126	Springs Liquors	4,000
127	Tequila's Mexican Restaurant	4,000
128	Turtle's Glenwood Liquors	4,000
129	Village Inn	4,000
130	Denver Mattress Co	4,400
131	First Choice Tire & Auto Rpr	5,000
132	Safelite Auto Glass	5,000
133	RUE21	5,500
134	Chili's Grill & Bar	5,670
135	Big O Tires	6,000
136	O'Reilly Auto Parts	6,000
137	Mountain Sports Outlet	6,500
138	Red Mountain Wine & Spirits	6,500
139	Discount Tire	7,500
140	Grand Avenue Liquors	8,000
141	Summit Canyon Mountaineering	8,000
142	Summit Canyon Mountaineering	8,000
143	Carpet Max	10,000
144	Famous Footwear	10,000
145	Roaring Fork Liquors	10,000
146	GNC	10,655
147	Pier 1 Imports	20,000
148	Rite Aid	20,000
149	American Furniture Warehouse	30,000
150	Office Depot	30,000
151	Petco	30,000
152	Staples	30,000
153	Bed Bath & Beyond	35,000
154	Carpet One	35,000
155	Safeway	40,246
156	City Market Food & Pharmacy	42,546
157	Sports Authority	45,000
158	Walmart	109,410
159	Lowe's Home Improvement	118,868
160	JC Penney	125,579
161	Green Joint	1,500
162	Zales the Diamond Store	1,800
163	Bradley Petroleum Inc	2,000
164	Citarette Store	2,000
165	Cosmetic Laser Ctr of Gma	2,000
166	Elizabeth Dean	2,000
167	Taco Bell	2,200
168	First Class Trash	2,400
169	Maurices	2,400
170	Posh	2,400
171	Texaco	2,400
172	Jimmy John's	2,600
173	Big Daddy's Sports Bar	2,800
174	Indoor Garden Supply	2,800
175	Grand Sofa Upholstery	3,000
176	Jilbertito's Mexican Food	3,000
177	Moe's Southwest Grill	3,000
178	Fiesta Guadalajara	3,200
179	Ala Carte	3,500
180	Juicy Lucy's Steakhouse	3,500
181	Hightides Accessories	4,000
182	Vic's Route 6 Grill House	4,000
183	Lilly's the Finer Consigner	4,500
184	Rosi's Little Bavarian Rstrnt	6,000
185	Springs Downtown Bar & Grill	6,500
186	Mountain Market	8,000
187	Sportland Co Inc	8,500
188	Barksdale Red's Maytag Home	10,000
189	Sleep Shop	10,000
190	Abbey Carpet & Floor	15,000
191	Dunlap's Department Store	35,000
	Glenwood Springs Total	**1,312,574**
	% of Total	**65.6%**
	Silt	
192	Kum N Go (10 Pumps)	2,200
193	Conoco/Go-Fer (8 Pumps)	2,600
194	Car Wash	1,000
195	Silt Discount Liquors	3,500
196	Silt Laundromat	1,500
197	Hair Care and Dog Grooming	1,500
198	Salon and Spray Tanning	1,500
199	Brickhouse Pizza	2,200
200	Marijuna Store	2,000
201	High Q Marijuana	3,500
202	Sinclair Gas (8 Pumps)	1,800
203	Columbine Liquor	2,000
204	Mama Casitas Restaurant	4,500
205	Whimsical Wagon Gifts & Coffee	2,000
206	The Country Florist	1,800
207	Pretty Penny Thrift	2,000
208	Dollar General	9,100
209	Tim's Tools Hardware	2,500
210	Miners Cabin Restaurant	2,500
211	Misty's Coffee	1,500
212	R & W Automotive	2,500
	Silt Total	**53,700**
	% of Total	**2.7%**
	New Castle	
213	Kum N Go	2,200
214	City Market	25,688
215	Edward Jones	2,500
216	Alpine Bank	3,500
217	Country Rose Flowers	1,800
218	Hangs Garden	2,500
219	Liquor	3,000
220	Subway	2,200
221	New Castle Diner	2,500
222	McDonalds	2,200
223	Stop n Save (8 Pumps)	2,400
224	lazy bear restaurant	3,000
225	Taxidermy	4,000
226	Bicycle Shop	2,500
227	Liquor	2,500
228	Salon	2,000
229	Champas Pub	3,000
230	Salon	1,800
231	Jewelry	1,800
232	Devins Barber	2,000
233	Elk Great Restaurant	2,000
234	Martial Arts	1,200
235	Nails	1,000
236	Hacienda El Patron	2,500
237	Coffee Shop	800
238	Hair	1,200
239	Mandes Restaurant	1,800
240	My Home	2,000
241	Hair and Facials	1,500
242	Hogback Pizza	2,000
243	Texaco	1,000
	New Castle Total	**90,088**
	% of Total	**4.5%**
	Rifle	
244	Walmart Tire & Lube Express	141,376
245	Eagle Springs Marketplace	46,573
246	Sears Hometown Store	25,000
247	Family Dollar Store	10,000
248	Valley Lumber Co Inc	10,000
249	Choice Liquors	10,000
250	Timberline Sporting Goods	7,500
251	Autozone	5,000
252	Freds Hardware & Rental	5,000
253	Shanghai Garden Restaurant	4,500
254	Miller's Dry Goods	4,500
255	Rib City Grill	4,000
256	Rocky Mountain Liquors	4,000
257	O'Reilly Auto Parts	4,000
258	Hunter's Cafe LLC	3,000
259	A & D Pawn	3,000
260	Texan Bar	3,000
261	Black Bear Liquors	3,000
262	Wing Nutz Bar & Grill	3,000
263	Go-Fer Foods	2,800
264	Jon's Liquors	2,500
265	Midland Arts Co	2,500
266	Thai Chili Bistro	2,400
267	Kum & Go	2,400
268	Shell	2,400
269	Kum & Go	2,200
270	Kum & Go	2,200
271	Mancinelli's Pizza	2,000
272	Lift Up Thrift Store	2,000
273	El Kora Mexican Restaurant	2,000
274	Carniceria Los Nogales	2,000
275	Starbucks	2,000
276	Sonic Drive-In	2,000
277	KFC	1,800
278	SUBWAY	1,800
279	SUBWAY	1,800
280	Little Caesars Pizza	1,800
281	Taco Bell	1,800
282	Tully's Restaurant	1,500
283	Rags To Riches Consignment	2,000
284	Jmk Ceremony Music	2,500
285	Sammy's Rocky Mtn Steakhouse	2,000
286	Tortilleria Salazar	1,500
287	Rifle Boot & Saddle Repair	800
288	Smoke Shop Etc	1,200
289	Trendz Clothing LLC	1,800
290	Jay's	1,500
291	Harrelson Music Inc	1,800
292	Miselania La Sierra	1,500
293	Fabric Store	2,200
294	Western Slope Countertops	2,800
295	Meat Market San Jose	1,800
296	Ranch House Mercantile	7,500
297	Ladybug Express	1,200
298	Daylight Donuts	1,200
299	Lilly's Kitchen	2,200
300	Twinn Guns	1,800
301	Country Attic	2,200
302	Mariana Fashion	2,000
303	Tradesmen	1,800
304	New Image Boutique	2,200
305	Mountain High Paint	2,400
306	Summit Sun Shirts	1,000
307	Creature Comforts	2,200
308	Harrelson Music Inc	2,000
309	High Country Hearth & Home	2,400
310	East Avenue Carpet & Tile	3,200
311	Rifle Tires LLC	3,500
312	Futon Furniture Store	2,400
313	Tasty Tomato	1,800
314	Carpet Plus	2,200
315	Colorado Kitchens	2,400
316	Fiesta Guadalajara Mexican	2,200
317	Corner Store	2,500
318	Kum & Go	2,200
319	Base Camp Cafe	2,200
320	Action Shop Svc Inc	1,500
321	Rifle Performance Motorsports	2,800
322	True Brew Coffee	2,200
	Rifle Total	**424,949**
	% of Total	**21.2%**
	Parachute/Battlement Mesa	
323	Wienerschnitzel	4,500
324	Thrift Store	5,000
325	Sinclair Gas	1,800
326	Chinese Restaurant	2,500
327	Napa Auto	3,500
328	Donalv Restaurant	3,000
329	Subway	1,800
330	Gift and Jewelry	2,000
331	El Tapatio Restaurant	2,000
332	Shell Gas Station	2,000
333	Wendys	2,200
334	Car Wash	1,000
335	Bottle Cap Liquors	6,500
336	Dental	2,000
337	Remax	3,500
338	Tru Value Hardware	10,000
339	Show Me Restaurant	3,000
340	Phillips 66 (10 Pumps)	2,400
341	Domino's Pizza	2,000
342	Wells Fargo	2,400
343	Clarks Market	22,690
344	35th Avenue Market	3,500
345	Guzzler Liquor	4,000
346	Dental	2,000
347	Kum N Go	2,400
348	Tire N Lube	2,000
349	Good Year Tire	2,000
350	Gollf Course Restaurant	800
	Parachute/B Mesa Total	**102,490**
	% of Total	**5.1%**
	Debeque	
351	Kum N Go	2,400
352	Subway	2,000
353	Laundromat	1,000
354	Debeque Liquor	1,000
355	Chop Shop Salon	2,500
356	Elk Mtn Marijuana	2,000
357	Debeque Grocery/Gas	3,500
358	Kush Gardens Marijuana	1,500
359	Kush Gardens Café	2,000
	Debeque Total	**17,900**
	% of Total	**0.9%**
	I-70 CORRIDOR TOTAL	**2,001,701**

Source: Melissadata and THK Associates, Inc.

Table IV-5: Grocery Store Operators within the Town of Silt environs, 2015

	Store Name Store Address	Approx. Distance to Silt (Miles)	Store Land Acreage	Store Square Footage	Owner Name
	Fruita				
1	City Market 135 S Plum Road	70	2.27	38,564	Dillon Real Estate Co.
	Grand Junction/Clifton				
2	City Market 569 32 Road	60	11.90	41,310	The Kroger Co.
3	Safeway 681 Horizon Drive	60	6.70	56,604	Dominicks Finer Foods
4	Safeway 2148 Broadway Blvd	60	4.20	34,316	Monument Village Center
5	Albertsons 2512 Broadway	60	4.90	51,354	ABS RM Investor LLC
6	Sam's Club 1040 Independent Avenue	60	NA	120,000	Sams Club
7	Natural Grocers 2464 US Highway 6	60	NA	20,000	THK Realty
8	Walmart Supercenter 2545 Rimrock Ave	60	20.40	214,000	Wal-mart
9	City Market 200 Rood Avenue	60	4.80	61,028	The Kroger Co.
10	City Market 1909 N 1st Street	60	1.90	22,804	The Kroger Co.
13	Albertsons 1830 N 12th St	70	3.39	42,000	ABS RM Investor LLC
14	City Market 2770 US-50	70	5.15	56,000	Dillion Real Estate CO Inc
15	Walmart Supercenter 2881 North Ave	70	17.38	218,000	Wal Mart Real Estate Business Trust
	Parachute				
16	Clarks Market 71 Sipprelle Drive	23	5.27	22,690	Battlement Grocery LLC
	Rifle				
17	Walmart Supercenter 1000 CR 346	7	17.40	141,376	Wal-mart
18	King Soopers 1320 Railroad Ave	7	1.59	46,573	Dillon Real Estate
	Silt				
19	Go-Fer Foods 902 Main Street	0	0.51	2,800	R&R Properties, LLC
	New Castle		3.66	25,688	Dillon Real Estate
20	City Market 850 Castle Valley Blvd	7			
	Glenwood Springs				
21	Safeway 2001 Grand Avenue	22	5.70	47,746	Safeway Stores 46, Inc.
22	Natural Grocers 100 E Meadows Dr, Suite B	18	1.49	10,655	Weingarten Miller Glenwood LLC
23	City Market 1410 Grand	22	4.19	42,546	Dillon Real Estate
24	Target 110 W Meadows Dr	18	10.60	25,000 (125,573 Total)	Target Corp.
25	Walmart Supercenter 3010 Blake	22	5.80	109,410	Wal-Mart
	Carbondale				
26	City Market 1051 Colorado 133	30	NA	40,000	The Kroger Co.
	Basalt/ El Jebel				
27	Clarks Market 3 140 Basalt Center Circle	40	NA	20,000	Clarks
28	City Market 400 E Valley Rd	40	6.5	58,000	Dillion Real Estate CO Inc
29	Whole Foods 340 Reed St	40	1.754	37,000	Willits Town Center LLC
	Aspen				
30	City Market 711 E Cooper	60	NA	61,500	The Kroger Co.
31	Clarks Market 300 Puppy Smith	60	NA	15,000	Clarks
			AVERAGE	**57,999**	

*Whole Foods is currently considering opening a store in Basalt. However, the project is on hold after developer bankruptcy caused construction to stop in 2008.

Source: County Assessor Pages, and THK Associates, Inc.

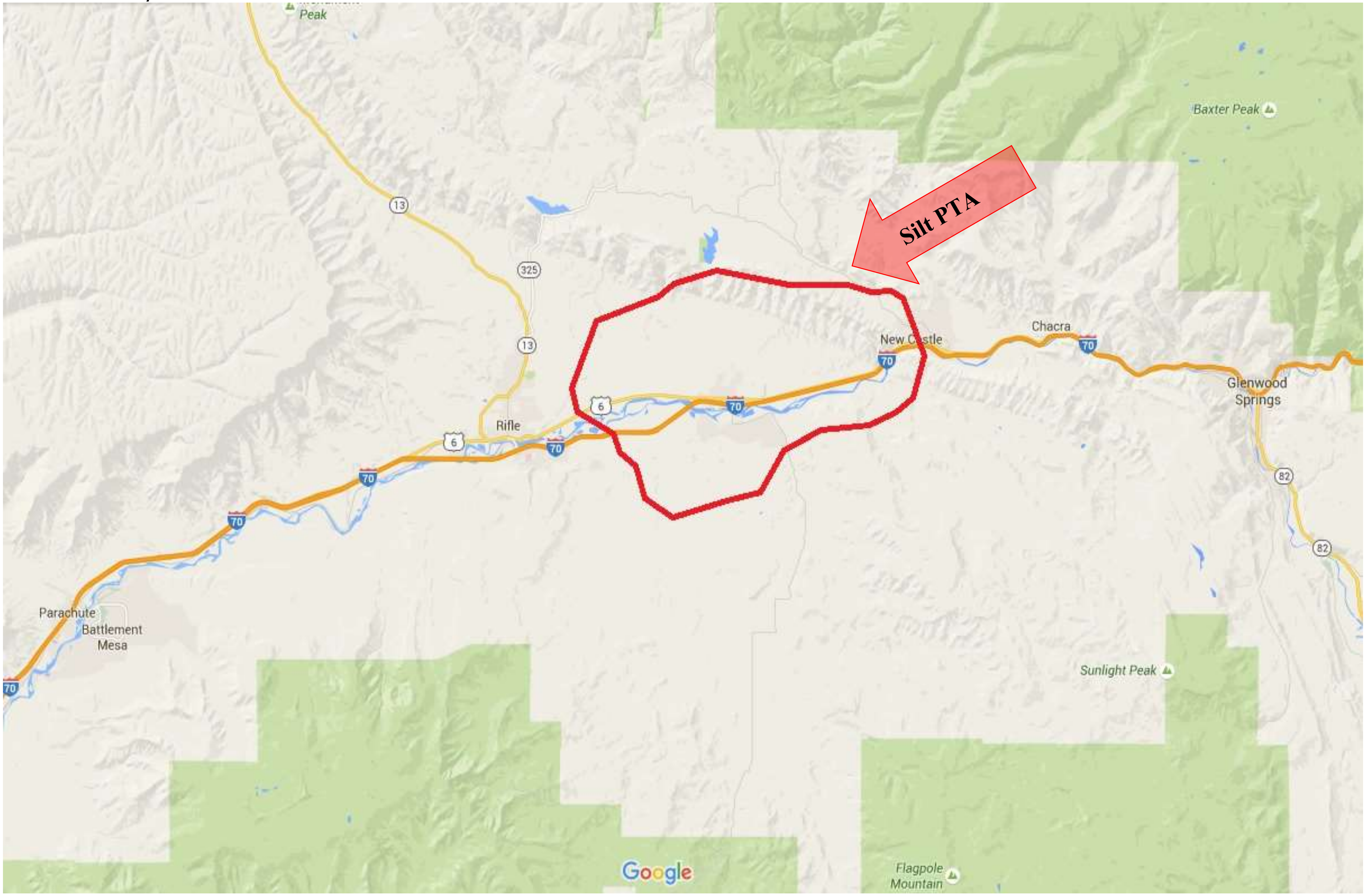
E. GROWTH TRENDS IN THE SILT PRIMARY TRADE AREA

In the analysis to determine demand for real estate development, it is necessary to identify the primary trade area in which the subject sites typically will compete. The trade area is a function of population density, natural barriers, accessibility of the sites, and the location of competitive projects. Shown below is the Silt Primary Trade Area, including the surrounding towns. For purposes of this analysis, the Silt PTA has been designated as an area within an approximate 10-minute drive time from downtown Silt. The primary trade area encompasses all of the Town of Silt, extends east to the edge of New Castle, and west to the edge of Rifle. More specifically, the trade area reaches to Plum Court/Alkali Creek Road to the east, County Road 456 to the north, Garfield County Regional Airport to the west, and Chipperfield Lane to the south. This Silt PTA is predominantly the market environment from which a majority of the grocery anchored retail development demand in the Town of Silt is projected to draw from. Afterwards a map and the number of the retail locations within each of the nearby towns are shown, including the Town of Silt. It is clear that Rifle and Glenwood Springs contain a large number of the retail stores along the I-70 corridor surrounding the Town of Silt.

The historical growth pattern in the Silt PTA has shown the following characteristics, as seen in Table IV-6. In 1990, there were approximately 2,811 people living in 1,026 households in the Silt PTA, which represented approximately 9.4% of Garfield County's total population. Today, 11.3% of Garfield County's total population resides within the primary trade area. Since 1990, the Silt Primary Trade Area has increased by 152 people and 52 households annually on average. Over the last five years, the primary trade area has increased by 101 people and 36 households annually on average. Currently, approximately 6,610 persons in 2,334 permanent households occupy the Silt PTA.

Based on historical growth in the area, the economic forecast for the market area in conjunction with the number of residential and commercial projects planned, it is possible to project future population levels in the Silt PTA. It is projected that the primary trade area will experience an annual average permanent population growth of 150 people and 55 households over the next decade. Thus, the population in the primary trade area is projected to increase to 8,121 people and 2,983 households by 2025. Table IV-7 shows these projected growth trends for the Three-County area, Garfield County and the Silt PTA.

13. Silt Primary Trade Area



14. Retail Stores in the Silt PTA Environs

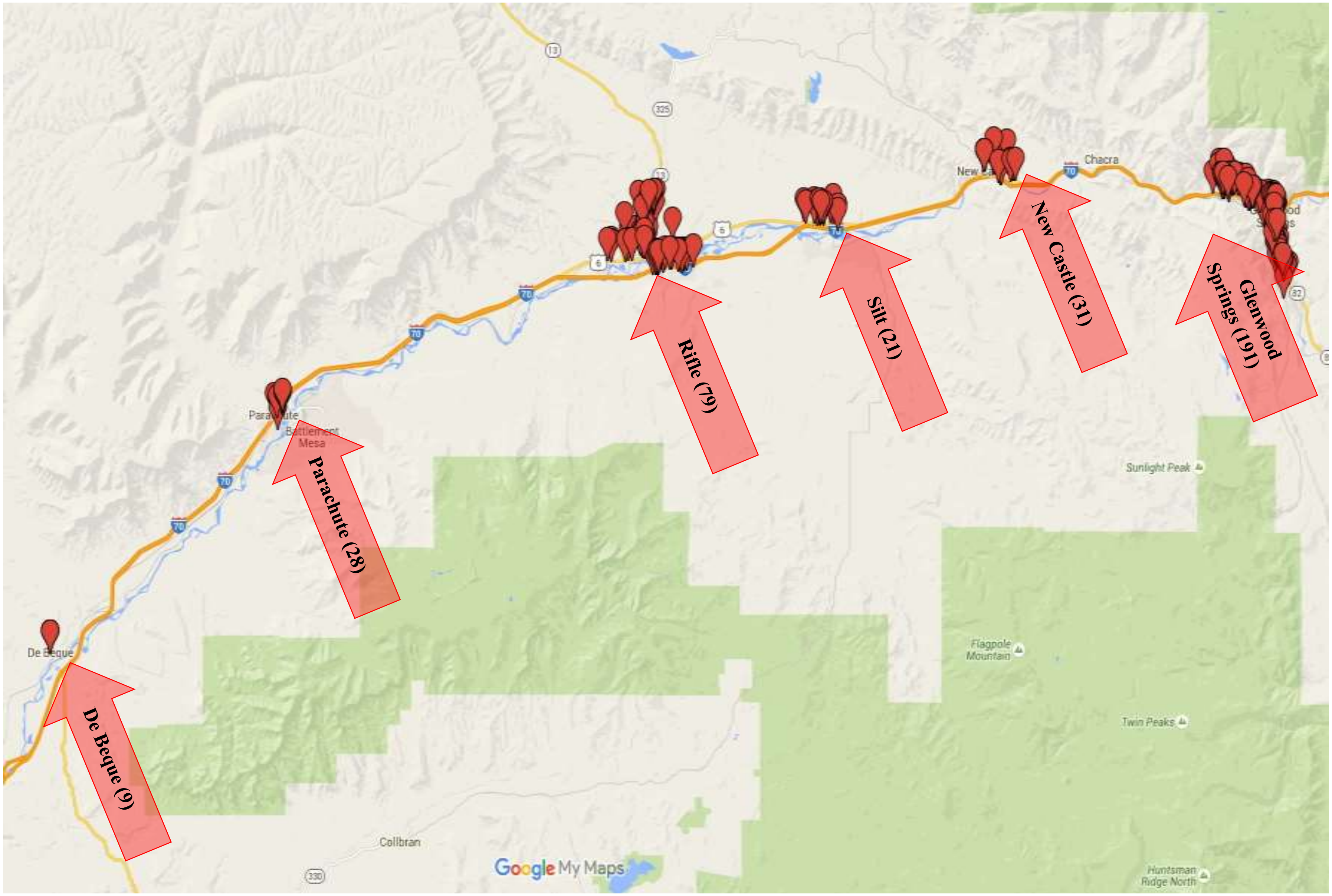


Table IV-6: Historic Population and Household Estimates, 1980-2015

						Annual Average							
						1980-2015		1990-2015		2000-2015		2010-2015	
Three-County	**1980**	**1990**	**2000**	**2010**	**2015**	**Num.**	**%**	**Num.**	**%**	**Num.**	**%**	**Num.**	**%**
Population	46,172	64,569	100,321	125,734	130,856	2,420	3.0%	2,651	2.9%	2,036	1.8%	1,024	0.8%
Households	18,356	25,535	38,183	47,747	49,619	893	2.9%	963	2.7%	762	1.8%	374	0.8%
Garfield-County													
Population	22,514	29,979	43,791	56,389	58,409	1,026	2.8%	1,137	2.7%	975	1.9%	404	0.7%
Households	8,449	11,250	16,229	20,359	21,092	361	2.6%	394	2.5%	324	1.8%	147	0.7%
Silt PTA													
Population	-	2,811	4,168	6,105	6,610	-	-	152	3.5%	163	3.1%	101	1.6%
Households	-	1,026	1,512	2,155	2,334	-	-	52	3.3%	55	2.9%	36	1.6%
Silt PTA as a percent of the Garfield-County													
Population	-	9.4%	9.5%	10.8%	11.3%	-	-		13.4%		16.7%		25.0%
Households	-	9.1%	9.3%	10.6%	11.1%	-	-		13.3%		16.9%		24.4%

Source: U.S. Bureau of the Census, Sitewise Tetrad STI Data and THK Associates, Inc.

Table IV-7: Projected Population and Household Estimates, 2016-2025

				Annual Average			
				2016-2020		2015-2025	
Three-County	**2016**	**2020**	**2025**	**Num.**	**%**	**Num.**	**%**
Population	133,370	144,340	160,540	2,740	2.0%	3,020	2.1%
Households	50,388	53,725	58,608	830	1.6%	910	1.7%
Two-County							
Population	59,910	66,680	77,260	1,690	2.7%	1,930	2.9%
Households	21,612	23,953	27,596	584	2.6%	664	2.8%
Silt PTA							
Population	6,760	7,354	8,121	147	2.1%	150	2.1%
Households	2,483	2,701	2,983	54	2.1%	55	2.1%
Silt PTA as a percent of the Two-County							
Population	11.3%	11.0%	10.5%		8.7%		7.8%
Households	11.5%	11.3%	10.8%		9.2%		8.2%

Source: U.S. Bureau of the Census, Sitewise Tetrad STI Data and THK Associates, Inc.

F. SILT PRIMARY TRADE AREA EXPENDITURE PATTERNS

Table IV-8 shows a breakdown of household expenditures by category of retail establishments based upon the typical budget of trade area households in 2015. The current median household income of residents in the Silt Primary Trade Area is approximately $57,647 (this number is slightly higher than the Town of Silt's median household income shown previously in Table IV-3 of $50,375). The reason for this difference is because the $57,647 value is based on the primary trade area boundaries and the figure of $50,375 in Table IV-3 is based on the Town of Silt's city limits.

The portion of household income available for retail expenditures in Table IV-8 is determined by subtracting payments for federal taxes, savings, housing, insurance, medical expenses, recreation and transportation from total income. These payments total approximately 49.8% of total income, or $28,691. The remaining 50.2% of income or $23,191 per household is projected to be distributed among all the various store categories as shown below, which is based on the 2015 United States tax and expenditures statement. It is, for example, projected that the typical household in the Silt PTA will spend 28.5% or disposable income available for retail, or $6,610 annually on groceries.

Table IV-8: Estimated Household Expenditure Patterns in the Silt PTA, 2015

	Number of Stores	Median Household Amount	Median Household Percent	
Median Gross Income		**$57,647**	100.0%	
Taxes		$5,765	10.0%	of Gross
Disposable Income		**$51,882**	**90.0%**	of Gross
Housing		$11,155	21.5%	of Disposable
Transportation		$9,339	18.0%	
Savings / Pensions		$2,490	4.8%	
Medical / Insurance		$2,594	5.0%	
Recreation		$1,038	2.0%	
Education		$726	1.4%	
Miscellaneous		$1,349	2.6%	
Expenses before Disposable		**$28,691**	44.7%	of Disposable
Total Available for Retail		**$23,191**		
Store Type				
Hardware and Building Materials		**$897**		
Building Materials and Supplies		$526	2.3%	of Retail
Hardware		$371	1.6%	
Food Stores		**$6,610**		
Grocery		$6,610	28.5%	
Automotive		**$649**		
Tire, Battery and Accessory		$649	2.8%	
Apparel and Accessory		**$2,574**		
Men's Clothing		$580	2.5%	
Women's Clothing		$835	3.6%	
Children's Clothing		$533	2.3%	
Shoes		$510	2.2%	
Other Apparel & Accessories		$116	0.5%	
Furniture and Equipment		**$3,154**		
Furniture		$626	2.7%	
Home Furnishings & Accessories		$1,090	4.7%	
Household Appliances		$464	2.0%	
Radio, Television, Stereo, Computer		$835	3.6%	
Records & Music		$139	0.6%	
Eating and Drinking Places		**$3,409**		
Restaurant		$3,409	14.7%	
Drug and Proprietary		**$765**		
Drug / Cosmetics		$765	3.3%	
Other Retail and Personal Services		**$5,125**		
Liquor / Wine & Spirits		$557	2.4%	
Sporting Goods & Bicycle		$464	2.0%	
Books & Stationary		$441	1.9%	
Jewelry		$209	0.9%	
Hobby & Specialty		$162	0.7%	
Florist		$93	0.4%	
Miscellaneous Retail		$1,415	6.1%	
Personal Care Products & Services		$603	2.6%	
Dry Cleaner / Coin Laundry		$209	0.9%	
Misc Personal Services		$974	4.2%	
Total Retail	**24**	**$23,184**	**100.0%**	

Source: U.S. Department of Labor, Bureau of Labor Statistics; and THK Associates, Inc.

G. NATIONAL RETAIL TRENDS

Omni channel replaces the bricks-and-mortar versus e-commerce adage

Online-only retailers lack the high-engagement fidelity that only the in-store experience can deliver, while offline-only retailers don't deliver the comfortable and information-browsing experience that consumers utilize to make their shopping itineraries. Instead, the two channels continue to converge: Physical store operators are experiencing digital success, while online merchants like Amazon expand with showrooms and pop-up shops in order to meet shoppers face-to-face. Retailers must sell across all channels, being "channel-agnostic or channel-agile. Regardless of retail trends, the majority of overall retail sales are still taking place offline.

Evolving processes digitally

Digital is the connective tissue between online and in-store, and is a major driver of Omni channel's seamless consumer experience push. Macys recently introduced an image-search extension that allows 300,000 followers to shop directly via Instagram. Text-Style, allows customers to make purchases using text messages, while Wall-Mart, Best Buy and supermarkets offer buy online, pick up in-store or curb-side purchases. Consumers are at all stages of adoption, researching before buying and using different channels along the way.

Mainstreaming health and wellness

What began as a fringe movement of people interested in organic food, yoga and shopping at Whole Foods and Trader Joe's has turned into a national trend, driven by a broad constituency of consumers of all incomes, ethnicities and genders. Transparency of product, resourcing and regional impacts have translated into a cross-section of shoppers seeking healthy choices beyond traditional health categories, such as food, beauty, home, active wear and technology.

Boomers and Millennials continue to exert influence

Most boomers will be in their 60s and 70s next year, and retailers catering to these consumers adjust to make shopping easier for them. The Baby Boomer generation will age with increased financial resources and with a greater emphasis on youth and vitality than previous generations. This can already be seen at some drugstore chains, where they're re-setting counter heights and adding carpeting in the stores. Retailers targeting Generation Y, equally as large, must be geared toward smartphone purchases, speed, impatience and excellent customer service.

Social networks integrate shopping platforms

Over the last several years, brands have used social media to market their products, talk to customers, and even make merchandising decisions. Now, selling is being added to the list of activities people can accomplish on such social sites. The recent launches of shopping functionalities (i.e. Facebook's and Twitter's "buy" buttons and Curalate's Like2Buy platform for Instagram) tell us that social is going to get a whole lot more shop-able in 2015.

Corporate Social Responsibility

A survey by Echo Research uncovered that 87% of global consumer's factor in CSR into their purchase decisions. In 2015, we expect more merchants to launch ethical and good deed initiatives. Retailer Mod Cloth recently signed an anti-Photoshop pledge while Warby Parker and Toms implement a "Give-a-Pair" initiative to make eye care and shoes more accessible to the less-fortunate. Shoppers want to make a difference in the community they live in.

Points-based loyalty models are no longer effective

Forward-thinking retailers will find additional ways to make each customer's experience unique and memorable. The allure of earning points for purchases is commonplace that doesn't excite consumers anymore, and the loyalty programs of the future will reward shoppers for actions and engagement, not just purchases. Walgreens, for example, allows its members to earn points whenever they engage in healthy activities like walking, weight tracking, and more.

Improved shopping experience with technology

Merchants will adopt more technology innovations to improve the shopping experience. We can expect more iPad point-of-sale technology making cash registers obsolete, interactive window displays, beacon sensors embedded throughout a store's shelves and displays to provide in-store analytics and marketing solutions, and connectivity with wearable gadgets like smart watches. Walgreens is testing Google's Project Tango 3D to create mobile store navigation, while 3D mock-ups are used by jewelers for fitting and arrangements, and "Swarm" technology gives brick-and-mortar stores the ability to analyze foot traffic.

Companies will find better ways to manage risk and protect customers

The past couple of years have brought us far too many horror stories of data breaches in retail. The 2014 Identity Fraud Study reported an increase of more than 500,000 fraud victims, with an average cost of a breach per organization of $3.5 million. Apple Pay assigns a unique Device Account Number to each phone. The Device Account Number, along with a transaction-specific security code is used to process each purchase, so card numbers are never transmitted or shared with merchants.

More Retailers will take control of their value chain and improve order fulfillment

Retailers will have to take more control of how their products are manufactured, marketed, and distributed; from creation to consumption. Notable retailers that have proven this strategy include Apple, Ralph Lauren, and Trade Joe's. Despite having higher prices, these retailers managed to achieve customer loyalty and profitability with speed and convenience from new vertically integrated order fulfillment practices (same-day delivery and click-and-collect), on-the-go retail (including pop-ups and food trucks), and self-service centers (Amazon Lockers).

Localization of product mix and store formats

Merchants that customize their stores and merchandise according the needs of their local communities will find great success. O'Reilly Auto Parts tailors its merchandise mix from store to store, carrying tools, equipment and accessories that match the specific auto market needs of the store's customer base. Starbucks, Target, and Chipotle started to deviate from usual store formats to establish smaller, "express" stores in specific locations with tailored experiences. Advanced analytics will also play an increasingly critical role in the design and development of new products, initial pricing decisions, and demand forecasting at this local level.

Wooing shoppers with food

As online shopping has captured consumer mindshare, retailers must find new reasons to lure shoppers into brick-and-mortar stores. Retailers are recognizing that a way to a shopper's heart is through his or her stomach. Macy's Herald Square flagship in New York City is expanding its food and beverage offerings, from a full-service Italian restaurant Stella 34 Trattoria to several Starbucks, while Urban Outfitters has added restaurants to its Manhattan and Brooklyn stores.

H. NATIONAL GROCER MARKET CHARACTERISTICS

A grocer anchored neighborhood center can include off-price malls, fashion centers, home improvement/ do-it-yourself centers, entertainment-oriented malls, auto malls, and centers anchored by a variety of stores such as warehouse/wholesale retailers, superstores, discount stores, junior department stores, or sports/health facilities. The neighborhood center market has been particularly attractive to expansion focused chains (Ross Dress for Less, Home Club, Wal-Mart) that have been unable to find suitable locations in larger malls. More importantly, customer preferences have changed indicating a desire to do comparison shopping more quickly and closer to home. Finally, based on the Urban Land Institute's (ULI) Dollars and Cents of Shopping Center studies, neighborhood centers are providing space to an increasing number of service retailers.

Table IV-9 details national grocer statistics for major retailers across the United States based on category of retail store, indicating that supermarkets are very often quite substantially larger than specialty food or convenience market stores. Table IV-10 and Table IV-11 detail average store sales per square foot and average store size in square footage for various retail categories. The most common tenants in neighborhood shopping centers such as that proposed within the Town of Silt include a supermarket, medical and dental office, unisex hair services, nail salon, and a pizza shop. Average store sizes for these selected stores are shown in Table IV-11.

Table IV-9: National Grocer Statistics by Store Type, 2015

Store Type	Average Store Size (Sq. Ft.)
Supermarket (National Chain)	47,344
Supermarket (Local Chain)	37,895
Specialty Food	2,398
Convenience Market	2,492
Gourmet Grocery	3,950

Source: Urban Land Institute Dollars and Sense of Shopping Centers, and THK Associates, Inc.

Table IV-10: Neighborhood Retail Stores by Sales Per Square Foot, 2015

Rank	Store Type	Average Store Sales Per Sq. Ft.
1	Supermarket	$501
2	Drugstore/pharmacy	$472
3	Coffee/tea	$444
4	Medical and Dental	$380
5	Jewelry	$349
6	Restaurant w Liquor	$339
7	Cosmetics/Beauty	$327
8	Sandwich Shop	$319
9	Fast Food	$271
10	Florist	$249

Source: ULI Dollars and Sense of Shopping Centers, and THK Associates, Inc.

Table IV-11: Most Common Tenants Found in U.S. Neighborhood Shopping Centers, 2015

Rank	Store Type	Average Store Size in Sq. Ft.
1	Supermarket	44,094
2	Medical and Dental	1,924
3	Unisex Hair	1,222
4	Nail Salon	1,200
5	Pizza	1,462
6	Restaurant w Liquor	3,212
7	Dry Cleaner	1,500
8	Sandwich Shop	1,400
9	Chinese Fast Food	1,400
10	Women's Hair Salon	1,371
11	Bank	2,840
12	Dollar Store	8,000
13	Restaurant wo Liquor	2,400
14	Drug/Pharmacy	12,544
15	DVD Rentals	4,000
16	Cell phone store	1,780
17	Liquor/Wine Store	3,196
18	Coffee/Tea	1,600
19	Insurance	1,080
20	Mail/Packaging	1,400
	Average	4,881

Source: ULI Dollars and Sense of Shopping Centers, and THK Associates, Inc.

I. RETAIL CHARACTERISTICS BY STORE TYPE

Table IV-12 shows characteristics of selected store types found in neighborhood retail shopping centers. This information is later synthesized with the Silt PTA analysis to make site-specific demand projections. The table shows the operating characteristics of the major type of retail establishments that would be suitable tenants for a neighborhood shopping center. By comparing these performance characteristics with the expenditure patterns in the primary trade area for the subject site, the total dollar volume support and square footage support that will be generated for each retail use can be estimated.

The first column of Table IV-12 shows the average sales per square foot that the median store achieves which is data that derives from the Urban Land Institute's *Dollars and Cents of Shopping Centers*. The second column illustrates the median store size in square footage. Multiplying the first two columns determines the minimum expenditure support required to support each of the retail store types, which is then used in conjunction with median household expenditure to determine the required number of households needed to support each retail store type.

The fifth column in Table IV-12 shows that 3,341 households are required to support a typical grocery/convenience store in the Silt PTA. The households figure is based on dividing the annual sales of $22,080,688 for a grocery store in the PTA by the median household expenditure of approximately $6,610. Furthermore the minimum number of households required to support a furniture store and a restaurant are drastically different at approximately 1,862 households and 162 households, respectively. The threshold household support is used later in this section with actual household growth to determine growth in demand for each store type. The individual store type demand is then compared to current inventory to determine any demand gaps along with the capture rate that the subject site is projected to achieve.

Table IV-12: Characteristics of Selected Store Types Found in Shopping Centers, 2015

Store Type	Sales Per Square Foot GLA	Median Store Size (Sq. Ft.)	**Minimum Expenditure Support**	Median Household Expenditure	**Threshold Household Support**
Hardware and Building Materials					
Building Materials and Supplies	$136.27	6,846	**$932,891**	$526	**1,774**
Hardware	$130.90	7,857	**$1,028,481**	$371	**2,772**
Food Stores					
Grocery/Convenience	$500.76	44,094	**$22,080,688**	$6,610	**3,341**
Automotive					
Tire, Battery and Accessory	$162.27	6,038	**$979,798**	$649	**1,509**
Apparel and Accessory					
Men's Clothing	$200.87	3,082	**$619,084**	$580	**1,068**
Women's Clothing	$178.46	2,957	**$527,718**	$835	**632**
Children's Clothing	$205.15	5,775	**$1,184,741**	$533	**2,221**
Shoes	$228.72	2,278	**$521,031**	$510	**1,021**
Other Apparel & Accessories	$221.72	2,361	**$523,471**	$116	**4,514**
Furniture and Equipment					
Furniture	$156.02	7,471	**$1,165,655**	$626	**1,862**
Home Furnishings & Accessories	$221.54	4,522	**$1,001,804**	$1,090	**919**
Household Appliances	$200.46	3,010	**$603,397**	$464	**1,301**
Radio, Television, Stereo, Computer	$201.64	3,013	**$607,544**	$835	**728**
Records & Music	$179.34	2,900	**$520,098**	$139	**3,738**
Eating and Drinking Places					
Restaurant	$282.33	1,955	**$551,947**	$3,409	**162**
Drug and Proprietary					
Drug / Cosmetics	$472.42	6,741	**$3,184,563**	$765	**4,161**
Other Retail and Personal Services					
Liquor / Wine & Spirits	$274.64	2,648	**$727,239**	$557	**1,307**
Sporting Goods & Bicycle	$172.28	3,440	**$592,650**	$464	**1,278**
Books & Stationary	$132.48	2,155	**$285,503**	$441	**648**
Jewelry	$349.11	1,263	**$440,922**	$209	**2,112**
Hobby & Specialty	$180.43	2,790	**$503,408**	$162	**3,101**
Florist	$248.85	1,600	**$398,165**	$93	**4,292**
Miscellaneous Retail	$186.01	2,491	**$463,351**	$1,415	**328**
Personal Care Products & Services	$161.60	1,245	**$201,193**	$603	**334**
Dry Cleaner / Coin Laundry	$160.85	1,653	**$265,890**	$209	**1,274**
Misc. Personal Services	$308.64	1,328	**$409,871**	$974	**421**
Total Retail Household Expenditure				**$23,184**	

Source: U.S. Department of Labor, Bureau of Labor Statistics, and THK Associates, Inc.

J. ESTIMATES FOR RETAIL SPACE DEMAND BY STORE TYPE

Secondary support for the Silt Primary Trade Area ranges between 15-20% depending on the retail store type. The secondary support determines any additional demand that will occur from households located outside of the Silt PTA. For example, 20.0% of grocery store demand in the PTA is projected to occur from households residing beyond the PTA boundaries.

Currently, as shown in Table IV-13 and with adjustments for secondary support for purchasers that live outside of the trade area, there is approximately $69.6 million dollars available for annual retail expenditures within the Silt primary trade area, which will support approximately 274,000 square feet of retail space. Based on household growth and secondary support over the next ten years, retail expenditures are expected to grow to nearly $83.6 million by 2025, which will support approximately 323,000 square feet of retail space. Regarding grocery demand, there is currently a demand for approximately 41,000 square feet of grocery store retail space, with this demand growing to approximately 44,600 square feet by 2020 and 49,200 square feet by 2025.

Table IV-13: Estimated Retail Sales and Square Footage Support in the Silt PTA, 2016-2025

Store Type	Estimated Annual Permanent Household Expenditures	Support From Secondary Trade Area	Annual Sales per Square Foot GLA	2016 Support Dollars (000,000's)	2016 Support Square Feet	2020 Support Dollars (000,000's)	2020 Support Square Feet	2025 Support Dollars (000,000's)	2025 Support Square Feet
Households				2,483		2,701		2,983	
Hardware and Building Materials									
Building Materials and Supplies	$526	15.0%	$136.27	**$1.5**	11,270	**$1.7**	12,260	**$1.8**	13,540
Hardware	$371	15.0%	$130.90	**$1.1**	8,281	**$1.2**	9,008	**$1.3**	9,948
Food Stores									
Grocery	$6,610	20.0%	$500.76	**$20.5**	40,966	**$22.3**	44,563	**$24.6**	49,215
Automotive									
Tire, Battery and Accessory	$649	15.0%	$162.27	**$1.9**	11,690	**$2.1**	12,716	**$2.3**	14,044
Apparel and Accessory									
Men's Clothing	$580	15.0%	$200.87	**$1.7**	8,432	**$1.8**	9,172	**$2.0**	10,129
Women's Clothing	$835	15.0%	$178.46	**$2.4**	13,666	**$2.7**	14,866	**$2.9**	16,418
Children's Clothing	$533	15.0%	$205.15	**$1.6**	7,595	**$1.7**	8,262	**$1.9**	9,125
Shoes	$510	15.0%	$228.72	**$1.5**	6,516	**$1.6**	7,088	**$1.8**	7,828
Other Apparel & Accessories	$116	15.0%	$221.72	**$0.3**	1,528	**$0.4**	1,662	**$0.4**	1,835
Furniture and Equipment									
Furniture	$626	15.0%	$156.02	**$1.8**	11,723	**$2.0**	12,753	**$2.2**	14,084
Home Furnishings & Accessories	$1,090	15.0%	$221.54	**$3.2**	14,372	**$3.5**	15,634	**$3.8**	17,267
Household Appliances	$464	15.0%	$200.46	**$1.4**	6,759	**$1.5**	7,352	**$1.6**	8,120
Radio, Television, Stereo, Computer	$835	15.0%	$201.64	**$2.4**	12,095	**$2.7**	13,157	**$2.9**	14,531
Records & Music	$139	15.0%	$179.34	**$0.4**	2,266	**$0.4**	2,465	**$0.5**	2,723
Eating and Drinking Places									
Restaurant	$3,409	20.0%	$282.33	**$10.6**	37,478	**$11.5**	40,769	**$12.7**	45,025
Drug and Proprietary									
Drug / Cosmetics	$765	15.0%	$472.42	**$2.2**	4,732	**$2.4**	5,148	**$2.7**	5,685
Other Retail and Personal Services									
Liquor / Wine & Spirits	$557	15.0%	$274.64	**$1.6**	5,920	**$1.8**	6,440	**$2.0**	7,112
Sporting Goods & Bicycle	$464	15.0%	$172.28	**$1.4**	7,865	**$1.5**	8,555	**$1.6**	9,448
Books & Stationary	$441	15.0%	$132.48	**$1.3**	9,716	**$1.4**	10,569	**$1.5**	11,672
Jewelry	$209	15.0%	$349.11	**$0.6**	1,746	**$0.7**	1,900	**$0.7**	2,098
Hobby & Specialty	$162	15.0%	$180.43	**$0.5**	2,628	**$0.5**	2,859	**$0.6**	3,157
Florist	$93	15.0%	$248.85	**$0.3**	1,089	**$0.3**	1,185	**$0.3**	1,308
Miscellaneous Retail	$1,415	15.0%	$186.01	**$4.1**	22,217	**$4.5**	24,167	**$5.0**	26,690
Personal Care Products & Services	$603	15.0%	$161.60	**$1.8**	10,900	**$1.9**	11,857	**$2.1**	13,095
Dry Cleaner / Coin Laundry	$209	15.0%	$160.85	**$0.6**	3,791	**$0.7**	4,123	**$0.7**	4,554
Misc Personal Services	$974	15.0%	$308.64	**$2.8**	9,219	**$3.1**	10,028	**$3.4**	11,075
Total Retail	$23,184	--	$225.15	**$69.6**	274,460	**$75.7**	298,557	**$83.6**	329,728

**Additional support has been added to the food stores, apparel and accessory, eating and drinking place, and liquor, sporting goods, and hobby and specialty categories* in order to account for tourists staying at hotels or condominiums in the area

Source: U.S. Department of Labor, Bureau of Labor Statistics; and THK Associates, Inc.

K. EXISTING RETAIL ESTABLISHMENTS

Table IV-14 lists the retail establishments that currently exist within the Silt PTA. THK identified a total of 21 stores containing approximately 53,700 square feet of retail space. Because several of the 21 stores sell products or services that span more than one retail category, the total retail inventory square footage is spread across 23 retail store types, as shown later. Of the 23 store categories, that the 21 stores cover in terms of square footage, THK identified one hardware, four grocery/gas, one automotive, one men's clothing, one women's clothing, four restaurants, two liquor, one hobby and specialty, one florist, one miscellaneous retail, four personal care products and services, one dry cleaner/laundry, and one miscellaneous personal service store. The breakdown of the 23 store categories covered is shown in Table IV-15. The Dollar General store for example is considered one store; however; it spans grocery and miscellaneous retail store categories for example. Pretty Penny Thrift for example is considered on store; however, it spans both the men's clothing and women's clothing categories. Following Table IV-15 is a series of pictures taken of the retail within the Silt Primary Trade Area.

Table IV-14: Existing Retail Inventory in the Silt PTA, 2015

	Silt PTA	
	Store Name	**Estimated Sq. Ft.**
1	Kum N Go (10 Pumps)	2,200
2	Conoco/Go-Fer (8 Pumps)	2,600
3	Car Wash	1,000
4	Silt Discount Liquors	3,500
5	Silt Laundromat	1,500
6	Hair Care and Dog Grooming	1,500
7	Salon and Spray Tanning	1,500
8	Brickhouse Pizza	2,200
9	Marijuna Store	2,000
10	High Q Marijuana	3,500
11	Sinclair Gas (8 Pumps)	1,800
12	Columbine Liquor	2,000
13	Mama Casitas Restaurant	4,500
14	Whimsical Wagon Gifts & Coffee	2,000
15	The Country Florist	1,800
16	Pretty Penny Thrift	2,000
17	Dollar General	9,100
18	Tim's Tools Hardware	2,500
19	Miners Cabin Restaurant	2,500
20	Misty's Coffee	1,500
21	R & W Automotive	2,500
Total		**53,700**

Source: THK Associates, Inc.

Table IV-15: Retail Competition in the Silt PTA, 2015

Store Type	*Estimated Number of Stores*	*Estimated Retail Space*	*%*
Hardware and Building Materials			
Building Materials and Supplies	0	0	0.0%
Hardware	1	2,500	4.7%
Food Stores			
Grocery (Includes Convenience/Gas Stations)	4	9,700	18.1%
Automotive			
Tire, Battery and Accessory	1	2,500	4.7%
Apparel and Accessory			
Men's Clothing	1	1,000	1.9%
Women's Clothing	1	1,000	1.9%
Childrens Clothing	0	0	0.0%
Shoes	0	0	0.0%
Other Apparel & Accessories	0	0	0.0%
Furniture and Equipment			
Furniture	0	0	0.0%
Home Furnishings & Accessories	0	0	0.0%
Household Appliances	0	0	0.0%
Radio, Television, Stereo, Computer	0	0	0.0%
Records & Music	0	0	0.0%
Eating and Drinking Places			
Restaurant	4	10,700	19.9%
Drug and Proprietary			
Drug / Cosmetics	0	0	0.0%
Other Retail and Personal Services			
Liquor / Wine & Spirits	2	5,500	10.2%
Sporting Goods & Bicycle	0	0	0.0%
Books & Stationary	0	0	0.0%
Jewelry	0	0	0.0%
Hobby & Specialty	1	2,000	3.7%
Florist	1	1,800	3.4%
Miscellaneous Retail	1	6,000	11.2%
Personal Care Products & Services	4	8,500	15.8%
Dry Cleaner / Coin Laundry	1	1,500	2.8%
Misc Personal Services	1	1,000	1.9%
Total Retail Stores	**23**	**53,700**	**100.0%**

Source: THK Associates, Inc.

15. Town of Silt Retail

16. Town of Silt Retail-continued

17. Town of Silt Retail-continued

18. Town of Silt Retail-continued

19. Town of Silt Retail-continued

20. Town of Silt Retail-continued

21. Town of Silt Retail-continued

22. Town of Silt Retail-continued

23. Town of Silt Retail-continued

L. ADDITIONAL RETAIL SQUARE FOOTAGE REQUIRED WITHIN THE SILT PTA

As shown in Table IV-16, the trade area currently supports 274,460 square feet of retail space. When considering the existing 53,700 square feet of retail space, there is a need for approximately 260,679 square feet of net retail space in the Silt Primary Trade Area after accumulating the individual space demands from the various individual retail store categories. Based upon projected household growth over the next ten years the primary trade area demand will become undersupplied as more retail space is required, and the trade area will require an additional 245,473 net new square feet of retail space by 2020 and 276,520 net new square feet of retail space by 2025 to keep pace with the growing population and retail demand.

It should be noted that the net new required square feet for each retail category is a calculation based on the supply and demand for that specific retail store category. For instance, there is an estimated 9,700 square feet of grocery store retail space currently existing in the PTA (largely due to shopping occurring at stores outside of the PTA). This supply coupled with the approximately 41,000 square feet that could be supported from demand within the TPA equates to a net required square footage of approximately 31,266 square feet. The net requirement calculation is performed for each category to show the demand for that store type. It is not to be assumed that the cumulative total of all store types is actually demanded together, because several stores cover multiple products and each individual store is analyzed on an individual basis.

Table IV-16: Additonal Supportable Retail Space in the Silt PTA, 2016-2025

Store Type	Estimated PTA Existing Sq. Ft.	2016 Supportable Sq. Ft.	2016 Net Required Sq. Ft.	2020 Supportable Sq. Ft.	2020 Net Required Sq. Ft.	2025 Supportable Sq. Ft.	2025 Net Required Sq. Ft.
Hardware and Building Materials							
Building Materials and Supplies	0	11,270	**11,270**	12,260	**12,260**	13,540	**13,540**
Hardware	2,500	8,281	**5,781**	9,008	**6,508**	9,948	**7,448**
Food Stores							
Grocery	9,700	40,966	**31,266**	44,563	**34,863**	49,215	**39,515**
Automotive							
Tire, Battery and Accessory	2,500	11,690	**9,190**	12,716	**10,216**	14,044	**11,544**
Apparel and Accessory							
Men's Clothing	1,000	8,432	**7,432**	9,172	**8,172**	10,129	**9,129**
Women's Clothing	1,000	13,666	**12,666**	14,866	**13,866**	16,418	**15,418**
Childrens Clothing	0	7,595	**7,595**	8,262	**8,262**	9,125	**9,125**
Shoes	0	6,516	**6,516**	7,088	**7,088**	7,828	**7,828**
Other Apparel & Accessories	0	1,528	**1,528**	1,662	**1,662**	1,835	**1,835**
Furniture and Equipment							
Furniture	0	11,723	**11,723**	12,753	**12,753**	14,084	**14,084**
Home Furnishings & Accessories	0	14,372	**14,372**	15,634	**15,634**	17,267	**17,267**
Household Appliances	0	6,759	**6,759**	7,352	**7,352**	8,120	**8,120**
Radio, Television, Stereo, Computer	0	12,095	**12,095**	13,157	**13,157**	14,531	**14,531**
Records & Music	0	2,266	**2,266**	2,465	**2,465**	2,723	**2,723**
Eating and Drinking Places							
Restaurant	10,700	37,478	**26,778**	40,769	**30,069**	45,025	**34,325**
Drug and Proprietary							
Drug / Cosmetics	0	4,732	**4,732**	5,148	**5,148**	5,685	**5,685**
Other Retail and Personal Services							
Liquor / Wine & Spirits	5,500	5,920	**420**	6,440	**940**	7,112	**1,612**
Sporting Goods & Bicycle	0	7,865	**7,865**	8,555	**8,555**	9,448	**9,448**
Books & Stationary	0	9,716	**9,716**	10,569	**10,569**	11,672	**11,672**
Jewelry	0	1,746	**1,746**	1,900	**1,900**	2,098	**2,098**
Hobby & Specialty	2,000	2,628	**628**	2,859	**859**	3,157	**1,157**
Florist	1,800	1,089	**--**	1,185	**--**	1,308	**--**
Miscellaneous Retail	6,000	22,217	**16,217**	24,167	**18,167**	26,690	**20,690**
Personal Care Products & Services	8,500	10,900	**2,400**	11,857	**3,357**	13,095	**4,595**
Dry Cleaner / Coin Laundry	1,500	3,791	**2,291**	4,123	**2,623**	4,554	**3,054**
Misc Personal Services	1,000	9,219	**8,219**	10,028	**9,028**	11,075	**10,075**
Total Retail	53,700	274,460	**221,472**	298,557	**245,473**	329,728	**276,520**

Source: THK Associates, Inc.

M. RETAIL POTENTIALS AT THE RECOMMENDED SUBJECT SITE

THK Associates believes that the 8.9-acre site on Highway 6 between 10th and 16th streets is very strongly positioned for grocer anchored retail/commercial development in the near future. The subject sites location between I-70 and Highway 6, as well as its proximity to the population base of the Town of Silt make is well positioned to capture shoppers in the most visibly and effective method.

THK estimates that this subject site could capture between 5-70% of the demand for construction of new retail space over the next ten years (depending on the store type) as shown below in Table IV-17. This subject site is projected to therefore support approximately 49,300 square feet of retail space today, approximately 55,000 square feet by 2020, and approximately 62,400 square feet by 2025. Calculations are made for each individual store type and then aggregated at the bottom of Table IV-17. For example based on a capture rate of 70% of grocery store demand occurring within the PTA, the aforementioned subject site is projected to capture 21,886 square feet out of the total 31,266 square feet demanded in the Silt PTA. At present, there is a significant pent up demand in certain store types, such as grocery stores and restaurants. The demand for these store types are occurring largely outside of the Silt PTA currently in nearby locations like the Town of Rifle and Glenwood Springs, while the demand could currently be supported with the Silt PTA.

Table IV-17: Additonal Supportable Retail Space at the Silt Subject Site, 2016-2025

		2016		2020		2025	
Store Type	2016 Subject Site Capture Rate	Supportable Sq. Ft.	**Required Sq. Ft.**	Supportable Sq. Ft.	**Required Sq. Ft.**	Supportable Sq. Ft.	**Required Sq. Ft.**
Hardware and Building Materials							
Building Materials and Supplies	5%	11,270	**564**	12,260	**613**	13,540	**677**
Hardware	5%	5,781	**289**	6,508	**325**	7,448	**372**
Food Stores							
Grocery	70%	31,266	**21,886**	34,863	**24,404**	39,515	**27,661**
Automotive							
Tire, Battery and Accessory	40%	9,190	**3,676**	10,216	**4,086**	11,544	**4,617**
Apparel and Accessory							
Men's Clothing	5%	7,432	**372**	8,172	**409**	9,129	**456**
Women's Clothing	5%	12,666	**633**	13,866	**693**	15,418	**771**
Children's Clothing	5%	7,595	**380**	8,262	**413**	9,125	**456**
Shoes	5%	6,516	**326**	7,088	**354**	7,828	**391**
Other Apparel & Accessories	5%	1,528	**76**	1,662	**83**	1,835	**92**
Furniture and Equipment							
Furniture	5%	11,723	**586**	12,753	**638**	14,084	**704**
Home Furnishings & Accessories	5%	14,372	**719**	15,634	**782**	17,267	**863**
Household Appliances	5%	6,759	**338**	7,352	**368**	8,120	**406**
Radio, Television, Stereo, Computer	5%	12,095	**605**	13,157	**658**	14,531	**727**
Records & Music	5%	2,266	**113**	2,465	**123**	2,723	**136**
Eating and Drinking Places							
Restaurant	25%	26,778	**6,695**	30,069	**7,517**	34,325	**8,581**
Drug and Proprietary							
Drug / Cosmetics	60%	4,732	**2,839**	5,148	**3,089**	5,685	**3,411**
Other Retail and Personal Services							
Liquor / Wine & Spirits	35%	420	**147**	940	**329**	1,612	**564**
Sporting Goods & Bicycle	25%	7,865	**1,966**	8,555	**2,139**	9,448	**2,362**
Books & Stationary	10%	9,716	**972**	10,569	**1,057**	11,672	**1,167**
Jewelry	5%	1,746	**87**	1,900	**95**	2,098	**105**
Hobby & Specialty	20%	628	**126**	859	**172**	1,157	**231**
Florist	5%	--	**--**	--	**--**	--	**--**
Miscellaneous Retail	10%	16,217	**1,622**	18,167	**1,817**	20,690	**2,069**
Personal Care Products & Services	10%	2,400	**240**	3,357	**336**	4,595	**459**
Dry Cleaner / Coin Laundry	50%	2,291	**1,145**	2,623	**1,312**	3,054	**1,527**
Misc Personal Services	35%	8,219	**2,877**	9,028	**3,160**	10,075	**3,526**
TOTAL RETAIL		221,472	**49,278**	245,473	**54,971**	276,520	**62,335**

Source: THK Associates, Inc.

Several factors will be key contributors to the success of the retail development at the Silt retail development site. Key attributes for a successful retail development include the following:

Key Attributes for Retail Success

Unique Location	Quality Goods
Excellent Visibility to Traffic	Synergistic Mix of Tenants
Adequate Parking	Service Oriented
Entertaining Lifestyle Environment	Attention to the Delivery of Products
Memorable Experience	Cluster Tenant Types
Sense of Community	Large Public Spaces
Convenient	Exceptional Landscaping with Fountains and Water Features
Wide Selection of Goods and Services	Symphonies, Artisans, and Craftsman Displays
Value in Products Offered	Sidewalk Cafes, Kiosks, and Street Merchants

The 8.9-acre THK Associates recommended site will naturally have many of the key attributes to retail success, such as unique location, excellent visibility to traffic on I-70 and Highway 6, and convenient proximity to the Silt population base. Other key attributes will be the responsibility of the developer to provide, such as a synergistic mix of tenants and a sense of community at the development.

Shown on the following page THK Associates has listed several Colorado regional area grocers and their correlating typical square footages or footprints. For example, City Market which is owned by The Kroger Company currently operates 10 stores in the mountain areas in Pitkin, Eagle, Garfield, and Mesa Counties, whereas Sunflower Fresh Market does not currently operate any stores in these areas. This information is shown below in Table IV-18.

Table IV-19 provides a summary of the sites under consideration for retail development in the Town of Silt. Only two of the sites being considered are large enough (in acres) to adequately suit the strong retail space demand that the Town of Silt currently is facing. Of these two sites, THK feels strongly that the 8.9-acre site (#4) to the northeast of the intersection of I-70 and the 9th Street exit is a prime choice due to its exposure to traffic along the highway and its proximity to the Silt population base. Maps of the six subject sites under consideration follow after Table IV-19.

In Table IV-20, THK Associates has programmed 65,700 total square feet on 8.9 acres for retail development. More specifically, THK has recommended approximately 25,000 square feet for a grocery store such as Alfalfas, Clarks Market or Safeway. This grocery store would be the anchor for an additional 33,200 square feet of retail development that would include a pharmacy, an auto parts store, two sit-down restaurants, a breakfast fast-food location, a medical or dentist office, and two to three personal care products and services stores such as a hair salon or a beauty salon. The grocery anchored strip center would be constructed on approximately 6.07 acres, allowing for a parking lot that would have roughly 5.5 parking spaces per 1,000 square feet of retail space (320 total parking spaces). THK Associates has also recommended 7,500 square feet on 1.13 acres for commercial pad development for fast-food dining and a bank.

A coverage ratio of approximately 22% was applied to the strip center development, while a coverage ratio of 15% was applied for the commercial pads.

Table IV-18: Characteristics for Potential Grocer Anchors in the Silt Environs

	Store Name	Store Ownership	Average Store Size	Nearest Location	# of Operating Stores in Mountain Communities	Contact
1	City Market	The Kroger Company	55,000	New Castle, Rifle	10	877.415.4647
2	Safeway	Safeway, Inc	46,700	Glenwood Springs	3	970.254.0227
3	Clarks Market	Independent	25,000	Battlement Mesa, Basalt	3	970.925.5295
4	Sunflower Fresh Market	Independent	28,000	Denver, Boulder	0	303.449.0777
5	Vitamin Cottage	Natural Grocers	15,000	Glenwood Springs	2	970.263.7750
6	Sprouts	Independent	25,000	Denver, Boulder	0	480.814.8016

*as shown in grocery store inventory

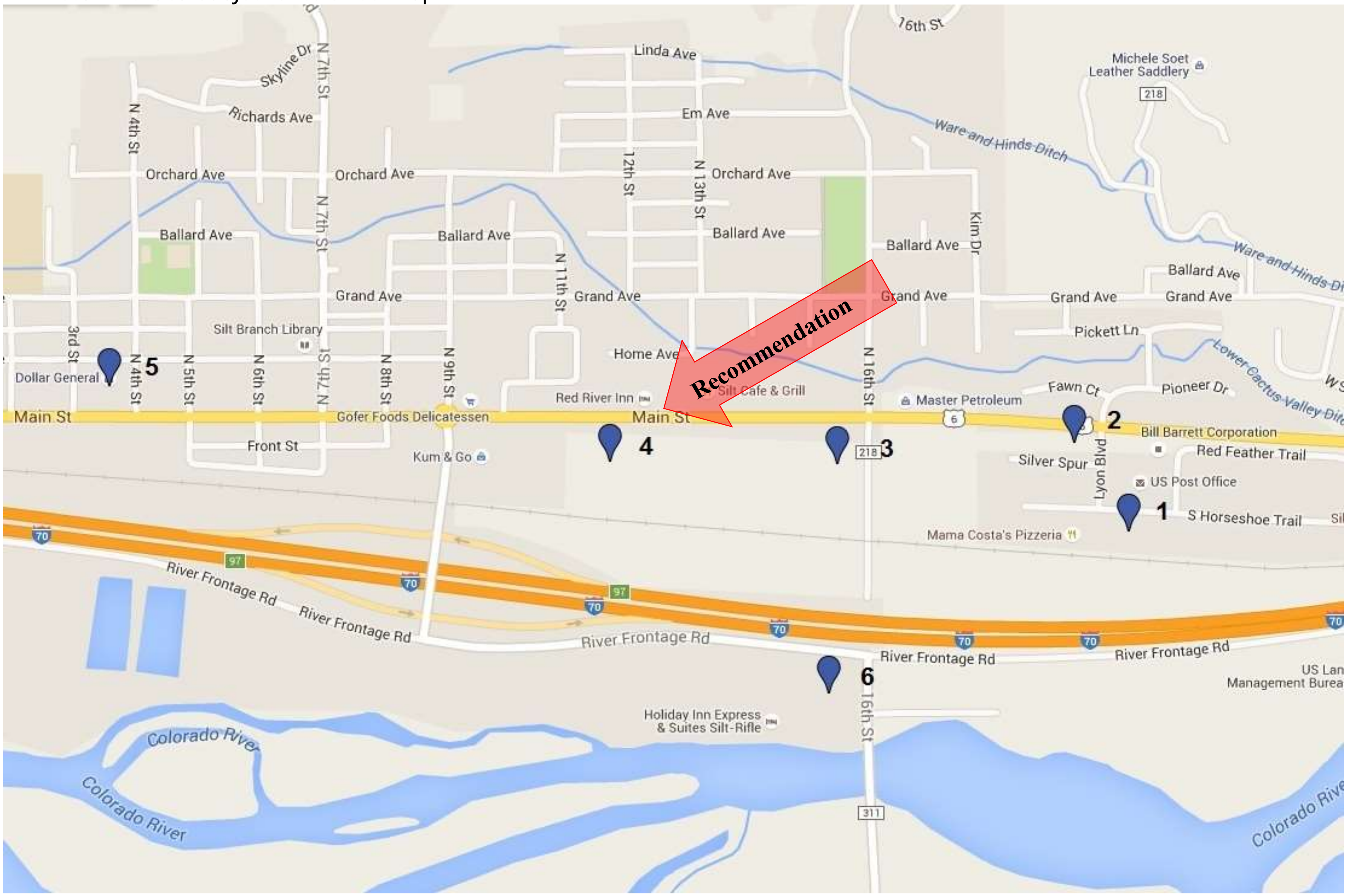
Source: THK Associates, Inc.

Table IV-19: Subject Sites Under Consideration for Commercial Development in the Silt PTA

					2015 Actual Values			2015 Assessed Values		
Number	**Parcel**	**Address/Owner**	**Sq. Ft.**	**Acreage**	**Land**	**Imp**	**Total**	**Land**	**Imp**	**Total**
1	217911201101	2003 Horseshoe Trail, Silt Silt Mini Storage	19,249	0.442	$115,730	$0	$115,730	$33,560	$0	$33,560
2	217911201085	1864 Silver Spur, Silt Alpine Bank	26,430	0.607	$169,150	$0	$169,150	$49,050	$0	$49,050
3	217910100017	1615 Main Street, Silt Antonelli, Larry and Glenda K	-	6.040	$3,880	$140,700	$144,580	$1,130	$14,150	$15,280
4	217910100015		-	6.430	$10,000	$0	$10,000	$2,900	$0	$2,900
	217910116001		38,025	0.873	$209,140	$0	$209,140	$60,650	$0	$60,650
	217910116002	231 N 7th Street, PO BOX 70, Silt Town of Silt	41,125	0.944	$226,190	$0	$226,190	$65,600	$0	$65,600
	217910100021		-	0.660	$2,000	$0	$2,000	$580	$0	$580
	Total			**8.907**	**$447,330**	**$0**	**$447,330**	**$129,730**	**$0**	**$129,730**
5	217910211005			0.121	$55,130	$0	$55,130	$15,990	$0	$15,990
	217910211007	Highway 6 and 3rd Street, Silt Silt Land Group		0.241	$99,750	$0	$99,750	$28,390	$0	$28,390
	217910211009			0.121	$55,130	$0	$55,130	$15,990	$0	$15,990
	Total			**0.482**	**$210,010**	**$0**	**$210,010**	**$60,370**	**$0**	**$60,370**
6	217910140001	Town of Silt		2.407	$66,050	$0	$66,050	$19,150	$0	$19,150

Source: THK Associates, Inc.

24. Recommended Subject Sites Street Map



25. Recommended Subject Sites Satellite Image Map

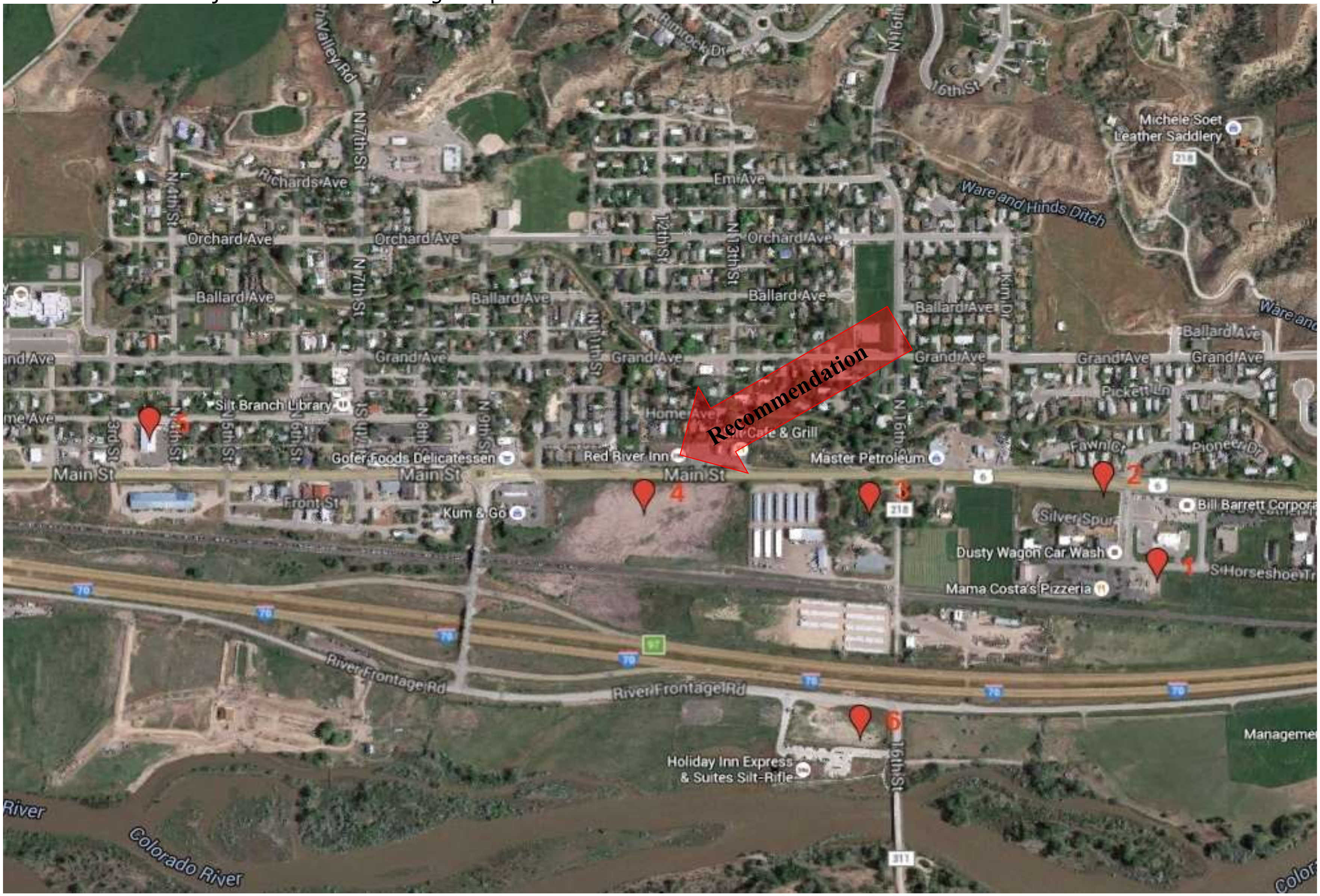


Table IV-20: Recommended Store Types/Mix and Acreage Requirements for Retail Development at the 8.9-Acre Silt Commercial Site, 2016-2025

Strip Center	Potential Tenants	Leasable Area (Square Feet)	Acres Demanded
Grocer	**Alfalfas, Clarks Market, Safeway**	**25,000**	
Pharmacy	Walgreens, etc.	3,000	
Auto Parts	Checker, NAPA, etc.	4,500	
Sit-down Restaurants (2)	Chinese, Hamburger Restaurant w Liquor	8,000	
Coffee/Tea	Starbucks/Einstein	1,500	
Misc Retail (2-3)	Cell Phone Store, Sporting Goods	4,000	
Personal Care Products/Services	Hair Salon, Beauty Salon, Tanning	3,200	
Medical/Professional	Medical/Dental/Insurance/Real Estate	7,500	
Dry Cleaner	Independent	1,500	
	Sub-Total*	**58,200**	**6.07**
Pad site's	Fast food	2,500	0.38
	Bank	5,000	0.75
	Sub-Total**	**7,500**	**1.13**
	SILT COMMERCIAL SITE TOTAL RETAIL	**65,700**	**7.20**
	ROW and Open Space		**1.70**
	Total		**8.9**

*A coverage ratio of approximately 22% has been applied to the development

**A coverage ratio of approximately 15% has been applied to the pad development

Source: THK Associates, Inc.

End of Report

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