



# Retail MarketPlace Profile

International Falls city  
Place

## Summary Demographics

2015 Population	6,155
2015 Households	2,796
2015 Median Disposable Income	\$30,739
2015 Per Capita Income	\$22,666

Industry Summary	NAICS	Demand (Retail Potential)	Supply (Retail Sales)	Retail Gap	Leakage/Surplus Factor	Number of Businesses
Total Retail Trade and Food & Drink	44-45	\$79,667,044	\$117,422,552	-\$37,755,508	-19.2	85
Total Retail Trade	44-45	\$72,582,377	\$109,073,091	-\$36,490,714	-20.1	65
Total Food & Drink	722	\$7,084,667	\$8,349,461	-\$1,264,794	-8.2	20

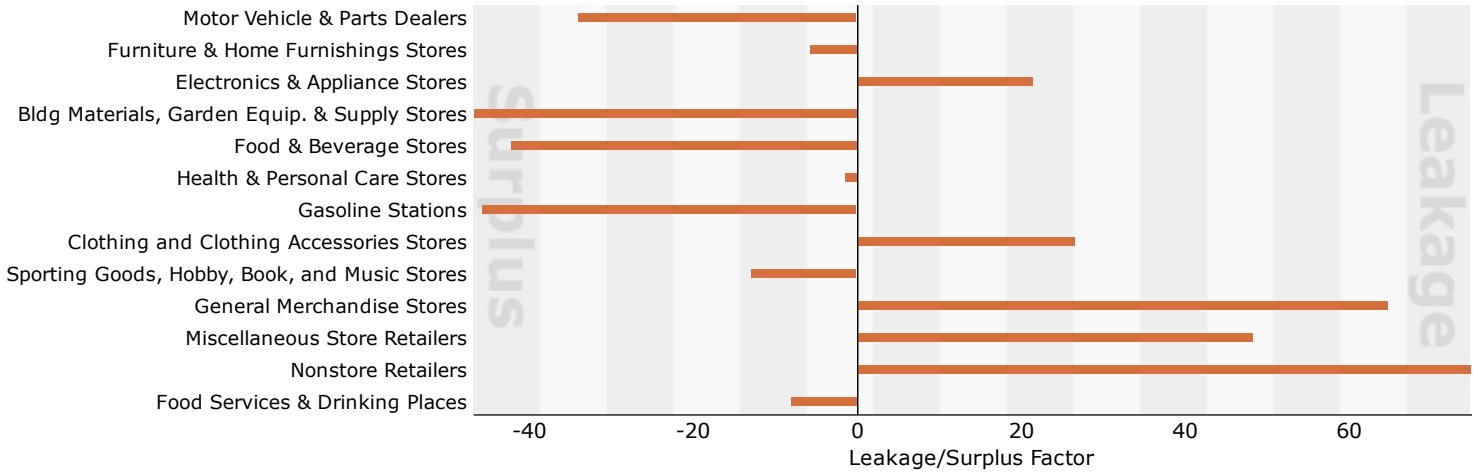
Industry Group	NAICS	Demand (Retail Potential)	Supply (Retail Sales)	Retail Gap	Leakage/Surplus Factor	Number of Businesses
Motor Vehicle & Parts Dealers	441	\$16,925,175	\$34,412,899	-\$17,487,724	-34.1	10
Automobile Dealers	4411	\$13,733,498	\$28,353,624	-\$14,620,126	-34.7	4
Other Motor Vehicle Dealers	4412	\$2,180,021	\$4,398,623	-\$2,218,602	-33.7	2
Auto Parts, Accessories & Tire Stores	4413	\$1,011,656	\$1,660,652	-\$648,996	-24.3	4
Furniture & Home Furnishings Stores	442	\$1,872,288	\$2,105,528	-\$233,240	-5.9	3
Furniture Stores	4421	\$1,219,181	\$1,691,605	-\$472,424	-16.2	2
Home Furnishings Stores	4422	\$653,107	\$413,923	\$239,184	22.4	1
Electronics & Appliance Stores	443	\$3,108,901	\$2,005,902	\$1,102,999	21.6	2
Bldg Materials, Garden Equip. & Supply Stores	444	\$3,682,636	\$10,197,563	-\$6,514,927	-46.9	6
Bldg Material & Supplies Dealers	4441	\$2,872,770	\$10,197,563	-\$7,324,793	-56.0	6
Lawn & Garden Equip & Supply Stores	4442	\$809,866	\$0	\$809,866	100.0	0
Food & Beverage Stores	445	\$12,514,974	\$30,941,492	-\$18,426,518	-42.4	6
Grocery Stores	4451	\$10,711,180	\$28,323,679	-\$17,612,499	-45.1	4
Specialty Food Stores	4452	\$735,195	\$0	\$735,195	100.0	0
Beer, Wine & Liquor Stores	4453	\$1,068,599	\$2,617,813	-\$1,549,214	-42.0	2
Health & Personal Care Stores	446,4461	\$5,106,769	\$5,277,235	-\$170,466	-1.6	6
Gasoline Stations	447,4471	\$5,735,041	\$15,470,384	-\$9,735,343	-45.9	7
Clothing & Clothing Accessories Stores	448	\$2,800,756	\$1,619,058	\$1,181,698	26.7	5
Clothing Stores	4481	\$2,162,972	\$843,646	\$1,319,326	43.9	3
Shoe Stores	4482	\$460,057	\$202,567	\$257,490	38.9	1
Jewelry, Luggage & Leather Goods Stores	4483	\$177,727	\$572,845	-\$395,118	-52.6	1
Sporting Goods, Hobby, Book & Music Stores	451	\$2,113,724	\$2,744,827	-\$631,103	-13.0	6
Sporting Goods/Hobby/Musical Instr Stores	4511	\$1,765,203	\$2,467,392	-\$702,189	-16.6	5
Book, Periodical & Music Stores	4512	\$348,521	\$277,435	\$71,086	11.4	1
General Merchandise Stores	452	\$13,851,441	\$2,940,509	\$10,910,932	65.0	4
Department Stores Excluding Leased Depts.	4521	\$11,110,016	\$910,131	\$10,199,885	84.9	1
Other General Merchandise Stores	4529	\$2,741,425	\$2,030,378	\$711,047	14.9	3
Miscellaneous Store Retailers	453	\$3,259,168	\$1,128,484	\$2,130,684	48.6	9
Florists	4531	\$127,378	\$277,799	-\$150,421	-37.1	2
Office Supplies, Stationery & Gift Stores	4532	\$426,859	\$662,561	-\$235,702	-21.6	5
Used Merchandise Stores	4533	\$338,222	\$53,126	\$285,096	72.8	1
Other Miscellaneous Store Retailers	4539	\$2,366,709	\$134,998	\$2,231,711	89.2	1
Nonstore Retailers	454	\$1,611,504	\$229,210	\$1,382,294	75.1	1
Electronic Shopping & Mail-Order Houses	4541	\$1,221,178	\$0	\$1,221,178	100.0	0
Vending Machine Operators	4542	\$87,603	\$229,210	-\$141,607	-44.7	1
Direct Selling Establishments	4543	\$302,723	\$0	\$302,723	100.0	0
Food Services & Drinking Places	722	\$7,084,667	\$8,349,461	-\$1,264,794	-8.2	20
Full-Service Restaurants	7221	\$3,998,710	\$5,046,487	-\$1,047,777	-11.6	12
Limited-Service Eating Places	7222	\$2,718,637	\$2,837,129	-\$118,492	-2.1	5
Special Food Services	7223	\$167,265	\$0	\$167,265	100.0	0
Drinking Places - Alcoholic Beverages	7224	\$200,055	\$465,845	-\$265,790	-39.9	3

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

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

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## Leakage/Surplus Factor by Industry Subsector



## Leakage/Surplus Factor by Industry Group

