

APPENDIX A

Tenant Mix

Scenario Comparisons for Hibbing, Minnesota 2011 Total Square Feet Supportable

<u>Category</u>	<u>Status Quo</u>	<u>Conservative</u>	<u>Aggressive</u>	<u>Tertiary Trade Area</u>
General Merchandise/Junior Dept Store	65,000	68,000	90,000	95,000
Women's Apparel	2,200	2,200	3,400	2,200
Men's Apparel	1,600	1,600	2,400	1,600
Children's Apparel	0	0	1,000	
Restaurants	10,800	11,000	14,000	13,000
Grocery	0	3,000	3,500	
Appliances/Electronics	0	0	0	10,000
Dollar Store/Variety	24,000	27,500	35,000	24,000
Drug Store	6,300	6,300	8,100	6,300
Home Furnishings	6,200	6,200	9,600	8,000
Pet Supplies	4,000	4,500	6,200	9,500
Toy/Hobby Shop	1,200	1,200	1,700	1,500
Sporting Goods	0	0	75,000	0
Total	121,300	131,500	249,900	171,100

Conservative Scenario: Assumes the addition of 700 new jobs and 1,540 people

Moderate Scenario: Assumes the addition of 2,500 new jobs and 5,500 people

Aggressive Scenario: Assumes the addition of 3,500 jobs and 7,700 people

Tertiary Trade Area extends to International Falls, etc., but assumes status quo for population growth.