

**CITY OF BEAUMONT**

48401

**PER CAPITA SALES TAX SURPLUS/GAP COMPARISON - 4 QUARTERS ENDING 4Q 2018**

Retail Category	Per Cap Sales Capture (+) or Gap (-)	Sales Tax Deviation	Typical Sales Per Sq Ft by Retail Type	Approx Sq Ft to Close Gap			
Lumber/Building Materials	\$470	\$226,945	\$300	n/a			
Electronics/Appliance Stores	321	154,682	500	n/a			
Discount Dept Stores	312	150,364	475	n/a			
Department Stores	57	27,273	175	n/a			
Auto Repair Shops	31	15,089	215	n/a			
Grocery Stores	(15)	(7,438)	110	7,000	-726015	-7260.15	Grocery Outlet, Vons, Ralphs, Trader Joes, Sprouts
Drug Stores	(16)	(7,511)	350	2,000	-774416	-7744.16	Rite-Aid
Men's Apparel	(18)	(8,654)	225	4,000	-871218	-8712.18	Tommy Bahama, Casual Male, Patrick James, Mens Warehouse, Jos A Bank, Brooks Brothers
Variety Stores	(18)	(8,769)	100	9,000	-871218	-8712.18	
Fast-Casual Restaurants	(21)	(9,946)	520	2,000	-1016421	-10164.21	Panera Bread, Ono, Pieology
Art/Gift/Novelty Stores	(36)	(17,168)	150	11,000	-1742436	-17424.36	
Jewelry Stores	(50)	(24,326)	500	5,000	-2420050	-24200.5	
Quick-Service Restaurants	(53)	(25,768)	500	5,000	-2565253	-25652.53	
Automotive Supply Stores	(55)	(26,352)	275	10,000	-2662055	-26620.55	
Fine Dining	(63)	(30,462)	800	4,000	-3049263	-30492.63	
Convenience Stores/Liquor	(68)	(32,927)	375	9,000	-3291268	-32912.68	
Service Stations	(73)	(34,981)	n/a	n/a	-3533273	-35332.73	
Home Furnishings	(77)	(36,993)	175	21,000	-3726877	-37268.77	Ashley, MOR, Jeromes, Living Spaces, IKEA
Sporting Goods/Bike Stores	(81)	(39,255)	225	17,000	-3920481	-39204.81	Dicks, REI
Office Supplies/Furniture	(86)	(41,368)	225	18,000	-4162486	-41624.86	Office Depot, IKEA
Shoe Stores	(109)	(52,337)	200	26,000	-5275709	-52757.09	Cole Hann, DSW, Shoe City, WSS, Famous Footwear, Boot Barn
Women's Apparel	(161)	(77,449)	375	21,000	-7792561	-77925.61	Ann Taylor, Express, H&M, Charlotte Russe, Kate Spade, Lululemon, Banana Republic,
Specialty Stores	(171)	(82,500)	175	47,000	-8276571	-82765.71	BevMo, Totalwine, Costco, Ulta Beauty, Sephora, Harbor Freight, Tractor Supply,
Family Apparel	(242)	(116,550)	375	31,000	-11713042	-117130.42	Burlington, Buy Buy Baby, Carters, Gap, Old Navy, TJ Max
Casual Dining	(319)	(153,784)	525	29,000	-15439919	-154399.19	Islands, BJs, Cheesecake factory, Claim jumper, Slaters 50-50, Texas Roadhouse, cracker barrel, black bear dinner, golden corral, TGI Fridays, souplantation, Stonefire Grill,

Average sales per square foot are based on HdL's overview of average statewide chain store sales. The square footage needed to close the gap is (83,830,532.00) **(838,305.32)** only