

361 Happ Road Northfield IL 60093 Drive Time: 5 minute radius

Latitude: 42.101 Longitude: -87.770

Top Tapestry Segments	Percent	Demographic Summary	2015	20
Top Tier (1A)	53.0%	Population	10,268	10,3
Exurbanites (1E)	39.3%	Households	3,787	3,8
Pacific Heights (2C)	4.0%	Families	2,924	2,9
Savvy Suburbanites (1D)	3.6%	Median Age	47.0	4
Professional Pride (1B)	0.0%	Median Household Income	\$138,444	\$149,4
		Spending Potential Index	Average Amount	То
Annaral and Carriege		250	<b>Spent</b> \$5,791.21	\$21,931,3
Apparel and Services		256		
Men's			\$1,109.32	\$4,200,9
Women's		255	\$2,054.04	\$7,778,6
Children's		231	\$865.83	\$3,278,9
Footwear		233	\$1,065.96	\$4,036,8
Watches & Jewelry		290	\$419.78	\$1,589,0
Apparel Products and Services (1)		283	\$276.28	\$1,046,2
Computer				15.444
Computers and Hardware for Home Us	se	262	\$566.41	\$2,144,9
Portable Memory		245	\$13.19	\$49,9
Computer Software		264	\$53.47	\$202,
Computer Accessories		273	\$52.29	\$198,0
Entertainment & Recreation		266	\$8,799.97	\$33,325,
Fees and Admissions		318	\$2,056.03	\$7,786,
Membership Fees for Clubs (2)		337	\$578.81	\$2,191,
Fees for Participant Sports, excl. Tri	ps	309	\$372.86	\$1,412,
Admission to Movie/Theatre/Opera/	Ballet	290	\$477.61	\$1,808,
Admission to Sporting Events, excl.	Trips	309	\$205.89	\$779,
Fees for Recreational Lessons		342	\$419.97	\$1,590,
Dating Services		148	\$0.89	\$3,
TV/Video/Audio		235	\$3,077.53	\$11,654,
Cable and Satellite Television Services		227	\$2,029.75	\$7,686,
Televisions		242	\$357.90	\$1,355,
Satellite Dishes		217	\$3.40	\$12,
VCRs, Video Cameras, and DVD Player	rs	226	\$24.81	\$93,
Miscellaneous Video Equipment		276	\$29.70	\$112,
Video Cassettes and DVDs		231	\$74.09	\$280,
Video Game Hardware/Accessories		200	\$46.18	\$174,
Video Game Software		212	\$58.23	\$220,
Streaming/Downloaded Video		281	\$16.17	\$61,
Rental of Video Cassettes and DVDs		229	\$53.84	\$203,
Installation of Televisions		343	\$3.84	\$14,
Audio (3)		296	\$365.46	\$1,383,
Rental and Repair of TV/Radio/Sound	Fauinment	263	\$14.16	\$53,
Pets		254	\$1,443.99	\$5,468,i
Toys and Games (4)		236	\$289.90	\$1,097,
Recreational Vehicles and Fees (5)		323	\$704.01	\$2,666,
Sports/Recreation/Exercise Equipment	(6)	263	\$497.32	\$1,883,
Photo Equipment and Supplies (7)	. (0)	278	\$226.32	\$857,
Reading (8)		283	\$430.07	\$1,628,0
Catered Affairs (9)		314	\$74.80	\$283,
Food		240	\$20,439.96	\$77,406,
Food at Home		234	\$12,210.64	\$46,241,
Bakery and Cereal Products		233	\$1,700.74	\$6,440,
Meats, Poultry, Fish, and Eggs		231	\$2,658.63	\$10,068,
Dairy Products		238		
•			\$1,340.34 \$2,408.46	\$5,075,
Fruits and Vegetables	1)	244	\$2,408.46	\$9,120,
Snacks and Other Food at Home (10	J)	229	\$4,102.47	\$15,536,
Food Away from Home		250	\$8,229.32	\$31,164,
Alcoholic Beverages		264	\$1,468.73	\$5,562,0
Nonalcoholic Beverages at Home		224	\$1,116.80 oduct or service relative to a nation	\$4,229,3

**Data Note:** The Spending Potential Index (SPI) is household-based, and represents the amount spent for a product or service relative to a national average of 100. Detail may not sum to totals due to rounding.

Source: Esri forecasts for 2015 and 2020; Consumer Spending data are derived from the 2011 and 2012 Consumer Expenditure Surveys, Bureau of Labor Statistics.

©2015 Esri Page 1 of 9



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	Spending Potential	Average Amount	_
et	Index	Spent	Tota
Financial	402	444 442 52	+42.002.42
Investments	403	\$11,112.53	\$42,083,13
Vehicle Loans	232	\$9,846.00	\$37,286,79
Health		10.5	
Nonprescription Drugs	246	\$317.38	\$1,201,92
Prescription Drugs	244	\$1,213.54	\$4,595,69
Eyeglasses and Contact Lenses	262	\$236.02	\$893,81
Home			
Mortgage Payment and Basics (11)	305	\$28,584.45	\$108,249,29
Maintenance and Remodeling Services	324	\$5,465.04	\$20,696,09
Maintenance and Remodeling Materials (12)	265	\$795.14	\$3,011,20
Utilities, Fuel, and Public Services	237	\$11,966.84	\$45,318,40
Household Furnishings and Equipment			
Household Textiles (13)	259	\$254.96	\$965,53
Furniture	258	\$1,332.35	\$5,045,60
Rugs	331	\$81.66	\$309,26
Major Appliances (14)	266	\$713.98	\$2,703,8
Housewares (15)	260	\$187.72	\$710,89
Small Appliances	245	\$112.30	\$425,2
Luggage	317	\$29.16	\$110,43
Telephones and Accessories	227	\$113.59	\$430,16
Household Operations		·	
Child Care	260	\$1,164.17	\$4,408,72
Lawn and Garden (16)	300	\$1,302.73	\$4,933,43
Moving/Storage/Freight Express	259	\$192.23	\$727,96
Housekeeping Supplies (17)	242	\$1,744.95	\$6,608,13
Insurance		Ψ=/,55	40,000,20
Owners and Renters Insurance	272	\$1,370.96	\$5,191,83
Vehicle Insurance	244	\$2,959.39	\$11,207,19
Life/Other Insurance	291	\$1,345.42	\$5,095,12
Health Insurance	256	\$6,774.53	\$25,655,16
Personal Care Products (18)	241	\$1,128.34	\$4,273,02
School Books and Supplies (19)	239	\$430.90	\$1,631,8
Smoking Products	171		
Transportation	171	\$797.21	\$3,019,02
•	237	¢0 502 62	#26 221 O
Vehicle Purchases (Net Outlay) (20)		\$9,593.62	\$36,331,03
Gasoline and Motor Oil	225	\$7,879.58	\$29,839,96
Vehicle Maintenance and Repairs	256	\$2,858.97	\$10,826,92
Travel			
Airline Fares	317	\$1,515.18	\$5,737,97
Lodging on Trips	321	\$1,451.91	\$5,498,37
Auto/Truck/Van Rental on Trips	337	\$113.66	\$430,44
Food and Drink on Trips	297	\$1,385.00	\$5,244,9

**Data Note:** The Spending Potential Index (SPI) is household-based, and represents the amount spent for a product or service relative to a national average of 100. Detail may not sum to totals due to rounding.

Source: Esri forecasts for 2015 and 2020; Consumer Spending data are derived from the 2011 and 2012 Consumer Expenditure Surveys, Bureau of Labor Statistics.

©2015 Esri Page 2 of 9



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- (1) Apparel Products and Services includes material for making clothes, sewing patterns and notions, shoe repair and other shoe services, apparel laundry and dry cleaning, alteration, repair and tailoring of apparel, clothing rental and storage, and watch and jewelry repair.
- (2) Membership Fees for Clubs includes membership fees for social, recreational, and civic clubs.
- (3) Audio includes satellite radio service, sound components and systems, digital audio players, records, CDs, audio tapes, streaming/downloaded audio, tape recorders, radios, musical instruments and accessories, and rental and repair of musical instruments.
- (4) Toys and Games includes toys, games, arts and crafts, tricycles, playground equipment, arcade games, and online entertainment and games.
- (5) Recreational Vehicles & Fees includes docking and landing fees for boats and planes, purchase and rental of RVs or boats, and camp fees.
- (6) Sports/Recreation/Exercise Equipment includes exercise equipment and gear, game tables, bicycles, camping equipment, hunting and fishing equipment, winter sports equipment, water sports equipment, other sports equipment, and rental/repair of sports/recreation/exercise equipment.
- (7) Photo Equipment and Supplies includes film, film processing, photographic equipment, rental and repair of photo equipment, and photographer fees.
- (8) Reading includes digital book readers, books, magazine and newspaper subscriptions, and single copies of magazines and newspapers...
- (9) Catered Affairs includes expenses associated with live entertainment and rental of party supplies.
- (10) Snacks and Other Food at Home includes candy, chewing gum, sugar, artificial sweeteners, jam, jelly, preserves, margarine, fat, oil, salad dressing, nondairy cream and milk, peanut butter, frozen prepared food, potato chips, nuts, salt, spices, seasonings, olives, pickles, relishes, sauces, gravy, other condiments, soup, prepared salad, prepared dessert, baby food, miscellaneous prepared food, and nonalcoholic beverages.
- (11) Mortgage Payment and Basics includes mortgage interest, mortgage principal, property taxes, homeowners insurance, and ground rent.
- (12) Maintenance and Remodeling Materials includes supplies/tools/equipment for painting and wallpapering, plumbing supplies and equipment, electrical/heating/AC supplies, materials for hard surface flooring, materials for roofing/gutters, materials for plaster/panel/siding, materials for patio/fence/brick work, landscaping materials, and insulation materials for owned homes.
- (13) Household Textiles includes bathroom linens, bedroom linens, kitchen linens, dining room linens, other linens, curtains, draperies, slipcovers, decorative pillows, and materials for slipcovers and curtains.
- (14) Major Appliances includes dishwashers, disposals, refrigerators, freezers, washers, dryers, stoves, ovens, microwaves, window air conditioners, electric floor cleaning equipment, sewing machines, and miscellaneous appliances.
- (15) Housewares includes plastic dinnerware, china, flatware, glassware, serving pieces, nonelectric cookware, and tableware.
- (16) Lawn and Garden includes lawn and garden supplies, equipment and care service, indoor plants, fresh flowers, and repair/rental of lawn and garden equipment.
- (17) Housekeeping Supplies includes soaps and laundry detergents, cleaning products, toilet tissue, paper towels, napkins, paper/plastic/foil products, stationery, giftwrap supplies, postage, and delivery services.
- (18) Personal Care Products includes hair care products, nonelectric articles for hair, wigs, hairpieces, oral hygiene products, shaving needs, perfume, cosmetics, skincare, bath products, nail products, deodorant, feminine hygiene products, adult diapers, and personal care appliances.
- (19) School Books and Supplies includes school books and supplies for College, Elementary school, High school, Vocational/Technical School, Preschool/Other Schools, and Other School Supplies.
- (20) Vehicle Purchases (Net Outlay) includes net outlay for new and used cars, trucks, vans, motorcycles, and motor scooters.

**Data Note:** The Spending Potential Index (SPI) is household-based, and represents the amount spent for a product or service relative to a national average of 100. Detail may not sum to totals due to rounding.

Source: Esri forecasts for 2015 and 2020; Consumer Spending data are derived from the 2011 and 2012 Consumer Expenditure Surveys, Bureau of Labor Statistics.



361 Happ Road Northfield IL 60093 Drive Time: 10 minute radius

Latitude: 42.101 Longitude: -87.770

, ,	Percent	Demographic Summary	2015	20:
Top Tier (1A)	40.7%	Population	110,712	112,3
Exurbanites (1E)	13.6%	Households	41,483	42,2
Golden Years (9B)	11.4%	Families	30,417	30,8
Pacific Heights (2C)	7.4%	Median Age	46.3	47
Savvy Suburbanites (1D)	5.8%	Median Household Income	\$105,016	\$118,0
		Spending Potential Index		To
Apparel and Services		212		\$203,217,5
Men's		217		\$38,989,7
Women's		214	· ·	\$71,560,1
Children's		200	' '	\$31,031,3
Footwear		200	· ·	\$38,010,9
Watches & Jewelry		235		\$14,109,2
Apparel Products and Services (1)		235		\$9,516,0
Computer			<del>+</del> 223.16	45/525/5
Computers and Hardware for Home Use		219	\$473.16	\$19,628,0
Portable Memory		208		\$465,0
Computer Software		224		\$1,878,6
Computer Accessories		226		\$1,791,5
Entertainment & Recreation		220		\$302,323,9
Fees and Admissions		258		\$69,360,1
Membership Fees for Clubs (2)		269	· · ·	\$19,105,1
Fees for Participant Sports, excl. Trips		250		\$12,505,1
Admission to Movie/Theatre/Opera/Ba		242	· ·	\$16,533,5
Admission to Sporting Events, excl. Tr		247	'	\$6,821,4
Fees for Recreational Lessons		282	•	\$14,358,2
Dating Services		147	'	\$36,6
TV/Video/Audio		200	· ·	\$108,799,0
Cable and Satellite Television Services		194		\$72,188,9
Televisions		204	' '	\$12,519,3
Satellite Dishes		179	'	\$116,4
VCRs, Video Cameras, and DVD Players		196	•	\$891,6
Miscellaneous Video Equipment		214	•	\$956,5
Video Cassettes and DVDs		196		\$2,608,8
Video Game Hardware/Accessories		176	,	\$1,687,5
Video Game Software		185		\$2,111,1
Streaming/Downloaded Video		235	\$13.53	\$561,0
Rental of Video Cassettes and DVDs		193		\$1,887,8
Installation of Televisions		269	\$3.01	\$124,8
Audio (3)		247	\$305.09	\$12,656,1
Rental and Repair of TV/Radio/Sound Eq	Juipment	219		\$488,5
Pets		207	\$1,179.84	\$48,943,2
Toys and Games (4)		204		\$10,362,2
Recreational Vehicles and Fees (5)		255	\$555.57	\$23,046,5
Sports/Recreation/Exercise Equipment (	6)	213	\$403.26	\$16,728,6
Photo Equipment and Supplies (7)		228		\$7,700,1
Reading (8)		234	\$356.26	\$14,778,8
Catered Affairs (9)		264	\$62.80	\$2,605,0
Food		205	\$17,414.75	\$722,416,2
Food at Home		200	\$10,462.68	\$434,023,2
Bakery and Cereal Products		201	\$1,464.03	\$60,732,4
Meats, Poultry, Fish, and Eggs		198	\$2,278.68	\$94,526,5
Dairy Products		204	\$1,145.93	\$47,536,5
Fruits and Vegetables		209	\$2,065.74	\$85,693,1
Snacks and Other Food at Home (10)		195	\$3,508.29	\$145,534,5
Food Away from Home		212	\$6,952.08	\$288,392,9
Alcoholic Beverages		224	\$1,245.55	\$51,668,9
Nonalcoholic Beverages at Home		193	\$962.05	\$39,908,8

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©2015 Esri Page 4 of 9



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	Spending Potential	Average Amount	
	Index	Spent	Tota
Financial			
Investments	304	\$8,375.72	\$347,449,99
Vehicle Loans	193	\$8,181.97	\$339,412,78
Health			
Nonprescription Drugs	204	\$263.16	\$10,916,71
Prescription Drugs	201	\$999.31	\$41,454,54
Eyeglasses and Contact Lenses	217	\$195.49	\$8,109,46
Home			
Mortgage Payment and Basics (11)	246	\$23,084.40	\$957,610,26
Maintenance and Remodeling Services	257	\$4,337.57	\$179,935,40
Maintenance and Remodeling Materials (12)	214	\$641.44	\$26,608,74
Utilities, Fuel, and Public Services	200	\$10,098.07	\$418,898,29
Household Furnishings and Equipment			
Household Textiles (13)	218	\$215.28	\$8,930,63
Furniture	213	\$1,101.20	\$45,681,0
Rugs	270	\$66.65	\$2,764,78
Major Appliances (14)	216	\$579.43	\$24,036,6
Housewares (15)	217	\$156.27	\$6,482,4
Small Appliances	208	\$95.17	\$3,947,8
Luggage	258	\$23.73	\$984,4
Telephones and Accessories	191	\$95.75	\$3,972,0
Household Operations		122	1 - 7 - 7 -
Child Care	225	\$1,007.47	\$41,792,7
Lawn and Garden (16)	239	\$1,038.80	\$43,092,40
Moving/Storage/Freight Express	220	\$163.12	\$6,766,83
Housekeeping Supplies (17)	204	\$1,470.96	\$61,019,9
Insurance		<b>+-/</b> • •	+//-
Owners and Renters Insurance	219	\$1,102.84	\$45,749,0
Vehicle Insurance	206	\$2,497.00	\$103,583,0
Life/Other Insurance	230	\$1,063.84	\$44,131,14
Health Insurance	212	\$5,617.19	\$233,017,7
Personal Care Products (18)	202	\$943.82	\$39,152,60
School Books and Supplies (19)	203	\$365.14	\$15,147,2
Smoking Products	155	\$722.19	\$29,958,5
Transportation	133	4/22.13	Ψ25,550,5
Vehicle Purchases (Net Outlay) (20)	196	\$7,925.19	\$328,760,5
Gasoline and Motor Oil	189	\$6,621.45	\$274,677,73
Vehicle Maintenance and Repairs	213	\$0,621.45	
•	213	\$2,3/7.70	\$98,634,24
Travel	360	#1 242 72	<b>451 502 1</b>
Airline Fares	260	\$1,243.72	\$51,593,15
Lodging on Trips	257	\$1,161.62	\$48,187,31
Auto/Truck/Van Rental on Trips	266	\$89.94	\$3,730,86
Food and Drink on Trips	241	\$1,121.21	\$46,511,09

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©2015 Esri Page 5 of 9



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- (19) School Books and Supplies includes school books and supplies for College, Elementary school, High school, Vocational/Technical School, Preschool/Other Schools, and Other School Supplies.
- (20) Vehicle Purchases (Net Outlay) includes net outlay for new and used cars, trucks, vans, motorcycles, and motor scooters.

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May 27, 2016



361 Happ Road Northfield IL 60093 Drive Time: 15 minute radius

Latitude: 42.101 Longitude: -87.770

Top Tapestry Segments	Percent	Demographic Summary	2015	2020
Top Tier (1A)	30.0%	Population	318,336	321,787
Exurbanites (1E)	13.3%	Households	119,086	120,770
Golden Years (9B)	10.4%	Families	87,065	87,905
Pacific Heights (2C)	8.5%	Median Age	45.7	46.7
Pleasantville (2B)	8.3%	Median Household Income	\$94,486	\$107,995
		Spending Potential	Average Amount	
		Index	Spent	Total
Apparel and Services		189	\$4,374.70	\$520,965,175
Men's		193	\$838.76	\$99,884,818
Women's		190	\$1,536.22	\$182,942,707
Children's		180	\$673.06	\$80,152,064
Footwear		180	\$822.72	\$97,974,551
Watches & Jewelry		208	\$300.85	\$35,827,443
Apparel Products and Services (1)		208	\$203.08	\$24,183,593
Computer				
Computers and Hardware for Home	Jse	195	\$421.91	\$50,243,933
Portable Memory		187	\$10.08	\$1,200,978
Computer Software		202	\$40.90	\$4,870,540
Computer Accessories		202	\$38.56	\$4,591,640
<b>Entertainment &amp; Recreation</b>		195	\$6,471.60	\$770,677,439
Fees and Admissions		227	\$1,471.11	\$175,188,101
Membership Fees for Clubs (2)		234	\$400.84	\$47,734,136
Fees for Participant Sports, excl. T	rips	222	\$267.12	\$31,810,030
Admission to Movie/Theatre/Opera	a/Ballet	215	\$354.31	\$42,193,940
Admission to Sporting Events, exc		216	\$143.69	\$17,111,865
Fees for Recreational Lessons	•	248	\$304.32	\$36,239,811
Dating Services		138	\$0.83	\$98,318
TV/Video/Audio		179	\$2,345.23	\$279,284,110
Cable and Satellite Television Service	es	174	\$1,557.36	\$185,459,956
Televisions		183	\$270.09	\$32,164,272
Satellite Dishes		162	\$2.54	\$302,270
VCRs, Video Cameras, and DVD Play	ers	177	\$19.39	\$2,309,022
Miscellaneous Video Equipment		189	\$20.32	\$2,419,358
Video Cassettes and DVDs		177	\$56.79	\$6,762,596
Video Game Hardware/Accessories		160	\$36.98	\$4,404,249
Video Game Software		167	\$45.95	\$5,471,637
Streaming/Downloaded Video		212	\$12.21	\$1,454,461
Rental of Video Cassettes and DVDs		175	\$41.20	\$4,906,627
Installation of Televisions		233	\$2.61	\$311,325
Audio (3)		218	\$269.24	\$32,062,799
Rental and Repair of TV/Radio/Sound	d Fauinment	196	\$10.54	\$1,255,537
Pets	a Equipment	184	\$1,048.50	\$124,862,108
Toys and Games (4)		183	\$224.42	\$26,725,157
Recreational Vehicles and Fees (5)		223	\$485.53	\$57,819,270
Sports/Recreation/Exercise Equipme	nt (6)	190	\$359.38	\$42,797,237
Photo Equipment and Supplies (7)	110 (0)	204	\$165.44	\$19,702,038
Reading (8)		208	\$316.01	\$37,632,043
Catered Affairs (9)		235	\$55.99	\$6,667,376
Food		183	\$15,594.41	\$1,857,075,983
Food at Home		180	\$9,383.37	\$1,117,427,933
Bakery and Cereal Products		180	\$1,311.83	\$156,220,224
Meats, Poultry, Fish, and Eggs		178	\$2,043.57	\$243,360,289
Dairy Products		178	\$1,026.83	\$122,281,503
Fruits and Vegetables		182		
Snacks and Other Food at Home (	10)		\$1,851.68 \$3,149,46	\$220,509,059 \$375,056,857
•	10)	175	\$3,149.46 ¢6.211.04	\$375,056,857
Food Away from Home		189	\$6,211.04	\$739,648,050
Alcoholic Beverages at Home		200	\$1,112.73	\$132,510,235
Nonalcoholic Beverages at Home		173	\$864.42	\$102,939,782
<b>Data Note:</b> The Spending Potential Index (SPI) is	nousenoid-based,	and represents the amount spent for a prod	ouct or service relative to a nation	nai average of 100. Detail

may not sum to totals due to rounding.

Source: Esri forecasts for 2015 and 2020; Consumer Spending data are derived from the 2011 and 2012 Consumer Expenditure Surveys, Bureau of Labor Statistics.

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361 Happ Road Northfield IL 60093 Drive Time: 15 minute radius

Latitude: 42.101 Longitude: -87.770

	Spending Potential	Average Amount	
Pina natal	Index	Spent	Tota
Financial Investments	267	¢7.250.02	#07F 202 20
	267	\$7,350.93	\$875,393,28
Vehicle Loans	173	\$7,326.98	\$872,541,07
Health	404	+004.44	+27.070.20
Nonprescription Drugs	181	\$234.11	\$27,879,20
Prescription Drugs	178	\$885.38	\$105,436,60
Eyeglasses and Contact Lenses	192	\$173.28	\$20,635,33
Home			
Mortgage Payment and Basics (11)	218	\$20,427.43	\$2,432,620,79
Maintenance and Remodeling Services	225	\$3,789.55	\$451,282,4
Maintenance and Remodeling Materials (12)	189	\$567.80	\$67,617,58
Utilities, Fuel, and Public Services	178	\$9,017.07	\$1,073,806,29
Household Furnishings and Equipment			
Household Textiles (13)	195	\$191.92	\$22,854,39
Furniture	189	\$975.81	\$116,204,93
Rugs	235	\$57.87	\$6,891,93
Major Appliances (14)	191	\$513.94	\$61,203,2
Housewares (15)	193	\$139.29	\$16,587,2
Small Appliances	186	\$85.23	\$10,149,2
Luggage	228	\$20.92	\$2,491,5
Telephones and Accessories	171	\$85.94	\$10,233,7
Household Operations			
Child Care	202	\$905.28	\$107,806,10
Lawn and Garden (16)	210	\$911.31	\$108,524,74
Moving/Storage/Freight Express	197	\$145.90	\$17,374,29
Housekeeping Supplies (17)	182	\$1,314.25	\$156,508,2
Insurance	101	¥1,010	<b>4100/000/</b> 2.
Owners and Renters Insurance	193	\$970.66	\$115,592,2
Vehicle Insurance	184	\$2,231.67	\$265,760,2
Life/Other Insurance	201	\$927.84	\$110,493,0
Health Insurance	189	\$4,986.04	\$593,767,2
Personal Care Products (18)	180	\$844.12	\$100,522,39
School Books and Supplies (19)	181	\$326.58	\$38,891,5
Smoking Products	141	\$655.25	
Transportation	141	\$033.23	\$78,030,8
•	175	¢7.062.26	¢041 027 0
Vehicle Purchases (Net Outlay) (20)	175	\$7,062.36	\$841,027,8
Gasoline and Motor Oil	169	\$5,936.56	\$706,961,58
Vehicle Maintenance and Repairs	190	\$2,124.17	\$252,958,6
Travel			
Airline Fares	230	\$1,099.78	\$130,968,4
Lodging on Trips	225	\$1,018.29	\$121,264,22
Auto/Truck/Van Rental on Trips	234	\$78.92	\$9,398,10
Food and Drink on Trips	212	\$989.41	\$117,824,5

**Data Note:** The Spending Potential Index (SPI) is household-based, and represents the amount spent for a product or service relative to a national average of 100. Detail may not sum to totals due to rounding.

Source: Esri forecasts for 2015 and 2020; Consumer Spending data are derived from the 2011 and 2012 Consumer Expenditure Surveys, Bureau of Labor Statistics.

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361 Happ Road Northfield IL 60093 Drive Time: 15 minute radius

Latitude: 42.101 Longitude: -87.770

- (1) Apparel Products and Services includes material for making clothes, sewing patterns and notions, shoe repair and other shoe services, apparel laundry and dry cleaning, alteration, repair and tailoring of apparel, clothing rental and storage, and watch and jewelry repair.
- (2) Membership Fees for Clubs includes membership fees for social, recreational, and civic clubs.
- (3) Audio includes satellite radio service, sound components and systems, digital audio players, records, CDs, audio tapes, streaming/downloaded audio, tape recorders, radios, musical instruments and accessories, and rental and repair of musical instruments.
- (4) Toys and Games includes toys, games, arts and crafts, tricycles, playground equipment, arcade games, and online entertainment and games.
- (5) Recreational Vehicles & Fees includes docking and landing fees for boats and planes, purchase and rental of RVs or boats, and camp fees.
- (6) Sports/Recreation/Exercise Equipment includes exercise equipment and gear, game tables, bicycles, camping equipment, hunting and fishing equipment, winter sports equipment, water sports equipment, other sports equipment, and rental/repair of sports/recreation/exercise equipment.
- (7) Photo Equipment and Supplies includes film, film processing, photographic equipment, rental and repair of photo equipment, and photographer fees.
- (8) Reading includes digital book readers, books, magazine and newspaper subscriptions, and single copies of magazines and newspapers...
- (9) Catered Affairs includes expenses associated with live entertainment and rental of party supplies.
- (10) Snacks and Other Food at Home includes candy, chewing gum, sugar, artificial sweeteners, jam, jelly, preserves, margarine, fat, oil, salad dressing, nondairy cream and milk, peanut butter, frozen prepared food, potato chips, nuts, salt, spices, seasonings, olives, pickles, relishes, sauces, gravy, other condiments, soup, prepared salad, prepared dessert, baby food, miscellaneous prepared food, and nonalcoholic beverages.
- (11) Mortgage Payment and Basics includes mortgage interest, mortgage principal, property taxes, homeowners insurance, and ground rent.
- (12) Maintenance and Remodeling Materials includes supplies/tools/equipment for painting and wallpapering, plumbing supplies and equipment, electrical/heating/AC supplies, materials for hard surface flooring, materials for roofing/gutters, materials for plaster/panel/siding, materials for patio/fence/brick work, landscaping materials, and insulation materials for owned homes.
- (13) Household Textiles includes bathroom linens, bedroom linens, kitchen linens, dining room linens, other linens, curtains, draperies, slipcovers, decorative pillows, and materials for slipcovers and curtains.
- (14) Major Appliances includes dishwashers, disposals, refrigerators, freezers, washers, dryers, stoves, ovens, microwaves, window air conditioners, electric floor cleaning equipment, sewing machines, and miscellaneous appliances.
- (15) Housewares includes plastic dinnerware, china, flatware, glassware, serving pieces, nonelectric cookware, and tableware.
- (16) Lawn and Garden includes lawn and garden supplies, equipment and care service, indoor plants, fresh flowers, and repair/rental of lawn and garden equipment.
- (17) Housekeeping Supplies includes soaps and laundry detergents, cleaning products, toilet tissue, paper towels, napkins, paper/plastic/foil products, stationery, giftwrap supplies, postage, and delivery services.
- (18) Personal Care Products includes hair care products, nonelectric articles for hair, wigs, hairpieces, oral hygiene products, shaving needs, perfume, cosmetics, skincare, bath products, nail products, deodorant, feminine hygiene products, adult diapers, and personal care appliances.
- (19) School Books and Supplies includes school books and supplies for College, Elementary school, High school, Vocational/Technical School, Preschool/Other Schools, and Other School Supplies.
- (20) Vehicle Purchases (Net Outlay) includes net outlay for new and used cars, trucks, vans, motorcycles, and motor scooters.

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