

**CITY OF KINGMAN
ECONOMIC DEVELOPMENT MARKETING COMMISSION
REGULAR AGENDA**

**Wednesday, March 11, 2015, 7:30 A.M.
Council Chambers – 310 N. 4th Street, Kingman, Arizona**

EDMC MISSION STATEMENT

The mission of the Kingman Arizona Economic Development Marketing Commission is to foster and encourage responsible economic development through developing an empowered workforce, assisting to sustain local businesses, and marketing Kingman to outside commercial and industrial enterprises. These endeavors will diversify the economic climate, create jobs, expand Kingman's tax base, and enhance the quality of life for all citizens.

Chairperson:	Richard Hamilton	
Vice Chairperson:	Mike Roberts	
Members:	Mike Cobb	William Wales
	Tim Woods	Susan Yamaguchi
	Chuck Waalkens	
Council Liaison:	Carole Young	

Roll Call & Pledge of Allegiance

1. APPROVAL OF MINUTES

The Regular Meeting minutes of February 11, 2015.

2. PUBLIC COMMENTS

Those wishing to address the commission should fill out request forms in advance. Action taken as a result of public comments will be limited to directing staff to study the matter or rescheduling the matter for consideration and decision at a later time. There will be no comments allowed that advertise for a particular person or group. Comments should be limited to no longer than 3 minutes.

3. OLD BUSINESS

Update on the RECON booth.

The International Conference of Shopping Center (ICSC) RECON convention is May 17-20, 2015 in the Las Vegas Convention Center. The City has leased a 10-foot-by-10-foot booth in the Cities of World area in the Central Hall. The commission will discuss booth design options. Staff will ask commissioners to clarify who will be attending on which days in order to make hotel accommodations.

4. NEW BUSINESS

a. Discussion and action concerning the selection of the commission Chair and Vice Chair

Per Kingman Municipal Code, Chairs and Vice Chairs are appointed for yearly terms, though current chairs may be reappointed. The commission will select a Chair and Vice Chair for 2015.

b. Discussion and/or action concerning the Arizona Association of Economic Development Spring Conference May 6-8, 2015 in Prescott.

The Spring Conference of the Arizona Association of Economic Development will be held from May 6-8, 2015 in Prescott. The cost is \$495 per person for non-members (\$345 for members). The golf tournament is an extra \$85. The early bird registration rate expires on April 1st and the registration cost will increase to \$595.

c. Review and Comment on the Kingman Crossing Major General Plan Amendment Application by the City of Kingman

The City of Kingman has submitted an application for a Major General Plan Amendment for 151-acres of land it owns located in the south portion of Section 9, Township 21 North, Range 16 West, Gila and Salt River Median from "Open Space/Parks" to "Regional Commercial". The location of this property is more commonly known as being located south of Interstate-40, including and north of the Airfield Avenue alignment, between the Sage Street and Cherokee Street alignments.

5. COMMISSIONER'S COMMENTS

Limited to announcements, availability/attendance at conferences and seminars, requests for agenda items for future meetings and requests for reports from staff.

POSTED: City Complex: 310 N 4th St	POSTED: Dev. Services Dept., 310 N. 4 th Street Engineering Dept., 220 N. 4 th Street
Date:	Date:
Posted by:	Posted by:
Time:	Time:

**CITY OF KINGMAN
MEETING OF THE
ECONOMIC DEVELOPMENT MARKETING COMMISSION**

**City Council Chambers
310 N. 4th Street
Kingman, Arizona**

7:30 a.m.

Regular Minutes

Wednesday, February 11, 2015

Members:	Officers:	Visitors Signing In:
R. Hamilton, Chairman	J. Dougherty, City Manager	None
M. Roberts, Vice-Chair	C. Young, Council Liaison	
M. Cobb	G. Jeppson, Development Services Director	
C. Waalkens	E. Roper, Recording Secretary	
T. Woods	S. Muhle, City Clerk	
S. Yamaguchi		
Vacant		

EDMC MISSION STATEMENT

The mission of the Kingman Arizona Economic Development Marketing Commission is to foster and encourage responsible economic development through developing an empowered workforce, assisting to sustain local businesses, and marketing Kingman to outside commercial and industrial enterprises. These endeavors will diversify the economic climate, create jobs, expand Kingman's tax base, and enhance the quality of life for all citizens.

MEETING MINUTES

CALL TO ORDER, PLEDGE OF ALLEGIANCE & ROLL CALL

Chairman Hamilton called the Economic Development Marketing Commission meeting to order at 7:33 A.M. All members were present and a quorum was achieved. The pledge of allegiance was said in unison.

1. APPROVAL OF MINUTES

The Regular Meeting minutes of December 10, 2014.

Commissioner Waalkens made a MOTION to APPROVE the Regular Meeting minutes of December 10, 2014. Vice-Chair Roberts SECONDED and it was APPROVED by a vote of 6-0.

2. PUBLIC COMMENTS

Those wishing to address the commission should fill out request forms in advance. Action taken as a result of public comments will be limited to directing staff to study the matter or rescheduling the matter for consideration and decision at a later time. There will be no comments allowed that advertise for a particular person or group. Comments should be limited to no longer than 3 minutes.

City Manager John Dougherty asked the commission to consider a future agenda item discussing the proposed Kingman Crossing. Mr. Dougherty asked the commission to discuss the issues related to Kingman Crossing and go on record as either for or against the proposed plans.

3. OLD BUSINESS

Update on the RECON booth.

The International Conference of Shopping Center (ICSC) RECON convention is May 17-20, 2015 at the Las Vegas Convention Center. Commissioners will receive an update on the arrangements for the convention.

Development Services Director Gary Jeppson stated the commission planned to share a 200 square foot booth with Bullhead City; however, Bullhead City decided to forgo a booth. Mr. Jeppson stated the commission was now back in the "Cities of the World" area due to Bullhead City's withdrawal. Mr. Jeppson asked the commissioners to decide who was attending the conference in order to make room reservations.

Commissioner Woods stated Chairman Hamilton should attend due to his experience with retail and the convention.

Mr. Jeppson stated there should be a minimum of three people representing the city at the convention at all times. Mr. Jeppson stated this number allowed one person to stay at the booth while the other two visited with retailers. Mr. Jeppson stated this could be a mix of staff, commissioners and councilmembers. Mr. Jeppson stated he was available to attend on Monday and Tuesday.

Commissioner Woods asked how the conference passes were assigned.

Mr. Jeppson stated the City received passes with the booth, but any people over the allotted number of passes would require additional passes to be purchased. Mr. Jeppson stated the passes could not be shared.

Chairman Hamilton asked Councilmember Young if she would attend the conference.

Councilmember Young said yes.

Mr. Dougherty stated he could attend Monday and during the day on Tuesday, but he would need to be back in Kingman for the City Council meeting Tuesday evening.

Chairman Hamilton asked if Mayor Anderson would attend the conference.

Mr. Dougherty stated Mayor Anderson was planning on attending, but had not yet committed to it.

William Wales addressed the commission and stated he was available to attend the entire conference if he was reappointed to the commission.

Commissioner Cobb stated he would most likely be available.

Chairman Hamilton stated he would need a lot of help tearing down the booth on Wednesday and support on Tuesday afternoon due to the staff and councilmembers needing to leave to attend the Council meeting.

Vice-Chair Roberts stated he could attend the entire conference.

Chairman Hamilton stated Monday and Tuesday were important days for speaking to retailers while Wednesday morning was generally used for follow up. Chairman Hamilton stated the conference began

to wind down by 11:00 A.M., but tear down was not allowed until 1:00 P.M. or 2:00 P.M. Chairman Hamilton stated it was important to have commissioners and staff present on Monday and Tuesday to talk to retailers.

Commissioner Yamaguchi stated she was available and could be flexible on when she attended the conference.

Commissioner Waalkens asked if the commission could still get a booth in the retail area.

Mr. Jeppson stated the attempt to get a booth in the commercial area was not successful due to Bullhead City's withdrawal.

4. NEW BUSINESS

a. Discussion and action concerning the date of the November, 2015 meeting.

The regularly scheduled EDMC November, 2015 meeting will fall on Veterans Day this year. Commissioners will need to choose a different date for the meeting.

Commissioner Cobb made a MOTION to RESCHEDULE the November, 2015 meeting from Wednesday, November 11, 2015 to Thursday, November 12, 2015. Vice-Chair Roberts SECONDED and it was APPROVED by a vote of 6-0.

b. Discussion and action on a recommendation of a candidate to fill William Wales' expired term.

Commissioner William Wales' term expired in December, 2014. Mr. Wales has expressed interest in continuing to serve on the commission. In addition to Mr. Wales, there is one applicant, Brenda Dehaan, for the EDMC in the talent bank. Commissioners will need to select a candidate to recommend to the Common Council at the next Regular Meeting on February 17, 2015.

Deputy City Clerk Erin Roper stated applicant Brenda Dehaan withdrew her application due to work schedule conflicts.

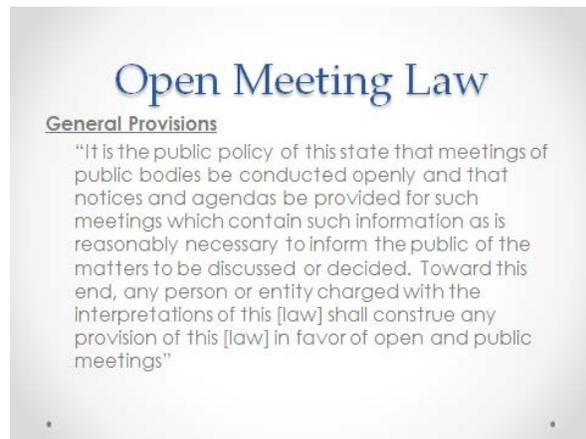
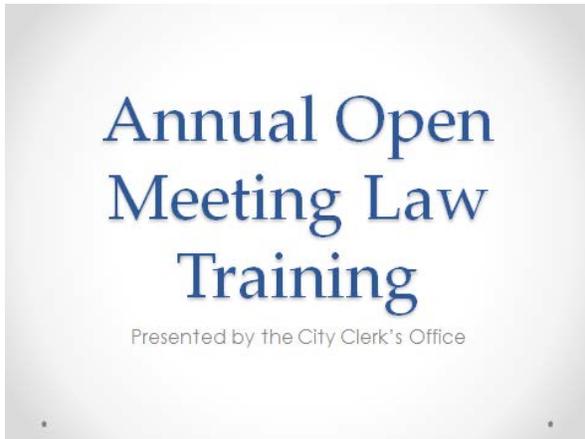
Commissioner Cobb made a MOTION to RECOMMEND William Wales for reappointment. Commissioner Woods SECONDED and it was APPROVED by a vote of 6-0.

5. REPORTS

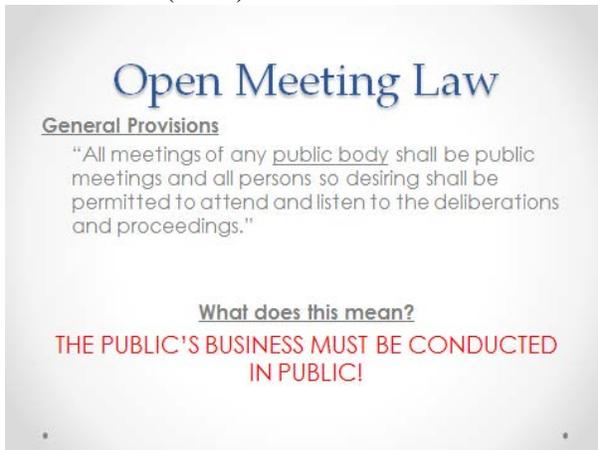
a. Open Meeting Law

The City Clerk will provide commissioners with an overview of Arizona's Open Meeting Law.

City Clerk Sydney Muhle presented the following slides:



Slide one was a title slide. Ms. Muhle stated the Open Meeting Law was contained in the Arizona Revised Statutes (ARS) and read slide two.



Ms. Muhle read slides three and four.



Ms. Muhle read slide five and stated Open Meeting Law also applied to subcommittees. Ms. Muhle read slide six.

Open Meeting Law

What constitutes a "meeting"?

"...the gathering, in person or through technological devices of a quorum of members of a public body at which they discuss, propose or take legal action, including and deliberations by a quorum with respect to such action."

Open Meeting Law

- A quorum is defined as:
"a majority of the members of a board or commission."

Vacant positions do not reduce the quorum requirement.

Ms. Muhle read slides seven and eight and stated the commission's quorum was four members.

Open Meeting Law

What constitutes a meeting?

Technological devices includes (but is not limited to):

E-mail	Website
Blogs	Tweets
Facebook	Telephone and video conferences
Any similar technologies.	

Splintering the Quorum

A meeting may also occur when less than a quorum of the public body discusses a matter of city business and one or more members later discusses the matter with another member of the public body.

Open Meeting Law

Informing the Public

No meeting may take place with less than 24 hours notice to the general public and each member of the public body.

Ms. Muhle read slide nine and stated commissioners could violate Open Meeting Law by commenting on an article on the Kingman Daily Miner's website or Facebook if four or more of them commented on the same article or topic. Ms. Muhle stated it was also possible to violate Open Meeting Laws through a serial discussion, which meant if two commissioners discussed an item and then one commissioner went to two other commissioners and discussed the conversation. Ms. Muhle read slide 10.

Open Meeting Law

Agendas

Agendas must include:

- Notice of the date, time, and location of the meeting.
- An agenda of "specific matters to be discussed, considered, or decided at the meeting".
- Must contain "such information as is reasonably necessary to inform the public of the matters to be discussed or decided.
- The "other matters" must in some reasonable manner be "related" to an item specifically listed on the agenda.

Open Meeting Law

- Only items specifically listed on the agenda or matters related thereto may be discussed, considered, or decided. **If it's not on the agenda it cannot be discussed.**
- If a matter not specifically listed on the agenda is brought up during a meeting, the better practice, and the one to minimize subsequent litigation, is to defer discussion and decision on the matter until a later meeting when it can be properly listed on the agenda.
- If action is taken on an item not properly noticed on the agenda, then that particular action violates Open Meeting Law and is null and void!**

Ms. Muhle read slides 11 and 12.

Open Meeting Law

Calls to the Public

- An open call to the public is an agenda item that allows the public to address the public body on topics of concern within the public body's jurisdiction, even though the topic is not specifically listed on the agenda.
- These are NOT required by state statute.
- You may impose a reasonable time limit on speakers.

Open Meeting Law

Calls to the Public

As a public body you have four options during call to the public:

- Respond to criticism after the close of the Call to the Public
- Ask staff to review the item
- Ask that a matter be placed on a future agenda so it can be discussed
- Sit in silence

**Call to the Public is only permitted if it is specifically listed on the agenda.

Ms. Muhle read slides 13 and 14.

Open Meeting Law

The Public's Rights

The public has a right to:	The public has no right to:
<ul style="list-style-type: none">• Attend• Listen• Tape Record• Video Tape	<ul style="list-style-type: none">• Speak• Disrupt

Open Meeting Law

Sanctions for Violation

- Civil penalties of up to \$500 for each violation, plus attorney's fees and court injunctions against the offending public body or public official.
- If the public officer intentionally violated the Law, the court may remove the officer from office and assess him or her personally with the attorney's fee award.

Ms. Muhle read slides 15 and 16.

Open Meeting Law

Sanctions for Violation

- Action taken in violation of Open Meeting Law is null and void.
- All sanctions can be enforced against a member of a public body and any person who knowingly aids, agrees to aid, or attempts to aid anyone in violating the Law.

Conflict of Interest

- It is illegal to fail to declare a conflict of interest under Arizona law or to participate or otherwise be involved in discussion on issues or contracts where such a conflict exists.
- This covers all public officers and employees of incorporated cities and towns.
- This also applies to private interests of public official's or employee's relatives.

Find out ahead of time what your conflicts are!

Ms. Muhle read slides 17 and 18.



Ms. Muhle read slides 19 and 20.



Ms. Muhle read slide 21.

b. Kingman and Mohave Manufacturers' Association (KAMMA)

Commissioner reports from those who have attended recent meetings.

Commissioner Woods stated he attended an event with KAMMA, the Kingman Airport Authority (KAA) and Mohave Community College (MCC). Commissioner Woods stated KAMMA has been talking to other counties about establishing foreign trade zones.

c. Kingman Chamber of Commerce

Commissioner reports from those who have attended recent meetings.

Vice-Chair Roberts stated he attended the business and government meeting on Thursday, February 5, 2015. Vice-Chair Roberts stated Mayor Anderson and Kingman Police Chief Robert DeVries provided updates on the City and Supervisor Gary Watson provided an update on the County. Vice-Chair Roberts stated the governments were trying to keep the Downtown Post Office open. Vice-Chair Roberts stated the next Chamber coalition meeting would take place in Lake Havasu City at the Western Arizona Law Enforcement Academy (WALEA).

Chairman Hamilton stated he attended a board meeting on Tuesday, February 10, 2015 and the Chamber discussed the upcoming Route 66 Festival.

6. COMMISSIONER'S COMMENTS

Limited to announcements, availability/attendance at conferences and seminars, requests for

agenda items for future meetings and requests for reports from staff

Commissioner Woods stated KAA welcomed a new company, CTI Trucking, which expanded from Phoenix.

Commissioner Cobb requested an agenda item for the Kingman Crossing be placed on the next meeting's agenda.

Chairman Hamilton stated Kingman Crossing was important for the commission to discuss and asked the commissioners to be as informed as possible in order to facilitate worthwhile discussion.

Commissioner Waalkens made a MOTION to ADJOURN. Commissioner Yamaguchi SECONDED and it was APPROVED by a vote of 6-0.

ADJOURNMENT 8:04 A.M.

APPROVED:

Richard Hamilton
Economic Development Marketing Commission Chairman

STATE OF ARIZONA)
COUNTY OF MOHAVE) ss:
CITY OF KINGMAN)

CERTIFICATE OF ECONOMIC DEVELOPMENT MARKETING COMMISSION

I, Erin Roper, Recording Secretary of the City of Kingman, Arizona, hereby certify that the foregoing Minutes are a true and correct copy of the Minutes of the Regular Meeting of the Economic Development Marketing Commission held on February 11, 2015.

Dated this 11th day of March, 2015

Erin Roper, Recording Secretary

MEMORANDUM

TO: The Economic Development and Marketing Commission

THROUGH: John A. Dougherty, City Manager

FROM: Gary W. Jeppson, Development Services Director

DATE: March 11, 2015

SUBJECT: Update on the RECON booth.

The International Conference of Shopping Center (ICSC) RECON convention is May 17 through 20, 2015 in the Las Vegas Convention Center.

The City has leased a 10-foot-by-10-foot booth. The booth is CW226, which is located in the Cities of World area in the Central Hall. Chair Hamilton has some booth design options that he would like to share with the Commission and discuss with the options available to the City for an improved booth.

In order to get the hotel accommodations, staff would like to clarify who will be attending and on days accommodations will be made.

MEMORANDUM

TO: The Economic Development and Marketing Commission
FROM: Gary Jeppson, Development Services Director
DATE: March 11, 2015
SUBJECT: Arizona Association of Economic Development Spring Conference –
Prescott – May 6th through 8th.

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The Spring Conference of the Arizona Association of Economic Development will be held from May 6th through May 8th.

It will be held at the Prescott Resort in Prescott.

The cost is \$495 per person for non-members (\$345 for members), The golf tournament is an extra \$85. The early bird registration rate expires on April 1st and the registration cost then goes up to \$595.

Attached is the brochure for the conference.



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Enter search criteria...

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AAED Spring Conference 2015 - Registration

Please select one of the following (required)

- 1. AAED Spring Conference Registration (includes Wed. & Thursday evening events) *Regularly: \$595.00 Early Bird Price: \$345.00*
- 2. AAED Spring Conference- GOLF TOURNAMENT *Price: \$85.00*
- 3. AAED Spring Conference (Wednesday Reception) *Price: \$45.00*
- 4. AAED Spring Conference (Thursday EDDE Banquet) *Price: \$75.00*
- 5. Tribal Roundtable -ONLY *Price: \$45.00*
- 6. AAED Spring Conference Sponsor Registration *Price: \$0.00*
- 7. Spring Conference Speaker Registration *Price: \$0.00*
- AAED Annual Sponsor or Practitioner Package *Price: \$0.00*

Please select any of the following (optional)

- 2. AAED Spring Conference- GOLF TOURNAMENT *Price: \$85.00*

Registration Information

* Required Fields

Event Name: AAED Spring Conference 2015

Your Name *

Organization *

Address Line 1 *

City *

State * Zip/Postal Code *

Phone Area Code * Phone *

Email Address *

Special Meal?

If this for a golf registration please write who you would like to play with or write N/A:

Save & Add Another Attendee Save & Finalize Registration More Actions

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- Profile Home
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- Refer a Friend

Calendar

more

- 3/6/2015
Southern AZ Membership Committee
- 3/9/2015
AAED Chairs Meeting

Arizona Association for Economic Development
 3033 N. Central Ave. Suite 615 | MAP IT
 Phoenix, Arizona 85012
 Phone: 602.240.AAED (2233)





ARIZONA ASSOCIATION
FOR ECONOMIC DEVELOPMENT

ECONOMIC REVOLUTION

AAED SPRING CONFERENCE

PRESCOTT
RESORT

1500 EAST STATE RTE 69
PRESCOTT, AZ 86301



MAY 6-8, 2015

INSIDE THE CONFERENCE

WEDNESDAY, MAY 6

- 10:00a - 11:30a** **AAED Board Meeting** – Prescott/Chino Room
- 11:30a** **Golf Tournament Registration** – Antelope Hills Golf Course
- 12:30p** **Shotgun Start** – Antelope Hills Golf Course
The historic Antelope Hills' North Course opened in 1958 and is a traditional tree lined course with small greens that require more accuracy than power. The course features bent grass greens and contours. It has as a backdrop the rugged rock formations of Granite Dells and the Bradshaw Mountains. Antelope Hills has hosted many PGA and USGA events.
- 6:30p - 8:30p** **Welcome Reception (A Taste of Prescott)** – Eagle's Nest Lounge
Go back to a time before the revolution of "social networking". Join us in the Eagle's Nest Lounge of the Prescott Resort where you can actually meet with other conference goers in "real time," face to face. As you network in casual dress, tingle your taste buds with a taste of Prescott, delicious morsels to nourish you for the Economic Revolution ahead. (No Host Bar)

THURSDAY, MAY 7

- 7:00a - 8:30a** **Breakfast Buffet** – Clarkdale/Cottonwood Room
- 7:00a - 8:00a** **Tribal Roundtable** – Copper Basin Room
This session features tribal leaders sharing updates on their communities while exploring opportunities with other practitioners and service providers to advance the economic development of tribes in Arizona.
- 8:45a - 9:00a** **Welcome and Introductions** – Sedona/Verde Room
• *Mary Wolf-Francis, Committee Chair, DIRTT Environmental Solutions*
• *Ernest Jones, Sr., President, Yavapai-Prescott Indian Tribe*
• *Danielle Casey, AAED President*
- 9:00a - 9:45a** **Keynote Address: The Economic Revolution** – Sedona/Verde Room
Robert Atkinson, President, The Information Technology and Innovation Foundation
Dr. Atkinson is one of the country's foremost thinkers on innovation economics. With an extensive background in technology policy, he has conducted ground-breaking research projects on technology and innovation and is a valued advisor to state and national policy makers. He will share his perspective on the economic revolution as it pertains to culture, technology and globalization on the national level.
- 9:45a - 10:15a** **Revolution Boot Camp** – Sedona/Verde Room
You need to get in shape for the Economic Revolution. This workout will require you to bring your laptops, tablets, smart phones and self to this session. For some this will be new and others it will be a refresher. Come up to speed on using Apps and Tweets to participate in the day's session more fluidly as well as the "networking breaks". Don't let the Revolution start without you!
- 10:15a - 10:30a** **Networking Break**

INSIDE THE CONFERENCE

THURSDAY, MAY 7 (CONTINUED)

2:45p - 4:00p

Future of Arizona in the Global Economy – Sedona/Verde Room

The future of economic develop is dependent on our ability to take advantage of international opportunities. This panel will discuss shifts in the global market and what it takes to stay competitive. The discussion will cover communications as well as logistical challenges.

Host:

- **Mark Cordes**, Cordes Entertainment

Guests:

- **Doug Bruhnke**, CEO/Founder, Global Chamber
- **Denis Leclerc**, Professor, Cross-Cultural Communications, Thunderbird School of Global Management
- **Rudy Vetter**, Chief Marketing Officer, Green Card Fund/NewGen Worldwide

4:00p - 5:00p

Practitioner's Roundtable – Copper Basin Room

Practitioners will be given a legislative update from the Dorn Policy Group as well as an opportunity to discuss timely topics that impact economic development in Arizona.

6:00p - 7:00p

Economic Development Distinguished by Excellence (EDDE) Awards Cocktail Reception – Goldwater Ballroom Foyer

7:00p - 9:00p

EDDE Awards Banquet – “Celebrating the Best in the Modern West”

Join us for an evening where modern technologies mix and mingle with western sensibilities. The Arizona Association for Economic Development and the EDDE Awards Banquet Committee invite you to celebrate the best and brightest in economic development throughout Arizona with the annual Economic Development Distinguished by Excellence awards. Enjoy the “Modern West” in black tie optional attire.

9:00pm

“Dessert With the Stars”, EDDE After-Party – Eagle's Nest Lounge

Enjoy a selection of fine desserts while you congratulate the EDDE Award winners at the EDDE “After-Party”. And then, if you want, put on your dancing “boots” and scoot down to Whiskey Row. We will have vans running all evening to continue the celebration at Whiskey Row in downtown Prescott.

FRIDAY, MAY 8

7:30a – 8:45a

Breakfast Buffet – Clarkdale/Cottonwood Room

7:30a – 8:30a

Rural Roundtable – Copper Basin Room

Rural practitioners are invited for informative discussions and sharing of ideas at our lively roundtable.

8:45a – 10:30a

“Rapid Fire” – Revolutionary Ideas – Sedona/Verde Room

The Economic Revolution is amongst us. Eleven individuals on the front line will share presentations on existing or emerging programs or initiatives aimed at addressing an economic development challenge in Arizona. The presenters represent both practitioners and providers from rural and metro jurisdictions.

SPEAKER BIOGRAPHIES

ECONOMIC REVOLUTION



Dr. Robert D. Atkinson, President of the Information Technology and Innovative Foundation

Dr. Atkinson is one of the country's foremost thinkers on innovation economics. With an extensive background in technology policy, he has conducted ground-breaking research projects on technology and innovation, is a valued adviser to state and national policy makers, and a popular speaker on innovation policy nationally and internationally. He is the author of *Innovation Economics: The Race for Global Advantage* (Yale, 2012) and *The Past and Future of America's Economy: Long Waves of Innovation That Power Cycles of Growth* (Edward Elgar, 2005). Before coming to ITIF, Atkinson was Vice President of the Progressive Policy Institute and Director of PPI's Technology & New Economy Project. *Ars Technica* listed Atkinson as one of 2009's Tech Policy People to Watch. He has testified before a number of committees in Congress and has appeared in various media outlets including CNN, Fox News, MSNBC, NPR, and NBC Nightly News. He received his Masters in Urban and Regional Planning from the University of Oregon and was named a distinguished alumnus in 2014. He received his Ph.D. in City and Regional Planning from the University of North Carolina at Chapel Hill in 1989.



Richard Bloom, Director of Security Studies, Embry Riddle

Professor Bloom has worked for the United States Government as an intelligence operations manager, intelligence analyst, psychological operations planner, special planner, politico-military planner, and military clinical psychologist. He is a (1) Past-President of the Military Psychology Division of the American Psychological Association; (2) Fellow of the Society of Air Force Clinical Psychologists, the American Academy of Clinical Psychology, the Society of Personality Assessment, and the Inter-University Seminar on Armed Forces and Society; (3) Chair of the Aviation Security and Emergency Management Committee, Transportation Research Board, National Research Council; (4) Founder of the International Bulletin of Political Psychology; (5) Contributing Editor concerning book and film reviews for the American Psychological Association's *PsycCRITIQUES*; (6) Past-Appointee of the Governor of Arizona's Homeland Security Coordinating Council; (7) Diplomate of the American Board of Professional Psychology; and (8) Member of the Association for Intelligence Officers. He carries out and reviews applied research, carries out policy analysis, and provides consultation services on aviation intelligence and security systems; profiling; aviation security threat, vulnerability, and risk assessment; terrorism, antiterrorism, and counterterrorism; intelligence collection and analysis, covert action, and counterintelligence; personnel security; and the psychology of information warfare. He currently is working on critiques of post-modernism and post-structuralism in the contexts of hermeneutics, psychological assessment, and historical, biographical, and autobiographical narrative.

SPEAKER BIOGRAPHIES



Danielle Casey, Economic Development Director, City of Scottsdale

Ms. Casey joined the City of Scottsdale in June of 2013 as the Economic Development Director. She is responsible for the oversight of the Economic Development Department, which includes executing the City's initiatives related to new business attraction, business retention and expansion, small business and entrepreneurial support, and employment center revitalization. Prior to joining the City of Scottsdale, Casey served in various executive roles at the City of Maricopa since June 2005, most recently as the Assistant City Manager. She received her Bachelor's Degree from Arizona State University and Masters of Administration from Northern Arizona University, and is a Certified Economic Developer (CEcD) as well as a certified Economic Development Finance Professional (EDFP). Casey is a member of the International Economic Development Council and serves on its Certification Advisory Committee, is a member of the Greater Phoenix Economic Council's Ambassador Steering Committee, is the 2014-15 Vice Chair of the GPEC Economic Development Director's Team, and is President of Arizona Association for Economic Development, a statewide professional association with over 480 public and private members. In May of 2010, she was the proud recipient of the 'Economic Developer of the Year – Small Community' award from the Arizona Association for Economic Development.



Mark Cordes, Cordes Entertainment

Mark Cordes is an inventive comedian and humorist. He has been hailed by critics as a "One Man laugh Factory", having toured and worked with stars like Harry Connick, Jr., Kenny Loggins, Ray Charles, Hall & Oates, Chicago, Vince Gill, Little River Band, Kenny G, and dozens of others. It is evident that his humor and versatility is in great demand. Cordes is one of the most requested Corporate Comedians in the country with over 22 years of experience and 1500+ corporate events to his resume. His client list is a who's who of Fortune 500 Companies. From his humble start at an open mic, he steadily worked his way up the comedy ladder. From the opening act to feature act to headlining the top comedy clubs and corporate events from coast to coast, Cordes has enjoyed the ride. "I realize every day how fortunate I am to do what I love. To be able to travel, meet interesting people, and make people laugh is a gift I enjoy sharing".

SPEAKER BIOGRAPHIES



Ernest Jones, Sr., President, Yavapai-Prescott Indian Tribe

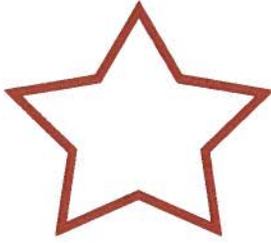
Mr. Jones was born and raised in Prescott, Arizona. He attended Prescott High School for two years and graduated from Mingus Union School in 1962. After graduation, he attended Haskell Institute in Lawrence, Kansas, before being drafted to the U.S. Army in 1965, serving in the Vietnam conflict in 1966. Jones also obtained his Associates, Bachelors and Masters Degree. He has served on the Yavapai-Prescott Indian Tribal Board of Directors in various capacities since 1972, for a total of 15 terms and has been President of the Tribe since November 13, 2001.



Denis Leclerc, Professor, Cross-Cultural Communications, Thunderbird School of Global Management

Professor Leclerc teaches cross-cultural communication and global negotiations at Thunderbird School of Global Management. A native of Normandy, France, he completed a Maitrise in Cultural Geography (Honors) from the L'Universite de Haute Normandie, Rouen, France, and then a Masters in International Tourism at Arizona State University. He received his Ph.D. in Cross-Cultural Communication from the Hugh Downs School of Communication at Arizona State University. His interests and research have focused on intercultural communication competence and global negotiation. He received his certifications for the Global Mindset from Thunderbird and the COM/COI from the Training Management Corporation. At Thunderbird, Leclerc teaches in multiple programs such as on-campus MBA, Executive MBA on-campus and in Europe, LG customized program, Thunderbird International Consortia, Raytheon and multiple Oil and Gas Executive programs. Before joining Thunderbird, he taught at Arizona State University, and served for eight years as director of Multiple International Studies Abroad Programs for Arizona State University. In 2008 and 2009, he was voted the most valuable professor by the Thunderbird Executive MBA. In 2009, 2010, and 2011, he was voted most outstanding faculty member by the Thunderbird MBA students.

SPEAKER BIOGRAPHIES



Mary Wolf-Francis, Community Liaison, DIRTT Environmental Solutions

Mary Wolf-Francis has 25 years professional experience building public private partnerships in the education, workforce and economic development arena at the local, state and national levels. With a Masters Degree in Educational Leadership from Northern Arizona University and a Masters Degree in Organizational Management from the University of Phoenix she seamlessly leads private and public sector entities toward common goals such as the creation of a YOB (Your Own Business) Fair™ and the Arizona Energy Consortium. As a Business Liaison for the City of Phoenix she kept her finger on the pulse of emerging industries delivering industry intelligence to job seekers, tracking our local talent pool, identifying key training opportunities and working with hiring companies as our state emerged from the recession. In October of 2011 Wolf-Francis transitioned to Community Liaison for DIRTT Environmental Solutions where she continues to be actively involved in the community proliferating messages of environmental and social responsibility. The Phoenix Business Journal named her one of the top 25 women business leaders in January of 2012. Wolf-Francis is the 2015 AAED Spring Conference Chair.



Russ Yelton, CEO, Pinnacle Transplant Technologies

Mr. Yelton joined Pinnacle Transplant Technologies (PTT) in May 2014. PTT is a Phoenix-based biologics company known for making allograft tissues. Yelton was formerly President and CEO of the Northern Arizona Center for Entrepreneurship (NACET) and Technology located in Flagstaff. NACET is a business incubation program that assists companies with commercializing their technologies in both domestic and international markets. He sits on several national and state boards including the National Business Incubation Association, President of the Arizona Business Incubation Association, Chairman for Council of Advisors BioInspire, SEDI, AZBio, Arizona Small Business Association, Small Business Development Center, Arizona's Bioscience Roadmap Steering Committee Flynn Foundation and the Indo-Asian Academy.



Steven G. Zylstra Sc.D. (Hon.), President & CEO, Arizona Technology Council

Steven G. Zylstra Sc.D. (Hon.) assumed the role of president and CEO of the Arizona Technology Council in December of 2007. He is responsible for strategy, operations, all financial matters and accomplishment of policy development for the Council. Zylstra is a vocal spokesman for the value technology can provide in raising social and economic standards in Arizona. He has served in numerous technology leadership and advisory roles to the Governor and currently serves on several association, industry and community boards. In August 2013 he was named Chairman of the global organization Technology Councils of North American (TECNA), which connects nearly 50 regional technology associations into a cohesive network that focuses on issues important to the technology industry. Zylstra earned a bachelor's degree in automotive engineering technology from Western Michigan University and was awarded an Honorary Doctorate of Science in Technology from the University of Advancing Technology.

MEMORANDUM

TO: The Economic Development and Marketing Commission

THROUGH: John A. Dougherty, City Manager

FROM: Gary W. Jeppson, Development Services Director

DATE: March 11, 2015

SUBJECT: Review and Comment on the Kingman Crossing Major General Plan Amendment Application by the City of Kingman

.....

The City of Kingman has submitted an application for a Major General Plan Amendment for 151-acres of land it owns located in the south portion of Section 9, Township 21 North, Range 16 West, Gila and Salt River Median from "Open Space/Parks" to "Regional Commercial". The location of this property is more commonly known as being located south of Interstate-40, including and north of the Airfield Avenue alignment, between the Sage Street and Cherokee Street alignments.

The application is attached and the Buxton Retail Leakage and Surplus Analysis.

KINGMAN CROSSING MAJOR PLAN AMENDMENT APPLICATION

- 1. \$2,000.00 fee for Major amendment, to be heard once a year in May. Application deadline is February 12, 2015.**

Because the City of Kingman is the applicant, the \$2000.00 application fee is waived. This application was submitted on February 4, 2015.

- 2. Proposition 207 waiver form. Completion of this form is optional.**

The City of Kingman is applicant. The essence of executing a Proposition 207 Waiver Form would be stating that the City would not sue itself for amending its own General Plan. For this reason, execution of this form did not take place.

- 3. Apply criteria from the ordinance to proposed action.**

When a General Plan amendment will result in at least one of the nine criteria stated in Section 2-137 of the Kingman City Code, such amendment is a major plan amendment. This proposed amendment will result in a commercial land use designation that will add over two hundred fifty thousand (250,000) square feet of commercial in an area of at least twenty-five (25) acres over what had been previously allowed in the plan. This application is to designate 151.32-acres of land currently designated as "Open Space/Parks" to be "Regional Commercial". Approximately 350,000 square feet of commercial building space is expected to be developed on these 151.32-acres.

- 4. On a cover letter the name, and all contact information of the applicant and all property owners within the area of the amendment, making the request for a major amendment.**

See Attachment #1 for this cover letter. In summary, the applicant is the City of Kingman, Arizona. The City of Kingman is the owner of the property proposed to be amended with this Major General Plan Amendment.

- 5. Narrative for each element or criteria that is met for a major amendment and support information describing the necessity for a major amendment. (see attached Ordinance for criteria) For example, discuss the current land use designation and why the change is necessary with supporting data on the need for the change. What dynamics have changed in the City or the NPA to require the change, from the applicant's point of view.**

The City of Kingman is seeking to amend its General Plan to designate 151.32-acres of the 168.42-acres located in the south portion of Section 9, Township 21 North, Range 16 West, Gila and Salt River Median from "Open Space/Parks" to "Regional Commercial". The location of this property is more commonly known as being located south of Interstate-40, including and north of the Airfield Avenue alignment, between the Sage Street and Cherokee Street alignments.

The Kingman General Plan designated these 168.42-acres as "Open Space/Parks" largely because the western 17.1-acres have a retention pond for drainage and the area has limited accessibility. With commercial development planned for the area directly north of I-40 in Section 9, and with the Kingman Area Transportation Study Update (adopted by Resolution #4735 by the Kingman City Council on May 3, 2011), showing a traffic interchange on I-40 in the mid-longitudinal section of Section 9, with a road

extending south to Seneca Street, the City seeking to have the eastern 151.32-acres of its property designated as “Regional Commercial”.

A regional commercial designation will provide the opportunity for the City to have this 151.32-acres zoned to a commercial zoning district, which will provide for commercial development. Commercial development will allow regional commercial development to take place and therefore supply the much demanded commercial needs and allow the City to capture additional retail sales tax revenue. The City would be able to sale, lease, or a combination of both, with this land.

Currently, the City of Kingman does not have a primary property tax. Increased sales tax revenue will result by commercial development taking place in Kingman Crossing. The increased sales tax revenue will assist in avoiding or minimizing any future primary property tax. By the City of Kingman capturing more of the sales dollars its local residents are already spend in other cities, the City of Kingman will be able to better serve its citizens.

From a quality of life standpoint, commercial development of the 151.32-acres of these 168.42-acres is the best use of this land. The City is not proposed to change the land use designation on the west 17.1-acres that is currently being used as a retention area, and therefore the area will remain with an “Open Space/Parks” designation.

- 6. Map of the proposed area, showing the existing land use designation and proximity to major infrastructure including freeways, streets, airport, schools or parks, and the proposed land use designation(s). Designate on the map the surrounding land uses within 500 feet of the proposed major amendment.**

See Attachment #2

- 7. Conceptual plans of the land uses if the change is made to illustrate the potential uses under the major amendment. Include proposed zoning of the area, if the amendment is approved.**

See Attachment #3

- 8. Include a map showing the existing or proposed water, sewer and access infrastructure currently available or proposed to serve the area of the major amendment.**

See Attachment #4

- 9. List of all property owners within 300 feet of the proposed amendment. Notice letter will be sent to all owners at least 15-days and not more than 30 days prior to the Planning Commission hearing on the Major Amendment. In 2015 this timeframe is from March 15, 2015 to March 30, 2015.**

See Attachment #5.

KINGMAN CROSSING MAJOR GENERAL PLAN AMENDMENT

ATTACHMENT #1

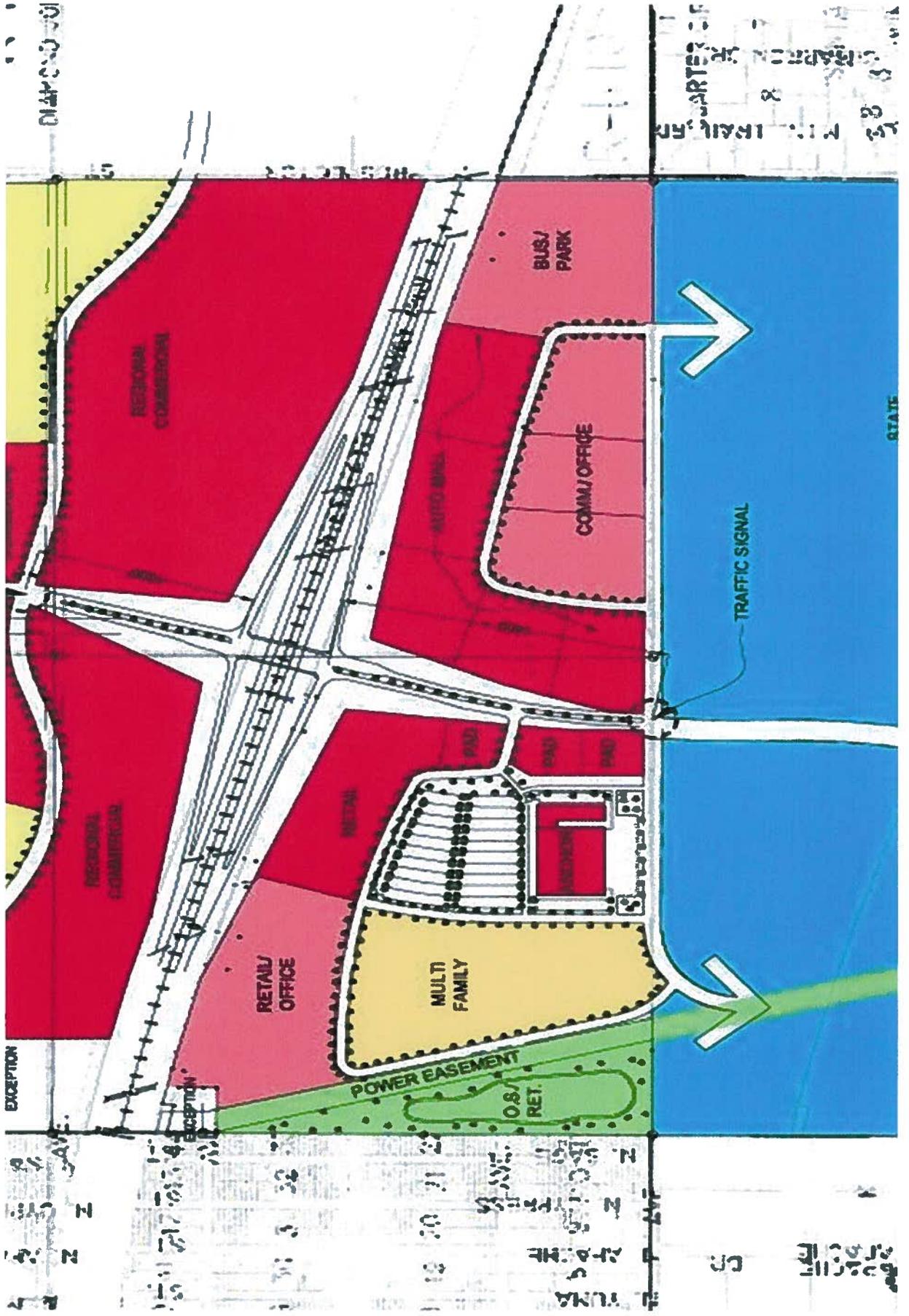
**KINGMAN CROSSING MAJOR
GENERAL PLAN AMENDMENT**

ATTACHMENT #2

**KINGMAN CROSSING MAJOR
GENERAL PLAN AMENDMENT**

ATTACHMENT #3

Kingman Crossing Concept Plan

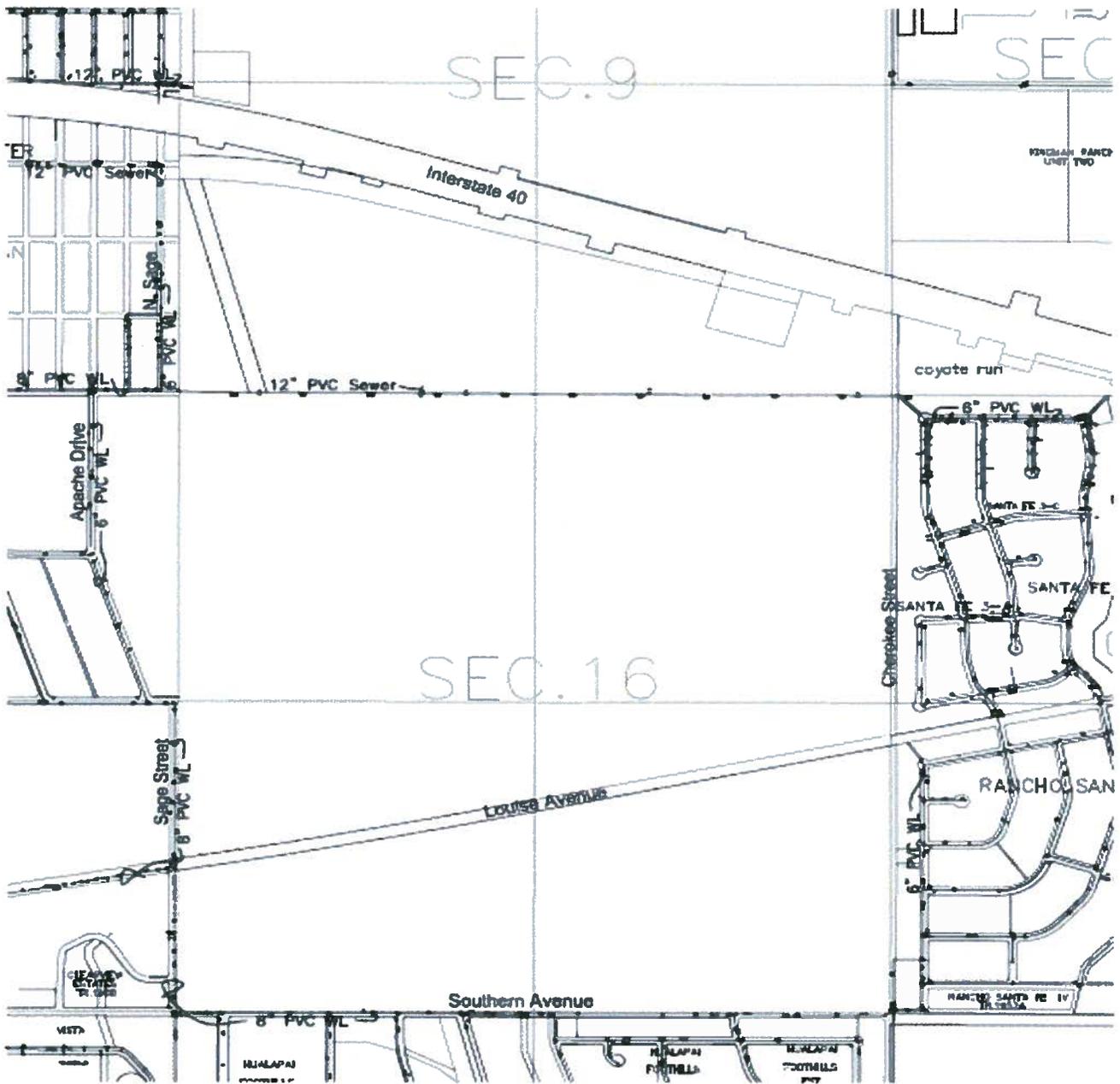


**KINGMAN CROSSING MAJOR
GENERAL PLAN AMENDMENT**

ATTACHMENT #4

Kingman Crossing

Existing water, sewer and access infrastructure



1"=1000'

KINGMAN CROSSING MAJOR GENERAL PLAN AMENDMENT

ATTACHMENT #5

LOHMEYER TROY & SYLVIA
3490 AIRFIELD AVE
KINGMAN AZ 86401
BROWN JUSTIN & CRYSTAL
2314 N APACHE DR
KINGMAN AZ 86401
FIELD SIDNEY
5224 VILLAGE CIRCLE DR
TEMPLE CITY CA 91780
BRAUN DELANE F
10361 E HERITAGE PL
TUCSON AZ 85730
CITY OF KINGMAN
310 N 4TH ST
KINGMAN AZ 86401
BRAUN TERRY
841 W CALLE DE JULIO
GREEN VALLEY AZ 85614
BERGER JAY & ROSALIE
TRUSTEES
7936 DEERFIELD ST
SAN DIEGO CA 92120
SANCHEZ JOESPH ABILIO
ETAL, KISS DARLEN
C/O ROXANN C GERNAND 25 N
MONTE VERDE DR
SEDONA AZ 86336
SCHULTZ BERNICE
220 E 91ST AVE
THORNTON CO 80229
BOURLIER KENNETH L &
CHERIE L
2810 CYPRESS ST
KINGMAN AZ 86401
BIG RED CONSTRUCTION
2677 APACHE DR
KINGMAN AZ 86401
NAYERI MAJID JT ETAL,
ABIDIAN BITA, JR
4125 HAWKS CV
ANN ARBOR MI 48105
KHAN MAHMOOD CPWRS 50
3448 MONTE MORO RD
KINGMAN AZ 86401
BRAUN DELANE F
10361 E HERITAGE PL
TUCSON AZ 85730
LEE JOSEPH K
20 VALLEJO DR
MILLBRAE CA 94030
AU ALMA Y K TOM
1220 8TH AVE
SAN FRANCISCO CA 94122
OLSEN ELTON & SHARON
20513 175TH ST
CORNELL WI 54732
WICK GLADYS
C/O LILLIAN OLSON 4509 S
WINDMILL RD
SOUTH RANGE WI 54874
PRUMERS ROBERT K &
MARTHA A
4791 SHANE DR

KINGMAN AZ 86409
CITY OF KINGMAN
310 N 4TH ST
KINGMAN AZ 86401
DYE PEGGY J
450 HILLSIDE DR APT 420
MESQUITE NV 89027
MILLER JENNIFER
2417 W LANSING WAY
FRESNO CA 93705
MAHMOOD KHAN & AISHA
CPWRS
3448 MONTE MORO RD
KINGMAN AZ 86401
CAMPOS MICHELLE ETAL
17420 LUDLOW ST
GRANADA HILLS CA 91344
REED IONE M
1119 ENDORA WAY
BOULDER CITY NV 89005
PROFET JULIE TRUSTEE
1301 LYNNGROVE DR
MANHATTAN BEACH CA
90266
KHAN MAHMOOD CPWRS 50
3448 MONTE MORO RD
KINGMAN AZ 86401
HENRY JAMES S
1913 PICO ST
KINGMAN AZ 86401
HAUSEN MICHAEL A
2940 N SAGE ST
KINGMAN AZ 86401
BRO EDWIN A
937 NE LAKEWOOD DR
NEWPORT OR 97365
BUFANO WILLIAM A 50
4015 MONTE SILVANO
KINGMAN AZ 86401
FULTON THOMAS & JOLENE
CPWRS
5855 N CEDAR RIDGE LN
KINGMAN AZ 86409
BOWERS NICHOLAS TYLER
3030 N SAGE ST
KINGMAN AZ 86401
JANDA PETER JR & ROBIN J
301 CALDWELL RD
BOWDON GA 30108
CLARK WILLIAM & ALICE
TRUSTEES
623 VIA BANDOLERO
ARROYO GRANDE CA 93420
ROOKWOOD JAMES O
380 FIRVIEW LN
WILDERVILLE OR 97543
MYRON KARI
28882 SIERRA PEAK LN
TRABUCO CANYON CA 92679
COCAMO LLC
PO BOX 30661
LAUGHLIN NV 89028

GORDON DANIEL WESLEY
2850 N SAGE ST
KINGMAN AZ 86401
HYSELL ALICE SURVIVING
TRUSTEE
1202 ARROWHEAD AVE
LAS VEGAS NV 89106
MASON TIFFANY
3010 N SAGE ST
KINGMAN AZ 86401
BOWERS NICHOLAS TYLER
3030 N SAGE ST
KINGMAN AZ 86401
CLARK WILLIAM R & ALICE MAY
TRUSTEES
523 VIA BANDOLERO
ARROYO GRANDE CA 93420
BUTLER MARTIN E
13120 SW MORGAN RD
SHERWOOD OR 97140
WEBB ROSS &
C/O GAITER SHAUNA 3460 E
ANDRADA RD
VAIL AZ 85641
ROOKWOOD JAMES O
380 FIRVIEW LN
WILDERVILLE OR 97543
HIESTAND CRAIG
1704 PACIFIC AVE
KINGMAN AZ 86401
KINGMAN DESERT VISTA LLC
209 N 4TH ST
KINGMAN AZ 86401
STEWART CHARLES L
3326 DEARBORN BLVD
SIOUX CITY IA 51104
THICKE MICHELLE M
2954 N 122ND ST
WAUWATOSA WI 53222
BANK OF AMERICA NA
C/O CARRINGTON MORTGAGE
SERVICES LLC 161
SANTA ANA CA 92705
OUR LADY OF THE LAKE
2115 JEFFERSON ST
MANDEVILLE LA 70448
ANASTOS MARIA E JT 50
1087 LEWIS RIVER RD 164
WOODLAND WA 98674
VERBANIC MICHAEL & RHONDA
JT
526 SAGE RUN DR
LEBANON OH 45036
MARTINEZ RICHARD P & DINA R
1611 E COLLEGE DR
KINGMAN AZ 86409
MARTINEZ RICHARD & DINA JT
1611 E COLLEGE DR
KINGMAN AZ 86409
VERBANIC MIKE & RHONDA JT
526 SAGE RUN DR
LEBANON OH 45036

JANDA PETER A & ROBIN J
301 CALDWELL RD
BOWDON GA 30108
BOWERS NICHOLAS TYLER
3030 N SAGE ST
KINGMAN AZ 86401
FOWLER GREGORY E JT 50
PO BOX 893657
TEMECULA CA 92589
FORD THEA D
307 COUNTRY CLUB RD
CASPER WY 82609
HENRY GREGORY
PO BOX 3383
KINGMAN AZ 86402
POTKONJAK JOSEPH & HILDIE
CPWRS
9521 N BROKEN SADDLE DR
KINGMAN AZ 86401
ABSOLUTE LAND LLC
2271 W MALVERN AVE #118
FULLERTON CA 92833
HNS ENTERPRISES LLC
PO BOX 3383
KINGMAN AZ 86402
LOBBESTAEL FRANKLIN D &
MARIA L
10885 E PLEASANT LAKE RD
MANCHESTER MI 48158
BRAUN TERRY
841 W CALLE DE JULIO
GREEN VALLEY AZ 85614
FULLER JIMMY D & BARBARA
TRUSTEES ETAL,
629 COUNTRY CLUB DR
KINGMAN AZ 86401
SHARP GORDON & JANIS JT
2410 AIRFIELD AVE
KINGMAN AZ 86401
BAILEY DAVID R
2059 DELAWARE DR
KINGMAN AZ 86401
SHARP GORDON & JANIS JT
2410 AIRFIELD AVE
KINGMAN AZ 86401
LYNCH TERRY L & VIRGININA L
JT
2007 MOTOR AVE
KINGMAN AZ 86401
LYNCH TERRY L & VIRGININA L
JT
2007 MOTOR AVE
KINGMAN AZ 86401
BAILEY DAVID W
PO BOX 3084
KINGMAN AZ 86402
GASTINEAU JAMES J III
2651 DIAMOND SPUR ST
KINGMAN AZ 86401
GARCIA JESSE W JT ETAL,
GARCIA MICHAEL
2850 N CYPRESS ST

KINGMAN AZ 86401
MILLS CURTIS N & SYLVIA J
TRUSTEES
2543 N YAVAPAI CIR
KINGMAN AZ 86401
GARCIA MICHAEL D
C/O JESSE GARCIA 2850
CYPRESS ST
KINGMAN AZ 86401
CHRISTIE BELINDA L TRUSTEE
ETAL 25, CLO
KINGMAN AREA LAND TRUST
1308 STOCKTON HI
KINGMAN AZ 86401
GARCIA JESSE W JT ETAL,
GARCIA MICHAEL
2850 N CYPRESS ST
KINGMAN AZ 86401
GARCIA MICHAEL D
2890 N CYPRESS ST
KINGMAN AZ 86401
CITY OF KINGMAN
310 N 4TH ST
KINGMAN AZ 86401
STATE OF ARIZONA
1616 W ADAMS ST
PHOENIX AZ 85007
AMUNDSON GLENN & ROXANN
JT
2945 MOUNTAIN TRAIL RD
KINGMAN AZ 86401
LAWSON GARY V & JULIE K
TRUSTEES
LAWSON FAMILY REVOCABLE
TRUST PO BOX 366
KINGMAN AZ 86402
EASTER MICHAEL S & WANDA J
CPWRS
PO BOX 6948
KINGMAN AZ 86402
JUELFS JOSEPH W & KASIE M
TRUSTEES
JUELFS FAMILY REVOC TRUST
2677 N APACHE
KINGMAN AZ 86401
JUELFS JOSEPH W & KASIE M
TRUSTEES
JUELFS FAMILY REVOC TRUST
2677 N APACHE
KINGMAN AZ 86401

Retail Leakage and Surplus Analysis

The Retail Leakage and Surplus Analysis examines the quantitative aspect of the community's retail opportunities. It is a guide to understanding retail opportunities but it is not an analysis that indicates unconditional opportunities. The analysis is sometimes called "a gap analysis" or "a supply and demand analysis" and can aid in the following:

- Indicating how well the retail needs of local residents are being met
- Uncovering unmet demand and possible opportunities
- Understanding the strengths and weaknesses of the local retail sector
- Measuring the difference between actual and potential retail sales

Understanding Retail Leakage

Retail leakage means that residents are spending more for products than local businesses capture. Retail sales leakage suggests that there is unmet demand in the trade area and that the community can support additional store space for that type of business.

However, retail leakage does not necessarily translate into opportunity. For example, there could be a strong competitor in a neighboring community that dominates the market for that type of product or store.

Understanding Retail Surplus

A retail surplus means that the community's trade area is capturing the local market plus attracting non-local shoppers. A retail surplus does not necessarily mean that the community cannot support additional business. Many communities have developed strong clusters of stores that have broad geographic appeal. Examples of these types of retailers include: sporting goods stores, home furnishing stores, restaurants, and other specialty operations that become destination retailers and draw customers from outside the trade area.

Examining the quantitative aspects (Leakage/Surplus) is only part of the evaluation of community's retail opportunities. Before any conclusions can be drawn about potential business expansion or recruitment opportunities, qualitative considerations such as trade area psychographics and buying habits must be analyzed in context of other market factors.

Interpreting Leakage Index

1.0 = equilibrium, meaning that demand and sales in the area being analyzed are in balance.

.80 = demand exceeds sales by 20%, meaning that consumers are leaving the area being analyzed.

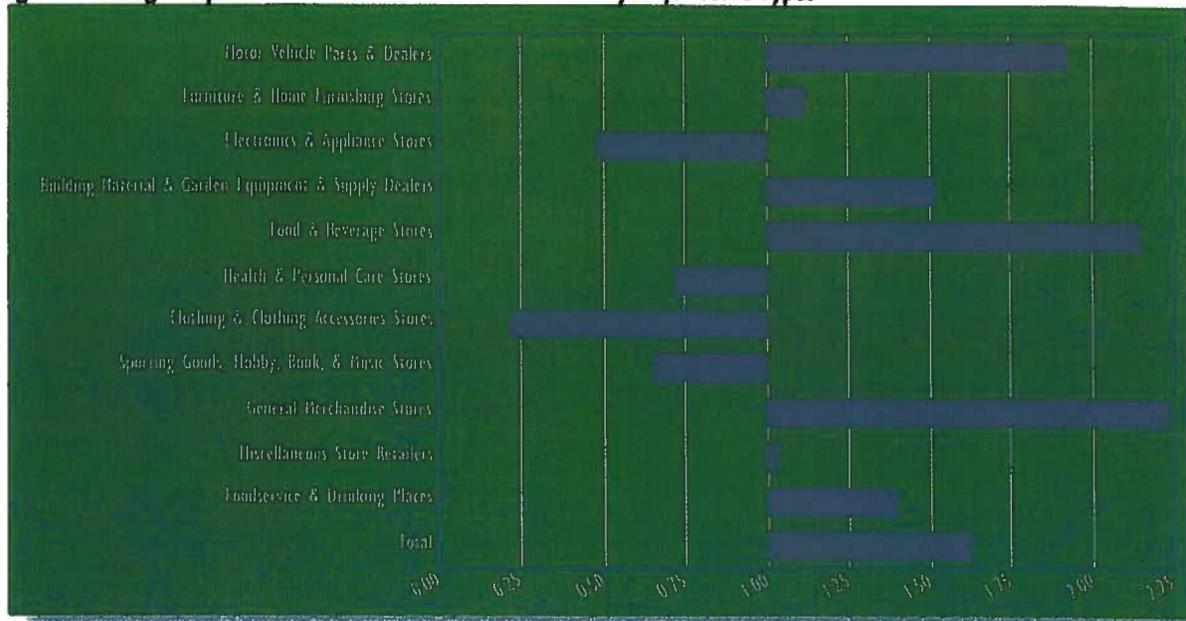
1.2 = sales exceed demand by 20%, meaning that consumers are coming from outside the area being analyzed.

Leakage/Surplus Index by Major Store Type

The quantitative comparison of retail leakage and surplus in the twelve major store types shown in the chart and table below provides an initial measure of market opportunities. Combining this analysis with the knowledge of the local retail situation will take the process of identifying retail possibilities one step further.

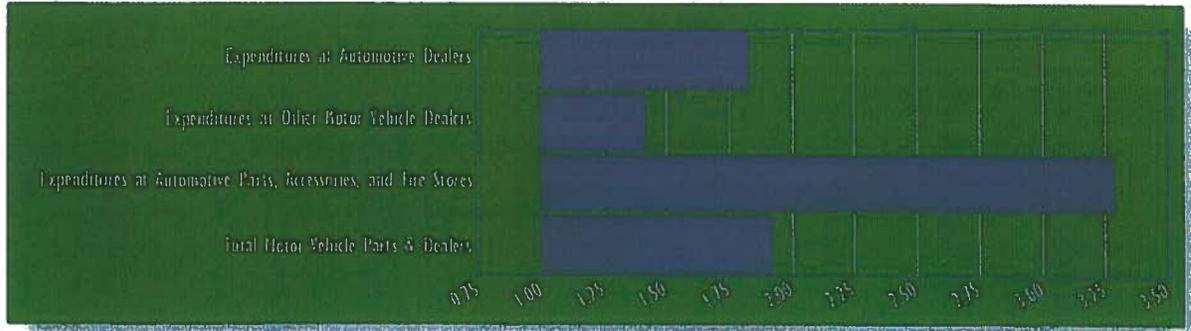
Figure 1 provides the leakage/surplus indices and following is the sales potential and actual sales for major store types.

Figure 1. Leakage/Surplus Index and Actual and Potential Sales by Major Store Types



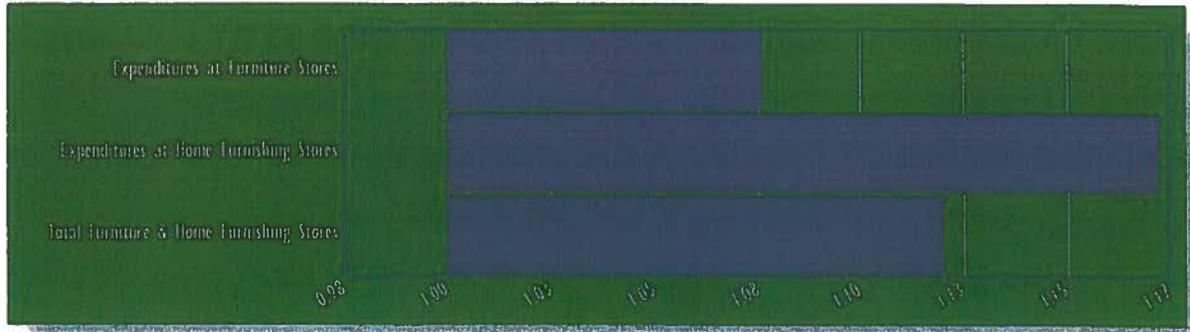
Store Type	Potential	Actual Sales	Leakage
Motor Vehicle Parts & Dealers	130,774,698	252,033,701	1.9
Furniture & Home Furnishing Stores	15,769,741	17,668,337	1.1
Electronics & Appliance Stores	14,864,590	7,175,710	0.5
Building Material & Garden Equipment & Supply Dealers	77,037,686	117,142,245	1.5
Food & Beverage Stores	93,168,841	200,523,743	2.2
Health & Personal Care Stores	35,505,135	25,645,784	0.7
Clothing & Clothing Accessories Stores	26,107,149	5,746,513	0.2
Sporting Goods, Hobby, Book, & Music Stores	11,011,811	7,206,764	0.7
General Merchandise Stores	80,988,531	180,770,084	2.2
Miscellaneous Store Retailers	17,203,090	17,719,258	1.0
Foodservice & Drinking Places	68,709,828	96,199,182	1.4
Total	571,141,100	927,831,321	1.6

Sub-Categories of Motor Vehicle Parts & Dealers



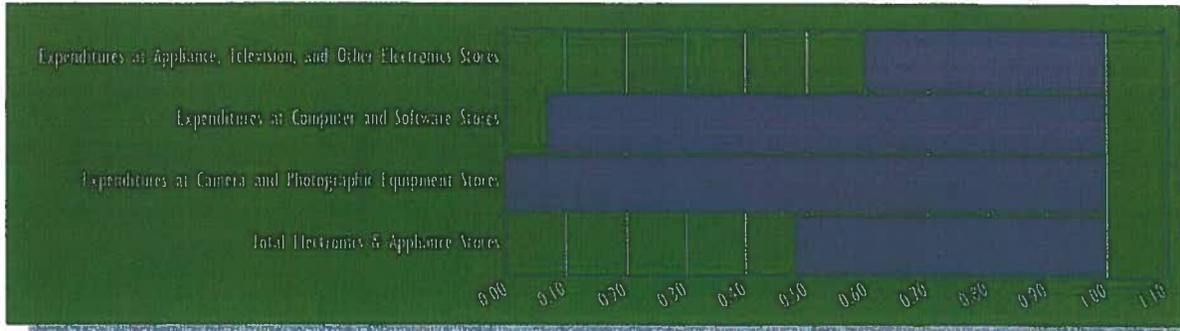
Store Type	Potential	Actual Sales	Leakage
Expenditures at Automotive Dealers	112,741,165	206,059,198	1.8
Expenditures at Other Motor Vehicle Dealers	7,188,685	10,259,722	1.4
Expenditures at Automotive Parts, Accessories, and Tire Stores	10,844,847	35,714,782	3.3
Total Motor Vehicle Parts & Dealers	130,774,698	252,033,701	1.9

Sub-Categories of Furniture & Home Furnishing Stores



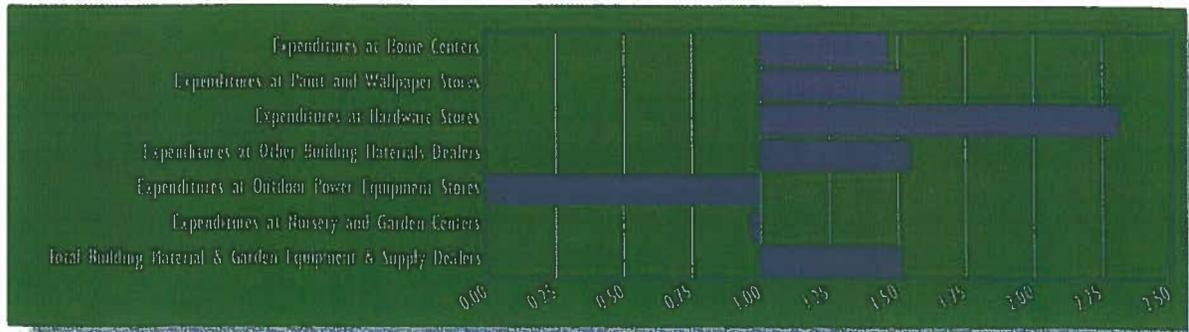
Store Type	Potential	Actual Sales	Leakage
Expenditures at Furniture Stores	8,529,855	9,179,748	1.1
Expenditures at Home Furnishing Stores	7,239,886	8,488,589	1.2
Total Furniture & Home Furnishing Stores	15,769,741	17,668,337	1.1

Sub-Categories of Electronics & Appliance Stores



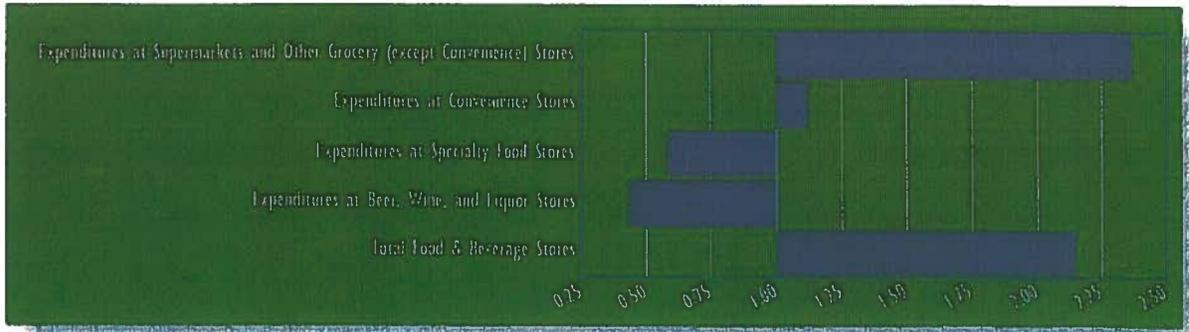
Store Type	Potential	Actual Sales	Leakage
Expenditures at Appliance, Television, and Other Electronics Stores	11,677,849	6,989,186	0.6
Expenditures at Computer and Software Stores	2,670,091	186,524	0.1
Expenditures at Camera and Photographic Equipment Stores	516,650	0	0.0
Total Electronics & Appliance Stores	14,864,590	7,175,710	0.5

Sub-Categories of Building Material & Garden Equipment & Supply Dealers



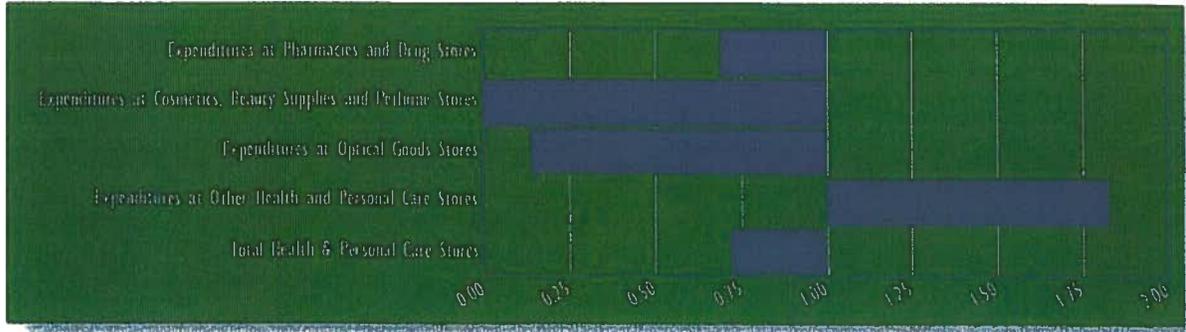
Store Type	Potential	Actual Sales	Leakage
Expenditures at Home Centers	28,188,863	41,309,002	1.5
Expenditures at Paint and Wallpaper Stores	1,515,726	2,315,324	1.5
Expenditures at Hardware Stores	5,811,615	13,453,980	2.3
Expenditures at Other Building Materials Dealers	35,679,929	55,333,405	1.6
Expenditures at Outdoor Power Equipment Stores	961,108	0	0.0
Expenditures at Nursery and Garden Centers	4,880,445	4,730,533	1.0
Total Building Material & Garden Equipment & Supply Dealers	77,037,686	117,142,245	1.5

Sub-Categories of Food & Beverage Stores



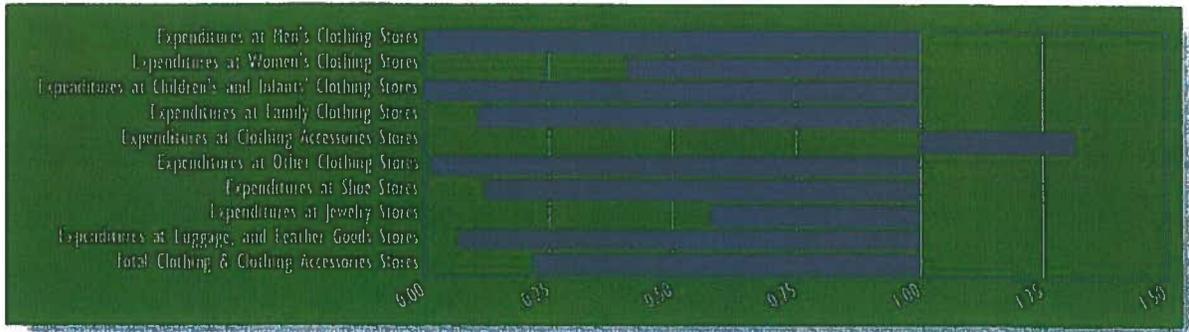
Store Type	Potential	Actual Sales	Leakage
Expenditures at Supermarkets and Other Grocery (except Convenience) Stores	80,983,162	191,913,293	2.4
Expenditures at Convenience Stores	4,204,512	4,709,339	1.1
Expenditures at Specialty Food Stores	2,696,173	1,588,227	0.6
Expenditures at Beer, Wine, and Liquor Stores	5,284,994	2,312,885	0.4
Total Food & Beverage Stores	93,168,841	200,523,743	2.2

Sub-Categories of Health & Personal Care Stores



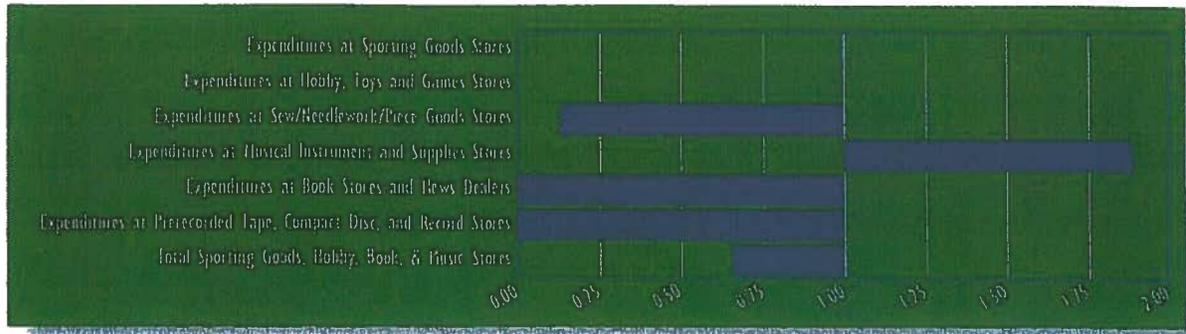
Store Type	Potential	Actual Sales	Leakage
Expenditures at Pharmacies and Drug Stores	30,919,153	21,403,064	0.7
Expenditures at Cosmetics, Beauty Supplies and Perfume Stores	1,218,807	0	0.0
Expenditures at Optical Goods Stores	1,136,719	162,972	0.1
Expenditures at Other Health and Personal Care Stores	2,230,456	4,079,748	1.8
Total Health & Personal Care Stores	35,505,135	25,645,784	0.7

Sub-Categories of Clothing & Clothing Accessories Stores



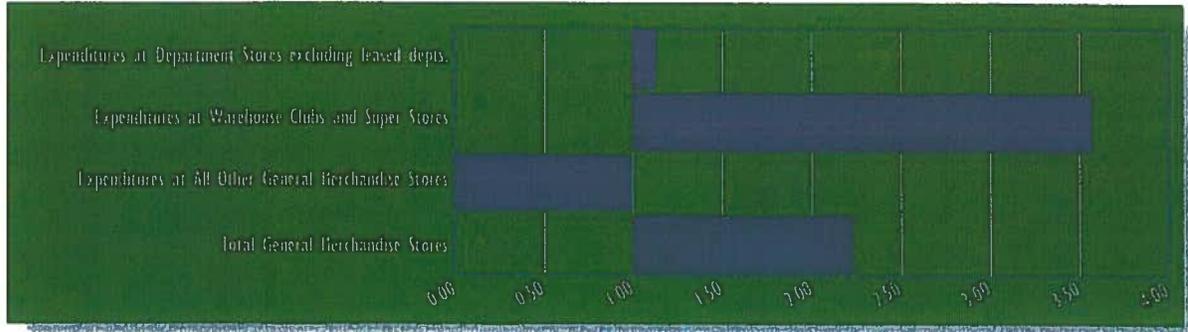
Store Type	Potential	Actual Sales	Leakage
Expenditures at Men's Clothing Stores	1,266,076	102	0.0
Expenditures at Women's Clothing Stores	4,548,412	1,844,810	0.4
Expenditures at Children's and Infants' Clothing Stores	1,231,198	0	0.0
Expenditures at Family Clothing Stores	10,406,921	1,099,069	0.1
Expenditures at Clothing Accessories Stores	399,722	525,886	1.3
Expenditures at Other Clothing Stores	1,189,207	15,069	0.0
Expenditures at Shoe Stores	3,662,381	439,333	0.1
Expenditures at Jewelry Stores	3,119,689	1,803,306	0.6
Expenditures at Luggage, and Leather Goods Stores	283,543	18,938	0.1
Total Clothing & Clothing Accessories Stores	26,107,149	5,746,513	0.2

Sub-Categories of Sporting Goods, Hobby, Book, & Music Stores



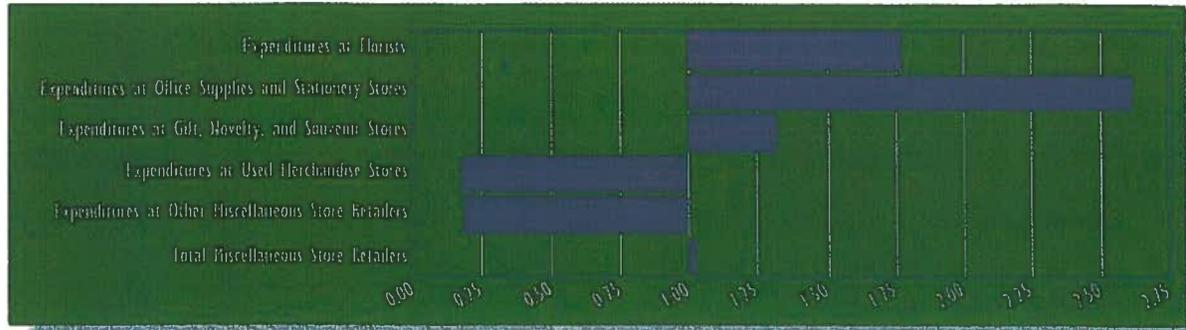
Store Type	Potential	Actual Sales	Leakage
Expenditures at Sporting Goods Stores	3,249,401	3,215,260	1.0
Expenditures at Hobby, Toys and Games Stores	2,426,684	2,412,227	1.0
Expenditures at Sew/Needlework/Piece Goods Stores	788,823	101,408	0.1
Expenditures at Musical Instrument and Supplies Stores	780,999	1,477,870	1.9
Expenditures at Book Stores and News Dealers	2,450,635	0	0.0
Expenditures at Pre-recorded Tape, Compact Disc, and Record Stores	1,315,269	0	0.0
Total Sporting Goods, Hobby, Book, & Music Stores	11,011,811	7,206,764	0.7

Sub-Categories of General Merchandise Stores



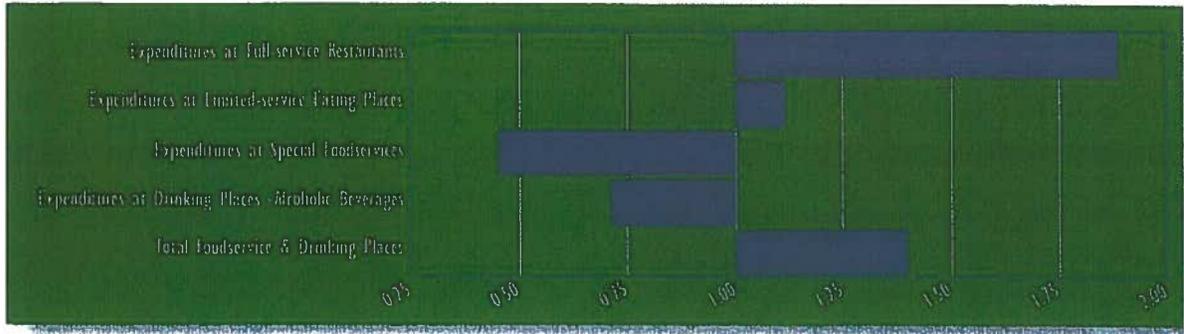
Store Type	Potential	Actual Sales	Leakage
Expenditures at Department Stores excluding leased depts.	36,083,570	41,149,370	1.1
Expenditures at Warehouse Clubs and Super Stores	39,023,810	139,620,715	3.6
Expenditures at All Other General Merchandise Stores	5,881,152	0	0.0
Total General Merchandise Stores	80,988,531	180,770,084	2.2

Sub-Categories of Miscellaneous Store Retailers



Store Type	Potential	Actual Sales	Leakage
Expenditures at Florists	1,208,499	2,149,559	1.8
Expenditures at Office Supplies and Stationery Stores	3,812,006	9,989,876	2.6
Expenditures at Gift, Novelty, and Souvenir Stores	2,940,884	3,894,663	1.3
Expenditures at Used Merchandise Stores	1,352,153	237,988	0.2
Expenditures at Other Miscellaneous Store Retailers	7,889,549	1,447,171	0.2
Total Miscellaneous Store Retailers	17,203,090	17,719,258	1.0

Sub-Categories of Foodservice & Drinking Places



Store Type	Potential	Actual Sales	Leakage
Expenditures at Full-service Restaurants	31,546,905	59,674,377	1.9
Expenditures at Limited-service Eating Places	28,248,201	31,651,529	1.1
Expenditures at Special Foodservices	5,771,712	2,625,685	0.5
Expenditures at Drinking Places - Alcoholic Beverages	3,143,010	2,247,590	0.7
Total Foodservice & Drinking Places	68,709,828	96,199,182	1.4

Sources and Methodology

The primary data sources used in the construction of the database include:

- Current year AGS (Applied Geographic Solutions) Consumer Expenditure Estimates
- Census of Retail Trade, Merchandise Line Sales
- Census Bureau Monthly Retail Trade

The Census of Retail Trade presents a table known as the Merchandise Line summary, which relates approximately 120 merchandise lines (e.g. hardware) to each of the store types. For each merchandise line, the distribution of sales by store type can be computed, yielding a conversion table which apportions merchandise line sales by store type.

The AGS (Applied Geographic Solutions) Consumer Expenditure database was re-computed to these merchandise lines by aggregating both whole and partial categories, yielding, at the block group level, a series of merchandise line estimates which are consistent with the AGS Consumer Expenditure database.

These two components were then combined in order to derive estimated potential by store type. The results were then compared to current retail trade statistics to ensure consistency and completeness.



Complete Demographic Comparison Report
Kingman, AZ
 February 13, 2012

20 Minutes: 35.189529, - 114.052806 20 Miles: 35.189529, - 114.052806 Kingman Mohave County

2010 Demographics:

Total Population	51,292	59,278	27,275	199,067
Total Households	19,405	22,877	10,143	77,889
Female Population	26,120	30,024	13,892	100,862
% Female	50.92	50.65	50.93	50.67
Male Population	25,172	29,253	13,383	98,205
% Male	49.08	49.35	49.07	49.33
Population Density (per Sq. Mi.)	263.27	47.17	909.07	14.78

Age:

Age 0 - 4	6.2%	5.9%	6.4%	6.0%
Age 5 - 14	12.8%	12.5%	13.0%	12.0%
Age 15 - 19	6.6%	6.4%	6.7%	5.9%
Age 20 - 24	5.5%	5.2%	5.8%	5.2%
Age 25 - 34	13.3%	12.7%	14.0%	12.5%
Age 35 - 44	11.8%	11.7%	12.0%	11.0%
Age 45 - 54	12.8%	13.3%	12.5%	12.5%
Age 55 - 64	10.9%	11.7%	10.3%	12.6%
Age 65 - 74	9.7%	10.2%	9.0%	11.6%
Age 75 - 84	7.6%	7.5%	7.2%	7.8%
Age 85 +	2.9%	2.8%	3.2%	3.0%
Median Age	39.9	41.4	38.7	42.8

Housing Units

Total Housing Units	23,066	28,025	11,761	104,531
Owner Occupied Housing Units	59.3%	59.3%	59.5%	51.4%
Renter Occupied Housing Units	24.9%	22.3%	26.7%	23.1%
Vacant Housing Units	15.9%	18.4%	13.8%	25.5%

Race and Ethnicity

American Indian, Eskimo, Aleut	1.0%	1.0%	1.1%	1.2%
Asian or Pacific Islander	1.2%	1.1%	1.6%	1.0%
Black	0.9%	0.9%	1.0%	1.0%
Hawaiian/Pacific Islander	0.2%	0.2%	0.2%	0.2%
White	91.5%	91.9%	90.8%	91.1%
Other	2.8%	2.7%	3.0%	3.6%
Multi-Race	2.4%	2.3%	2.3%	1.9%
Hispanic Ethnicity	11.6%	11.1%	11.9%	14.0%
Not of Hispanic Ethnicity	88.4%	88.9%	88.1%	86.0%

20 Minutes: 35.189529, - 114.052806 20 Miles: 35.189529, - 114.052806 Kingman Mohave County

Marital Status:

Age 15 + Population	41,521	48,351	21,972	163,388
Divorced	12.7%	12.7%	12.4%	12.8%
Never Married	16.8%	16.4%	17.8%	16.7%
Now Married	56.8%	57.6%	56.3%	57.6%
Separated	4.7%	4.5%	5.0%	4.1%
Widowed	9.0%	8.8%	8.5%	8.8%

Educational Attainment:

Total Population Age 25+	35,318	41,473	18,585	141,474
Grade K - 8	4.6%	4.5%	3.2%	4.7%
Grade 9 - 12	13.9%	13.8%	10.8%	13.4%
High School Graduate	36.5%	36.5%	34.0%	36.2%
Associates Degree	7.5%	7.4%	8.8%	7.1%
Bachelor's Degree	7.0%	6.9%	10.0%	7.7%
Graduate Degree	3.6%	3.6%	5.3%	3.5%
Some College, No Degree	27.0%	27.4%	27.9%	27.5%

Household Income:

Income \$ 0 - \$9,999	9.2%	9.4%	7.2%	7.3%
Income \$ 10,000 - \$14,999	6.8%	7.0%	6.0%	6.1%
Income \$ 15,000 - \$24,999	13.5%	13.8%	10.6%	13.8%
Income \$ 25,000 - \$34,999	16.0%	15.8%	13.6%	15.5%
Income \$ 35,000 - \$49,999	17.6%	17.6%	17.1%	19.4%
Income \$ 50,000 - \$74,999	18.2%	18.0%	22.6%	18.4%
Income \$ 75,000 - \$99,999	9.9%	9.6%	11.7%	9.3%
Income \$100,000 - \$124,999	4.1%	4.1%	5.8%	4.7%
Income \$125,000 - \$149,999	1.9%	1.8%	2.2%	2.2%
Income \$150,000 +	2.8%	3.0%	3.2%	3.3%

Average Household Income	\$49,595	\$49,578	\$54,992	\$52,697
Median Household Income	\$38,414	\$38,101	\$45,828	\$39,945
Per Capita Income	\$19,971	\$20,135	\$22,384	\$21,337

Vehicles Available

0 Vehicles Available	3.4%	3.4%	3.3%	3.1%
1 Vehicle Available	34.6%	33.4%	34.2%	34.1%
2+ Vehicles Available	62.0%	63.3%	62.5%	62.7%
Average Vehicles Per Household	2.00	2.00	2.00	2.00
Total Vehicles Available	38,196	45,496	20,262	152,560

Number of Employees	19,820	21,657	15,166	66,025
Number of Establishments	2,068	2,242	1,438	7,778

20 Minutes: 35.189529, - 114.052806	20 Miles: 35.189529, - 114.052806	Kingman	Mohave County
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2015 Demographics:

Total Population	53,961	62,479	28,615	208,352
Total Households	21,009	24,823	10,941	84,041
Female Population	27,605	31,809	14,627	106,087
% Female	51.2%	50.9%	51.1%	50.9%
Male Population	26,356	30,670	13,988	102,265
% Male	48.8%	49.1%	48.9%	49.1%

Age:

Age 0 - 4	5.9%	5.6%	6.1%	5.6%
Age 5 - 14	12.9%	12.6%	13.1%	12.0%
Age 15 - 19	6.8%	6.6%	6.9%	6.0%
Age 20 - 24	6.4%	6.0%	6.7%	5.9%
Age 25 - 34	12.1%	11.6%	12.9%	11.5%
Age 35 - 44	12.5%	12.5%	12.7%	11.7%
Age 45 - 54	11.9%	12.4%	11.5%	11.6%
Age 55 - 64	10.8%	11.6%	10.2%	12.5%
Age 65 - 74	9.7%	10.3%	9.0%	11.6%
Age 75 - 84	8.2%	8.1%	7.7%	8.4%
Age 85 +	3.0%	2.9%	3.3%	3.1%
Median Age	39.5	40.9	38.3	42.4

Housing Units Trend

Total Housing Units	25,071	30,497	12,746	112,819
Owner Occupied Housing Units	59.2%	59.3%	59.2%	51.3%
Renter Occupied Housing Units	24.6%	22.1%	26.7%	23.2%
Vacant Housing Units	16.2%	18.6%	14.2%	25.5%

Race and Ethnicity

American Indian, Eskimo, Aleut	0.7%	0.7%	0.8%	0.8%
Asian	1.3%	1.2%	1.7%	1.1%
Black	1.1%	1.1%	1.2%	1.1%
Hawaiian/Pacific Islander	0.2%	0.2%	0.2%	0.2%
White	92.5%	92.8%	91.5%	91.5%
Other	2.3%	2.2%	2.7%	3.5%
Multi-Race	1.9%	1.8%	1.9%	1.7%
Hispanic Ethnicity	12.8%	12.2%	13.2%	15.2%
Not of Hispanic Ethnicity	87.3%	87.8%	86.8%	84.8%

Marital Status:

Age 15 + Population	43,833	51,104	23,116	171,613
Divorced	12.7%	12.6%	12.5%	12.6%

	20 Minutes: 35.189529, - 114.052806	20 Miles: 35.189529, - 114.052806	Kingman	Mohave County
Never Married	16.7%	16.4%	17.7%	16.6%
Now Married	56.9%	57.7%	56.2%	57.8%
Separated	4.7%	4.5%	5.1%	4.1%
Widowed	9.1%	8.8%	8.6%	8.9%
Educational Attainment:				
Total Population Age 25+	36,763	43,262	19,227	146,741
Grade K - 9	4.5%	4.3%	3.2%	4.5%
Grade 9 - 12	12.1%	12.0%	9.5%	11.6%
High School Graduate	37.1%	37.1%	34.5%	36.8%
Associates Degree	8.3%	8.2%	9.6%	7.8%
Bachelor's Degree	7.4%	7.3%	10.5%	8.3%
Graduate Degree	3.5%	3.5%	4.9%	3.5%
Some College, No Degree	27.2%	27.6%	27.8%	27.5%
Household Income:				
Income \$ 0 - \$9,999	8.2%	8.4%	6.5%	6.5%
Income \$ 10,000 - \$14,999	6.0%	6.2%	5.3%	5.3%
Income \$ 15,000 - \$24,999	11.8%	12.1%	9.2%	12.2%
Income \$ 25,000 - \$34,999	15.7%	15.5%	13.2%	14.8%
Income \$ 35,000 - \$49,999	17.9%	17.8%	17.2%	19.5%
Income \$ 50,000 - \$74,999	19.2%	19.0%	23.5%	19.3%
Income \$ 75,000 - \$99,999	10.9%	10.6%	12.7%	10.2%
Income \$100,000 - \$124,999	4.7%	4.6%	6.5%	5.5%
Income \$125,000 - \$149,999	2.2%	2.1%	2.4%	2.8%
Income \$150,000 +	3.4%	3.6%	3.6%	4.1%
Average Household Income	\$53,626	\$53,639	\$58,800	\$57,289
Median Household Income	\$41,252	\$41,021	\$48,874	\$42,949
Per Capita Income	\$22,180	\$22,377	\$24,509	\$23,880
Vehicles Available				
0 Vehicles Available	2.4%	2.4%	2.4%	2.2%
1 Vehicle Available	32.6%	31.5%	32.3%	32.3%
2+ Vehicles Available	65.0%	66.2%	65.3%	65.5%
Average Vehicles Per Household	2.20	2.30	2.30	2.20
Total Vehicles Available	43,474	51,905	22,883	172,603
2000 Census Demographics:				
Total Population	40,409	46,578	20,337	155,032
Total Households	16,028	18,786	8,043	62,809
Female Population	20,441	23,422	10,305	77,933
% Female	50.6%	50.3%	50.7%	50.3%

	20 Minutes: 35.189529, - 114.052806	20 Miles: 35.189529, - 114.052806	Kingman	Mohave County
Male Population	19,968	23,156	10,032	77,099
% Male	49.4%	49.7%	49.3%	49.7%
Age:				
Age 0 - 4	6.3%	6.0%	6.4%	6.0%
Age 5 - 14	14.2%	13.8%	14.4%	13.3%
Age 15 - 19	6.6%	6.5%	6.8%	5.9%
Age 20 - 24	4.7%	4.4%	4.9%	4.4%
Age 25 - 34	10.6%	10.1%	11.1%	10.0%
Age 35 - 44	14.1%	14.1%	14.4%	13.3%
Age 45 - 54	13.3%	13.9%	13.1%	13.1%
Age 55 - 64	11.8%	12.7%	11.2%	13.6%
Age 65 - 74	10.3%	10.9%	9.7%	12.3%
Age 75 - 84	6.5%	6.4%	6.3%	6.7%
Age 85 +	1.5%	1.4%	1.6%	1.5%
Median Age	40.6	41.8	39.8	43.0
Housing Units Trend				
Total Housing Units	18,035	21,776	8,830	80,062
Owner Occupied Housing Units	66.0%	65.9%	66.1%	57.7%
Renter Occupied Housing Units	22.9%	20.4%	25.0%	20.7%
Vacant Housing Units	11.1%	13.7%	8.9%	21.6%
Race and Ethnicity				
American Indian, Eskimo, Aleut	1.8%	1.8%	2.0%	2.4%
Asian, and Hawaiian or other Pacific Islander	1.1%	1.0%	1.5%	0.9%
Black	0.5%	0.5%	0.5%	0.5%
White	90.9%	91.3%	90.2%	90.1%
Other	3.1%	2.9%	3.3%	4.0%
Two or More Races	2.6%	2.5%	2.5%	2.1%
Hispanic Ethnicity	9.0%	8.6%	9.3%	11.1%
Not of Hispanic Ethnicity	91.0%	91.4%	90.7%	88.9%
Marital Status:				
Age 15 + Population	32,121	37,368	16,103	125,095
Divorced	13.0%	13.0%	12.8%	13.0%
Never Married	16.8%	16.4%	18.0%	16.7%
Now Married	56.4%	57.2%	55.6%	57.3%
Separated	4.7%	4.6%	5.1%	4.2%
Widowed	9.0%	8.8%	8.5%	8.9%
Educational Attainment:				
Total Population Age 25+	27,525	32,298	13,729	109,157

	20 Minutes: 35.189529, - 114.052806	20 Miles: 35.189529, - 114.052806	Kingman	Mohave County
Grade K - 9	4.6%	4.4%	3.2%	4.5%
Grade 9 - 11, No diploma	18.5%	18.2%	14.4%	17.5%
High School Graduate	35.4%	35.4%	33.2%	34.9%
Associates Degree	5.8%	5.8%	7.0%	5.6%
Bachelor's Degree	5.6%	5.7%	8.3%	6.4%
Graduate Degree	3.5%	3.6%	5.6%	3.6%
Some College, No Degree	26.2%	26.7%	27.9%	27.1%
No Schooling Completed	0.4%	0.4%	0.3%	0.5%
Public School Enrollment	92.6%	92.7%	91.7%	91.7%
Private School Enrollment	7.5%	7.3%	8.3%	8.3%
Household Income:				
Income \$ 0 - \$9,999	12.0%	12.2%	10.0%	9.8%
Income \$ 10,000 - \$14,999	10.0%	10.1%	9.2%	8.9%
Income \$ 15,000 - \$24,999	19.2%	19.5%	16.0%	19.7%
Income \$ 25,000 - \$34,999	17.1%	16.9%	15.5%	17.0%
Income \$ 35,000 - \$49,999	16.7%	16.6%	17.0%	18.5%
Income \$ 50,000 - \$74,999	14.7%	14.5%	19.2%	15.2%
Income \$ 75,000 - \$99,999	6.4%	6.2%	7.9%	6.2%
Income \$100,000 - \$124,999	1.9%	1.9%	2.9%	2.3%
Income \$125,000 - \$149,999	0.7%	0.7%	0.9%	0.9%
Income \$150,000 - \$199,999	0.5%	0.6%	0.6%	0.6%
Income \$200,000 or More	0.8%	0.8%	0.9%	1.0%
Average Household Income	\$39,065	\$39,176	\$42,791	\$41,092
Median Household Income	\$29,611	\$29,379	\$34,547	\$31,644
Per Capita Income	\$15,495	\$15,800	\$16,924	\$16,648
Vehicles Available				
0 Vehicles Available	5.89	5.86	5.72	5.66
1 Vehicle Available	38.06	36.58	37.81	37.28
2 Vehicles Available	37.88	38.57	38.01	39.67
3+ Vehicles Available	18.18	18.99	18.46	17.38
Average Vehicles Per Household	1.60	1.50	1.60	1.40
Total Vehicles Available	28,142	33,532	14,204	110,130
1990 Demographics:				
Total Population	27,455	30,113	13,912	93,498
Total Households	10,807	11,987	5,410	36,802
Female Population	13,943	15,238	7,109	46,937
% Female	50.8%	50.6%	51.1%	50.2%

	20 Minutes: 35.189529, - 114.052806	20 Miles: 35.189529, - 114.052806	Kingman	Mohave County
Male Population	13,512	14,874	6,803	46,561
% Male	49.2%	49.4%	48.9%	49.8%
Age:				
Age 0 - 4	7.0%	6.8%	6.7%	6.5%
Age 5 - 14	14.4%	14.0%	15.5%	12.6%
Age 15 - 19	6.0%	5.8%	6.6%	5.4%
Age 20 - 24	4.7%	4.6%	4.6%	4.8%
Age 25 - 34	13.6%	13.3%	13.6%	13.2%
Age 35 - 44	13.4%	13.4%	15.1%	12.8%
Age 45 - 54	10.7%	11.0%	11.0%	11.1%
Age 55 - 64	11.1%	11.6%	10.2%	13.1%
Age 65 - 74	12.5%	12.8%	10.5%	14.2%
Age 75 - 84	5.5%	5.5%	4.8%	5.5%
Age 85 +	1.2%	1.2%	1.4%	1.0%
Median Age	38.2	38.9	36.9	40.6
Housing Units				
Total Housing Units	12,202	14,085	6,005	50,823
Owner Occupied Housing Units	66.0%	64.5%	63.9%	52.2%
Renter Occupied Housing Units	22.6%	20.7%	26.2%	20.2%
Vacant Housing Units	11.4%	14.9%	9.9%	27.6%
Race and Ethnicity				
American Indian, Eskimo, Aleut	1.5%	1.4%	1.7%	2.3%
Asian	0.8%	0.8%	1.0%	0.6%
Black	0.3%	0.3%	0.3%	0.3%
White	95.0%	95.2%	94.1%	95.0%
Other	2.5%	2.4%	2.8%	1.8%
Hispanic Ethnicity	6.3%	6.0%	7.1%	5.3%
Not of Hispanic Ethnicity	93.8%	94.0%	92.9%	94.7%
Marital Status:				
Age 15 + Population	21,595	23,833	10,829	75,577
Divorced	11.5%	11.4%	11.0%	10.9%
Never Married	15.5%	15.2%	17.2%	15.2%
Now Married	62.3%	62.9%	61.4%	64.1%
Separated	2.1%	2.1%	1.8%	1.9%
Widowed	8.6%	8.5%	8.7%	7.8%
Educational Attainment:				
Total Population Age 25+	18,668	20,711	9,270	66,068
Grade K - 9	9.3%	9.4%	8.0%	7.1%
Grade 9 - 12	20.7%	20.8%	15.1%	20.0%

	20 Minutes: 35.189529, - 114.052806	20 Miles: 35.189529, - 114.052806	Kingman	Mohave County
High School Graduate	32.3%	32.6%	29.2%	34.0%
Associates Degree	5.0%	4.9%	6.0%	5.2%
Bachelor's Degree	6.4%	6.3%	9.1%	6.5%
Graduate Degree	3.9%	3.7%	6.8%	3.7%
Some College, No Degree	22.5%	22.3%	25.8%	23.4%
1990 Household Income:				
Income \$ 0 - \$9,999	18.3%	18.7%	15.9%	15.2%
Income \$ 10,000 - \$19,999	27.2%	27.3%	23.2%	26.0%
Income \$ 20,000 - \$29,999	19.8%	19.7%	16.5%	20.4%
Income \$ 30,000 - \$39,999	13.2%	13.0%	14.0%	14.7%
Income \$ 40,000 - \$49,999	7.8%	7.8%	10.7%	9.0%
Income \$ 50,000 - \$59,999	6.3%	6.1%	8.0%	5.9%
Income \$ 60,000 - \$74,999	4.3%	4.1%	6.2%	4.6%
Income \$ 75,000 - \$99,999	1.6%	1.7%	2.6%	2.3%
Income \$100,000 - \$124,999	0.9%	0.8%	1.5%	0.8%
Income \$125,000 - \$149,999	0.1%	0.2%	0.2%	0.5%
Income \$150,000 +	0.5%	0.4%	0.9%	0.6%
Average Household Income	\$27,392	\$26,996	\$32,407	\$29,650
Median Household Income	\$22,284	\$22,061	\$26,171	\$24,064
Per Capita Income	\$10,881	\$10,820	\$12,582	\$11,858
Vehicles Available				
0 Vehicles Available	4.6%	4.6%	5.2%	4.4%
1 Vehicle Available	37.0%	35.8%	36.3%	33.3%
2+ Vehicles Available	58.4%	59.6%	58.6%	62.3%
Average Vehicles Per Household	1.80	1.80	1.70	1.80
Total Vehicles Available	19,071	21,506	9,466	66,236
Population Trend				
1990	27,455	30,113	13,912	93,498
2000	40,409	46,578	20,337	155,032
Change 1990 to 2000	47.2%	54.7%	46.2%	65.8%
2010	51,292	59,278	27,275	199,067
2015	53,961	62,479	28,615	208,352
Change 2010 to 2015	5.2%	5.4%	4.9%	4.7%
Household Trend				
1990	10,807	11,987	5,410	36,802
2000	16,028	18,786	8,043	62,809
Change 1990 to 2000	48.3%	56.7%	48.7%	70.7%
2010	19,405	22,877	10,143	77,889

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2015	21,009	24,823	10,941	84,041
Change 2010 to 2015	8.3%	8.5%	7.9%	7.9%
Average Household Size Trend				
1990	2.5	2.5	2.5	2.5
2000	2.5	2.4	2.5	2.5
Change 1990 to 2000	-0.9%	-1.3%	-2.2%	-0.9%
2010	2.6	2.5	2.5	2.5
2015	2.5	2.5	2.5	2.4
Change 2010 to 2015	-3.0%	-3.0%	-3.1%	-3.1%
Median Age Trend				
1990	38.2	38.9	36.9	40.6
2000	40.6	41.8	39.8	43.0
2010	39.9	41.4	38.7	42.8
2015	39.5	40.9	38.3	42.4
Housing Units Trend				
Total Housing Units				
Change 1990 to 2000	47.8%	54.6%	47.0%	57.5%
Change 2010 to 2015	8.7%	8.8%	8.4%	7.9%
Owner Occupied Housing Units				
Change 1990 to 2000	47.8%	57.9%	52.1%	74.2%
Change 2010 to 2015	8.5%	8.7%	7.7%	7.8%
Renter Occupied Housing Units				
Change 1990 to 2000	49.7%	52.8%	40.2%	61.5%
Change 2010 to 2015	7.7%	7.9%	8.2%	8.1%
Vacant Housing Units				
Change 1990 to 2000	43.8%	42.5%	32.1%	23.1%
Change 2010 to 2015	10.9%	10.2%	11.5%	8.0%
Race and Ethnicity Trend				
American Indian, Eskimo, Aleut				
Change 1990 to 2000	79.9%	90.9%	69.1%	74.2%
Change 2010 to 2015	-25.4%	-25.3%	-25.9%	-30.4%
Asian or Pacific Islander				
Change 1990 to 2000	107.3%	106.4%	105.0%	138.0%
Change 2010 to 2015	13.0%	13.5%	11.4%	17.7%
Black				
Change 1990 to 2000	154.6%	164.5%	146.7%	174.9%
Change 2010 to 2015	29.3%	29.5%	31.3%	23.6%
White				

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Change 1990 to 2000	40.9%	48.4%	40.1%	57.2%
Change 2010 to 2015	6.3%	6.4%	5.7%	5.1%
Other				
Change 1990 to 2000	79.1%	91.6%	73.2%	276.9%
Change 2010 to 2015	-12.2%	-11.8%	-8.1%	3.3%
Hispanic Ethnicity				
Change 1990 to 2000	111.4%	121.8%	91.9%	249.2%
Change 2010 to 2015	15.7%	16.1%	15.9%	14.1%
Not of Hispanic Ethnicity				
Change 1990 to 2000	42.9%	50.4%	42.7%	55.6%
Change 2010 to 2015	3.8%	4.1%	3.4%	3.1%
Business Summary 2010 Employees				
Total Employees	19,820	21,657	15,166	66,025
Business Summary 2010 Employees:Land Use				
Agricultural Production	0	0	0	0
Agricultural Services	148	157	99	455
Auto Repair Services	368	385	287	1,224
Business Services	193	201	127	1,009
Business and Corporate Administration	0	0	0	36
Churches	149	152	112	433
Construction	734	755	616	2,477
Construction Small Firms	489	519	325	2,179
Equipment Rental	491	499	426	679
Finance Insurance and Real Estate	634	646	558	2,183
Finance Insurance and Real Estate - Small Firms	456	494	326	1,942
General Commercial	1,308	1,509	907	4,310
General Industrial	144	186	95	523
General Office	513	534	429	1,833
High-Technology and Research	1	1	1	13
Hospitals and Medical Services	1,384	1,384	1,155	2,991
Hotels and Motels	346	360	309	1,291
Libraries	7	8	5	101
Manufacturing General	101	216	43	1,142
Manufacturing Heavy	50	211	4	432
Manufacturing Light	224	564	97	1,479
Manufacturing Small Firms	145	169	89	653
Medical Services	1,288	1,300	977	4,069
Mining	144	176	61	248
Museums Galleries and Gardens	20	24	17	50
Other Establishments Not Elsewhere Classified	82	90	59	363
Outdoor Recreation and Amusement Parks	290	315	228	1,663
Personal and Repair Services	363	372	269	1,554
Professional Services	387	394	331	1,363

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Public administration	2,329	2,358	1,890	4,783
Restaurants and Bars	1,681	1,768	1,366	5,991
Retail trade	3,045	3,150	2,382	10,774
Schools and Colleges	1,229	1,335	848	4,210
Theatres and Retail Amusement	69	69	48	128
Transportation Communications and Utilities	468	596	315	1,326
Warehousing	147	157	119	468
Wholesale-Commercial	57	71	36	313
Wholesale-Industrial	336	534	211	1,337
Consumer Expenditure 2010 Detail:Average Expenditure:Transportation				
Average Gasoline and Oil	\$2,009.19	\$2,006.83	\$2,147.20	\$2,075.26
Average New Vehicle Purchase	\$2,146.26	\$2,139.98	\$2,360.17	\$2,240.11
Average Other Costs	\$474.90	\$474.53	\$515.49	\$496.71
Average Public	\$472.16	\$473.61	\$508.03	\$495.67
Average Used Vehicle Purchase	\$1,505.36	\$1,501.48	\$1,598.48	\$1,554.17
Average Vehicle Repair and Maintenance	\$687.37	\$686.00	\$737.39	\$712.06
Motorcycles (New and Used)	\$59.29	\$59.16	\$65.78	\$61.62
Vehicle Insurance	\$1,009.97	\$1,008.42	\$1,081.46	\$1,047.09
Consumer Expenditure 2010 Detail:Average Expenditure:Transportation:Public				
Airline Fares	\$303.86	\$304.80	\$327.01	\$318.99
Mass Transit	\$81.36	\$81.60	\$87.55	\$85.31
Housing Units 2010				
% Owner Occupied Units	59.28%	59.33%	59.52%	51.39%
% Renter Occupied Units	24.85%	22.29%	26.72%	23.12%
% Vacant Housing Units	15.87%	18.37%	13.76%	25.49%
Occupation and Employment 2010				
% Civilian Employed	89.61%	89.80%	92.16%	91.63%
% Civilian Unemployed	9.93%	9.81%	7.74%	8.20%
% In Armed Forces	0.45%	0.39%	0.10%	0.16%
% Not in labor force	45.04%	45.74%	42.89%	45.94%
% in Labor Force	54.96%	54.26%	57.11%	54.06%
Civilian Employed	20,132	23,200	11,376	79,778
Civilian Unemployed	2,232	2,534	956	7,142
Total Population Age 16 Plus	40,877	47,615	21,612	161,060
Retail Potential by Store Type 2010 Consumer Expenditure:Average per Household				
Alcoholic Beverages	\$192.30	\$192.66	\$207.59	\$201.90
Audio Equipment	\$240.90	\$240.70	\$257.78	\$250.29
Automotive Aftermarket	\$1,556.61	\$1,553.96	\$1,667.91	\$1,613.41
Automotive Fuels	\$37.45	\$37.36	\$40.08	\$38.71
Automotive Lubricants	\$131.43	\$131.20	\$141.09	\$136.08
Books	\$399.32	\$399.47	\$420.29	\$412.21

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Building Materials	\$555.59	\$556.12	\$598.35	\$581.88
Children's Apparel	\$621.24	\$619.71	\$667.89	\$642.09
Computer Hardware/Software	\$3,220.35	\$3,211.59	\$3,549.17	\$3,360.27
Flooring/Carpeting	\$141.23	\$141.43	\$152.07	\$147.86
Footwear	\$234.53	\$234.23	\$248.77	\$241.24
Furniture/Sleep	\$507.82	\$508.70	\$554.39	\$531.44
Garden & Nursery	\$237.93	\$237.92	\$258.77	\$248.30
Groceries	\$4,378.69	\$4,371.31	\$4,639.97	\$4,513.26
Health/Cosmetics	\$1,746.25	\$1,749.03	\$1,864.88	\$1,819.97
Home Fuels	\$701.20	\$699.87	\$744.46	\$723.37
Household Textiles	\$177.52	\$177.57	\$192.31	\$185.55
Jewelry	\$382.47	\$383.66	\$413.11	\$403.31
Laundry/Cleaning	\$1,921.27	\$1,930.83	\$2,070.25	\$2,025.83
Major Appliances	\$232.12	\$232.50	\$248.67	\$242.16
Meals	\$2,098.38	\$2,098.89	\$2,259.47	\$2,184.25
Men's Apparel	\$315.64	\$315.10	\$341.17	\$327.65
Misc Housewares	\$362.28	\$361.28	\$395.70	\$378.74
Miscellaneous Goods	\$217.61	\$217.97	\$234.30	\$228.44
Optical	\$123.60	\$123.69	\$130.30	\$128.60
Package Liquor	\$196.91	\$197.28	\$212.48	\$206.52
Paint and Wallpaper	\$49.22	\$49.40	\$52.98	\$51.48
Paper Goods	\$163.74	\$164.41	\$177.01	\$171.80
Pets and Pet Supplies	\$130.57	\$130.25	\$139.37	\$135.31
Photography	\$190.25	\$190.04	\$203.23	\$197.38
Sewing Materials/Notions	\$30.42	\$30.49	\$32.84	\$31.97
Small Appliances	\$64.59	\$64.72	\$70.30	\$67.45
Sporting Goods	\$407.67	\$407.39	\$435.80	\$423.43
Televisions/Video Equipment	\$378.88	\$379.38	\$405.09	\$393.27
Tobacco	\$1,015.51	\$1,012.56	\$1,114.12	\$1,059.50
Tools	\$25.24	\$25.26	\$27.48	\$26.28
Toys/Games/Hobbies	\$40.20	\$40.16	\$42.95	\$41.77
Vehicle Purchases	\$2,971.52	\$2,962.94	\$3,209.18	\$3,082.04
Women's Apparel	\$657.57	\$657.77	\$705.28	\$684.76