

Retail Industry Impact

Barbara Johnson, Columbia Center

Retail Industry Impact

2019 Sales Tax Distributions

Kennewick:	\$20,078,646
Richland:	\$13,291,217
Pasco:	\$13,456,800
West Richland:	\$ 1,433,623
Tri-Cities Total:	\$48,206,286

Outside City Limits

Benton County:	\$13,012,667
Franklin County:	\$ 4,508,822

Retail Industry Impact

Change from 2018

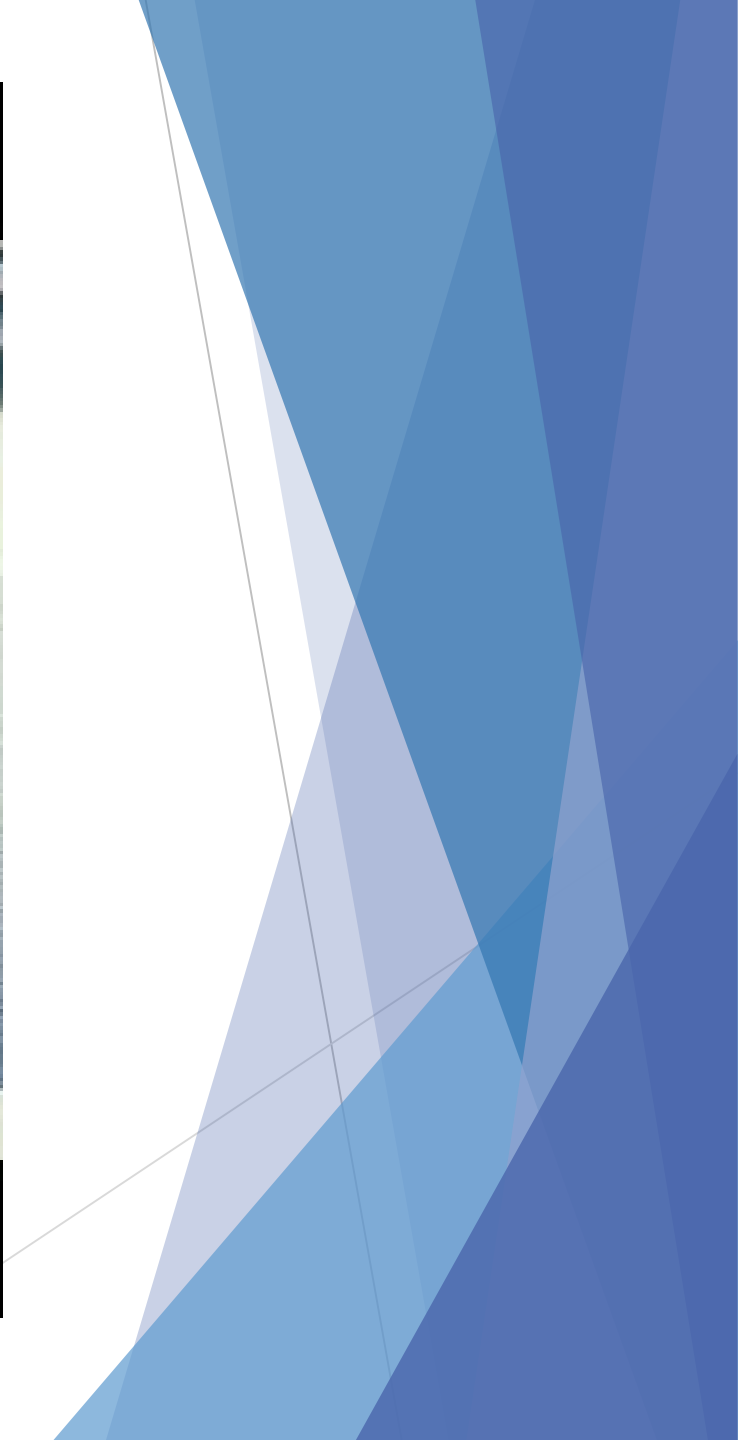
Kennewick:	+ 5.0%
Richland:	+ 7.3%
Pasco:	+ 4.4%
West Richland:	+ 25.5%
Tri-Cities Total:	+ 5.7%

Outside City Limits

Benton County:	+ 4.5%
Franklin County:	Flat

New Kids on the Block

- At Home
- Dick's Sporting Goods
- Second Locations within the Market
- Bath & Body Works/White Barn
- Porters BBQ
- Sephora



Retailer Industry Impact

- Retail stores will need to emphasize their experiential aspects
- Retail stores and malls must encourage people to get out of their homes for experiences
- Retail will still provide consumers with control over what they buy
- The “tangible” shopping experience
- Convenience and customer service as the driving factors for consumers.

2020 Projections

- Tri-Cities continues to experience healthy increases in retail sales.
- Positioned well as it relates to competition.
- Consumers still have a need for physical retail locations.
- Market still emerging and lacks many “New to the Market” retailers.
- Opportunities for local business to expand into second market locations