

| By State      | General Merchandise Stores |       |          |             |            |          |                       |       |          |             |            |          |
|---------------|----------------------------|-------|----------|-------------|------------|----------|-----------------------|-------|----------|-------------|------------|----------|
|               | SIC (Code 53)              |       |          |             |            |          | NAICS (Code 452)      |       |          |             |            |          |
|               | No. of Establishments      |       |          | Sales (\$K) |            |          | No. of Establishments |       |          | Sales (\$K) |            |          |
|               | 1997                       | 1992  | % Change | 1997        | 1992       | % Change | 2002                  | 1997  | % Change | 2002        | 1997       | % Change |
| Alabama       | 863                        | 818   | 5.5      | 5,653,841   | 3,902,965  | 44.9     |                       | 909   |          |             | 5,678,146  |          |
| Alaska        | 138                        | 123   | 12.2     | 1,249,522   | 703,676    | 77.6     |                       | 140   |          |             | 1,252,667  |          |
| Arizona       | 401                        | 383   | 4.7      | 5,704,414   | 3,880,354  | 47.0     |                       | 409   |          |             | 5,708,312  |          |
| Arkansas      | 513                        | 426   | 20.4     | 3,959,780   | 2,762,540  | 43.3     |                       | 563   |          |             | 3,984,845  |          |
| California    | 2,323                      | 2,440 | -4.8     | D           | 28,661,546 | N        |                       | 2,367 |          |             | 34,519,458 |          |
| Colorado      | 400                        | 374   | 7.0      | 5,117,392   | 3,618,432  | 41.4     |                       | 404   |          |             | 5,176,060  |          |
| Connecticut   | 332                        | 350   | -5.1     | 3,319,051   | 2,970,510  | 11.7     |                       | 337   |          |             | 3,322,594  |          |
| Delaware      | 119                        | 224   | -4.0     | D           | 969,866    | N        |                       | 120   |          |             | 1,108,027  |          |
| D.C.          | 29                         | 34    | -14.7    | D           | 204,096    | N        |                       | 29    |          |             | 174,746    |          |
| Florida       | 1,887                      | 1,631 | 15.7     | 19,669,243  | 14,096,715 | 39.5     |                       | 1,914 |          |             | 19,703,433 |          |
| Georgia       | 1,157                      | 1,107 | 4.5      | 9,302,759   | 6,612,794  | 40.7     |                       | 1,218 |          |             | 9,338,642  |          |
| Hawaii        | 129                        | 147   | -12.2    | 2,268,332   | 1,868,516  | 21.4     |                       | 136   |          |             | 2,273,713  |          |
| Idaho         | 178                        | 177   | 0.6      | D           | 898,261    | N        |                       | 180   |          |             | 1,529,783  |          |
| Illinois      | 1,392                      | 1,385 | 0.5      | 13,837,315  | 10,561,385 | 31.0     |                       | 1,440 |          |             | 14,010,163 |          |
| Indiana       | 918                        | 855   | 7.4      | 8,749,985   | 5,919,717  | 47.8     |                       | 940   |          |             | 8,799,028  |          |
| Iowa          | 488                        | 540   | -9.6     | 3,472,247   | 2,796,215  | 24.2     |                       | 508   |          |             | 3,486,191  |          |
| Kansas        | 430                        | 379   | 13.5     | D           | 2,693,222  | N        |                       | 443   |          |             | 3,453,976  |          |
| Kentucky      | 719                        | 718   | 0.1      | 5,239,824   | 3,631,967  | 44.3     |                       | 734   |          |             | 5,363,351  |          |
| Louisiana     | 701                        | 691   | 1.4      | 5,793,701   | 4,354,115  | 33.1     |                       | 730   |          |             | 5,805,222  |          |
| Maine         | 347                        | 374   | -7.2     | D           | 1,058,894  | N        |                       | 354   |          |             | 1,393,936  |          |
| Maryland      | 590                        | 598   | -1.3     | 5,800,817   | 4,391,669  | 32.1     |                       | 598   |          |             | 5,805,388  |          |
| Massachusetts | 667                        | 712   | -6.3     | 5,892,456   | 4,900,160  | 20.3     |                       | 674   |          |             | 5,897,758  |          |
| Michigan      | 1,147                      | 1,129 | 1.6      | 14,872,452  | 11,775,693 | 26.3     |                       | 1,214 |          |             | 15,066,221 |          |
| Minnesota     | 582                        | 627   | -7.2     | 6,206,153   | 4,680,893  | 32.6     |                       | 585   |          |             | 6,213,033  |          |
| Mississippi   | 694                        | 642   | 8.1      | 3,540,277   | 2,417,686  | 46.4     |                       | 762   |          |             | 3,586,492  |          |
| Missouri      | 826                        | 778   | 6.2      | 7,752,537   | 5,774,602  | 34.3     |                       | 859   |          |             | 7,783,896  |          |
| Montana       | 147                        | 150   | -2.0     | 1,140,835   | 737,110    | 54.8     |                       | 149   |          |             | 1,141,560  |          |
| Nebraska      | 293                        | 300   | -2.3     | D           | 1,567,227  | N        |                       | 299   |          |             | 2,199,033  |          |
| Nevada        | 131                        | 114   | 14.9     | 2,457,409   | 1,483,850  | 65.6     |                       | 134   |          |             | 2,461,565  |          |
| New Hampshire | 242                        | 261   | -7.3     | 2,062,754   | 1,497,033  | 37.8     |                       | 243   |          |             | 2,065,242  |          |
| New Jersey    | 820                        | 874   | -6.2     | 8,158,397   | 6,604,979  | 23.5     |                       | 826   |          |             | 8,161,353  |          |
| New Mexico    | 228                        | 211   | 8.1      | 2,110,630   | 1,484,840  | 42.1     |                       | 241   |          |             | 2,127,456  |          |

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|                 | No. of Establishments      |               |            | Sales (\$K) |                    |          | No. of Establishments |               |          | Sales (\$K) |                    |          |
|                 | 1997                       | 1992          | % Change   | 1997        | 1992               | % Change | 2002                  | 1997          | % Change | 2002        | 1997               | % Change |
| New York        | 2,066                      | 2,278         | -9.3       | 15,857,482  | 12,176,418         | 30.2     |                       | 2,092         |          |             | 15,878,852         |          |
| North Carolina  | 1,334                      | 1,378         | -3.2       | 8,529,159   | 5,912,281          | 44.3     |                       | 1,433         |          |             | 8,596,717          |          |
| North Dakota    | 103                        | 126           | -18.3      | D           | 759,549            | N        |                       | 106           |          |             | 933,937            |          |
| Ohio            | 1,538                      | 1,456         | 5.6        | D           | 10,787,235         | N        |                       | 1,617         |          |             | 15,028,178         |          |
| Oklahoma        | 580                        | 501           | 15.8       | 4,511,690   | 3,295,271          | 36.9     |                       | 607           |          |             | 4,525,534          |          |
| Oregon          | 343                        | 379           | -9.5       | 5,605,947   | 3,978,867          | 40.9     |                       | 354           |          |             | 5,612,818          |          |
| Pennsylvania    | 1,578                      | 1,631         | -3.2       | 12,655,092  | 10,166,652         | 24.5     |                       | 1,608         |          |             | 12,697,513         |          |
| Rhode Island    | 94                         | 90            | 4.4        | D           | 721,238            | N        |                       | 110           |          |             | 763,396            |          |
| South Carolina  | 672                        | 622           | 8.0        | 4,323,205   | 2,989,908          | 44.6     |                       | 741           |          |             | 4,366,182          |          |
| South Dakota    | 120                        | 155           | -22.6      | D           | 685,710            | N        |                       | 130           |          |             | 964,293            |          |
| Tennessee       | 971                        | 907           | 7.1        | 7,731,244   | 5,223,096          | 48.0     |                       | 1,031         |          |             | 7,762,543          |          |
| Texas           | 2,617                      | 2,444         | 7.1        | 25,840,530  | 18,926,824         | 36.5     |                       | 2,752         |          |             | 25,910,198         |          |
| Utah            | 200                        | 188           | 6.4        | 2,550,550   | 1,643,195          | 55.2     |                       | 204           |          |             | 2,553,579          |          |
| Vermont         | 143                        | 138           | 3.6        | D           | 327,161            | N        |                       | 146           |          |             | 440,544            |          |
| Virginia        | 1,109                      | 1,107         | 0.2        | 8,617,880   | 5,769,775          | 49.4     |                       | 1,130         |          |             | 8,634,830          |          |
| Washington      | 487                        | 469           | 3.8        | D           | 5,452,239          | N        |                       | 494           |          |             | 7,454,518          |          |
| West Virginia   | 419                        | 449           | -6.7       | D           | 1,628,321          | N        |                       | 446           |          |             | 2,273,055          |          |
| Wisconsin       | 606                        | 707           | -14.3      | 6,552,658   | 4,940,937          | 32.6     |                       | 620           |          |             | 6,792,282          |          |
| Wyoming         | 88                         | 109           | -19.3      | D           | 463,490            | N        |                       | 91            |          |             | 664,201            |          |
| <b>Total US</b> | <b>34,899</b>              | <b>34,606</b> | <b>0.8</b> | <b>D</b>    | <b>245,329,695</b> | <b>N</b> |                       | <b>36,171</b> |          |             | <b>330,444,460</b> |          |

|                  |  |  |  |  |  |  |  |     |  |  |           |  |
|------------------|--|--|--|--|--|--|--|-----|--|--|-----------|--|
| Boston, MA       |  |  |  |  |  |  |  | 331 |  |  | 3,282,299 |  |
| Kern Co, CA      |  |  |  |  |  |  |  | 51  |  |  | 598,471   |  |
| San Diego Co, CA |  |  |  |  |  |  |  | 194 |  |  | 3,092,918 |  |
| NYC, NY          |  |  |  |  |  |  |  | 956 |  |  | 5,596,910 |  |
| Seattle, WA      |  |  |  |  |  |  |  | 250 |  |  | 4,597,362 |  |

N = Comparable data not available

D = Withheld to avoid disclosure