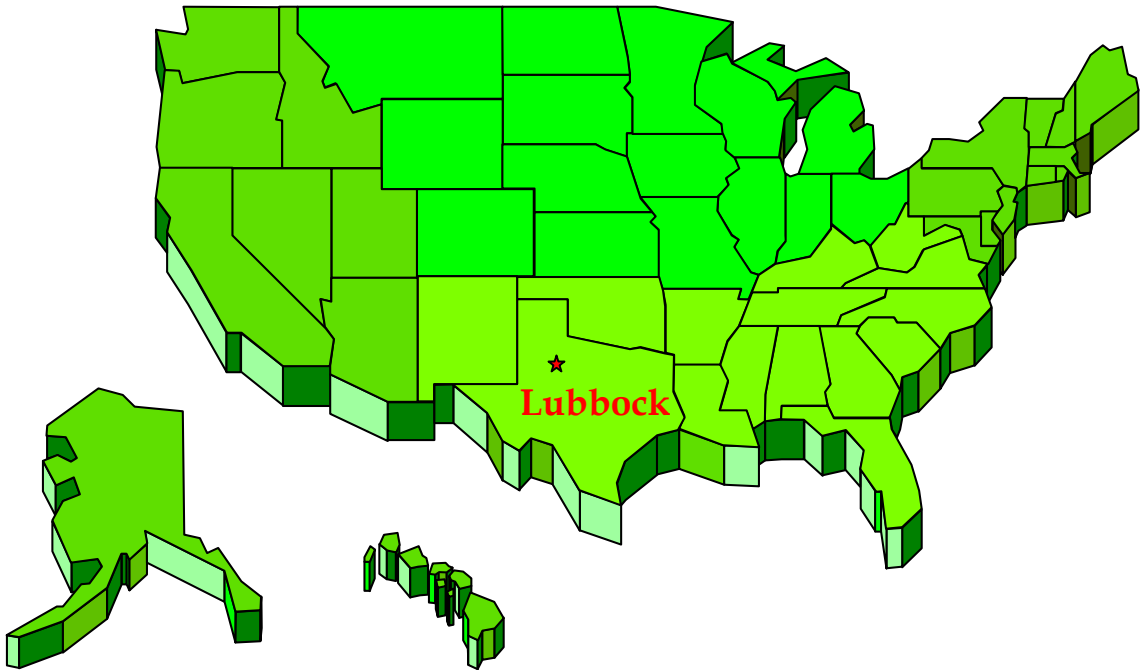


Geographic & Trade Area

GEOGRAPHIC AREA



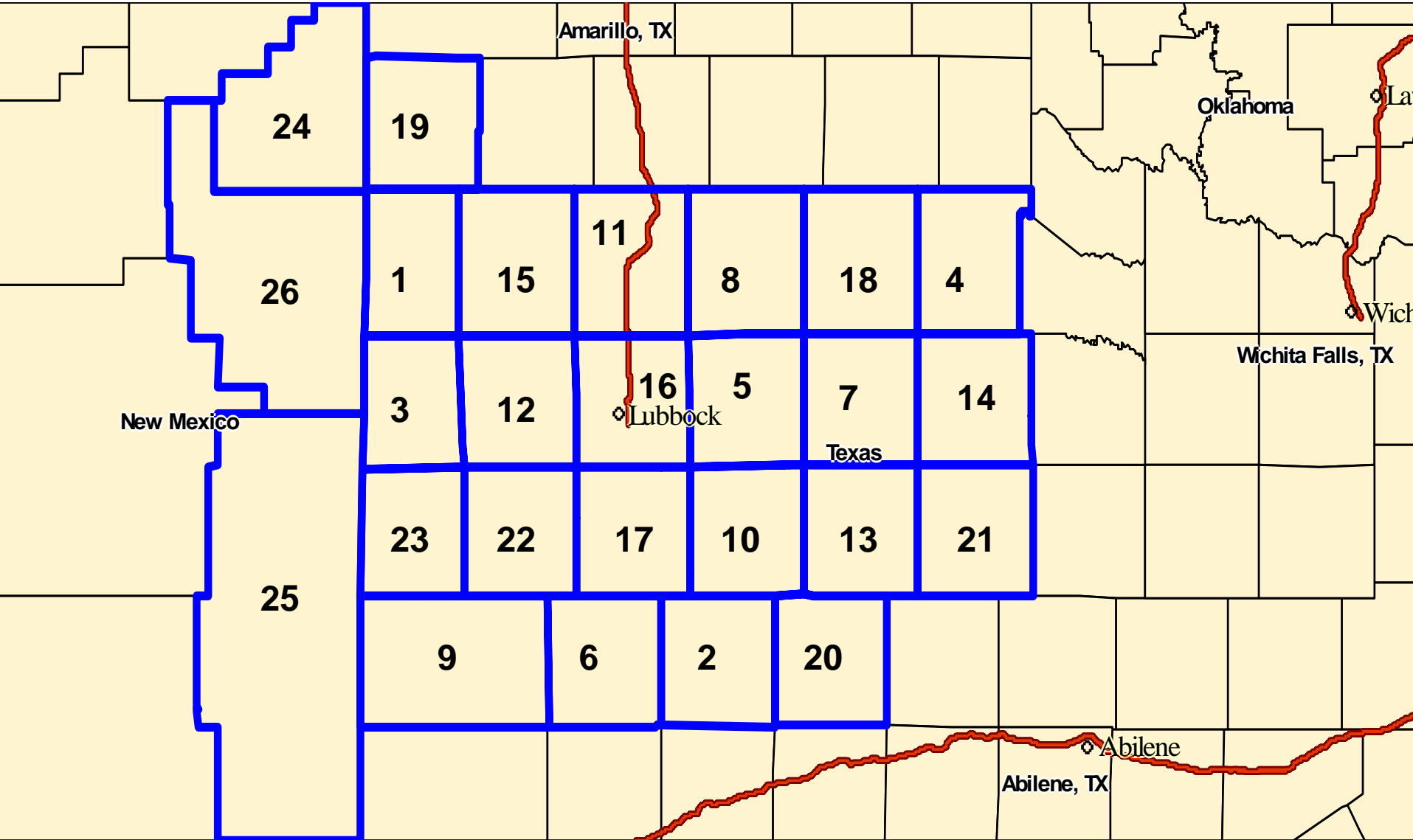
Lubbock is a major regional center for business and industry, located in the heart of the vast Southern Plains of West Texas and Eastern New Mexico. Lubbock's location provides easy access to the Southwest, the Rocky Mountains, and the Great Plains Region.

Lubbock's mid-continent location and excellent transportation facilities will give your business ready access to any point in the North American Free Trade Market. Lubbock is a historical transportation hub and is positioned to serve as a strategic distribution point for the entire United States and the industrial cities of Northern Mexico.

Lubbock is also well-suited for regional and local distribution operations. Lubbock is the economic and retail center for a 40,000 square mile market area which covers West Texas and Eastern New Mexico. Freight companies such as FedEx and Airborne Express have long recognized the advantages of Lubbock's strategic location. In addition, several major national companies have chosen Lubbock as a regional distribution center for their products.

Lubbock, Texas

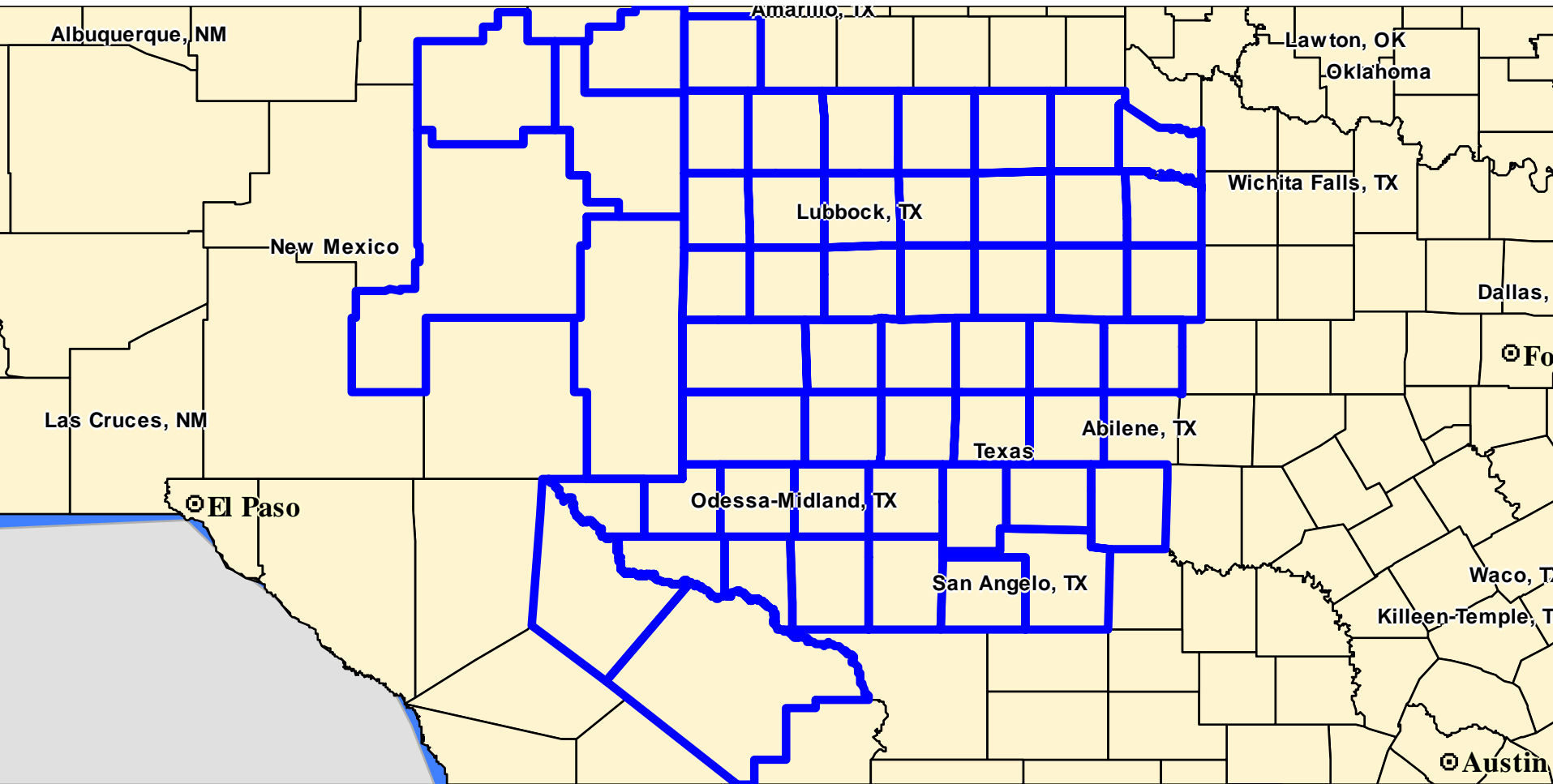
26-County Retail Trade Area



City of Lubbock, TX
Retail Trade Area
Population and Average Household Income

	<u>2008 Est.</u>		<u>2008</u>
<u>County</u>	<u>Population</u>		<u>Avg. Household Income</u>
1. Bailey	6,594	\$	42,042
2. Borden	627		53,330
3. Cochran	3,062		43,934
4. Cottle	1,614		43,270
5. Crosby	6,384		46,882
6. Dawson	13,916		51,883
7. Dickens	2,552		41,013
8. Floyd	6,831		47,296
9. Gaines	15,182		47,278
10. Garza	4,878		41,585
11. Hale	36,206		47,663
12. Hockley	22,576		49,131
13. Kent	699		49,413
14. King	267		37,578
15. Lamb	14,097		47,813
16. Lubbock	264,100		53,257
17. Lynn	6,113		45,776
18. Motley	1,225		47,098
19. Parmer	9,615		47,997
20. Scurry	16,178		50,547
21. Stonewall	1,320		45,050
22. Terry	12,271		47,040
23. Yoakum	7,486		51,196
24. Curry, NM	45,672		48,787
25. Lea, NM	57,973		48,682
26. Roosevelt, NM	18,663		46,646
TOTAL	576,101	\$	50,532

Wholesale Trade Area Lubbock, Texas



City of Lubbock, TX
Wholesale Trade Area
Population and Average Household Income

2008

County	Population	Avg. Household Income	County	Population	Avg. Household Income
Andrews	12,947	\$ 52,430	Mitchell	9,223	\$ 47,868
Bailey	6,594	42,042	Motley	1,225	47,098
Borden	627	53,330	Nolan	14,498	41,532
Cochran	3,062	43,934	Parmer	9,615	47,997
Coke	3,549	48,381	Pecos	15,944	43,246
Cottle	1,614	43,270	Reagan	2,935	46,481
Crane	3,806	54,042	Reeves	10,978	38,445
Crosby	6,384	46,882	Runnels	10,474	41,168
Dawson	13,916	51,883	Scurry	16,178	50,547
Dickens	2,552	41,013	Sterling	1,205	53,439
Ector	130,383	54,935	Stonewall	1,320	45,050
Fisher	3,926	42,835	Terry	12,271	47,040
Floyd	6,831	47,296	Tom Green	103,619	50,292
Foard	1,490	41,679	Upton	3,054	46,132
Gaines	15,182	47,278	Ward	10,194	46,156
Garza	4,878	41,585	Winkler	6,453	44,432
Glasscock	1,200	65,925	Yoakum	7,486	51,196
Hale	36,206	47,663	Chaves, NM	62,902	49,213
Haskell	5,247	41,445	Curry, NM	45,672	48,787
Hockley	22,576	49,131	De Baca, NM	1,919	40,997
Howard	32,119	47,341	Lea, NM	57,973	48,682
Irion	1,826	60,331	Roosevelt, NM	18,663	46,646
Jones	19,293	46,496	TOTAL	1,181,388	\$52,396
Kent	699	49,413			
King	267	37,578			
Knox	3,536	38,979			
Lamb	14,097	47,813			
Loving	58	90,935			
Lubbock *	264,100	53,257			
Lynn	6,113	45,776			
Martin	4,349	51,825			
Midland	128,160	71,519			

Sources: Population Estimates: City of Lubbock Planning Dept. and Decision Data Resources
Average Household Income: Decision Data Resources

9 State Trade Area

