## APPENDICES



Appendix A:

























**Appendix B:** 





#### Brunswick town, NY\_2 Brunswick town, NY (3608310275) Geography: County Subdivision

esri

Top Tapestry Segments:		Demographic :	2010	2015
Cozy and Comfortable	38.4%	Population	12,036	12,121
In Style	26.3%	Households	4,834	4,888
Prosperous Empty Nesters	16.7%	Families	3,372	3,393
Exurbanites	13.3%	Median Age	44.0	44.4
Rustbelt Retirees	5.4%	Median Houser	\$72,453	\$81,077
	Spending Potential	Average Amount		
	Index	Spent		Total
Apparel and Services	83	\$1,993.51		\$9,636,625
Men's	79	\$361.37		\$1,746,846
Women's	77	\$636.07		\$3,074,764
Children's	85	\$339.56		\$1,641,434
Footwear	56	\$235.27		\$1,137,291
Watches & Jewelry	124	\$240.03		\$1,160,322
Apparel Products and Services (1)	194	\$181.21		\$875,968
Computer	118	\$129		\$1,243,078
Computers and Hardware for Home Use	117	\$223.28		\$1,079,342
Software and Accessories for Home Use	119	\$33.87		\$163,736
Entertainment & Recreation Fees and Admissions	123 <b>132</b>	\$3,980.21 \$818.75		\$19,240,358 \$3,957,841
Membership Fees for Clubs (2)	132	\$224.37		\$1,084,620
Fees for Participant Sports, excl. Trips	137	\$138.54		\$669,697
Admission to Movie/Theatre/Opera/Ballet	130	\$188.17		\$909,601
Admission to Sporting Events, excl. Trips	134	\$79.73		\$385,431
Fees for Recreational Lessons	134	\$187.06		\$904,254
Dating Services	114	\$0.88		\$4,238
TV/Video/Audio	117	\$1,454.62		\$ <b>7,031,641</b>
Community Antenna or Cable TV	118	\$851.88		\$4,118,002
Televisions	122	\$235.19		\$1,136,897
VCRs, Video Cameras, and DVD Players	113	\$23.00		\$111,162
Video Cassettes and DVDs	110	\$57.89		\$279,818
Video and Computer Game Hardware and S		\$67.38		\$325,721
Satellite Dishes	110	\$1.39		\$6,731
Rental of Video Cassettes and DVDs	110	\$45.48		\$219,868
Streaming/Downloaded Video	129	\$1.80		\$8,713
Audio (3)	110	\$161.79		\$782,077
Rental and Repair of TV/Radio/Audio	116	\$8.82		\$42,652
Pets	148	\$637.54		\$3,081,864
Toys and Games (4)	118	\$171.37		\$828,407
Recreational Vehicles and Fees (5)	114	\$367.95		\$1,778,672
Sports/Recreation/Exercise Equipment (6)	94	\$169.54		\$819,544
Photo Equipment and Supplies (7)	122	\$126.60		\$611,976
Reading (8)	129	\$199.83		\$965,985
Catered Affairs (9)	138	\$34.02		\$164,430
Food	118	\$9,048.41		\$43,740,037
Food at Home	116	\$5,211.51		\$25,192,438
Bakery and Cereal Products	118	\$702.91		\$3,397,882
Meat, Poultry, Fish, and Eggs	116	\$1,205.53		\$5,827,515
Dairy Products	116	\$578.28		\$2,795,397
Fruit and Vegetables	118	\$923.35		\$4,463,465
Snacks and Other Food at Home (10)	116	\$1,801.44		\$8,708,179
Food Away from Home	119	\$3,836.91		\$18,547,600
Alcoholic Beverages	122	\$697.36		\$3,371,025
Nonalcoholic Beverages at Home	115	\$502.65		\$2,429,821

	Spending Potential Index	Average Amount Spent	Total
Financial	118	\$3,844.00	\$37,163,772
Investments	124	\$2,161.85	\$10,450,360
Vehicle Loans	112	\$5,526.15	\$26,713,412
Health	122	\$277.04	\$4,017,594
Nonprescription Drugs	114	\$117.67	\$568,810
Prescription Drugs	123	\$614.59	\$2,970,906
Eyeglasses and Contact Lenses	129	\$98.86	\$477,878
Home	129	\$5,312.71	\$102,726,601
Mortgage Payment and Basics (11)	134	\$12,572.30	\$60,774,493
Maintenance and Remodeling Services	139	\$2,759.77	\$13,340,710
Maintenance and Remodeling Materials (12)	124	\$461.51	\$2,230,946
Utilities, Fuel, and Public Services	120	\$5,457.27	\$26,380,452
Household Furnishings and Equipment	117	\$192.85	\$7,457,835
Household Textiles (13)	121	\$160.98	\$778,181
Furniture	122	\$732.56	\$3,541,182
Floor Coverings	142	\$106.37	\$514,184
Major Appliances (14)	122	\$370.08	\$1,788,956
Housewares (15)	104	\$89.33	\$431,829
Small Appliances	121	\$39.73	\$192,052
Luggage	128	\$11.89	\$57,495
Telephones and Accessories	75	\$31.85	\$153,956
Household Operations	118	\$495.94	\$9,589,383
Child Care	117	\$541.42	\$2,617,219
Lawn and Garden (16)	130	\$542.56	\$2,622,715
Moving/Storage/Freight Express	104	\$63.41	\$306,539
Housekeeping Supplies (17)	119	\$836.35	\$4,042,910
Insurance	127	\$1,242	\$24,019,714
Owners and Renters Insurance	131	\$605.26	\$2,925,806
Vehicle Insurance	120	\$1,398.81	\$6,761,863
Life/Other Insurance	132	\$552.04	\$2,668,580
Health Insurance	125	\$2,412.80	\$11,663,465
Personal Care Products (18)	117	\$468.06	\$2,262,600
School Books and Supplies (19)	110	\$117.75	\$569,208
Smoking Products	107	\$456.32	\$2,205,834
Transportation	117	\$3,163.67	\$45,879,502
Vehicle Purchases (Net Outlay) (20)	116	\$5,081.99	\$24,566,341
Gasoline and Motor Oil	114	\$3,281.60	\$15,863,269
Vehicle Maintenance and Repairs	120	\$1,127.41	\$5,449,892
Travel	131	\$445.65	\$8,617,003
Airline Fares	131	\$598.64	\$ <b>2</b> ,893,812
Lodging on Trips	130	\$580.25	\$2,893,812
Auto/Truck/Van Rental on Trips	133	\$300.25 \$49.05	\$2,004,928 \$237,088
Food and Drink on Trips	133	\$49.05 \$554.65	\$2,681,175
וווע אוווע אוווע טוו דוףא מווע מווע	121	φ004.00	φ2,001,175

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

**Source:** ESRI forecasts for 2010 and 2015; Consumer Spending data are derived from the 2006 and 2007 Consumer Expenditure Surveys, Bureau of Labor Statistics.

(1) **Apparel Products and Services** includes material for making clothes, sewing patterns and notions, shoe repair and other shoe services, apparel laundry and dry cleaning, alteration, repair and tailoring of apparel, clothing rental and storage, and watch and jewelry repair.

(2) Membership Fees for Clubs includes membership fees for social, recreational, and civic clubs.

(3) Audio includes satellite radio service, sound components and systems, digital audio players, records, CDs, audio tapes, streaming/downloaded audio, tape recorders, radios, musical instruments and accessories, and rental and repair of musical instruments.

(4) **Toys and Games** includes toys, games, arts and crafts, tricycles, playground equipment, arcade games, and online entertainment and games.

(5) **Recreational Vehicles & Fees** includes docking and landing fees for boats and planes, purchase and rental of RVs or boats, and camp fees.

(6) **Sports/Recreation/Exercise Equipment** includes exercise equipment and gear, game tables, bicycles, camping equipment, hunting and fishing equipment, winter sports equipment, water sports equipment, other sports equipment, and rental/repair of sports/recreation/exercise equipment.

(7) Photo Equipment and Supplies includes film, film processing, photographic equipment, rental and repair of photo equipment, and photographer fees.

(8) **Reading** includes magazine and newspaper subscriptions, single copies of magazines and newspapers, and books.

(9) Catered Affairs includes expenses associated with live entertainment and rental of party supplies.

(10) Snacks and Other Food at Home includes candy, chewing gum, sugar, artificial sweeteners, jam, jelly, preserves, margarine, fat, oil, salad dressing, nondairy cream and milk, peanut butter, frozen prepared food, potato chips, nuts, salt, spices, seasonings, olives, pickles, relishes, sauces, gravy, other condiments, soup, prepared salad, prepared dessert, baby food, miscellaneous prepared food, and nonalcoholic beverages.

(11) **Mortgage Payment and Basics** includes mortgage interest, mortgage principal, property taxes, homeowners insurance, and ground rent.

(12) **Maintenance and Remodeling Materials** includes supplies/tools/equipment for painting and wallpapering, plumbing supplies and equipment, electrical/heating/AC supplies, materials for hard surface flooring, materials for roofing/gutters, materials for plaster/panel/siding, materials for patio/fence/brick work, landscaping materials, and insulation materials for owned homes.

(13) Household Textiles includes bathroom linens, bedroom linens, kitchen linens, dining room linens, other linens, curtains, draperies, slipcovers, decorative pillows, and materials for slipcovers and curtains.

(14) **Major Appliances** includes dishwashers, disposals, refrigerators, freezers, washers, dryers, stoves, ovens, microwaves, window air conditioners, electric floor cleaning equipment, sewing machines, and miscellaneous appliances.

(15) Housewares includes plastic dinnerware, china, flatware, glassware, serving pieces, nonelectric cookware, and tableware.

(16) Lawn and Garden includes lawn and garden supplies, equipment and care service, indoor plants, fresh flowers, and repair/rental of lawn and garden equipment.

(17) Housekeeping Supplies includes soaps and laundry detergents, cleaning products, toilet tissue, paper towels, napkins, paper/plastic/foil products, stationery, giftwrap supplies, postage, and delivery services.

(18) **Personal Care Products** includes hair care products, nonelectric articles for hair, wigs, hairpieces, oral hygiene products, shaving needs, perfume, cosmetics, skincare, bath products, nail products, deodorant, feminine hygiene products, and personal care appliances.

(19) School Books and Supplies includes school books and supplies for college, elementary school, high school, and preschool.

(20) Vehicle Purchases (Net Outlay) includes net outlay for new and used cars, trucks, vans, motorcycles, and motor scooters.

#### Brunswick town, NY\_4 Brunswick town, NY (3608310275) Geography: County Subdivision

Summary Demographics					
2010 Population	12,036				
2010 Households	4,834				
2010 Median Disposable Income	\$53,955				
2010 Per Capita Income	\$33,892				
Industry Summary	Demand	Supply	Retail Gap	Surplus / Leakage	Number of
	(Retail Potential)	(Retail Sales)	(Demand - Supply)	Factor	Businesses
Total Retail Trade and Food & Drink (NAICS 44-45, 722)	\$148,936,105	\$112,178,168	\$36,757,937	14.1	98
Total Retail Trade (NAICS 44-45)	\$128,275,662	\$103,447,493	\$24,828,169	10.7	76
Total Food & Drink (NAICS 722)	\$20,660,443	\$8,730,675	\$11,929,768	40.6	22
			\$73,515,874		
	Demand	Supply		Surplus / Leakage	Number of
Industry Group	(Retail Potential)	(Retail Sales)	Retail Gap	Factor	Businesses
Motor Vehicle & Parts Dealers (NAICS 441)	\$30,564,726	\$51,255,958	-\$20,691,232	-25.3	15
Automobile Dealers (NAICS 4411)	\$25,987,132	\$42,945,231	-\$16,958,099	-24.6	8
Other Motor Vehicle Dealers (NAICS 4412)	\$2,014,925	\$7,482,317	-\$5,467,392	-57.6	5
Auto Parts, Accessories, and Tire Stores (NAICS 4413)	\$2,562,669	\$828,410	\$1,734,259	51.1	2
Furniture & Home Furnishings Stores (NAICS 442)	\$1,027,076	\$1,298,785	-\$271,709	-11.7	4
Furniture Stores (NAICS 4421)	\$468,846	\$712,243	-\$243,397	-20.6	1
Home Furnishings Stores (NAICS 4422)	\$558,230	\$586,542	-\$28,312	-2.5	3
Electronics & Appliance Stores (NAICS 443/NAICS 4431)	\$3,710,038	\$844,978	\$2,865,060	62.9	6
Bldg Materials, Garden Equip. & Supply Stores (NAICS 444)	\$5,035,430	\$1,586,854	\$3,448,576	52.1	10
Building Material and Supplies Dealers (NAICS 4441)	\$4,702,208	\$1,297,004	\$3,405,204	56.8	7
Lawn and Garden Equipment and Supplies Stores (NAICS 4442)	\$333,222	\$289,850	\$43,372	7.0	3
Food & Beverage Stores (NAICS 445)	\$32,050,182	\$13,446,944	\$18,603,238	40.9	8
Grocery Stores (NAICS 4451)	\$29,961,189	\$10,803,129	\$19,158,060	47.0	3
Specialty Food Stores (NAICS 4452)	\$697,468	\$431,481	\$265,987	23.6	3
Beer, Wine, and Liquor Stores (NAICS 4453)	\$1,391,525	\$2,212,334	-\$820,809	-22.8	2
Health & Personal Care Stores (NAICS 446/NAICS 4461)	\$3,588,727	\$3,245,643	\$343,084	5.0	7
Gasoline Stations (NAICS 447/NAICS 4471)	\$21,547,827	\$4,518,937	\$17,028,890	65.3	5
Clothing and Clothing Accessories Stores (NAICS 448)	\$4,337,820	\$500,671	\$3,837,149	79.3	3
Clothing Stores (NAICS 4481)	\$3,214,142	\$142,393	\$3,071,749	91.5	1
Shoe Stores (NAICS 4482)	\$535,052	\$324,399	\$210,653	24.5	1
Jewelry, Luggage, and Leather Goods Stores (NAICS 4483)	\$588,626	\$33,879	\$554,747	89.1	1
Sporting Goods, Hobby, Book, and Music Stores (NAICS 451)	\$1,171,351	\$118,534	\$1,052,817	81.6	4
Sporting Goods/Hobby/Musical Instrument Stores (NAICS 4511)	\$655,257	\$118,534	\$536,723	69.4	4
Book, Periodical, and Music Stores (NAICS 4512)	\$516,094	\$0	\$516,094	100.0	C

**Data Note:** Supply (retail sales) estimates sales to consumers by establishments. Sales to businesses are excluded. Demand (retail potential) estimates the expected amount spent by consumers at retail establishments. Supply and demand estimates are in current dollars. The Leakage/Surplus Factor presents a snapshot of retail opportunity. This is a measure of the relationship between supply and demand that ranges from +100 (total leakage) to -100 (total surplus). A positive value represents 'leakage' of retail opportunity outside the trade area. A negative value represents a surplus of retail sales, a market where customers are drawn in from outside the trade area. The Retail Gap represents the difference between Retail Potential and Retail Sales. ESRI uses the North American Industry Classification System (NAICS) to classify businesses by their primary type of economic activity. Retail establishments are classified into 27 industry groups in the Retail Trade sector, as well as four industry groups within the Food Services & Drinking Establishments subsector

Company Facility differences

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Sources: Esri and Infogroup.



## Brunswick town, NY\_4

Brunswick town, NY (3608310275)

Geography: County Subdivision

Industry Group General Merchandise Stores (NAICS 452) Department Stores Excluding Leased Depts. (NAICS 4521) Other General Merchandise Stores (NAICS 4529)	Demand (Retail Potential) \$10,558,507 \$5,741,729 \$4,816,778	Supply (Retail Sales) \$25,334,941 \$21,406,835 \$3,928,106	Retail Gap -\$14,776,434 -\$15,665,106 \$888,672	Surplus / Leakage Factor -41.2 -57.7 10.2	Number of Businesses 4 1 3
Miscellaneous Store Retailers (NAICS 453)	\$3,270,334	\$1,035,315	\$2,235,019	51.9	9
Florists (NAICS 4531)	\$333,677	\$145,440	\$188,237	39.3	2
Office Supplies, Stationery, and Gift Stores (NAICS 4532)	\$289,285	\$171,967	\$117,318	25.4	1
Used Merchandise Stores (NAICS 4533)	\$829,583	\$438,604	\$390,979	30.8	3
Other Miscellaneous Store Retailers (NAICS 4539)	\$1,817,789	\$279,304	\$1,538,485	73.4	3
Nonstore Retailers (NAICS 454)	\$11,413,644	\$259,933	\$11,153,711	95.5	1
Electronic Shopping and Mail-Order Houses (NAICS 4541)	\$8,932,155	\$0	\$8,932,155	100.0	0
Vending Machine Operators (NAICS 4542)	\$824,555	\$0	\$824,555	100.0	0
Direct Selling Establishments (NAICS 4543)	\$1,656,934	\$259,933	\$1,397,001	72.9	1
Food Services & Drinking Places (NAICS 722)	\$20,660,443	\$8,730,675	\$11,929,768	40.6	22
Full-Service Restaurants (NAICS 7221)	\$8,299,610	\$2,376,118	\$5,923,492	55.5	11
Limited-Service Eating Places (NAICS 7222)	\$9,264,604	\$6,049,573	\$3,215,031	21.0	10
Special Food Services (NAICS 7223)	\$2,369,264	\$0	\$2,369,264	100.0	0
Drinking Places - Alcoholic Beverages (NAICS 7224)	\$726,965	\$304,984	\$421,981	40.9	1

### Leakage/Surplus Factor by Industry Subsector

	-10	0.0 -50	0.0 0	.0 50	.0 100.0
	Motor Vehicle & Parts Dealers				
	Furniture & Home Furnishings Stores		-		
	Electronics & Appliance Stores				
	Bldg Materials, Garden Equip. & Supply Stores		-		
NAICS	Food & Beverage Stores				
Industry	Health & Personal Care Stores				
Subsector	Gasoline Stations				
	Clothing and Clothing Accessories Stores				
	Sporting Goods, Hobby, Book, and Music Stores				
	General Merchandise Stores				
	Miscellaneous Store Retailers		-		1
	Nonstore Retailers				
	Food Services & Drinking Places				
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#### Brunswick town, NY\_4 Brunswick town, NY (3608310275) Geography: County Subdivision



#### Leakage/Surplus Factor by Industry Group

<--Surplus--Leakage-->

Sources: Esri and Infogroup.

# 07 Exurbanites



Segment Code .....07 Segment Name .......Exurbanites LifeMode Summary Group ......L1 High Society Urbanization Summary Group .....U7 Suburban Periphery I

#### Demographic

*Exurbanites* residents prefer an affluent lifestyle in open spaces beyond the urban fringe. Although 40 percent are empty nesters, another 32 percent are married couples with children still living at home. Half of the householders are aged between 45 and 64 years. They may be part of the "sandwich generation," because their median age of 45.5 years places them directly between paying for children's college expenses and caring for elderly parents. To understand this segment, the lifestage is as important as the lifestyle. There is little ethnic diversity; most residents are white.

#### Socioeconomic

The 65.2 percent labor force participation rate is slightly higher than the US rate of 62.4 percent, Approximately half work in substantive professional or management positions. These residents are educated; more than 40 percent of the population aged 25 years and older hold a bachelor's or graduate degree; approximately three in four have attended college. The median net worth is \$368,532, approximately four times the national figure. The median household income is \$84,522. More than 20 percent earn retirement income; another 57 percent receive additional income from investments.

#### Residential

Although Exurbanites neighborhoods are growing by 1.61 percent annually, they are not the newest areas. Recent construction comprises only 22 percent of the housing. Seventy percent of the housing units were built after 1969. Most are single-family homes. The median home value is \$248,490, more than one-and-one-half times the national median. Because Exurbanites cannot take advantage of public transportation, nearly 80 percent of the households own at least two vehicles. Their average commute time to work is comparable to the US average.

#### Preferences

Because of their lifestage, *Exurbanites* residents focus on financial security. They consult with financial planners; have IRA accounts; own shares in money market funds, mutual funds, and tax-exempt funds; own common stock; and track their investments online. Between long-term care insurance and substantial life insurance policies, they are well insured. Many have home equity lines of credit.

To improve their properties, *Exurbanites* residents work on their homes, lawns, and gardens. They buy lawn and garden care products, shrubs, and plants. Although they will also work on home improvements such as interior and exterior painting, they hire contractors for more complicated projects. To help them complete their projects, they own all kinds of home improvement tools such as saws, sanders, and wallpaper strippers.

They are very physically active; they lift weights, practice yoga, and jog to stay fit. They also go boating, hiking, and kayaking; play Frisbee; take photos; and go bird watching. When vacationing in the United States, they hike, downhill ski, play golf, attend live theater, and see the sights. This is the top market for watching college basketball and professional football games. They listen to public and news/talk radio and contribute to PBS. They participate in civic activities, serve on committees of local organizations, address public meetings, and help with fundraising. Many are members of charitable organizations.

# 13 In Style



#### Demographic

*In Style* residents live in the suburbs but prefer the city lifestyle. Professional couples predominate. Household distributions by type are similar to those of the United States. Married-couple families represent 54 percent of households. Households without children (married couples without children, single-person, shared, and other family types), comprise more than two-thirds of all households. This count is increasing. The population is slightly older, with a median age of 40 years. There is little diversity in these neighborhoods.

#### Socioeconomic

In Style residents are prosperous, with a median household income of \$70,745 and a median net worth of \$182,665. Wages and salaries provide income for 84 percent of the households; 47 percent also receive some form of investment income. In Style residents are more educated compared to the US level: 42 percent of the population aged 25 years and older hold a bachelor's or graduate degree. Labor force participation is 68.5 percent; unemployment is 8.4 percent. Fortysix percent of employed residents have professional or management positions, with above average concentrations in the finance, insurance, health care, technical services, and education industry sectors.

#### Residential

In Style residents live in affluent neighborhoods of metropolitan areas across the country. More suburban than urban, they embrace an urbane lifestyle; 14 percent prefer townhouses to traditional single-family homes chosen by 56 percent of the households. The median home value is \$218,289. The 68 percent rate of home ownership is just slightly above average. More than threequarters of the housing was built in the last 30 years.

#### Preferences

Computer savvy *In Style* residents go online daily to research real estate information; do their banking; track investments; trade stocks; book travel; and buy computer hardware or software, concert tickets, or tickets to sporting events. They use a financial planner and invest in stocks, bonds, money market funds, money market bank accounts, and securities. Looking toward the future, residents hold life insurance policies and contribute to IRA and 401(k) retirement accounts. To maintain their homes, they hire professional household cleaning services and contractors to remodel their kitchens.

Residents stay fit by exercising, eating a healthy diet to control their weight, buying low-fat foods, and taking vitamins. They attend live musical performances and gamble at casinos. They take domestic vacations to hike, golf, and go backpacking. They read magazines, listen to news-talk radio, and watch professional sports events and golf on TV.

## 14 Prosperous Empty Nesters

Segment Code	14	
Segment Name	Prosperous Empty Nesters	
LifeMode Summary Group	L5 Senior Styles	
Urbanization Summary GroupU7 Suburban Periphery I		



#### Demographic

Approximately 6 in 10 householders in *Prosperous Empty Nesters* neighborhoods are aged 55 years or older. Forty percent of the households are composed of married couples with no children living at home. Residents are enjoying the move from child-rearing to retirement. The median age is 48.9 years. Population in this segment is increasing slowly, at 0.53 percent annually; however, the pace will probably accelerate as the Baby Boomers mature. *Prosperous Empty Nesters* residents are not ethnically diverse; approximately 90 percent are white.

#### Socioeconomic

With a median net worth of \$261,595, *Prosperous Empty Nesters* invest prudently for the future. The median household income is \$67,295. Although 71 percent of the households earn income from wages and salaries, 59 percent receive investment income, 30 percent collect Social Security benefits, and 28 percent receive retirement income. Forty-one percent of residents aged 25 years and older hold bachelor's or graduate degrees; nearly 70 percent have attended college. Many residents who are still working have solid professional and management careers, especially in the education and health care industry sectors.

#### Residential

These residents live in established neighborhoods located throughout the United States; approximately onethird of these households are found on the East Coast. These neighborhoods experience little turnover from year to year. Seventy-seven percent of the housing was built before 1980. Most of the housing is single-family, with a median home value of \$193,784.

#### Preferences

Prosperous Empty Nesters residents value their health and financial well-being. Their investments include annuities, certificates of deposit held longer than six months, mutual funds, money market funds, tax-exempt funds, and common stock. They hold universal life insurance policies. Residents exercise regularly and take a multitude of vitamins. They refinish furniture and play golf. They also attend golf tournaments and sports events, particularly baseball games and college football games. They order by phone from catalogs and use coupons. Households are likely to own or lease a luxury car.

Prosperous Empty Nesters residents take pride in their homes and communities, so home remodeling, improvements, and lawn care are priorities. Residents will join a civic club or charitable organization, help with fund-raising, write to a radio station or newspaper editor, and volunteer. They travel extensively in the United States and abroad. They read biographies, mysteries, and history books; two or more daily newspapers; and business or fitness magazines. They watch golf, news, and talk programs on TV.

# 18 Cozy and Comfortable

Segment Code	18	
Segment Name	Cozy and Comfortable	
LifeMode Summary Group	L2 Upscale Avenues	
Urbanization Summary GroupU8 Suburban Periphery II		



#### Demographic

*Cozy and Comfortable* residents are middle-aged married couples who are comfortably settled in their singlefamily homes in older neighborhoods. The median age of 42.3 years is five years older than the US median of 37 years. Most residents are married without children or married couples with school-aged or adult children. With 8.7 million people, this is a relatively large segment that is growing moderately by 0.48 percent annually since 2000. Most of these residents are white.

#### Socioeconomic

Although the labor force is older, they are in no hurry to retire. The labor force participation rate is 65.7 percent; the unemployment figure is 9.3 percent. Employed residents work in professional, managerial, and service occupations in a variety of industry sectors. Occupation distributions are similar to US values. The median household income is \$65,665. Income for 80 percent of the households is earned from wages and salaries. Fortysix percent of households receive investment income. Their median net worth is \$181,850.

#### Residential

*Cozy and Comfortable* neighborhoods are located in suburban areas, primarily in the Midwest, Northeast, and South. Many residents are still living in the homes in which they raised their children. Single-family structures make up 88 percent of the household inventory. The median home value is \$154,868. Sixty-two percent of the housing units were built before 1970. Home ownership is at 85 percent.

#### Preferences

*Cozy and Comfortable* residents prefer to own certificates of deposit and consult a financial planner. They typically hold a second mortgage, a new car loan, a home equity line of credit, and a universal life insurance policy. Home improvement and remodeling projects are important to them. Although they will contract for some work, they attempt many projects, especially painting and lawn care. Depending on the season, they play golf or ice skate for exercise. They attend ice hockey games, watch science fiction movies on DVD, and take domestic vacations. They eat at family restaurants such as Friendly's, Bob Evans Farms, and Big Boy.

Going online isn't a priority, so they own older home computers. Television is very important; many households own four or more sets so they won't miss any of their favorite shows. They watch sports, particularly football, and news programs. Reading the Sunday newspaper is part of the routine for many.

## 29 Rustbelt Retirees

Segment Code ......29 Segment Name ......Rustbelt Retirees LifeMode Summary Group ......L5 Senior Styles Urbanization Summary Group ....U8 Suburban Periphery II



#### Demographic

Most of the households in these neighborhoods are married couples with no children or singles who live alone. Twenty percent are married couples with children. The median age is 45.6 years; more than one-third of the householders are aged 65 years or older. Seventeen percent are veterans. These neighborhoods are not ethnically diverse.

#### Socioeconomic

Although many residents still work, the labor force participation rate is 58 percent. Most households derive income from wages. However, 45 percent of households earn income from interest, dividends, and rental properties; 40 percent draw Social Security benefits; and 28 percent receive retirement income. The median household income is \$52,216, just below that of the US median. The median net worth is \$130,866, slightly above the US value. Overall, 86 percent of residents aged 25 years and older have graduated from high school, approximately 50 percent have attended college, and 20 percent hold a bachelor's or graduate degree.

#### Residential

Most *Rustbelt Retirees* neighborhoods can be found in older, industrial northeastern cities, especially in Pennsylvania, and other states surrounding the Great Lakes; 67 percent of the households are located in the Northeast and Midwest. Twenty-eight percent are in the South. Eighty-four percent of the housing is single-family homes with a median home value of \$119,104; threefourths were built before 1970. Unlike many retirees, these residents are content to stay put and live in the same house for years.

#### Preferences

These hardworking folks are settled; many have lived in the same house for years. Loyal to country and community, they tend to be politically conservative. They participate in public activities and fund-raising, visit elected officials, and work for political parties or candidates. They belong to fraternal organizations, unions, and veterans' clubs. Practical people who take pride in their homes and gardens, *Rustbelt Retirees* buy home furnishings and work on remodeling projects to update their houses. They watch their pennies, use coupons, and look for bargains at discount stores and warehouse clubs. They own savings bonds and certificates of deposit and hold life insurance policies.

They eat out at family restaurants such as Perkins and Friendly's and watch rented movies on DVD instead of going to the theater. They also go bowling, play cards and bingo, gamble in Atlantic City, and go to horse races. They watch home improvement shows, sports events, news programs, game shows, and old reruns on TV. Favorite channels include Home & Garden Television, the Hallmark Channel, and the Weather Channel. They listen to country, oldies, and sports radio and peruse the daily newspaper. **Appendix C:** 





## AGENDA

#### Town of Brunswick Focus Group Discussion on Key Community Economic Development Barriers and Opportunities

**Objectives:** To obtain information on economic development and market conditions, identify development issues, and solicit feedback on future opportunities for the Town of Brunswick.

I. Introductions......15 minutes

#### > Participants

- Laberge Group Consultants
  - Benjamin H. Syden, AICP, Director of Planning & Community Development
  - Stephanie L. Siciliano, AICP, Senior Planner
- II. Project Overview ......10 minutes
  - > Brief explanation of the Comprehensive Plan Update and planning process
- III. Facilitated Discussion ......60 minutes

#### **Talking Points**

- Generally speaking, what economic development opportunities exist in the Town of Brunswick and Rensselaer County? What are the area's key assets for economic development?
- > What sectors of the economy are growing in the Town of Brunswick? Is there a need for additional sites or buildings to support these uses?
- How would you characterize the market for the following types of real estate in the Town of Brunswick? Generally what are current vacancy rates and prices per square foot?
  - Light Industrial
  - Office
  - o Retail
  - o Residential
- > What types of amenities, stores, or services are needed in Town of Brunswick? Are there specific gaps in the current mix of goods and services that should be addressed to increase retail sales and enhance tourism?
- > What are the most significant challenges to new development or redevelopment and how should these challenges be addressed?
- IV. Wrap Up & Next Steps ......5 minutes



## Town of Brunswick Business-Owner Questionnaire

Name:
Contact Number
Business Name or Area of Interest:

#### 1. What are Brunswick's *strengths* as a place to do business?

2. What are Brunswick's *weaknesses* as a place to do business? What hinders or has the potential for hindering your business plans in the future?

**3.** What is the most important action that should be taken to improve the local business climate and enhance economic development in the Town of Brunswick?



## Town of Brunswick Business-Owner Questionnaire

4. In your opinion, what types of stores, services, or other businesses are most needed and would be most successful in Brunswick?

5. How do you market your business?

6. How can the Town better utilize its economic assets?

#### PLEASE RETURN COMPLETED QUESTIONNAIRE TO: Laberge Group, Attn: Stephanie Siciliano 4 Computer Drive West Albany, NY 12205 Phone: (518) 458-7112 Fax: (518) 458-1879 Email: ssiciliano@labergegroup.com



# PLEASE JOIN US













# **Attention Brunswick Residents**

The Town of Brunswick is updating the Comprehensive Plan. The Plan will analyze the Town's exiting conditions, summarize the Town's assets, and provide local government, businesses, and citizens with a guide for the future preservation and growth of the community. Please join us for a Visioning Workshop. The workshop will focus on issues of quality of life, land use, traffic

and pedestrian safety concerns, connectivity between neighborhoods, as well as opportunities for community enhancements. The outcome of this public workshop will help the Town prioritize economic development and community revitalization projects to make the Town a more desirable place to live, work, and visit.

# Share YOUR Vision

WHO:	All interested Brunswick residents, business- owners, property-owners, community groups, etc.
WHAT:	Visioning Workshop
WHEN:	Tuesday March 6, 2012
	7:00 p.m. – 8:30 p.m.
WHERE:	Tamarac High School Cafeteria
	3992 NY2, Troy, NY 12180

For more information please contact the Town Supervisor at: (518) 279-3461















Town of Brunswick Comprehensive Plan

Group























Town of Brunswick Comprehensive Plan



Town of Brunswick Comprehensive Plan

Laberge Group


































**Appendix D:** 





# Attention Town of Brunswick Residents and Business-owners

Take an Active Role for the Future of Your Community!

Complete the Online Community Survey on the Town of Brunswick web page <u>http://www.townofbrunswick.org</u>

> If you do not have Internet access, ask for a paper copy from the Town Clerk

> > Thank you for participating!







1. WHAT IS YOUR GENDER?				
Respons Percent	-			
Male 50.89	6 130			
Female 49.29	6 126			
answered question	า 256			
skipped question	า 4			

#### 2. PLEASE INDICATE WHICH OF THE FOLLOWING APPLIES TO YOU.

	Response Percent	Response Count
Homeowner	95.4%	247
Renter	3.9%	10
Neither	0.8%	2
	answered question	259
	skipped question	1

#### 3. PLEASE INDICATE YOUR AGE.

Response Percent	Response Count
1-15 <b>[</b> 0.4%	1
26-34 10.5%	27
55-64 27.6%	71
16-20 <b>[</b> 0.4%	1
35-44 17.9%	46
65-74 12.5%	32
21-25	1
45-54 26.5%	68
75+ 3.9%	10
answered question	257
skipped question	3

#### 4. HOW MANY YEARS HAVE YOU LIVED IN BRUNSWICK?

	Response Percent	Response Count
0-5	13.9%	36
6-10	13.9%	36
11-20	23.9%	62
21+	48.3%	125
	answered question	259
	skipped question	1

#### 5. CHECK THE BOX THAT BEST DESCRIBES YOUR NEIGHBORHOOD OR PROPERTY.

	Response Percent	Response Count
Urban	1.9%	5
Suburban	53.7%	138
Rural	29.2%	75
Working Agriculture	11.7%	30
Abandoned Agriculture	2.3%	6
Commercial	1.2%	3
	answered question	257
	skipped question	3

#### 6. ARE YOU SATISFIED WITH THE FOLLOWING MUNICIPAL OR LOCAL SERVICES?

	YES	NO	NO OPINION	Response Count
Fire protection	84.2% (219)	3.8% (10)	11.9% (31)	260
Emergency services	83.4% (216)	1.9% (5)	14.7% (38)	259
Library	70.3% (180)	10.5% (27)	19.1% (49)	256
Garbage/recycling	66.4% (170)	18.0% (46)	15.6% (40)	256
Road maintenance/snow removal	78.8% (205)	15.4% (40)	5.8% (15)	260
Sidewalk maintenance	24.7% (63)	14.9% (38)	60.4% (154)	255
Public water service	46.7% (120)	16.0% (41)	37.4% (96)	257
Public sewer service	21.6% (55)	22.4% (57)	56.1% (143)	255
Responsiveness of town government/staff	55.1% (141)	23.4% (60)	21.5% (55)	256
Recreational and community facilities	71.1% (182)	12.5% (32)	16.4% (42)	256
Programs/activities for senior citizens	21.6% (55)	7.1% (18)	71.4% (182)	255
Programs/activities for youth and teenagers	44.3% (113)	9.4% (24)	46.3% (118)	255
Economic development efforts	30.8% (78)	39.9% (101)	29.2% (74)	253
Code enforcement and permitting	46.1% (118)	27.7% (71)	26.2% (67)	256
Planning and zoning approval process	26.6% (68)	47.3% (121)	26.2% (67)	256
			answered question	260
			skipped question	0

#### 7. DO YOU CONSIDER THE FOLLOWING TO BE A PRIORITY FOR BRUNSWICK?

	YES	NO	NO OPINION	Response Count
Improve traffic flow and safety on NYS Route 7 (Hoosick Rd.)	91.0% (232)	7.8% (20)	1.2% (3)	255
Improve pedestrian crossing areas for safety	54.3% (138)	28.3% (72)	17.3% (44)	254
Expand and maintain the existing sidewalk system	48.8% (123)	34.5% (87)	16.7% (42)	252
Connect neighborhoods with new walking trails and/or bike paths	59.1% (149)	32.5% (82)	8.3% (21)	252
Expand public transportation options	43.5% (108)	35.9% (89)	20.6% (51)	248
Reduce speed limit on Route 7	21.2% (54)	67.8% (173)	11.0% (28)	255
Reduce speed limit on Route 2	23.6% (60)	65.0% (165)	11.4% (29)	254
Expand public sewer district	50.8% (130)	31.6% (81)	17.6% (45)	256
Expand public water district	41.3% (105)	33.5% (85)	25.2% (64)	254
Expand availability of natural gas for residential/commercial use	63.7% (163)	19.1% (49)	17.2% (44)	256
Improve and expand parks and recreation to cater to all age groups	60.1% (152)	24.5% (62)	15.4% (39)	253
Encourage developers to provide open space, parks, trails in large developments	75.1% (190)	17.8% (45)	7.1% (18)	253
Plan additional community gatherings and events	41.4% (104)	30.7% (77)	27.9% (70)	251
Encourage new housing and commercial development in areas where existing roads and water/sewer infrastructure currently exist	55.1% (141)	37.9% (97)	7.0% (18)	256
Provide more affordable senior housing opportunities	40.3% (102)	28.9% (73)	30.8% (78)	253

Limit sprawl and preserve the rural character of the town	74.5% (190)			
	14.070 (100)	18.0% (46)	7.5% (19)	255
Update the zoning ordinance and clarify regulatory procedures	71.5% (181)	11.5% (29)	17.0% (43)	253
Develop design guidelines for architecture, lighting, and landscaping	48.6% (123)	36.0% (91)	15.4% (39)	253
Update the Planned Development District (PDD) section of the zoning ordinance with more detailed criteria/requirements for approval	66.0% (169)	17.2% (44)	16.8% (43)	256
Enforce current zoning laws and building codes	74.2% (190)	13.7% (35)	12.1% (31)	256
Promote a diversity of small business and services to provide jobs and support the community	81.8% (207)	8.7% (22)	9.5% (24)	253
Encourage new businesses to occupy vacant buildings in existing commercial areas	93.8% (240)	3.5% (9)	2.7% (7)	256
Promote and support agricultural business and preserve farmland	87.8% (224)	5.9% (15)	6.3% (16)	255
Preserve wetlands, streams, steep slopes, and sensitive wildlife habitats	84.3% (214)	10.2% (26)	5.5% (14)	254
Protect groundwater/drinking water supplies	94.9% (241)	2.0% (5)	3.1% (8)	254
Preserve and maintain historical resources for future enjoyment	79.9% (203)	8.7% (22)	11.4% (29)	254
			answered question	259
			skipped question	1

#### 8. DO YOU FEEL THAT THE TOWN SHOULD?

	YES	NO	NO OPINION	Response Count
Increase zoning and land use restrictions to slow the pace of commercial and housing development	64.3% (148)	31.7% (73)	3.9% (9)	230
Reduce zoning and land use restrictions and allow a wider range of development options	31.1% (71)	60.5% (138)	8.3% (19)	228
			answered question	253
			skipped question	7

## 9. WHAT TYPE OF HOUSING AND COMMERCIAL DEVELOPMENT SHOULD BE ENCOURAGED IN THE TOWN OF BRUNSWICK?

	STRONG NEED	SOME NEED	NO NEED	Response Count
Single-Family Housing	35.7% (87)	44.3% (108)	20.1% (49)	244
Multi-Family Housing (owner- occupied)	12.9% (31)	44.2% (106)	42.9% (103)	240
Multi-Family Housing (renter - occupied)	5.4% (13)	27.2% (65)	67.4% (161)	239
Senior Housing	25.2% (62)	47.6% (117)	27.2% (67)	246
Mixed Use (residential and commercial in a neighborhood setting)	21.5% (51)	40.9% (97)	37.6% (89)	237
Childcare/daycare	20.9% (49)	51.1% (120)	28.1% (66)	235
Professional offices	18.9% (46)	54.7% (133)	26.3% (64)	243
Small home-based business	21.8% (53)	54.3% (132)	23.9% (58)	243
Restaurants	44.0% (109)	40.3% (100)	15.7% (39)	248
Coffee shop/bakery	29.8% (72)	44.2% (107)	26.0% (63)	242
Grocery store	37.9% (94)	26.6% (66)	35.5% (88)	248
Specialty food/health food stores	25.6% (63)	40.7% (100)	33.7% (83)	246
Garden center (nursery and lumber)	32.6% (79)	30.2% (73)	37.2% (90)	242
Fabric/craft hobby store	13.2% (32)	34.6% (84)	52.3% (127)	243
Agricultural business	32.2% (78)	45.5% (110)	22.3% (54)	242
Sporting goods	14.1% (34)	39.8% (96)	46.1% (111)	241
Outlet retail clothing shops	22.4% (55)	30.5% (75)	47.2% (116)	246
Salon/day spa	9.5% (23)	30.0% (73)	60.5% (147)	243
Bowling alley or other indoor recreation	17.6% (43)	34.0% (83)	48.4% (118)	244
Pharmacy/drug store	7.4% (18)	20.6% (50)	72.0% (175)	243

Home improvement/large appliance store	21.5% (52)	25.6% (62)	52.9% (128)	242
Antique shops	11.2% (27)	45.6% (110)	43.2% (104)	241
Low impact industry	21.7% (53)	46.3% (113)	32.0% (78)	244
			answered question	254
			skipped question	6

## 10. ARE YOU CONSIDERING LEAVING THE TOWN OF BRUNSWICK FOR ANY OF THE FOLLOWING REASONS?

	YES	NO	NO OPINION	Response Count
Not enough housing availability and/or alternative housing styles	5.4% (13)	88.4% (214)	6.2% (15)	242
Not enough employment opportunities	5.8% (14)	85.9% (207)	8.3% (20)	241
Not enough community events	2.1% (5)	90.9% (220)	7.0% (17)	242
Lack of support or understanding of agricultural needs	6.7% (16)	79.8% (190)	13.4% (32)	238
Increase in taxes	34.8% (85)	57.0% (139)	8.2% (20)	244
Changes to the School District	20.0% (48)	68.3% (164)	11.7% (28)	240
Not enough parks and recreational opportunities	9.1% (22)	84.2% (203)	6.6% (16)	241
Loss of community character	26.3% (63)	65.0% (156)	8.8% (21)	240
Retirement	14.6% (35)	76.3% (183)	9.2% (22)	240
Not enough retail shopping opportunities	12.7% (30)	79.7% (189)	7.6% (18)	237
Too much traffic	33.8% (81)	60.8% (146)	5.4% (13)	240
Too far to drive to seek services	12.6% (30)	82.8% (198)	4.6% (11)	239
Not enough restaurants or other entertainment activities for adults	20.1% (48)	76.2% (182)	3.8% (9)	239

Not enough entertainment activities for children	11.4% (27)	77.2% (183)	11.4% (27)	237
Lack of public water	13.4% (32)	78.2% (186)	8.4% (20)	238
Lack of public sewer	19.7% (47)	71.5% (171)	8.8% (21)	239
Too many land use restrictions	11.4% (27)	75.5% (179)	13.1% (31)	237
Not enough land use restrictions	22.5% (53)	61.0% (144)	16.5% (39)	236
			answered question	246
			skipped question	14

# 11. OF THE FOLLOWING, WHAT ARE THE MOST POSITIVE ASPECTS OF LIVING IN THE TOWN OF BRUNSWICK, IN YOUR OPINION? (mark all that apply)

	Response Percent	Response Count
Rural lifestyle	75.2%	191
Close knit community	31.9%	81
Scenic beauty	82.7%	210
School district	31.9%	81
Low crime rate	70.9%	180
Close to work and shopping	44.1%	112
Recreational facilities	13.8%	35
Community services	14.6%	37
	answered question	254
	skipped question	6

## 12. HOW OFTEN DO YOU SHOP OR SEEK SERVICES IN CITIES OR TOWNS OTHER THAN BRUNSWICK?

	Response Percent	Response Count
Several times a week	53.1%	136
At least once a week	31.6%	81
Once every few weeks	10.5%	27
Once a month	3.9%	10
Once a year	0.4%	1
Never (all of my shopping and service needs are met in Brunswick)	0.4%	1
	answered question	256
	skipped question	4

#### 13. PLEASE FEEL FREE TO PROVIDE ANY ADDITIONAL COMMENTS THAT YOU HAVE ABOUT BRUNSWICK OR THE COMPREHENSIVE PLAN BELOW:

	Response Count
	134
answered question	134
skipped question	126