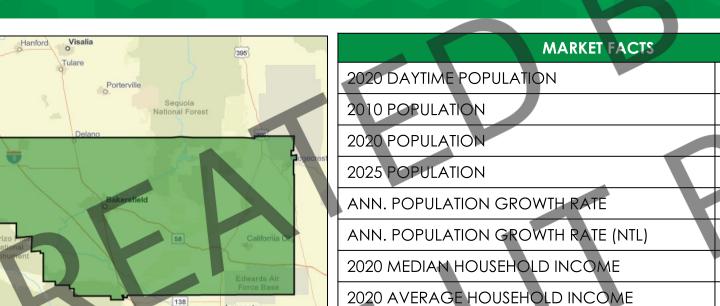
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BAKERSFIELD, CA MARKET ASSESSMENT



#### **BAKERSFIELD METROPOLITAN AREA**



Lancaster

Palmdale





2020 MEDIAN AGE

2020 TOTAL HOUSEHOLDS



879,871

839,631

905,189

938,629

0.73%

0.83%

\$52,884

\$74,123

32

273,158

## **BAKERSFIELD METROPOLITAN AREA**MARKET POTENTIAL INDEX



Consumer Behavior	Expected # of Adults/HHs	Market Potential Index
Went to fast casual or drive-in restaurant in last 6 months	569,070	97
Went to fast casual or drive-in restaurant in last 6 months: lunch	299,666	93
Went to fast casual or drive-in restaurant in last 6 months: dinner	278,273	93
Went to fast casual or drive-in restaurant in last 6 months: weekday	341,385	90
Went to fast casual or drive-in restaurant in last 6 months: weekend	291,760	97
Spent at fast casual restaurant in last 30 days: <\$11	21,814	83
Spent at fast casual restaurant in last 30 days: \$11-\$20	59,033	90
Spent at fast casual restaurant in last 30 days: \$21-\$40	92,652	89
Spent at fast casual restaurant in last 30 days: \$41-50	52,102	95
Spent at fast casual restaurant in last 30 days: \$51-\$100	117,238	106
Consumer Spending	Average Amount Spent	Spend Potential Index
Food away from home	\$3,110	86
Food away from home: lunch	\$1,000	86
Food away from home: dinner	\$1,522	85

#### **BAKERSFIELD METROPOLITAN AREA** TAPESTRY SEGMENTATION

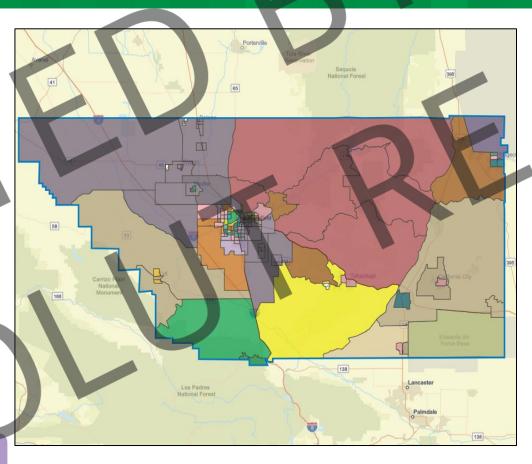
#### TAPESTRY SEGMENTATION **TAPESTRY SEGMENT PERCENT** CUMULATIVE PERCENT 14.6% Valley Growers - 7E 14.6% Up & Coming 7.3% 21.9% Families - 7A 6.4% Barrios Urbanos - 7D 28.3%





Own late model compact car, SUV

Households: 1,256,773



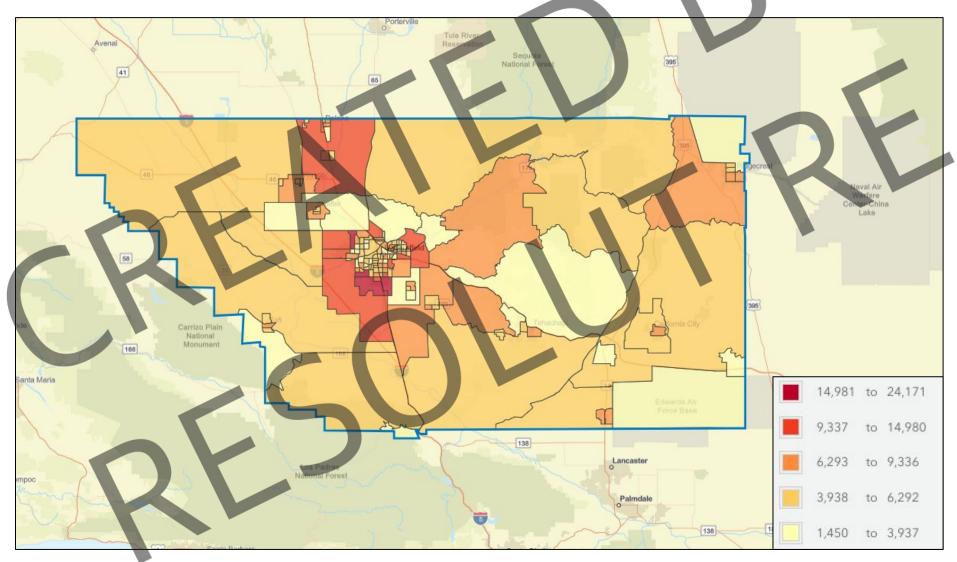




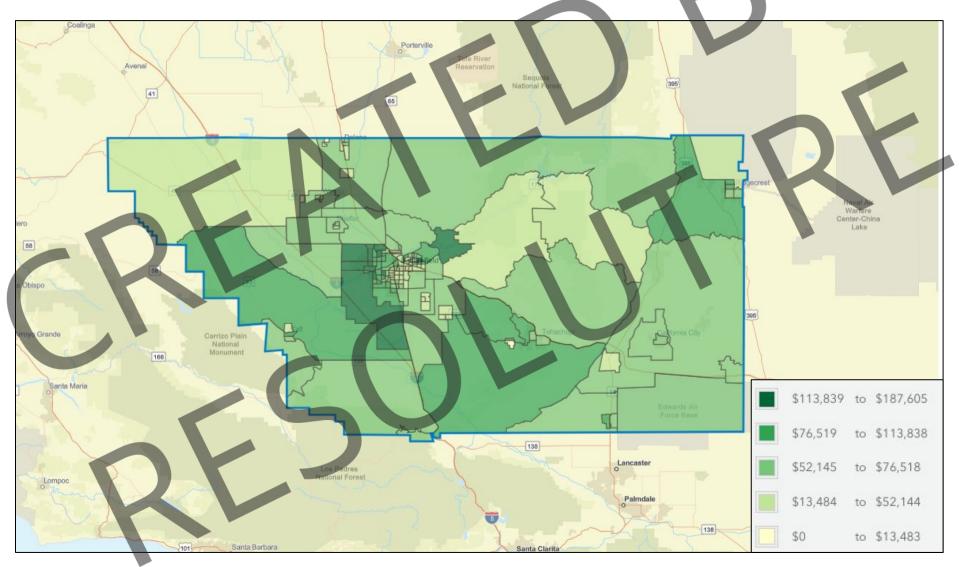


Note: While the Tapestry bricks (see left) have one color per LifeMode Group (i.e 1A-1E are orange), in the Tapestry map above, Tapestry segments within the same LifeMode group (i.e 1A, 1B) will be different shades of their LifeMode color to allow differentiation. BAKERSFIELD METROPOLITAN AREA
2020 POPULATION DENSITY









# BAKERSFIELD METROPOLITAN AREA COMPETITION

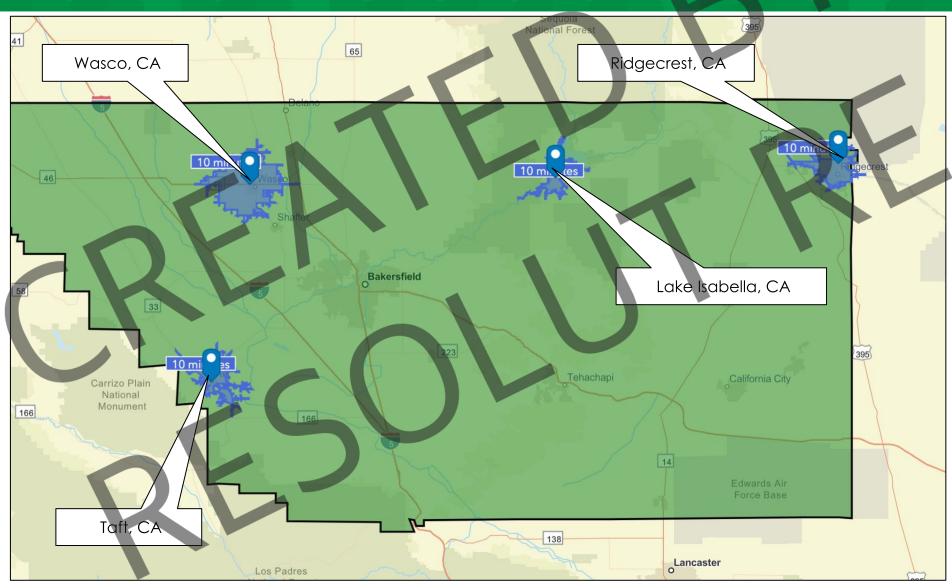


# RESOLU RE

- RESTAURANT A 13
- RESTAURANT B 15
- RESTAURANT C 4
- RESTAURANT D 19
- RESTAURANT E 6
- RESTAURANT F 0

# **EXISTING SITES - 10 MINUTE DRIVE TIME**BAKERSFIELD METROPOLITAN AREA





#### **EXISTING SITE - WASCO, CA - 10 MINUTE DRIVE TIME**





MARKET FACTS			
2020 DAYTIME POPULATION	21,155		
2010 POPULATION	26,107		
2020 POPULATION	28,127		
2025 POPULATION	29,564		
ANN. POPULATION GROWTH RATE	1.00%		
ANN. POPULATION GROWTH RATE (NTL)	0.83%		
2020 median Household income	\$39,250		
2020 AVERAGE HOUSEHOLD INCOME	\$50,634		
MEDIAN AGE	29		
TOTAL HOUSEHOLDS	5,948		

## EXISTING SITE - WASCO, CA - 10 MINUTE DRIVE TIME MARKET POTENTIAL INDEX



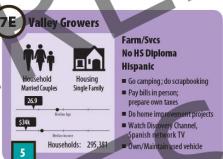
Consumer Behavior	Expected # of Adults/HHs	Market Potential Index
Went to fast casual or drive-in restaurant in last 6 months	13,275	73
Went to fast casual or drive-in restaurant in last 6 months: lunch	5,863	59
Went to fast casual or drive-in restaurant in last 6 months: dinner	5,221	57
Went to fast casual or drive-in restaurant in last 6 months: weekday	6,177	53
Went to fast casual or drive-in restaurant in last 6 months: weekend	5,993	64
Spent at fast casual restaurant in last 30 days: <\$11	556	68
Spent at fast casual restaurant in last 30 days: \$11-\$20	1,181	58
Spent at fast casual restaurant in last 30 days: \$21-\$40	1,727	54
Spent at fast casual restaurant in last 30 days: \$41-50	1,136	67
Spent at fast casual restaurant in last 30 days: \$51-\$100	3,181	93
Consumer Spending	Average Amount Spent	Spend Potential Index
Food away from home	\$2,256	62
Food away from home: lunch	\$731	62
Food away from home: dinner	\$1,088	60

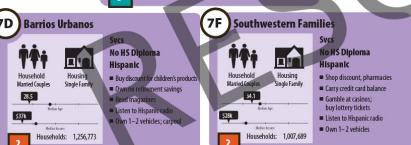
## EXISTING SITE - WASCO, CA - 10 MINUTE DRIVE TIME TAPESTRY SEGMENTATION

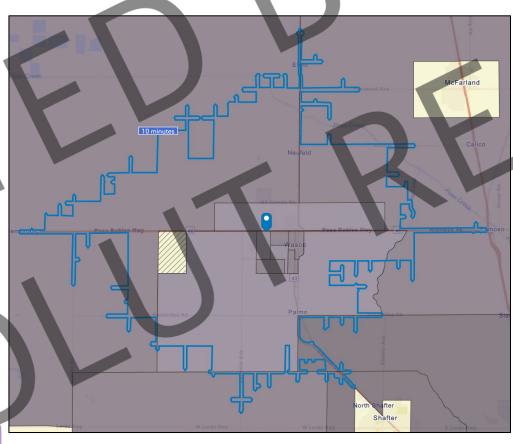


TADECTOV	CECAAENTATION
IAPESIKI	SEGMENTATION

TAPESTRY SEGMENT	PERCENT	CUMULATIVE PERCENT
Valley Growers - 7E	56.7%	56.7%
Barrios Urbanos - 7D	42.2%	99.0%
Southwestern Families - 7F	1.0%	100%







VALLEY GROWERS





Note: While the Tapestry bricks (see left) have one color per LifeMode Group (i.e 1A-1E are orange), in the Tapestry map above, Tapestry segments within the same LifeMode group (i.e 1A, 1B) will be different shades of their LifeMode color to allow differentiation.

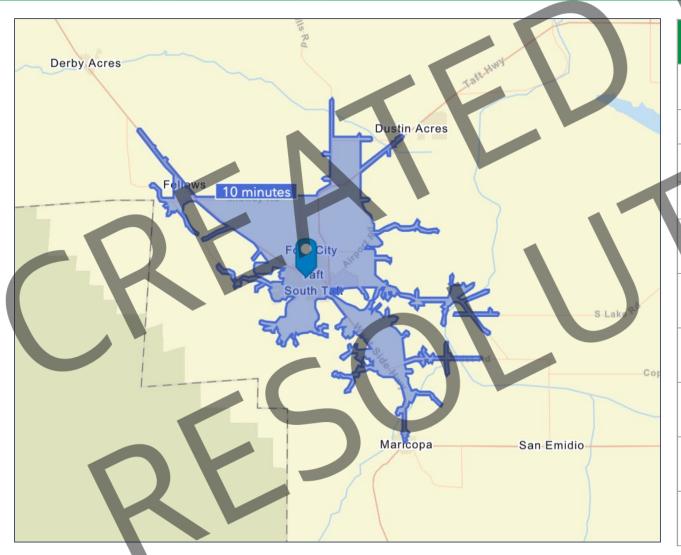
# EXISTING SITE - WASCO, CA - 10 MINUTE DRIVE TIME EXISTING COMPETITION



- RESTAURANT A 1
- RESTAURANT B 1
- RESTAURANT C 0
- RESTAURANT D 1
- RESTAURANT E 0
- RESTAURANT F 0

#### **EXISTING SITE - TAFT, CA - 10 MINUTE DRIVE TIME**





MARKET FACTS		
2020 DAYTIME POPULATION	13,271	
2010 POPULATION	15,150	
2020 POPULATION	15,178	
2025 POPULATION	15,629	
ANN. POPULATION GROWTH RATE	0.59%	
ANN. POPULATION GROWTH RATE (NTL)	0.83%	
2020 MEDIAN HOUSEHOLD INCOME	\$46,063	
2020 AVERAGE HOUSEHOLD INCOME	\$68,005	
MEDIAN AGE	31	
TOTAL HOUSEHOLDS	4,780	

## EXISTING SITE - TAFT, CA - 10 MINUTE DRIVE TIME MARKET POTENTIAL INDEX

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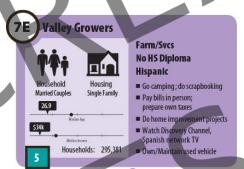
Consumer Behavior	Expected # of Adults/HHs	Market Potential Index
Went to fast casual or drive-in restaurant in last 6 months	9,790	100
Went to fast casual or drive-in restaurant in last 6 months: lunch	4,730	89
Went to fast casual or drive-in restaurant in last 6 months: dinner	4,651	94
Went to fast casual or drive-in restaurant in last 6 months: weekday	5,449	87
Went to fast casual or drive-in restaurant in last 6 months: weekend	4,338	87
Spent at fast casual restaurant in last 30 days: <\$11	373	85
Spent at fast casual restaurant in last 30 days: \$11-\$20	935	86
Spent at fast casual restaurant in last 30 days: \$21-\$40	1,596	92
Spent at fast casual restaurant in last 30 days: \$41-50	1,067	117
Spent at fast casual restaurant in last 30 days: \$51-\$100	1,971	107
Consumer Spending	Average Amount Spent	Spend Potential Index
Food away from home	\$2,930	81
Food away from home: lunch	\$952	82
Food away from home: dinner	\$1,415	79

#### **EXISTING SITE - TAFT, CA - 10 MINUTE DRIVE TIME** TAPESTRY SEGMENTATION



#### TAPESTRY SEGMENTATION

TAPESTRY SEGMENT	PERCENT	CUMULATIVE PERCENT
Valley Growers - 7E	36.6%	36.6%
Diners & Miners - 10C	29.5%	66.1%
Traditional Living - 12B	29.5%	95.6%







Carry credit card balances, student loans ■ Eat fast food

■ Watch OVC, CMT. Game Show Network ■ Own 1-2 vehicles





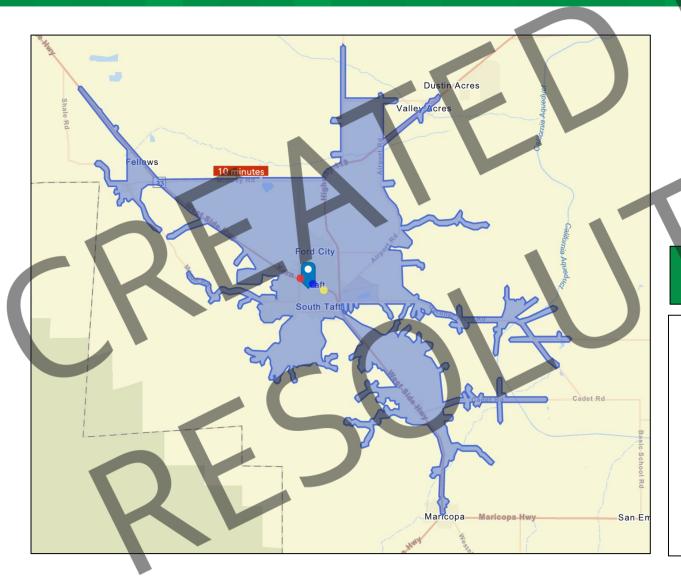
10 minutes

DINERS & MINERS



Note: While the Tapestry bricks (see left) have one color per LifeMode Group (i.e 1A-1E are orange), in the Tapestry map above, Tapestry segments within the same LifeMode group (i.e 1A, 1B) will be different shades of their LifeMode color to allow differentiation.

# **EXISTING SITE - TAFT, CA - 10 MINUTE DRIVE TIME** EXISTING COMPETITION



# RESOLU RESOLU

- RESTAURANT A 2
- RESTAURANT B 1
- RESTAURANT C 0
- RESTAURANT D 1
- RESTAURANT E 0
- RESTAURANT F 0

#### EXISTING SITE - LAKE ISABELLA, CA - 10 MINUTE DRIVE TIME





MARKET FACTS		
2020 DAYTIME POPULATION	6,266	
2010 POPULATION	5,615	
2020 POPULATION	5,875	
2025 POPULATION	6,065	
ANN. POPULATION GROWTH RATE	0.64%	
ANN. POPULATION GROWTH RATE (NTL)	0.83%	
2020 median household income	\$26,041	
2020 AVERAGE HOUSEHOLD INCOME	\$41,761	
MEDIAN AGE	53	
TOTAL HOUSEHOLDS	2,663	

# EXISTING SITE - LAKE ISABELLA, CA - 10 MINUTE DRIVE TIME MARKET POTENTIAL INDEX

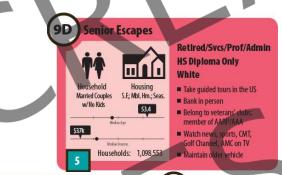
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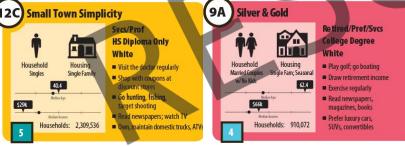
Consumer Behavior	Expected # of Adults/HHs	Market Potential Index
Went to fast casual or drive-in restaurant in last 6 months	4,382	99
Went to fast casual or drive-in restaurant in last 6 months: lunch	2,223	93
Went to fast casual or drive-in restaurant in last 6 months: dinner	2,135	96
Went to fast casual or drive-in restaurant in last 6 months: weekday	2,910	103
Went to fast casual or drive-in restaurant in last 6 months: weekend	1,838	81
Spent at fast casual restaurant in last 30 days: <\$11	162	82
Spent at fast casual restaurant in last 30 days: \$11-\$20	522	106
Spent at fast casual restaurant in last 30 days: \$21-\$40	946	121
Spent at fast casual restaurant in last 30 days: \$41-50	393	96
Spent at fast casual restaurant in last 30 days: \$51-\$100	573	99
Consumer Spending	Average Amount Spent	Spend Potential Index
Food away from home	\$1,730	48
Food away from home: lunch	\$573	49
Food away from home: dinner	\$834	46

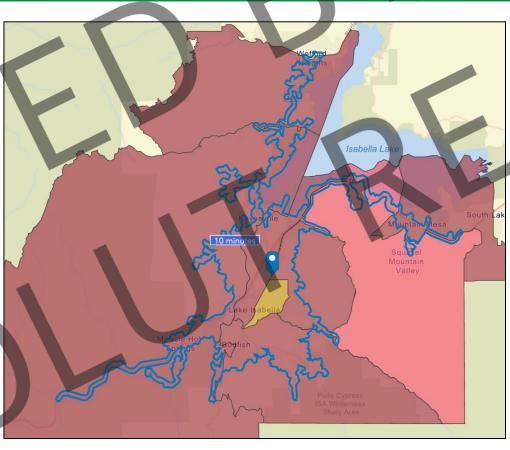
## EXISTING SITE - LAKE ISABELLA, CA - 10 MINUTE DRIVE TIME TAPESTRY SEGMENTATION



TAPESTRY SEGMENTATION			
TAPESTRY SEGMENT	PERCENT	CUMULATIVE PERCENT	
Senior Escapes - 9D	70.3%	70.3%	
Small Town Simplicity - 12C	29.4%	99.7%	
Silver & Gold - 9A	0.3%	100%	













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# EXISTING SITE - LAKE ISABELLA, CA - 10 MINUTE DRIVE TIME EXISTING COMPETITION





- RESTAURANT A 0
- RESTAURANT B 0
- RESTAURANT C 0
- RESTAURANT D 1
- RESTAURANT E 0
- RESTAURANT F 0

#### **EXISTING SITE - RIDGECREST, CA - 10 MINUTE DRIVE TIME**





MARKET FACTS			
2020 DAYTIME POPULATION	40,457		
2010 POPULATION	28,553		
2020 POPULATION	28,653		
2025 POPULATION	29,062		
ANN. POPULATION GROWTH RATE	0.28%		
ANN. POPULATION GROWTH RATE (NTL)	0.83%		
2020 median household income	\$60,291		
2020 AVERAGE HOUSEHOLD INCOME	\$78,095		
MEDIAN AGE	37		
TOTAL HOUSEHOLDS	11,225		

### EXISTING SITE - RIDGECREST, CA - 10 MINUTE DRIVE TIME MARKET POTENTIAL INDEX

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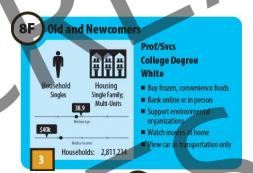
Consumer Behavior	Expected # of Adults/HHs	Market Potential Index
Went to fast casual or drive-in restaurant in last 6 months	19,591	101
Went to fast casual or drive-in restaurant in last 6 months: lunch	11,063	105
Went to fast casual or drive-in restaurant in last 6 months: dinner	10,588	108
Went to fast casual or drive-in restaurant in last 6 months: weekday	13,426	108
Went to fast casual or drive-in restaurant in last 6 months: weekend	10,586	106
Spent at fast casual restaurant in last 30 days: <\$11	895	103
Spent at fast casual restaurant in last 30 days: \$11-\$20	2,205	102
Spent at fast casual restaurant in last 30 days: \$21-\$40	3,660	106
Spent at fast casual restaurant in last 30 days: \$41-50	1,735	96
Spent at fast casual restaurant in last 30 days: \$51-\$100	3,968	108
Consumer Spending	Average Amount Spent	Spend Potential Index
Food away from home	\$3,170	87
Food away from home: lunch	\$1,021	88
Food away from home: dinner	\$1,563	87

#### **EXISTING SITE - RIDGECREST, CA - 10 MINUTE DRIVE TIME** TAPESTRY SEGMENTATION



#### TAPESTRY SEGMENTATION

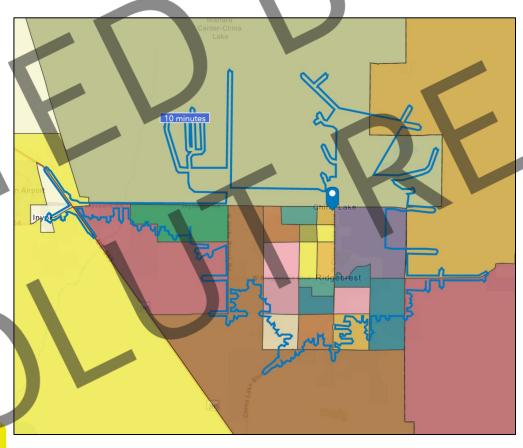
TAPESTRY SEGMENT	PERCENT	CUMULATIVE PERCENT
Old & Newcomers - 8F	22.1%	22.1%
Set to Impress - 11D	10.8%	32.9%
Comfortable Empty Nesters - 5A	8.8%	41.7%





ouseholds: 1,677,685

Households: 2,988,619



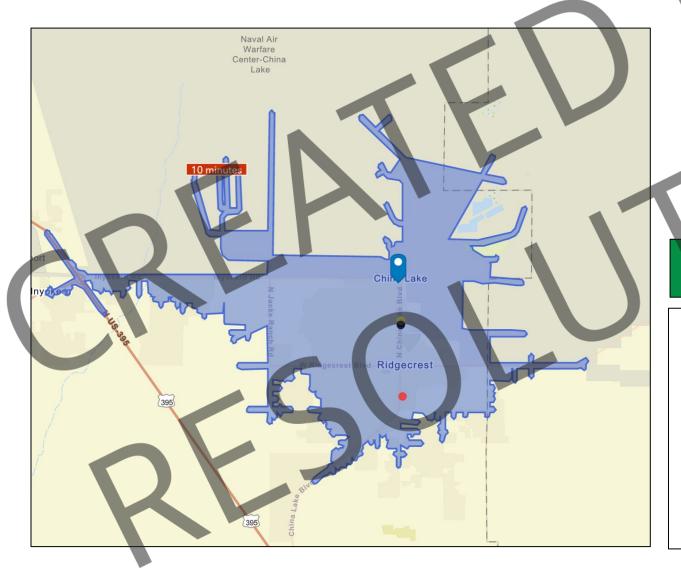






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## EXISTING SITE - RIDGECREST, CA - 10 MINUTE DRIVE TIME EXISTING COMPETITION

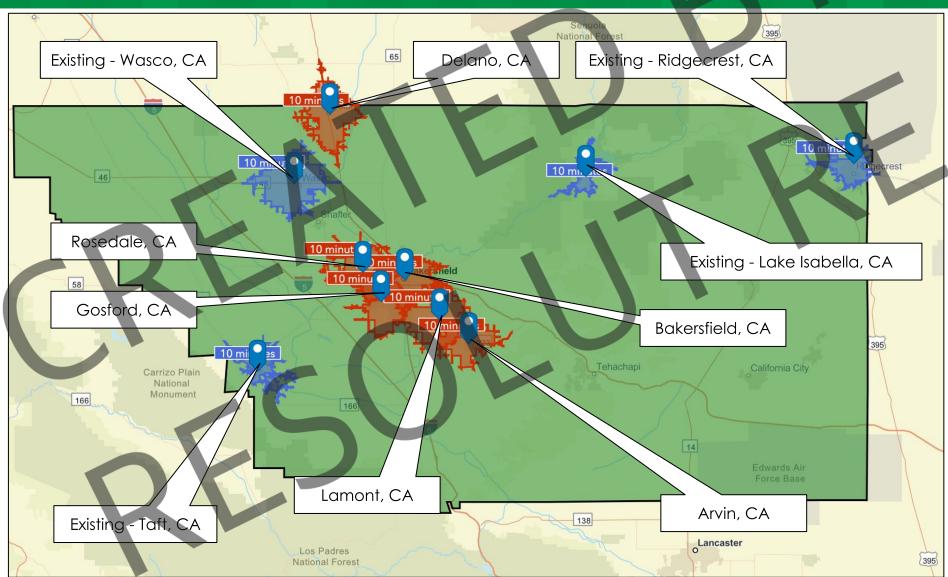


# S RE

- RESTAURANT A 0
- RESTAURANT B 1
- RESTAURANT C 1
- RESTAURANT D 1
- RESTAURANT E 0
- RESTAURANT F 0

## POTENTIAL MARKETS - 10 MINUTE DRIVE TIME BAKERSFIELD METROPOLITAN AREA





#### POTENTIAL MARKET - BAKERSFIELD, CA - 10 MINUTE DRIVE TIME



MARKET FACTS			
2020 DAYTIME POPULATION	280,557		
2010 POPULATION	251,994		
2020 POPULATION	257,959		
2025 POPULATION	263,617		
ANN. POPULATION GROWTH RATE	0.43%		
ANN. POPULATION GROWTH RATE (NTL)	0.83%		
2020 median household income	\$38,020		
2020 AVERAGE HOUSEHOLD INCOME	\$53,729		
MEDIAN AGE	30		
TOTAL HOUSEHOLDS	81,646		

# POTENTIAL MARKET - BAKERSFIELD, CA - 10 MINUTE DRIVE TIME MARKET POTENTIAL INDEX

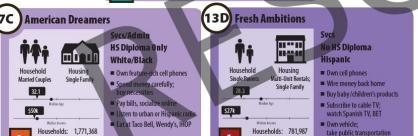
Consumer Behavior	Expected # of Adults/HHs	Market Potential Index
Went to fast casual or drive-in restaurant in last 6 months	158,662	98
Went to fast casual or drive-in restaurant in last 6 months: lunch	80,160	91
Went to fast casual or drive-in restaurant in last 6 months: dinner	74,033	90
Went to fast casual or drive-in restaurant in last 6 months: weekday	89,845	86
Went to fast casual or drive-in restaurant in last 6 months: weekend	81,136	98
Spent at fast casual restaurant in last 30 days: <\$11	6,713	93
Spent at fast casual restaurant in last 30 days: \$11-\$20	16,419	91
Spent at fast casual restaurant in last 30 days: \$21-\$40	26,239	92
Spent at fast casual restaurant in last 30 days: \$41-50	12,893	85
Spent at fast casual restaurant in last 30 days: \$51-\$100	31,578	104
Consumer Spending	Average Amount Spent	Spend Potential Index
Food away from home	\$2,291	63
Food away from home: lunch	\$732	63
Food away from home: dinner	\$1,118	62

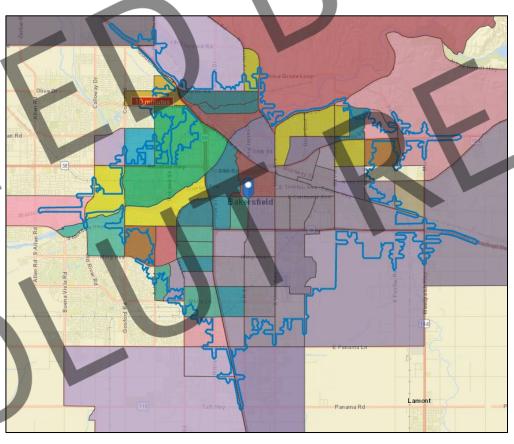


## POTENTIAL MARKET - BAKERSFIELD, CA - 10 MINUTE DRIVE TIME TAPESTRY SEGMENTATION

TAPESTRY SEGMENTATION			
TAPESTRY SEGMENT	PERCENT	CUMULATIVE PERCENT	
Valley Growers - 7E	10.7%	10.7%	
American Dreamers - 7C	10.3%	21.0%	
Fresh Ambitions - 13D	10.0%	31.0%	







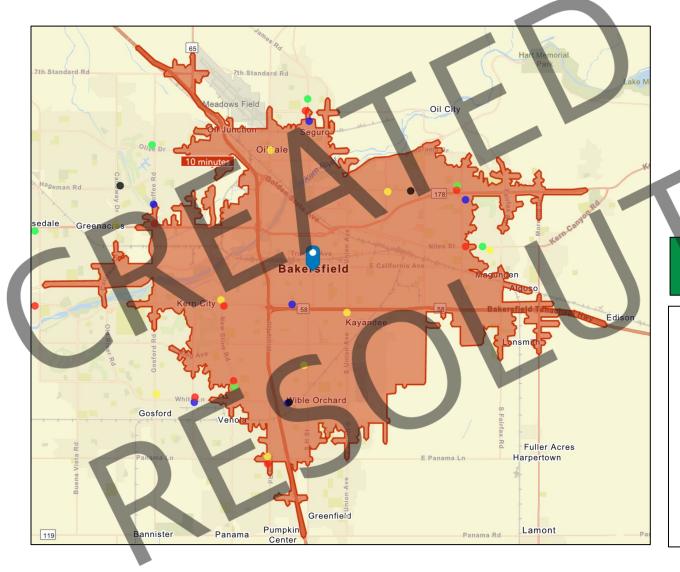






Note: While the Tapestry bricks (see left) have one color per LifeMode Group (i.e 1A-1E are orange), in the Tapestry map above, Tapestry segments within the same LifeMode group (i.e 1A, 1B) will be different shades of their LifeMode color to allow differentiation.





- RESTAURANT A 5
- RESTAURANT B 6
- RESTAURANT C 2
- RESTAURANT D 6
- RESTAURANT E 2
- RESTAURANT F 0

#### POTENTIAL MARKET - ROSEDALE, CA - 10 MINUTE DRIVE TIME



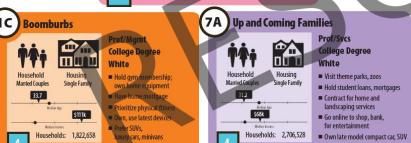
MARKET FACTS			
2020 DAYTIME POPULATION	134,456		
2010 POPULATION	116,200		
2020 POPULATION	131,889		
2025 POPULATION	137,098		
ANN. POPULATION GROWTH RATE	0.78%		
ANN. POPULATION GROWTH RATE (NTL)	0.83%		
2020 median household income	\$100,038		
2020 AVERAGE HOUSEHOLD INCOME	\$124,581		
MEDIAN AGE	36		
TOTAL HOUSEHOLDS	44,243		

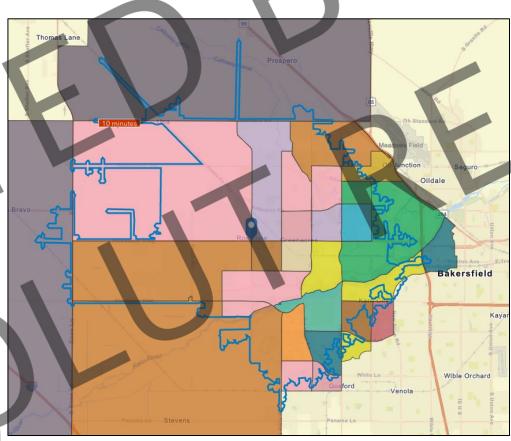
# POTENTIAL MARKET - ROSEDALE, CA - 10 MINUTE DRIVE TIME MARKET POTENTIAL INDEX

Consumer Behavior	Expected # of Adults/HHs	Market Potential Index
Went to fast casual or drive-in restaurant in last 6 months	91,582	102
Went to fast casual or drive-in restaurant in last 6 months: lunch	54,657	112
Went to fast casual or drive-in restaurant in last 6 months: dinner	51,383	113
Went to fast casual or drive-in restaurant in last 6 months: weekday	63,841	111
Went to fast casual or drive-in restaurant in last 6 months: weekend	51,584	112
Spent at fast casual restaurant in last 30 days: <\$11	3,258	81
Spent at fast casual restaurant in last 30 days: \$11-\$20	9,439	95
Spent at fast casual restaurant in last 30 days: \$21-\$40	15,055	95
Spent at fast casual restaurant in last 30 days: \$41-50	9,101	109
Spent at fast casual restaurant in last 30 days: \$51-\$100	18,517	110
Consumer Spending	Average Amount Spent	Spend Potential Index
Food away from home	\$4,983	137
Food away from home: lunch	\$1,610	139
Food away from home: dinner	\$2,472	137

TAPESTRY SEGMENTATION			
TAPESTRY SEGMENT	PERCENT	CUMULATIVE PERCENT	
Soccer Moms - 4A	31.7%	31.7%	
Boomburbs - 1C	18.1%	49.8%	
Up & Coming	10.0%	59.8%	













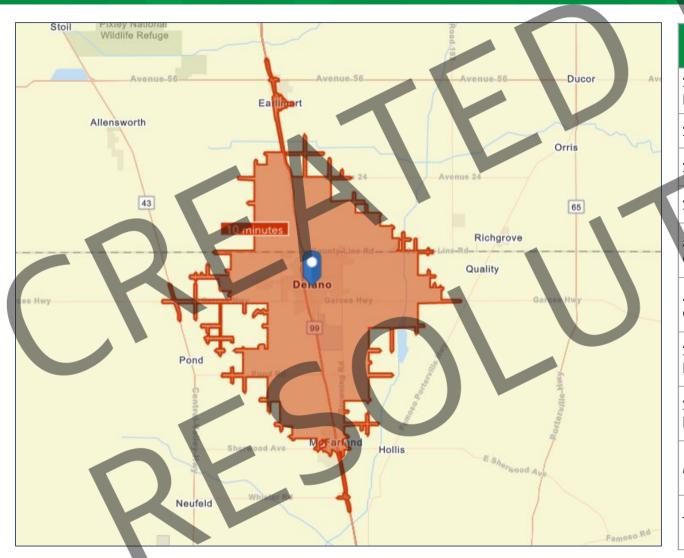
Note: While the Tapestry bricks (see left) have one color per LifeMode Group (i.e 1A-1E are orange), in the Tapestry map above, Tapestry segments within the same LifeMode group (i.e 1A, 1B) will be different shades of their LifeMode color to allow differentiation.



- RESTAURANT A 1
- RESTAURANT B 2
- RESTAURANT C 1
- RESTAURANT D 1
- RESTAURANT E 2
- RESTAURANT F 0

#### POTENTIAL MARKET - DELANO, CA - 10 MINUTE DRIVE TIME





MARKET FACTS			
2020 DAYTIME POPULATION	51,409		
2010 POPULATION	50,582		
2020 POPULATION	58,423		
2025 POPULATION	60,204		
ANN. POPULATION GROWTH RATE	0.60%		
ANN. POPULATION GROWTH RATE (NTL)	0.83%		
2020 median household income	\$38,194		
2020 AVERAGE HOUSEHOLD INCOME	\$52,363		
MEDIAN AGE	28		
TOTAL HOUSEHOLDS	13,934		

# POTENTIAL MARKET - DELANO, CA - 10 MINUTE DRIVE TIME MARKET POTENTIAL INDEX

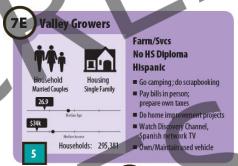
Consumer Behavior	Expected # of Adults/HHs	Market Potential Index
Went to fast casual or drive-in restaurant in last 6 months	34,662	98
Went to fast casual or drive-in restaurant in last 6 months: lunch	16,392	85
Went to fast casual or drive-in restaurant in last 6 months: dinner	15,053	84
Went to fast casual or drive-in restaurant in last 6 months: weekday	16,561	73
Went to fast casual or drive-in restaurant in last 6 months: weekend	16,347	90
Spent at fast casual restaurant in last 30 days: <\$11	1,060	67
Spent at fast casual restaurant in last 30 days: \$11-\$20	3,120	79
Spent at fast casual restaurant in last 30 days: \$21-\$40	4,640	74
Spent at fast casual restaurant in last 30 days: \$41-50	3,813	116
Spent at fast casual restaurant in last 30 days: \$51-\$100	8,968	135
Consumer Spending	Average Amount Spent	Spend Potential Index
Food away from home	\$2,320	64
Food away from home: lunch	\$717	62
Food away from home: dinner	\$1,137	63

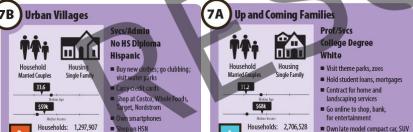
# POTENTIAL MARKET - DELANO, CA - 10 MINUTE DRIVE TIME TAPESTRY SEGMENTATION

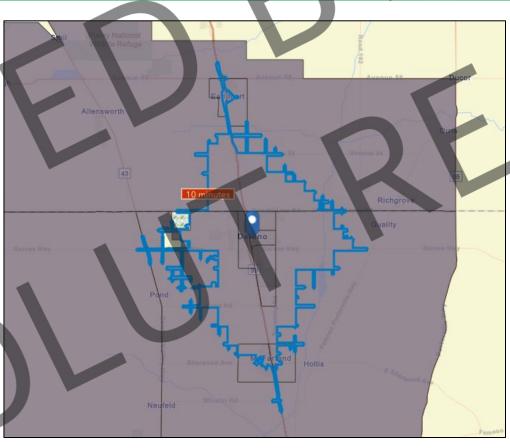


TAPFCTPV	SEGMENTATION
	SLOMENTATION

TAPESTRY SEGMENT	PERCENT	CUMULATIVE PERCENT
Valley Growers - 7E	80.8%	80.8%
Urban Villages - 7B	8.3%	89.1%
Up & Coming Families - 7A	4.4%	93.5%







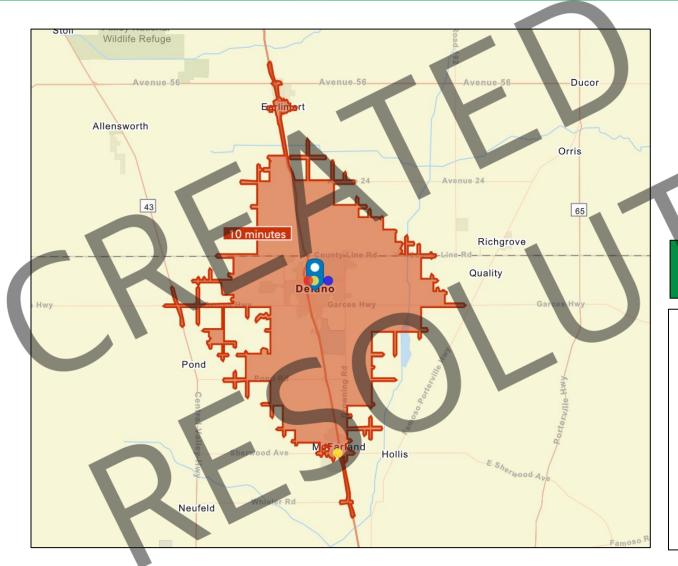




UP & COMING FAMILIES

Note: While the Tapestry bricks (see left) have one color per LifeMode Group (i.e 1A-1E are orange), in the Tapestry map above, Tapestry segments within the same LifeMode group (i.e 1A, 1B) will be different shades of their LifeMode color to allow differentiation.

# POTENTIAL MARKET - DELANO, CA - 10 MINUTE DRIVE TIME EXISTING COMPETITION



- RESTAURANT A 1
- RESTAURANT B 1
- RESTAURANT C 0
- RESTAURANT D 2
- RESTAURANT E 0
- RESTAURANT F 0

### POTENTIAL MARKET - ARVIN, CA - 10 MINUTE DRIVE TIME





MARKET FACTS			
2020 DAYTIME POPULATION	20,299		
2010 POPULATION	20,833		
2020 POPULATION	22,958		
2025 POPULATION	24,056		
ANN. POPULATION GROWTH RATE	0.94%		
ANN. POPULATION GROWTH RATE (NTL)	0.83%		
2020 median Household income	\$38,518		
2020 AVERAGE HOUSEHOLD INCOME	\$48,942		
MEDIAN AGE	27		
TOTAL HOUSEHOLDS	5,033		

# POTENTIAL MARKET - ARVIN, CA - 10 MINUTE DRIVE TIME MARKET POTENTIAL INDEX

Consumer Behavior	Expected # of Adults/HHs	Market Potential Index
Went to fast casual or drive-in restaurant in last 6 months	13,186	98
Went to fast casual or drive-in restaurant in last 6 months: lunch	6,123	83
Went to fast casual or drive-in restaurant in last 6 months: dinner	5,609	82
Went to fast casual or drive-in restaurant in last 6 months: weekday	6,103	71
Went to fast casual or drive-in restaurant in last 6 months: weekend	6,056	88
Spent at fast casual restaurant in last 30 days: <\$11	407	67
Spent at fast casual restaurant in last 30 days: \$11-\$20	1,148	77
Spent at fast casual restaurant in last 30 days: \$21-\$40	1,733	73
Spent at fast casual restaurant in last 30 days: \$41-50	1,493	119
Spent at fast casual restaurant in last 30 days: \$51-\$100	3,506	138
Consumer Spending	Average Amount Spent	Spend Potential Index
Food away from home	\$2,181	60
Food away from home: lunch	\$671	58
Food away from home: dinner	\$1,070	59

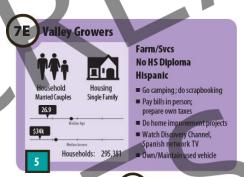
Note: Market Potential Index (MPI) and Spend Potential Index are benchmarked at 100. This reflects the USA average. If an Index falls above 100, the consumer is spending more than the national average. Conversely, should the Index fall below 100, the consumer is spending less than the national average.

### POTENTIAL MARKET - ARVIN, CA - 10 MINUTE DRIVE TIME TAPESTRY SEGMENTATION

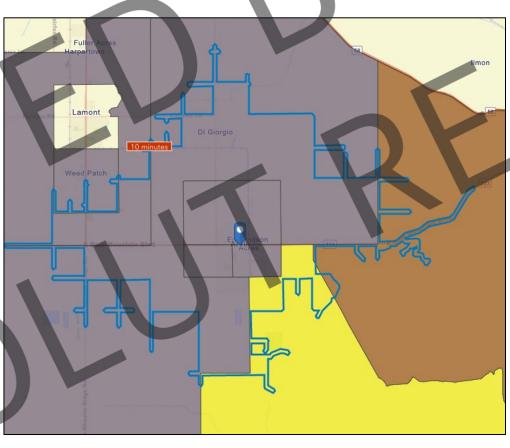


T A D C C T D V	SEGMENTATION
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TAPESTRY SEGMENT	PERCENT	CUMULATIVE PERCENT
Valley Growers - 7E	90.3%	90.3%
Urban Villages - 7B	9.5%	99.8%
Rustbelt Traditions - 5D	0.2%	100%











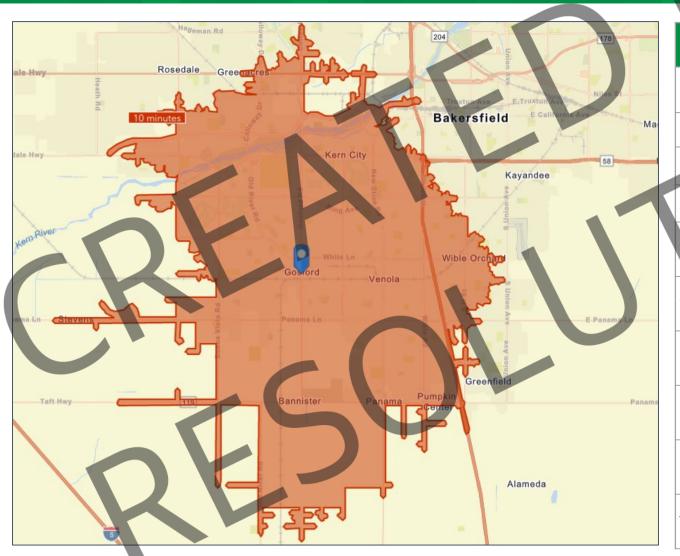
Note: While the Tapestry bricks (see left) have one color per LifeMode Group (i.e 1A-1E are orange), in the Tapestry map above, Tapestry segments within the same LifeMode group (i.e 1A, 1B) will be different shades of their LifeMode color to allow differentiation.

# POTENTIAL MARKET - ARVIN, CA - 10 MINUTE DRIVE TIME EXISTING COMPETITION



- RESTAURANT A 0
- RESTAURANT B 0
- RESTAURANT C 0
- RESTAURANT D 1
- RESTAURANT E 0
- RESTAURANT F 0

### POTENTIAL MARKET - GOSFORD, CA - 10 MINUTE DRIVE TIME



MARKET FACTS			
2020 DAYTIME POPULATION	201,573		
2010 POPULATION	182,001		
2020 POPULATION	206,860		
2025 POPULATION	215,591		
ANN. POPULATION GROWTH RATE	0.83%		
ANN. POPULATION GROWTH RATE (NTL)	0.83%		
2020 median household income	\$65,862		
2020 AVERAGE HOUSEHOLD INCOME	\$88,477		
MEDIAN AGE	32		
TOTAL HOUSEHOLDS	65,579		

# POTENTIAL MARKET - GOSFORD, CA - 10 MINUTE DRIVE TIME MARKET POTENTIAL INDEX

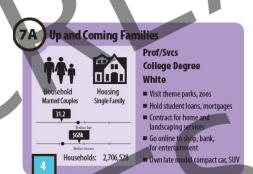
Consumer Behavior	Expected # of Adults/HHs	Market Potential Index
Went to fast casual or drive-in restaurant in last 6 months	137,002	101
Went to fast casual or drive-in restaurant in last 6 months: lunch	74,400	101
Went to fast casual or drive-in restaurant in last 6 months: dinner	70,639	103
Went to fast casual or drive-in restaurant in last 6 months: weekday	86,966	100
Went to fast casual or drive-in restaurant in last 6 months: weekend	74,260	107
Spent at fast casual restaurant in last 30 days: <\$11	5,137	84
Spent at fast casual restaurant in last 30 days: \$11-\$20	14,566	96
Spent at fast casual restaurant in last 30 days: \$21-\$40	22,177	92
Spent at fast casual restaurant in last 30 days: \$41-50	11,859	94
Spent at fast casual restaurant in last 30 days: \$51-\$100	27,055	106
Consumer Spending	Average Amount Spent	Spend Potential Index
Food away from home	\$3,675	101
Food away from home: lunch	\$1,193	103
Food away from home: dinner	\$1,797	100

Note: Market Potential Index (MPI) and Spend Potential Index are benchmarked at 100. This reflects the USA average. If an Index falls above 100, the consumer is spending more than the national average. Conversely, should the Index fall below 100, the consumer is spending less than the national average.

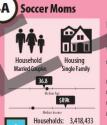


TAPESTRY SEGMENTATION			
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TAPESTRY SEGMENT	PERCENT	CUMULATIVE PERCENT
Up & Coming Families - 7A	18.5%	18.5%
American Dreamers - 7C	10.2%	28.7%
Soccer Moms - 4A	8.4%	37.1%







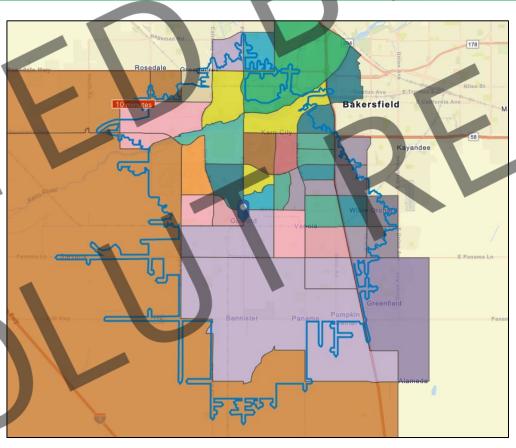
#### Prof/Mgmt College Degree White

■ Go jogging, biking, target shooting

Carry high level of debt
 Visit theme parks, zoos

■ Shop, bank online

■ Own 2+ vehicles (minivans, SUVs)









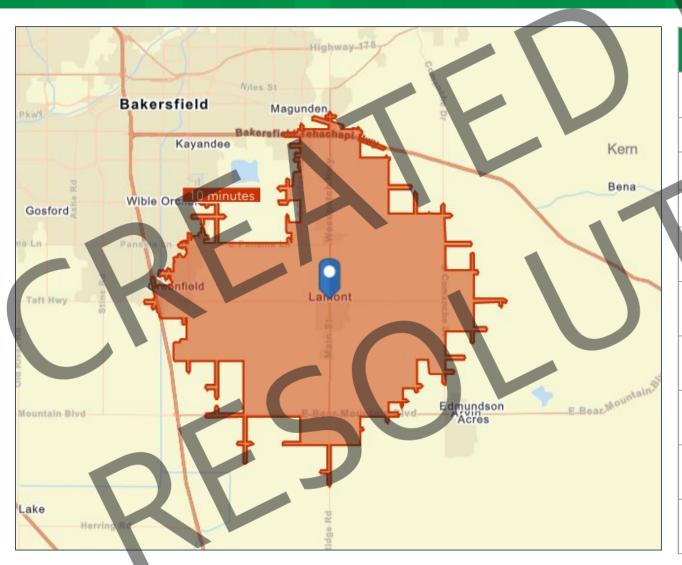
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- RESTAURANT A 3
- RESTAURANT B 6
- RESTAURANT C 1
- RESTAURANT D 5
- RESTAURANT E 1
- RESTAURANT F 0





MARKET FACTS			
2020 DAYTIME POPULATION	34,380		
2010 POPULATION	35,102		
2020 POPULATION	38,718		
2025 POPULATION	40,571		
ANN. POPULATION GROWTH RATE	0.94%		
ANN. POPULATION GROWTH RATE (NTL)	0.83%		
2020 MEDIAN HOUSEHOLD INCOME	\$40,592		
2020 AVERAGE HOUSEHOLD INCOME	\$54,963		
MEDIAN AGE	28		
TOTAL HOUSEHOLDS	9,429		

### POTENTIAL MARKET - LAMONT, CA - 10 MINUTE DRIVE TIME MARKET POTENTIAL INDEX

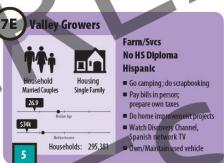
Consumer Behavior	Expected # of Adults/HHs	Market Potential Index
Went to fast casual or drive-in restaurant in last 6 months	22,574	97
Went to fast casual or drive-in restaurant in last 6 months: lunch	10,616	84
Went to fast casual or drive-in restaurant in last 6 months: dinner	9,493	81
Went to fast casual or drive-in restaurant in last 6 months: weekday	10,933	73
Went to fast casual or drive-in restaurant in last 6 months: weekend	11,008	92
Spent at fast casual restaurant in last 30 days: <\$11	728	70
Spent at fast casual restaurant in last 30 days: \$11-\$20	2,188	85
Spent at fast casual restaurant in last 30 days: \$21-\$40	3,142	76
Spent at fast casual restaurant in last 30 days: \$41-50	2,166	100
Spent at fast casual restaurant in last 30 days: \$51-\$100	5,400	123
Consumer Spending	Average Amount Spent	Spend Potential Index
Food away from home	\$2,432	67
Food away from home: lunch	\$761	66
Food away from home: dinner	\$1,189	66

Note: Market Potential Index (MPI) and Spend Potential Index are benchmarked at 100. This reflects the USA average. If an Index falls above 100, the consumer is spending more than the national average. Conversely, should the Index fall below 100, the consumer is spending less than the national average.

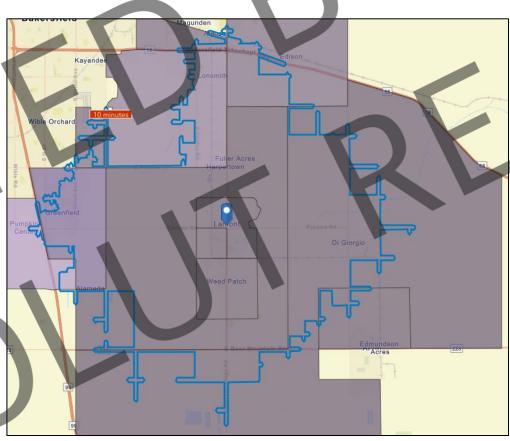
### POTENTIAL MARKET - LAMONT, CA - 10 MINUTE DRIVE TIME TAPESTRY SEGMENTATION



TAPESTRY SEGMENT	PERCENT	CUMULATIVE PERCENT
Valley Growers - 7E	51.7%	51.7%
Las Casas - 13B	14.5%	66.2%
American Dreamers - 7C	9.0%	75.2%







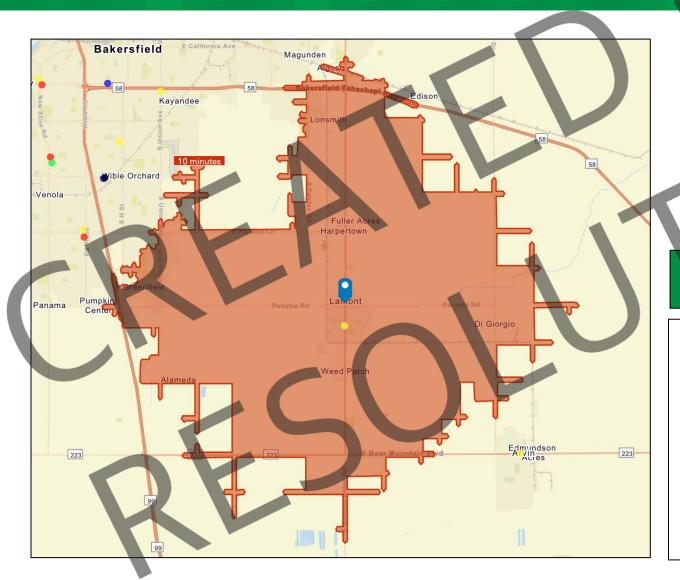






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## POTENTIAL MARKET - LAMONT, CA - 10 MINUTE DRIVE TIME EXISTING COMPETITION



- RESTAURANT A 0
- RESTAURANT B 0
- RESTAURANT C 0
- RESTAURANT D 1
- RESTAURANT E 0
- RESTAURANT F 0

### BAKERSFIELD METROPOLITAN AREA SUMMARY - 10 MINUTE DRIVE TIME

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	Daytime Pop. [2020]	Total Pop. [2010]	Total Pop. [2020]	Total Pop. [2025]	Ann Pop. Growth Rate [2020]	Median HH Income [2020]	Avg. HH Income [2020]	Median Age [2020]	Total Households [2020]
Existing - Ridgecrest, CA	40,457	28,553	28,653	29,062	0.28%	\$60,291	\$78,095	37	11,225
Existing - Wasco, CA	21,155	26,107	28,127	29,564	1.00%	\$39,250	\$50,634	29	5,948
Existing - Taft, CA	13,271	15,150	15,178	15,629	0.59%	\$46,063	\$68,005	31	4,780
Existing - Lake Isabella, CA	6,266	5,615	5,875	6,065	0.64%	\$26,041	\$41,761	33	2,663
Bakersfield, CA	280,557	251,994	257,959	263,617	0.43%	\$38,020	\$53,729	30	81,646
Gosford, CA	201,573	182,001	206,860	215,591	0.83%	\$65,862	\$88,477	32	65,579
Rosedale, CA	134,456	116,200	131,889	137,098	0.78%	\$100,038	\$124,581	36	44,243
Delano, CA	51,409	50,582	58,423	60,204	0.60%	\$38,194	\$52,363	28	13,934
Lamont, CA	34,380	35,102	38,718	40,571	0.94%	\$40,592	\$54,963	28	9,429
Arvin, CA	20,299	20,833	22,958	24,056	0.94%	\$38,518	\$48,942	27	5,033







### **APPENDIX - TAPESTRY SEGMENTATION GROUPS**



#### LIFEMODE SUMMARY GROUPS

- 1. Affluent Estates: Established wealth—educated, well-travelled married couples
- 2. Upscale Avenues: Prosperous, married couples in higher density neighborhoods
- 3. Uptown Individuals: Younger, urban singles on the move
- 4. Family Landscapes: Successful younger families in newer housing
- 5. GenXurban: Gen X in middle age; families with fewer kids and a mortgage
- 6. Cozy Country Living: Empty nesters in bucolic settings.
- 7. Ethnic Enclaves: Established diversity—young, Hispanic homeowners with families
- 8. Middle Ground: Lifestyles of thirtysomethings
- Senior Styles: Senior lifestyles reveal the effects of saving for retirement
- 10. Rustic Outposts: Country life with older families, older homes
- 11. Midtown Singles: Millennials on the move; single, diverse, and urban
- 12. Hometown: Growing up and staying close to home; single householders
- 13. Next Wave: Urban denizens; young, diverse, hardworking families
- 14. Scholars and Patriots: College campuses and military neighborhoods





### Explanation of Maps and Charts:

http://retailsolutionsre.com/wp-content/uploads/2020/12/Explanation-of-Maps-Charts2update.pdf

### Retail Scorecard Altitude Process:

http://retailsolutionsre.com/wp-content/uploads/2020/12/Retail-Scorecard-Altitude-Process2update.pdf

#### Retail Scorecard Data Checklist:

http://retailsolutionsre.com/wp-content/uploads/2020/11/Retail-Scorecard-Data-Checklist.pdf

#### MPI & SPI:

http://retailsolutionsre.com/wp-content/uploads/2020/12/MPI-SPI2update.pdf

### Defining Franchise Territories:

http://retailsolutionsre.com/wp-content/uploads/2020/12/Defining-Franchise-Territoriesupdate.pdf



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