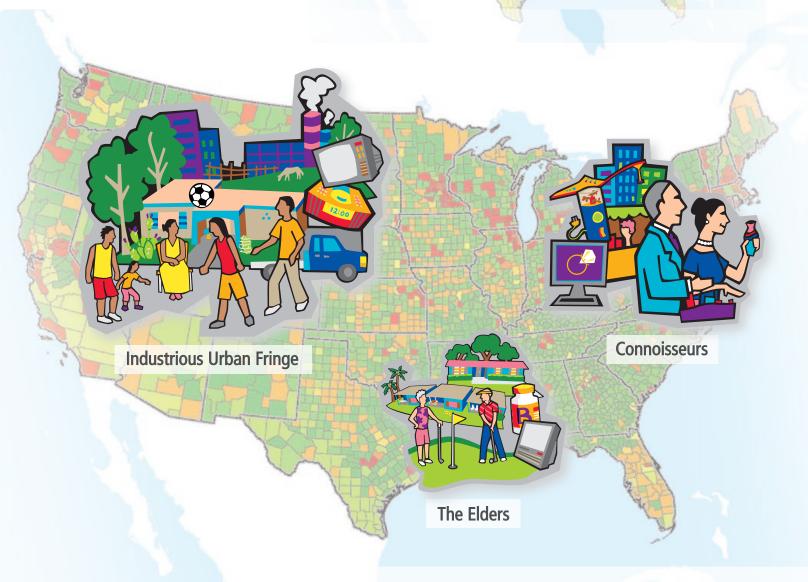


Community Tapestry

The Fabric of America's Neighborhoods



The Community™ Tapestry™ segmentation system from ESRI provides an accurate, detailed description of America's neighborhoods. Using proven segmentation methodology introduced more than 30 years ago, Community Tapestry classifies U.S. neighborhoods based on their socioeconomic and demographic composition.

- 65 segments
- 12 LifeMode summary groups
- 11 Urbanization summary groups

Use Community Tapestry to

Profile customers
Reveal untapped markets
Target direct mail
Analyze sites
Evaluate store performance

Community **Tapestry**

The fabric of America's neighborhoods

LifeMode Summary Groups L1 High Society: Affluent, well-educated, married-

- **L2 Upscale Avenues:** Prosperous, married-couple
- homeowners in different housing L3 Metropolis: City dwellers in older homes reflecting the diversity of urban culture
- **L4 Solo Acts:** Urban young singles on the move neighborhoods in larger cities L5 Senior Styles: Senior lifestyles by income, age, **U5 Urban Outskirts I:** Close to city amenities with and housing type
- L6 Scholars and Patriots: College, military
- L7 High Hopes: Young households striving for the **L8 Global Roots:** Ethnic and culturally diverse
- L9 Family Portrait: Youth, family life, and children **L10 Traditional Living:** Middle-aged, middle
- L11 Factories and Farms: Hardworking families i small communities, settled near jobs **L12 American Quilt:** Households in small towns and

Urbanization Levels of the Urbanization Groups

U1: Principal Urban Centers I

U2: Principal Urban Centers II

U3: Metro Cities I

U4: Metro Cities II

U5: Urban Outskirts I

U6: Urban Outskirts II

U7: Suburban Periphery I

U8: Suburban Periphery I

U9: Small Towns

U10: Rural I

Urbanization Summary Groups U1 Principal Urban Centers I: Affluent populations

U2 Principal Urban Centers II: Recently arrived

U6 Urban Outskirts II: Older homes, vounger

populations in suburban proximity to city life

U7 Suburban Periphery I: Married-couple families

U8 Suburban Periphery II: Older homes on the

U9 Small Towns: Affordable, close-knit, settled

U11 Rural II: Low-population density in rural farm

Urban

neighborhoods away from urban areas U10 Rural I: Small towns and villages of married-

areas, small settlements

- activities **U3 Metro Cities I:** Upscale city life with suburban Own stock worth \$75,000+ Vacation overseas **U4 Metro Cities II:** Densely populated transitio Listen to classical, all-news.
 - public radio Purchased new imported car

L1 High Society U7 Suburban Periphery I Married-Couple Familie 46.9 Prof/Mgmt Prof/Mgmt Bach/Grad Degree Single Family

Do volunteer work Own stock worth \$75,000+ Shop at Nordstrom Listen to public, classical Own/Lease luxury car

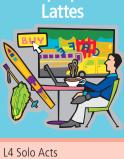
)3 Connoisseurs

L1 High Society

.1 High Society J7 Suburban Periphery I Married-Couple Families Upper Middle Prof/Mgmt Some College; Bach/Grad Single Family

Home improvement Hold large life insurance .andscaping Listen to soft, adult ontemporary radio Own 3+ vehicles

07 Exurbanite



U1 Principal Urban Centers I

Singles; Shared

Upper Middle

Bach/Grad Degree

Multiunit Rentals

Own an iPod

Channel

Trade stocks/bonds/funds

Shop at Banana Republic

Watch Independent Film

Leased last vehicle

Prof/Mgmt

L2 Upscale Avenues U3 Metro Cities I Mixed 41.6 Upper Middle

09 Urban Chio

Prof/Mgmt Bach/Grad Degree Single Family; Multiunits White Order from Amazon.com Own shares in mutual fund

Buy natural, organic foods Listen to classical radio Spent \$30,000+ on last vehicle purchase

L2 Upscale Avenues

0 Pleasant-Vill

L2 Upscale Avenues U3 Metro Cities I Married-Couple Families 39.7 Upper Middle Prof/Mgmt

Some College; Bach/Grad Single Family Attend baseball games Own shares in mutual fund Shop at Costco

Own Apple PC Use stock rating service Shop at Macy's Listen to all-news, all-talk Listen to all-news radio Bought a new vehicle

38.9

Upper Middle

Prof/Mgmt/Srvc

Pac. Isl.; Hispanic

1 Pacific Height

U1 Principal Urban Centers

Married-Couple Families

Some College; Bach/Grad

Single Family; Townhome

Asian; White; 2+ Races;

Young Families

L7 High Hopes

U4 Metro Cities II

Prof/Mgmt/Srvc

Some College; Bach Degree

Family Mix

30.5

Middle

9 Family Portrait J7 Suburban Periphery I Married Couples w/Kids Upper Middle

Prof/Mgmt Some College; Bach Degree Eat at Chick-fil-A Have student loan Visit zoo

isten to soft, adult

contemporary radio

Own/Lease SUV

Prof/Mgmt Prof/Mgmt Some College; Bach/Grad Some College; Bach/Grad Single Family; Townhome Single Family White Play golf Vacation at beach Track investments online Make purchases online

Listen to news/talk radio

Own/Lease minivan

51.4

Middle

Prof/Mgmt

Multiunits

White

vehicle

Some College; Bach/Grad

13 In Style

L2 Upscale Avenues

40.2

Upper Middle

U7 Suburban Periphery I

Go boating and fishing Consult financial planner Own stock worth \$75,000-Furniture refinishing Join civic clubs Read 2+ daily newspapers Watch Golf Channel Spent \$20K-\$30K on last Own/Lease luxury car

L5 Senior Styles

48.5

Upper Middle

J7 Suburban Periphery I

Married Couples w/No Kid

5 Senior Styles L2 Upscale Avenues U7 Suburban Periphery I

5 Silver and Go

Married Couples w/No Kid

Some College; Bach/Grad

32 Rustbelt

Traditions

Single Family/Seasonal

59.3

Upper Middle

Retired/Prof/Mgmt

_2 Upscale Avenues U3 Metro Cities I U10 Rural I Married-Couple Familie 32.4 40.6 Upper Middle Upper Middle Prof/Mgmt Prof/Mgmt/Skilled Some College; Bach/Grad Some College Multiunits; Townhome Single Family

DIY home improvement woodworking Have home equity credit line Do mountain bicycling Watch alpine skiing/ jumping

17 Green Acres

L2 Upscale Avenues Married-Couple Familie 41.9 Upper Middle Prof/Mgmt

> White Dine out often at family restaurants Use financial planner Play softball Watch or listen to ice hockey games Own/Lease minivan

L3 Metropolis U1 Principal Urban Centers I Middle

Prof/Mgmt/Srvc Some College; Bach/Grad Multiunits White; Asian; Hispanic Frequent fast-food/drive-in Gamble in Atlantic City Carry renter's insurance

L9 Family Portrait U1 Principal Urban Centers I Family Mix

No HS Diploma; HS; Some Coll Single Family White; Hispanic; Asian Visit Disnevland (CA) Own American Express car Play soccer/watch socce

Listen to Hispanic radio

38 Industrious

Urban Fringe

Skilled/Prof/Mgmt/Srvc

L4 Solo Acts U1 Principal Urban Centers I Middle Prof/Mgmt Some College; Bach/Grad Multiunit Rentals

White; Asian; Hispanic Practice snorkeling, yoga Invest heavily in stocks Own latest electronics-MP3s, plasma TVs Watch Access Hollywood

.11 Factories and Farms U10 Rural I Married-Couple Families Middle Skilled/Prof/Mgmt

HS Grad; Some College Single Family Gardening, outdoor

White Own pets Have personal line of credi Hunting, woodworking Read hunting/fishing magazines

Own/Lease full-size pickup

l3 The Elder

L12 American Quilt

Skilled/Prof/Mgmt

HS Grad; Some College

Single Family; Mobile Home

Married-Couple Families

U10 Rural I

36.9

Middle

L4 Solo Acts U1 Principal Urban Centers I

Middle Prof/Mgmt Bach/Grad Degree Multiunit Rentals

White; Asian

on DVD

Rent car from Avis

Have renter's insurance

Rent foreign/classic films

44 Urban

Melting Pot

Multiunits; Townhome White; Black Visit theme parks Travel by plane frequently Carry life insurance policies Attend pro football games Surf Internet/Shop online

on DVD

Own/Lease Dodge

_5 Senior Styles U8 Suburban Periphery II MC w/No Kids; Singles Middle Prof/Mgmt/Skilled/Srvc

Single Family White DIY home improvement Watch dramas/horror films unions, etc.

Watch QVC

Own/Lease Buick

HS Grad: Some College

L5 Senior Styles .12 American Quilt U4 Metro Cities II U10 Rural I Married Couples w/No Kids Middle

Travel Own shares in tax-exemp Do indoor gardening/pla Watch *Inside Edition* Own/Lease domestic

L10 Traditional Living U5 Urban Outskirts I

Skilled/Prof/Mgmt/Srvc Prof/Mgmt/Skilled/Srvc Some College HS Grad; Some College Single Family Single Family; Mobile Home/ White Hunting and shooting Boating and fishing Use credit union Own stock worth \$75,000+ Belong to veterans' groups

Attend NASCAR races

Natch rodeos, tractor pulls

48 Great

Expectations

L10 Traditional Living U8 Suburban Periphery II Middle

Prof/Mgmt/Srvc

Some College

White Fishing, softball Own CD (6 months or less Attend country music Watch classic movies on

Own/Lease Buick

Single Family; Multiunits

Belong to church, school boards, clubs Have mortgage insurance Play basketball Listen to gospel radio Own Oldsmobile

L10 Traditional Living

U4 Metro Cities II

Prof/Mgmt/Srvc

Single Family

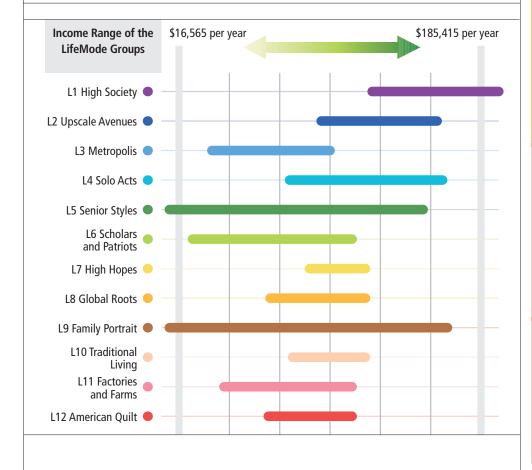
No HS Diploma; HS; Some C

Family Mix

Middle

Black

U11: Rural II The "I" or "II" after each Urbanization group name denotes the relative affluence within the group, with I being more affluent than II.



35 International Marketplace

U1 Principal Urban Centers I Family Mix 30.3 Middle Prof/Mgmt/Skilled/Srvc No HS Diploma; HS Grad Multiunit Rentals White; Asian; 2+ Races; Hisp.

L8 Global Roots

Travel abroad to visit family Own CD longer than 6 months Go to the movies Listen to Hispanic/variety radio Own/Lease Toyota

L4 Solo Acts U4 Metro Cities II Singles; Shared 37.0 Middle Prof/Mgmt/Srvc Multiunit Rentals

Multimedia software and books Own shares in mutual fund (bonds) Play golf and racquetball Listen to classic hits radio Own/Lease compact car

Attend adult education

Listen to all-news radio

L11 Factories and Farms U11 Rural II Married-Couple Families Middle Skilled/Farming HS Grad; Some College Single Family

Shop at Wal-Mart

6 months

drive vehicle

White; Hispanic or more Own CD longer than Own Discover card Hunting; horseback riding Listen to country music Listen to Hispanic radio Own/Lease 4-/all-wheel Own/Lease Chevrolet

L4 Solo Acts

U4 Metro Cities II Singles; Shared 28.9 Middle Prof/Mgmt Some College; Bach/Grad Multiunit Rentals White; Black

Surf Internet/Make purchases online Have personal education Go to the movies Watch Oxygen, BET Own/Lease Honda

40 Military **Proximity**

L6 Scholars and Patriots

22.5

Own/Lease Toyota

U8 Suburban Periphery II U9 Small Towns Married Couples w/Kids Family Mix 32.0 Middle Lower Middle Armed Forces Skilled/Services Some College No HS Diploma; HS Grad Townhome: Multiunit Rentals Mobile Home White; Black

Buy children's apparel, video Use stock rating service Own pets Watch NASCAR races on TV Own/Lease Chevrolet

L12 American Quilt



U11 Rural II Lower Middle No HS Diploma; HS Grad Single Family; Mobile Home

Watch CMT

White Use full-service bank Hunting, fishing Own/Lease truck



L8 Global Roots U1 Principal Urban Centers I U8 Suburban Periphery II MC w/No Kids; Singles Mixed 35.9 Lower Middle Prof/Mgmt/Srvc No HS Diploma; HS Grad Multiunit Rentals

White; Asian; 2+ Races; Hisp. Roller-blade, play soccer Own American Express card Go to the beach Listen to all-news radio Leased last vehicle

L3 Metropolis _12 American Quilt U2 Principal Urban Centers II U11 Rural II Family Mix Married-Couple Families 32.2 41.9 Lower Middle Lower Middle Skilled/Prof/Mgmt/Srvc Prof/Mgmt/Srvc No HS Diploma; HS Grad No HS Diploma; HS Grad Single Family; Mobile Home Multiunit Rentals

Play tennis, basketball Flower and vegetable Have personal education Own CD longer than 5 months Go dancing, attend dance Hunting, boating, and fishing Watch rodeos, tractor pulls Own/Lease Dodge



Buy children's products

Use federal savings bank

Play soccer and attend

Listen to Hispanic radio

Purchased last vehicle with

soccer games

L8 Global Roots L7 High Hopes U2 Principal Urban Centers II U5 Urban Outskirts I Family Mix Mixed 25.8 33.2 Lower Middle Lower Middle Prof/Mgmt/Skilled/Srvc Skilled/Services No HS Diploma HS Grad; Some College Mixed Single Family; Multiunits White; Hispanic White

> Order from catalogs Have personal education Listen to rock radio format Watch cable and syndicated TV Own/Lease Mercury



Domestic travel, dining out

Play backgammon, cards

Watch game shows

Own/Lease Buick

Own annuities

Watch cable TV

Own/Lease Pontiac

L5 Senior Styles L5 Senior Styles U9 Small Towns U9 Small Towns MC w/No Kids; Singles 51.9 Lower Middle Lower Middle Retired/Prof/Mgmt/Skilled/Srvc HS Grad; Some College Single Family; Mobile Home/Seasonal White

Skilled/Prof/Mgmt/Srvc No HS Diploma; HS Grad Single Family Member of veterans' club Play bingo

Listen to auto racing on

Own/Lease Pontiac

radio



L3 Metropolis U6 Urban Outskirts II Family Mix 29.5 Lower Middle Srvc/Skilled/Prof/Mgmt No HS Diploma; HS Grad Single Family; Duplex

Black; White; Amer. Indian Buy baby products; toys Have personal education Buy designer jeans, dress Watch BET Own/Lease Pontiac

Definitions in the segment descriptions:

Affluence is high to low Household (HH) types: Family and nonfamily Family: MC—Married couples · Family: Married couples with children Family: Single parent Nonfamily: Singles

Family Mix: People who are related in the household such as married couples, married couples with children, and single parents.

Mixed Households: A combination of family and

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· Nonfamily: Shared

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Segment Legend

The icon background color illustrates the LifeMode Summary Group.

color illustrates the

Urbanization

Urbanization Group HH Type Median Age The text background Income **Employment** Education Summary Group. Residential

LifeMode Group

Activity Financial Activity Media Vehicle

Race/Ethnicity

L8 Global Roots U4 Metro Cities II Mixed 27.9 Lower Middle Srvc/Prof/Mgmt/Skilled No HS Diploma; HS; Some Coll

Multiunit Rentals Single Family White; Black; Hispanic White Play football, basketball Play baseball, fish Own CD (6 months or less Have personal education loa Go dancing Play video games Watch syndicated and cable TV Watch syndicated TV Own Oldsmobile Own/Lease Nissan

52 Inner City Tenants

L11 Factories and Farms U8 Suburban Periphery II

33.9

Lower Middle

L3 Metropolis U2 Principal Urban Centers II Skilled/Services No HS Diploma; HS Grad

Family Mix Lower Middle Srvc/Prof/Mgmt No HS Diploma; HS Grad Row House Black; White Play baseball

Have second mortgage

Watch syndicated TV

Use public transportation

equity loan

Purchase DVDs



L6 Scholars and Patriots U6 Urban Outskirts II Singles; Shared 24.4 Lower Middle Students/Prof/Mgmt/Srvc Some College; Bach/Grad Multiunit Rentals

55 College Towns

Participate in environmental Have personal education Attend college sports events, go to bars Watch MTV, Comedy Central Own/Lease compact car

L11 Factories and Farms U11 Rural II Family Mix 37.8 Lower Middle Retired/Skilled/Srvc No HS Diploma; HS Grad Single Family; Mobile Home

Read fishing/hunting

Own/Lease full-size pickup

magazines

White; Black Own dogs Own cats Own CD (6 months or less) Have personal education Go hunting Go dancing



U2 Principal Urban Centers II Family Mix 25.5 Lower Middle Skilled/Services No HS Diploma Multiunit Rentals White; Hispanic

L8 Global Roots

Buy children's apparel

Play soccer

Use stock rating service

Listen to Hispanic radio

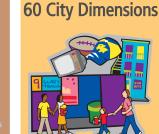
Own/Lease Nissan

58 NeWest Residents

> U6 Urban Outskirts II Family Mix 28.6 Lower Middle Skilled/Services No HS Diploma Single Family White; Amer. Indian; Hispanic

> > and games

Go fishing (salt water) Listen to Hispanic radio Own/Lease minivan Show Network



29.9

Black; White; 2+ Races; Hisp Gamble in Atlantic City Use savings and loan Attend ball games Watch daytime TV, sitcoms Use public transportation



L3 Metropolis 35.8

restaurants



performances

Watch syndicated TV

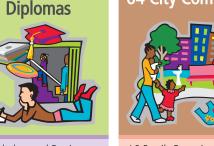
Leased last vehicle

21.8

Watch VH1

Own/Lease convertible

Have personal education



Single-Parent Fams; Singles 24.6 Services No HS Diploma; HS Grad Multiunit Rentals Black

White; Black \$75,000 Attend movies once a week or more



Unclassified neighborhoods include unpopulated areas such as parks. golf courses, open of undeveloped land. Institutional group

space, or other types fall into this category.



Urbanization Group (top color) (bottom color) U1 Principal Urban Centers II L4 Solo Acts 5 Senior Styles U5 Urban Outskirts I L6 Scholars and Patriots U6 Urban Outskirts II

Color Kev

U2 Principal Urban U3 Metro Cities I U4 Metro Cities II L7 High Hopes U7 Suburbai Periphery I L8 Global Roots U8 Suburban L9 Family Portrait Periphery II U9 Small Towns L11 Factories U10 Rural I and Farms L12 American U11 Rural II

L1 High Society U3 Metro Cities I

Married-Couple Families Prof/Mgmt Bach/Grad Degree Single Family

White Participate in public/civic Gardening Have home equity line of Stay at Hilton hotels Listen to all-news radio

L1 High Society L1 High Society U3 Metro Cities I U5 Urban Outskirts I Married-Couple Families Married Couples w/Kids Prof/Mgmt Bach/Grad Degree Some College; Bach/Grad Single Family

Play golf

Own common/pref. stock

in employer's company

Visit Disney World (FL)

Read airline magazines

Own/Lease full-size SUV

U3 Metro Cities I Married-Couple Families 41.9 Upper Middle Prof/Mgmt Some College; Bach/Grad Single Family White Shop at Macy's

Vacation domestically and

overseas

L3 Metropolis

U3 Metro Cities I

Singles; Shared

37.6

Middle

White

Prof/Mgmt

Some College; Bach/Grad

Contribute to IRA savings

Listen to classical, news/

Own/Lease station wagon

Single Family; Multiunits

Visit zoo: museum

Go roller-blading

talk radio

Use Fidelity brokerage firm Use service for property/ garden maintenance Listen to all-news radio

L1 High Society U7 Suburban Periphery I Married-Couple Families 44.6 Upper Middle Prof/Mgmt Some College; Bach/Grad

Enjoy photography Consult financial planne Boating/Hiking Listen to public radio Own/Lease luxury car

Single Family

L10 Traditional Living U5 Urban Outskirts I Prof/Mgmt/Skilled/Srvc

White Participate in local civic Own insured money market account Go bowling Watch Court TV on TV Own/Lease compact car

Single Family; Multiunits

Middle

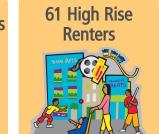
Own pet dogs or cats Watch CMT Own/Lease motorcycle

Own savings bonds

L11 Factories and Farms Married-Couple Families

73.6 Lower Middle Retired/Prof/Mgmt/Srvc Some College Mixed/Seasonal Attend NASCAR races

Politically active Own annuities Reading, crossword puzzles Watch Golf Channel, QVC Own/Lease Mercury/Buick



L8 Global Roots U2 Principal Urban Centers II Other Family HHs; Singles Lower Middle Srvc/Not in Labor Force



No HS Diploma; HS Grad

U6 Urban Outskirts II Other Family HHs; Singles

Eat at fast-food/drive-in



Students/Prof/Mgmt/Srvc Some College; Bach/Grad Multiunit Rentals White; Asian Participate in a variety of

Buy baby/children's products Bank online

Retired/Prof/Mgmt/Srvc No HS Diploma; HS Grad High-Rise Rentals Member of church board, fraternal order, veterans' Own stock worth less than

Own/Lease Buick

L5 Senior Styles

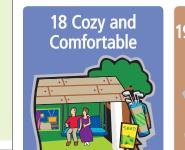
U2 Principal Urban Centers II

quarters, such as prisons, iuvenile detention homes. and mental hospitals, or any area with insufficient data for classification also

White; Asian Practice yoga Trade stocks/bonds/funds Shop online Read computer magazines 34 Family 33 Midlife Junction **Foundations**

Own/Lease full-size

pickup truck



U8 Suburban Periphery II Some College

Single Family

Own/Lease pickup truck 36 Old and Newcomers

L9 Family Portrait

U3 Metro Cities I

Prof/Mgmt/Skilled

Some College

Single Family

White

restaurants

Contribute to 401(k)

Buy children's toys/games

Watch pay-per-view sports

retirement plan

Middle

Married Couples w/Kids

Some College; Bach/Grad

28.5

L8 Global Roots U5 Urban Outskirts I Family Mix Middle Skilled/Services No HS Diploma; HS Grad

Single Family Attend movies once a week Buy children's apparel, video

Play basketball, bowl Trade stocks/bonds/funds online Visit Universal Studios (FL) Watch CBS Evening News Own/Lease SUV

L5 Senior Styles U6 Urban Outskirts II 40.5 Lower Middle Prof/Mgmt/Skilled/Srvc No HS Diploma; HS Grad Multiunits; Single Family

Watch syndicated TV

Own/Lease Buick

L9 Family Portrait

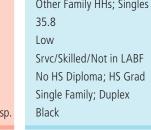
Buy children's apparel, toys, Have new car loan

L8 Global Roots U4 Metro Cities II Mixed 29.2 Lower Middle Skilled/Services No HS Diploma; HS Grad

> Multiunit Rentals White; Black; Hispanic Buy video games, tapes Have personal education Go roller-skating; go to Watch BET, MTV2, Game

Own/Lease Ford

High-Rise Rentals



Own American Express card Listen to urban and gospel Watch cable and syndicated Own/Lease domestic sedan



63 Dorms to

sports—swimming, jogging, Attend rock music concerts

L9 Family Portrait U2 Principal Urban Centers II

Own 3+ cell phones Listen to urban and gospel Own/Lease Mercury Watch game shows



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