



2017 KEY STATISTICS²

43,611

TOTAL JOBS

+12%

TOTAL JOB GROWTH FROM 2010

2,428

ESTABLISHMENTS

\$36,746

AVERAGE EARNINGS
(NATIONAL AVG. \$36,422)



INDUSTRY PROFILE

RETAIL

From big box to boutique, there are more than 2,400 retail establishments in Macomb County. As personal income, consumer confidence and county population continue to surge, conditions here are prime for growth in the retail industry. Macomb is home to two of Michigan's fastest growing communities and has seen strong employment growth. These conditions, along with vibrant commercial corridors such as Gratiot Avenue and Hall Road, which generates more than \$1 billion in retail sales per year, mean that Macomb County offers a distinctive shopping experience and serves both a local and regional market.

Three regional malls are anchored by the nation's top retailers, providing a unique experience that may include finding a great bargain, seeing a movie, playing a game, enjoying a good meal or simply people-watching.

Macomb County is also home to nearly 1,600 independently-owned and operated retail establishments that offer an eclectic mix of merchandise, ranging from antiques and collectibles to yard and garden decor and supplies. Make Macomb Your Home's interactive map of independent retailers can help you choose your next favorite place to browse and shop local.



RETAIL JOBS BY YEAR²



MACOMB

MICHIGAN

38,768

2010

461,458

39,456

2011

463,739

39,337

2012

465,044

40,582

2013

471,228

41,823

2014

475,612

42,632

2015

482,883

42,651

2016

488,584

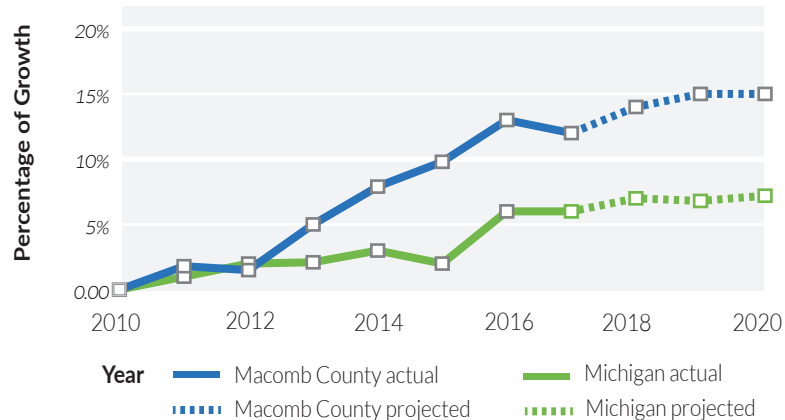
43,611

2017

490,024



JOB GROWTH²



EMPLOYMENT TRENDS²

Job Title	Employed in Industry Group (2017)	Percent Increase 2010 - 2017	Median Hourly Earnings (2017)
Retail Salespersons	12,292	28.1%	\$9.86
Cashiers	6,536	15%	\$9.59
Stock Clerks and Order Fillers	3,863	8.8%	\$11.04
First-Line Supervisors of Retail Sales Workers	2,996	6.9%	\$17.92
Customer Service Representatives	1,263	2.9%	\$13.22

1. Source: CoStar Realty Information Inc.

2. Source: MSI Q2 2016 Data Set & Michigan DTMB Bureau of Labor Market Information and Strategic Initiatives, Local Area Unemployment Statistics

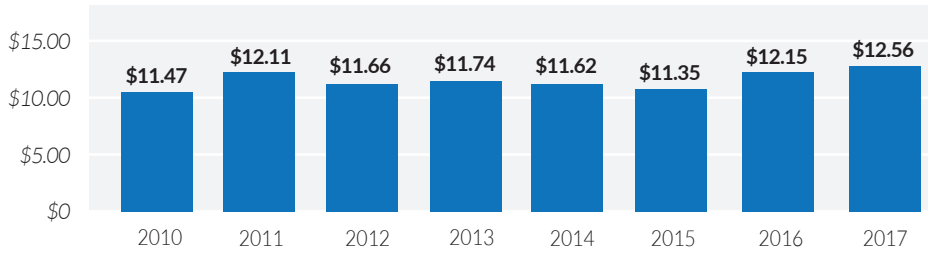
STAFFING PATTERNS

Since 2010, the Macomb County retail labor force increased from roughly 38,000 to 43,000. Overall, growth in total employment in the county and region has led to more disposable income, creating new opportunities for growth within the retail sector.



RETAIL MARKET AVERAGE LEASE RATE¹

Per square foot



SUCCESS STORIES



Art Van Furniture, Warren - In 2018, Art Van Furniture completed its third significant expansion at its Warren headquarters - investing in state-of-the-art e-commerce and digital facilities to accompany its showroom, distribution and warehousing facility and corporate headquarters. Officials with the company said the expansion was necessitated by the company's rapid growth during the past three years in Michigan, Illinois, Indiana and Ohio. Art Van now has more than 2,500 individuals working at its Warren campus and achieved more than \$1 billion in annual sales for the first time ever.



Ball Equipment, Richmond - Ball Equipment, a Richmond-based lawn equipment and motorsport retailer, recently purchased Peak Powersports to add Artcat and Honda motorcycles to its product line. The company also purchased a 50,000-square-foot facility in Chesterfield Township for the warehousing of original equipment parts and the repair of all-terrain vehicles, snowmobiles, lawn equipment and motorcycles. In order to meet the growing demand of both in-store and online sales, the company renovated the Richmond facility with an investment of \$2,550,000. Macomb County, with its vast network of economic development tools and agencies, connected Ball Equipment with Michigan Works to help fill its talent needs.



Cabela's, Chesterfield Township - Cabela's, the world's foremost outfitter of hunting, fishing, boating, camping, shooting and related outdoor recreational merchandise, opened its Macomb County facility in 2017. Just off of Interstate 94 in Chesterfield Township, the outdoor megastore created roughly 175 full-time, part-time and seasonal employees. The new store is approximately 90,000 square feet. Cabela's, headquartered in Sidney, Nebraska, was founded in 1961.

LOCATIONAL ADVANTAGE

With a population that grew by an average of 14 people per day since 2000, Macomb County is a preferred location to engage in retail. It possesses an integrated transportation network that connects the region of more than five million individuals. It also draws consumers from around the Great Lakes region, including Canada. Our site selection services can find your business a premier location within the county to provide you with the strongest possible locational advantage. With more than 14,500 acres in the county zoned for retail operations, we can find a place for your business to thrive.



TOP COMPANIES

- Apple Store
- Art Van Furniture
- Best Buy
- Cabela's
- Costco
- Dick's Sporting Goods
- Duluth Trading Company
- Dunham's Sports
- Home Depot
- Jos. A. Bank
- Kohl's
- Kroger
- L.L. Bean
- Lowe's Home Improvement
- Macy's
- Meijer
- Menards
- Nordstrom
- Sam's Club
- Target
- Ulta Beauty
- Walmart

AVAILABLE ASSISTANCE



Planning &
Economic
Development

macombgov.org
(00 + 1) 586-469-5285

The business development team of the Macomb County Department of Planning and Economic Development is here to help. Our job is to be knowledgeable about and connected to a wide assortment of programs available to help businesses succeed. This includes assisting with new investment in facilities and equipment, recruitment and training of new and existing employees, and helping with financing, exporting and diversifying the industry sectors your company serves. The business development team will introduce your company to our partner service agencies and work with you to ensure access to available local and state incentives.

Our services are free, confidential and easily accessed. Simply get in touch, and we will arrange for your team to meet with our seasoned professionals. The business development team will listen to your goals to grow your business and act as your project manager to navigate working with government agencies at all levels.