

TABLE B-7

TO ESTIMATE STORE EMPLOYMENT FOR STORES FOR WHICH NO DATA ARE AVAILABLE
 FOR THAT SPECIFIC STORE, 2013
 (NATIONAL DATA, SF PER EMPLOYEE)

Apparel Stores

Retailer	Total Retail SF	Total Number of Employees	SF Per Employee	Retailer	Total Retail SF	Total Number of Employees	SF Per Employee
Lululemon Athletica	739,825	7,622	97	Abercrombie & Fitch	7,736,000	75,000	103
Ralph Lauren	3,000,000	23,000	130	American Apparel	744,000	10,000	74
Under Armour	635,200	5,000	127	Joe's Jeans	66,071	561	118
J Crew	2,581,100	13,300	194	American Eagle	6,504,000	40,000	163
Aeropostale	4,088,700	28,526	143	Zumiez	1,624,000	5,600	290
Chico's FAS	4,172,941	21,330	196	Carter's	2,890,800	11,222	258
L Brands	11,169,000	94,600	118	Cache	506,000	2,652	191
Urban Outfitters	4,246,847	22,200	191	Express	5,498,000	18,500	297
Gymboree	2,740,000	14,716	186	Ann Taylor	5,873,000	19,800	297
Guess?	2,329,000	14,600	160	Jos A. Bank	2,635,800	6,469	407
The Buckle	2,271,000	8,800	258	Tilly's	1,513,138	3,600	420
Bebe Stores	970,000	2,721	356	Gap	37,200,000	137,000	272
The Children's Place	5,207,328	14,800	352	Jones Group	2,027,455	6,875	295
dELIA*s	389,500	1,415	275	Men's Wearhouse	7,116,344	18,200	391
Destination Maternity	1,285,000	4,300	299	Wet Seal	2,065,465	7,120	290
Pacific Sunwear	2,400,000	9,760	246	Body Central	1,175,000	3,700	318
New York & Co.	3,102,440	6,349	489	Destination XL	1,883,000	2,374	793
Ascena Retail Group	21,000,000	48,000	438	Christopher & Banks	1,962,100	5,050	389
Cato	5,940,000	10,000	594	Gordmans Stores	5,266,800	5,700	924
Average SF Per Employee	=	293					

Home Furnishing Stores

Retailer	Total Retail SF	Total Number of Employees	SF Per Employee	Retailer	Total Retail SF	Total Number of Employees	SF Per Employee
Select Comfort	873,400	1,544	566	Pier 1 Imports	8,451,000	19,200	440
Williams-Sonoma	5,838,000	28,100	208	Bassett Furniture	1,384,435	1,501	922
Bed Bath & Beyond	42,619,000	58,000	735	Ethan Allen	2,352,000	4,900	480
Kirkland's	2,418,254	4,395	550	Restoration Hardware	806,000	1,900	424
Average SF Per Employee	=	541					

Fast Casual Restaurants

Retailer	Total Retail SF	Total Number of Employees	SF Per Employee	Retailer	Total Retail SF	Total Number of Employees	SF Per Employee
Chipotle	4,115,100	45,340	91	Panera Bread	3,901,500	18,394	212
Potbelly	680,800	5,050	135	Dunkin Donuts ^{2/}	14,202,450	153,540	93
Starbucks ^{1/}	17,329,800	172,000	101	Noodles & Company ^{1/}	842,700	8,200	103
Jamba Juice ^{1/}	375,200	3,800	99				
Average SF Per Employee	=	119					

Full Service Restaurants

Retailer	Total Retail SF	Total Number of Employees	SF Per Employee	Retailer	Total Retail SF	Total Number of Employees	SF Per Employee
Del Frisco's Double Eagle Steakhouse	175,000	2,280	77	Cheesecake Factory ^{1/}	2,172,000	34,300	63
Del Frisco's Grille	82,500	676	122	Brinker International ^{1/}	5,262,000	54,000	97
Darden Restaurant Group ^{1/}	10,507,000	196,000	54	Ruth's Hospitality Group ^{1/}	637,500	5,485	116
Average SF Per Employee	=	88					

Note: Total number of employees may reflect in-store employment, if available.

^{1/} Includes only company-operated restaurants.

^{2/} Includes only U.S. company-operated and franchise restaurants.

Source: RetailSails.com, Hoovers.com, 10k financial statements; Delta Associates, August 2014.

DA14282
 14282 Report, Table B7-Avg. Employee
 9/11/2014

TABLE B-8

TO ESTIMATE STORE EMPLOYMENT FOR STORES ON OUR LIST
(NATIONAL DATA, SF PER EMPLOYEE)

Retailer	Total Retail SF	Total Number of Employees	SF Per Employee
Banana Republic	5,200,000	19,151	272
Barnes and Noble	17,700,000	34,000	521
Big Lots	47,489,000	38,100	1,246
CVS	88,235,294	202,000	437
DSW	8,687,000	11,000	790
Gap	37,200,000	137,000	272
Giant	7,016,470	21,000	334
GNC	5,013,000	13,800	363
Harris Teeter	10,651,086	25,800	413
H&M	6,164,050	7,708	800
HomeGoods	8,865,000	23,100	384
Lowe's	200,000,000	262,000	763
Marshalls	23,092,000	60,250	383
MOM's Organic Market	150,000	587	256
Nordstrom Rack	5,336,000	17,799	300
Office Depot	43,642,514	64,000	682
PetSmart	28,460,649	53,000	537
Safeway	63,400,000	138,000	459
Trader Joe's	6,000,000	5,500	1,091
TJ Maxx	24,712,000	64,475	383
Under Armour	635,200	5,000	127
Walgreens	104,472,454	248,000	421
Wal-Mart	1,101,721,000	2,200,000	501
West Elm	817,800	3,372	243
Whole Foods	13,779,000	78,400	176

Note: Total number of employees may reflect in-store employment, if available.

Source: Retailsails.com, Hoovers.com,
10k financial statements;
Delta Associates, August 2014.

DA14282
14282 Report, Table B8-Employees by SF
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