

## Health and Beauty Market Potential

Kaibab Prepared by Esri

| Demographic Summary                             |                    | 2023         | 20     |
|---|--------------------|--------------|--------|
| Population                                      |                    | 412          | 4      |
| Population 18+                                  |                    | 207          | 2      |
| Households                                      |                    | 105          | 1      |
| Median Household Income                         |                    | \$45,276     | \$53,1 |
|   | Expected Number of |              |        |
| Product/Consumer Behavior                       | Adults/HHs         | Percent      | M      |
| Typically Spend 1-3 Hrs Exercising/Wk           | 55                 | 26.6%        | 1      |
| Typically Spend 4-6 Hrs Exercising/Wk           | 34                 | 16.4%        |        |
| Typically Spend 7+ Hrs Exercising/Wk            | 44                 | 21.3%        |        |
| Exercise at Home 2+ Times/Wk                    | 87                 | 42.0%        |        |
| Exercise at Club 2+ Times/Wk                    | 14                 | 6.8%         |        |
| Exercise at Oth Facility (Not Club) 2+ Times/Wk | 20                 | 9.7%         | :      |
| Member of LA Fitness Club/Gym                   | 4                  | 1.9%         |        |
| Member of Planet Fitness Club/Gym               | 8                  | 3.9%         | •      |
| Member of YMCA Fitness Club/Gym                 | 2                  | 1.0%         |        |
| Own Elliptical                                  | 9                  | 4.3%         |        |
| Own Stationary Bicycle                          | 17                 | 8.2%         |        |
| Own Treadmill                                   | 23                 | 11.1%        |        |
|   |                    |              |        |
| Own Weight Lifting Equipment                    | 32                 | 15.5%        |        |
| Control Diet for Blood Sugar Level              | 20                 | 9.7%         |        |
| Control Diet for Cholesterol Level              | 23                 | 11.1%        |        |
| Control Diet for Food Allergies                 | 3                  | 1.4%         |        |
| Control Diet to Maintain Weight                 | 25                 | 12.1%        |        |
| Control Diet for Physical Fitness               | 29                 | 14.0%        |        |
| Control Diet for Salt Restriction               | 8                  | 3.9%         |        |
| Control Diet for Weight Loss                    | 36                 | 17.4%        |        |
| Use Doctor`s Care/Diet for Diet Method          | 8                  | 3.9%         |        |
| Use Exercise Program for Diet Method            | 23                 | 11.1%        |        |
| Buy Foods Specifically Labeled: Fat-Free        | 19                 | 9.2%         |        |
| Buy Foods Specifically Labeled: Gluten-Free     | 17                 | 8.2%         |        |
| Buy Foods Specifically Labeled: High Fiber      | 12                 | 5.8%         |        |
| Buy Foods Specifically Labeled: High Protein    | 17                 | 8.2%         |        |
| Buy Foods Specifically Labeled: Hormone-Free    | 3                  | 1.4%         |        |
| Buy Foods Specifically Labeled: Lactose-Free    | 17                 | 8.2%         |        |
| Buy Foods Specifically Labeled: Low-Calorie     | 14                 | 6.8%         |        |
| Buy Foods Specifically Labeled: Low-Carb        | 14                 | 6.8%         |        |
| Buy Foods Specifically Labeled: Low-Cholesterol | 10                 | 4.8%         |        |
| Buy Foods Specifically Labeled: Low-Fat         | 14                 | 6.8%         |        |
| Buy Foods Specifically Labeled: Low-Sodium      | 19                 | 9.2%         |        |
| Buy Foods Specifically Labeled: Natural/Organic | 24                 | 11.6%        |        |
| Buy Foods Specifically Labeled: Probiotic       | 10                 | 4.8%         |        |
| Buy Foods Specifically Labeled: Sugar-Free      | 32                 | 15.5%        |        |
| Consider Self to Be Semi-Vegetarian             | 16                 | 7.7%         |        |
| Used Meal/Dietary/Weight Loss Supplement/6 Mo   | 17                 | 8.2%         |        |
| Used Vitamins or Dietary Supplements/6 Mo       | 127                | 61.4%        |        |
| Provide Services as Primary Caregiver/Caretaker | 11                 | 5.3%         |        |
| Assist w/Chores as Caregiver/Caretaker          | 7                  |              |        |
|   |                    | 3.4%<br>2.9% |        |
| Assist w/Personal Care as Caregiver/Caretaker   | 6                  |              |        |
| Give Medication as Caregiver/Caretaker          | 4                  | 1.9%         |        |
| Make Doctor Appointments as Caregiver/Caretaker | 5                  | 2.4%         |        |
| Provide Transportation as Caregiver/Caretaker   | 7                  | 3.4%         |        |

**Data Note:** An MPI (Market Potential Index) measures the relative likelihood of the adults in the specified trade area to exhibit certain consumer behavior or purchasing patterns compared to the U.S. An MPI of 100 represents the U.S. average.

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|   | Expected Number of   |                              |        |
|---|----------------------|------------------------------|--------|
| Product/Consumer Behavior   | Adults/HHs           | Percent                      | MI     |
| Visited Doctor/12 Mo  | 148                  | 71.5%                        | {      |
| Visited Doctor/12 Ino Visited Doctor 1-2 Times/12 Mo  | 62                   | 30.0%                        | 13     |
| Visited Doctor 1-2 Times/12 Mo  | 36                   | 17.4%                        | -      |
| •   | 50                   | 24.2%                        | -<br>- |
| Visited Account Postor 12 Mo  | 3                    |                              |        |
| Visited Advantage Doctor/12 Mo  |                      | 1.4%                         |        |
| Visited Allergist Doctor/12 Mo  | 4                    | 1.9%                         |        |
| Visited Cardiologist Doctor/12 Mo   | 8                    | 3.9%                         |        |
| Visited Chiropractor/12 Mo  | 12                   | 5.8%                         |        |
| Visited Dentist/12 Mo   | 56                   | 27.1%                        |        |
| Visited Dermatologist Doctor/12 Mo  | 17                   | 8.2%                         |        |
| Visited Ear or Nose or Throat Doctor/12 Mo  | 5                    | 2.4%                         |        |
| Visited Eye Doctor/12 Mo  | 28                   | 13.5%                        |        |
| Visited Gastroenterologist Doctor/12 Mo   | 14                   | 6.8%                         | 1      |
| Visited General or Family Doctor/12 Mo  | 68                   | 32.9%                        |        |
| Visited Internist Doctor/12 Mo  | 4                    | 1.9%                         |        |
| Visited Physical Therapist Doctor/12 Mo   | 4                    | 1.9%                         |        |
| Visited Podiatrist Doctor/12 Mo   | 7                    | 3.4%                         |        |
| Visited Psychiatrist/Psychologist Doctor/12 Mo  | 8                    | 3.9%                         |        |
| Visited Urologist Doctor/12 Mo  | 6                    | 2.9%                         |        |
| Visited Nurse Practitioner/12 Mo  | 11                   | 5.3%                         |        |
| Wear Regular/Sun/Tinted Prescription Eyeglasses   | 68                   | 32.9%                        |        |
| Wear Bi-Focal/Multi-Focal/Progressive Glasses   | 20                   | 9.7%                         |        |
| Wear Soft Contact Lenses  | 23                   | 11.1%                        |        |
|   |                      |                              |        |
| Spent \$1-99 on Eyeglasses/12 Mo  | 9                    | 4.3%                         | 1      |
| Spent \$100-199 on Eyeglasses/12 Mo   | 11                   | 5.3%                         | _      |
| Spent \$200-249 on Eyeglasses/12 Mo   | 7                    | 3.4%                         | 1      |
| Spent \$250+ on Eyeglasses/12 Mo  | 12                   | 5.8%                         |        |
| Spent \$1-199 on Contact Lenses/12 Mo   | 12                   | 5.8%                         | 1      |
| Spent \$200+ on Contact Lenses/12 Mo  | 5                    | 2.4%                         |        |
| Bought Prescrp Eyewear at Discount Optical Ctr  | 13                   | 6.3%                         |        |
| Bought Prescrp Eyewear at Private Eye Doctor  | 31                   | 15.0%                        |        |
| Bought Prescrp Eyewear at Retail Optical Chain  | 25                   | 12.1%                        |        |
| Bought Prescrp Eyewear Online   | 8                    | 3.9%                         |        |
| Used Acne Prescription Drug   | 6                    | 2.9%                         | 1      |
| Used Allergy or Hay Fever Prescription Drug   | 10                   | 4.8%                         |        |
| Used Anxiety or Panic Prescription Drug   | 9                    | 4.3%                         |        |
| Used Arthritis/Osteoarthritis Prescription Drug   | 4                    | 1.9%                         |        |
| Used Rheumatoid Arthritis Prescription Drug   | 6                    | 2.9%                         | 1      |
| Used Asthma Prescription Drug   | 10                   | 4.8%                         | 1      |
| Used Backache or Back Pain Prescription Drug  | 16                   | 7.7%                         | 1      |
| Used Depression Prescription Drug   | 8                    | 3.9%                         |        |
| Used Diabetes (Non-Insulin Dep T-2) Prescrp Drug  | 11                   | 5.3%                         |        |
| . , , ,   | 11                   |                              |        |
| Used Heartburn or Acid Reflux Prescription Drug   |                      | 5.3%                         |        |
| Used High Blood Pressure Prescription Drug  | 21                   | 10.1%                        |        |
| Used High Cholesterol Prescription Drug   | 13                   | 6.3%                         |        |
| Used Insomnia Prescription Drug   | 3                    | 1.4%                         |        |
| Used Migraine Headache Prescription Drug  | 5                    | 2.4%                         |        |
| Used Sinus Congestion/Headache Prescription Drug  | 5                    | 2.4%                         |        |
| Used Urinary Tract Infection Prescription Drug  | 5                    | 2.4%                         |        |
| Filled Prescription at Discount/Dept Store/12 Mo  | 6                    | 2.9%                         |        |
| Filled Prescription at Drug Store/Pharmacy/12 Mo  | 52                   | 25.1%                        |        |
| Filled Prescription at Supermarket/12 Mo  | 16                   | 7.7%                         |        |
| Filled Prescription by Mail Order/12 Mo   | 8                    | 3.9%                         |        |
| Filled Prescription Online/12 Mo  | 7                    | 3.4%                         |        |
|   |                      | 3.9%                         |        |
|   | 8                    |                              |        |
| Spent \$1-9 Out of Pocket Prescrp Drugs/30 Days   | 8<br>12              |                              |        |
| Spent \$1-9 Out of Pocket Prescrp Drugs/30 Days<br>Spent \$10-19 Out of Pocket Prescrp Drugs/30 Days  | 12                   | 5.8%                         |        |
| Spent \$1-9 Out of Pocket Prescrp Drugs/30 Days<br>Spent \$10-19 Out of Pocket Prescrp Drugs/30 Days<br>Spent \$20-29 Out of Pocket Prescrp Drugs/30 Days   | 12<br>10             | 5.8%<br>4.8%                 |        |
| Spent \$1-9 Out of Pocket Prescrp Drugs/30 Days Spent \$10-19 Out of Pocket Prescrp Drugs/30 Days Spent \$20-29 Out of Pocket Prescrp Drugs/30 Days Spent \$30-49 Out of Pocket Prescrp Drugs/30 Days   | 12<br>10<br>13       | 5.8%<br>4.8%<br>6.3%         |        |
| Spent \$1-9 Out of Pocket Prescrp Drugs/30 Days Spent \$10-19 Out of Pocket Prescrp Drugs/30 Days Spent \$20-29 Out of Pocket Prescrp Drugs/30 Days Spent \$30-49 Out of Pocket Prescrp Drugs/30 Days Spent \$50-99 Out of Pocket Prescrp Drugs/30 Days | 12<br>10<br>13<br>15 | 5.8%<br>4.8%<br>6.3%<br>7.2% | 1      |
| Spent \$1-9 Out of Pocket Prescrp Drugs/30 Days<br>Spent \$10-19 Out of Pocket Prescrp Drugs/30 Days<br>Spent \$20-29 Out of Pocket Prescrp Drugs/30 Days<br>Spent \$30-49 Out of Pocket Prescrp Drugs/30 Days  | 12<br>10<br>13       | 5.8%<br>4.8%<br>6.3%         | 1      |

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|  | Expected Number of |               |    |
|--|--------------------|---------------|----|
| Product/Consumer Behavior                        | Adults/HHs         | Percent       | МІ |
| Used Cold/Sinus/Allergy Med (Nonprescrp)/6 Mo    | 93                 | 44.9%         | ġ  |
| Used Cough Syrup/Suppressant (Nonprescrp)/6 Mo   | 71                 | 34.3%         | 15 |
| Used Medicated Skin Cream/Lotion/Spray/6 Mo      | 50                 | 24.2%         | ;  |
| Used Non-Medicated Nasal Spray/6 Mo              | 21                 | 10.1%         |    |
| Used Pain Relieving Rub or Liquid or Patch/6 Mo  | 61                 | 29.5%         | 10 |
| Used Sleeping Aid or Snore Relief/6 Mo           | 29                 | 14.0%         | 1  |
| Used Sore Throat Remedy or Cough Drops/6 Mo      | 83                 | 40.1%         | 1  |
| Used Sunburn Remedy/12 Mo                        | 23                 | 11.1%         |    |
| Used Suntan or Sunscreen Prod/12 Mo              | 59                 | 28.5%         |    |
| Used Toothache/Gum/Canker Sore Remedy/6 Mo       | 21                 | 10.1%         | 1  |
| HH Used Children`s Cold Tablets/Liquids/6 Mo     | 16                 | 15.2%         | 1  |
| HH Used Children`s Cough Syrup/6 Mo              | 15                 | 14.3%         | 2  |
| HH Used Kids Pain Reliever/Fever Reducer/6 Mo    | 27                 | 25.7%         | 1  |
| HH Used Kids Vitamins/Nutrition Supplements/6 Mo | 20                 | 19.0%         | 1  |
| Used Body Wash or Shower Gel/6 Mo                | 145                | 70.0%         | 1  |
| Used Breath Freshener/6 Mo                       | 84                 | 40.6%         | 1  |
| Used Gum Breath Freshener/6 Mo                   | 56                 | 27.1%         | 1  |
| Used Mints Breath Freshener/6 Mo                 | 31                 | 15.0%         | 1  |
| Used Thin Film Breath Freshener/6 Mo             | 6                  | 2.9%          | 1  |
| Used Complexion Care Prod/6 Mo                   | 114                | 55.1%         | 1  |
| Used Denture Adhesive or Fixative/6 Mo           | 6                  | 2.9%          |    |
| •  |                    |               |    |
| Used Denture Cleaner/6 Mo                        | 13                 | 6.3%<br>27.1% |    |
| Used Eyeliner/Eyebrow Pencil/6 Mo                | 56                 |               | 1  |
| Used Facial Moisturizer/6 Mo                     | 103                | 49.8%         | 1  |
| Used Personal Foot Care Prod/6 Mo                | 49                 | 23.7%         | 1  |
| Used Hair Coloring Prod at Home/6 Mo             | 38                 | 18.4%         | 1  |
| Used Hair Conditioning Treatment at Home/6 Mo    | 60                 | 29.0%         | 1  |
| Used Hair Growth Prod/6 Mo                       | 11                 | 5.3%          | 1  |
| Used Hair Spray at Home/6 Mo                     | 50                 | 24.2%         |    |
| Used Hair Styling Gel/Lotion/Mousse/6 Mo         | 92                 | 44.4%         | 1  |
| Used Mouthwash/6 Mo                              | 152                | 73.4%         | 1  |
| Used Mouthwash 8+ Times/7 Days                   | 46                 | 22.2%         | 1  |
| Used Sensitive Toothpaste/6 Mo                   | 39                 | 18.8%         |    |
| Used Whitening Toothpaste/6 Mo                   | 80                 | 38.6%         |    |
| Used Tooth Whitener (Not Toothpaste)/6 Mo        | 27                 | 13.0%         | 1  |
| Used Tooth Whitener (Gel)/6 Mo                   | 6                  | 2.9%          | 1  |
| Used Tooth Whitener (Strips)/6 Mo                | 14                 | 6.8%          | 1  |
| Visited Day Spa/6 Mo                             | 5                  | 2.4%          |    |
| Purchased Prod at Salon or Day Spa/6 Mo          | 7                  | 3.4%          |    |
| Used Prof Service for Haircut/6 Mo               | 106                | 51.2%         |    |
| Used Prof Svc for Hair Color/Highlights/6 Mo     | 20                 | 9.7%          |    |
| Used Prof Service for Facial/6 Mo                | 6                  | 2.9%          | 1  |
| Used Prof Service for Massage/6 Mo               | 7                  | 3.4%          |    |
| Used Prof Service for Manicure/6 Mo              | 18                 | 8.7%          |    |
| Used Prof Service for Pedicure/6 Mo              | 23                 | 11.1%         |    |
| Spent \$1-99 at Barber Shop/6 Mo                 | 25                 | 12.1%         |    |
| Spent \$100+ at Barber Shop/6 Mo                 | 18                 | 8.7%          | 1  |
| Spent \$1-99 at Beauty Salon/6 Mo                | 27                 | 13.0%         | 1  |
| Spent \$100+ at Beauty Salon/6 Mo                | 21                 | 10.1%         |    |

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