

## **NACS/TDLinx Convenience Industry Store Count Media Fact Sheet**

### **U.S. Convenience Stores (as of 12/31/07)**

2007 – 146,294  
2006 – 145,119  
2005 – 140,655  
2004 – 138,205  
2003 – 130,659

- While net total store count grew less than one percent in 2007, there was still more than 31 percent change in the channel.
- More than 7,700 stores closed, 8,300 opened and more than 43,000 stores changed ownership in 2007.
- Increase in stores in 2007 a result of a greater number of stores opening than closing, as well as the non-convenience stores evolving to fit the NACS/TDLinx conventional definition of a convenience store.
- Convenience store definition: stores that include a broad merchandise mix, extended hours of operation and a minimum of 500 stock-keeping units (SKUs).

### **U.S Convenience Stores Selling Motor Fuel**

2007 – 115,157 or 79 percent of all convenience stores  
2006 – 114,974 or 79 percent of all convenience stores  
2005 – 112,207 or 80 percent of all convenience stores  
2004 – 110,895 or 80 percent of all convenience stores  
2003 – 106,240 or 81 percent of all convenience stores

### **Gas Station/Kiosks**

2007 – 19,935  
2006 – 19,713

- Gas station/kiosks are fueling stations that have smaller kiosk stores and do not meet the official NACS/TDLinx definition of a convenience store.

### **Top States for Convenience Stores (as of 12/31/07)**

1. Texas	14,179 stores	6. North Carolina	6,255
2. California	10,294	7. Ohio	5,176
3. Florida	9,424	8. Michigan	4,843
4. New York	7,780	9. Illinois	4,588
5. Georgia	6,384	10. Virginia	4,529

### **U.S. Channel Count Comparison (as of 12/31/2007)**

Convenience Stores	146,294
Supermarkets	34,967
Drug Stores	37,537
Mass Merchandiser/Dollar Stores	26,344
Wholesale Clubs	1,152

### **Stores Selling Motor Fuel**

- Despite shrinking profit margins on fuels, convenience store retailers still consider motor fuel operations to be important.
- Texas reports the most stores selling motor fuel - - 11,885 stores, or 84 percent of all convenience stores in Texas.
- 96 percent of convenience stores sell motor fuel in: Iowa, Montana, North Dakota, Nebraska and South Dakota.
- New Jersey (38 percent) and Oregon (58 percent) have the smallest percentage of stores selling motor fuels; these two states also mandate full service for motor fuels sales.
- Other states with low percentages: Massachusetts (44 percent), New York (53 percent), Rhode Island (57 percent).

### **Additional Highlights:**

- Convenience store industry sales reached \$569 million -- or more than 4 percent of the country's gross domestic product in 2007.
- In 1987, the convenience store count topped 100,000 for the first time (100,200 stores).
- In 1977, the convenience store count stood at 43,200 stores.
- The convenience store industry continues to be dominated by small, "mom-and-pop" stores, those that are owned and operated as a one-store business or franchise.
- In 2007, the number of one-store owners topped 90,000 for the first time with 90,683 stores, or 62 percent of all convenience stores in the U.S.
- Less than 14 percent (19,833 stores) are stores owned and operated by companies with more than 500 stores.

### **About NACS**

NACS, the association for convenience and petroleum retailing, is an international trade association representing more than 2,200 retail and 1,800 supplier member companies. The U.S. convenience store industry, with over 146,000 stores across the country, posted \$569.4 billion in total sales in 2006, with \$405.8 billion in motor fuels sales.

### **About The Nielsen Company**

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