Thank you for allowing us to help you with this analysis of your data.

We received monthly Retail/Food Sales data from you to be correlated to our monthly leading econimic indicators. We looked for a relationship between our leading indicators and your information at different time periods into the future so that the indicators could be used to estimate future months.

Following is a forecast for Retail/Food Sales:

	Retail/Food Sales Estimate 3 Months into Future
Correlation (R)	.9851
Probability That a Correlation Exists Between Months and these Economic Factors	> 95%
% of Sales Explained by the Economic Factors (R^2)	97%

Based on this assumption, we can estimate future sales as follows:

Period(s) After Last Sales You Provided	Estimate
1 Months	$353,442
2 Months	$331,112
3 Months	$344,712

The formula to predict Retail/Food Sales 3 months into the future is:

Retail/Food Sales = 230536.5
- plus -4084.7681 x Average Weekly Hours
- plus -69.1634 x Unemployment Claims
- plus 20.4575 x S&P 500
- plus 39.7945 x M2
- plus 10.9431 x Building Permits
- plus 917.4626 x 10-year Tbill

Your Retail/Food Sales was seasonalized. Therefore, in order to use this formula, you must readjust the results of the formula as follows:

If you are forecasting January sales, multiply the result of the formula above by .866628
If you are forecasting February sales, multiply the result of the formula above by .867431
If you are forecasting March sales, multiply the result of the formula above by .986923
If you are forecasting April sales, multiply the result of the formula above by .975223
If you are forecasting May sales, multiply the result of the formula above by 1.033385
If you are forecasting June sales, multiply the result of the formula above by 1.016243
If you are forecasting July sales, multiply the result of the formula above by 1.009684
If you are forecasting August sales, multiply the result of the formula above by 1.042206
If you are forecasting September sales, multiply the result of the formula above by .974569
If you are forecasting October sales, multiply the result of the formula above by 1.014894
If you are forecasting November sales, multiply the result of the formula above by 1.019698
If you are forecasting December sales, multiply the result of the formula above by 1.193114

Of course ***other*** factors affect your future Retail/Food Sales including factors occuring on an international, national, industry, company and local level. If there are specific factors that you feel are highly related to your Retail/Food Sales, we can produce a custom relationship analysis for you using those factors plus our leading indicators which we found to be highly related to your Retail/Food Sales. Please feel free to email us at customsa@finstat.com.

Notes
Attached is a file containing details of the correlation that we performed.

We performed a linear correlation between your information and our leading economic indicators. If you would like to see nonlinear correlations, please contact us and we can discuss the types of functions to use and the cost to perform the correlations.

Our Leading Economic Indicators:

Name	***Description***
Average Weekly Hours	Average weekly hours worked from Bureau of Labor Statistics, seasonally adjusted.
Unemployment Claims	Initial Claims from Bureau of Labor Statistics, seasonally adjusted.
S&P 500	Standard & Poor's composite index (1941-43=10).
M2	From BEA, seasonally adjusted.
Building Permits	From Bureau of Census: Housing Starts.
10-year Tbill	10-year Treasury Constant Maturity.