



## **An evaluation of the proposed use of 450 Main Street as a CVS retail pharmacy**

July 2012

CVS/caremark has proposed replacing a recently closed 20,000 square foot A&P grocery store at Armonk Center (450 Main Street) with a 17,389 square foot CVS store, of which approximately 13,300 square feet would be used for sales, with the balance used for storage, administration, and other secondary functions. CVS intends to sublease the balance of the A&P space to another store. Three remaining smaller stores in the shopping center will remain in place. The proposed change in use requires that the property owner obtain a special use permit.

Our firm, the Community Land Use and Economics Group, LLC, was engaged by Concerned Citizens of Armonk to examine the potential impact retail activity of the proposed CVS on the economic performance of Armonk's core shopping district and on its existing businesses.

Our scope of work included:

- A review of demographic characteristics of residents of Armonk and the region
- An analysis of the economic performance of the retail marketplace in Armonk and environs
- An assessment of the characteristics that influence the current performance of the retail market
- An analysis of the likely market performance of the proposed CVS store
- An analysis of the likely impact(s) of the proposed CVS store on the existing retail market

### **Community and district characteristics**

Armonk is a small hamlet in the Town of North Castle, in Westchester County. It is an affluent community, with a median household income (\$130,469) above that of Westchester County (\$79,619) and substantially above those of the state and nation<sup>1</sup>. IBM is headquartered in Armonk, and several other major corporations have facilities here, employing skilled technology and business professionals from throughout the region. It connects to communities to the south and north via Route 22, and I-684 is less than a mile away. So, while the hamlet has a population of approximately 4,300 residents, there are more than 10,000 additional residents within just a few miles of Armonk's Main Street. Armonk residents work throughout the region; according to the 2010 *Census of Population*, the mean travel time that employed Armonk residents spend commuting to work is 37.2 minutes per day.

In spite of its proximity to larger cities (Stamford, White Plains, New York), Armonk has a distinctly "off the beaten path" ambiance. And, perhaps more than any other place in the

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<sup>1</sup> Data covers the area within the Armonk Census Designated Place (CDP), as defined by the US Census Bureau.

community, Armonk’s downtown physically embodies the community’s distinctive personality. Armonk’s downtown is a traditional commercial district, with mostly older and historic one- and two-story buildings clustered tightly together along several blocks of Main Street and directly abutting the sidewalk. Its tight street enclosure and the regular rhythm of its storefronts give the core commercial district a strong sense of cohesiveness, and the varying ages of its buildings reflect the community’s history.

The district consists almost entirely of locally owned businesses, with just a few chain banks and gasoline stations. It is a mature business community: in our survey of downtown retail businesses, business owners reported having been in business here for an average of 14.85 years. Its retail and service-sector businesses provide a mix of convenience-oriented and specialty goods and services for residents and visitors<sup>2</sup>. Several of its businesses are considered local landmarks. As one moves northward from the district core the district becomes more auto-oriented, with some non-contiguous commercial buildings set back from the road and with parking in front.

### Business inventory

We assembled an inventory of business entities in Armonk and within a five-mile radius and examined the distribution of businesses, by North American Industry Classification System code, both within the Village and within the larger five-mile area.

NAICS	Description	#	%
11	Agriculture, forestry, fishing + hunting	1	1.2%
23	Construction	1	1.2%
31-33	Manufacturing	1	1.2%
42	Wholesale trade	1	1.2%
44-45	Retail trade	24	27.9%
48-49	Transportation + warehousing	3	3.5%
51	Information	2	2.3%
52	Finance + insurance	3	3.5%
53	Real estate and rental and leasing	4	4.7%
54	Professional, scientific, and technical services	7	8.1%
61	Educational services	2	2.3%
62	Health care and social assistance	6	7.0%
72	Accommodation and food services	14	16.3%
81	Other services (except public administration)	17	19.8%
Total		86	

**Table 1:** Distribution of businesses in Armonk, by North American Industry Classification System code  
(sources: Polk City Directories, CLUE Group)

<sup>2</sup> In the retail business survey, business owners reported that 58 percent of their customers live in Armonk; 33 percent live within the region, but outside Armonk; and nine percent live outside the region.

We identified 86 business entities on the 300, 400, and 500 blocks of Main Street (see Appendix). Twenty-four of these (27.9 percent of the total) are retail businesses, all of which are independently owned.

We identified eleven businesses in the downtown core that sell a notable number or volume of products that are also typically sold in CVS’s retail pharmacies:

Business	Overlapping products	Degree of overlap
Armonk Country Kitchen	Quick meals	Minor
Armonk Hardware Co.	Hardware; small housewares; small tools	Moderate
Armonk Wines and Spirits	Moderately-priced wine	Moderate
Eye Designs	Reading glasses	Minor
Framings	Moderately-priced picture frames	Minor
Planet Wireless	Cellphone accessories	Minor
The Right Thing	Greeting cards, stationery	Substantial
Schriefer’s Deli	Quick meals	Minor
Town Center Pharmacy	Prescription and non-prescription drugs, medical supplies, sundries	Substantial
United Telecom	Cellphone accessories	Minor
Wine Geeks Armonk	Moderately-priced wine	Moderate

**Table 2:** Businesses in the downtown core that sell products that are also sold in CVS retail pharmacies (*sources:* Polk City Directories, downtown business survey, CLUE Group)

In many instances, the volume of sales that might be deflected by a new CVS store will likely be minor. In at least three examples – Armonk Hardware Co., The Right Thing, and Town Center Pharmacy – there is likely to be significant overlap between product lines. Should current state legislation pass (as appears likely to happen), making it possible for retail pharmacies and other types of stores to sell beer and wine, and the proposed CVS were receive an off-premises beer and wine license, the store could also deflect sales from the district’s wine shops. It is also possible that some of the hair salons within the downtown core could also be adversely affected by the proposed CVS store, losing sales of hair care products (shampoo, conditioner, styling products, combs, brushes, etc.).

### **Retail sales performance in Armonk and environs**

In order to understand the general strengths and weaknesses of Armonk’s retail sector, we conducted a retail sales void analysis, comparing the community’s businesses’ gross sales with the amount of money that its residents spend. In essence, if a community’s businesses’ sales are greater than the amount of money its residents are likely to be spending, based on their demographic characteristics, the community is probably attracting additional sales from people who live outside the community. If its businesses’ sales are below the amount that residents are probably spending, residents are probably making some of their purchases elsewhere.

We found that Armonk is experiencing retail sales leakages in almost all major retail sales categories. In most instances, these sales leakages are quite significant. In fact, the only categories in which Armonk has retail sales surpluses are:

- Building materials, garden equipment, and supply stores
- General merchandise stores

In all other categories, Armonk is losing sales, with an overall 2011 sales leakage of approximately \$16 million.

NAICS	Description	Supply	Demand	Gap
441	Motor vehicle + parts dealers	9,952,000	21,250,000	(11,298,000)
442	Furniture + home furnishings stores	984,000	3,281,000	(2,297,000)
4431	Electronics + appliance stores	2,852,000	3,416,000	(564,000)
444	Bldg materials, garden equip. + supply stores	8,885,000	4,680,000	4,205,000
445	Food + beverage stores	14,709,000	17,608,000	(2,899,000)
446	Health + personal care stores	1,482,000	3,413,000	(1,931,000)
447	Gasoline stations	2,135,000	12,064,000	(9,929,000)
448	Clothing + clothing accessories stores	3,203,000	4,677,000	(1,474,000)
451	Sporting goods, hobby, book + music stores	758,000	891,000	(133,000)
452	General merchandise stores	29,020,000	9,217,000	19,803,000
453	Miscellaneous store retailers	1,424,000	1,867,000	(443,000)
454	Nonstore retailers	-	7,513,000	(7,513,000)
722	Food services + drinking places	14,227,000	15,762,000	(1,535,000)
		89,631,000	105,639,000	(16,008,000)

**Table 3:** Retail sales void analysis for Armonk CDP (sources: ESRI, CLUE Group)

### Retail pharmacies within the region

We compiled an inventory of retail pharmacies within a ten-mile radius of the proposed CVS store site. We found 39 retail pharmacies within this region (not including pharmacies within grocery stores or hospitals), including 22 CVS stores. Only four of these 39 pharmacies are independently owned. Eight of the 39 pharmacies are within five miles of the proposed CVS store site.

Name	Address	City	Miles
Town Center Pharmacy	575 Main St	Armonk NY	0.8
CVS	1024 Broadway	Thornwood NY	3.4
CVS	660 Columbus Avenue	Thornwood NY	3.5
Walgreen	35 Kensico Rd	Thornwood NY	3.5
Healthy Choice Cmpndg Pharmacy	6 S Greeley Ave	Chappaqua NY	3.8
RiteAid	50 N Greeley Ave	Chappaqua NY	3.8
Pleasantville Pharmacy	62 Wheeler Ave	Pleasantville NY	4.1

CVS	10 S Bedford Rd	Mount Kisco NY	4.8
North Street HealthMart Pharmacy	North St	Greenwich CT	5.0
RiteAid	55-59 S Moger Ave	Mount Kisco NY	5.6
CVS	601 N Broadway	N White Plains NY	5.9
CVS	24 Mamaroneck Ave	White Plains NY	5.9
Drug Mart of Millwood	230 Saw Mill River Rd	Millwood NY	6.2
Target	195 N Bedford Rd	Mount Kisco NY	6.2
CVS	715 Bedford Road	Bedford Hills NY	6.7
Walgreen	210 Westchester Ave	White Plains NY	6.8
Walmart Pharmacy	275 Main St	White Plains NY	7.0
CVS	100 Knollwood Rd	White Plains NY	7.1
Target	9 City Place	White Plains NY	7.1
Walgreen	100 Mamaroneck Ave	White Plains NY	7.3
CVS	7 E Main St	Elmsford NY	7.5
CVS	325 Mamaroneck Ave	White Plains NY	7.6
CVS	452 Mamaroneck Ave	White Plains NY	7.6
CVS	202 S Highland Ave	Ossining NY	7.8
CVS	99 Greenwich Ave	Greenwich CT	8.2
RiteAid	383 N Central Ave	Hartsdale NY	8.2
CVS	51 N Broadway	Tarrytown NY	8.3
CVS	644 W Putnam Ave	Greenwich CT	8.4
Walgreen	162 Wildey St	Tarrytown NY	8.5
CVS	122 E Putnam Rd	Cos Cob CT	8.6
Walgreen	1023 High Ridge Rd	Stamford CT	8.7
CVS	182 S Ridge St	Rye Brook NY	8.8
CVS	253 S Ridge St	Rye Brook NY	9.0
RiteAid	196 E Hartsdale Ave	Hartsdale NY	9.1
CVS	235 N Central Park Ave	Hartsdale NY	9.3
CVS	1239 E Putnam Ave	Riverside CT	9.3
CVS	66 High Ridge Rd	Stamford CT	9.4
CVS	2321 Summer St	Stamford CT	9.6
CVS	593 Newfield Ave	Stamford CT	9.9

**Table 4:** Retail pharmacies within a ten-mile radius from 450 Main Street in Armonk (sources: Polk Cty Directories, CLUE Group)

### CVS characteristics

According to its annual report, CVS's Retail Pharmacy division operated 7,327 retail drugstores as of December 31, 2011. It also operates a retail website (CVS.com), 657 retail health care clinics (MinuteClinic), and 30 onsite pharmacies.

The company reported overall net revenues in 2011 of \$107.1 billion, with net income of \$3.5 billion. Its retail pharmacy segment reported net revenues of \$59.6 billion and gross profit of

\$17.4 billion. Prescription drug sales accounted for 68.3 percent of the retail pharmacy division's total revenues in 2011. While its pharmacy revenues are responsible for a higher percentage of the division's total revenues, the company reported in its 2011 annual report that its gross profit on "front-store" revenues (revenues from non-pharmacy items) is higher than its average gross profit on pharmacy revenues. As is the case with pharmacy chains Rite-Aid and Walgreens, CVS has responded to shrinking margins on prescription drug sales by expanding its merchandise offerings in other categories, such as groceries, garden supplies, hardware, toys/games, and general merchandise.

### **Estimated sales impact of the proposed CVS store**

According to our retail sales void analysis, Armonk is currently experiencing a leakage of approximately \$1.9 million in the "Health and personal care" store category. If the proposed CVS store were to recapture this volume of sales, the community would presumably benefit.

In order to estimate the annual sales volume that the proposed CVS store might achieve, we needed to develop a realistic estimate of the company's retail pharmacies' average sales per square foot. As mentioned above, the company's 2011 annual report states that net revenues from its retail pharmacies were \$59.6 billion last year. To estimate the total square footage of the company's retail pharmacies, we used data from three sources:

- According to Reuters' profile of CVS, its stores range between 8,000-25,000 square feet, with most of its newer stores ranging between 8,000-13,000 square feet.
- NetLeaseAdvisor.com, a web-based service providing information on national chain stores for investors interested in single-tenant, net-leased properties, reports that the average CVS store is 11,945 square feet<sup>3</sup>.
- We found more than 100 buildings for sale and that are currently leased in whole or in part to CVS on LoopNet.com, the nation's largest online commercial real estate database. We selected a random sample of 25 of these buildings and found that the average size of these 25 CVS stores is 11,831 square feet – very close to NetLeaseAdvisor.com's estimate.

We therefore chose a somewhat conservative estimate of 11,800 square feet as the size of an average CVS store. With 7,327 retail pharmacies in operation at the end of 2011, we estimate that CVS operated approximately 86.5 million square feet of retail pharmacy space. At \$59.6 billion in net revenue in 2011, the company therefore generated net revenue of approximately \$689/square foot last year.

The proposed CVS store will use 13,000 square feet for retail sales (including pharmacy sales). With average net revenue per square foot of \$689/square foot, we therefore estimate that the proposed store would generate approximately \$8.9 million in net revenue<sup>4</sup>.

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<sup>3</sup> <http://www.netleaseadvisor.com/tenant.php?t=9>

## Discussion

Based on our research and our experience with traditional commercial districts in communities of comparable size, we believe that the proposed CVS would likely be detrimental to the short-term and long-term economic health of Armonk's commercial center. There are three primary reasons for our conclusion:

1. **Sales deflection from existing businesses:** The gross revenues that the proposed CVS store would generate (\$8.9 million, conservatively) would far exceed the \$1.9 million sales leakage the community is experiencing in the "health and personal care" store category. And it is very unlikely that the additional sales the CVS store would capture would come from attracting purchases from people who live outside the hamlet. Reilly's Law of Retail Gravitation demonstrates that, when choosing between two (or several) essentially identical stores or shopping districts, shoppers will choose the closer and/or larger option when deciding where to shop. A CVS store in Armonk would be almost identical to the CVS stores in Mt. Kisco, Thornwood, North White Plains, White Plains, Bedford Hills, or any other community within the area. And, with three other CVS stores already within five miles of the proposed Armonk store site – and 22 other CVS stores within ten miles – it is very unlikely that shoppers from nearby communities would come to Armonk to shop in a CVS there. This means that most of the proposed CVS store's sales would be deflected from existing nearby businesses, rather than representing new sales for the community.

Deflecting even a relatively small percentage of sales from a small business can put the business at risk of failure. Many small, independently owned businesses operate on relatively thin profit margins, and the loss of a small percentage of its sales often causes businesses to collapse.

2. **The visual and experiential characteristics of the hamlet:** Armonk's commercial center is relatively unique within the region because of the physical/visual cohesiveness of its core area and because of its very high percentage of locally owned businesses.

Uniqueness, or scarcity, is one of the forces that creates economic value. Products in short supply are likely to be more valuable than commonplace products. Similarly, communities can capitalize the intrinsic uniqueness of their traditional, historic main streets to produce long-term economic value. The national Main Street program, which has been cited by the US Department of Housing and Urban Development, Pew Charitable Trusts, and many other entities as one of the nation's most successful community economic development programs, has demonstrated repeatedly in hundreds of communities that the quality of the built environment and the experiential quality of a business community that offers distinctive

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<sup>4</sup> The company did not include data on *gross* revenue per square foot in its annual report. It is reasonable to assume that the proposed store's gross revenue would therefore be in excess of \$8.9 million and that \$8.9 million is therefore a conservative estimate of the store's likely gross annual sales.

shopping experiences and deep product knowledge are critical components of the long-term economic viability of a traditional commercial center<sup>5</sup>.

The unique characteristics of the businesses likely to be adversely affected by the opening of a new CVS retail drugstore in Armonk, and the long tradition of local business ownership in Armonk's commercial core, are valuable assets for the community. The positive architectural and urban design characteristics of the commercial core are equally valuable – and, in tandem with the local ownership characteristics of the core's business cluster, help create a distinctive marketing identity for the hamlet. Should the district suffer several vacancies as a result of sales displacement, it would likely trigger a cycle of disinvestment that has affected small town main streets throughout the nation for half a century: an increasing vacancy rate leads to lower rents, in turn attracting undercapitalized businesses and earning insufficient revenue for property owners to properly maintain and periodically rehabilitate their buildings.

- 3. Irreversibility:** The major chain drugstores offer little long-term flexibility in property use and repurposing. According to the Retail Tenant Directory, CVS's preferred lease terms are 10-22 years with four five-year renewal options, effectively tying up a property for 10-44 years.

## Conclusion

Independently owned businesses offer many tangible and intangible benefits to their communities – benefits such as deep product knowledge, extensive familiarity with the local market, the ability to quickly adapt product offerings to meet local market needs or interests, a higher percentage of sales dollars retained within the community, market distinctiveness, etc. It is incumbent on communities that value these benefits to actively make informed decisions and to take steps to protect and enhance these benefits.

There is no question that the proposed CVS will have a lasting impact on the economic viability of a significant portion of the retail market within the hamlet which, in turn, is likely to have a negative impact on the character of the community as it loses some of its locally owned businesses and increases vacancy rates. The CVS represents the first significant in-road of a national retail chain that is likely to irreversibly alter Armonk's unique character.

Prepared for Concerned Citizens of Armonk by the Community Land Use and Economics Group, LLC; PO Box 2345; Arlington, Virginia 22202.

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<sup>5</sup> See, for example, *Marketing an Image for Main Street*, published by the National Trust for Historic Preservation.



**APPENDIX: Inventory of businesses from 300-500 Main Street**

<b>Company Name</b>	<b>Location Address</b>	<b>NAICS</b>	<b>Primary NAICS Code Description</b>
Boies Schiller & Flexner LLP	333 Main St	541110	Offices Of Lawyers
Leone & Leone	355 Main St # 1	621210	Offices Of Dentists
Rossi-Leone, Lucy DDS	355 Main St # 1	621210	Offices Of Dentists
Inter Wire Group Inc	355 Main St # 2	423510	Metal Service Ctrs & Other Metal Merchant Whls
Ronald A Markowitz Law Office	355 Main St # 4	541110	Offices Of Lawyers
Armonk Garage	360 Main St	447190	Other Gasoline Stations
Auto Cash Of New York	360 Main St	441120	Used Car Dealers
Friendly Mobil New Rochelle	360 Main St	447190	Other Gasoline Stations
Armonk Shell	375 Main St	447190	Other Gasoline Stations
Cherry Blossom Farm	377 Main St	111998	All Other Miscellaneous Crop Farming
La Gravinese Jewelers-Armonk	430 Main St	448310	Jewelry Stores
Tazza Café	382 Main St	722515	Snack & Nonalcoholic Beverage Bars
Armonk Wines & Spirits	383 Main St	445310	Beer, Wine & Liquor Stores
Salon Bellezza	384 Main St	812112	Beauty Salons
S & S Boutique	384a Main St	448120	Women's Clothing Stores
North Castle Spa & Nail Inc	385 Main St	812113	Nail Salons
Restaurant North	386 Main St	722511	Full-Service Restaurants
Bagel Emporium Of Armonk	391 Main St	722515	Snack & Nonalcoholic Beverage Bars
Broadway North Pizzeria	393 Main St	722511	Full-Service Restaurants
Hall Of Scoops	395 Main St	722515	Snack & Nonalcoholic Beverage Bars
Armonk Country Kitchen	397 Main St	445299	All Other Specialty Food Stores
Houlihan/Lawrence Inc	399 Main St	531210	Offices Of Real Estate Agents & Brokers
Mariachi Mexico	4 Main St	722511	Full-Service Restaurants
Bank Of America	401 Main St	522110	Commercial Banking
US Post Office	403 Main St	491110	Postal Service
Prudential Holmes & Kennedy	404 Main St	531210	Offices Of Real Estate Agents & Brokers
La Mer Seafood	407 Main St	445220	Fish & Seafood Markets
Ci Ci Crib	409 Main St	448140	Family Clothing Stores
Hickory & Tweed Ski & Cyclery	410 Main St	451110	Sporting Goods Stores
Manny's Unisex Haircutting	416 Main St	812111	Barber Shops
Sheep Shack	418 Main St	448190	Other Clothing Stores
Tru Grace	419 Main St	448140	Family Clothing Stores
Framings	420 Main St	442299	Picture Frame Shops
Grand Lux Realty	428 Main St	531210	Offices Of Real Estate Agents & Brokers
Planet Wireless	447 Main St	517210	Wireless telecommunication resellers (exc satellite)
E Nopi Learning Ctr	432 Main St	611691	Exam Preparation & Tutoring
Citibank	435 Main St	522110	Commercial Banking
Sassi Salon	436 Main St	812112	Beauty Salons

VIP Cleaners	445 Main St	812320	Drycleaning & Laundry Svcs (Except Coin-Operated)
Super Barber Shop	447 Main St	812111	Barber Shops
Fashion Nail	449 Main St	812112	Beauty Salons
Capalbo & Lauro PC	451 Main St	541211	Offices Of Certified Public Accountants
M I Asia Group LLC	454 Main St	722511	Full-Service Restaurants
Schriever & Apos's Deli Inc	459 Main St	722513	Limited-Service Restaurants
Star Spangled Carousel LTD	462 Main St	448140	Family Clothing Stores
Opus 465	465 Main St	722511	Full-Service Restaurants
West Chester Custom Caterers	465 Main St	722320	Caterers
Wild Westchester BBQ Co	465 Main St	722511	Full-Service Restaurants
Cleaning By Fredericks	466 Main St	812320	Drycleaning & Laundry Svcs (Except Coin-Operated)
Fernando's Pizzeria	466 Main St	722511	Full-Service Restaurants
Armonk Physical Therapy-Sports	475 Main St	621340	Offices-Physical, Occptnl/Speech Thrpsts/Audlgsts
D'Alessandro The Salon	475 Main St	812112	Beauty Salons
Green With Envy	475 Main St	812112	Beauty Salons
Tutoring Club	475 Main St	611691	Exam Preparation & Tutoring
Village Prime Meats	475 Main St	445210	Meat Markets
Lilies & Lace	480 Main St	448190	Other Clothing Stores
Susan Blake Jewelry	480 Main St	541490	Jewelry design services
Salon Elle	480 Main St # 7	812112	Beauty Salons
Wells Fargo Bank	490 Main St	522110	Commercial Banking
Ruthiez Boutique	495 Main St	448120	Women's Clothing Stores
Park Avenue Medical	495 Main St	621111	Dermatologists' offices
Armonk Hardware Co	495 Main St # 1	444130	Hardware Stores
Geraniums Hair Design Studio	495 Main St # 2	812112	Beauty Salons
Tailoring By Anthony	495 Main St # 200	448190	Other Clothing Stores
Karen Spencer Design Inc	495 Main St # 3	541430	Graphic Design Services
Rave Revues Salons	495 Main St # 7	812112	Beauty Salons
Kellard Engineering & Cnsltg	500 Main St	541330	Engineering Services
Pools Of Perfection	523 Main St	236220	Commercial & Institutional Building Construction
United Telecom	523 Main St	517210	Wireless Telecomms Carriers (Except Satellite)
Access Physical Therapy Wllnss	530 Main St	621340	Offices-Physical, Occptnl/Speech Thrpsts/Audlgsts
Tripodi, Fred DDS	530 Main St	621210	Offices Of Dentists
H K Laundry Equipment Inc	530 Main St # 1	812310	Coin-Operated Laundries & Drycleaners
Jet Limousine Svc Inc	530 Main St # 4	485320	Limousine Service
Armonk Veterinary Hospital	536 Main St	541940	Veterinary Services
Maceira, Victoria	536 Main St	445310	Beer, Wine & Liquor Stores
Wine Geeks Armonk	559 Main St	445310	Beer, Wine & Liquor Stores
Eye Designs	575 Main St	446130	Optical goods stores
Bea's Cakes Bakery	575 Main St	311811	Retail Bakeries
Hair On The Run	575 Main St	812112	Beauty Salons

Town Center Pharmacy	575 Main St	446110	Pharmacies & Drug Stores
Beginning Bleus At Armonk	575 Main St # 10	448140	Family Clothing Stores
Amore Pizza & Pasta	575 Main St # 3	722511	Full-Service Restaurants
Sydney Cleaners Corp	575 Main St # 3	812320	Drycleaning & Laundry Svcs (Except Coin-Operated)
Armonk Spa & Nails	575 Main St # 5	812113	Nail Salons
Kira Sushi	575 Main St # 7	722511	Full-Service Restaurants