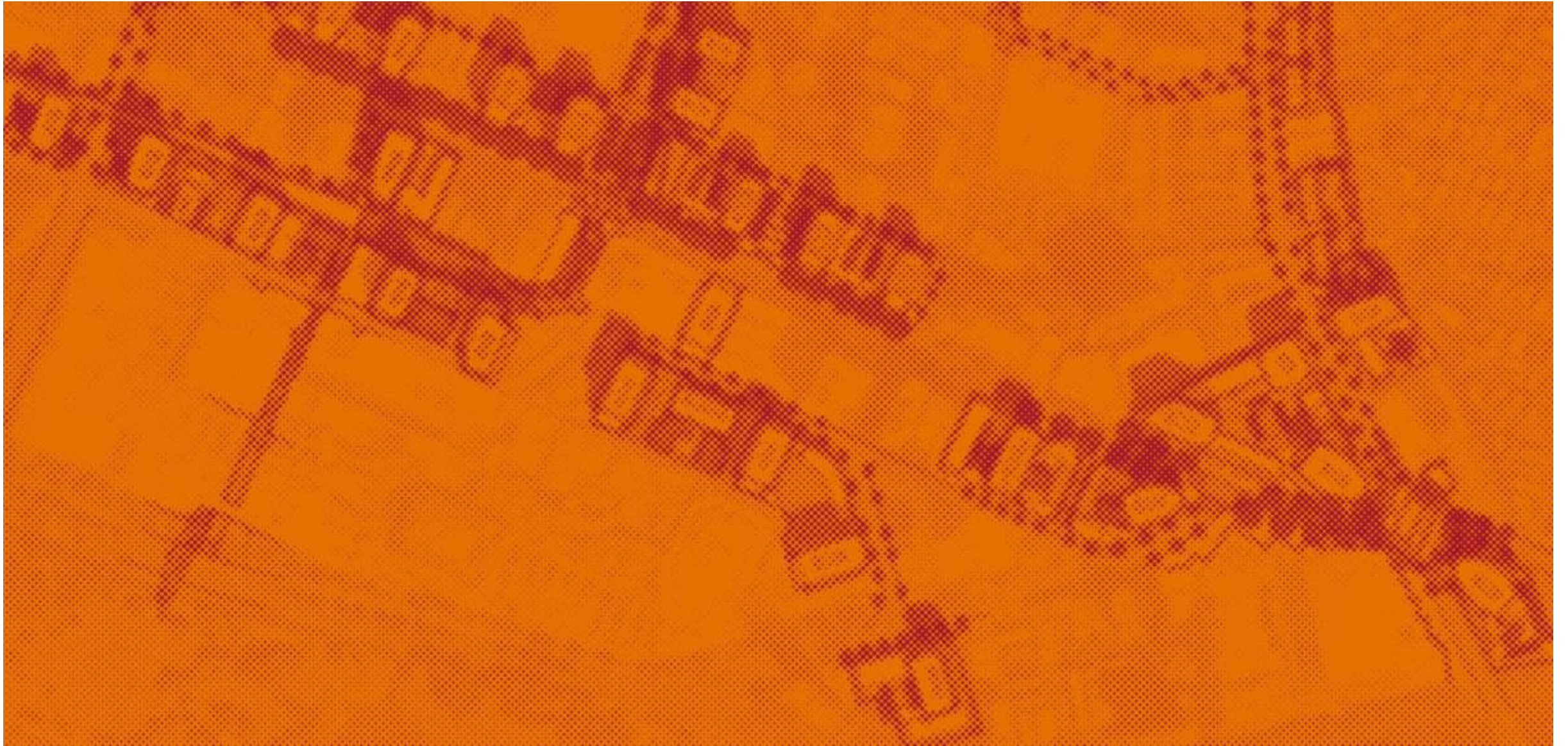
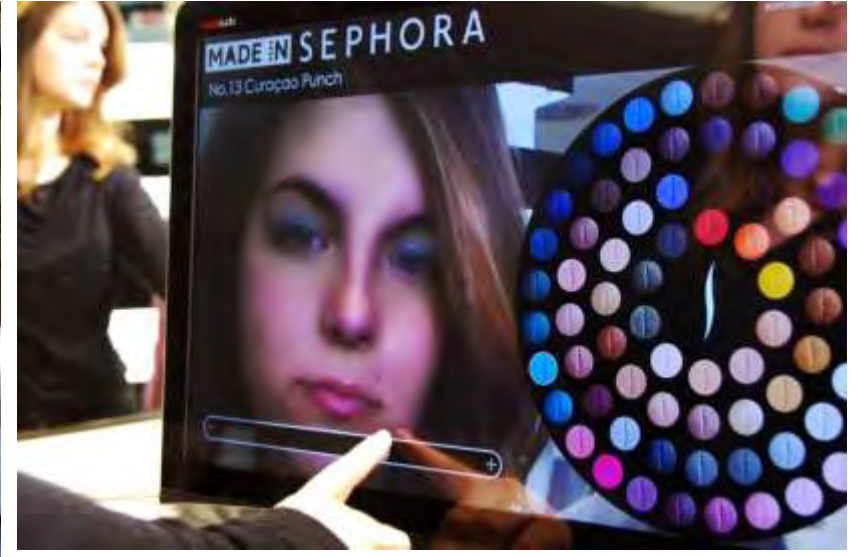


# Planning & Design for Successful Retail Development









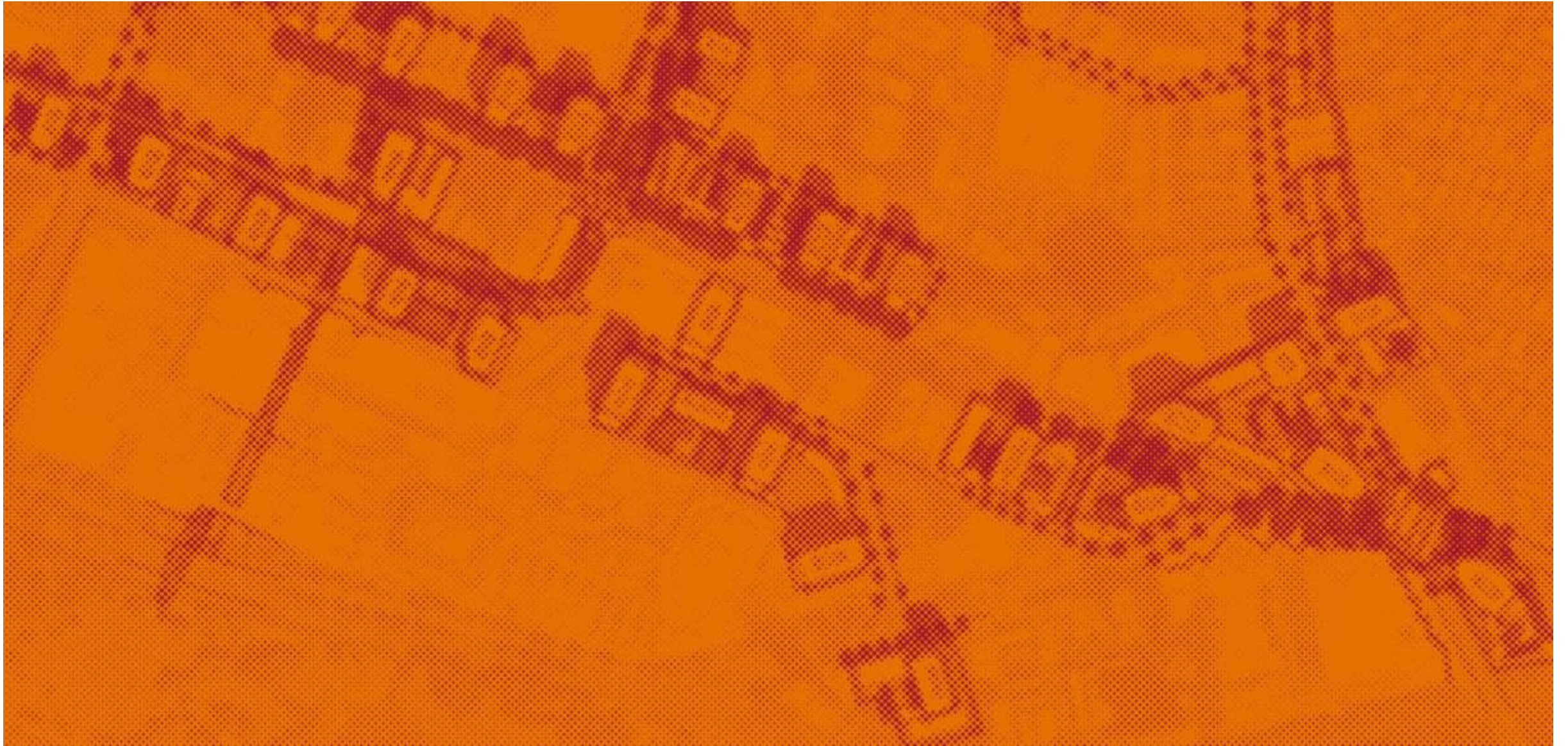








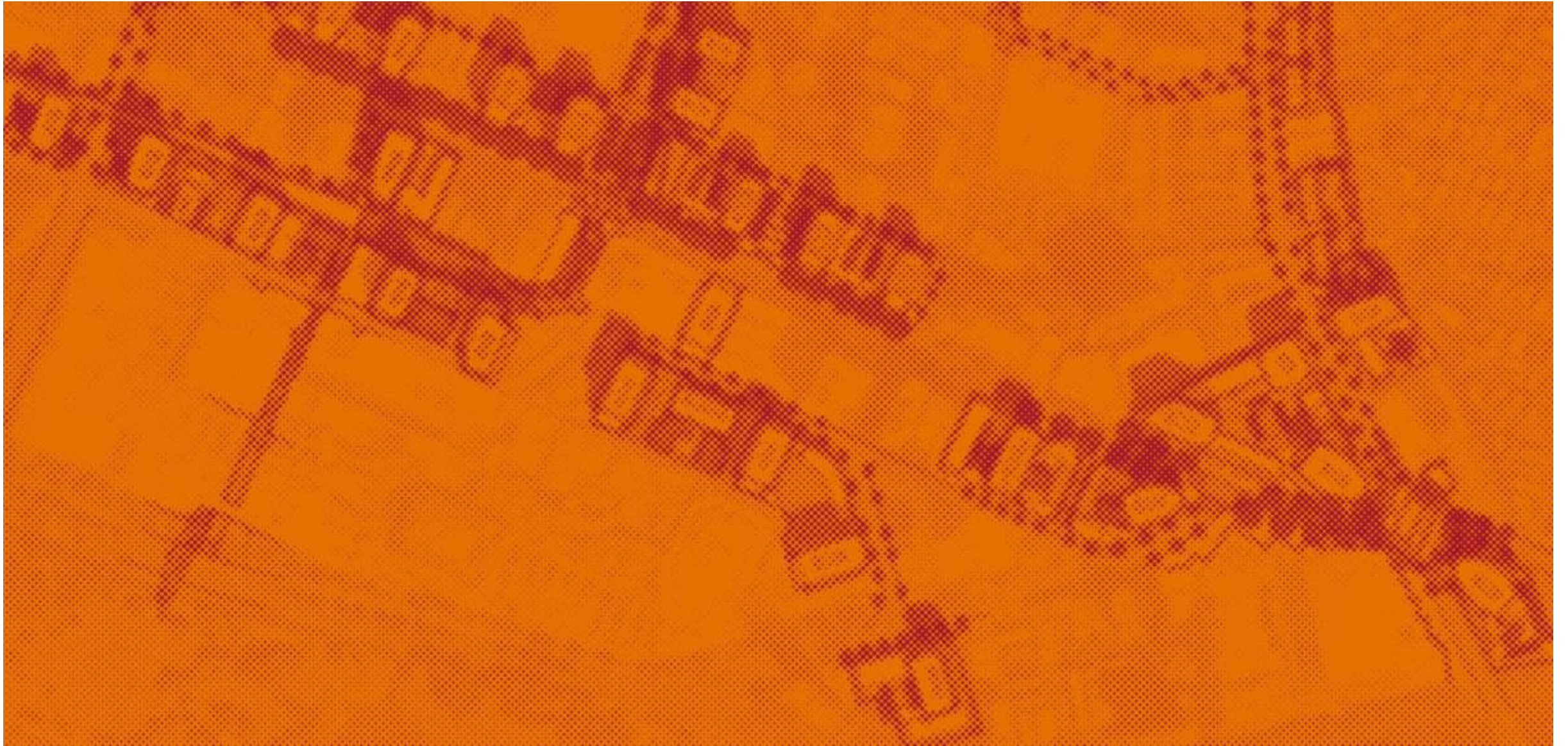




# Essential Retail Planning Concepts

- Location
- Visibility
- Economics
- Access
- Appeal











(14,248 opens 10,168 closures)

Segment	Net Store Growth
Supermarkets	674
Drug Stores	345
Superstores/WH Clubs	82
Department Stores	-400
Specialty Hardgoods	153
Specialty Softgoods	-3,133
Mass Merchandisers	1,905
Convenience Stores	1,700
Bar / Restaurants	728
Fast Food	2,026

**+4,080**  
**Net**  
**Stores Opening**



**USA 2017**

Source: IHL Group, Company Reports, 2017

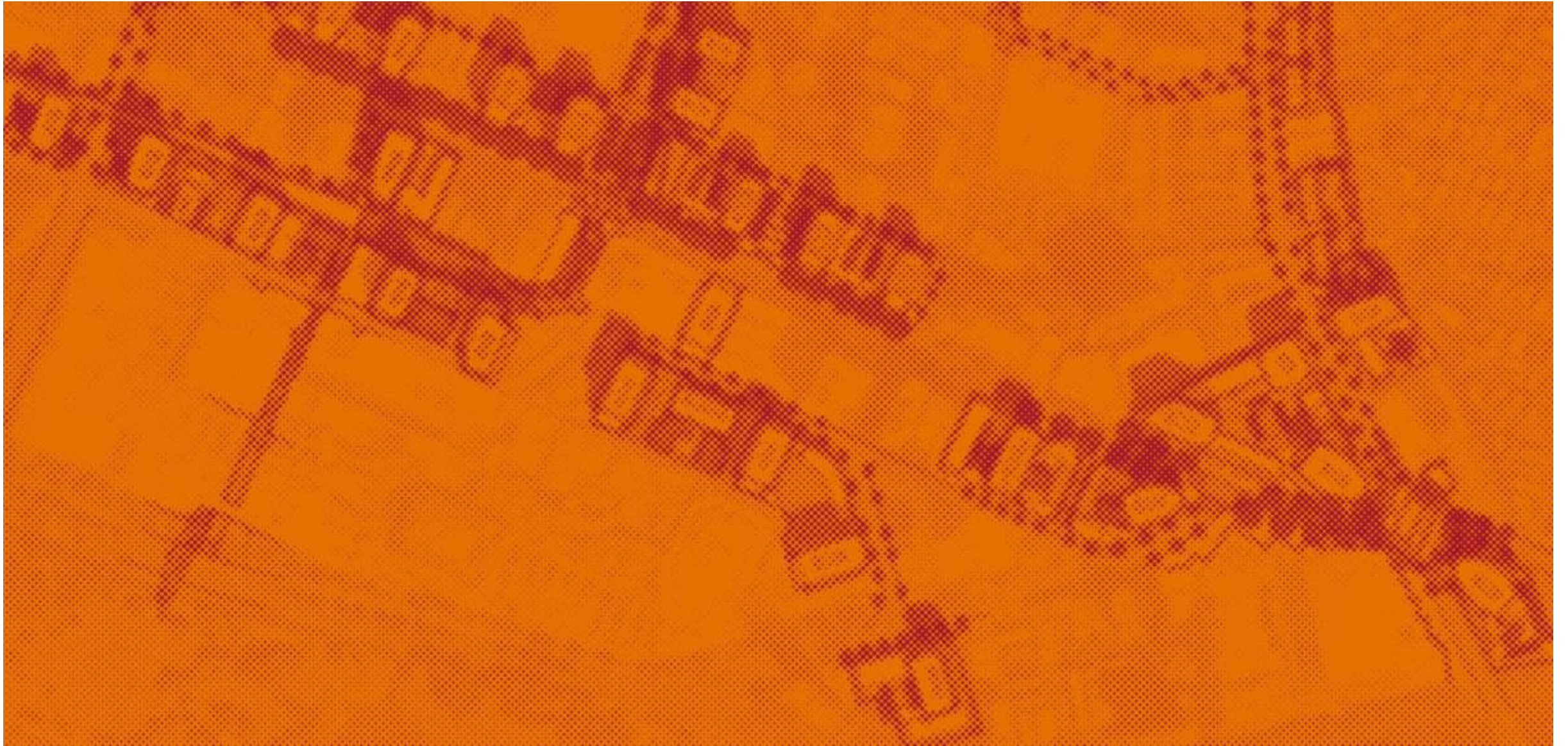














# Current Retail Trends

- Focus on Placemaking, Urban Places, and Authenticity
- Mixed-Use
- Repurposing Anchor Stores
- Food and Beverage
- Entertainment























## Companies filling vacant department stores

Sears



Macy's



JC Penney



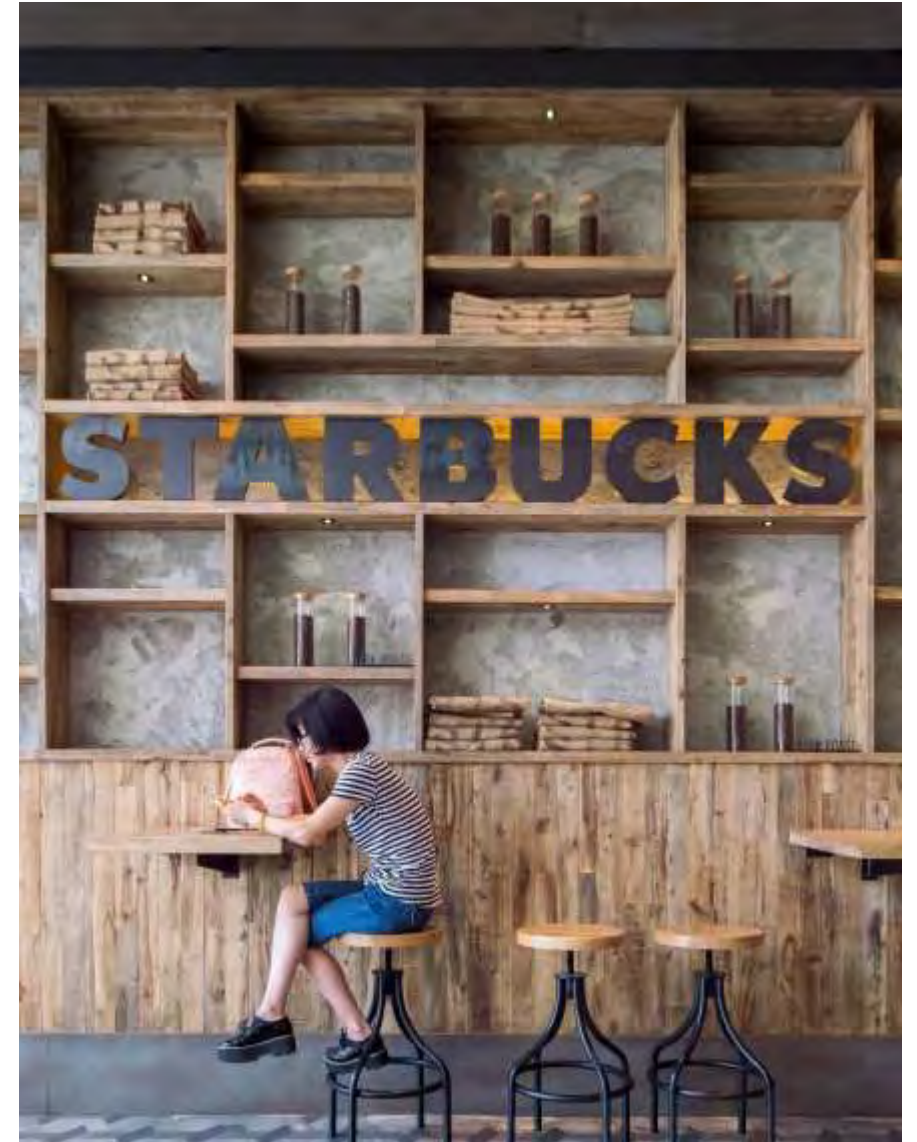
Bon-Ton



Sources: PNC; JLL Research

Insider INC.

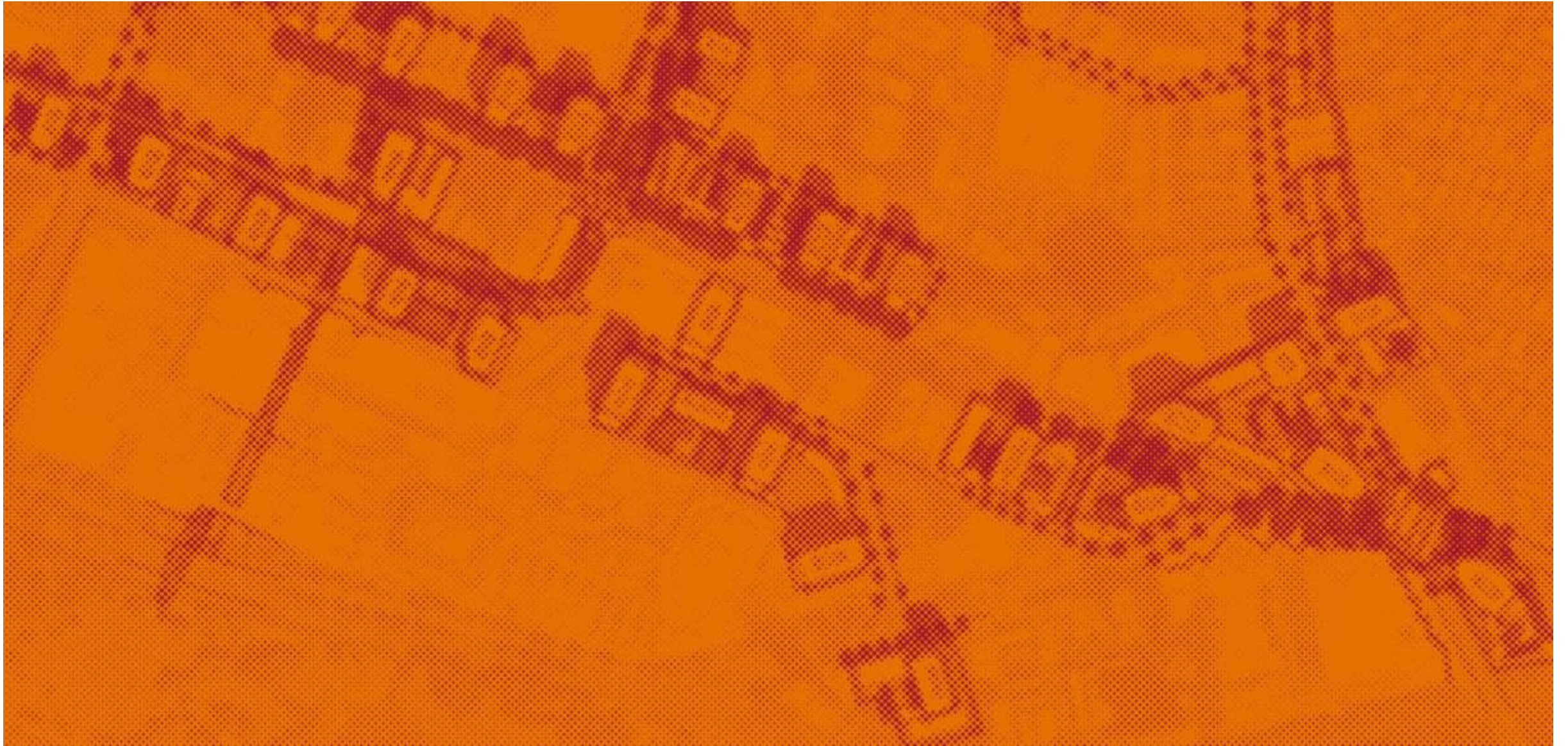














# Key Considerations

- Flexibility
- Visibility and Signage
- Critical Mass
- Outdoor Dining
- Access
- Hours of Operation
- Non-Retail Streets







