City of Cayce Conceptual Master Plan Charrette

Clemson Institute for Economic & Community Development Team



Market Analysis



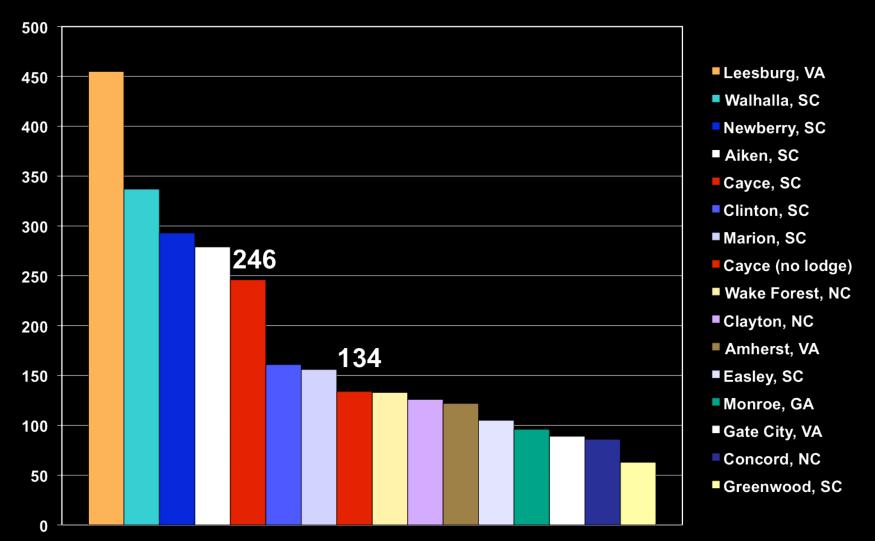
Zip Code Survey

	May 6th - May 1			
ness Name_				
	esidence zip code of co		below.	
1	2	3	4	5
6	7	8	9	10
11	12	13	14	15
16	17	18	19	20
21	22	23	24	25
26	27	28	29	30
31	32	33	34	35
36	37	38	39	40
41	42	43	44	45
46	47	48	49	50
51	52	53	54	55
56	57	58	59	60
61	62	63	64	65
66	67	68	69	70
71	72	73	74	75
76	77	78	79	80
81	82	83	84	85
86	87	88	89	90
91	92	93	94	95
96	97	98	99	100
101	102	103	104	105

- Survey May 6 to May 12
- 17 Businesses tallied
- 1688 Recorded Visits
- 246 Unique Zip Codes
- 22 Unique States
- 2 Countries

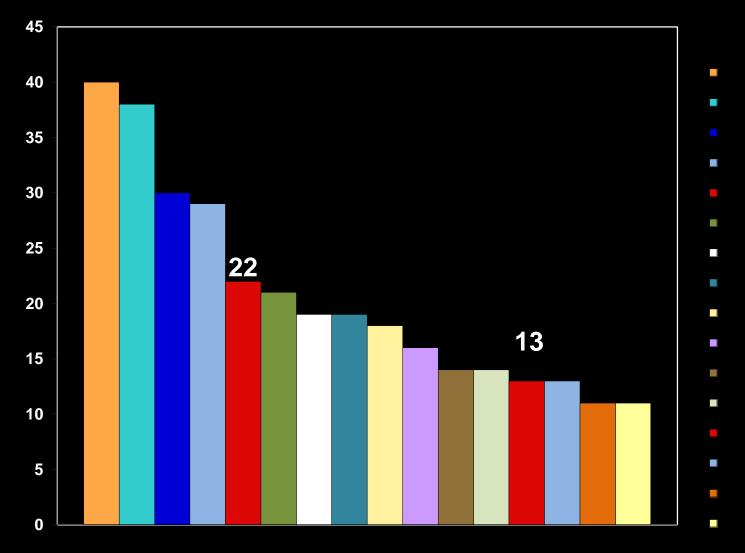


Unique Zip Comparisons





Unique State Comparisons



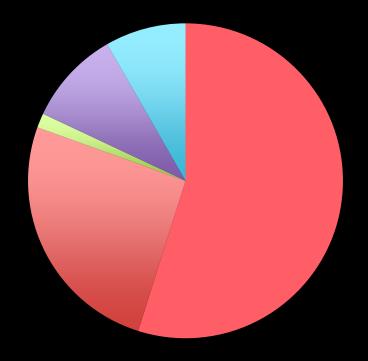


Where are they from? – Nearby Zips



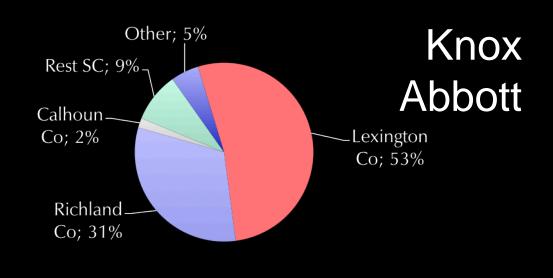


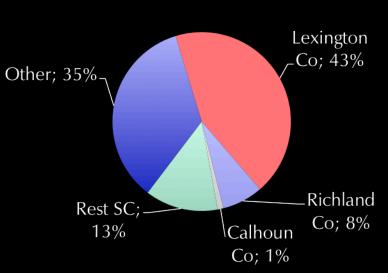
Where are they from? – Counties

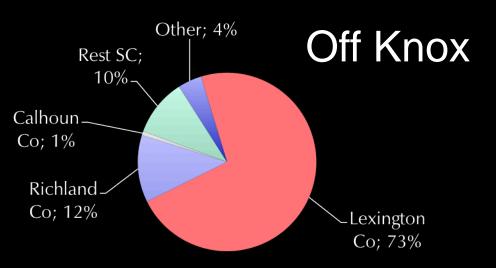




Where are they from? By Area



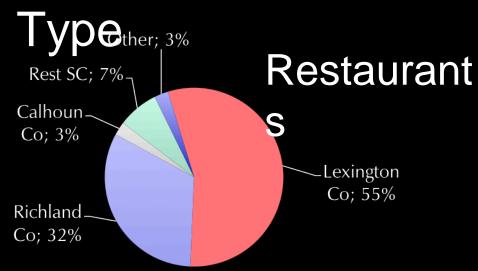


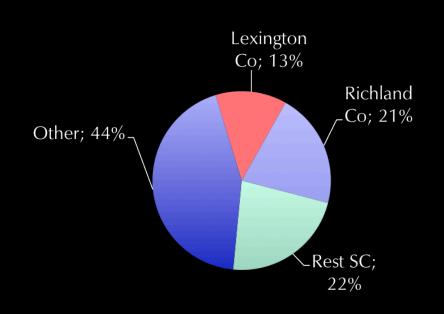


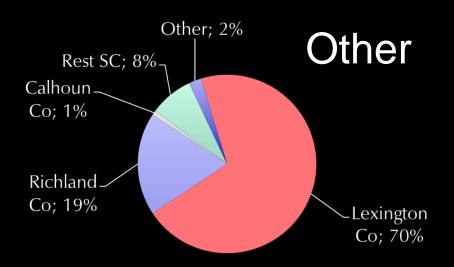
Exit 115



Where are they from? By Business







Lodging

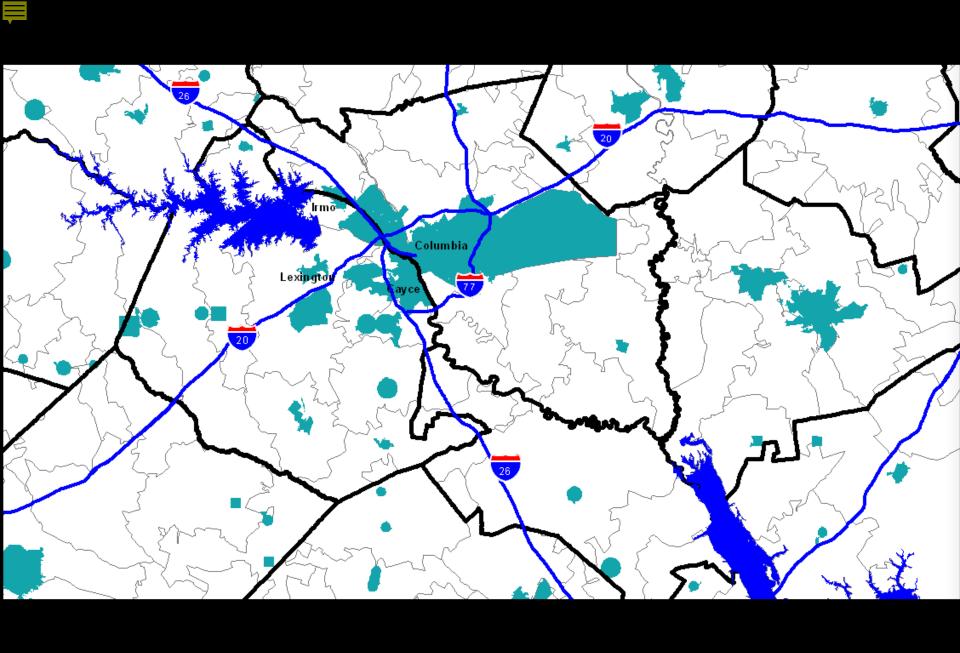


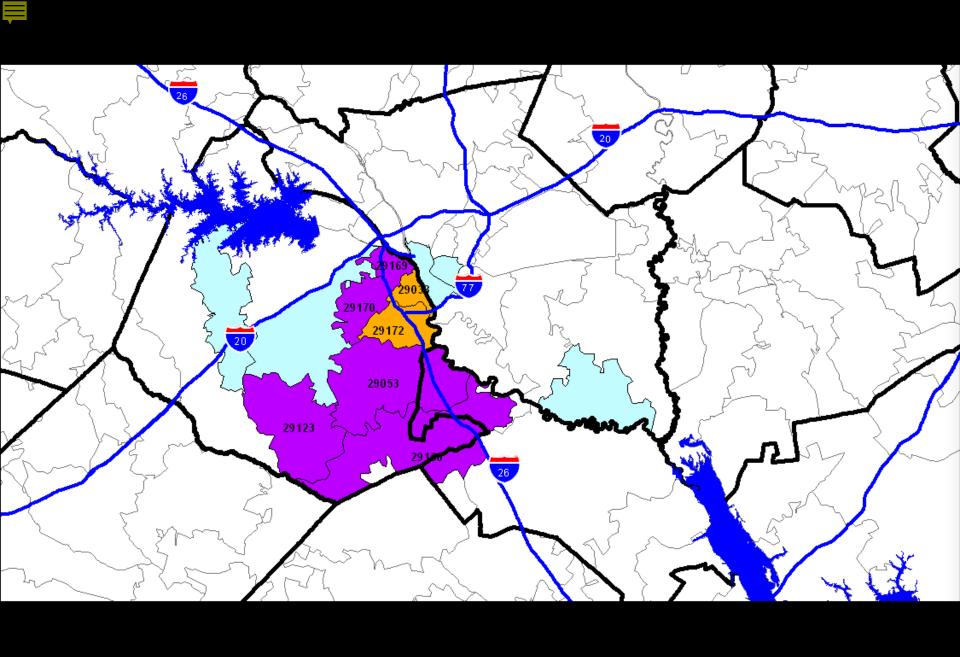
Trade Areas



The Trade Area Defined

Zip	Area	Population	Visits	Visits/1000 Pop
29033	CAYCE	11,665	191	16.37
29172	WEST COLUMBIA	9,720	98	10.08
29053	GASTON	16,968	138	8.13
29169	WEST COLUMBIA	22,808	147	6.45
29160	SWANSEA	6,749	36	5.33
29170	WEST COLUMBIA	19,680	84	4.27
29123	PELION	6,886	26	3.78
29201	COLUMBIA	18,823	48	2.55
29052	GADSDEN	2,284	5	2.19
29054	GILBERT	9,201	20	2.17
29073	LEXINGTON	36,653	74	2.02
29205	COLUMBIA	24,860	50	2.01
	All W. Columbia	52,208	329	6.30
	All Lexington	80,722	143	1.77
	All Columbia	317,514	349	1.10





Market Definition Conclusions

- Cayce has a broad overall market (sample, corridors)
- Primarily Lexington Co. (55%) & Richland (26%)
- Market penetration spread over three county area. Trade areas pull from Cayce/ W. Cola to the south
- Market varies by area & business type
- Large number of visitors primarily around interstate. No browsing or coming into Cayce.

Retail Leakage Study

A study to establish the retail dollars leaving or entering a community from its primary and secondary trade areas.

\blacksquare

Trade Areas – At a Glance

- PTA stores sold \$397 million
- PTA Consumers spent \$343 million
- Primary Trade Area GAINED \$54 million overall in the previous year.

- STA Store Sales \$947 Million
- STA Consumers spend \$1.1 Billion
- Secondary Trade Area LEAKED sales in the amount of \$185 million last year.



Opportunity Gap - Retail Stores

Food and Beverage Stores-445

Convenience Stores-44512

Beer, Wine and Liquor Stores-4453

Specialty Food Stores-4452

Supermarkets, Grocery (Ex Conv) Stores-44511

Grocery Stores-4451

Cayce Retail Leakage - 2008

PTA

STA

opportunity Sup Recuir Stores		, .			O 17 1	
	(Consumer Expenditures)	(Retail Sales)	Leakage (Inflow)	(Consumer Expenditures)	(Retail Sales)	Leakage (Inflow)
Total Retail Sales Incl Eating and Drinking Places	343,289,548	397,412,050	(54,122,502)	1,132,497,074	947,746,124	184,750,950
Mater Village and Boots Dealers 441	72 006 055	121 047 024	(40.041.070)	241 002 122	162 401 000	5 0 (02 025
Motor Vehicle and Parts Dealers-441	73,006,855	121,947,934	(48,941,079)	, ,	162,401,098	78,602,025
Automotive Dealers-4411	63,311,324	100,813,724	(37,502,400)		120,769,019	88,390,588
Other Motor Vehicle Dealers-4412	4,204,816	8,634,385	(4,429,569)	13,904,079	31,190,090	(17,286,011)
Automotive Parts/Accsrs, Tire Stores-4413	5,490,715	12,499,825	(7,009,110)	17,939,437	10,441,989	7,497,448
Furniture and Home Furnishings Stores-442	7,733,760	8,556,226	(822,466)	25,568,017	29,899,033	(4,331,016)
Furniture Stores-4421	4,261,371	4,981,896	(720,525)	14,075,570	13,860,390	215,180
Home Furnishing Stores-4422	3,472,389	3,574,330	(101,941)	11,492,447	16,038,643	(4,546,196)
Electronics and Appliance Stores-443	7,376,210	1,039,883	6,336,327	24,159,131	6,064,014	18,095,117
Appliances, TVs, Electronics Stores-44311	5,562,948	47,030	5,515,918	18,218,213	5,464,363	12,753,850
Household Appliances Stores-443111	1,299,525	27,458	1,272,067	4,243,532	4,198,801	44,731
Radio, Television, Electronics Stores-443112	4,263,423	19,572	4,243,851	13,974,681	1,265,562	12,709,119
Computer and Software Stores-44312	1,545,541	992,853	552,688	5,056,862	599,651	4,457,211
Camera and Photographic Equipment Stores-44313	267,721	0	267,721	884,056	0	884,056
Building Material, Garden Equip Stores -444	38,089,482	35,033,469	3,056,013	125,727,325	121,996,462	3,730,863
Building Material and Supply Dealers-4441	35,150,851	33,882,897	1,267,954	115,930,945	115,196,261	734,684
Home Centers-44411	13,701,758	138,219	13,563,539	45,266,644	70,535,340	(25,268,696)
Paint and Wallpaper Stores-44412	737,142	1,473,930	(736,788)	2,443,666	177,443	2,266,223
Hardware Stores-44413	2,745,991	11,181,719	(8,435,728)		16,393,533	(7,337,457)
Other Building Materials Dealers-44419	17,965,960	21,089,029	(3,123,069)		28,089,945	31,074,614
Building Materials, Lumberyards-444191	5,972,018	7,191,593	(1,219,575)	19,617,808	9,578,983	10,038,825
Lawn, Garden Equipment, Supplies Stores-4442	2,938,631	1,150,572	1,788,059	9,796,380	6,800,201	2,996,179
Outdoor Power Equipment Stores-44421	480,431	569,745	(89,314)		5,127,711	(3,546,004)
Nursery and Garden Centers-44422	2,458,200	580,827	1,877,373	8,214,673	1,672,490	6,542,183

33,444,387

32,085,942

31,150,964

934,978

831,077

527,368

8,060,423

6,086,040

5,102,253

983,787

345,241

1,629,142

135,424,666

124,418,509

118,018,181

6,400,328

3,800,888

7,205,269

84,862,244

80,699,616

78,397,947

2,301,669

1,092,728

3,069,900

50,562,422

43,718,893

39,620,234

4,098,659 2,708,160

4,135,369

41,504,810

38,171,982

36,253,217

1,918,765

1,176,318

2,156,510



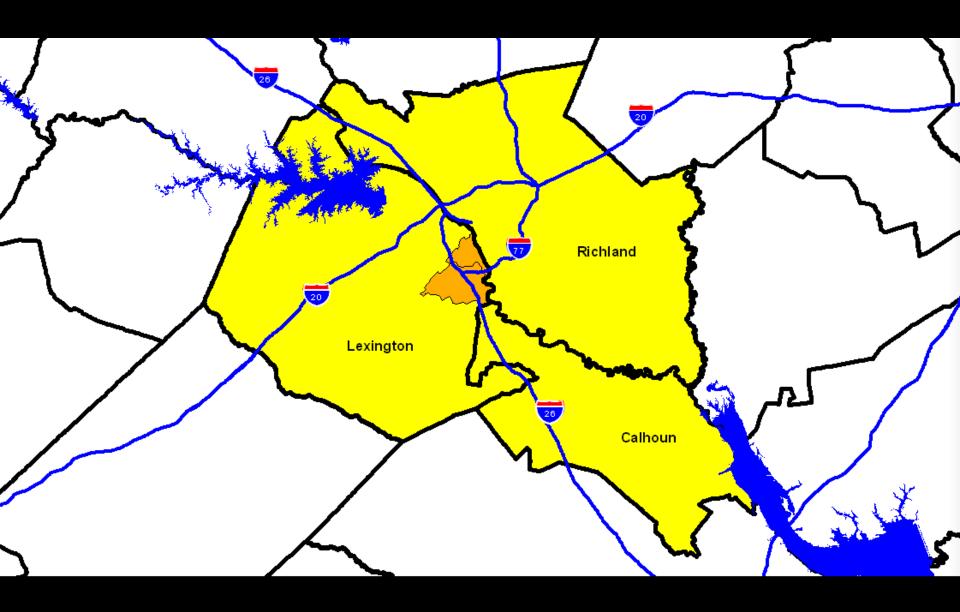
Cayce Capture Scenario - 2008

			Sales per		
	20% of PTA	10% Of STA	Potential	Square	Calculated
Retail Stores	Outflow	Outflow	Capture	Foot	Capture
	7.044.000	10.007.550	00 400 075		450 500
Selected Retail Categories Below	7,341,326	16,067,550	23,408,875		153,589
Furniture Stores	(144,105)	21,518		141.84	
Home Furnishing Stores	(20,388)	(454,620)		167.75	
Household Appliances Stores	254,413	4,473	258,887	245.44	1,055
Radio, Television, Electronics Stores	848,770	1,270,912	2,119,682	207.17	10,232
Computer and Software Stores	110,538	445,721	556,259	207.17	2,685
Camera and Photographic Equipment Stores	53,544	88,406	141,950	542.63	262
Building Material and Supply Dealers	253,591	73,468	327,059	142.38	2,297
Hardware Stores	(1,687,146)	(733,746)		121.08	
Grocery Stores	1,217,208	4,371,889	5,589,097	371.79	15,033
Health and Personal Care Stores	(63,791)	(79,343)		247.29	
Clothing and Clothing Accessories Stores	1,981,102	3,212,668	5,193,769	164.60	31,554
Women's Accessory & Specialty	454,130	742,724	1,196,854	164.60	7,271
Shoe Stores	389,780	572,410	962,189	158.81	6,059
Jewelry Stores	317,970	292,214	610,184	263.92	2,312
Luggage and Leather Goods Stores	28,939	46,439	75,378	198.82	379
Sporting Goods Stores	447,958	607,428	1,055,385	153.46	6,877
Hobby, Toys and Games Stores	274,357	196,917	471,274	146.28	3,222
Sew/Needlework/Piece Goods Stores	57,574	99,583	157,158	74.91	2,098
Book Stores	194,560	206,757	401,317	161.16	2,490
General Merchandise Stores	2,792,710	3,993,667	6,786,376	133.90	50,682
Florists	101,991	97,835	199,825	149.82	1,334
Gift, Novelty and Souvenir Stores	249,817	245,366	495,183	168.55	2,938
Foodservice and Drinking Places	(905,931)	455,051		201.63	
Drinking Places -Alcoholic Beverages	133,737	289,814	423,551	88.07	4,809

Retail Shares Analysis

A study comparing sales in the local trade areas as percent share of regional sales in order to identify retail clusters and opportunities for retail growth







Retail Shares

Retail Shares Analysis	RETAIL SALES		SHARE		
Accum Smares randings is	Primary	Region			
Total Retail Sales	\$397,412,050	\$9,216,317,668	4.3%		
Retail Shares Analysis	SHARE	Retail Shares Analysis		SHARE	
Total Retail Sales	4.3%	Total Retail Sale	s		4.3%
Automotive Parts/Accsrs, Tire Stores Hardware Stores Other Gasoline Stations	10.3% 12.6% 26.0%	Radio, Tel Camera and	d Appliances Stolevision, Electro Photographic S	onics Stores tores	0.2% 0.0% 0.0%
		Optical Good Other Health Men's Clo Women's C Childrens, Family Cl Clothing	and Personal Counting Stores Clothing Stores Infants Clothin othing Stores Accessories Stores	Care Stores	0.0% 0.0% 1.8% 0.0% 0.3% 0.0% 0.0% 1.2% 0.1%
		Shoe Stores Jewelry, Lug Sporting G Hobby, Tog Musical In Book Stor Department Office Sug Gift, Nove	gage, Leather Coods Stores ys and Games Sonstrument and Sous Excl Lead pplies and Static elty and Souven andise Stores	stores upplies Stores ealers used Depts onery Stores	0.1% 0.0% 0.0% 0.2% 0.0% 0.0% 0.0% 0.0% 0.0



Businesses/Activities Needed – Public Input

- Grocery
- Drug Store
- Borders Book Store
- Chic-Fil-A
- Steinmart
- 24-hr Walgreens
- Outback Steakhouse
- Publix/ Fresh Market
- Boutique Stores
- Clothing Stores
- Business Support (FedEx/Kinko's)

- Hardware Store
- Coffee Shop
- Ice Cream/Yogurt
- Entrepreneurial Businesses
- Locally-owned restaurants
- Hotel
- Card Shop
- Community Center
- Arts Center
- Entertainment/Movies
- More events/festivals

Market Potential – Key

• Cappents opportunities to grow the following areas:

- Electronics & Appliances
 - PTA & STA leaking over \$24 Million
 - About 14,000 Sq. Ft of Space Demand. Ex Radio Shack 2.5k, \$1million
 - Demand still exists when expanded to 15 minute drive (Harbison & Rosewood)

Clothing

- PTA & STA leak = \$54 Million, Leakage all categories with most being family (Example - Gap = \$3m/year, Goody's = \$4.6)
- 31,000 Sq. Ft of Space Demand in all categories, but also
 - 7,000 Women's accessory
 - 6,000 Shoes
 - 2,300 Jewelry
- MUST Complement regional offerings. 15-minute drive gaining. 30-minute growth

Sporting Goods

- 6,800. Typically Hibbett 5k
- Still demand in 15/30 minute drive times

Market Potential – Key Opportunities

Opportunities to grow the following areas:

Grocery

- PTA & STA leaking over \$49 million
- About 15,000 Sq. Ft of Space Demand. Typical store = 35k +
- New Reid's filling demand
- Some demand in specialty foods (meats, bakeries, fruit & vegetable)

- General Merchandising

- 50,000 square feet of demand
- Wal-mart/Target typically 125k +
- Dollar General's, etc 7 10k

Other

- Hobby & Craft about 5k
- Office Supplies/Gifts
- Books
- Florists
- Drinking Places
- Nursery/Garden Center

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Market Potential – Key

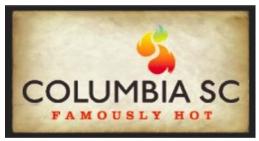
- Other areas show opportunity, but regional offerings may limit growth (general merchandising, building materials & supplies)
- Retail must complement regional offerings, Cayce/W. Cola, Harbison, etc.
- Restaurant numbers show no real "demand" in local trade areas, but Cayce & PTA gaining restaurant sales.
 - Can look to expand existing cluster
 - Expand offerings with more full-service and independently owned restaurants, particularly along Knox & State
- Demand doesn't equate to just any business will be successful. Must have quality goods. Sound business plan. Marketing strategy.
- Large "visitor" market in Cayce, both regional & out of State. Need to find ways to pull customers off interstates into community.

Branding & Marketing







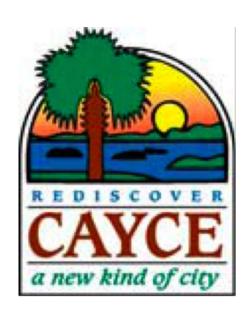






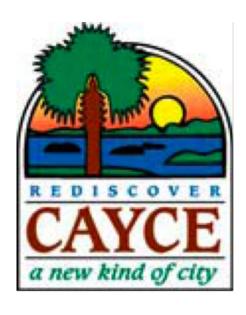


























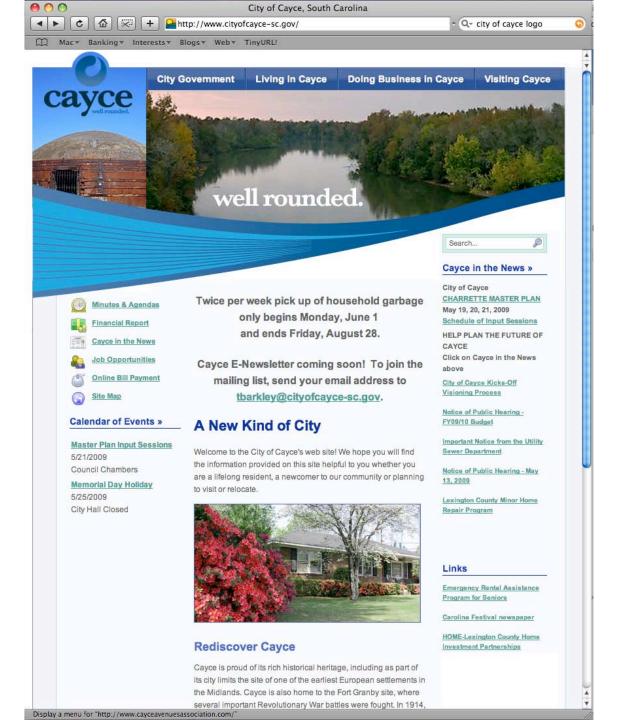




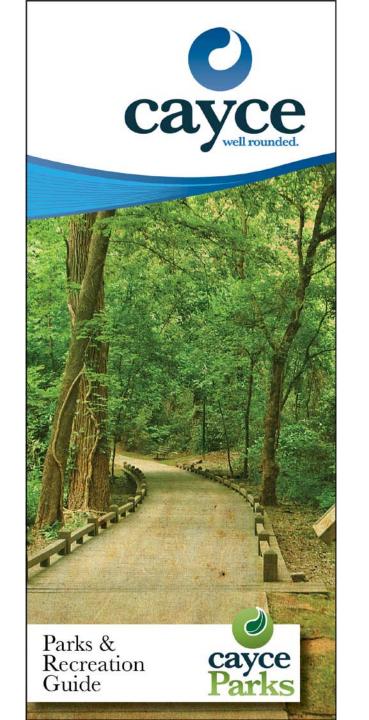


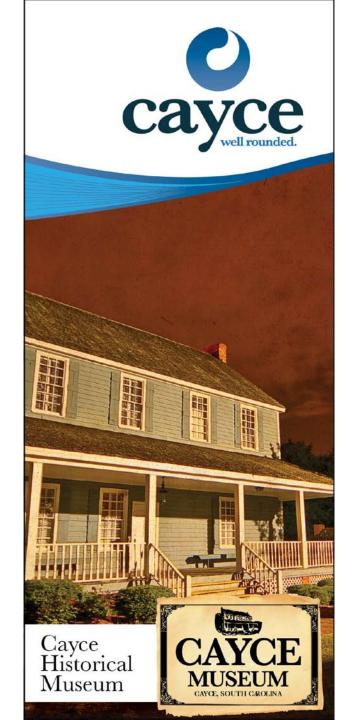


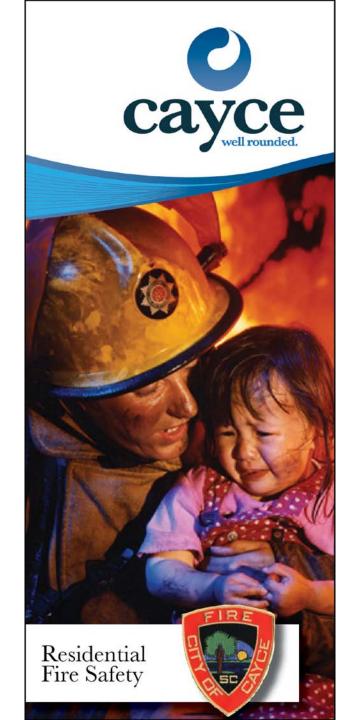












cayce well rounded. New Resident Guide















bike cayce













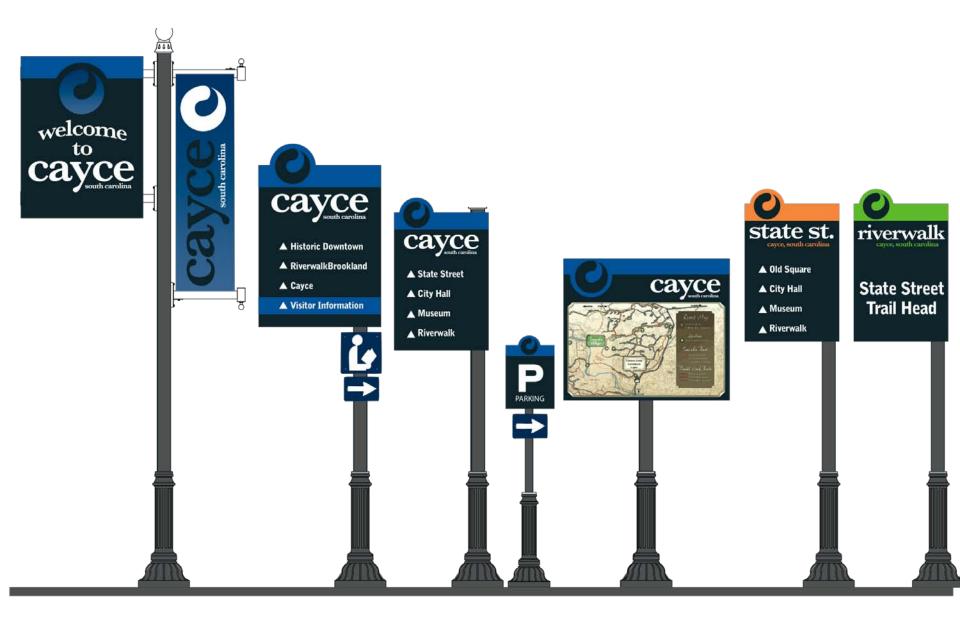












cayce, south carolina

Well





Discover Life, Well Rounded.





Discover Life, Well Rounded.

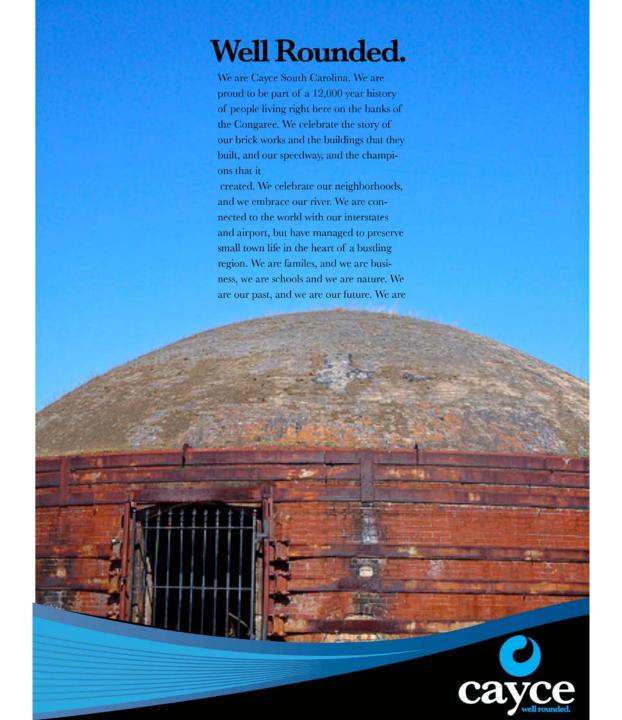




Discover Life, Well Rounded.



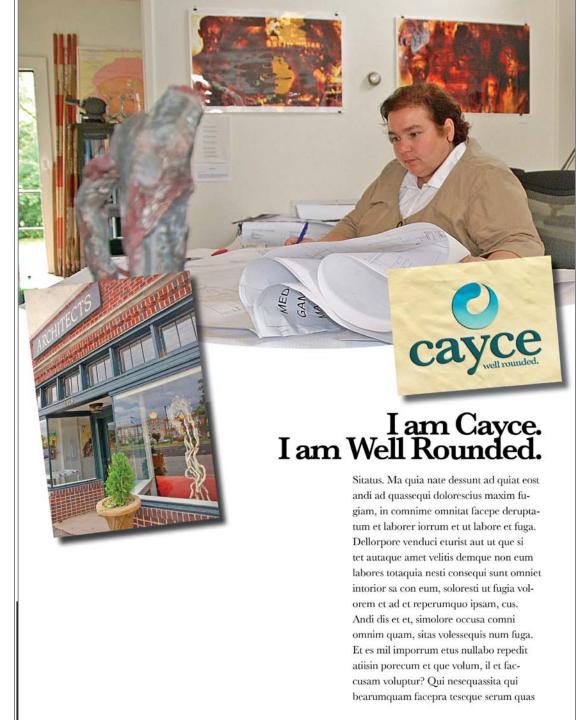












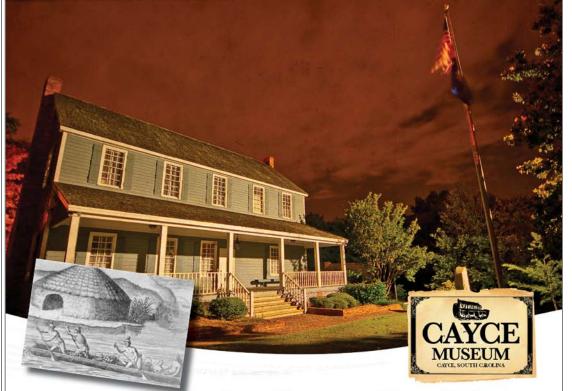


Life. Well Rounded.



Education. Well Rounded.

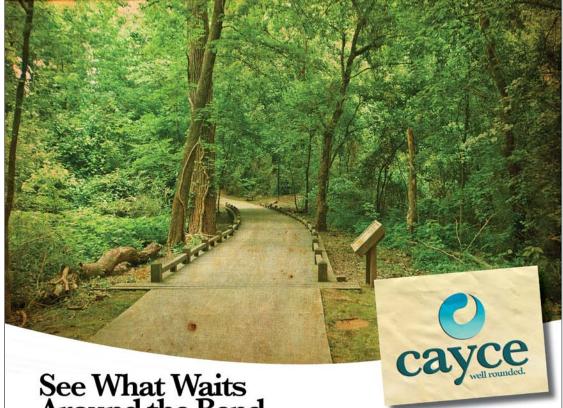




There's a Reason People have Lived Here for 12,000 years







See What Waits Around the Bend.

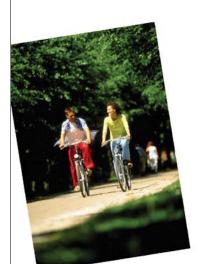


Sitatus. Ma quia nate dessunt ad quiat eost andi ad quassequi dolorescius maxim fugiam, in comnime omnitat facepe deruptatum et laborer iorrum et ut labore et fuga. Dellorpore venduci eturist aut ut que si tet autaque amet velitis demque non eum labores totaquia nesti consequi sunt omniet intorior sa con eum, soloresti ut fugia volorem et ad et reperumquo ipsam, cus.

Andi dis et et, simolore occusa comni omnim quam, sitas volessequis num fuga. Et es mil imporrum etus nullabo repedit atiisin porecum et que volum, il et faccusam voluptur? Qui nesequassita qui bearumquam facepra teseque serum quas ea cum







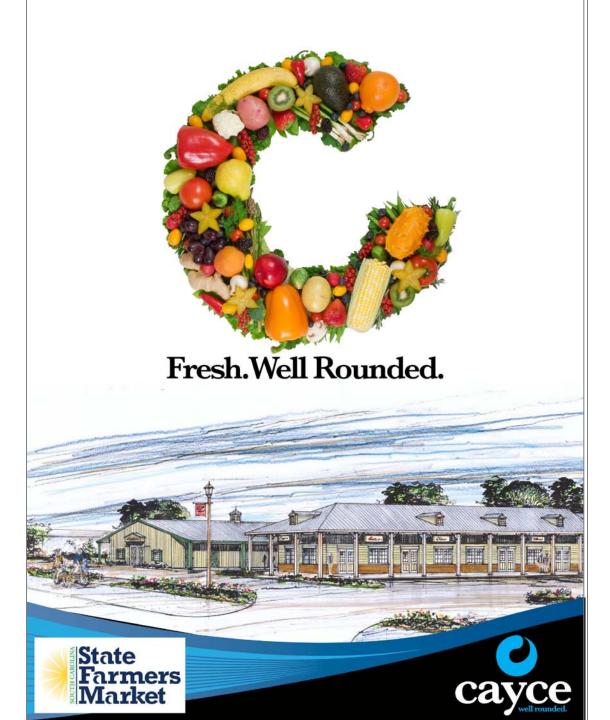














Fast Track. Well Rounded.







Weekends. Well Rounded.

Sitatus. Ma quia nate dessunt ad quiat eost andi ad quassequi dolorescius maxim fugiam, in comnime omnitat facepe deruptatum et laborer iorrum et ut labore et fuga. Dellorpore venduci eturist aut ut que si tet autaque amet velitis demque non eum labores totaquia nesti consequi sunt omniet intorior sa con eum, soloresti ut fugia volorem et ad et reperumquo ipsam, cus. Andi dis et et, simolore occusa comni omnim quam, sitas volessequis num fuga. Et es mil imporrum etus nullabo repedit atiisin porecum et que volum,

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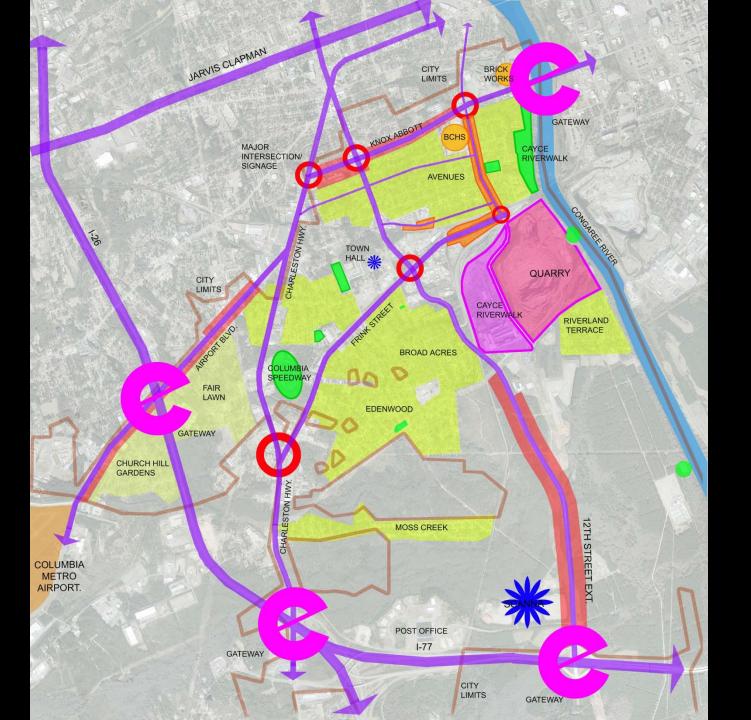


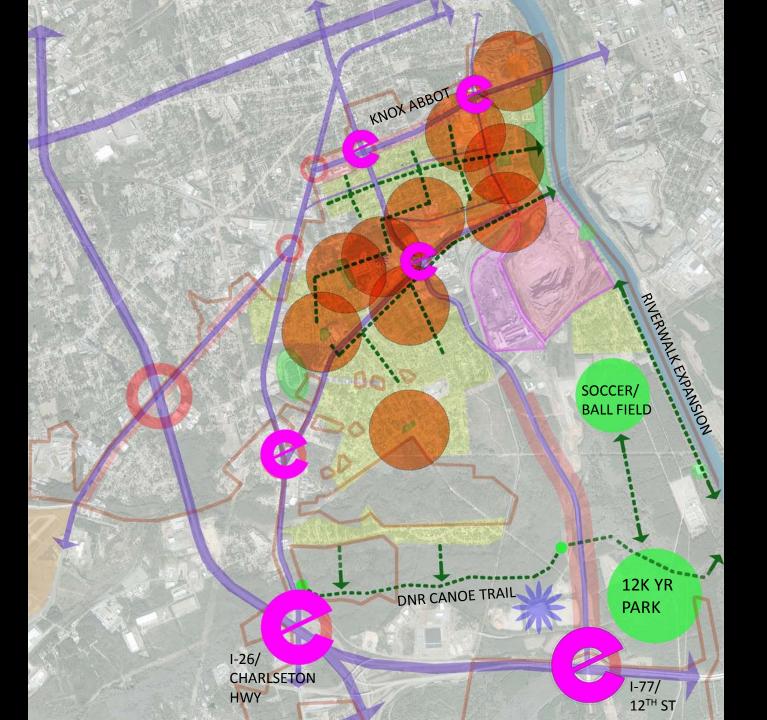
Well Rounded.

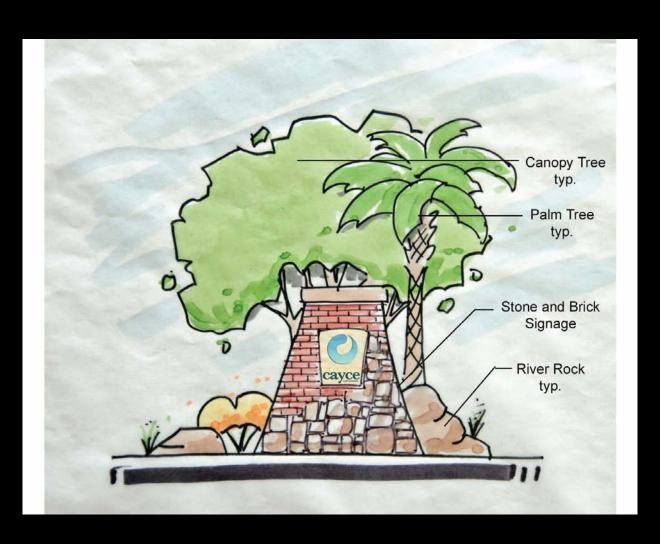
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Design & Planning







SIGNAGE OPTION 1















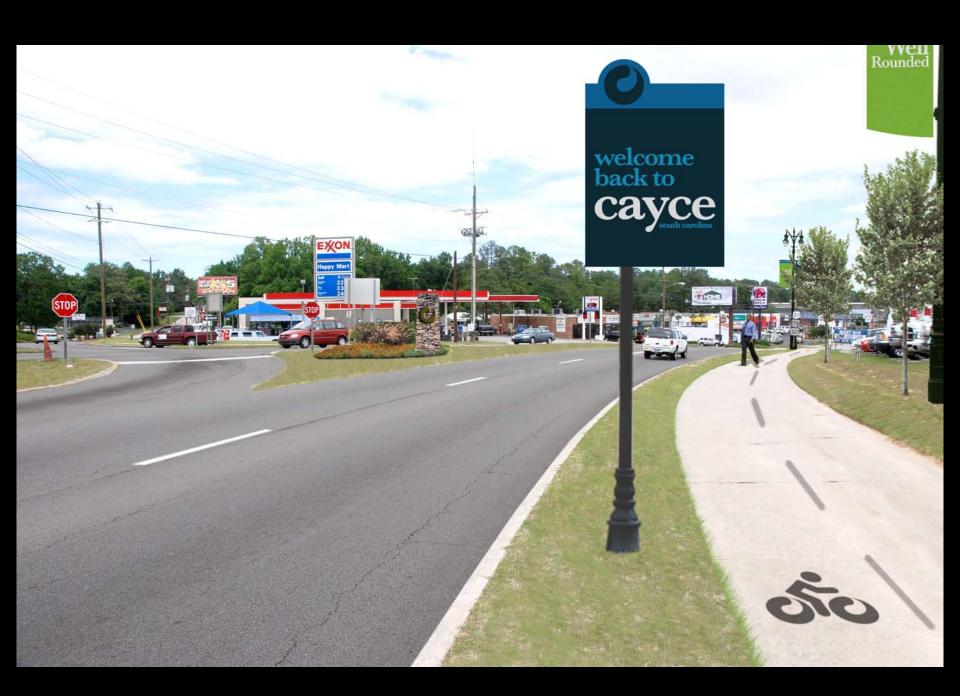
















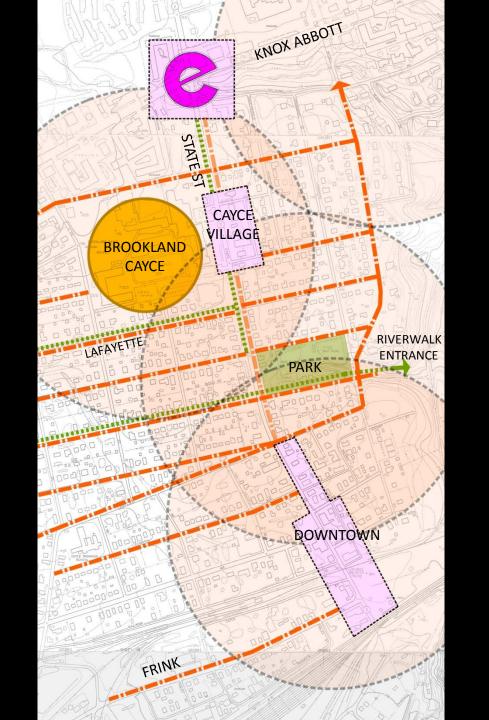


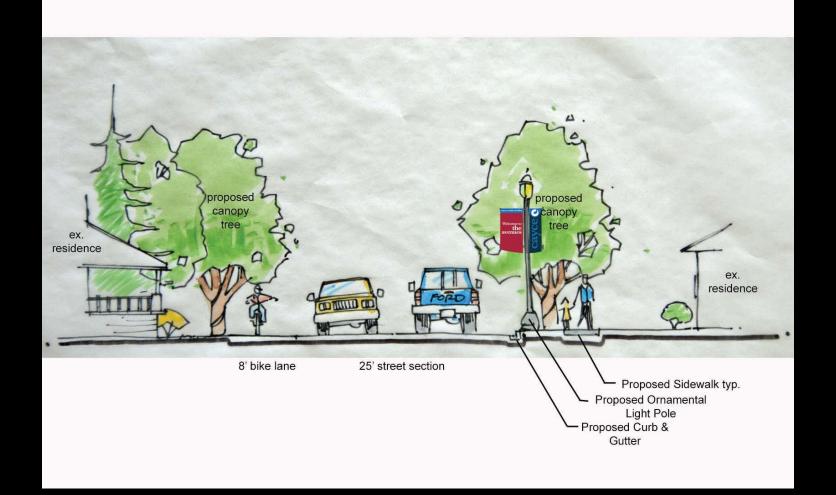


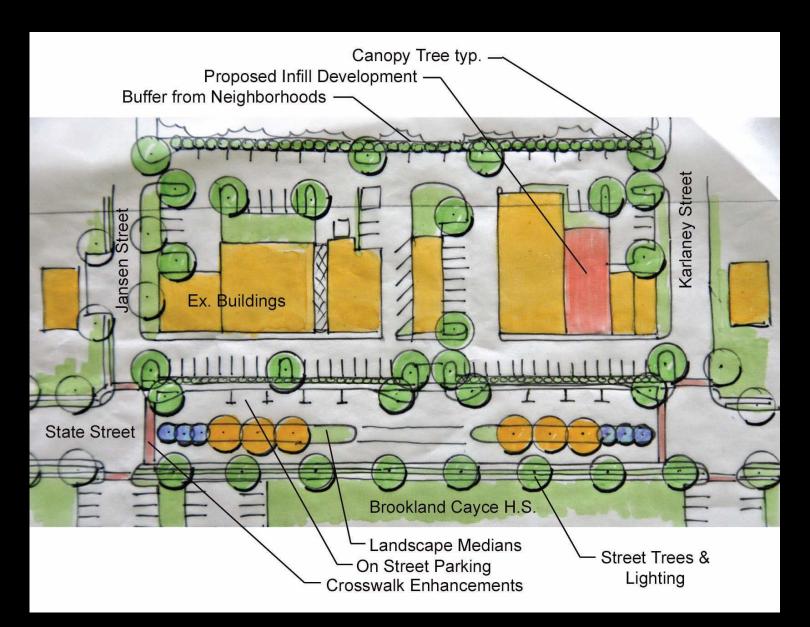


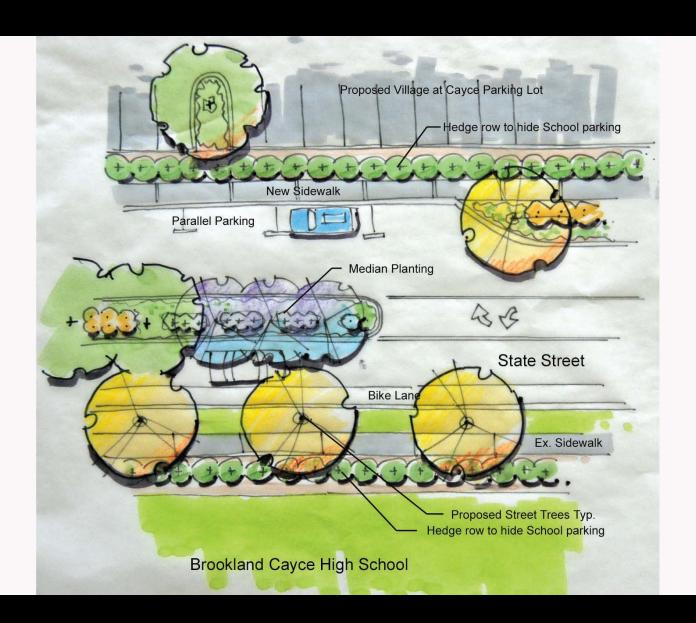


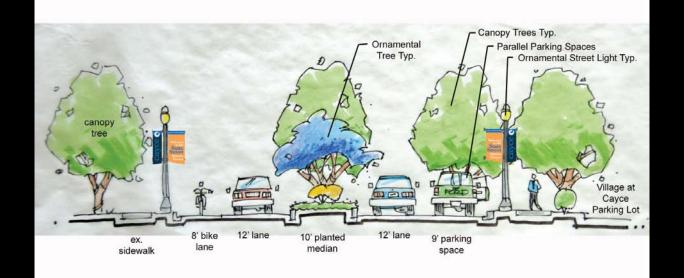












STATE STREET SECTION



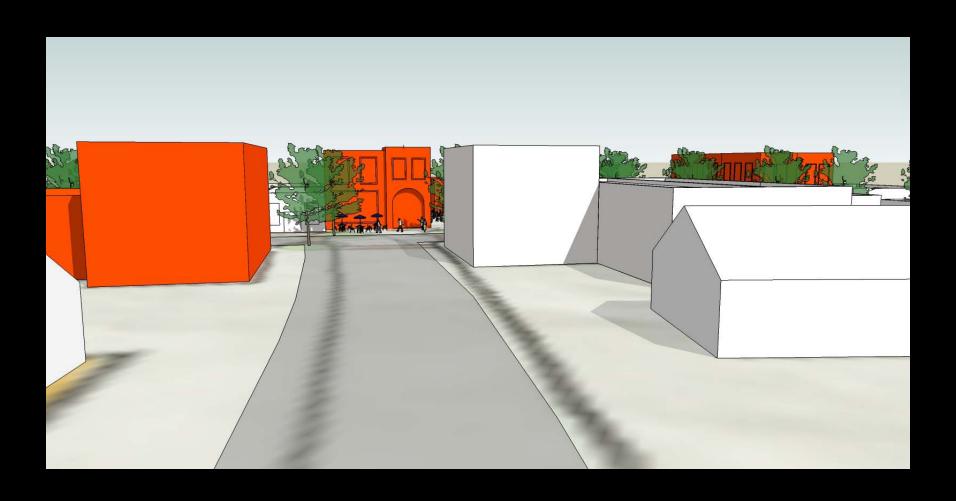




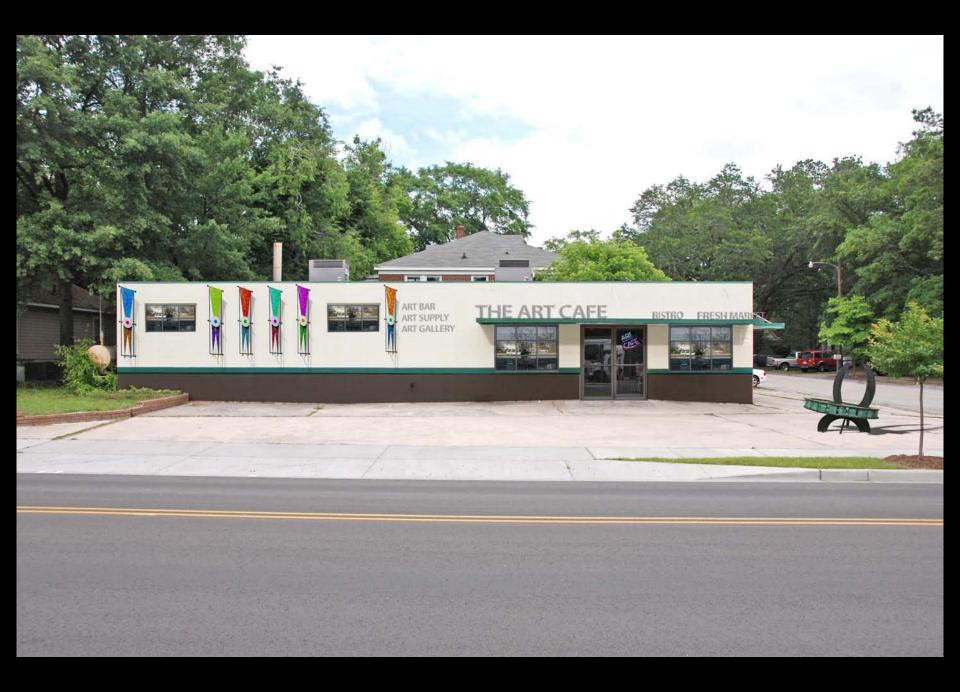


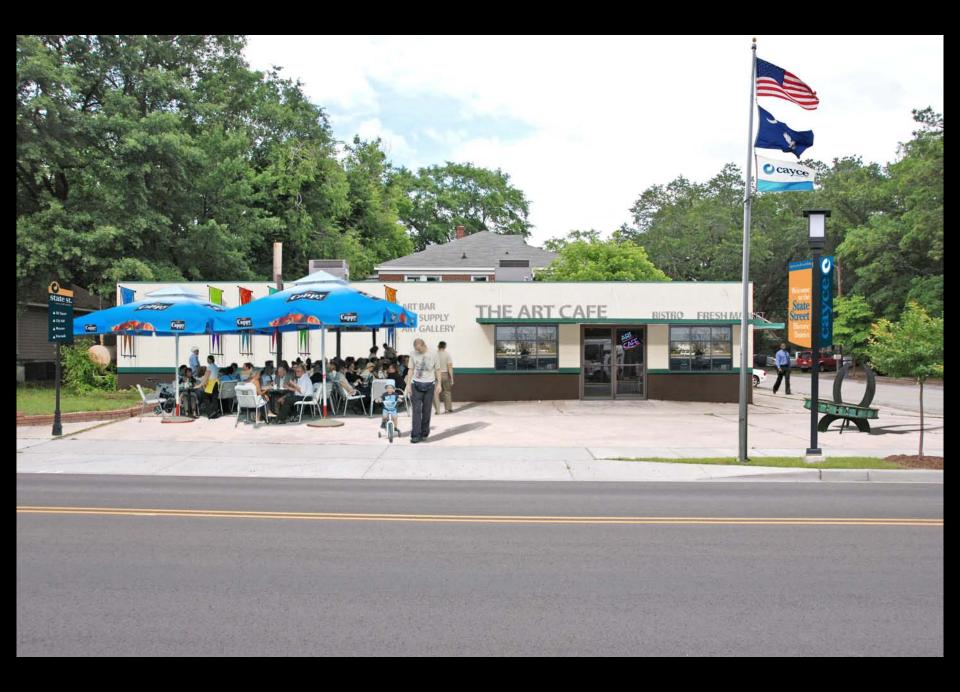




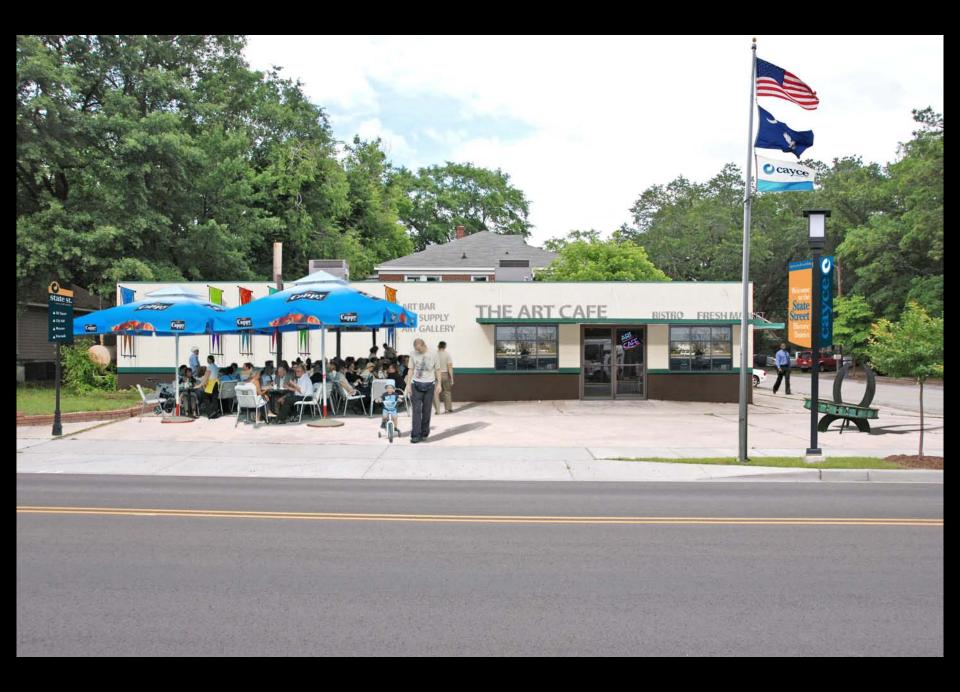












Next Steps

Economic Development Strategies

- •Gather information from existing commercial and industrial investors to determine their potential for expansion and their level of satisfaction with Cayce and its business climate
- Contact other successful communities in an effort to identify "best practices"
- Develop a set of recommendations to Cayce City Council on ways that Cayce's already good business climate can be enhanced

Implementation of the Plan The Steering Committee

- Establish a time line for completion of the recommendations contained in the Charrette
- Identify responsible parties for each of the recommendations
- Identify resources necessary for implementation
- Report back to council and the citizenry on the progress and any roadblocks encountered (using the Internet, newsletter, public meetings, news releases, etc.)
- Celebrate successes as necessary to maintain momentum