



SUPPORTING GREATNESS. DEVELOPING OPPORTUNITIES.

“WHAT’S NEW IN THE RETAIL WORLD?”

ECG Economic Development Summit
September 28, 2023

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ALIGNMENT

SUPPORT

RETAIL-COMMERCIAL DEVELOPMENT

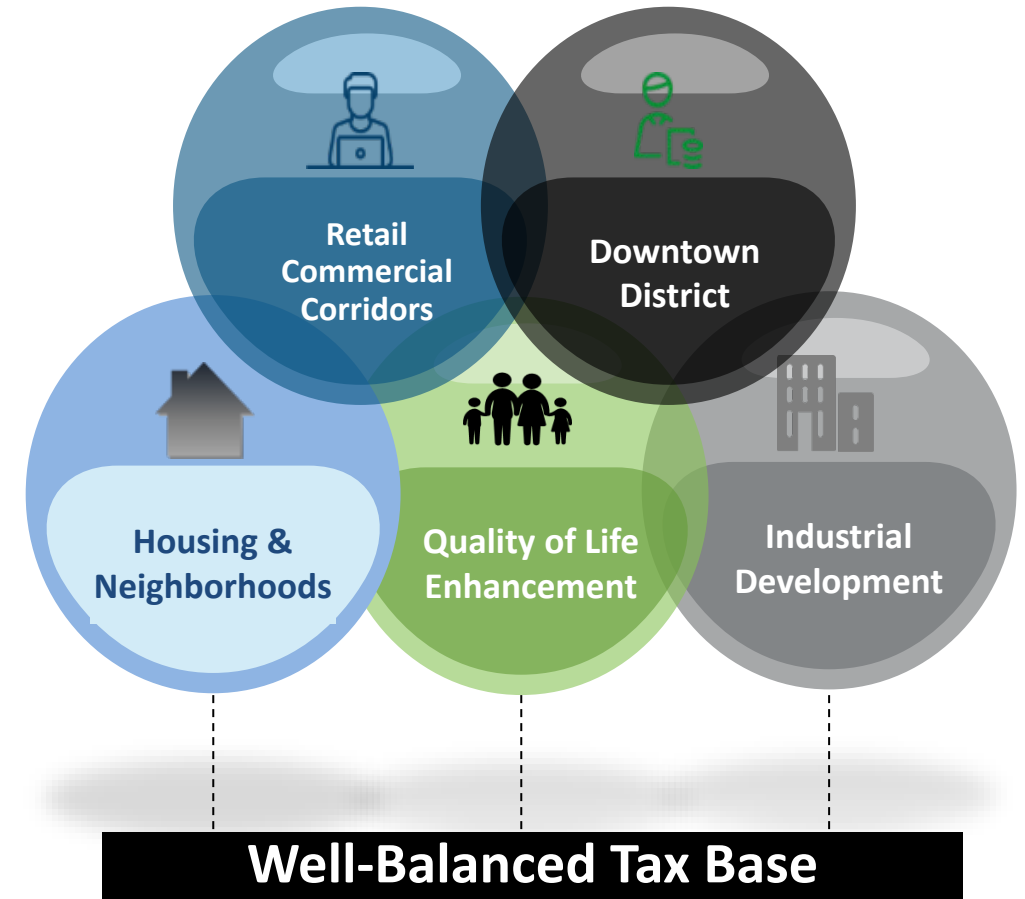
- Retail Recruitment
- Marketing Communities to Brokers, Developers and Retailers
- Research and Analytics

PREVIOUS ANNOUNCEMENTS



WHAT IS YOUR ROLE IN THE RETAIL GAME?

- **Revitalization**
- **Enhancing the Tax Base**
- **Providing Necessary Services to Your Community**
- **Completing The Circle (Industrial, Community and Retail Development)**



COMMON QUESTIONS THESE DAYS

- 1. Are Brick and Mortar Stores Going Away?**
- 2. Are National Sit-Down Restaurants Still Doing Deals?**
- 3. Who's Expanding and Who's Closing?**

THE RISE OF THE GEN Z

Gen Z is a generation of contrasts. While they're the first group in history to grow up entirely with digital and mobile technology at their fingertips, they're continuing to play a vital role in the revival of physical stores – highlighting the draw of gathering, shopping, and dining with friends in person.



Gen Z Most Frequently Shop At

48% Discount/off price retailers T.J. Maxx, Marshalls, Kohl's, Walmart, Target, etc.	13% Thrift/second-hand The RealReal, ThredUp, etc.
25% Dollar/variety stores Dollar General, Family Dollar, etc.	11% Peer-to-peer Etsy, Depop, etc.
24% Specialty retailers Express, Abercrombie, Best Buy, Apple, Sephora, Bath and Body Works, etc.	11% Facebook Marketplace
22% Fast fashion retailers Shein, Zara, Uniqlo, H&M, etc.	9% Upscale/luxury retailers Ralph Lauren, Gucci, etc.
21% Department stores Macy's, Dillard's, JCPenney, Bloomingdales, etc.	

MERGERS/ACQUISITIONS

Kroger and Albertsons - \$24.6 Billion deal, an agreement that will combine two of the largest supermarket operators in the U.S. The deal will create a grocery chain with nearly 5,000 locations.

Aldi – acquiring 400 Winn-Dixie and Harvey’s Supermarket grocery stores across the Southeast.



EXPANSIONS

Dollar stores, off-price retailers, discounters and warehouse clubs continue to open the most stores. They announced more than 1,300 openings in the first half, or nearly 40% of all announced openings.

Five Below, said early in 2022 it would triple its store count to more than 3,500 by the end of fiscal 2030 and open 925-1,000 stores over the next four years on a base of more than 1,200 stores.

O'Reilly Automotive announced plans to open 360-370 net new stores, **AutoZone** said it would open about 200 stores and **Advance Auto Parts** announced plans to open 125-150 new stores.

Burlington announced plans to open more than 115 net new stores on a base of about 840 stores.

WAWA plans to open 20 stores in Georgia.

Ollie's Bargain Outlet will add 40 to 45 new stores for this year, on top of its current count of about 400 locations.



CLOSINGS

Bed Bath & Beyond is closing its remaining 360 Bed Bath & Beyond stores and 120 BuyBuy Baby locations. Bed Bath & Beyond already has closed 400 stores over the past year.

Tuesday Morning is planning to close all 487 stores.

Walgreens recently said it would close about 150 of its 8,800-plus U.S. stores and another 300 of its 2,200-plus Boots UK stores.



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ORGANIZED RETAIL CRIME

Organized retail crime (ORC) not only harms communities and retail centers but also threatens the safety of consumers and retail workers alike. ORC involves a criminal enterprise employing a group of individuals (2 or more) who steal substantial quantities of merchandise from a retailer. **Inventory loss in 2022 reached \$94 billion and 75.9%** of retailers reported ORC resulted in the physical assault of an employee.

In a recent ICSC survey, over **60 percent** of landlords and tenants said they have seen an increase in criminal incidents in the past year.

\$100+
BILLION

Inventory loss in 2022 according to the National Retail Federation Security Survey.

81%

Retailers reporting violence and aggression associated with ORC increased in 2021.

\$15
BILLION

Cost to federal and state governments in personal and business tax revenue, not including lost sales taxes.

\$500

Estimated additional annual cost to the average American family attributed to ORC.

26.5%↑

Increase in organized theft incidents reported in 2021.

Sources: NRF, Buy Safe America Coalition.

OTHER NEWS

Party City – emerging from its Chapter 11 bankruptcy proceeding with what it called an "optimized" store footprint after exiting some locations and getting better deals on leases for others.

JCPenney - reinvesting more than \$1 billion into the business by fiscal year 2025 to improve customer experience and operational efficiencies. The company will update its 650 stores to make the in-store experience more inviting and productive, including an enhanced look and feel, physical upgrades and improved technology and tools for associates.

DATA AND STATISTICS

Georgia Annual Statistics	2021	2022	US 2022
Marketplaces	4,695	4,702	114,584
Marketplace Tenants	59,391	60,284	1.8 mil.
Jobs	1 mil.	1 mil.	31.6 mil.
Share of Total Jobs	15.3%	15.7%	15.4%
Sales	\$263.8 bil.	\$287.5 bil.	\$8.4 tril.
Share of GDP	38.1%	38%	33.1%
State Sales Taxes*	\$10.6 bil.	\$11.5 bil.	\$476.4 bil.
Property Taxes	\$742.1 mil.	\$748 mil.	\$29.6 bil.
Construction/Redevelopment Spending	\$1.5 bil.	\$2.4 bil.	\$37.7 bil.

Marketplaces include all retail trade, food services and drinking places as well as portions of personal, professional, entertainment/recreation, health care and other services as classified by the North American Industry Classification System (NAICS).

*Sales tax revenue generated at retail real estate properties, except for states not taxing: Alaska, Delaware, Montana, New Hampshire and Oregon. Local government sales tax revenue not included.

Sources: U.S. Bureau of Labor Statistics; CoStar Group, Inc., U.S. Bureau of Economic Analysis, U.S. Census Bureau, The Sales Tax Clearinghouse, NAIOP, Dodge Data & Analytics, NCREIF, ICSC Research.

WHO'S EXPANDING?

- **“Buy, Sell, Trade” Books-A-Million Concept**
- **Need 12-15K square feet**
- **Grocery anchored/neighborhood strip centers preferred**
- **Looking to open 10-20 stores in the next 5 years**



WHO'S EXPANDING?

- **3,800-4,500 square feet**
- **500 square feet for a covered patio and a minimum of 70 parking spaces**
- **Prominent visibility, national brands, and grocery anchor**
- **Minimum of 25,000 cars per day**



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WHO'S EXPANDING?

- 2,500 – 3,500 square feet
- Free standing
- Strong visibility and traffic
- Rural and Urban Markets



WHO'S EXPANDING?

- 0.5 acre to 1 acre site needed
- Excellent visibility along busy corridor
- Minimum 20,000 VPD Traffic



WHO'S EXPANDING?

- **Minimum Population: 45,000**
- **Traffic Count: 30,000**
- **Min. Sq. Ft: 2,950; Max. Sq. Ft: 4,600**
- **1 Acre Minimum**
- **Desired Facility Types: Free Standing**
- **Desired Co-Tenants: Close-proximity to daily drivers (Walmart, Target, grocery stores, etc.).**



MARKETING VACANT SITES

AVAILABLE PROPERTY FORSYTH, GA

PROPERTY HIGHLIGHTS



- Harold G Clark Hwy
- Parcel ID: 054 009X
- Acres: 1.775
- Interstate /75 visibility
- Utilities provided by the City of Forsyth
- Incentives available



- Ingles Site
- Parcel ID: F41 002
- Acres: 17.91
- Interstate /75 visibility
- Utilities provided by the City of Forsyth
- Incentives available



- N Lee St
- Parcel ID: E25 003F
- Acres: 1.75
- Interstate /75 visibility
- Utilities provided by the City of Forsyth
- Incentives available



- Cabanis Rd
- Parcel ID: F33 011
- Acres: 1.87
- Interstate /75 visibility
- Utilities provided by the City of Forsyth
- Incentives available

Wrapped in Small Town Charm!

	1 MILE	5 MILES	10 MILES
Population	2,797	10,557	19,789
Households	1,227	3,779	7,167
Average Household Income	\$86,947	\$89,075	\$97,664
Median Age	40.6	40.8	42
22-2027 Annual Rate	-0.16%	0.40%	0.72%

PER 2022

AVAILABLE RETAIL SITE U.S. HWY 78 AND GA HWY 47 (ROBERT TOOMBS AVE)



PROPERTY HIGHLIGHTS

- Excellent retail/fast food site in the retail corridor of Washington, GA
- Parcel ID: 076A 001 02
- Acres: 1.3 - 3.2
- Easy access to Hwy 78



TRAFFIC COUNTS

Toombs Ave.....	5,740 VPD
Hwy 78 (N Bypass E).....	5,160 VPD
Dornard Rd and Lincoln Rd.....	3,150 VPD
Andrew Dr and Ashley Dr.....	2,380 VPD

	1 MILE	3 MILES	5 MILES
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Population	901	4,086	5,247
Households	407	1,741	2,223
Median Household Income	\$46,348	\$44,088	\$43,461
Average Household Income	\$73,593	\$63,124	\$63,261
Median Age	43.6	45.2	45.7

LRK 2022



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Downtown Thomaston, GA RETAIL OPPORTUNITIES



PROPERTY HIGHLIGHTS

Excellent location on S.Center Street & E. Main Street with a vibrant Downtown and High Traffic counts.

- 2,000 Sqft.
- Tidal Wave Corporate Offices nearby - 150 Employees
- City and County Government Offices nearby
- Located Within Rural Zone
- DT Zoning
- For Lease - Rate Negotiable

DEMOGRAPHICS

	5 MILES	10 MILES	15 MILES
Population	19,102	27,143	74,757
Median HH Income	\$35,535	\$39,427	\$44,677
Households	7,702	10,726	28,706
Median Age	41.4	42.3	42.1

Source: ESRI 2021

this is opportunity

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BACKFILLING THOSE VACANT BOXES

Pickleball

Fitness Centers

Discounters/Closeout Centers





“Taking on a challenge is a lot like riding a horse. If you're comfortable while you're doing it, you're probably doing it wrong.”

- Ted Lasso



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