

# Boulder Retail

Development History  
and  
Considerations for the Future

# Retail Development History

Until 1960s

- Local Emphasis, But Boulder Was a Retail Hub

1960's – 1980's

- Crossroads Mall :: Pearl Street Mall :: Hub Reinforced

1980's – 1990's

- Redeveloped Crossroads :: Regional Competition

Early 2000's

- Crossroads Decline :: The Age of Public \$

2005-2006

- Retail Strategy :: Mid-Box and Big-Box Issues

# Types of Shopping

Convenience

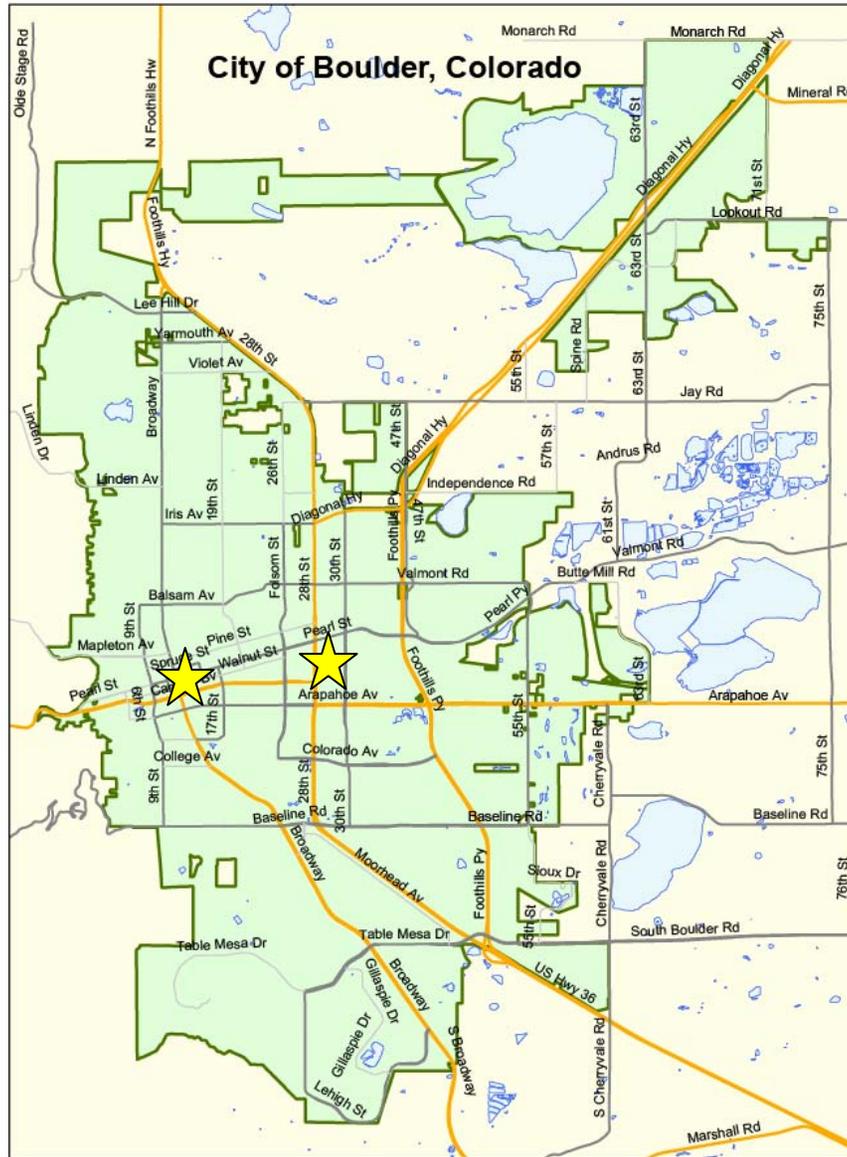
Comparison

Specialty

Value

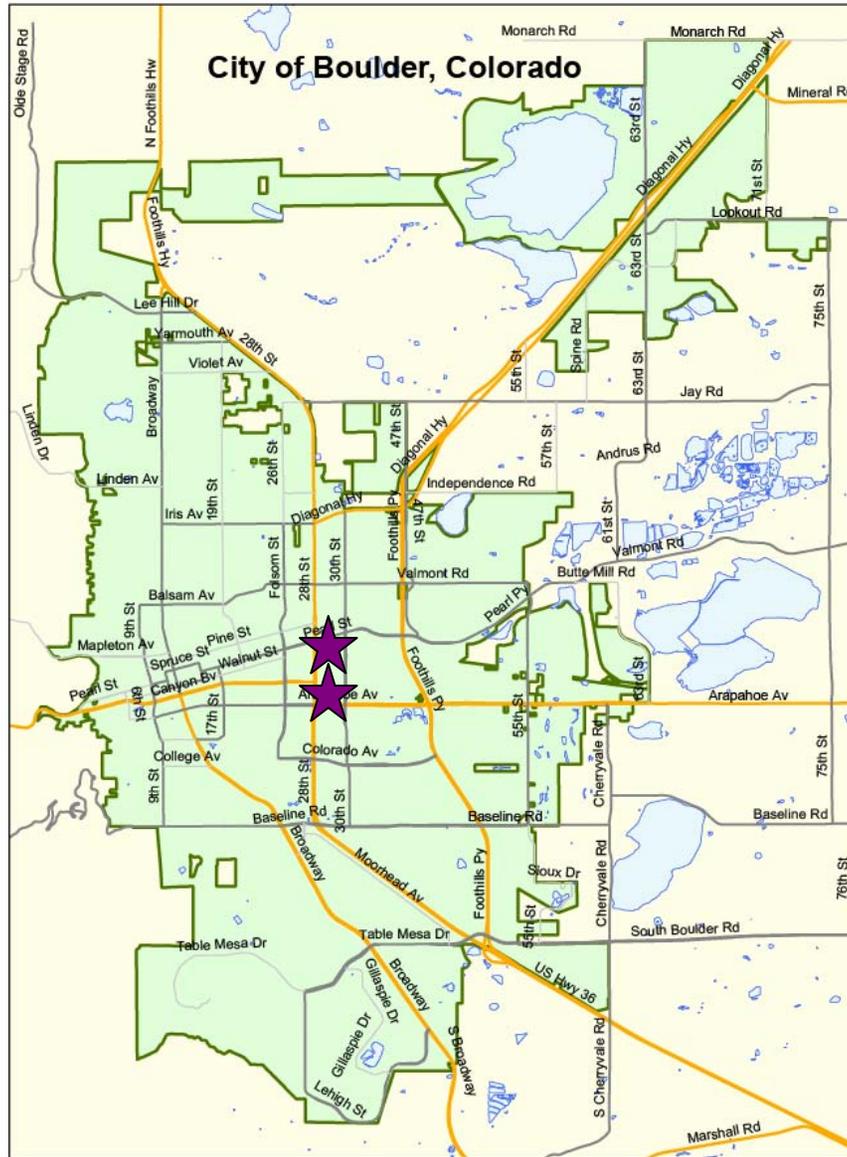


# Comparison Shopping





# Value Shopping





## Recent National Trends

- Consolidation: Department Stores and Grocery
- Steady Growth Since 1970's, but Rate at Under 3% Since 1990's
- High and Low-End of Market Experiencing Increased Sales, But the Middle Has Been Flat
- Wal Mart About to Open 4,000<sup>th</sup> US Store and is Moving Into More Urban/Infill Sites – The 'Burbs are Full
- E-Commerce Growing, But Will it Dominate “High Touch” Shopping?

# Retail Issues to Consider

- Division of Boulder Consumers: High and Low Income
- “Retail Follows Rooftops” – How Will That Adage Apply as Build-Out is Approached and Regional Growth Attracts Stores?
- Value Shopping – Will Boulder’s Land Availability and Cost to Develop Large Stores Permit It?
- Concentration of Specialty vs. Broad Appeal
- Existing Centers Need to be Adapted for Future Needs
- Twenty Ninth Street as a Barometer
- The Only Constant in Retail Development is Change

# Questions? :: Comments?

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