



## Creating Opportunities Along the Nation's Trails

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### Montour Trail Business Opportunities As of May 2016

The Trail Town Program® aims to identify trail user needs and to fill service gaps in trail communities by providing help in the form of market information, technical assistance, or financing to existing and potential businesses. This document identifies existing conditions related to trail services and what we see as opportunities. Those considering either an expansion or a new business should conduct their own market research and complete a business plan.

The Montour Trail is largely a suburban trail. Some traditional communities include Coraopolis, Imperial, Library, and Clairton. There are also points of business clusters along the way and other connector trails. Shopping centers can be found along the trail of which some are accessible by trail (Peters Township area) and others that are nearby but accessible roads marked by sharrow on access road pavement (Robinson Town Centre). Below is an overview of current available service near the Montour Trail.

#### Existing Trail-Serving Businesses

##### Recreation

- There are two full service bike shops, one located near the trail in Coraopolis and another on the trail in Hendersonville, the latter also serving ice cream and grill items.
- There are additional bike shops in the area in Robinson Township (Allegheny County), Bethel Park, and Peters Township, though these are not accessible by trail.
- There are a number of stores serving trail users in the communities around the trail, but are also not accessible by trail. These include an outdoor recreational outfitter and runners/walkers store in Robinson Township.

##### Lodging & Camping

- There are three campgrounds directly on the trail.
- There are hotels in close proximity to the trail, most associated with the Pittsburgh International Airport or nearby major highways.

##### Food and Drink

- There are various options near the trail along its length including pizza shops, diners, coffee shop, specialty sandwiches, ice cream/yogurt shops, Chinese restaurants, family restaurants, national chains, and taverns can be found in select points of the trail in shopping centers or individual locations. Most of these locations require use of local roads for a short distance.

##### Retail

- The larger shopping centers include several retail shops both chains and locally owned.
- There are drug stores close to the trail in Coraopolis, Library, and Clairton.
- There are some antique shops in Coraopolis.

##### Other Amenities

- There are a few convenience stores with gas stations on roads near the the trail of which most have ATMs.

##### Nearby Attractions

- Beyond the Montour Trail, there are other attractions that are bringing visitors to the area. Some of these include the Allegheny County Parks, connecting trails (Great Allegheny Passage, Panhandle, and Ohio River Trails), and several nearby golf courses.

## Potential Opportunities

### Lodging

- There is a limited need for lodging at this time, but **additional B&Bs** may be considered with additional trail and recreational traffic and development. B&Bs are often the most common visited by trail users.
- There are also opportunities for **guest/vacation houses or a hostel** that could accommodate larger groups or those with a limited budget.

### Recreational

- There is an opportunity for an additional **bicycle rental and/or repair shop** or recreational outfitter at the southeastern end of the trail. Retail opportunities exist for selling sporting, athletic, and nature-related goods in addition to cycling goods, such as for jogging, camping, and bird-watching, etc.

### Food and Drink

- There are limited options directly along the Montour Trail that require limited or no use of local roadways. New and existing businesses may consider adding the following types of services in key locations:
  - There is an opportunity for a **coffee shop**, juice bar, **bakery**, or a combination of these.
  - Trail users would likely frequent an eatery that had **outdoor seating**. Fresh and healthy menu items that include vegetarian options; packed lunches for trail-side consumption; and locally grown and raised food items would be of particular interest.
  - The **farm-to-table** movement provides tremendous potential. Other informal but specialized foods might be a gourmet burger, hot dog, or ice cream shop, or even a **bike-themed or trail-oriented café**.

### Retail

- Unique retail such as **specialty, artisan, or other gift shops**, could appeal to both trail users and locals alike.

### Amenities

- In the region there is a need for **shuttle service** for people, bike, luggage, and equipment.