



Creating Opportunities Along the Nation's Trails

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South Side Pittsburgh Business Opportunities

As of August 2015

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.

Existing Trail-Serving Businesses

Lodging

- There are five hotels located in the South Side of which many are located near the trails.
- There is one bed and breakfast and one new hostel opening in 2016.

Recreational

- There are two bike shops on East Carson Street – one is currently for sale.
- There is an REI outdoor recreational outfitter in the South Side Works.
- There is a Segway company in Station Square.
- There are several public bike share stations in the South Side.

Food and Drink

- There are abundant eating and dining locations that are open for breakfast, lunch, dinner, and late night. This includes several specialty chains in the South Side Works and Station Square, as well as a large mix of ethnic, fast food, casual and fine dining throughout Carson Street and side streets. Many offer local foods and outdoor seating.
- There are two grocery stores.
- There are many taverns, pubs, and clubs of which many also offer food options.
- There are several specialty coffee shops and sweet shops including bakeries, candy stores, chocolatiers, and pastries.

Retail

- There are a variety of retail shops in the South Side including a gift shops, flower shops, clothing, accessories, pharmacies, art studios, records, convenience stores, and other specialty retail.

Amenities

- There are a variety of banks, ATMs, and gas stations in the South Side.

Nearby Attractions

- Within the South Side, there are several other attractions drawing visitors beyond the trail. Some of these include are live and movie theaters, art galleries, public art, nightlife, a touring bus company, professional soccer stadium, riverfront parks and marina, and direct connection to downtown Pittsburgh.

Potential Opportunities

Lodging

- Lodging is currently well covered in this area, however, **B&Bs** may be considered with additional trail and recreational traffic as well as increased tourism to the City of Pittsburgh.
- There are also opportunities for **guest/vacation houses or hostel** that could accommodate larger groups or those with a limited budget.

Recreational

- There is a need for a **recreational outfitter** that includes rental for **water activities**.

Food and Drink

- Food and Drink is well covered in the South Side, but existing and new businesses may consider the following:
 - 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 hot dog, or **ice cream shop**.

Retail

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

Other Amenities

- Although there is public bike share and bus transportation, in the region there is a need for **shuttle service** for people, bike, luggage, and equipment.