# 

# incex

phase 01| discovery

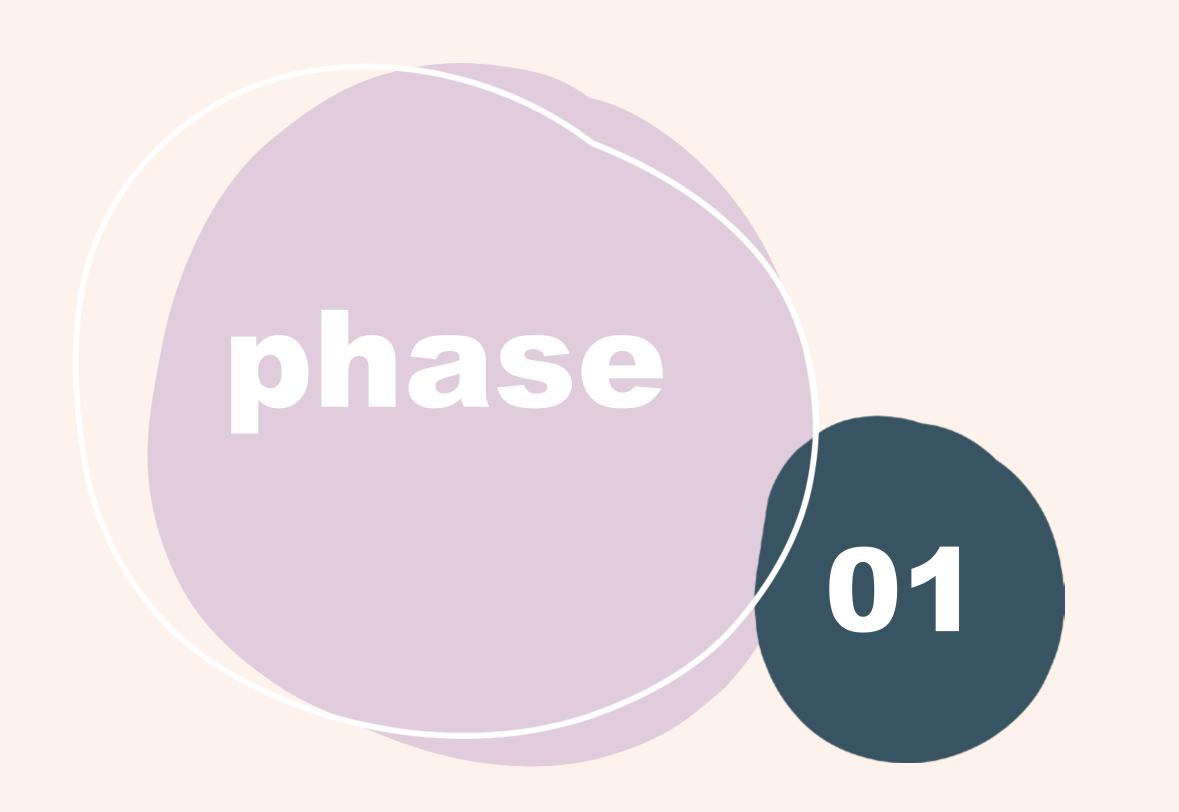
> phase 02| interaction

phase 03| observation

phase 04| ideation

phase 05| implementing phase 06| enhancing

> phase 07| finalizing



# discovery

project research | mind mapping articles theories case studies

gathering information | proposal goals & objectives typology

analysis | survey responses

01





stores are time from 9 eeks. zara's i 15 days

> etailers such as Zara renowned for their ability to react almost trends, have expanded throughout the world

### how is the in store experience changing?

According to a report from Bain & company 2017), "the global personal luxury goods market is expected

to grow by 2-4% to \$289-294bn in 2017" where millennials have largely contributed to this growth. The report also shows that "luxury brands must rethink their strategies and adapt to a millennial state of mind, which will be a key driver to push the market to \$327 billion in sales by 2020." Shawn Grain Carter, an associate professor at the Fashion Institute of Technology in New York, said "Success in the next decade requires brands to be more innovative and proactive in reaching out to younger generations." (Carter as cited in Akan, 2017) Right now, more and more luxury brands have developed strategies to adapt to millennials, such as using social media and renovating their products. However, in fact, "millennials typically value experiences over things, which translates to the shopping experience" (Bain & Company, 2017). The millennial generation was born between the years 1980 - 2000. As we know, every generation has its unique traits from other generations. Millennials, who have lived in the digital world since they were born, are also called as "digital natives." As a result, this generation is often described as being optimistic, social, and connected. Some of them prefer shopping online rather than going to the brick and mortar stores since the Internet is more convenient for millennials. Online shopping indeed impacts the retail industry, and it is also a significant challenge under these circumstances. The luxury brands should then improve the shopping experience in the brick and mortar store to absorb the millennial generation.

Therefore, the research question is how can interior design enhance the seamless in-store shopping experience for the millennial generation under the challenge of the digital era in the luxury fashion industry?

re-imagine th

in-store

branding model

fast fashion: a financial snapshot

"...millennials typically value experiences over things, which translates to the shopping experience, whether it is online or in stores, it has to be inspirational."

in-store= high

ashion + luxurv brands

First of all, millennials ar houghtful about purchasii luxury brands, which can stand for.

Therefore, those four elements (Evolving **Preferences, Expectation, Shopping** Behaviors, Technology) are the affecting factors helping the brick-and-mortar luxury retail to reshape their physical environment for the millennial generation as their new consumer group.

### articles



5.46 5.69 5.89

Finding more effective ways to satisfy these needs for uniqueness with less fashion products consumed and disposed could resolve the environmental issues associated with the excess production, consumption, and disposal as well as the social ills perpetuated by detached and unsatisfying fashion consumption.

apparel industry market growth



shopping became a form of entertainment

short

product

lifecycle

fast

response to

consumer

demand

fast supply

defines fast

fashion

chain



h&m (18%)

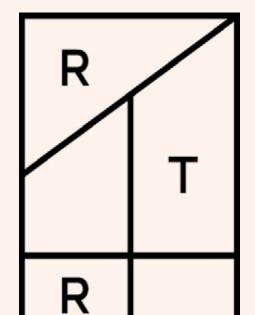
zara (18%)

Fast-fashion retailers' success largely depends on speedy reflection of everchanging customers' taste for fashion and bringing the latest styles that meet their needs and wants. Thus, fast-fashion retailers must establish an efficient communication network for consumers to incorporate their input into different stages of product development

fast fashion

In recent years fast fashion has

### rent the runway



these stores were created after a decade of having their subscription boxes available online.

### they offer:

- •curated assortments
- rotating selection of styles & sizes
- •return & pick up orders
- browse & try on clothes
- selection by occasion
- one-on-one styling advice
- reserve a fitting room
- •reserve items for next time







•their largest location is in san franscisco (the third largest subscription market)

•with 8,300 sq. ft. and 20+ fitting rooms, this location provides a "community by clothes"

•this space includes stylists coffee carts event and networking space beauty bar desk co-working space

case study average gross sales

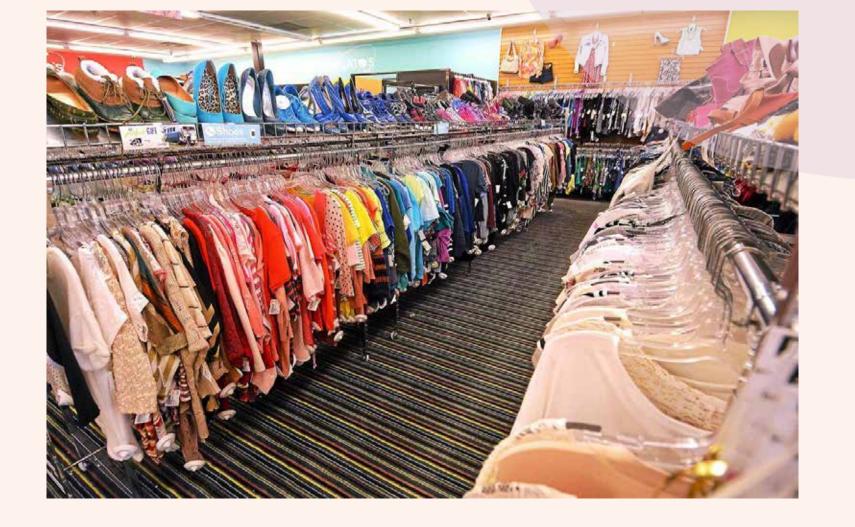
gross profit \$1,548,876 | \$958,758

stores in the us

> 30% of franchise owners own multiple locations

a place to sell gently used clothes for money observations:

- crowded racks
- unknown inventory
- messier appearanceno extra cleaning processlacks display



the theory of reasoned action in 1980 to predict an individual's intention to engage in a behavior at a specific time and place. the theory was intended to explain all behaviors over which people have the ability to exert self-control. (ajzen & fishbein, 1980)

"hawkins stern established four categories of impulse buying first are the pure impulse purchases, like a candy bar at the checkout line of a grocery store, second, consumers make reminded impulse buys, like placing a display of hot dog buns next to a meat cooler, third are suggested impulse purchases, such as a warranty for an electronic device, finally, consumers make planned impulse decisions, where they know they want to buy a product, but are unsure about the specifics.

impulse buying theories present an ocean of opportunities for marketers. every aspect of a product, from the way the packaging catches the eye to the way the product is displayed in the store, has an impact on a consumer's impulse control. marketers who can capture the impulsive thought and close the sale will have the most success."

theories

## gathering information

re/nu the idea is for this location to be the first of many for urbn's new clothing subscription, nuuly

where? 195 Broadway New York, NY

(the largest subscription market in the us)

### proposal

why? while subscription boxes may be a better alternative to shopping for new trendy clothes, there is still potential waste on a larger scale. fast fashion is a major contributor to clothing waste, and thrift shopping has become a safer alternative.

### how is it innovative?

the new solution to shopping may be redefining the "thrift shop" with trendy options that the subscription companies may have to get rid of anyway after they lived out their life span.



### what is nuuly?

for \$88/month you can pick out 6 items to wear for the month!

> "to stay in the game, we had to compete with ourselves" -dave hayne

### Change happens through small, repeatable actions

In its past life, each Nuuly garment bag was a bunch of empty water bottles, going nowhere. Now it's zipping around the country, replacing boxes and refreshing closets. Made of recycled post-consumer plastic, it's also reusable and recyclable and we think it has a very bright future ahead of it.









A new way to experience clothing, from the URBN family of brands.



Developing reusable shipping materials is just one of the ways we're working to support a healthier vironment. Making shareable clothing accessible esting in energy-efficient wet and dry cleaning machines and using environmentally friendly cleaning products are some of the steps we are taking to meet this goal.

### **Get to Know Your Nuuly**

It's a noun, it's a verb, it's a home base. All of the need-to-knows about Nuuly, illustrated

issues to research how do we lessen shipping costs? how do we eliminate fast fashion? how do subscription boxes become brick and mortar? what does this space need to maximize its potential?

how do the items get clean? how does buying new clothes become greener? where do items go after they have been sent to 'X' amount of users? To encourage a more sustainable version of shopping with a new retail environment that promotes upcycling your own wardrobe

To provoke the desire for second hand shopping through a revitalizing retail space that focuses on the experience of the customer

To increase the life span of clothing while creating a trendy and refreshing space that creates a new perspective on sustainable shopping alternatives

# goals & objectives

### typology

<u>fast fashion</u>: inexpensive clothing produced rapidly by mass-market retailers in response to the latest trends

**consignment**: sending goods to another person

thrift shopping: the quality of using money and other resources carefully and not wastefully

subscription box: A subscription box is a recurring, physical delivery of niche-oriented products packaged as an experience and designed to offer additional value on top of the actual retail products contained in a box.

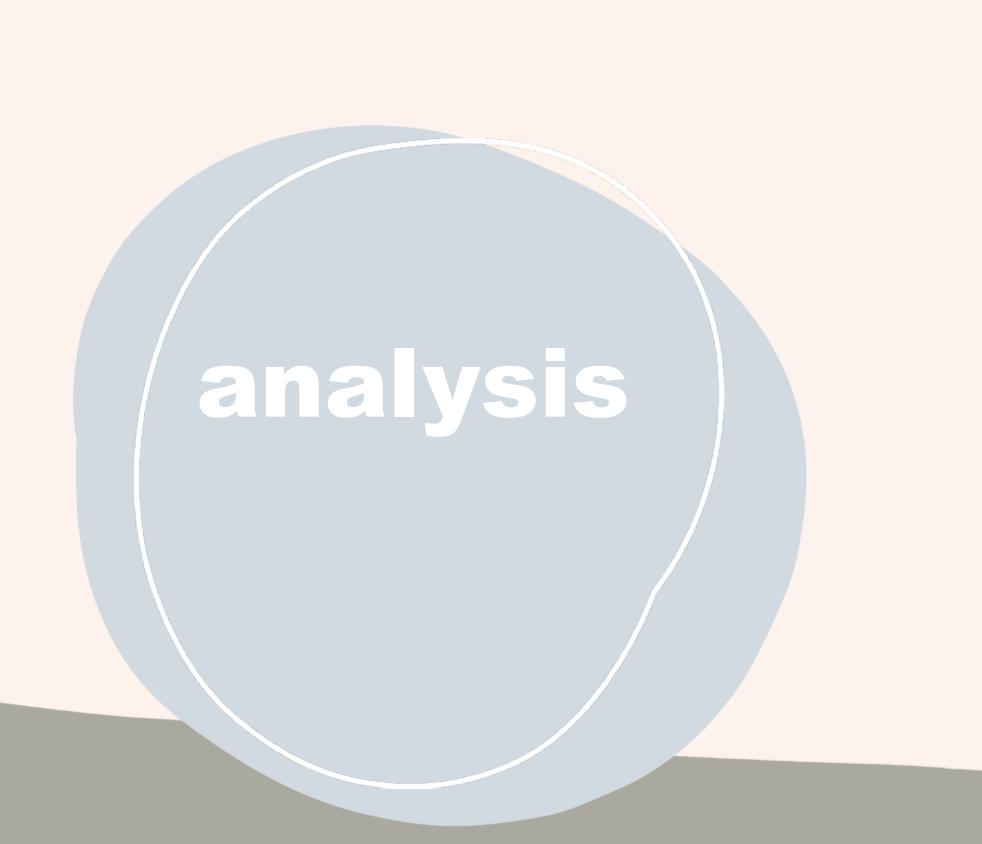
**trend**: a general direction in which something is developing or changing

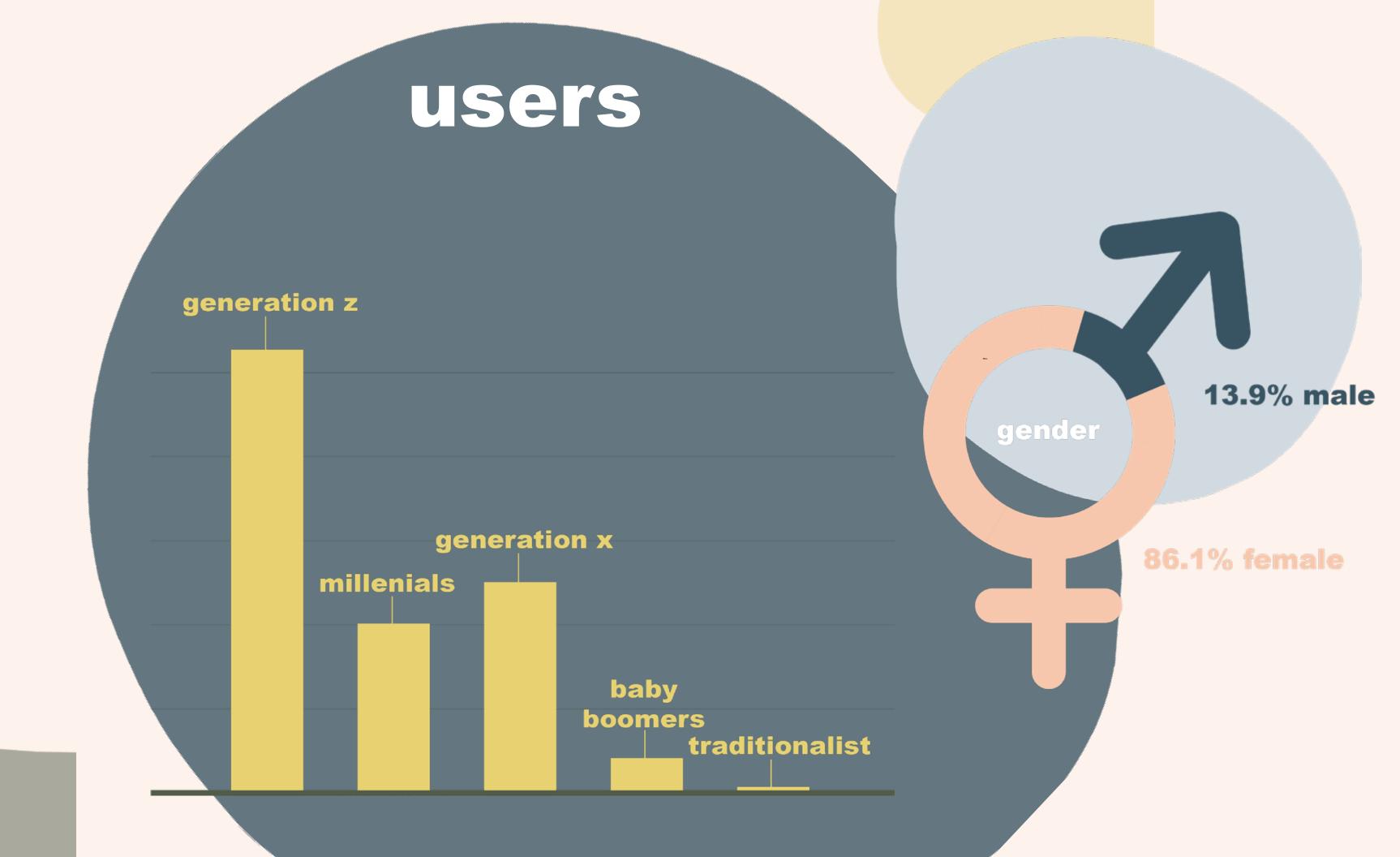
**cash wrap**: locations in retail stores where customers pay for merchandise

<u>mpos</u>: mobile point of sale dtc: direct to customer

generation z: born 1996- present millenial: born 1977- 1995

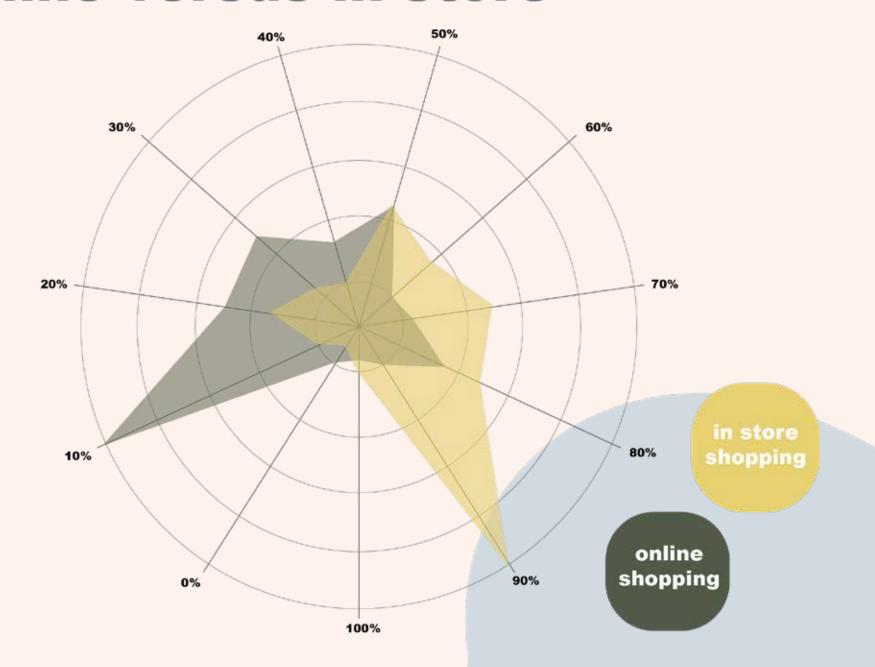
generation x: born 1965- 1976
baby boomer: born 1945-1964
traditionalist: born 1946- before





# where do you shop?

### online versus in store



do you shop at thrift or consignment shops? how



can you define fast fashion? yes "Work out clothes!" "throwing on some jeans, a tshirt and blazer or sweater

"Fashion that comes out of

nowhere and is popular"

"Low quality, mass produced apparel to appeal to trends. Tends to knock of thoughtfully created designer pieces"

"Inexpensive clothing

that is mass produced

quickly in response to

the latest trends"

tr

"Affordable clothing that are trending"

with short

boots"

"Fashion that is made continuously at sweat shops and fast paced factory settings"

"Clothing created within a quick time line at a cheap price mimicking trends from high end more expensive designers. Fast fashion usually utilizes unethical labor and environmental practices"

how do you shopping patterns compare?

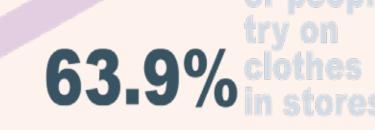




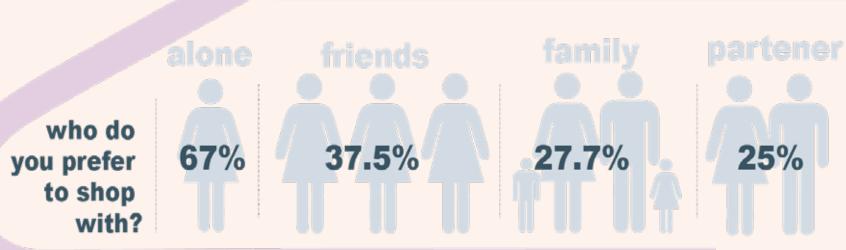


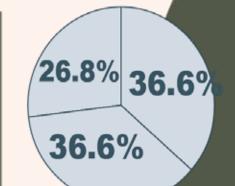
how do you get rid of clothing?

5.4%



3.6% do not

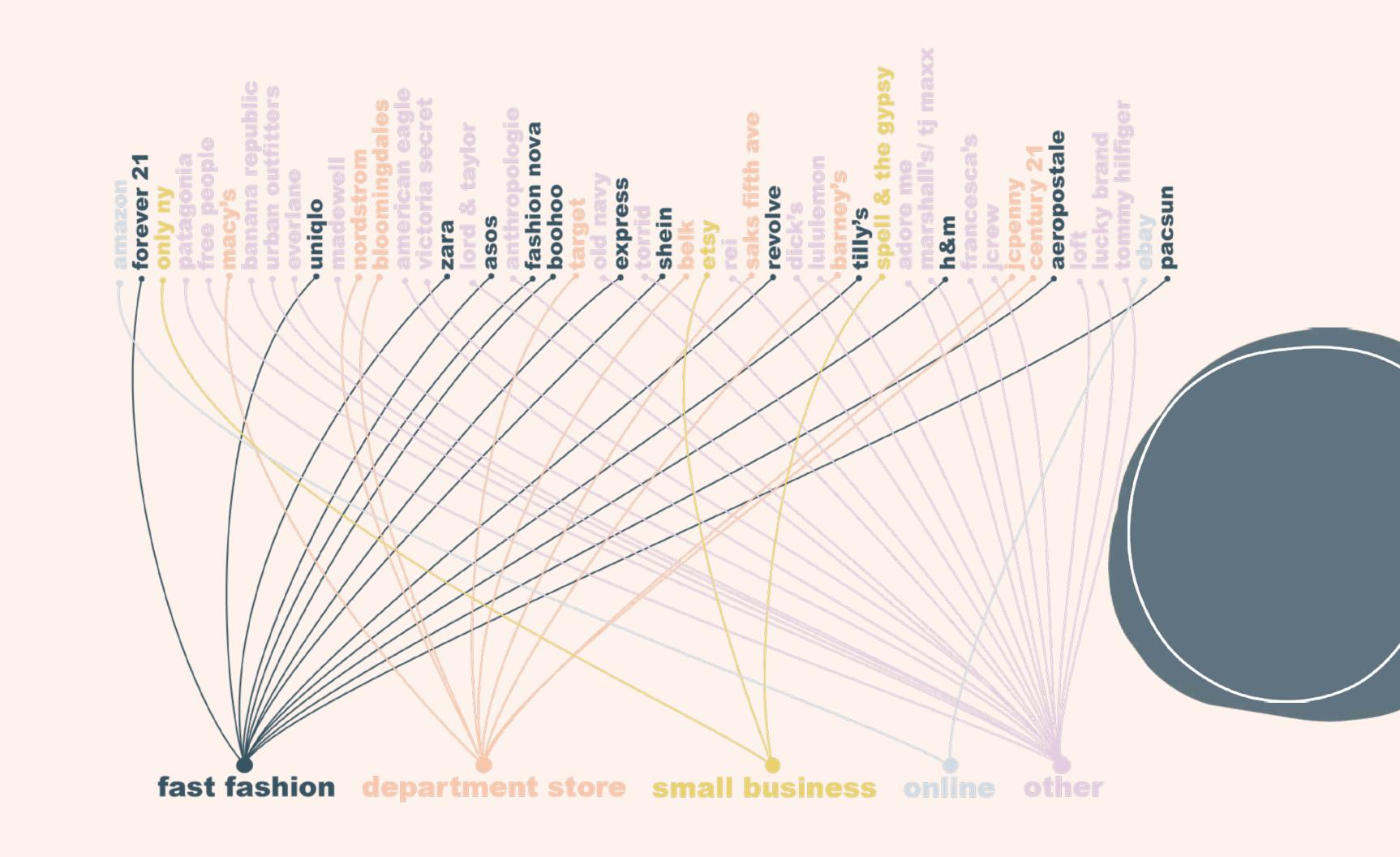


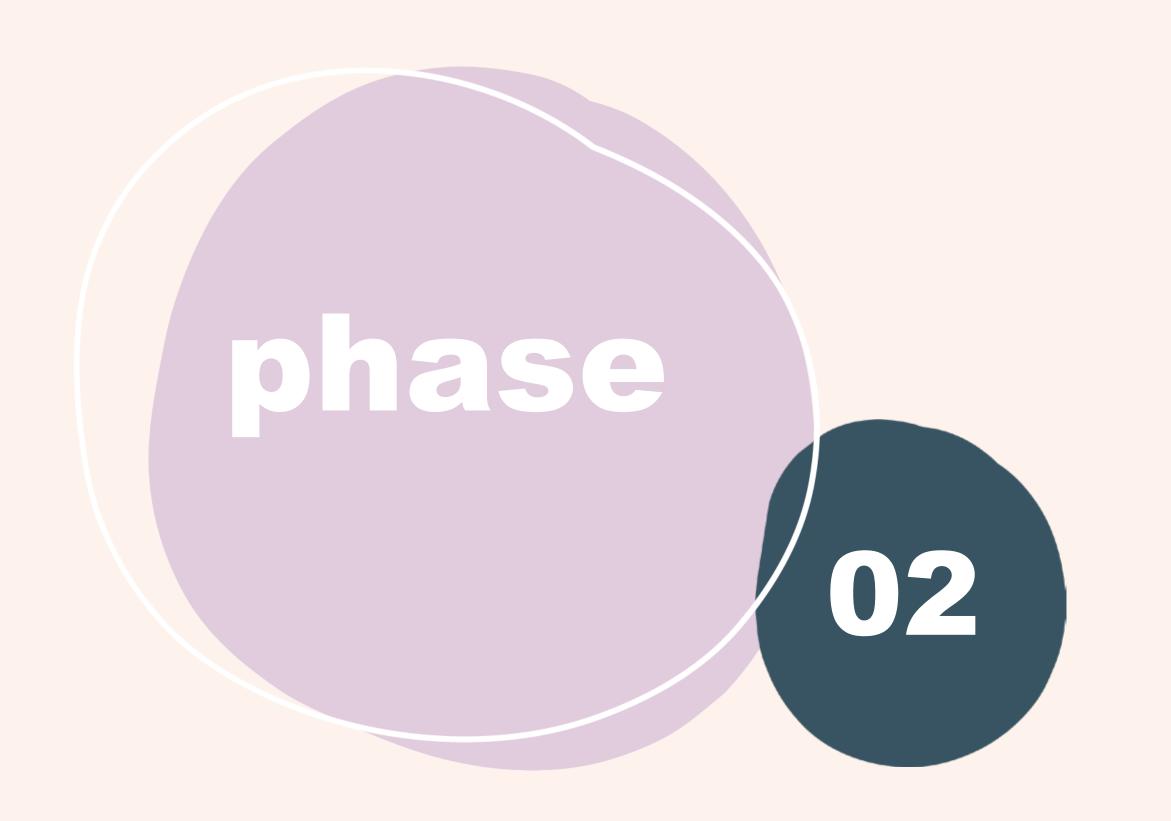


more people are
willing to try, or want
to try a clothing subscription
box than do not want to, thus
giving the future hope for more
sustainable options.

do you enjoy the in store shopping experience?





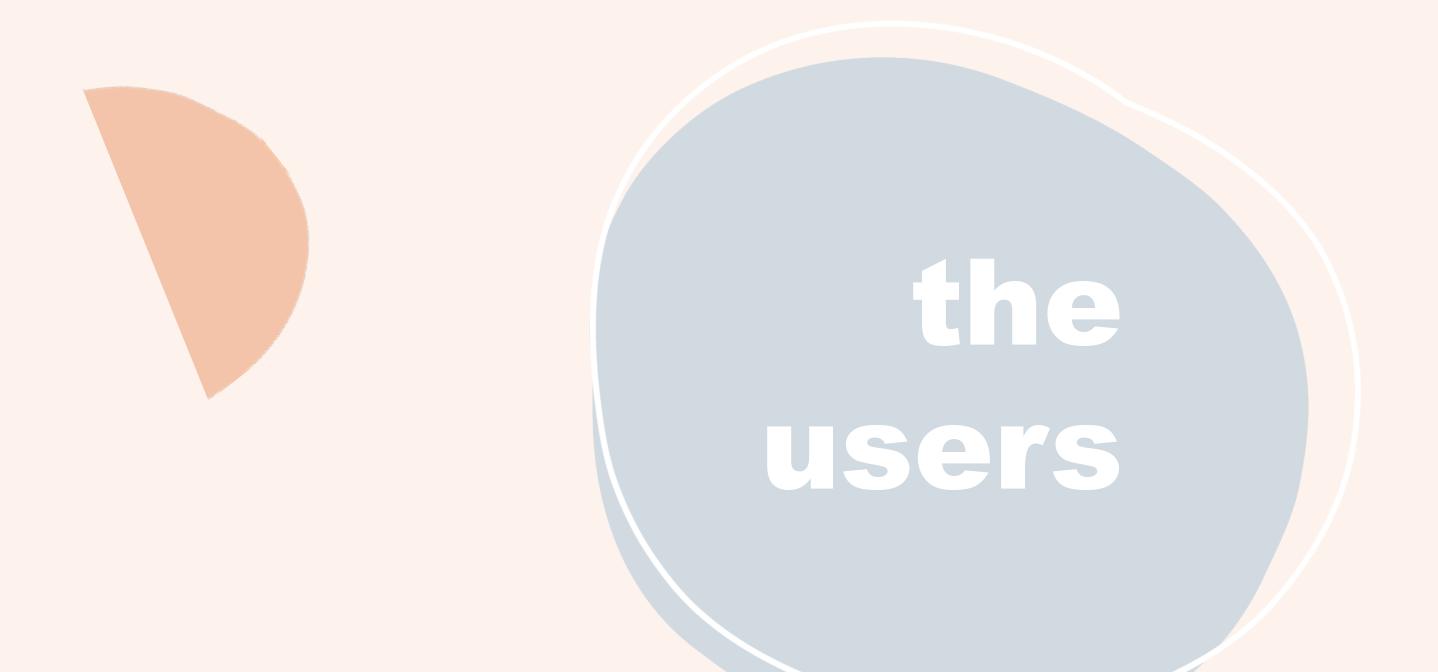


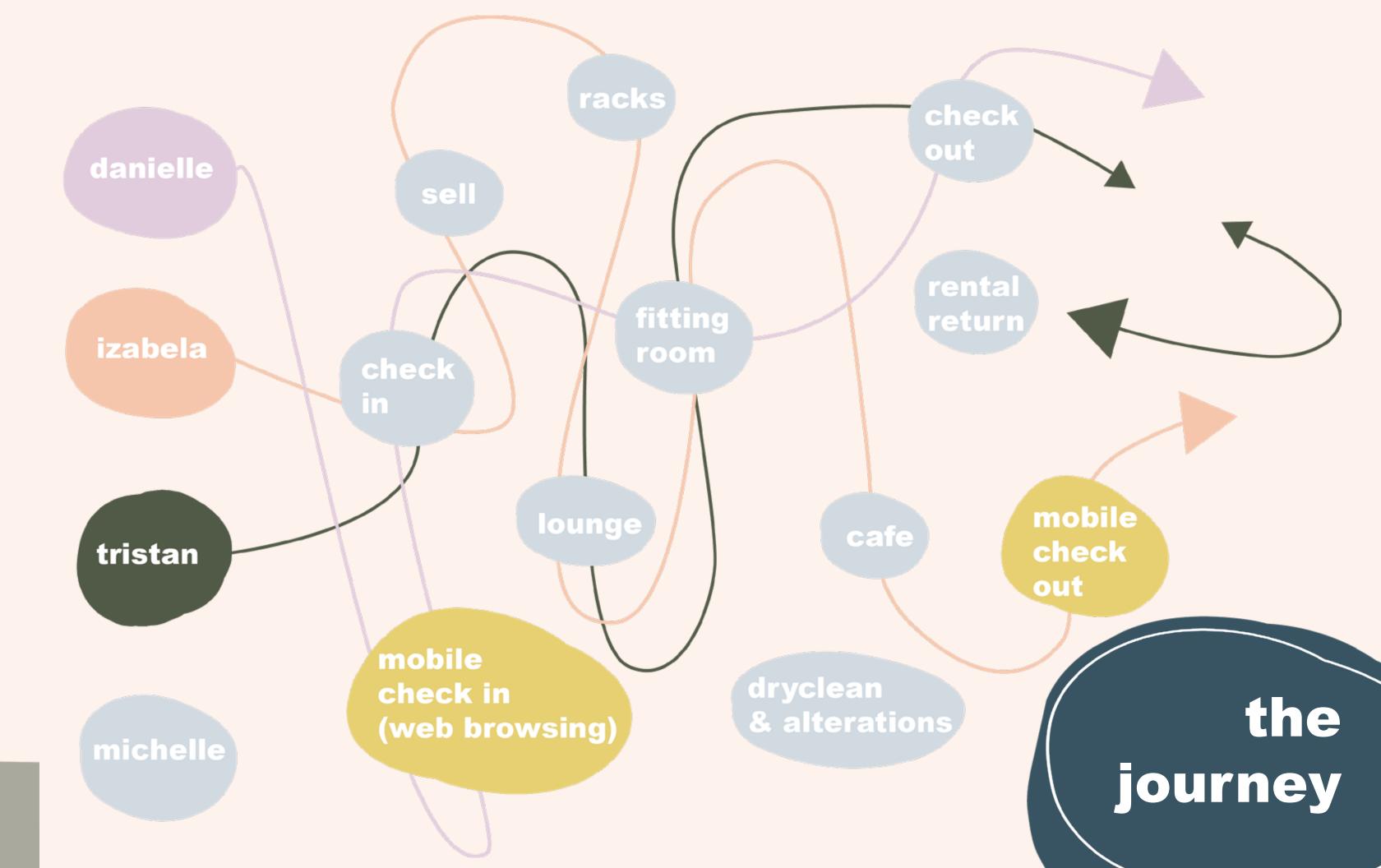
# interaction

the users | user profiles user journey map

the space | key experiences

02





### profiles

### danielle, 42

she is a mother of 4 that spends most of her time shuffling her kids around to different activities. she rarely gets to spend time on herself so she refuses to waste her own time when it comes to shopping.

with re/nu: she browses the online inventory the night before and puts things on hold she may want to try on. when she arrives, she checks in to the kiosk and she has all her items ready for her in a fitting room.





izabela, 19

as a student she may have a strict budget to follow each month, but this may not stop her from shopping! she is the independent shopper comes in to browse with her pup in her free time! she is always vamping up her style, so she likes to sell her older items for some money, too!

with re/nu: she may start off her experience by selling some items to us, and donating the rest. the other in store items have had a few lives already thanks to nuuly, so she can enjoy trendy items for 50-80% off its original value! she browses at her own pace and may even stop at our in house cafe during her visit



he is one of those guys who does not know how to shop. he is just moving to the city and is too far home to always ask mom. he is trying to experiment more with his wardrobe, yet he might need some help with it.

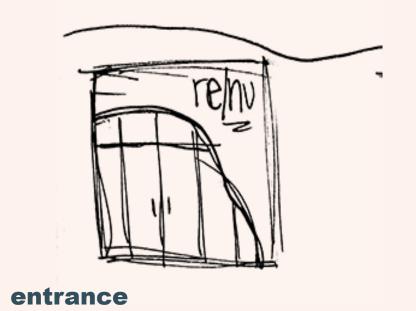
with re/nu: he can set an appointment in advance for a one-on-one styling with a personal shopper. he will receive help each step of the way from picking out items, to needing different sizes in the fitting room. his visit will start with a short chat to gauge his style, and go from there. he may even choose to rent the items for the month and try new ones next month.

### michelle, 33

she is a part of the team that makes this all happen-from selecting online reservations for the day, to personal styling, or just being a friendly face to an independent shopper. she assesses clothing that comes in to be sold and even lends a hand in the dry cleaning facility.



# Space



lounge

rack display

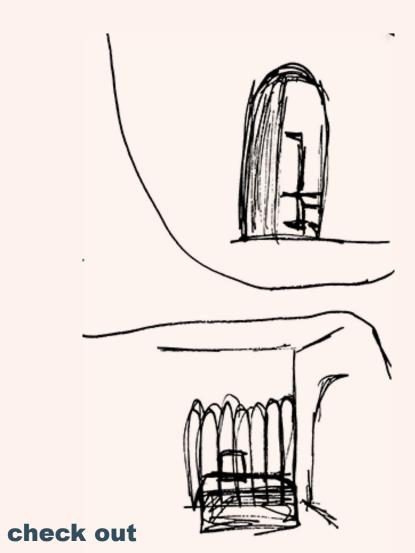


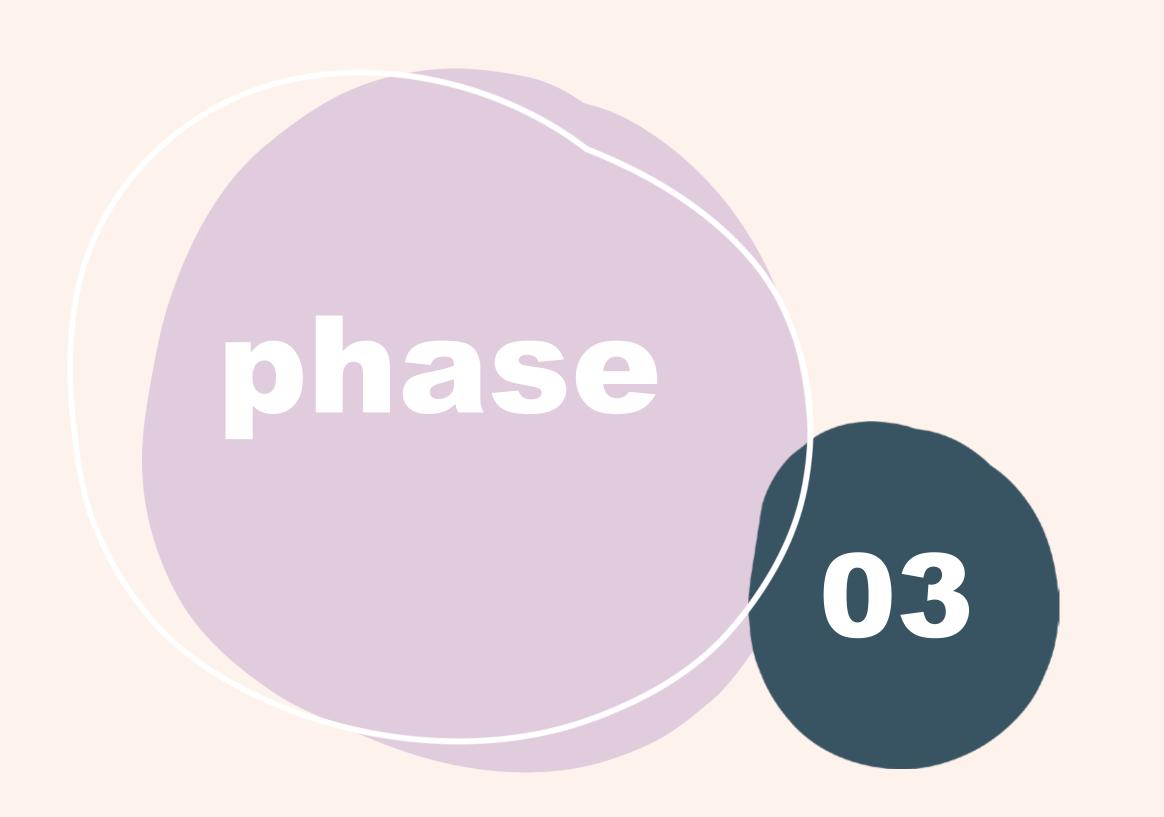
### key experiences

private interview seating









# observation

the site | overview surroundings proximity sunpath

the building |
structural system
volume and mass
hierarchy of space
natural lighting
points of entry
human scale
design features

the old | modularity materiality unique features

03

# the site

overview of the site

located in manhattan with 1,628,701 residents

7% are women

median gross rent \$1615

median household income \$79,781

64% are between the ages of 19-64

195 broadway new york, ny

surrounding features



primary roads



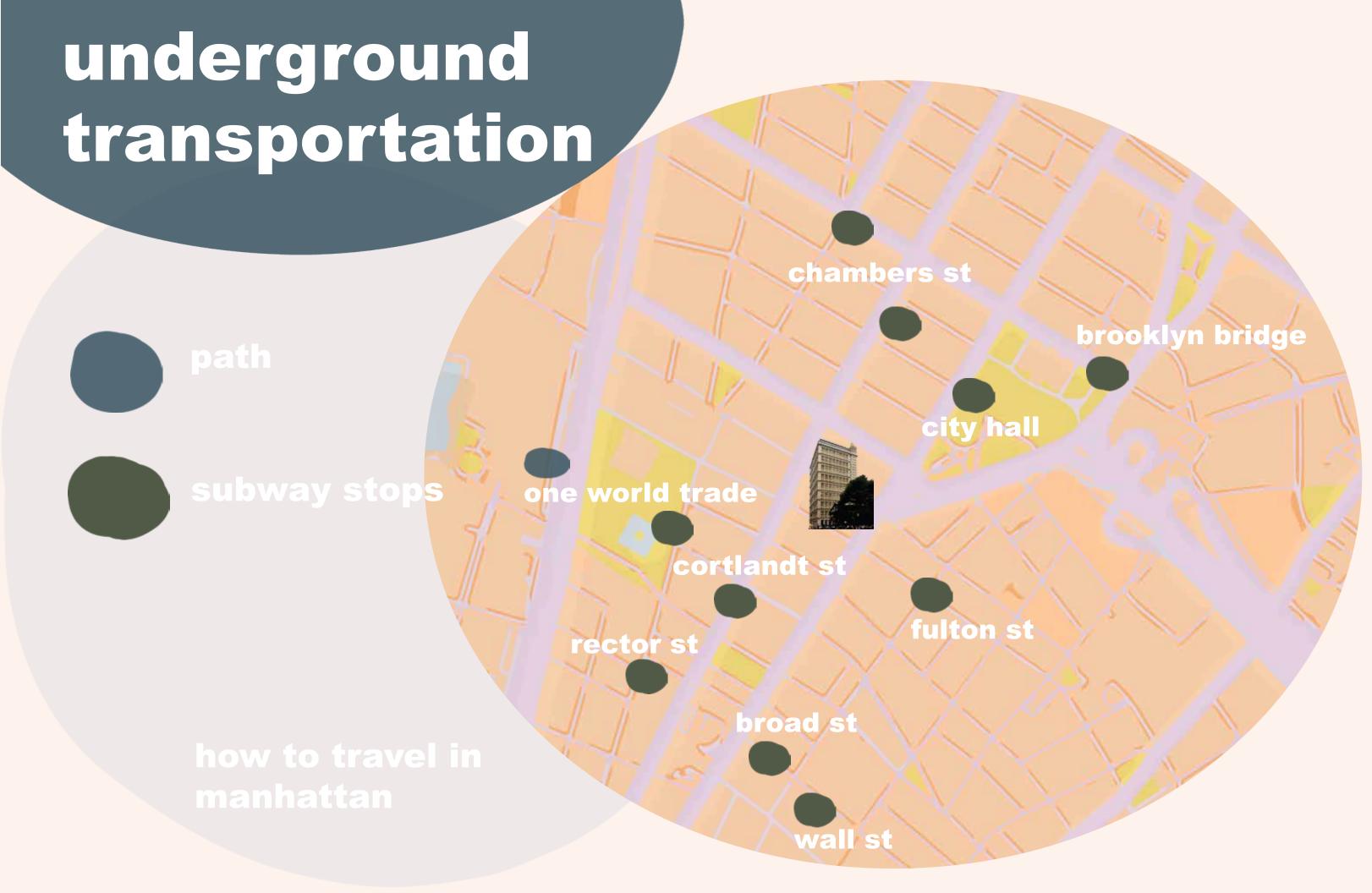
secondary roads



green parks

other places to visit in the area





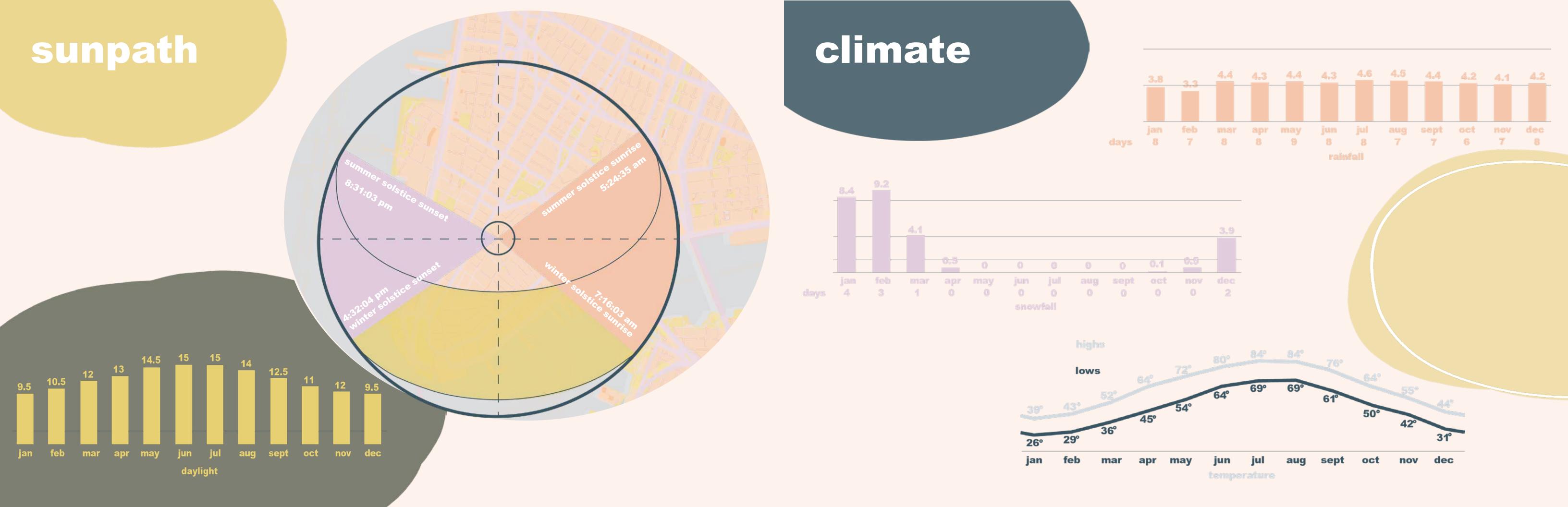
surrounding shopping





urbn facilities







# OVERVIEW of the building

commercial office neoclassicism

neighborhood | financial district

skyscraper | 422 ft tall | 30 floors

construction type | class 1-a noncombustible (steel, concrete, stone)

### codes to follow |

1968 nyc building code

2008 nyc building code fire protection

2008 nyc building code accessibility

2008 nyc mechanical code

2008 nyc plumbing code

2008 nyc fuel gas code

2008 nyc fire code

2011 nyc electrical code

2011 nyc energy conservation



- re/nu leased area
- other leased areas
- pillars
- columns
  - window
- entry

### building structure

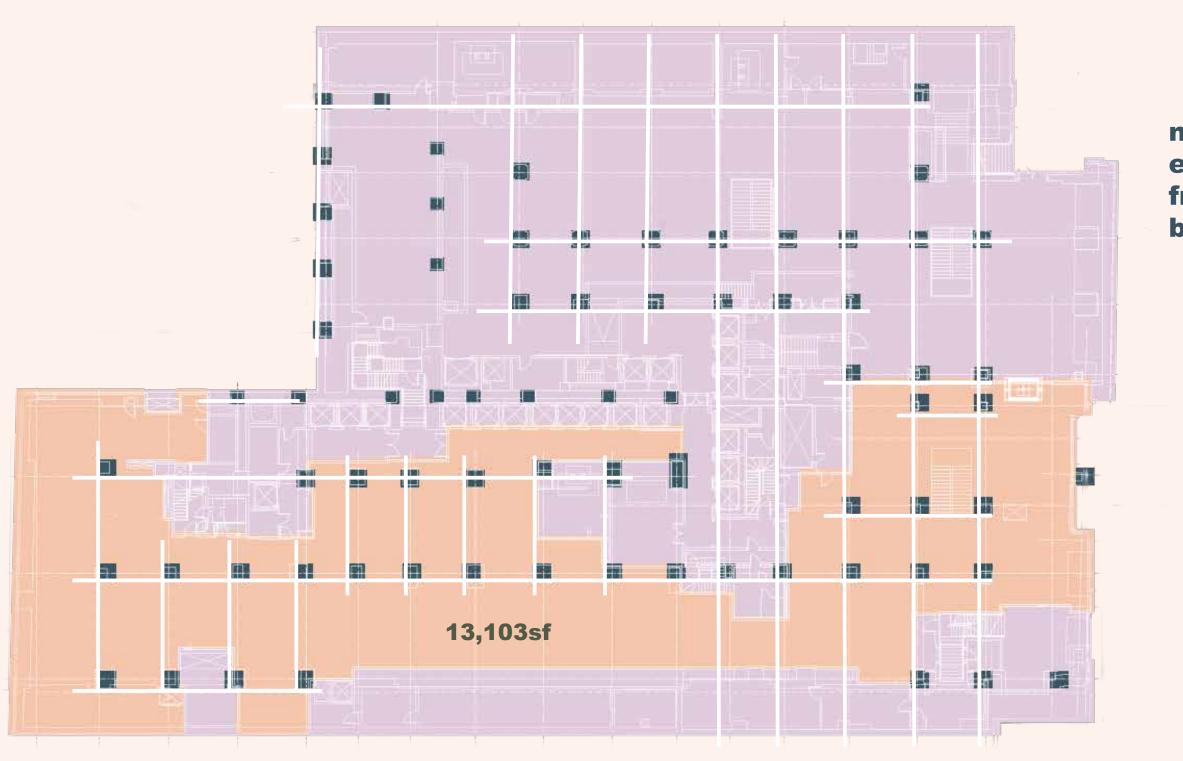
4,843 sf

3' 0" door

ground level



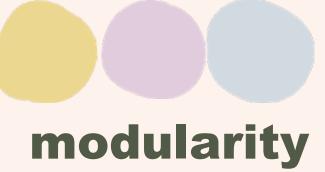




no existing stair or elevator in lease area from ground floor to basement

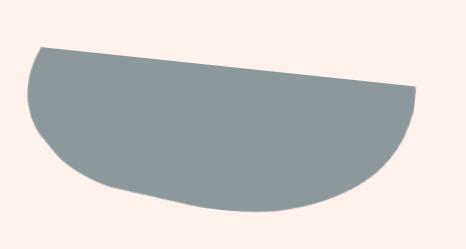
how do we navigate the space?

exterial materials | granite metal glazing framing









the storefront is on the corner of broadway and dey st

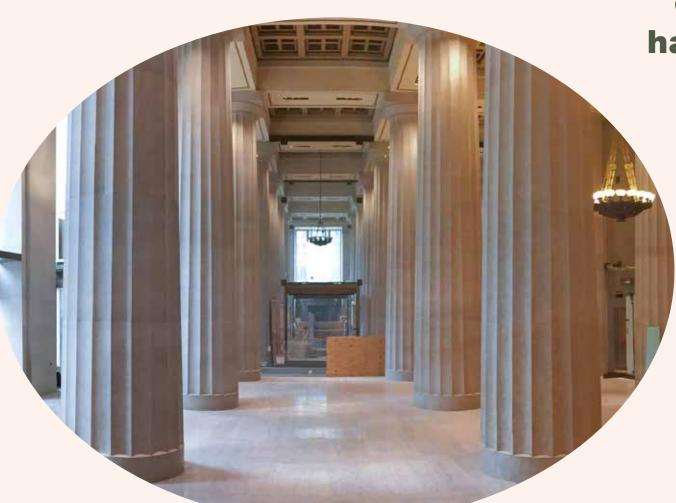
handicap ramp located on dey street entracne



human scale

### observation

free standing clothing structure to avoid the walls



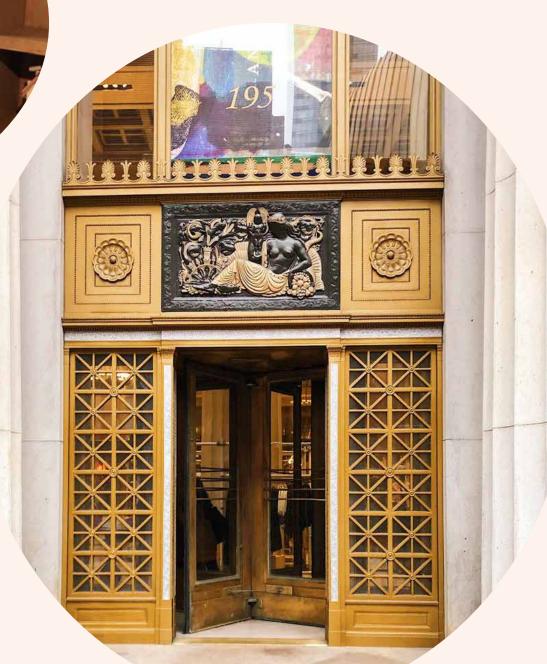
the exterior must remain untouched because it is a historical landmark

exposed columns
have fire protected
spray | all beams
have concrete or
plaster

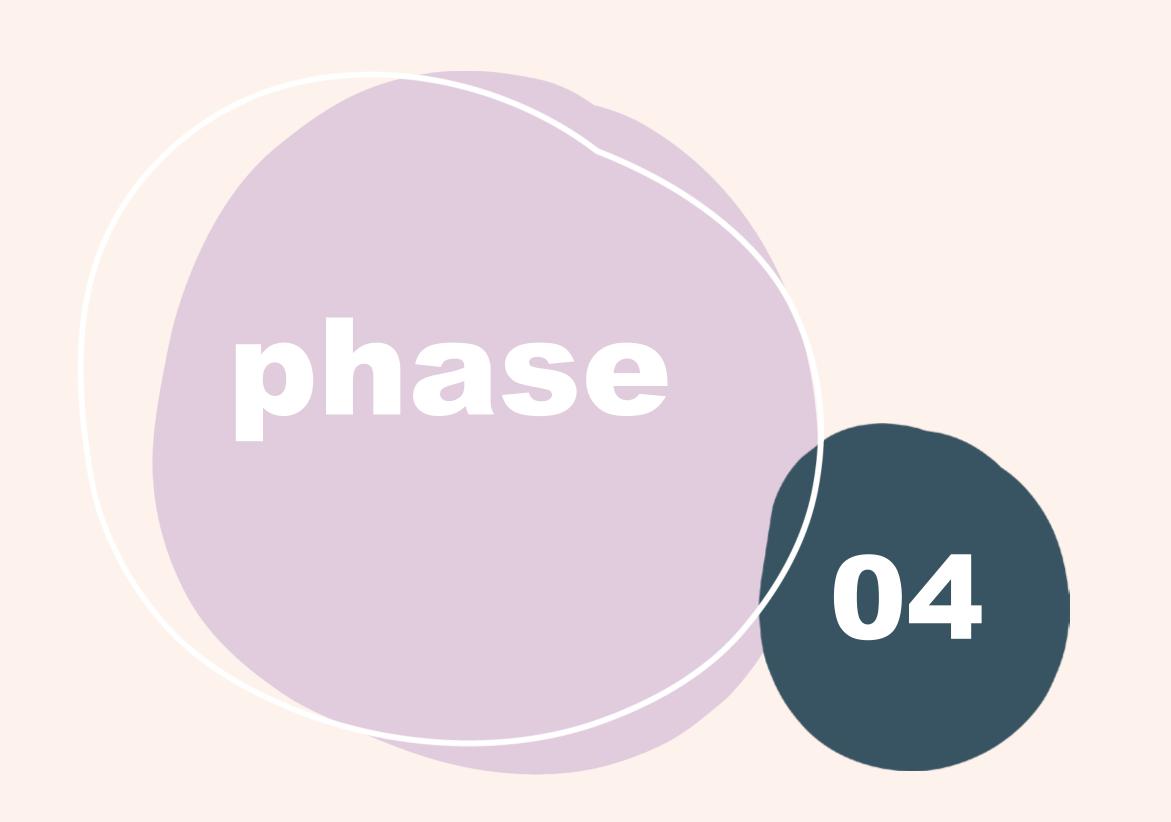
ceilings | 17' 5" high on ground level

doric columns

tall large windows







# ideation

the connection |
statement
visualization
connection
precedent studies

schematics | adjacencies | bubble diagrams | block diagrams | preliminary plan | imagery

04

the connection



### concept

### precedent study 1

my dream wedding boutique nong studio | 2017 | 3,230 sq. ft. no.386 west jianguo road shangai, china

### re[vive back to] nu

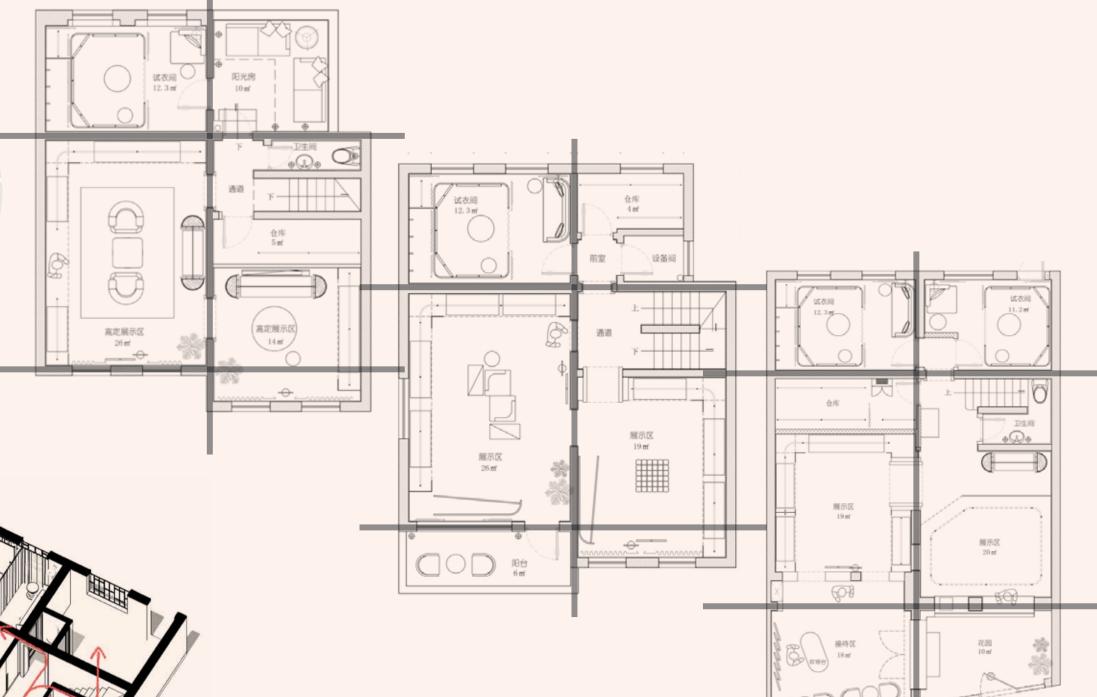
walking through the doors of re/nu will assist your journey with decreasing your carbon footprint through shopping. while the first steps in are the easiest, the deeper you indulge yourself, the more you can see yourself becoming a part of the revolution of a new thrift style. everyone is capable of morphing into a greener shopper.



program |
reception
showroom
fitting room
garden
storage
toilet







\*enter through the garden, then reception, and finally the showroom

### my dream wedding boutique



when we first came to the western-style house ocated in shanghai french concession, the proprietor lescribed to us how an unmarried young girl rebelled, vent through metamorphosis and finally found her rue love....

... the secret garden in which mary broke into the forbidden garden and there nary and collin found the key to happiness, and experienced a poetic resurrection with the garden...

...therefore, we prepared a "secret garden" for young girls to make the wedding gown shop become the place where young girls' dreams are hidden."







MOODBOARD



In order to create the conception of unexpectedly entering a time and space, we use materials to invert the interior and exterior spaces.

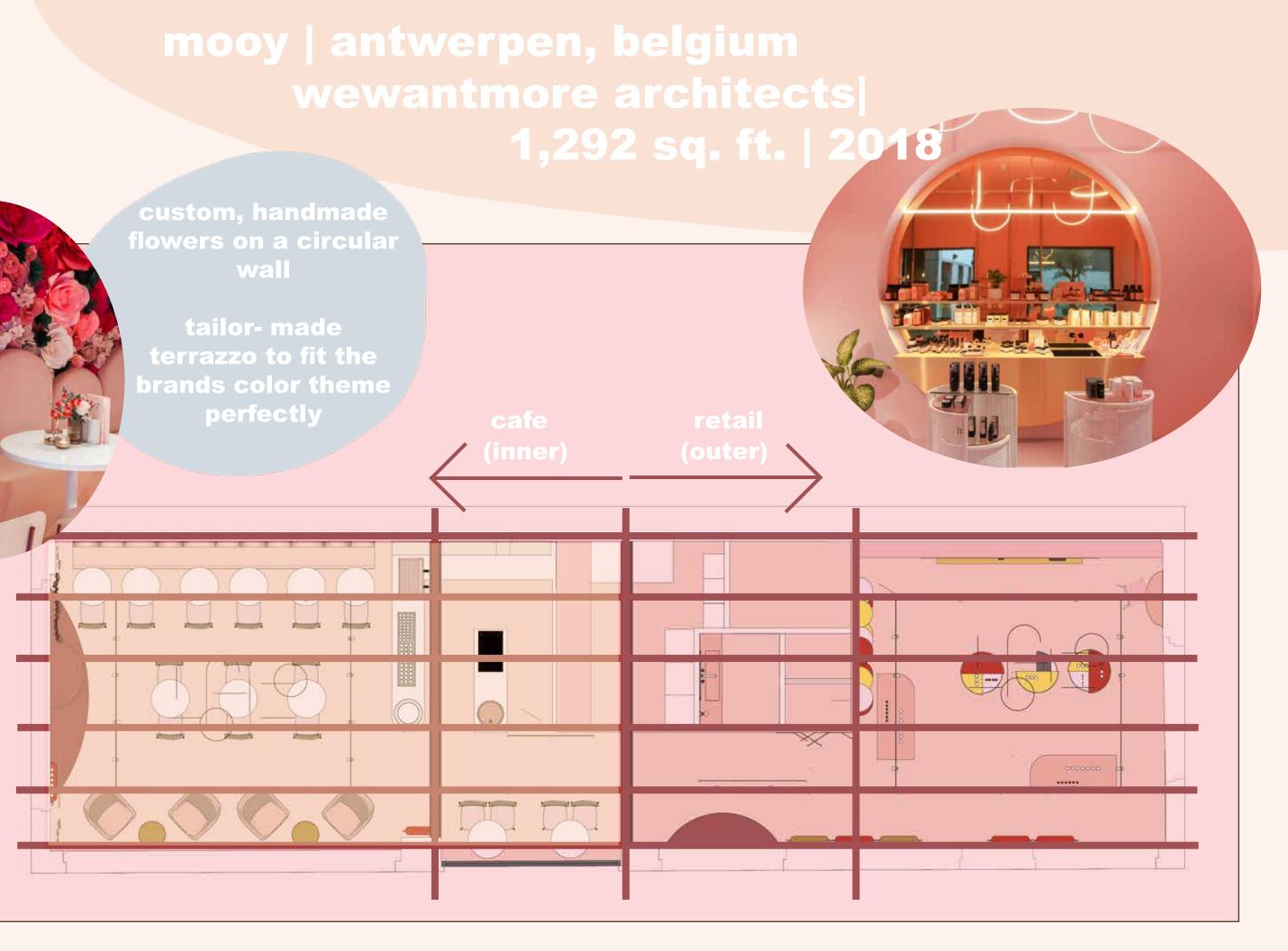






RAW WOOD

luxurious furniture neutral color palette gold accents modular, yet organic clean and simple



### strong concept |

natural beauty of every woman |

"with some carefully selected healthy dishes on the one hand and premium skincare products on the other, mooy wanted to cater both to the inner as the outer beauty of its clients. a concept we translated in a brand identity and interior design inspired by the round shape of a 'tache de beauté - one of 7 attributes of female beauty."



precedent study 2



"the light fixtures were designed to evoke a natural, organic feeling. the result was an interior design with two very impactful circles and multiple shades of pink in a leading role, creating a strong visual link with the brand design."



### adjacency matrix

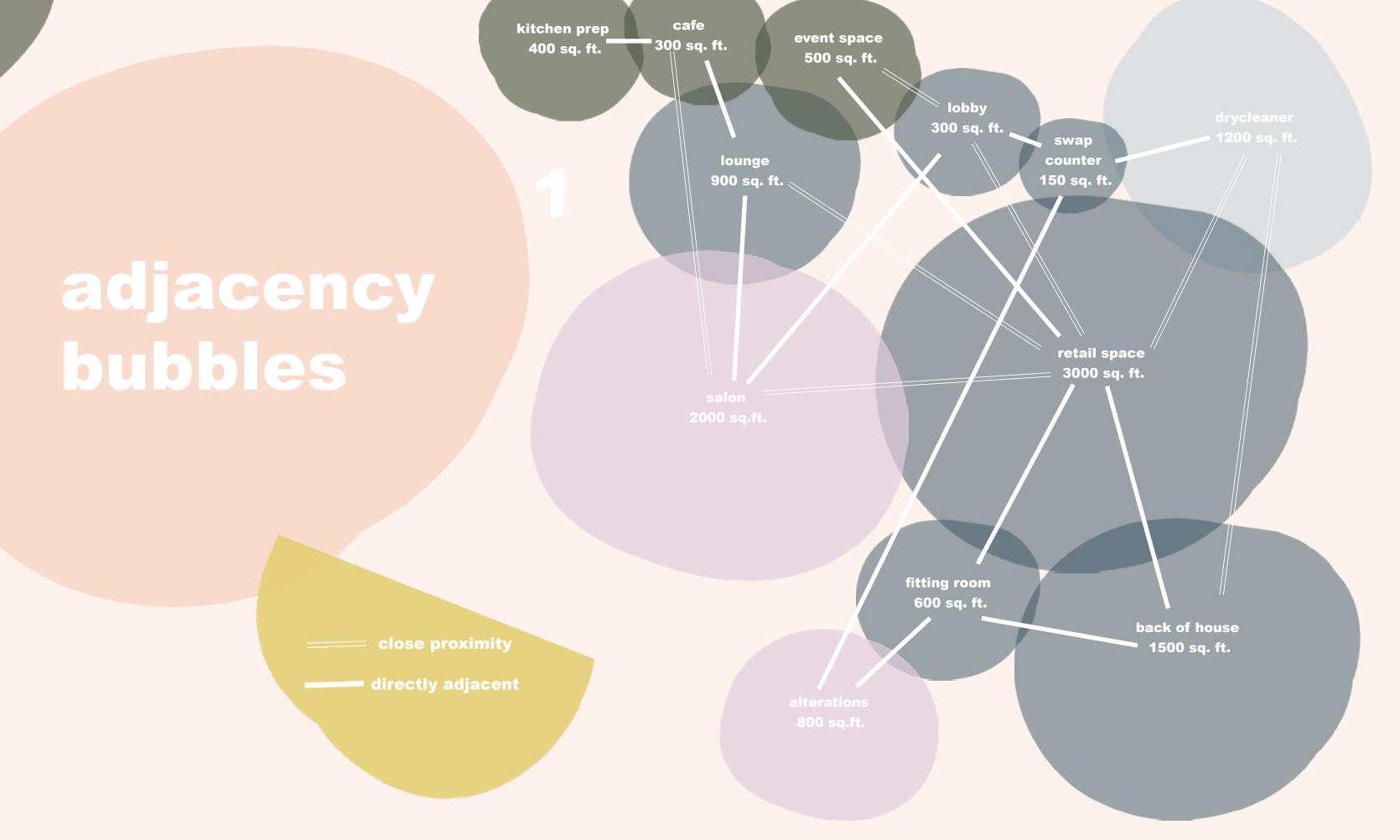
must

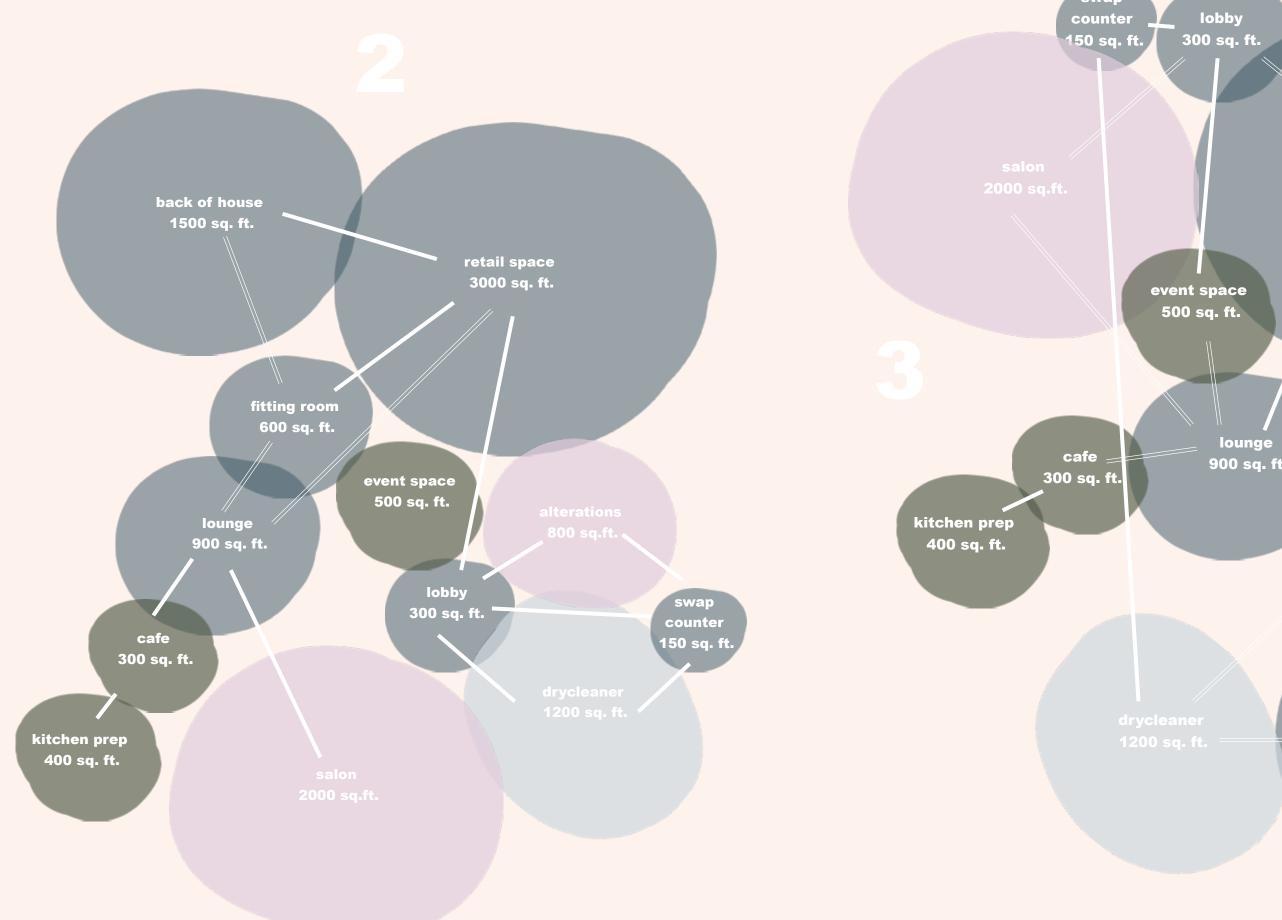
want

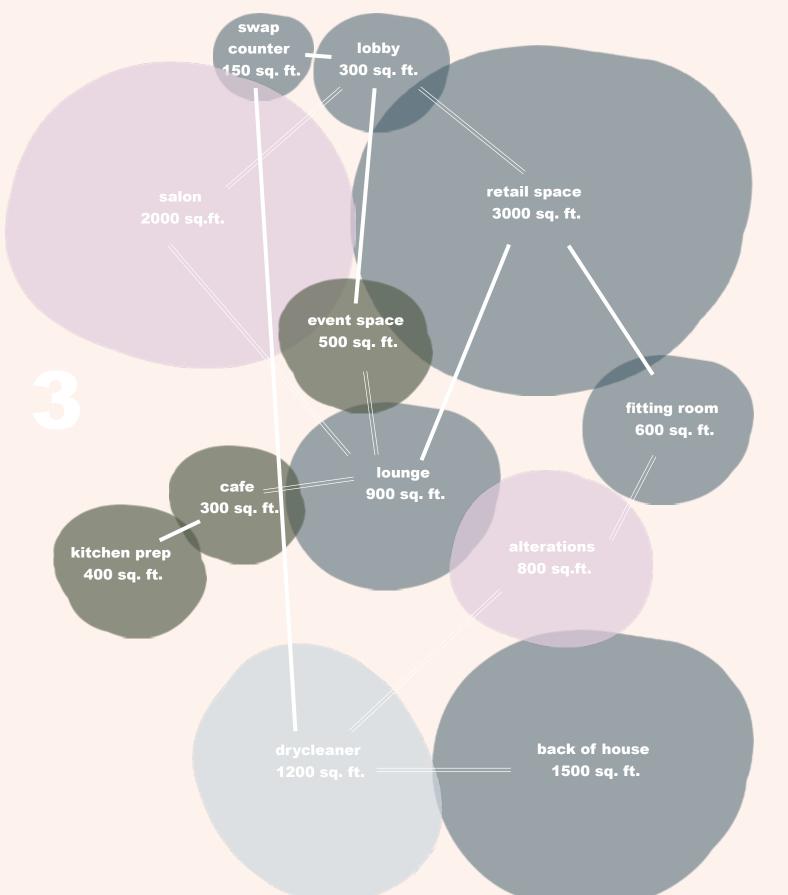
**\*** maybe

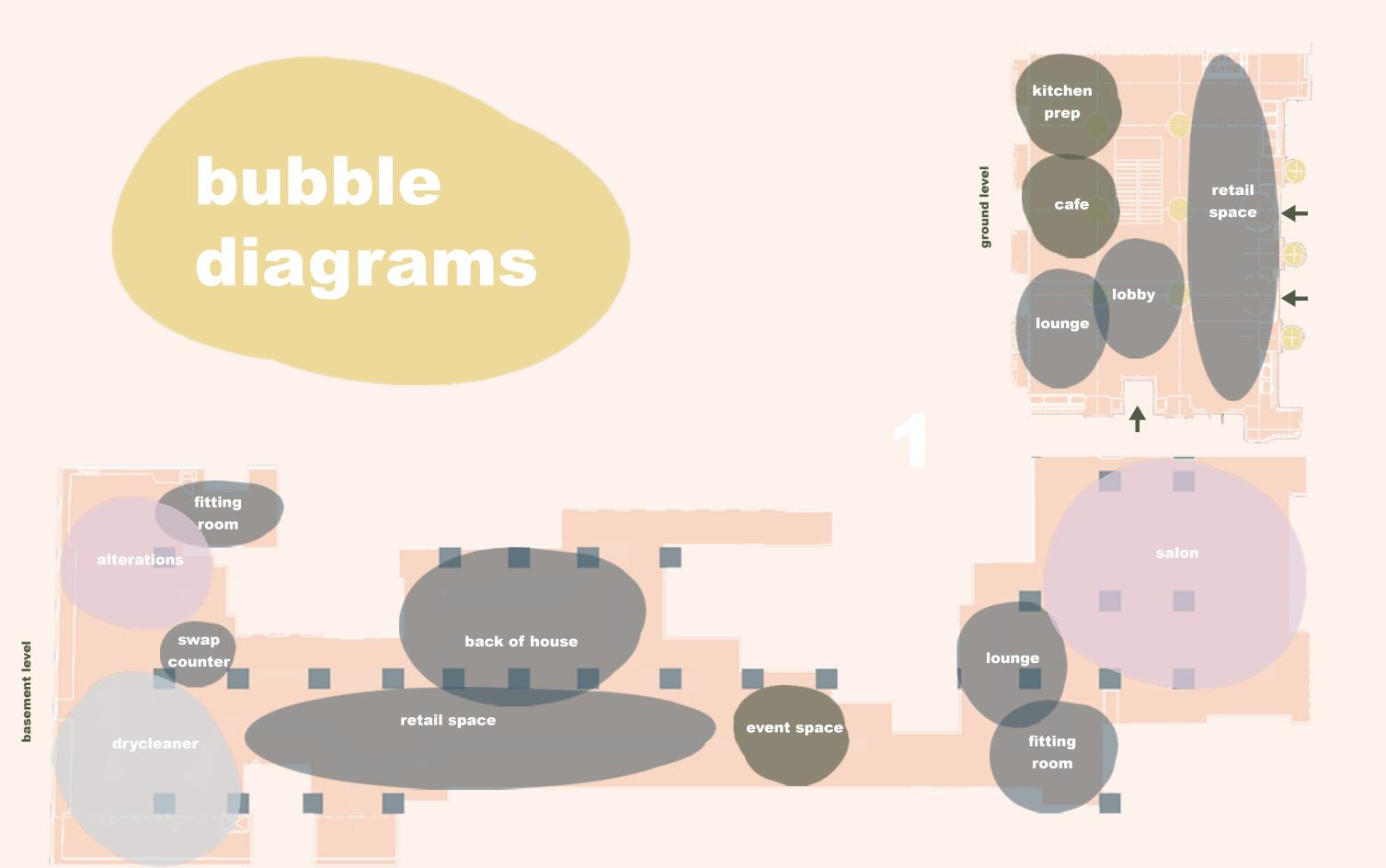
lobby
retail space
lounge
fitting room
back of house
swap counter
alterations

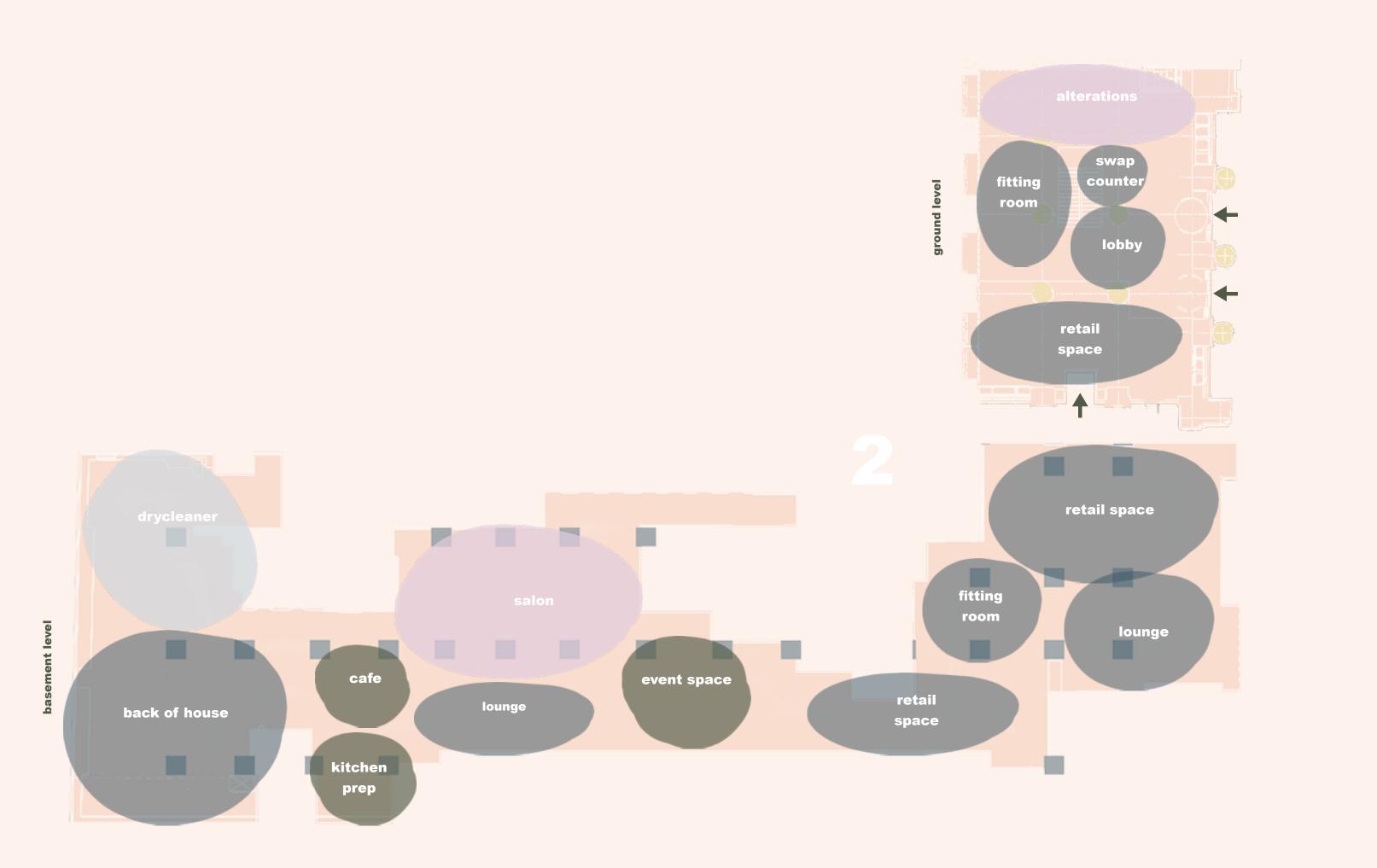
kitchen prep event space

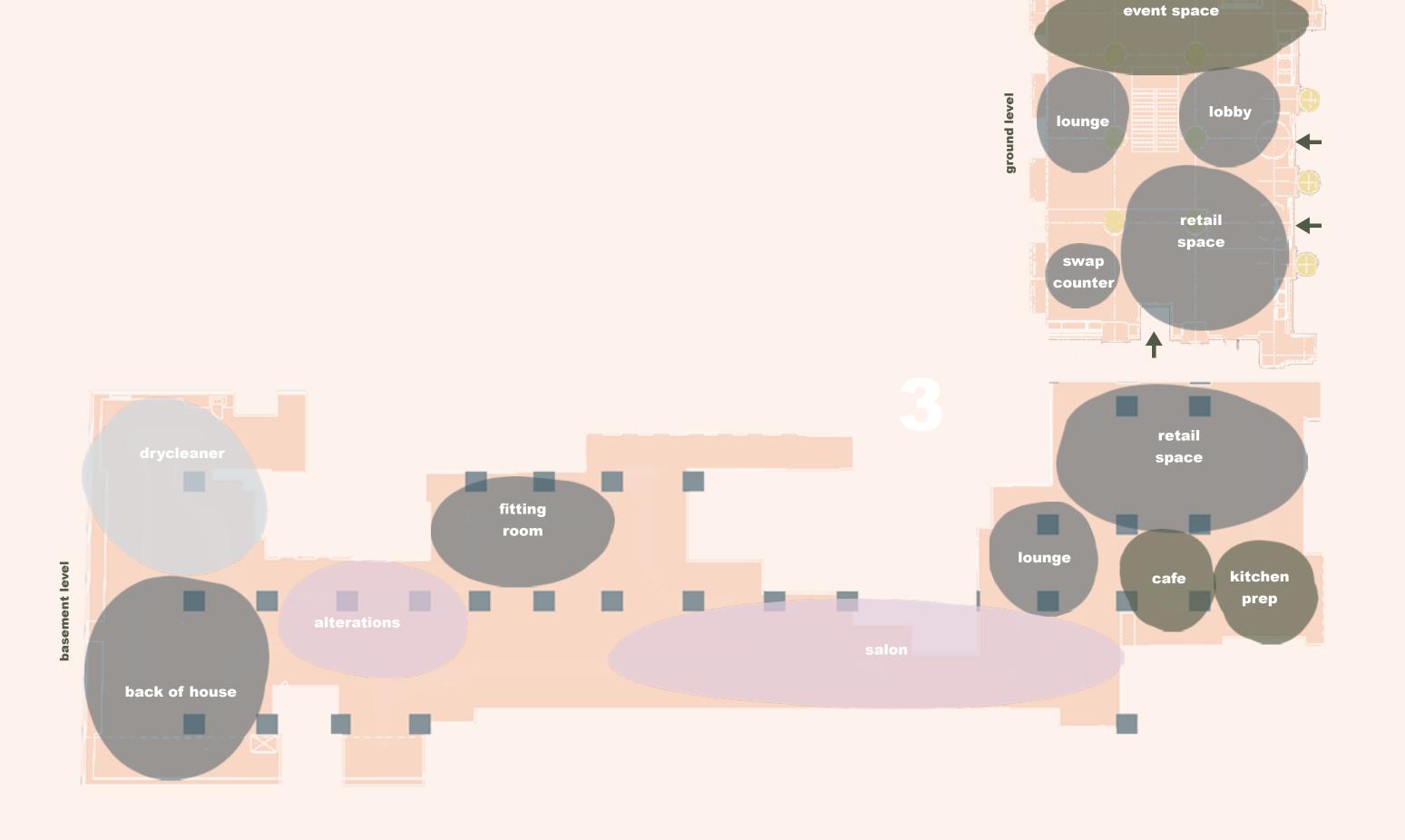








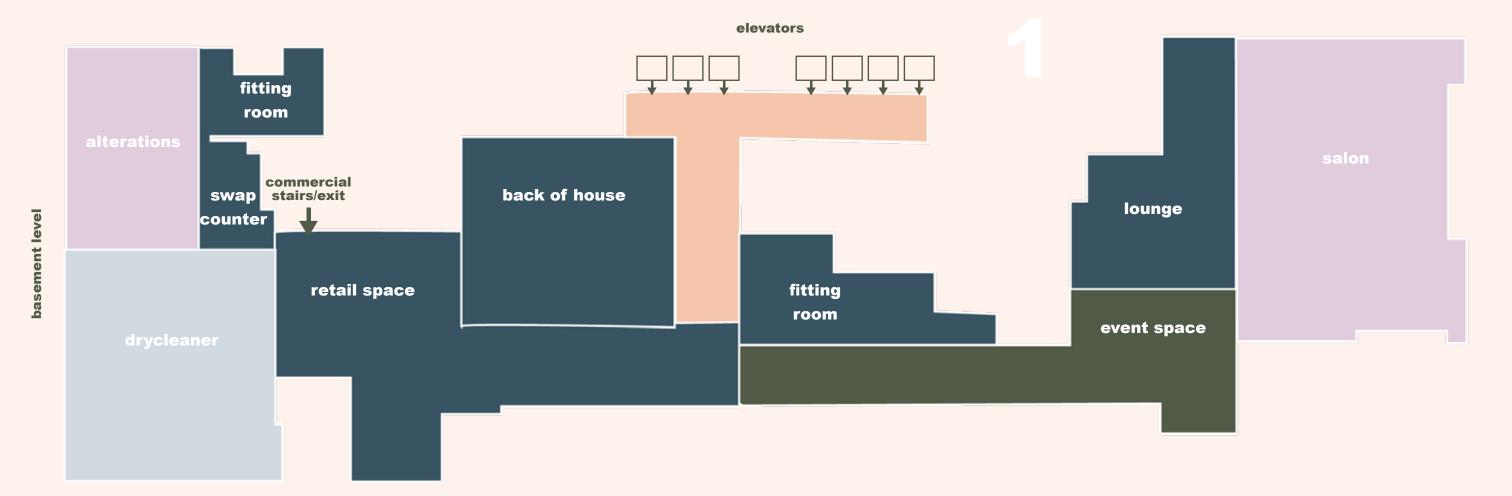


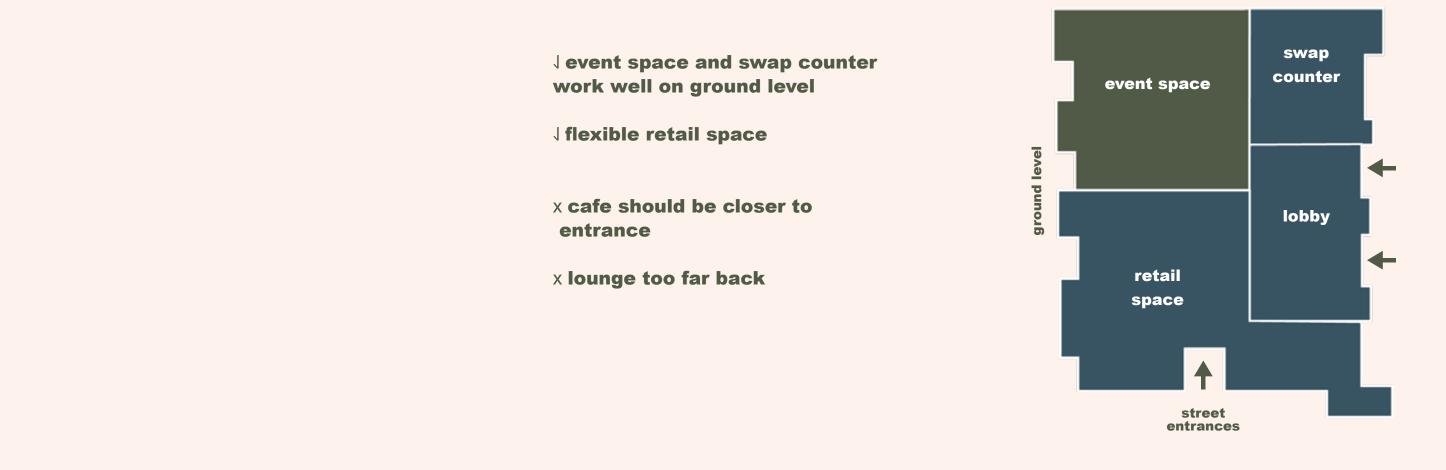


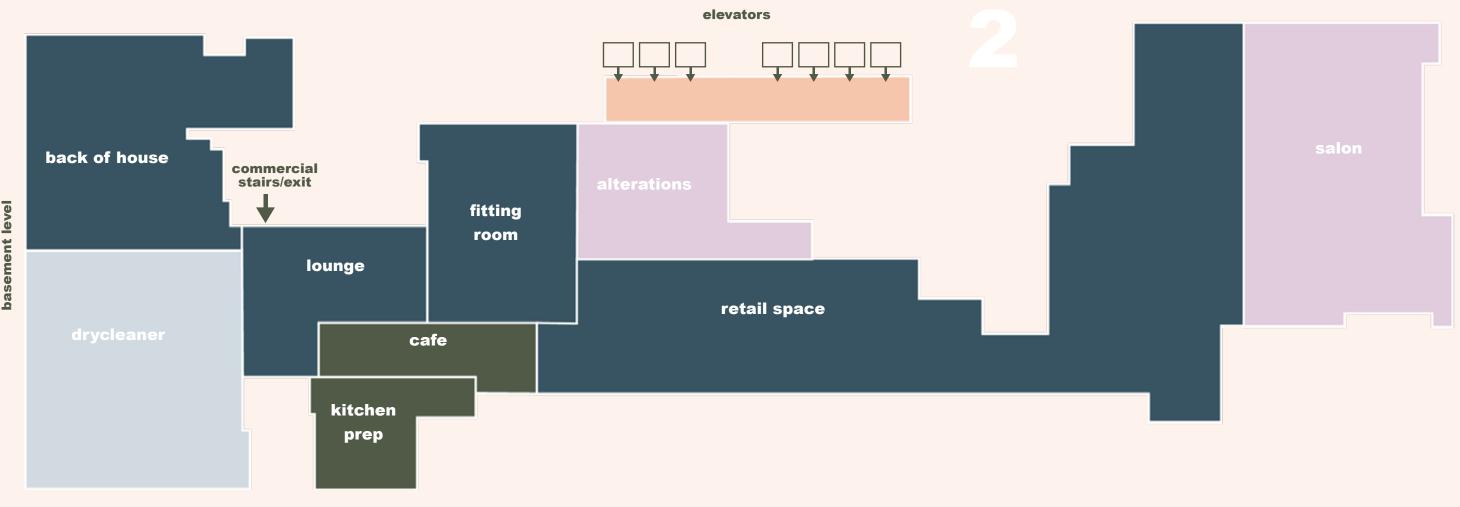
# block diagrams

- J large retail space upstairs
- x alterations may be too far
- x cafe could be better off downstairs
- x event space may want to be upstairs

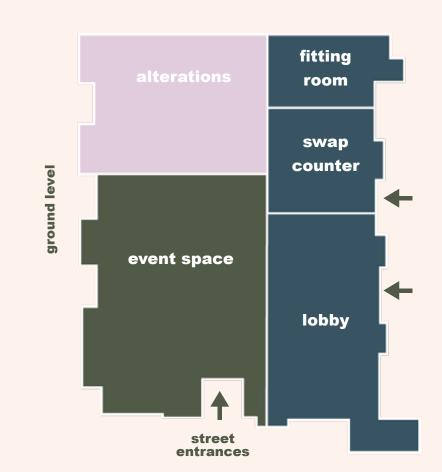


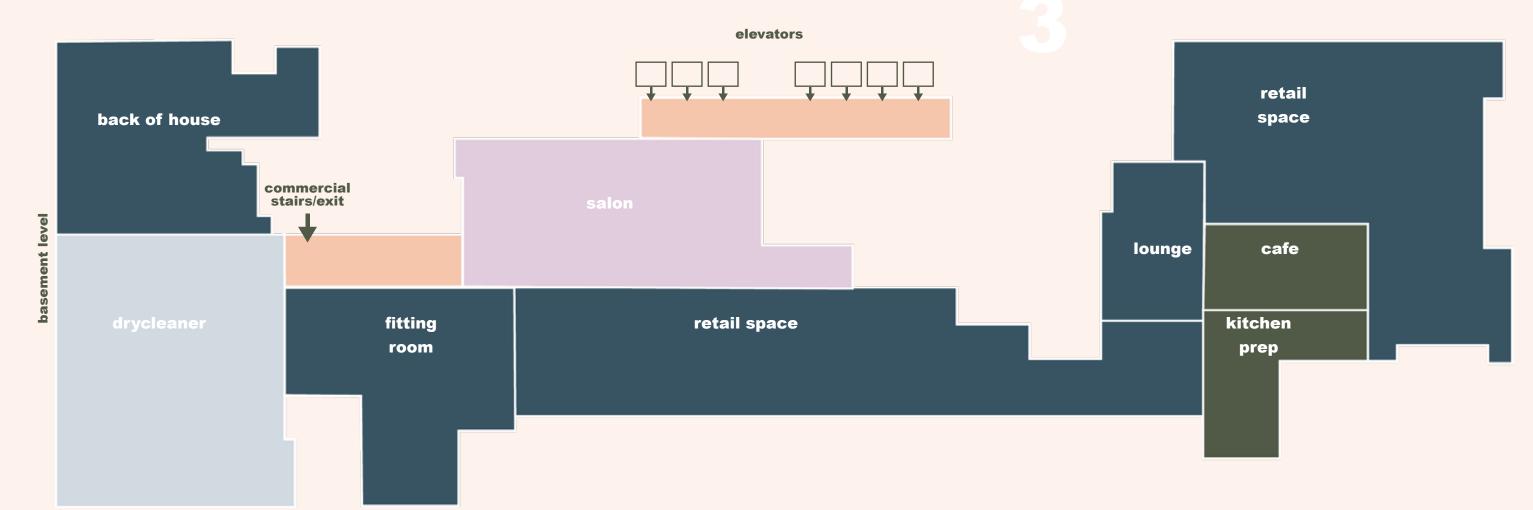






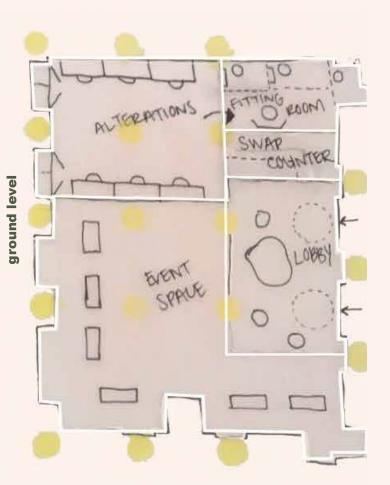
- Jalterations could work well as a separate/quick service upstairs
- √ quick swap counter drop off
- **√** event space upstairs
- ↓ large retail space downstairs separated by experiences
- **J** get off the elevators to the salon

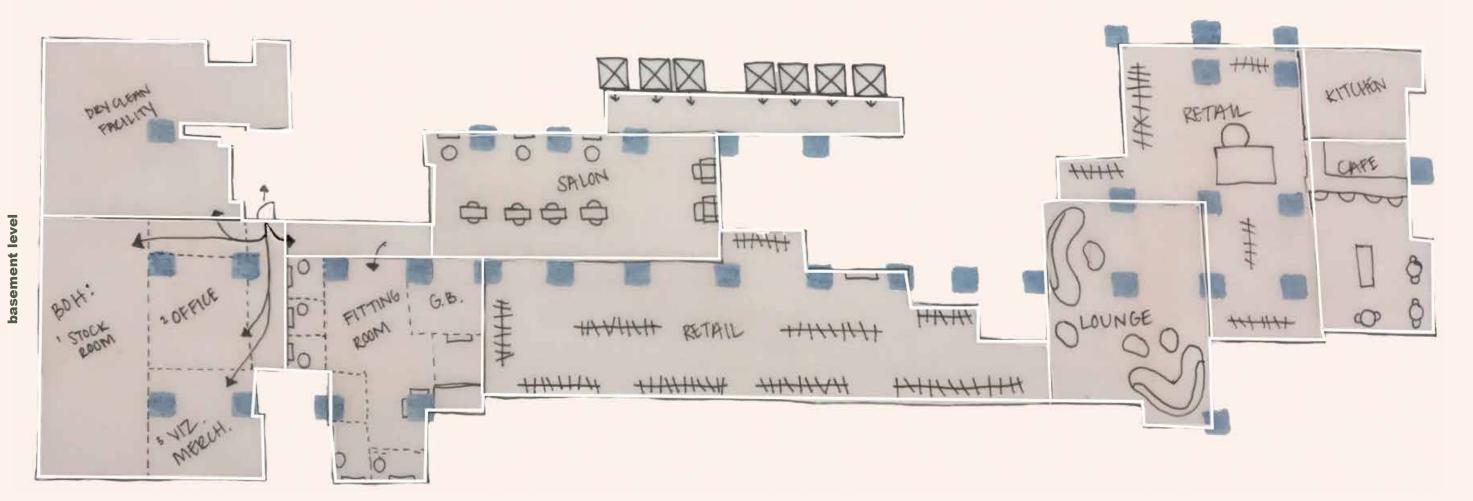




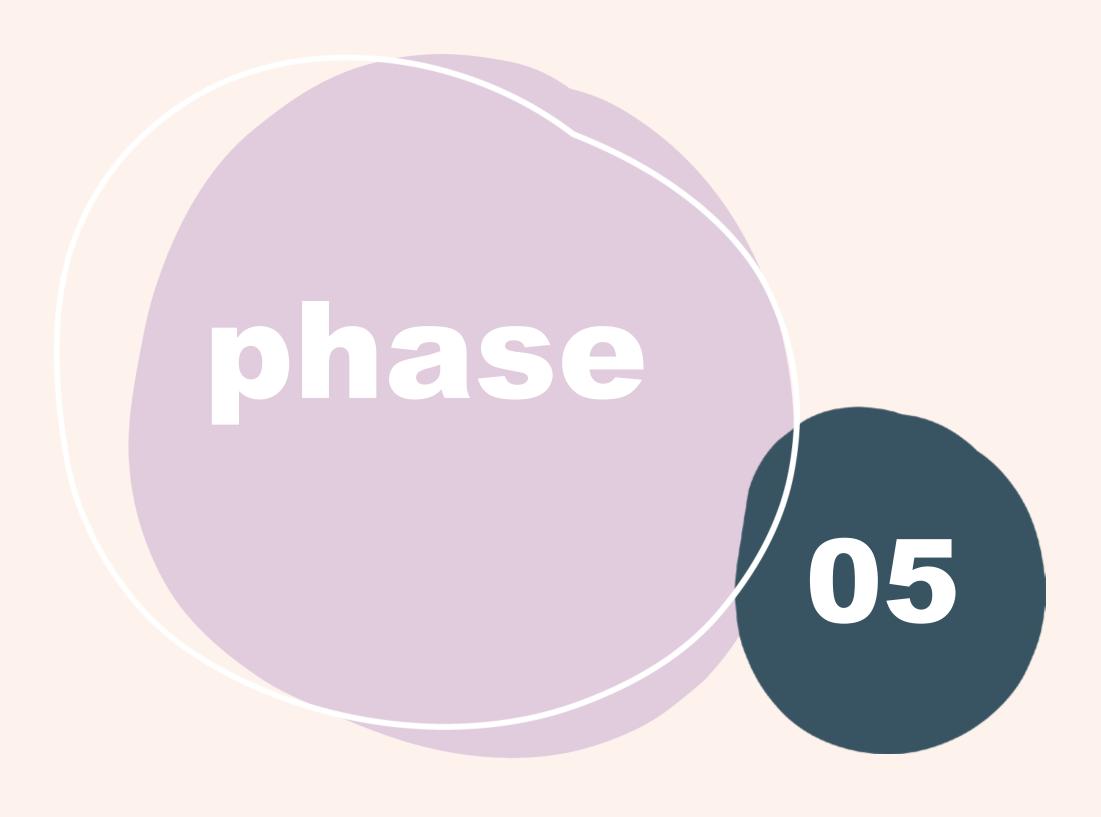
# preliminary schematic

- √ alterations could work well as a separate/
   quick service upstairs
- **√** quick swap counter drop off
- **J event space upstairs**
- ↓ large retail space downstairs separated by experiences
- **J** get off the elevators to the salon
- **√** cafe and lounge break up the retail space
- **√** back of house has access to the back exit/ entrance
- x back of house still needs room for a employee space/ restroom









# implementing

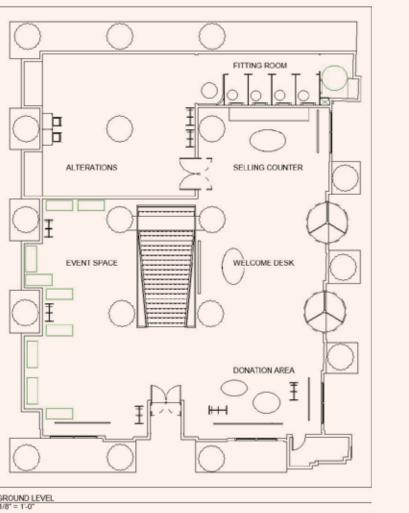
the layout | program floor plan reflected ceiling plan

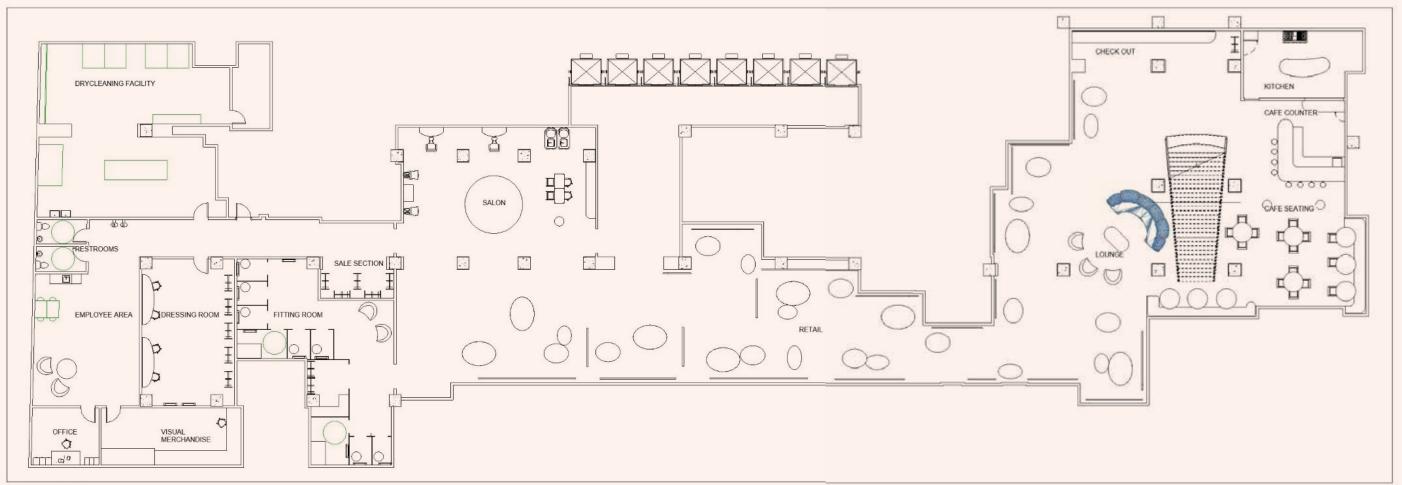
the look |
elevations
study models
volumetric sketches
key experiences
preliminary ff&e

the layout

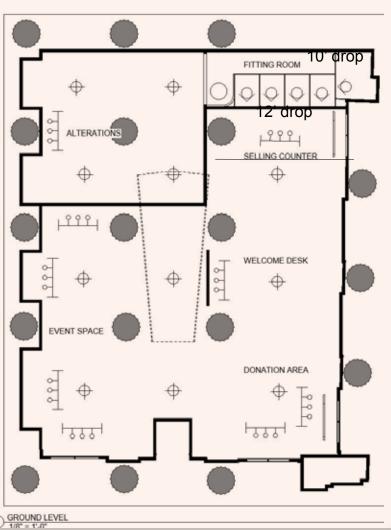
05

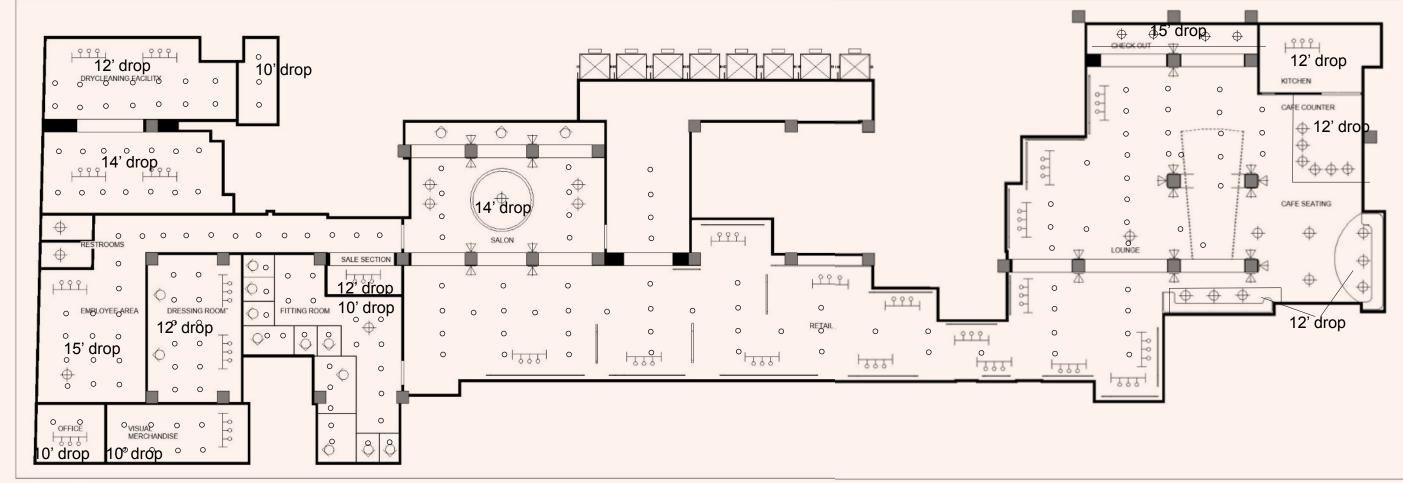
# floor plan w/ furniture











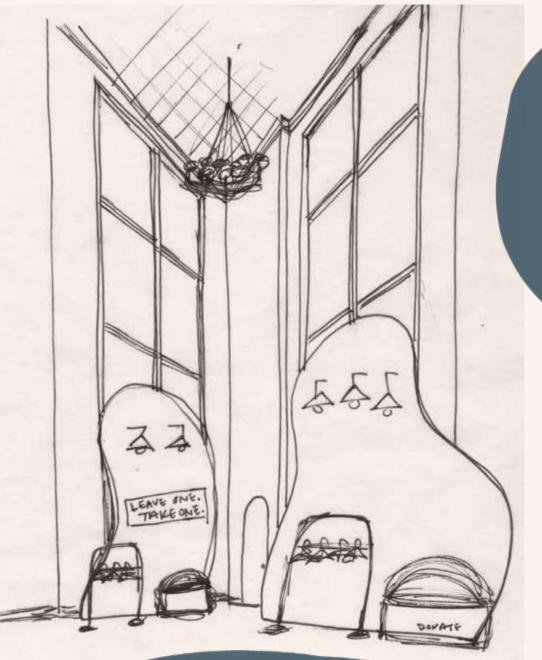
# the look



lobby

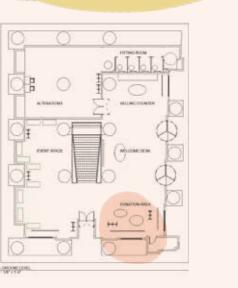
-neo classic interiors

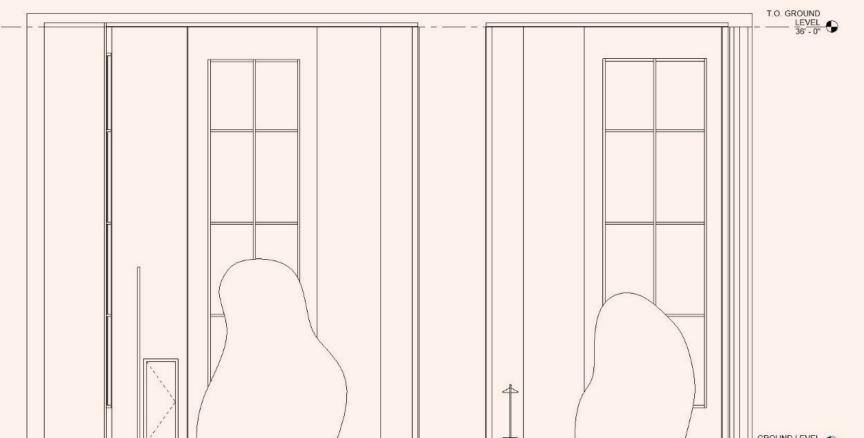
- two different entrances
- heavy material welcome counter



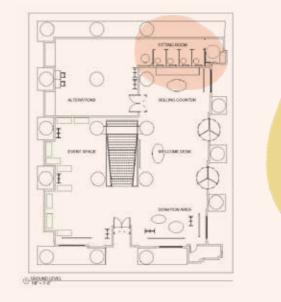
-floor to ceiling windows
-partitions to create hanging space





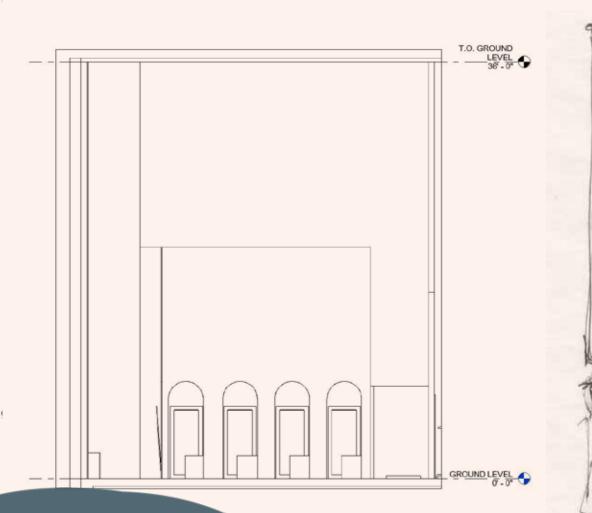


-arch openings
-curtains hung on
the inside
-velvet curtains







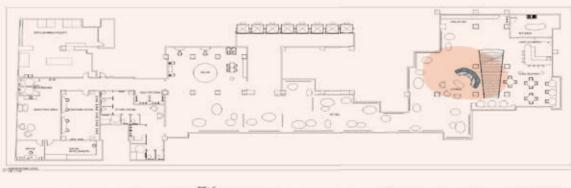


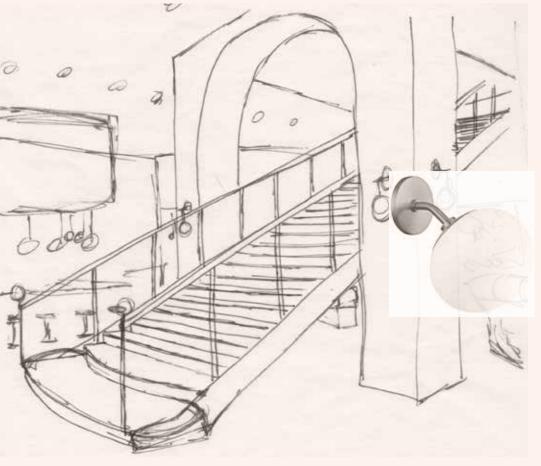




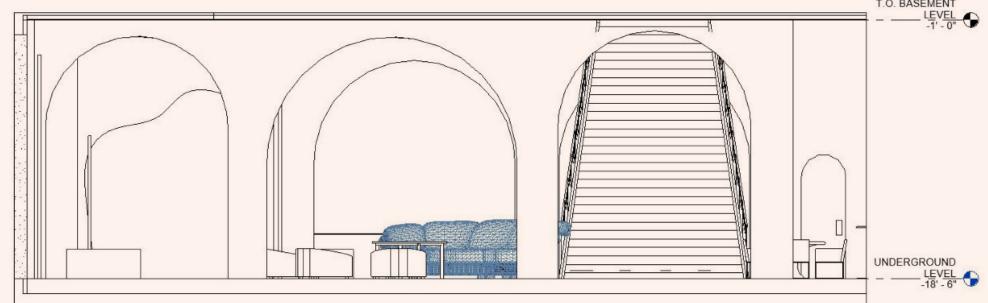








stairs meets lounge





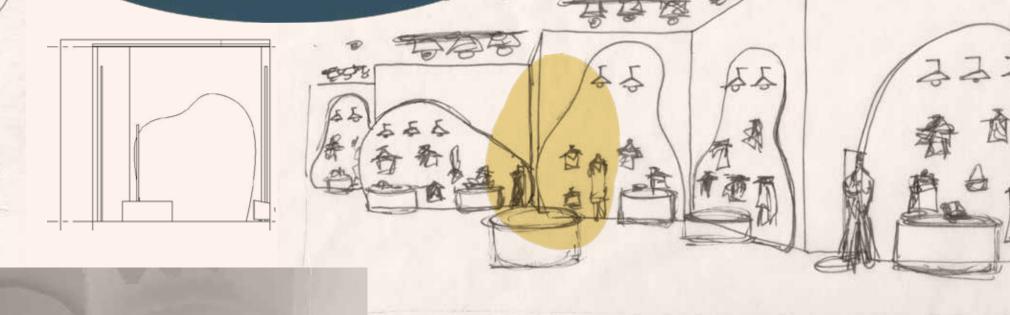


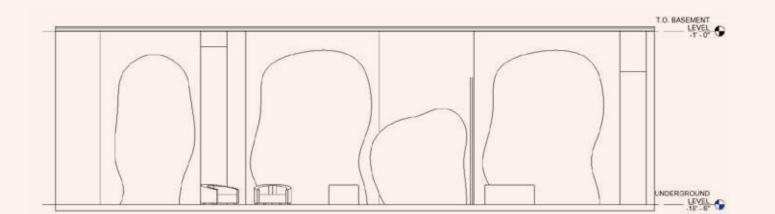
1555

## sales floor

550

- positioned in small 'shops'
- back light pods

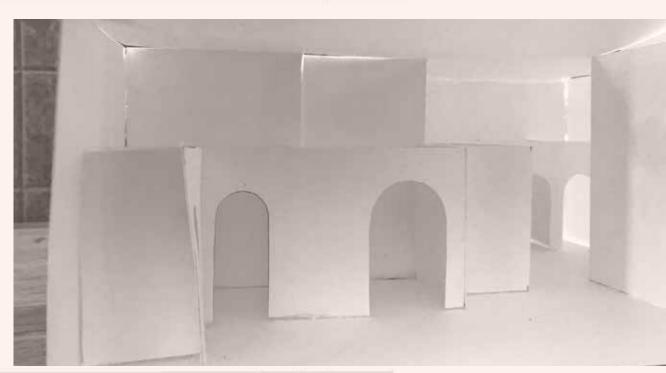


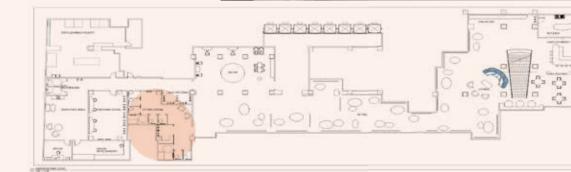




-arch openings
-curtains hung on
the inside
- velvet curtains
-10' walls

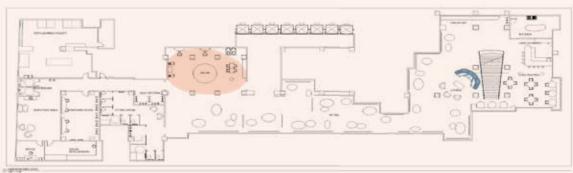




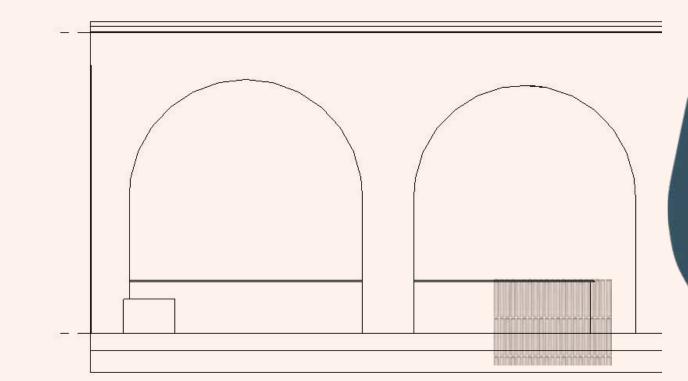




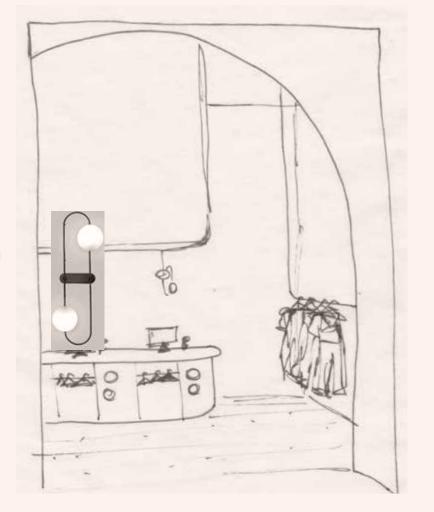


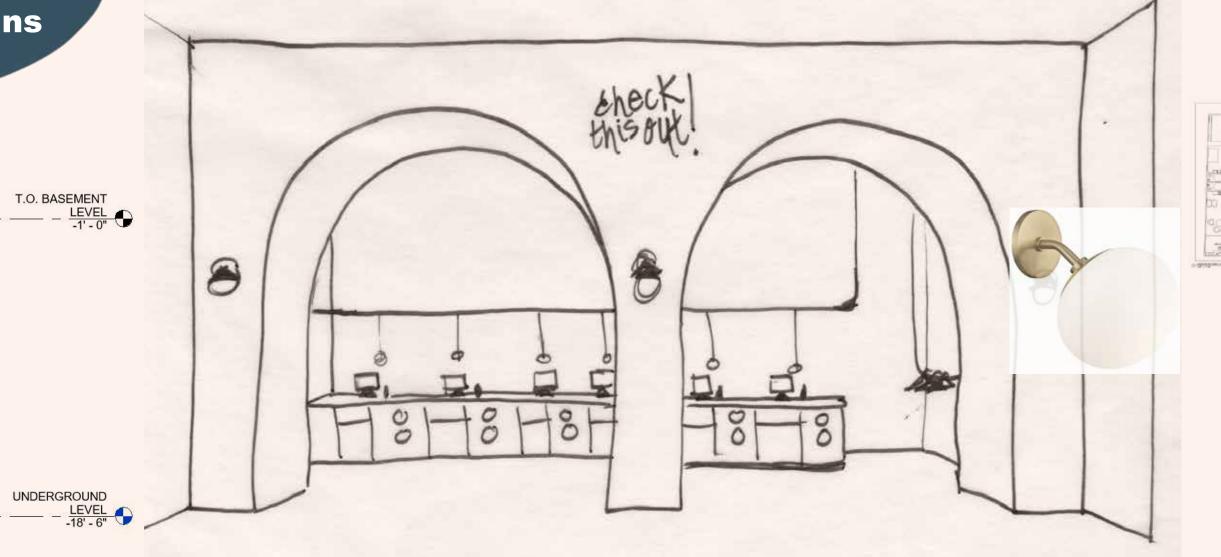


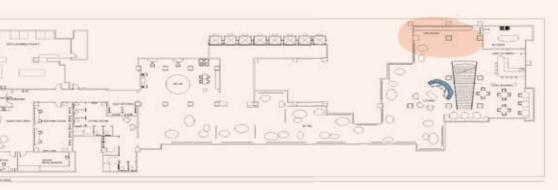
round room behind check in counter for storage/ mixing
 curtain around to add depth
 arches concealing columns



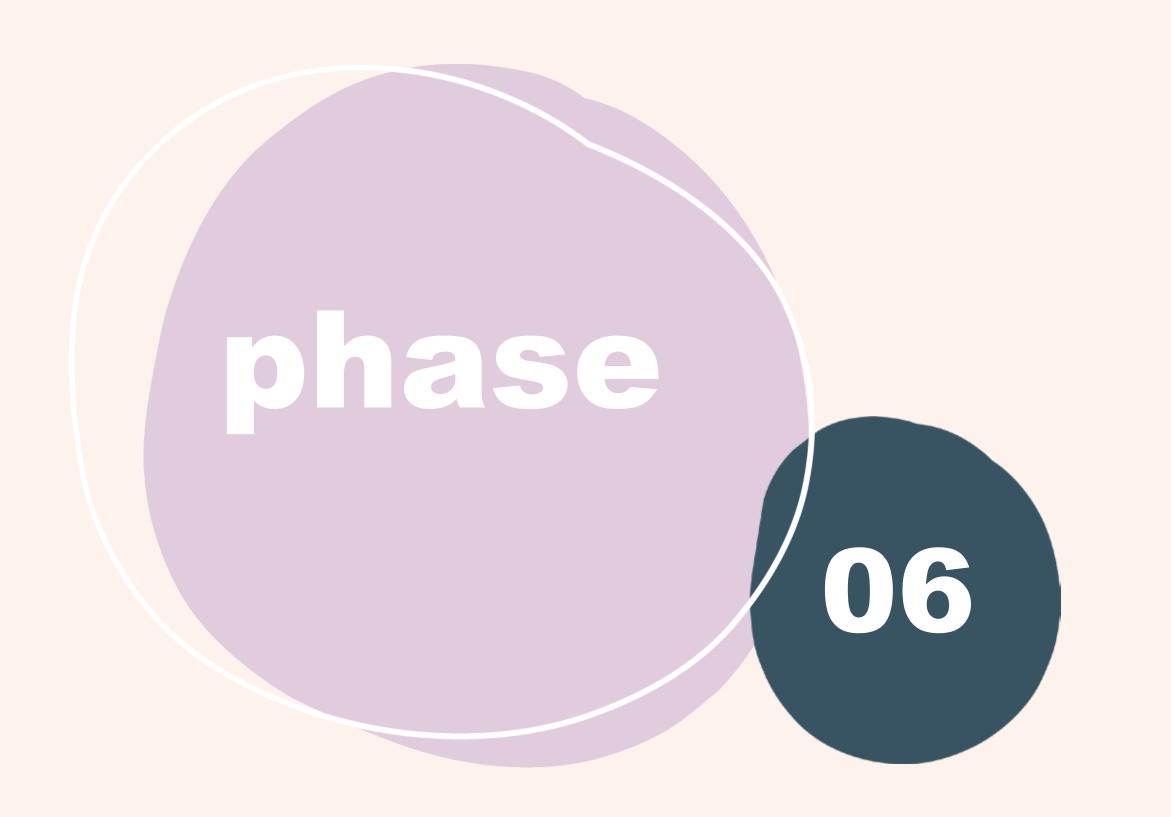
- -located at the stair landing
- -self check out system
   arches conceal
  columns
  - -durable counters







check out

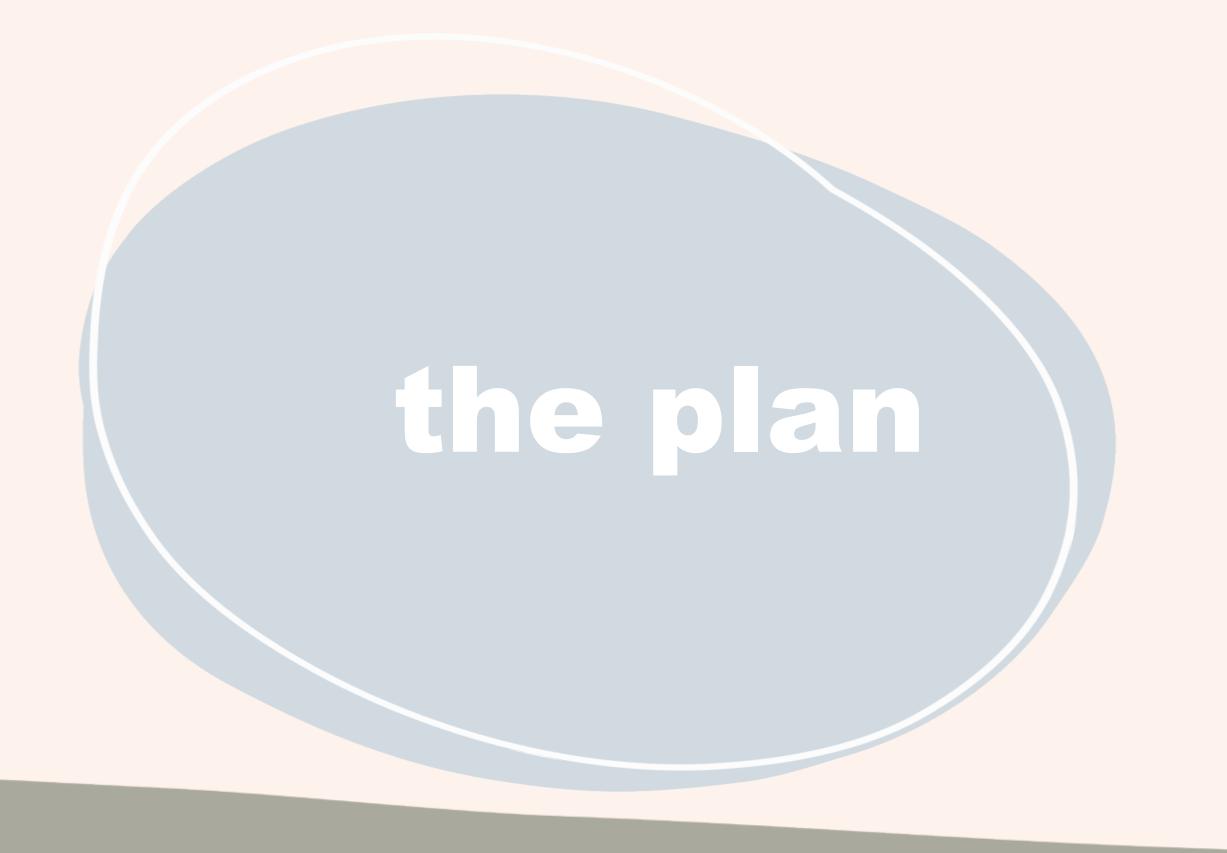


# enhancing

the plan | project program floor plan reflected ceiling plan

the aesthetic | volumetric renders elevation study models millwork drawings ff&e

06



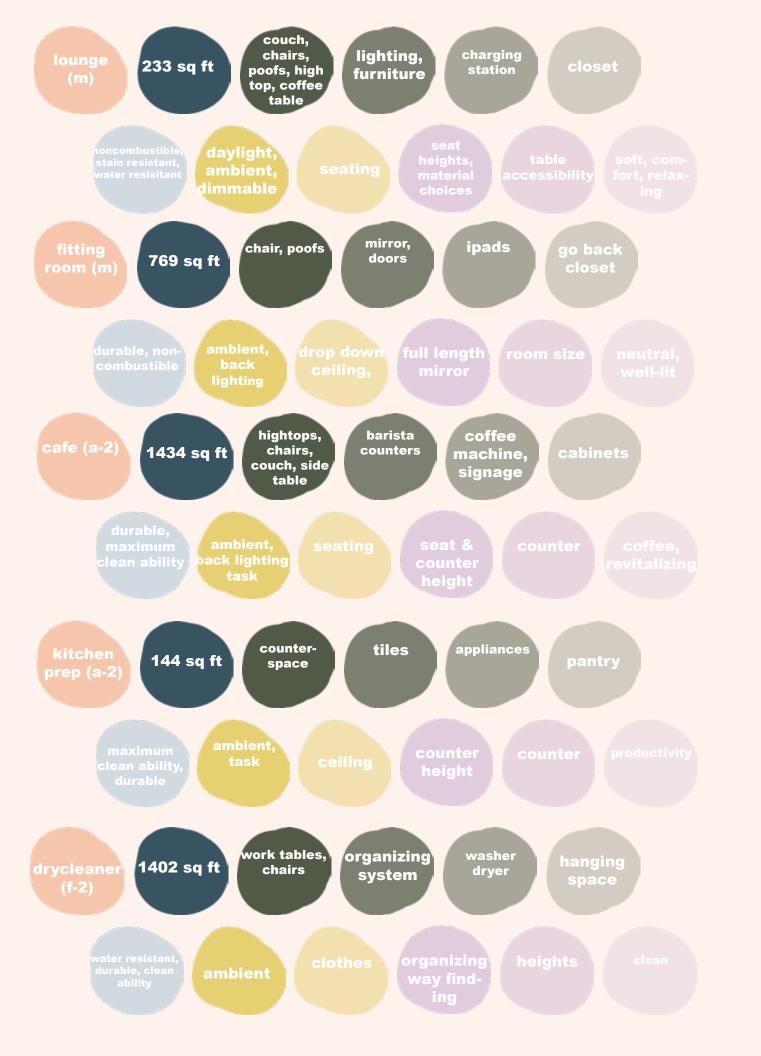
program

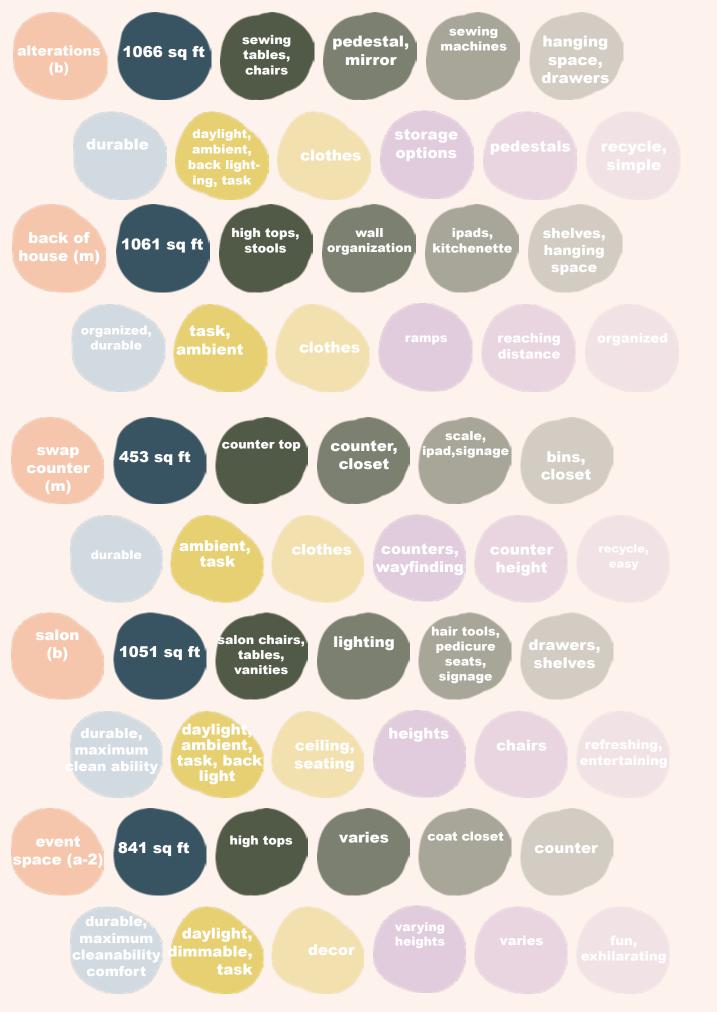
lobby selling counter donation area alterations event space kitchen cafe lounge retail salon fitting room dry cleaners back of house office visual merchandise dressing room

## legend

space name sq ft surface & custom element custom element storage storage storage storage acoustic universal design ada sensory

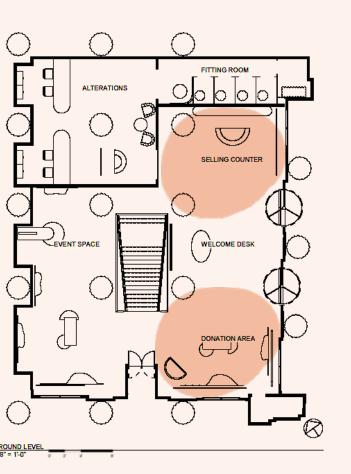


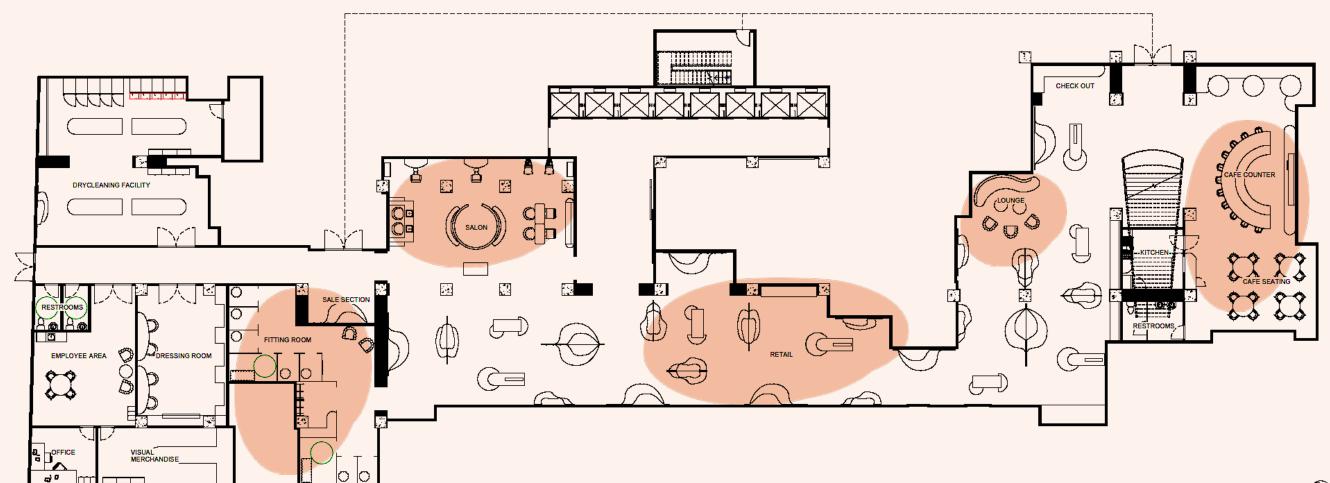




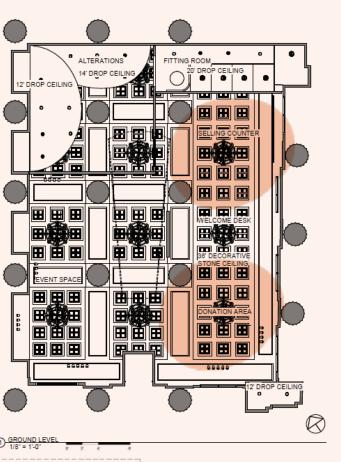


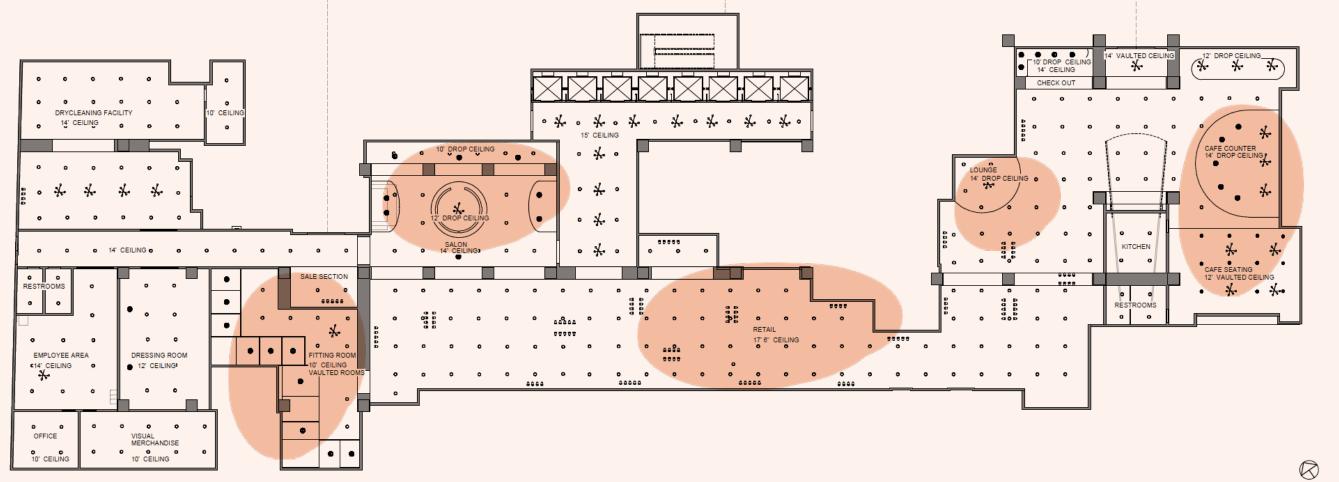


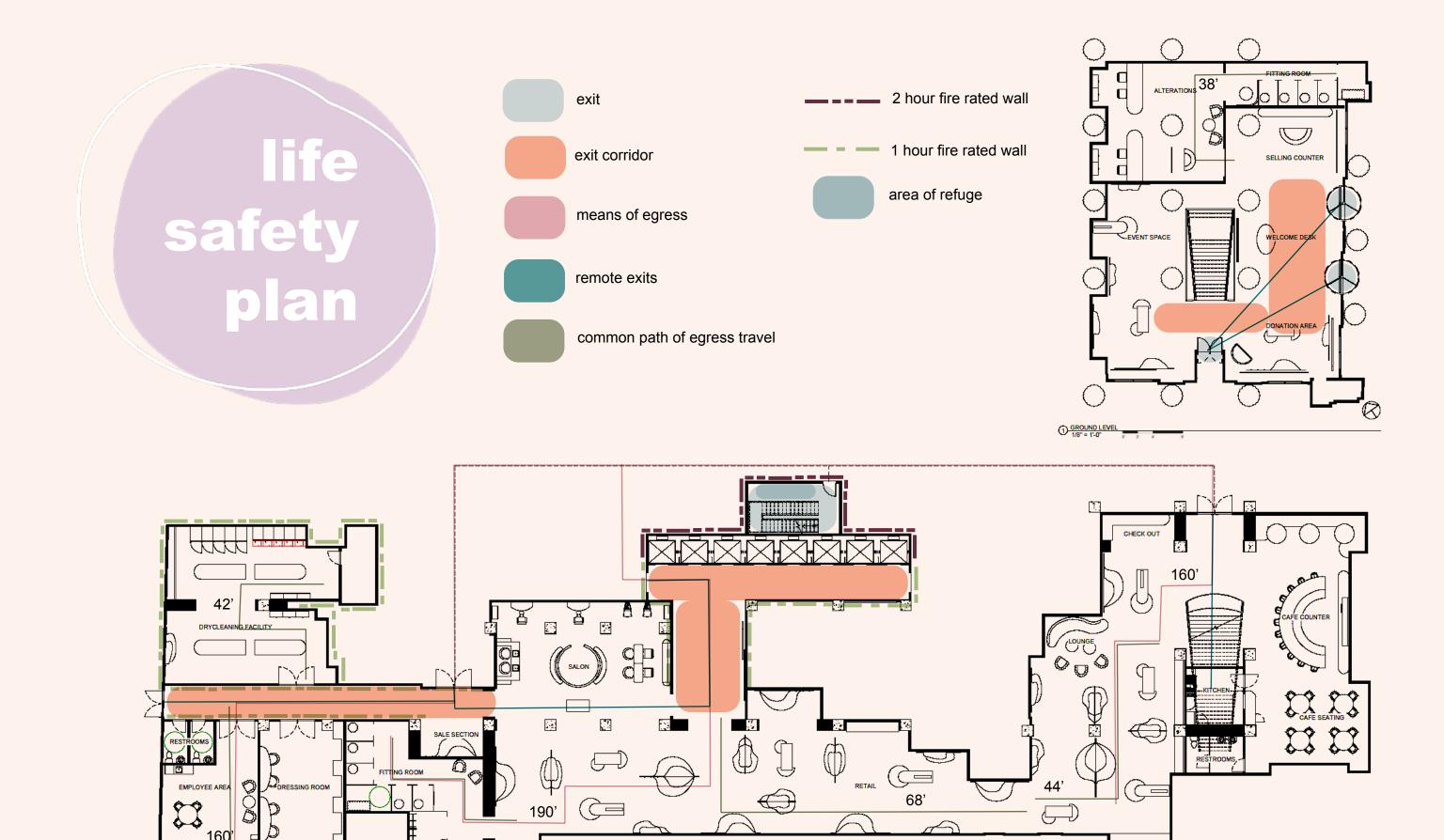




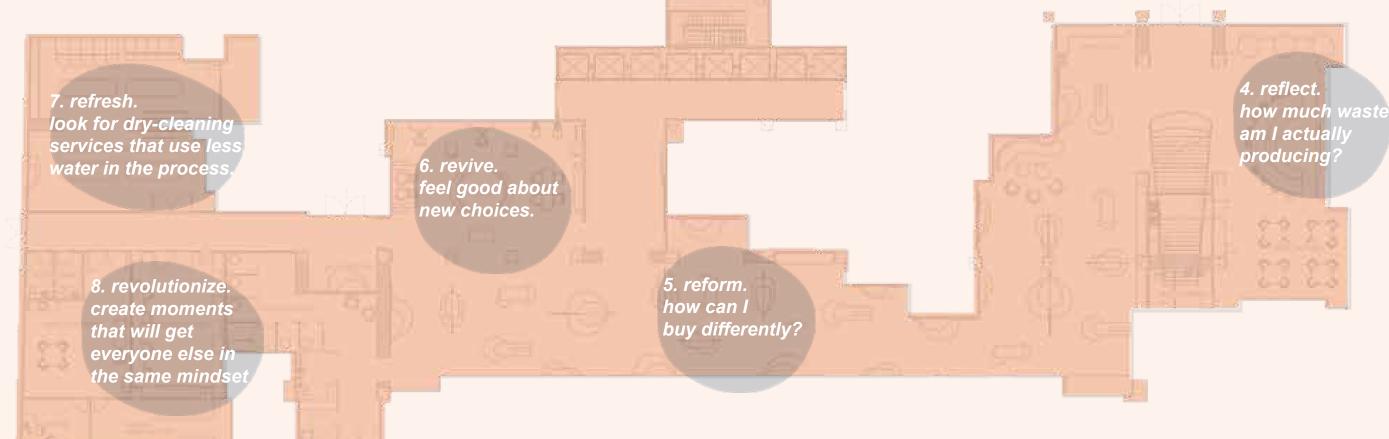












user journey



ne mom on the go who wants o pick up what she reserved nline the night before

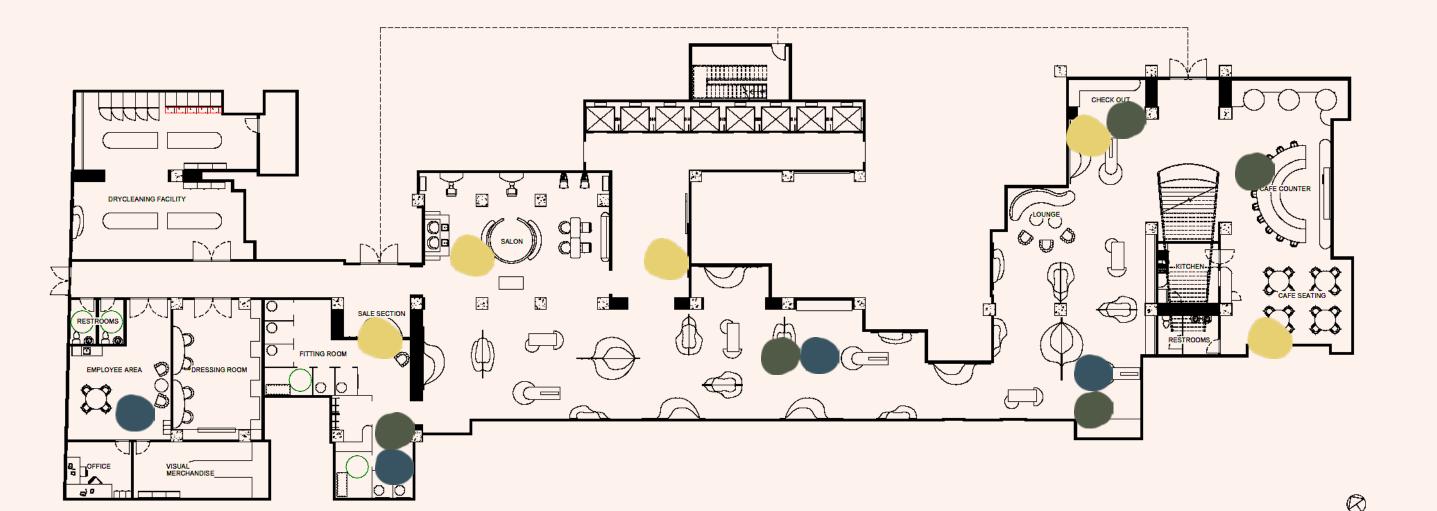


the budget student who wes to check weekly and find a great deal



the young professional that needs help building a staple piece wardrobe

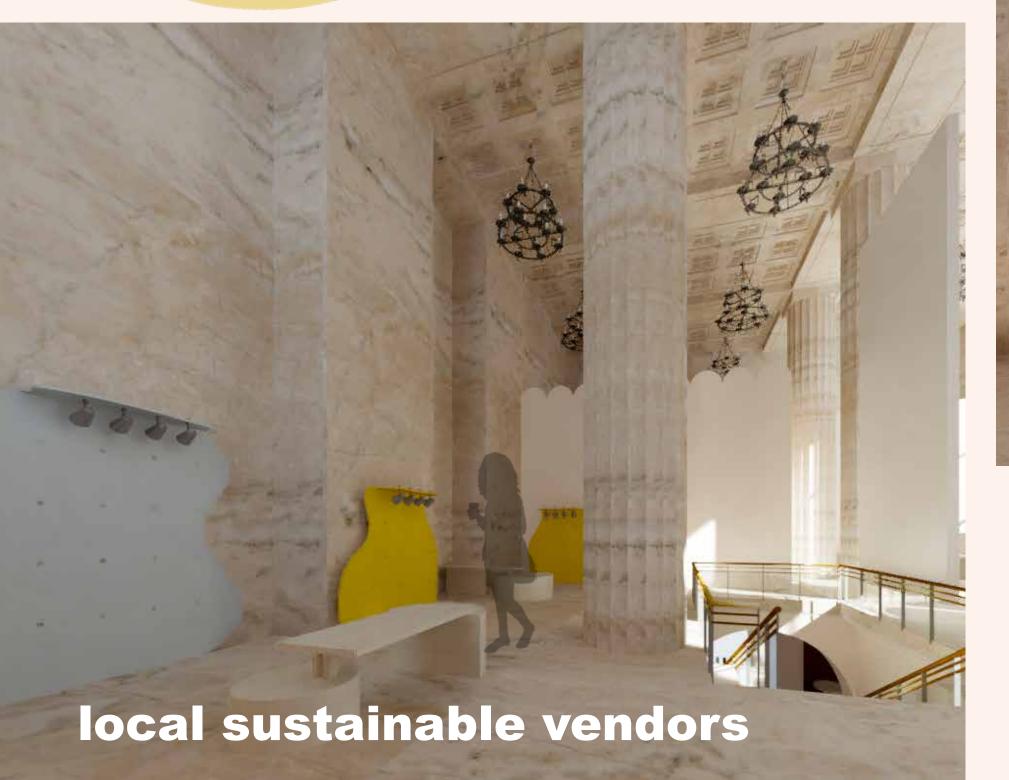


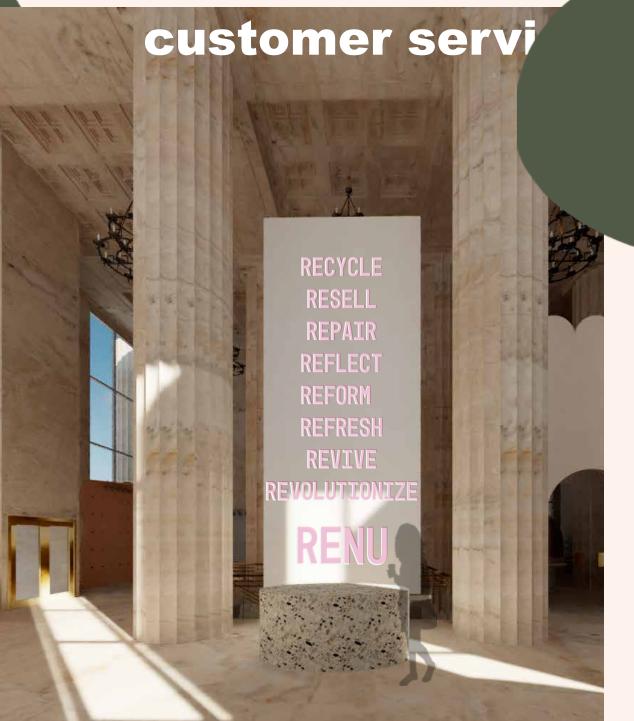


## the aesthetic

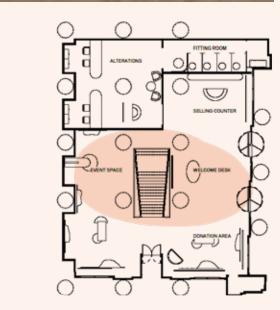
lobby

the first thing visible when walking in is the grand scale of this classical building with a revamp of something nu!

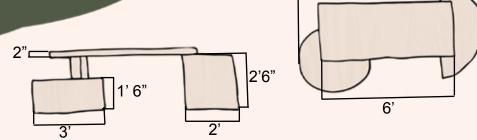








i hope this area inspires to "leave one, take one" without just being donation bins





donation area



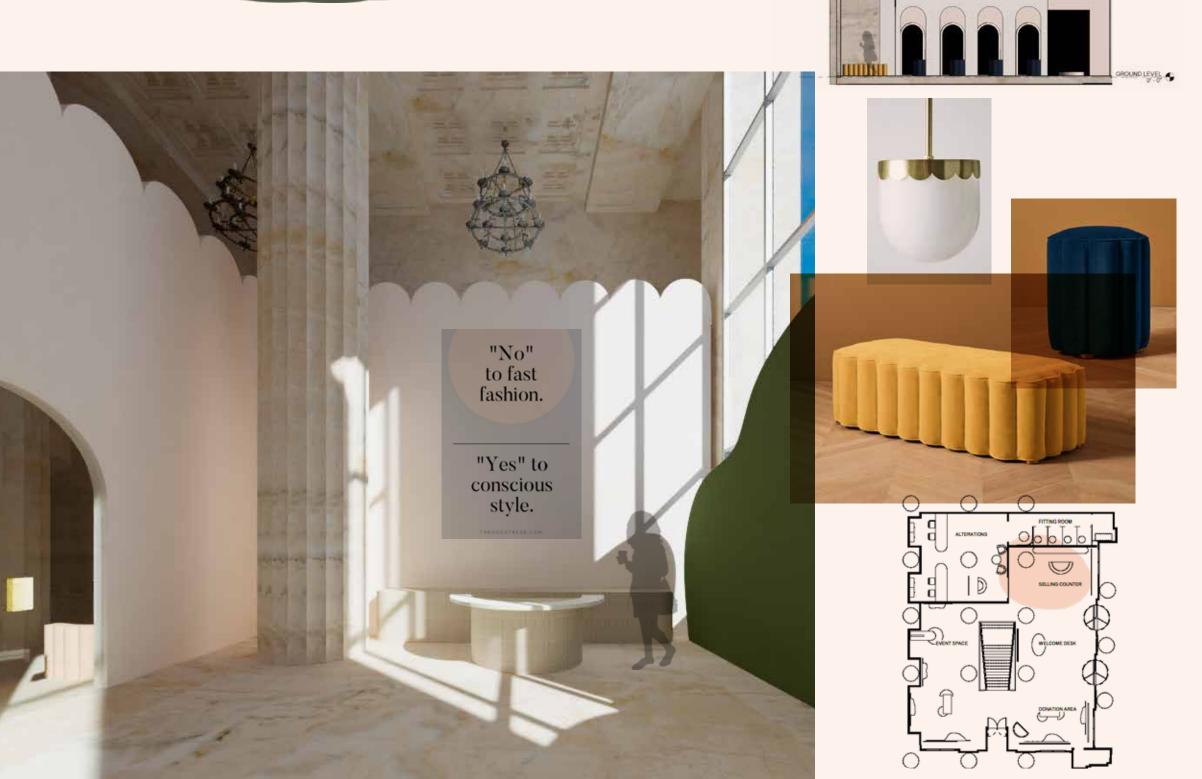


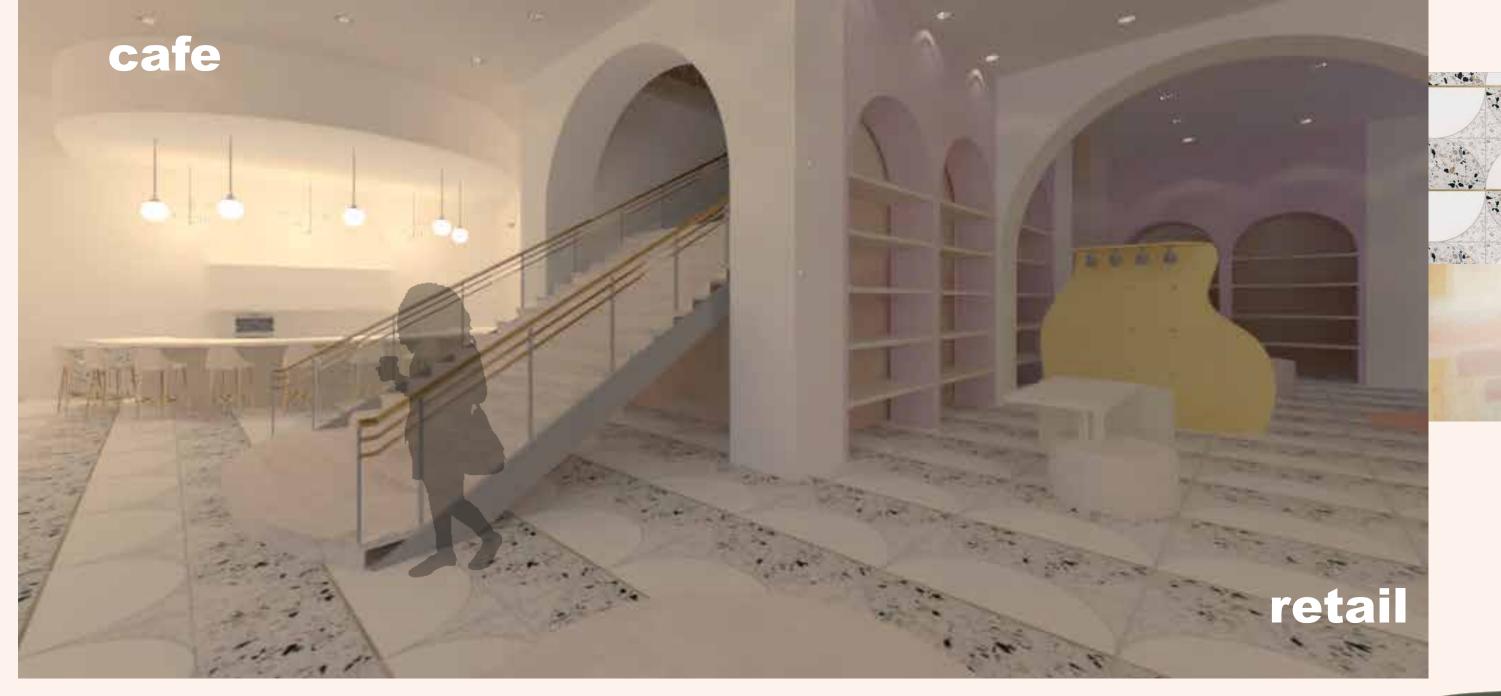




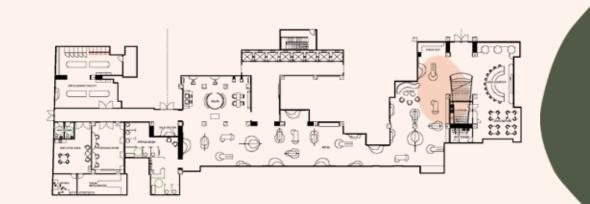
swap counter adjacent to alterations

again, balancing the old with the nu, this area defines the alteractions, while still keeping the existing ceiling visible.





staircase



this panoramic view helps show that re/nu is a complete experience and not just shopping. each arch leads you in to learn more about sustainability.

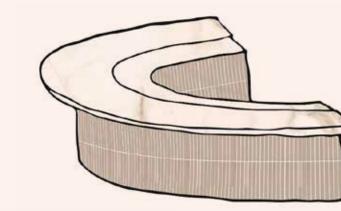


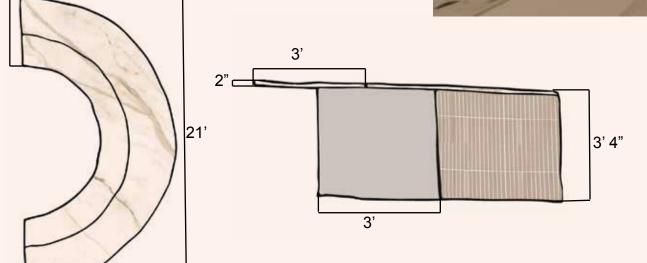
grab a bit to eat or just a quick coffee at the bar, but make sure to check out this mural by local savannah artist ju\_lu.

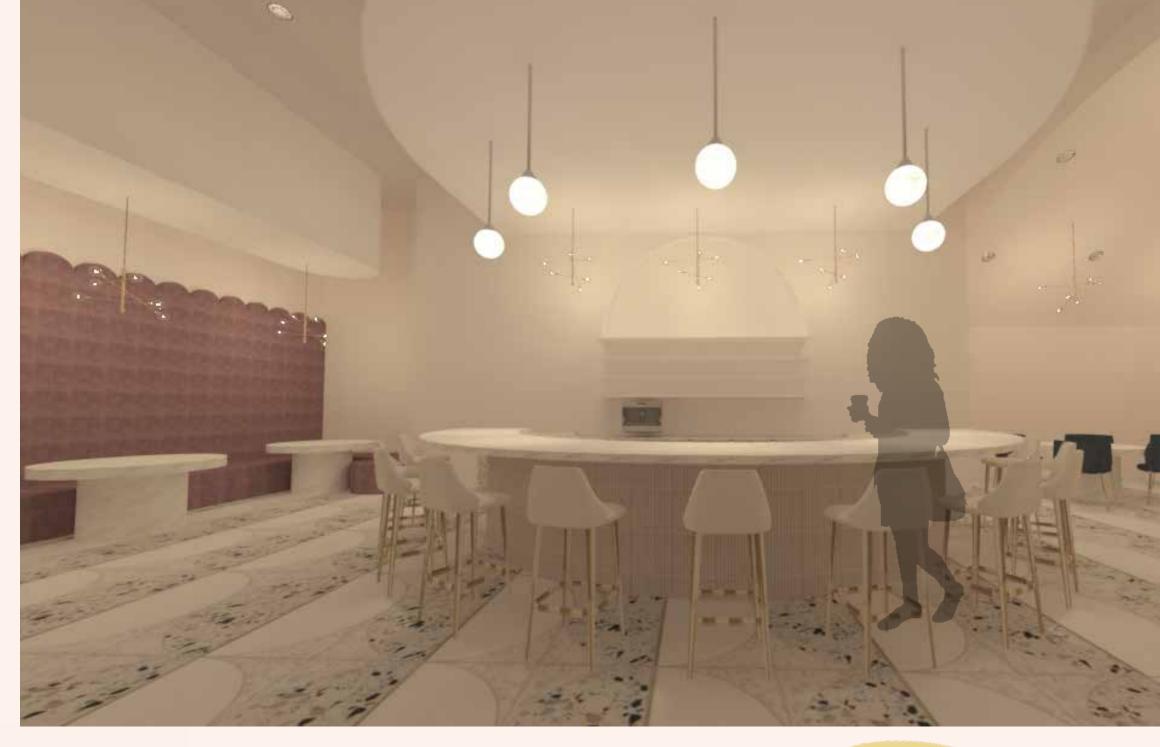


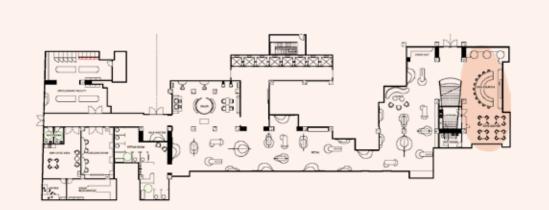
cafe seating

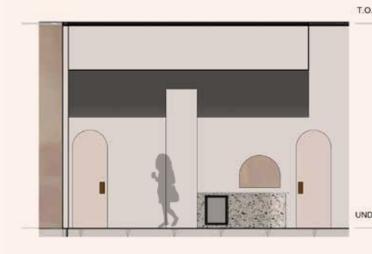


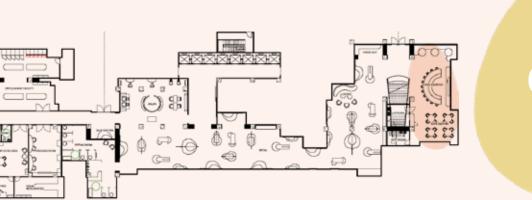








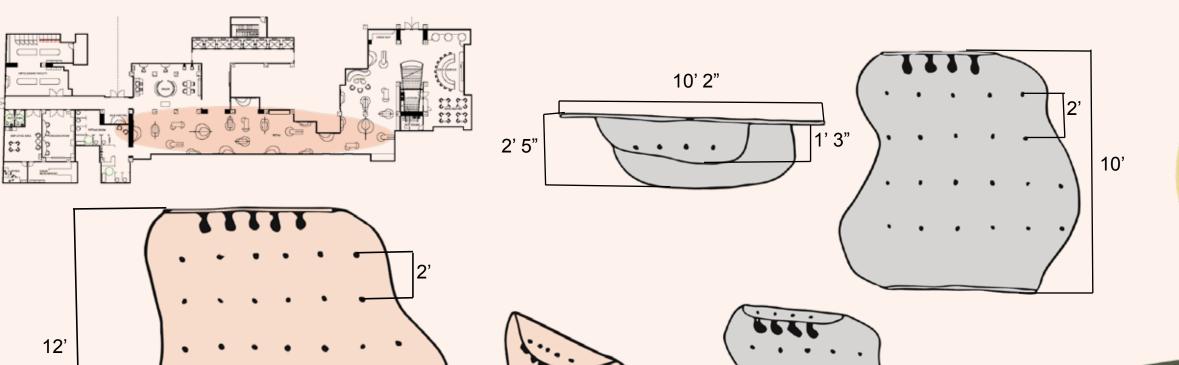




cafe bar





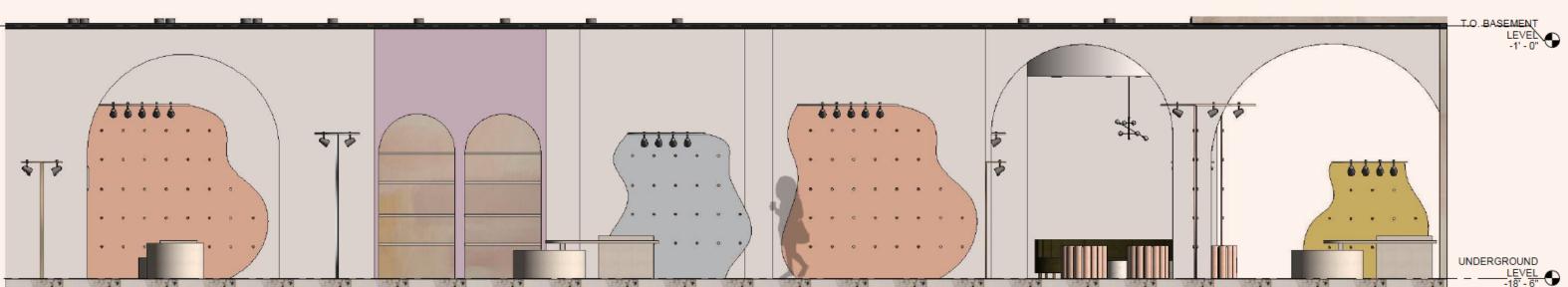


sales floor

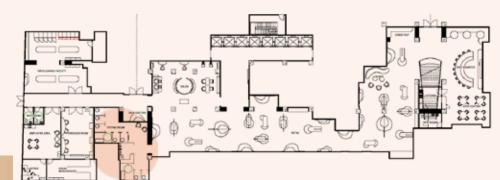
creating a different shopping experience means custom display. these are intended to be easily moved for display change, and the holes will be able to create an array of outrigger patterns.

lounge

the lounge will be more than just a seating space for spouses to wait. this lounge starts to set the tone for customers to enjoy the space for more than just retail.



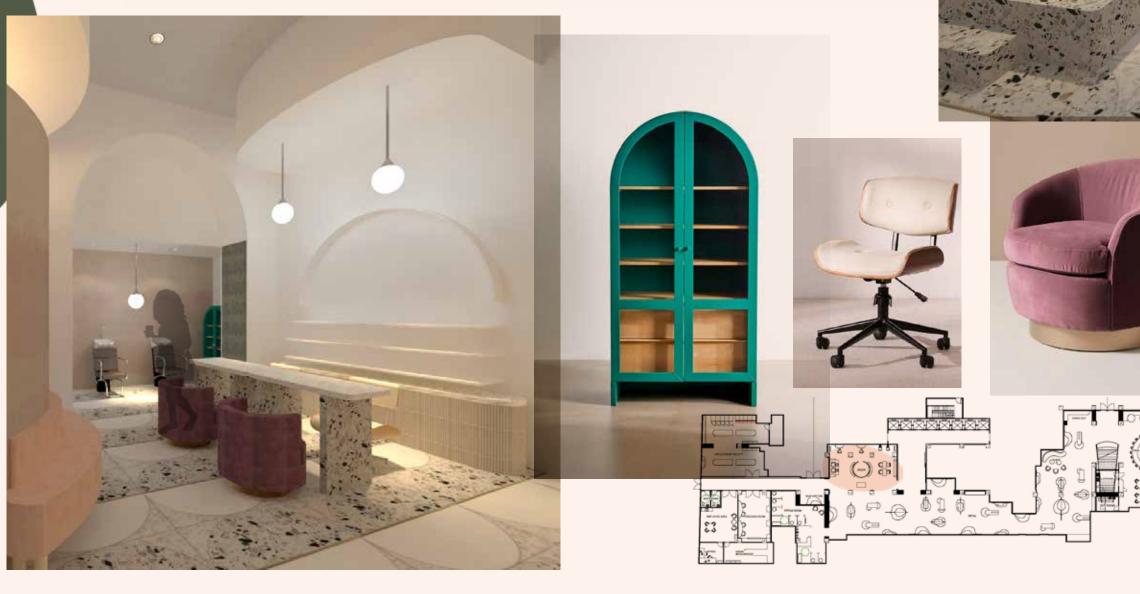




shopping consignment and a luxurious fitting room? check! the ceilings are dropped to include a bit more privacy, and the curtains will be velvet to absorb acoustics.

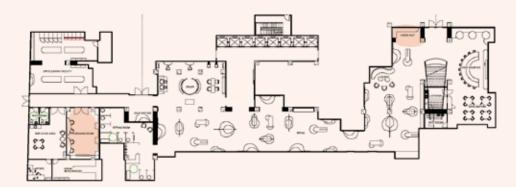
fitting room no fast fashion here! just a salon to help you feel amazing about the great choices you are making.







dressing room



check out

study models



arched ceilings

in cafe to help with

acoustics

how else will thrifting become trendy? hold a fashion show to demonstrate that not all thrifting is dirty! this goes hand and hand with the sustainable dry cleaning.



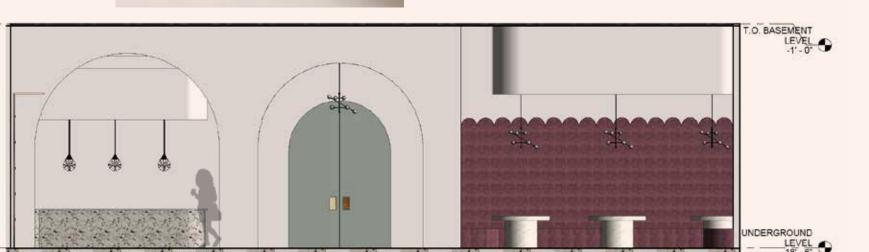
located directly near the stairs, this check out will offer self and regular check out. in the survey, people either wanted no help or a lot of assistance in their shopping experience.

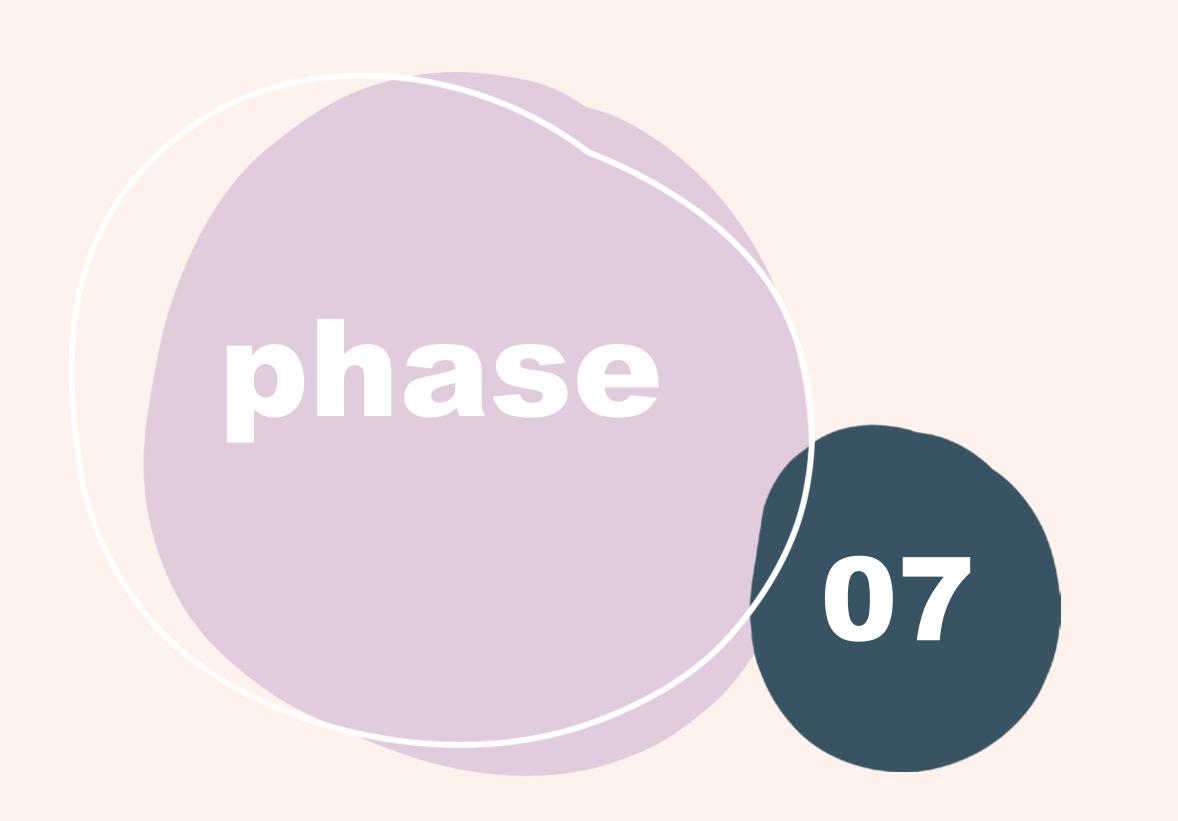




ceiling heights were something I had to play around with because of how tall they are. the new models (include entourage) i believe define the space a bit better.







# finalizing

the design | what is re/nu floor plan how to navigate perspectives

07

# the design

#### what is re/nu?

re/nu is not only a space for clothing, rather it creates a simple, yet interactive experience to change the perspective we may have on second hand garments. this location will offer many services that bring customers in, while all leaving with the satisfaction of not buying into the demand of fast fashion. offering various chances to revive your style is what makes re/nu so special. like the cycle of clothing through trends, re/nu will evolve with the wants and needs of its users, starting with a blank slate.

### instagramable moment

no shame in free marketing when it looks this cute! instagrammable moments are not just a photo opportunity, but a great strategey to share a space through a photo- and make everyone else jealous they are not there!







## check in

welcome to re/nu!
follow the
directory to
become a more
sustainable
shopper!



#### swap counter

an alternative solution to donating your clothes, is to sell them to a reseller for a profit. re/nu will offer you store credit or cash for gently used items that can be resold! another option is to take your items and keep left into the alterations where re/nu staffs seamstresses and cobblers to fix up your wardrobe!







### retail space

whether you are a lone shopper, or you choose to make an styling appointment, this retail space will be easy to navagate. with custom merchandising, items will be displayed by category, and they by occasion.







### fitting room

this space is important to fall in love with the thrift shopping experience all over again. this space includes lounge seating, multiple layers of light, and a julu mural. again, whether you are the independent shopper or the dependent shopper, there is always a fitting room attendent waiting to assist you.







#### cafe

never planned to stay long? well grab a bite to eat, or a coffee at the bar and stay even longer! sit down and relax while making sure to check out another julu mural!

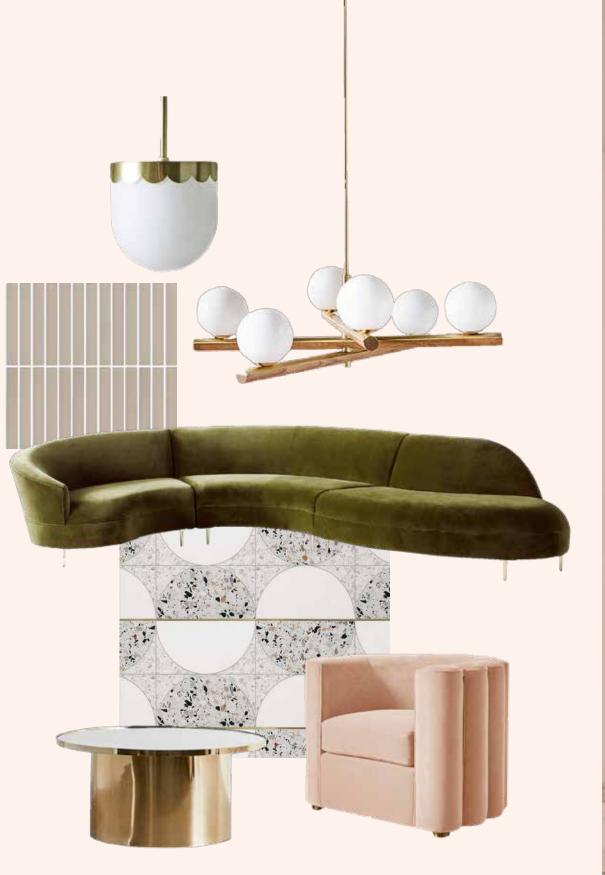






### lounge

come in and get cozy
because there is so much to
experience! bring a group of
friends and take a break from
shopping to chat. or maybe
you brought a spouse along
that needs to sit down while
they hold your shopping bags!







#### salon

now that re/nu helped you redefine your clothes, you can polish off your look. confidence should radiate from the inside, out which a new hairstyle or manicure can solve. take a breathe. reducing our carbon footprint does not have to be hard!

