

# PREDICTING THE MOST PROFITABLE FOOD TRUCK LOCATIONS

FINAL CAPSTONE PROJECT, 3/20/21



# LOCATION, LOCATION

- FAILURE RATE OF FOOD TRUCKS CAN BE AS HIGH AS 60%
- IDENTIFYING KEY LOCATIONS CAN BE A COMPETITIVE ADVANTAGE
  - INCREASED PROFITABILITY
  - BRAND RECOGNITION
- OPERATORS FIND VALUE IN A PREDICTIVE MODEL THAT CAN BE USED ANYWHERE IN THE US.



#### DATA ACQUISITION AND CLEANING

- AVERAGE TEMPERATURE AND RAINFALL DATA BY CITY
  - NASHVILLE: HTTPS://EN.WIKIPEDIA.ORG/WIKI/NASHVILLE, TENNESSEE
  - KNOXVILLE: HTTPS://EN.WIKIPEDIA.ORG/WIKI/KNOXVILLE, TENNESSEE
- COVID DATA (NEW CASES AND VACCINE ROLLOUT)
  - TENNESSEE DEPARTMENT OF HEALTH: <a href="https://www.tn.gov/health/cedep/ncov/covid-19-vaccine-information.html">https://www.tn.gov/health/cedep/ncov/covid-19-vaccine-information.html</a>
- VENUE DATA PULLED FROM FOURSQUARE PLACE API
  - /V2/VENUES/EXPLORE: HTTPS://DEVELOPER.FOURSQUARE.COM/DOCS/PLACES-API/ENDPOINTS/
- FOCUSED ON KEY FEATURES (NEW CASES/COUNTS) ONLY WITH IN THE COVID DATASETS
- ANALYZED 354 VENUES IN KNOXVILLE AND 440 VENUES IN NASHVILLE



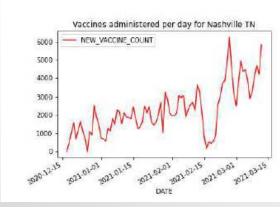
# IS IT HOT ENOUGH?

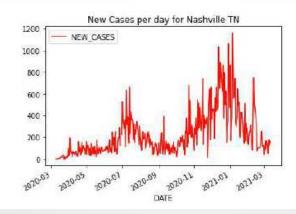
- WEATHER HAS A HUGE IMPACT ON WHETHER INDIVIDUALS WANT FROZEN TREATS.
- NASHVILLE AND KNOXVILLE BOTH HAVE SUMMER TEMPERATURES IN THE HIGH 80'S
- NASHVILLE HAS LESS RAINFALL THOUGH MAKING IT A BETTER CHOICE

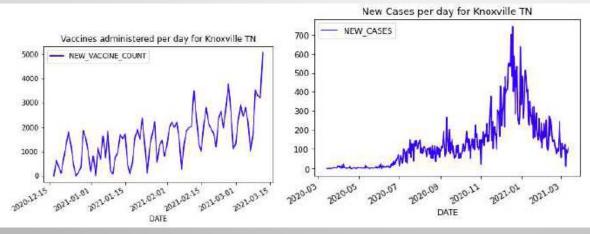
T·E CI	imate data for Nashville (Nashville Int'l), 1981–2010 normals, <sup>[b]</sup> extremes 187							
Month	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug
Record high °F (°C)	78	84	89	91	96	109	107	106
	(26)	(29)	(32)	(33)	(36)	(43)	(42)	(41)
Mean maximum °F (°C)	68.0	73.0	80.2	85.1	88.7	94.2	97.1	96.5
	(20.0)	(22.8)	(26.8)	(29.5)	(31.5)	(34.6)	(36.2)	(35.8)
Average high °F (°C)	46.9	51.8	61.0	70.5	78.2	86.0	89.3	89.0
	(8.3)	(11.0)	(16.1)	(21.4)	(25.7)	(30.0)	(31.8)	(31.7)
Average low °F (°C)	28.4	31.6	39.0	47.5	56.8	65.4	69.5	68.4
	(-2.0)	(-0.2)	(3.9)	(8.6)	(13.8)	(18.6)	(20.8)	(20.2)
Mean minimum °F (°C)	8.8	13.5	22.5	31.2	42.7	54.3	61.6	59.4
	(-12.9)	(-10.3)	(-5.3)	(-0.4)	(5.9)	(12.4)	(16.4)	(15.2)



# COVID BY THE NUMBERS







- NASHVILLE AND
   KNOXVILLE HAVE BOTH
   DONE A GOOD JOB TO
   CONTAIN THE SPREAD.
   LOOKS LIKE VACCINATION
   HAS BEEN A KEY ELEMENT
   OF THAT PLAN.
- RISK SEEMS TO BE LOW,
  ESPECIALLY IN KNOXVILLE



### **OUTDOOR ACTIVITIES - NASHVILLE**

1st Most Nash Neighborhood Common Venue

2nd Most Common Venue

3rd Most Common Venue

4th Most Common Venue

5th Most Common Venue

6th Most Common Venue

7th Most Common Venue

8th Most Common Venue

9th Most Common Venue

10th Most Common Venue

WOODBINE

Woodbine

Park Yoga Studio Fabric Shop Flower Shop

Fish Market

Fish & Chips Shop Financial or Legal Service

Fast Food Restaurant Farmers Market

BELLE MEADE

Belle Meade

Gym

Sports Bar Moving Target

Golf Course

Southern / Soul Food Restaurant

Fabric Shop Fish & Chips

Financial or Fast Food Legal Service Restaurant

OLD HICKORY

Old Hickory

Discount Store

Park

Baseball Yoga Studio

Fast Food Restaurant

Food Flower Shop

Fish Market

Fish & Chips

Financial or Shop Legal Service



### **OUTDOOR ACTIVITIES - KNOXVILLE**

1st Most Nash Neighborhood

Common Venue

2nd Most Common Venue

3rd Most Common Venue

4th Most Common Venue

5th Most Common Venue

6th Most Common Venue

7th Most Common Venue

8th Most Common Venue

9th Most Common Venue

10th Most Common Venue

ISLAND HOME PARK

Island Home Park Playground

Park Yoga Studio

Dessert Dive Bar Shop

Dog Run Donut Shop Dry Cleaner

Electronics Store

Exhibit

WEST HILLS

West Hills

Athletics &

Yoga Studio

Fried Chicken Joint

Dive Bar

Dog Run Donut Shop Dry Cleaner

Electronics Store

Exhibit

OAKWOOD-LINCOLN PARK

Oakwood-Lincoln Park

Other Repair Shop

Furniture / Home Store Basketball Court

Lounge Flower Shop

Fast Food Restaurant Farmers Market

Yoga Studio

French Restaurant



- BASED ON THE ANALYSIS BOTH CITIES HAVE THE KEY CRITERIA FOR A PROFITABLE FOOD TRUCK BUSINESS
- ADDITIONAL DATA SOURCES WOULD BE HELPFUL TO ENSURE RESULTS ARE SOUND
  - DEMOGRAPHIC DATA
  - CRIME DATA
- THIS MODEL HAS VALUE FOR ALL FOOD TRUCK OPERATORS, REGARDLESS OF LOCATION IN THE US
- AS FOR ME, I CAN FOCUS ON NASHVILLE IN JUNE AND JULY, AND KNOXVILLE IN AUGUST BEFORE SCHOOL BEGINS