



Dollar General

\$1,245,936 | 7.50% CAP

16526 Hwy 157, Vinemont, AL 35179

- ✓ Newer Construction Dollar General Built in 2019
- ✓ 10 Years Remaining on 15 Year Absolute NNN Lease
- ✓ Lease Features 10% Rental Increases in Options
- ✓ Situated Along the Major Thoroughfare Hwy 157 (5K VPD)
- ✓ Over 6,000 Residents Within 5 Miles of Subject Property

Dollar General Corp. engages in **retailing** of merchandise, including **consumable items, seasonal items**, home products and apparel. Its **brands** include Clorox, Energizer, Procter & Gamble, Hanes, **Coca-Cola, Mars**, Unilever, Nestle, Kimberly-Clark, Kellogg's, General Mills, and **PepsiCo**.



INVESTMENT OVERVIEW

DOLLAR GENERAL VINEMONT, AL

Representative Image



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AL Broker of Record: Kent Lilley

License #: 000100187-0

\$1,245,936

7.50% CAP

NOI

\$93,446

Building Area

±9,100 SF

Land Area

±2.1 AC

Year Built

2019

Lease Type

Absolute NNN

Occupancy

100%

- ✓ **Newer Construction** Dollar General Built in 2019
- ✓ **10 Years Remaining on 15 Year Corporate Guaranteed** Absolute NNN Lease w/ 10% rental increases in (5) 5 year option periods.
- ✓ **Situated Along the Major Thoroughfare Hwy 157** (5K+ VPD), which is a 91 mile-long state highway connecting the northwestern cities in Alabama.
- ✓ **Dollar General Has an S&P BBB Rating and is Ranked #91 on the Fortune 500 List** - Dollar General's 21-Place Jump into the Top 100 Reflects the Company's Exceptional Growth, Which Includes the Company's \$34.2 Billion in Sales in Fiscal Year 2021.
- ✓ **E-commerce Resistant Retailer Experiencing Explosive Growth** - Dollar General plans to open 1,050 stores in 2023 after adding approximately 1,100 stores in 2022. These efforts also include 2,000 remodels, 120 store relocations, and up to 35 additional stores in Mexico.

*Available Individually or as a portfolio. See Agent for Details

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SECURE
NET LEASE

TENANT OVERVIEW

DOLLAR GENERAL VINEMONT, AL

Dollar General

Dollar General Corporation has been delivering value to shoppers for over 80 years. Dollar General helps shoppers Save time.

REVENUE

\$34.2 B

CREDIT RATING

BBB

STOCK TICKER

DG

LOCATIONS

18,200+

DOLLAR GENERAL

dollargeneral.com

Save money. Every day!® by offering products that are frequently used and replenished, such as food, snacks, health and beauty aids, cleaning supplies, clothing for the family, housewares and seasonal items at low everyday prices in convenient neighborhood locations. Dollar General operates **more than 18,100 stores in 46 states** as of January 2022. In addition to **high quality private brands**, Dollar General sells products from America's **most-trusted** brands such as Procter & Gamble, Kimberly-Clark, Unilever, Kellogg's, General Mills, Nabisco, Hanes, PepsiCo and Coca-Cola. STRATEGY Dollar General sells similar products as wholesale retailers Wal-Mart (WMT) and Target (TGT), but typically at **lower prices**.

Because of this, during harsh economic conditions, many consumers may make the change of shopping at Dollar General instead of a **regular wholesale retailer**. Dollar General's (DG) business strategy revolves around driving profitable top line **growth while enhancing its low-cost operator** position and capturing new growth opportunities. The company attempts to drive profitable top line growth through strategies like improving the in-stock position of its stores and continuously offering products at **competitive prices**.

Representative Image



IN THE NEWS

DOLLAR GENERAL VINEMONT, AL

Dollar General Plans to Open 1,050 Locations in 2023

BRYAN WASSEL, DECEMBER 2, 2022 (RETAIL TOUCH POINTS)

Dollar General is continuing its rapid expansion into fiscal 2023 with plans for 1,050 new stores, following a successful Q3 2022 when sales rose 11.1% to \$9.5 billion. The quarter, which ended Oct. 28, also saw a 6.8% increase in same-store sales driven by larger basket sizes and a small increase in traffic.

“We are thankful to our team for their continued dedication to serving others, particularly in a **challenging economic** and operating environment,” said Jeff Owen, CEO of Dollar General in a statement. “We are pleased with our strong sales growth in the quarter, as well as a **modest increase** in customer traffic and continued **share gains** in both consumable and non-consumable product sales, all of which we believe are a testament to the **strength of the value** and convenience proposition we offer our customers.”

Dollar General also is growing through the addition of three 1-million-square-foot distribution centers in an approximately \$480 million combined investment announced in July. The facilities will support the DG Private Fleet and help the retailer achieve its goal of creating 10,000 net new jobs in 2022.

The off-price retailer executed on **800 retail projects** in Q3 2022 and plans to execute on an additional 3,170 in the coming year. These efforts include **2,000 remodels**, and **120 store relocations** and up to 35 stores in Mexico.

The company also expanded its interest in medtail with the appointment of four members to its healthcare advisory panel. The retailer is developing investment strategies in the health and **wellness category** but has yet to make an official move.

EXPLORE ARTICLE



Dollar General’s new Popshelf stores chase inflation-weary shoppers in the suburbs

MELISSA REPKO, DECEMBER 13, 2022 (CNBC)

Dollar General’s next big strategy for growth is tucked in a strip mall in suburban Nashville, and it is coming to other cities soon. It’s a new store called Popshelf. Over the past two years, the Tennessee-based discounter has tested the store concept, which caters to suburban shoppers with higher incomes, but sells most items for \$5 or less.

A wide range of merchandise fills the shelves, including holiday-themed platters, party and crafting supplies, novelty foods such as **gourmet chocolates** and Portobello mushroom jerky, and **gifts** like dangly earrings, lip gloss and toys. It’s designed to be a **treasure hunt** that keeps shoppers coming back.

Now, with inflation still high, Dollar General is ramping up its plans for Popshelf. It aims to double the banner’s locations to approximately 300 stores next year. Over the next three years, it plans to grow to about 1,000 locations across the country. Eventually, it sees an opportunity to reach about 3,000 total locations. It is also testing mini Popshelf shops inside of some of its Dollar General stores. So far, it has about 40 of those shops.

But Popshelf will have to **prove** it can hold up in a tougher economy. Walmart, Best Buy, Costco and others have warned of weaker sales of discretionary items as consumers spend more on necessities. Target recently cut its holiday quarter forecast, and Kohl’s pulled its outlook, citing **middle-income consumers** who feel stretched.

On Dollar General’s recent earnings call, CEO Jeff Owen said even customers who make **\$100,000** a year have been shopping at its stores.

Chief Merchandising Officer Emily Taylor said Popshelf can draw spending-conscious **shoppers by offering items** that don’t cause guilt.

EXPLORE ARTICLE



LEASE OVERVIEW

DOLLAR GENERAL VINEMONT, AL

Rent Commencement	June 2019
Lease Expiration	June 2034
Lease Type	Absolute NNN
Rent Increases	10% In Options
Annual Rent YRS 1-15	\$93,446.16
Option 1	\$102,790.77
Option 2	\$113,069.00
Option 3	\$124,375.90
Option 4	\$136,813.46
Option 5	\$150,494.84

This information has been secured from sources we believe to be reliable but we make no representations or warranties, expressed or implied, as to the accuracy of the information. Buyer must verify the information and bears all risk for any inaccuracies.



DOLLAR GENERAL
SUBJECT PROPERTY
16526 HWY. 157

EST. 1987
HOMTEX
USA

157

±5,032 VPD

DOLLAR GENERAL

Alfa Insurance



**WEST POINT
HIGH SCHOOL**
(374 STUDENTS)



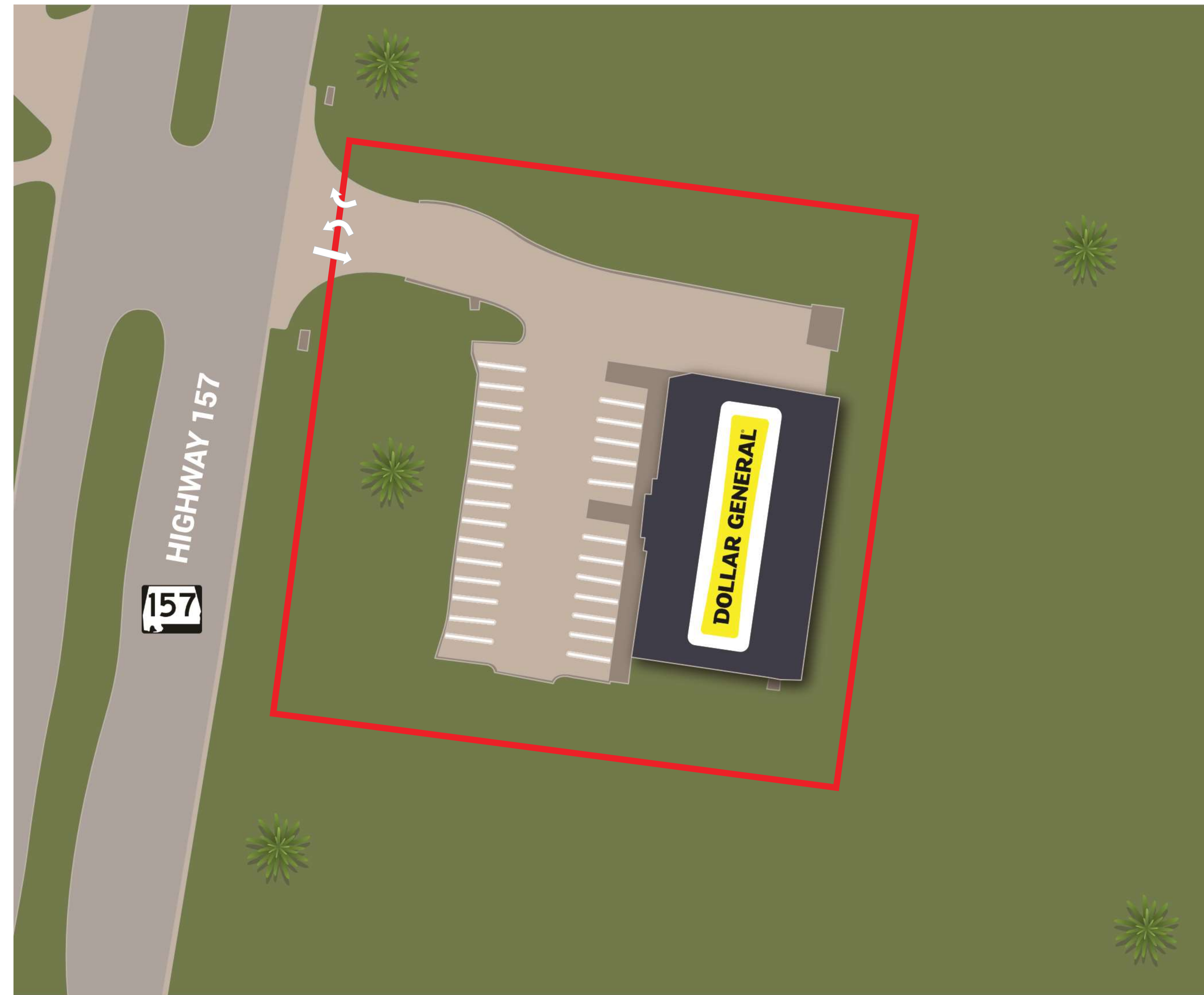
NATIONAL CEMENT
The National Cement Company, Inc.



SITE OVERVIEW

DOLLAR GENERAL VINEMONT, AL

 Year Built		2019
 Building Area		±9,100 SF
 Land Area		±2.1 AC



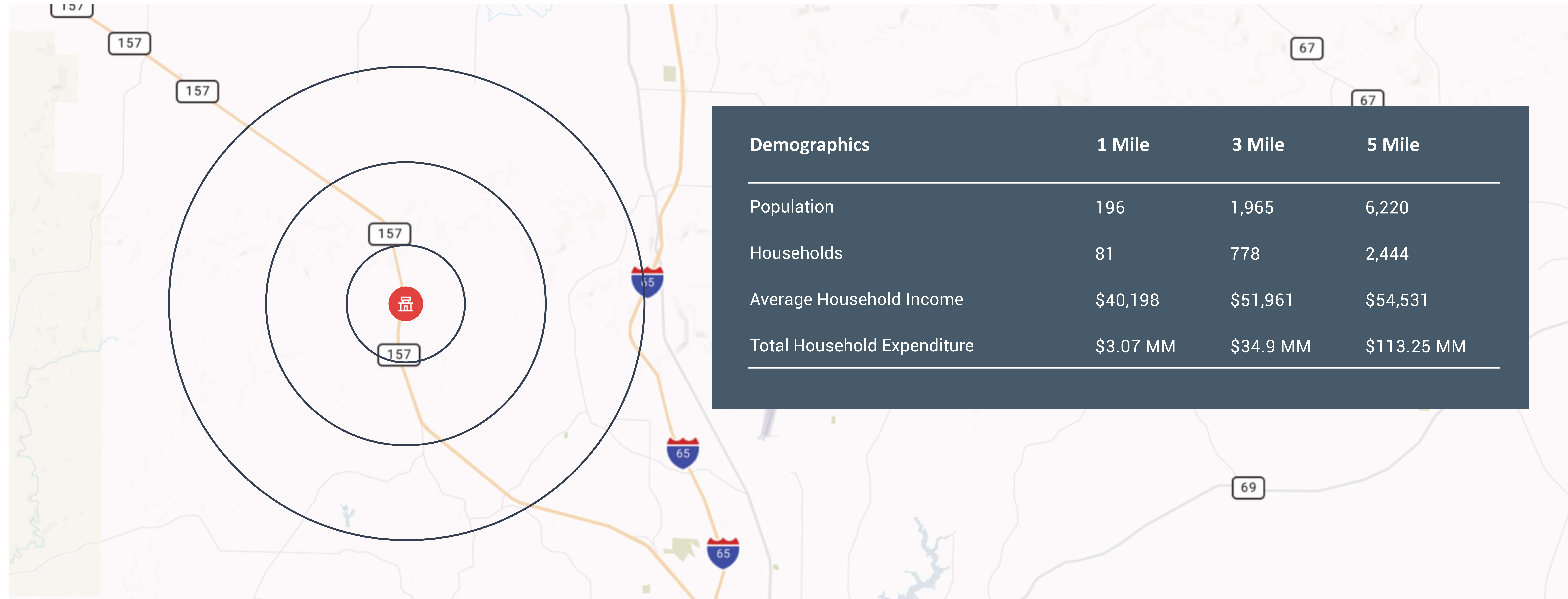
NEIGHBORING RETAILERS

- Homtex
- U-Haul
- Jack's
- United States Postal Service
- Alfa Insurance
- Garrison Trucking
- Haney Equipment
- National Cement



LOCATION OVERVIEW

DOLLAR GENERAL VINEMONT, AL



ECONOMIC DRIVERS (NUMBER OF EMPLOYEES)

1. Wal-Mart Distribution (1,435)
2. Cullman Regional Medical Center (1,385)
3. Cullman County Schools (1,234)
4. Topre America Corporation (990)
5. REHAU (790)
6. Wal-Mart Super Center North/South (695)
7. City of Cullman (569)
8. Reliance Worldwide (497)
9. Cullman County Commission (484)
10. Yutaka Technologies (360)

LOCATION OVERVIEW

DOLLAR GENERAL VINEMONT, AL

Vinemont

Alabama

 948
Population

 \$43,419
Median Household Income



\$133,900 Median Home Value in South Vinemont

\$133,900

Drive from Birmingham, AL

LESS THAN 1 HOUR

Vinemont is an unincorporated community in Cullman County, Alabama, United States, located roughly 7 miles north of the city of Cullman.

The population as of July 2017 was 948. The community of Vinemont borders the incorporated town of South Vinemont.

Just 7 Miles from the city of Cullman with a population of 18,635 people.

Ranking among the highest nationally and regionally in poultry, sweet potato, and agriculture production, Cullman County is also known for its school systems and parks, which are among the best in the state.

Located in the heart of North Alabama, Cullman County is centrally positioned on Interstate 65 between two of the state's largest cities (Huntsville and Birmingham) and covers 743 square miles on the Cumberland Plateau. With a population of over 80,000, Cullman County is just close enough to the bustle of the big city for convenience, and far enough away from the bright lights to give residence a peace of mind and a feel for the slow, relaxed ways of life in the country. Cullman County continues moving forward, and is now among one of the fastest growing counties in the state with new industries and businesses, as well as established ones that are expanding at a high rate.

IN THE NEWS

DOLLAR GENERAL VINEMONT, AL

The sky's the limit: Exponential return on investment opportunity for city, county at Cullman Regional Airport

AMY LEONARD, AUGUST 6, 2022 (THE CULLMAN TRIBUNE)

With both the State of Alabama and federal government investing millions of dollars in the Cullman Regional Airport by way of the Bipartisan Infrastructure Law (BIL), specifically the Airport Infrastructure Grant (AIG), plans are in the works to update the Vinemont airport and make it a contender for high-dollar contracts.

Those contracts could bring an **increased quality** of life for the community, tax revenue for both the city and county and **better paying job** options.

The law affords about \$142 million for airport infrastructure development over a five-year period.

"The Bipartisan Infrastructure Law is a **once-in-a-generation investment** in America's transportation network. It will modernize infrastructure, increase equity in transportation, help fight climate change, strengthen the supply chain and create jobs," according to the Federal Aviation Administration. The **\$25 billion** federal grant will be divided up with \$15 billion going to airport infrastructure and **\$5 billion** each allocated to air traffic facilities and airport terminals.

Airport needs including runway improvements, terminal development and revamped taxiways and towers are eligible for grant money disbursement.

With a population boom of **23.9%** in the city of Cullman since our previous census and county's **9% population increase** in the same time frame, Cullman was one of only a handful of counties in Alabama to see an increase in residents. As the fourth fastest growing county in the state, Cullman's unemployment is at a mere 1.9% compared to Alabama's **2.6% and the nation's 3.6%**.

EXPLORE ARTICLE



Cobblestone Hotel & Suites begins construction along Main Ave. SW

AMY LEONARD, SEPTEMBER 1, 2022 (THE CULLMAN TRIBUNE)

The planned Cobblestone Hotel & Suites at 1835 Main Ave. SW in Cullman is now closer to reality. Cullman Area Chamber of Commerce Interim President Keith Varden welcomed guests to a symbolic "groundbreaking" ceremony Tuesday at Cullman City Hall, and ground clearing at the site has begun.

"Cobblestone Hotel & Suites is an exciting next step for Cullman," Varden said. "It's the first of its brand in Alabama and we're super grateful (sic). It's the **first hotel** in the downtown area. What this is going to do for us is tie in our **industrial area** but also the great growth in the addition of WildWater, of the new sports complex and the **sports entertainment district** that we're creating. The need for this is great."

The project will help create a positive economic impact by increasing revenues through sales tax, hotel tax and jobs.

In a previous statement, Griesbach said, "Cobblestone Hotels is very excited to break ground on the **first Cobblestone Hotel** and Wissota Chophouse in Alabama. The location near downtown Cullman positions us to be part of the community and will give our guests the opportunity to take advantage of all that downtown Cullman has to offer."

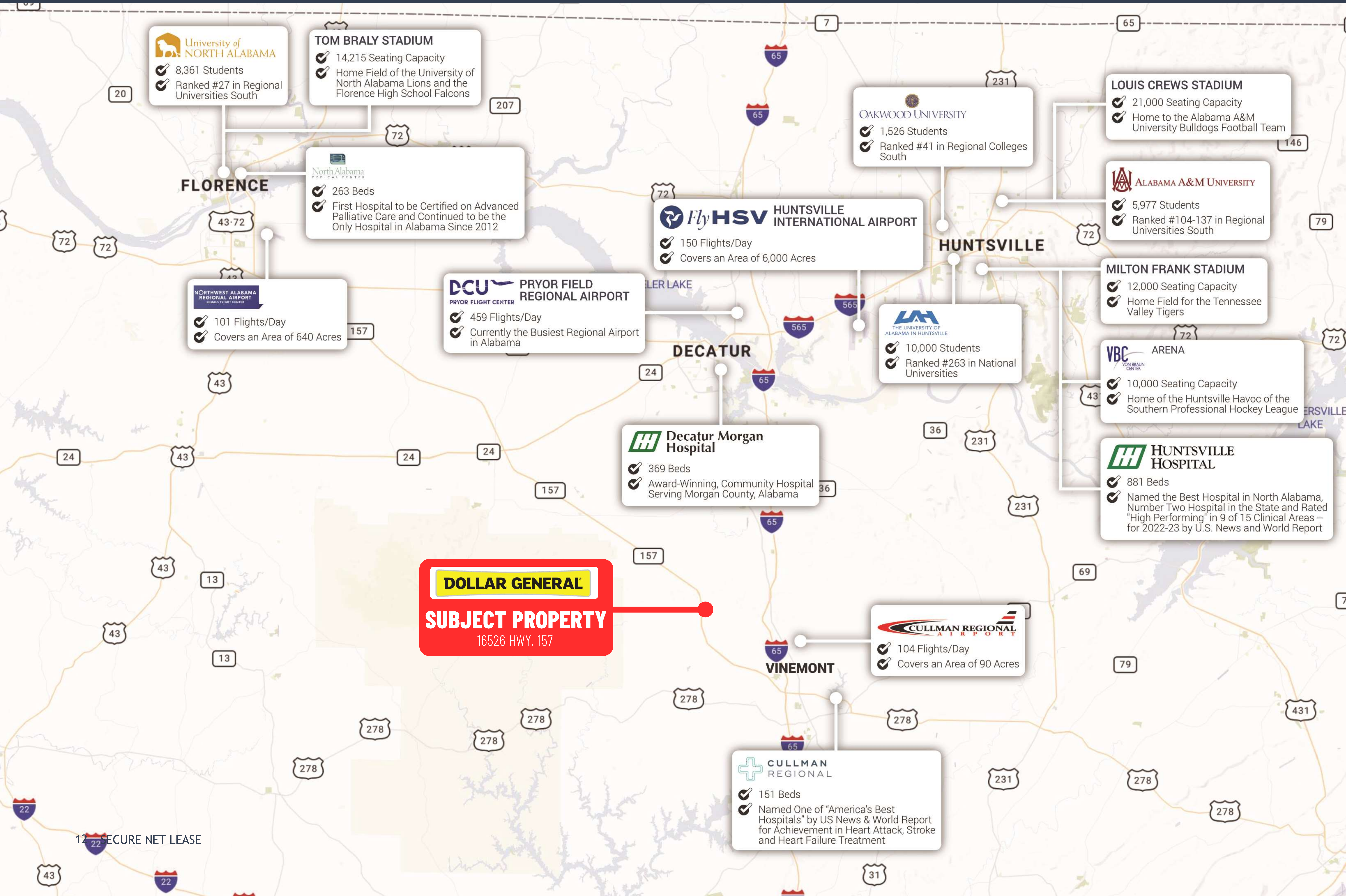
Retail Specialists represents Cobblestone in its **expansion in Alabama** and other parts of the Southeast by identifying markets and specific locations within those markets. Retail Specialists was instrumental in locating the **selected site** and helped Cobblestone navigate incentives with the City of Cullman, according to a press release.

EXPLORE ARTICLE



METRO NAME

DOLLAR GENERAL VINEMONT, AL



DOLLAR GENERAL
SUBJECT PROPERTY
 16526 HWY. 157

17 SECURE NET LEASE

CALL FOR ADDITIONAL INFORMATION

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