



SUBJECT PROPERTY

Dollar General

\$634,242 | 8.25% CAP

296 W Main St, Glen Carbon , IL 62034

- ✓ **25-Yr NN+ Lease** with 1 Option Remaining & 4% Rent Increase
- ✓ **20,000+ People Within 3 Miles** & 70,000+ People Within 5 Miles
- ✓ **20 Minutes To Downtown St Louis**
- ✓ **DG Is Currently Investing Money To Renovate The Store**
- ✓ **Located Near Major Highways I-285 & I-270** (Combined Traffic Counts of 15K+ VPD)

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 GLEN CARBON, IL



CONTACT FOR DETAILS

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IL Broker of Record: Matt Chambers

License #: 481.000413

\$634,242

8.25% CAP

NOI

\$52,325

Building Area

±8,744 SF

Land Area

±0.84 AC

Year Built

2003

Lease Type

NN+

Occupancy

100%

- ✓ **Strong Population Base:** The property is situated in a densely populated area with over 20,000 residents within a 3-mile radius and more than 70,000 within 5 miles.
- ✓ **The Property Benefits from Excellent Accessibility, Being Close to Major Highways Including I-270 and I-55,** which facilitate convenient travel to and from the St. Louis metropolitan area. The site is positioned along W Main St, experiencing high daily traffic exceeding 15,000 vehicles per day.
- ✓ **Ongoing Tenant Investment:** Dollar General is actively upgrading and investing in this location, demonstrating long-term confidence in the site and the surrounding market.
- ✓ **Long-Term Tenant Stability:** Dollar General has occupied the site since 2003, consistently renewing lease options over the years, including the most recent renewal in 2023.
- ✓ **Nearby Points of Interest:** The property is strategically located near essential amenities and services, including **Anderson Hospital** (151 beds, 36,000+ emergency visits annually), **Southern Illinois University Edwardsville (SIUE)** (14,000 students, 2,500 faculty/staff), and **Lambert-St. Louis International Airport** (15 million annual passengers). Additionally, the property is near **Edwardsville School District 7** (7,500+ students) and **Gateway Regional Medical Center** (343 beds), further enhancing the area's attractiveness for families and professionals.
- ✓ **Dollar General, a Fortune 500 Company and One of the Largest Discount Retailers in the U.S.** operates over 20,000 stores across 47 states. Known for resilience and steady growth, Dollar General plays a crucial role in the local market by providing essential goods and household items. Their value-focused model aligns with local demographics, ensuring strong foot traffic and reliable income for the long term.
- ✓ **Glen Carbon Continues to Experience Strong Growth Through Retail and Residential Expansion.** Recent developments such as the **Hidden Hills Subdivision**, adding 104 single-family residential lots, and the **Orchard Town Center Expansion**, featuring new tenants like **Chick-fil-A** and **Olive Garden**, reflect the area's increasing demand. Additionally, **Southern Illinois University Edwardsville (SIUE)**'s ongoing expansion further stimulates the local economy and drives population growth.

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.

SECURE
NET LEASE

TENANT OVERVIEW

DOLLAR GENERAL GLEN CARBON, IL

Dollar General

Lessee: Dollar General

REVENUE

\$37.885 B

CREDIT RATING

BBB

STOCK TICKER

DG

LOCATIONS

20,022+

DOLLAR GENERAL

[dollargeneral.com](https://www.dollargeneral.com)

Dollar General Corporation (NYSE: DG) is proud to serve as America's neighborhood general store.

Founded in 1939, Dollar General lives its mission of Serving Others every day by providing access to affordable products and services for its customers, **career opportunities** for its employees, and literacy and education support for its hometown communities. As of **March 1, 2024**, the Company's **20,022** Dollar General, DG Market, DGX and pOpshelf stores across the United States and Mi Súper Dollar General stores in Mexico provide everyday essentials including food, health and wellness products, cleaning and laundry supplies, self-care and beauty items, and seasonal décor from our **high-quality private brands** alongside many of the world's most trusted brands such as Coca Cola, PepsiCo/Frito-Lay, General Mills, Hershey, J.M. Smucker, Kraft, Mars, Nestlé, Procter & Gamble and Unilever.

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**.



SUBJECT PROPERTY

IN THE NEWS

DOLLAR GENERAL GLEN CARBON, IL

Dollar General Says It's on Track To Open Roughly 800 Stores This Year

LINDA MOSS, MARCH 15, 2024 (COSTAR)

Dollar General, based in Goodlettsville, Tennessee, reiterated its plans Thursday to execute 2,385 real estate projects in fiscal 2024, including the opening of 800 stores, remodeling 1,500 and relocating 85 stores.

The retailer hit the **20,000-store** mark late last month, when it celebrated the grand opening of its location at 2115 W. Front St. in Alice, Texas. The firm is expanding its capital spending from **\$1.3 billion to \$1.4 billion** this year.

Dollar General's discussion of its aggressive expansion strategy was in contrast to the plans that its competitor, Chesapeake, Virginia-based Dollar Tree, laid out on Wednesday. Dollar Tree said it would shut **1,000 stores**, nearly all of them Family Dollar locations with just a few dozen of its namesake locations on the list. The **first 600** of those store closings are slated for this year, with the rest coming as store leases expire.

Expansion Plans Come a Day After Rival Dollar Tree Says It'll Close 1,000 Family Dollar Locations

"Customers are continuing to feel the impact of the last two years of inflation, which we believe is driving them to make trade-offs in the store," Dollar General CEO Todd Vasos said on a fiscal **fourth-quarter earnings** call Thursday. "We see this manifested in the continued pressure on sales in discretionary categories, as well as accelerated **share growth** and penetration **in private brand sales.**"

Last year, Dollar General and Dollar Tree **ranked No. 1 and No. 2** in U.S. store openings, according to retail analytics firm Coresight Research. But now Dollar Tree is grappling with a challenge that Dollar General doesn't have, how to turn around the troubled chain it acquired in **2015**, Family Dollar. Dollar Tree is working to rid its **store fleet** of poorly performing and **outdated Family Dollar locations.**

EXPLORE ARTICLE



Dollar General Surpasses Milestone of 5,000 Stores Nationwide Offering Fresh Produce

JANUARY 30, 2024 (BUSINESSWIRE)

More than 5,000 Dollar General stores carry the top 20 produce items typically sold in traditional grocery stores, which cover approximately 80 percent of the produce categories most grocery stores traditionally provide.

Dollar General (NYSE: DG) has surpassed its **latest milestone**, now offering fresh produce options in more than **5,000 stores** across the country. With this achievement, the retailer has more individual points of **produce distribution** than any other U.S. mass retailer or grocer. DG stores that carry produce provide consumers with a **curated assortment** of fresh fruits and vegetables, including tomatoes, onions, apples, strawberries, potatoes, sweet potatoes, lemons, limes, salad mixes, and more.

With more individual points of produce distribution than any other U.S. mass retailer or grocer, the Company provides access to fresh fruits and vegetables in thousands of communities

First announced in the Company's Q4 2022 earnings last March, DG has continued to make strides toward reaching this milestone and now, more than **5,000 DG stores** also carry the top **20 items typically** sold in traditional grocery stores which cover approximately **80 percent** of the produce categories most grocery stores traditionally provide.

"We are constantly looking for ways to better serve our customers and one of our top priorities is to ensure the communities we call **home have access** to fresh, affordable, and convenient food options," said Emily Taylor, executive vice president and chief merchandising officer at Dollar General.

EXPLORE ARTICLE



LEASE OVERVIEW

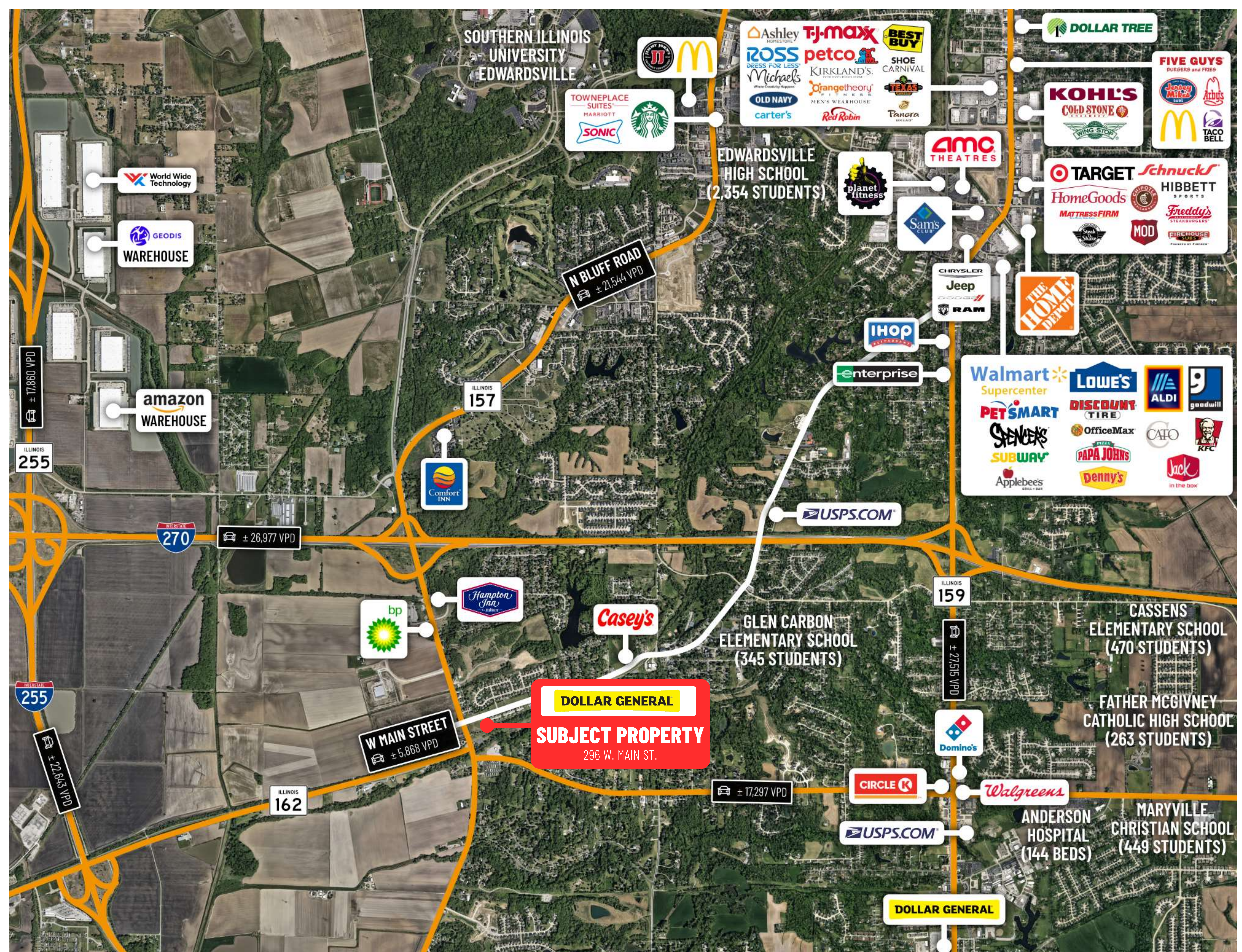
DOLLAR GENERAL GLEN CARBON, IL

Rent Commencement	July 2003
Lease Expiration	July 31, 2028
Options Remaining	1 Option Remains, W/ 4% Rent Increase
Current NOI	\$52,325
Landlord Responsibilities	<div>Roof, Structure, Parking Lot, Major HVAC Replacement</div> <div><ul style="list-style-type: none">• CAM Reimbursement of \$2,437.44 annually, covers HVAC minor repairs up to \$750 per occurrence• All interior premises and pays utilities• Dollar General National Insurance Plan• Full reimbursement of Real Estate Taxes</div>

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.



SUBJECT PROPERTY



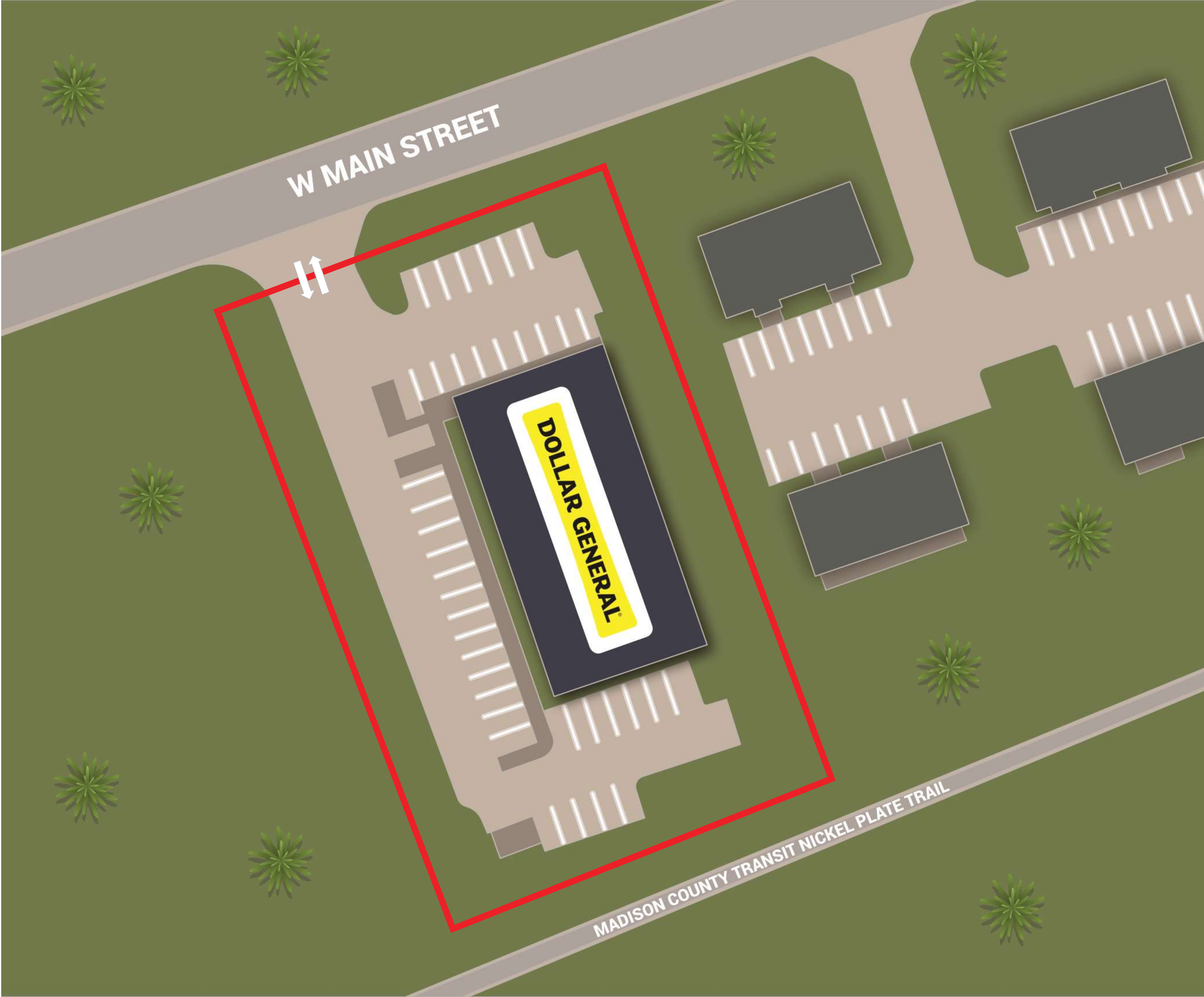
SITE OVERVIEW

DOLLAR GENERAL GLEN CARBON, IL

	Year Built	2003
	Building Area	±8,744 SF
	Land Area	±0.84 AC

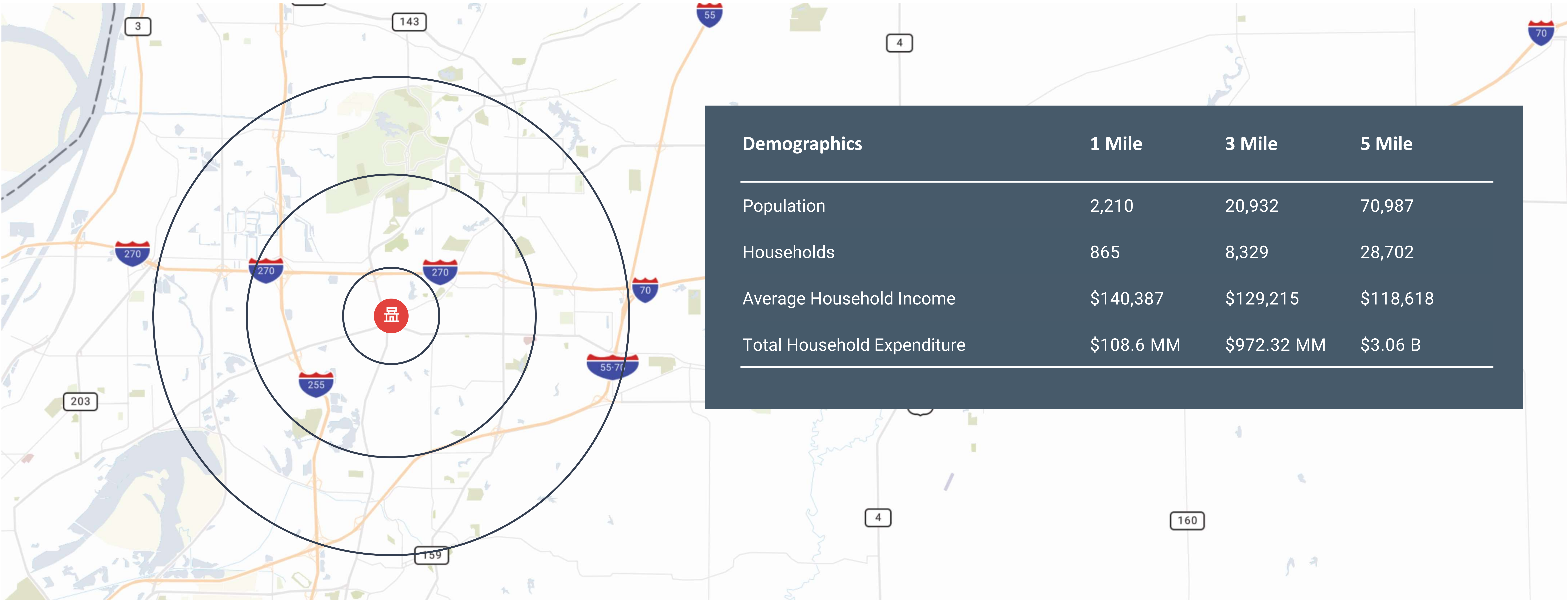
NEIGHBORING RETAILERS

- Walmart Supercenter
- Target
- Sam's Club
- Best Buy
- Lowe's
- Kohl's
- The Home Depot
- PetSmart
- ALDI
- OfficeMax



LOCATION OVERVIEW

DOLLAR GENERAL GLEN CARBON, IL



ECONOMIC DRIVERS (NUMBER OF EMPLOYEES)

1.

Amazon Inc. (6,800)
2.

Southern Illinois University Edwardsville (2,401)
3.

U.S. Steel, Granite City Works (1,400)
4.

Southwestern Illinois Health Facilities, Inc. (1,190)
5.

Phillips 66 Wood River Refinery (1,100)
6.

Wieland Group (1,100)
7.

Alton Memorial Hospital (1,017)
8.

Gateway Regional Medical Center (955)
9.

Edwardsville Community School District #7 (922)
10.

Madison County Government (888)
11.

Alton Community Unit School District (842)

LOCATION OVERVIEW

DOLLAR GENERAL GLEN CARBON, IL

Glen Carbon

Illinois(St. Louis MSA)



2.81 M

MSA Population



\$75,316

Median Household Income



Population growth has doubled in the past decade compared to regional average.

2X

#1 place to live in Madison County, Illinois

NICHE.COM

Glen Carbon, Illinois is a thriving community in Madison County, blending small-town charm with modern conveniences and growth potential.

Located within the St. Louis Metropolitan Statistical Area (MSA), Glen Carbon benefits from proximity to downtown St. Louis, providing businesses and residents with direct access to the economic hub of the region.

Glen Carbon enjoys proximity to St. Louis with convenient access to I-270 and I-55, fostering economic growth and retail demand.

The town boasts a steadily growing population, driven by developments like the Hidden Hills Subdivision, adding 104 single-family homes, and the Orchard Town

Center, attracting major retailers such as Chick-fil-A and Olive Garden. This economic activity, along with the presence of Southern Illinois University Edwardsville (SIUE), bolsters the area’s retail market and enhances overall livability. Glen Carbon’s recreational assets, including parks, trails, and outdoor amenities, contribute to its reputation as a family-friendly community. Annual events, farmers’ markets, and a commitment to green spaces foster a strong sense of community and sustainability, making Glen Carbon an appealing destination for both businesses and residents. Ongoing infrastructure projects further enhance the town’s development potential.

IN THE NEWS

DOLLAR GENERAL GLEN CARBON, IL

Two New Glen Carbon Subdivisions Moving Ahead

DALTON BROWN, MAY 29, 2024 (RIVER BENDER)

Two new subdivisions are moving forward in Glen Carbon after the Village Board unanimously approved the latest plats of both the Hidden Hills and Wein Subdivision projects.

Approved on Tuesday were a **Final Plat** for the Wein Subdivision and a Preliminary Plat for the Hidden Hills Subdivision. Erika Heil, director of **Community Development**, gave more **information** about each project at Tuesday’s Village Board meeting.

The Hidden Hills subdivision will be a single family residential subdivision consisting of 104 total single family lots

according to a memorandum sent by Heil to other village officials. Mockups submitted by engineering firm Thouvenot, Wade & Moerchen (TWM) show the lots arranged in close proximity to one another, with some wrapping around a total of **five cul-de-sacs**.

The developers of the Hidden Hills subdivision have requested variances from their originally submitted plans, and Heil said any **approved variances** have been incorporated into the final design. Those variances include smaller lot widths and side yard setbacks than required under the Village Code, as well as **high-density polyethylene piping** for storm water sewers in areas without pavement instead of reinforced concrete piping.

The Hidden Hills subdivision will be located between Meridian Road and Glen Carbon Road/N. Main St. just north of I-270. Heil noted that the final plat for Hidden Hills has already been **approved by** the **Planning & Zoning Board**, the village’s consultant engineers, and public works director Scott Slemer.

She described the Wein Subdivision as a **“minor subdivision”** just off Meridian Road. The project would essentially see one piece of land broken into two, though the developers are not seeking any variances for the project.

EXPLORE ARTICLE

Orchard Town Center Expanding With Three Potential New Businesses

DALTON BROWN, MAY 30, 2024 (RIVER BENDER)

Orchard Town Center in Glen Carbon continues to expand its business offerings, with two businesses signing letters of intent for two lots and another business recently under contract for a third lot. While the name of the business under contract has not yet been revealed, the mayor said it marks their first Illinois location.

Glen Carbon Mayor Bob Marcus announced during his **“State of the Village”** address earlier this week that **new businesses** are slated for **three lots** in Orchard Town Center, but shared few other details.

Phase 1 saw the addition of Chick-Fil-A, Olive Garden, and Plaza Tire Service, all of which are now open, as well as Club Car Wash. The Meijer grocery store remains the development’s anchor tenant, while Dick’s Sporting Goods transitions into Phase 2.

“Lots 10 and 11, they have letters of intent ... [Lot 12b] is recently under contract and going to be announced very shortly,” Marcus said. “An announcement will be made by the developer in the coming months, but it is their **first location** in Illinois.”

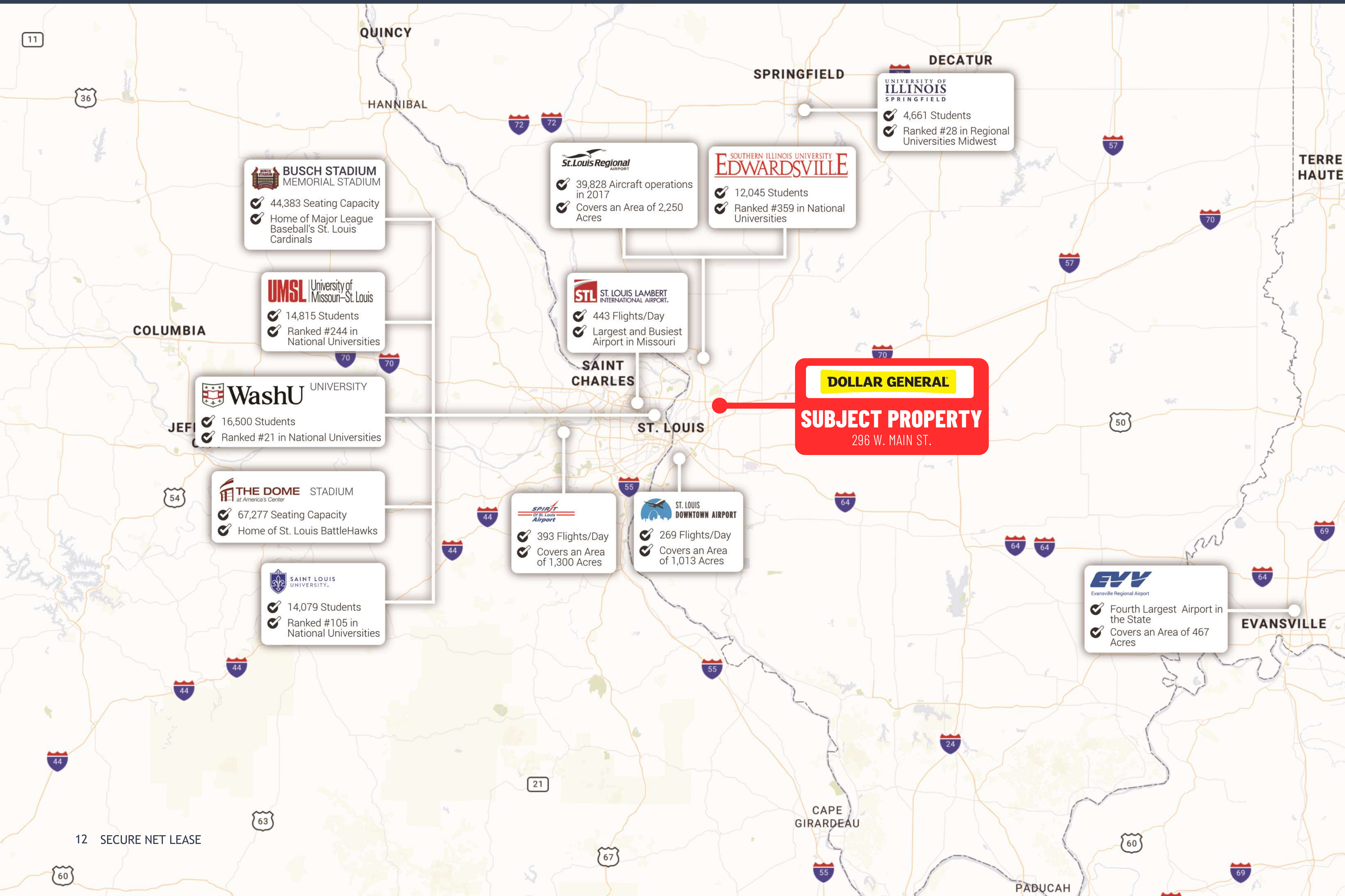
Marcus also said progress is being made on the center’s other previously announced businesses, including Dick’s Sporting Goods and Meijer, which are currently undergoing **mine remediation** to make the land of the former mining site usable for both projects.

He then gave a status update on the Orchard Town Center project overall, which recently concluded its **Phase 1 leasing effort**.

EXPLORE ARTICLE

METRO AREA

DOLLAR GENERAL GLEN CARBON, IL



DOLLAR GENERAL
SUBJECT PROPERTY
296 W. MAIN ST.

CALL FOR ADDITIONAL INFORMATION

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CALL FOR ADDITIONAL INFORMATION

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