



REPRESENTATIVE PHOTO

**DG**

CONFIDENTIAL OFFERING MEMORANDUM  
DOLLAR GENERAL | TERRE HAUTE, IN



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# Investment Highlights

## *Proven Dollar General Location with Extremely Low Rent*

- Established, successful Dollar General location (since 1999)
- Extremely low rent of \$4.95 per foot
- Building was recently remodeled
- Dollar General is committed to this location as evidenced by a recent early lease extension (four years early)
- Dollar General is an investment grade rated company (S&P: BBB)
- Publicly traded (NYSE: DG) with a market capitalization of \$29 billion
- 27 consecutive years of company same-store sales growth
- Additional uncapitalized income due to very favorable and rare reimbursement language

## *Ideally Positioned within a MSA of 170,000 People*

- Located in Terre Haute which has a MSA of 170,000+ people
- Located along US 40 (16,000 VPD)
- Average household incomes within a five mile radius are in excess of \$83,000 annually
- Approximately 55,000 people living within a five mile radius
- Terre Haute was a quarter-finalist in the 2015 America's Best Communities contest operated by Frontier Communications and Dish Network
- Terre Haute is home to Indiana State University (12,000+ students)
- Terre Haute is the county seat of Vigo County
- Minimal competition - nearest Walmart is 6.5 miles away, nearest Dollar General is 6.5 miles away and nearest Family Dollar is 8 miles away

## *Exceptional Location*



Located along US 40

**16,000**  
Vehicles per day

Terre Haute is home of Indiana State University



**12,000+**  
Students

Average household income within a five mile radius

**>\$83,000**



# Investment Overview

**DG** 9580 US Highway 40  
Terre Haute, IN 47803

PURCHASE PRICE  
**\$495,000**

LEASE TYPE  
**NN<sup>2</sup>**

CAP RATE  
**8.00%**

TENANT  
**Dollar General**

NET OPERATING INCOME  
**\$39,600<sup>1</sup>**

CREDIT RATING  
**Investment Grade (S&P: BBB)**

RENT COMMENCEMENT  
**February 1, 1999**

BUILDING SIZE  
**8,000 SF**

LEASE EXPIRATION  
**January 31, 2024**

LAND SIZE  
**.84 Acres**

RENTAL ESCALATIONS  
**None**

YEAR BUILT  
**1999**

RENEWAL OPTIONS  
**None**

STORE NUMBER  
**#4894**

<sup>1</sup> Per the lease, Landlord is reimbursed an amount significantly greater than actual expenses for Taxes, Insurance, and CAM providing for additional uncaptured income. The Landlord collected an additional \$5,053 in 2017. If this 2017 additional income were to be capitalized, the effective cap rate would be 9.02%.

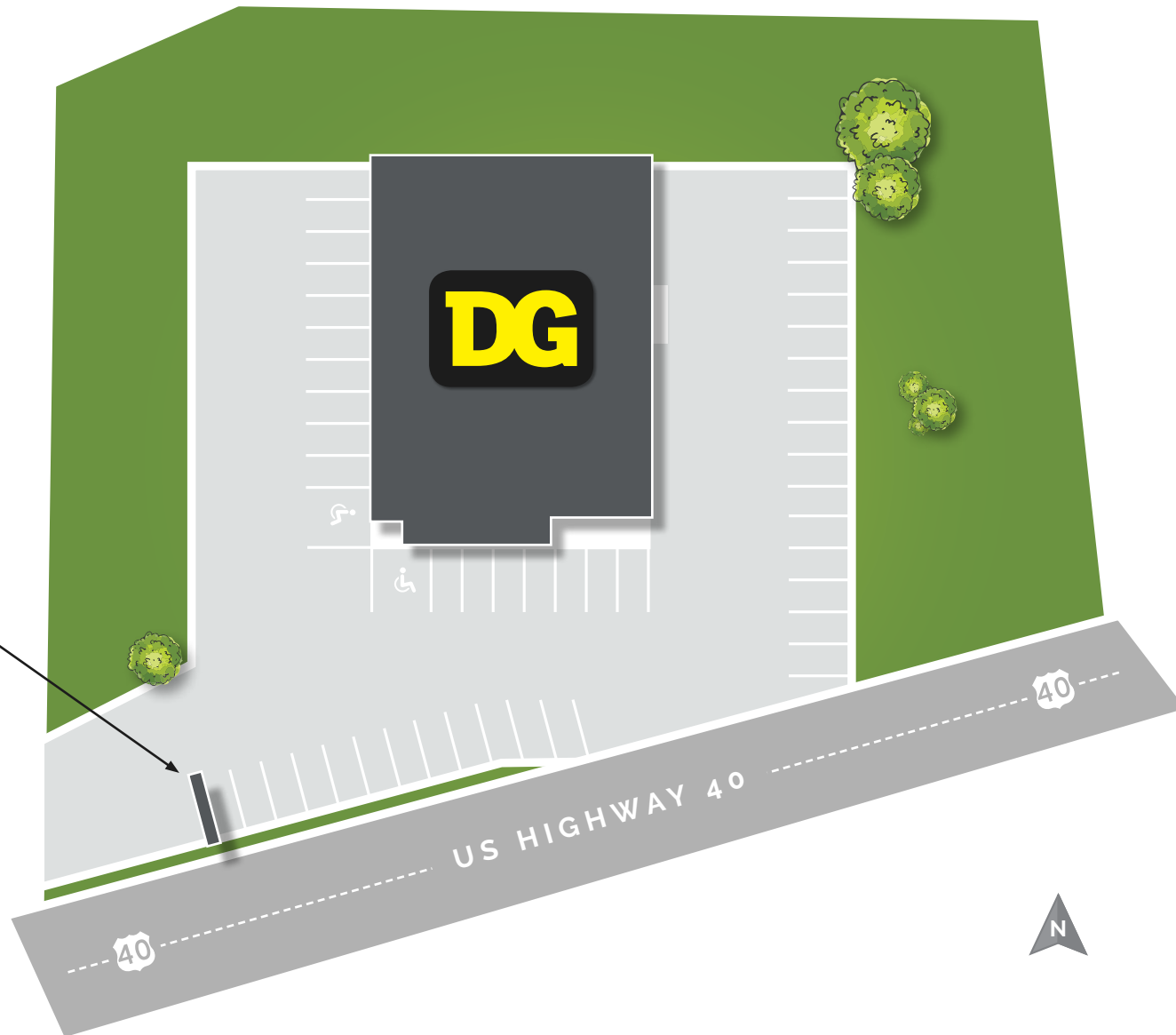
<sup>2</sup> Landlord is responsible for maintenance and replacement of roof, structure and capital repairs to parking lot. Landlord is only responsible for repairs, replacement of HVAC in excess of \$1,000 per occurrence.



## Site Plan

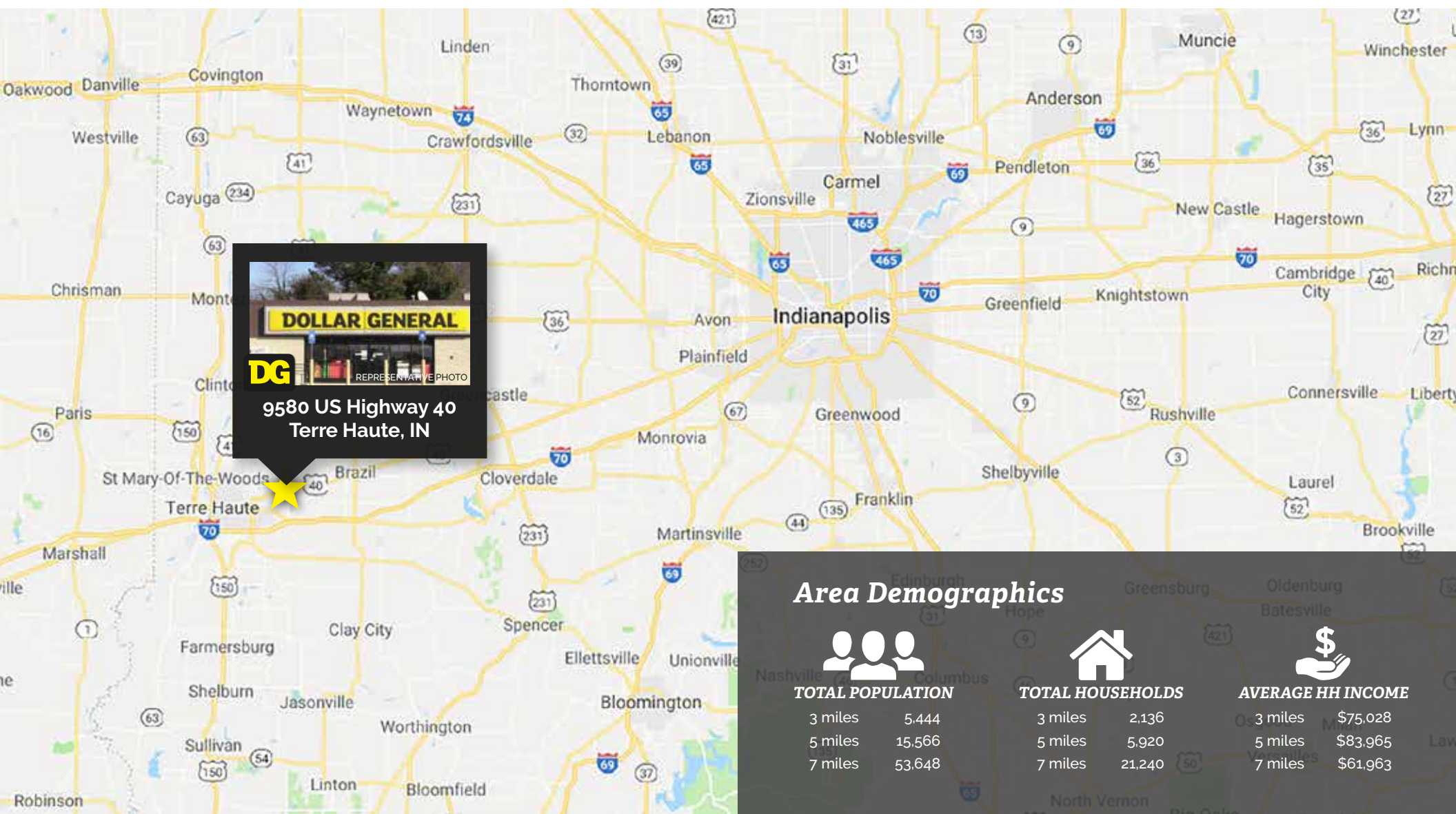


Monument Sign





# Map & Demographics



## Area Demographics



### TOTAL POPULATION

3 miles	5,444
5 miles	15,566
7 miles	53,648



### TOTAL HOUSEHOLDS

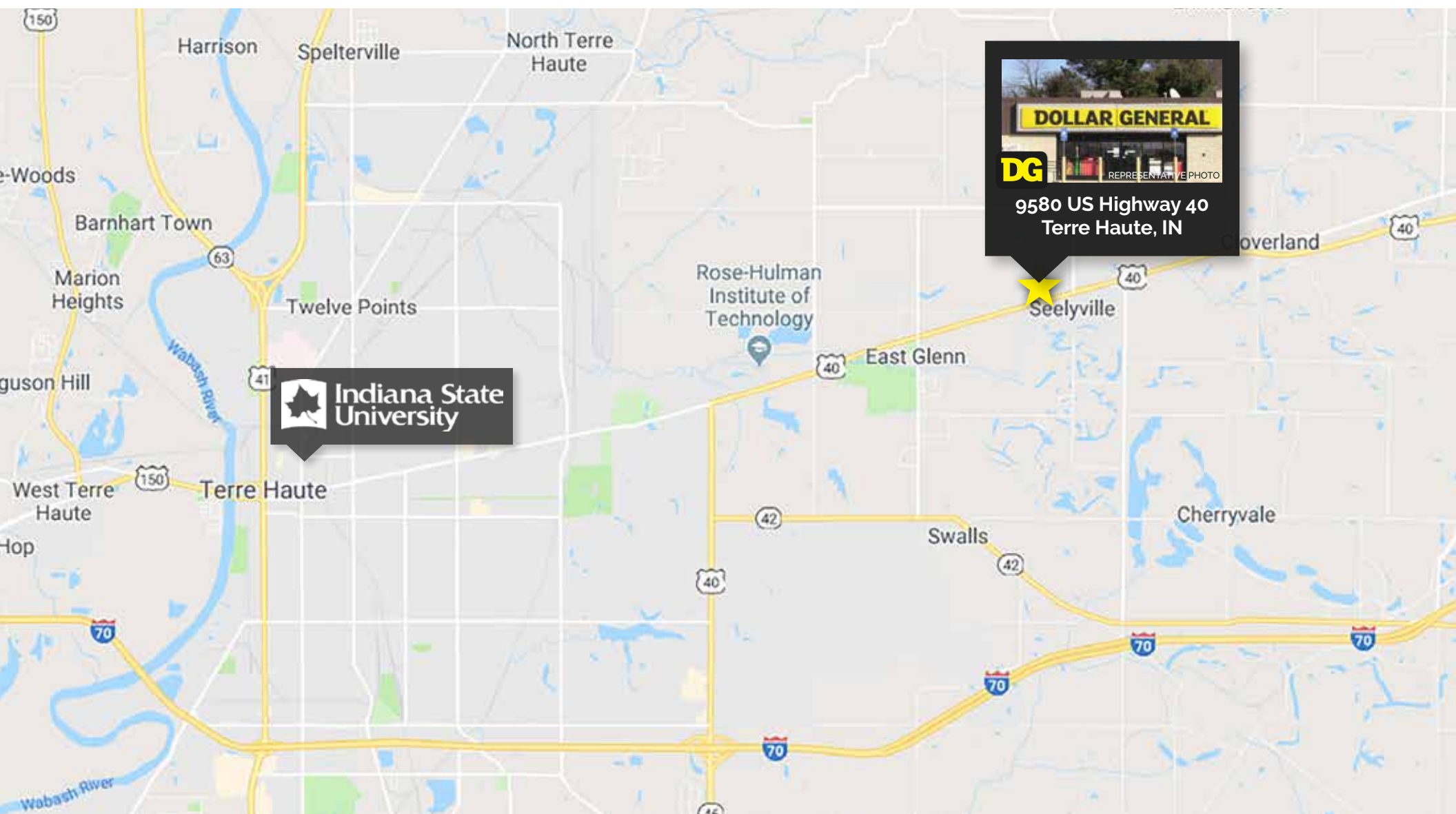
3 miles	2,136
5 miles	5,920
7 miles	21,240



### AVERAGE HH INCOME

3 miles	\$75,028
5 miles	\$83,965
7 miles	\$61,963

# Map & Demographics





## Location Overview

**Terre Haute** is a city in and the county seat of Vigo County, Indiana. Terre Haute is located in western Indiana near the Illinois-Indiana border. As of the 2010 US Census, the Terre Haute MSA had a total population in excess of 170,000 people. Terre Haute is benefits from its location along Interstate 70 and is served by several US Highways (40, 41 and 150).

Located along the Wabash River, Terre Haute is the self-proclaimed capital of the Wabash Valley. The city is home to several higher education institutions, including Indiana State University, Saint Mary-of-the-Woods College, Rose-Hulman Institute of Technology and Ivy Tech Community College of Indiana. Indiana State University has a total enrollment of 12,000+ students and is well-known as the alma mater of basketball player Larry Bird.

Terre Haute is home to the Vigo County Industrial Park which is home to some of the world's leading companies such as Companhia Siderurgica Nacional's cold-roll steel processing facility, Staples Corporation's Midwest Distribution Center, Advics automotive brake systems manufacturing facility and ThyssenKrupp Presta's automotive steering systems manufacturing facility and CertainTeed's fiber cement board manufacturing plant.

With the efforts of nonprofit groups such as Downtown Terre Haute and the expansion of the campus of Indiana State University, many positive changes have once again spurred growth downtown. Several new hotels and businesses have been added to the "Crossroads of America" near 7th & Wabash, outdoor events and festivals attract crowds nearly every weekend during the summer months and the 7th Street Arts Corridor and Terre Haute Children's Museum, completed in 2010, enhance the appeal of the downtown area. It was these developments over several years that inspired property owners throughout downtown to rehab and renovate their buildings, including Hulman & Company and many individual owners.

In addition to significant, recent advancements in manufacturing, downtown revitalization and higher education, Terre Haute continues to be a major regional center for health care, retail shopping, recreation, entertainment and the arts. The city was named the "Community of the Year" in 2010 by the Indiana Chamber of Commerce and was a quarter-finalist in the 2015 America's Best Communities contest operated by Frontier Communications and Dish Network.



# TERRE HAUTE

### Terre Haute Recognition





# Tenant Overview

**Dollar General** is a discount retailer that provides everyday low prices on name-brand products that are frequently used and replenished, such as food, snacks, health and beauty aids, as well as cleaning supplies, family apparel, housewares and seasonal items. Dollar General offers both name brand and generic merchandise — including off-brand goods and closeouts of name-brand items — in the same store, often on the same shelf. Although it has the word “dollar” in the name, Dollar General is not a dollar store by the strict definition of that term as most of its products are priced at more than \$1.00.

Dollar General was originally founded in 1939 by Cal Turner Sr. and his father J.L. Turner in Scottsville, Kentucky as J.L. Turner & Son, Inc. The company changed its name to Dollar General Corporation in 1968. Today, Dollar General operates over 14,000 stores in 43 states. Dollar General is headquartered in Goodlettsville, TN.

Dollar General is an investment grade rated company with a Standard & Poor's rating of BBB. Dollar General is currently the only dollar store company to be investment grade rated. Dollar General is publicly traded on the New York Stock Exchange as DG with a market capitalization of approximately \$29 billion. Dollar General's same-store sales have grown for 27 consecutive years.

**DOLLAR GENERAL**

Operates over

**14,000 Stores**



in **43 States**



Same-store sales have grown for

**27 Consecutive Years**

WEBSITE	<a href="http://www.dollargeneral.com">www.dollargeneral.com</a>
CREDIT RATING	Investment Grade (S&P: BBB)
STOCK SYMBOL	NYSE: DG
MARKET CAPITALIZATION	\$29 billion
NUMBER OF LOCATIONS	14,000+
HEADQUARTERS	Goodlettsville, TN



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