

DOLLAR GENERAL®

• 5 YEARS REMAINING ON LEASE • RECENT LEASE RENEWAL • HIGH QUALITY CONSTRUCTION •



In Association with JDS Real Estate Services, Inc. | A Licensed Ohio Broker #BRKP.0000151919

OFFERING MEMORANDUM
MOUNT GILEAD, OHIO



HANLEY INVESTMENT GROUP
REAL ESTATE ADVISORS

DOLLAR GENERAL[®]

OFFERING MEMORANDUM

MOUNT GILEAD, OH

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LOCATION

Dollar General
116 West High Street
Mount Gilead, OH 43338

OFFERING SUMMARY

Price:	\$990,000
Current Net Operating Income (NOI):	\$79,200
Capitalization Rate:	8.00%
Price per Square Foot:	\$90
Net Rentable Area:	10,944
Year Built:	2008-R
Lot Size (Acres):	0.80

FINANCING SUMMARY

All Cash or Cash to New Financing

(Contact Hanley Investment Group for Further Details)





- **Single Tenant Dollar General**
 - 5 years remaining on the primary lease term
 - Two 5-year options remaining with 10% rental increases
 - Minimal landlord responsibilities (roof & structure)
- **Seasoned Location:** With Dollar General successfully operating out of this location for the past 11 years
- **Recent Lease Renewal:** Demonstrating Dollar General's commitment to the location
- **Priced Below Replacement Cost at \$90 Per Square Foot**
- **High Quality Concrete Brick Construction**
- **Roof Currently Under Warranty**



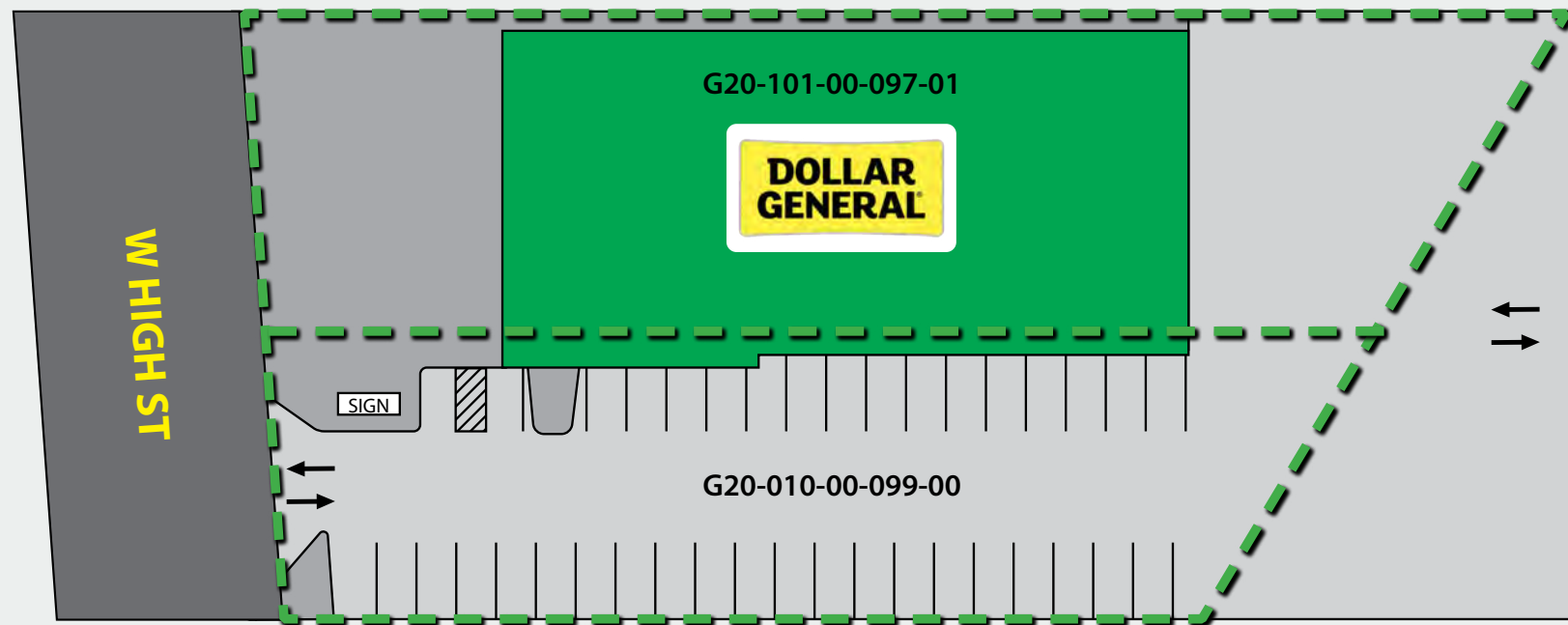
LEASE SUMMARY (1)

Tenant:	Dollar General	Renewal Options:	Two 5-Year Option with 10% Increases
Lease Commencement:	August 1, 2008	Property Taxes:	Tenant Reimburses
Lease Expiration:	July 31, 2024	Insurance:	Tenant Reimburses
Lease Type:	NN	Common Area Maintenance:	Tenant Responsibility
Net Operating Income:	\$79,200	Repairs & Maintenance:	Tenant Responsibility
Net Rentable Area:	10,944	HVAC (3):	Tenant Responsibility
Monthly Rent Per Square Foot:	\$0.60	Roof & Structure (4):	Landlord Responsibility
Rental Increases:	10% in Options	Parking Lot (2):	Tenant Reimburses

NOTES

- (1) All lease provisions to be independently verified by Buyer during the Due Diligence Period
- (2) Tenant reimburses the landlord in the amount of \$496.60 per month for the parking lot maintenance (not reflected in the NOI of \$79,200)
- (3) Tenant is responsible for all HVAC repairs under \$700 and is required to maintain an HVAC service contract
- (4) Roof currently under warranty





PROPERTY PARCEL

APN: G20-101-00-097-01
G20-010-00-099-00





2018 DEMOGRAPHICS

	Population	AHHI
1-Mile Radius	3,561	\$54,387
3-Mile Radius	5,902	\$57,231
5-Mile Radius	10,114	\$59,141

NORTHWOOD APARTMENTS
- 88 UNITS -

BROOKHAVEN APARTMENTS
- 60 UNITS -

SUBJECT PROPERTY
DOLLAR GENERAL

MT. GILEAD HIGH SCHOOL
- 338 STUDENTS -



First Federal
Bank of Ohio



H&R BLOCK

True Value
NAPA AUTO PARTS



DOWNTOWN COLUMBUS
- 50-MINUTE DRIVE -



MORROW COUNTY FAIRGROUNDS

MORROW COUNTY HOSPITAL
- 25 Beds -



DOLLAR TREE
AutoZone



verizon



FAMILY DOLLAR

95

61

MAIN STREET

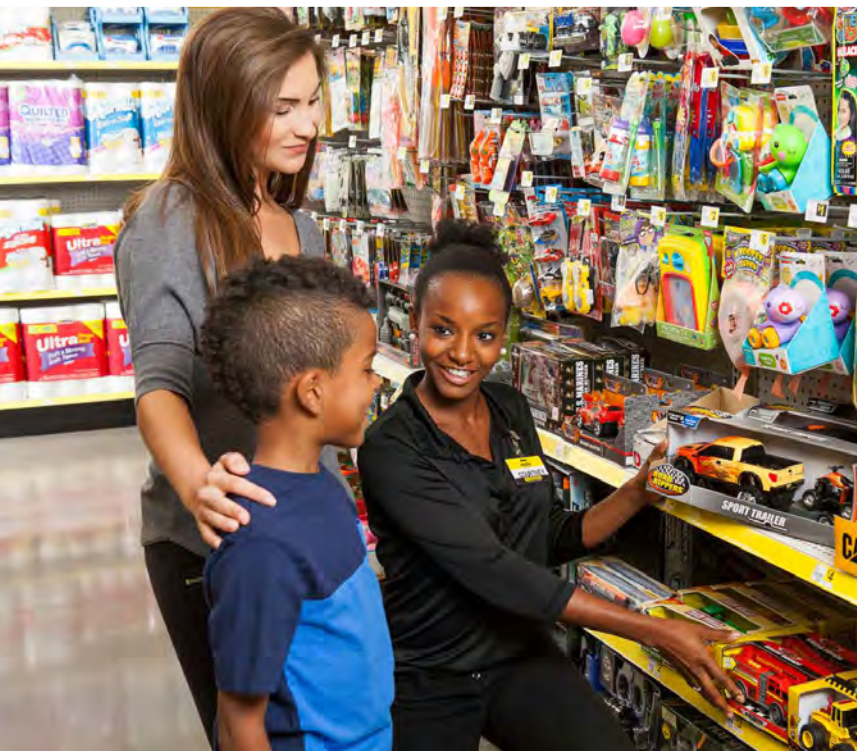
HIGH STREET

MARION STREET

MT GILEAD LAKES







DOLLAR GENERAL®

Dollar General Corporation is a discount retailer offering a range of merchandise comprising consumables, seasonal, home products, and apparel. Originally founded as a family-owned business in Scottsville, Kentucky in 1939, the company changed its name to Dollar General Corporation when it went public on the NYSE in 1968. As of March 2019, the company has approximately 135,000 employees in 15,597 retail stores located in 44 states.

The company reported annual sales of \$25.6 billion for 2018. Same store sales increased 3.2% from the prior year—the company's 29th straight year with an increase. Dollar General is ranked #119 on the Fortune 500 rankings of the largest U.S. corporations by total revenue.

In Q1 2019, the company's revenue increased by 8.2% (\$400 million) compared to Q1 2018. Comparable sales expanded by 3.8%, also exceeding management's full-year outlook, which calls for 2.5% growth. Dollar General closed the Q1 2019 quarter with a store count of 15,597, which equates to a net new store growth rate of 5.6% against the prior-year quarter.

Dollar General plans to execute approximately 2,075 real estate projects estimated in fiscal 2019. This expansion plan includes opening 975 new stores and remodeling 1,000 existing stores to enhance store sections such as beauty and health food. Dollar General also plans to test an initiative that allows shoppers to buy online and pick up at stores. The company believes this will increase store traffic as well as provide a boost in online sales.

- #119 "Largest U.S. Companies by Total Revenue" - Fortune (2019)
- #40 "Top U.S. Importers" - Joc.com (2019)

Company Type: Public (NYSE: DG; S&P: BBB)
Locations: 15,597
Website: www.dollargeneral.com

FORTUNE

Making Billions at the Dollar Store

By Phil Wahba | May 22, 2019

The boxy, brick-fronted shop in the town square of Scottsville, Ky. (population: 4,500), is one of the oldest stores in the Dollar General chain—and it looks its age. The aisles are cluttered; the ceilings are low; the lights are dim. There are rows of plastic storage containers, towers of paper towels, and fridges full of frozen pizzas—the kind of seemingly random, dirt-cheap bric-a-brac that fits the drab dollar-store stereotype.

But not far past the entrance, shoppers can spot something incongruous: a sleek cooler full of Starbucks drinks, topped by the coffee chain's smiley mermaid logo. There, a shopper can grab a Doubleshot espresso for \$2 or get two cans of frappuccino for \$5. They're the sort of modest extravagances associated more with bougie city thoroughfares than with rural town squares—and, with the nearest actual Starbucks a 30-minute drive away, in Bowling Green, they're a magnet for caffeine cravers. And frappuccinos aren't the only semi-upscale impulse purchase on the shelves. This Dollar General also offers Keurig K-Cups and Dannon yogurts; not long before Christmas, it started selling Lego kits priced from \$8 to \$20.

"Just because I don't have a lot of money, that doesn't mean I don't feel like having some of the finer things," says Todd Vasos, CEO of Dollar General, paraphrasing his prototypical shopper. "We can offer her both value and an indulgence she may want."

HIGH RETURNS ON LOWER INCOMES

Dollar General gets a much larger share of its business from low and lower-middle income households than its rivals do.

HOUSEHOLD INCOME OF CUSTOMER BASE:	DOLLAR GENERAL	WALMART	WALGREENS
LESS THAN \$25,000	30%	23%	18%
\$25,000 TO \$49,999	27%	25%	23%
\$50,000 TO \$74,999	18%	18%	19%
\$75,000 TO \$99,999	10%	12%	13%
\$100,000 AND MORE	16%	23%	27%

SOURCE: KANTAR

DOLLAR GENERAL®

- Generated one of the top performance records in retail. In 2018, the company reported its 29th straight year of same-store sales growth—despite minimal e-commerce.
- Racked up \$25.6 billion in revenue in 2018 and eclipsed Macy's in retail sales for the first time. Its stock is near an all-time high, giving it a market cap of \$33 billion, five times higher than Macy's.
- Now the largest U.S. retail chain by store count, with 15,472 stores, up from 8,400 a decade ago. Remarkably, some 75% of Americans now live within five miles of a Dollar General.



CLICK FOR ARTICLE



Mt. Gilead, Ohio

- County seat of Morrow County, Ohio
- Centrally located in "Mid-Ohio" just 50 minutes north from Columbus
 - 46 minutes from John Glenn Columbus International Airport
 - ◆ 140 nonstop flights to 34 airports; 7.3 million passengers annually
- Near U.S. Highway 42 and State Route 95 for convenient travel to both Columbus and Mansfield

ECONOMY

- Highest paying industries are professional, scientific and tech services (median income of \$85,875), management and administrative (median income of \$84,632), and public administration (median income of \$57,986)
- Automotive parts supplier Cardington Yutaka Technologies is the largest employer with nearly 1,000 employees
- Brand-new \$125 million Dollar Tree distribution center is projected to be fully operational by the end of summer 2019 with 400 employees, which will make it the area's second largest employer
- Morrow County Hospital is the community's primary healthcare facility and a major contributor to the local job market
- 3.0% unemployment rate; below the national average of 3.6%

EDUCATION

- Highly rated public school system (1,200+ K-12 students enrolled)

- 10+ colleges and universities within a 30-mile radius of the property, including Ohio State University Marion (1,250 students), Ohio State University Mansfield (1,100 students), Marion Technical College (2,500 students), and Ohio Wesleyan University (1,560 students)

TOURISM AND RECREATION

- Morrow County Fair Grounds - County fair grounds are located in the city; grounds include a dining hall, a 5-race horse barns, and a floral hall
- 191-acre Mt. Gilead State Park offers camping, fishing, watersports, and hiking in a peaceful wooded setting
 - \$7.9 million improvement project, completed in 2018, included a new dam and spillway, new canoe/kayak launch, and improved facilities
- Amish farms and shops east of Mt. Gilead draw tourists to the area

City of Mt. Gilead *at a Glance*

3.0%

UNEMPLOYMENT RATE
(BELOW NATIONAL AVERAGE OF 3.6%)



**MORE THAN 10 COLLEGES
WITHIN A 30-MILE RADIUS**



**HOUSES A \$125M DOLLAR TREE
DISTRIBUTION CENTER**
(400 EMPLOYEES)





	<u>1-Mile</u>	<u>3-Mile</u>	<u>5-Mile</u>
Population			
2023 Projection	3,711	6,119	10,546
2018 Estimate	3,561	5,902	10,114
2010 Census	3,469	5,752	9,917
2000 Census	3,117	5,414	9,276
Growth 2000-2010	11.29%	6.24%	6.91%
Growth 2010-2018	2.65%	2.61%	1.99%
Growth 2018-2023	4.21%	3.68%	4.27%
Households			
2023 Projection	1,547	2,427	4,052
2018 Estimate	1,453	2,305	3,846
2010 Census	1,448	2,289	3,838
2000 Census	1,287	2,119	3,542
Growth 2000-2010	12.51%	8.02%	8.36%
Growth 2010-2018	0.35%	0.70%	0.21%
Growth 2018-2023	6.47%	5.29%	5.36%
2018 Est. Population by Single-Classification Race			
White Alone	3,425	5,687	9,778
Black or African American Alone	21	37	54
American Indian and Alaska Native Alone	3	4	7
Asian Alone	10	19	36
Native Hawaiian and Other Pacific Islander Alone	1	5	8
Some Other Race Alone	12	18	34
Two or More Races	87	129	192
2018 Est. Population by Ethnicity (Hispanic or Latino)			
Hispanic or Latino	94	134	186
Not Hispanic or Latino	3,467	5,768	9,928
2018 Est. Average Household Income	\$54,387	\$57,231	\$59,141

CONFIDENTIALITY AGREEMENT

DOLLAR GENERAL



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The information contained herein does not purport to provide a complete or fully accurate summary of the Property or any of the documents related thereto, nor does it purport to be all-inclusive or to contain all of the information which prospective buyers may need or desire. All financial projections are based on assumptions relating to the general economy, competition, and other factors beyond the control of the Owner and Broker and, therefore, are subject to material variation. This Marketing Package does not constitute an indication that there has been no change in the business or affairs of the Property or the Owner since the date of preparation of the information herein. Additional information and an opportunity to inspect the Property will be made available to interested and qualified prospective buyers.

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\$6+ BILLION
retail sales nationwide



SHARED DATABASE
collaborative proprietary database



TOP BROKERAGE GLOBALLY
in investment sales



COSTAR POWER BROKER
top sales brokers & firm in OC



NATIONWIDE REACH
retail & investors across the U.S.