

AT&T AND HIBBETT SPORTS

MONROEVILLE, ALABAMA



CONFIDENTIAL OFFERING MEMORANDUM

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FINANCIALS

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TSCG



EXECUTIVE SUMMARY

INTRODUCTION

INVESTMENT SUMMARY

SITE PLAN

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HIBBETT SPORTS LEASE ABSTRACT



COASTAL ALABAMA
COMMUNITY COLLEGE
(1,288 STUDENTS)

Walmart
Save money. Live better.

GATE PRECAS
(150 EMPLOYEES)

MONROE COUNTY HOSPITAL
(49 BEDS)

MONROE SQUARE SHOPPING
CENTER (Aaron's, Factory
Connection, Polished Nails,
Trustmark Bank)

MOCKINGBIRD POINTE APARTMENTS
(56 UNITS)

CANDLEWICK SENIOR APARTMENTS
(40 UNITS)

PEOPLES
EXCHANGE BANK

REGENCY
SOUTHERN

REGIONS

W

CAPTAIN D'S

Pizza
Hut

G

McDonald's

Auto
Zone

HIBBETT
SPORTS

AT&T

Hardee's

INVESTMENT HIGHLIGHTS

- Strong national credit tenancy with AT&T and Hibbett Sports
- New 5-year lease with AT&T in September of 2019
- Recent Lease Extension with Hibbett Sports shows commitment to site
- Two, 5-year renewal options following both tenant's terms with optimal rental increases
- Low price point asset | offered at \$113 PSF
- Other retailers includes Walmart, ACE Hardware, Tractor Supply, McDonald's, Hardee's, Guthrie's, AutoZone, Walgreen's, Aaron's and more
- Adjacent to Coastal Alabama Community College (1,288 students) and Monroe County Hospital (94 beds)
- Compelling employment base surrounding the property: Alabama River Cellulose (430 employees), Billy Barnes Enterprises (200 employees), Gate Precast (175 employees) and Georgia-Pacific Panel Products (125 employees)



ADDRESS

1445 S Alabama Ave
Monroeville, AL 36460



YEAR BUILT

1995*



GLA

6,692 SF



LAND ACREAGE

0.6 Acres



TENANCY

Multi

*Full Interior renovation in 2019 on AT&T's space and 2010 on Hibbett Sport's space

HIBBETT
SPORTS

AT&T

\$757,000
9% CAP RATE



GROSS LEASEABLE AREA

6,692 SF

WEIGHTED REMAINING TERM

3.5 YEARS

ACREAGE

0.6 ACRES

YEAR 1 NOI

\$68,096
Tenants AT&T and Hibbett Sports

GLA 6,692 SF

Acreage 0.6 Acres

Lease Type NNN*

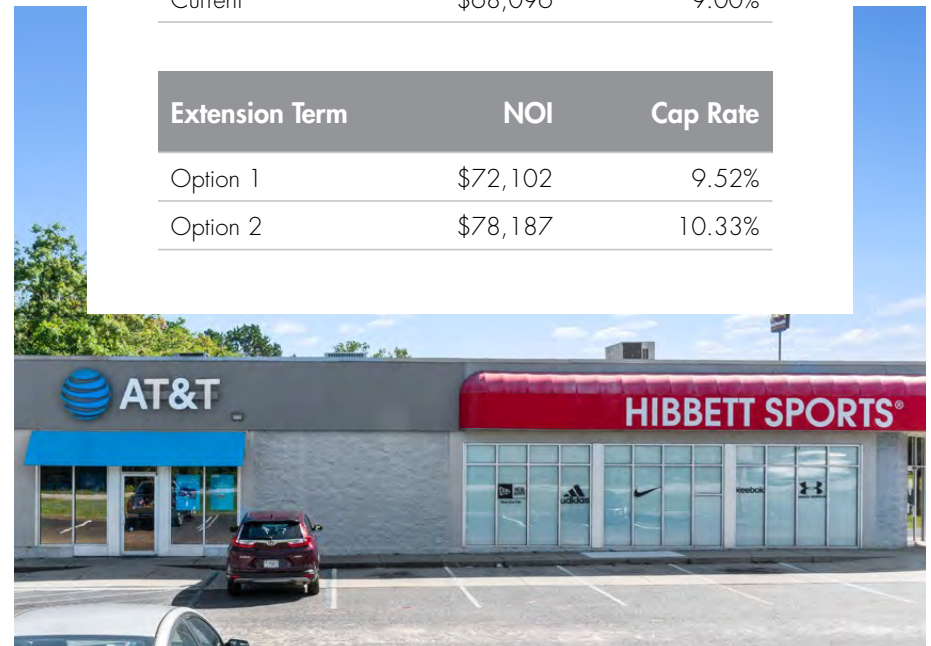
Options Two, 5-Year

*Tenant reimburses CAM, Taxes and Insurance. Landlord responsible for Roof & Structure.

CASH FLOW

Initial Term	NOI	Cap Rate
Current	\$68,096	9.00%

Extension Term	NOI	Cap Rate
Option 1	\$72,102	9.52%
Option 2	\$78,187	10.33%



MASON LOOP

VANITY FAIR DR.

SUBWAY

cricket
wireless
DOLLAR
GENERAL

Hardee's

AT&T
HIBBETT
SPORTS

McDonald's

MAYFIELD ST.

PEOPLES
EXCHANGE BANK

Pizza
Hut

Captain D's

S. ALABAMA AVE

Auto
Zone

Ford

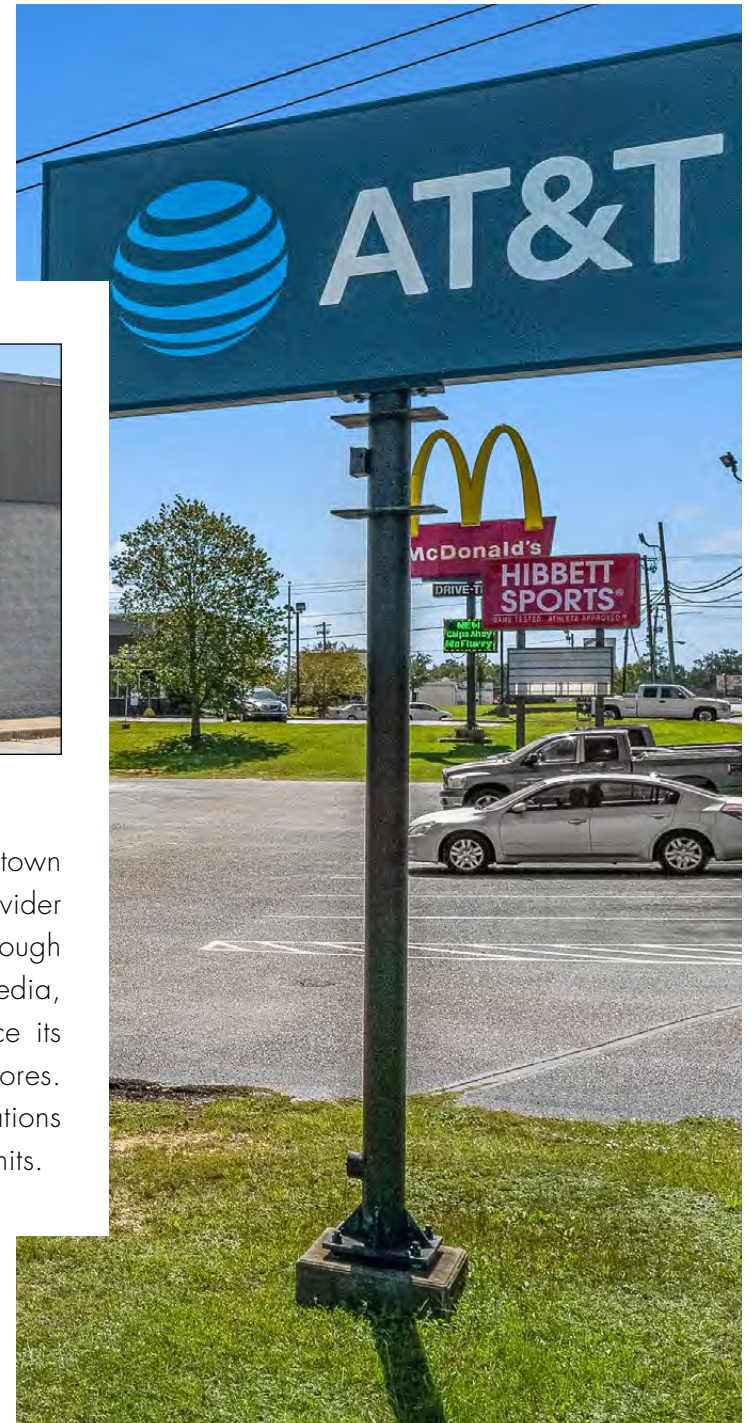
TENANT PROFILE – AT&T



Company Name	AT&T
Property Type	Service Provider
Ownership	Public
Number of Locations	5,800+
Number of Employees	243,000+
Headquarters	Dallas, TX
Traded As	NYSE: T
2019 Revenue	\$181 Billion
Traded On	NYSE
Ticker Symbol	QSR (Restaurant Brands International)



AT&T is an American multinational conglomerate holding company headquartered in Downtown Dallas, TX. The company is the world's largest telecommunications company, the largest provider of mobile telephone services and the largest provider of fixed telephone services in the US through AT&T Communications. Since June 14, 2018, it is also the parent company of WarnerMedia, making it the world's largest media and entertainment company in terms of revenue. Since its beginnings in 1983, AT&T has grown to 243,000+ employees and more than 5,000 retail stores. The company was recently ranked #9 on the Fortune 500 rankings of the largest US corporations by total revenue – \$181 billion (2019). This location is operated by a franchisee with 120 units.



LEASE ABSTRACT – AT&T



AT&T LEASE ABSTRACT

Tenant	Live Mobile, LLC d/b/a AT&T
Square Footage	2,600 SF
Tenant's Pro Rata Share	38.8%
Rent Commencement Date	9/6/19
Lease Expiration Date	9/30/24
Options	Two, 5-year options
Permitted Use	The sale of wireless communication products and services, cable television products and services, satellite products and services, video entertainment products and services, Internet access products and services, mobile electronic devices and services, and any other related products and services available now or in the future from Tenant.
Additional Rent	Tenant shall be responsible for pro rata share of Taxes, Insurance and CAM. CAM & Utilities: \$0.82 PSF Taxes: \$0.45 PSF Insurance: \$0.50 PSF Total: \$1.50 PSF
CAM	Tenant pays pro rata share of Landlord's costs actually incurred in maintaining and repairing the Common Areas.
Insurance	The cost of all insurance premiums: premiums for building insurance, fire, casualty and extended coverage, commercial general liability, flood coverages, malicious mischief, vandalism, workmen's compensation and employee's liability insurance and fidelity bonds.
Taxes	Tenant shall reimburse Landlord its pro rata share of Taxes levied against the Shopping Center. Tenant shall pay estimated amount of taxes monthly.
Landlord Responsibilities	Landlord to be responsible for roof & structure
HVAC	Landlord will be responsible for any cost of repairs or replacement to HVAC system which are in excess of \$1,500 annually.

AT&T RENT SCHEDULE

Current Term	Rent PSF	Monthly Rent	Annual Rent	Extension Term	Rent PSF	Monthly Rent	Annual Rent
9/6/19 - 9/30/24	\$9.25	\$2,004.17	\$24,050	Option 1	\$10.18	\$2,204.58	\$26,455
				Option 2	\$11.19	\$2,425.04	\$29,100



Company Name	Hibbett Sports
Property Type	Sporting Goods
Ownership	Public
Number of Locations	1,100+
Headquarters	Birmingham, AL
Traded As	NASDAQ: HIBB
2019 Revenue	\$1 Billion
2019 Revenue	\$181 Billion
Traded On	NYSE
Ticker Symbol	QSR (Restaurant Brands International)



Hibbett Sports is a leading athletic-inspired fashion retailer with over 1,000 stores in 32 states. The stores offer a broad assortment of quality athletic equipment, footwear and apparel at extremely competitive prices. They feature a core selection of brand-name merchandise for team and individual sports and localized apparel and accessories designed to appeal to customers within each market. The company was founded in 1945 and has grown to an S&P 600 Component. Hibbett Sports is a publicly traded company that trades on the NASDAQ under HIBB.



LEASE ABSTRACT – HIBBETT SPORTS



HIBBETT SPORTS LEASE ABSTRACT

Tenant	Hibbett Sporting Goods, Inc. d/b/a Hibbett Sports
Square Footage	4,092 SF
Tenant's Pro Rata Share	63%
Rent Commencement Date	1/1/11
Lease Expiration Date	12/31/23
Options	Two, 5-year options
Permitted Use	Retail sale of sporting goods, athletic shoes, apparel, sports fan licensed products and such other items as sold in other retail locations.
CAM Costs	The cost of maintaining, repairing, landscaping, painting and operating and insuring the Common Areas and Common Area Improvements . Admin Fee not to exceed 10% of CAM expenses.
Taxes	Tenant pays pro rata share of Taxes.
Insurance	Tenant shall reimburse Landlord for Tenant's Pro Rate Share of the insurance required to be carried by landlord hereunder as a component of the Common Area Costs.
Landlord Responsibilities	Landlord to be responsible for roof & structure
Assignment and Subletting	Tenant shall not assign or sublet the Leased Premises without prior written consent of Landlord.
HVAC	Landlord will be responsible for any cost of repairs or replacement to HVAC system which are in excess of \$1,300 annually.
Estoppel	Within thirty (30) days after either party's request.

HIBBETT SPORTS RENT SCHEDULE

Current Term	Rent PSF	Monthly Rent	Annual Rent	Extension Term	Rent PSF	Monthly Rent	Annual Rent
1/1/21 - 12/31/23	\$12.00	\$4,092.00	\$49,104	Option 1	\$12.50	\$4,262.50	\$51,150
				Option 2	\$13.50	\$4,603.50	\$55,242

LOCATION OVERVIEW



LOCATION MAP

TRADE AREA ZOOMED OUT

TRADE AREA ZOOMED IN

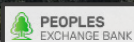
EMPLOYMENT MAP

CITY OVERVIEW

DEMOGRAPHICS

CANDLEWICK SENIOR APARTMENTS
(40 UNITS)

MOCKINGBIRD POINTE APARTMENTS
(56 UNITS)



S Alabama Ave (15,982 AADT)

NAMED LITERARY CAPITAL
of Alabama in 1997

Home to
TWO PULITZER PRIZE
NOVELISTS

Native Novelist wrote
TO KILL A MOCKINGBIRD



**Monroe County
High School
422 students**



Monroe County Hospital
94 beds





Hornady
Transportation
80 employees

8,544 AADT

8,721 AADT

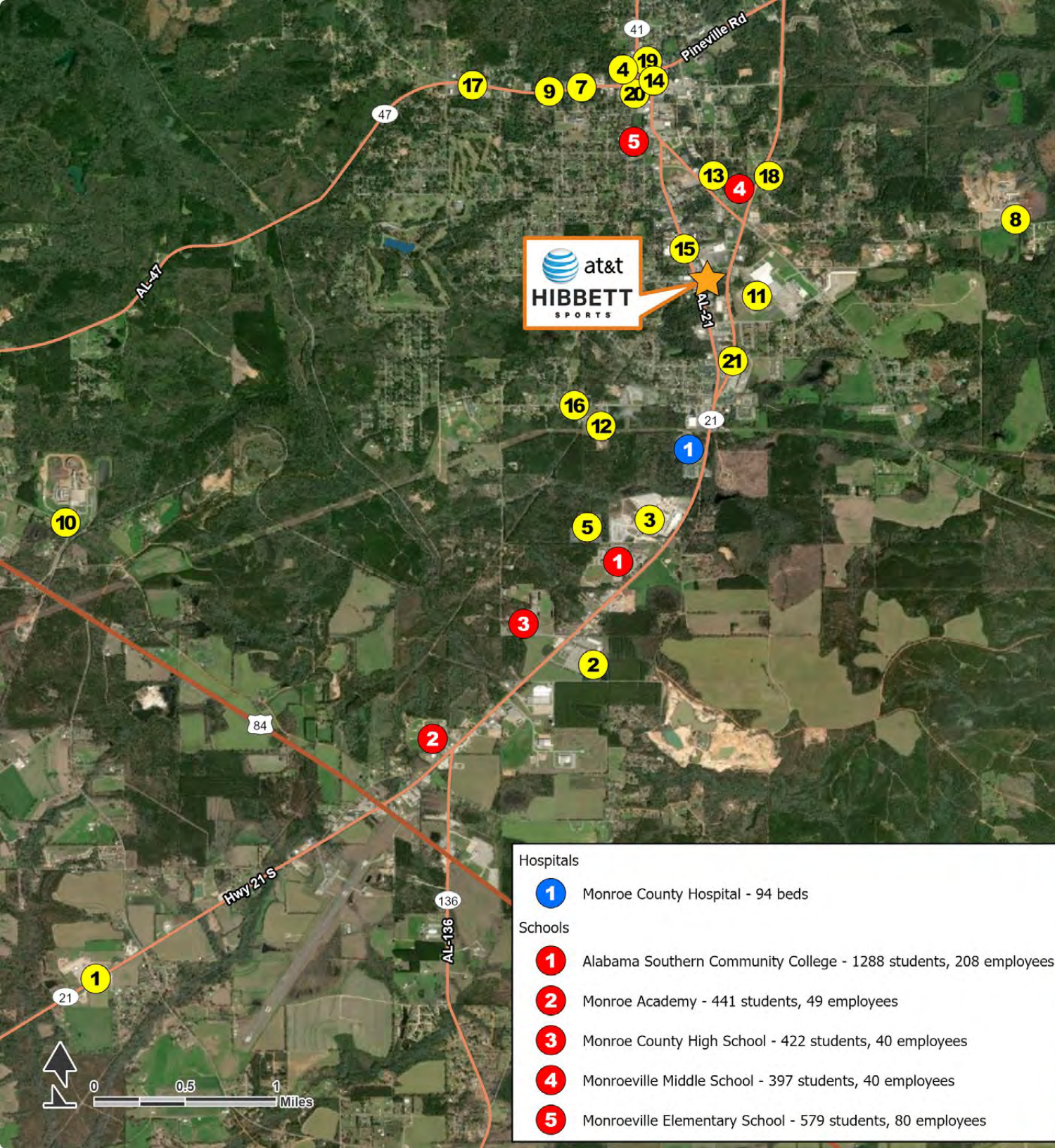


Monroe County Hospital
94 beds



0 0.1 0.2 Miles

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- Employers
- 1 Billy Barnes Enterprises Inc - 200 employees
 - 2 Walmart Supercenter - 200 employees
 - 3 Gate Precast Co - 150 employees
 - 4 Monroe County Revenue Commn - 140 employees
 - 5 Monroe County Health Dept - 140 employees
 - 6 Georgia-pacific Corp - 120 employees
 - 7 Monroe Manor Nursing Home Llc - 114 employees
 - 8 Harrigan Lumber Co Inc - 107 employees
 - 9 B D & S Svc Inc - 100 employees
 - 10 Rocky Creek Lumber Co - 80 employees
 - 11 Hornady Transportation Llc - 80 employees
 - 12 Hammer Inc - 60 employees
 - 13 Monroe County Board of Edu - 50 employees
 - 14 Monroe County Sheriff's Office - 50 employees
 - 15 Piggly Wiggly - 43 employees
 - 16 Gericare Medical Supply Inc - 40 employees
 - 17 Wolseley Industrial Group - 35 employees
 - 18 Booker Trucking - 32 employees
 - 19 Monroe County Jail - 32 employees
 - 20 County Garage - 30 employees
 - 21 Peoples Exchange Bank - 30 employees
 - 22 Monroe County Board of Edu - 31 employees

- Hospitals
- 1 Monroe County Hospital - 94 beds
- Schools
- 1 Alabama Southern Community College - 1288 students, 208 employees
 - 2 Monroe Academy - 441 students, 49 employees
 - 3 Monroe County High School - 422 students, 40 employees
 - 4 Monroeville Middle School - 397 students, 40 employees
 - 5 Monroeville Elementary School - 579 students, 80 employees



AREA OVERVIEW

Monroeville is the county seat of Monroe County Calhoun with a total population of 21,067 (2018 estimate). Monroeville is conveniently located 90 miles north of Mobile, AL and Pensacola; 100 miles south of Montgomery, AL; and 130 miles west of Dothan, AL. The city is known as the hometown to Pulitzer Prize writer, Harper Lee, who wrote *To Kill a Mockingbird*. An estimated 30,000 tourists visit the city annually to commemorate the novel with an amateur play.



ECONOMY

The town of Monroeville has diversified from one of the leading textile communities in the south to focusing on clusters in advance manufacturing, forestry and agriculture, logistics and aeronautics. The largest employers in Monroeville and Monroe County are Alabama River Cellulose (owned by Georgia Pacific – 430 employees), Gate Precast (175 employees) and Georgia-Pacific Panel Products (125 employees).



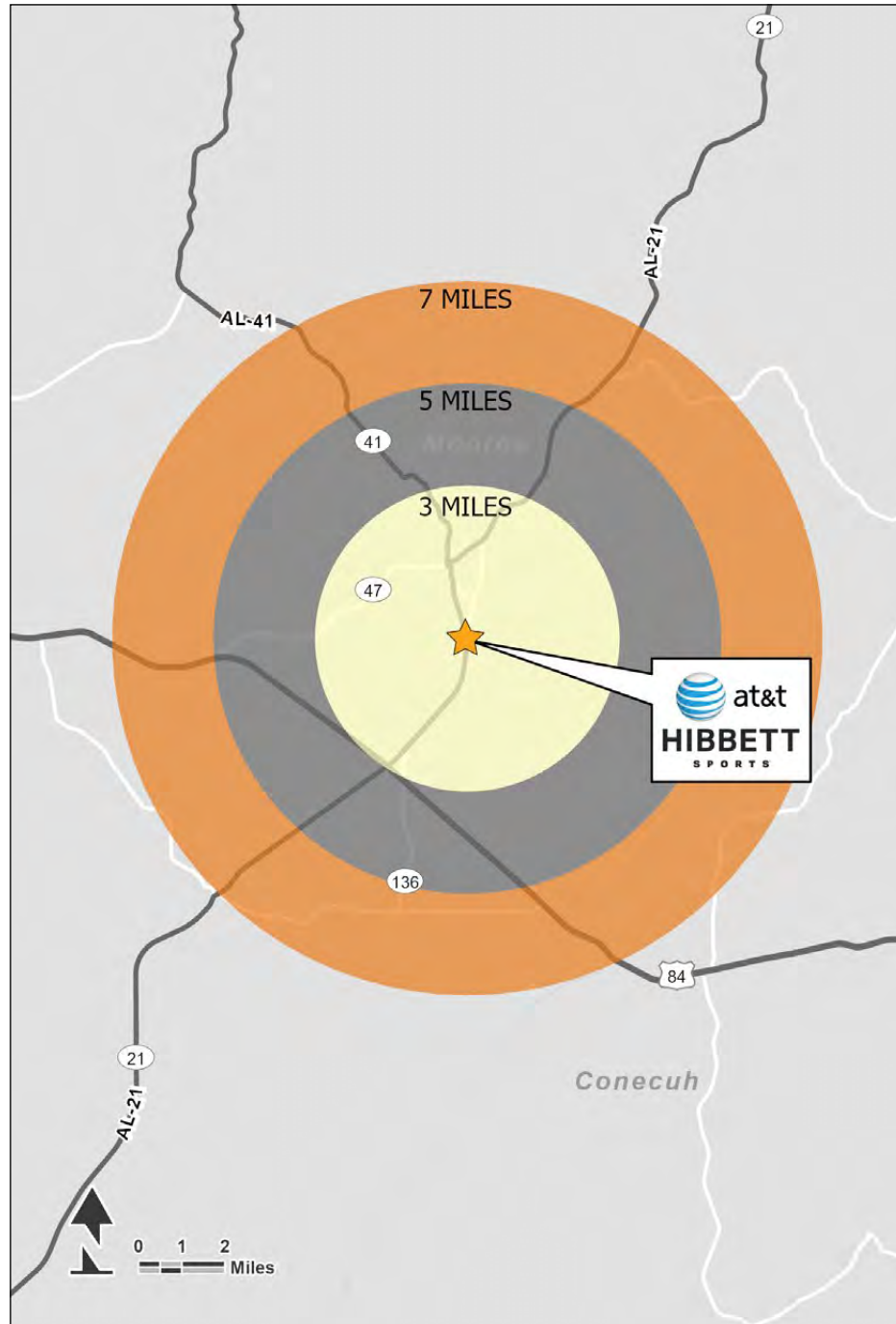
EDUCATION

The city of Monroeville serves six elementary, middle and high schools totaling nearly 3,400 students. Higher education within the town includes Coastal Alabama Community College (1,288 students), which is located 1.5 miles south of the Property.



TOURISM

One of the many noteworthy attractions to Monroeville is city's rich literacy heritage. Known for being the home of acclaimed novelists Harper Lee (*To Kill a Mockingbird*) and Truman Capote, Monroeville is a vibrant little city brimming with historic charm and southern charisma. The main points of interest in the city include the Heritage Museum, Monroe County Public Library, Atticus Finch Monument, Old Monroe County Bank and the Alabama Civil Rights Trail.



	3 Miles	5 Miles	7 Miles
Population			
2020 Total Population	6,608	10,392	13,984
2020 Male Population	3,137	4,969	6,754
2020 Female Population	3,470	5,423	7,230
2020 Median Age	42.2	41.4	41
Households			
2020 Total Households	2,741	4,168	5,551
2020 Owner Occupied Housing Units	1,453	2,382	3,411
Income			
2020 Average Household Income	\$53,493	\$52,095	\$51,273
2020 Median Household Income	\$34,746	\$34,636	\$33,832
Business			
2020 Businesses	444	506	574
2020 Employees	4,193	5,092	5,908
Daytime Population			
Total Daytime Population	7,692	10,927	14,138
Daytime Population: Workers	3,073	3,674	4,283
Daytime Population: Residents	4,619	7,253	9,855

FINANCIALS

RENT ROLL
CASH FLOW REPORT
PRICING



MONROEVILLE

MONROEVILLE PLAZA SHOPPING CENTER
(MARVIN'S AND TRACTOR SUPPLY)

HORNADY TRANSPORTATION
(80 EMPLOYEES)



SWEAT TIRE

DOLLAR
GENERAL

SUBWAY

cricket
wireless



AL-21 (8,544 AADT)

AL-21 Bypass (8,721 AADT)



RENT ROLL

Tenant Name	SF	Lease Term		PSF	Base Rental Rates as of Jan-21		Option(s)		Option Rental Rates			Expense Recovery Method
		Start	End		Monthly	Annual	(# / Yrs.)	Beginning	PSF	Monthly	Annual	
AT&T	2,600	9/6/19	9/30/24	\$9.25	\$2,004.17	\$24,050	Two / 5-Yrs.	Oct-24	\$10.18	\$2,204.58	\$26,455	NNN + 5% Admin Fee on CAM
								Oct-29	\$11.19	\$2,425.04	\$29,101	
Hibbett Sports	4,092	1/1/11	12/31/23	\$12.00	\$4,092.00	\$49,104	Two / 5-Yrs.	Jan-24	\$12.50	\$4,262.50	\$51,150	NNN + 10% Admin Fee on CAM
								Jan-29	\$13.50	\$4,603.50	\$55,242	

Tenant	SF	Percent of GLA
Leased	6,692	100.00%
Vacant	0	0.00%
TOTAL SF	6,692	100.00%



	Year 1 Dec-2021	Year 2 Dec-2022	Year 3 Dec-2023	Year 4 Dec-2024	Year 5 Dec-2025	Year 6 Dec-2026	Year 7 Dec-2027	Year 8 Dec-2028	Year 9 Dec-2029	Year 10 Dec-2030
Rental Revenue										
Potential Base Rent	73,154	73,154	73,154	75,801	77,605	77,605	77,605	77,605	82,358	84,342
Scheduled Base Rent	73,154	73,154	73,154	75,801	77,605	77,605	77,605	77,605	82,358	84,342
Total Rental Revenue	73,154	73,154	73,154	75,801	77,605	77,605	77,605	77,605	82,358	84,342
Other Tenant Revenue										
Expense Recoveries										
Insurance	2,300	2,369	2,440	2,513	2,589	2,666	2,746	2,829	2,914	3,001
CAM	3,226	3,322	3,422	3,525	3,630	3,739	3,851	3,967	4,086	4,209
Utilities	778	801	825	850	875	902	929	957	985	1,015
Taxes	3,183	3,278	3,377	3,478	3,582	3,690	3,801	3,915	4,032	4,153
Total Expense Recoveries	9,486	9,771	10,064	10,366	10,677	10,997	11,327	11,667	12,017	12,378
Total Other Tenant Revenue	9,486	9,771	10,064	10,366	10,677	10,997	11,327	11,667	12,017	12,378
Effective Gross Revenue										
	82,640	82,925	83,218	86,167	88,282	88,602	88,932	89,272	94,375	96,720
Operating Expenses										
Insurance	2,300	2,369	2,440	2,513	2,589	2,666	2,746	2,829	2,914	3,001
CAM	2,985	3,075	3,167	3,262	3,360	3,460	3,564	3,671	3,781	3,895
Utilities	763	786	809	834	859	885	911	938	967	996
Taxes	3,183	3,278	3,377	3,478	3,582	3,690	3,801	3,915	4,032	4,153
Mgmt Fee (4% of EGR)	3,306	3,317	3,329	3,447	3,531	3,544	3,557	3,571	3,775	3,869
Capital Reserve (\$0.30 PSF)	2,008	2,068	2,130	2,194	2,260	2,327	2,397	2,469	2,543	2,619
Total Operating Expenses	14,544	14,893	15,252	15,727	16,180	16,573	16,977	17,393	18,012	18,533
NET OPERATING INCOME	68,096	68,032	67,966	70,440	72,102	72,030	71,955	71,879	76,364	78,187

Valuation Assumptions

Analysis Start Date	January 1, 2021
Analysis Period	10 Years
Year One NOI	\$68,096
Cap Rate	9.00%
Square Footage	6,692

New Loan Terms

Interest Rate	January 1, 2021
Loan-to-Value Ratio (LTV)	10 Years
Amortization Period (in Yrs.)	\$68,096
Origination Fee	9.00%

Price

Cap Rate	Residual	Pricing	Price PSF
9.00%	9.50%	\$757,000	\$113.12

Unleveraged Analysis

Year 1 Cash on Cash	10-Year Unleveraged IRR
9.00%	9.94%

Leveraged Analysis

Loan Amount	Equity Required	Year 1 Cash on Cash	10-Year IRR
\$378,500	\$378,500	11.49%	14.48%





REPRESENTATIVE PHOTO

DISCLAIMER

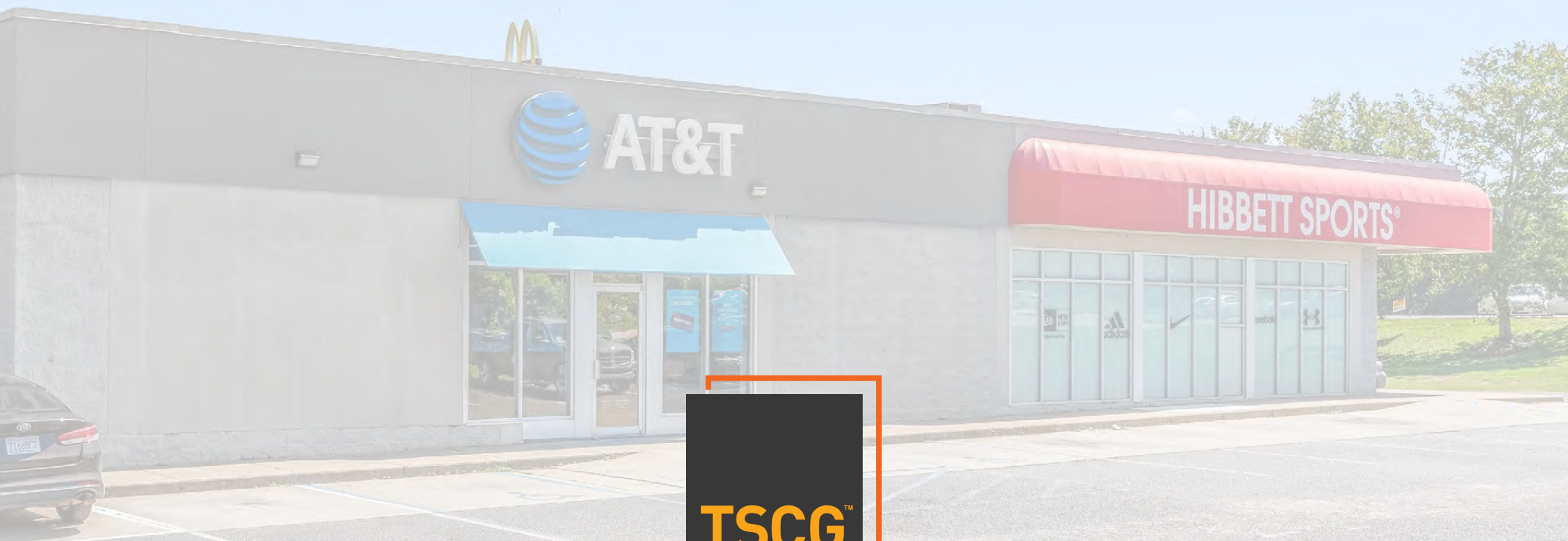
This Offering Memorandum has been prepared by TSCG for use by interested parties to evaluate the potential acquisition of AT&T and Hibbett Sports located in Monroeville, Alabama (the "Property"). All projections have been developed by TSCG, Owner and designated sources, are based upon assumptions relating to the general economy, competition, and other factors beyond the control of TSCG and Owner, and therefore are subject to variation. No representation is made by TSCG or Owner as to the accuracy or completeness of the information contained herein, and nothing contained herein is or shall be relied on as a promise or representation as to the future performance of the Property. Although the information contained herein has been obtained from sources deemed to be reliable and believed to be correct, TSCG, Owner and its employees disclaim any responsibility for inaccuracies and expect prospective purchasers to exercise independent due diligence in verifying all such information. Further, TSCG, Owner and its employees disclaim any and all liability for representations and warranties, expressed and implied, contained in, or for omissions from, the Offering Memorandum or any other written or oral communication transmitted or made available to the recipient.

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