

# DOLLAR GENERAL

Single-Tenant Investment Offering – 21+ Year Occupancy History  
Near 600+ Acre Major Industrial Warehouse Park Development Project



**INVESTMENT GRADE  
CORPORATE TENANT**

**NEW 5-YEAR LEASE  
EXTENSION**

**ST. LOUIS, MO  
METRO AREA**

**Marcus & Millichap**  
THE KLINK GROUP

# OFFERING MEMORANDUM



# DOLLAR GENERAL



# EXCLUSIVELY LISTED BY THE KLINK GROUP OF MARCUS & MILLICHAP

## Listing Agent Contact Information

### Jordan Klink

Senior Vice President of Investments  
Senior Director, National Retail Group  
Phone: 317.218.5316  
Email: jordan.klink@marcusmillichap.com

## Additional Klink Group Team Members

Nicholas Weaver  
Senior Associate

David Klink  
Associate

Quinn Andrews  
Associate

Richard Niewiadomski  
Financial Analyst

Jason Dean  
Debt Associate

Alec Neesham  
Debt Associate

Liz Popp  
Operations Manager

Sidney Bills  
Agent Administrator

Follow us on Social Media



**Marcus & Millichap**  
THE KLINK GROUP

**Broker of Record**  
**Steven Weinstock**  
One Mid America Plaza, Ste. 200  
Oakbrook Terrace, IL 60181  
Lic. #: 471.011175  
TEL: 630-570-2200



# 4101 Pontoon Road Pontoon Beach, IL 62040

**\$527,660**

**\$37,200**

**7.05%**

ADDRESS		PRICE		CURRENT NOI	CAP RATE
<b>\$63.96</b>	<b>8,250 SF</b>	<b>\$4.51</b>	<b>1999/2017</b>	<b>0.74 Acres</b>	<b>Fee Simple</b>
PRICE PER SF	GLA	RENT PER SF	YEAR BUILT/RENOVATED	LOT SIZE	Ownership Interest

The Klink Group of Marcus & Millichap is pleased to present for sale a Dollar General single-tenant investment offering in Pontoon Beach, Illinois, a community within metro St. Louis. Built in 1999 and renovated in 2017, Dollar General has been operating at this location for more than 21+ years. In March 2021, Dollar General again exercised another five-year renewal option demonstrating commitment to the subject site. Pontoon Beach is predominantly positioned along Interstate 70; Amazon has three fulfillment centers in Edwardsville which is adjacent to Pontoon Beach and just opened a fulfillment center in Pontoon Beach's Gateway TradePort, a master planned industrial warehouse park which is currently under development comprising of 600+ acres and a planned 7,500,000 square feet of bulk distribution, warehouse & logistics space. This development will be a major economic driver within the community for decades to come.

Dollar General (NYSE: DG) is one of the largest discount retailers in the US with more than 17,000 stores in 46 states and growing. Dollar General's market capitalization is more than \$50 billion and the company has an investment-grade corporate credit rating through the major rating agencies.

## Investment Highlights

- Corporate Dollar General Investment – Just Renewed Another Five-Year Renewal Option
- Major Industrial Warehouse Park Being Developed Nearby With Amazon on 600+ Acres
- Historical Occupancy-Tenant Has Been at this Location Since 1999
- Attractive Price Point & Low Price Per Square Foot
- Sustainable Rental Income with Below Market Average Rent Per Square Foot
- No Market Competition-This Location Serves as the Main Dry Good and Discount Store in Pontoon Beach



## LEASE SUMMARY

<b>Tenant:</b>	Dollar General
<b>Guaranty:</b>	Corporate
<b>Lease Start Date:</b>	August 1999
<b>Lease End Date:</b>	June 30, 2026
<b>Lease Type:</b>	Double-Net
<b>Remaining Firm Lease Term:</b>	5 Years
<b>Options:</b>	One, Five-Year
<b>Tenant Responsibilities:</b>	CAM (\$1,200), Insurance (\$1,200) and Real Estate Taxes (\$8,250)
<b>Landlord Responsibilities:</b>	Roof & Structure

## RENT SCHEDULE

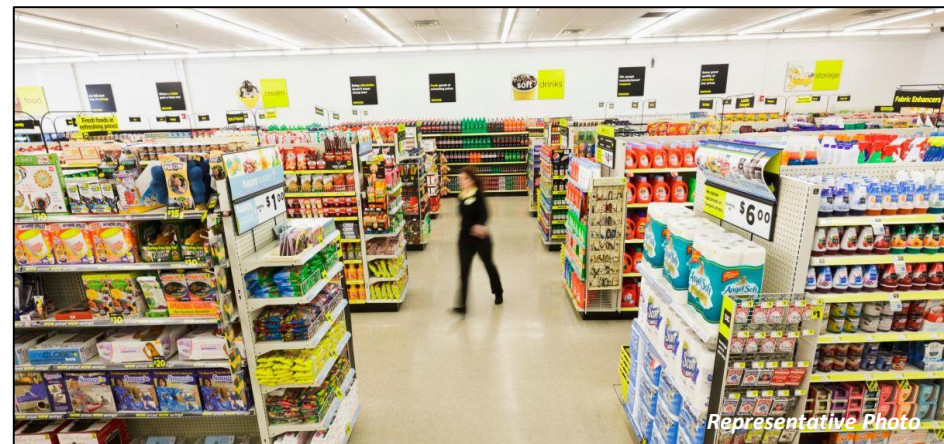
Lease Term	Annual Rent	Cap Rate
Current – June 30, 2026	\$37,200	7.05%
Renewal Option (5 Year)	\$39,600	7.50%



Representative Photo



Representative Photo



Representative Photo

# DOLLAR GENERAL

Dollar General operates a chain of over 17,000 discount stores in 46 states, as of 10/30/2020 primarily in the Southern and Eastern US, the Midwest, and the Southwest. The company offers basic household supplies including cleaning supplies, health and beauty aids, food and apparel. Most of the merchandise which is carried in the Dollar General stores is priced between \$1 and \$35. It generates about 75 of sales from consumables and another 10 percent from seasonal items.



**PUBLIC**

**COMPANY TYPE**

**\$27.8 B (2019)**

**SALES VOLUME**

**BBB**

**S&P CREDIT RATING**

**17,000+**

**LOCATIONS**

**GOODLETTSVILLE, TN**

**HEADQUARTERS**

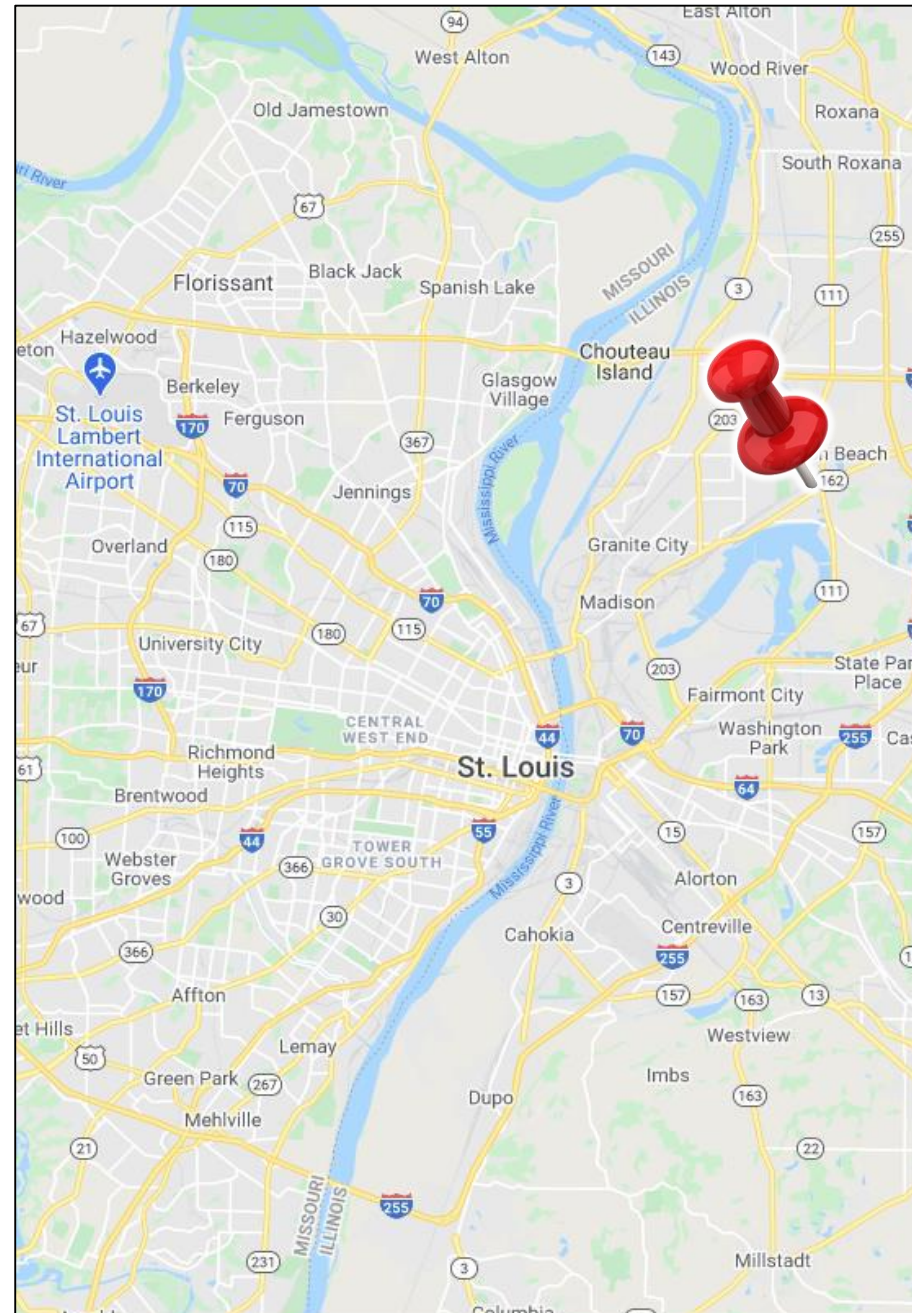


# DEMOGRAPHICS

POPULATION	1 mile	3 mile	5 mile
2010 Population	4,426	15,273	28,220
2020 Population	4,347	14,657	26,995
2025 Population Projection	4,323	14,510	26,706
Median Age	40.5	42.4	42.1

HOUSEHOLDS	1 mile	3 mile	5 mile
2010 Households	1,736	6,238	11,603
2020 Households	1,706	5,975	11,085
2025 Household Projection	1,697	5,914	10,965
Owner Occupied	1,220	4,388	8,370
Renter Occupied	478	1,525	2,595
Avg Household Size	2.6	2.4	2.4
Avg Household Vehicles	2	2	2

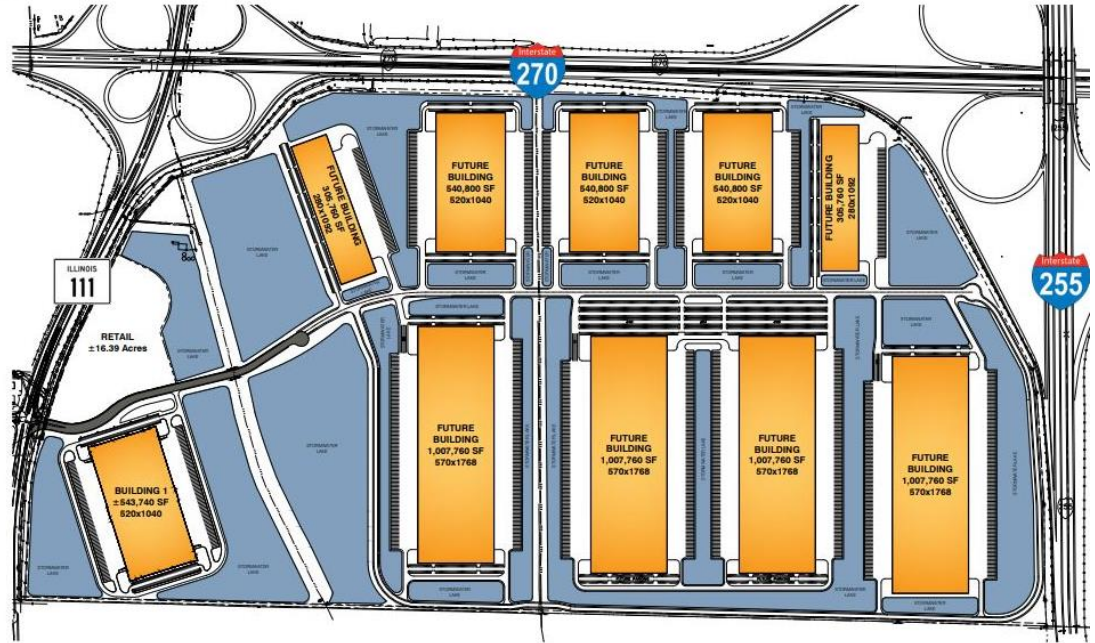
INCOME	1 mile	3 mile	5 mile
Avg. Household Income	\$67,499	\$71,836	\$66,852
Median Household Income	\$60,444	\$59,136	\$55,584
< \$25,000	286	1,132	2,208
\$25,000 - 50,000	439	1,401	2,729
\$50,000 - 75,000	390	1,265	2,473
\$75,000 - 100,000	322	972	1,807
\$100,000 - 125,000	91	388	693
\$125,000 - 150,000	63	228	375



# Gateway TradePort

Pontoon Beach, IL

Gateway TradePort is a  $\pm 7,500,000$  SF,  $\pm 600$ -acre, master planned industrial park, providing unmatched incentives, interstate access and labor supply. Located in metro St. Louis, Gateway TradePort delivers the right combination of better access, better incentives and better buildings, at the right time. This is NorthPoint's fourth industrial development in this market since 2016, and its first development in St. Louis' Metro East submarket. NorthPoint closed on the land purchase January 31st, 2019. The industrial park will have market leading tax abatement. Building 1 (GTP1) will be approximately 540,000 SF to start construction in March of 2019 for a delivery of early Q4.



## Amazon opening two fulfillment facilities in Edwardsville, creating 1,000 jobs

In 2016, Amazon announced that it would be building/retrofitting two distribution centers in Edwardsville, IL, bringing 1,000 new jobs and adding a big name to a growing distribution and logistic hub in the Metro East.

The three warehouses, each in excess of 700,000 square feet, will serve the surrounding region, but are capable of shipping to 185 countries. One center will handle large items — big screen TVs, sports equipment or kayaks — while another will handle smaller items such as books and electronics.





# Saint Louis, MO

## ST. LOUIS OVERVIEW

Known for its Gateway Arch, the St. Louis metro is situated near the geographic center of the United States, within 500 miles of one-third of the U.S. population, and it has nearly 2.8 million residents. The metro encompasses the city of St. Louis; the Missouri counties of St. Charles, Jefferson, Franklin, St. Louis, Lincoln, Warren and Washington; and the Illinois counties of Madison, St. Clair, Macoupin, Clinton, Monroe, Jersey, Bond and Calhoun. St. Louis is the most populous county with 1 million people. The city of St. Louis, which is located at the confluence of the Mississippi and Missouri rivers, contains approximately 316,000 citizens and is the only city in the metro with a population of more than 90,000 residents.

## METRO HIGHLIGHTS



### CENTRAL LOCATION

The central U.S. location and Mississippi River accessibility allow for fast access to markets both domestically and internationally.



### EXCELLENT TRANSPORTATION SYSTEM

The St. Louis metro has extensive freight, rail, air and sea transportation systems, facilitating shipping and distribution of goods worldwide.



### AFFORDABLE COST OF LIVING

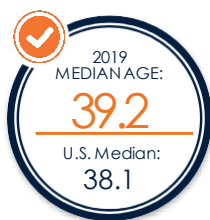
Home prices are well below other large markets in Midwestern states and the U.S. overall.



# Saint Louis, MO

- The metro is expected to add more than 40,000 people through 2024, which will result in the formation of approximately 23,000 households.
- A median home price below the national level has produced a homeownership rate of nearly 62 percent, which is well above the national rate of 57 percent.
- Roughly 33 percent of people age 25 and older hold bachelor's degrees; among those residents, 13 percent also have earned a graduate or professional degree.

## 2019 Population by Age



## QUALITY OF LIFE

The metro boasts numerous public and private golf courses, more than 100 parks, 200 miles of trails and the Gateway Arch. Many of St. Louis' premier attractions, including the St. Louis Zoo, the St. Louis Art Museum, the Missouri History Museum and the Municipal Opera, are located in Forest Park. The park features golf courses and athletic fields. The area houses the St. Louis Cardinals and the St. Louis Blues. Nearby is the Lake of the Ozarks, offering destinations for hunting, fishing, camping, hiking and spelunking. There are more than 40 colleges, universities and technical schools in the metro, enrolling around 200,000 students a year. Washington University in St. Louis is highly ranked among U.S. universities.



## SPORTS



## EDUCATION

UMSL

Washington University in St. Louis



SAINT LOUIS UNIVERSITY  
EST. 1818

Webster UNIVERSITY



## ARTS & ENTERTAINMENT

ST. LOUIS SYMPHONY  
LIVE AT POWELL HALL

Six Flags  
ST. LOUIS

CAM  
Contemporary Art Museum St. Louis

GATEWAY ARCH



# CONFIDENTIALITY & DISCLOSURE

The information contained in the following Marketing Brochure is proprietary and strictly confidential. It is intended to be reviewed only by the party receiving it from Marcus & Millichap and should not be made available to any other person or entity without the written consent of Marcus & Millichap. This Marketing Brochure has been prepared to provide summary, unverified information to prospective purchasers, and to establish only a preliminary level of interest in the subject property. The information contained herein is not a substitute for a thorough due diligence investigation. Marcus & Millichap has not made any investigation, and makes no warranty or representation, with respect to the income or expenses for the subject property, the future projected financial performance of the property, the size and square footage of the property and improvements, the presence or absence of contaminating substances, PCB's or asbestos, the compliance with State and Federal regulations, the physical condition of the improvements thereon, or the financial condition or business prospects of any tenant, or any tenant's plans or intentions to continue its occupancy of the subject property. The information contained in this Marketing Brochure has been obtained from sources we believe to be reliable; however, Marcus & Millichap has not verified, and will not verify, any of the information contained herein, nor has Marcus & Millichap conducted any investigation regarding these matters and makes no warranty or representation whatsoever regarding the accuracy or completeness of the information provided. All potential buyers must take appropriate measures to verify all of the information set forth herein.

## SPECIAL COVID-19 NOTICE

All potential buyers are strongly advised to take advantage of their opportunities and obligations to conduct thorough due diligence and seek expert opinions as they may deem necessary, especially given the unpredictable changes resulting from the continuing COVID-19 pandemic. Marcus & Millichap has not been retained to perform, and cannot conduct, due diligence on behalf of any prospective purchaser. Marcus & Millichap's principal expertise is in marketing investment properties and acting as intermediaries between buyers and sellers. Marcus & Millichap and its investment professionals cannot and will not act as lawyers, accountants, contractors, or engineers. All potential buyers are admonished and advised to engage other professionals on legal issues, tax, regulatory, financial, and accounting matters, and for questions involving the property's physical condition or financial outlook. Projections and pro forma financial statements are not guarantees and, given the potential volatility created by COVID-19, all potential buyers should be comfortable with and rely solely on their own projections, analyses, and decision-making.

# DOLLAR GENERAL

Single-Tenant Investment Offering – 21+ Year Occupancy History  
Near 600+ Acre Major Industrial Warehouse Park Development Project



**INVESTMENT GRADE  
CORPORATE TENANT**

**NEW 5-YEAR LEASE  
EXTENSION**

**ST. LOUIS, MO  
METRO AREA**

**Marcus & Millichap**  
THE KLINK GROUP

# OFFERING MEMORANDUM