

Single Tenant Net Leased Investment

Family Dollar

2108 Hwy 86 Service Rd, Salton City, CA

- Long-Term Occupancy & Recently Exercised 5-Year Option
- Ease of Management with Very Limited Landlord Responsibilities
- Highway 86 Location at Main Commercial Destination for the Trade Area
- Lithium Extraction in the Area Providing New Economic Drivers

\$2,300,000



**FAMILY
DOLLAR**



No warranty or representation is made to the accuracy of the foregoing information. Terms of sale and availability are subject to change or withdrawal without notice.

OFFERING SUMMARY

Property Overview

The subject property is a single-tenant property leased to Family Dollar situated on 1.62 acres. Family Dollar has operated at the property for 10 years and recently exercised its first 5-year option to extend.

\$ 2,300,000
Price

5 Years (1st Option)
Term Remaining

5.75 %
Cap Rate

11,592 SF
Building Size



Long-Term Occupancy

- Family Dollar has occupied the property since 2012 and recently exercised its first of six 5-year options.
- Lease has 10% increases every 5-years for the remaining option terms.
- Landlord responsibilities are limited to only roof and structure thus providing ease of management.

Investment Grade Credit

- Corporate lease with Family Dollar / Dollar Tree (Ticker: DLTR, NASDAQ) with an investment grade credit rating of BBB by S&P.
- Company has approximately 15,966 stores and revenue of \$26.3 Billion in FY-2021.

Located at Main Commercial Intersection

- The property is situated at the main commercial intersection in Salton City. Other retailers located at this intersection include: Pilot Travel Center, Dollar General, Jack in the Box, Chevron, and the Salton City Travel Center with Taco Bell, Pizza Hut, KFC, Yogurtland, Coffee Bean, Cinnabon, Subway, and more.
- The property has excellent visibility along Highway 86, a main North/South trucking and commuter route connecting the Coachella Valley/Palm Desert communities and Imperial County.

New Growth in the Trade Area with Lithium Extraction

- The earth below the southern portion of the Salton Sea is rich in hot, mineral-abundant geothermal brine that contains some of the world's largest deposits of lithium, a valuable metal that the auto industry needs as it shifts to making electric cars.
- The Salton Sea has been dubbed "Lithium Valley" which would establish the region as a global production hub that could employ thousands of workers and propel the economic future of the region for generations to come.



OFFERING SUMMARY

Family Dollar
SALTON CITY, CA

Price \$2,300,000
Cap Rate 5.75%
Price/SF \$198.41
Building Size 11,592 SF
Land Size 1.62 AC
Year Built 2007 / 2012
APN 014-175-002-000
Address 2108 Highway 86 Service Rd
Salton City, CA 92274

Tenant: Family Dollar / Dollar Tree
Term Remaining: 5 Years – Tenant Exercised 1st Option
Commencement Date: July 1, 2012
Expiration Date: June 30, 2027
Remaining Options: 5 x 5-Years Each
Rent Increases: 10% Every 5 Years
Landlord Responsibilities: Roof, Structure, Exterior Walls,
Gutters/Downspouts, Fire Alarm
Early Termination Right: None



Initial Term			
Years	Monthly Rent	Annual Rent	% Increase
1-5	\$9,104.17	\$109,250.04	-
6-10	\$10,014.59	\$120,175.08	10%
Extension Options			
11-15 (Current)	\$11,016.09	\$132,193.08	10%
16-20	\$12,117.67	\$145,412.04	10%
21-25	\$13,329.42	\$159,953.04	10%
26-30	\$14,662.34	\$175,948.08	10%
31-35	\$16,128.59	\$193,543.08	10%
36-40	\$17,741.42	\$212,897.04	10%



Pilot

BORREGO SALTON SEA WAY / MARINA DR.

SALTON CITY TRAVEL CENTER



JACKSON AVE.



DOLLAR GENERAL

Save time. Save money. **Every day!**

SERVICE RD.

FAMILY DOLLAR
my family, my family dollar.



17,800 CARS PER DAY



COMMERCIAL
BROKERAGE • INVESTMENT • DEVELOPMENT

LOCATION MAP



Imperial County

The Imperial County has a population approx. 179,478 and has always been one of the most productive agricultural regions in the world with a gross production value in excess of \$2.1 Billion in 2013. Over the last few decades, Imperial County has seen an influx of commercial activity and development with a solid presence and growth of other sectors, including:

Public Sector & Federal Government
Renewable Energy-- Geothermal/Solar/Wind
International Trade & Logistics
Manufacturing
Retail & Hospitality



The region benefits from its close proximity to the city of Mexicali, Mexico-- the capital of the State of Baja California with a population of over 1,100,000. The City of Mexicali has one of the highest per capita incomes in the country along with some of the lowest unemployment and crime rates. The two vehicle/pedestrian ports of entry in Calexico combine for the 3rd busiest border crossing in the USA. And there are over 200 maquiladoras that operate in Mexicali, including companies such as: Honeywell, Gulfstream, Cardinal Health, BF Goodrich's aerospace division, Mitsubishi, Daewoo, Kenworth, Black & Decker and Sony, among others.

In total, the three ports of entry in Imperial County facilitated bi-national trade valued at over \$7.7 Billion in 2013. Union Pacific Railroad (UPR) and Carrizo Gorge Railway (CGR) provide freight service to and from Imperial Valley. UPR has direct routes to Los Angeles in the west and El Paso in the east. The center line connects eight communities in Imperial Valley and is the only rail connection from California into Central Mexico.



This California desert could hold the key to powering all of America's electric cars



BUSINESS

By Peter Valdes-Dapena, CNN Business

May 11, 2022

(CNN Business) – The Salton Sea Basin feels almost alien. It lies where two enormous chunks of the Earth's crust, the North American Plate and the Pacific Plate, are very slowly pushing past one another creating an enormous low spot in the land. It's a big, flat gray desert ringed with high mountains that look pale in the distance. It's hot and, deep underground, it is literally boiling.

The Salton Sea, which lies roughly in the middle of the massive geologic low point, isn't really a sea, at all. The largest inland lake in California, it's 51 miles long from north to south and 17 miles wide, but gradually shrinking as less and less water flows into it. At one time, it was a thriving entertainment and recreation spot, business that has also largely dried up. It's left behind abandoned buildings and shallow, gray beaches. The highways that ring the lake are traversed now mostly by passing trucks.

A super-heated mineral stew

Over the past few years, companies have been coming here to extract a valuable metal, lithium, that the car industry needs as it shifts to making electric cars. Lithium is the lightest naturally occurring metal element on Earth, and, for that reason among others, it's important for electric car batteries, which must store a lot of electricity in a package that weighs as little as possible.

What's more, with the Salton Sea Basin's unique geography, engineers and technicians can get the lithium with minimal environmental destruction, according to companies that are working there. In other places, lithium is taken from the earth using hard rock mining that leaves huge, ugly scars in the land. Here, it exists naturally in a liquid form, so extraction doesn't require mining or blasting.

Over thousands of years, floodwaters from the Colorado River, carrying minerals pulled away from the Rocky Mountains, the Ruby Canyon, Glen Canyon, the Grand Canyon and more, have washed into these lowlands. Time and again the water has come and evaporated, leaving behind metals that have ended up deep in the ground.

Lithium is abundant in the Salton Sea Basin. In fact, people working to extract it say there could be enough to make batteries for all the electric cars expected to be built in this country for many years, freeing the United States from reliance on foreign lithium suppliers. That's been a priority for the Biden administration.

The Earth's crust is thin here, and there's water deep underground close to the seething hot liquid rock inside the Earth, called magma. Trapped in that naturally occurring oven, that water has become a super-heated mineral stew.

Geothermal energy companies have been here for decades drilling down into the nearly 700 degree water, allowing it to instantly boil up out of the ground. Steam from the hot brine — so called because of its high mineral content — spins turbines, generating electricity. It's then pumped back down into the Earth where it gets heated back up to start over again. This sort of energy is considered clean and renewable since it relies on heat occurring naturally in the Earth.

"It's one of the largest geothermal energy fields in the world," said Derek Benson, chief operating officer of EnergySource Minerals.

EnergySource Minerals was spun off in 2018 from EnergySource, a geothermal power company that's been generating electricity from hot Salton Sea brine for a decade. EnergySource Minerals is now working to get lithium from the brine it's been using for energy.

People who've worked with this brine have long known about its contents, but there's no use for loads of undifferentiated minerals and selectively extracting them wasn't economical. But that was before electric cars became a big deal, and the price of lithium started to rocket. So companies have invested in new technologies to pull lithium from the brine.

"We use what we call lithium selective adsorption," said Benson. "And so we pass the lithium bearing brine across one of our proprietary adsorbers. It has a chemistry that has an affinity for lithium and really only the lithium."

Collecting lithium now looks like a bigger moneymaker for companies like EnergySource than their original business of just generating electricity from the steamy soup. In fact, other companies are getting into the geothermal energy business largely so they can get lithium. In their case, electricity is just a bonus.

Not far from EnergySource's tan-colored geothermal power stations, a company called Controlled Thermal Resources has its own small power station. This one is currently in the testing phase, but CTR has already formed a partnership with General Motors, which will purchase lithium produced here for its electric vehicles. More recently, the Italian EV battery company Italvolt announced plans for a spin-off company to work with CTR. Plans call for Statevolt, as the spin-off is called, to build a battery manufacturing facility nearby, using both energy produced by CTR's generators and lithium taken from brine there. The plant could someday produce enough batteries for 650,000 electric vehicles annually, according to Italvolt.

Putting battery manufacturing on-site will eliminate material shipping costs as well as the carbon dioxide emissions from all the ships, trains and trucks needed to carry the lithium to battery factories that are, today, mostly located in Asia, said Rod Colwell, CEO of CTR.

Link to full article:

<https://www.cnn.com/2022/05/11/business/salton-sea-lithium-extraction/index.html>



TENANT PROFILE

Family Dollar
SALTON CITY, CA

When it comes to delivering value on family essentials in a convenient neighborhood location, Family Dollar is THE one-stop shop! As one of the nation's fastest-growing retailers, we offer a compelling assortment of merchandise for the whole family. Families will find household cleaners, food, health and beauty aids, toys, apparel, home fashions, and more—all for everyday low prices. Many of our items are \$1 or less, and most items in the store are priced below \$10. We make shopping fun while keeping our shoppers' budgets top of mind.

As shoppers enter their neighborhood Family Dollar, they will discover great values on the name brands they trust in a clean, well-organized store staffed with friendly associates. Our relatively small footprint allows us to open new stores in rural areas, small towns, and large urban neighborhoods, meeting our shoppers right where they are.



Tenant:	Family Dollar / Dollar Tree
Ticker Symbol:	DLTR (NASDAQ)
No. of Stores:	±15,966
Credit Rating:	BBB – Investment Grade
Revenue:	±\$26.3 Billion (2021)
Net Worth:	±\$7.7 Billion (Jan. 2022)



OFFERING MEMORANDUM

FAMILY DOLLAR

2108 HIGHWAY 86 SERVICE ROAD

SALTON CITY, CA 92274

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