



DOLLAR GENERAL PLUS

OFFERING MEMORANDUM

121 DAKOTA AVE S | HURON, SD 57350



INTERACTIVE OM

EXCLUSIVELY LISTED BY:

SENIOR VICE PRESIDENT

DIR: (214) 692-2289

MOB: (315) 730-6228

JOSH.BISHOP@MATTHEWS.COM

LICENSE NO. 688810 (TX)

BROKER OF RECORD

Michael Haeder

License No. 13033 (SD)

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**LIST PRICE**

\$1,624,884

**YEAR BUILT**

2022

**CAP RATE**

6.00%

**GROSS LEASABLE AREA**

±10,542 SF

LEASE & LOCATION HIGHLIGHTS

- 2022 build-to-suit construction for Dollar General
- Dollar General PLUS concept (larger ±10,566 SF building)
- PLUS stores confirm that the tenant is projecting above average sales volume for this location
- ±14.5-Years remaining on an initial 15-Year lease
- Abs NNN lease structure with zero landlord responsibilities
- Five, 5-Year renewal periods w/ 10% rent increases
- Corporately guaranteed lease from Dollar General Corporation
- 5-Mile population of 14,561 residents
- Traffic counts exceed +29,000 vehicles daily
- Huron is home to the South Dakota state fair which has more than 180,000 annual visitors
- South Dakota is an income tax free state
- Average household income of \$65,574 (considered to be DG's "sweet-spot")
- Local retail tenants include Wal-Mart, Sherwin Williams, Burger King, O'Reilly Auto, McDonald's, and many more

TENANT HIGHLIGHTS

- Dollar General boasts an investment grade credit rating of BBB (S&P)
- Dollar General recently announced 3rd quarter same store sales growth of 6.8%
- Dollar General has approx. 18,000 locations and plans to continue their expansion for the foreseeable future
- Dollar General has been considered an essential retailer and has proven to be one of the most profitable companies through the COVID pandemic
- Dollar General has a market cap of ± \$55 billion



REPRESENTATIVE PHOTO

FINANCIAL OVERVIEW

DOLLAR GENERAL PLUS

FINANCIAL OVERVIEW

TENANT TRADE NAME	Dollar General
TYPE OF OWNERSHIP	Fee Simple
LEASE GUARANTOR	Corporate
LEASE TYPE	Absolute NNN
ROOF AND STRUCTURE	Tenant Responsibility
ORIGINAL LEASE TERM	15 Years
RENT COMMENCEMENT DATE	7/28/2022
LEASE EXPIRATION DATE	7/31/2037
TERM REMAINING ON LEASE	±14.50 Years
INCREASE	10% in Options
OPTIONS	Five, 5-Year Options

REPRESENTATIVE PHOTO



For financing options reach out to:

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ANNUALIZED OPERATING DATA

DATE	MONTHLY RENT	ANNUAL RENT	CAP RATE
Current - 7/31/2037	\$8,124.42	\$97,493.04	6.00%
Option 1	\$8,936.86	\$107,242.32	6.60%
Option 2	\$9,830.54	\$117,966.48	7.26%
Option 3	\$10,813.60	\$129,763.20	7.99%
Option 4	\$11,894.96	\$142,739.52	8.78%
Option 5	\$13,084.45	\$157,013.40	9.66%

REPRESENTATIVE PHOTO



TENANT OVERVIEW

DOLLAR GENERAL PLUS

TENANT PROFILE

COMPANY NAME

Dollar General
Corporation

OWNERSHIP

Public

INDUSTRY

Dollar Stores

HEADQUARTERS

Goodlettsville, TN

NO. OF EMPLOYEES

±157,000

DOLLAR GENERAL®

Dollar General is the fastest-growing retailer which currently boasts roughly 18,000 neighborhood general stores in 46 US states, primarily in the South, East, Midwest, and the Southwest. Roughly 75% of Dollar General's sales are derived from consumables (including refrigerated, shelf-stable, and perishable foods,) in addition to everyday household items such as paper towels, bath tissues, paper dinnerware, laundry, and home cleaning supplies. Dollar General offers some of America's most trusted name brands such as Clorox, Energizer, Proctor & Gamble, Hanes, Coca-Cola, Mars, Nestlé, Kimberly-Clark, Kellogg's, General Mills, Pepsi, and many others. Over the past few years, Dollar General has started to introduce alcohol and tobacco products such as cigarettes into their product mix, which has further driven revenue and increased profitability.

With its small-box store model typically measuring ± 9,100 sq. ft, Dollar General targets cost-conscious consumers that prefer easier and quicker access to items than at super-sized competitors such as Wal-Mart and Costco (which are also often much farther away). Indeed, Dollar General's strategy of catering to the value-conscious has paid off big, both during and after the recession. The discount retailer boasted its expectation of 29 consecutive years of same-store sales growth in December 2018, attributable to its value and convenience proposition, along with strong consumables and seasonal goods sales.



18,000+

LOCATIONS



\$33.7B

2021 REVENUE



1939

FOUNDED

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AREA OVERVIEW

DOLLAR GENERAL PLUS




HURON, SD

Huron is a town in Beadle County, South Dakota, USA. Beadle County's county seat is here. The Huron Daily Plainsman, also known as the Plainsman, is the local newspaper. Huron's first settlement was established in 1880. The Huron Indians inspired the city's name. It is now South Dakota's eighth biggest city, although it was formerly the fourth. Huron's population has begun to expand again in recent years, following nearly 20 years of stasis. A welcome immigration policy, along with an economic recovery in the area, has stimulated growth.

Approximately 30,000 people live in the Huron area. According to the 2020 census, the city's population was 14,263 people. Huron was previously a contender for South Dakota's capital but fell short owing to Pierre's superior placement. The South Dakota State Fair is held in Huron six days before Labor Day. It is also home to a statue known as "The World's Largest Pheasant", which was restored in the summer of 2011. Rapid City, Pierre, and Eastern Railroad provides rail service to Huron.



DEMOGRAPHICS

	3-MILE	5-MILE	10-MILE
 POPULATION	13,969	14,561	15,572
 HOUSEHOLDS	5,983	6,224	6,601
 HH INCOME	\$64,909	\$65,574	\$66,697



SIoux FALLS, SD

Downtown Sioux Falls wraps around the Big Sioux River, with the Sioux Falls Bike Trail following the path of the river. There's much to love about this dynamic neighborhood: its history, such as in the ornate Orpheum Theater Center and the Old Courthouse Museum; its fantastic nightlife, such as the Prairie Berry East Bank wine bar and Monks House of Ale Repute and Gandy Dancer Brew Works; and the spectacular parks that line the river, such as Beadle Park, Fawick Park, and Falls Park. Along with its wide selection of shops, restaurants, and bars, Downtown Sioux Falls has some unique features you'll want to explore. These include the Sculpture Walk, the Downtown Riverfront Amphitheater, the Museum of Visual Materials, and the Washington Pavilion of Arts & Science. Residents and visitors enjoy hopping aboard the Downtown Sioux Falls Trolley, a terrific way to explore Downtown and Falls Park.

Sioux Falls "Stone Shatter City" is the most populous city in the U.S. state of South Dakota. It is the county seat of Minnehaha County and extends into Lincoln County to the south, proximate with the Minnesota state line. Sioux Falls was ranked as one of the best places to retire in 2022 according to Forbes. As of 2022, Sioux Falls has an estimated population of 202,600 residents. The metropolitan population of 276,730 accounts for more than a quarter of South Dakota's entire population. Chartered in 1856 on the banks of the Big Sioux River, the city is situated in the rolling hills at the junction of Interstate 90 and Interstate 29.

**#1 IN BEST PLACES FOR YOUNG PROFESSIONALS IN SOUTH DAKOTA
(NICHE, 2022)**

**#4 IN TOP 10 CITIES FOR YOUNG PROFESSIONALS
(SMARTASSET, 2020)**

**#10 IN 2020 TOP 100 BEST PLACES TO LIVE
(LIVABILITY, 2020)**

AREA OVERVIEW

STIOUX FALLS TOURISM

Because of the relatively long distances between Sioux Falls and larger cities, Sioux Falls has emerged as an important regional center of shopping and dining. The Empire Mall, with over 180 stores, anchors one of the primary retail zones in the southwest section of the city. This area, centered mainly around the intersection of 41st Street and Louise Avenue, contains many large national chain stores and restaurants.

In Central Downtown, shops line Phillips Avenue, and in the “EastBank” shops and restaurants fill a boardwalk-style center called “8th and Railroad.” “The Bridges” is an outdoor shopping center at the intersection of 57th Street and Western Avenue on the south side of the city that contains over 30 restaurants, boutiques, and private businesses. Dawley Farm Village is another shopping center on the east side of the city at the intersection of Arrowhead Parkway (SD Highway 42) and Veterans Parkway (SD Highway 11, previously known as Powder House Road).

Sioux Falls has several tourist attractions. Falls Park, a 123-acre park located north of downtown was ranked #2 in the Coolest City Parks in the U.S. (Livability 2020). The Big Sioux River features a variety of waterfalls, an observation tower, the Falls Overlook Café, the Queen Bee Mill, and a variety of sculptures. Washington Pavilion is the cultural, education, and entertainment center of Sioux Falls. It features the Husby Performing Arts Center, the Kirby Science Discovery Center, the Washington Pavilion’s Visual Arts Center, and the Wells Fargo CineDome Theater. Hit the slopes at the Great Bear Recreation Park, the largest park in the Sioux Falls Parks & Recreation Department. The park features over 220 acres of recreational space for winter sports which include 14 downhill trails, a terrain park, the Kirby Family Tubing Park, and cross country and snowshoeing trails. The park is also open during the summer for hiking, bird watching, and picnicking along the 4-mile trail system.



ECONOMY

Originally centered on quarrying and agriculturally based industries, the economy of Sioux Falls has become diversified and more service-based over the last half-century, making the city a center of financial services, health care, and retail trade.

Partially due to the lack of a state corporate income tax, Sioux Falls is home to several financial companies. The largest employers among these are Wells Fargo and Citigroup. Other important financial service companies in Sioux Falls include Great Western Bank, Western Surety Company (CNA Surety), Total Card Inc., Capital Card Services, Midland National Life Insurance Company, MetaBank, and First Premier Bank.

Sioux Falls is a significant regional health care center. It has four major hospitals: Sanford Health (formerly Sioux Valley), Avera McKennan Hospital, the South Dakota Veterans Affairs Hospital, and the Avera Heart Hospital of South Dakota. Sanford Health and Avera Health are the largest and second-largest employers in the city, respectively. Emergency medical services (EMS) are provided by Paramedics Plus and Sioux Falls Fire Rescue.

Companies based in Sioux Falls include Raven Industries, retailers Lewis Drug and Sunshine Foods, and communications companies SONIFI Solutions and Midco.

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