

# OFFERING MEMORANDUM



## DOLLAR GENERAL®

20260 Gratiot Road  
Merrill, MI

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Colliers

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**DOLLAR GENERAL®**

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Any rent or income information in this offering memorandum, with the exception of actual, historical rent collections, represent good faith projections of potential future rent only, and Colliers makes no representations as to whether such rent may be attainable. Local, state, and federal laws regarding restrictions on rent increases may make these projections impossible, and Buyer and its advisors should conduct their own investigation to determine whether such rent increases are legally permitted and reasonably attainable.

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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. Colliers has not been retained to perform, and cannot conduct, due diligence on behalf of any prospective purchaser. Colliers principal expertise is in marketing investment properties and acting as intermediaries between buyers and sellers. Colliers 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.

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# Net Lease DISCLAIMER

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As the Buyer of a Net Lease property, it is the Buyer's responsibility to independently confirm the accuracy and completeness of all material information before completing any purchase. This Offering Memorandum is not a substitute for your thorough due diligence investigation of this investment opportunity. Colliers expressly denies any obligation to conduct a due diligence examination of this Property for Buyer.

Any projections, opinions, assumptions or estimates used in this Offering Memorandum are for example only and do not represent the current or future performance of this property. The value of a Net Lease property to you depends on factors that should be evaluated by you and your tax, financial and legal advisors.

Buyer and Buyer's tax, financial, legal, and construction advisors should conduct a careful, independent investigation of any Net Lease property to determine to your satisfaction with the suitability of the property for your needs.

Like all real estate investments, this investment carries significant risks. Buyer and Buyer's legal and financial advisors must request and carefully review all legal and financial documents related to the property and tenant. While the tenant's past performance at this or other locations is an important consideration, it is not a guarantee of future success. Similarly, the lease rate for some properties, including newly-constructed facilities or newly-acquired locations, may be set based on a tenant's projected sales with little or no record of actual performance, or comparable rents for the area. Returns are not guaranteed; the tenant and any guarantors may fail to pay the lease rent or property taxes or may fail to comply with other material terms of the lease; cash flow may be interrupted in part or in whole due to market, economic, environmental or other conditions. Regardless of tenant history and lease guarantees, Buyer is responsible for conducting his/her own investigation of all matters affecting the intrinsic value of the property and the value of any long-term lease, including the likelihood of locating a replacement tenant if the current tenant should default or abandon the property, and the lease terms that Buyer may be able to negotiate with a potential replacement tenant considering the location of the property, and Buyer's legal ability to make alternate use of the property. By accepting this Offering Memorandum, you agree to release Colliers Real Estate Investment Services and hold it harmless from any kind of claim, cost, expense, or liability arising out of your investigation and/or purchase of this Net Lease property.

# Executive Summary

## Investment Overview

Colliers is pleased to present a Dollar General located at 20260 Gratiot Road, Merrill, Michigan. The property consists of approximately 13,895 square foot, single-tenant retail building on approximately 2.30 acres of land.

The existing lease is a double net (NN) lease with Dollar General Corporation, Inc., which recently exercised their five-year renewal option. There are two, 5-year renewal options remaining with rental increases for each option. The lease is guaranteed by Dollar General Corporation, Inc.

Located on Gratiot Road, (M-46) which is the east-west trunkline highway running from Muskegon to Port Sanilac, ending near Lake Michigan and Lake Huron on each end. The store location is 2.6 miles from Lake of Dreams Campground, less than a 1/2 mile from downtown Merrill, 1.2 Miles from Merrill Technologies Group and Merrill High School.

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## Financial

<b>Address</b>	20260 Gratiot Road
<b>City, State, Zip</b>	Merrill, Michigan 48637
<b>Price</b>	\$605,000
<b>NOI</b>	\$50,160
<b>Cap Rate</b>	8.29%
<b>Price/SF</b>	\$43.54
<b>Rent/SF</b>	\$3.61

## Operational

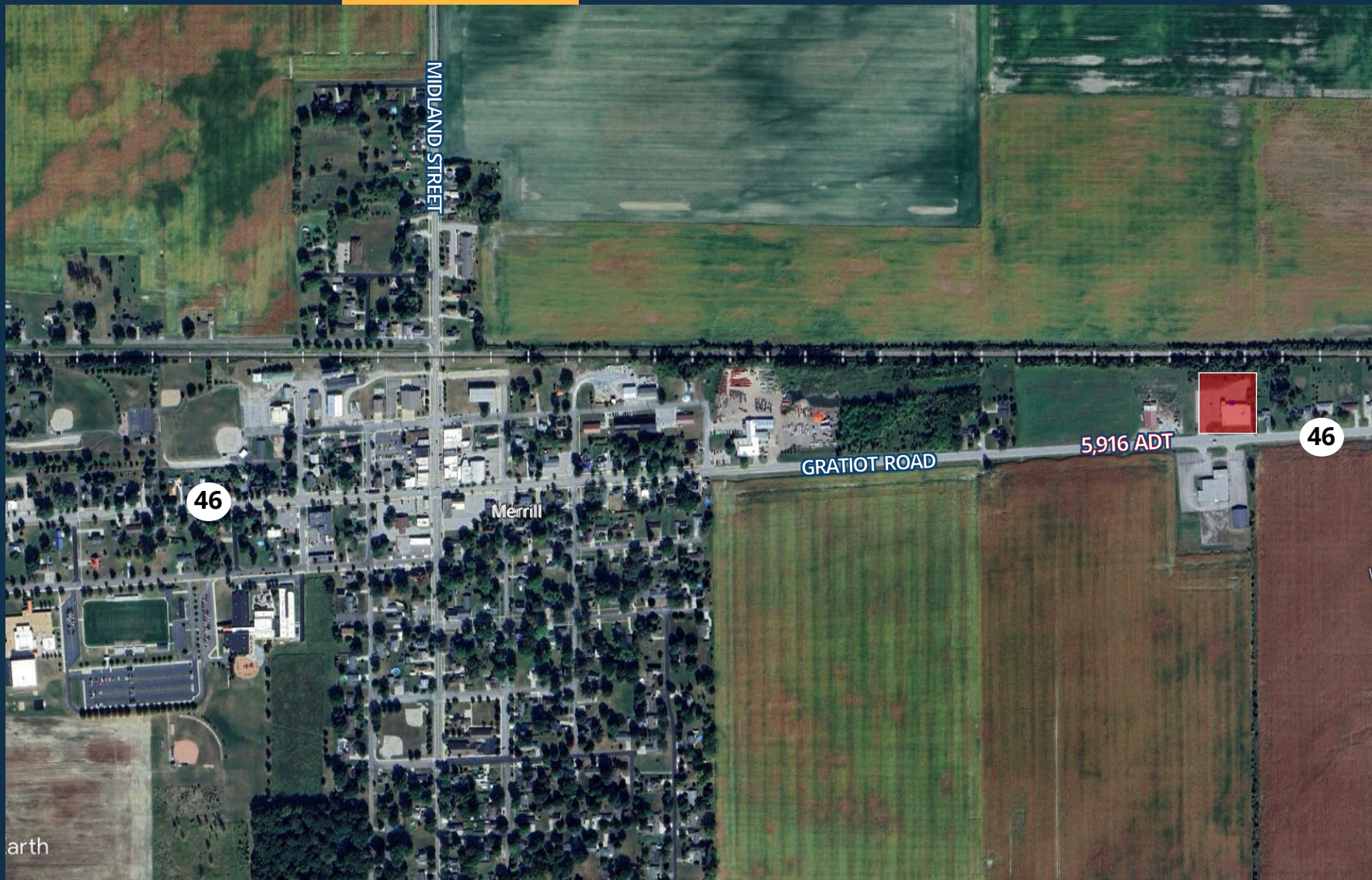
<b>Lease Type</b>	Double Net
<b>Guarantor</b>	Corporate Guarantee
<b>Lease Commencement</b>	July 13, 2004
<b>Lease Expiration</b>	August 31, 2029
<b>Rentable SF</b>	13,895 SF
<b>Lot Size</b>	2.30 Acres (100,199 SF)
<b>Occupancy</b>	100%
<b>Year Built</b>	1976 Renovated 2004



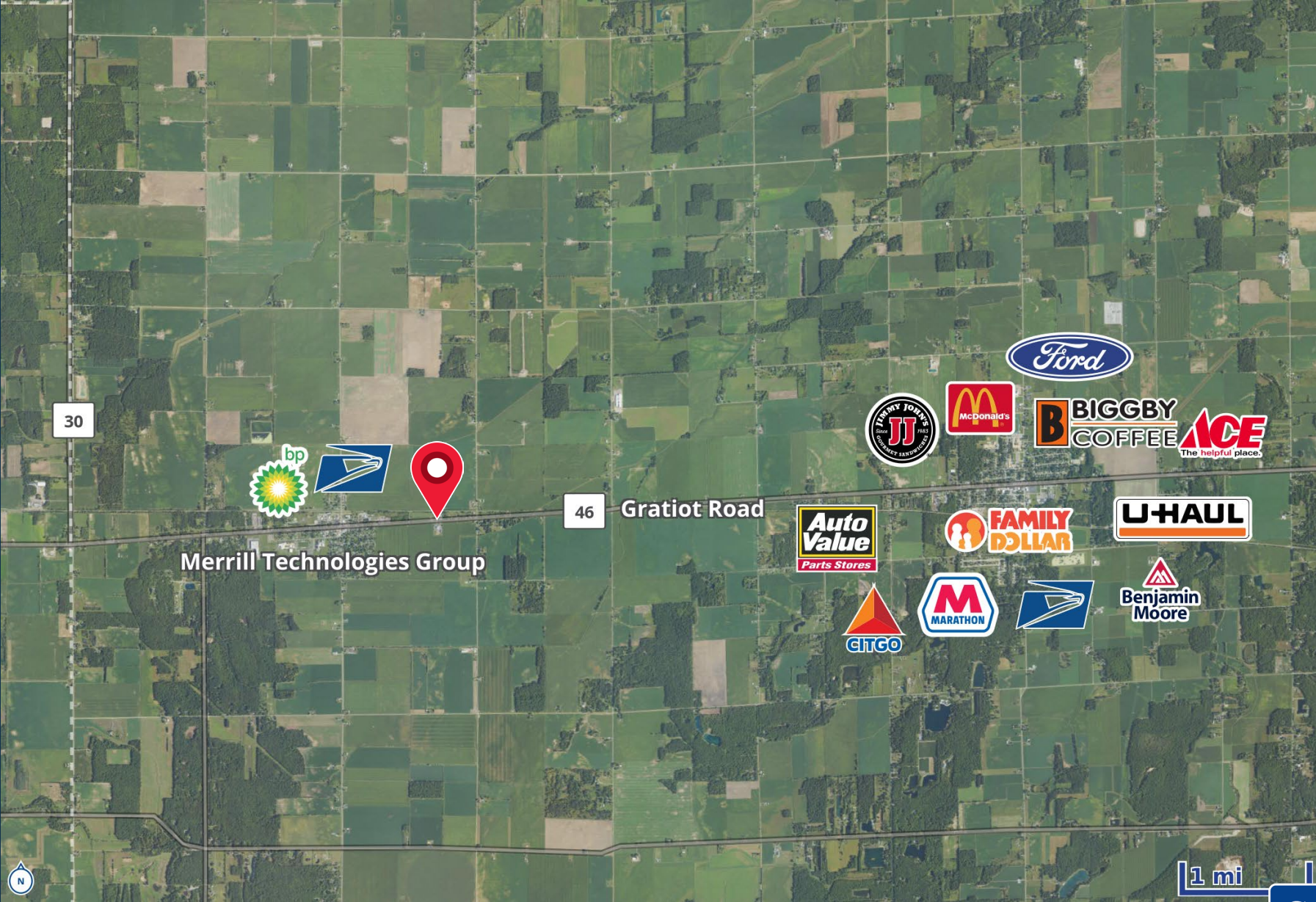
# Investment Highlights

- Corporate Guarantee from Dollar General
- Investment Grade Tenant – S&P BBB Rating
- Recently Exercised 5-Year Option, with Increase
- Low Rent per Square Foot - \$3.61/SF
- Long Term Occupancy – 20+ Years
- Two 5-Year Options Remaining
- Only Dollar Store in Town

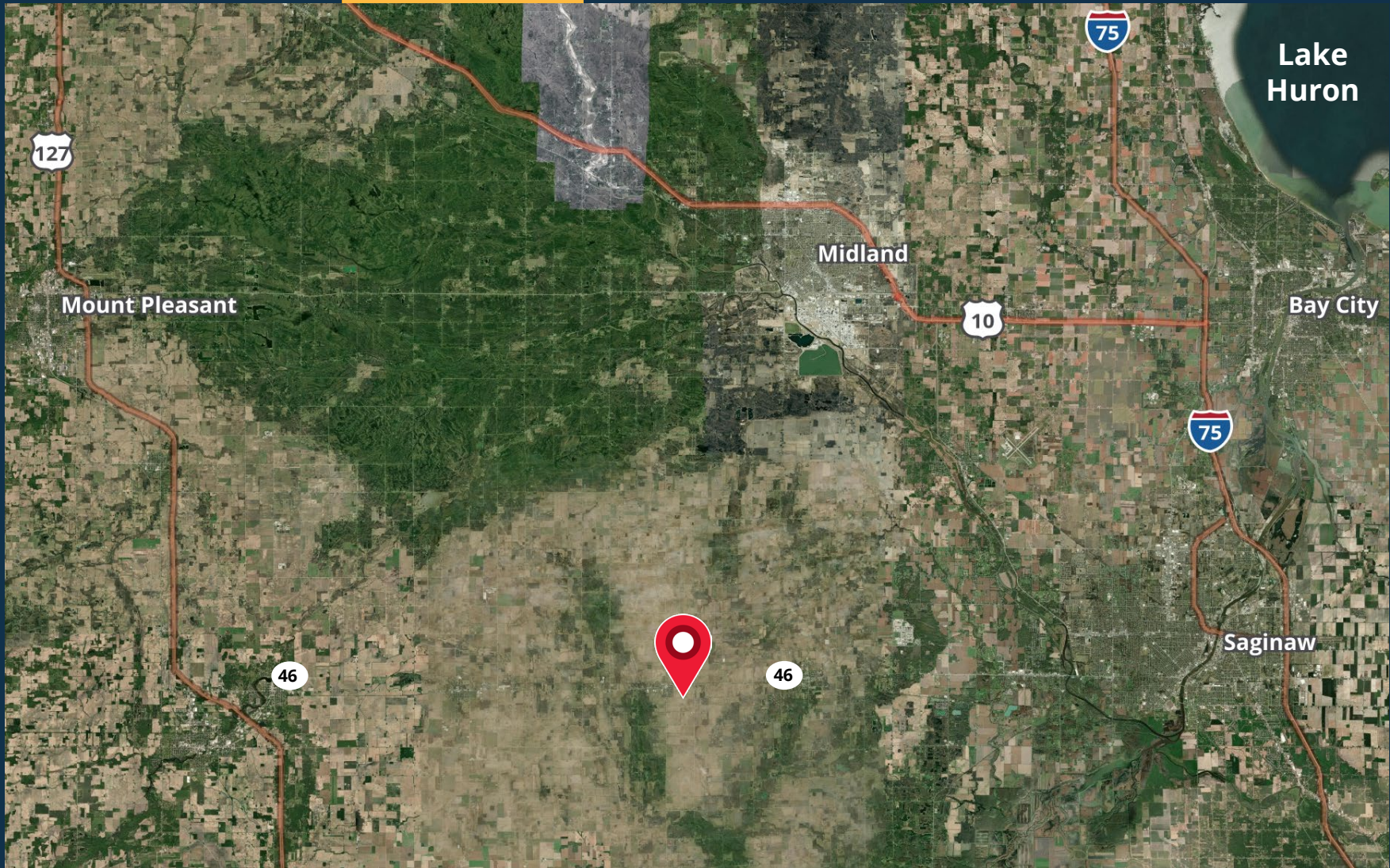
# Aerial Map



# Merchant Map



# Regional Map



# Financial Details



**Price**  
\$605,000



**Cap Rate**  
8.29%



**Price/SF**  
\$43.54

## Property Description

<b>Year Built / Renovated</b>	1976 / 2004
<b>Gross Leasable Area</b>	13,895 SF
<b>Type of Ownership</b>	Fee Simple
<b>Lot Size</b>	2.30 Acres (100,199 SF)

## Lease Summary

<b>Tenant</b>	Dollar General
<b>Rent Increases</b>	Increase Each Option
<b>Guarantor</b>	Corporate Guarantee
<b>Lease Type</b>	Double Net
<b>Lease Commencement</b>	07/13/2004
<b>Lease Expiration</b>	08/31/2029
<b>Renewal Options</b>	Two, Five Year Options
<b>Landlord Responsibility</b>	Roof, Structure & Parking Lot
<b>Tenant Responsibility</b>	CAM and Expense Reimbursement

## Rent Schedule

Year	Annual Rent	Monthly Rent	Rent/SF	Cap Rate
Current	\$50,160.00	\$4,180.00	\$3.61	8.29%
Option 1	\$55,200.00	\$4,600.00	\$3.97	9.12%
Option 2	\$60,720.00	\$5,060.00	\$4.37	10.04%

# Tenant Overview

## DOLLAR GENERAL

Dollar General Corporation is an American chain of discount stores headquartered in Goodlettsville, Tennessee. As of January 8, 2024, Dollar General operated 19,643 stores in the contiguous United States and Mexico.

The company began in 1939 in Scottsville, Kentucky, as a family-owned business called J.L. Turner and Son, owned by James Luther Turner and Cal Turner. In 1955, the name changed to Dollar General Corporation, and in 1968 the company went public on the New York Stock Exchange. The Fortune 500 recognized Dollar General in 1999, and in 2020 it reached #112 on the list. Dollar General has grown to become one of the most profitable stores in the rural United States, with revenue reaching around \$27 billion in 2019.

Dollar General strives to make shopping hassle-free and affordable with more than 20,000 convenient, easy-to-shop stores in 48 states. Their stores deliver everyday low prices on items including food, snacks, health and beauty aids, cleaning supplies, basic apparel, housewares, seasonal items, paper products and much more from America's most-trusted brands and products, along with high-quality private brands.

From serving their customers with value and convenience and their employees with career opportunities to serving the communities they call home through literacy and education; Dollar General has been committed to its mission of serving others since the company's founding in 1939.

<https://www.dollargeneral.com>



## Tenant Highlights

- 20,000+ Locations in 48 States
- 170,000 Employees
- Most Profitable Store in Rural United States
- \$27+ Billion in Revenue
- Headquartered in Goodlettsville, TN

# Market Overview

## Merrill | Saginaw County

The Village of Merrill 4-acre Jonesfield Township in Saginaw County, Michigan. The village was incorporated in 1889. According to the 2010 census, Merrill has 778 residents. Merrill is 0.70 square miles and is a nice small town within a rich farming community.

Merrill is home of Merrill Technologies Group, Merrill Tool & Machine, and many mid and small businesses which accommodate the needs of the community.

Visitors flock to the area to enjoy Lake of Dreams Campgrounds & Twin Lakes Golf Course. The village is centrally located in Michigan's lower Peninsula.

Lake of Dreams Campground provides camping for families, whether it's in an RV, pop-up, tent, or one of our rustic cabins. Lake of Dreams offers 77 acres of family fun, including 253 modern camp sites, each containing water and electric hookup, a 4-acre lake with sandy beach, swimming, paddle boating, hiking, biking, hayrides, and 2 fishing ponds with free catch and release fishing.

Twin Lakes Golf Course is a public, 18-hole course that features 6,360 yards of golf from the longest tees for a par of 72.

Saginaw County is a county in the state of Michigan which as of the 2020 Census, the population was 190,124. The county seat is the city of Saginaw.

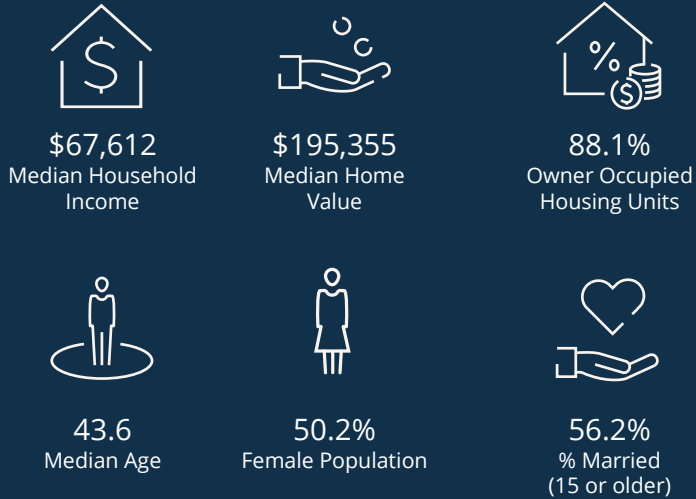
Saginaw County comprises the Saginaw, Michigan Metropolitan Statistical Area and is included in the Saginaw-Midland-Bay City Combined Statistical Area, the 5th largest metropolitan area in Michigan.



# Demographics

Five Mile Radius  
20260 Gratiot Road | Merrill, Michigan

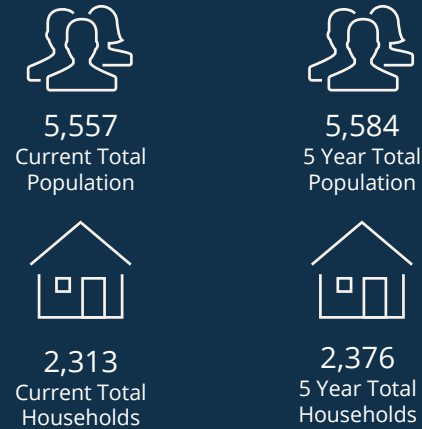
## Household & Population Characteristics



## Annual Lifestyle Spending



## Household & Population



## Business



**7.6%**  
Unemployment Rate

## Annual Household Spending



**5,557**  
Population  
(2024)



**\$89,633**  
Average Household Income

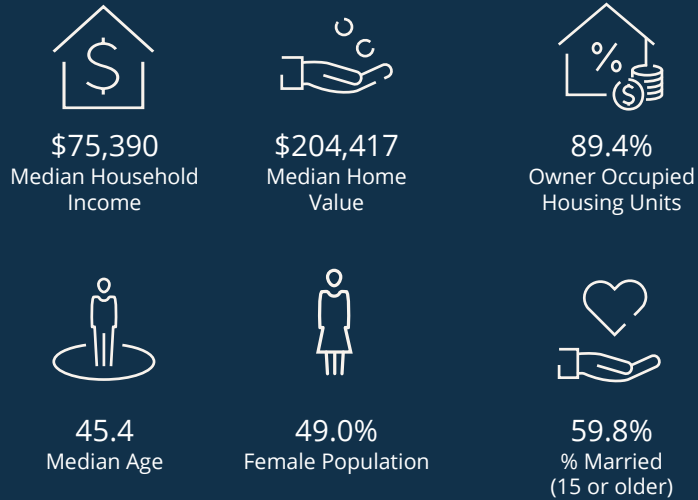


**4,163**  
Daytime Population (2024)

# Demographics

Ten Mile Radius  
20260 Gratiot Road | Merrill, Michigan

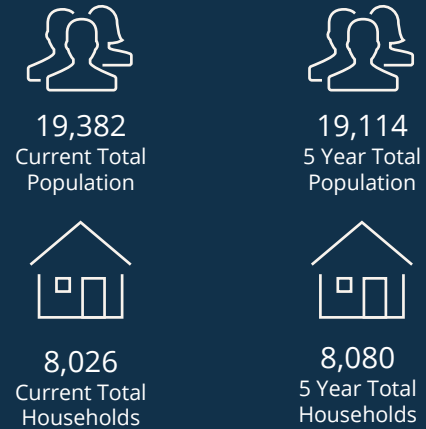
## Household & Population Characteristics



## Annual Lifestyle Spending



## Household & Population



## Business



**6.3%**  
Unemployment Rate

## Annual Household Spending



**19,382**  
Population  
(2024)



**\$98,848**  
Average Household Income

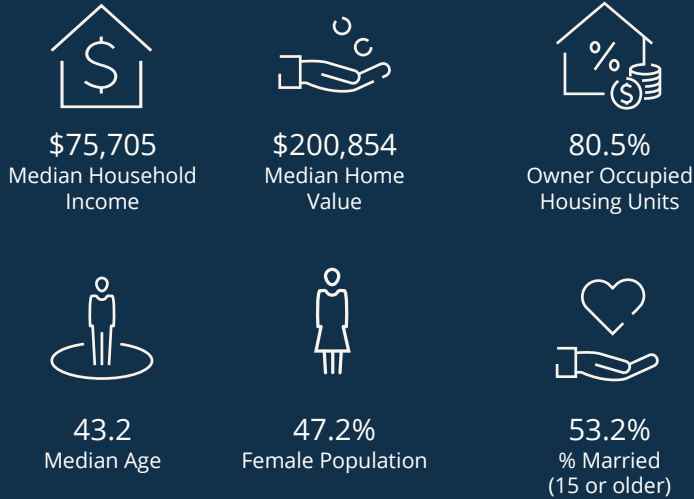


**14,799**  
Daytime  
Population (2024)

# Demographics

Fifteen Mile Radius  
20260 Gratiot Road | Merrill, Michigan

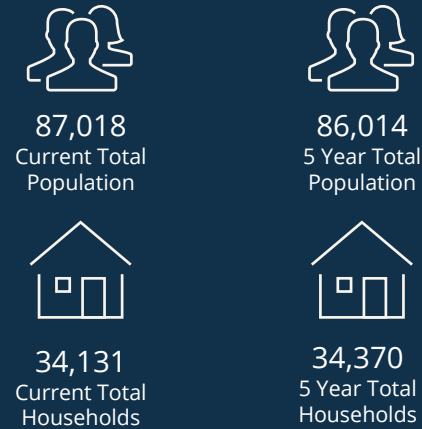
## Household & Population Characteristics



## Annual Lifestyle Spending



## Household & Population



## Business



**4.4%**  
Unemployment Rate

## Annual Household Spending



**87,018**  
Population  
(2024)



**\$100,962**  
Average Household Income



**71,946**  
Daytime Population (2024)

# OFFERING MEMORANDUM



## For More Information

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*Vice President*

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