

# MATTHEWS™

Retail Investment Opportunity

Offering Memorandum



Actual Location

100% Bonus Depreciation Eligible | ±15 Yrs of Term | Fundamentally Low Rent & Price | Signalized Intersection



2906 Atlanta Highway

Montgomery, AL 36109

Table of Contents

**03** | Property Overview

**06** | Financial Summary

**12** | Tenant Overview

**14** | Market Overview



**Exclusively Listed By**



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**MATTHEWS™**

# Investment

# Highlights

## Fundamental Location, Visibility & Access

- Newer 2021 construction
- Direct access to a traffic signal with multiple points of ingress/egress
- Flat topography with strong visibility in both directions along Atlanta Highway ( $\pm 34,622$  VPD), a 4-lane east/west thoroughfare that connects east Montgomery to downtown
- Strong daytime population counts of  $\pm 10k$  (1-mi),  $\pm 100k$  (3-mi) &  $\pm 179k$  (5-mi)
- Permanent population counts of  $\pm 9,605$  (1-mi),  $\pm 100k$  (3-mi) &  $\pm 179k$  (5-mi)
- Limited surrounding competition - only 2 other gas/c-stores within a 1-mile radius
- Subject property is 0.6 miles from Percy Julian High School with  $\pm 1,500$  students & staff

## Optimal Lease Structure

- Original 20-year base term with +15 years remaining
- Four (4), 5-year renewal options
- 10% rent escalations every 5 years throughout the entire lease
- Absolute triple net (NNN) lease with NO landlord responsibilities



# Investment

# Highlights

## 100% Bonus Depreciation & Accelerated Depreciation

- One Big Beautiful Bill (OBBBA) permanently restored 100% bonus depreciation for “retail motor fuel outlet”
- Immediate tax write-off to improve cash flow and reduce taxable income

*\*Please consult your CPA for more details.*

## Large Franchisee & Dominant Brand

- Expanding 200+ unit operator across 6 states (AL, AR, GA, LA, SC, TN)
- 30+ year operating history
- HQ in Atlanta, GA



# Location

# Highlights

## Montgomery, AL Advantage

- Home to Alabama's state capital
- Gross Metro Product of \$18.6 B (2019)
- Low cost of living at 8% below national average (per Forbes)
- Major industries include education and defense

## Home to Maxwell Air Force Base

- Educational and technological center of the US Air Force
- Average fiscal economic impact of  $\pm$ \$2.6B annually
- Mission critical military installation as home to Air University
- 12,280+ military, civil service, and contracted personnel & 34,000 students

Alabama State Capital

$\pm$ 2 Miles

## Other Nearby Top Employers

- Baptist Health:  $\pm$ 4,300 employees
- Hyundai Motor Manufacturing Alabama, LLC:  $\pm$ 3,500 employees
- Assembly plant for Sonata and Elantra sedans and Santa Fe SUV
- HMMA and its suppliers have an annual economic impact of \$4.82B to the State of AL's economy
- ALFA Insurance Companies:  $\pm$ 2,500 employees

# Montgomery Major Employers

- 1 Maxwell-Gunter Air Force Base  
±12,280 Employees
- 2 State Of Alabama  
±10,315 Employees
- 3 Baptist Health Systems  
±4,300 Employees
- 4 Montgomery Public Schools  
±4,524 Employees
- 5 Hyundai Motor Manufacturing Al  
±3,530 Employees
- 6 Alfa Insurance Companies  
±2,568 Employees
- 7 City Of Montgomery  
±2,500 Employees
- 8 Mobis Alabama, Llc  
±1,400 Employees
- 9 Business And Enterprise Systems  
±1,350 Employees
- 10 Jackson Hospital & Clinic, Inc  
1,300 Employees
- 11 Koch Foods  
±1,250 Employees
- 12 Meta Data Center  
±1,100 Employees

**Business & Enterprise Systems**  
±1,350 Employees

**GUNTER ANNEX**  
  
±12,280 Employees

**Alfa Insurance**  
AUTO • HOME • LIFE • BUSINESS  
±2,568 Employees

**OFFICE OF THE GOVERNOR**  
STATE OF ALABAMA  
±10,315 Employees

**City of Montgomery**  
±2,500 Employees

**JACKSON HOSPITAL**  
±1,350 EMPLOYEES

**Montgomery Public Schools**  
±4,524 Employees

**KOCH FOODS**  
±1,250 Employees

**Meta**  
±1,100 Employees

**Hyundai**  
±3,530 Employees

**HYUNDAI MOBIS**  
±1,400 Employees

**BAPTIST MEDICAL CENTER South**  
±4,300 Employees

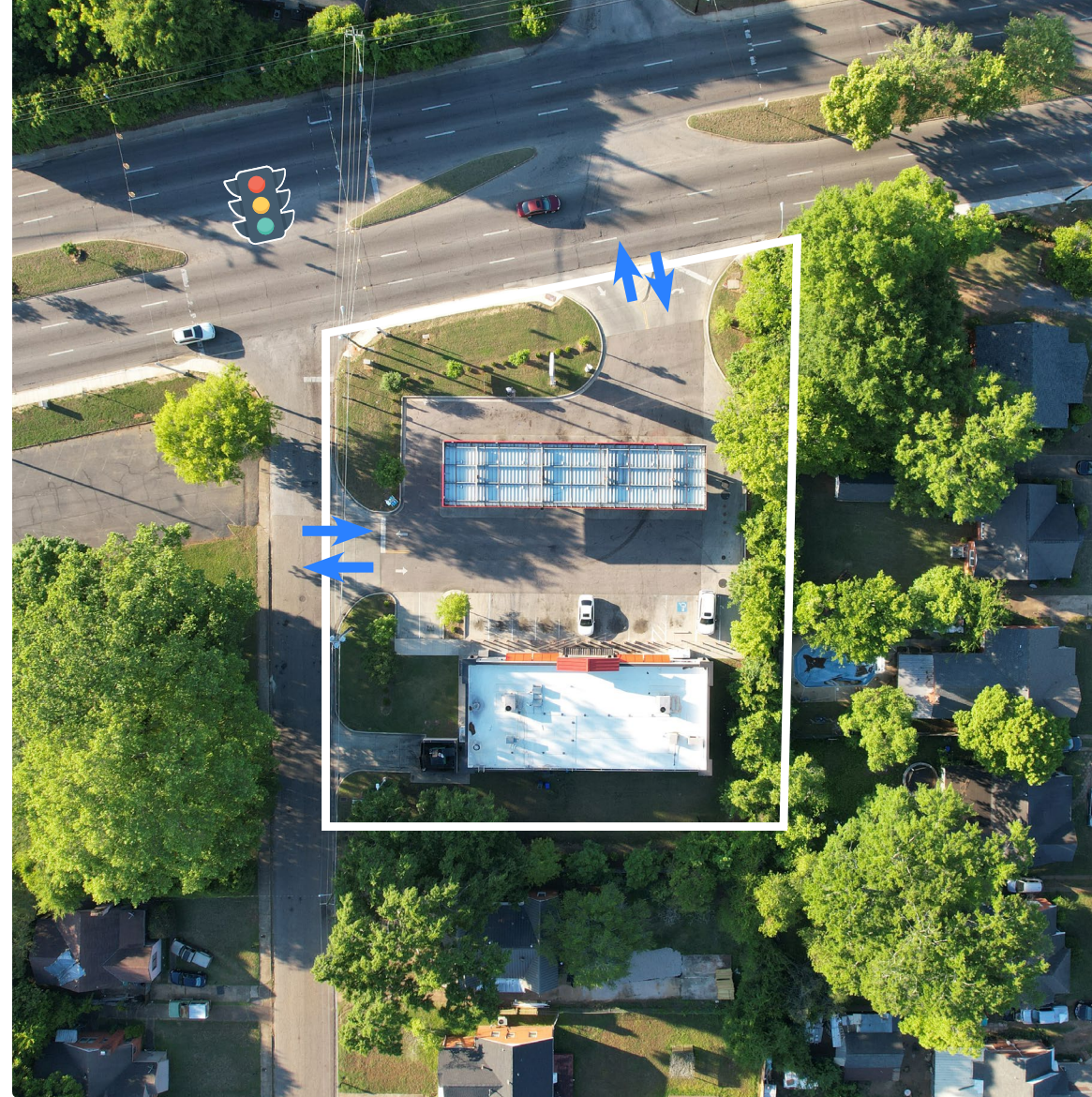
# Employer Map

# Lease Overview



## Tenant Summary

Tenant Name	Gas Express, LLC d/b/a Kangaroo Express
Type of Ownership	Fee Simple
Lease Type	Absolute NNN
Rent Commencement Date	May 18, 2021
Lease Expiration Date	May 18, 2041
Original Lease Term	20 Years
Increases	10% Every 5 Years & Each Option
# of Options	Four, 5-Year Options
Parcel Size	±0.72 Acres
GLA	±3,600 SF
Fueling Lanes	8



**\$3,065,450**

List Price

**\$183,927**

NOI

**2021**

Year Built

**6.00%**

Cap Rate

**±15 Years**

Remaining Lease Term

## Financing Inquiries

For financing options reach out to:

Andrew Marcus

+1 (646) 298-3027

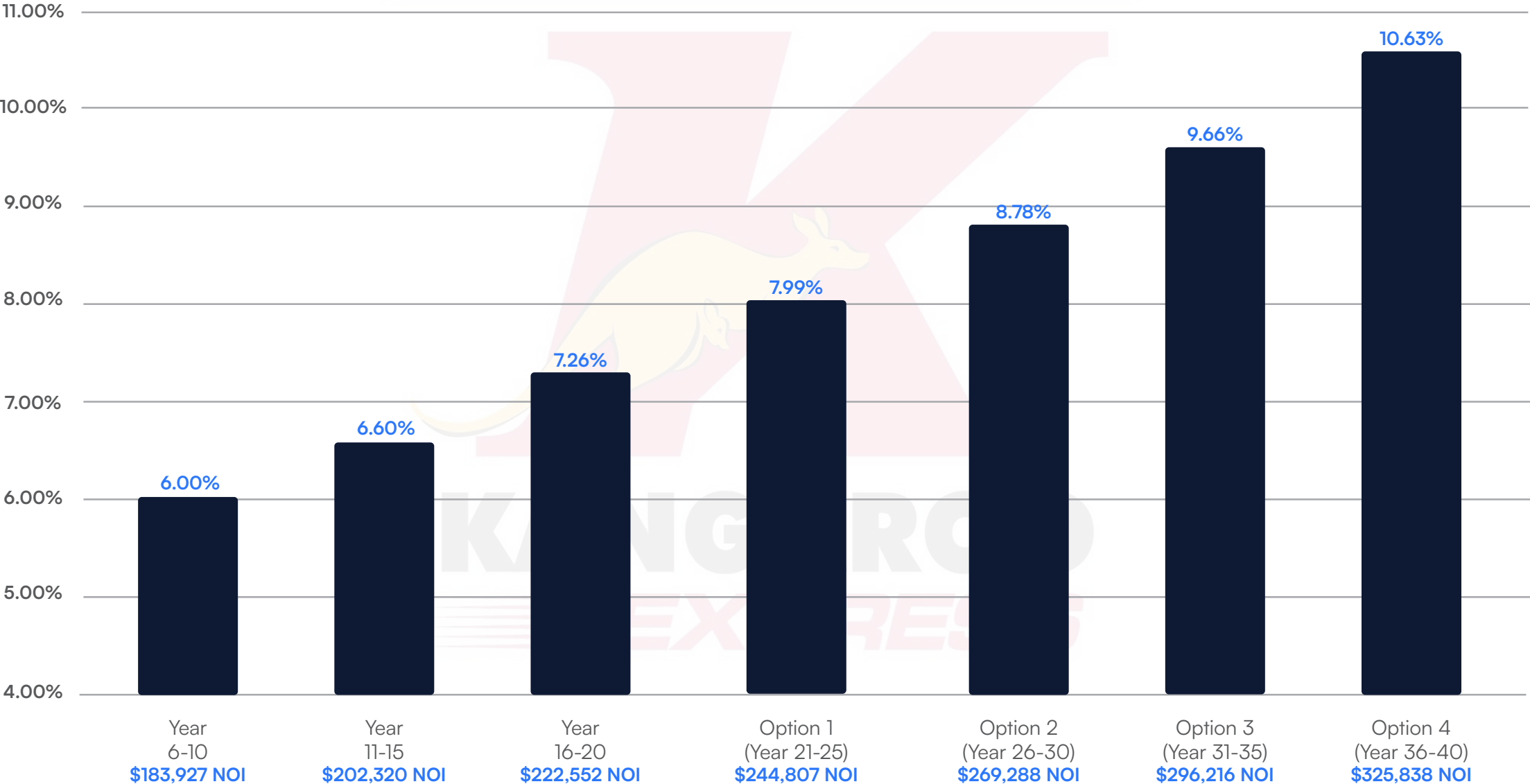
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# Financial

## Overview

### Kangaroo Express | Montgomery, AL

#### RETURN GROWTH (UNLEVERED)





# Aerial Map

**Maxwell Air Force Base Gunter Annex**  
Air Force Base | 2,200 Employees

**Montgomery VA Medical Center**  
±250 Beds



**Bama Lanes**  
Bowling Alley

Atlanta Hwy ± 34,700 VPD

**Subject Property**





# Aerial Map

**Maxwell Air Force Base**  
±12,500 Employees

**Air University Library**  
±150 Staff Members

**Downtown Montgomery**  
±2.3 Miles Away



**Alabama State University**  
±4,081 Students



**Percy Julian High School**  
±1,500 Students & Staff

**Capitol Heights Middle**  
±619 Students

**Walmart Supercenter** 81st Percentile Rank Nationally  
Source: AlphaMap



**Subject Property**





Atlanta Hwy ± 34,700 VPD



Bradley Dr

4 MPDs / 8 Hoses

Convenience Store



Site Plan

# Brand & Tenant

## Overviews



### Brand Overview

Couche-Tard is a global leader in convenience retail and fuel distribution, operating thousands of locations across North America, Europe, and Asia under well-known banners including Circle K. Headquartered in Laval, Quebec, the company has established a strong international platform driven by consistent expansion, strategic acquisitions, and a focus on high-traffic retail corridors. Couche-Tard's business model benefits from recurring consumer demand, diversified revenue streams, and a large-scale fuel and convenience network serving both urban and suburban markets.

Headquarters	Year Founded
<b>Laval, Quebec, Canada</b>	<b>1980</b>

# of Countries	Locations
<b>30+</b>	<b>16,700+</b>



### Brand Overview

Kangaroo Express is a recognized convenience store and fuel retail brand historically operated throughout the Southeastern United States, with a strong presence in high-traffic commuter and suburban markets. The brand became part of Circle K following Alimentation Couche-Tard's acquisition of The Pantry, Inc., integrating Kangaroo Express locations into one of the world's largest convenience retail platforms.

Headquarters	Year Founded
<b>Tempe, AZ</b>	<b>1975</b>

Website	Locations
<b>kangarooexpress.com</b>	<b>100+</b>

### Lessee



### Tenant Overview

Gas Express proudly stands as a franchisee under the reputable banners of Kangaroo Express and Circle K, renowned globally for their top-notch products and stellar customer service. Originally established in 1994 under the moniker S&A Food and Gas, Gas Express foresaw its evolution into a company employing hundreds, deeply embedded within close-knit neighborhoods and communities. Their vision extended beyond mere profit margins, emphasizing a profound dedication to both clientele and staff. The Gas Express team is dedicated to providing distinctive yet consistently reliable service tailored to meet the needs of every market segment. Gas Express currently operates a robust network of over 200 locations spanning Alabama, Arkansas, Georgia, Louisiana, South Carolina, and Tennessee.

Headquarters	Year Founded
<b>Atlanta, GA</b>	<b>1994</b>

# of States	Locations
<b>6 - AL, AR, GA, LA, SC, TN</b>	<b>200+</b>

### Multi-Brand Franchisee





# Montgomery, AL

**CAPITAL CITY  
OF ALABAMA**

**200,600**

Total Population

**235,504**

Daytime Population

**80,900**

# of Households

**\$9 Billion+**

Consumer Spending

## Local Market Overview

Montgomery, the capital city of Alabama, serves as a central hub for government, military, healthcare, and advanced manufacturing. The city benefits from steady population stability supported by its role as a regional employment anchor and its proximity to major Southeastern metros. Household incomes remain moderate, with affordability acting as a key draw for both residents and businesses. The presence of Maxwell Air Force Base and Gunter Annex provides a consistent economic backbone, while ongoing revitalization efforts in the downtown and riverfront districts continue to enhance livability and attract private investment.

POPULATION	1-MILE	3-MILE	5-MILE
2025 Population	9,832	59,752	138,056
HOUSEHOLDS	1-MILE	3-MILE	5-MILE
2025 Households	4,244	24,129	57,218
INCOME	1-MILE	3-MILE	5-MILE
Avg Household Income	\$58,820	\$77,197	\$68,226

	Drive Time Trade Area					
	5 Min Drive		10 Min Drive		15 Min Drive	
	Current Year	5 Year Forecast	Current Year	5 Year Forecast	Current Year	5 Year Forecast
Total Population	17,096	16,998	67,012	66,460	143,977	143,029
Workday Population	21,191	-	96,372	-	175,293	-
Total Households	7,456	7,478	27,886	27,904	61,342	61,496
Avg Household Income	\$56,300	\$57,600	\$69,700	\$71,000	\$66,800	\$68,400
Total Consumer Spend	\$401.5M	\$420.6M	\$1.5B	\$1.6B	\$3.0B	\$3.1B

## Montgomery Economy

As of 2025, Montgomery has a **GROSS METROPOLITAN PRODUCT (GMP) OF \$22 BILLION**, driven by diverse industries such as government, military, manufacturing, healthcare, and technology. The labor force includes approximately 180,700 individuals, with 175,000 employed and an unemployment rate of 3.2% as of December 2024.

Major employers include **MAXWELL-GUNTER AIR FORCE BASE (12,000+EMPLOYEES), THE STATE OF ALABAMA (10,315 EMPLOYEES), AND HYUNDAI MOTOR MANUFACTURING ALABAMA (3,530 EMPLOYEES)**. The median household income rose to \$54,166 (an 8.36% increase from the previous year), while median property values grew by 13% to \$141,900.

Hyundai's presence has strengthened the automotive sector, while Montgomery TechLab and smart city initiatives are fostering tech innovation and entrepreneurship. The city's cost of living remains below the national average, and ongoing infrastructure investments, workforce development programs, and **DOWNTOWN REVITALIZATION EFFORTS ARE FUELING ECONOMIC MOMENTUM, POSITIONING MONTGOMERY FOR SUSTAINED GROWTH.**

### New META Data Center

Meta's data center campus in Montgomery, Alabama remains under construction and is not yet fully operational. Originally announced in 2024, the project has since expanded to approximately 1.3 million square feet across four buildings, reflecting Meta's growing investment in AI and cloud infrastructure. Construction activity continues on-site, with peak staffing estimated between 1,000 and 1,500 workers, while the completed campus is expected to support more than 100 permanent jobs. Recent reports indicate that the first phase of the facility is anticipated to become operational by late 2026, and Meta has continued adding to the scope of the development as demand for large-scale data processing capacity increases.

### Major Employers





**12,280+**

Personnel including active duty, reserve, civilians, contractors, and trainees/cadets.

### Maxwell Air Force Base & Gunter Annex

Maxwell Air Force Base and Gunter Annex represent one of the largest and most stable economic engines in the Montgomery metropolitan area, supporting an estimated workforce of more than 12,000 military personnel, civilian employees, contractors, and students annually. The installations generate an estimated economic impact exceeding \$1.5 billion per year across Central Alabama through payroll, federal procurement, infrastructure investment, housing demand, healthcare spending, and secondary business activity. Maxwell Air Force Base serves as the headquarters for Air University, the U.S. Air Force's primary institution for professional military education, attracting thousands of officers, international military personnel, and trainees to Montgomery each year.

Gunter Annex has emerged as a major hub for cybersecurity, communications, and defense technology operations, housing critical missions for the Air Force Life Cycle Management Center, Business and Enterprise Systems Directorate, and other national defense organizations. The installations' recession-resistant federal funding base and ongoing capital improvements continue to attract private investment, support population growth, and enhance Montgomery's position as a strategic economic and defense center within Alabama.

**\$22B+** Regional Gross Domestic Product



### Education

±2.6 Miles from Subject Property

Montgomery is home to several higher education institutions, including **Alabama State University**, with over 4,000 students, and **Auburn University at Montgomery (AUM)**, which serves around 5,000 students. These institutions provide a steady flow of young residents, support workforce development, and contribute to local consumer spending. The city also includes **Faulkner University** and several technical and community colleges, enhancing the region's talent pipeline across industries.

### Strategic Transportation Hub with Regional Connectivity

Montgomery's location at the intersection of **Interstates 65 and 85** makes it a strategic transportation hub in the Southeast, with **direct routes to Birmingham, Atlanta, and Mobile**. The Montgomery Regional Airport (MGM) offers commercial flights to major hubs, supporting business and tourism travel. The area is also served by CSX and Norfolk Southern rail lines, and is within a day's drive of key ports and logistics centers, making it attractive for retail distribution and supply chain operations.

**TENANT:** Gas Express, LLC d/b/a Kangaroo Express

**PERMITTED USES:** Shall mean the right of the Tenant to utilize the Premises as a branded convenience store, retail motor fuel outlet, quick serve restaurant, and/or any other legal covenants and restrictions.

**UTILITIES:** During the Lease Term, Tenant shall maintain its own accounts for utilities serving the Premises, including without limitation (if applicable) gas, electricity, water, sewer, sanitation and all other utilities required by Tenant for the Premises and Tenant shall be responsible for all such utility charges.

**CARE OF PREMISES:** Tenant assumes the sole responsibility for the condition, use, operation, maintenance, repairs, replacement and management of the Premises and Landlord shall have no responsibility in respect thereof and shall have no liability for damages to the property of Tenant or any sublessee of Tenant or anyone claiming by, through or under Tenant for any reason whatsoever, unless such damage is caused by the gross negligence or willful misconduct of Landlord.

**TAXES:** Tenant agrees to pay, as Additional Rent, all personal property taxes and assessments, ad valorem or real estate taxes and assessments (including, without limitation, general and special assessments for public improvements or benefits whether or not commenced or completed during the Lease Term, as same may be extended or renewed, sanitary and trash removal assessments, and all property owners', association, subdivision, and all other types of public, quasi-public or private assessments, fees or exactions or similar charges of any nature whatsoever), water charges, sewer rents and all other taxes or any type of assessments whatsoever levied, assessed or imposed at any time by any Governmental Authorities upon or against the Premises or any portion thereof, which accrue or become due with respect to any period during the Term, and also any tax or assessment levied, assessed or imposed against the Premises or any portion thereof at any time by any Governmental Authorities in connection with any franchise, or the receipt of any income, rent or profit from the Premises to the extent that same shall be in lieu of all or a portion of any of the aforesaid taxes or assessments upon or against the Premises, and which accrue or become due with respect to any period during the Term (collectively, the "Taxes").

**INSURANCE:** Tenant shall, during the Term of this Lease, and at Tenant's expense, maintain in full force and effect: (a) All risk property insurance covering (i) the Improvements and Personalty, and all building materials and other property which constitute part of the Premises, and (ii) Tenant's trade fixtures, signs, inventory and supplies, furniture, equipment, and improvements and betterments installed by Tenant, all amounts not less than one hundred percent (100%) of the full replacement value of all Improvements and Personalty (as reasonably determined by Landlord Deleted ); (b) Contractual and comprehensive commercial general liability insurance against claims for bodily injury, death or property damage

occurring on, in or about the Premises, which insurance shall be written on a so-called occurrence basis, and shall provide minimum protection with a combined single limit in an amount not less than Two Million and No/100 Dollars (\$2,000,000.00) for any one occurrence, and such insurance shall have a deductible of not greater than Five Thousand and No/100 Dollars (\$5,000.00); (c) Business interruption and loss of rent insurance in amounts sufficient to compensate Landlord for all Base Rent, Additional Rent and other amounts payable hereunder for a period of not less than twelve (12) months, the amount of such coverage to be adjusted annually to reflect the Base Rent, Additional Rent and other amounts payable during the succeeding twelve (12) month period; (d) Liability insurance which shall include coverage for all liabilities arising out of the dispensing or selling of alcoholic beverages imposed under any laws, including, without limitation a "dram shop" or alcoholic beverage control act, the Premises and the business related to the Premises with a cross liability clause and a severability of interests clause to cover Tenant's indemnity and including an endorsement if necessary to provide coverage of personal injury and defense for a third party, all in limits of not less than One Million and No/100 Dollars (\$1,000,000.00) inclusive per occurrence or, upon Landlord's request, such higher limits as shall become customary under new leases of comparable Premises; and (e) such additional and/or other insurance coverage, endorsements, or deductibles with respect to the Premises and in such amounts as reasonably requested by Landlord or its Lender.

**ASSIGNMENT & SUBLETTING:** Additionally and notwithstanding anything to the contrary set forth herein, and provided there is no event of default on the part of Tenant under this Lease, Tenant shall have the right (subject to Landlord's consent as set forth hereinafter), with no less than thirty (30) days' prior notice to Landlord (the "Notice of the Intended Assignment") without any charge of any kind by Landlord (other than the Lease Transfer Admin Fee) and without Landlord having any recapture right, to assign this Lease (i) to TMC Franchise Corporation or its parent, affiliate or subsidiary (the "Permitted Assignment") if said entity possesses financial creditworthiness, cash flow and liquidity that is at least equal to or better than the financial creditworthiness, cash flow and liquidity of Tenant as of the Effective Date (collectively, the "Net Worth Threshold"); or (ii) to an assignee that possesses financial creditworthiness, cash flow and liquidity that is at least equal to or better than the Net Worth Threshold. Tenant shall provide Landlord the financial statements of the assignee supporting compliance with the Net Worth Threshold (the "Net Worth Threshold Evidence"), concurrently with the Tenant's Notice of the Intended Assignment.

If there is an assignment consented to by Landlord under either Clauses (i) or (ii) in this Section, then, upon entry of the instrument of assignment, the assigning Tenant and any Guarantors of the assigning Tenant shall be released from all further payments of Rent and for the performance of all terms, covenants and conditions of the Lease after the effective date of the assignment.

# | Disclaimer & Confidentiality Agreement

This Offering Memorandum contains select information pertaining to the business and affairs of the property owner and its tenant for real property located at **2906 Atlanta Highway, Montgomery, AL 36109** (“Property”). The Offering Memorandum may not be all-inclusive or contain all of the information a prospective purchaser may desire. The information contained in this Offering Memorandum is confidential and furnished solely for the purpose of a review by a prospective purchaser of the Property. It is not to be used for any other purpose or made available to any other person without the written consent of Seller or Matthews™. The material and information in the Offering Memorandum is unverified. Matthews™ has not made any investigation, and makes no warranty or representation, with respect to square footage, income and expenses, the future financial performance of the property, future rent, and real estate value market conditions, the condition or financial prospects of any tenant, or the tenants’ plans or intentions to continue to occupy space at the property. All prospective purchasers should conduct their own thorough due diligence investigation of each of these areas with the assistance of their accounting, construction, and legal professionals, and seek expert opinions regarding volatile market conditions given the unpredictable changes resulting from the continuing COVID-19 pandemic. The information is based in part upon information supplied by the Owner and in part upon financial information obtained from sources the Owner deems reliable. Neither owner, nor their officers, employees, or real estate agents make any representation or warranty, express or implied, as to the accuracy or completeness of this Offering Memorandum, or any of its content, and no legal liability is assumed or shall be implied with respect thereto. Prospective purchasers should make their own projections and form their own conclusions without reliance upon the material contained herein.

By acknowledging your receipt of this Offering Memorandum for the Property, you agree:

1. The Offering Memorandum and its contents are confidential;
2. You will hold it and treat it in the strictest of confidence; and
3. You will not, directly or indirectly, disclose or permit anyone else to disclose this Offering Memorandum or its contents in any fashion or manner.

Matthews™ is not affiliated with, sponsored by, or endorsed by any commercial tenant or lessee in the Offering Memorandum. The presence of any entity’s name or logo, including any commercial tenant’s name or logo, is informational only and does not indicate or suggest any affiliation and/or endorsement of Matthews™, the property, or the seller by such entity.

Owner and Matthews™ expressly reserve the right, at their sole discretion, to reject any and all expressions of interest or offers to purchase the Property and to terminate discussions with any person or entity reviewing this Offering Memorandum or making an offer to purchase the Property unless and until a written agreement for the purchase and sale of the Property has been fully executed and delivered.

If you wish not to pursue negotiations leading to the acquisition of the Property or in the future you discontinue such negotiations, then you agree to purge all materials relating to this Property including this Offering Memorandum.

A prospective purchaser’s sole and exclusive rights with respect to this prospective transaction, the Property, or information provided herein or in connection with the sale of the Property shall be limited to those expressly provided in an executed Purchase Agreement and shall be subject to the terms thereof. In no event shall a prospective purchaser have any other claims against Owner or Matthews™ or any of their affiliates or any of their respective officers, directors, shareholders, owners, employees, or agents for any damages, liability, or causes of action relating to this solicitation process or the marketing or sale of the Property.

This Offering Memorandum shall not be deemed to represent the state of affairs of the Property or constitute an indication that there has been no change in the state of affairs of the Property since the date of this Offering Memorandum.

**Net Lease Disclaimer:** There are many different types of leases, including gross, net, single net (“N”), double net (“NN”), and triple net (“NNN”) leases. The distinctions between different types of leases or within the same type of leases, such as “Bondable NNN,” “Absolute NNN,” “True NNN,” or other NNN leases, are not always clear. Labels given to different leases may mean different things to different people and are not defined legal terms. Buyers cannot rely on the labels or marketing descriptions given to any lease when making their purchasing decisions. Buyers must closely review all lease terms and are advised to seek legal counsel to determine the landlord and tenant’s respective rights and duties under the lease to ensure the lease, regardless of how labeled or described, meets the buyers’ particular needs.

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