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**Westwood**  
*Net Lease Advisors*  
Parent Company of 1031-NNN Properties

**Presents**



Representative Photo

## **Pamida Portfolio**

**( New 15 Year Absolute NNN Leases )**

**Six Brand New Properties Included**

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[www.westwoodnetlease.com](http://www.westwoodnetlease.com)

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## Property Description

Tenant:	Pamida Stores Operating Co., LLC.
Price:	\$13,533,733
Cap rate:	9%
NOI:	\$1,218,036
Building size:	171,210 (Total for all 6 buildings)
Year built:	2008

## Lease Information

Lease type:	NNN (No Management Needed!)
Lease term:	15 years
Lease commencement:	April-September 2008
Options:	3 (5 years)
Rent escalation:	5% every 3 years**
Lease guarantor:	Pamida Corporate Guarantee

Locations	NOI	Purchase Price
Broken Bow, NE	\$194,257	\$2,158,411
Kimball, NE	\$183,231	\$2,035,900
Buffalo, WY	\$237,516	\$2,639,066
Custer, SD	\$215,893	\$2,398,811
Larned, KS	\$188,850	\$2,098,333
Lyons, KS	\$198,288	\$2,203,200

## Comments

- Can be bought individually or as portfolio
- New 15 Year Absolute NNN Leases
- Brand New Construction

\*\*current leases provide for 10% increase after year 10 and every 5 years thereafter. It is believed that Pamida will agree to proposed increase schedule.



## Portfolio Description

This portfolio offers the investor a rare opportunity to purchase six brand new buildings (can be sold on an individual basis) with long-term NNN leases with no landlord responsibilities. All leases are corporate guaranteed and have the benefit of rent increases in the primary term. The primary term of the lease is 15 Years. In addition there are 5% rent increases every 3 years\*\*. These cities are a perfect fit for Pamida's business model which is to expand into smaller towns with limited competition from the likes of Wal-Mart. Although Pamida enters into smaller towns they have shown they are committed to their sites for the long term as evidenced by the fact that their average stay is approx 20 years which will only go up in the coming years.



\*\*current leases provide for 10% increase after year 10 and every 5 years thereafter. It is believed that Pamida will agree to proposed increase schedule



## Tenant Information

### Pamida

Pamida Stores Operating Co., LLC ("Pamida") ([www.pamida.com](http://www.pamida.com)), a general merchandiser with 211 stores as of May 2008; of which 143 contain pharmacies, services small and rural underserved communities in sixteen Midwest, North Central, and Rocky Mountain states. With approximately 5.6 million retail square feet in total, stores range in size from 3,000 to 50,000 square feet and average approximately 30,000 square feet. Pamida serves communities with an average population of 4,000 to 7,000 people. Central to Pamida's merchandising success is its convenient, one-stop shopping format and proactive community outreach as a hometown partner. The Company employs approximately 5,900 teammates across the chain, of which 310 are located at the Store Support Center in Omaha, Nebraska.

The company has brought in several key executives who have a considerable amount of retail expertise working with such companies as Toys R Us, Wal-Mart, Home Depot, Target and other major retailers. Part of the company's strategy is to go into communities where they can have a pharmacy included within their stores (through the acquisition of a local independent pharmacy), which they believe is a very strong customer driver for sales volumes and traffic.





## Company Information

### Locations

Headquartered in Omaha, Nebraska, Pamida has 211 locations in small towns in 16 states throughout the Midwest and Rocky Mountain regions.

### Average Market Size

Pamida stores serve citizens in towns with an average population of 4,000-7,000 people.

### Pharmacies

Pamida operates pharmacies in 143 of its stores, and also offers mail-out pharmacy services. Plans are to continue to add pharmacies to the Pamida family.

### Pamida Product Offerings

Pamida carries a wide variety of merchandise, including top-quality name brands such as Reebok, Cannon, Unionbay, Sony, Russell, Kodak, Champion, and KitchenAid. Pamida's selection includes apparel, home electronics, domestics, seasonal, and grocery offerings.

### Pamida Services

In addition to merchandise and pharmacy services, Pamida offers customers the Pamida credit card, gift cards, layaway services, senior day events, on-line digital photo processing, limited product assembly services, health screenings, and more.

### Pamida Growth Strategy

Pamida is committed to growth through the addition of new pharmacies and store locations in smaller, rural communities in the upper Midwest United States. In 2007 Pamida opened an additional 21 stores (includes free standing and pharmacies) and will continue to add additional stores and pharmacies throughout the coming years as part of their growth plan. By 2009-2010 Pamida expects to open an additional 55 free standing stores.





## History of Pamida

In 1948, Jim Witherspoon and Lee Wegener began operating a "service merchandiser" business. Through this business, 22 salespeople provided supermarkets across a 5-state area with health and beauty aids, housewares, records and tapes, and some soft lines items.

Based on the concept of operating an "outlet" store for the products offered to the supermarkets, Witherspoon and Wegener opened their first retail store as part of the Gibson Products Company in Knoxville, Iowa, in November of 1963. The store did so well that another location was opened in nearby Oskaloosa, Iowa, just 2 weeks later. This rapid growth pattern continued as Witherspoon and Wegener expanded their concept into small towns throughout the Midwest and west central United States. In the late 1970s, the relationship with Gibsons ended, and the Pamida name began appearing on the stores.

The Pamida name has an interesting origin. It represents the first two letters of the first names of Witherspoon's three sons, Pat, Mike, and David. Pamida stores are generally located in county seat towns with populations ranging from 4,000 to 7,000 people. The stores carry both hard lines and soft lines categories of merchandise as well as seasonal items. The company also operates its own Pharmacy division.

In 1981, Witherspoon and Wegener sold Pamida to the team members; then, in 1986, Citicorp Capital Investors, Ltd. acquired a principal financial interest in the company. During the late 1980s, Pamida modernized the merchandising layout of its stores, converting them to a racetrack prototype with a special emphasis on apparel categories. Pamida also installed POS technology into all of its stores.

In 1999, ShopKo Stores, Inc., a fortune 500 company headquartered in Green Bay, Wisconsin, purchased Pamida and began operating the company as a separate division.

In 2005, ShopKo Stores, Inc. was purchased by an affiliate of Sun Capital Partners, Inc. Pamida is separated from the ShopKo umbrella, and reestablishes its corporate headquarters in Omaha, Nebraska.

Pamida's success is based on several basic principles: merchandise variety, outstanding value, and fast, friendly customer service. These factors are as important today as they have been for the past three decades. Pamida's future looks bright. With a new vision, strong leadership, and sound financial and merchandising strategies, Pamida's history will continue to unfold well into the 21st Century.



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## Pamida Fiscal 2007 Highlights

Fiscal 2007 revenues were \$842.2 million, which represented total store and comparable sales increases of 3.4% and 2.8%, respectively (excluding week 53 in 2006).

Comp sales increased 2.8% (+0.7% Main and +7.8% Pharmacy).

Strong performances from pharmacy, electronics and consumables in 2007. This represents the second year of positive comp sales, which had not occurred at Pamida for at least the prior 5 years.

Opened 9 new stores. Overall, the group is exceeding sales targets by 5.4% and exceeding 4-wall profits by 41% (\$2.4M vs. aggregate plan of \$1.7M).

On a percentage of sales basis, these new stores delivered a 9.4% 4-wall compared to the Chain's 6.9%. The investment strategy is providing accretive value

Opened 12 new stand-alone pharmacies through file acquisitions, which will roll into new main stores over the next 12-24 months. This group of stores met their 4-wall profit targets generating 10.8%, which slightly exceeded the Chain's pharmacy average of 10.7%.

Excluding the purchase accounting add-backs in 2006, the Company increased its adjusted gross margin by 100 bps to 25.5%.

A new pharmacy supply contract was put in place September 1st, which should result in an approximate \$10 million annualized pharmacy margin benefit going forward.



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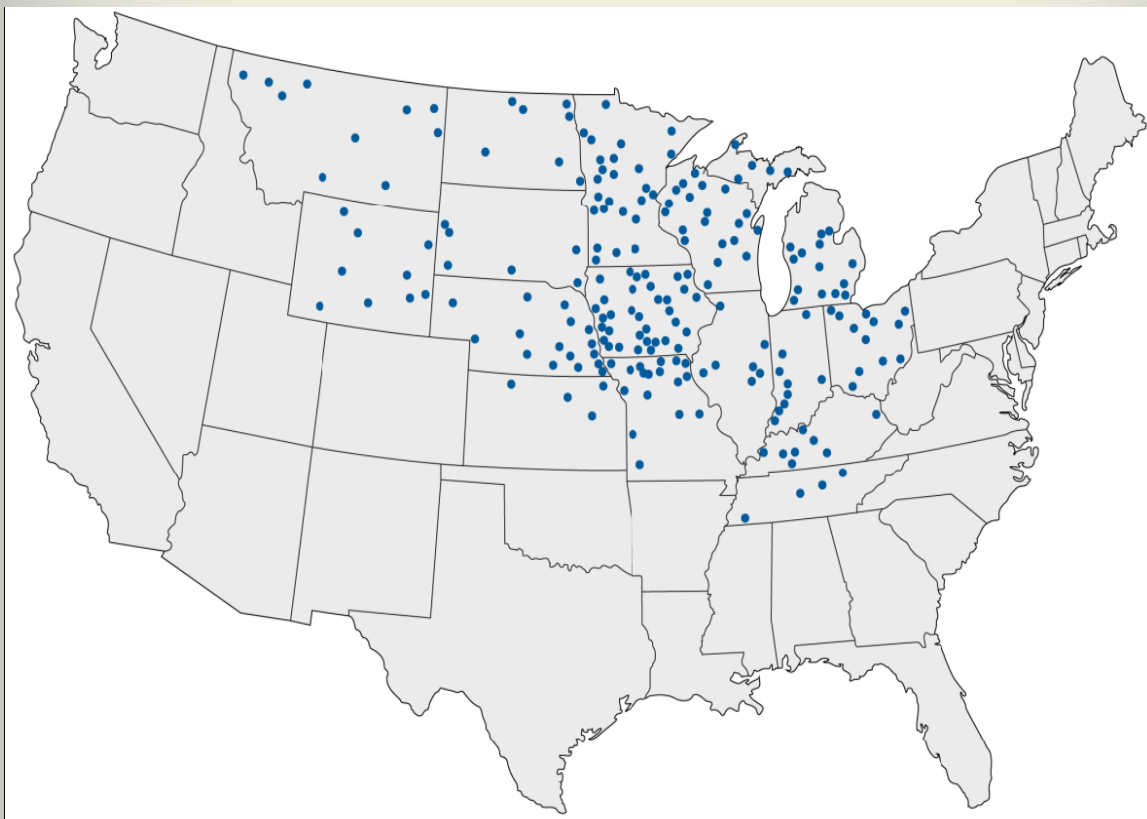
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## Pamida Locations





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