



retail strategies



SUCCESS

FORT PAYNE, ALABAMA



Dunham's Sports,
Dollar Tree,
Badcock Furniture



Vacant Kmart
redeveloped



9 months to
commitment



Estimated Job Creation

22



Estimated Economic Impact

\$1.4 million

2% tax base



THE STORY

Retail Strategies worked with the landlord of a vacant Kmart building to help on a redevelopment project. Several tenants were identified and we marketed the site to numerous retailers and tenant reps. Within a 9 month period, Dunham's Sports, Dollar Tree and Badcock Furniture all committed to the space. Due to the high costs of the project, Retail Strategies negotiated the incentives agreement on behalf of the City to make the project a win-win scenario and to avoid a longstanding vacant Kmart in a major corridor in town.



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