



retail strategies

SUCCESS

Fort Payne, AL

Who



Dunham's Sports
Dollar Tree
Badcock Furniture

What



Vacant Kmart redeveloped

Timeline



9 months to commitment

ESTIMATED JOB CREATION

22



ESTIMATED ECONOMIC IMPACT

\$1.4 Mil



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.

