



Brand New 2023 Construction | 20-Year Lease with 19+ Years Remaining



OFFERING MEMORANDUM

O2B KIDS!
ORLANDO, FL

Marcus & Millichap
THE SULO GROUP

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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.

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O2B KIDS!

15565 Golden Isle Blvd
Orlando, FL 32828

FINANCIAL SUMMARY

| | |
|----------------------|----------------|
| Price | \$5,992,000 |
| Cap Rate | 6.50% |
| Net Operating Income | \$389,487 |
| Building Sq Ft | 11,518 Sq Ft |
| Year Built | 2023 |
| Lot Size | +/- 1.60 Acres |

LEASE SUMMARY

| | |
|-------------------------|-----------------------------------|
| Lease Type | Absolute Net |
| Tenant | o2b Early Education Holding, Inc. |
| Guarantor | Corporate |
| Roof and Structure | Tenant Responsible |
| Primary Term | 20 Years |
| Lease Commencement Date | 6/4/2020 |
| Rent Commencement Date | 6/6/2023 |
| Lease Expiration Date | 6/31/2043 |
| Term Remaining | 20 Years |
| Rental Increases | Yes |
| Renewal Options | Four, Five-Year |

OPERATING DATA

| Lease Years | Annual Rent | Cap Rate |
|------------------|-------------|----------|
| 1-5 | \$389,487 | 6.50% |
| 6-10 | \$408,961 | 6.83% |
| 11-15 | \$429,410 | 7.17% |
| 16-20 | \$450,880 | 7.52% |
| Options | Annual Rent | Cap Rate |
| 21-25 (Option 1) | \$473,424 | 7.90% |
| 26-30 (Option 2) | \$497,095 | 8.30% |
| 31-35 (Option 3) | \$521,950 | 8.71% |
| 36-40 (Option 4) | \$548,048 | 9.15% |

| | |
|-----------------------------|--------------------------|
| Base Rent | \$389,487 |
| Net Operating Income | \$389,487 |
| Total Return | 6.50% \$389,487 |

HIGHLIGHTS

- **19+ Years Remaining on a 20-Year Lease** - O2B Kids! Signed a new 20-year lease at the subject property in 2023. The lease has zero landlord responsibilities and offers 5.00% increases in rent every five years. In addition to the 20-year base lease term, the tenant has four, five-year options to renew with the same rent increase structure.
- **O2B Kids! (47+ Locations) – Top 15 Corporate Operator** - O2B Kids! is one of Top 15 Corporate child care companies in the country. O2B Kids! is a place that opens minds, improves self-confidence, develops social skills, and strengthens bodies. O2B Kids! helps children discover hidden talents and promotes a passion for discovery. Friendships are developed and life lessons are learned. O2B Kids encourages kids to try new things and teaches a respect for people, property and ideas. O2B Kids! currently operates over 47 locations across three states.
- **Major Growth Market | Orlando** - Sunshine, a warm climate and a favorable tax structure attract numerous visitors, employers and residents to the region. The metro is among the largest and fastest growing in Florida, with a population of 2.6 million people. It is also one of the nation's most popular tourist destinations and typically draws more than 70 million visitors annually. The Orlando metro encompasses four counties, Osceola, Orange, Seminole and Lake, covering more than 4,000 square miles in central Florida. Numerous lakes are scattered across the region, and the topography is generally flat, with few impediments to development. Orlando is the area's largest city, approaching 308,000 citizens, followed by Kissimmee and Alafaya, each with fewer than 100,000 people.
- **Home to Walt Disney World** - The Walt Disney World Resort in Florida is home to four Disney theme parks, more than 30 resort hotel/villa/campground accommodations, an immersive multi-day Star Wars themed experience, two water parks, a sports complex, two shopping/entertainment/dining districts, and several other amenities such as golf courses, mini-golf courses, and recreational lakes with water activities. Walt Disney World is the largest Disney resort campus in the world, covering an astounding 43 square miles or 27,258 acres. It's known as "The Most Magical Place on Earth."



SITE PLAN



SITE PLAN KEY

Parcel Outline



Building Sq Ft

+/- 1.60 Acres

Lot Size

11,518 Sq Ft

Ingress/Egress



TENANT OVERVIEW



TENANT OVERVIEW

| | |
|------------------|---|
| No. of Locations | 47+ |
| Year Founded | 1998 |
| Headquarters | Gainesville, FL |
| Website | https://www.o2bkids.com |

We exist to help parents grow happy, successful kids. O2B Kids is a place that opens minds, improves self-confidence, develops social skills, and strengthens bodies. O2B Kids helps children discover hidden talents and promotes a passion for discovery. Friendships are developed and life lessons are learned. O2B Kids encourages kids to try new things and teaches a respect for people, property and ideas.

In the year 1992, two best friends, Andy Sherrard and Danny Stevens, embarked on a one-year journey around the world in search of adventure and excitement... and the meaning of life! During their travels, across oceans and continents, the pair discovered that even at the ripe old age of 25 they were living everyday "learning through play." The concept sparked in each of them a deep interest in education...and they excitedly returned home to the swamps of Gainesville, Florida to begin planning the ultimate learning environment for kids.

The simple goal of this "new learning playground" was to help children find undiscovered passions, develop important life-skills, make new friends and experience daily laughter on their way to becoming responsible, respectful citizens of our world! No ordinary environment would do. An education "SuperCenter" would be needed; combining a magical play village for unscripted funanigans together with an organized calendar of daily classes, from the arts and sciences to fitness and fun, for specific skill development.

In 1998, the two dreamers saw their vision realized, with the opening of the very first 34,000-square foot O2B Kids SuperCenter. It was a grand celebration with over 1,000 O2B Kids members discovering the original concept of "learning through play." With the help of generous investors and a dedicated staff, O2B Kids grew... and grew...and grew. We look forward to putting an ever-growing number of children and communities on the path to their very own "...happily ever after."

TENANT OVERVIEW



| | |
|--------------|---|
| Year Founded | 2000 |
| Headquarters | New York, NY |
| Website | https://spirecapital.com |

Founded in 2000, Spire Capital is a private equity firm focused on lead and control investments in middle market companies within the technology enabled business services, media, education and communications sectors. Spire Capital leads buy-out investments in its areas of expertise and believes its deep industry experience and network of relationships are invaluable in helping its portfolio companies to grow and create value.

Spire Capital partners with executives and management teams who serve as resources, references and foundations for future portfolio companies. Spire works hand-in-hand with each of its management teams to navigate their operational and strategic goals.

Spire takes a long term view towards investments and recognizes that it takes time, and often capital, to lay the foundations for accelerated sustainable growth. In doing so, Spire maintains modest leverage levels across its portfolio to ensure that businesses have sufficient flexibility to invest for growth.

Spire Capital is investing out of its third fund and has managed over \$1.2 billion in private equity commitments since its founding. Since its inception, Spire has invested in 30 platform companies and consummated over 100 add-on acquisitions, across focus sectors, which include education, technology-enabled business services, media and communications.

Spire has a track record of success in the early childhood education sector. Namely, Spire invested in Rainbow Early Education and over the course of six years, aided in growing the business from 30 to 120+ locations. Spire's initial investment date into Rainbow was May 4, 2010, with an exit in June of 2016.

2023 | TOP 20 CORPORATE CHILD CARE COMPANIES



| | ORGANIZATION | HEADQUARTERS | CAPACITY (EST.) | # OF CENTERS (EST.) |
|----|-----------------------------|----------------|-----------------|---------------------|
| 1 | KinderCare Learning Centers | Oregon | 195,000 | 1,501 |
| 2 | Learning Care Group | Michigan | 161,000 | 1,071 |
| 3 | Bright Horizons | Massachusetts | 120,000 | 1,081 |
| 4 | Cadence Education | Arizona | 47,861 | 285 |
| 5 | Child Development Schools | Texas | 46,000 | 269 |
| 6 | Spring Education Group** | California | 39,488 | 182 |
| 7 | The Learning Experience | Florida | 39,038 | 328 |
| 8 | The Sunshine House | South Carolina | 22,000 | 132 |
| 9 | Endeavor Schools | Florida | 19,500 | 94 |
| 10 | Premier Early Education | Illinois | 15,000 | 90 |
| 11 | New Horizon Academy | Minnesota | 13,811 | 93 |
| 12 | Early Learning Academies | Virginia | 13,700 | 74 |
| 13 | Big Blue Marble Academy | Alabama | 12,349 | 60 |
| 14 | Children of America** | Florida | 11,285 | 61 |
| 15 | O2B Kids | Florida | 9,675 | 47 |
| 16 | The Nest Schools | Florida | 7,260 | 44 |
| 17 | The Gardner School | Tennessee | 6,300 | 32 |
| 18 | Never Grow Up, Inc | Tennessee | 5,850 | 40 |
| 19 | Acelero Learning | New York | 5,341 | 51 |
| 20 | Learning Jungle | Canada | 5,173 | 50 |

Based on data supplied by the organizations. Data on capacity is total licensed capacity as of January 1, 2023

**Data from January 2022 report

WHY BUY A CHILD CARE CENTER

Report Overview

The U.S. child care market size was valued at USD 60.4 billion in 2022 and is expected to grow at a compound annual growth rate (CAGR) of 4.18% from 2023 to 2030. The key factor driving the growth is the rising demand for early daycare & education services with more parents returning to working in offices, the rising number of single & working mothers, advancements in learning technologies for children, and the accessibility of government funding. The expenditure on daycare in the U.S. is very high. As per the cost of care survey facilitated by the U.S. Department of Health and Human Services, the expenditure on these services reached up to 7% of the household income in 2021. Families in the U.S. are willing to spend more on childcare services, indicating the high service demand in the U.S.

Furthermore, single-parent families are growing in the U.S. As per the 2022 single-parent statistics, in 2022 there were around 11 million single-parent families in the U.S. Single-parent families cannot give the required attention to the child, thus relying on child-care centers or their kid's early education and well-being.

In addition, the Southern states in the U.S. have the highest single-parent population. South Carolina, Florida, Georgia, Mississippi, and Louisiana have the highest number of single-parent households. Louisiana reported over 40% single-parent households, the highest in the U.S. Hence, the southern region is expected to have the highest demand.

Delivery Type Insights

Based on delivery type, the market is segmented into organized care facilities and home-based settings. The organized care facilities segment accounted for the highest revenue share of 71.7% in 2022 and is expected to witness the highest CAGR during the forecast period. The rising number of working parents, technological advancement, and growing funding for supporting quality early education drive segment growth.

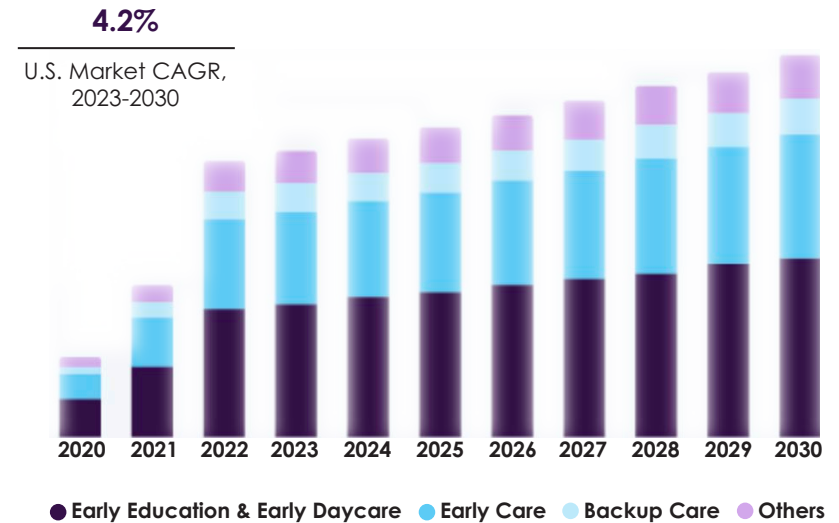
Furthermore, the organizations facilitating daycare collaborate to enable large-scale organized daycare. For instance, the first Steps 4K, an organization facilitating early education for 4-year-old children, collaborated with 200 non-profit daycare centers to facilitate high-quality early education as per the child's requirements.

The home-based settings are expected to witness lucrative growth during the forecast period. Home-based child care is popular for many families, particularly those with younger children or irregular schedules. According to a report by HomeGrown Child-care, approximately 7 million children under the age of five receive care in a home-based setting. It offers a range of benefits to families, such as lower costs, personalized care, and a more home-like environment. These benefits are expected to fuel the growth of the segment.

Source: <https://www.grandviewresearch.com/industry-analysis/us-child-care-market>

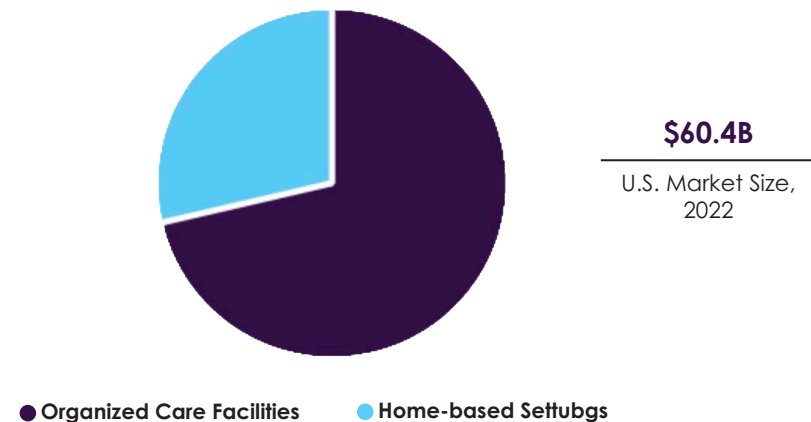
U.S. Child Care Market

Size, by Type, 2020-2030 (USD Billion)



U.S. Child Care Market

Share, by Delivery Type, 2022



PROPERTY PHOTOS



AERIAL - SOUTH



TIRE CHOICE
AUTO SERVICE CENTERS

TIMBER SPRINGS
DENTAL CARE



CareSpot
Family of Urgent Care Brands

AutoZone

Avalon Park S Blvd
20,037 CPD

ExtraSpace
Storage

Golden Isle Blvd

Subject Property
o2b
KIDS!



LOCATION OVERVIEW

ORLANDO

Orlando is the perfect destination thanks to wondrous diversity that ensures an unforgettable vacation filled with unique experiences for every visitor. In short, you'll never run out of things to do in Orlando. Here there are theme parks that tap into your love affairs with comic-book heroes and galaxies far, far away, and leave you screaming at every free fall and splashdown. Disney Springs combines shopping, food, attractions, and live entertainment. A short ride from the bright lights are outdoors adventures such as 72-degree springs and airboat rides in the headwaters of the Everglades.

Whether it's the magic of Walt Disney World® Resort, endless excitement at Universal Orlando Resort, an aquatic wonderland at SeaWorld® Orlando, or building family fun at LEGOLAND® Florida Resort, Orlando has theme parks that are perfect for you. Between celebrity chef-driven restaurants and local James Beard honorees, family-friendly feasts, sleek lounges, dazzling night-clubs, sports-focused pubs, gourmet food trucks, breweries, wineries, and more, you will never run out of amazing things to eat and drink in Orlando.

Ecotours, natural springs, birding, nature trails, fishing, kayaking, airboat rides and lots of thrills are some of the many options for exploring our great outdoors. Crystal-clear waters make for perfect scuba diving, snorkeling, swimming and fishing. Live music, high-energy dance clubs, sleek lounges, side-splitting comedy and other options await, as do world-famous events like November's Electric Daisy Carnival (EDC) Orlando.

With more than 130,000 hotel rooms, 20,000 vacation-home rentals and 22,000 vacation-ownership properties in the area, you would think that Orlando would already be well-stocked when it comes to available room supply — but again, we're the sort of destination that never stops improving.

Source: <https://www.visitflorida.com/places-to-go/central/orlando/>, <https://www.visitorlando.com/>



16.6 MILES
EAST OF
ORLANDO, FL



19.0 MILES
ORLANDO
INTERNATIONAL AIRPORT



21.4 MILES
ORLANDO INTERNATIONAL
PREMIUM OUTLETS



6.0 MILES
UNIVERSITY OF
CENTRAL FLORIDA



LOCATION OVERVIEW

ORLANDO

Sunshine, a warm climate and a favorable tax structure attract numerous visitors, employers and residents to the region. The metro is among the largest and fastest growing in Florida, with a population of 2.6 million people. It is also one of the nation's most popular tourist destinations and typically draws more than 70 million visitors annually. The Orlando metro encompasses four counties, Osceola, Orange, Seminole and Lake, covering more than 4,000 square miles in central Florida. Numerous lakes are scattered across the region, and the topography is generally flat, with few impediments to development. Orlando is the area's largest city, approaching 308,000 citizens, followed by Kissimmee and Alafaya, each with fewer than 100,000 people.



Economic Diversity

While Orlando's economy has strong business and professional services, as well as tourism components, distribution, high-tech, defense contracting, and health care are also prevalent.



Pro-Business Environment

Florida has low state and local taxes, in addition to no state personal income tax, attracting businesses to the region.



Job and Population Growth

Orlando's population is expected to increase by more than 218,000 people over the next five years, as job gains outpace the national average.



QUALITY OF LIFE

Orlando residents enjoy a remarkable quality of life, highlighted by a sunny climate, professional sports teams, outdoor recreational activities, cultural venues, world-famous attractions and beaches nearby. The region offers health care facilities and exceptional community services, such as Orlando Regional Medical Center and AdventHealth Orlando.

Cultural opportunities are offered at the Dr. Phillips Center for the Performing Arts, Orlando Repertory Theatre, Opera Orlando, Orlando Ballet and the Bach Festival Society of Winter Park. Amway Center in downtown is the Orlando Magic's arena. Large educational institutions in the area include the University of Central Florida and Valencia College.

LOCATION OVERVIEW



ECONOMY

Key industries in the region include aerospace and defense systems, modeling, simulation and training, digital media, tourism and biotechnology.

The metro is transforming into a digital media hub, housing hundreds of media companies.

Orlando is a top vacation and business convention destination and is home to theme parks and tourist attractions, which support retail sales and a large hospitality sector.

The local life sciences, biotech and medical technology industries are growing. Lake Nona Medical City is a 650-acre health and life sciences park located in the metro.



DEMOGRAPHICS

The metro is expected to add over 218,000 people over the next five years, and during this period, roughly 87,700 households will be formed.

A median age below the United States median contributes to a homeownership rate of 61%, which is slightly below the national rate.

Those in the cohort of 20 to 34-year-olds comprise 22% of the population, slightly above the U.S. level of 21%.

TOP EMPLOYERS

| EMPLOYER | INDUSTRY |
|--|--------------------------------------|
| Walt Disney World Co. | Leisure & Hospitality |
| AdventHealth Orlando | Health Care |
| Publix Super Markets, Inc. | Retail |
| Universal Orlando | Leisure & Hospitality |
| Orlando Health | Health Care |
| Busch Entertainment Corp. | Theme park operator Entertainment |
| Lockheed Martin Corp. | Aerospace/Defense |
| Marriott International, Inc. | Hospitality |
| Darden Restaurants, Inc. | Restaurants |
| Starwood Hotels & Resorts World-wide, Inc. | Hospitality |

DEMOGRAPHICS



| POPULATION | 1-MILE | 3-MILE | 5-MILE |
|-----------------|--------|--------|---------|
| 2010 Population | 9,148 | 61,130 | 117,182 |
| 2022 Population | 11,261 | 74,925 | 142,930 |
| 2027 Population | 12,167 | 80,543 | 152,603 |

| HOUSEHOLDS | 1-MILE | 3-MILE | 5-MILE |
|-----------------|--------|--------|--------|
| 2010 Households | 3,012 | 21,085 | 38,657 |
| 2022 Households | 3,759 | 26,209 | 48,057 |
| 2027 Households | 4,064 | 28,285 | 51,834 |

| INCOME | 1-MILE | 3-MILE | 5-MILE |
|--------------------------|----------|----------|----------|
| Median Household Income | \$77,562 | \$70,789 | \$66,152 |
| Per Capita Income | \$31,157 | \$31,009 | \$29,417 |
| Average Household Income | \$93,311 | \$87,659 | \$83,293 |

POPULATION

In 2022, the population in your selected geography is 142,930. The population has changed by 128.44% since 2000. It is estimated that the population in your area will be 152,603 five years from now, which represents a change of 6.77% from the current year. The current population is 49.88% male and 50.12% female. The median age of the population in your area is 30.2, compare this to the Entire US average which is 38.6. The population density in your area is 1,821.66 people per square mile.

HOUSEHOLDS

There are currently 48,057 households in your selected geography. The number of households has changed by 115.06% since 2000. It is estimated that the number of households in your area will be 51,834 five years from now, which represents a change of 7.86% from the current year. The average household size in your area is 2.78 persons.

INCOME

In 2022, the median household income for your selected geography is \$66,152, compare this to the Entire US average which is currently \$66,422. The median household income for your area has changed by 42.26% since 2000. It is estimated that the median household income in your area will be \$85,555 five years from now, which represents a change of 29.33% from the current year.

The current year per capita income in your area is \$29,417, compare this to the Entire US average, which is \$37,200. The current year average household income in your area is \$83,293, compare this to the Entire US average which is \$96,357.

EDUCATION

The highest level of 2022 educational attainment in your selected area is as follows: 12.46% percent graduate degree, 25.00% percent bachelor's degree, 12.67% percent associate degree, 17.17% percent some college, 23.43% percent high-school graduate, 5.72% percent some high school and 3.56% percent elementary.

The U.S. averages are 12.24% percent graduate degree, 19.74% percent bachelor's degree, 8.42% percent associate degree, 20.38% percent some college, 27.13% percent high-school graduate, 6.96% percent some high school and 5.13% percent elementary.

HOUSING

In 2000, there were 15,092 owner occupied housing units in your area and there were 7,254 renter occupied housing units in your area. The median rent at the time was \$599.

EMPLOYMENT

In 2022, there are 38,864 employees in your selected area, this is also known as the daytime population. The 2000 Census revealed that 66.03% of employees are employed in white-collar occupations in this geography, and 34.20% are employed in blue-collar occupations. In 2022, unemployment in this area is 5.22%. In 2000, the average time traveled to work was 32.4 minutes.

