



New 15-Year Lease with 3.00% Annual Increases | AHHI Exceeds \$134,000 in 1, 3 and 5-Miles



OFFERING MEMORANDUM
WAPPINGERS FALLS, NEW YORK

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THE SULO GROUP

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NEW YORK FAIR HOUSING NOTICE

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Buyer and Buyer's tax, financial, legal, and construction advisors should conduct a careful, independent investigation of any single tenant property to determine to your satisfaction with the suitability of the property for your needs.

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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OFFERING SUMMARY



PROPERTY ADDRESS

The Goddard School

50 Van Wyck Lane
Wappingers Falls, NY 12590

OFFERING SUMMARY

Price:	\$4,889,000
Cap Rate:	7.00%
Net Operating Income:	\$342,183
Building Square Footage:	10,000 Sq Ft
Year Built:	2011
Lot Size:	+/- 2.00 Acres

LEASE SUMMARY

Tenant:	The Goddard School
Guaranty:	Franchise
Rent Commencement:	11/12/2023
Lease Expiration:	9/30/2038
Lease Term:	15 Years
Lease Type:	Double Net
Roof, Structure, HVAC (Replacement Only):	Landlord Responsible
Rental Increases:	3.00% Annually
Renewal Options:	Two, Five-Year
Right of First Refusal:	None

OPERATING DATA

Year	Start Date	End Date	Annual Rent	Cap Rate
2	11/12/2024	11/11/2025	\$342,183	7.00%
3	11/12/2025	11/11/2026	\$352,448	7.21%
4	11/12/2026	11/11/2027	\$363,022	7.43%
5	11/12/2027	11/11/2028	\$373,913	7.65%
6	11/12/2028	11/11/2029	\$385,130	7.88%
7	11/12/2029	11/11/2030	\$396,684	8.11%
8	11/12/2030	11/11/2031	\$408,584	8.36%
9	11/12/2031	11/11/2032	\$420,842	8.61%
10	11/12/2032	11/11/2033	\$433,467	8.87%
11	11/12/2033	11/11/2034	\$446,471	9.13%
12	11/12/2034	11/11/2035	\$459,865	9.41%
13	11/12/2035	11/11/2036	\$473,661	9.69%
14	11/12/2036	11/11/2037	\$487,871	9.98%
15	11/12/2037	9/30/2038	\$502,507	10.28%
16- 20 (Option 1)	10/1/2038	9/30/2043	\$517,582	10.59%
21-25 (Option 2)	10/1/2043	9/30/2048	\$600,020	12.27%

Lease Comments: Annual increases in options

INVESTMENT HIGHLIGHTS

- **New 15-Year Lease with Limited Landlord Responsibility**
 - 3% Rent increases each year including the option periods.
 - The tenant has two five-year options to renew at the expiration of the 15-year initial term.
 - Landlord responsible for replacement of HVAC & roof/structure.
- **Long Term Tenancy At Location – In Operation Since 2012**
 - Original operator sold operations at the end of 2023.
 - New operator is a local multi-unit operator.
- **The Goddard School – 600+ Locations In 38 States**
 - The Goddard School brand has been in operation for 30+ years.
 - 2024 Entrepreneur Franchise 500 ranks Goddard #68 for its franchise rankings.
 - Goddard serves children as young as 6 weeks old to 6 years old.
- **Demand For Daycare Remains Extremely Strong**
 - The U.S. childcare 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.
- **Internet Resistant Tennant**
 - Childcare remains a necessity for parents who can't work from home.
 - Early Education centers remain at the forefront of children's social skills development.
- **New York Remains A Top 5 State Within The U.S.**
 - New York is the 4th most populated state in the country.
 - Wappingers Falls is 78.4 miles north of New York City, the most populous city in The United States.
 - As of Q3 2023 New York State's GDP was 2.19 Trillion.



WHY BUY A DAYCARE CENTER?

The U.S. child care market is expected to grow at a compound annual growth rate of 4.18% from 2023 to 2030 and is expected to reach USD 83.6 billion by 2030.

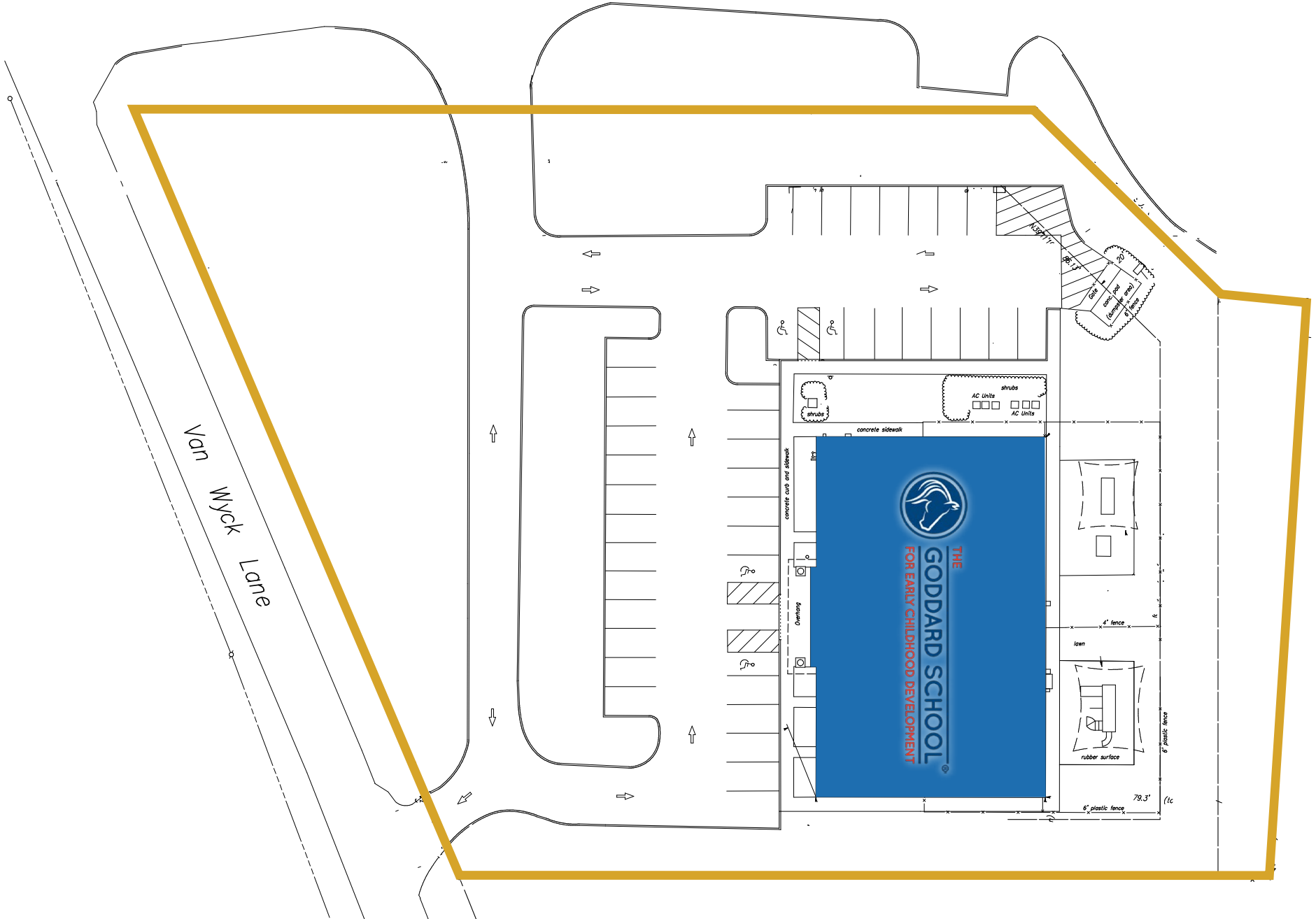
The key factors driving the U.S. child care market growth include increasing government funding for childcare, rising demand for daycare centers; and an increase in the number of women employment.

The early education and daycare segment dominated the U.S. child care market with a share of around 47% in 2022. This is attributable to the increase in the rising demand along with the government funding to child care centers.

The market is benefiting from the advancement of learning technologies for children. Educational tools like Starfall, based on advanced technology, are transforming the U.S. childcare market by providing engaging activities and games for children to learn art, languages, and mathematics.



SITE PLAN



AERIAL OVERVIEW



VAN WYCK JUNIOR HIGH SCHOOL
864 Students

Pulse MD
Urgent Care

FISHKILL PLAINS ELEMENTARY SCHOOL
534 Students

E.P.C. Sports

11,826 CPD

GUARDIAN SELF STORAGE

376

MCDONALD'S

Giacomo's
Allen Education Center
CROSSFIT 845

Subject Property
THE GODDARD SCHOOL
FOR EARLY CHILDHOOD DEVELOPMENT

DEMOGRAPHICS

POPULATION (2022):

1-Mile Radius	2,233
3-Mile Radius	22,225
5-Mile Radius	71,584

HOUSEHOLD INCOME (AVERAGE):

1-Mile Radius	\$136,583
3-Mile Radius	\$139,312
5-Mile Radius	\$134,311

Van Wyck Ln
7,113 CPD

TENANT PROFILE

Goddard Schools provide your child with a safe and caring environment where they can discover the wonder of learning in its most natural way — through play and exploration.

The distinctive structure positions Schools to support the needs of families and helps ensure that children are known and appreciated for their individual talents and personalities. The Goddard School's educational program encourages children to explore their curiosities and interests as they discover the wonder of learning. Goddard teachers, acknowledged experts in various fields of early childhood education, guide children through lessons using fun learning experiences (F.L.EX.[®]) that lay the foundation for a lifelong love of learning.

Additionally, this program has earned Cognia Accreditation and Partnership for 21st Century Learning: A Network of Battelle for Kids, for creating policies, programs and standards that help franchised locations meet high standards in early learning, child development and childcare. The Goddard School serves more than 75,000 students from six weeks to six years old in more than 600 Goddard Schools in 37 states and Washington, D.C.

Company Type: Private
Location: King of Prussia, Pennsylvania (600+ in 38 States)
Website: <https://www.goddardschool.com/>

#68

Franchise
500 Rank

600+

Franchised
Academies

77+

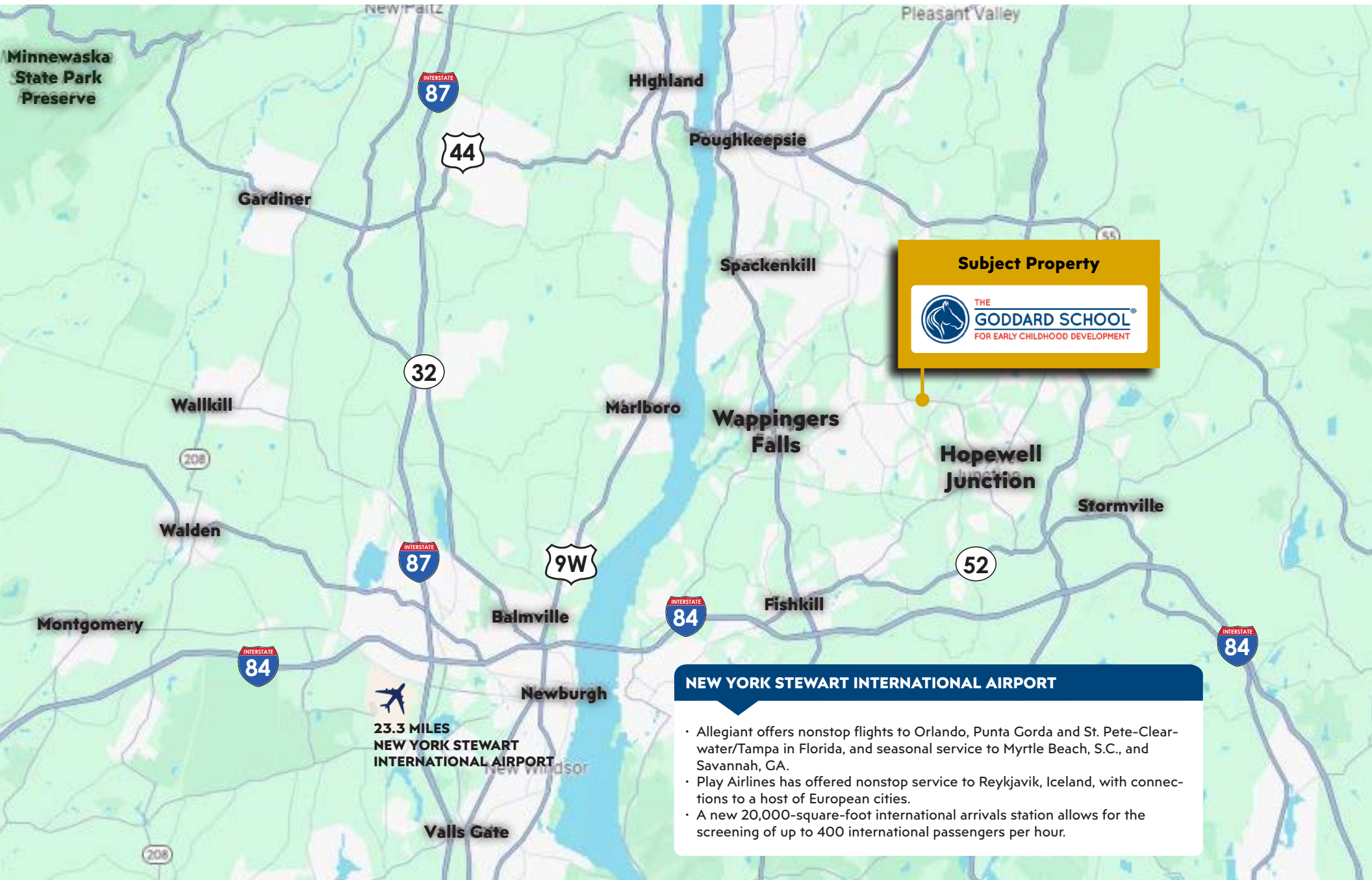
Multi-Unit
Operators



PROPERTY PHOTOS



REGIONAL MAP



Subject Property



THE
GODDARD SCHOOL
FOR EARLY CHILDHOOD DEVELOPMENT

NEW YORK STEWART INTERNATIONAL AIRPORT

- Allegiant offers nonstop flights to Orlando, Punta Gorda and St. Pete-Clearwater/Tampa in Florida, and seasonal service to Myrtle Beach, S.C., and Savannah, GA.
- Play Airlines has offered nonstop service to Reykjavik, Iceland, with connections to a host of European cities.
- A new 20,000-square-foot international arrivals station allows for the screening of up to 400 international passengers per hour.


23.3 MILES
NEW YORK STEWART
INTERNATIONAL AIRPORT

AREA OVERVIEW

WAPPINGERS FALLS

- Bowdoin is a picturesque, 301-acre park on the banks of the Hudson River in the town of Poughkeepsie.
- Carnwath Farms Historic Site & Park is a hidden gem in the Wheeler Hill Historic District of the town of Wappinger.
- There are nearly 400 miles of trails varying in length, difficulty and surfaces in Dutchess County.
- Visit the home of the Hudson Valley Renegades, an affiliate to the New York Yankees, in Fishkill. Watch a baseball game or enjoy other events like concerts and festivals.

DUTCHESS COUNTY


- One of the first 12 counties that were established in the Province of New York in 1683.
- Located in southeastern New York State, between the Hudson River on its west and the New York-Connecticut border on its east, about halfway between the cities of Albany and New York.
- The southwestern part of the county has developed into a largely residential area, with many of its residents commuting to jobs in New York City. The northern and eastern regions of the county are still very much rural with large farmlands.
- Higher Education institutions in Dutches include Bard College, Culinary Institute of America, Dutchess Community College, Marist College, Ridley-Lowell Business & Technical Institute and Vassar College.
- There are 3 national protected areas in Dutchess County including: Eleanor Roosevelt National Historic Site, Home of Franklin D. Roosevelt National Historic Site and the Vanderbilt Mansion National Historic Site.
- The largest industries in Dutchess County, NY are Health Care & Social Assistance, Educational Services, and Retail Trade, and the highest paying industries are Utilities, Mining, Quarrying, & Oil & Gas Extraction, and Professional, Scientific, & Technical Services.



DEMOGRAPHICS


POPULATION	1-MILE	3-MILE	5-MILE
2000 Population	2,039	20,933	66,523
2010 Population	2,205	21,923	71,629
2022 Population	2,233	22,225	71,584
2027 Population	2,273	22,617	72,227
HOUSEHOLDS			
2000 Households	618	6,884	23,067
2010 Households	664	7,341	25,352
2022 Households	688	7,619	25,856
2027 Households	702	7,793	26,222
OWNER OCCUPIED HOUSING UNITS			
2000 Owner Occupied Housing Units	88.2%	86.6%	79.7%
2010 Owner Occupied Housing Units	92.9%	90.6%	83.6%
2022 Owner Occupied Housing Units	94.3%	90.4%	82.8%
2027 Owner Occupied Housing Units	94.3%	90.4%	82.8%
RENTER OCCUPIED HOUSING UNITS			
2000 Renter Occupied Housing Units	9.7%	11.1%	17.0%
2010 Renter Occupied Housing Units	7.1%	9.4%	16.4%
2022 Renter Occupied Housing Units	5.7%	9.6%	17.2%
2027 Renter Occupied Housing Units	5.7%	9.6%	17.2%
AVERAGE HOUSEHOLD INCOME	\$136,583	\$139,312	\$134,311

AREA SNAPSHOT




71,584

POPULATION (5-MILE)




62,108

DAYTIME POPULATION (5-MILE)



25,856

HOUSEHOLDS (5-MILE)



\$136,583

AVERAGE HOUSEHOLD INCOME (1-MILE)