



Brand New 2025 Construction | 20-Year Lease with 2.00% Annual Increases | Located in Killian's Crossing (+/- 400 Acre Mixed-Use Development)



OFFERING MEMORANDUM
COLUMBIA, SOUTH CAROLINA

Marcus & Millichap
THE SULO GROUP

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OFFERING SUMMARY

PROPERTY ADDRESS

Big Blue Marble Academy

100 Killian's Crossing

Columbia, SC 29203

OFFERING SUMMARY

Price: \$5,485,000

Cap Rate: 6.30%

Net Operating Income: \$345,563

Building Square Footage: 11,953 Sq Ft

Year Built: 2025

Lot Size: +/- 1.50 Acres

LEASE SUMMARY

Tenant: Big Blue Marble Academy, LLC

Guaranty: Corporate

Lease Commencement: 4/13/2023

Rent Commencement: 3/1/2025

Lease Expiration: 2/28/2045

Lease Term Remaining: 19+ Years

Lease Type: Triple Net

Structure and Foundation: Landlord Responsible

Rental Increases: 2.00% Annual Increases

Renewal Options: Two, Five-Year

Right of First Refusal: None

OPERATING DATA

Year	Start Date	End Date	Annual Rent	Cap Rate
1	3/1/2025	2/28/2026	\$345,563	6.30%
2	3/1/2026	2/28/2027	\$352,475	6.42%
3	3/1/2027	2/29/2028	\$359,524	6.55%
4	3/1/2028	2/28/2029	\$366,715	6.68%
5	3/1/2029	2/28/2030	\$374,049	6.82%
6	3/1/2030	2/28/2031	\$381,530	6.95%
7	3/1/2031	2/29/2032	\$389,161	7.09%
8	3/1/2032	2/28/2033	\$396,944	7.24%
9	3/1/2033	2/28/2034	\$404,883	7.38%
10	3/1/2034	2/28/2035	\$412,980	7.53%
11	3/1/2035	2/29/2036	\$421,240	7.68%
12	3/1/2036	2/28/2037	\$429,665	7.83%
13	3/1/2037	2/28/2038	\$438,258	7.99%
14	3/1/2038	2/28/2039	\$447,023	8.15%
15	3/1/2039	2/29/2040	\$455,964	8.31%
16	3/1/2040	2/28/2041	\$465,083	8.48%
17	3/1/2041	2/28/2042	\$474,384	8.65%
18	3/1/2042	2/28/2043	\$483,872	8.82%
19	3/1/2043	2/29/2044	\$493,550	9.00%
20	3/1/2044	2/28/2045	\$503,421	9.18%

INVESTMENT HIGHLIGHTS

- **Brand New 2025 Construction with 20-Year Lease**
 - Big Blue Marble Academy signed a brand new, 20-year lease that doesn't expire until 2045.
 - The lease includes 2.00% annual rent increases to hedge inflation and two, five-year tenant option periods.
 - Aside from structure and foundation, the tenant is responsible for all maintenance as well as real estate taxes, insurance, common areas, utilities, etc making this a prime opportunity for out-of-state investors.
- **Built as Part of +/- 400-Acre Master Planned Community (Killian's Crossing)**
 - The development includes medical office, retail, industrial manufacturing, residential subdivisions and hospitality.
 - Killian Road features strong visibility and vehicular traffic of 34k passing cars per day.
 - The development is positioned 15-minutes from thriving downtown Columbia.
- **Corporate Guaranty from Top 15 Operator in the Country (83+ Locations)**
 - Big Blue Marble Academy is one of Top 15 Corporate childcare companies in the country.
 - Big Blue Marble Academy currently operates over 83 locations across eight states.
 - 13th largest childcare brand by number of locations with \$95 million in 2023 reported annual revenue.
- **Big Blue Marble Academy Acquired by Leeds Equity Partners**
 - Leeds Equity is a New York-based private equity firm dedicated exclusively to partnering with management teams in the education, training, and information services industries (the "Knowledge Industries").
 - The firm was founded in 1993 and currently manages approximately \$5 billion of capital across a broad spectrum of companies within the Knowledge Industries.
 - Leeds Equity seeks to leverage its sector-focused expertise and market insights to create long-term value for its partner companies and investors.
- **Abundance of National Retailers in Immediate Proximity and Close to Multiple Public Schools**
 - National retailers in immediate proximity include Walmart SuperCenter, Kroger, Chick-fil-A, Lowe's, Chipotle and many more to come.
 - Within one-mile radius of Landleaf Middle and Killian Elementary School.
 - Hot bed for car dealerships including BMW, Toyota, Lexus, Honda, Audi, Buick GMC and more.
- **Located in Emerging Northeast Columbia with 5% Expected Population Growth Between 2023 and 2028**
 - Columbia is part of the Midlands MSA which calls home to 800,000 people.
 - 2nd largest MSA in South Carolina and is the state capital.
 - South Carolina was the fastest growing state in 2023 and 10th fastest in 2024 by US Census.



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.



4.18%
Annual
Growth

Expected Growth Rate
from 2023 to 2030



\$60.4B
Industry

Expected to Grow to
\$83.6B by 2030



47%
Market
Share

U.S. ECE Segment
in 2022

SITE PLAN



AERIAL OVERVIEW



AERIAL OVERVIEW



KILLIAN'S CROSSING

- Comprehensive 400-acre
- Mixed-use development
- Strategically positioned less than 15 minutes from downtown Columbia
- The project seamlessly integrates residential, retail, dining, office, and hospitality spaces, creating a vibrant community hub.

Subject Property



PRISMA HEALTH™

- Two Centers for Excellence – Cardiology and Orthopedics
- Four state-of-the-art operating rooms enhancing access to same-day surgical procedures
- 110 exam rooms, bringing more primary and specialty care services to the community
- Outpatient pharmacy

AERIAL OVERVIEW



KILLIAN'S CROSSING

Killian's Crossing is a comprehensive 400-acre mixed-use development located in Northeast Columbia, South Carolina. Strategically positioned less than 15 minutes from downtown Columbia, this expansive project seamlessly integrates residential, retail, dining, office, and hospitality spaces, creating a vibrant community hub.

Development Overview

Initiated in 2011, Killian's Crossing has experienced phased growth over the years. The development encompasses a diverse array of facilities, including:

- Residential Areas: Offering a variety of housing options to cater to different lifestyles.
- Retail Spaces: Hosting numerous retail establishments, including a Kroger Marketplace Grocery Store.
- Dining Options: Featuring various restaurants, such as the recently introduced Vino on Tap, a self-serve wine bar that enhances the dining landscape of the area.
- Hospitality Services: Accommodations like the Hampton Inn and Suites provide lodging options for visitors.
- Office Spaces: Designed to support local businesses and professional services.

Phased Development

Killian's Crossing's growth strategy involves multiple phases:

- Phase 1: Featured the construction of two buildings totaling 35,900 square feet, comprising 23 individual retail spaces, some equipped with drive-thru windows.
- Subsequent Phases: Focused on expanding retail, dining, and residential offerings to meet the evolving needs of the community.

Economic Impact

The development has significantly boosted the local economy by:

- Job Creation: Generating employment opportunities across various sectors, including construction, retail, hospitality, and professional services.
- Attracting Investments: Drawing both national and local businesses to establish a presence in the area, enhancing the region's economic diversity.

Community Reception

Residents and visitors alike have embraced Killian's Crossing for its:

- Convenience: Providing a centralized location for shopping, dining, and living.
- Modern Amenities: Offering contemporary facilities that cater to a wide range of preferences and needs.
- Enhanced Lifestyle: Creating a community-centric environment that promotes social interaction and engagement.

Future Prospects

As Killian's Crossing continues to evolve, future plans may include:

- Expanded Residential Options: Introducing more housing varieties to accommodate growth.
- Additional Retail and Dining: Attracting new businesses to diversify the commercial landscape.
- Enhanced Public Spaces: Developing parks and recreational areas to enrich community life.



TENANT PROFILE

At Big Blue Marble Academy, we understand what developing minds need to be successful in preschool and in life. Research shows that the first five years of a child's life are transformative for growing children's minds and developing their social-emotional skills. Whether you're looking for early care, daycare, preschool, or after-school care, we've designed our programs around what your child needs for their age and stage of development.

At the core of our curriculum is a focus on global education, which enhances children's perspective and understanding of the world outside their community. We teach children the importance of giving back and helping others in need, through hands-on activities and "Heart Projects." We provide the structure children need, while also encouraging their natural curiosity and love of learning. Big Blue Marble Academy provides a true home away from home for your child.

At Big Blue Marble Academy, our Global Passport to Learning combines best practices in early childhood education with a play-based approach that ignites a love of learning and discovery for all ages. As we explore the world with your child, we are preparing them with the necessary skills to succeed in kindergarten and beyond. Through each month-long theme, children explore and celebrate different countries and cultures in lessons prepared by our team of early childhood experts.

Company Type: Private
Location: Auburn, Alabama (77+ Locations)
Website: <https://bbmacademy.com>

#13

Top Ranked
Corporate
Operator

\$5B+

Leeds Equity Partners
Capital in Knowledge
Industries

\$95M+

2023
Annual
Revenue



NEWS ARTICLE

Avathon Capital Sells Big Blue Marble Academy to Leeds Equity Partners

Under Avathon's ownership, Big Blue Marble more than tripled in size to 67 schools across eight states and grew to become one of the largest early childhood education providers in the country

CHICAGO, Jan. 3, 2024 /PRNewswire/ -- Avathon Capital ("Avathon"), the Chicago-based private equity firm exclusively investing in lower middle-market companies in the education and work-force markets, announced the sale of its portfolio company, Big Blue Marble Academy ("BBMA") to Leeds Equity Partners ("Leeds Equity"). Founded in 2012, BBMA is a leading provider of early childhood education known for its distinctive programs catering to children from infancy to age four.

"We have proudly served our students and families for over a decade," said Nan Rikard, Founder and Board Member of BBMA. "I partnered with Avathon because they understood our mission of providing children with the opportunity to reach their full potential and they had a vision to accelerate BBMA's growth while also focusing on the impact we had on the communities we serve. I could never have imagined the company reaching this milestone. It's a testament to Avathon, their leadership, and commitment to the industry."

Since Avathon's initial investment in 2018, BBMA has grown to now educate over 10,000 students and employ over 2,000 in staff while supporting working families across the Southeastern United States.

Full Article: <https://www.prnewswire.com/news-releases/avathon-capital-sells-big-blue-marble-academy-to-leeds-equity-partners-302025376.html>

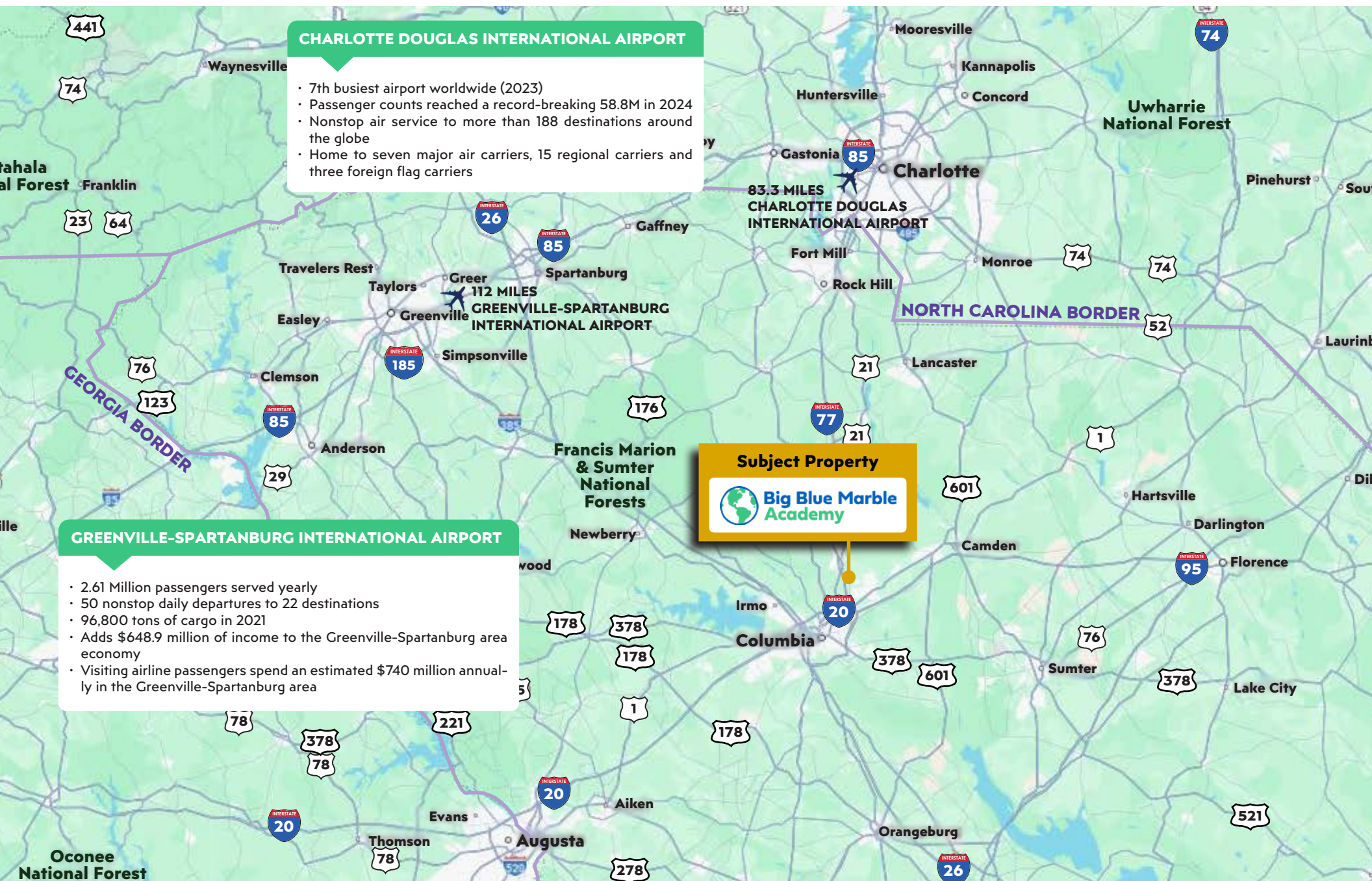
2025 | TOP 20 CORPORATE CHILD CARE COMPNAIES

	ORGANIZATION	HEADQUARTERS	CAPACITY (EST.)	# OF CENTERS (EST.)
1	KinderCare Learning Centers	Oregon	200,000	2,400
2	Learning Care Group	Michigan	167,000	1,103
3	Bright Horizons	Massachusetts	115,000	1,028
4	Cadence Education	Arizona	53,400	326
5	Child Development Schools	Texas	46,916*	272*
6	Spring Education Group	California	39,488**	182**
7	Busy Bees North America	Canada	32,784	223
8	Premier Early Education	Illinois	25,000	160
9	Endeavor Schools	Florida	22,000	110
10	The Sunshine House	South Carolina	21,000	140
11	Kids and Company, Ltd.	Canada	14,612	159
12	New Horizon Academy	Minnesota	15,673	103
13	Big Blue Marble Academy	Alabama	15,149	83
14	O2B Kids	Florida	14,078	75
15	Early Learning Academies	Virginia	13,294	77
16	Otter Learning	South Carolina	10,500	76
17	The Nest Schools	Florida	9,300	54
18	The Gardner School	Tennessee	7,600	39
19	LLE Educational Group	Virginia	7,000	47
20	Never Grow Up, Inc.	Tennessee	6,613	46

PROPERTY PHOTOS



REGIONAL MAP



AREA OVERVIEW

COLUMBIA

- With more than 800,000 residents across six counties, the greater metropolitan region (commonly referred to as the Midlands) has the second largest population in South Carolina. Columbia, the state's capital city, stretches across Richland and Lexington counties.
- In 1917, Fort Jackson (then Camp Jackson) was established for army training during World War I. The installation is now the U.S. Army's largest and most active Initial Entry Training Center.
- Explore the recently revitalized downtown and several distinct shopping districts where new perspectives mix in amidst old favorites like the Nickelodeon, Mast General Store and King's Jewelers.
- The Columbia food scene is buzzing with new and exciting restaurants popping up all the time, while seasoned chefs continue to marvel diners with their culinary creations.
- The University of South Carolina's sporting events are the focus in Columbia, and the school boasts some of the most loyal fans in all of college sports. Rivalries run deep with neighboring state university, Clemson, with the annual USC - Clemson game being the longest running series in the South and third in the nation.
- Columbia is home to five theater companies, a ballet company, a jazz dance company, an orchestra and a choral society. Each company offers a full season of performances under world-class direction.
- Major regional shopping centers in the Columbia community include Columbiana Centre, Columbia Place, Richland Mall, Dutch Square and the Village at Sandhill. For more eclectic options, it's best to head to the historic, quieter neighborhoods near the heart of downtown Columbia, which feature an ever-growing collection of locally-owned businesses, art galleries and restaurants.
- The Columbia community offers visitors and residents 16 major parks featuring everything from arboretums to zoos with a lot in between.
- Riverfront Park is also popular for picnicking, walking, running, bicycling, and fishing along the historic Columbia Canal. The park is part of the Palmetto Trail, a hiking and biking trail that stretches the entire length of the state, from Greenville to Charleston, South Carolina.

ECONOMY

- Major employers in the health care, government and education sectors include Palmetto Health, Blue Cross Blue Shield and the University of South Carolina. The financial and insurance sector is represented by Colonial Life & Accident Insurance Company, AgFirst Farm Credit Bank and Aflac.
- Fort Jackson, the U.S. Army's largest, most active initial entry training installation, is located here.
- Manufacturers with significant operations in the metro include Schneider Electric, International Paper, Michelin, Westinghouse Electric and Trane.
- United Parcel Service's southeastern regional hub is at the Columbia Metropolitan Airport.



RIVERBANKS ZOO & GARDEN



CONGAREE NATIONAL PARK



UNIVERSITY OF SOUTH CAROLINA

DEMOGRAPHICS

POPULATION	1-MILE	3-MILE	5-MILE
2010 Population	316	22,280	76,167
2020 Population	551	29,133	90,286
2023 Population	640	30,172	92,430
2028 Population	717	31,985	97,103
HOUSEHOLDS			
2010 Households	104	8,315	28,785
2020 Households	196	11,176	34,931
2023 Households	213	11,648	36,171
2028 Households	240	12,431	38,213
OWNER OCCUPIED HOUSING UNITS			
2010 Owner Occupied Housing Units	69.1%	66.6%	64.2%
2020 Owner Occupied Housing Units	50.8%	63.3%	63.3%
2023 Owner Occupied Housing Units	62.3%	62.6%	62.9%
2028 Owner Occupied Housing Units	62.0%	62.6%	63.1%
RENTER OCCUPIED HOUSING UNITS			
2010 Renter Occupied Housing Units	23.1%	25.6%	28.3%
2020 Renter Occupied Housing Units	41.3%	30.1%	30.3%
2023 Renter Occupied Housing Units	29.7%	30.7%	30.7%
2028 Renter Occupied Housing Units	30.3%	31.0%	30.6%
AVERAGE HOUSEHOLD INCOME	\$88,424	\$83,997	\$82,865

AREA SNAPSHOT



92,430
POPULATION (5-MILE)



80,431
DAYTIME POPULATION (5-MILE)



5.0%
POPULATION GROWTH (2023-2028)



\$88,424
AVERAGE HOUSEHOLD INCOME (1-MILE)