Big Blue Marble Academy

20-Year Lease with 2.00% Annual Increases | Corporate Guaranty (83+ Locations) | AHHI Exceeds $143,000 in 5-Miles

OFFERING MEMORANDUM

WOODSTOCK, GA (ATLANTA MSA)

Marcus & Millichap
THE SULO GROUP

OFFERING SUMMARY

PROPERTY ADDRESS

Big Blue Marble Academy
12055 Highway 92
Woodstock, GA 30188

OFFERING SUMMARY	
Price:	$4,197,000
Cap Rate:	6.35%
Net Operating Income:	$266,488
Building Square Footage:	12,025 Sq Ft
Year Built | Renovated:	2000 | 2023
Lot Size:	+/- 2.58 Acres

LEASE SUMMARY	
Tenant:	Big Blue Marble Academy, LLC
Guaranty:	Corporate
Lease Commencement:	11/30/2023
Rent Commencement:	1/1/2024
Lease Expiration:	12/31/2043
Lease Term:	18+ Years
Lease Type:	Triple Net
Structure & 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
3	1/1/2026	12/31/2026	$266,488	6.35%
4	1/1/2027	12/31/2027	$271,818	6.48%
5	1/1/2028	12/31/2028	$277,254	6.61%
6	1/1/2029	12/31/2029	$282,799	6.74%
7	1/1/2030	12/31/2030	$288,455	6.87%
8	1/1/2031	12/31/2031	$294,224	7.01%
9	1/1/2032	12/31/2032	$300,109	7.15%
10	1/1/2033	12/31/2033	$306,111	7.29%
11	1/1/2034	12/31/2034	$312,233	7.44%
12	1/1/2035	12/31/2035	$318,478	7.59%
13	1/1/2036	12/31/2036	$324,847	7.74%
14	1/1/2037	12/31/2037	$331,344	7.89%
15	1/1/2038	12/31/2038	$337,971	8.05%
16	1/1/2039	12/31/2039	$344,731	8.21%
17	1/1/2040	12/31/2040	$351,625	8.38%
18	1/1/2041	12/31/2041	$358,658	8.55%
19	1/1/2042	12/31/2042	$365,831	8.72%
20	1/1/2043	12/31/2043	$373,148	8.89%

INVESTMENT HIGHLIGHTS

- **Recent Big Blue Marble Academy Acquisition of a Profitable and Established Discovery Point School (Contact Agent for Details)**
  - Big Blue Marble Academy acquired a profitable Discovery Point School in 2023, further expanding their brand presence outside of Atlanta
  - Brand New 20-Year Lease
  - 2.00% annual rent increases, including the option periods.
  - The tenant has two five-year options to renew at the expiration of the 20-year initial term.

- **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.

- **North Atlanta MSA – Most Populous City in Georgia**
  - Atlanta's economy is highly diversified, with the metro's top employers representing a wide variety of sectors.
  - With few natural barriers to limit development, tremendous population growth over the past decade expanded the metro's borders, and the region now has a population of roughly 6.0 million people. Over the next five years the region is expected to add approximately 316,000 residents.
  - The urban core has been the epicenter of several major construction projects in recent years, with Centennial Yards headlining urban renewal in downtown Atlanta.

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

DEMOGRAPHICS

POPULATION (2024):

1-Mile Radius	8,589
5-Mile Radius	160,650
10-Mile Radius	571,385

HOUSEHOLD INCOME (AVERAGE):

1-Mile Radius	$123,501
5-Mile Radius	$143,091
10-Mile Radius	$146,687

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 workforce 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 COMPANIES

	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

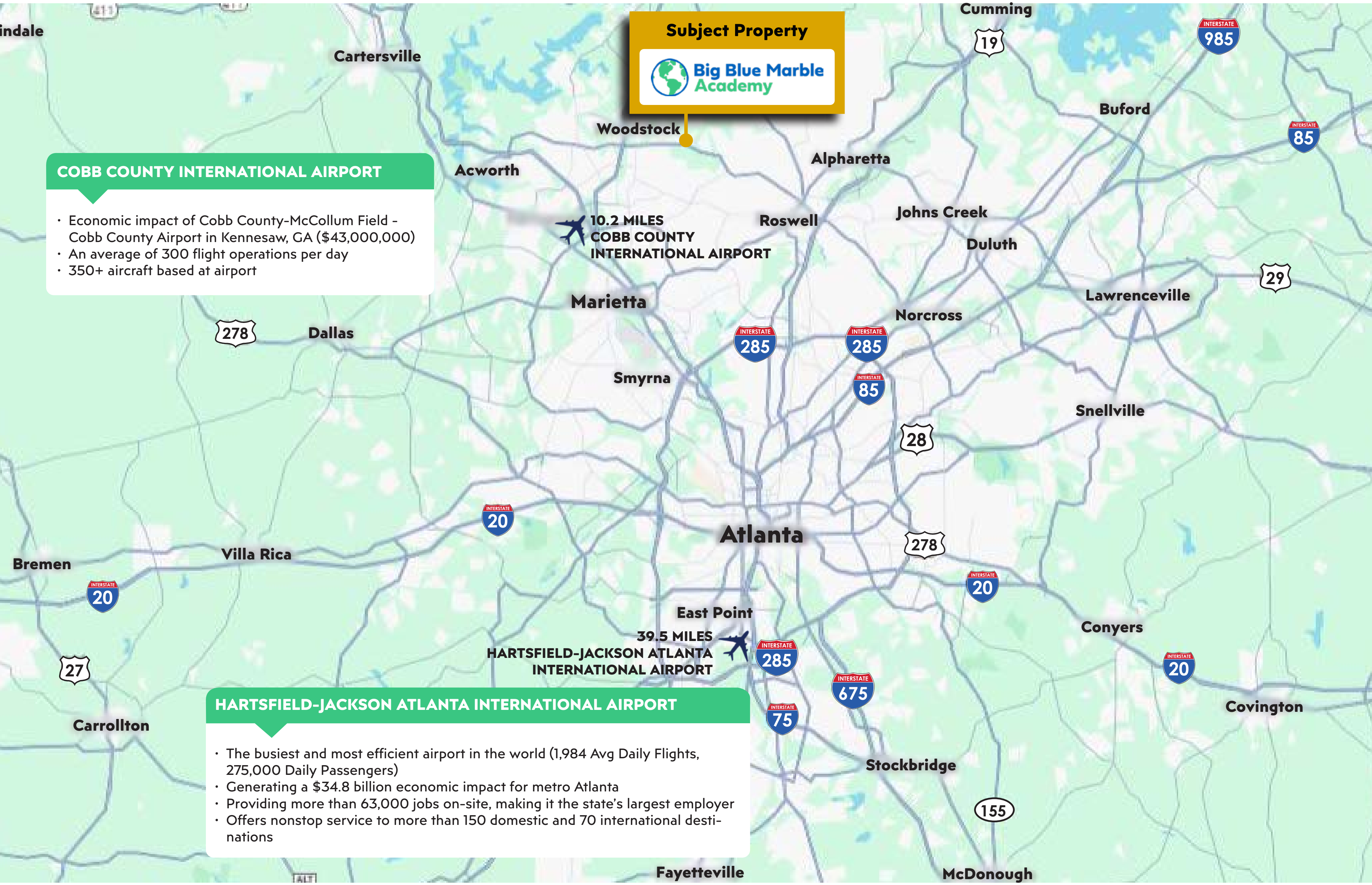
Based on data supplied by the organizations. Data on capacity is total licensed capacity as of January 1, 2025
*Data from January 2024 report. **Data from January 2023 report.

Big Blue Marble Academy

PROPERTY PHOTOS

Big Blue Marble Academy

REGIONAL MAP



COBB COUNTY INTERNATIONAL AIRPORT

- Economic impact of Cobb County-McCollum Field - Cobb County Airport in Kennesaw, GA ($43,000,000)
- An average of 300 flight operations per day
- 350+ aircraft based at airport

HARTSFIELD-JACKSON ATLANTA INTERNATIONAL AIRPORT

- The busiest and most efficient airport in the world (1,984 Avg Daily Flights, 275,000 Daily Passengers)
- Generating a $34.8 billion economic impact for metro Atlanta
- Providing more than 63,000 jobs on-site, making it the state's largest employer
- Offers nonstop service to more than 150 domestic and 70 international destinations

AREA OVERVIEW

WOODSTOCK

- Located just 30 miles north of Atlanta, Woodstock's city limits include more than 12 square miles and over 30,000 residents.
- The dynamic city is a Georgia PlanFirst Community and a recipient of Georgia Municipal Association's Live, Work, Play City Award.
- Known for its vibrant downtown and world-class parks and trails, Woodstock is home to hundreds of thriving small businesses, regional shopping and tourism destinations.
- In the historic setting of downtown, you will find more than 30 unique locally owned shops and many great deals. Unique dining experiences await you downtown, where you can find a great selection of locally owned restaurants.
- Woodstock is home to the Outlet Shoppes at Atlanta, which is Georgia's newest premium outlet mall. They feature over 100 world class stores.
- Woodstock's proximity to 12,000-acre Lake Allatoona assures ample opportunity for boating, swimming, fishing. Woodstock's parks have many amenities to offer including walking and biking trails, decks overlooking Little River, and much more. 23 miles of beginner through advanced mountain bike and hiking trails can be found at Rope Mill Park.

ATLANTA

- The Atlanta metro encompasses 29 counties in northwestern Georgia.
- With few natural barriers to limit development, tremendous population growth over the past decade expanded the metro's borders, and the region now has a population of roughly 6.0 million people. Over the next five years the region is expected to add approximately 316,000 residents.
- The urban core has been the epicenter of several major construction projects in recent years, with Centennial Yards headlining urban renewal in downtown Atlanta.
- More than 50 institutions of higher learning call Atlanta home, including Emory University, Georgia Institute of Technology, Georgia State University and Spelman College.
- Atlanta is home to professional sports franchises in the NFL, MLB, NBA, NHL, MLS and WNBA.

ECONOMY

- Atlanta's economy is highly diversified, with the metro's top employers representing a wide variety of sectors.
- A business-friendly environment has translated to a rapidly growing economy as the pandemic has subsided, with the employment base 6.1% ahead of the year-end 2019 mark at the beginning of 2024

THE OUTLET SHOPPES AT ATLANTA


LAKE ALLATOONA


DOWNTOWN WOODSTOCK

DEMOGRAPHICS

POPULATION	1-MILE	5-MILE	10-MILE
2010 Population	6,143	132,461	490,892
2020 Population	8,115	154,903	559,401
2024 Population	8,589	160,650	571,385
2029 Population	9,114	165,847	586,916
HOUSEHOLDS			
2010 Households	2,623	47,615	178,875
2020 Households	3,218	56,124	203,676
2024 Households	3,494	59,082	212,318
2029 Households	3,696	61,237	218,615
OWNER OCCUPIED HOUSING UNITS			
2010 Owner Occupied Housing Units	68.3%	78.8%	71.7%
2020 Owner Occupied Housing Units	65.3%	76.0%	70.7%
2024 Owner Occupied Housing Units	65.5%	75.9%	71.1%
2029 Owner Occupied Housing Units	65.7%	75.8%	71.3%
RENTER OCCUPIED HOUSING UNITS			
2010 Renter Occupied Housing Units	25.9%	15.7%	21.8%
2020 Renter Occupied Housing Units	30.8%	20.0%	24.9%
2024 Renter Occupied Housing Units	30.6%	20.0%	24.5%
2029 Renter Occupied Housing Units	30.4%	20.1%	24.3%
AVERAGE HOUSEHOLD INCOME	**$123,501**	**$143,091**	**$146,687**

AREA SNAPSHOT

571,385
POPULATION (10-MILE)

577,610
DAYTIME POPULATION (10-MILE)

4.9%
POPULATION GROWTH (2023-2028)

$123,501
AVERAGE HOUSEHOLD INCOME (1-MILE)

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