

OFFERING MEMORANDUM

MOUNT LAUREL, NEW JERSEY (PHILADELPHIA MSA)

Marcus & Millichap
THE SULO GROUP

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OFFERING SUMMARY

PROPERTY ADDRESS

Kids & Company
4106 Church Road
Mount Laurel, NJ 08054

OFFERING SUMMARY	
Price:	$3,206,000
Cap Rate:	6.75%
Net Operating Income:	$216,403
Building Square Footage:	7,726 Sq Ft
Year Built:	1967 | 2025
Lot Size:	1.72 Acres

LEASE SUMMARY	
Tenant:	Kids & Company
Guaranty:	Corporate
Lease Commencement:	2/7/25
Rent Commencement:	2/7/25
Lease Expiration:	2/6/40
Lease Term Remaining:	13+ Years
Lease Type:	Triple Net
Structure and Foundation:	Landlord Responsible
Rental Increases:	2.00% Annually
Renewal Options:	Three, Five-Years
Right of First Refusal:	None

OPERATING DATA

Lease Years	Start Date	End Date	Annual Rent	Cap Rate
3	2/7/2027	2/6/2028	$216,403	6.75%
4	2/7/2028	2/6/2029	$220,731	6.88%
5	2/7/2029	2/6/2030	$225,146	7.02%
6	2/7/2030	2/6/2031	$229,649	7.16%
7	2/7/2031	2/6/2032	$234,242	7.31%
8	2/7/2032	2/6/2033	$238,926	7.45%
9	2/7/2033	2/6/2034	$243,705	7.60%
10	2/7/2034	2/6/2035	$248,579	7.75%
11	2/7/2035	2/6/2036	$253,551	7.91%
12	2/7/2036	2/6/2037	$258,622	8.07%
13	2/7/2037	2/6/2038	$263,794	8.23%
14	2/7/2038	2/6/2039	$269,070	8.39%
15	2/7/2039	2/6/2040	$274,451	8.56%
16-20 **(Option 1)**	2/7/2040	2/6/2045	$279,940	8.73%
21-25 **(Option 2)**	2/7/2045	2/6/2050	$309,077	9.64%
26-30 **(Option 3)**	2/7/2050	2/6/2055	$341,246	10.64%

INVESTMENT HIGHLIGHTS

- **Corporate Guaranty from a Leading Childcare Operator (150+ Locations)**
  - Kids & Company is an established childcare company with 24+ years of operating history.
  - The company was founded in 2002 in Toronto, Canada, by Victoria Sopik and Jennifer Nashmi.
  - The Mt. Laurel, NJ location generated $1,562,176 in 2025 revenue, with 2.41X rent coverage.
- **13+ Years of Lease Term Remaining with 2.00% Annual Rental Increases**
  - The tenant signed a new 15-year lease in 2025, with more than 13 years of the base term currently remaining.
  - The lease includes 2.00% annual rent increases, offering a strong hedge against inflation.
  - The investment is passive, with landlord responsibilities limited to the structure and foundation.
- **Located in an Established Employment Corridor with Major Corporate Offices**
  - Mount Laurel supports a substantial concentration of corporate offices and professional employment, including TD Bank, Holman Automotive Group, Freedom Mortgage, PHH Mortgage Corporation, and Lockheed Martin.
  - TD Bank's corporate offices at 4140 Church Road are located immediately adjacent to the subject property.
  - Several major medical facilities are nearby, including the 198-bed Virtua Marlton Hospital.
- **Mount Laurel, NJ is a Highly Affluent Suburb of Philadelphia, PA**
  - The subject property benefits from an average household income of $134,208 within 2 miles and $145,962 within 5 miles.
  - The market features a dense population base, with 213,510 residents within 5 miles and 1,005,172 within 10 miles.
  - The Philadelphia Metropolitan Statistical Area ranks #9 in the United States by population, with an estimated 6.33 million residents as of July 2025.
- **Several Feeder Schools are Located Near the Subject Property**
  - The subject property is near Thomas E. Harrington Middle School and Lenape High School, supporting tenant demand.
  - Additional middle schools near the property include Mount Laurel Hartford School and Frances S. DeMasi Middle School.





WHY BUY A DAYCARE CENTER?

High Growth Business - 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.

Recession, E-Commerce & AI Resistant - Early education is considered a recession-resistant asset class, as working parents continue to rely on childcare regardless of economic cycles. Unlike traditional retail properties vulnerable to e-commerce disruption or automation, daycare centers provide an essential service that remains dependent on physical locations, human oversight, and personal interaction.

Sticky Tenant Business Model - Childcare operators benefit from strong customer retention, as parents rarely switch schools after enrollment. Families often enroll multiple children within the same center and become a valuable source of referrals, supporting occupancy and long-term operating performance.

Strong Re-Tenanting Potential - Early education properties are easy to re-tenant, benefiting from consistent demand among national, regional, and local childcare operators. In addition, the flexible building layouts and ample parking can appeal to a variety of medical, educational, and service-oriented users, supporting long-term residual real estate value.

Institutionally Endorsed Investment Sector - Institutional capital has increasingly targeted the early education sector, investing in both childcare operating platforms and the real estate they occupy. This level of participation underscores investor confidence in the industry's long-term fundamentals and defensive characteristics driven by it essential-service nature, resilient demand profile, and favorable net lease characteristics.

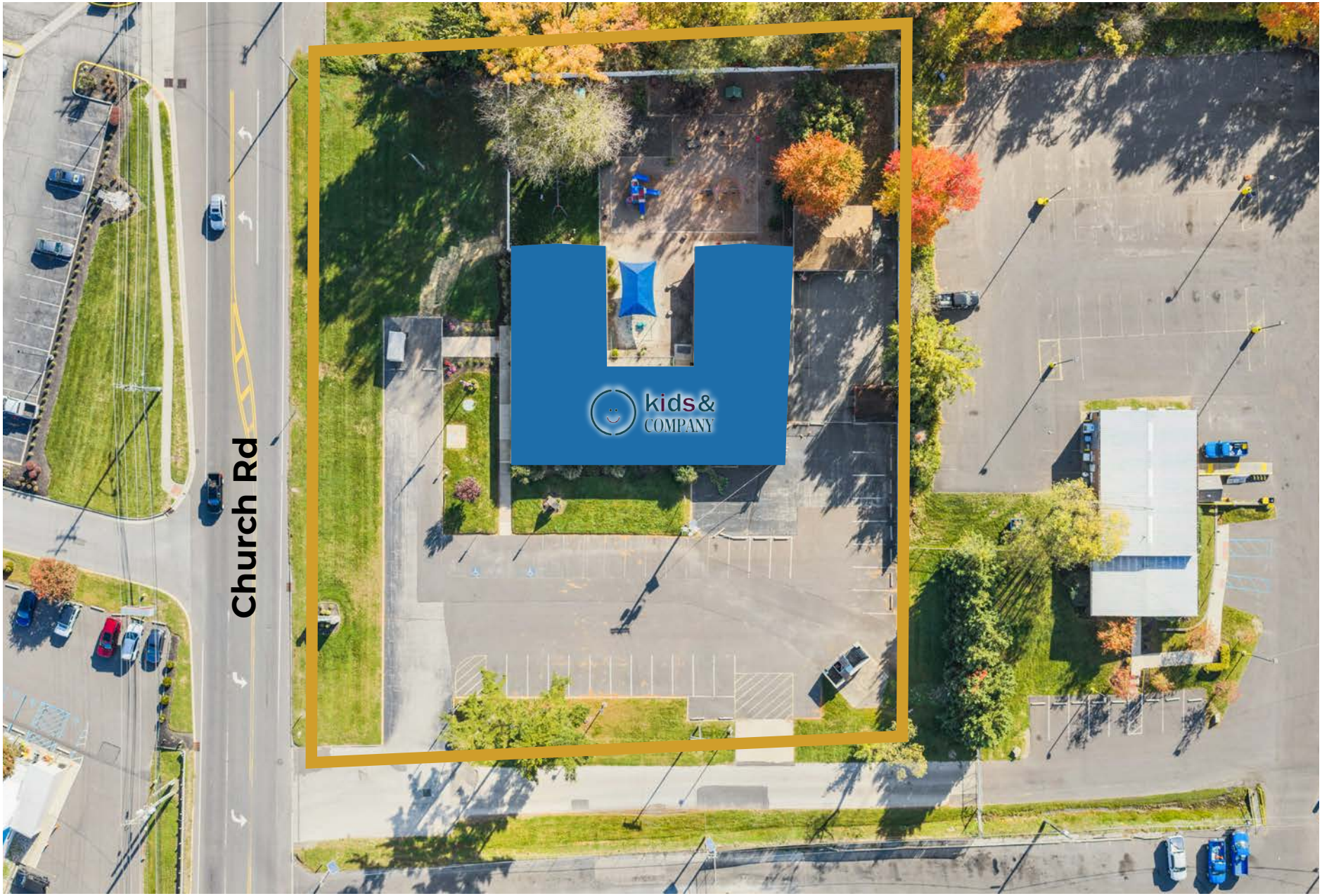


4.18%
Annual Growth
Expected Growth Rate from 2023 to 2030

$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



TENANT PROFILE

Founded in 2002 by working mothers Victoria Sopik and Jennifer Nashmi, Kids & Company was created to solve a common dilemma: the lack of flexible, high-quality child care for working families. The organization pioneered a unique corporate-sponsored child care model, partnering directly with employers to offer full-time, part-time, and emergency back-up care options. This business model allows companies to subsidize or guarantee child care availability for their staff, effectively reducing employee absenteeism and supporting women transitioning back into the workforce. Today, it operates as a major early learning network with more than 100 locations across North America.

The centers utilize a play-based, emergent curriculum that adapts to each child's developing interests and curiosity. This educational framework is enriched by proprietary, multi-sensory programs, including Alpha-Mania for early literacy, Mini Masters for fine arts, and Munchkinetics for physical education, along with supplemental instructions in yoga, sign language, and French. To support holistic development and family peace of mind, Kids & Company incorporates family-style dining with additive-free meals prepared by their in-house Kidco Kitchen, while keeping parents connected throughout the day via secure, live classroom webcams and real-time mobile app updates.

Company Type:	Private
Location:	Richmond Hill, Ontario, Canada
Website:	www.kidsandcompany.com

150+
Locations Nationwide

2002
Year Founded

100,000+
Children Served





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.

PROPERTY PHOTOS

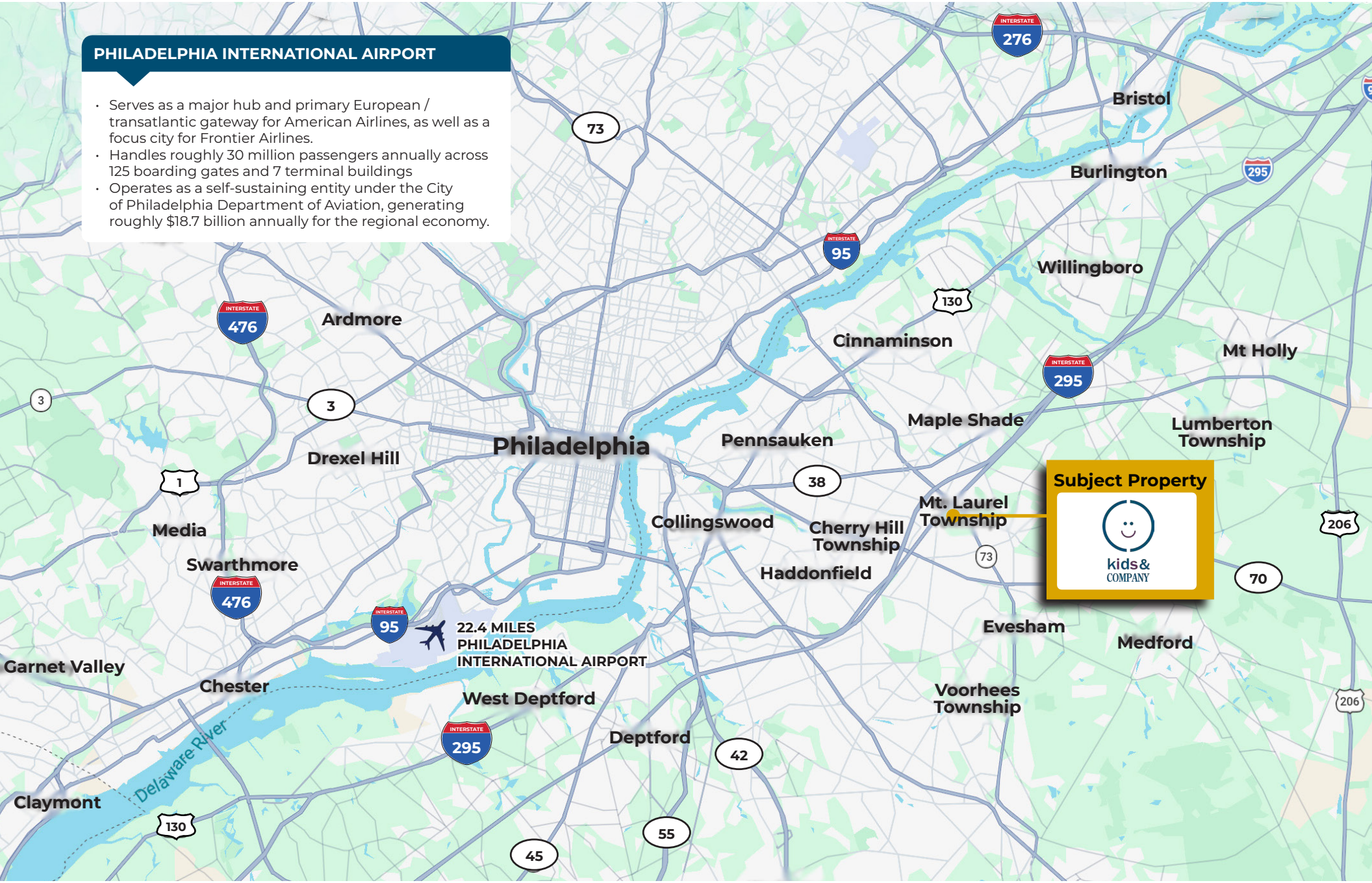








REGIONAL MAP



AREA OVERVIEW

MOUNT LAUREL

- A prominent suburb located just 15 miles east of Philadelphia, offering an easy commute via I-295 and the New Jersey Turnpike.
- Home to bustling commercial corridors, major business parks, and the headquarters of well-known companies like NFL Films.
- Highly regarded for its top-rated school systems, safe residential neighborhoods, and excellent local parks like Laurel Acres Park.

PHILADELPHIA METRO

- Served as the birthplace of America, where both the Declaration of Independence and the U.S. Constitution were debated and signed at Independence Hall.
- Houses the iconic symbol of American freedom, famously cracked and inscribed with a message of liberty, located right across from Independence Hall.
- Globally famous for its food culture, most notably the classic Philly cheesesteak, soft pretzels, and the historic Reading Terminal Market.
- Features a world-class cultural boulevard along the Benjamin Franklin Parkway, anchored by the Philadelphia Museum of Art and its famous “Rocky Steps.”
- Known for its distinct, walkable enclaves, from the cobblestone streets of Old City to the vibrant food scene in East Passyunk and the historic charm of Rittenhouse Square.
- Known for having some of the most dedicated and intense fans in the country, rooting for major professional teams like the Phillies, Eagles, 76ers, and Flyers at the South Philadelphia Sports Complex.
- Home to the University of Pennsylvania (Penn), a world-renowned Ivy League research institution founded by Benjamin Franklin in 1740.

ECONOMY

- The greater Philadelphia and South Jersey metro economy relies heavily on “Eds and Meds” (higher education and healthcare), biomedical research, financial services, logistics, and corporate operations.
- Mount Laurel functions as a premier business hub in Southern New Jersey, hosting expansive corporate parks along Route 73 and Route 38 that attract major employers like NFL Films, Comcast operations, and tech-driven firms.
- As the region’s core, Center City Philadelphia acts as a major financial and legal center, housing the headquarters of global giants like Comcast Corporation, Independence Blue Cross, and FMC Corporation.
- The combined region is anchored by massive, high-employment healthcare networks and research institutions, including the University of Pennsylvania Health System (Penn Medicine) and Temple Health in Philly, paired with Virtua Health and Cooper University Health Care in South Jersey.



PHILADELPHIA MUSEUM OF ART


UNIVERSITY OF PENNSYLVANIA



CITIZENS BANK PARK

DEMOGRAPHICS

POPULATION	1-MILE	3-MILE	5-MILE
2010 Population	3,692	81,995	202,301
2020 Population	4,207	86,137	211,077
2024 Population	4,285	85,823	210,694
2029 Population	4,282	86,345	212,334
HOUSEHOLDS			
2010 Households	1,465	33,284	77,918
2020 Households	1,829	34,972	81,466
2024 Households	1,882	35,619	83,224
2029 Households	1,910	35,940	84,113
OWNER OCCUPIED HOUSING UNITS			
2010 Owner Occupied Housing Units	81.4%	67.6%	73.3%
2020 Owner Occupied Housing Units	63.9%	64.0%	69.7%
2024 Owner Occupied Housing Units	65.6%	64.4%	70.1%
2029 Owner Occupied Housing Units	66.2%	64.5%	70.2%
RENTER OCCUPIED HOUSING UNITS			
2010 Renter Occupied Housing Units	12.7%	26.8%	21.8%
2020 Renter Occupied Housing Units	31.7%	31.3%	25.4%
2024 Renter Occupied Housing Units	30.1%	31.0%	25.1%
2029 Renter Occupied Housing Units	29.6%	30.9%	25.0%
AVERAGE HOUSEHOLD INCOME	**$141,323**	**$140,291**	**$150,342**

AREA SNAPSHOT

210,694
POPULATION (5-MILE)

273,119
DAYTIME POPULATION (5-MILE)

83,224
HOUSEHOLDS (5-MILE)

$141,323
AVERAGE HOUSEHOLD INCOME (1-MILE)