

OM

THE LEARNING EXPERIENCE

Bennett Williams  
RETAIL

9300 LYONS MILL ROAD | OWINGS MILLS, MD 21117



\*REPRESENTATIVE PHOTO

THE LEARNING EXPERIENCE

OFFERING MEMORANDUM



## DISCLAIMER:

Bennett Williams Commercial has been engaged by the property owner to market this asset for sale. Information regarding this asset is purported to be from reliable sources. No representation is made to the accuracy thereof, and is submitted subject to errors, omissions, change in price, prior sale, withdrawal without notice, or other conditions. Any buyer is recommended to conduct their own independent due diligence and rely upon those results.

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## PROPERTY OVERVIEW

9300 Lyons Mill Road is a 10,000 square foot, new construction “The Learning Experience” child care center, located in the affluent Owings Mills, MD market. The property is ideally and conveniently located along Lyons Mill Road, which is one of the main thoroughfares for the Owings Mills market (16,000 CPD). The Learning Experience is under a long-term lease agreement with options, giving investors a solid return on their investment.

**ADDRESS:**

9300 Lyons Mill Road  
Owings Mills, MD 21117

**BUILDING SIZE:**

10,000 SF

**PROPERTY TYPE:**

Free-Standing Child Care Center

**NOI:**

\$332,500

**CAP RATE:**

6.0%

**SALE PRICE:**

\$5,541,666.67

**TENANT:**

\*REPRESENTATIVE PHOTO

## PROPERTY HIGHLIGHTS

- Brand new construction, 15-year lease with corporate guarantee.
- 12% rental increases every 5 year.
- Property is located along Lyons Mill Road which sees over 16,000 CPD and provides access to Owings Mills Boulevard and Painters Mill Road.
- Prime location in a dense, and affluent Owings Mills, MD market.



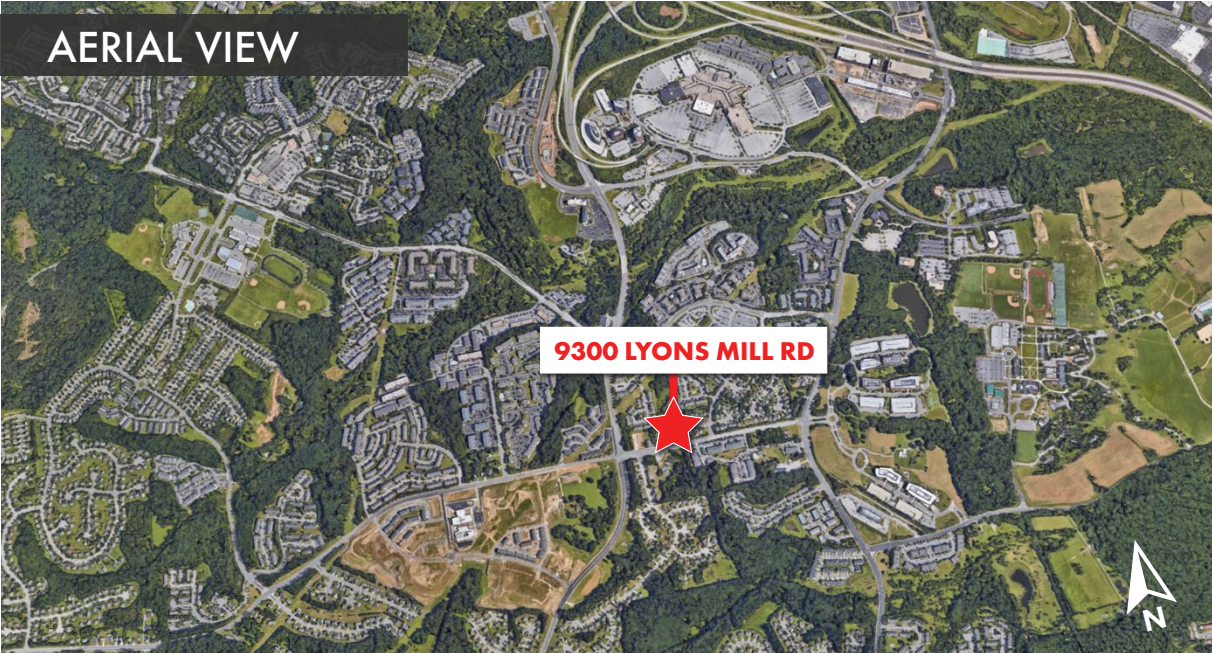




REGIONAL MAP



AERIAL VIEW



DEMOGRAPHICS

1 MILE 3 MILE 5 MILE

	POPULATION	15,824	90,366	174,144
	TOTAL EMPLOYEES	2,610	35,302	64,673
	AVERAGE HHI	\$104,049	\$94,127	\$100,928
	TOTAL HOUSEHOLDS	34,319	56,947	77,715

TRAFFIC COUNTS



LYONS MILL RD: 16,000 CPD | OWINGS MILLS BLVD: 40,000 CPD

LOCAL MAP



# TENANT LEASE SUMMARY



**TENANT** TLE at Owings Mills, LLC, d.b.a. The Learning Experience

**TERM** 15 Years

**SQUARE FOOTAGE** 10,000 SF

**RENT**  
 Years 1-5: \$332,500 (\$33.25 /SF)  
 Years 6-10: \$372,400 (\$37.24 /SF)  
 Years 11-15: \$417,100 (\$41.71 /SF)

**LEASE COMMENCEMENT DATE** June 18, 2018

**LEASE EXPIRATION DATE** June 18, 2033

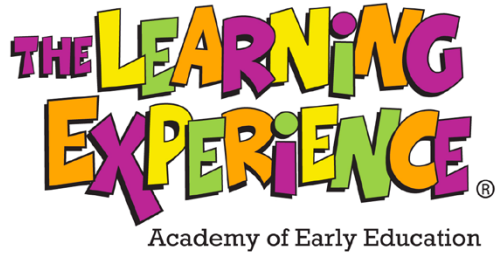
**LEASE TYPE** NNN

**OPTIONS** Two (2) Five (5) Year Options

**OPTION RENT**  
 Years 16-20: \$467,200 (\$46.72 /SF)  
 Years 21-25: \$523,300 (\$52.33 /SF)

**USE** A child care center and related educational, enrichment and child businesses and activities, including, without limitation, hot meals and snack service and birthday parties.





For more than 30 years, the founders of The Learning Experience, the Weissman family, have been positively impacting the lives of children by developing and implementing ground-breaking care and early education programs throughout the country. Starting in 1980 with a single location in Boca Raton, FL, the unique and proprietary programs that the Weissman's developed quickly caught on and expansion soon followed.

### THE LEARNING EXPERIENCE

#### LOCATIONS

220 (est. 2018)

#### CREDIT RATING

NR (Moody's) / NR (S&P)

#### WEBSITE

[www.thelearningexperience.com](http://www.thelearningexperience.com)





## BALTIMORE COUNTY OVERVIEW

Baltimore County is situated in the geographic center of Maryland, surrounding Baltimore City almost entirely. Baltimore County is the third-most populous county in Maryland, with a population of 831,026 in 2017. The population is projected to grow by two percent to 847,000 by 2020. The economy is diverse, vibrant and growing due to the region's high quality of life and educated and skilled workforce.

## EDUCATION

The Baltimore Metropolitan area is home to some of the nation's top schools.

### BALTIMORE COUNTY UNIVERSITIES

Community College of Baltimore County (CCBC)	Morgan State University
College of Notre Dame of Maryland	Stevenson University
Coppin State University	Towson University
Goucher College	The University of Maryland Baltimore (UMB)
The Johns Hopkins University	University of Maryland Baltimore County (UMBC)
Loyola University Maryland	Strayer University
Maryland Institute College of Art	

## EMPLOYMENT

Baltimore County is Maryland's second-largest jurisdiction in terms of jobs and is home to more than 21,400 employer establishments. Baltimore County's unemployment rate declined by nearly 50% since January 2010. Based on Maryland's QCEW, Baltimore County employed 373,120 people in 2016, and since 2010, Baltimore County has added 13,918 new net jobs to its employment base—a nearly four percent increase over six years.

**24,400**  
BUSINESSES

**373,120**  
EMPLOYEES

**OVER 500**  
BUSINESSES EMPLOY OVER 100 WORKERS

## TOTAL POPULATION

**831,026** (2017)

## MEDIAN AGE

**38.8** (2015)

## MEDIAN HH INCOME

**\$68,775** (2015)

## EMPLOYMENT

### TOP INDUSTRIES (2017) EMPLOYMENT

1. Education & Health Services:	70,193
2. Trade, Transportation & Utilities:	66,986
3. Professional & Business Services:	60,392
4. Federal, State & Local Government:	55,406
5. Financial Services:	30,934
6. Construction:	23,134

### TOP EMPLOYERS (2017)

1. Federal Government
2. T. Rowe Price
3. Greater Baltimore Medical Center
4. University of Maryland, Baltimore County
5. Towson University
6. MedStar Franklin Square Hospital
7. U of Maryland St. Joseph Medical Center
8. CareFirst, BlueChoice, Inc.
9. McCormick and Company, Inc.
10. Sheppard Pratt Health Systems

## BALTIMORE COUNTY FACTS

- The Total population of Baltimore County is larger than four States i.e., North Dakota, Alaska, Vermont, Wyoming) and the District of Columbia (2000 U.S. Census).
- Baltimore County boasts more than 200 miles of shoreline, with beaches and 70 marinas and yacht clubs.
- Baltimore County is home to three of the top ten shopping malls in the state.
- In Baltimore County, there has been no property tax rate increase in 25 years and income tax rate increase in 21 years.
- Baltimore County is one of only 39 counties out of more than 3,000 in the nation (prox. 1%) with a Triple AAA Bond Rating.



## ENTERTAINMENT & ATTRACTIONS

- B.C. Brewery
- Basignani Winery
- Boordy Vineyards
- American Visionary Art Museum
- Baltimore County Farmers Market
- Baltimore Museum of Art
- Everyman Theatre
- National Aquarium
- Maryland Zoo in Baltimore
- Baltimore Museum of Industry
- Hart-Miller Island State Park
- DeJon Vineyards
- DuClaw Brewing Co.
- Millstone Cellars



The MARYLAND STATE FAIR

**MARYLAND ZOO**

**BOORDY VINEYARDS**

**BMI** Baltimore Museum of Industry

**millstone**  
AMERICAN FARMHOUSE CIDERY

**AMERICAN VISIONARY ART MUSEUM**



*Baltimore County, MD*





## OWINGS MILLS OVERVIEW

Owings Mills is recognized as an unincorporated area located in Baltimore County. It's a suburb of the city of Baltimore. Owings Mills is home to the Owings Mills Mall. Distinct areas of Owings Mills include Garrison, Owings Mills New Town, Tollgate, Velvet Valley as well as Gwynnbrook. Owings Mills is home to the northern terminus of the Baltimore Metro Subway.

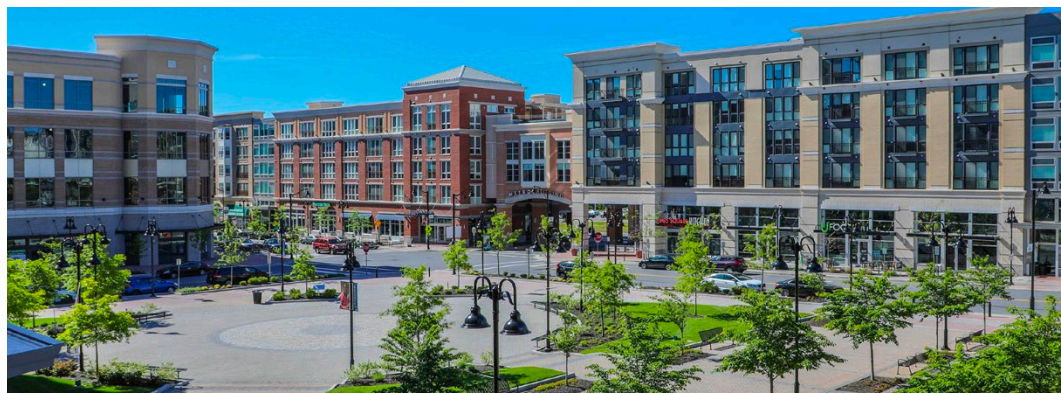
## TRANSPORTATION & BUSINESS

With a close proximity to Baltimore, a large number of Owings Mills residents commute to Baltimore for work on the Baltimore Beltway as well as on the Northwest Expressway. Residents can also reach Baltimore by taking the Baltimore Metro Subway which has a station located in the center of Owings Mills. Route 140 is one of the primary routes that run through Owings Mills.

Some of the organizations and businesses that have major facilities in Owens Mills include T. Rowe Price, Lion Brothers, Black & Decker and the Baltimore Life Companies. Owings Mills is home to the headquarters of the Baltimore Ravens. Maryland Public Television studios are located in Owings Mills.

## HOUSEHOLDS

- Number of Baltimore County Children under 12 with Mothers in the Work Force: **97,285** – 78.7% of total 2014 child population under 12 (123,615).
- 45-54% of households in the immediate surrounding area of the site have children



## TOTAL POPULATION

**33,732** (2015)

## MEDIAN AGE

**32** (2015)

## MEDIAN HH INCOME

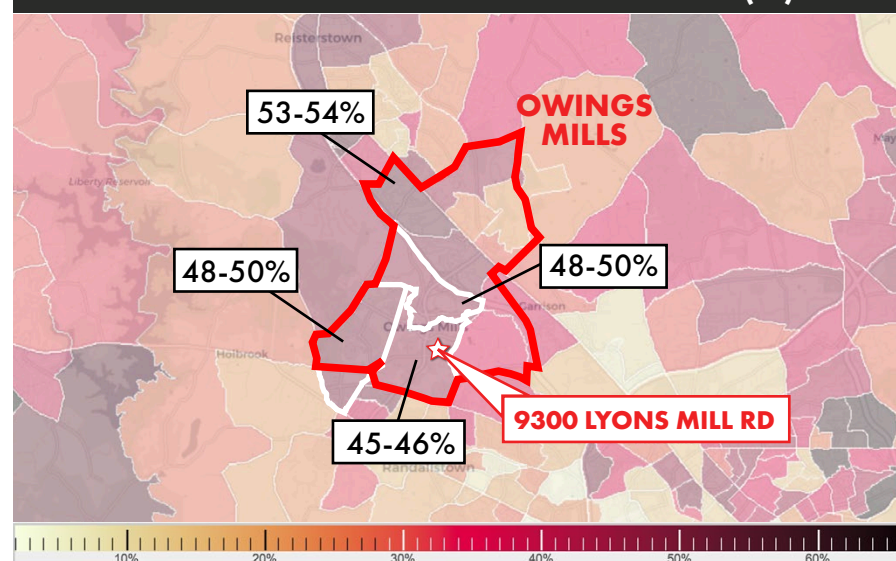
**\$69,891** (2015)

**T.RowePrice®**  
INVEST WITH CONFIDENCE

**BLACK & DECKER**



## FAMILY HOUSEHOLDS WITH CHILDREN (%)





## ABOUT BENNETT WILLIAMS COMMERCIAL

Since its founding in 1956, Bennett Williams Commercial, Inc. has offered full Commercial Real Estate services to the Central Pennsylvania region and beyond. We have served thousands of commercial, industrial and retail clients as we have grown in size and reputation. With our team of both experienced and knowledgeable executives as well as young and energetic professionals, we have the team to handle any commercial real estate need.

**At Bennett Williams, your investments are always in good hands.** Our retail Investment sales group provides top notch investment sales services for all categories of retail investments for both buyers and sellers alike, whether institutional or local, throughout the Central Pennsylvania landscape. Whether the asset is a single or multi-tenant, we pride ourselves in going above and beyond the expectations of the client to achieve maximum results. With over 60 years under our belt, and over 25 licensed real estate professionals, we possess the knowledge, experience, and dedication trusted by many in the investment sales segment of the industry.



Bennett Williams is a member of the Capital Markets Real Estate Network, a nationwide network of professionals dedicated to, and specializing in the capital markets segment of commercial real estate. CMRE is comprised of the most highly-qualified, best-experienced independent Capital Market real estate professionals.

## FOR MORE INFORMATION:

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