

OFFERING MEMORANDUM



\$5,143,000 | 7.00% CAP RATE

- » New 15-Year Net Lease with Scheduled Rental Increases
- » National Tenant with 300+ Locations and Growing
- » High-Traffic Location in Dense Retail Corridor
 - » Outparcel to New Mixed-Use Development with 248 Apartments Plus Retail and Office Space
- » Strong Customer Base with Affluent Demographics
 - » High Average Household Income of \$158,012 Within One Mile
 - » Population of 229,745 Within a Five-Mile Radius
- » Prime Location in Bedroom Community with High Demand for Childcare and Early Education
- » New 2019 Construction

FILE PHOTO

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DEMOGRAPHIC PROFILE

Cushman & Wakefield ("Broker") has been retained on an exclusive basis to market the property described herein ("Property"). Broker has been authorized by the Seller of the Property ("Seller") to prepare and distribute the enclosed information ("Material") for the purpose of soliciting offers to purchase from interested parties. More detailed financial, title and tenant lease information may be made available upon request following the mutual execution of a letter of intent or contract to purchase between the Seller and a prospective purchaser. You are invited to review this opportunity and make an offer to purchase based upon your analysis. If your offer results in the Seller choosing to open negotiations with you, you will be asked to provide financial references. The eventual purchaser will be chosen based upon an assessment of price, terms, ability to close the transaction and such other matters as the Seller deems appropriate.

The Material is intended solely for the purpose of soliciting expressions of interest from qualified investors for the acquisition of the Property. The Material is not to be copied and/or used for any other purpose or made available to any other person without the express written consent of Broker or Seller. The Material does not purport to be all-inclusive or to contain all of the information that a prospective buyer may require. The information contained in the Material has been obtained from the Seller and other sources and has not been verified by the Seller or its affiliates. The pro forma is delivered only as an accommodation and neither the Seller, Broker, nor any of their respective affiliates, agents, representatives, employees, parents, subsidiaries, members, managers, partners, shareholders, directors, or officers, makes any representation or warranty regarding such pro forma. Purchaser must make its own investigation of the Property and any existing or available financing, and must independently confirm the accuracy of the projections contained in the pro forma.

Seller reserves the right, for any reason, to withdraw the Property from the market. Seller has no obligation, express or implied, to accept any offer. Further, Seller has no obligation to sell the Property unless and until the Seller executes and delivers a signed agreement of purchase and sale on terms acceptable to the Seller, in its sole discretion. By submitting an offer, a purchaser will be deemed to have acknowledged the foregoing and agreed to release Seller and Broker from any liability with respect thereto.

Property walk-throughs are to be conducted by appointment only. Contact Broker for additional information.

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FORSYTH
CROWLE**

Leased Investment Team

www.YAFteam.com

INVESTMENT SUMMARY

ADDRESS	13417 Pflumm Road, Overland Park, Kansas		
PRICE	\$5,143,000		
CAP RATE	7.00% return (8.21% average cap rate)		
NOI	\$360,000		
TERM	15 years		
RENT COMMENCEMENT	November 1, 2019 (estimated)		
LEASE EXPIRATION	October 31, 2034 (estimated)		
RENTAL INCREASES	8% rental increases every five (5) years		
	YEAR	RENT	RETURN
	1-5	\$360,000	7.00%
	6-10	\$388,800	7.56%
	11-15	\$419,904	8.17%
	16-20 (Option 1)	\$453,497	8.82%
	21-25 (Option 2)	\$489,777	9.53%
*For the first year of the lease, Tenant shall receive a rent concession and pay the greater of 16% of Tenant's annual gross revenue or \$162,500.			
YEAR BUILT	2019		
BUILDING SF	10,000 SF		
PARCEL SIZE	1.44 acres (67,777 SF)		
LEASE TYPE	Net, with tenant responsible for all insurance, taxes, and maintenance, excluding roof and structure		

LONG-TERM LEASE WITH SCHEDULED RENTAL INCREASES TO NATIONAL TENANT WITH BRAND RECOGNITION AND GROWTH

- » 15-year net lease with 8% rental increases every five years
- » Tenant has over 300 locations in 22 states and has ranked in the Franchise 500 nine years in a row
- » Tenant experienced 210% increase in five-year system-wide revenue growth and is one of the fastest growing franchises in its industry

HIGH-TRAFFIC LOCATION IN DENSE RETAIL CORRIDOR WITH ROBUST DEMOGRAPHICS

- » Excellent access and visibility to 18,000 vehicles per day at the signalized intersection of Pflumm Road and West 133rd Street
- » Near West 135th Street (23,200 AADT), a major commercial and retail corridor
- » Outparcel to Crystal Springs, a new mixed-use development that will include a 248-unit apartment complex plus retail and office space
- » Affluent area, with an average household income of \$158,012 within one mile and average household incomes exceeding \$113,000 within three- and five-mile radii, significantly higher than national and regional averages
- » Large population of 102,610 within three miles of the property and 229,745 within five miles
- » Located near major employers, with 166,707 daytime employees working within a five-mile radius

BEDROOM COMMUNITY WITH HIGH DEMAND FOR CHILDCARE AND EARLY EDUCATION

- » Located in Overland Park, a family-oriented community whose average residents include working executives and school-age children
- » Public school districts in Overland Park rank among the best in the nation
- » Community places a high value on education; 61.4% of all Overland Park residents 25 years or older have a bachelor's degree or higher
- » Many residents commute to Kansas City and the surrounding communities for work, creating a high demand for childcare services



FILE PHOTO

Eastgate Shopping Center

HARBOR FREIGHT TOOLS
Quality Tools at Ridiculously Low Prices



LOWE'S

hen house
your market



KOHL'S

golden corral



HONDA

Walmart
Supercenter

Walgreens



Firestone
COMPLETE AUTO CARE

Regency Place
Elementary School
(501 students)



California Trail
Middle School
(729 students)

TeaElla
BOUTIQUE



THE LEARNING EXPERIENCE
Academy of Early Education
(Under Construction)

West 135th Street
(23,200 AADT)

West 133rd Street
(3,400 AADT)

Pflumm Road (14,600 AADT)



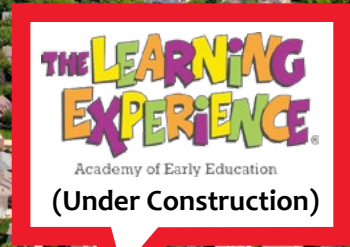
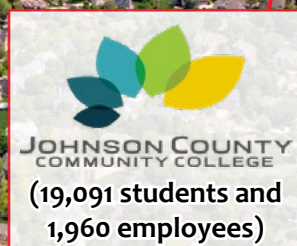
UNDER DEVELOPMENT
(Crystal Springs, a 248-unit
apartment complex with
retail and office space)



INDUSTRIAL REGION

Saint Thomas Aquinas High School
(910 students)

Heatherstone Elementary School
(424 students)



UNDER DEVELOPMENT
(Crystal Springs, a 248-unit
apartment complex with
retail and office space)

Pflumm Road
(23,200 AADT)

West 133rd Street (3,400 AADT)

California Trail
Middle School
(729 students)





Tyson
DISTRIBUTION CENTER
(499 employees)

Olathe South
High School
(2,109 students)

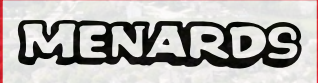
**Olathe
HEALTH**
(243 beds and
1,016 employees)



Frontier Trail
Middle School
(761 students)

Briarwood
Elementary School
(384 students)

GARMIN
UNDER DEVELOPMENT
(2,000+ employees)



UNDER DEVELOPMENT
(Crystal Springs, a 248-unit
apartment complex with
retail and office space)

West 135th Street (23,200 AADT)



Academy of Early Education
(Under Construction)

California Trail
Middle School
(729 students)

West 133rd Street (3,400 AADT)

Pflumm Road (14,600 AADT)



Blue Valley Southwest High School
(1,149 students)

JOHNSON COUNTY EXECUTIVE AIRPORT

Brougham
Elementary School
(365 students)



UNDER DEVELOPMENT
(Crystal Springs, a 248-unit
apartment complex with
retail and office space)

Pflumm Road (14,600 AADT)



West 135th Street (23,200 AADT)

THE LEARNING
EXPERIENCE

Academy of Early Education
(Under Construction)

California Trail
Middle School
(729 students)

West 133rd Street (3,400 AADT)



Blue Valley Northwest High School
(1,611 students)



UNDER DEVELOPMENT
(Crystal Springs, a 248-unit
apartment complex with
retail and office space)

West 133rd Street
(3,400 AADT)



West 135th Street
(23,200 AADT)



Pflumm Road
(14,600 AADT)

California Trail Middle School
(729 students)

SITE PLAN



WEST 133RD STREET

PLUM ROAD

OUTDOOR
PLAY AREA

THE LEARNING
EXPERIENCE[®]

Academy of Early Education

10,000 SF

TENANT SUMMARY



Founded in 1980, The Learning Experience is one of the nation's fastest growing childcare and early education franchises, with over 300 child development centers open or under development in 22 states. The Learning Experience offers childcare and early education services to infants, toddlers, twaddlers, preppers, preschoolers, and pre-K and kindergarten children. The company also provides before and after school care services for children up to eight years of age.

With a 210% increase in five-year system-wide revenue growth and over 35 new centers opening annually, Forbes named the company one of the "Best Franchises to Buy in 2015". The Learning Experience was ranked in the Franchise 500 in each of the past nine years (2011-2019).

The early education and childcare industry has grown exponentially over the past decade and shows no signs of slowing down. The U.S. Bureau of Labor Statistics projects that day care businesses will have some of the fastest employment growth of all industries through 2020. Demand for childcare services is driven primarily by growth in the youth population. According to a recent U.S. Census Bureau estimate, there are currently over 24 million children under the age of six living in the United States. Of those 24 million, 15.1 million require childcare. As a result, industry growth is expected to continue at a steady pace. In 2018, the childcare industry netted revenues of \$53 billion; over the next five years the childcare industry revenue is forecasted to increase at an average annual rate of 3.4% to \$62.6 billion.

In 2018, The Learning Experience was acquired by Golden Gate Capital, a private equity investment firm with over \$15 billion of capital under management.

For more information, visit www.thelearningexperience.com and www.goldengatecap.com.

HEADQUARTERS	Boca Raton, FL	# OF LOCATIONS	300+
SALES	\$236.6M	OWNERSHIP	Private

LEASE ABSTRACT

TENANT	TLE at Overland Park, LLC		
GUARANTOR	10-Year Guarantee from The Learning Experience Corp.		
ADDRESS	13417 Pflumm Road, Overland Park, Kansas		
RENT COMMENCEMENT	November 1, 2019 (estimated)		
LEASE EXPIRATION	October 31, 2034 (estimated)		
RENEWAL OPTIONS	Two (2) five (5) year options		
RENTAL INCREASES	YEAR	RENT	RETURN
	1-5 6-10 11-15 16-20 (Option 1) 21-25 (Option 2)	\$360,000 \$388,800 \$419,904 \$453,497 \$489,777	7.00% 7.56% 8.17% 8.82% 9.53%
*For the first year of the lease, Tenant shall receive a rent concession and pay the greater of 16% of Tenant's annual gross revenue or \$162,500.			
REAL ESTATE TAXES	Tenant shall reimburse Landlord for taxes.		
INSURANCE	Tenant is responsible for insurance.		
REPAIR & MAINTENANCE	Tenant is responsible for all repair and maintenance of the parking lot and all nonstructural portions of the Premises.		
MAINTENANCE BY LANDLORD	Landlord is responsible for the repair and maintenance of the roof and all structural portions of the Premises.		
RIGHT OF FIRST REFUSAL	None		

PROPERTY OVERVIEW

LOCATION

The property is conveniently located at the signalized intersection of Pflumm Road and West 133rd Street, with excellent visibility and access to 18,000 vehicles per day. The property is approximately one block from West 135th Street (23,200 AADT), one of Overland Park's main commercial and retail corridors. A number of major national and regional retailers are located a short distance from the property, including Walmart Supercenter, Lowe's, Walgreens, Menards, Hobby Lobby, Starbucks, CVS, and more. The property is also outparcel to Crystal Springs, a new mixed-use development that will include a 248-unit apartment complex plus retail and office space.

The property is surrounded by affluent residential neighborhoods; the average household income within one mile of the property is \$158,012, and average household incomes within three- and five-mile radii exceed \$113,000. Additionally, the property benefits from its location in a densely populated area, with 102,610 residents within a three-mile radius and 229,745 residents living within a five-mile radius. Furthermore, the property is located near major employers, with 166,707 daytime employees working within a five-mile radius. A majority of the region's workforce works outside of the home, and many residents commute to Kansas City and the surrounding communities for work, providing a high demand for childcare services.

ACCESS

Access from West 133rd Street

TRAFFIC COUNTS

Pflumm Road: 14,600 AADT
West 133rd Street: 3,400 AADT
West 135th Street: 23,200 AADT

PARKING

38 parking stalls, including two (2) handicap stalls

YEAR BUILT

2019

NEAREST AIRPORT

Kansas City International Airport (MCI)



38
PARKING
STALLS



2019
YEAR BUILT



18K
TRAFFIC
COUNT (AADT)



**NEAREST
AIRPORT**
KANSAS CITY
INTERNATIONAL
AIRPORT

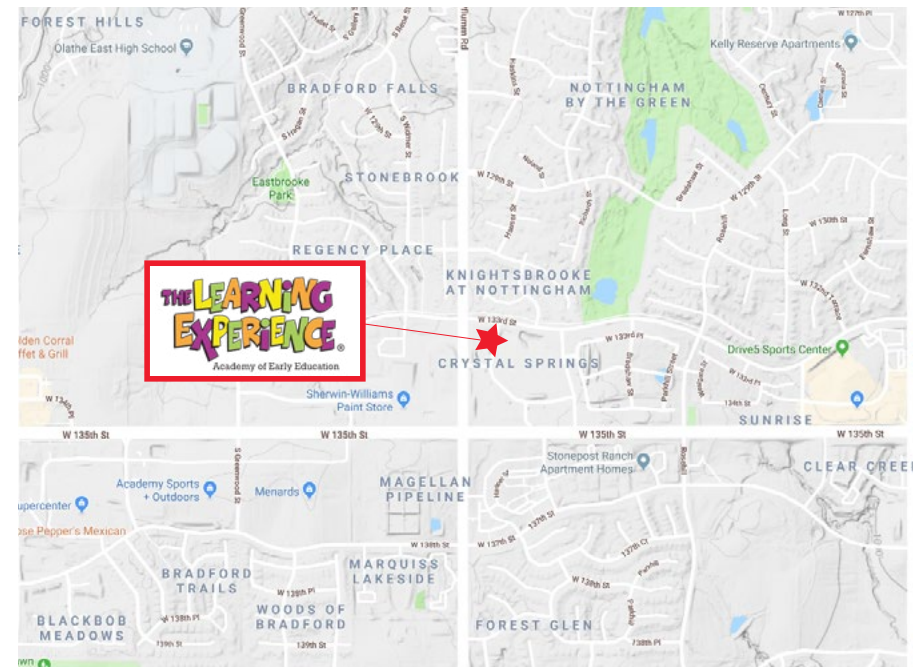
AREA OVERVIEW

Overland Park is located in northeastern Kansas in Johnson County at the junction of Interstate 435 and U.S. Route 69. The city center is roughly 13 miles south-southwest of downtown Kansas City, Missouri. With more than 195,000 residents, Overland Park is the second most populous city in both Kansas and in the Kansas City metropolitan area. Overland Park is a principal city of both the Kansas City, MO-KS Metropolitan Statistical Area (MSA) and the Kansas City-Overland Park-Kansas City, MO-KS Combined Statistical Area (CSA). The service sector constitutes most of the local economy. Health care, retail trade, professional and technical services, finance and insurance, and information technology are the city's five largest industries. Companies with headquarters in the city include Sprint Corporation, YRC Worldwide, Black & Veatch, Waddell & Reed, Ferrellgas, Ash Grove Cement Company, and Compass Minerals. The city has developed a positive reputation in American media as an affordable and family-friendly community and has received many national awards for its quality of life, education system, public safety, low taxes, strong economy, outstanding health industry, and more. When Money Magazine named Overland Park one of the "Top Best Places to Live" in 2014, it was the fifth consecutive time the city earned a spot on the coveted list. In recent years, dozens of national trade and consumer publications have recognized Overland Park for its strong business environment and quality of life.

The Kansas City metropolitan area is a 15-county metropolitan area anchored by Kansas City, Missouri, that straddles the border between Missouri and Kansas. With a population of 2,153,766, it ranks as the second largest metropolitan area with its core in Missouri and has a population in Kansas larger than the Wichita metropolitan area. The federal government is the largest employer in the Kansas City metro area, with more than 146 federal agencies maintaining a presence in the MSA. The Kansas City MSA's largest private employer is Cerner Corporation, a global healthcare IT company which is headquartered in North Kansas City. Other major employers and business enterprises are AT&T, BNSF Railway, Citigroup, EMBARQ, Garmin, Hallmark Cards, Harley-Davidson, Husqvarna, H&R Block, General Motors, Ford, MillerCoors, and State Street, some of which are headquartered in the metropolitan area.

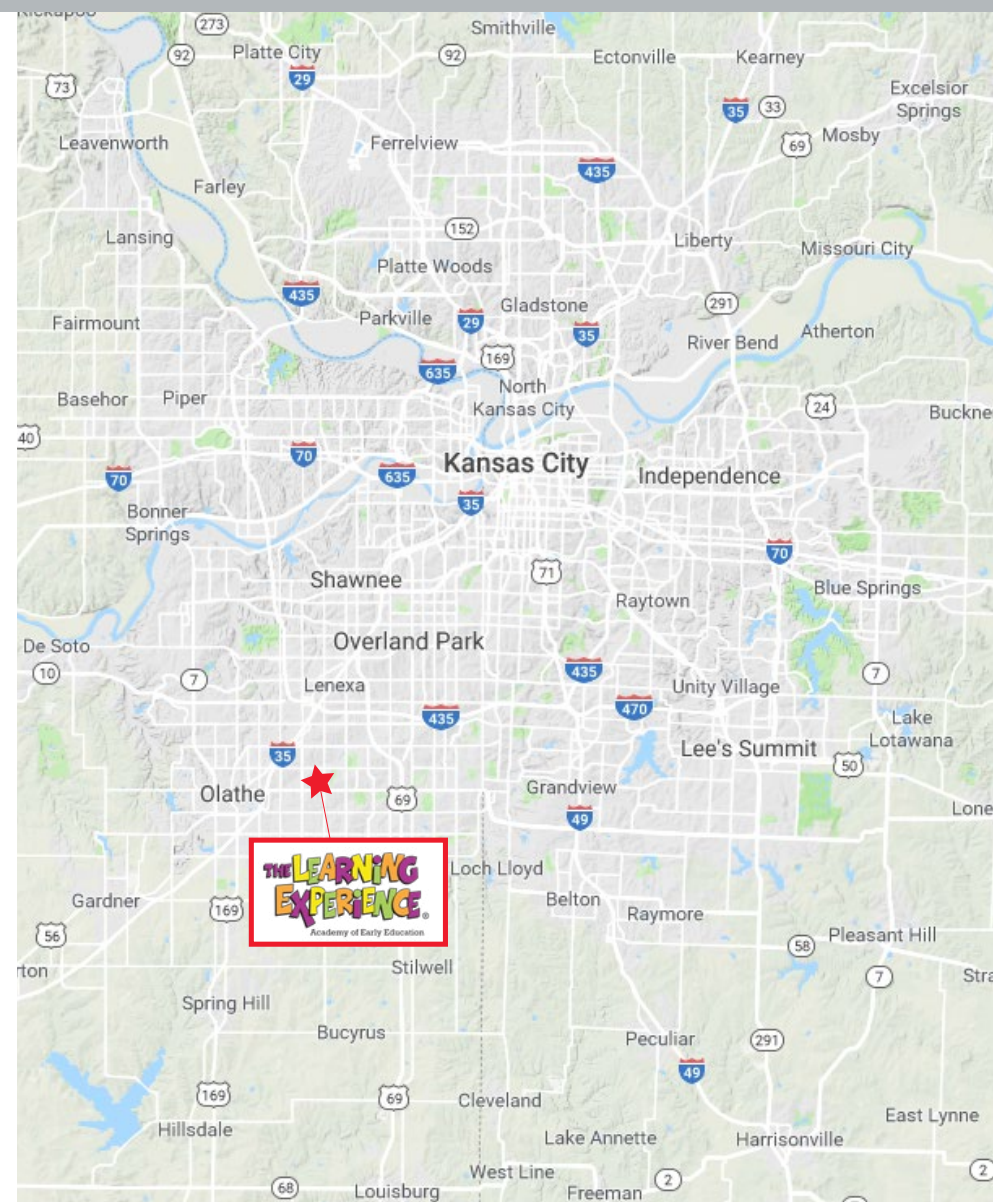
- » Overland Park represents about one-third of the total population of Johnson County, the most populous county in Kansas.
- » The three public school systems serving Overland Park families consistently rank among the best in the nation. In addition to excellent primary and secondary schools, numerous higher education institutions are located in Overland Park. Over 61% of adults 25 years and older in Overland Park have a bachelor's degree or higher.
- » Retail comprises 11% of business activity in Overland Park, which has nearly 18 million square feet of retail space. Retail sales have grown by 6.2% in the last two years to nearly \$5 billion. Of the \$14.4 billion in total retail sales in Johnson County in 2018, Overland Park was responsible for 34.6%.

MAJOR EMPLOYERS IN KANSAS CITY MSA	# OF EMPLOYEES
FEDERAL GOVERNMENT	18,774
CERNER CORPORATION	13,964
HCA MIDWEST HEALTH SYSTEM	9,934
UNIVERSITY OF KANSAS HOSPITAL	9,810
FORT LEAVENWORTH	8,821
CHILDREN'S MERCY HOSPITALS & CLINICS	8,299
WHITEMAN AIR FORCE BASE	7,639
FORD MOTOR COMPANY	7,470
SAINT LUKE'S HOSPITAL OF KANSAS CITY	7,278
SPRINT CORPORATION	6,500



DEMOGRAPHIC PROFILE

2018 SUMMARY	1 Mile	3 Miles	5 Miles
Population	12,672	102,610	229,745
Households	4,215	37,110	85,957
Families	3,361	26,681	59,562
Average Household Size	3.01	2.74	2.65
Owner Occupied Housing Units	2,413	23,991	54,988
Renter Occupied Housing Units	1,802	13,119	30,969
Median Age	35.6	35.8	36.0
Average Household Income	\$158,012	\$121,208	\$113,066
2023 ESTIMATE	1 Mile	3 Miles	5 Miles
Population	14,327	108,510	244,066
Households	4,731	39,131	90,989
Families	3,780	28,052	62,854
Average Household Size	3.03	2.75	2.66
Owner Occupied Housing Units	2,752	25,622	58,998
Renter Occupied Housing Units	1,978	13,509	31,991
Median Age	37.1	36.9	36.8
Average Household Income	\$174,563	\$134,873	\$126,360



AVERAGE HOUSEHOLD INCOME OF \$158,012
WITHIN ONE MILE



POPULATION OF 229,745
WITHIN FIVE MILES

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FORSYTH
CROWLE**

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