

**NEW 15-YEAR LEASE WITH EXTENDED CORPORATE GUARANTY** 

4822 South Forest Point Boulevard, New Berlin, Wisconsin 53151

Marcus & Millichap SHARKO | WEISENBECK **TEAM** 

## ADDITIONAL THE LEARNING EXPERIENCE PROPERTIES AVAILABLE

Seller is a preferred third party developer for The Learning Experience. Additional The Learning Experience's are available for individual purchase or as portfolio's. Please contact agent for details.

Sampling of additional available properties:

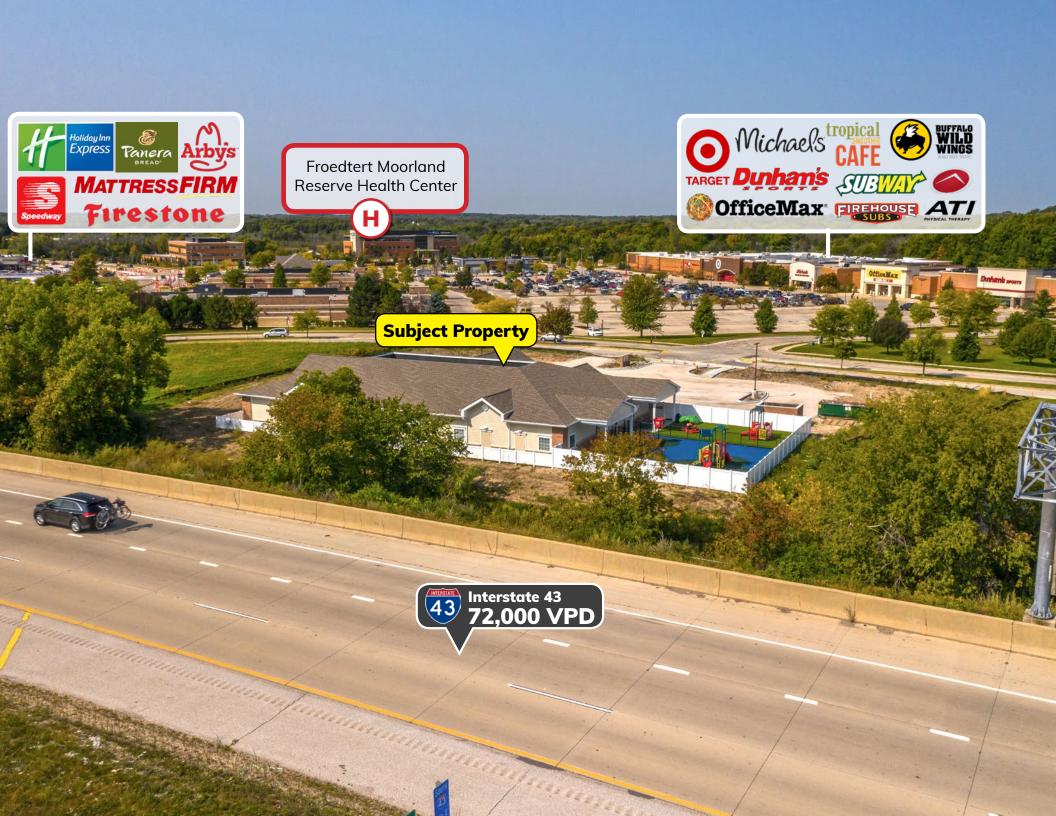


N58W15453 Shawn Circle Menomonee Falls, Wisconsin 53051 \$4,950,704 | 7.10% CAP



2750 Ironwood Drive Sun Prairie, Wisconsin 53590 \$4,950,704 | 7.10% CAP

- New Construction | Built-to-Suit for The Learning Experience in 2020
- Brand New 15-Year Lease with 11 Percent Rental Increases Every Five Years
  - Lease Corporately Guaranteed by The Learning Experience Corporation
    - Double-Net Lease | Very Limited Landlord Responsibilities
      - Excellent Demographics





New Construction







Near Interstate

## **INVESTMENT HIGHLIGHTS**

## New Construction | Built-to-Suit for The Learning Experience in 2020

• Rent Expected to Commence November 1, 2020

## Brand New 15-Year Lease with 11 Percent Rental Increases Every Five Years

• Two, Five-Year Option Periods, Also Features 11 Percent Rental Increases

## Lease Corporately Guaranteed by The Learning Experience Corporation

• Longer Coverage Period than Many Other Corporately Guaranteed Locations

## **Double-Net Lease | Very Limited Landlord Responsibilities**

## **Excellent Demographics**

- 42,818 People Live Within Three Miles of Subject Property
- Average Household Income Within One Mile of Subject Property is \$117,922

## Located 0.5 Miles From Interstate 43 | 68,600 Vehicles per Day

## Situated Near Heavily Traveled Retail, Restaurant, and Medical Office Area

- 0.6 Miles from Froedtert Moorland Reserve Health Center
- Notable Nearby Retailers Include Target, OfficeMax, Buffalo Wild Wings, Panera Bread, Mattress Firm, Firestone Auto Care, UW Credit Union, and Skywalk Pharmacy
- 34,600 Vehicles Passing per Day on South Moorland Road

## It is Projected that the Revenue of Child Day Care Services in the United States Will Amount to Approximately \$54.2 Billion by 2024

• Nationwide, 60 Percent of the 24 Million Children Under the Age of Six Require Childcare

## FINANCIAL SUMMARY

Price	\$4,950,704
Cap Rate	7.10%
NOI	\$351,500
Price/SF	\$495.07
Gross Leasable Area	10,000 SF
Year Built	2020
Lot Size	2.39 Acres +/-
Parcel Numbers	NBC 1254996010
	NBC 1254996011
Type of Ownership	Fee Simple
Parking	43 Surface Spaces +/-

## **LEASE SUMMARY**

Lease Type	NN
Lease Guarantor	The Learning Experience Corporation
Roof & Structure	Landlord
Lease Term Remaining	15 Years
Rent Commencement	11/1/2020
Lease Expiration	10/31/2035
Options	Two, Five-Year
Option to Terminate	None
Option to Purchase	None

## **RENT SCHEDULE**

Term	Period	Annual Rent	Rent/SF
Base	Current	\$351,500	\$35.15
	11/1/2025	\$390,165	\$39.02
	11/1/2030	\$433,083	\$43.31
Option 1	11/1/2035	\$480,722	\$48.07
Option 2	11/1/2040	\$533,602	\$53.36
Notes: N/A			



## **EXTENDED CORPORATE GUARANTY**

The Learning Experience - New Berlin features a corporate guaranty that features an extended term of liability coverage compared to those held by similar The Learning Experience locations:

# THE LEARNING EXPERIENCE - NEW BERLIN MAXIMUM GUARANTOR LIABILITY BY LEASE YEAR

Lease Year	Amount	
1	\$750,000.00	
2	\$750,000.00	
3	\$750,000.00	
4	\$500,000.00	
5	\$400,000.00	
6	\$300,000.00	
7	\$200,000.00	
After 7th Lease Year	\$0.00	

# COMPARISON LOCATION MAXIMUM GUARANTOR LIABILITY BY LEASE YEAR

Lease Year	Amount	
1	\$500,000.00	
2	\$400,000.00	
3	\$300,000.00	
4	\$200,000.00	
5	\$100,000.00	
6	\$0.00	
7	\$0.00	
After 7th Lease Year	\$0.00	





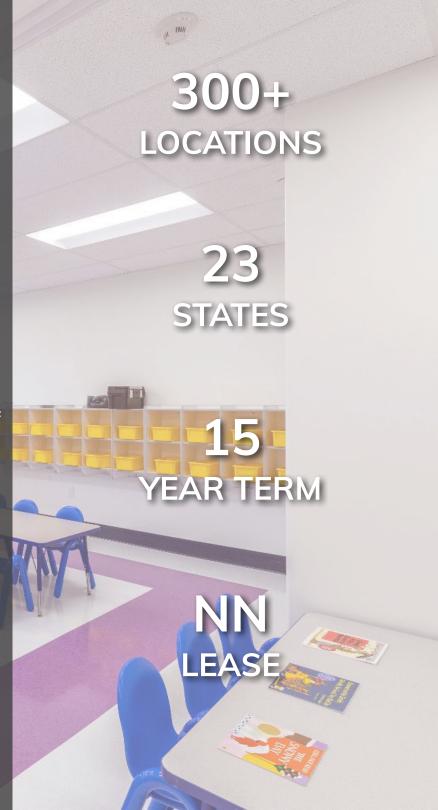
## **TENANT PROFILE**

# THE STATES

Academy of Early Education

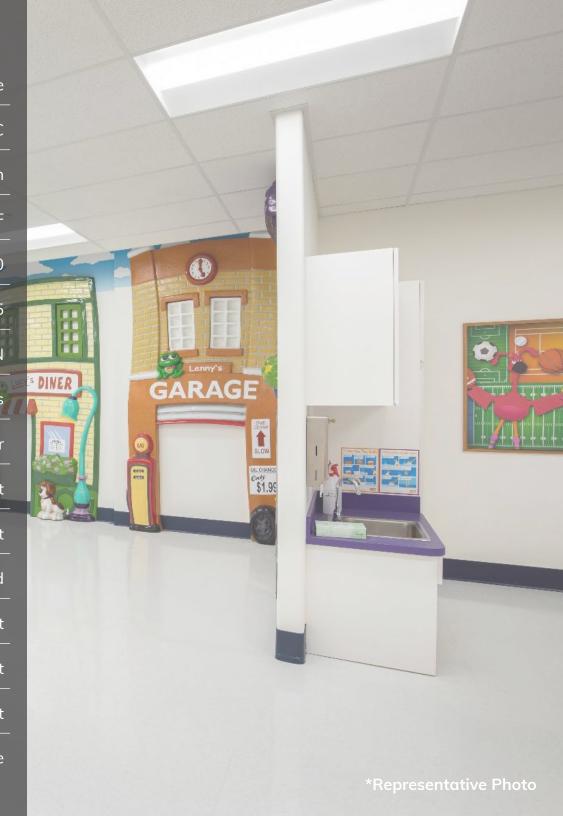
- Founded in 1980 | Early Childhood Development Education Program | Ages Six Weeks to Six Years with an Average Tuition of \$860 per Month per Child | Offers Before and After School Care
- Experienced 210 Percent Increase in Five-Year System-Wide Revenue Growth
- New Learning Centers that have been Operational for Two toFour Years Average Gross Sales of \$1.3 Million | Global Sales of \$261 Million in 2019
- America's Fastest Growing Childcare Franchise | Franchising Since 2003 | 90 Percent Franchised | Plans to Open an International Location in United Kingdom in 2020
- Over 300 Centers Open or Under Development in 23 States | 10 Percent Unit Growth Since 2018
- Ranked Number 84 by Entrepreneur 500 (2019)
- Acquired in 2018 by Golden Gate Capital, a Private Equity Investment Firm with Over \$15 Billion in Capital

THELEARNINGEXPERIENCE.COM



## LEASE SUMMARY

DBA	The Learning Experience
TENANT	TLE at New Berlin, LLC
GUARANTOR	The Learning Experience Corporation
SQUARE FEET	10,000 SF
LEASE COMMENCEMENT	11/1/2020
LEASE EXPIRATION	10/31/2035
LEASE TYPE	NN NN
RENTAL INCREASES	11 Percent Every Five Years
RENEWAL OPTIONS	Two, Five-Year
INSURANCE	Tenant
COMMON AREA	Tenant
ROOF & STRUCTURE	Landlord
PARKING LOT	Tenant
HVAC	Tenant
UTILITIES	Tenant
RIGHT TO TERMINATE	None



## LOCATION HIGHLIGHTS | MILWAUKEE MSA

# Comprised of Four Counties with 1.75 Million People and a Talented Workforce of One Million

- 50.000 Businesses
- Gross Regional Product of More than \$99 Billion
- 160,000 Manufacturing Workers (2nd Highest in the U.S. Per Capita)

## Situated on the Western Shores of Lake Michigan

 90-Minute Drive from Downtown Chicago, Five-Hour Drive from Minneapolis-St. Paul and Indianapolis, and Roughly an Hour from Madison, the Capital of Wisconsin

# Tourist Destination | Number One Top Emerging Travel Destination in the Nation by Airbnb

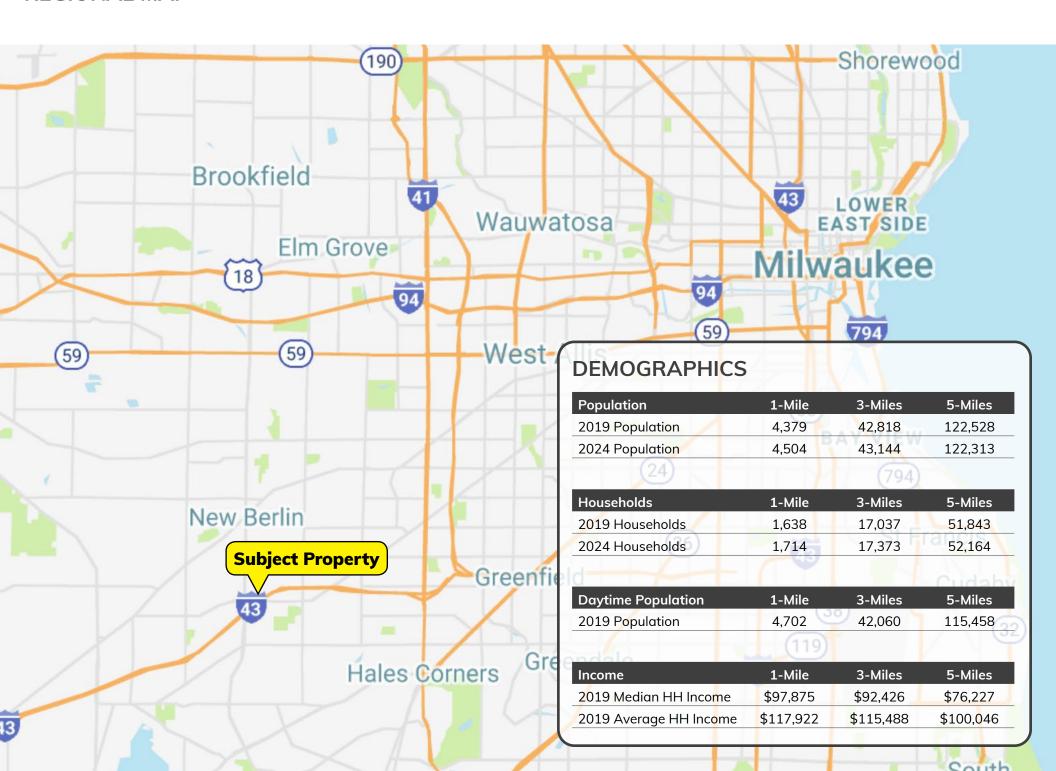
- The Milwaukee Art Museum has been Named a "New Wonder of the World" and "One of the Five Most Important Buildings of the 21st Century"
- Top 10 Urban Beaches by USA Today
- Potawatomi Hotel & Casino Boasts Over Six Million People Annually
- Summerfest Draws Nearly 900,000 People Annually
- Many More Indoor and Outdoor Attractions

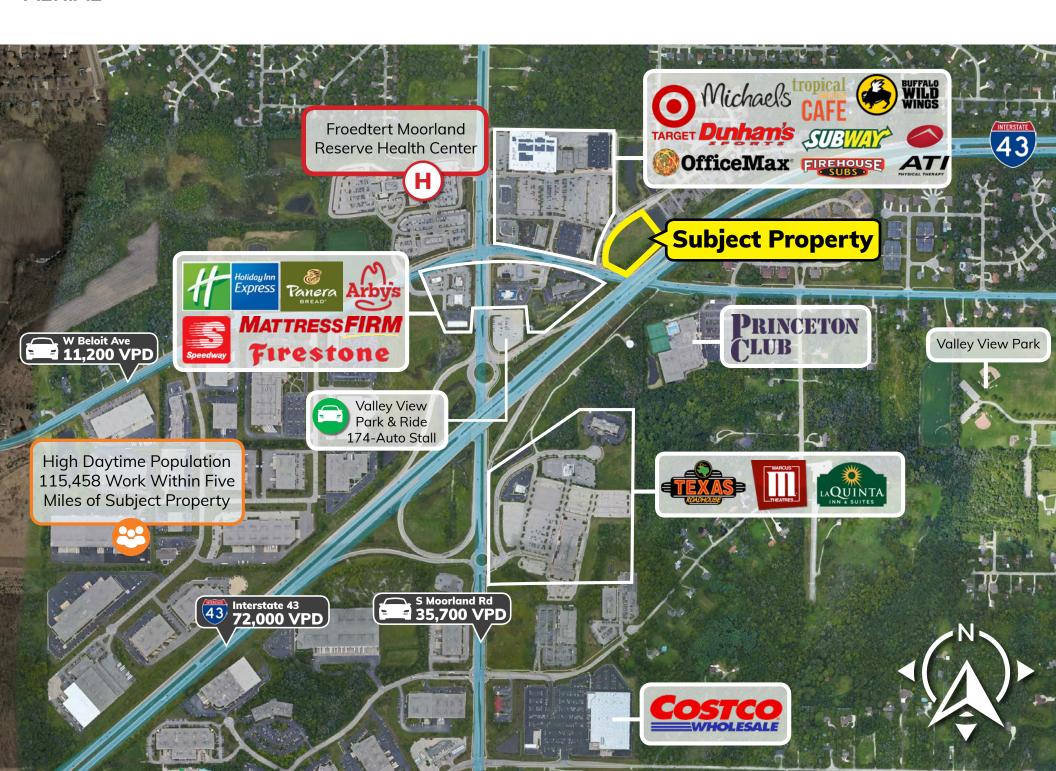
## **Highly Ranked by Various Publications and Companies**

- Ranked 20th on MarketWatch's "Best Cities for Business" out of 101 U.S. Metropolitan Areas, Outpacing Cities such as Chicago, Atlanta, San Antonio, Los Angeles and Seattle
- Ranks Fifth in the Nation for Fortune 500 Firms per Capita
- Top 15 Emerging Downtowns by Forbes
- Inc. has Named Milwaukee One of its "Unexpected Places that are Actually Amazing for Startups"

## **Home to Many Colleges and Universities**

- The University of Wisconsin-Milwaukee has More than 27,000 Students
- The University's Lubar School of Business has Approximately 4,200 Students
- Marquette University Enrolls Over 11,800 Students
- Milwaukee Area Technical College, Waukesha County Technical College, Moraine Park Technical College and Gateway Technical College have a Combined Enrollment of 85,000 Students
- Alverno College, Cardinal Stritch University, Carroll University, Concordia University Wisconsin, Mount Mary University, Wisconsin Lutheran College has a Combined Enrollment of 21,762
- 2,200 Annual Engineering Graduates from Milwaukee Area Universities







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## **SPECIAL COVID-19 NOTICE**

All potential buyers are strongly advised to take advantage of their opportunities and obligations to conduct thorough due diligence and seek expert opinions as they may deem necessary, especially given the unpredictable changes resulting from the continuing COVID-19 pandemic. Marcus & Millichap has not been retained to perform, and cannot conduct, due diligence on behalf of any prospective purchaser. Marcus & Millichap's principal expertise is in marketing investment properties and acting as intermediaries between buyers and sellers. Marcus & Millichap and its investment professionals cannot and will not act as lawyers, accountants, contractors, or engineers. All potential buyers are admonished and advised to engage other professionals on legal issues, tax, regulatory, financial, and accounting matters, and for questions involving the property's physical condition or financial outlook. Projections and pro forma financial statements are not guarantees and, given the potential volatility created by COVID-19, all potential buyers should be comfortable with and rely solely on their own projections, analyses, and decision-making.



## BROKER DISCLOSURE TO NON-RESIDENTIAL CUSTOMERS

- 1 Prior to negotiating on your behalf the Broker must provide you the following disclosure statement:
- 2 BROKER DISCLOSURE TO CUSTOMERS
- 3 You are a customer of the broker. The broker is either an agent of another party in the transaction or a subagent of another broker
- 4 who is the agent of another party in the transaction. The broker, or a salesperson acting on behalf of the broker, may provide
- 5 brokerage services to you. Whenever the broker is providing brokerage services to you, the broker owes you, the customer, the
- 6 following duties:

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- The duty to provide brokerage services to you fairly and honestly.
  - The duty to exercise reasonable skill and care in providing brokerage services to you.
- The duty to provide you with accurate information about market conditions within a reasonable time if you request it, unless disclosure of the information is prohibited by law.
- The duty to disclose to you in writing certain material adverse facts about a property, unless disclosure of the information is prohibited by law (See Lines 47-55).
- The duty to protect your confidentiality. Unless the law requires it, the broker will not disclose your confidential information or the confidential information of other parties (See Lines 22-39).
- The duty to safeguard trust funds and other property the broker holds.
- The duty, when negotiating, to present contract proposals in an objective and unbiased manner and disclose the advantages and
- disadvantages of the proposals.
- Please review this information carefully . A broker or salesperson can answer your questions about brokerage services, but if you
- 19 need legal advice, tax advice, or a professional home inspection, contact an attorney, tax advisor, or home inspector.
- This disclosure is required by section 452.135 of the Wisconsin statutes and is for information only. It is a plain-language summary of
- a broker's duties to a customer under section 452 .133 (1) of the Wisconsin statutes.
- 22 CONFIDENTIALITY NOTICE TO CUSTOMERS
- BROKER WILL KEEP CONFIDENTIAL ANY INFORMATION GIVEN TO BROKER IN CONFIDENCE, OR ANY INFORMATION
- 24 OBTAINED BY BROKER THAT HE OR SHE KNOWS A REASONABLE PERSON WOULD WANT TO BE KEPT CONFIDENTIAL,
- 25 UNLESS THE INFORMATION MUST BE DISCLOSED BY LAW OR YOU AUTHORIZE THE BROKER TO DISCLOSE PARTICULAR
- 26 INFORMATION. A BROKER SHALL CONTINUE TO KEEP THE INFORMATION CONFIDENTIAL AFTER BROKER IS NO LONGER
- 27 PROVIDING BROKERAGE SERVICES TO YOU.
- THE FOLLOWING INFORMATION IS REQUIRED TO BE DISCLOSED BY LAW:
- 29 1. MATERIAL ADVERSE FACTS, AS DEFINED IN SECTION 452.01 (5g) OF THE WISCONSIN STATUTES (SEE LINES 47-55).
- 30 2. ANY FACTS KNOWN BY THE BROKER THAT CONTRADICT ANY INFORMATION INCLUDED IN A WRITTEN INSPECTION
- 31 REPORT ON THE PROPERTY OR REAL ESTATE THAT IS THE SUBJECT OF THE TRANSACTION.
- TO ENSURE THAT THE BROKER IS AWARE OF WHAT SPECIFIC INFORMATION YOU CONSIDER CONFIDENTIAL, YOU MAY LIST
- THAT INFORMATION BELOW (SEE LINES 35-36). AT A LATER TIME, YOU MAY ALSO PROVIDE THE BROKER WITH OTHER
- 34 INFORMATION YOU CONSIDER TO BE CONFIDENTIAL.



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