



Pathway Capital Group Inc.



—Offering Memorandum

# The Nest Schools

30 Hopmeadow St, Simsbury, CT 06089 (Hartford MSA)

In Association with Scott Reid & ParaSell, Inc. | A Licensed Connecticut Broker #REB.0792680

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## —Investment Summary

### The Nest Schools

30 Hopmeadow St, Simsbury, CT 06089 (Hartford MSA)

Listing Price

**\$7,031,671**

Cap Rate

**7.00%**

### Investment Highlights

- First and Only New Ground Up Construction for The Nest Schools
- Profitable, Outpacing Typical Ramp Up Timeline for a New Construction Center
- Corporate Lease & Ultra High Net Worth Personal Guaranty (Contact Broker for More Info)
- Absolute NNN Lease with No Landlord Responsibilities & 2% Annual Increases
- Large ~5 Acre Lot

### Location Highlights

- Simsbury is One of Connecticut's Most Affluent and Family-Oriented Suburbs. The Area is Composed of Dual-Income
- Families with a High Demand for Quality Childcare, Creating Long-Term Stability for Operators.
- Excellent Average HH Income of \$193K in a 3-Mile Radius, expected to grow 5% by '30
- \$348+ Million Spent on Education & Day Care in a 10-Mile Radius
- Nearby National Brands include Nearby National Brands Include, Whole Foods, Raising Cane's, Walmart, Jersey Mike's, HomeGoods, Best Buy, and More.

### Tenant Highlights

- The Nest Schools Provide High-End Early Education/ Childcare Services Across 60 Locations Nationally & Plans to Grow to 200+ Locations
- 100% Corporate, No Franchising
- Founders have 30+ Years of Experience & Operated a Best In-Class Early Education Platform in the Northeast
- Rockbridge Growth Equity Invested in The Nest Schools in 2022 to Accelerate Growth and Create Long-Term, Sustainable Value. As of 2021, Rockbridge had Over \$1.2 Billion in Assets Under Management and Experience in the Education Sector



—Why Buy Early Education Real Estate?



## Advantages of Early Childcare/Education Real Estate

### —Higher Cap Rates Without Sacrifice

Over the last 5 years we have seen an 86-basis point spread on average between single-tenant net-leased retail & early education/childcare despite attractive locations & solid tenants due to a lack of knowledge about the property type.

### —High Growth Business

Early childcare/education is a \$60B+ industry with projected growth to \$83B+ by 2030.

### —Recession & E-Commerce Resistant

Early education is considered recession-resistant because working parents continue to rely on childcare regardless of economic conditions, making it an essential, non-discretionary service as well as “Amazon proof.”

### —Easy To Re-Tenant

Early education properties are easy to re-tenant, with high demand from other childcare operators and flexible layouts that also appeal to medical and service-based users.

### —“Sticky” Business Model

Parents don’t typically switch schools once enrolling, often enroll all their children & recommend other families.

### —Recognized As An “Essential Business”

Early education and childcare are recognized by both federal and state governments as essential services, especially during emergencies, due to their critical role in supporting working families and child development.

### —Institutional Investment

Institutional investors are heavily invested in early education businesses and are the predominant owners of early education/childcare real estate.

### —Appreciation Potential

Early education properties offer strong upside potential, with cap rate compression at market peak and added value if a smaller tenant improves credit or gets acquired.

## —Property Overview

### Property Details

Address	30 Hopmeadow St, Simsbury, CT 06089
Ownership Type	Fee Simple (Land & Building)
Building Size (SF)	15,040
Lot Size (AC)	4.8
Year Built	2025

### Lease Abstract

Tenant	The Nest Schools, Inc.
Guarantor/Signator	Corporate & Personal
Base Lease Term	17.00 Years
Remaining Term	16
Rent Commencement	06/1/2025
Lease Expiration	05/31/2042
Net Operating Income**	\$492,217
Increases	2% Annually
Options	2, 10-Year
Lease Type	Absoulute NNN
Taxes	Tenant
Maintenance	Tenant
Insurance	Tenant

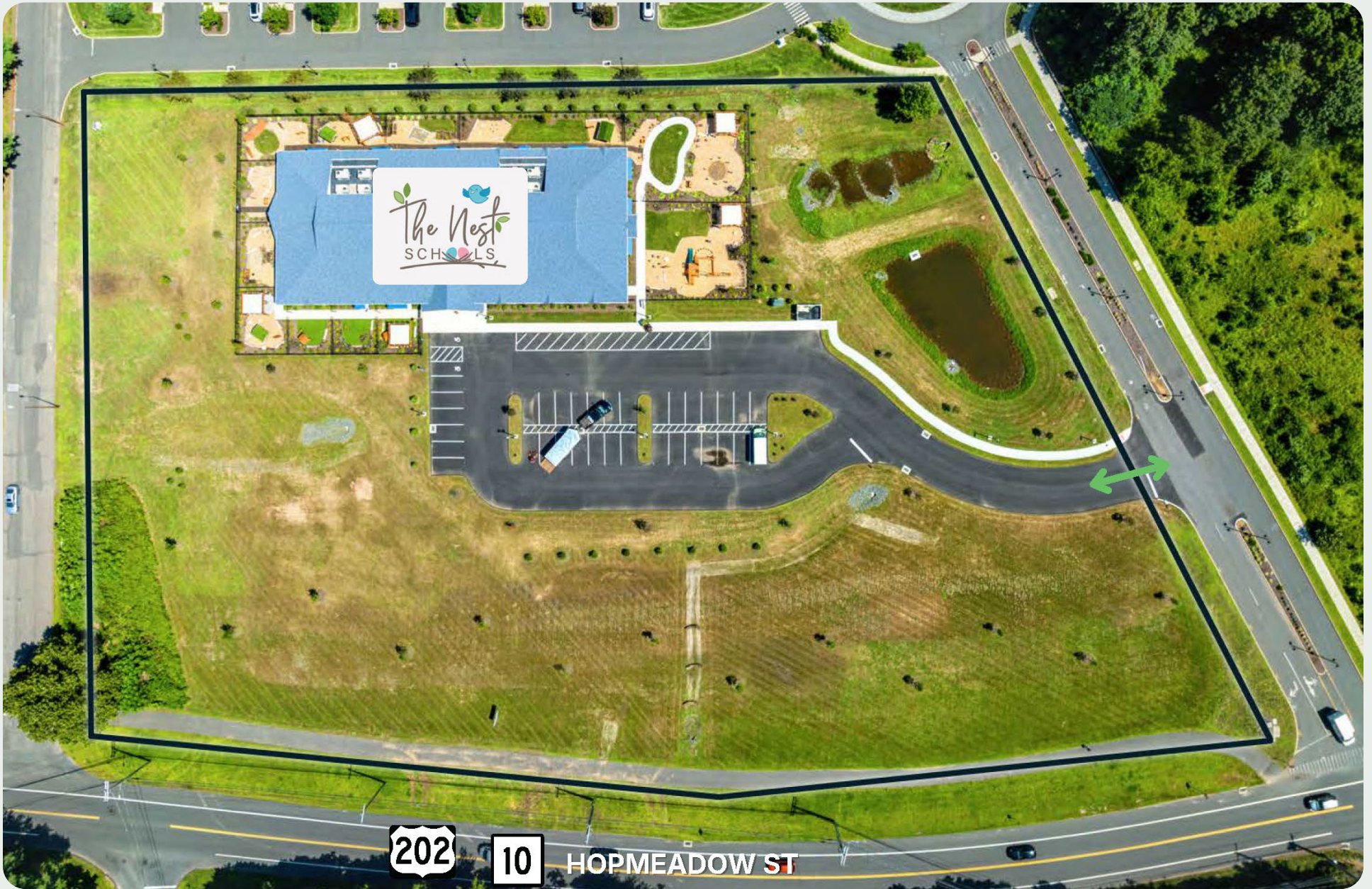


### Rent Schedule

Year	Annual Rent	Monthly Rent	Rental Increases
1	\$ 482,566	\$ 40,214	-
2	\$ 492,217	\$ 41,018	2%
3	\$ 502,062	\$ 41,838	2%
4	\$ 512,103	\$ 42,675	2%
5	\$ 522,345	\$ 43,529	2%
6	\$ 532,792	\$ 44,399	2%
7	\$ 543,448	\$ 45,287	2%
8	\$ 554,317	\$ 46,193	2%
9	\$ 565,403	\$ 47,117	2%
10	\$ 576,711	\$ 48,059	2%
11	\$ 588,245	\$ 49,020	2%
12	\$ 600,010	\$ 50,001	2%
13	\$ 612,010	\$ 51,001	2%
14	\$ 624,251	\$ 52,021	2%
15	\$ 636,736	\$ 53,061	2%
16	\$ 649,470	\$ 54,123	2%
17	\$ 662,460	\$ 55,205	2%

***\*All property & lease information to be independently verified by Buyer during Due Diligence Period.***

—Site Plan



## About The Nest Schools

The Nest Schools (“TNS”) is a top-tier early education provider founded by industry veterans with over 30 years of experience. After previously operating 20 successful centers in the Northeast, TNS now aims to expand to 200+ corporately operated locations nationwide. Backed by a 2022 investment from Rockbridge Growth Equity, which manages over \$1.2 billion in assets, TNS offers high-quality programs for children from infancy through elementary age. Its proprietary Nest Play Curriculum focuses on whole-child development—social, emotional, intellectual, and physical—and includes enrichment programs like Fit Buddies, Paints & Pianos, and Art of Living. Parents stay connected through a dedicated app offering daily updates and teacher communication.

## Nest Play Curriculum

Years of industry-leading experience and a drive to redefine quality in the field of Early Childhood Education led to the creation of The Nest Schools. The founders recognized that redefining quality meant completely rethinking staff, child, and family needs in the context of an evolving culture. Their knowledge of past obstacles, weariness of dated perspectives, and awareness of “slow to change” educational philosophies provided a clear focus on the type of educational program the schools would offer. The Nest Play Curriculum is the organization’s proprietary and comprehensive approach to the powerful early education that begins at The Nest Schools. It represents the will, the why, and the what-if behind the endless possibilities taking shape in the schools each day. The curriculum is built on the best practices and high standards of NAEYC accreditation, along with individual state early learning and development standards.

Trade Name	The Nest Schools
Company Type	Private
Locations	60+
Founded	2020
Headquartered	Boca Raton, FL
Website	<a href="http://www.thenestschool.com">www.thenestschool.com</a>



—Exterior Photos



—Surrounding Photos



## —Location Overview

### Simsbury, CT

- Simsbury is a town in Hartford County, Connecticut. It is a picturesque town nestled in the Farmington Valley, with easy access to major highways such as Route 10 and Route 202.
- Its proximity to Hartford provides residents and businesses with the benefits of a serene suburban environment while being close to the amenities and opportunities of a larger city center.
- Simsbury is located in Capitol Planning Region, Connecticut

### Economic Overview

- Simsbury's economy is supported by a mix of sectors including finance, insurance, education, healthcare, and manufacturing.
- Principal employers of the city are Simsbury Board of Education, Wings Media Group, Everest Global Svc, Chubb-Executive Risk, Inc, Keller Williams Realty, Hoffman Auto Group, McLean Home Care, The Hartford Life Insurance Co, Ensign-Bickford Companies, Super Stop & Shop.
- On the commercial level, the Town's retail centers include the completely rebuilt Simsbury Commons, Drake Hill Mall, Simsbury Town Shoppes, and recently renovated Andy's Plaza.
- Dyno Nobel/Ensign-Bickford Industries has developed high quality residential structures and over 235,000 square feet of Class A office and research space.

### Notable Developments/Upcoming Projects

- **300-Unit Residential Proposal at Simsbury Commons Plaza:** A major proposal envisions a 4-story, 325,000 sq ft apartment complex with 300 units built behind the Apple Cinemas at Simsbury Commons (Route 44).
- **Mixed-Use Development at 894 Hopmeadow Street:** On approximately 1.23 acres in the historic district, plans propose a 50,000 sq ft building with 37 apartments above ground-floor retail.

**“Ranked #5 Best School Districts in Hartford Area”**



## —Location Overview

### Hartford MSA

- Hartford–West Hartford–East Hartford MSA also referred to as Greater Hartford, centers around Connecticut’s capital city, Hartford, and includes key surrounding towns like West Hartford and East Hartford. This metropolitan area, officially designated by the U.S. Office of Management and Budget (OMB), comprises Hartford, West Hartford, East Hartford, and surrounding communities.
- Greater Hartford is a region located in the U.S. state of Connecticut, centered on the state’s capital of Hartford. It represents the only combined statistical area in Connecticut defined by a city within the state, being bordered by the Greater Boston region to the northeast and New York metropolitan area.
- In 2023, the MSA had approximately 1.14 million residents.

### Economic Overview

- Hartford–West Hartford–East Hartford MSA - GDP: \$102,764.650 as of 2023.
- The Hartford region offers a culture of business development, with internationally known companies in various sectors including insurance and financial services, aerospace, manufacturing, healthcare and more. Not to mention a vibrant urban core with the Hartford Chamber of Commerce supporting the capital city, top-tier educational institutions including UCONN, Trinity, University of Hartford, CCSU and St. Joseph’s, and one of the most educated workforces in the country.
- Already a top player in aerospace manufacturing jobs, Hartford was recently named the #4 best city in the U.S. for tech jobs by the Brookings Institution, and the #7 fastest-growing market for tech talent in the U.S. by CBRE.
- Known as the Insurance Capital of the World, Hartford is the home of several of the nation’s leading insurance and financial services companies.

### Notable Developments/Upcoming Projects

- In Greater Hartford, developments in 2025 include residential projects like the conversion of 111 Founders Plaza into apartments and the potential for over 1,000 new housing units in East Hartford.



—Close Aerial



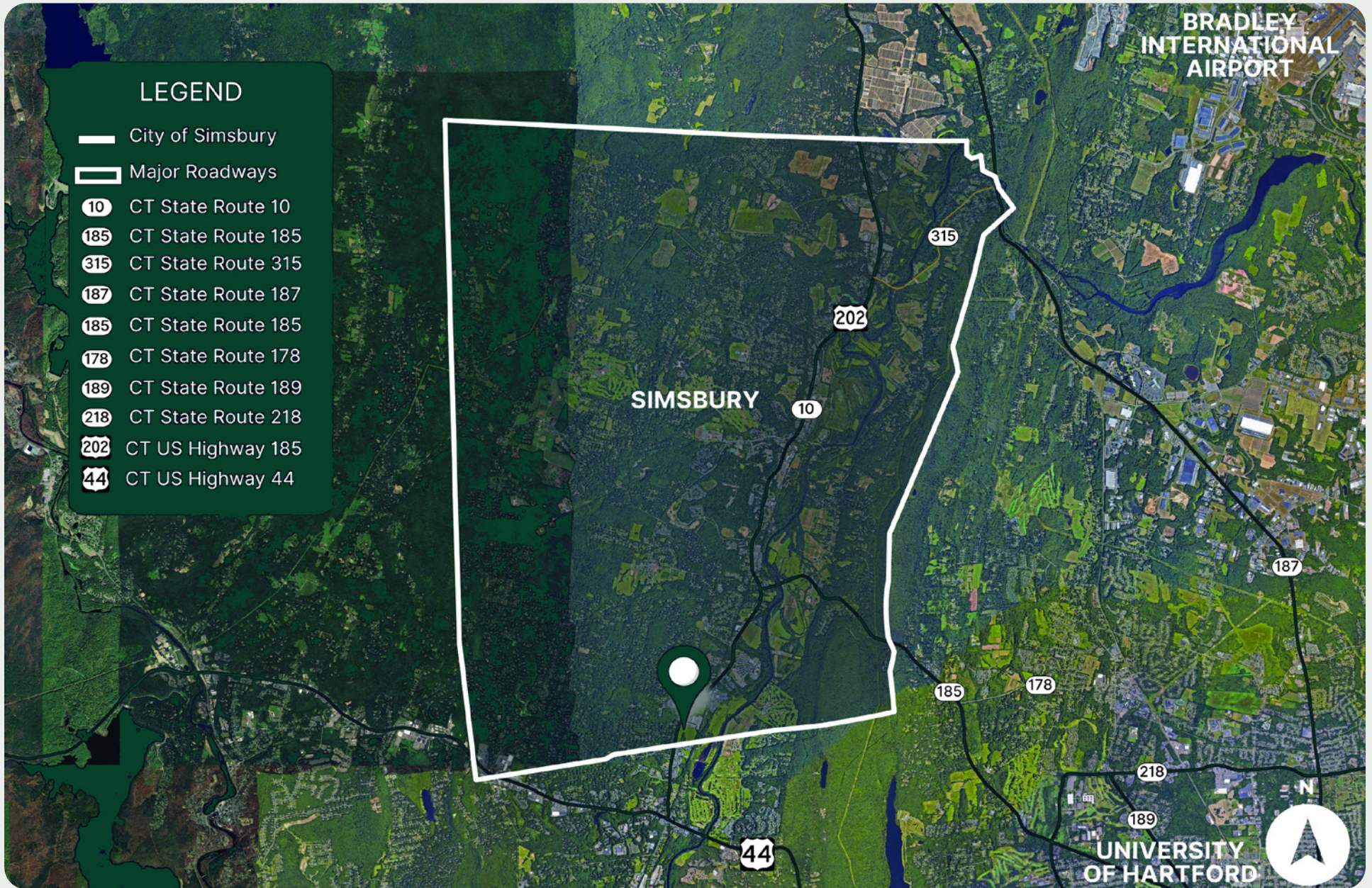
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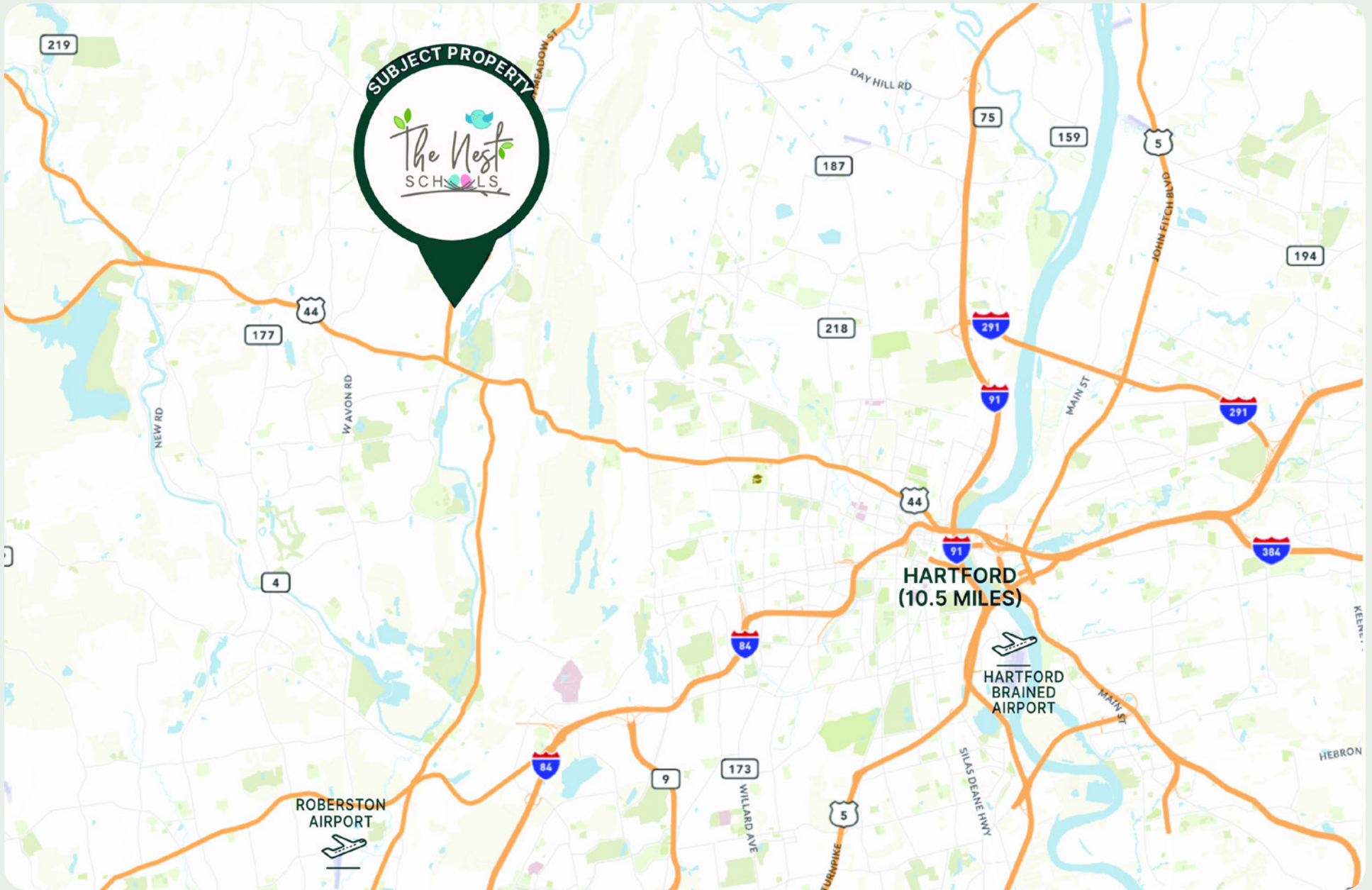
—Wide Aerial



—Location Map



—Regional Map



—Demographics

30 Hopmeadow St, Simsbury, CT 06089



Population	1 Mile	3 Miles	5 Miles
2025 Population	2,934	20,116	62,992
2030 Population	2,907	20,174	62,717

Income	1 Mile	3 Miles	5 Miles
2025 Average HH Income	\$172,516	\$193,037	\$187,207
2030 Average HH Income	\$182,556	\$204,170	\$199,688

Households	1 Mile	3 Miles	5 Miles
2025 Households	1,282	8,459	25,113
2030 Households	1,286	8,589	25,922

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