



REAL ESTATE DEVELOPMENT

2019/2020



Learn how you can *invest* and *grow* with the nation's fastest-growing childcare franchise, boasting more than 35 years' experience in the childcare industry with over 400 locations operating or under development.



PURPOSE-BUILT FOR CHILDREN

Often, a child's first significant time away from home and first exposure to structured learning occurs at one of The Learning Experience® Academy of Early Education's local centers. Knowing this, we make each of our centers feel like a home away from home for children and families alike. Our centers are purpose-built to foster an environment where children feel comfortable, safe, and ready to learn. Attention to every detail has been paid to ensure and encourage a child's natural curiosity and creativity. Our furniture, accessories, and supplies have been carefully selected to match the children's age and size to make sure that their introduction to learning is free of unease or discomfort.



GROWTH STRATEGY

The Company pursues its growth, in existing and new markets, by establishing both Franchise and Corporate-owned sites in each major metro market. Once it identifies a market, it then establishes franchised sites in the surrounding suburban areas. As of April 2019, The Learning Experience® has over 400 Learning Centers including 220 currently open and operating. The company is scheduled to open a total of 50 centers by the end of 2019, with an additional 200 centers in development.

An internal team is responsible for all project management, concerning development and construction, of real estate deals. This grants us effective management of our timelines and the fulfillment of our goal: the opening of new centers on or ahead of schedule.

The TLE® Strategy is built through experience gained from our development of more than three million square feet of childcare center space. Our growth is the simple format of one block at a time in concentrated markets. This proven model of Growth ensures that TLE® will continue to grow, while maintaining low corporate G&A, and enabling our company to build top-line management directly at the center level, where it belongs. We believe that maintaining our reputation for the highest standards of quality requires the highly-concentrated development strategy known as center clustering. This growth model will permit the building of brand recognition by concentrating our marketing dollars directly within each core market—all while allowing our centers to share staff and marketing costs. This helps increase margins without loss of quality.

SITE SELECTION

Turnkey 10,000+ Sq Ft Centers

Safe, secure, and private access

Separate classrooms specifically designed to meet the needs of children in our Six Stages of Early Development

Security cameras in each classroom monitored in the administrative offices

Rounded corners in hallways and classrooms

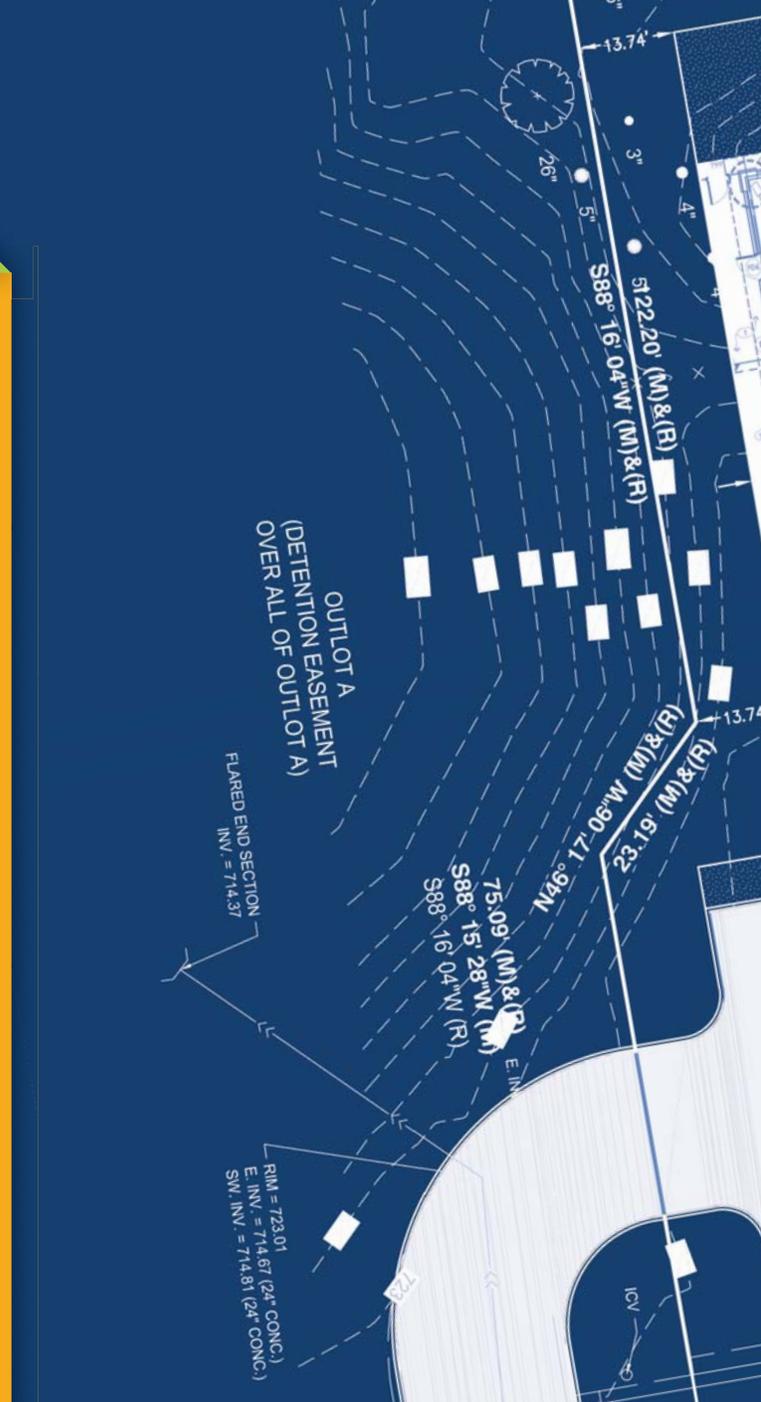
Age-appropriate bathrooms

Access to age-appropriate technology

Spacious, fenced-in playgrounds with designated areas for infants, toddlers, and preschoolers

Make Believe Boulevard®, a miniature Main Street, USA—an interactive classroom designed to develop and expand socio dramatic play among children

L.E.A.P. Interactive® board engaging children in hands-on learning activities





BUILD-TO-SUIT

Type	Freestanding, Out Parcels, End/Cap
Building Size	10,000 sqft
Parcel Size	1-5 acres (developed 3/4 acre)
Lease Terms	15 Years Plus Options
Additional Requirements	Playground 5,000± sq ft Ease of Egress and Ingress 40 Parking Spaces

DEMO MINIMUM

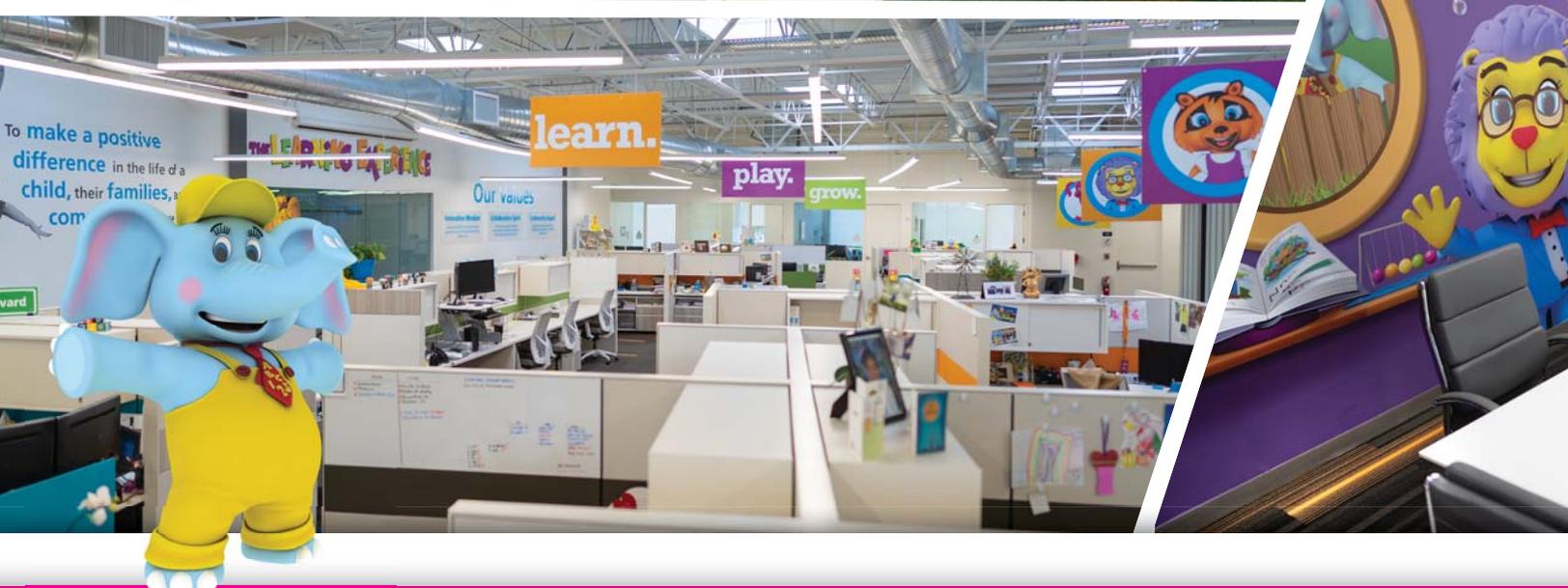
Population	30,000+ (3 mi radius) 75,000+ (5 mi radius)
Children Under 6 Years	3,500+ (3 mi radius) 5,000+ (5 mi radius)
Average Household Incomes	\$75,000+
Additional Requirements	High Signage Visibility Turnkey Build-to-Suit High Traffic Counts

DEER DEVELOPMENT BY STATE



LAND AND PAD OWNERS

- TLE® is now purchasing land for self-development.
- We understand that we have the ability to grow through self-development in selective markets.



ABOUT THE INDUSTRY

The early education and childcare industry has grown exponentially over the past decade and shows no signs of slowing down. Several factors have contributed to this growth:

Research studies indicate that there are strong and long-lasting benefits of early education, provided to children under the age of six, with emphasis on literacy, mathematics, and language-based skills.

The long-term shift in workforce participation has sent both parents into the workforce and produced an increased need for quality childcare.

The population is growing. According to the latest U.S. Census Bureau, there are currently more than 24 million children under the age of six living in the United States. Of those 24 million, 15.1 million require childcare.

Over the next five years, the childcare industry is forecast to increase revenue at a compound annual growth rate of 5.0%.



PIONEERS IN EARLY EDUCATION

The foundation of The Learning Experience® was built on three key educational and care platforms: cognitive, physical, and social, or as we say at The Learning Experience®, “Learn, Play, and Grow!”

With these three platforms firmly in place, the Weissmans quickly grew their business into what eventually became the first branded childcare franchise in the United States. After growing the business to a national level, the Weissmans decided that they had achieved their goal of providing their unique early education philosophies to children all over the country. They retired in 1999, feeling satisfied and accomplished.

However, that did not last long. In 2001, the Weissmans decided that in a world of ever-growing technology and opportunity, they still had contributions to make that would improve the lives of children everywhere. Soon thereafter, The Learning Experience® was reborn, offering the very best full-time and part-time education-based child care services for children ages 6 weeks to 6 years old.



OUR FRANCHISEES - WHY THEY INVEST IN THE LEARNING EXPERIENCE?

A franchisee's investment in The Learning Experience® involves them in a childcare franchise that is anything but ordinary. They are investing with the leaders and the innovators of the early education and childcare industry with an Executive Team, that possesses a combined twelve decades of experience, knowledge, and expertise. The Executive Team will be at their disposal during their journey as a TLE® franchisee.

Being backed by the experience of our Executive Team, allows for acquiring a TLE® franchise without any prior experience in the education, child care, or franchise industries. Our Executive Team, along with our talented staff will provide our franchisees with all the necessary training and support needed to become a successful childcare owner.

The experience, knowledge, training, and support we give our franchisees has earned TLE® its well-deserved reputation as one of the best franchisors in the world.

CENTER GROWTH AND REAL ESTATE FUND

The Learning Experience® will continue to grow by increasing the number of nationwide centers.

When searching for a new center location, the Real Estate Department at The Learning Experience® focuses its demographic review on the following information:

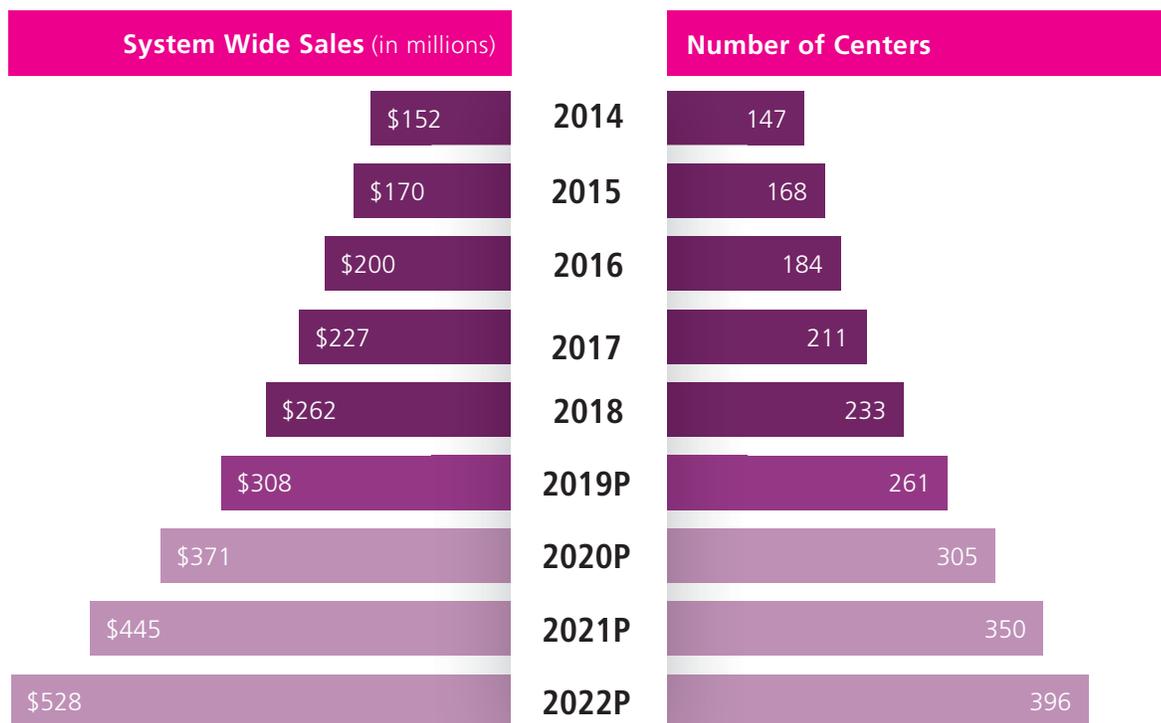
- The Cost of Real Estate
- Competitive Tuition Cost Analysis in the Area
- Population Density of Children and Adults
- The Working Population

Once site selection is complete, the TLE® Executive team uses its extensive experience to coordinate site development, architectural and construction efforts, marketing efforts, and multiple other vital details.

Attention Land and Pad Owner.

- The Learning Experience® now has its own real estate fund to facilitate corporate acquisition of real estate.
- This allows a separate channel for growth nationwide, as TLE will spearhead expansion in high growth regions.
- We are seeking to acquire pad sites and tracts of land in markets across the country.

HISTORICAL & FUTURE GROWTH



INTERNATIONAL EXPANSION

Management intends to leverage the TLE® brand by partnering with international investors. Despite no specific marketing efforts abroad, significant interest has been generated in prospects from England, China, Brazil, and Mexico. Similar in nature to the Company's domestic royalty structure, TLE® will receive royalties on gross revenues from these centers in addition to the other fees it charges domestic franchisees. This international presence will contribute to both the top-line and bottom-line growth of the Company.

2003

The Learning Experience® forms to open and operate childcare centers throughout the New York and New Jersey metro area

The Work & Family® program begins with 14 corporate partners

2005

2010

The Learning Experience® ends the year with 81 centers in 8 states

The Learning Experience® ranks on Entrepreneur's Franchise 500 list for the first time

The Learning Experience® impressively ranks #193 on Entrepreneur's Franchise 500 list and continues to rank year over year

2012

2013

The Learning Experience® is named Company of the Year by Make-A-Wish® South Florida

The Learning Experience® partners with Norwest Venture Partners

2015

Forbes recognizes The Learning Experience® as one of the best franchises to buy in 2015

2016

Classroom & Parent Safe 'N Secure® apps roll out nationwide

The Learning Experience® ranks #26 on Franchise Times' Fast & Serious list of smartest growing brands

The Learning Experience® continues to grow to new heights with 184 open centers nationwide

The Learning Experience® ranks #90 on Entrepreneur's Annual Franchise 500 List

2017

The Learning Experience® moves into their new world headquarters in Deerfield Beach, FL

The Work & Family® program expands offering child care benefits to over 1,000 corporations

2018

The Learning Experience® impressively ranks #84 on Entrepreneur's Franchise 500 list and continues to rank year over year

The Learning Experience® partners with Golden Gate Capital for next stage of growth

The Learning Experience® ends 2018 with 233 centers open

The Learning Experience® partners with Golden Gate Capital to accelerate new center development through a newly established real estate development fund.

INVESTING IN THE FUTURE OF CHILDREN

Today, TLE® is often recognized as a trendsetter and groundbreaker in the childcare and early education industries. Through the continuing development of our three core platforms and ongoing commitment to getting children on the path to a bright future, TLE® has a strong market presence that continues to grow.

The visionary model of TLE® is to develop Academies of Early Education under a constant and protected brand. All franchised Centers are contractually required to use the same format, marks, procedures, plans, specifications, six stages of early development, and proprietary curriculum—all developed by and for The Learning Experience®.

SIX STAGES OF EARLY DEVELOPMENT

STAGE

1

Infant

6 weeks to 1 Year Old

2

Toddler

1 to 2 Years Old

3

Twaddler

2 to 3 Years Old

4

Prepper

2.5 to 3.5 Years Old

5

Preschooler

3 to 5 Years Old

6

Kindergartner

5 Years and Older

PROPRIETARY CURRICULUM

We believe that how children learn is as important as what they learn. With that idea in mind, the curriculum research and development team at TLE® created our proprietary L.E.A.P. (Learning Experience Academic Program®) curriculum. This L.E.A.P. curriculum encourages each child to achieve success independently while developing intellectually, socially, and cognitively through varied educational materials, activities and social interactions.

Our L.E.A.P. curriculum is divided into 6 stages of development and includes American Sign Language at the earliest stage and later adds a foreign language (Spanish or Chinese-Mandarin). At each stage, every child is involved in hands-on activities that encourage him or her to explore and solve problems at the child's unique rate of development. Here is a sample of the L.E.A.P. curriculum offered to children in stage 5:

Core Academic Skills Our proprietary L.E.A.P. (Learning Experience Academic Program®) guarantees children will graduate from TLE® with exceptional core academic skills that will start them on the path to a bright future. At TLE®, because we know each child develops at his or her own unique pace, our curriculum is designed to provide experiences for children that promote academic competency along with mastery of developmental tasks, no matter what learning stage they currently occupy.

Fitness and Healthy Lifestyle Skills At The Learning Experience®, children are taught to engage in a variety of controlled and safe activities that encourage them to adopt a healthy and active lifestyle at an early age. Healthy food choices are provided daily while our teachers foster an awareness of proper nutrition.

Life and Comfort Skills The Learning Experience® embraces important practical and real-world matters that most other early-learning institutions often ignore. Our proprietary Philanthropy Program lays the foundations for children to become respectful and well-mannered people by teaching them to value selflessness, sharing, and giving.

PROPRIETARY ENRICHMENT PROGRAMS



Music 4 Me® Music 4 Me® is a program that includes all types of music, rhythm and movement. It encompasses American, Latin, opera, Dixieland, show tunes, and both traditional and contemporary children's music. This program is offered to all age groups and provides a wonderful way to teach emotional values while promoting positive energy outlets.



Dancing Feet® Dancing Feet® teaches children basic dance steps and encourages them to create their own independent movements, giving them the opportunity to participate in social, cultural, and creative dances.



Suddenly Science® The Suddenly Science® enrichment program teaches children the scientific method by inviting them to perform experiments. The program is tailored for each child's level of comprehension. The children will delve into topics such as color mixing, chemical reactions, acids and bases, and surface tension.



Movin' N Groovin'® Movin' N Groovin'® encourages children to appreciate physical fitness while fostering the wholesome desire to be physically fit. Through sports and a variety of activities such as aerobics and tumbling, children learn that exercise can be fun.



Yippee 4 Yoga® This exciting program helps children grow physically and mentally while promoting focus and serenity. Yippee 4 Yoga® helps children develop motor skills, coordination, and concentration—all important aspects of a young child's mind-body connection. We believe that by guiding children to become more in tune with themselves, they will become more self-aware, focused, and at peace. Children as young as 6 weeks old and up to 6 years old improve their strength, balance, flexibility, and overall emotional well-being during our unique Yippee 4 Yoga® program.



Marvelous Math® The Marvelous Math® kit lessons teach children how math plays an important role in their daily lives. Through this unique approach, the children explore topics such as number recognition, patterns, sorting, measurements, and basic equations. As they discover some of math's most interesting applications through hands-on activities, the children learn that mathematics is a building process that can be fun and exciting.



Super Soccer® Super Soccer® is an enrichment program that introduces children to the wonderful sport of soccer. Each week, the program will teach children how to play the sport through fun games, skill-specific drills, and important fitness techniques that will create a lifelong love for the sport.



National Academy, LLC A Delaware limited liability company formed on November 9, 2007 and located in Boca Raton, Florida and our Whippany, New Jersey regional office, the National Academy provides online access to many of the same courses presented by NAEC. These courses can qualify your staff with professional development hours, required by most state agencies, as well as Continuing Education Units. You can choose from a variety of early childhood topics while meeting the learning needs of your staff, all in the comfort and convenience of your Center. You have no obligation to enroll in any of these.

• L.E.A.P. Student Workbooks

• L.E.A.P. Journals

• L.E.A.P. Interactive®

• Teacher Toolkits

• Fun with Phonics®

learn.

play.

grow.

CORPORATE PARTNERSHIPS



The Work and Family team launched a new pilot program created to drive higher enrollment for the back-to-school season. Through the Work and Family Program, TLE® is partnered with several benefit brokers like LifeCare, YouDecide, and PerkSpot. These brokers are hired by companies such as Bank of America, Goldman Sachs, and Morgan Stanley to manage their employees' benefits and discounts. Through our partnership with these benefit brokers, TLE offers a 10% discount to more than 250 companies.



PROPRIETARY TECHNOLOGY

Pioneering investments in technology, including interactive curriculum and classroom tools, parent mobile applications, and business intelligence tools, keep TLE at the forefront of innovation in the industry.



TLE's proprietary BubblesU and L.E.A.P. Interactive programs are delivered through a touch screen digital whiteboard in each classroom, promoting digital literacy and student engagement.

Proprietary characters are part of the entire digital learning platform.

Platform extends to students' home with BubblesU online, driving brand awareness.



Even after nine years as a franchisee, TLE continues to amaze me with their industry-leading innovation. It gives me the confidence each day of knowing that I am in business with the best!

— TLE Franchisee



Show N Tell

TLE's proprietary Show N Tell app allows parents to stay completely up-to-date on their child's day.

Teachers upload pictures, provide updates on activities and meals, and provide any other necessary updates throughout the day.

MyTLE app serves as a comprehensive solution for tuition bill pay, streamlining the process for parents and TLE Franchisees / school operators



MyTLE

Proprietary organizational technology with the ability to track: *School Performance, Class Capacity, Payment Schedules, and Consumer Communications.*

New MyTLE platform allows teachers to better plan days, as parents have to check in prior to bringing their kids to the school.

Pioneers in paperless record keeping and business intelligence within the childcare industry.

Constant school tracking and communications ensures safety and improves crisis management.

Working with the Real Estate Community exclusively through

COMREALTY GROUP, L.L.C.™ / COMREALTY L.L.C.

For more information on opportunities with TLE® contact:



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For more information on opportunities with The Learning Experience® visit:

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