



Subject Property

**899 BOARDROOM DRIVE
PRATTVILLE (MONTGOMERY MSA), AL**

 **ESSENTIAL CRE**
Brokerage | Investments | Asset Management

In Association with Scott Reid & ParaSell, Inc. | A Licensed Alabama Broker #000127148-0

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ESSENTIAL CRE

Brokerage | Investments | Asset Management

AIM Academy

PRICE	CAP RATE	NOI
\$4,200,000	7.50%	\$315,000

ADDRESS 899 Boardroom Drive,
Prattville, AL 36066

TENANCY Single

YEAR BUILT | RENOVATED 2024

OWNERSHIP Fee-Simple (Land & Building)

BUILDING SIZE (SF) 9,758

LOT SIZE (AC) 1.88

REMAINING TERM 14.41

INCREASES 10% Every 5 Yrs

GUARANTY Corporate & Personal

LEASE TYPE Absolute NNN



— Highlights

INVESTMENT HIGHLIGHTS



- New 2024 Construction
- Excellent Enrollment, Near Full (Contact Broker)
- Corporate & Personal Guaranty (Full Duration of the Lease)
- 14+ Year Absolute NNN Lease, 10% Increases Every 5 Years
- Low Price Point for New Construction, Low Rent PSF

LOCATION HIGHLIGHTS



- Population Counts of 61k+ in a 5-Mile Radius, Projected to Grow Close to 6% by 2030
- Excellent Average HH Income of \$113K+ in a 1-Mile Radius, Projected to Grow 10%+ by '30
- Easy Access to Interstate 65 (70k+ VPD) & State Road 14 (28k+ VPD)
- Nearby National Brands Publix (New Construction), Chick-fil-A (New Construction), Starbucks, McDonald's, Whataburger, Walmart, Bass Pro Shops, and More
- \$500 Million Mixed-Use Community Development "Riverfell"
- Strategic Location w/ Multiple Single-Family Homes & Retail
- Feeder School for Prattville Elementary & Intermediate School and Millbrook Middle School
- \$53+ Million Spent on Education & Day Care in a 10-Mile Radius

TENANT HIGHLIGHTS



- Founders Scott Cotter & Bob Moffet Have A Combined 40+ Years of Experience
 - Scott Cotter was the Former CFO/CEO of Childcare Network, CEO of Big Blue Marble Academy
 - Bob Moffett was the Former Chief Development Officer of Childcare Network & Big Blue Marble Academy
- 100% Corporate Operator, No Franchised Locations
- Regional Operator w/ Growing Footprint
- Licensed by the Alabama Department of Human Resources, Requiring Rigorous Health & Safety Standards



ADVANTAGES OF EARLY EDUCATION/CHILDCARE 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**

\$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



AIM Academy

899 Boardroom Dr, Prattville, AL 36066

LEASE ABSTRACT

TENANT	AIM Academy, LLC
GUARANTOR	Corporate & Personal
RENT COMMENCEMENT	12/11/2024
EXPIRATION DATE	12/31/2039
LEASE TERM REMAINING	14.42 Years
NET OPERATING INCOME	\$315,000
RENT INCREASES	10% every 5 Yrs
OPTION PERIODS	2, 5 Yr

LEASE STRUCTURE

LEASE TYPE	Absolute NNN
TAXES	Tenant
MAINTENANCE	Tenant
INSURANCE	Tenant

RENT SCHEDULE

Year	Annual Rent	Monthly Rent	Rent PSF	Rental Increases
1-5	\$315,000	\$26,250	\$32.28	
6-10	\$346,500	\$28,875	\$35.51	10%
11-15	\$381,150	\$31,763	\$39.06	10%

OPTION PERIODS

Year	Annual Rent	Monthly Rent	Rent PSF	Rental Increases
16-20	\$419,265	\$34,939	\$42.97	10%
21-25	\$461,192	\$38,433	\$47.26	10%

— Exterior Photos



— Interior Photos



Representative Photo



Representative Photo



Representative Photo



Representative Photo

Surrounding Photos



Site Plan



TRADE NAME	AIM Academy
COMPANY TYPE	Private
LOCATIONS	7+
FOUNDED	2020
HEADQUARTERED	Pike Road, AL
WEBSITE	www.youraimacademy.com



ABOUT AIM ACADEMY

AIM Academy began in 2020 as just a concept. After over 20 years of leading and growing two of the largest childcare operators in the US, Scott Cotter and Robert Moffett decided it was time to develop their own program. AIM Academy seeks to provide high quality early care and preschool education to premier, growing communities in Alabama and beyond.

Scott Cotter originally joined the childcare industry as the CFO of Childcare Network in 1999. He was later promoted to CEO in 2005. During his tenure, Scott helped Childcare Network grow from approximately 90 centers to over 250 centers in 2017. In 2018, he became the CEO of Big Blue Marble Academy. Scott began his career in 1992 as a CPA in the audit practice of Ernst & Young and is a graduate of Auburn University. Scott has been married to the former Pam Chandler and has two adult children, Garrett and Rachel, and one granddaughter, Addelyn.

Similar to Scott, Bob Moffett started at Childcare Network as the company's Vice President of Corporate Development in 2000. In 2010, Bob was promoted to Chief Development Officer. In October 2018, he became the Chief Development Officer of Big Blue Marble Academy. Bob began his career in 1992 as an industrial sales representative with Ferguson Enterprises after achieving his Bachelors of Science degree (Marketing) from Auburn University. Bob has been married to the former Heather Stokey and they have two adult children Catie and Bobby.

Area Overview



- Nestled in the heart of Alabama, Prattville is a captivating town that seamlessly marries history, culture, and contemporary allure
- Known as "The Fountain City" because of freeflowing Artesian Wells throughout the city
- It is the fifth fastest growing city in the state
 - It has a 2025 population of 40,292
 - It is growing at a rate of 1.22% annually
- Ranked as the "secondbest" place to live in the Montgomery area by Niche.

ECONOMY

- Known for its diverse economic base, with key industries including manufacturing, retail, healthcare, and education.
- The proximity of the state capital and Maxwell Gunter Air Force Base allow for significant contributions to the local economy.
- Home to more than 6,200 businesses
- The city boasts a diverse and skilled workforce, with a population that reflects a mix of age groups, educational backgrounds, and skills.
- Continued growth and investment in the City of Prattville are driving infrastructure improvements, community development, and sustained economic expansion.
- Sixteen (16) new businesses with approximately 250 jobs and nearly \$25 million in capital investment have opened in the City.
- The principal employers of the city are Autauga County Board of Education, International Paper, Prattville Baptist Hospital, City of Prattville, Walmart, YMCA, Autauga County, Medline Industries & Prattville Health & Rehab.

DEVELOPMENTS / COMING SOON PROJECTS

- **Riverfell**—a transformative \$500 million mixed-use development. Riverfell is a 232-acre master-planned mixed-use development that thoughtfully integrates commercial, retail, and medical spaces into its town center, creating a vibrant, interconnected, pedestrian friendly community
- **Coming Soon:** Woodsprings Hotel, Microtel, Drive South, Club Pilates, Center for Pain, Medline Expansion, Central States Bus Sales, Starbucks and Dynalift



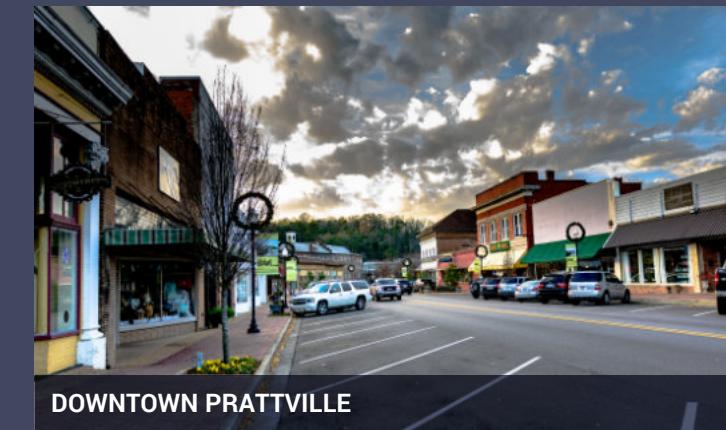
"SECOND BEST PLACE TO LIVE"



PRATTVILLE, AL



PRATTVILLE BAPTIST HOSPITAL



DOWNTOWN PRATTVILLE



MONTGOMERY MSA

- The Montgomery, Alabama Metropolitan Statistical Area (MSA), also known as the Tri-Counties or the River Region, is a metropolitan area in central Alabama
- The metropolitan area is comprised of Autauga, Elmore, Lowndes and Montgomery counties
- The population of the Montgomery, Alabama Metropolitan Statistical Area (MSA) was estimated to be 385,460 as of 2024, making it 142nd largest MSA in the United States
- Montgomery is the capital city of Alabama and the second largest city in the state
- It is the first city in Alabama to earn a public protection classification of 1 from the Insurance Services Office, as well as receiving the number one spot among winners of the Best Historic City category in the 10 Best Readers' Choice travel award contest sponsored by USA TODAY.



ECONOMY

- Gross Domestic Product (GDP) exceeds \$24,065.840 (2023)
- The metropolitan area has a diverse economy that includes key sectors include the military, state government, education and healthcare
- It also has a strong manufacturing base, including companies like Rheem Water Heaters, Steris, and Neptune Technologies
- Some of the top employers are Maxwell Gunter Air Force (12,280 Employees), State of Alabama (10,315 Employees), Montgomery Public Schools (4,524 Employees), Baptist Health (4,300 Employees), Hyundai Motor Manufacturing Alabama (3,530 Employees), etc.



DEVELOPMENTS / COMING SOON PROJECTS

- The Montgomery Area Chamber of Commerce reported over \$3.6 billion in capital investment and 4,641 new jobs since 2019, according to Business Alabama Magazine.
- Diageo North America announced plans to open a manufacturing and warehousing facility in Montgomery with 100 jobs.



MONTGOMERY DOWNTOWN



STATE CAPITOL



UNITED STATES DISTRICT COURT

— Close Aerial



— Close Aerial



MONTGOMERY
11.3 MILES



Close Aerial



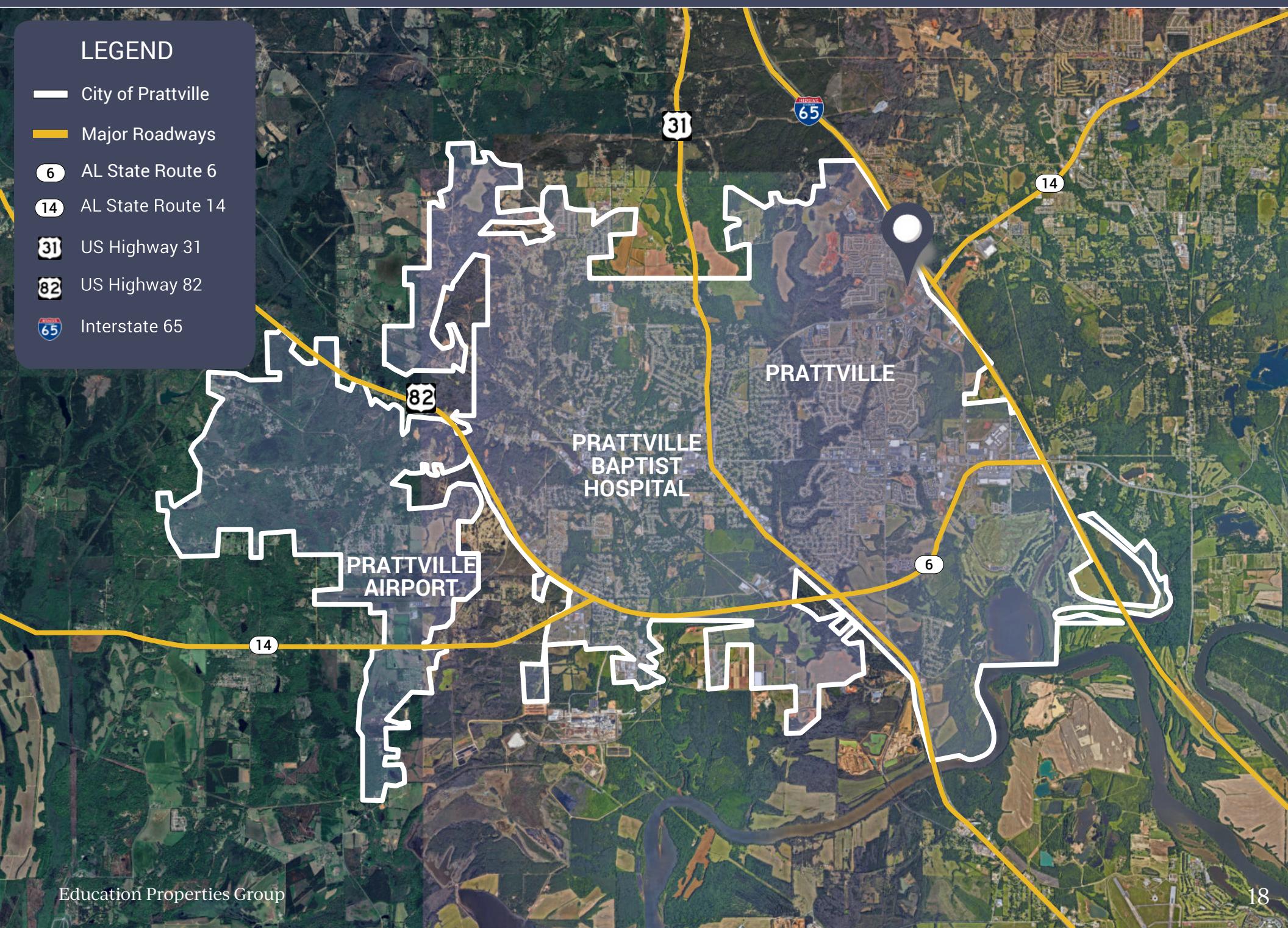
Wide Aerial



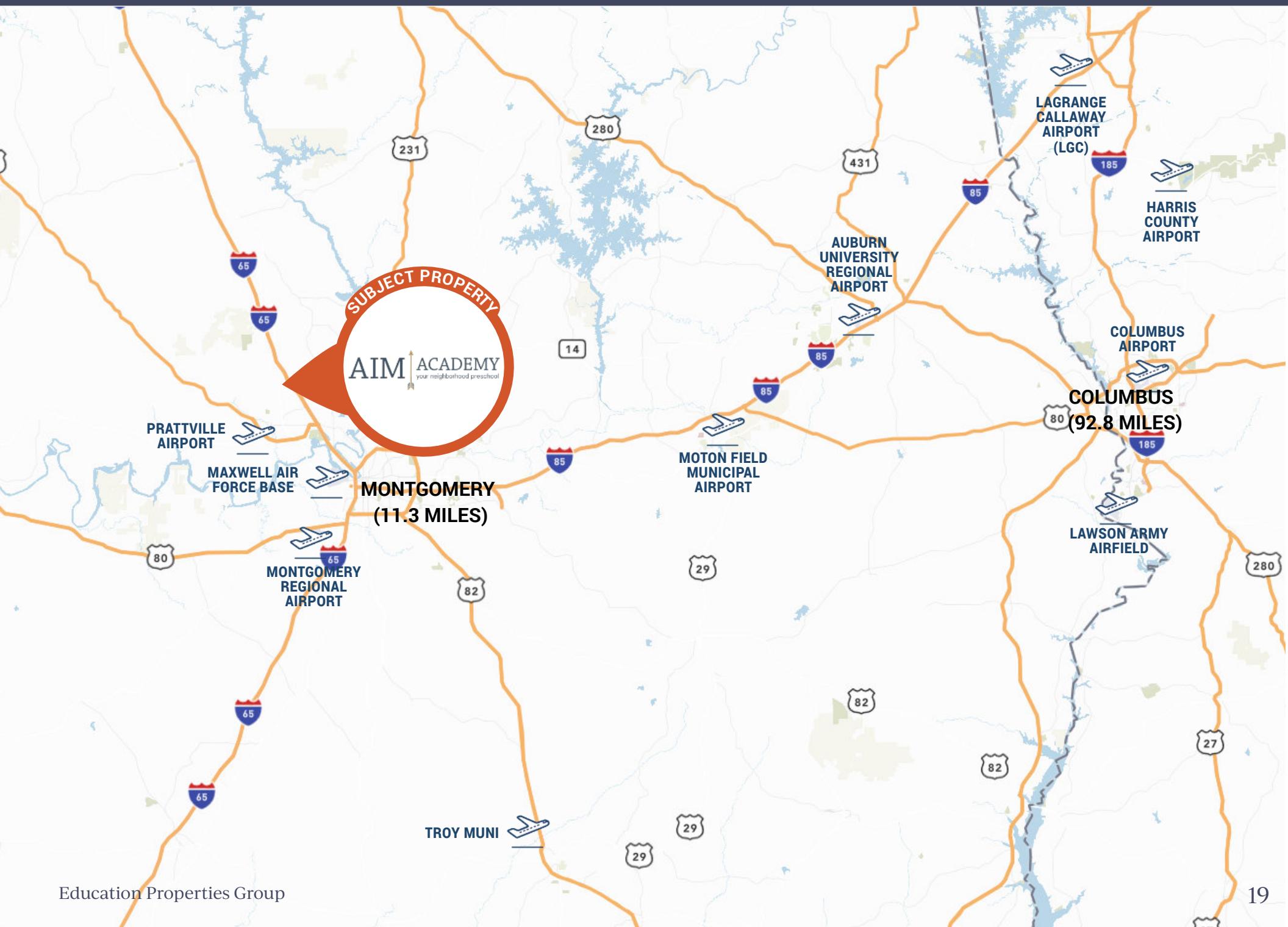
Location Map

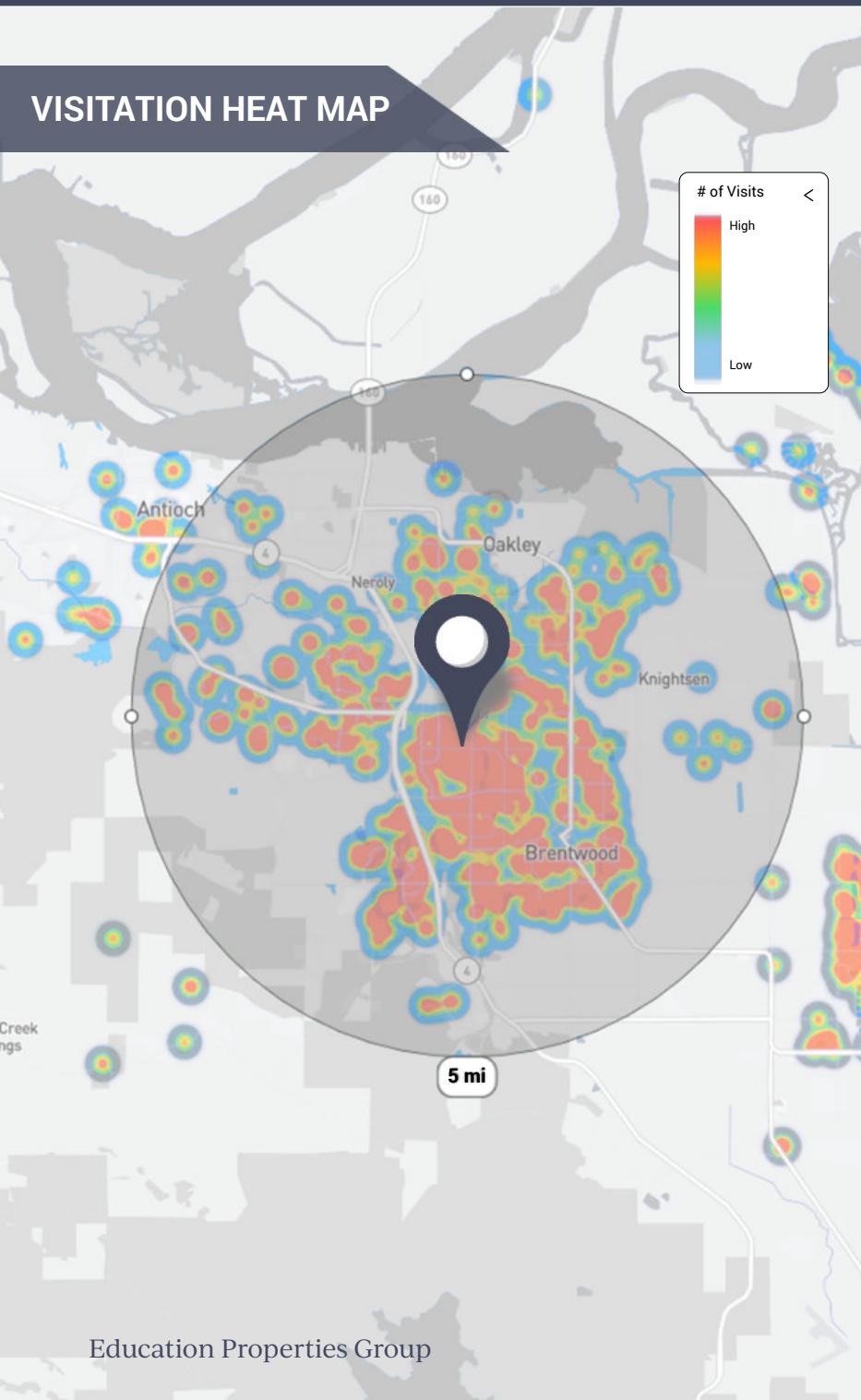
LEGEND

- City of Prattville
- Major Roadways
- 6 AL State Route 6
- 14 AL State Route 14
- 31 US Highway 31
- 82 US Highway 82
- Interstate 65



Regional Map





Demographics

899 Boardroom Dr, Prattville, AL 36066



POPULATION	1 MILE	3 MILES	5 MILES
2025 Population	5,680	31,385	61,769
2030 Population	6,011	32,287	63,636
% Change	5.83%	2.87%	3.02%



HOUSEHOLDS	1 MILE	3 MILES	5 MILES
2025 Average HH Income	\$113,651	\$96,297	\$92,067
2030 Average HH Income	\$125,231	\$105,029	\$100,337
% Change	10.19%	9.07%	8.98%



AVERAGE HOUSEHOLD INCOME	1 MILE	3 MILES	5 MILES
2025 Households	1,955	12,542	24,497
2030 Households	2,079	13,049	25,565
% Change	6.34%	4.04%	4.36%

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