

CHILD CARE INSITE

COMMERCIAL REAL ESTATE ADVISORS



CONFIDENTIAL OFFERING MEMORANDUM

Pure & Simple Academy & Child Care Center

Asking Price: \$2,000,000

148-Capacity Licensed Child Care Business · Lancaster (Antelope Valley), California

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Broker · CA DRE #01720232

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Prospective purchasers are expected to conduct their own independent investigation and due diligence, including verification of licensing, enrollment, financial performance, subsidy program participation, lease terms, and regulatory compliance, with the assistance of their own legal, accounting, and licensing advisors. This document does not constitute an offer to sell. The Seller reserves the right to withdraw the offering, reject any offer, or modify the process at any time.



Access to Confidential Records

Detailed financial statements, tax returns, payroll information, enrollment reports, and other confidential operational records are available only to qualified buyers upon submission of:

- Executed Non-Disclosure Agreement
- Proof of funds or lender prequalification / letter of intent from the buyer’s lending institution

EXECUTIVE SUMMARY

A Turnkey, Director-Led Academy with Meaningful Room to Grow

Pure & Simple Academy & Child Care Center is a 148-capacity licensed child care business operating from a ±16,092-square-foot multi-suite campus on Division Street in Lancaster, California. Three Department of Social Services licenses span every age group infants, toddlers, preschool, and school age; supported by twelve classrooms, a dedicated library, fenced interior courtyards, and age-separated program areas.

The academy generates approximately \$1.8 million in annual tuition and subsidy revenue, anchored by a distinctive special-needs program and deep participation in California child care subsidy programs. Day-to-day operations are led by an established director and management team, allowing the owners to remain largely removed from daily operations; a structure that materially reduces transition risk for an incoming buyer.

With current enrollment of 101 children against a 148-child license, the opportunity offers immediate, construction-free upside for an operator focused on enrollment growth and marketing.

148

Licensed Capacity

101

Enrolled (Mar 2026)

~\$1.8M

Annual Revenue

±16,092

Square Feet



WHY THIS OPPORTUNITY

Investment Highlights



148-Child Licensed Capacity

Three CDSS licenses covering infants through school age, a scale few centers in the trade area can match.



~\$1.8M Annual Revenue

Stable tuition and subsidy revenue each year from 2023 through 2025.



Director-Led Operations

Management opens, closes, and runs the school; ownership is largely removed from daily operations.



Special-Needs Niche

Serves children with autism and behavioral needs, and foster children, that many competing centers decline.



Subsidy-Backed Income

An estimated ~96% of enrollment is supported by CCRC, DCFS, and related programs, adding revenue predictability.



49 Open Seats

Enrollment of 101 against a 148-child license provide immediate upside with no construction required.



Purpose-Built Campus

Twelve classrooms, dedicated library, kitchen, indoor flex space, and fenced courtyard playgrounds.



Licensed 5 AM – 10:30 PM

Extended-hour licensing, Monday through Friday, supports premium-rate early and evening care.

BUSINESS OVERVIEW

Six Programs Serving Every Age, Birth Through Age Twelve

Operating from its Division Street campus since 2019, Pure & Simple Academy pairs a full continuum of care with a curriculum built around simple, educational, and creative learning. Separate program areas for infants, toddlers, preschool, and school-age children allow families to remain with the academy for a decade or more, an enrollment pipeline most single-license competitors cannot offer.



Infants

Birth – 18 months



Toddlers

18 months – 2 years



Preschool

2 – 3 years



TK / Pre-K

4 years



School Age

5 – 12 years



Special Needs

All ages

HOURS OF OPERATION Monday – Friday, 6:15 AM – 6:30 PM · premium early & evening care licensed to 10:30 PM



A Defensible Niche Backed by Predictable Revenue

Pure & Simple Academy welcomes children that many competing centers decline, including children with autism and behavioral needs, and children in foster care. Onsite access for therapists, social workers, and outside specialists is built into the school's daily rhythm, earning the academy a distinct reputation among special-needs families, referral agencies, and licensing officials.

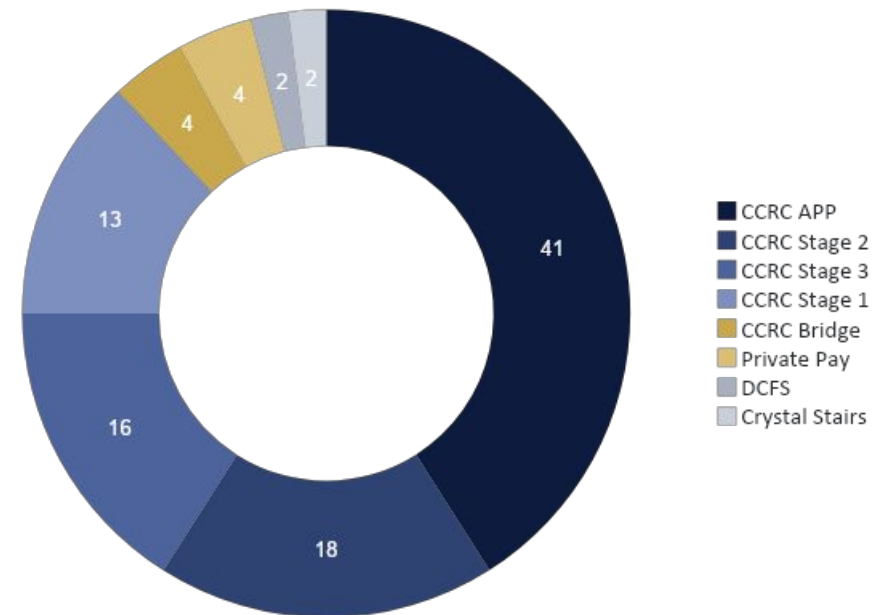
That reputation feeds a deeply subsidy-integrated enrollment base. The seller estimates roughly 96% of enrollment is supported by CCRC, DCFS, Crystal Stairs, and related programs; payment sources that follow program rules rather than week-to-week family budgets, producing steadier, more predictable revenue than private-pay-only centers.



Why it matters to a buyer: the special-needs program is a differentiator competitors cannot copy overnight, and subsidy participation smooths collections, with payment received under applicable program rules even when an enrolled child is absent.

Enrollment Funding Mix

Estimated monthly mix, per Seller



Three CDSS Licenses, One 148-Child Combination Campus



Infant Center

License #197750130

58 capacity

30 infants and 28 toddlers across four dedicated rooms



Day Care Center (Preschool)

License #197750129

60 capacity

Preschool-age children across five classrooms



School-Age Center

License #197750131

30 capacity

School-age children in three dedicated rooms

148

Total Licensed
Capacity

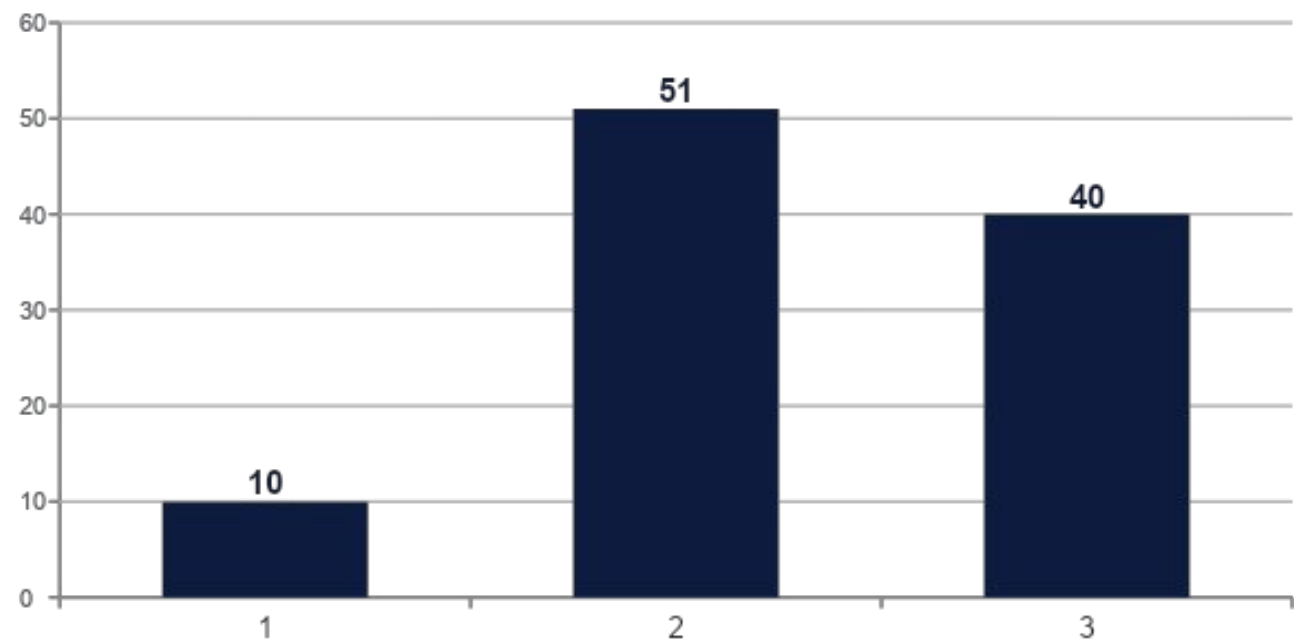
Licensing notes

- All three licenses were issued to Pure & Simple Academy, Inc. effective May 9, 2022, operating as a combination center with required physical separation between components and a shared play-yard waiver on file.
- Licensed hours of operation are Monday through Friday, 5:00 AM to 10:30 PM, extended-hour authority that supports the academy's premium-rate early and evening care.
- The Seller describes the operation as consistently licensing-ready; buyers should review the facility's CDSS compliance history during due diligence.

101 Enrolled Today | 49 Licensed Seats Waiting to Be Filled

Enrolled Children by Program

Head count as of March 1, 2026



School-age head count reflects part-day, before- and after-school schedules and can exceed the 30-child concurrent school-age license capacity.

67% of the 148-child license currently utilized

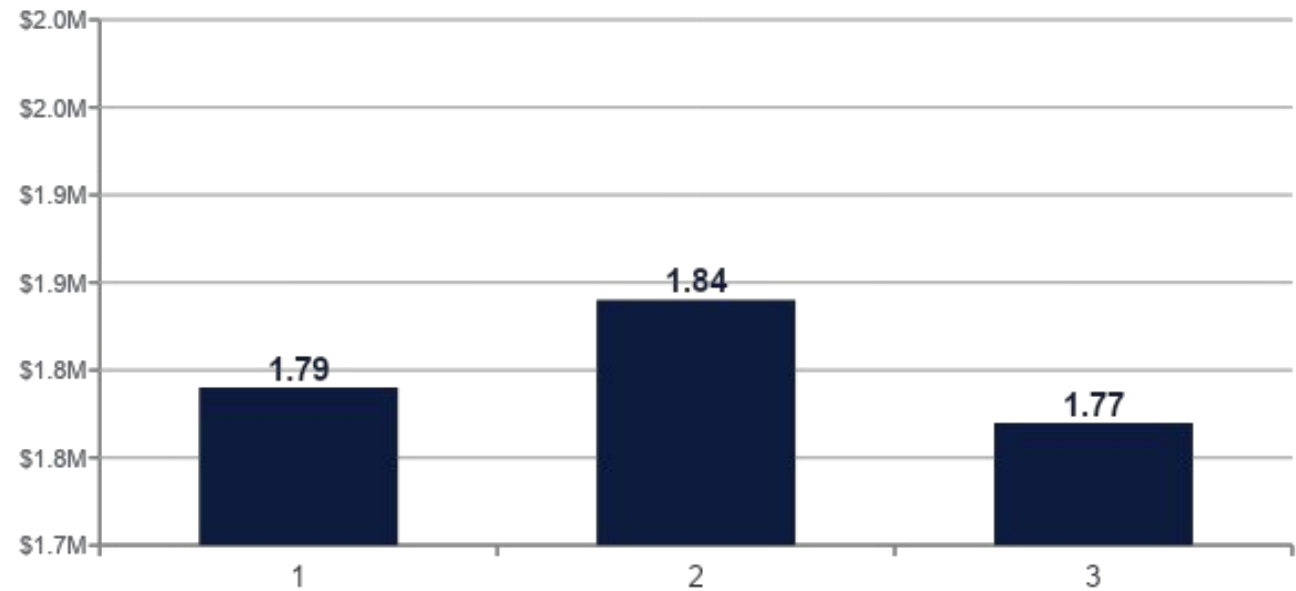
58 licensed infant & toddler seats, the largest and highest-tuition untapped segment

125–130 children previously enrolled, per Seller, a level the Seller believes is achievable again

Approximately \$1.8 Million in Stable Annual Revenue

Tuition & Subsidy Revenue

Per Seller-prepared income statements, in \$ millions



~\$150K

average monthly gross revenue across
2023–2025

~96%

of enrollment supported by subsidy programs
(est., per Seller)

~\$180K

peak monthly revenue at prior 125–130
enrollment, per Seller

Detailed financial statements, tax returns, payroll information, enrollment reports, and other confidential operational records are available only to qualified buyers upon submission of proof of funds, lender prequalification, or a letter of intent from the buyer's lending institution.

Management Runs the School | Ownership Oversees It



Director-Led Structure

Directors open and close the school and manage daily operations, with an established administrative team handling enrollment, families, and compliance. The owners' primary remaining role is payroll oversight.



Right-Sized Teaching Model

The Seller recently restructured staffing from nearly three teachers per classroom to lead teachers maintained at required ratios, supported by floating aides across the school; substantially reducing payroll while preserving program quality. Lead teachers own curriculum; aides provide classroom support.



Low-Risk Transition

The team of approximately fifteen spans leadership, teaching, aides, and maintenance, and the majority of staff is expected to remain after closing. The Seller is willing to train the buyer, support an operational transition, and assist after closing as needed.

SELLER MOTIVATION Retirement and family priorities, no operational distress indicated.

FACILITY OVERVIEW

A ±16,092 SF Purpose-Adapted Campus Built for Child Care

The academy occupies a network of connected suites within a 1991 tilt-up concrete center on a 3.04-acre parcel, expanded to its current ±16,092 rentable square feet in August 2021. Twelve classrooms, described by the Seller as unusually large, are organized into age-separated areas for infants, toddlers, preschool, and school-age children, joined by a dedicated library, prep kitchen, indoor flex space, child-scaled restrooms, and hand-painted murals throughout. Fenced interior courtyards house multiple playgrounds with shade trees and covered outdoor play, all screened from the street.

12 Classrooms

3.04 AC Site (multi-tenant)

1991 Tilt-Up Construction

6 Program Areas



Library



Prep Kitchen



Courtyard Playgrounds

Lease Summary

Premises	43301 Division Street, Suites 100–107, 105B, 301–305 & 306, Lancaster, CA 93535, approximately 16,092 rentable square feet
Landlord	The Woelfl Family Trust
Original Lease	October 30, 2019 (AIR Commercial Real Estate form); premises expanded effective August 2, 2021
Current Monthly Rent	\$16,034 base rent + \$5,793 CAM = \$21,827 total per month (effective May 1, 2023)
Escalations	Base rent increases 3% annually; CAM (\$0.36/RSF) billed separately and adjusted to actual operating expenses
Maintenance	Tenant: interior, HVAC contracts, plumbing/electrical serving the premises. Landlord: structure, roof, foundations, bearing walls
Permitted Use	Commercial school / day care consistent with the existing operation and governmental approvals
Assignment	Customary assignment and subletting provisions requiring landlord approval

Remaining term, renewal options, outstanding CAM reconciliations, and lease assignability should be confirmed through an estoppel certificate and lease review during due diligence.

Learning Environments



Preschool Classroom



Themed Learning Studio



Pre-K Classroom



Ocean-Mural Classroom

Infant, Specialty & Outdoor Spaces



Infant Room



Hand-Painted Murals



Interior Courtyard



Covered Outdoor Play

MARKET OVERVIEW

A Young, Family-Dense Trade Area Built for Child Care Demand

The academy serves Lancaster’s 93535 trade area in the Antelope Valley of northern Los Angeles County, a market of roughly 80,500 residents whose demographics skew unusually hard toward child care demand. The median resident is six years younger than the county at large, households are the largest in the region, and nearly nine in ten residents live in family households. Esri’s dominant consumer segment for the ZIP, “Family Bonds,” describes exactly the customer this school serves: young, working families with children.



Division Street frontage · Lancaster

DOMINANT CONSUMER SEGMENT “Family Bonds”: 36.4% of households (Esri Tapestry)

80,504

Residents in ZIP 93535

32.4

Median age vs. 38.4 in L.A. County

3.39

Avg. household size vs. 2.75 county

~30%

Of residents under age 20

87%

Live in family households

\$82K

Avg. household income, rising to ~\$93K by 2029

Source: Esri 2025 estimates via Realtors Property Resource®, Trade Area Report, ZIP 93535.

Four Levers a New Owner Can Pull From Day One

1

Fill the 49 Open Seats

Current enrollment of 101 sits well below the 148-child license. The infant and toddler program, 58 licensed seats at the school's highest weekly tuition (\$506.72 full-time) — is the largest untapped segment.

2

Add the Food Program

The current prep kitchen does not participate in state food reimbursement. The Seller believes converting to a commercial kitchen could unlock meaningful reimbursement revenue; buyers should independently verify eligibility, required improvements, and projections.

3

Turn On Marketing

The Seller reports minimal marketing today. Basic digital marketing, agency referral cultivation, and community outreach represent low-cost enrollment drivers in a family-dense trade area.

4

Monetize Extended Hours

Licensing runs to 10:30 PM on weekdays and a premium-rate schedule is already published. Early-morning and evening care serves shift-working families most competitors cannot accommodate.

NEXT STEPS

Acquisition Process

01

Inquiry

Contact Child Care Insite to express interest

02

NDA

Execute the confidentiality agreement

03

Qualification

Provide proof of funds or lender
prequalification

04

Financial Package

Receive the confidential financial package

05

Property Tour

Visit the campus with the broker

06

Letter of Intent

Negotiate principal terms

07

Agreement & Diligence

Purchase agreement, verification, licensing

08

Closing

Transition, training, and hand-off

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