1. What's the driving demand for new investment in early education?
2. What's happened to pricing for early education businesses and real estate in the last 10 years?
3. What opportunities are there to compete with new development in the industry?

Occupancies and enrollments are high!!
Federal subsidy funds are stable and rising. The three main revenue sources include the Child Care Development Block Grant, USDA Food Program and Head Start.

Early Head Start collaborations are increasing in popularity.

There is more confidence in increasing tuition rates and reducing discounts.
There are continued struggles with staff culture.

Staff pay rates are increasing faster than tuition rates.

Credit card fees are increasing. Today's parents love to earn those points!
10. There is a larger focus on branding.

11. STEAM
There is a new development of STEM/STEAM brands.
Tell parents what you're doing in the classroom!

12. Outdoor classrooms are increasing in popularity.
Pricing is higher than ever before for businesses and stable for real estate assets.
It's a seller's market for sure!

There are more options for real estate funding and sales. Lenders are lending and investors are investing!

Questions?
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