

AN EXPONENTIAL WEALTH MULTIPLIER FUND

Phoenix MSA • Arizona • Confidential Investment Summary

1 TIME ONLY INVESTMENT

PROJECTED 2X EM EACH DEAL CYCLE

5 CYCLES PROJECTED 32X EQUITY MULTIPLE AT EXIT

FULLY ZONING APPROVED PROJECTS

WORLD CLASS TEAM

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#### AGENDA

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### BALA KRISHNAN FOUNDER AND CEO

#### A SUCCESSFUL TECH ENTREPRENEUR

Bala founded the tech start-up - Peel, based in Silicon Valley, California. He raised \$96 Million from Top-Tier Silicon Valley Venture Capitalists – Harrison Metal, Redpoint Ventures, Lightspeed Ventures, Samsung Ventures and Alibaba Investments.

Peel launched in the Apple App Store and Sold in the Apple Store. Peel software and reference design ships on all major android phones – Samsung, LG, HTC, Lenovo, Motorola, Huawei, Oppo, Sharp and Panasonic.



























300M+

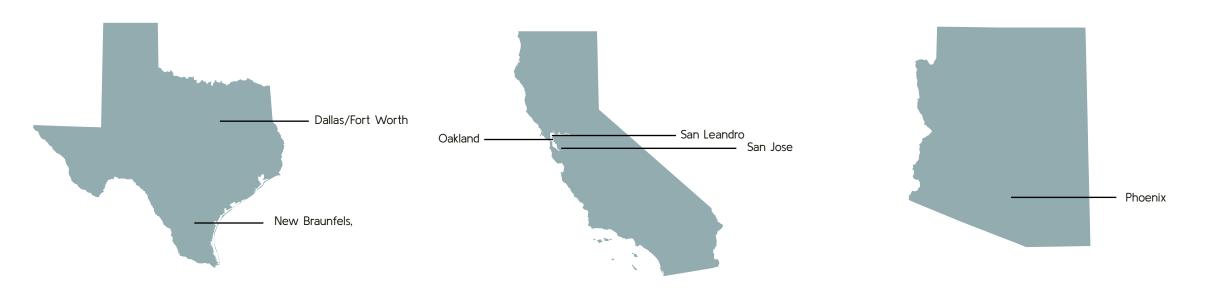
Monthly Active Users Worldwide achieved by the Peel App

Annual Revenue Market Cap of \$550 Million.

~\$100M(\$96 Million) raised from Top-Tier Silicon Valley Venture Capitalists



### BALA KRISHNAN FOUNDER AND CEO



#### A REAL ESTATE DEVELOPER

Bala has been investing in Real Estate deals with a focus on ground-up new construction, land development and heavy-lift value-add and repositioning. With extensive experience in land development, entitlement, stabilization and operations, Bala is a full 360 degree developer with real life first hand experience in all aspects of the deal life cycle. Bala operates in the Real Estate markets of Silicon Valley (CA), Phoenix (AZ) and Dallas / Fort Worth (TX). Bala's current focus is in building ground-up, Build-to-Rent Communities and Land Development in the Phoenix MSA market.

Full life cycle (acquisition, Improvement, exit) deals.

An average equity multiple across deals

Years to Financial Freedom



### BALA KRISHNAN FOUNDER AND CEO

#### TECH STARTUP COACH & MENTOR

In 2017, Bala started the "Engineering Entrepreneurship" program at the University of Arizona and designed the course curriculum as a hybrid program developed in collaboration between the Eller School of Business and the University of Arizona Engineering School. This program was further developed and is currently being offered as an elective minor to undergraduate engineering students with courses to choose from for every semester of their study.





#### TRACK RECORD

#### ZEN@NEWBRAUNFELS, TX

132-unit townhome multifamily brand-new construction, located between Austin and San Antonio, in the OakRun/Veramendi Neighborhood of New Braunfels. Fully Entitled and Sold.

Sold May 2022 (32% IRR)

#### ZEN@SANLEANDRO, SAN LEANDRO, CA

100% value-add deal. located one block from San Leandro BART station. Achieved a new record for rents in the San Leandro market. This property still commands the highest rents among its peers in the city of San Leandro.

Sold October 2020 (33.5% IRR)

#### ZEN@PILLHILL, PILL HILL / DOWNTOWN OAKLAND

Historical building lovingly renovated to an apartment community. All units currently command top of market rents, post repositioning.

Sold January 2019 (36% IRR)

#### ZEN@ROCKRIDGE, OAKLAND, CA

Multifamily asset located in Temescal Rockridge near Berkeley. Walk to the Temescal downtown featuring world class restaurants and night life. Stabilization achieved in 7 months.

Sold September 2018 (38% IRR)

#### ZEN@DFW - DALLAS TX

100% Value Add deal, located in the East Dallas residential neighborhood. 100% of the units and the exterior was upgraded and the project was stabilized within 10 months.

**Sold August 2016 (33% IRR)** 

#### ZEN@HUNINGCASTLE -ALBUQUERQUE, NM

A hotel to multifamily conversion project repositioning strategy was successfully executed during the COVID pandemic. The property has now become a neighborhood landmark.

Stabilized and Holding (25% cash-on-cash)

#### ZEN@TEMESCAL. - OAKLAND, CA

Multifamily Property located in the Temescal neighborhood next to the Sephora Headquarters. 100% value-add deal, fully stabilized. Average rents were boosted by 55% following the renovation.

Stabilized and Holding (17% cash-on-cash)

#### ZEN@EMERYVILLE - OAKLAND, CA

High-end apartment community located in the affluent Temescal neighborhood of Oakland. Achieved record rents for the market for small studio units, setting a new standard for modern living in the neighborhood.

Sold January 2019 (34% IRR)

#### ZEN@BART - OAKLAND, CA

100% value-add deal located in the Fruitvale Neighborhood. boosted rents 200% by transforming a tired property and revitalizing it for the modern young working professional.

Sold April 2017 (31% IRR)

#### ZEN@LAVEEN, IN PHOENIX -LAVEEN AZ

An in-progress Boutique "Build for Rent" community in the affluent Laveen neighborhood. Stellar location. On the 202 Employment Corridor.

**Project Ongoing** 

#### ZEN@SURPRISE, IN SURPRISE AZ

An in-progress Boutique "Build for Rent" community in the affluent Surprise City Center neighborhood. Stellar location.

**Project Ongoing** 

#### ZEN@MCDOWELL, IN PHOENIX, AZ

Under development 64 Unit Unit "Build for Rent" community near the Ak Chin Amphitheater and Pavilion. Terrific Job Opportunities within walking distance of the Project. This area is the logistics hub for all of Phoenix MSA. Technology enabled and community features for the family and young working professionals. Walkable Urban project design. OPPORTUNITY ZONE FUND.

Project Ongoing

#### ZEN@THOMAS, IN PHOENIX, AZ

Under development 190 Unit "Build for Rent" community near the Ak Chin Amphitheater and Pavilion. Terrific Job Opportunities within walking distance of the Project. This area is the logistics hub for all of Phoenix MSA. Technology enabled and community features for the family and young working professionals. Walkable Urban project design. OPPORTUNITY ZONE FUND.

**Project Ongoing** 

#### EXECUTIVE SUMMARY

#### **EXECUTIVE SUMMARY**

10Y is an Exponential Wealth Multiplier Fund. The fund will invest primarily in Multifamily Assets - both Value-Add and Ground Up Construction.

The fund will invests in a collection of properties rather than a single property. This strategy yields two distinctive advantages:

- Diversification of Limited Partner Investments across multiple properties thereby mitigating the risks associated with a single property investment.
- Ability of the fund to combine depreciation benefits of the properties being held to offset capital gains from property being sold, resulting in tax free sale proceeds in each Deal Cycle.

10Y is seeking to raise a total investment pool of \$30 Million.

Any project that the Fund invests in must pass our thorough vetting process and meet or exceed our projected return expectations

- Product Type: Multifamily (Value-Add or Ground Up New Construction)
- Target LP Returns: Minimum 2X Equity Multiple in each Deal

#### APPLICABLE GOVERNMENT REGULATIONS

SEC RULE 506(C) (Click Here)

ACCREDITED INVESTOR ONLY (Click Here)

#### OFFERING SUMMARY

#### KEY FEATURES

Risk Diversified	Multiply	Reinvest	Exponential Returns	Tax Optimized
Spread investment over a collection of properties	Target 2x LP equity multiplier in each cycle	Into next cycle	Compounded growth over 5 cycles	Each cycle & final exit via depreciation staggering
Not a single property				

#### KEY METRICS

One time only investment

**2X** 

Estimated
Equity multiple
in each deal
cycle

5

Deal cycles

10

Years\*\* to 5 cycles

32X

Estimated Equity
multiple post 5 deal
cycles, to get to
retirement level
wealth

Individual Investment	Cycle 1	Cycle 2	Cycle 3	Cycle 4	Cycle 5
\$300,000	\$600,000	\$1.2MM	\$2.4MM	\$4.8MM	\$9.6MM
Fund Level Starting Equity Value	Cycle 1	Cycle 2	Cycle 3	Cycle 4	Cycle 5
\$30 MM	\$60 MM	\$120 MM	\$240 MM	\$480 MM	\$960 MM

<sup>\*\*</sup>Subject to velocity of each cycle and market conditions. See discussion on timelines to exit.

#### FUND VS SINGLE PROPERTY SYNDICATION

# FUND VS SINGLE PROPERTY SYNDICATION

	FUND	SINGLE PROPERTY SYNDICATION			
Risk Diversification	Yes. Investment is spread over multiple properties to diversify risk.	No. Investment is concentrated in one property and therefore is more prone to risk.			
Depreciation Benefits to offset Capital Gains on Sale	Yes. Investment is spread over multiple properties to diversify risk.  Yes. By combining depreciation of the properties being held, capital gains from a property sale can be mitigated, resulting in tax free sale proceeds in each Deal Cycle.  Yes  Faster because of built in Tax optimization.	·			
Tax Optimized Deal Cycles	Yes	Not Possible			
Speed of Wealth Growth	Faster because of built in Tax optimization.	Potential for slow performance because Tax planning on each cycle sale is more difficult to address.			
Tax Optimized for Fund Exit	Yes. Same Depreciation strategy is used to cancel Capital Gains on Final Exit.	No. Same issue of unavailability of depreciation to cancel Capital Gains.			

#### FUND HIGHLIGHTS



TARGET 2X EQM



WEALTH MULTIPLICATION WITH CASH FLOW DISTRIBUTIONS



DEPRECIATION STAGGERING TAX STRATEGY



MULTIPLE PROPERTY FUND (\$30M FUND SIZE)

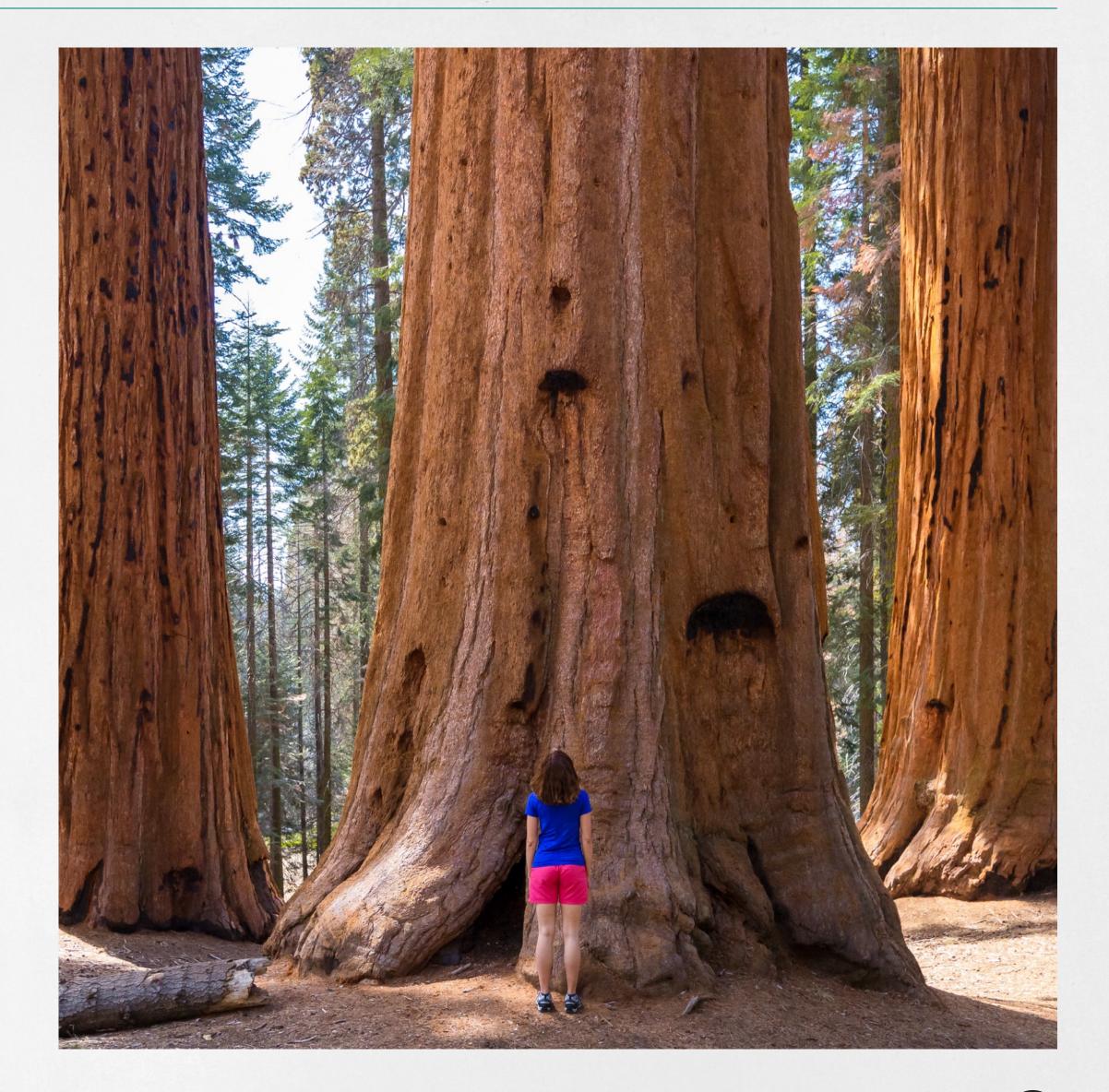
#### 10Y INVESTMENT METHODOLOGY

10Y COMPONENTS









#### **DURABLE ASSET CLASS MULTIFAMILY**

#### SELF-ACTUALIZATION

Desire to become the most that one can be

#### **ESTEEM**

Respect, self-esteem, status, recognition, strength, freedom

#### LOVE + BELONGING

Friendship, intimacy, family, sense of connection

#### SAFETY NEEDS

Personal security, employment, resources, health, property

#### PHYSIOLOGICAL NEEDS

Air, water, food, shelter, sleep, clothing, reproduction

MASLOW'S HIERARCHY OF HUMAN NEEDS

#### KEY PRINCIPLES OF EXPONENTIAL GROWTH





Estimated 2X Wealth Multiplication in each Deal Cycle



REINVEST

Continuous Reinvesting into the next Deal Cycle

THE SYSTEM OF CONTINUOUS MULTIPLICATION AND REINVESTMENT, COMPOUNDS RETURNS OVER AND OVER, GENERATING EXPONENTIAL GROWTH.

5 CYCLES OF DOUBLING =  $2^5$  = 32X WEALTH MULTIPLIER

### 32X 16X **8X** Continuous Reinvesting **4X** into the next Deal Cycle **2X** Estimated 2X Wealth Multiplication in each Deal Cycle STARTING INVESTMENT

#### EXPONENTIAL MODEL

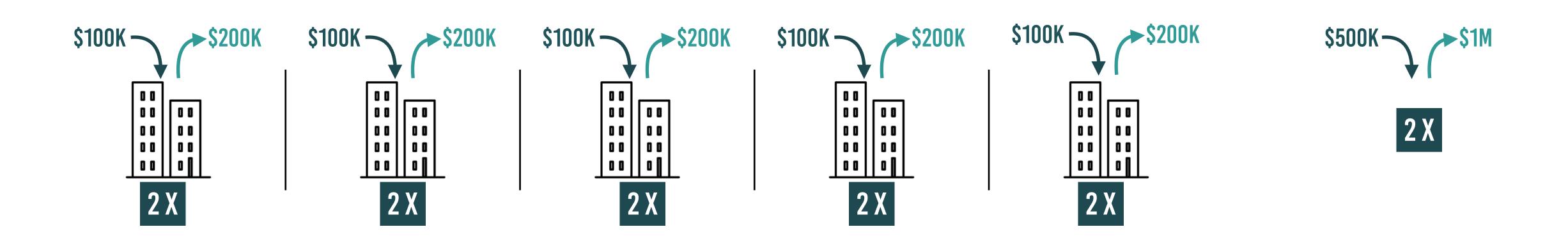
32X Equity Multiple at exit

5 Cycles - 2 to 2.5 Years Per Cycle

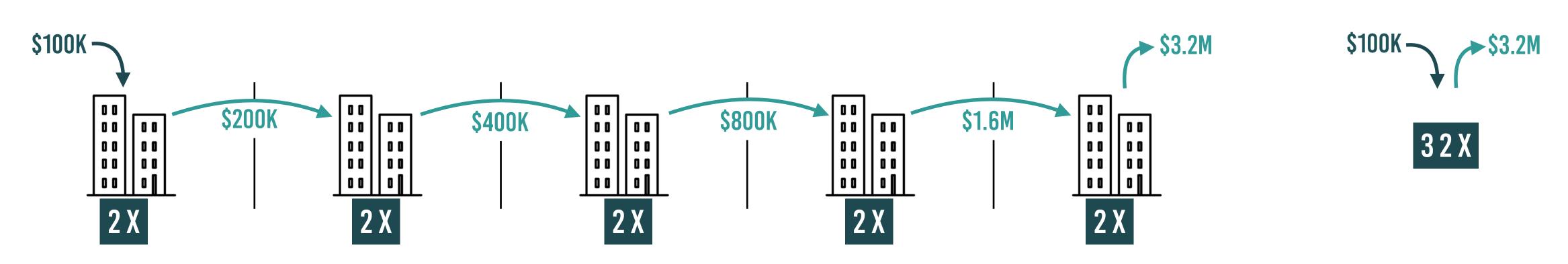
10 to 12 Years Estimated Exit

EXAMPLE STARTING INVESTMENT SCENARIO	CYCLE 1	CYCLE 2	CYCLE 3	CYCLE 4	CYCLE 5
\$300K	\$600K	\$1.2M	\$2.4M	\$4.8M	\$9.6M
\$400K	\$800K	\$1.6M	\$3.2M	\$6.4M	\$12.8M
\$1M	\$2M	\$4M	\$8M	\$16M	\$32M

#### TRADITIONAL MODELS



#### 10Y MODEL - 2 X 2 X 2 X 2 X 2 X 2 = 25



#### EXAMPLE

#### MULTIFAMILY DEAL

A typical multifamily deal works like this. You acquire a property and improve it (renovate or new build). When complete the new equity value, based on new rents and market capitalization rate(cap rate), is approximately equal, if not more than two times the original invested equity. Equity Multiple = 2X.

This kind of 2X deal return is not uncommon to achieve in Multifamily assets. It is very typical, conservative and commonly done by investors.

This math is at the backbone of the 10Y system. In each cycle we do exactly the same only the size of the equity and the size of the property in each cycle keeps growing.

#### WHAT DO WE DO NEXT?

HOW DO WE GO FROM HERE TO RETIREMENT LEVEL WEALTH?

We have a machine that delivers 2X LP Equity Multiple. The next step is to develop an exponential model and invest per that model. Each successive deal cycles repeatedly multiplies our initial investment leading to exponential growth.

Before we delve deeper into the exponential model, lets look at traditional real estate investing methods using the same example deal to evaluate returns over time.

#### **EXAMPLE DEAL**

Equity Investment	\$400,000
Total Project Cost (Acquisition + Improvement)	\$1,200,000
Loan	\$800,000
Stabilized Rents (\$2500 x 4 Units x 12 months)	\$120,000
Expenses @ 30%	\$36,000
Net Operating Income (NOI)	\$84,000
New Value @ 5.25% Cap Rate (NOI ÷ 5.25%)	\$1,600,000
Profit	\$400,000
Total Equity Now (Investment + Profit)	\$800,000
Equity Multiple	2X

#### TRADITIONAL MODEL 1

#### STABILIZE & HOLD

After successfully stabilizing a property and doubling your equity, as we just saw, most investors fall in love with the small cash flow that it can provide. They fail to realize that the small cash flow is not enough to take them to retirement. Betting on Cash-Flow, early in the game is a big mistake. It kills exponentially and becomes a linear model. If we charted the investment we discussed in the previous page, over a period to ten years to gauge performance, it would like this this. Growth curve for a traditional model 1 – Stabilize & Hold

See the difference in the velocity of Wealth Multiplication during the Value Creation Phase and the Cash-Flow Phase. As you can see, the equity doubled (100% in 2 years) as a result of Value Creation. However during Cash Flow, the Wealth/Asset-Value grows by the market appreciation rate – which is approximately 5% per year – terrible! Staying here kills exponentially and hurts your retirement chances. You will need a very very long time (maybe never) to become financially free.

#### SMALL CASH FLOW IS NOT ENOUGH TO TAKE YOU TO RETIREMENT!



PHASE	YEAR	EQUITY	RATE OF RETURN		
Value creation	О	400,000	2X or 100%		
value creation	2	800,000	in 2 YEARS		
	3	840,000			
	4	\$882,000			
	5	\$926,100			
Hold	6	\$972,405	F9/ Appuel		
Hold	7	\$1,021,025	5% Annual		
	8	\$1,072,077			
	9	\$1,125,680			
	10	\$1,181,964			

#### TRADITIONAL MODEL 2

#### **BRRRR MODEL**

BRRRR is short for "Buy, Renovate, Rent, Refinance & Repeat". In this model, once the property is stabilized, you would refinance it, pull out original equity and reinvest it in the second new deal while holding the first deal. This is bad. Pay attention to the numbers and the velocity of growth – linear. When you refinance, it is actually highly unlikely that you get your original \$400K equity out. Typically 50% to 70% of your original equity can be cashed out, in which case its an exponentially decaying model that will come to a grinding stop because you will run out of equity to invest. In the best, most aggressive case, you can get a maximum of 100% of your original equity (\$400K) out. The remaining \$400K(created in the Value Creation Phase) is now stuck in the deal forever, growing at 5% per year. This kills exponentiality. Using the same example deal, lets assume the best case BRRRR scenario of getting 100% original equity(highly unlikely, but we will still use the best case scenario to evaluate this model) out and doing a 5 Deal Cycle over 10 years.

At the end of 5 cycles and 10 years, your total equity will be the cell highlighted in green: \$2.4 Million. Your equity has multiplied from \$400K to \$2.4M. Good. But not good enough for retirement level wealth. Not even close. BRRRR is a bad strategy for retirement. It allows you to dabble in real estate without a strategic plan and timeline to get to a meaningful destination. People waste a lot of time to make small cash flow. The often heard references to infinite return in BRRRR are not true because while your original equity maybe Refinanced out, you still have an equal, if not more amount of equity still stuck in the deal, stagnating and growing at just 5%. That stuck equity is still your money! You should calculate your return based on the equity you have stuck in the deal. There is no infinite return in life. It's a bogus concept. Do the math and test it for yourself.

#### EQUITY VALUE



DEAL	EQUITY INVESTED	LOAN	ACQUIRE + IMP COST	N E W V A L U E	PROFIT	EQUITY	EQUITY CASH-OUT REFI	EQUITY STUCK IN DEAL	NET WORTH
1	400,000	800,000	1,200,000	1,600,000	400,000	800,000	400,000	400,000	800,000
2	400,000	800,000	1,200,000	1,600,000	400,000	800,000	400,000	400,000	1,200,000
3	400,000	800,000	1,200,000	1,600,000	400,000	800,000	400,000	400,000	1,600,000
4	400,000	800,000	1,200,000	1,600,000	400,000	800,000	400,000	400,000	2,000,000
5	400,000	800,000	1,200,000	1,600,000	400,000	800,000	400,000	400,000	2,400,000

#### 10Y EXPONENTIAL MODEL

### \$400KTO\$12.8M IN 10 YEARS!

SAME STARTING POINT BUT HUGE DIFFERENCE!

So, how do we multiply our wealth exponentially and retire in 10 years? We keep the exponential growth going by exiting deals right after the value creation phase and re-investing the entire proceeds into the next deal, which leads to a **COMPOUNDING EFFECT** that delivers Exponential Growth. The same example deal that we reviewed followed up with a 10Y strategy over 5 deal cycles, starting at the same \$400K will look like below:

#### #10Y - EXPONENTIAL GROWTH BY CONSISTENTLY EXITING AND REINVESTING

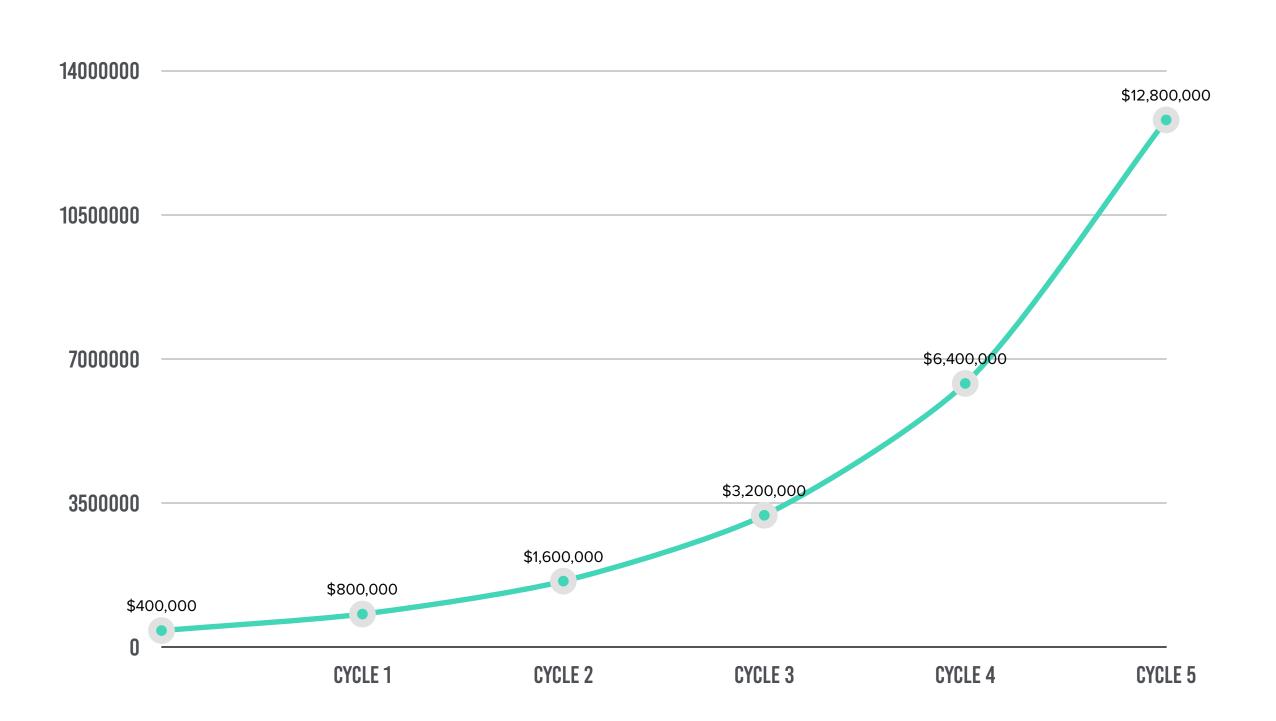
Deal	Equity Invested	Loan	Land+Build Cost	Sale Price	Profit	Net Worth
1	400,000	800,000	1,200,000	1,600,000	400,000	800,000
2	800,000	1,600,000	2,400,000	3,200,000	800,000	1,600,000
3	1,600,000	3,200,000	4,800,000	6,400,000	1,600,000	3,200,000
4	3,200,000	6,400,000	9,600,000	12,800,000	3,200,000	6,400,000
5	6,400,000	12,800,000	19,200,000	25,600,000	6,400,000	12,800,000

#### A TRUE EXPONENTIAL CURVE

Net Worth of the Investment has multiplied to \$12.8 Million on the 5th Deal.

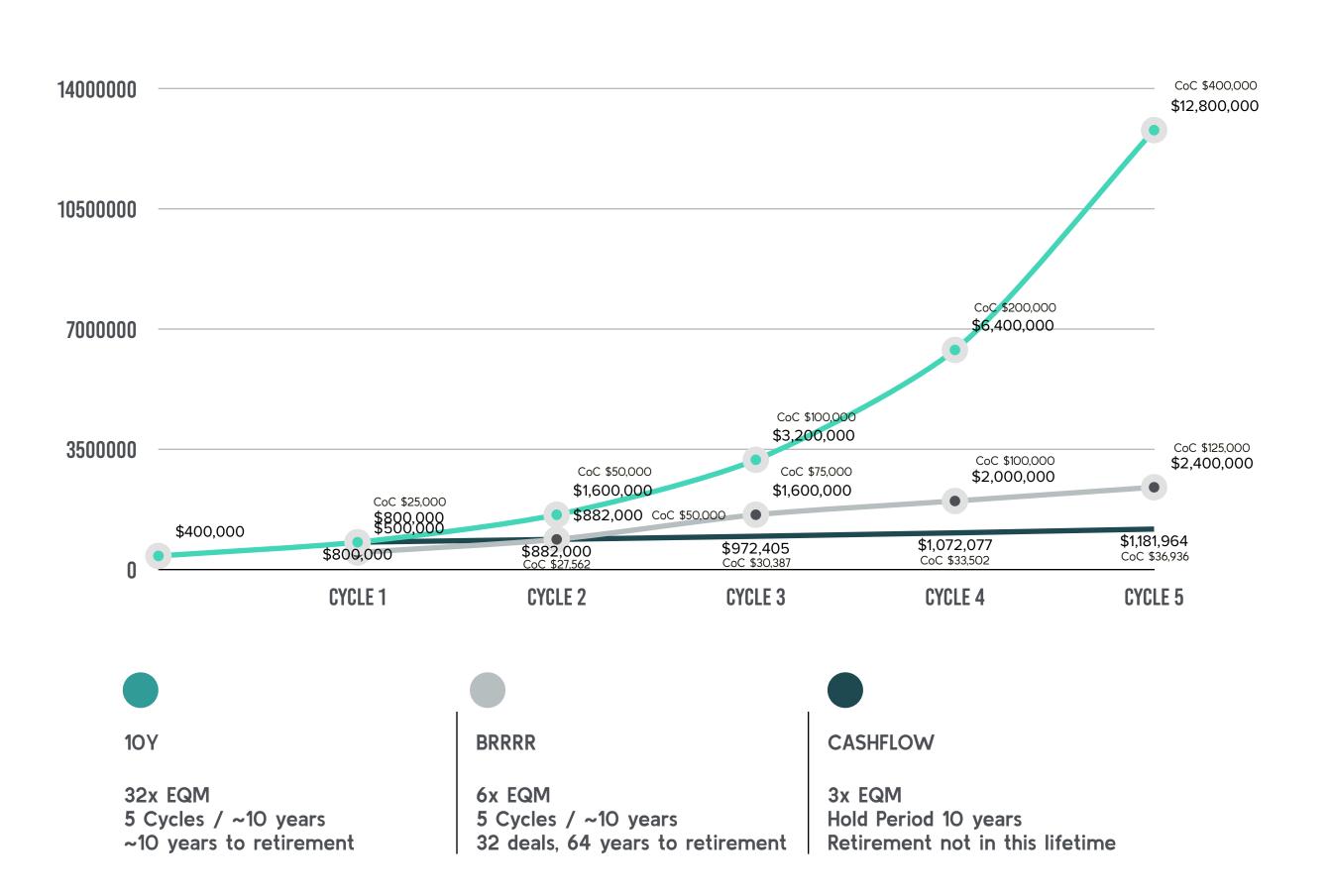
32X Equity Multiple. CoC shows a conservative annual yield of 6.25% on the invested capital in that cycle.

At the 5th Deal, the annual yield is equal the original invested capital being returned every year!!



#### NETWORTH OF INVESTMENT IN 10 YEARS - 10Y VS BRRRR VS CASHFLOW

CoC shows a conservative annual yield of 6.25% on the invested capital in that cycle. 10Y - At the 5th Cycle, the annual yield is equal to the original invested capital and the Investment has multiplied 32X.



### FUND STRATEGY SUMMARY & ACHIEVING EARLY RETIREMENT

# 10Y WILL BE THE UNDERLYING INVESTMENT METHODOLOGY OF CONSISTENT MULTIPLICATION AND REPEATED REINVESTMENT TO GENERATE EXPONENTIAL RETURNS.

### KEY METRICS

1

\*ONE TIME ONLY INVESTMENT

2X

\*EQUITY MULTIPLE IN EACH DEAL CYCLE

5

DEAL CYCLES

10

YEARS\*\* TO 5
CYCLES

32X

EQUITY MULTIPLE POST 5 DEAL CYCLES TO GET TO RETIREMENT LEVEL WEALTH

<sup>\*</sup>One Time only investment is sufficient to get most investors to hit their Financial Goals. While we welcome multiple investments from our investors, in most cases, it is not necessary. Multiple investments does make the model work faster, potentially shortening the time needed to realize the Goals.

\*\*On an average, 2 to 2.5 Years Per Cycle. 10 to 12 Years Estimated Exit.

# DEPRECIATION STAGGERING

STARTING ASSETS

**10Y RISE** 

**LAVEEN** \$12,500,000

**SURPRISE** \$5,000,000

	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5	YEAR 6	YEAR 7	YEAR 8	YEAR 9	YEAR 10
I										
	<b>LAVEEN</b> Buy/Develop									
	<b>SURPRISE</b> Buy/Develop									
	TSMC Buy/Develop									

### DEPRECIATION STAGGERING

STARTING ASSETS

**10Y RISE** 

**LAVEEN** \$12,500,000

**SURPRISE** \$5,000,000

**TSMC** \$12,500,000

YEAR 1

VEAR 2

VEAR 3

VEAR 4

VEAR 5

VEAR 6

VEAR 7

VEAR 8

VEAR 9

VEAR 10

VEA

### DEPRECIATION STAGGERING

STARTING ASSETS

**10Y RISE** 

**LAVEEN** \$12,500,000

**SURPRISE** \$5,000,000

**TSMC** \$12,500,000

YEAR 1

VEAR 2

VEAR 3

VEAR 4

VEAR 5

VEAR 6

VEAR 7

VEAR 8

VEAR 9

VEAR 10

VEAR 10

VEAR 10

VEAR 10

VEAR 10

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VEAR 2

VEAR 3

VEAR 9

VEAR 10

VEAR 1

### DEPRECIATION STAGGERING

STARTING ASSETS

**10Y RISE** 

**LAVEEN** \$12,500,000

**SURPRISE** \$5,000,000

**TSMC** \$12,500,000

# DEPRECIATION STAGGERING

STARTING ASSETS

**10Y RISE** 

**LAVEEN** \$12,500,000

**SURPRISE** \$5,000,000

YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5			
				PROPERTY 4 Sale	PROPERTY 5 Sale		
				PROPERTY 5 Hold	PROPERTY 6 Hold		
				PROPERTY 6 Develop/Hold	PROPERTY 7 Develop/Hold		
				PROPERTY 7 Buy/Develop	PROPERTY 8  Buy/Develop		

# DEPRECIATION STAGGERING

STARTING ASSETS

**10Y RISE** 

**LAVEEN** \$12,500,000

**SURPRISE** \$5,000,000

YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5	YEAR 6			
					PROPERTY 5 Sale	PROPERTY 6 Sale		
					PROPERTY 6 Hold	PROPERTY 7 Hold		
					PROPERTY 7 Develop/Hold	PROPERTY 8  Develop/Hold		
					PROPERTY 8  Buy/Develop	PROPERTY 9 Buy/Develop		

# DEPRECIATION STAGGERING

STARTING ASSETS

**10Y RISE** 

**LAVEEN** \$12,500,000

**SURPRISE** \$5,000,000

YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5	YEAR 6	YEAR 7		
						PROPERTY 6 Sale	PROPERTY 7 Sale	
						PROPERTY 7 Hold	PROPERTY 8 Hold	
						PROPERTY 8  Develop/Hold	PROPERTY 9  Develop/Hold	
						PROPERTY 9 Buy/Develop	PROPERTY 10 Buy/Develop	

# DEPRECIATION STAGGERING

STARTING ASSETS

**10Y RISE** 

**LAVEEN** \$12,500,000

**SURPRISE** \$5,000,000

YEA	R 1 YEAR 2	YEAR 3	YEAR 4	YEAR 5	YEAR 6	YEAR 7	YEAR 8		
							PROPERTY 7 Sale	PROPERTY 8 Sale	
							PROPERTY 8 Hold	PROPERTY 9 Hold	
							PROPERTY 9 Develop/Hold	PROPERTY 10  Develop/Hold	
							PROPERTY 10 Buy/Develop	PROPERTY 11 Buy/Develop	

# DEPRECIATION STAGGERING

STARTING ASSETS

**10Y RISE** 

**LAVEEN** \$12,500,000

**SURPRISE** \$5,000,000

YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5	YEAR 6	YEAR 7	YEAR 8	YEAR 9	
								PROPERTY 8 Sale	PROPERTY 9 Sale
								PROPERTY 9 Hold	PROPERTY 10 Hold
								PROPERTY 10  Develop/Hold	PROPERTY 11 Develop/Hold
								PROPERTY 11 Buy/Develop	PROPERTY 12 Buy/Develop

# DEPRECIATION STAGGERING

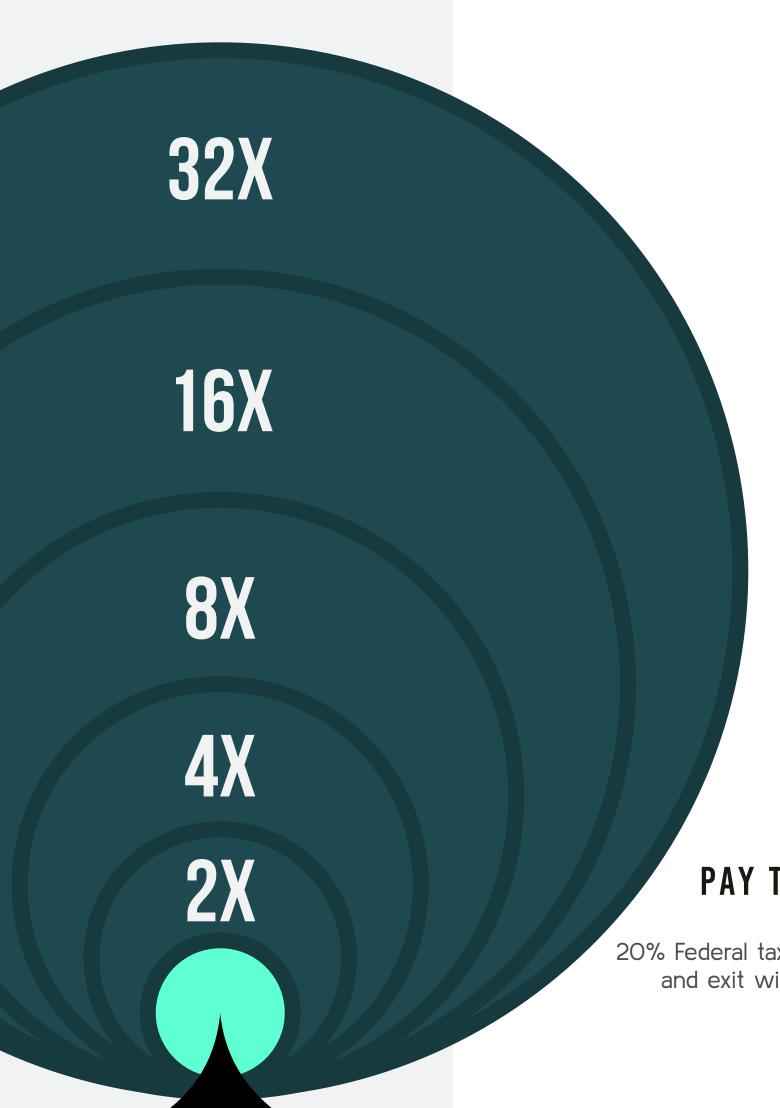
STARTING ASSETS

**10Y RISE** 

**LAVEEN** \$12,500,000

**SURPRISE** \$5,000,000

YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5	YEAR 6	YEAR 7	YEAR 8	YEAR 9	YEAR 10
									PROPERTY 9 Sale
									PROPERTY 10 Hold
									PROPERTY 11 Develop/Hold
									PROPERTY 12 Buy/Develop



TAX OPTIMIZED EXIT

## EXIT PHASE PLANNING

Recommendation for transferring your retirement level wealth from the tax fund to you in a tax optimized way.

EXAMPLE STARTING INVESTMENT SCENARIO	CYCLE 1	CYCLE 2	CYCLE 3	CYCLE 4	CYCLE 5
\$400K	\$800K	\$1.6M	\$3.2M	\$6.4M	\$12.8M

FEDERAL LONG TERM CAPITAL GAINS TAX RATE = 20%



PAY TAX & EXIT

20% Federal tax + unto 10% State Tax and exit with remaining ~\$9M

#### HOLD FOR CASH FLOW

At Cycle 5, decide to just hold on to your ownership in the fund for long term Retirement Level Passive Income.

#### GRAT

Bequeath up-to \$11M tax free to your children once per lifetime

#### REFINANCE & SELL

Fund performs cash out refinance and distributes your equity to you.

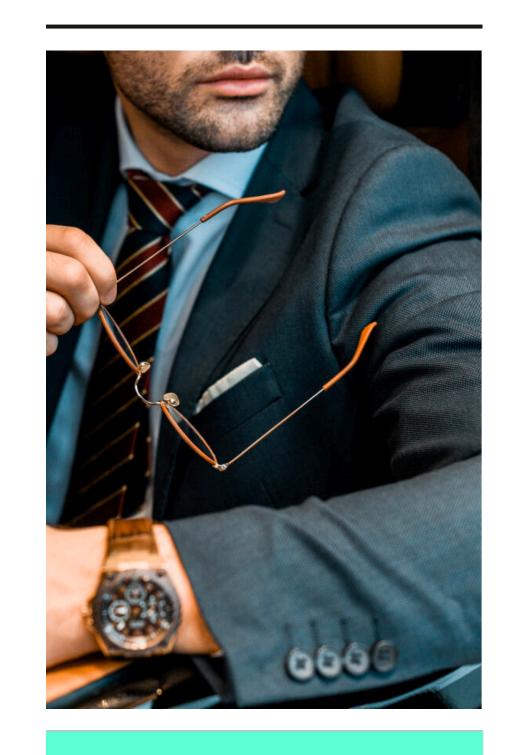
Buy your own property that you own 100%. Buy from he open market or a 10Y property, as long as it fits fits your financial requirement and depreciation goals. Your depreciation from new property cancels the capital gains on the sale of the Cycle 5 property for a tax free exit.

\*Sponsor is not a Tax Expert. Please verify assumptions with your qualified tax professional

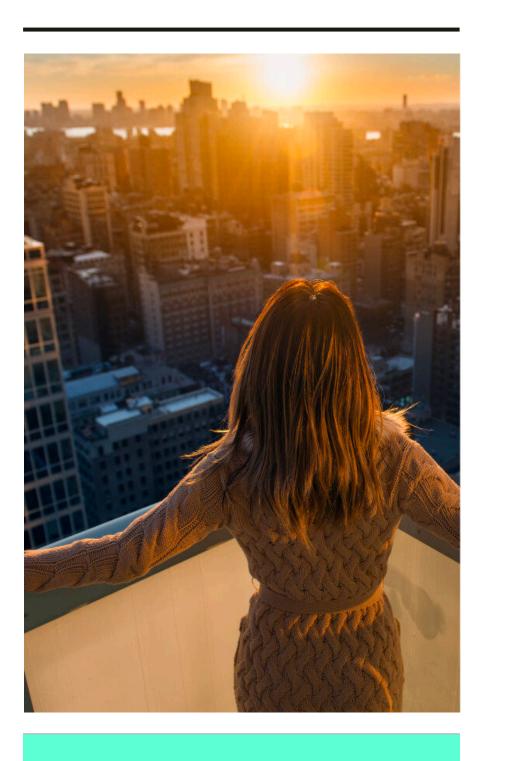


# RETIREMENT IN 3 PHASES

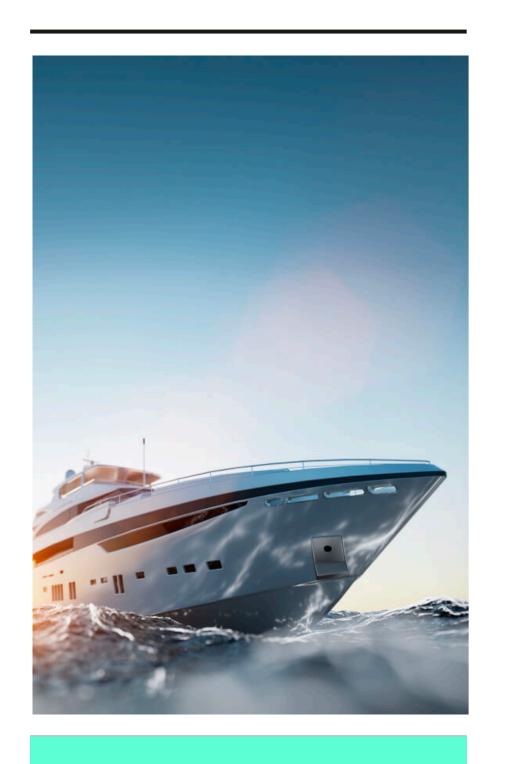
PHASE 1 PHASE 3



CURRENT INCOME REPLACEMENT



LUXURY



F-U Money

## **EARLY RETIREMENT**

STARTING INVESTMENT AMOUNT

1. YOUR CURRENT ANNUAL HOUSEHOLD INCOME

YOUR TARGET ANNUAL INCOME

2. POST RETIREMENT, EXPECTED RATE OF RETURN ON YOUR PORTFOLIO (DIVERSIFIED. STOCKS + BONDS + MUTUAL FUNDS + REAL ESTATE)
4% (PESSIMISTIC) | 6% (CONSERVATIVE, RECOMMENDED) | 8% (AGGRESSIVE)

RATE

3. TARGET RETIREMENT WEALTH

YOUR TARGET ANNUAL INCOME / RATE

4. STARTING INVESTMENT NEEDED.

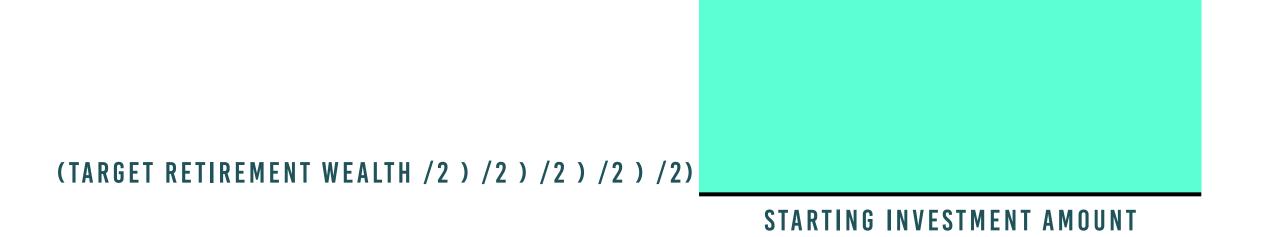
## **EARLY RETIREMENT**



## EARLY RETIREMENT



4. STARTING INVESTMENT NEEDED.



YOUR TARGET ANNUAL INCOME / RATE

## **EARLY RETIREMENT**



## **EARLY RETIREMENT**



# 10Y RISE INVESTMENT OPTIONS

## 10Y RISE - INVESTMENT OPTIONS

CLASS A

CLASS B

CONSERVATIVE



100% CAPITAL RETURN AT CYCLE 2 EXIT

CONSERVATIVE YIELD AT CYCLE 5

25X PROJECTED EQUITY MULTIPLE

MAX



GROW AT MAXIMUM POTENTIAL

MAXIMUM YIELD AT CYCLE 5

32X PROJECTED EQUITY MULTIPLE

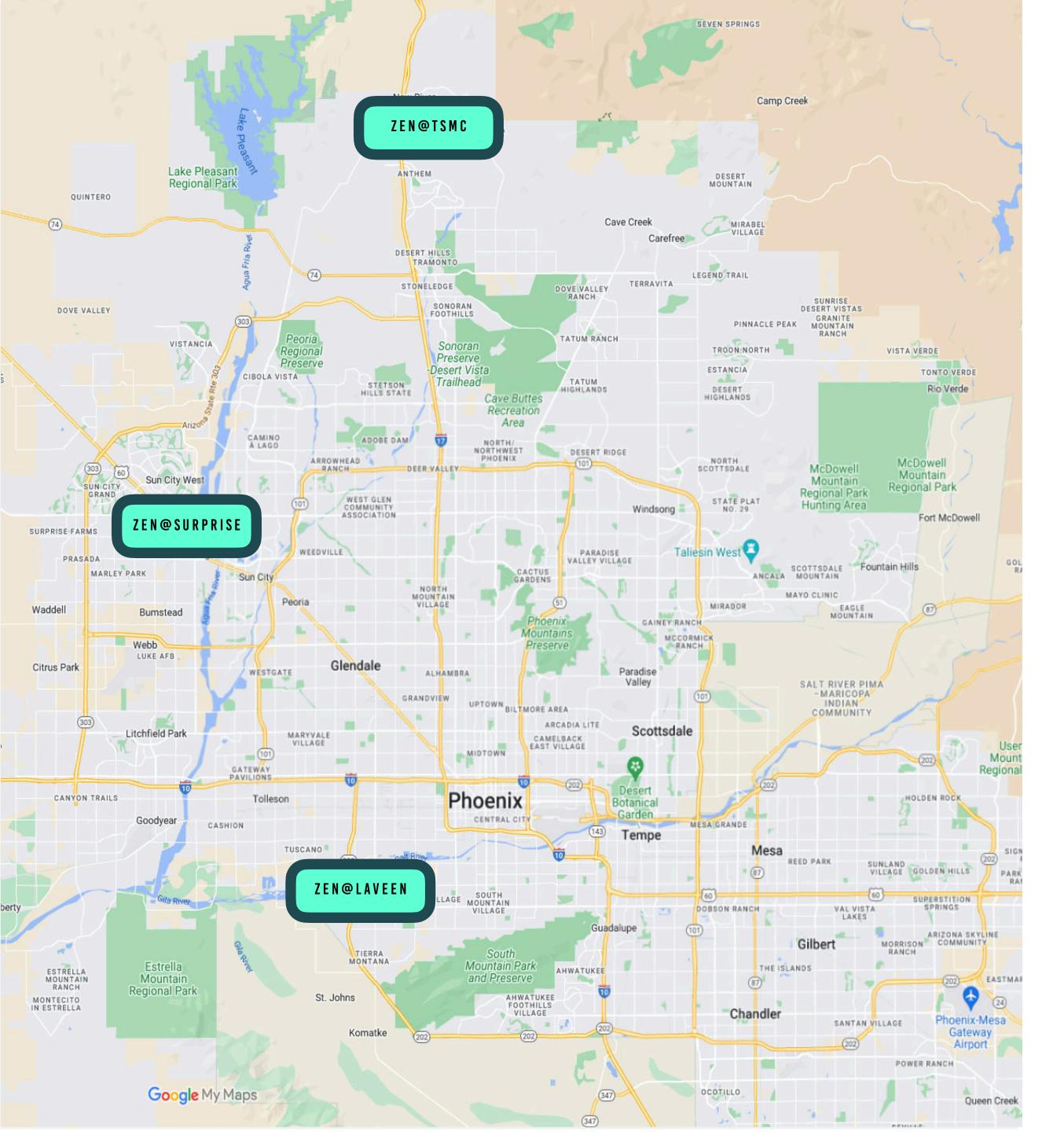
# 10Y RISE - INVESTMENT OPTIONS & PROJECTIONS

	STARTING INVESTMENT	CYCLE 1 EXIT	CYCLE 2 EXIT	CYCLE 3 EXIT	CYCLE 4 EXIT	CYCLE 5 EXIT
CLASS B MAX	1	2	4	8	16	32
CLASS A CONSERVATIVE	1	2	3 (ACTIVE IN DEAL)  1 (CAPITAL RETURN)	6	12	24 [25]

### **PROJECTIONS**

CLASS B	MAX	\$200,000	\$400,000	\$800,000	\$1,600,000	\$3,200,000	\$6,400,000
CLASS A	CONSERVATIVE	\$200,000	\$400,000	\$600,000 (ACTIVE IN DEAL)	\$1,200,000	\$2,400,000	\$4,800,000
				\$200,000 (CAPITAL RETURN)			[\$5,000,000]

# CYCLE 1 DEALS



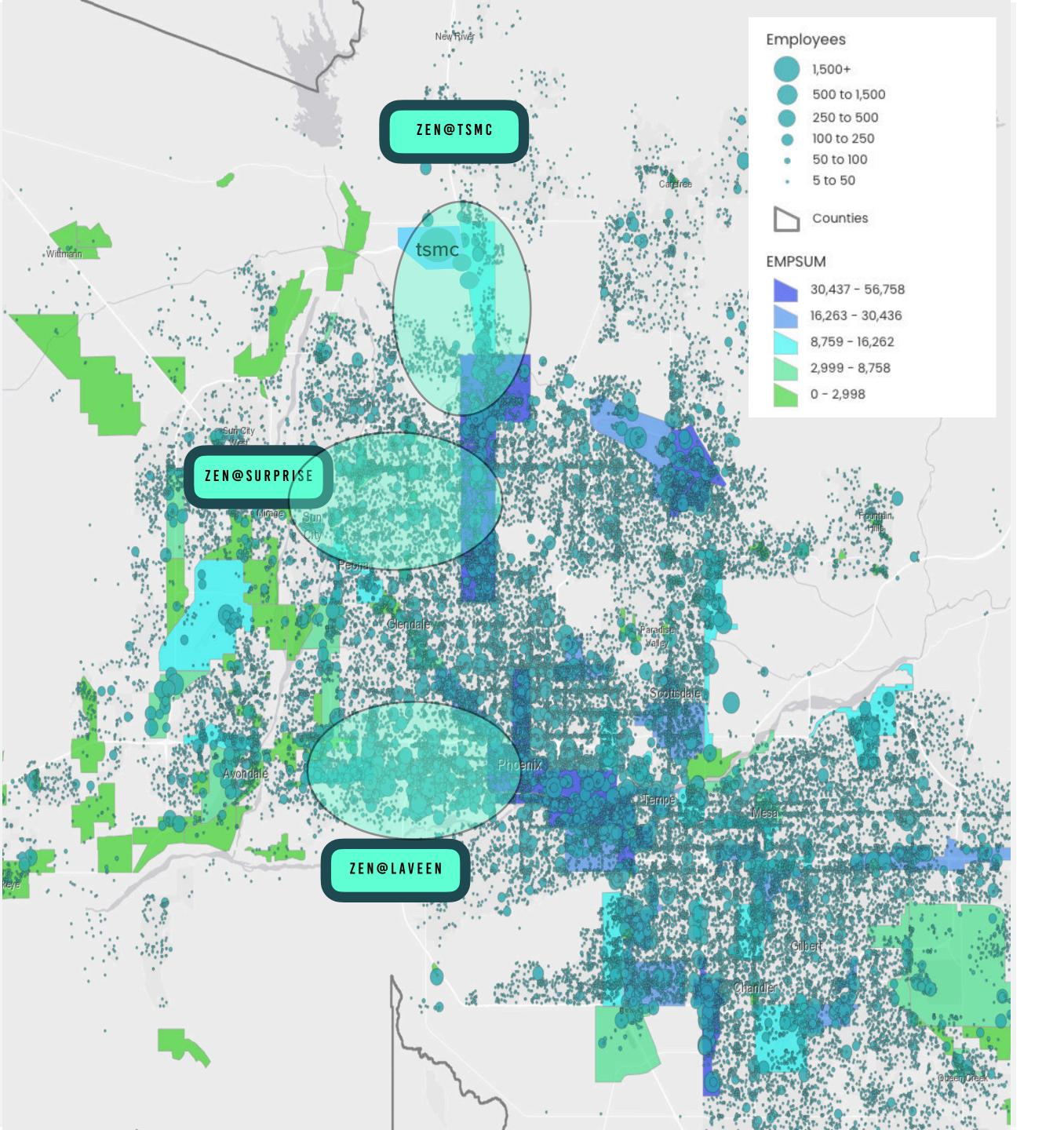
## PROJECT LOCATIONS

All Projects within 10 minutes of Major Employment Centers

Zen@TSMC is 10 minutes from the new \$40 Billion TSMC semiconductor GigaFab.

Zen@Laveen is within 10 minute drive to Phoenix, Tolleson and Avondale Trijunction Employment Center

Zen@Surprise is surrounded by the jobs of Peoria, Surprise, Sun City, Luke AFB



## JOBS & MAJOR EMPLOYMENT CENTERS

Project Location relative to Major Employment Centers shown as Solid Polygons

Project Location and Job Density shown as Solid Bubbles

All Projects depict a solid economic base and access to robust Employment Centers

# PROPERTY SELECTION CRITERIA OF 10Y FUND



## POPULATION GROWTH

Phoenix is the fastest growing large city in the US for the past 5 years in a row.



PROXIMITY TO JOBS

Property located within 10 minutes to **major employment centers** in Phoenix MSA



TARGET 2X EQM RETURNS TO LP

All 10Y Deals need to meet 2X EQM targeted returns



#### HIGH DEMAND

Combination of Positive
Population Growth,
Proximity to Jobs and
Amenities resulting in high
occupancy rates for rental
homes in the area.



## PROXIMITY TO AMENITIES

5 min. drive to daily life amenities - Target,Costco, Walmart, Local Malls, Movies, etc.

\*One Time only investment is sufficient to get most investors to hit their Financial Goals. While we welcome multiple investments from our investors, in most cases, it is not necessary. Multiple investments does make the model work faster, potentially shortening the time needed to realize the Goals.

\*\*On an average, 2 to 2.5 Years Per Cycle. 10 to 12 Years Estimated Exit.

# CYCLE 1 DEALS FINANCIAL OVERVIEW

# **CYCLE 1 STATS**

	ZEN@LAVEEN	ZEN@SURPRISE	ZEN@TSMC
EQUITY	\$12.5MM	\$5.5MM	\$12.5MM
PROJECT COST	\$40MM	\$18IMIM	\$40MM
TYPE	136 Townhomes	55 Townhomes	115 Townhomes
EQUITY MULTIPLE	2.05X	2.05X	2.15X

## ESTIMATED KEY PERFORMANCE INDICATORS

% of Total

Total

Sources

Equity

Debt

#### ANTICIPATED KEY PERFORMANCE INDICATORS WERE COMPUTED AT THE LIMITED PARTNER LEVEL AND ARE SUBJECT TO CHANGE BASED ON ACTUAL MARKET CONDITIONS

SCENARIO: \$200K EQUITY INVESTED ACROSS THE 3 CYCLE 1 DEALS[\$83K IN ZEN@LAVEEN + \$33K IN ZEN@SURPRISE + \$84K IN ZEN@TSMC] PROJECTED RETURN\* = \$418K [\$170K FROM ZEN@LAVEEN + \$68K FROM ZEN@SURPRISE + \$180K FROM ZEN@TSMC] = 2.09X EQUITY MULTIPLE

ZEN@LAVEEN ZEN@SURPRISE ZEN@TSMC

**EQUITY EQUITY EQUITY** PRO-RATA EQUITY **PROJECTED** PRO-RATA EQUITY **PROJECTED** PRO-RATA EQUITY PROJECTED INVESTED MULTIPLE RETURN \* **INVESTED** MULTIPLE RETURN \* INVESTED MULTIPLE RETURN \* \$83K \$170K \$33K \$84K 2.05X 2.05X \$68K 2.15X \$180K

#### SOURCES & USES OF FUNDS

% of Total

25.0%

75.0%

Sources

Equity

Debt

Total

Total

\$5,789,609.74

\$17,368,829.21

Equity	\$11,422,143.94	25.0%
Debt	\$34,266,431.83	75.0%
Total	\$45,688,575.77	100.0%
Uses	Total	% of Total
Land Acquisition Price	\$7,025,000.00	15%
Acquisition Cost	\$6,500,000.00	14%
Pre-Development Fee	\$525,000.00	1%
Closing Costs	\$65,000.00	O.1%
Hard Costs	\$26,379,040.00	58%
Soft Costs	\$2,421,698.34	5.3%
Asset(Fund) Management Fee	\$342,664.32	1%
Development Fee	\$1,440,036.92	3.2%
Construction Contingency	\$1,728,044.30	4%
General Contractor Profit & Overhead	\$1,411,278.64	3.1%
Sales Tax	\$1,913,366.66	4%
Capitalized Interest	\$1,372,649.78	3.0%
Construction Loan Fees	\$685,328.64	2%
Operating Expense Contingency	\$47,575.77	O.1%
Additional Cash Contingency	\$856,892.41	2%
Total	\$45,688,575.77	100.0%

Total	\$23,158,438.95	100.0%
Uses	Total	% of Total
Land Acquisition Price	\$3,025,000.00	13%
Acquisition Cost	\$2,500,000.00	11%
Pre-Development Fee	\$525,000.00	2%
Hard Costs	\$13,138,960.00	56.7%
Soft Costs	\$1,727,326.16	7%
Asset(Fund) Management Fee	\$173,688.29	0.8%
Development Fee	\$743,314.31	3%
Construction Contingency	\$891,977.17	3.9%
General Contractor Profit & Overhead	\$702,934.36	3%
Sales Tax	\$986,092.73	4.3%
Capitalized Interest	\$682,247.67	3%
Construction Loan Fees	\$347,376.58	1.5%
Operating Expense Contingency	\$20,658.06	0%
Additional Cash Contingency	\$693,863.62	3.0%
Total	\$23,158,438.95	100%

Total	% of Total
\$15.525.000.00	
\$15,525,000.00	17%
\$15,000,000.00	16%
\$525,000.00	1%
\$150,000.00	0.2%
\$53,762,240.00	58%
\$3,795,260.52	4.1%
\$694,937.54	1%
\$2,877,875.03	3.1%
\$3,453,450.03	4%
\$2,876,279.84	3.1%
\$3,827,189.57	4%
\$2,964,061.54	3.2%
\$1,389,875.09	2%
\$141,536.17	0.2%
\$1,200,633.72	1%
\$92,658,339.05	100.0%
	\$525,000.00 \$150,000.00 \$53,762,240.00 \$3,795,260.52 \$694,937.54 \$2,877,875.03 \$3,453,450.03 \$2,876,279.84 \$3,827,189.57 \$2,964,061.54 \$1,389,875.09 \$141,536.17 \$1,200,633.72

Total

\$23,164,584.76

\$69,493,754.29

\$92,658,339.05

% of Total

25.0%

75.0%

100.0%

Sources

Zen@TSMC is Cycle1+Cycle2 in same Project. Cycle1 is \$12M Equity, \$40M Cost Approx.

<sup>\*</sup> Project Return Includes Original Equity Invested.

## **CONSTRUCTION BUDGET**

#### NOT ACCOUNTING FOR ANY CHANGES DUE TO VALUE ENGINEERING OR MARKET TREND PRICING

#### ZEN@LAVEEN

ZEN@	SUR	PRISE
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ZEN@TSMC

Hard Costs	Total	Per Unit	PSF	% of Total
Horizontal	\$4,352,000	\$50,000.00	\$38	16.5%
Vertical	\$19,807,040	\$139,020.00	\$105	\$0.75
Amenity Building & Pool	\$700,000	\$5,147.06	\$4	\$0.03
Street Improvements	\$600,000	\$4,411.76	\$3	2.3%
General Conditions	\$920,000	\$6,764.71	\$5	\$0.03
Total Hard Costs	\$26,379,040	\$205,343.53	\$155	100.0%

Hard Costs	Total	Per Unit	PSF	% of Total
Horizontal	\$2,048,000	\$32,000.00	\$24	16%
Vertical	\$9,320,960	\$145,640.00	\$110	71%
Amenity Building & Pool	\$600,000	\$9,375.00	\$7	5%
Street Improvements	\$250,000	\$3,906.25	\$3	2%
General Conditions	\$920,000	\$14,375.00	\$11	7%
Total Hard Costs	\$13,138,960	\$205,296.25	\$155	100.0%

Hard Costs	Total	Per Unit	PSF
Horizontal	\$11,008,000	\$32,000.00	\$32
Vertical	\$40,704,240	\$118,326.28	\$120
Amenity Building & Pool	\$750,000	\$2,180.23	\$2
General Conditions	\$1,300,000	\$3,779.07	\$4
Total Hard Costs	\$53,762,240	\$156,285.58	\$158

% of Total

21%

100.0%

Soft Costs	Total	Per Unit	PSF	% of Total
Architect	\$100,000	\$735	\$0.56	5%
Civil Engg	\$50,000	\$368	\$0.28	3%
MEP Engg	\$50,000	\$368	\$0.28	3%
Landscape Architect	\$50,000	\$368	\$0.28	3%
Survey	\$8,000	\$59	\$0.04	0%
Legal	\$50,000	\$368	\$0.28	3%
Marketing	\$69,260	\$509	<b>\$</b> 0.38	3%
Financial/TaxPrep	\$20,000	\$147	\$O.11	1%
Zen Underwriter	\$25,000	\$184	<b>\$</b> O.14	1%
Impact Fees	\$1,074,536	\$7,901	\$5.97	54%
Insurance	\$500,000	\$3,676	\$2.78	25%
Total Soft Costs	\$1,996,796	\$14,682	\$11.09	100%

Soft Costs	Total	Per Unit P	PSF	% of Total
Architect	\$100,000	\$1,563	\$1.18	7%
Civil Engg	\$50,000	\$781	\$0.59	3%
MEP Engg	\$50,000	\$781	\$0.59	3%
Landscape Architect	\$50,000	\$781	\$0.59	3%
Survey	\$8,000	\$125	\$0.09	1%
Legal	\$50,000	\$781	\$0.59	3%
Marketing	\$69,260	\$1,082	\$0.82	5%
Financial/TaxPrep	\$20,000	\$313	\$0.24	1%
Zen Underwriter	\$25,000	\$391	\$0.30	2%
Impact Fees	\$573,568	\$8,962	\$6.77	38%
Insurance	\$500,000	\$7,813	\$5.90	33%
Total Soft Costs	\$1,495,828	\$23,372	\$17.65	100%

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Soft Costs	Total	Per Unit	PSF	% of Total
Architect	\$100,000	\$291	\$0.29	4%
Civil Engg	\$100,000	\$291	\$0.29	4%
MEP Engg	\$50,000	\$145	<b>\$</b> 0.15	2%
Landscape Architect	\$50,000	\$145	\$O.15	2%
Soils	\$10,000	\$29	\$0.03	0%
Environmental	\$10,000	\$29	\$0.03	0%
Survey	\$8,000	\$23	\$0.02	0%
Legal	\$50,000	\$145	<b>\$</b> 0.15	2%
Marketing	\$69,260	\$201	\$0.20	2%
Financial/TaxPrep	\$20,000	\$58	\$0.06	1%
Zoning Consultant	\$100,000	\$291	\$0.29	4%
Zen Underwriter	\$25,000	\$73	\$0.07	1%
Impact Fees	\$1,720,000	\$5,000	\$5.07	61%
Insurance	\$500,000	\$1,453	\$1.47	18%
Total Soft Costs	\$2,812,260	\$8,175	\$8.29	100%

Zen@TSMC is Cycle1+Cycle2 in same Project. Cycle1 is \$12M Equity, \$40M Cost Approx.

## UNIT MIX & CONSERVATIVE MARKET ASSUMPTIONS

#### ZEN@LAVEEN

Unit type	# of Units	SF	Rent/Unit	Rent/SF	Total Rent/ Month	Total Rent/ Year
3BR/2.5BA Townhome Office+2 Car Garage + Private Backyard	136	1,324	\$2,500	\$1.89	\$340,000	\$4,080,000
Pet Rent			\$14		\$1,904	\$22,848
Tech Package			\$160		\$21,760	\$261,120
Other Income			\$15		\$2,068	\$24,817
Gross Potential Income			\$2,689		\$365,732	\$4,388,785

#### ZEN@SURPRISE

Unit type	# of Units	SF	Rent/Unit	Rent/SF	Total Rent/ Month	Total Rent/ Year
3BR/2.5BA Townhome Office+2 Car Garage + Private Backyard	64	1,324	\$2,550	\$1.93	\$163,200	\$1,958,400
Pet Rent			\$14		\$896	\$10,752
Tech Package			\$160		\$10,240	\$122,880
Other Income			\$15		\$989	\$11,871
Gross Potential Income			\$2,739		\$175,325	\$2,103,903

#### ZEN@TSMC

Unit type	# of Units	SF	Rent/Unit	Rent/SF	Total Rent/ Month	Total Rent/ Year
1BR - 1BA	120	700	\$1,725	\$2.46	\$207,000	\$2,484,000
2BR - 2BA	137	1,022	\$2,125	\$2.08	\$291,125	\$3,493,500
3BR/2.5BA Townhome Office+2 Car Garage + Private Backyard	87	1,324	\$2,425	\$1.83	\$210,975	\$2,531,700
Pet Rent			\$14		\$4,816	\$57,792
Tech Package			\$160		\$55,040	\$660,480
Other Income			\$13		\$4,477	\$53,719
Gross Potential Income			\$6,462		\$773,433	\$9,281,191

Conservative Market Estimat	es (All Projects)
Annual Rent Growth	2.50%
Annual Other Income Growth	2.50%
Annual Expense Growth	3.00%
Average Physical Vacancy	5.00%
Bad Debt	0.25%
Concessions during Leaseup	10.00%
Stabilized Concessions	0.00%

# STABILIZED INCOME, EXPENSE & PROPERTY VALUE PROJECTIONS

\$4,230,563

\$3,142,624

\$62,852,477

VALUED AT CONSERVATIVE 5% CAP FOR BRAND NEW CLASS A DEVELOPMENT

#### ZEN@LAVEEN

Stabilized Operating Ir	ncome
Gross Potential Revenue	\$4,335,448
Vacancy	(\$216,772)
Bad Debt, Concession	(\$216,230)
Other Income	\$328,118

Effective Gross Revenue

Net Operating Income

PROPERTY VALUE @ 5% CAP RATE

Stabilized Operating Expenses	
Payroll	(\$248,635)
General & Administrative	(\$36,564)
Marketing	(\$36,564)
Repairs & Maintenance	(\$36,564)
Turnover	(\$21,938)
Contract Services	(\$43,877)
Common Area Utilities	(\$73,128)
Common Area Utility Bill- Back	\$58,502
Insurance	(\$50,499)
Property Taxes	(\$442,900)
Property Management Fee	(\$126,917)
Capital Expense Reserves	(\$28,856)
Total Operating Expenses	(\$1,087,939)

Stabilized Value

#### ZEN@SURPRISE

Stabilized Operating Income	
Gross Potential Revenue	\$2,081,015
Vacancy	(\$104,051)
Bad Debt, Concession	(\$103,791)
Other Income	\$154,613
Effective Gross Revenue	\$2,027,786

Stabilized Operating Expenses	
Payroll	(\$68,826)
General & Administrative	(\$17,207)
Marketing	(\$17,207)
Repairs & Maintenance	(\$17,207)
Turnover	(\$10,324)
Contract Services	(\$20,648)
Common Area Utilities	(\$34,413)
Common Area Utility Bill-Back	\$27,530
Insurance	(\$23,764)
Property Taxes	(\$242,050)
Property Management Fee	(\$60,834)
Capital Expense Reserves	(\$13,580)
Total Operating Expenses	(\$498,528)
Stabilized Value	

Net Operating Income

PROPERTY VALUE @ 5% CAP RATE

\$1,529,259

\$30,585,172

#### ZEN@TSMC

Stabilized Operating Income	
Gross Potential Revenue	\$9,041,959
Vacancy	(\$452,098)
Bad Debt, Concession	(\$450,968)
Other Income	\$820,325
Effective Gross Revenue	\$8,959,218

St	abilized Operating Expenses
Payroll	(\$628,899)
General & Administrative	(\$92,485)
Marketing	(\$92,485)
Repairs & Maintenance	(\$92,485)
Turnover	(\$55,491)
Contract Services	(\$110,982)
Common Area Utilities	(\$184,970)
Common Area Utility Bill-Back	\$147,976
Insurance	(\$127,732)
Property Taxes	(\$1,022,275)
Property Management Fee	(\$268,777)
Capital Expense Reserves	(\$72,990)
Total Operating Expenses	(\$2,601,596)
	Stabilized Value

iotal Operating Expenses	(\$2,001,390)
Stab	ilized Value
Net Operating Income	\$6,357,622
PROPERTY VALUE @ 5% CAP RATE	<u>\$127,152,440</u>

Zen@TSMC is Cycle1+Cycle2 in same Project. Cycle1 is \$12M Equity, \$40M Cost Approx.

## 10Y WATERFALL STRUCTURE

HIGHLIGHTS

	DESCRIPTION	LP (INVESTORS)	GP (10Y TEAM)
HURDLE 1	100% LP EQUITY RETURN	100%	0%
HURDLE 2	AFTER LP EQUITY RETURNED  70/30 LP/GP PROFIT SPLITS  TILL LP EQUITY MULTIPLE = 2X	70%	30%
HURDLE 3	AFTER LP EQUITY = 2X 50 / 50 PROFIT SPLITS	50%	50%

SILICON VALLEY STYLE WATERFALL FOR INVESTOR DOWNSIDE PROTECTION

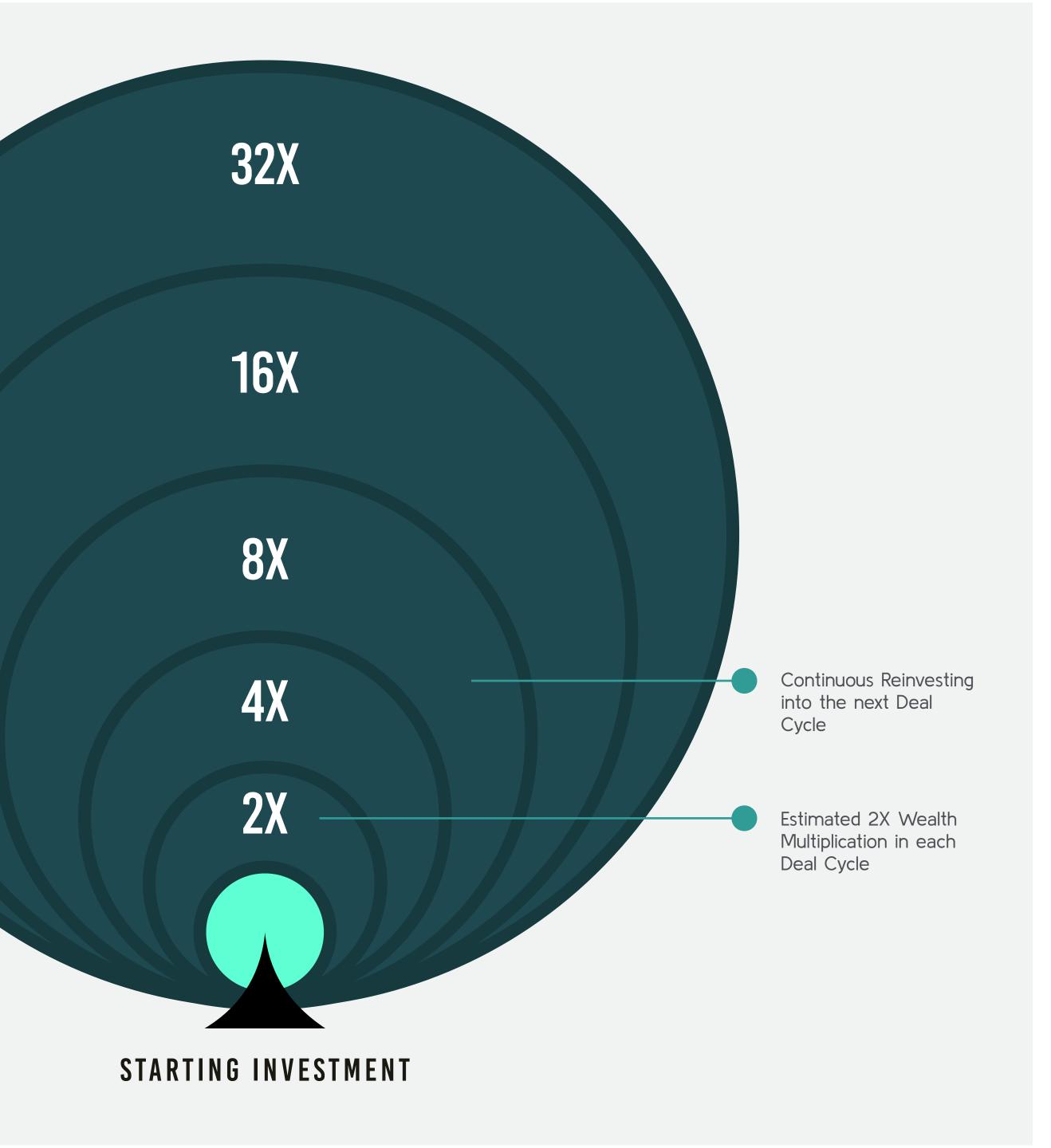
GP SHARES IN PROFIT ONLY AFTER LPs GET 100% OF THEIR MONEY BACK, NOT BEFORE THAT

AFTER 100% LP EQUITY RETURN, 70/30 LP/GP PROFIT SPLITS TILL LP EQUITY MULTIPLE GETS TO 2X.

AFTER LP EQUITY MULTIPLE GETS TO 2X, LP/GP PROFT SPLITS ARE 50/50

# **10Y FEE STRUCTURE**

FEE TYPE	
PRE-DEVELOPMENT FEE	FLAT \$525K
AQUISITION FEE	0% NO FEE  (TYPICAL MARKET SYNDICATIONS CHARGE 1 to 2%)
DEVELOPMENT FEE	5%
ASSET MANAGEMENT FEE	1%
REFINANCING FEE	0% NO FEE  (TYPICAL MARKET SYNDICATIONS CHARGE 1 to 1.5%)
FINANCING FEE	O% NO FEE  (TYPICAL MARKET SYNDICATIONS CHARGE 1 to 1.5%)
DISPOSITION FEE	0% NO FEE  (TYPICAL MARKET SYNDICATIONS CHARGE 1 to 2%)



## RETURN EXPECTATIONS & TIMELINES TO EXIT

32X IN 10 YEARS IS BASED ON IDEAL EXECUTION

INVESTORS SHOULD RISK ANALYZE RETURN EXPECTATIONS AND TIMELINES

## SENSITIVITY ANALYSIS OF RETURN OUTCOMES

IDEAL RETURN IS A 32X EQUITY MULTIPLE THAT COMES FROM PERFECT EXECUTION

INVESTORS SHOULD APPLY A RISK FACTOR TO COME UP WITH A COMFORTABLE ESTIMATE OF RETURN PROJECTIONS

SEE TABLE BELOW OF VARIOUS EXIT SCENARIOS BASED ON A SENSITIVITY ANALYSIS OF ACTUAL EXECUTION ACHIEVING A CERTAIN PERCENTAGE OF IDEAL SCENARIO

10Y RECOMMENDS INVESTORS TO CONSIDER A RANGE SHOWN BY THE GREEN BAND BELOW

IDEAL REASONABLE CONSERVATIVE PESSIMISTIC

% OF IDEAL ACHIEVED	100% OF IDEAL ACHIEVED	75% OF IDEAL ACHIEVED	ONLY 50% OF IDEAL ACHIEVED	30% OF IDEAL ACHIEVED
LP EQUITY MULTIPLE	32X	25X	16X	10X
EXITS FOR \$100K INVESTMENT	\$3.2 Million	\$2.5 Million	\$1.6 Million	\$1 Million
EXITS FOR \$200K INVESTMENT	\$6.4M	\$5 Million	\$3.2 Million	\$2 Million
EXITS FOR \$400K INVESTMENT	\$12.8M	\$7.5 Million	\$4.8 Million	\$3 Million

## SCENARIOS OF EXIT TIMELINES

IDEAL EXECUTION IS 2 YEAR PER CYCLE AND 10 YEARS TO EXIT 5 CYCLES

INVESTORS SHOULD APPLY A RISK FACTOR TO COME UP WITH A COMFORTABLE ESTIMATE OF EXIT TIMELINES

SEE TABLE BELOW OF VARIOUS EXIT TIMELINES

10Y RECOMMENDS INVESTORS TO CONSIDER A RANGE SHOWN BY THE GREEN BAND BELOW

	IDEAL	CONSERVATIVE	PESSIMISTIC
SCENARIOS	10 YEARS	12 YEARS	14 YEARS

# PROPERTY VISUALIZATION

## PROPERTY OVERVIEW

#### Features

Each of the 190 townhouse units will come with a technology package including smart home features.

All units will have almost the same floor-plan and footprint, which will allow for faster construction time and substantial economies of scale.

- 2-car Garages
- Private Backyard
- Tech Enabled Units
- Nest Thermostats
- Ring Video Doorbells
- Smart Locks
- Smart Lights
- Smart Garage Doors

#### **Amenities**

As an upscale garden-style apartment complex, Zen@Thomas will include amenities satisfying the most discriminating tenants and necessary for a high performing apartment community:

- Resort-style Swimming Pool
- Leasing Office
- Multi Purpose Room -30 Co-Working Spots
- Pickle Ball Court
- Dog Run, Jogging & Walking Trail
- Picnic Areas
- BBQs



## FLOOR PLAN

#### SAME FLOOR PLAN

Each unit in the community will share the same floor plan with 3 Bedrooms, 2.5 Bath and total livable area of 1,324 SF.

#### 2 STORY TOWNHOME

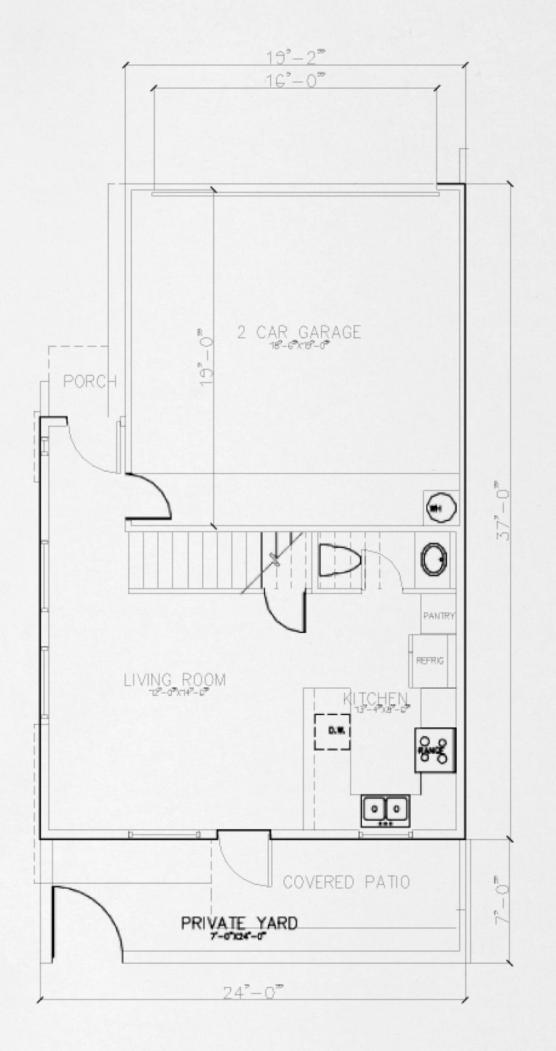
Each unit will be 2 story townhome. Garage, living room, kitchen and a half bathroom will be on the ground floor. Upper floor will have a master suite with attached bathroom and walk-in closet, 2 bedrooms, a common bathroom and a loft.

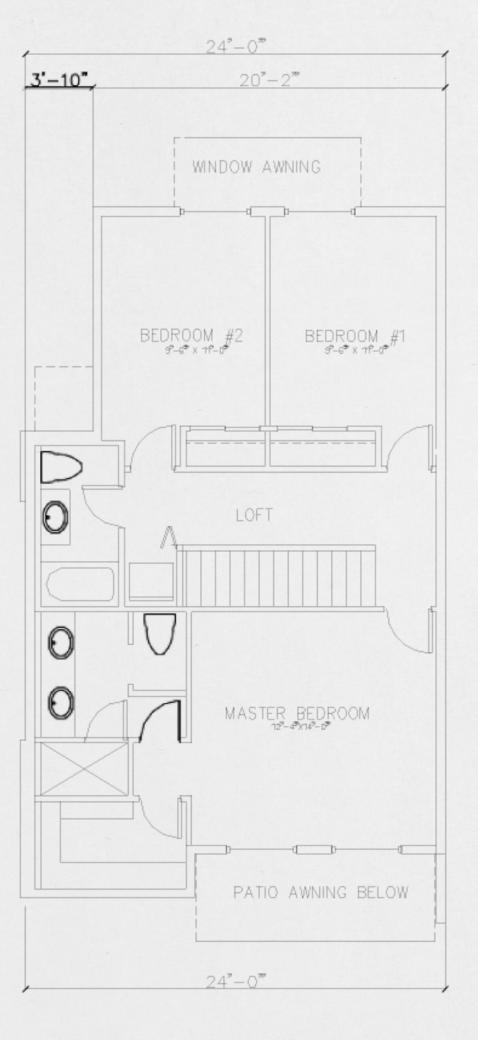
#### 2 CAR GARAGE

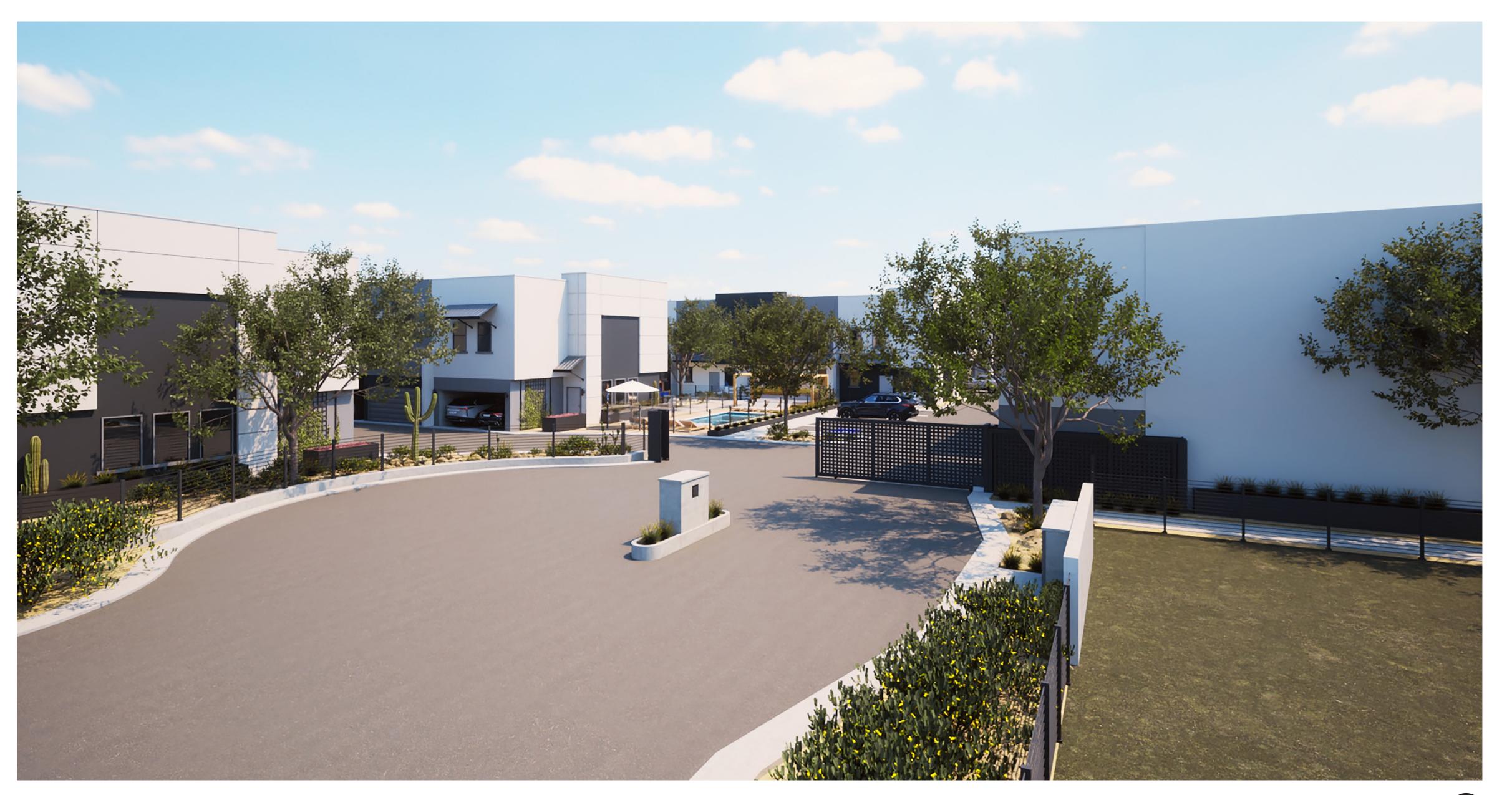
Each unit will have 2 car garage; most desirable amenity in Arizona to protect car from heat.

#### FAST CONSTRUCTION

Same floor plan across the community speeds up the construction and saves a lot on time and budget.

















# MARKET OVERVIEW

# PROPERTY SELECTION CRITERIA OF 10Y FUND



#### POPULATION GROWTH

Phoenix MSA ranked #1
Fastest Growing Large City
in the US. Arizona recorded
the 2nd fastest growing
population in the nation\*

\*US Census Burea



#### ECONOMIC PERFORMANCE

Arizona ranked #1 state for Economic Performance based on GDP Growth, Population Growth and Job Growth over the last decade - State Economic Competitiveness Index.



#### ECONOMIC OUTLOOK

Arizona is ranked #3 for economic outlook, based on 15 policy variables, including tax burden, public debt, and cost of doing business - State Economic Competitiveness Index.



#### RELOCATION STATE

2020 National Movers Study:
Arizona #5 state with the highest proportion of inbound moves.
Arizona is ranked #4 most popular states for retirement.

## ARIZONA IS RANKED #1 FOR ECONOMIC PERFORMANCE

Based on GDP, population & job Growth
State Economic Competitiveness Index

### ARIZONA ALSO RANKED #3 IN THE NATION FOR ECONOMIC OUTLOOK

A measure that predicts the future economic performance based on 15 policy variables including the State's Tax Burden, Public Debt and Cost of Doing Business.

### ARIZONA'S UNEMPLOYMENT RATE AT 3.3%

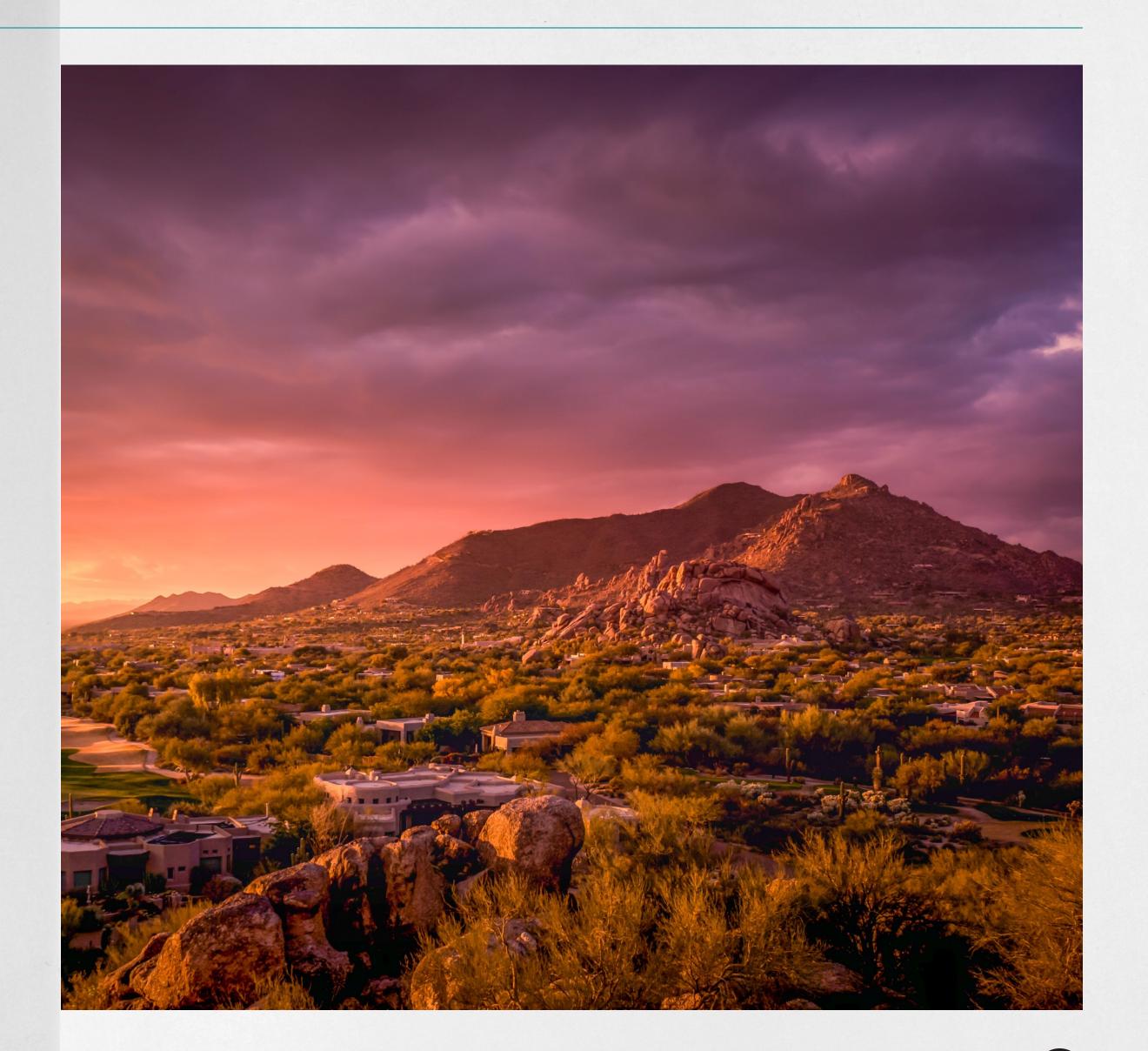
As the US government is pushing to regain supremacy in semiconductor manufacturing by rebuilding the entire supply chain in the US, Arizona has become the semiconductor capital of the United States. Both Intel and TSMC are currently building semiconductor gigafactories around Phoenix, Arizona.

### MAJOR UNIVERSITIES

University of Arizona and ASU (one of the largest State universities in the US).

### A LARGE AND DIVERSE ECONOMY

Driven by a large population, unhindered business activity, 300 sunny days a year, a large manufacturing and industrial base and tourism.





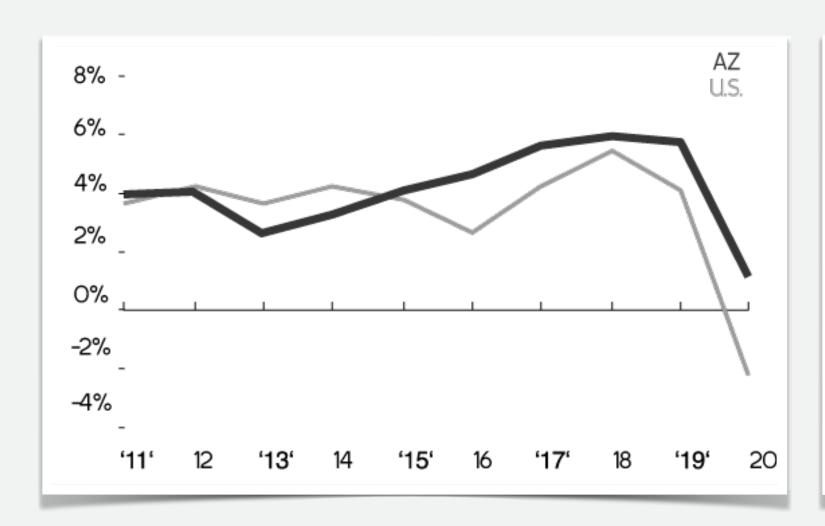
## ECONOMIC PERFORMANCE RANK

ARIZONA - 2022 ALEC LAFFER STATE COMPETITIVENESS INDEX

A backward-looking measure based on the state's performance (equal-weighted average) in the three important performance variables shown below. These variables are highly influenced by state policy. (1=best 50=worst)

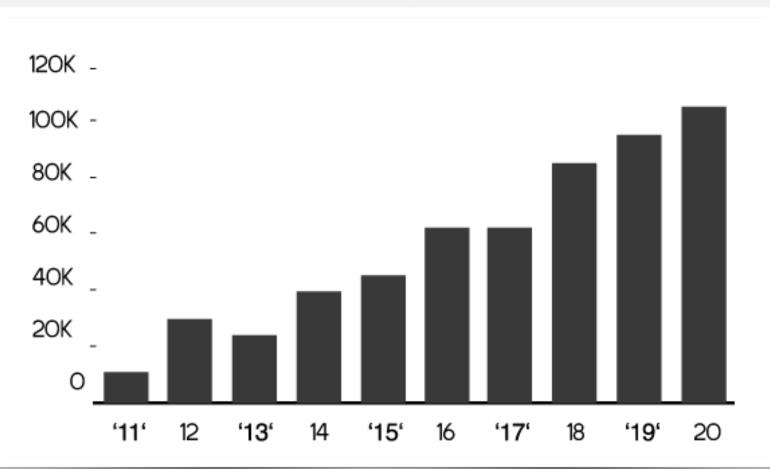
### STATE GROSS DOMESTIC PRODUCT

CUMULATIVE GROWTH 2010-2020:48.80% RANK: 7



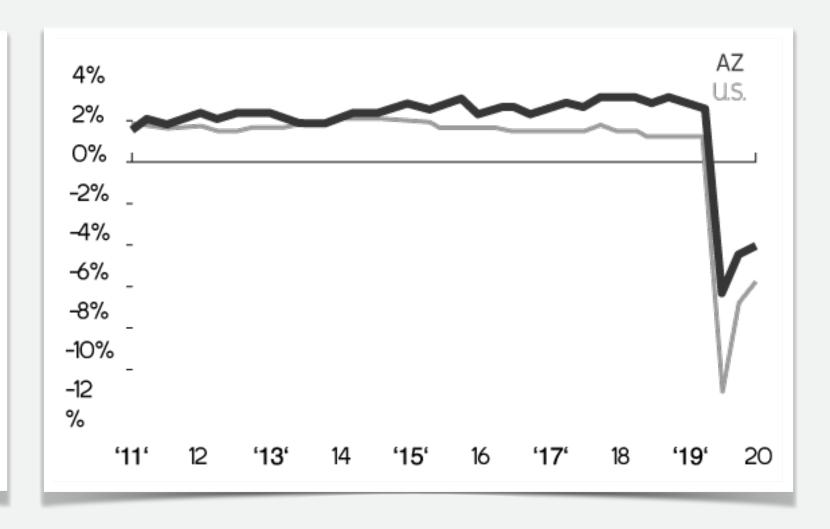
### ABSOLUTE DOMESTIC MIGRATION

CUMULATIVE 2010-2020: 562,552 RANK: 3



### NON-FARM PAYROLL EMPLOYMENT

CUMULATIVE 2010-2020:19.70% RANK: 3



Source: Rich State Poor State 15th Edition



## ECONOMIC OUTLOOK RANK

A forward-looking forecast based on the state's standing (equal-weighted average) in the 15 important state policy variables shown below. Data reflect state and local rates and revenues and any effect of federal deductibility.

VARIABLE	DATA	RANK
Top Marginal Personal Income Tax Rate	4.50%	13
Top Marginal Corporate Income Tax Rate	4.90%	11
Personal Income Tax Progressivity(change in tax liability per \$1,000 of income)	\$13.05	32
Property Tax Burden(per \$1,000 of personal income)	\$25.77	16
Sales Tax Burden(per \$1,000 of personal income)	\$36.79	46
Remaining Tax Burden(per \$1,000 of personal income)	\$11.13	1
Estate/Inheritance Tax Levied?	No	1
Recently Legislated Tax Changes (2020 & 2021, per \$1,000 of personal income)	-\$2.27	3
Debt Service as a Share of Tax Revenue	5.81%	25
Public Employees Per 10,000of Population (full-time equivalent)	385.6	2
State Liability System Survey (tort litigation treatment, judicial impartiality, etc.)		17
State Minimum Wage (federal floor is \$7.25)	\$12.80	44
Average Workers' Compensation Costs (per \$100 of payroll)	\$1.05	8
Right-to-Work State?(option to join or support a union)	Yes	1
Number of Tax Expenditure Limits (O=least/worst 3=most/best)	2	3

Source: Rich State Poor State 15th Edition

## A STATE WITH UNPARALLELED JOB GROWTH

Arizona's job growth to outpace the nation for next decade

Arizona is expected to add nearly 550,000 jobs between 2019 and 2029, barring any further major economic or political disruptions, according to a study released May 6 by the Arizona Office of Economic Opportunity.

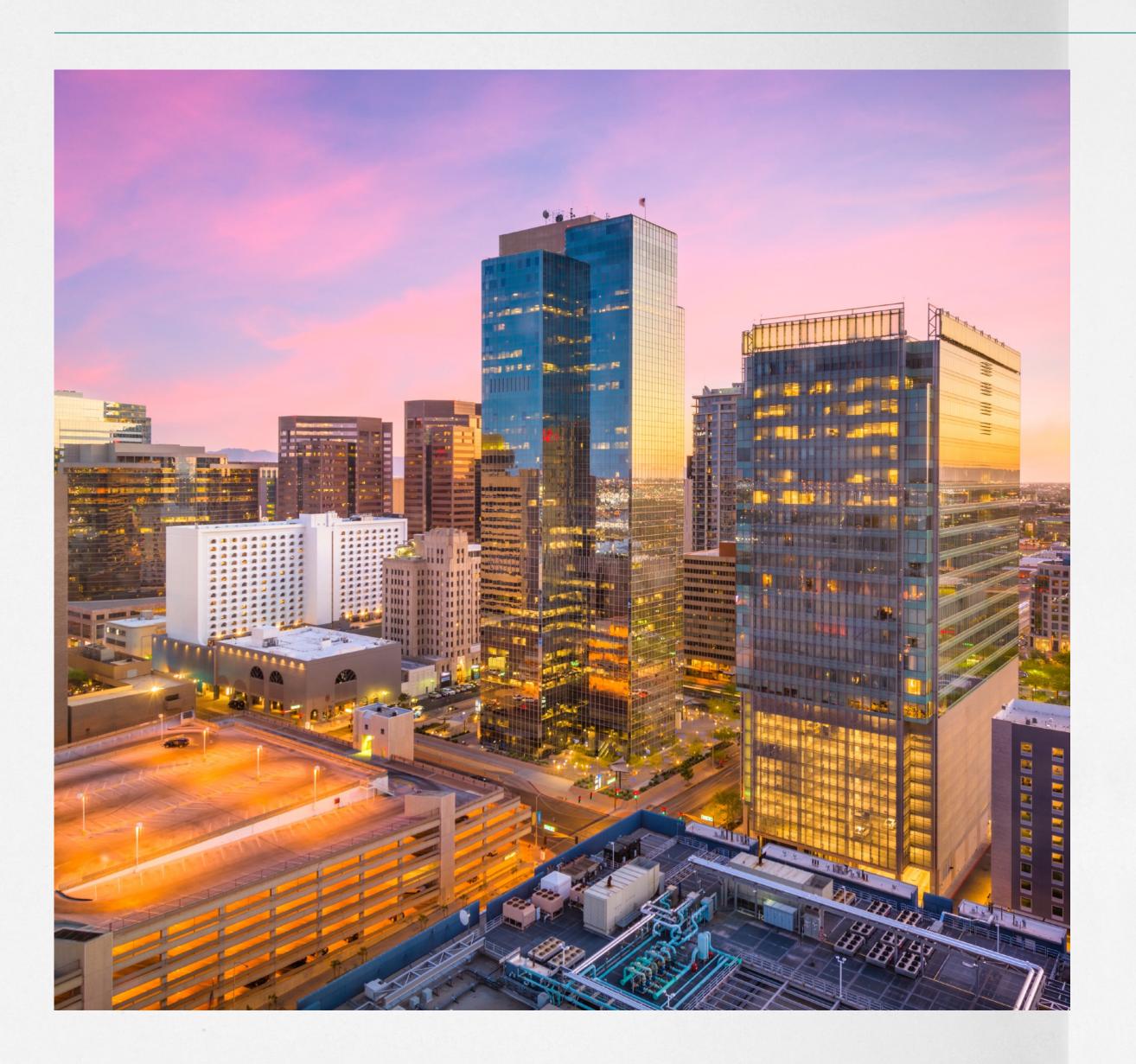
The state's growth, which represents 1.6% annualized growth, is expected to outpace the nation, which is projected to grow 0.4% annually. The projection does slow slightly from the previous 10-year period, when Arizona paced at 1.9% job growth annually.

Education and health services is the sector with the fastest projected growth, 2.8% annually. Government is expected to record an annual loss of -0.1%.

Both Maricopa and Pinal counties are projected to outpace the state in annual percentage growth, with 1.9% and 1.7% projected growth, respectively.

Major job announcements, including Taiwan Semiconductor Manufacturing Co.'s massive plant in north Phoenix, Intel's expansion in Chandler and Electra Meccanica's assembly plant in Mesa, along with Nikola Corp.'s plant in Coolidge and Lucid Motors' plant in Casa Grande are fueling some of the growth in both counties.

Source: Phoenix Business Journal, May 7, 2021



## THE PHOENIX MSA

Arizona's job growth to outpace the nation for next decade

The Phoenix-Mesa-Scottsdale Metropolitan Statistical Area (MSA), is the largest metropolitan area in the South- western United States. As of the 2020 census, Metro Phoenix had 4,845,832 residents, making it the 11th largest metropolitan area in the nation by population. The gross domestic product of the Phoenix Metropolitan Area was \$255 billion in 2018, 16th largest amongst metro areas in the United States.

It is also one of the fastest-growing major metropolitan areas, gaining over 650,000 residents from 2010 to 2020, and nearly 1.6 million since 2000. The population of the Phoenix Metropolitan Area increased by 45.3% from 1990 through 2000, compared to the average United States rate of 13.2%, helping to make Arizona the second fastest growing state in the nation in the 1990s.

The city has also recently become the semiconductor hub of the nation, with Intel and TSMC in the process of building gigafactories in the area. The city is also becoming a major hub for EV manufacturing, EV Supply chain and Self Driving technology, with car manufacturers currently building or expanding their facilities in the valley.

### PHOENIX AT A GLANCE

#1

Most Populous Metropolitan Area in the Southern U.S. #1

Fastest Growing population in the U.S. for 5 years in a row

#5

Largest Population in the U.S.

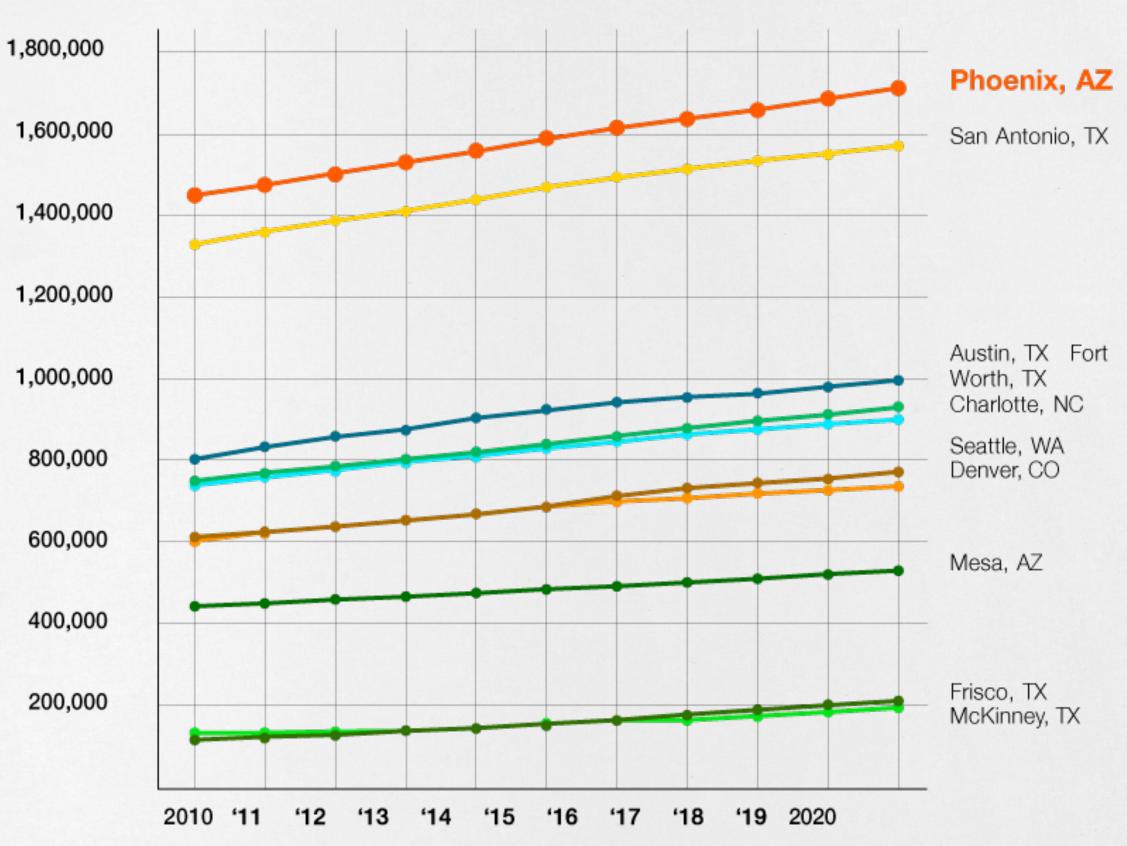
# PHOENIX IS THE FASTEST GROWING LARGE CITY IN THE US

Phoenix is also the 5th Largest city in the US, on path to become the 4th by 2028. With a massive 11.2% growth over the last decade, Phoenix is on path to overtake Houston and become the 4th largest city in the US by 2028 if it maintains its current growth rate over the next 5 years.

## 10 LARGEST CITIES IN 2020 Source: US Census Bureau - July 1, 2020 Population Estimates

10 Largest Cities in 2020							
Cities	2000 population	2010 population	2020 population	Percent change: 2000-2010	Percent change: 2010-2020		
New York, New York	8,008,278	8,175,133	8,804,190	2.1	7.7		
Los Angeles, California	3,694,820	3,792,621	3,898,747	2.6	2.8		
Chicago, Illinois	2,896,016	2,695,598	2,746,388	-6.9	1.9		
Houston, Texas	1,953,631	2,099,451	2,304,580	7.5	9.8		
Phoenix, Arizona	1,321,045	1,445,632	1,608,139	9.4	11.2		
Philadelphia, Pennsylvania	1,517,550	1,526,006	1,603,797	0.6	5.1		
San Antonio, Texas	1,144,646	1,327,407	1,434,625	16.0	8.1		
San Diego, California	1,223,400	1,307,402	1,386,932	6.9	6.1		
Dallas, Texas	1,188,580	1,197,816	1,304,379	0.8	8.9		
San Jose, California	894,943	945,942	1,013,240	5.7	7.1		

### 10 FASTEST-GROWING US CITIES POPULATION GROWTH 2010-2020



# 5 OF THE TOP 15 FASTEST GROWING CITIES IN THE US ARE IN ARIZONA

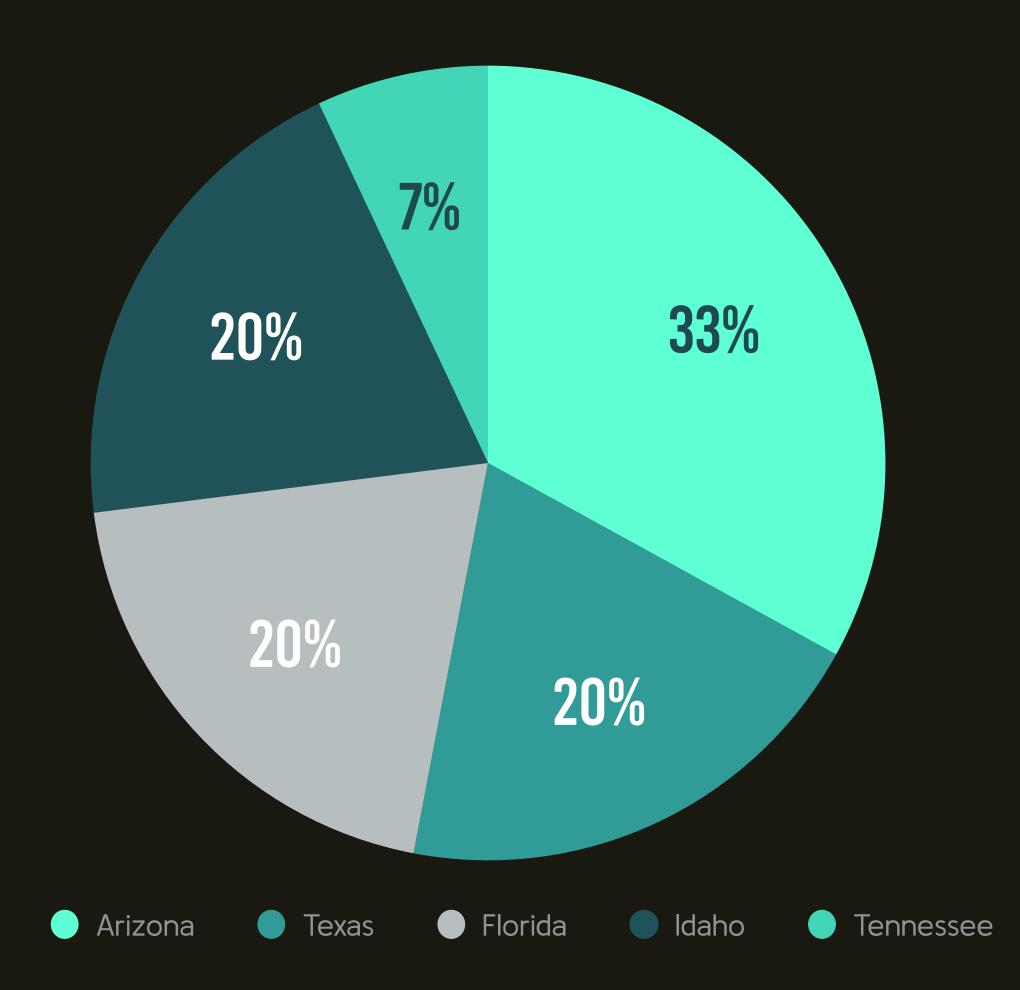
Within the Phoenix MSA

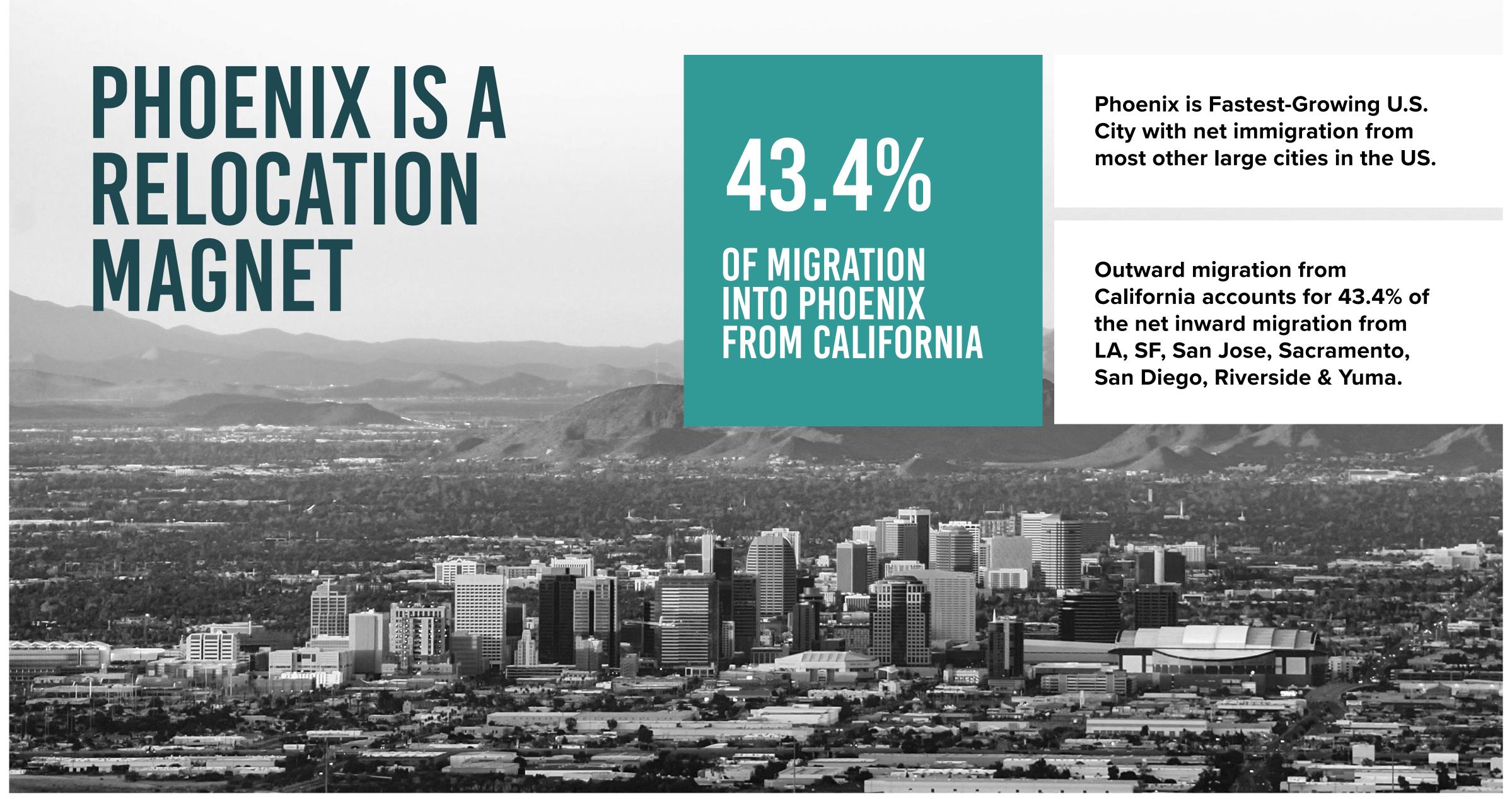
## THE FASTEST-GROWING LARGE CITIES BETWEEN 07-01-20 AND 07-01-21 Source: US Census Bureau - 2020 Post Enumeration Survey Results

With Populations of 50,000 or More on July 1, 2020

Rank	Area Name	State	Percent Increase	2021 Total Pop.
1	GeorgetownCity	Texas	10.5	75,420
2	Leander City	Texas	10.1	67,124
3	Queen Creek Town	Arizona	8.9	66,346
4	Buckeye City	Arizona	8.6	101,315
5	New Braunfels City	Texas	8.3	98,857
6	Fort Myers City	Florida	6.8	92,245
7	Casa Grande City	Arizona	6.2	57,699
8	Maricopa City	Arizona	6.1	62,720
9	North Port City	Florida	5.5	80,021
10	Spring Hill City	Tennessee	5.4	53,339
11	Goodyear City	Arizona	5.4	101,733
12	Port St Lucie City	Florida	5.2	217,523
13	Meridian City	Idaho	5.2	125,963
14	Caldwell City	Idaho	5.2	63,629

### STATES FEATURED IN TOP 15 FASTEST-GROWING CITIES





## AN AREA OF EXPLOSIVE JOB GROWTH

Arizona is expected to add nearly 550,000 jobs between 2019 and 2029, barring any further major economic or political disruptions, according to a study released May 6 by the Arizona Office of Economic Opportunity.

The state's growth, which represents 1.6% annualized growth, is expected to outpace the nation, which is projected to grow 0.4% annually. The projection does slow slightly from the previous 10-year period, when Arizona paced at 1.9% job growth annually.

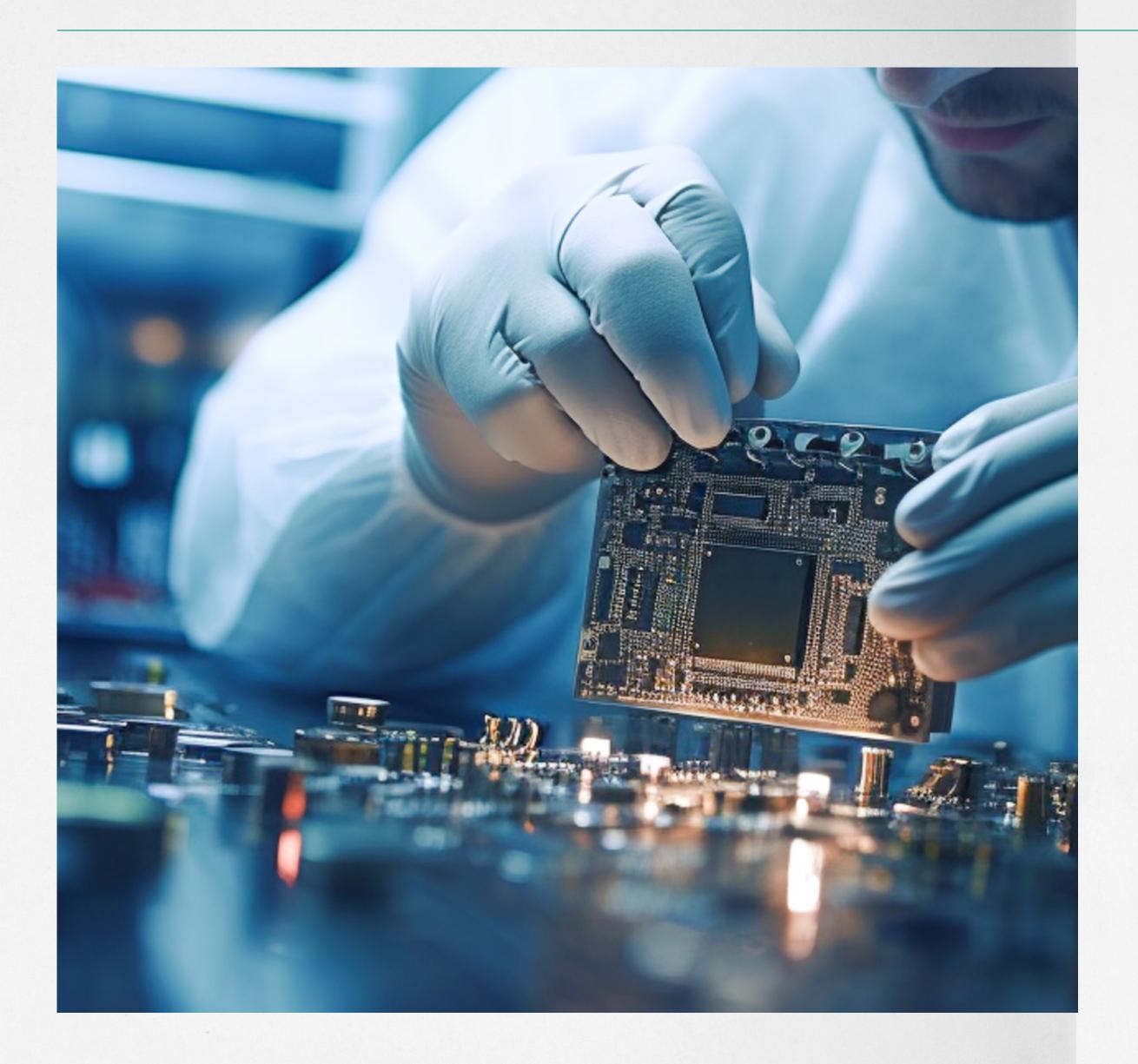
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### THE SEMICONDUCTOR GOLD RUSH

Over the last 3 decades, the US share of global semi- conductor production has fallen from 37 percent to just 12 percent. Following major disruptions to the supply chain and the resulting chip shortage, the US Government is pushing to regain supremacy in Semiconductor Manufacturing by placing manufacturing and entire sup- ply chain within the US, with manufacturing and Supply chain shortening being the main goals.





## THE SEMICONDUCTOR HUB OF AMERICA

The current chip shortage and supply chain disruptions have prompted the US government to rethink its entire industrial policy, especially with regard to semiconductor manufacturing. As a result, the US congress passed the CHIPS Act, a bill that earmarks \$53 billion in incentives for chipmakers to build plants in the US, viewed by many in Washington as critical to shoring up American supply chains and the U.S.'s ability to counter China in the global tech arms race.

The U.S. once was a major supplier of semiconductors, the silicon-centric material used in microchips that power electronic devices, but 80% of the facilities are now based in Asia. With Intel announcing in March a \$20 billion plan to build two more fabrication facilities (fabs) in Arizona and the Taiwan Semiconductor Manufacturing Company's plans to build a new giga-fab in Phoenix, the Phoenix MSA is expected to see a large share of the planned expansion.

- The US is retaking the lost edge to lead the world by investing heavily in the latest 5, 3 and 2nm semiconductor manufacturing facilities in Arizona.
- The Phoenix MSA is ground zero of this US national effort to bring back semiconductor manufacturing in the US.
- The world's largest chip manufacturers TSMC (\$35 Billion investment) and Intel (\$20 Billion investment), are building their entire operations including manufacturing and full supply chain in Arizona.
- Other large semiconductor companies Microchip, NXP and OnSemi have also joined the initiative as founding members.











## IN THE NEWS



### VIDEO FROM CNBC, MAY 13, 2021

Arizona has rapidly become an epicenter for electric vehicle and self-driving tech, and it's now the site of three big new semiconductor factories as the U.S. struggles to increase production during the global chip shortage.



### VIDEO FROM ABC15 OF ARIZONA, NOV. 11, 2021

A worldwide shortage of microchips is turning the semiconductor industry on its head. As it turns out, that is good news for Arizona, and more importantly, the greater Phoenix area.

# PHOENIX IS THE NEW BATTLEGROUND FOR SEMICONDUCTOR GIANTS



## INTEL BREAKS GROUND ON \$20B CHANDLER, PHOENIX PLANTS

Sept 24, 2021 (Reuters) - Intel Corp (INTC.O) on Friday broke ground on two new factories in Arizona as part of its turnaround plan to become a major manufacturer of chips for outside customers. The \$20 billion plants - dubbed Fab 52 and Fab 62 - will bring the total number of Intel factories at its campus in Chandler, Arizona, to six. They will house Intel's most advanced chipmaking technology and play a central role in the company's effort to regain its lead in making the smallest, fastest chips by 2025, after having fallen behind rival TSMC. Read full article here.



### TSMC PLANS TO BUILD \$35B 5NM PLANT IN PHOENIX

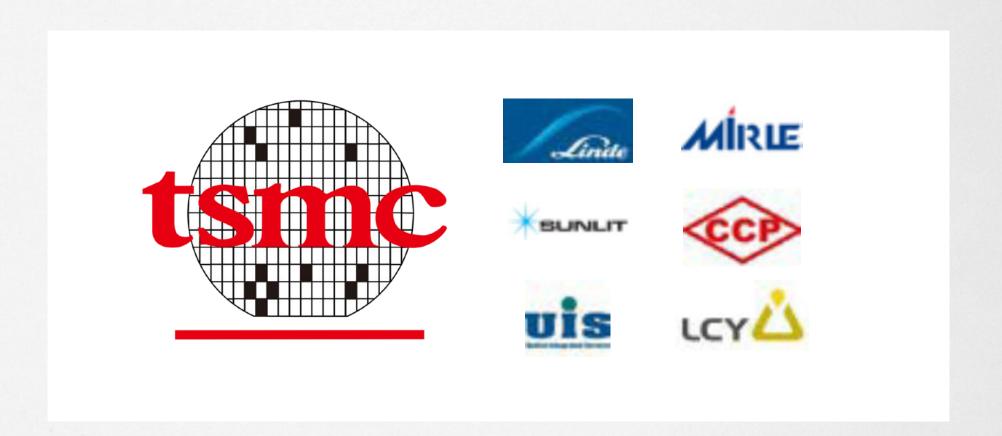
Upping its commitment to its state-of-the-art wafer fab in Arizona, Taiwan Semiconductor Manufacturing Corp. (TSMC), Taiwan, is reported to be investing some \$35 billion in the U.S. manufacturing facility, almost tripling the original \$12 billion it originally committed.

TSMC said in May of last year construction on the Arizona facility was planned to begin in 2021 with production slated to begin in 2024, and that it would be capable of producing 20,000 300 mm semiconductor wafers per month. The \$12 billion investment would be used through 2029 and the facility would create more than 1,600 jobs directly and thousands of indirect jobs in the ecosystem. Click here or here for more information.

# TSMC'S GIGAFAB / SEMICONDUCTOR IS SET TO BEGIN OPERATIONS IN 2023

With a market value of over \$550 billion, TSMC is one of the world's 10 most valuable companies. TSMC is now bringing the world's most advanced chip manufacturing to U.S. soil.

- The company is building a \$35 Billion GigaFab, including 6 Plants to manufacture 3nm and 5nm Chips @ 100,000 wafers per month capacity, which will create thousands of high-paying scientific and tech jobs in the area.
- TSMC is bringing in entire semiconductor ecosystem to Phoenix.
- 6 Multi-Billion plants are under constructions to support TSMC.
- Production is scheduled to start in Spring of 2023





#### Sources:

Phoenix Business Journal, May 28th, 2021

CNBC, October 16th, 2021

Electronics 360, Match 16th, 2021

Phoenix Business Journal, December 30th, 2021

## AMERICA'S HUB FOR EV MANUFACTURING

Phoenix has rapidly become the hub of electric vehicle (EV) manufacturing in the U.S.

- Every major EV company has a manufacturing presence in Arizona
- Every specialty of the EV industry has a presence in Arizona, including EV Manufacturing, EV Self-Driving and Battery technology manufacturing.

"Arizona is a magnet for auto innovation. We've had three EV groundbreakings in the last 16 months, which is incredible, Companies testing their cars at proving grounds in the state include GM, Ford, Toyota, VW, Chrysler and Nissan. Arizona is also the epicenter of automated driving. Waymo, Cruise, Tu-Simple, Embark, Intel and more all have operations here."

- SANDRA WATSON, PRESIDENT AND CEO OF THE ARIZONA COMMERCE AUTHORITY.





































## EV MANUFACTURING GROUNDBREAKING IN ARIZONA

### ELECTRAMECCANICA VEHICLES CORP.

a Vancouver, B.C. based designer and manufacturer in the electric vehicle industry, is building a factory in Mesa on a multi-acre site north of Phoenix-Mesa Gateway Airport to produce its three-wheeled single-seat SOLO cars. Read more

### LUCID MOTORS & LUCID AIR CARS

South of Mesa in Pinal County, two manufacturers are constructing factories. In Casa Grande, Lucid Motors is building luxury high-performance Lucid Air cars. Just last month, the Silicon Valley-based company opened a Scottsdale Fashion Square showroom for consumers to see and purchase them. Read more

### NIKOLA CORP.

And in Coolidge, Phoenix-based Nikola Corp. will complete the first phase of its 270,000-square-foot heavy trucks factory by the fourth quarter of this year. The first truck built at the \$600-million facility will be the Nikola Tre battery-electric vehicle. Read more

### COURTESY AUTOMOTIVE GROUP

Also at Scottsdale Fashion Square, the Courtesy Automotive Group — a family-owned Phoenix company since 1955 — is offering the Swedish-made Polestar electric vehicle brand and will open a store in the center by November.

### LI-CYCLE CORP.

The largest lithium-ion battery recycler in North America, plans to build its third commercial lithium-ion battery recycling facility on 28 acres at TSMC Gateway Commerce Park in the Southeast Valley at the Loop 202 and Power Road in TSMC. Read more

### ZERO ELECTRIC VEHICLES INC., (ZEV)

Nearby, Tempe-based Zero Electric Vehicles Inc., (ZEV) is manufacturing gas-to-electric vehicle conversions for light/mid-duty fleets and businesses.

### ATLIS MOTOR VEHICLES

Mesa-based Atlis Motor Vehicles is manufacturing battery cells and pack solutions as well as its XT Pickup Truck. Read more

### COEUR D'ALENE

In the West Valley, Coeur d'Alene, Idaho-based KORE Power Inc. expects to build a 1,000,000-square-foot lithium-ion battery manufacturing facility on a 214-acre site in Buckeye, 40 miles west of downtown Phoenix and just south of Interstate 10. Read more

### UACJ AUTOMOTIVE WHITEHALL INDUSTRIES

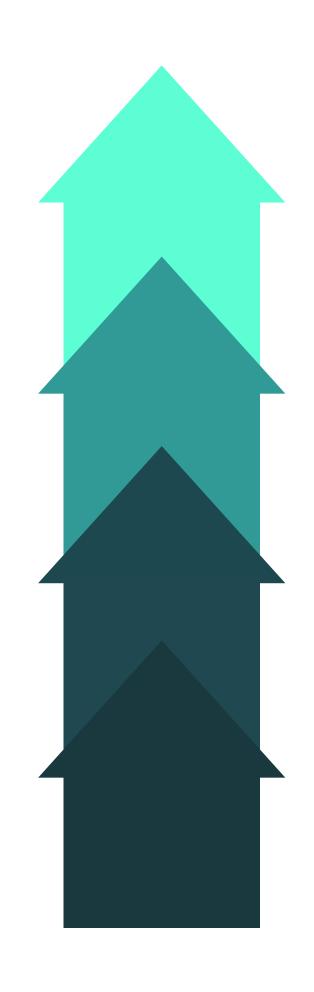
Northern Arizona is also participating in the state's EV boom. UACJ Automotive Whitehall Industries, of Ludington, Mich., will soon open an EV auto parts factory in a former Walgreens distribution facility in east Flagstaff.

- 1. APPLE purchases the Auto Testing Site and Proving Grounds from Chrysler, signaling that it's getting ready to start testing of its self drive platform in Arizona. Read more
- 2. TESLA & LG Energy Solutions setup mega EV Battery Production Facility. <u>Read more</u>
- 3. KOREPOWER the only US based manufacturer of Li-lon Batteries sets up a \$1 Billion Battery Manufacturing facility. Read more

# MARKET OVERVIEW

## MULTIFAMILY INVESTMENT MARKET FORCES

Metro Phoenix is set for very strong uptick in Rental Housing Demand that will translate into Higher Rents, Reduced Vacancy Rates and thus more Profitability.



### STRONG FORCES PUSH RENTAL HOUSING DEMAND

Rising interest rates = Decrease in housing affordability **Increased demand for rental housing** 

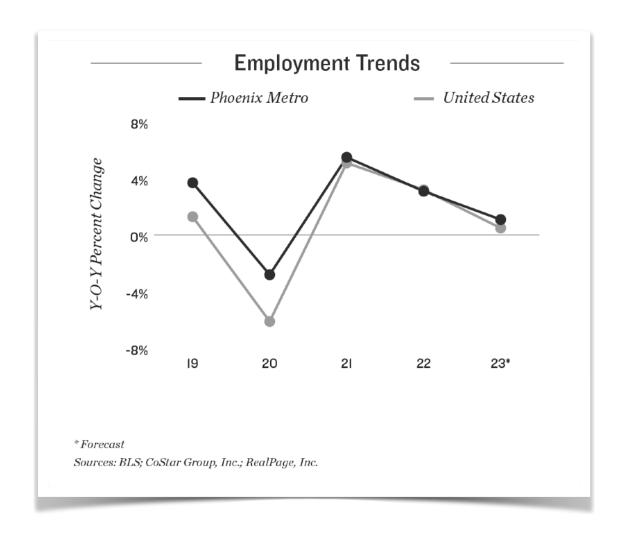
Rising interest rates = Stalled housing projects
Reduced supply

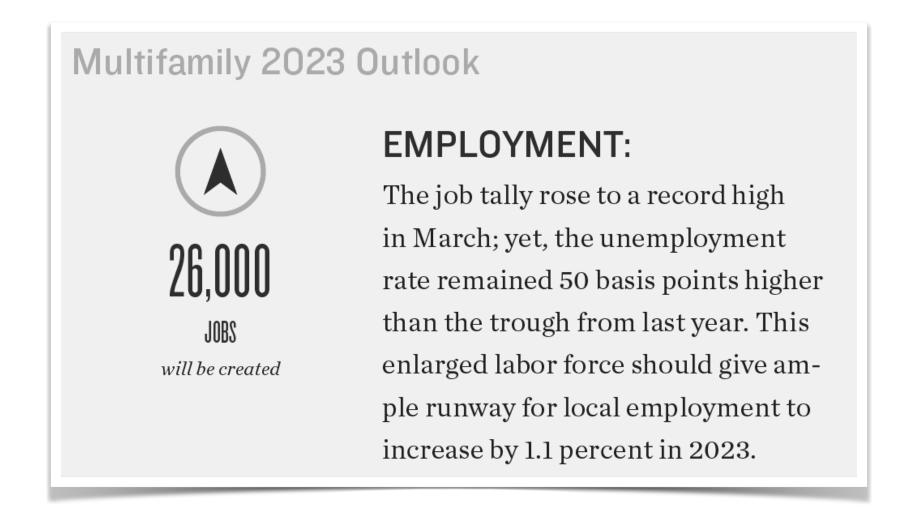
Continued strong job creation in Metro Phoenix **Increased demand** 

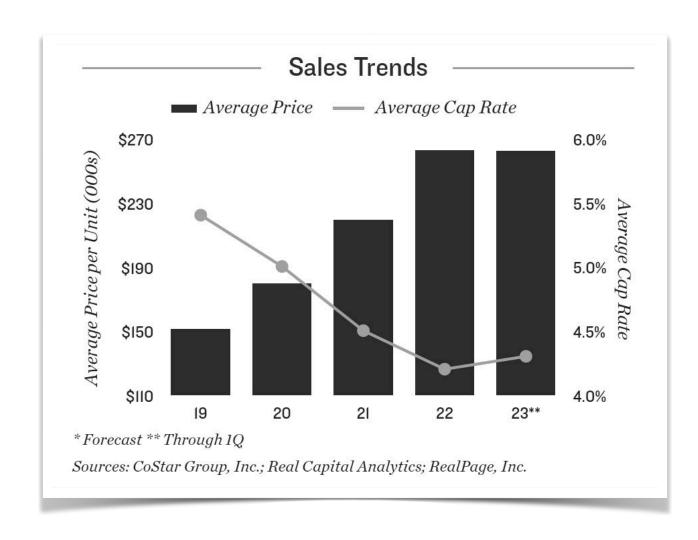
Continued strong net inward migration into Metro Phoenix **Increased demand** 

## **APARTMENT MARKET OVERVIEW**

Near Nation Leading Job Growth Propels Historical Demand in Thriving Phoenix Market. Phoenix's Prime Long Term Prospects Mitigate Concerns Regarding this Year's Recalibration.



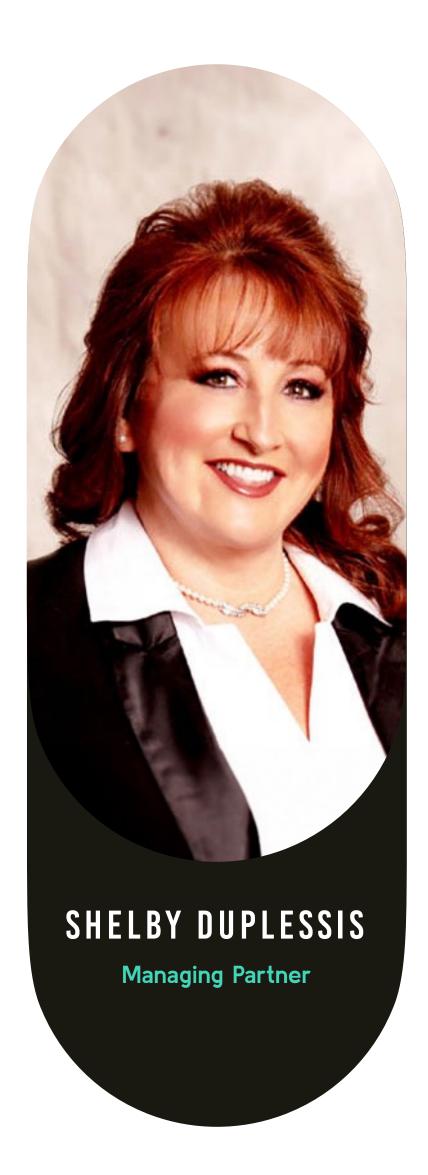




**Economic expansion approaches.** Phoenix is on the verge of notching a robust job growth period, but nevertheless faces record construction near-term, with property metrics reflecting this in 2023. Headline expansions — such as the construction of Taiwan Semiconductor Manufacturing Company's facility in Deer Valley — have piqued the interest of developers, with this entrance predicted to help spur the creation of 80,000 new jobs across the metro over the next five years. Builders responding to this, as well as record-low vacancy in 2021, complete more than 21,000 new units this year. In turn, heightened supply pressure will lift vacancy to a decade-high. This rise could, however, mark the end of a transitional period in the market. More than 316,000 new residents are projected to relocate to Phoenix over the next five years — ahead of all other major metros — boosting rental demand and tightening conditions further out.

Source: Marcus & Millichap Multifamily Phoenix Metro Area Market Report





## SHELBY DUPLESSIS MANAGING PARTNER

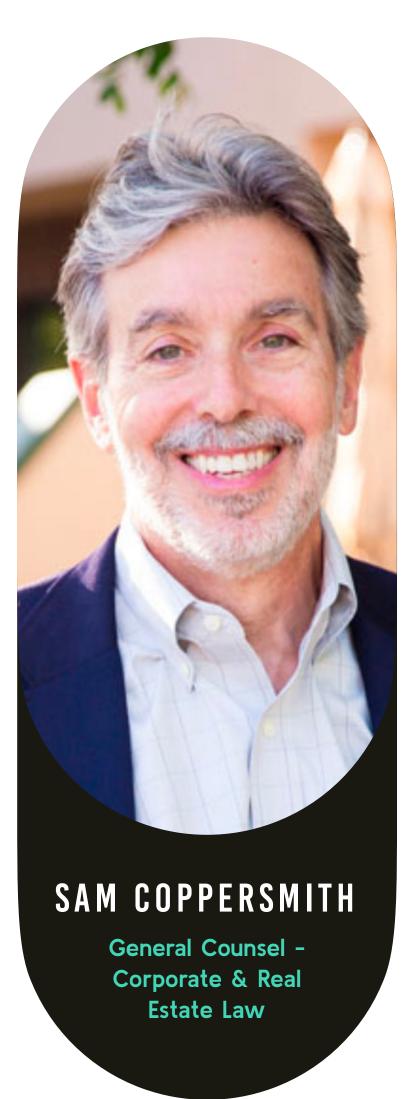
Shelby has developed more than 4500 Build to Rent Multifamily units and 7600 Single Family Homes in the Phoenix Metro market.

Her notable developments in Arizona include Vistancia, Sonoran Foothills, Desert Ridge, Prasada, Sonoran Mt Ranch and Dynamite Mt Ranch - all of which are now major landmarks in the Phoenix metro market.

She has more than 24 years of experience in development, land development, civil engineering, zoning and entitlement. She is responsible for team management; project and municipality coordination; public presentation and relationships; and civil design. Ms. Duplessis has had significant involvement with capital improvement projects for various municipalities, including the Cities of Phoenix, Avondale, Peoria, Laveen, Surprise, the Town of TSMC, and is an expert in their processes.

Ms. Duplessis recently was the President of Land Development at Empire where she oversaw more than 23 projects over the last 8 years. Prior to joining Empire, Ms. Duplessis served as a Managing Partner at CMX, a Phoenix based Civil Engineering Firm for 12 years, until its closure in 2009 and more recently at Bowman Consulting, a national Civil Engineering Firm, which she served as a Senior Project Manager for nearly 6 years. While with these firms she managed the Peoria office, which consisted of 50 plus employees, along with multiple projects and consultants.





## ANDY BARON LAND PLANNING & SITE DESIGN

Andy leads the design and vision for 10Y's Zen Brand of Residential Communities by bringing in his more than twenty years of experience designing and developing award winning communities. His goal is to push for striking and bold design elements that blend top design elements with desirable community living that serves our residents in our Communities.

Andy has designed more than a 100 Master Planned Communities in multiple states including Arizona, California, Colorado, Nevada and Texas. This translates to more than 300,000 housing units.

Andy was recently the Chairman of the Planning Commission of Chandler, Arizona where he developed and executed the City's vision for sustainable and balanced growth ranging from Industrial, Medical, Commercial and Residential Projects.

An award winning Designer, Andy has designed several trend setting communities like Summerlin (Las Vegas, Nevada) which continues to lead the top three ranked Master Planned Communities Nationwide in terms of total home sales. Andy has played a key role in the design and development of villages within Summerlin on projects by The Howard Hughes Corporation, Tri Pointe (Pardee Homes), Toll Brothers, and Lennar for the communities of Heritage at Stonebridge, Sandalwood at Stonebridge, Kings Canyon, Overlook and Acadia Ridge at Redpointe. Additionally, Andy designed the the community of Inspirada (Henderson, Nevada) and Vistancia (Peoria, Arizona) which continue to grow each year and be recognized as some of the nations most desired places to live.

## SAM COPPERSMITH GENERAL COUNSEL - CORPORATE & REAL ESTATE LAW

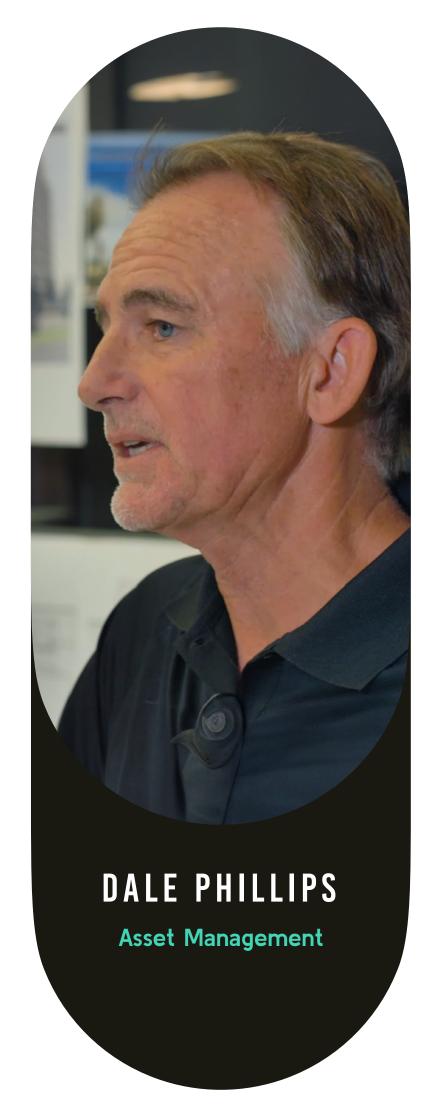
Recognized in The Best Lawyers in America® 2023 for work in Corporate & Real Estate Law

Sam focusses on business transactions and contracts, with an emphasis on business organization, governance and compliance, contract negotiation and land use. He has more than three decades of experience assisting both local and national businesses and nonprofits as well as individuals and small businesses.

Sam also has extensive political and governmental experience. As a Congressman from Arizona, Sam was a member of the U.S. House of Representatives where he served as a member of the Transportation and Science committees. He has also served as the Chair of the Arizona Democratic Party, and on numerous state and local boards and commissions.

Sam graduated from Harvard University (A.B. Economics) and Yale University - Yale Law School (JD).

Awards: The Best Lawyers in America: Corporate Law (2018 - present) & Real Estate Law (2019)





## DALE PHILLIPS ASSET MANAGEMENT

Dale has managed over 20,000 apartment units in Arizona, Nevada, Oregon, and Washington markets, which included a multitude of national developers' as clients. Dale has cultivated one of the most successful careers in the property management business in Phoenix. He served as President of Mark-Taylor Residential for 17 years. Dale has successfully led the charge of bringing over 19,000 Class-A new unit lease-ups to market as well as countless award winning dispositions. Under Dale's leadership, his organizations have been credited for #1 Best Places to Work in AZ multiple times, and in 2015 #1 Best Places to Work in the USA.

## DEREK PETERSON

### MARKETING & INVESTOR RELATIONS

Derek and Derek's firm - Adapt Media Agency are the pre-eminent marketing and branding forces in the Real Estate Syndication Industry. He has built brands, branding and marketing systems for over 800+ companies. These systems have since powered over \$35 Billion in Assets Under Management and over 225,000 multi-family apartment units.

From 2012-2017 Derek founded and ran three highly successful organizations in the medical field. Over the years, his companies have scaled national sales teams to exceed 2500+, developed cutting-edge software, and disrupted industries.

After graduating with a degree in Marketing, Derek headed into "big corporate" and moved up the ranks with companies such as ADP, Covidien, and Allergan. Soon after, he made a career and life-altering decision to go out on his own and start his own enterprises. His extensive experience in marketing real estate and its various aspects has led him to speak on many stages, host several podcasts, and paved the way for him to enjoy the many benefits of real estate investing personally.





## RICHARD LORENZEN PROJECT MANAGEMENT, CONSTRUCTION SUPERVISION

Richard is a Phoenix, AZ native. His career spans the whole spectrum of working for premier custom home builders, over to years of overseeing various construction projects including over 1,000 apartment units and also the redevelopment and property management of a commercial portfolio totaling over one million square feet. Richard holds a Master of Real Estate Development and a Bachelors in Construction Management from Arizona State University. Richard resides in Mesa, AZ with his wife and three daughters.

## DEAN YOUNG PROJECT MANAGEMENT, CONSTRUCTION SUPERVISION

Dean is an Arizona native with deep family ties to Arizona heritage and establishment. He has been a licensed contractor since 1983 and has been a well-known face in the Arizona

building industry for well over 37 years. To date, he has been involved as a contractor with over 93,000 residential dwellings and almost 9,200 commercial buildings and/or schools. He is called on often to provide expert witness testimony and to serve as an arbitrator in building-industry disputes and material failures. Dean also consults several manufactures in the event of a manufacture defect of product resulting from the Arizona climate.

Dean has been involved with many civic volunteer construction projects offering his time and talents and has often donated to Habitat for Humanities, Women's shelters, and Family shelters. Dean helped stage and run a primetime-aired Extreme Makeover in Gilbert, Arizona. He also ran makeovers for twenty-two Southern California Chase Banks as well as several high profile Mall renovations. On December 16th, 2014, Dean was featured along with Maria Giordano on ABC Good Morning America and Nightline in the "The Real Reality of Flipping Distressed Homes". Dean loves and looks for opportunities to be involved with historical property renovations and is passionate about the Phoenix East Valley heritage. Dean is currently the owner/operator of Envy Restoration Inc., AKA Texture Masters Inc. Envy is designed to handle anything from emergency services such as flood, fire, bio-hazards, environmental hazards, storm, wind, and trauma as well as the rebuild of devastated properties. Envy is a preferred vendor for many insurance providers and has worked hard and diligently to grow industry relations. In 2016, the gross sales for Envy Restoration Inc. exceeded 6.5 million. It currently employs 39 full-time employees and operates out of a brick and mortar building that is owned by Dean's asset holding company in downtown Mesa, Arizona. Envy originated in 1988 and was incorporated in 1992. Envy survived the recent recession by staying out of debt, having cash reserves, and by changing with market conditions.





## BRENNAN RAY LEGAL COUNSEL - ZONING & ENTITLEMENTS

Brennan Ray is one of the top rated Land Use & Zoning attorneys in Phoenix, AZ. He is also a Certified Specialist in Real Estate, Arizona Board of Legal Specialization, and practices zoning and entitlement law. Licensed for more than 17 years, he has practiced across Real Estate Specialties like land use planning, zoning, real estate transactions, landlord/tenant and title insurance. Brennan is also highly experienced in commercial and business litigation.

Brennan received his J.D. from St. Mary's University Law School in San Antonio, Texas in 2005. Prior to attending St. Mary's, he received a Bachelor of Arts degree and a Masters in Business Administration degree from Utah State University.

## BRYCE WEBSTER RESEARCH & ANALYSIS

Bryce is a seasoned real estate investment professional with 15 years of experience at New York Real Estate Firms. He has extensive experience with Real Estate Research & Analysis, Financial Modeling, Corporate Finance, and Valuations. Bryce takes care of all our advanced financial modeling and pro-forma development and also testing and verification of all key assumptions.

Cornell Undergrad NYU Stern for his MBA

Bryce is also a Licensed and Certified CFA (Chartered Financial Analyst) and is fully certified at Level I, Level II and Level III by the CFA Institute.





## DAVID BOHN ACQUISITIONS & DEVELOPMENT

Since starting his profession as a Civil Engineer in 2002, David Bohn has cultivated his career in land development projects ranging from large master planned communities, single family detached subdivisions, multi-family townhome or apartment complexes, and build to rent. He opened his first civil engineering firm in 2005 which entitled and developed projects not only in Arizona, but throughout other states in the United States, as well as internationally. This opportunity gave him countless experiences to synergize with clients, consultants, and municipal staff not only at home, but also abroad. After merging his firm with another, he spent three years building a market base, nearly doubling revenue each consecutive year, and cultivating a team to support the exponential growth.

Fusing his experiences over two decades, David is once again pursuing his passion for development projects. He has a knack for finding creative solutions and collaborating efforts between consultants, municipalities, developers, etc. when approached with challenging sites or improbable resolutions. Currently, his focus and specialty has been land entitlement process and he plays an intricate role throughout the civil engineering design phase and construction of the development process.

David is a registered Professional Engineer, Arizona

## CASEY MEYERES FINANCE, ACCOUNTING & TAX PLANNING

Casey Meyeres brings over 24 years of experience in public accounting, ranging from tax and audit compliance and consulting for a broad range of public and privately held companies, business owners, and high net worth individuals. Industries that he operates in include real estate, construction, retail, manufacturing, communications, information technology, media publication, home building, and professional services. Casey also served as Senior Manager at the Phoenix office for the Business Tax Services group of Deloitte. Casey Meyeres holds a B.S.B.A in accounting and finance from The University of Arizona and is an active member of the AICPA and ASCPA. Most recently Casey served a three-year term as treasurer for the Phoenix Civitan Foundation.

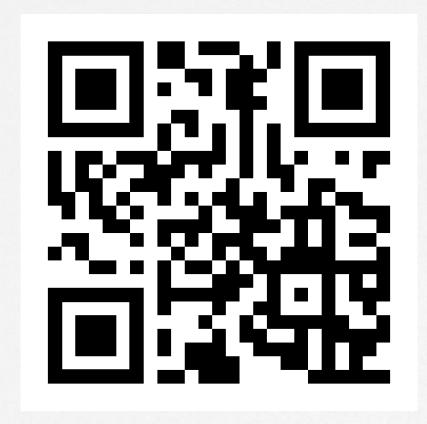
HOW TO INVEST



## STEPS TO INVEST

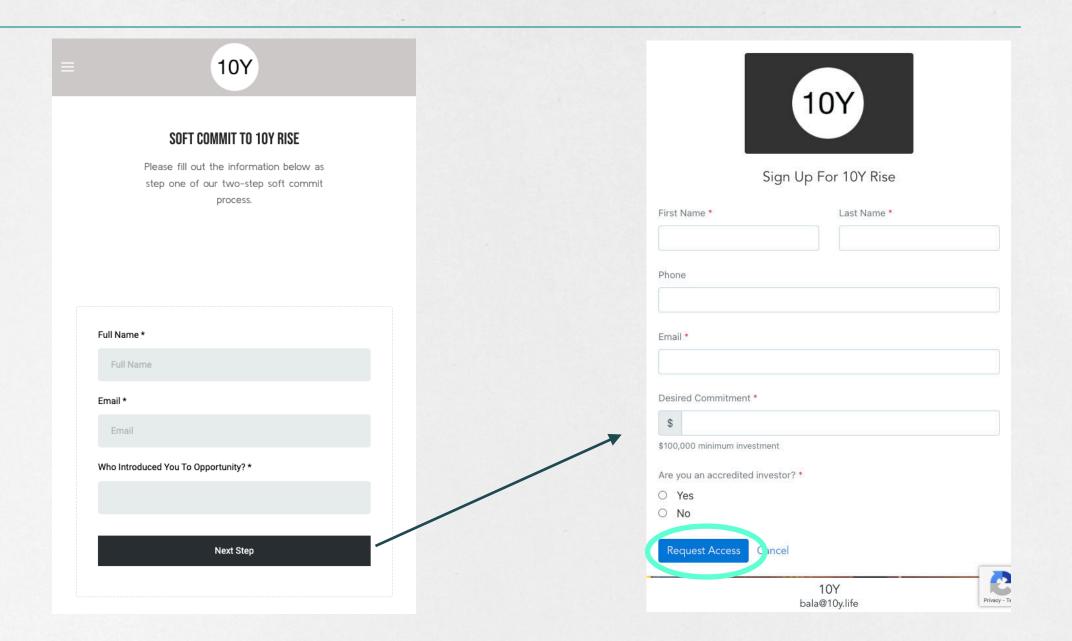
### STEP 1. PUT IN SOFT COMMIT

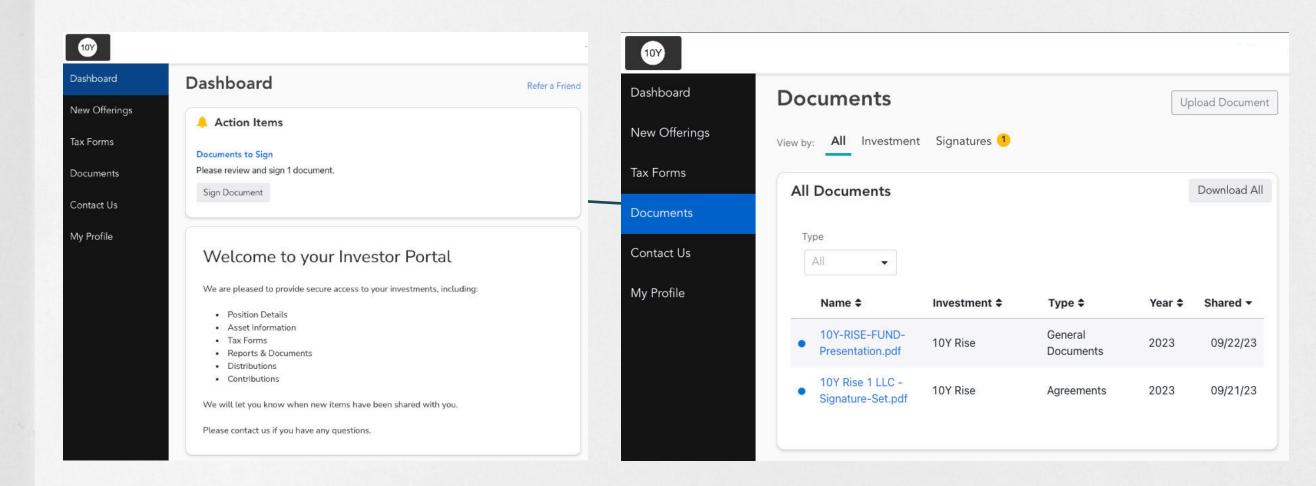
Visit <a href="https://www.10y.life/invest">https://www.10y.life/invest</a>. Enter your details and hit Next Step. Fill out the Soft Commit Form and hit "Request Access" You will receive 2 emails with next steps.



### STEP 2. SIGN UP AT THE INVESTOR PORTAL TO ACCESS DOCUMENTS

Use any of the 2 emails you have received to sign up at the Investor Portal. Once logged into the portal, you will have access to the documents. Download the docs and study it.





## STEPS TO INVEST

### STEP 3. TALK 1-ON-1 WITH SPONSOR TO EVALUATE FIT

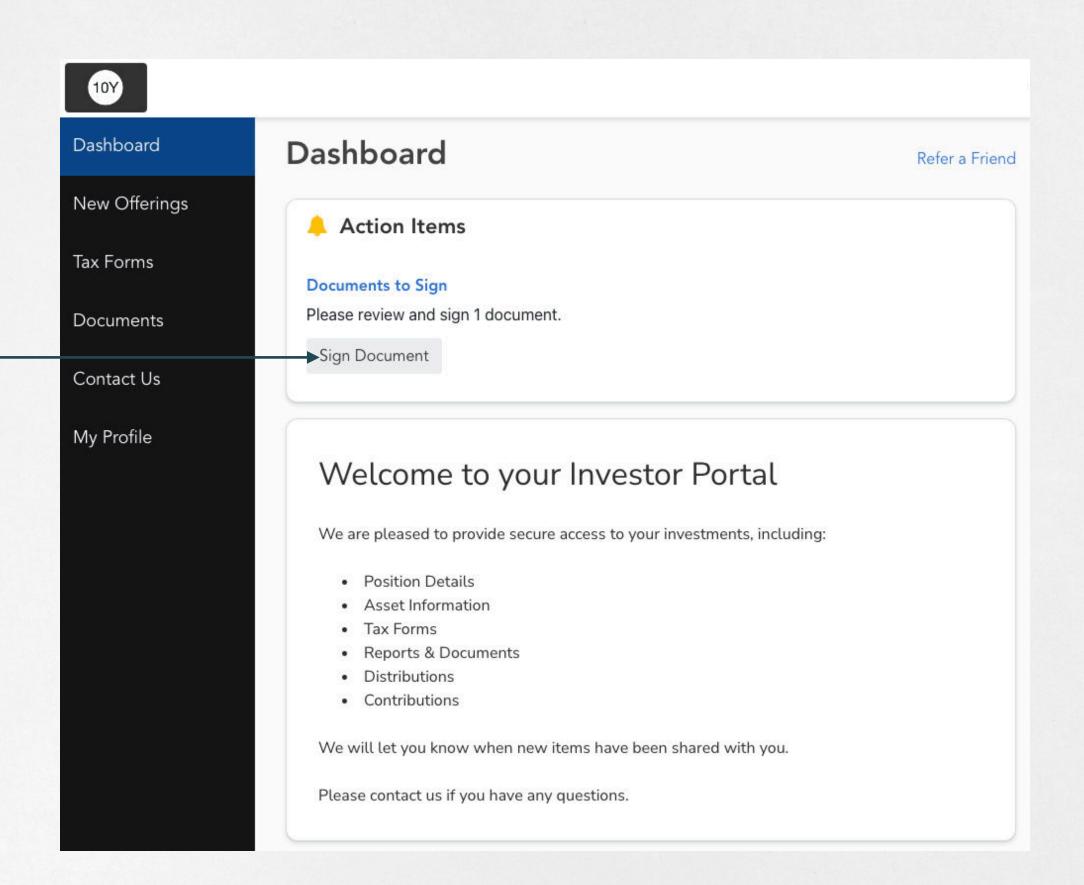
Use this Calendly link - https://www.10y.life/60 to schedule an hour with the sponsor. Review the investment, get questions answered and make sure this investment is a fit for you.

### STEP 4. SIGN PAPERWORK

Login to Investor Portal. Click "Sign Document" to sign the documents electronically. This holds your spot for the investment.

### STEP 5. WIRE FUNDS

Wire funds in 45 to 60 days from the date of signing. IF you need extra time, we can accommodate, please talk with us about this.



## TIMELINE TO INVEST

STEP 1. PUT IN SOFT COMMIT

Visit <a href="https://www.10y.life/invest">https://www.10y.life/invest</a>. Enter your Soft Commit Value and Contact Details and hit "Request Access" You will receive 2 emails with next steps.

### STEP 2. SIGN UP AT THE INVESTOR PORTAL TO ACCESS DOCUMENTS

Use any of the 2 emails you have received to sign up at the Investor Portal. Once logged into the portal, you will have access to the documents. Download the docs and study it.

### STEP 3. TALK 1-ON-1 WITH SPONSOR TO EVALUATE FIT-

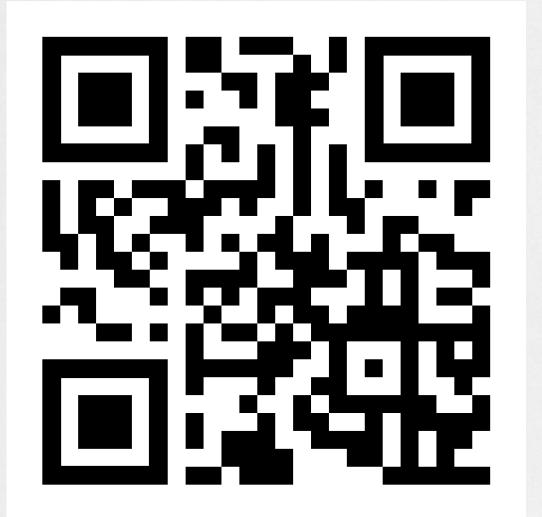
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### STEP 4. SIGN PAPERWORK

Login to Investor Portal. Click "Sign Document" to sign the documents electronically. This holds your spot for the investment.

### STEP 5. WIRE FUNDS

Wire funds within 45 days from the date of signing. If you need extra time, we can accommodate, please talk with us about it.



SCHEDULE WITHIN 10 DAYS FROM NOW

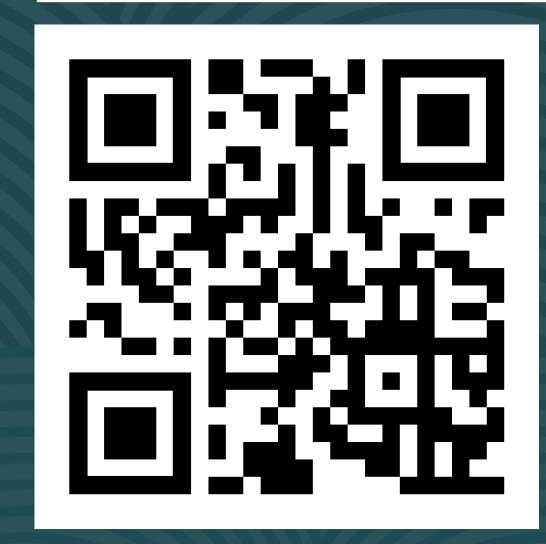
WITHIN 4 WEEKS FROM NOW

NOW

NOW

WITHIN 10 WEEKS FROM NOW

# PUT IN YOUR SOFT COMMIT HTTPS://WWW.10Y.LIFE/INVEST



CALENDLY TO BOOK TIME WITH BALA HTTPS://WWW.10Y.LIFE/60