



O F F E R I N G M E M O R A N D U M

# BOARDWALK INN

224 Carolina Beach Ave N, Carolina Beach NC 28428

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# EXECUTIVE SUMMARY

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Boardwalk Inn is a premier investment opportunity located on the iconic Carolina Beach boardwalk, recognized as one of America's Most Awesome Boardwalks by Budget Travel.

This charming 16-room beachfront boutique hotel offers stunning ocean views from its balcony, attracting a steady stream of tourists year-round.



## INVESTMENT HIGHLIGHTS

**Prime Location:** Situated on the Carolina Beach boardwalk, a major tourist attraction with multiple shops, restaurants, live music, and an amusement park.

**Operational Efficiency:** Revamped from outdated mom-and-pop hotel operations to an Airbnb setup, reducing costs and improving efficiency.

**Proven Success:** Managed by a team of experienced real estate investors with a track record of converting properties to the STR Boutique model.



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# HOSPITALITY

A rapidly growing and highly desired sector for investors due to:

- Immediate payment from guests
- Reduced likelihood of property damage
- Ability to adjust rates frequently
- Additional income opportunities such as bike rentals, pet fees, early/late check-in fees, pool passes for non-guests, and merchandise sales
- Absence of eviction concerns or months without rental income
- Mid term rentals during the off season offered to snowbirds

# NORTH CAROLINA TOURISM

**5th**

Among top destinations nationally

**43M**

Total number of visitors (2022)

**\$97.6**

Visitor spending per day (2023)

**87%**

Leisure travelers

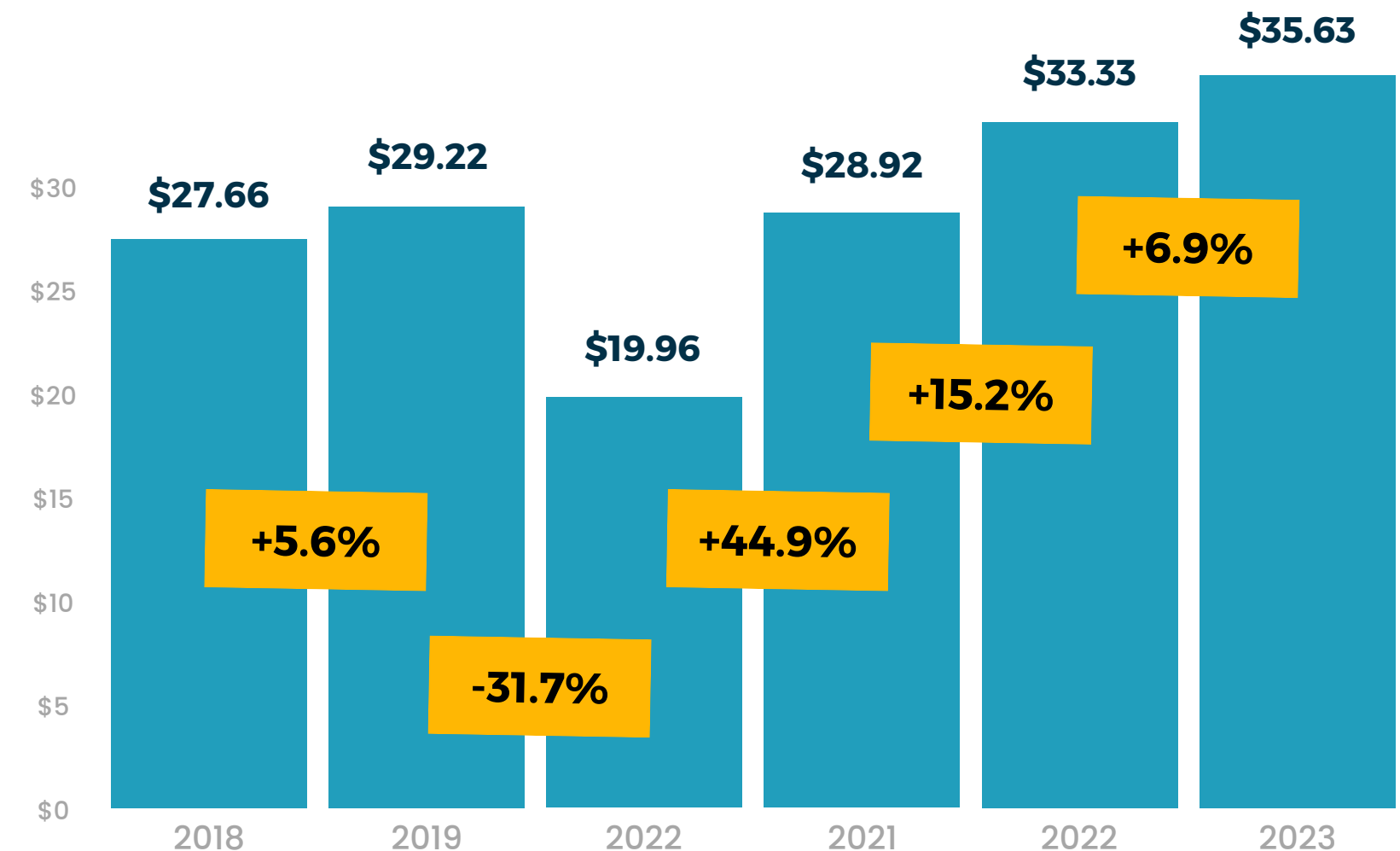
**10%**

Business travelers

**70%**

Out-of-state visitors

## Total Direct Visitor Spending (DOMESTIC & INTERNATIONAL IN BILLIONS)



Source: Visit NC



# CAROLINA BEACH & BOARDWALK

## RECOGNITIONS

**AMERICA'S MOST  
AWESOME BOARDWALKS**

Budget Travel

**ONE OF THE BEST  
BEACHES IN NC**

US News

**ONE OF THE TOP 10  
BOARDWALKS  
IN THE US**

Food & Wine Magazine



Carolina Beach boardwalk has multiple shops, restaurants, live music, and even an amusement park



Carolina beach nightlife and music scene comes alive in the summer along the boardwalk.

Photo Source: Visit NC FB



# CAROLINA BEACH

**~12M**

VISITORS  
(2021)

**\$996**

AVERAGE TRIP  
EXPENDITURE (2021)

**7K**

POPULATION  
(2024)

## VISITOR INFO

**83%** Overnight visitors

**91%** Leisure travelers

**4%** Business travelers



# AMENITIES



**NORTH CAROLINA AQUARIUM**

- Located 15 minutes from the Motel
- Currently undergoing a \$30 million renovation, enhancing its appeal



**FORT FISHER STATE PARK**

- Recently opened a new museum, which is a popular venue for weddings
- Also conveniently located 15 minutes from Boardwalk Inn

# INVESTMENT HIGHLIGHTS



<b>PROPERTY:</b>	Boardwalk Inn
<b>PURCHASE PRICE:</b>	\$4.5 million
<b>DOWN PAYMENT:</b>	\$1.25 million (\$1 million due at closing, \$250,000 due by December 30, 2024)
<b>SELLER NOTE:</b>	\$3.25 million at 3% interest for 5 years
<b>PAYMENT TERMS:</b>	12 months no payments, with 6 months deferred to the balloon payment
<b>NUMBER OF ROOMS:</b>	Currently 16 Rooms
<b>UNDERWRITING</b>	Modeled using Carolina Beach Inn (CBI)
<b>LOCATION:</b>	Superior Location to CBI with Beach Front Amenities, a pool, and walking distance to nightlife

# INVESTOR RETURNS

We have negotiated **better returns** for Timberview Capital investors, offering **14% preferred returns for a \$100K** minimum investment and **16% returns for a \$500K** minimum investment.

	PREFERRED RETURN	
Class A (\$100K minimum)	<del>12%</del>	14%
Class B (\$500K minimum)	<del>14%</del>	16%

Investors will receive preferred returns **paid monthly** beginning the month after closing, and are **first in line** to receive profits.

The investment has a five-year term and you will benefit from a **cost segregation** for maximum depreciation.

We have limited space in each class of shares so we will accept investors on a **FIRST-COME, FIRST-SERVED** basis.

# COST SEGREGATION

## WITH 60% BONUS DEPRECIATION

With a Cost Segregation study and the current 60% bonus depreciation factored into the returns, our IRR is estimated to be 28.5%, with an equity multiple of 2.24. If 100% bonus depreciation is reinstated, the IRR will push to an estimated 30%.

<b>Cost Seg plus 60% Bonus Depr</b>	<b>Year 1</b>	<b>Year 2</b>	<b>Year 3</b>	<b>Year 4</b>	<b>Year 5</b>
	<b>2025</b>	<b>2026</b>	<b>2027</b>	<b>2028</b>	<b>2029</b>
Estimated Depreciation	27,363	7,043	5,234	4,134	3,836
Pref	16,000	16,000	16,000	16,000	16,000
<i>Tax Benefit from Depreciation (30%)</i>	8,209	2,113	1,570	1,240	1,151
Pref Unit	-100,000	-	-	-	-
Pref Unit Repayment at Exit					100,000
<b>Pre Lev Cash Flow</b>	<b>-75,791</b>	<b>18,113</b>	<b>17,570</b>	<b>17,240</b>	<b>117,151</b>
<b>Unlevered IRR</b>					<b>28.52%</b>
<b>Multiple</b>					<b>2.24</b>

# COST SEGREGATION

## WITH 100% BONUS DEPRECIATION

A bill has passed the House but not the Senate to restore 100% bonus depreciation, which may or may not go into effect this year

<b>Cost Seg plus 100% Bonus Depr</b>	<b>Year 1</b>	<b>Year 2</b>	<b>Year 3</b>	<b>Year 4</b>	<b>Year 5</b>
	<b>2025</b>	<b>2026</b>	<b>2027</b>	<b>2028</b>	<b>2029</b>
Estimated Depreciation	43,226	2,156	2,156	2,156	2,156
Pref	16,000	16,000	16,000	16,000	16,000
<i>Tax Benefit from Depreciation (30%)</i>	12,968	647	647	647	647
Pref Unit	-100,000	-	-	-	-
Pref Unit Repayment at Exit					100,000
<b>Pre Lev Cash Flow</b>	<b>-71,032</b>	<b>16,647</b>	<b>16,647</b>	<b>16,647</b>	<b>116,647</b>
<b>Unlevered IRR</b>					<b>30.02%</b>
<b>Multiple</b>					<b>2.35</b>



# INVESTOR USAGE POLICY

Investors & their family members will be allowed to stay during peak season and off-season, excluding major holidays (4th of July, Memorial Day, Labor Day, Thanksgiving, Christmas, and New Year's).

INVESTMENT AMOUNT	PEAK SEASON	OFF SEASON
\$100K	3 days	3 days
\$500K	4 days	5 days

# BUY BOX

## SELLER: Tired Husband & Wife Team or Independent

- Inefficient operation
- Onsite to check in guests
- Lack of Online Presence
- Poor financials
- Husband does handyman work, wife does cleaning

## Property Type

- 12-40 Units
- Rooms in need of value-add overhaul and rebrand
- Minimal if any online presence or booking channels
- Dated amenities, electronics, and internet
- Onsite office with opportunity to add a room
- Key system vs remote entry system
- Potential additional income streams (parking, laundry, pool day pass, bike rental, merchandise)



# PROPERTY OVERVIEW



A 16-room boutique hotel on the Carolina Beach boardwalk, featured as one of America's Most Awesome Boardwalks by Budget Travel



Has direct beach access and spectacular ocean views from its balconies



# PROPERTY PLAN

## Office Conversion

Current office will be converted to an additional rentable unit, making it 17 total units with potential an 18th room pending parking approval via zoning



## System Improvements

Revamped systems, automations, and updated pricing

## Complete Rebrand

- Signage and design to be upgraded
- Upgrade classic interior to a modern finish with fresh new design

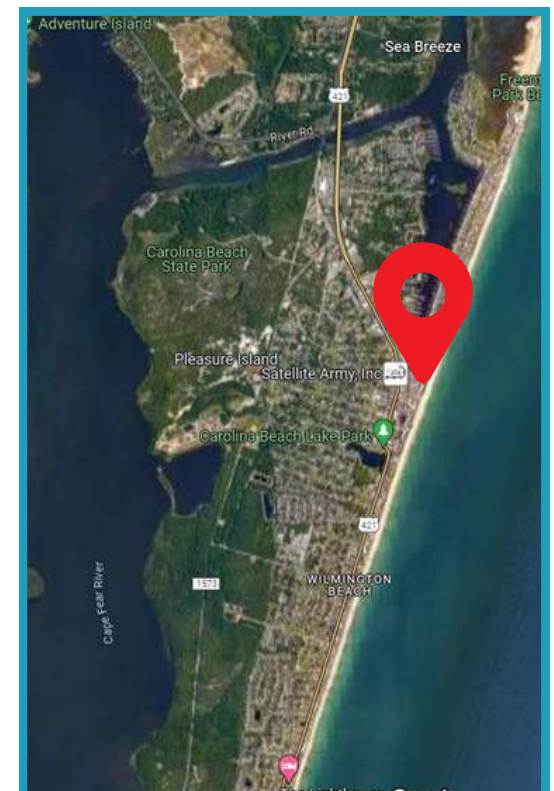
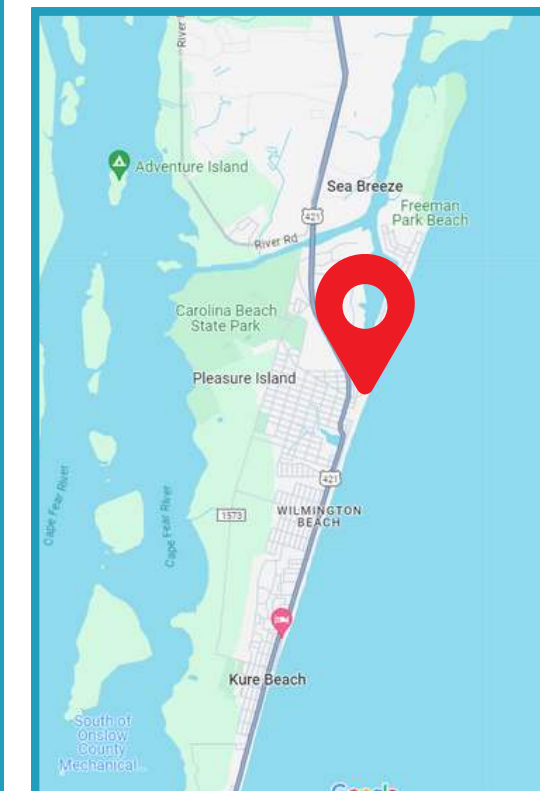
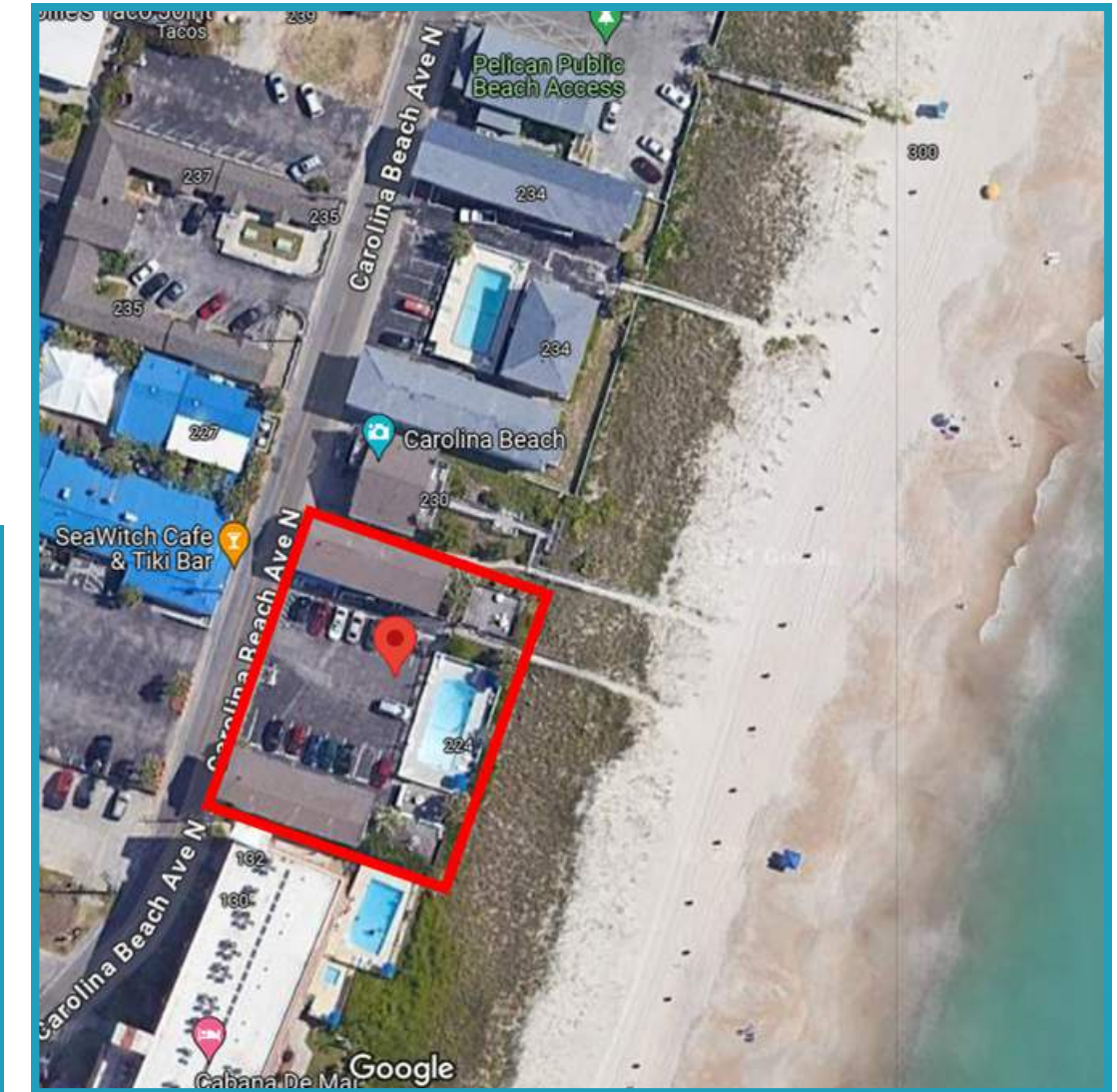
## Exterior Enhancements

- Exterior to be painted
- Pool deck to be upgraded
- New pool furniture
- Potential new beach access with added water views
- Landscape upgrade
- Improved parking plan

# ENHANCED OPERATIONS

- No Onsite Office Staff
- Keyless Entry
- Virtual Guest Relations
- Pricing Optimization
- New PMS System
- In-house Maintenance
- In-house Housekeeping
- Complete Rebrand
- New Website

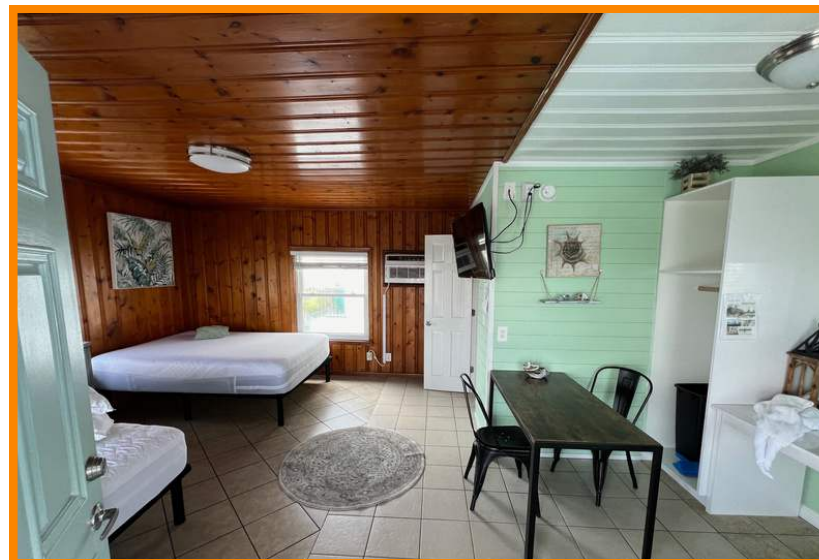
# AERIAL VIEW



# EXISTING VS PROPOSED

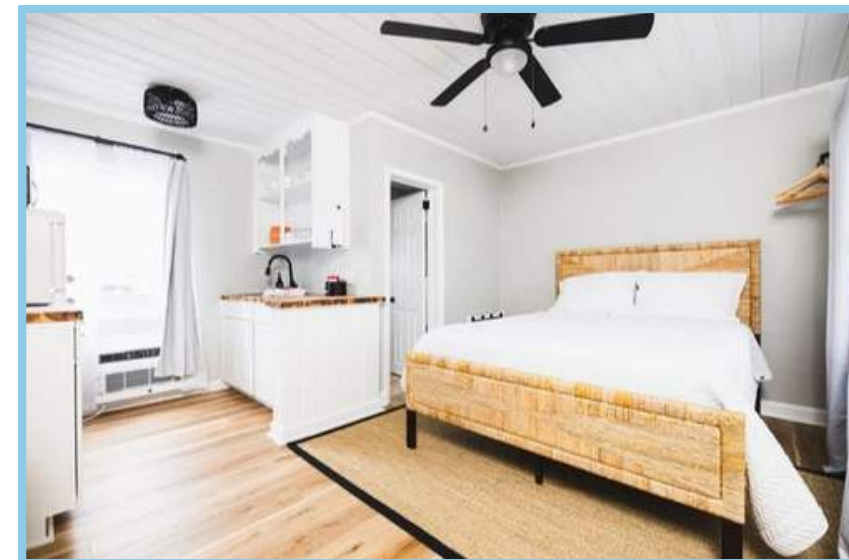
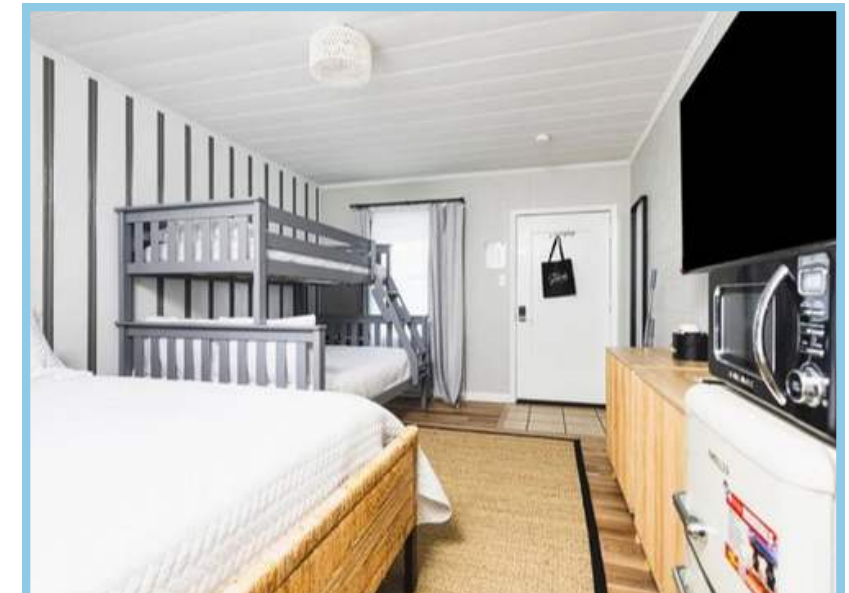
BEFORE

SEAWITCH INN



AFTER

BOARDWALK INN



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# POOLSIDE AND DECK AREA



# HOTEL TERMINOLOGY

SOURCED FROM STR GLOBAL

## Rooms Available (Room Supply)

The number of rooms in a hotel or set of hotels multiplied by the number of days in a specified time period

Example: 100 available rooms in subject hotel x 31 days in the month = Room Supply of 3,100 for the month

## Average Daily Rate (ADR)

A measure of the average rate paid for rooms sold, calculated by dividing the room revenue by rooms sold

**ADR = Room Revenue / Rooms Sold**

## Occupancy

The percentage of available rooms that were sold during a specified period of time

Occupancy is calculated by dividing the number of rooms sold by rooms available

**Occupancy = Rooms Sold / Rooms Available**

## RevPAR (Revenue Per Available Room)

The total guest room revenue divided by the total number of available rooms

RevPAR differs from ADR because RevPAR is affected by the amount of unoccupied available rooms, while ADR shows only the average rate of rooms actually sold

**RevPAR = Occupancy x ADR**

# FINANCIAL PROJECTIONS

**ROOM RATE VS CBI – 18% Premium Due Location**

**ADR Growth Rate – 3%**

## EXPENSES

- Variable Expenses based on Revenue
- Fixed Expenses based on Actuals or quoted

**Room Addition – \$26,000 increase in NOI**

	2025	2026	2027	2028	2029
<b>Net Operating Income</b>					
Total Available Rooms	5,840	5,840	5,840	5,840	5,840
Rooms Sold	3,504	3,562	3,621	3,621	3,621
Occupancy	60%	61.00%	62.00%	62.00%	62.00%
Average Daily Rate	250.00	257.50	265.23	273.18	281.38
RevPAR	150.00	157.08	164.44	169.37	174.45
Room Revenue	876,000	917,318	960,327	989,136	1,018,811
Total Revenue	876,000	917,318	960,327	989,136	1,018,811
Rooms Expense	68,416	71,643	75,002	77,252	79,569
Information Technology	8,760	9,173	9,603	9,891	10,188
Supplies	24,178	25,318	26,505	27,300	28,119
Total Operating Expense	101,353	106,134	111,110	114,443	117,876
Admin and General	15,768	16,512	17,286	17,804	18,339
Advertising	81,468	85,311	89,310	91,990	94,749
Maintenance	21,900	22,933	24,008	24,728	25,470
Utilities	41,522	43,481	45,519	46,885	48,292
Total Overhead Expense	160,658	168,236	176,124	181,408	186,850
Operational Management Fees	105,120	110,078	115,239	118,696	122,257
Asset Management Fee	13,315	13,943	14,597	15,035	15,486
Insurance	26,280	27,520	28,810	29,674	30,564
Real and Personal Property Taxes	13,140	14,405	14,549	14,694	14,841
Total Non-Operating Expenses	157,855	165,946	173,195	178,100	183,149
Net Operating Income	<b>456,133</b>	<b>477,002</b>	<b>499,898</b>	<b>515,186</b>	<b>530,935</b>
NOI Margin	52.1%	52.0%	52.1%	52.1%	52.1%
Reserves	41,522	43,481	45,519	46,885	48,292
Stabilized NOI/EBITDA	<b>414,611</b>	<b>433,521</b>	<b>454,379</b>	<b>468,301</b>	<b>482,644</b>
Underwriting NOI Margin	47.3%	47.3%	47.3%	47.3%	0.0%

# PRO FORMA

- Worst Case NOI to pay all expenses to include seller debt and pref which totals \$338,000 annually.

- **Year 1**
  - Maintain 60% Occupancy and drop rates by 18%
  - Maintain Rate \$250 ADR with occupancy dropping by 10.95%

- **Year 3**
  - Maintain 62% Occupancy and drop rates by 25.3%
  - Maintain Rate \$265.23 ADR with occupancy dropping by 15.85%

	Year 1 2025	Break Even Hold Occupancy	Break Even Hold Rate
<b>Net Operating Income</b>			
Total Available Rooms	5,840	5,840	5,840
Rooms Sold	3,504	3,504	2,865
Occupancy	60%	60.00%	49.05%
Average Daily Rate	250.00	205.00	250.00
RevPAR	150	123	122.63
Room Revenue	876,000	718,320	716,130
Total Revenue	876,000	718,320	716,130
Rooms Expense	68,416	56,101	55,930
Information Technology	8,760	7,183	7,161
Supplies	24,178	19,826	19,765
Total Operating Expense	101,353	83,110	82,856
Admin and General	15,768	12,930	12,890
Advertising	81,468	66,804	66,600
Maintenance	21,900	17,958	17,903
Utilities	41,522	34,048	33,945
Total Overhead Expense	160,658	131,740	131,338
Management fees - % of GOP	105,120	86,198	85,936
Asset Management Fee	13,315	10,918	10,885
Insurance	26,280	21,550	21,484
Real and Personal Property Taxes	13,140	10,742	10,849
Total Non-Operating Expenses	157,855	129,408	129,154
Net Operating Income	456,133	374,062	372,781
NOI Margin	52.10%	52.10%	52.10%
Reserves	41,522	34,048	33,945
<b>Stabilized NOI/EBITDA</b>	<b>414,611</b>	<b>340,014</b>	<b>338,837</b>
Underwriting NOI Margin	47.3%	47.3%	47.3%

	Year 3 2028	Break Even Hold Occupancy	Break Even Hold Rate
<b>Net Operating Income</b>			
Total Available Rooms	5,840	5,840	5,840
Rooms Sold	3,621	3,621	2,695
Occupancy	62%	62.00%	46.15%
Average Daily Rate	265.23	198.00	265.23
RevPAR	164.44	122.76	122.4
Room Revenue	960,327	716,918	714,824
Total Revenue	960,327	716,918	714,824
Rooms Expense	75,002	55,991	55,828
Information Technology	9,603	7,169	7,148
Supplies	26,505	19,787	19,729
Total Operating Expense	111,110	82,947	82,705
Admin and General	17,286	12,905	12,867
Advertising	89,310	66,673	66,479
Maintenance	24,008	17,923	17,871
Utilities	45,519	33,982	33,883
Total Overhead Expense	176,124	131,483	131,099
Management fees - % of GOP	115,239	86,030	85,779
Asset Management Fee	14,597	10,897	10,865
Insurance	28,810	21,508	21,445
Real and Personal Property Taxes	14,405	10,722	10,830
Total Non-Operating Expenses	173,051	129,157	128,918
Net Operating Income	500,042	373,331	372,102
NOI Margin	52.10%	52.10%	52.10%
Reserves	45,519	33,982	33,883
<b>Stabilized NOI/EBITDA</b>	<b>454,523</b>	<b>339,349</b>	<b>338,219</b>
Underwriting NOI Margin	47.3%	47.3%	47.3%



# CASE STUDY

## CAROLINA BEACH INN

### Seller: Husband and Wife Team

- Inefficient Operations
- Onsite to check in guests
- Lack of Online Presence
- Historical financials for the property were below average, no management fees as they handled all of this themselves, directly resulted in poor results

### Acquisition May 2022

- Transitioned to Management Light model - similar to Air B & B
- Made upgrades to rooms in the fall/winter of 2022
- Updated Marketing with addition to online booking platforms

### First Full Year 2023

- Revenue and NOI shows strong growth in 2023
- Focused on Expenses Management

### Rolling 12 Months June 2023 - May 2024

- Shows incremental growth in Revenue in the last 12 months
- Continue to make some tweaks on the expense side
- Maintenance is elevated in rolling 12 as we continued to re-invest into the property (Capex is included in these numbers)

### Summing Up - Key Highlights

- Branding and our management model is achieving high performance
- Investors/Partners began getting profit distributions in 2023
- Committed to the market with additional acquisitions
  - Finishing full renovation (21 Doors) of sister property one street over
  - Acquired 28 Door in next town over with a similar set up as the cash Study
  - Boardwalk Inn will be a similar story with a superior location as it is on the beach

# CASE STUDY

## CAROLINA BEACH INN

- **Sales Growth**

- Online Presence (Marketing)
- Revenue Management

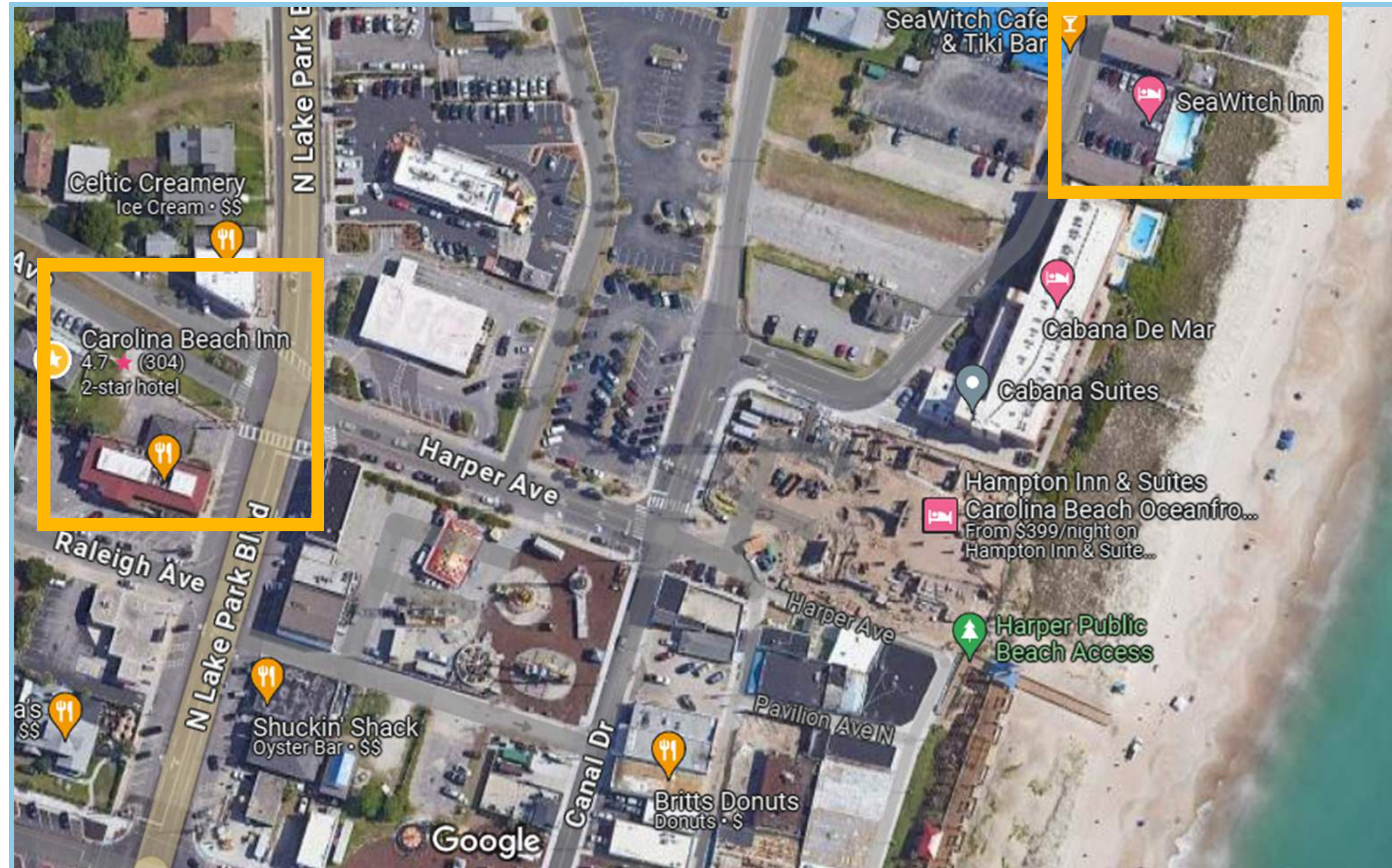
- **Net Operating Income Growth**

- Average \$270,000

	2018-2021 Ave	2023	Rolling 12 2024
<b>Net Operating Income</b>			
Total Available Rooms		4,380	4,380
Rooms Sold		2,506	2,700
Occupancy		57.21%	61.64%
Average Daily Rate		<b>204.89</b>	<b>211.04</b>
RevPAR		117.23	130.09
Room Revenue	243,172	513,445	530,961
Total Revenue	243,172	513,445	530,961
Rooms Expense	20,600	40,837	41,468
Information Technology	2,432		
Supplies	32,419	31,038	14,644
Total Operating Expense	55,451	71,874	56,113
Admin and General	20,515		199
Advertising	7,055	45,585	49,303
Maintenance	2,461	18,929	29,637
Utilities	20,340	17,334	15,110
Total Overhead Expense	50,371	81,848	94,250
Management Fees - % of GOP		60,931	67,867
Asset Management Fee		7,702	7,964
Insurance	18,212	33,045	16,978
Real and Personal Property Taxes	3,000	2,966	2,966
Total Non-Operating Expenses	21,212	104,644	95,776
Net Operating Income	116,138	255,079	284,823
NOI Margin	47.8%	49.7%	53.6%

# CASE STUDY

## CAROLINA BEACH INN



# CASE STUDY

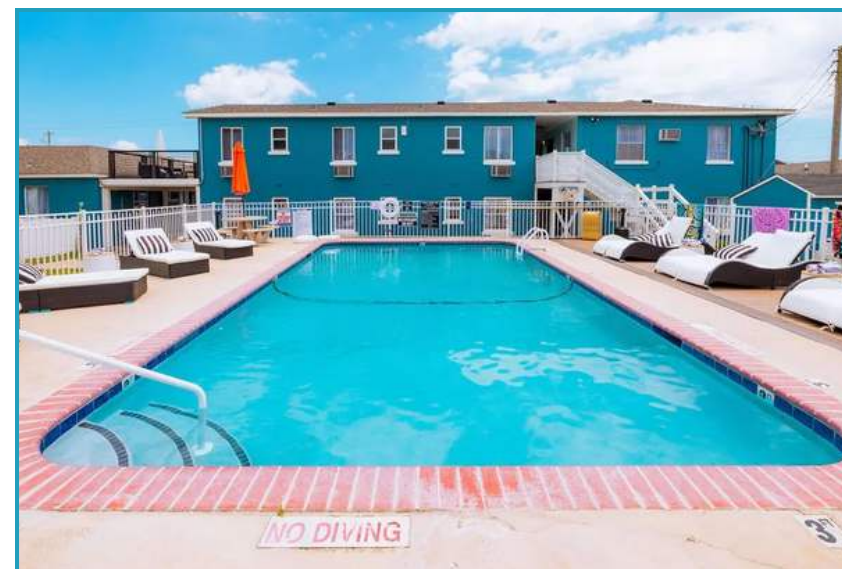
## SEABIRDS MOTEL

- Sister hotel to The Boardwalk Inn
- Located 3 miles away
- Rebranded from Moran Motel to Seabirds Motel

BEFORE



AFTER





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# SPONSOR TEAM

# ALAN URAM



Alan Uram is a seasoned commercial banker with 22 years of finance experience lending in both commercial real estate and operating companies working with both community and regional banks in the Carolinas.

Over the years, he has managed family assets which include acquisitions, refinancing and sales of several types of real estate assets including flex office, apartments, single family development and retail in both Mississippi and South Carolina.

In 2019, he began investing with Cassie and Dan Tollens in various projects consisting of property renovations (buy/flip/sell), rental acquisitions, and operating companies. Most recently he partnered with the Tollens entering the boutique hotel space with acquisition of four properties in North Carolina ranging in unit sizes 12-30. All of these properties have had a remodel component with a conversion from traditional hotel operations to an Air B & B set up to reduce costs and improve efficiency.

# TYSON COBB, MD



Dr. Tyson Cobb is a semi-retired orthopedic surgeon with over 40 years of investing experience across multiple asset classes. He grew tired of the inconsistent returns and volatility of the stock market and moved into real estate investments which provided much better returns and more stability.

Tyson's real estate investing experience totals over \$1B in commercial assets as both a limited partner and general partner. He invests in multifamily (apartments), triple net commercial, car washes, Texas vineyards, farm ground, hotels, and self-storage units.

He continues to acquire his own real estate investments, join ventures with partners in his network, and pool funds with other aspiring commercial real estate investors to acquire large assets in syndications. While he continues to operate as an orthopedic surgeon one day per week, he spends most of his time researching and underwriting real estate deals.

Tyson invites qualified investors to invest alongside him when he finds a home-run investment which represents less than 1% of the deals he researches. To mitigate risk and ensure he and his investors have a consistent flow of investing opportunities, Tyson seeks out highly vetted operational teams across multiple markets and various asset classes in the U.S. In addition to helping colleagues find financial freedom, Dr. Cobb has also found purpose in his life by financially supporting charitable organizations that support those who are less fortunate.

# RAFA LOZA



Rafa Loza is an entrepreneur and real estate investor who's made his mark in the hospitality and short-term rental industry over the past seven years. Originally leveraging an arbitrage model, Rafa seamlessly transitioned into boutique hotel operations, his entrepreneurial spirit fueling his growth.

He now owns and operates a large-scale hospitality brand, managing over 72 short-term rentals and a boutique hotel all in house, with his portfolio growing month after month.

What sets Rafa apart is not just his knack for spotting opportunities and crafting win-win deals, but also his passion for sharing his journey. He's developed a wealth of tips and tricks over the years, from strategic scaling techniques to the fine art of building rewarding relationships.

Rafa's approach is rooted in a set of solid principles and ethics, and he's always on the lookout for like-minded individuals to collaborate with in the pursuit of revolutionizing the hospitality sector.

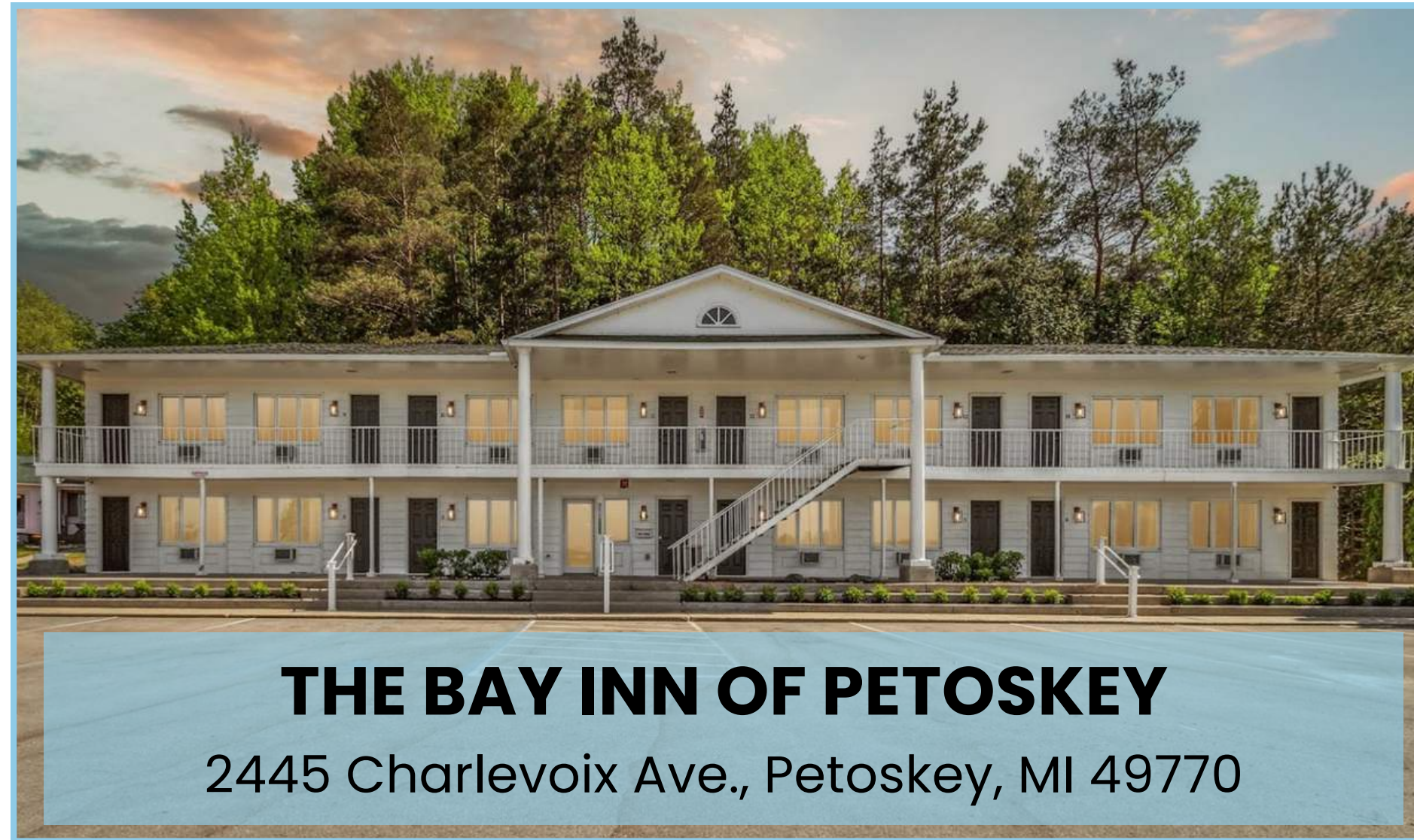
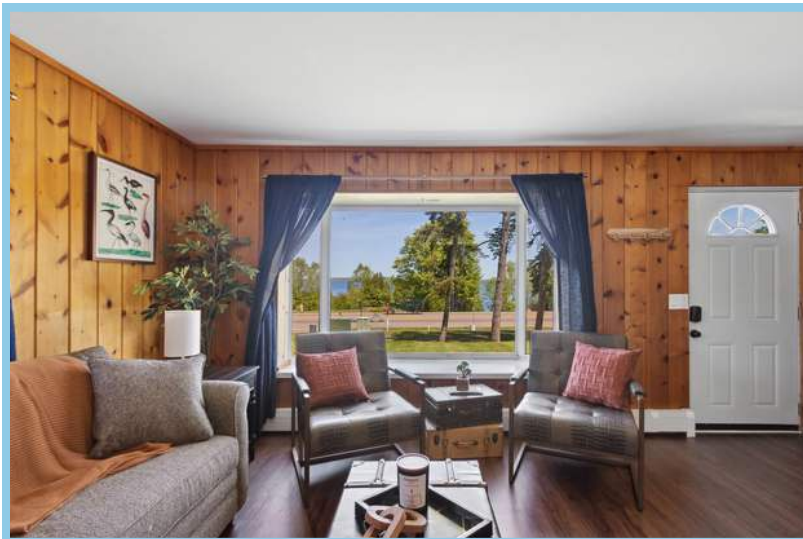
He relocated to Carolina Beach, a short distance from the Boardwalk Inn.



# CURRENT HOLDINGS

## RAFA LOZA

- Went from \$220k to \$510k in year one of operations
- 2024 is on track to hit \$615k



# CURRENT MARKETS



# CASSIE & DAN TOLLENS



Dan and Cassie Tollens have been married 16 years and have worked together for 18 years starting out as regime managers together in Charleston, SC. Dan is a licensed builder and Cassie is a licensed real estate agent and property manager, working primarily on their investments. They quickly realized that with their combined skill sets, the entrepreneurial possibilities were endless.

Over the last 15 years, they have built multiple businesses and vertically integrated them within their real estate investing journey. In the last 3 years alone, they have purchased and grown their roll-off dumpster business (Charleston, SC) from 25 dumpsters and zero trucks to over 200 dumpsters and 5 trucks.

With a new market on the horizon (Wilmington, NC), they have also purchased four hotels ranging from 12 to 30 units, working to convert them over to the STR Boutique model. This comes after successful purchasing, renovating, executing, and exiting over 50 STR single-family homes throughout the Carolinas. The short-term rental industry has been a great transition for the Tollens family as they have been fixing and flipping 50-100 homes a year for over 3 years.

Some other more recent investments have been in new construction and land development deals. Now that they have relocated to Carolina Beach, NC, they have their roots set and have off-market hotels, businesses, and other real estate opportunities brought to them frequently due to their expertise and track record of performing on deals.

# CURRENT HOLDINGS

## DAN & CASSIE TOLLENS



**PALMETTO CONTAINER**



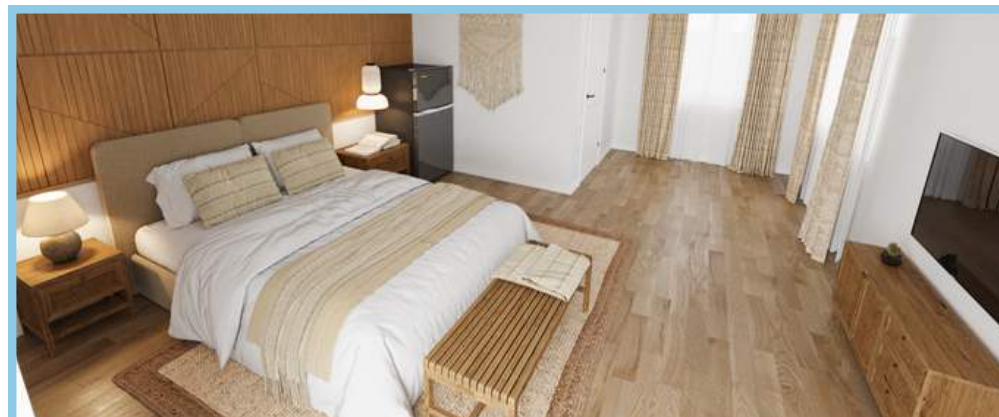
**HICKORY  
FALLS INN**

676 Main St.  
Chimney Rock,  
NC 28720



**CAROLINA  
BEACH MOTEL**

213 Raleigh Ave.  
Carolina Beach,  
NC 28428



**SEABIRDS  
MOTEL**

118 Fort Fisher Blvd S,  
Kure Beach, NC  
28449



**CAROLINA  
BEACH INN**

205 Harper Ave.  
Carolina Beach,  
NC 28428

# ROLES



**ALAN URAM**

- Financial oversight
- Expense tracking
- Partnership contributions
- Bank account setup
- Insurance procurement
- Underwriting
- Forecasting



**TYSON COBB, MD**

- Syndication management
- Capital raise
- Investor relations
- Market trends updates
- Offering memoranda (OM) oversight



**RAFA LOZA & CASSIE TOLLENS**

- Day-to-day operations
- Virtual team management
- Marketing strategies including SEO optimization and OTA
- Cloudbeds management
- Maintenance



**DAN TOLLENS**

- Acquisition negotiations
- Construction oversight
- Branding strategies
- Broker networking
- SEO
- Social media management
- Hospitality board responsibilities



# CONTACT US

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TO  
INVEST**



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