



SAWGRASS CAPITAL
— PARTNERS —

Business Plan

Investor Presentation

Disclaimer

This material has been prepared by Sawgrass Capital Partners, LLC (the “Company”). This document is for information and illustrative purposes only and does not purport to show actual results. It is not, and should not be regarded as, investment advice or as a recommendation regarding any particular security or course of action. Opinions expressed herein are current opinions as of the date appearing in this material only and are subject to change without notice. Reasonable people may disagree about the opinions expressed herein. If any of the assumptions used herein do not prove to be correct, Company results are likely to vary substantially. There is no guarantee that an investment in the Company will achieve the desired results under market conditions and each investor should evaluate its ability to invest. No representation is being made that the Company will or is likely to achieve profits, losses, or results similar to those discussed, if any. No part of this document may be reproduced in any manner, in whole or in part, without the prior written permission of the Company and it may not be shared with or distributed to any other parties other than to employees or professional advisors to authorized recipients of this document. This information is provided with the understanding that, with respect to the material provided herein, you will make your own independent decision with respect to any course of action in connection herewith and as to whether such course of action is appropriate or proper based on your own judgment, and that you are capable of understanding and assessing the merits of a course of action. The Company does not purport to and does not, in any fashion, provide tax, accounting, actuarial, recordkeeping, legal, advisory or any related services. You may not rely on the statements contained herein. The Company shall not have any liability for any damages of any kind whatsoever relating to this material. Before you invest in the Company, you should conduct your own due diligence reviews and come to your own conclusions as to the risks and possible outcomes of such investment.

Caution Concerning Forward Looking Statements: This document contains "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. These statements can be identified by the fact that they do not relate strictly to historical or current facts. Forward-looking statements often include words such as "anticipates," "estimates," "expects," "projects," "intends," "plans," "believes" and words and terms of similar substance in connection with discussions of future operating or financial performance. The Company's forward-looking statements are based on management's current expectations and assumptions regarding the Company's business and performance, the economy and other future conditions and forecasts of future events, circumstances and results. As with any projection or forecast, forward-looking statements are inherently susceptible to uncertainty and changes in circumstances. The Company's actual results may vary materially from those expressed or implied in its forward-looking statements. Any forward-looking statement made by the Company speaks only as of the date on which it is made, which is the date of this document. The Company is under no obligation to, and expressly disclaims any obligation to, update or alter its forward-looking statements, whether as a result of new information, subsequent events or otherwise.

THIS DOES NOT CONSTITUTE AN OFFER TO SELL OR THE SOLICITATION OF AN OFFER TO BUY ANY SECURITIES. Should the Company make an offer to invest, all investors must be accredited, as that term is defined under the Securities Act of 1933, all investors must be screened for Know Your Customer (KYC) and Anti Money Laundering (AML) purposes, and if the Company raises capital under Rule 506(c) of the Securities Act, all investors must be verified by a third party.

By accepting this material, you acknowledge, understand and accept the foregoing.

Sawgrass Capital Partners: Meet Our Team



Mike Samson
Principal



Rudy Curtler
Principal



Allan Austreim
Principal



Our Vision



Sawgrass Capital Partners
invests in **undervalued**
mobile home parks,
providing investors
favorable returns



Why Mobile Home Parks?

Mobile Home Park (MHP) Opportunity

44,000

Approximate number of 4+
Unit MHP in the US

55-65%

Average margin rate

20%

Number of American
households that earn less
than \$20,000 per year

\$4,000

Estimated cost to move a
mobile home into or out of a
MHP

95%

Approximate number of mobile homes that have moved only
one time ever



Mobile Home Park Ratings

Examples of “A” Parks

Premium: 5-6% Cap Rates

Paved roads with gutters

Paved parking pads, maybe garages

May be gated, have a pool,
clubhouse, etc.

Rents at or slightly above market rate



Examples of “A” Parks

Premium: 5-6% Cap Rates

Very clean, little to no deferred maintenance

Homes are modern with no noticeable maintenance required

Lawns and common areas are well manicured and professionally cared for



Examples of “B” Parks

Average: 7-9% Cap Rates

Some deferred maintenance

Generally clean with mostly new or updated homes

Roads may be paved or gravel



Examples of “B” Parks

Average: 7-9% Cap Rates

Limited common areas needing limited
upkeep

Some vacancies, but not overwhelming

Rents at or below market rate



Examples of “C” Parks

Below Average: 10+% Cap Rates

Noticeable deferred maintenance

Gravel or deteriorated paved roads

Significant, noticeable vacancies



Examples of “C” Parks

Below Average: 10+% Cap Rates

Generally below market rate rents

More work means more risk, but also the
most upside potential



What Are We Looking For?



Size or Location

Specific Property Type

50-150 Unit MHP

150+ Unit MHP are the domain of institutional investors

Less than 50 Unit MHP are for small operators

Specific Geography

Midwest properties within 20 miles of 15k-200k population towns

Smaller cities reduce the chance of paying a premium for land



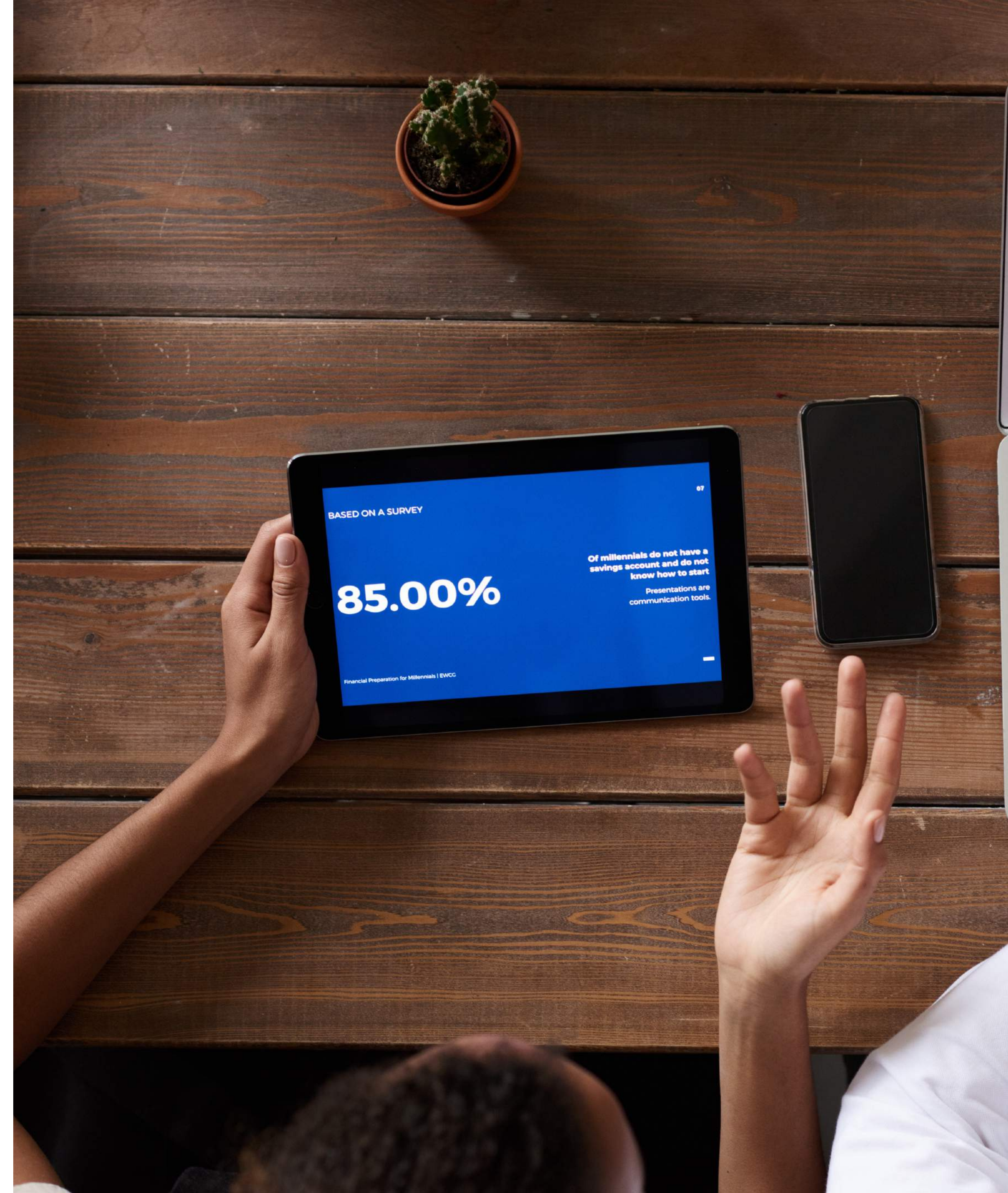
Characteristics

Good Unchangeables

- Good locations
- Good underlying employment
- Predictable tenant pools

Bad Changeables

- Empty lots
- Low lot rent
- Poor rent collection habits
- Deferred maintenance



Objective

We Want to Change "C" Parks into "B" Parks

- We have found that turning "C" rated parks into "B" rated parks offers the best upside
- We are not looking to turn B and C rated parks into "A" rated parks because of the significant capital requirements



A Brief Overview of MHP Financials

Example of Increasing Income and Value

Example from Green Acres run by CAAR Properties

38 Lot MHP	2014	2017	2020
Rents/Unit/Month	\$158/mo	\$181/mo	\$204/mo
Occupancy	80% (30 lots)	86%*** (38 lots)	90%* (38 lots)
Annual Expenses	\$26,000	\$30,000	\$43,400
Net Operating Income	\$31,000	\$41,700***	\$49,600
Cap Rate	8.3%**	8.3%***	8%**
Park Value	\$340,000	\$502,000***	\$620,000**

*There can be additional costs associated with bringing in new in-fill units

**Appraised values

***Estimated values



Track Record

CAAR Properties, LLC

Property	Acquired	Location	No. of Pads	Acquisition Value	Current Value	Gain
Green Acres	5/1/2014	Volga, SD	38	\$340,000	\$620,000*	82%
Country Grove	2/10/2015	Brookings, SD	29	\$480,000	\$660,000	38%
Shady Maples	4/10/2016	Clear Lake, SD	9	\$100,000	\$165,000	65%

***appraised**

SPRING PARK Properties, LLC

Marion Woods	4/23/2016	Rochester, MN	24	\$530,000	\$615,000**	16%
--------------	-----------	---------------	----	-----------	--------------------	------------

****sold 1/2019**





Our Differentiators

Experience

Owning and operating
MHP

MHP operations, infill,
buying and selling parks

Rent collection and
creating value add

Licensed mobile home
dealer

Industry Connections

Banks/Lenders

Insurance Agents

Accountants and Attorneys

MH Manufacturers

MH Parts Suppliers

Access to Affordable Homes

Favorable financing terms

Competitive Advantage

Fast in-fill ability

Creates stronger cash flows and equity growth



Property Under Contract

A Little About Brookings...

Brookings, SD Population 24,000

South Dakota State University:

12,600 Students Enrolled

Population:

11.1% Growth from 2010-2019

Unemployment Rate: 2.7%

Notable Industries:

Daktronics

Larson Manufacturing

Rainbow Play Systems

3M

Ethanol Production

Wind Generators



Subject Property: Medary Village

"C" | 10% Cap Rate | Brookings, SD

Ask Price: \$1,695,000

Appraised Value: \$1,660,000

Accepted Offer: \$1,550,000

Units: 80 + Laundromat

Currently Rented: 58 (22 Vacant)

Lot Rents: \$186/\$190/\$200/\$225



Our Plan to Increase Park Value

Medary Village has 43 POH and 22 Vacant Homes/Lots

- Maximize RV rental site revenue
 - Increase from \$400 to \$500 by year 5
- New Mobile Home In-Fill

Fixing waterline leaks– estimated \$100k-\$140k

- Will eliminate approximately \$15k of water waste per year

Year One Rent Increase:

- Stabilize year one at \$200/month
- Raise to \$240 by year 5

Rental Storage Sheds Will Be Added

- 20 at \$50 per unit



Subject Property: Medary Village

2019 Total Revenue: \$98,000

2019 Net Laundromat Income: \$64,000

Renovated in 2016: \$140k in new equipment

Park Manager's Office



Our Plan for Increasing Park Value

80 Lot MHP + Laundry	Year 1	Year 3	Year 5
Revenue	\$408,000	\$433,000	\$454,000
Occupancy	83%	91%*	97%*
Expenses	\$213,000	\$214,000	\$221,000
Net Operating Income	\$195,000	\$219,000	\$233,000
Cap Rate	10%	10%**	9%**
Park Value***	\$1,950,000	\$2,190,000	\$2,590,000

*There can be additional costs associated with bringing in new in-fill units

**Lower Cap Rate number implies less risk for the owner

***These are estimated values



Real Estate Syndication

Why a Syndication?

“Real estate syndication is an effective way for investors to pool their financial and intellectual resources to invest in properties and projects much bigger than they could afford or manage on their own”

- **Amy Kirsch, VP Investor Relations @ Realtyshares**



Sponsor



The sponsor is responsible for sourcing the investment property

The sponsor will also execute the purchase and acquire the property on behalf of the syndicate

The Sponsor will manage the everyday operations of the acquired property and ensure that the business plan is properly executed



Investor



Passive Investment

Provides most of the financial equity

Earn a percentage of the project's profits based on a predetermined and agreed upon rate that is split between all investors and sponsors



The Capital Request and How Sponsors & Investors Make Money

The Capital Request

We are seeking \$425,000 in investor capital in addition to the sponsor's initial \$150,000 investment for a total investment of \$575,000.

The total investment will be broken down as follows:

20% of \$1,550,000	\$310,000
Operating Capital/Reserve Funds	\$180,000*
Legal, Marketing, Setup	\$50,000
Syndication Fee (1.45%)	\$22,500
Closing Fees (estimated)	\$12,500

***Operating capital will be used for items such as: water line repairs, repairing vacant homes, pulling/
demolishing unrepairable units, setting of new homes, etc.**



Investor Guidelines

- The fund requires a \$25,000 minimum investment, \$250,000 maximum investment
- We require \$25,000 minimum increments
- Investment period of 5-7 years
- Capital return and share of equity from sale or refinance between years 5-7



Investor



	Industry Average	Our Plan
Percentage of Capital Invested by Investors	80-95%	74%
Quarterly Preferred Dividends	5-9% annually	10% annual
Investment Timeframe	1-10 years	5-7 years
Equity Split at Sale	N/A	60% of gain

Capital Paydown: Investors will also receive annual pro-rata distributions as capital payback at the end of each year



Sponsor



	Industry Average	Our Plan
Percentage of Capital Invested by Sponsors	5-20%	\$150k (26%)
One-Time Acquisition Fee	.5-3%	\$22.5k (1.45%)
Quarterly Dividends	Same as investors, but non-preferred	
Ongoing Monthly Management Fee	2-9%	5%
Equity Split at Sale	N/A	40% of gain



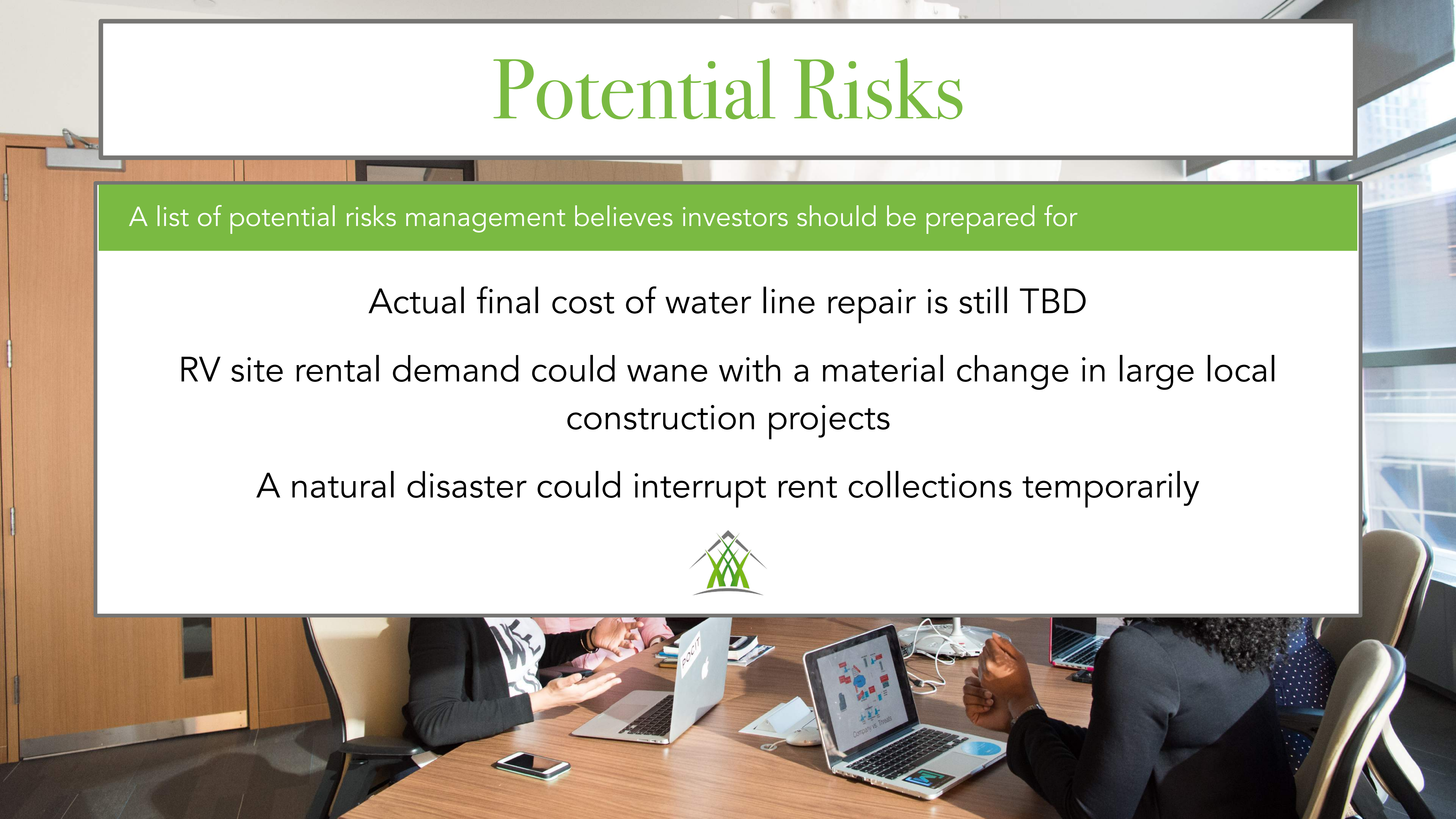
Potential Risks

A list of potential risks management believes investors should be prepared for

Actual final cost of water line repair is still TBD

RV site rental demand could wane with a material change in large local construction projects

A natural disaster could interrupt rent collections temporarily



Thank You!



Mike Samson

msamson352@gmail.com

651-500-1651



Rudy Curtler

rcurtler@gmail.com

763-213-6284



Allan Austreim

alaustreim@brookings.net

605-695-0144



Appendix

Common Financial Terms

Revenue: Total of all rents collected

Debt Service: Loan obligations (ie principle + interest)

Net Operating Income: Revenue - Expenses (except for debt service)

Cash Flow: Revenue - ALL Expenses

Cap Rate: Net Operating Income / Sales Price

Cash on Cash Return: Cash Flow / Down Payment



Cap Rates Explained

Cap Rates, NOI, and Property Valuation all go hand in hand.

A Park with 10% Cap Rate

If a park generates \$125,000 NOI per year, that park should sell for \$1,250,000 which would provide a 10% return. ($\$125,000 / 10\%$)

When Cap Stays the Same But NOI Increases

If the park grows to \$175,000 NOI, that park value improves to \$1,750,000 ($\$175,000 / 10\%$)

When Both Cap and NOI Improve

If the park grows to \$175,000 NOI and cap rate improves to 8%, value improves to \$2,187,000 ($\$175,000 / 8\%$)