



## Ranger RV Resort

1424 West Loop 254, Ranger, Texas, 76470

**A New Vacation for the New Normal**

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# Investment and Returns

## Ranger RV Resort

Projections for \$100K Investment, 5-Year	
5-Year COCR	17.00%
5-Year Equity Multiple	3.45
IRR	45.44%



# Expected Cash Flow Returns

Expected Cash Flow Returns with 8% Pref.					
Invested	Year 1	Year 2	Year 3	Year 4	Year 5
	Cash Flow	Cash Flow	Cash Flow	Cash Flow	Cash Flow
\$100,000	\$10,453	\$8,120	\$17,583	\$19,371	\$21,269

8% Preferred return is a profit distribution preference. Profits from operations, sale, and refinance are distributed to one class of equity before another, until 8% rate of return on the investment is reached.

Expected 5-Year Return with Cash Flow, Pref, and Sale of Property		
5-Years of Cash Flow	Sale Year 5	Total Return = Cash Flow + Sale
\$76,795	\$268,249	\$345,044



# How are the Returns so High?

- We focus on only RV Parks which are Half Built and Half Full with no online advertising and no online booking.
- We Implement professional property management, online advertising and online booking. This allows us to raise rates and occupancy to double or Triple within the first 6-12 months.
- These higher rates and occupancy dramatically raise the Value of the property.
- We use this new higher value to secure a construction loan to build out the second half of the half built park.
- Because we also use owner financing we are able to leverage the investment dollars twice once with Owner Finance and again with a construction loan.



# Our Thesis

Roughly 74 million Baby Boomers will retire by 2031

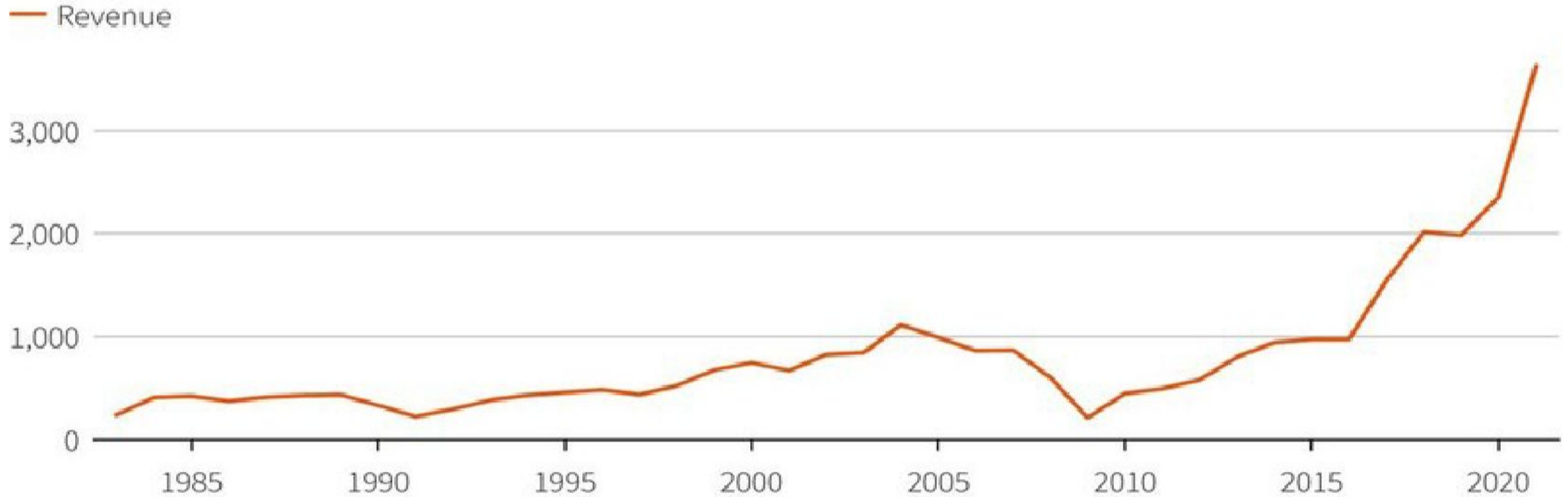
- 80% of RV Parks are owned by this Demographic.
- Most of them are run poorly with no updates in technology and well below market rents
- No other industry is so rife with these outdated business practices.
- No other asset class has such an outsized increase of profit
- We buy at a discount because we find parks that are only half built out and only half full

**\*More than 50% of RV Parks will change hands and 500-600 new parks must be built in the next 5 years just to keep up with Demand**



# Pandemic Recreational Vehicle Boom

Winnebago Industries has seen sales soar during the COVID-19 pandemic as Americans sought alternatives to traveling on public transport and staying in hotels.



*Note: Figures are annual sales, in millions of U.S. dollars*

*Source: Refinitiv*





# **OUTDOOR HOSPITALITY INDUSTRY OUTLOOK: 2023 EDITION**



## Market and Profitability

73% of RV Parks show increased profits in 2023 over 2022.

14% open to selling soon, indicating acquisition opportunities.

77% of Campgrounds have been running for 20+ years.

80% are independent mom and pops with outdated business practices.

**72% of RV Parks only market themselves on social media.**

**Only 24% currently use an online travel agency to book online.**

**ARVC (National Association of RV Parks and Campgrounds) is the industry association, providing advocacy, education, and resources for RV park owners.**

**Full Report: <https://drive.google.com/drive/u/0/search?q=arvc>**

Campspot is recognized as a leading online marketplace in the industry, offering extensive booking options for RV resorts, campgrounds, and glamping sites.



Source:

[https://www.campspot.com/about/camping-trends?gad\\_source=1&gclid=Cj0KCQiA2KitBhCIARIsAPPMEhlwmOSdSfVrvHBNU2\\_ON\\_-ljuK78PY1gf\\_gCuMhf8Vi7ureww3onZcaAjCiEALw\\_wcB#outlook](https://www.campspot.com/about/camping-trends?gad_source=1&gclid=Cj0KCQiA2KitBhCIARIsAPPMEhlwmOSdSfVrvHBNU2_ON_-ljuK78PY1gf_gCuMhf8Vi7ureww3onZcaAjCiEALw_wcB#outlook)

Water has long been known for its healing properties, and it seems campers take to water like catfish to a muddy creek.



# 64%

of campers claim nearby natural water features such as beaches, rivers, or lakes contribute to their feeling of relaxation when spending time outdoors. Specifically, nearly **3 in 4** campers feel the most relaxed when in a lake landscape, compared to other landscapes types.



# #1

The **#1** campsite element that contributes to a feeling of relaxation for campers is being waterfront, closely followed by access to an on-site beach.



# 63%

Water recreation amenities were listed as the **TOP amenity category** for 2024 camping. Specifically, **63%** of respondents were interested in water activities like going to the beach, boating, kayaking, fishing, and paddle boating. **50%** were interested in swimming, hot tubs and saunas, pools, and water parks.

## High-Speed Relaxation

In today's world, campers feel most able to disconnect, when they are in fact...connected.



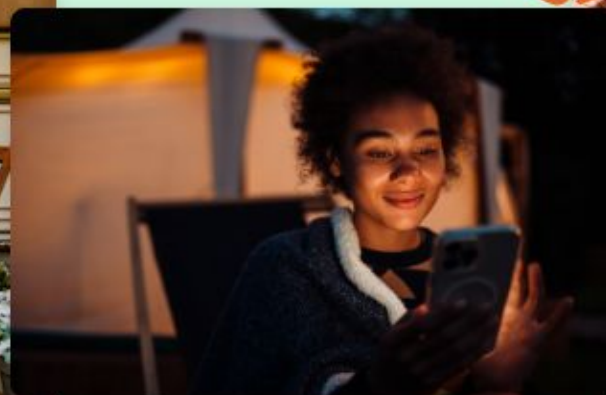
# 64%

of campers feel most relaxed with high-speed internet availability, similar to what they have at home or work.



# 40%

of campers say they are very interested in tech-based campground amenities like Wi-Fi or cable TV for camping trips in 2024.



# 91%

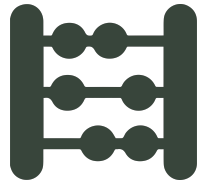
of campers wanted access to the internet of some kind, aka only 9% felt more relaxed when they were completely unplugged.



# 1 in 3

campers said internet access at a campground is a contributing factor to a feeling of relaxation.

# Problems to Solve in the Market



Fragmented  
mom and pops



Poor Quality WIFI  
loses customers



Owners don't use  
online booking



Owners don't  
advertise online



Owners don't keep  
up with market rents

RV Parks today are what storage was 25 years ago



# Our Solution

These assets are highly undervalued due to outdated business practices.

To value-add these assets, we use top quality hospitality technology for our RV Parks.



## EXPRESS CHECK-IN

We collect electronic signatures and contactless payment while sharing automated guest messages through email and text.



## POINT-OF-SALE MANAGEMENT

Allows us to track inventory in real-time, completely integrated with the software and credit card payments. This eliminates errors, shortages, and slippage.



## HIGH QUALITY WIFI ATTRACTS HIGH RENTS

We use the very best Internet systems available and give the customer what they want.



## ADDITIONAL REVENUE STREAMS

Add-ons and upgrades are marketed automatically by email and text before and during the renter's stay.



# The Industry

The best and brightest in the RV and Camping industry, the Outdoor Hospitality Group team is experienced in all facets of the business.  
<https://outdoorhospitalitygroup.biz>



Outdoor Hospitality Industry

92% plan to camp the same or more in 2024; 49% of those campers prefer to make reservations completely online, with 82% use online search platforms as their preferred method.

Thor RV Manufacturing has become the most admired and respected company in the RV industry



Thor Industries Inc

RV sales industry had record revenues of \$52.6 billion in 2021 and \$48.5 billion in 2022.

Winnebago is unrivaled for continuous industry firsts in vehicle technology and design.

The logo for Winnebago Industries Inc features the word "WINNEBAGO" in a bold, italicized, red sans-serif font. The letters are closely spaced and have a slight shadow effect.

Winnebago Industries Inc

Manufacturers are incorporating technology, offering more eco-friendly options, and creating vibrant RV communities to cater to the shifting demographics.



# Market Overview



Love's Truck Stop has acquired 22 acres to expand.  
*Construction workers will need workforce housing during 2-3 year construction project!*

## Local Attractions

- Palo Pinto Mountains State Park
- Lake Mineral Wells State Park
- Roaring Ranger Days
- Old Zoo Nature Trails

## Shopping & Entertainment

- Wild Will's Saloon and Dancehall (2 mi)
- Walmart (7.5 mi)

## Dining

- Lone Star Theatre Bar & Grill (1 mi)
- Shooter's Cafe (2 mi)

***Travel with Peace of Mind: Unwind in RV Parks Built on Safety, Cleanliness, and Convenience!***



# Local Attractions

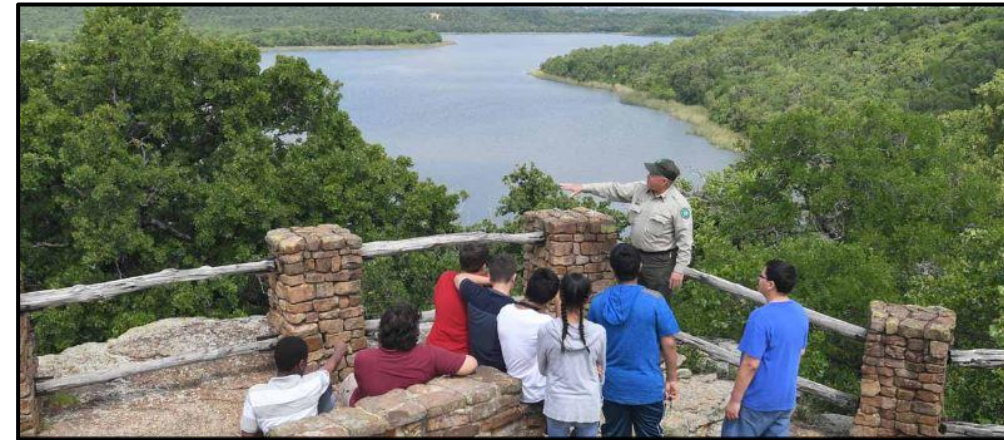
## Palo Pinto Mountains State Park:

- Expected to draw 100,000 visitors annually once it opens in 2024!
- First new state park in northern Texas to open in nearly 20 years
- 90 Acre Tucker Lake is nestled within 4,871 Acres of former ranch land



## Lake Mineral Wells State Park:

- Lake Mineral Wells is a 640-acre lake with a boat ramp to swim or fish; can rent flat-bottom boats, canoes, kayaks, paddle boards, and rowboats
- 20 mile Trailway range from easy to challenging for hikers, bikers, and horseback riders
- Wide variety of programs, including Kids' Wilderness Survival, cowboy history through music and poetry, astronomy, wildflower walks and rock climbing



# Local Attractions

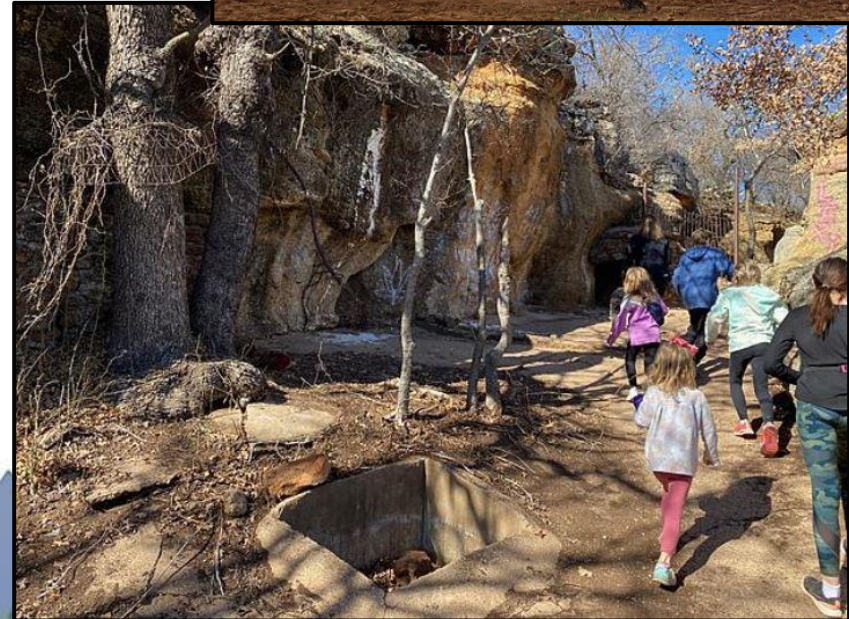
## Roaring Ranger Days:

- Annual event features a rodeo, car show, local food truck, arts and crafts vendors, and live music
- Hosted by nonprofit group known as Ranger Citizens Task Force (RCTF)
- One of many rodeo events that attracts fans and tourists



## Old Zoo Nature Trails:

- 100 year old abandoned zoo featuring old ruins and cages that have been turned into nature trails
- Closed in the 1920s, it's home to "The World's Largest Concrete Swimming Pool"
- Since being refurbished in 2021, it has turned into a great tourist attraction



# Ranger RV Resort

## P&L

	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>
<b>Occupancy</b>	58%	58%	52%	52%	52%
Short Term	\$105,850	\$112,201	\$213,259	\$226,090	\$239,679
Long Term	\$52,925	\$56,101	\$213,259	\$226,090	\$239,679
Pull Through	\$190,530	\$201,962	\$383,889	\$406,950	\$431,377
Premium Pull Through	\$237,104	\$251,330	\$447,890	\$474,766	\$503,293
<b>Total - Lot Rent Only</b>	<b>\$586,409</b>	<b>\$621,594</b>	<b>\$1,258,298</b>	<b>\$1,333,895</b>	<b>\$1,414,029</b>
Propane	\$0	\$0	\$0	\$0	\$0
Utility Bill Back (W/S/T/L)	\$35,185	\$37,296	\$75,498	\$80,034	\$84,842
<b>Total Income</b>	<b>\$621,594</b>	<b>\$658,889</b>	<b>\$1,333,796</b>	<b>\$1,413,929</b>	<b>\$1,498,871</b>



# Ranger RV Resort

## P&L

	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>
<b>Expenses</b>					
Property Management Fee	\$30,493	\$32,323	\$65,432	\$69,363	\$73,530
Booking Commission	\$35,185	\$37,296	\$75,498	\$80,034	\$84,842
Marketing & Advertising	\$11,728	\$12,080	\$12,080	\$12,442	\$12,816
General & Administrative	\$22,908	\$24,167	\$44,860	\$47,436	\$50,163
Utilities - W/E/P/S/T	\$43,981	\$46,620	\$94,372	\$100,042	\$106,052
Repairs & Maintenance	\$11,728	\$12,432	\$25,166	\$26,678	\$28,281
Tech/Internet/Phone	\$5,500	\$5,665	\$5,665	\$5,835	\$6,010
Contract Services	\$17,000	\$17,510	\$17,510	\$18,035	\$18,576
Payroll	\$12,000	\$12,360	\$12,360	\$12,731	\$13,113
Property Taxes	\$20,000	\$20,600	\$20,600	\$21,218	\$21,855
Insurance	\$10,000	\$10,300	\$10,300	\$10,609	\$10,927
<b>Total Expenses</b>	<b>\$220,523</b>	<b>\$231,352</b>	<b>\$383,843</b>	<b>\$404,423</b>	<b>\$426,164</b>



# Ranger RV Resort

## P&L

	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>
<b>Net Operating Income</b>	<b>\$401,070</b>	<b>\$427,537</b>	<b>\$949,953</b>	<b>\$1,009,506</b>	<b>\$1,072,707</b>
Preferred Equity @ 8%	\$136,000	\$136,000	\$136,000	\$136,000	\$136,000
CapEx Reserves	\$0	\$77,172	\$115,295	\$120,440	\$125,875
<b>Net Income</b>	<b>\$265,070</b>	<b>\$214,365</b>	<b>\$698,658</b>	<b>\$753,066</b>	<b>\$810,832</b>
First Position Debt	\$77,337	\$77,337	\$77,337	\$77,337	\$77,337
Second Position Debt	\$19,334	\$19,334			
Balloon Set Aside - 10 year	\$0	\$17,149	\$55,893	\$60,245	\$64,867
Balloon Set Aside - 2 year	\$13,254	\$10,718			
Phase 2 Construction Budget	\$86,459	\$86,459	\$297,109	\$297,109	\$297,109
<b>Net Cashflow</b>	<b>\$68,687</b>	<b>\$3,367</b>	<b>\$268,319</b>	<b>\$318,375</b>	<b>\$371,519</b>
<b>Yearly Distribution</b>	<b>\$68,687</b>	<b>\$3,367</b>	<b>\$268,319</b>	<b>\$318,375</b>	<b>\$371,519</b>
Cash Flow Distributions					
LP	\$34,343	\$1,684	\$134,160	\$159,187	\$185,760
GP	\$34,343	\$1,684	\$134,160	\$159,187	\$185,760



# The Strategy in Ranger, TX

## Phase 1 - Sources & Uses

*PP: \$3m; Own. Fin.: \$1m	Phase 1 - Sources & Uses		
	Current	Purchase - Sources	Year 2
Value	1.5m	\$1.7m Equity Raise \$500k - Cash at Close \$1.2m - Construction Budget	\$ 4,275,370
Sites/Units	29		51
Occupancy Rate	40%		52%
Monthly NOI	\$2,566		\$35,628
Nightly Rate Average	\$17		\$51

Phase 1 - Uses	
\$0	Cash to Close
\$50,000	Marketing
\$971,431	Site Work
\$1,021,431	Total construction
\$102,143	Construction Overruns 10%
\$122,243	Equity Pref
\$85,200	Yr 1 Working Capital
\$1,021,431	Construction Costs
\$1,331,017	Total Construction W/overruns
\$1,331,017	Total purchase



# The Strategy in Ranger, TX

## Phase 2 - Sources & Uses

*PP: \$3m; Own. Fin.: \$1m	Phase 1 - Sources & Uses	Phase 2 - Sources & Uses		Sale
	Current	Year 3		Year 5
Value	1.5m	Construction Loan - Sources  \$4.3m - Construction Budget	\$9,499,530	\$10,727,072
Sites/Units	29		120	120
Occupancy Rate	40%		52%	52%
Monthly NOI	\$2,566		\$79,163	\$84,126
Nightly Rate Average	\$17		\$58	\$65

Phase 2 - Uses	
\$400,000	Soft costs
\$200,000	Roads
\$0	Septic
\$1,500,000	60 RV sites @\$35k per
\$0	Club house/Office/Showers
\$0	Marketing
\$20,000	Gazebos
\$50,000	Parks
\$0	10 Glamping Sites @\$45k
\$250,000	Premium slot upgrades
\$2,420,000	Total construction
\$242,000	Construction Overruns 10%
\$19,334	Yr 1 Debt service reserve
\$269,000	Yr 1 Working Capital
\$2,420,000	Construction Costs
\$2,950,334	Total Construction W/overruns







# Costs and Distributions

<b>Monthly Rev</b>	<b>\$92,040</b>
Monthly Costs	\$22,417
Management Co.	\$6,962
Cost Percentage	31.92%
Monthly NOI	\$69,623
Margin	68.08%



# Returns

## Income at 55% Occupancy

Resale	Yr2	Yr3	Yr4	Yr5
<b>Potential Sale at End of Year Five</b>	\$4,275,370	\$9,499,530	\$10,095,063	\$10,727,072
<b>Original Investment</b>	\$1,128,000	\$992,000	\$856,000	\$720,000
<b>Less Seller Loan Payoff</b>	\$645,326	\$567,989	\$490,652	\$288,203
<b>Less Bank Loan Payoff</b>	\$2,777,417	\$2,480,307	\$2,183,198	\$1,886,089
<b>Less Expense of Sale, 3%</b>	\$128,261	\$284,986	\$302,852	\$321,812
<b>Add Back Remaining Net Cash Flow Through Year Five</b>	\$0	\$0	\$0	\$1,030,268
<b>Cash for Distribution</b>	-\$403,634	\$5,174,248	\$6,262,360	\$8,541,235
<b>Total ROI</b>	-35.78%	521.60%	731.58%	1186.28%



# The Integrity Difference

## Online Booking & Dynamic Pricing

80% of current owners do not offer online booking.

80% of customers say they chose a park based on booking online.

20% of RV Parks are getting 80% of the customers by being online

Dynamic pricing is shown to double yearly revenue.



# The Integrity Difference



Proximity to tourism draws such as water are a must.

We focus our advertising and guest experience to attract elite customers who pay for premium amenities.



We value-add or build high quality destination RV Resorts.

Much different from the outdated model of economy living in a “trailer park”.



# Professional Property Management



**Kathleen Walsh** • 1st

President and CEO at Advanced Outdoor Solutions | Co-Founder, ...  
Cape Coral Metropolitan Area

<https://www.linkedin.com/in/kathleen-walsh-97a65bb0/>

Advanced Outdoor Solutions has a proven track record of success in the Industry since 2005.

## Our clients

## Experienced team

❖ Our clients are investors, investment groups, or REITs who know the value of leaving their operations in the hands of experienced operators.

❖ AOS has the most experienced operations teams in outdoor recreation management. They provide results through proven methods in revenue management, operations, accounting, and training.

<https://advanced-outdoor.biz/solutions/management-operations/>





**Kathleen Walsh** • 1st  
President and CEO at Advanced Outdoor Solutions | Co-Founder,...  
Cape Coral Metropolitan Area



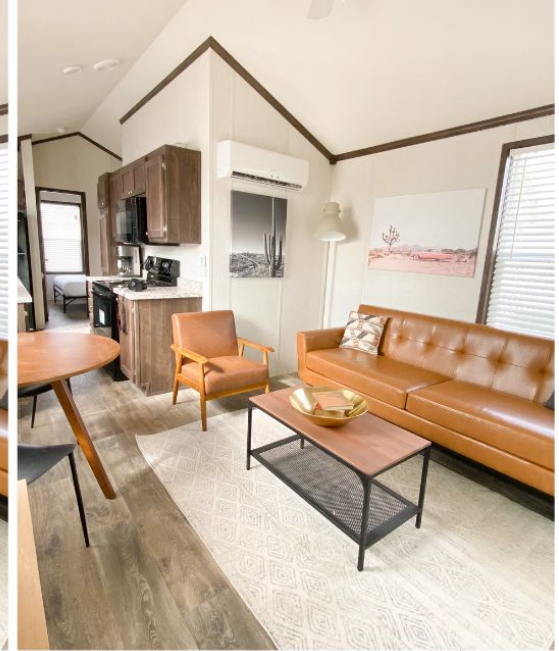
- ❖ Kathleen and AOS Manage Over 60 Campgrounds in 23 states.
- ❖ Kathleen is also the president of ARVC and OHI, which are National Trade Associations for RV Park and Campground owners.
- ❖ We are Partnered with the Top Professional in the industry.



## Revitalizing a Value-Add RV Park:

### A Transformation by Advanced Outdoor Solutions (AOS)

- **Initial State:** This slide shows the condition the park was in when AOS took over management.
- **AOS's Impact in Just One Year:** Turn to the next page to witness the dramatic transformation.





# A History of Financial Success: The accompanying Profit & Loss statements from the first year under AOS's stewardship demonstrate their skillful financial stewardship and the lucrative outcomes achieved for this RV Park.

Accrual Basis		
	2022	2023
<b>Ordinary Income/Expense</b>		
<b>Income</b>		
<b>Total Income</b>	<b>258,366.27</b>	<b>612,633.84</b>
<b>Gross Income</b>	<b>258,366.27</b>	<b>612,633.84</b>
<b>Expense</b>		
60000. Payroll Expenses		
60000. Payroll Expenses-Others	0.00	42.34
60010. Payroll		
60013. Payroll - Front Office	5,385.90	24,604.69
60014. Payroll - Maintenance	8,920.03	11,680.71
60015. Payroll - Management	13,462.34	39,590.49
60018. Payroll - HSKP	0.00	2,182.81
60020. Payroll Other	0.00	868.51
<b>Total 60010. Payroll</b>	<b>27,768.27</b>	<b>78,927.21</b>
<b>Total 60030. Payroll Taxes</b>	<b>5,462.35</b>	<b>21,447.92</b>
60100. Employee Benefits		
60100. Employee Benefits-Others	190.00	0.00
<b>Total 60100. Employee Benefits</b>	<b>190.00</b>	<b>0.00</b>
60290. Employee Testing/Background Checks	45.00	135.00
<b>Total 60000. Payroll Expenses</b>	<b>33,465.62</b>	<b>100,552.47</b>
60038. Payroll Taxes - HSKP	0.00	180.81
60099. Employee Recruiting	0.00	264.04
61000. A&G Expenses		
61065. A&G - Credit Card Fees	6,296.04	0.00
61070. A&G - Dues & Subscriptions	0.00	186.00
61078. A&G - Employee Testing/Background Checks	45.00	0.00
61087. A&G - Employee Training & Development	145.00	0.00
61110. A&G - Licenses & Permits	130.92	0.00

Accrual Basis		
	2022	2023
61135. A&G - Music, Meals & Entertainment Expense	166.45	0.00
61160. Professional Services	11,051.00	0.00
61180. A&G - Office Supplies & Software	1,672.71	0.00
61190. A&G - Travel & Meetings	7,022.85	0.00
<b>Total 61000. A&amp;G Expenses</b>	<b>26,529.97</b>	<b>186.00</b>
61045. A&G - Contract Labor	6,510.00	8,021.00
61145. Payroll processing fee	688.49	1,036.87
62000. Repair & Maintenance Expenses		
62015. R&M - Grounds & Landscaping	1,125.00	0.00
62085. R&M - General Repairs & Maintenance	1,001.24	0.00
<b>Total 62000. Repair &amp; Maintenance Expenses</b>	<b>2,126.24</b>	<b>0.00</b>
63000. Sales & Marketing Expenses		
63002. S&M - Advertising & Marketing	464.38	0.00
<b>Total 63000. Sales &amp; Marketing Expenses</b>	<b>464.38</b>	<b>0.00</b>
63100. Operating Supplies - Rooms	0.00	2,060.14
63200. Cleaning Supplies - Rooms	235.32	1,377.52
63250. Laundry Expense	220.00	61.25
63350. Dues & Subscriptions	193.24	1,257.48
63700. Credit Card Fees	2,351.28	16,924.94
64000. Campground Expenses		
64025. Camp - Guest Relations	2,168.08	0.00
<b>Total 64000. Campground Expenses</b>	<b>2,168.08</b>	<b>0.00</b>
64028. Guest Refunds	13,026.58	4,042.12
64300. Landscaping	3,970.00	9,388.45
64750. Exterminating Services	0.00	4,264.60
65000. Food & Beverage Dept Expenses		
65020. F&B - Cleaning Supplies	32.76	0.00

Accrual Basis			Accrual Basis		
	2022	2023		2022	2023
<b>Total 65000. Food &amp; Beverage Dept Expenses</b>	<b>32.76</b>	<b>0.00</b>	<b>Total 65000. Food &amp; Beverage Dept Expenses</b>	<b>32.76</b>	<b>0.00</b>
68100. Repair & Maintenance	9,378.39	15,942.37	68100. Repair & Maintenance	9,378.39	15,942.37
72150. Legal/Professional Fees-Other			72150. Legal/Professional Fees-Other		
72150. Legal/Professional Fees-Other-Others	0.00	1,000.00	72150. Legal/Professional Fees-Other-Others	0.00	1,000.00
72300. Advertising	0.00	298.65	72300. Advertising	0.00	298.65
72305. Advertising & Marketing	0.00	1,517.40	72305. Advertising & Marketing	0.00	1,517.40
<b>Total 72150. Legal/Professional Fees-Other</b>	<b>0.00</b>	<b>2,816.05</b>	<b>Total 72150. Legal/Professional Fees-Other</b>	<b>0.00</b>	<b>2,816.05</b>
72200. Resident Relations	0.00	166.67	72200. Resident Relations	0.00	166.67
72301. Marketing Fees	5,091.16	12,156.69	72301. Marketing Fees	5,091.16	12,156.69
72307. Internet Advertising	473.03	3,240.58	72307. Internet Advertising	473.03	3,240.58
72308. Printing & Stationary S&M	0.00	71.28	72308. Printing & Stationary S&M	0.00	71.28
72311. Travel & Meetings - S&M	0.00	6,487.97	72311. Travel & Meetings - S&M	0.00	6,487.97
72525. Housekeeping Services	0.00	671.50	72525. Housekeeping Services	0.00	671.50
72670. Decorations - Rooms	0.00	37.63	72670. Decorations - Rooms	0.00	37.63
74400. Personal Property Tax	995.23	8,959.68	74400. Personal Property Tax	995.23	8,959.68
74560. Bank Charges & Fees			74560. Bank Charges & Fees		
72851. Bank Fees and Charges	748.48	743.59	72851. Bank Fees and Charges	748.48	743.59
<b>Total 74560. Bank Charges &amp; Fees</b>	<b>748.48</b>	<b>743.59</b>	<b>Total 74560. Bank Charges &amp; Fees</b>	<b>748.48</b>	<b>743.59</b>
74580. Contractors	0.00	630.00	74580. Contractors	0.00	630.00
74600. Insurance			74600. Insurance		
74200. Insurance-Liability & Umbrella	2,406.68	4,211.69	74200. Insurance-Liability & Umbrella	2,406.68	4,211.69
74210. Insurance Workers Comp	579.04	965.25	74210. Insurance Workers Comp	579.04	965.25
<b>Total 74600. Insurance</b>	<b>2,985.72</b>	<b>5,176.94</b>	<b>Total 74600. Insurance</b>	<b>2,985.72</b>	<b>5,176.94</b>
74610. Interest Paid	138.76	0.00	74610. Interest Paid	138.76	0.00
74620. Job Supplies			74620. Job Supplies		
72550. Janitorial Supplies	0.00	266.74	72550. Janitorial Supplies	0.00	266.74
<b>Total 74620. Job Supplies</b>	<b>0.00</b>	<b>266.74</b>	<b>Total 74620. Job Supplies</b>	<b>0.00</b>	<b>266.74</b>
74630. Legal & Professional Services			74630. Legal & Professional Services		
72750. Licenses and Dues	518.22	1,939.48	72750. Licenses and Dues	518.22	1,939.48

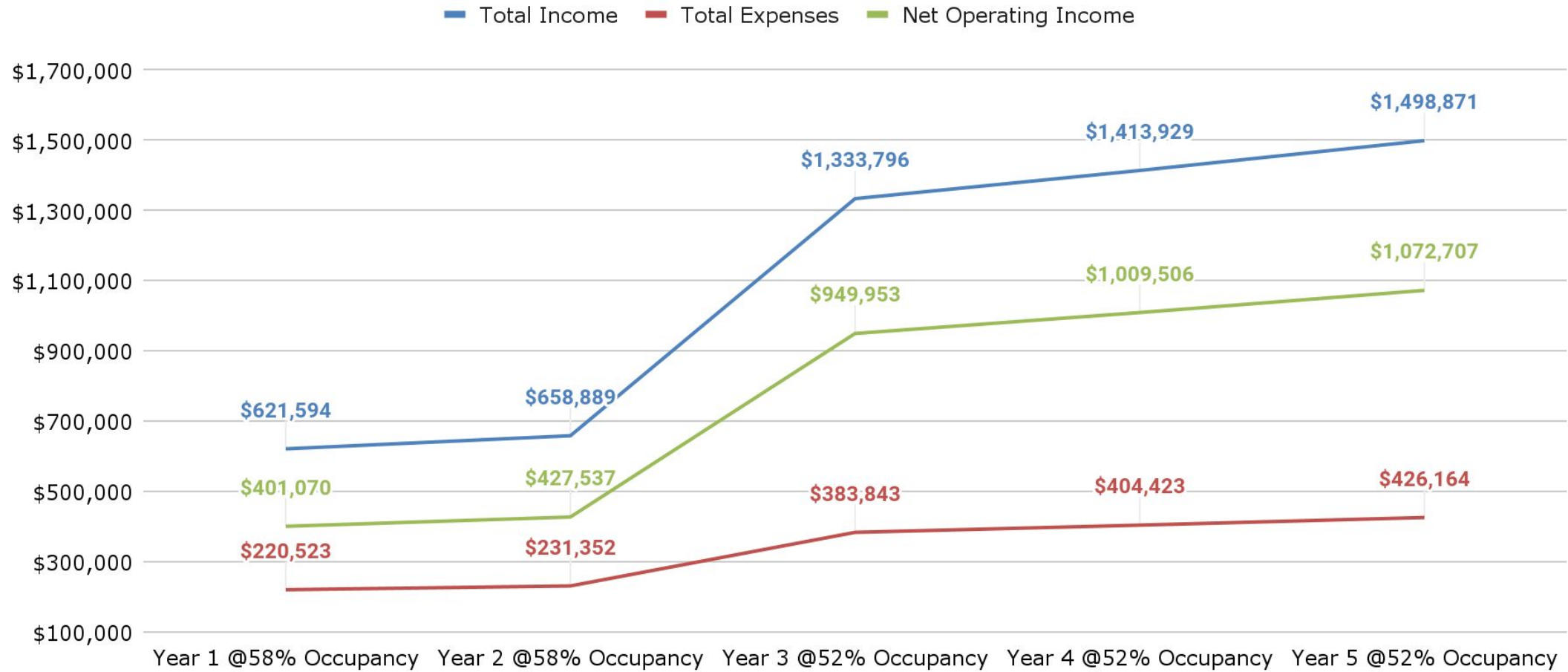
## Financial Success:

This is the actual first year's P&L from the RV Park in the before and after section, showing our effective financial management of this RV Park.

Accrual Basis			
	2022		2023
<b>Total 65000. Food &amp; Beverage Dept Expenses</b>	<b>32.76</b>		<b>0.00</b>
68100. Repair & Maintenance	9,378.39		15,942.37
72150. Legal/Professional Fees-Other			
72150. Legal/Professional Fees-Other-Others	0.00		1,000.00
72300. Advertising	0.00		298.65
72305. Advertising & Marketing	0.00		1,517.40
<b>Total 72150. Legal/Professional Fees-Other</b>	<b>0.00</b>		<b>2,816.05</b>
72200. Resident Relations	0.00		166.67
72301. Marketing Fees	5,091.16		12,156.69
72307. Internet Advertising	473.03		3,240.58
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72311. Travel & Meetings - S&M	0.00		6,487.97
72525. Housekeeping Services	0.00		671.50
72670. Decorations - Rooms	0.00		37.63
74400. Personal Property Tax	995.23		8,959.68
74560. Bank Charges & Fees			
72851. Bank Fees and Charges	748.48		743.59
<b>Total 74560. Bank Charges &amp; Fees</b>	<b>748.48</b>		<b>743.59</b>
74580. Contractors	0.00		630.00
74600. Insurance			
74200. Insurance-Liability & Umbrella	2,406.68		4,211.69
74210. Insurance Workers Comp	579.04		965.25
<b>Total 74600. Insurance</b>	<b>2,985.72</b>		<b>5,176.94</b>
74610. Interest Paid	138.76		0.00
74620. Job Supplies			
72550. Janitorial Supplies	0.00		266.74
<b>Total 74620. Job Supplies</b>	<b>0.00</b>		<b>266.74</b>
74630. Legal & Professional Services			
72750. Licenses and Dues	518.22		1,939.48

# NOI

## Total Income, Total Expenses and Net Operating Income



# Break Even Occupancy

Year	Unit Count	Break Even Occupancy
1	60	48%
2	60	46%
3	120	29%
4	120	26%
5	120	23%



# The Team



**Alex Alexander**  
President of Acquisitions



**Jason Lafferty**  
Developer and Investor



**Brian Rice**  
Fund Manager



**Rolando De Hoyos**  
General Partner

An Air Force Veteran Alex is a driven Acquisitions Specialist with a proven track record of success in identifying undervalued, Niche Assets.

He has built a large Acquisitions team through expert online marketing strategies to gain early access to the most lucrative investment opportunities before they hit the market.

He recently led the acquisition of 20 acres for a commercial RV park development and personally manages \$2.5mm in AUM. His current asset pipeline is valued over \$150mm.

With an exceptional track record, Investors can trust Alex to identify Assets that yield exceptional returns.

Jason is a seasoned entrepreneur with 18 years of experience in the business world. His passion lies in creating thriving ventures, particularly in the realm of RV parks.

Jason successfully developed the Whitney Rose RV Park. The project, initially valued at \$700k, has flourished over the past year, with an impressive pro forma valuation of \$2.5m.

Jason's latest venture is the Lucky 7 RV Park, an ambitious 70-site design located adjacent to a bustling casino. With an investment of \$800k, Jason's plan is to sell the park to the casino for a staggering \$5 million.

Whether he's crunching numbers, scouting locations, or negotiating deals, Jason remains at the forefront of the RV park industry.

Brian Rice is a highly accomplished Trust Administrator, entrepreneur, and seasoned real estate investor with a focus on Accredited investors since 2009.

In the real estate arena, Brian's experienced investments encompass residential, commercial, and investment properties, showcasing his strategic decision-making that optimizes returns and minimizes risks in the constantly evolving real estate landscape.

In addition to his professional achievements, Brian is recognized for his commitment to continuous learning, adapting to industry changes in finance, entrepreneurship, and real estate. This dedication ensures that his strategies remain innovative and effective, meeting the high standards expected by Accredited investors.

CEO of PB Fires LLC, Rolando served 20 years in the U.S. Marine Corps. He led teams of four to over four hundred Marines, demonstrating invaluable leadership expertise.

Rolando holds a Masters degree in Emergency Management from George Washington University and certificate in Negotiation Mastery from Harvard Business School. Distinguished graduate from the U.S. Marine Corps Enlisted Leadership and Management School.

He took several properties full cycle while stationed overseas and expanded his investment portfolio with property acquisitions in CA, TX, and VA valued at over \$2 million.

# The Team



**Douglas Davis**  
Director of Acquisitions

A 100% disabled Army veteran, An impressive track record as an administrative and operations support manager in a large research organization overseeing the renovation of over 700k+ square feet. Doug has successfully managed government contracts and property for more than 35 years.

**PROJECT EXPERIENCE:**

Edison Apartments (327 units) Fort Myers, FL  
Cardone Corporate Center (256K sq/ft) AZ  
10X Miami River Apts (346 Units). Miami, FL  
10X Riverwalk Apts (389 Units) Ft Lauderdale  
10X Las Olas Apts (260 units) Ft Lauderdale  
\$3M RV Park in MA (109 Lots)



**Travis Chenard**  
Director of Underwriting

This 22 year Air Force Veteran has led teams on multimillion dollar projects at home and abroad.

Travis holds a Master of Science in Electrical Engineering from Johns Hopkins University.

Distinguished graduate from the Air Force's Enlisted Leadership and Management Academy.

His extensive engineering background makes him a detailed and precise underwriter.

**PROJECT EXPERIENCE**

\$3M MH and RV Park in GA (83 units)  
\$142M multifamily property in TX (666 units)  
\$3M RV Park in MA (109 Lots)



**Shalanda Del Rio**  
Director of Media

This 19 year U.S. Army Veteran, brings her experience and leadership with project management, staff development, logistics, budgeting, training, operations, and capital improvements to build teams.

Licensed Mortgage Loan Officer in 10 states

Master of Science in Forensic Psychology from Walden University.

Shalanda started investing in real estate in 2010 and has continued to grow her portfolio.

**PROJECT EXPERIENCE**

\$3M RV Park in MA (109 Lots)

# Investor Relations

Alex Alexander

(808) 495-3586

[integritylanddevelopment@gmail.com](mailto:integritylanddevelopment@gmail.com)



## CONTACT US

**A New Vacation for the New Normal**



# The Y1 Details

## Income at 75% occupancy

Unit Mix	Nightly Rate	Monthly Income	Number of Units	Occupancy Percentage	Monthly Income
Back In	\$50	\$1,500	10	75%	\$11,250
Long Term	\$25	\$750	10	75%	\$5,625
Pull Through	\$60	\$1,800	15	75%	\$20,250
Premium Pull Through	\$70	\$2,100	16	75%	\$25,200
			51	<b>Monthly Total</b>	\$62,325



# The Y3 Details

## Income at 75% occupancy

Unit Mix	Nightly Rate	Monthly Income	Number of Units	Occupancy Percentage	Monthly Income
Back In	\$50	\$1,500	20	75%	\$22,500
Long Term	\$25	\$750	40	75%	\$22,500
Pull Through	\$60	\$1,800	30	75%	\$40,500
Premium Pull Through	\$70	\$2,100	30	75%	\$47,250
			120	<b>Monthly Total</b>	\$132,750



# The Y5 Details

## Income at 75% occupancy

Unit Mix	Nightly Rate	Monthly income	Number of Units	Occupancy Percentage	Monthly Income
Short Term	\$63	\$1,894	20	75%	\$28,413
Long Term	\$32	\$947	40	75%	\$28,413
Pull Through	\$76	\$2,273	30	75%	\$51,138
Premium Pull Through	\$88	\$2,652	30	75%	\$59,663
			120	<b>Monthly Total</b>	\$167,627

