

A Simple Investment Framework for Selecting a Low-Risk EB-5 Project

TELEPHONE

ICATION TO ADJUST

WEB SITES

+1 (561) 386-5356

info@EB5AN.com

www.eb5investments.com www.eb5an.com

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About EB5AN



A Simple Framework for Selecting a Low-Risk EB-5 Project



About EB5 Affiliate Network and the EB-5 Immigrant Investor Visa



EB5 Affiliate Network (EB5AN) is an EB-5 investment fund manager, USCIS-approved regional center operator, and consultancy. EB5AN helps foreign investors obtain U.S. permanent residency through investments in U.S. business enterprises and real estate development projects within the guidelines of the EB-5 program.



The EB-5 Immigrant Investor Visa program is a U.S. government program that encourages new investment in job-creating business enterprises. By making an eligible EB-5 investment that creates at least 10 new U.S. jobs, the foreign investor and his or her immediate family are eligible to receive U.S. permanent residency and to immigrate.



EB5AN: A Leading EB-5 Investment Fund Manager

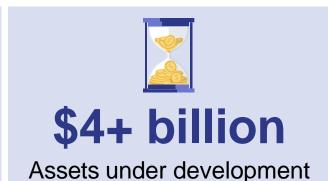
2,000+ families from 60+ countries and regions have invested through EB5AN's direct and regional center investments.







USCIS-approved regional centers covering 25+ states





Approval history on USCISadjudicated projects



Completed or ongoing EB-5 investment funds; multiple I-526 and I-924 exemplar approvals



Investors from More than 60 Countries and Regions

People of many nationalities and backgrounds consistently find value in EB5AN's investment approach.

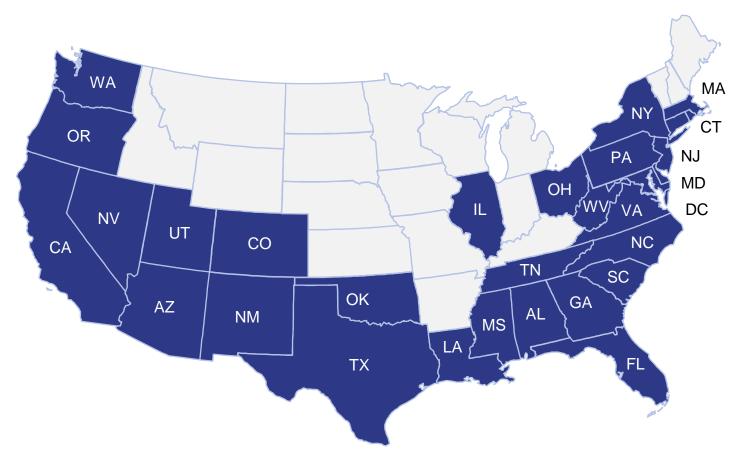






Extensive Regional Center Coverage

EB5AN operates 10+ regional centers covering all or parts of 25+ states, the District of Columbia, and Puerto Rico.







EB5AN Managing Partners





Samuel B. Silverman Managing Partner EB5AN



Michael B. Schoenfeld Managing Partner EB5AN

















- Yale University B.A. in Economics with a concentration in Mandarin Chinese
- Boston Consulting Group (BCG) business and strategy consulting
- M.B.A., Stanford Graduate School of Business
- Forbes 30 Under 30 National Winner for Social Entrepreneurship

- University of North Carolina at Chapel Hill B.A. in Economics and B.S. in Business Administration
- Boston Consulting Group (BCG) business and strategy consulting
- AEA Investors leading middle-market private-equity firm
- Forbes 30 Under 30 National Winner for Social Entrepreneurship





EB-5 Investment Risk Factors



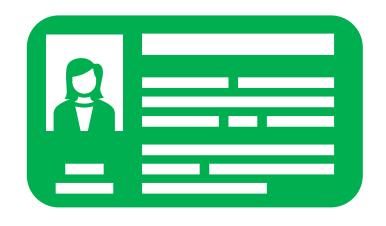


Two Risk Categories for EB-5 Investment



Financial Risk

The probability that an immigrant investor's capital will be returned at the end of the investment period



Immigration Risk

The probability that 10 new, permanent jobs are created per investor and that the project is fully compliant with EB-5 regulations so that an immigrant investor's permanent 10-YR renewable green card is approved



EB-5 Investment Risk Factors (1 of 2)

Risk Factors

Red Flags

How independent and experienced is the EB-5 fund manager?



The EB-5 fund manager responsible for compliance is not 100% independent from the project operator. The EB-5 fund manager should have extensive EB-5 experience, control the new commercial enterprise (NCE), and provide ongoing (at least quarterly) financial and immigration compliance status reports to the immigrant investors.

Is the immigrant investor able to select his or her own attorney without interference from the fund manager or regional center?



The project sponsor refuses to allow the immigrant investors to select their own EB-5 attorneys and requires investors to use one specific attorney. The attorney who prepared the I-526E template should not represent EB-5 investors due to a clear conflict of interest and serious ethical concerns.

Are the EB-5 investment and project documents available for independent review?



The project sponsor refuses to share the set of EB-5 project documents with an EB-5 investor's attorney. Projects should always have a print-ready I-526E template available.

EB-5 Investment Risk Factors (2 of 2)

Risk Factors

Is the project being developed by an experienced firm that will ensure sufficient job creation?



The developer has not successfully completed multiple similar projects and created more than the anticipated number of full-time jobs. The project should expect to create more than 12 full-time jobs per EB-5 investor.

Is the project fully capitalized and not dependent on EB-5 capital to succeed?



100% of the required capital to complete the entire project has not been identified or is not secured and/or EB-5 funds are necessary to successfully complete the project. Projects should have secured 100% of requisite capital to help ensure no problems arise if a certain minimum number of EB-5 investors do not subscribe.

Does the project have a clear exit strategy to repay the immigrant investors that is not reliant on a third party?



The exit strategy is dependent on a single third-party event (e.g., sale, bringing in new investment, refinancing, new loan, etc.) that might occur at an unknown future date. Projects with a clear and realistic exit strategy have a lower financial risk for immigrant investors.





Impact of Domestic Migration in the United States



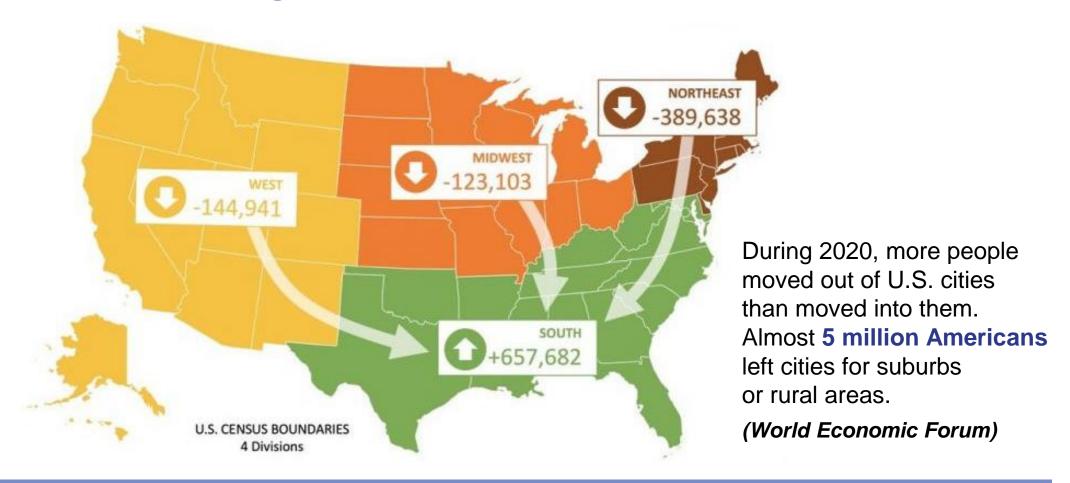


Domestic Migration in the United States

- Americans are on the move following the COVID-19 pandemic.
- Remote work has reduced the need to live near industrial centers and large cities.
- Newfound mobility has enabled people to live where they want.
- Cost of living and taxes are considerably higher in coastal cities.
- People are leaving high-cost, high-tax areas (big cities) to move to low-cost, low-tax areas (rural areas).
- This population shift will significantly impact local economies.
- As Americans migrate out of areas that have historically supported very large populations, markets can become overcrowded with housing supply, which can lead to lower rents and higher vacancy rates.



Americans Are Moving South and East



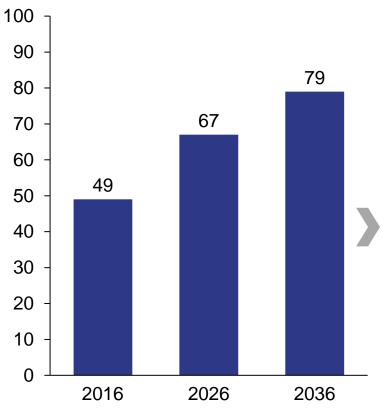
EB-5 investors should consider investments in the Southeast, where population trends are fueling economic growth.

Source: https://dailyinfographic.com/united-states-domestic-migration-2021



Growing Number of Retirees Migrating to the Sunbelt Supports Long-Term Demand for New Homes for Retirees in Warmer Climates

Rapid Growth of Retiree Population



The senior boom is underway; by 2036, this population cohort will represent ~20% of the population

Migration to Sunbelt

Projected Population Growth by State (2018–2040)



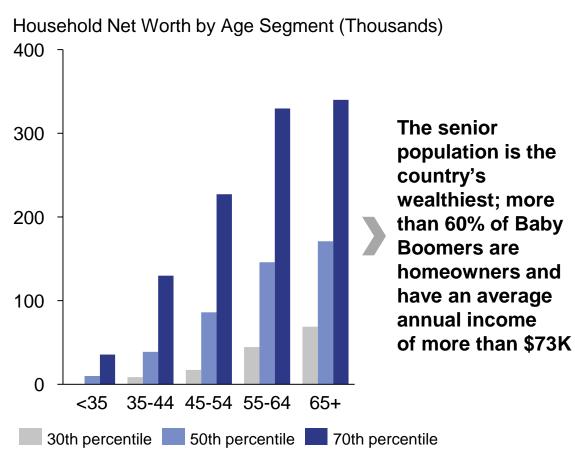
High growth in Sunbelt states (where Kolter operates); ~40% of Baby Boomers intend to move

- ★ States with Kolter presence
- ★ Twin Lakes Georgia Project

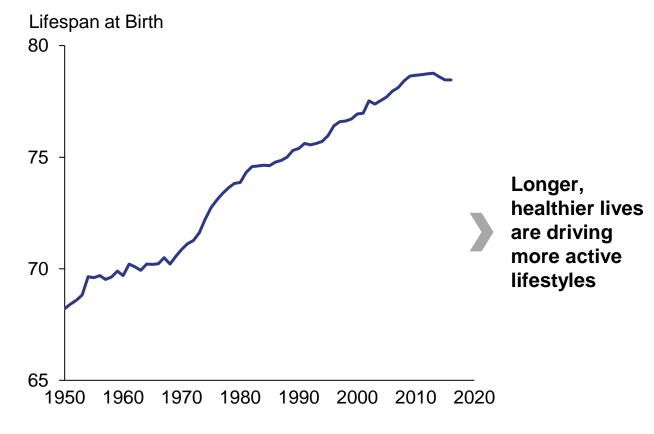


Retiring Seniors Are the Wealthiest Population Segment; with a Longer Life Span, They Are Seeking Healthier, More Active Lifestyles

Generational Wealth



Lengthening Lifespans







Geographic Markets to Avoid



Higher Cost of Living Impacts Investment Risk

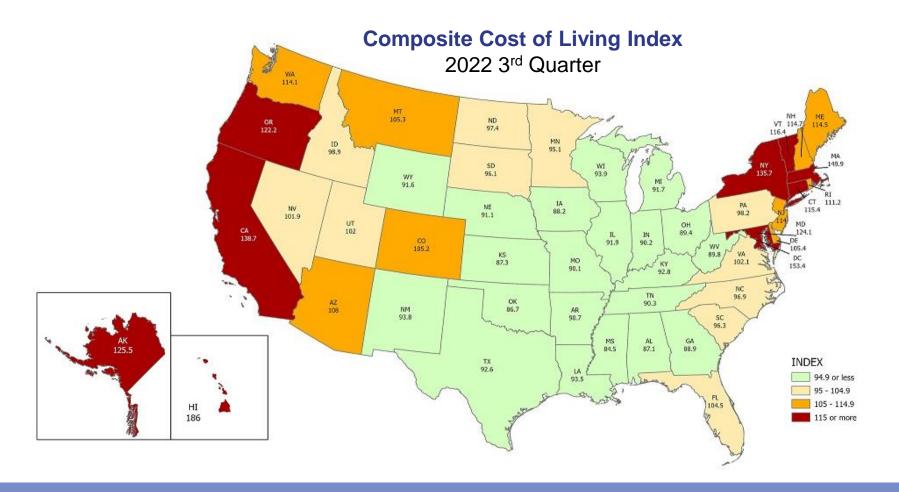
- Higher living costs are driven primarily by the cost of real estate but also other factors, such as taxation.
- Earned income (i.e., salaries and wages),
 which is the main component of household
 income, is not necessarily higher in high cost areas. That is, an average worker in
 San Francisco, where the cost of living
 might be double that of an inland city, does
 not earn twice as much.



Real estate projects in high-cost areas have a higher risk of failure as affordability affects demand, and a drop in rents can lead to insolvency.



Cost of Living is Highest in California, New York, and Hawaii among others



EB-5 investors should try to avoid investments in states with significantly above average cost of living as these areas are experiencing out-migration.

Source: https://meric.mo.gov/data/cost-living-data-series



State and Local Taxes Can Be Detrimental to Project Success

- State, county, and city governments, as well as school districts and special-purpose districts, all collect taxes from residents and businesses.
- Taxes include property tax, income tax on wages, and capital gains; sales tax on merchandise including food and clothes; gasoline/diesel tax; etc.
- The aggregate of these taxes can be a significant share of household income.

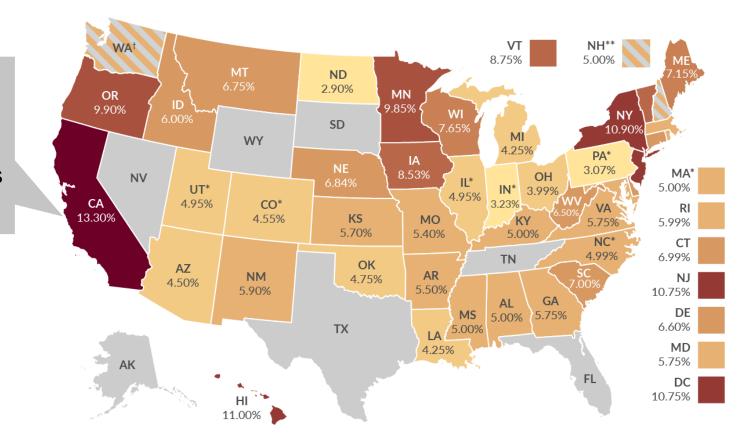


EB-5 investors should avoid investments in states with high taxes, as these locations tend to have less growth and are less resistant to recessions.



State Income Tax Rates

California has the highest state income tax at 13.30%, making the total tax rate, with federal taxes, for high-income residents above 50%



EB-5 investors should avoid investing in high-tax states such as California, New Jersey, and New York. These states are experiencing out-migration.

Source: https://taxfoundation.org/publications/state-individual-income-tax-rates-and-brackets



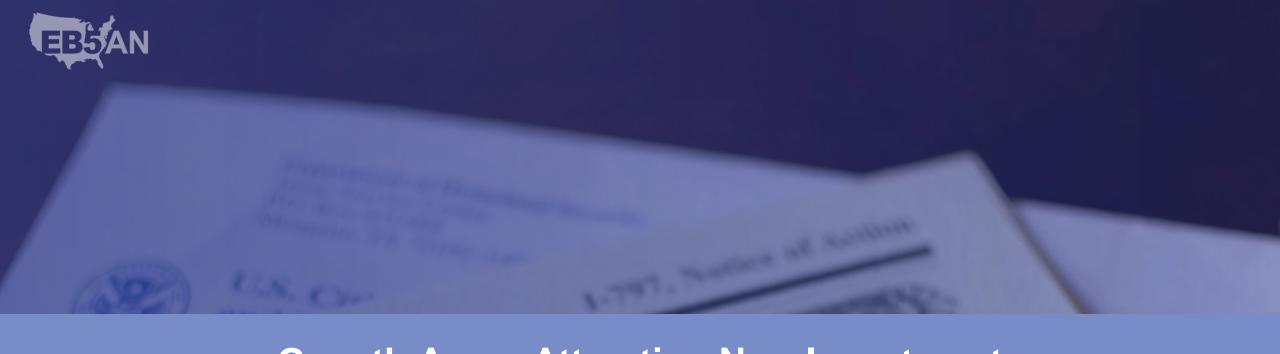
Taxes Are Driving Domestic Migration

- States with high tax rates can capture significant portions of residents' income.
- Location-independent income—previously possible only for retirees but now possible for many white-collar workers—means people can choose to live where they can keep a greater share of their income.
- Eight states, including Florida and Texas, have no personal income tax.



Because a growing number of Americans have portable incomes and can choose where to live, demand will grow in low-tax states and diminish in high-tax states.





Growth Areas Attracting New Investment



Business-Friendly States Have Higher Growth

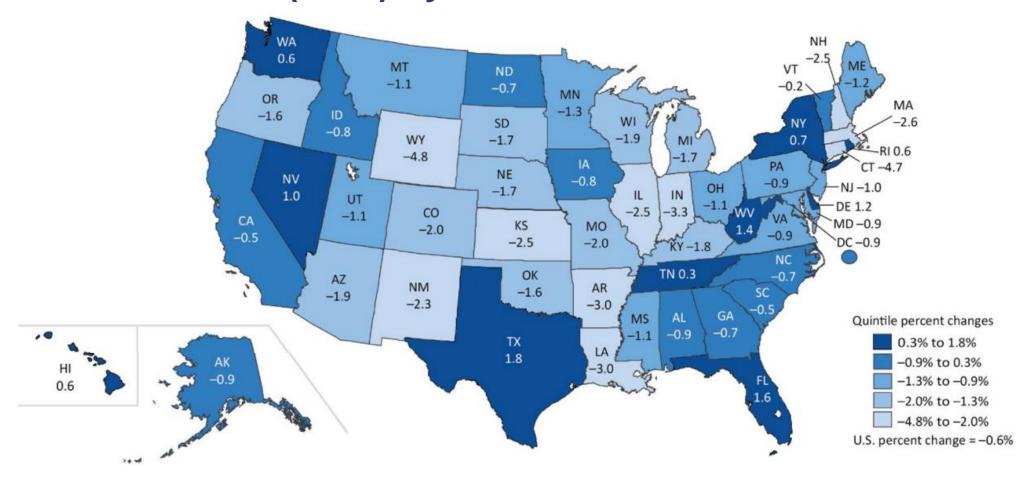
- A strong correlation exists between a state's business environment and Gross Domestic Product (GDP).
- States with fewer regulations attract more investment, which fuels economic growth.
- Cities such as New York, Los Angeles, Chicago, Boston, and Seattle have many Fortune 1000 companies due to industrial clusters, proximity to top research universities, and dense populations. Big firms, however, are increasingly moving all or parts of their operations out of these areas.



Companies are relocating to major cities in business-friendly states such as Florida, Georgia, Texas, and Utah.



Economic Growth (GDP) by State



EB-5 investors should focus on states with lower taxes and fewer regulations, as these states have higher economic growth.

Source: https://www.bea.gov/sites/default/files/2022-09/stgdppi2q22-a2021.pdf



Think Twice About Making an EB-5 Investment in a High-Risk Location; Look at Lower-Profile Areas.

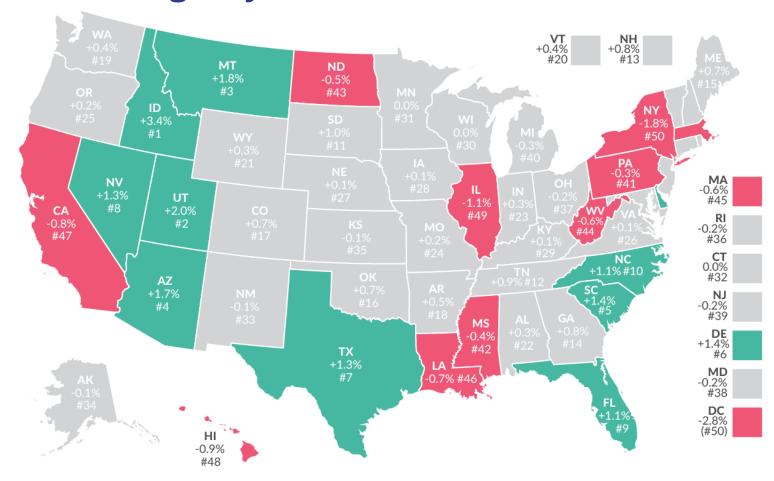
- Historically, most EB-5 investment has gone to gateway cities because they are recognizable to people around the world.
- Cities such as Atlanta, Dallas, Houston, and Miami continue to be attractive markets for foreign investment.
- Cities such as Boston, Chicago, Los Angeles, New York, and San Francisco, while well known to foreign investors, can bring inherently higher risk.



Second- and third-tier cities and rural areas, while less familiar to foreign nationals, often have stronger economic fundamentals and offer lower risk.



2021 Population Change by State



Americans are moving out of high-cost, high-tax states like California, Hawaii, Illinois, and New York.

https://taxfoundation.org/state-population-change-2021



Avoid Regions like the Bay Area in California with Negative Job Growth. Fewer Jobs Means Fewer Consumers, Renters, and Homebuyers















High-Risk Industries for EB-5 Investment





Recession-Sensitive Industries Are Risky for Investors



Luxury Hospitality



Commercial Buildings



Build to Rent

Certain industries are subject to large fluctuations in demand.

Macroeconomic factors such as unemployment and interest rates

can cause projects to perform poorly or fail.



Failed Projects Can Affect Both Financial and Immigration Outcomes

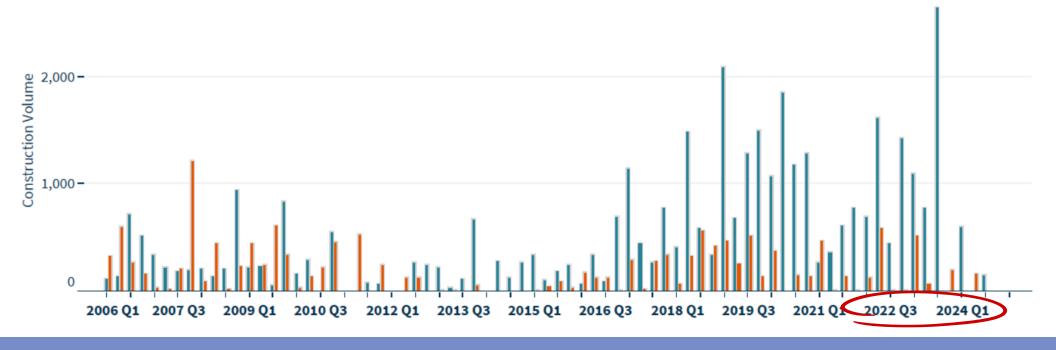
- If immigrant investors put their money in too early, their money could be spent on land acquisition and "soft costs." This investment could be lost without any jobs being created.
- A project that is delayed might not create a sufficient number of EB-5 eligible jobs within the required time period.
- A project that gets built and creates jobs might later fail due to macroeconomic forces, resulting in the investor getting a green card but losing all or part of his or her investment capital.
- Weak cash flow can cause a default on an EB-5 loan or result in EB-5 equity being held in the project for an extended period of time.



Overbuilding Results in Oversupply

Oakland, CA, Apartment, Condo, and Townhome Market Apartments & Condos/Townhomes: Units Completed and Underway

Apartments | Condos

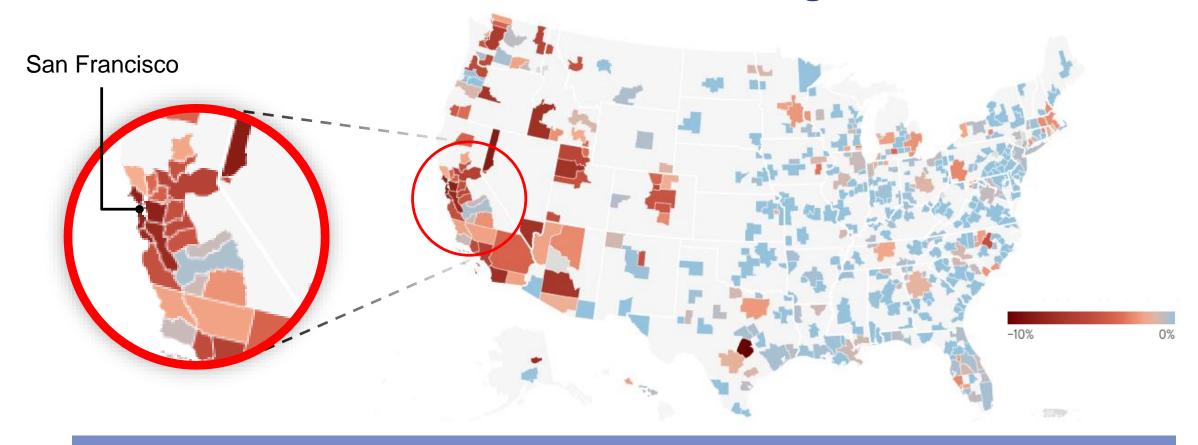


Too many completed and underway apartment units result in an oversupply that drives prices down and vacancies up. The Oakland, CA, market is a prime example.

Source: https://multifamily.fanniemae.com/media/12036/display



Among the Nation's 400 Biggest Housing Markets, 219 Have Seen Home Values Fall Off Their 2022 Peak; Average Decline Is 2%



The largest declines in housing prices in the entire country are in California and are concentrated in the Bay Area.

Source: https://fortune.com/2022/11/15/housing-market-map-home-price-correction-2022/





Industries Prime for EB-5 Investment





The Safest Projects Are Those with Strong Pre-Sales



Single-Family Homes



Residential Condominiums

Immigrant investors should consider a project's location and local economy, its industry, and market demand. Projects that sell units before commencing or completing construction have a high probability of success.



The S&P 500 Is in a Downward Trend



Now is the time to invest in a low-risk real estate development project.



Only when the tide goes out do you discover who's been swimming naked.

- Warren Buffet



Don't Tell Me....Show Me!

Good

100% Sold out Inventory Grid and Vertical Construction Completed

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BadFinancial Projections and No Sales or Leases



Use <u>common sense</u>: what is more likely to succeed, a project that has already sold 100% of its units, or a project that has not yet leased or sold a single unit and can only show you a financial projection?





EB-5 Investor Due Diligence Framework





Questions Investors Should Ask (1 of 2)

1 EB-5 Fund Manager's Qualifications

How many projects has the fund manager raised capital for? How many investors has the fund manager subscribed?

2 EB-5 Fund Manager's Independence

What is the fund manager's relationship with the project? Do any potential conflicts of interest exist?

Reporting and Transparency

What financial information will be provided and how often?

4 Representation Options

Can investors choose their own attorneys?
Can investors' attorneys review all offering documents?

5 Developer's Experience

How many projects has the company successfully developed? How do previous projects compare to the current project?

Questions Investors Should Ask (2 of 2)

6 Regional Center Qualifications

What is the regional center's experience and reputation? Does it have a strong record of compliance? Is it independent of the developer?

7 Project Capitalization

What are the non-EB-5 sources of capital? Have these been secured? Is the project dependent on money from EB-5 investors?

8 Exit Strategy

When will the EB-5 capital be repaid to the immigrant investors? How will it be repaid (i.e., cash flow, refinancing, etc.)?

9 Job Creation

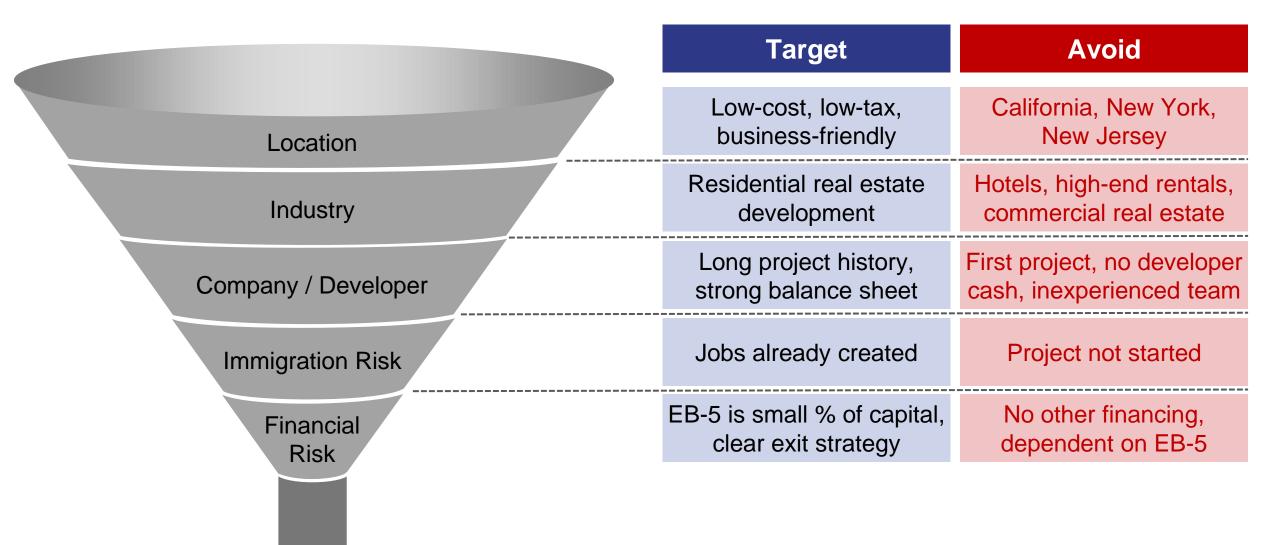
How many permanent jobs will be created per immigrant investor? How many jobs have already been created?

(10) Geographic Area

How strong is the local economy? What demand exists for this project? Is the risk of failure higher due to local market forces?



Selecting an EB-5 Investment







Low-Risk EB-5 Project Investment Opportunities with EB5AN







Saltaire St. Petersburg – Urban TEA (Loan)





Saltaire St. Petersburg: Luxury Condominiums and Retail Space

Qualifies as a high unemployment TEA under the current rules – \$800K investment

192 residences (levels 6–35)

Penthouse units (levels 34-35)

Standard units (levels 6-33)

Amenities and plaza units (level 7)

Parking garage (levels 2-6)

Retail space and lobby (level 1)



Luxury Condominiums and Retail Space

Secured EB-5 loan investment

Phase II FB-5 \$49.5M, 22% of total cost

Total project cost \$227.4M

EB-5 loan repayment guaranty

10+ Jobs **Already Created for All Investors** I-526 approval refund guaranty

100% of Condos **Sold Out**

Senior loan executed with **Wells Fargo** Bank

Construction already underway



July 2022 Construction Update

Vertical construction has been completed.

Construction has already reached the top floor.





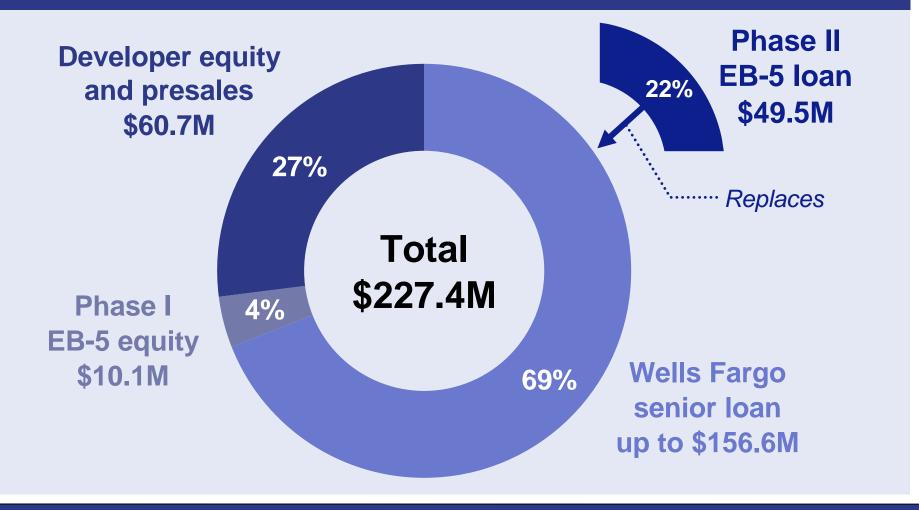






Capital Stack Breakdown

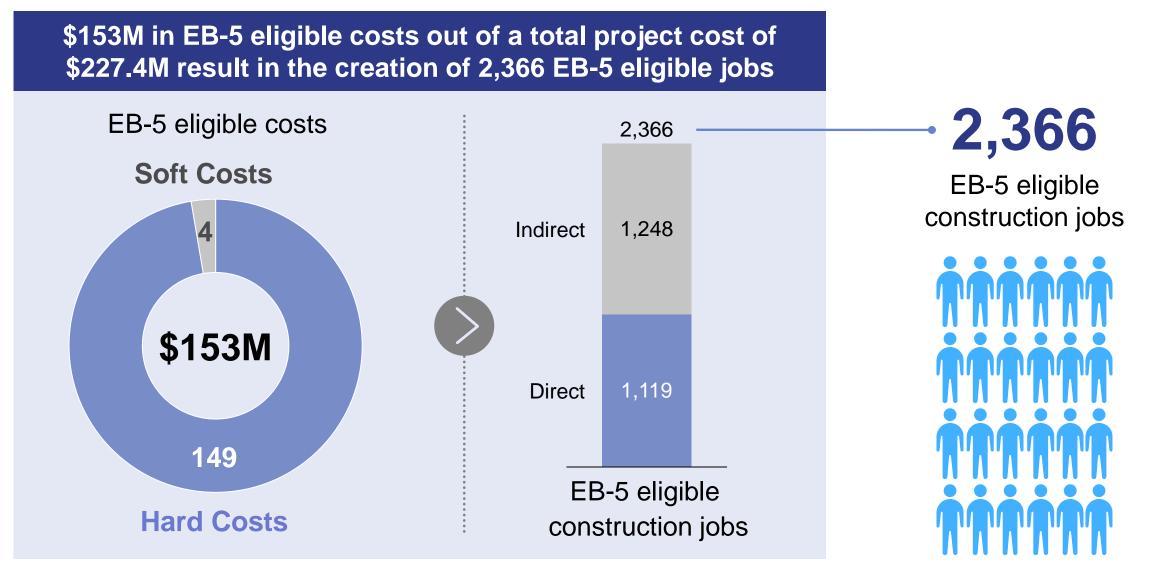
EB-5 Phase II loan up to 22% of stack; fully capitalized with no minimum raise; EB-5 loan replaces part of Wells Fargo senior loan





The Saltaire Project Creates 2,366 EB-5-Eligible Jobs









Wohali Utah – Rural TEA (Loan)





Wohali Utah: Residential Community with Upscale Amenities

Qualifies as a rural TEA – \$800,000 investment with faster, priority processing and 20% visa set aside

WohaliUtah.com



Residential Community Development with Amenities

Secured EB-5 loan investment

\$79.2M, ~19% of total cost

Total project cost \$427.5M

Rural TEA

provides priority processing and visa set asides to avoid backlog I-526E approval refund and job creation guaranties

\$50M senior construction loan in place

Rolling 5-year loan term from investment date

(with a single 1-year optional extension)

Phase 1 nearly sold out

Construction underway with 300+ EB-5 jobs already created



August 2022 Construction and Sales Update

Phase 1 is nearly sold out with only six lots remaining.

Construction of the golf course, clubhouse, and community infrastructure is well underway.





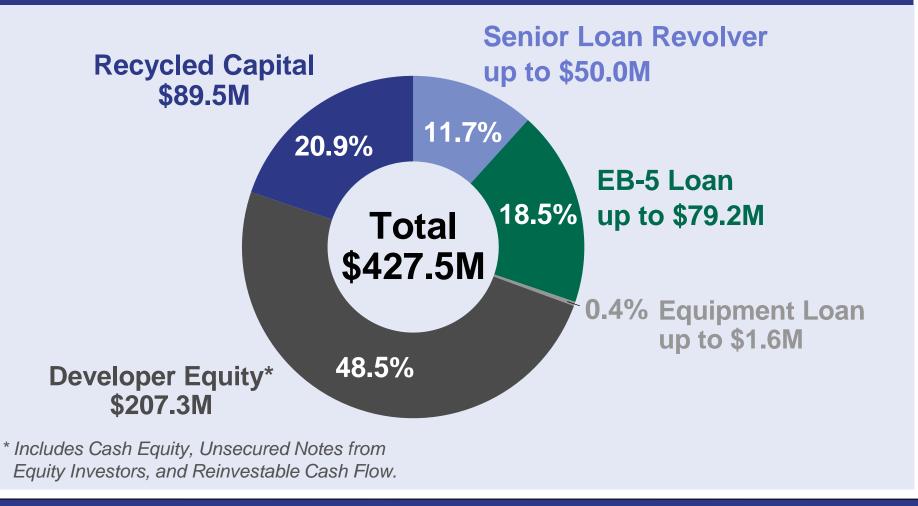






Capital Stack Breakdown

EB-5 loan is up to 18.5% of stack; fully capitalized with no minimum raise; EB-5 loan will not reduce or replace developer equity

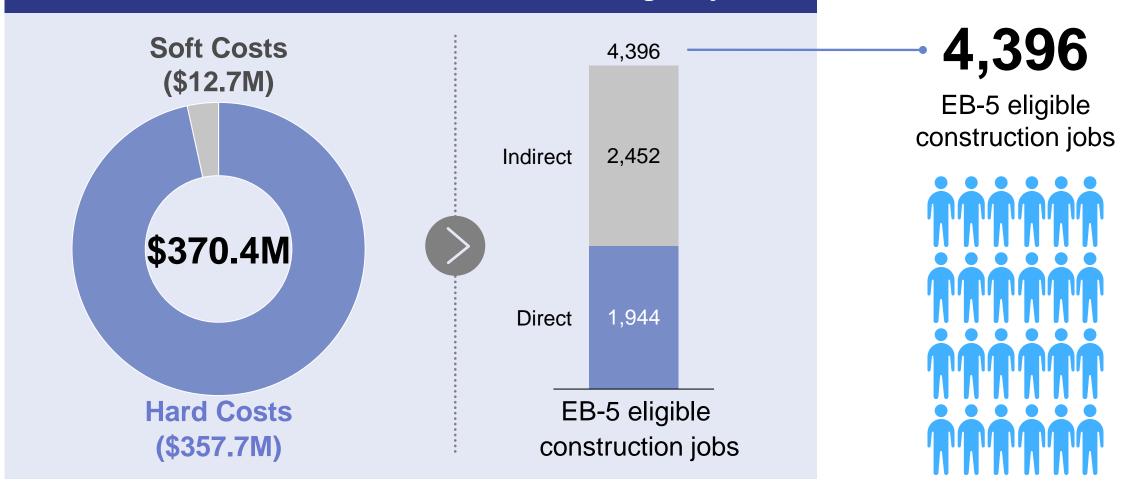




The Wohali Utah Project Creates 4,396 EB-5-Eligible Jobs



\$370.4M in EB-5 eligible costs out of a total project cost of \$427.5M result in the creation of 4,396 EB-5 eligible jobs







Twin Lakes Georgia – Rural TEA (Preferred Equity)





Twin Lakes Georgia: Single-Family Home Community with Amenities

This rural TEA project qualifies for an \$800,000 investment with priority processing and a 20% visa set aside.



Single-Family Home Community with Amenities

Kolter has built 20,000+ single family homes

\$40M, ~6% of total cost

Total project cost **\$666.8M**

Construction already underway

Rural TEA provides priority

processing and visa set asides to avoid backlog

Senior loan with Wells Fargo Bank

Total EB-5 job creation **6,944+ jobs**

24+ jobs

already created for each \$800K investor 1,220+ jobs already created as of June 2022



Construction Progress Photographs









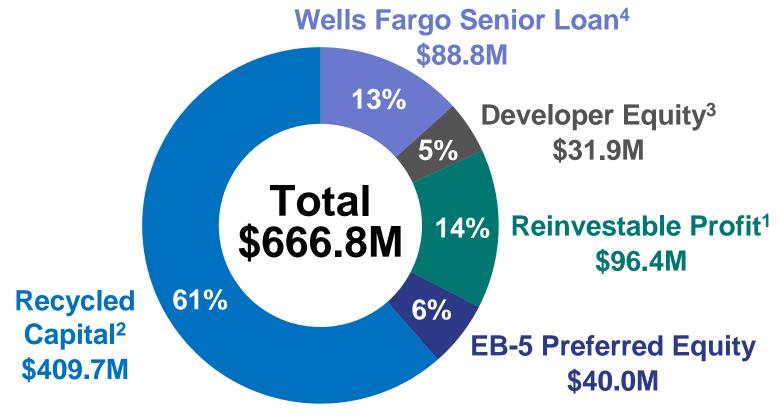






Capital Stack Breakdown

Twin Lakes Georgia is fully capitalized with no minimum EB-5 raise; EB-5 preferred equity is only ~6% of total project cost



Reinvestable profit is total anticipated unlevered cash flows. This figure is dependent on home sales performance. 100% of profits may not be available to finance project costs.





² Recycled capital is funds that are reused on a rolling basis as homes are continuously built and sold.

³ Developer equity is comprised of (i) peak Kolter cash equity; (ii) an intercompany note provided by members of Kolter; and (iii) \$900,000 of EB-5 equity from a closed offering.

⁴ The senior loan facility is comprised of (i) acquisition and development (A&D) loans for phases 2, 3, & 4 of up to \$38.7 million; (b) future phase A&D loans of \$30.1 million; and (c) a revolving \$20.0 million line of credit.

Twin Lakes Georgia Creates 6,945 EB-5-Eligible Jobs



\$527.2 million in EB-5 eligible costs out of the \$666.8 million total project cost will create 6,945 EB-5 eligible jobs







Thank you for attending.

Please call or write to us if you have any questions.



+1 (561) 386-5356 www.eb5investments.com www.eb5an.com info@eb5an.com