Guerrilla Development: Crowd-Investing for Real Estate!

THE
FAIR-HAIRED
DUMBELL
INVESTMENT OVERVIEW

- Regulation A (now A+)
- $1.5 M Target equity raise from crowd-invested capital
- Minimum Investment: $3,000
- Terms: 3-5 Year investment, 8% preferred return
- Securities Offered in 4 States (CA, OR, WA, MA) and D.C.
- Offering Opened April 1, 2016 and closed December 18, 2016

<table>
<thead>
<tr>
<th>Capital Stack</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Class A Guerrilla Development (8.2%)</td>
<td>$1,500,000.00</td>
</tr>
<tr>
<td>Class B Private Equity (14%)</td>
<td>$2,550,000.00</td>
</tr>
<tr>
<td>Class C Crowdinvested Equity (8.2%)</td>
<td>$1,500,000.00</td>
</tr>
<tr>
<td>Senior Debt (69.5%)</td>
<td>$12,644,892.00</td>
</tr>
</tbody>
</table>
INVESTOR PROFILE

• 111 Total Investors
• 92% Unaccredited, 8% Accredited
• Average Investment: $6,819
• 14 from CA, 2 from DC, 1 from MA, 9 from WA and the remainder—85—were from Oregon (for the most part Portland)
YAY!
BUT ALSO, OUCH...

• MONEY: $280,480 in offering-related expenses

• TIME: 2.5 years from “We should do this!” to opening the offering. Another 9 months to fund...

• BRAIN POWER: Huge learning curve for Sponsor (us) and Class C Members (crowd-invested equity buddies)

• MANAGEMENT: 111 quarterly checks, etc.
Jolene's First Cousin! Social Impact Crowd-Investing for Real Estate!

GUERRILLA DEVELOPMENT PRESENTS

JOLENE'S FIRST COUSIN
INVESTMENT OVERVIEW

- Rule 504 Exemption of Regulation D
- $300,000 Target Equity Raise from Crowd-invested Capital
- Minimum Investment: $3,000
- Terms: 10 Year investment, 5% preferred return plus pro rata share of distribution from sale/refi
- Securities Offered in OR only
- Offering Opened December 18, 2017 and closed December 21, 2017 (DAAAANG!)

CAPITAL STACK

- Class A Guerrilla Development (4.7%)
- Class B Private Equity (14.1%)
- Class C Crowdinvested Equity (14.1%)
- Senior Debt (67.1%)
INVESTOR PROFILE

• 46 Total Investors
• 33% Unaccredited, 67% Accredited
• Average Investment: $6,977
BUT ALSO...YAY?

• MONEY: $45,000 in offering-related expenses
• TIME: 3.5 months from “We should do this!” to opening the offering. 3 days to fund...
• BRAIN POWER: Smaller learning curve for Sponsor (us) and Class C Members (crowd-invested equity buddies)
WOULD YOU USE CROWD-INVESTING?