

### Saltaire St. Petersburg Phase II (Loan) EB-5 Project

An under-construction EB-5 project with a parent entity loan repayment guaranty



### **Important Investment Information**

All EB-5 investments must be "at risk" per USCIS requirements. Risk of loss exists. Any protections and guaranties negotiated at fund level are not exercisable by individual investors themselves but are administered by fund management only. No guarantees exist regarding individual investors' ability to be repaid.

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### **About EB5 Affiliate Network and EB-5 Program Overview**



EB5 Affiliate Network (EB5AN) is a USCIS-authorized regional center operator, EB-5 consulting firm, and global investment fund manager. EB5AN helps foreign investors obtain U.S. permanent residency (green cards) through investments in U.S. real estate development projects within the guidelines of the EB-5 Immigrant Investor Program.



The EB-5 Immigrant Investor Program is a U.S. government program that encourages new investment in job-creating projects. 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 members are eligible to receive permanent green cards and relocate to the U.S.



### **EB-5 Investor Priorities and Green Card Benefits**

The number one priority for all our EB-5 investors is to secure a permanent green card.



All EB5AN projects are conservatively structured to ensure permanent green card approval.

Many of our EB-5 investors view the United States as a gateway to a better future for their families via the EB-5 program. Our EB-5 investors are typically in pursuit of at least one of the following permanent green card benefits:



### **Employment flexibility**

Work or start a business anywhere in the U.S.; change location as often as you like



#### Safeguard hard-earned investment funds

Protect funds with a passive investment and a successful immigration process



### Residence flexibility

Live anywhere in the U.S.; change location as often as you like



### Backup plan for instability

Secure a backup plan for safe haven in situations of political instability or economic volatility at home



### Travel flexibility

Leave and enter the U.S. freely; no visa required



#### Medicare health insurance benefits

Receive health insurance benefits if you are at least 65 years old and have held your green card for at least 5 years



#### Permanent resident status

Renew your green card every 10 years indefinitely



### Superior health care

Gain access to the most technologically advanced health care services only available in the U.S.



### Higher admission rates at top schools

Increase the odds of children's admission to top colleges and graduate schools



### **Social Security** financial benefits

Receive retirement benefits in the form of supplemental income after contributing to the Social Security program



#### Lower tuition costs

Pay significantly less for children's tuition for college and graduate school



### U.S. citizenship through naturalization

Optional path to become a U.S. citizen after 5 years



### EB5AN: National EB-5 Regional Center Operator and Fund Manager

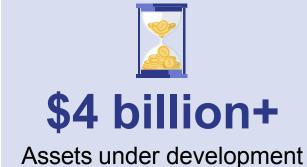
1,800+ investors from 60+ countries have invested with EB5AN's regional centers.





2013

**Established** 





USCIS-approved regional centers covering 20+ states



100%

Approval history on USCISadjudicated projects



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

### Regional Center Team Involved in More Than \$3 Billion of Leveraged Buyouts, IPOs, and Commercial Real Estate Development



Samuel B. Silverman



Michael Schoenfeld



Timothy Y. Shih, Esq.















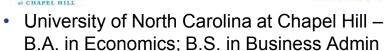






Yale

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

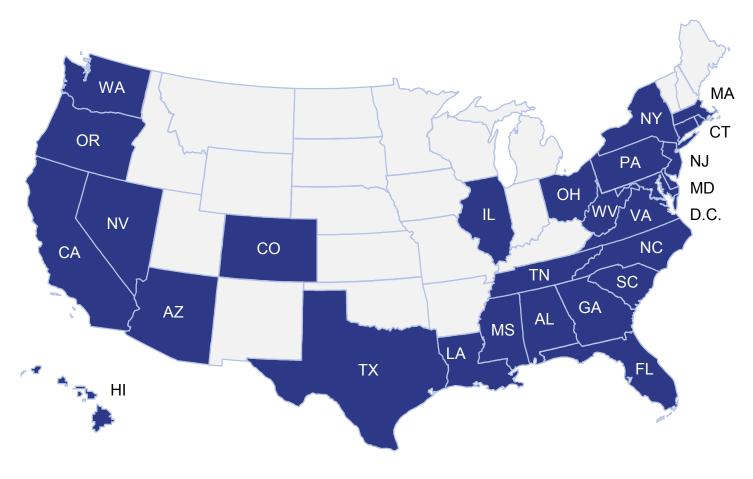


- Boston Consulting Group (BCG) Business and strategy consulting
- AEA Investors Leading middle-market private-equity firm
- Forbes 30 Under 30 National Winner for Social Entrepreneurship

- Yale University B.S. in Computer Science
- Duke University School of Law **Juris Doctor**
- Cravath, Swaine & Moore Premier U.S. law firm working with Fortune 500 companies.
- DMG Entertainment General counsel for one of the largest entertainment companies in the People's Republic of China



## EB5 Affiliate Network Operates 14 Regional Centers with Geographic Coverage of 20+ States and Washington, D.C.





### **EB-5 Investors from 60+ Countries**

Investors from a wide variety of backgrounds consistently find value in EB5AN's investment approach.



Vietnam



Korea

### Saltaire St. Petersburg Phase II: The 12th Kolter and EB5AN Project





















### Saltaire St. Petersburg: Luxury Condominiums and Retail Space

Qualifies as a high unemployment TEA under the current rules – \$900K 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 Ioan investment

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

Total project cost \$227.4M

EB-5 loan repayment guaranty

Total job creation

32.8

jobs per investor

I-526 approval refund guaranty

Senior loan executed with Wells Fargo Bank

USCIS and attorney fee refund guaranty

Construction already underway



### Saltaire St. Petersburg: Key Investment Merits

1 Strong market fundamentals

Strong, proven demand for luxury condominiums based on Kolter's ONE St. Petersburg project and limited local inventory/pipeline

Prime ocean views
2 and downtown
location

Direct ocean views and central downtown location with a 94 out of 100 Walk Score; located directly across from CVS and Publix

Attractive project structure and safety

Secured EB-5 loan investment with EB-5 loan repayment and I-526 approval refund guaranty for EB-5 investors

4 Experienced team

Best-in-class development and EB-5 regional center team with extensive experience in condominium development in South Florida



# **Luxury Condominiums**

Residences
192 units

Unit area 2,000 sq. ft. average (185 m<sup>2</sup>)

Total saleable space 400,000 sq. ft. (37,160 m<sup>2</sup>)





### Ground Floor Retail Space

Ground floor devoted to saleable retail space

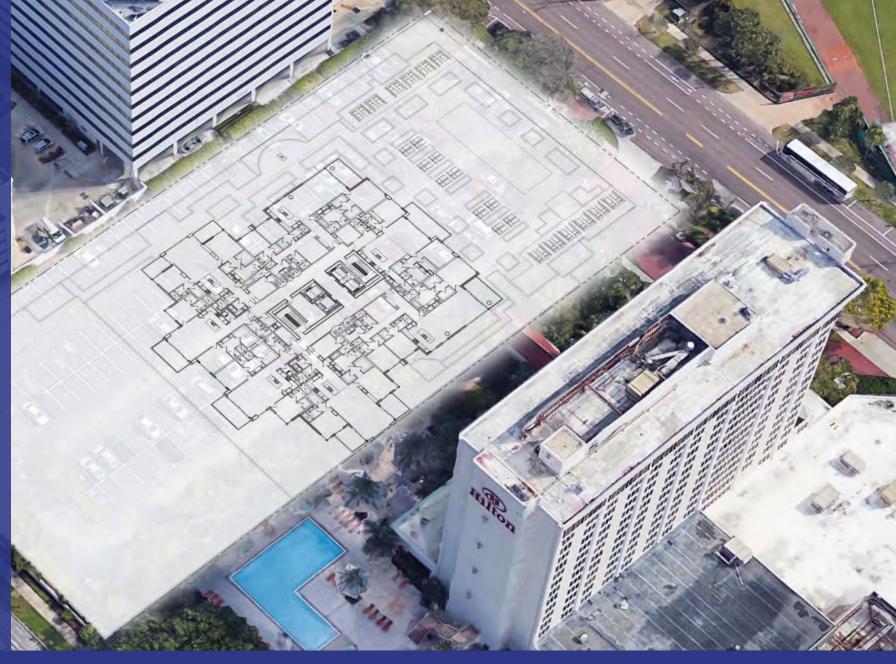
Saleable retail space 10,000 sq. ft. (930 m<sup>2</sup>)





# Project Site with Floorplate Aerial View

The aerial view highlights the Saltaire's central downtown location as an urban infill development site.





# Direct Ocean and Downtown City Views

Residents will enjoy stunning ocean and downtown city views.

Unobstructed, direct ocean and downtown city views





**Balconies** and Floor-to-Ceiling Windows Showcase **Breathtaking** Ocean and **City Views** 











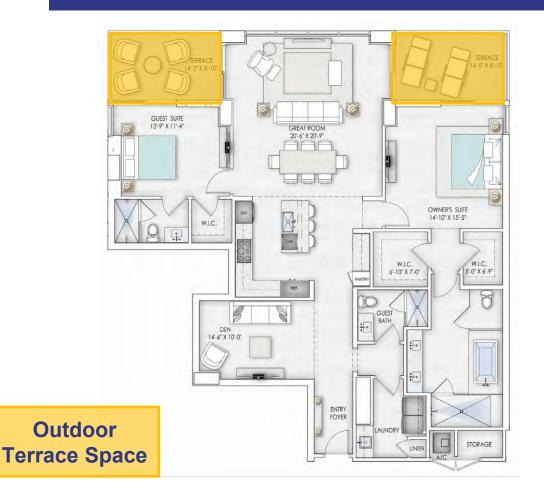






### Large Terraces for Highly Functional Outdoor Living Spaces

#### **Cobalt North Residence**



#### **Deep Sky South Residence**





### Highly Walkable, Central Downtown Location with a 94/100 Walk Score



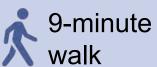


# Walkers' paradise Daily errands do not require a car.



### Very bikeable Mostly flat, with excellent bike lanes.

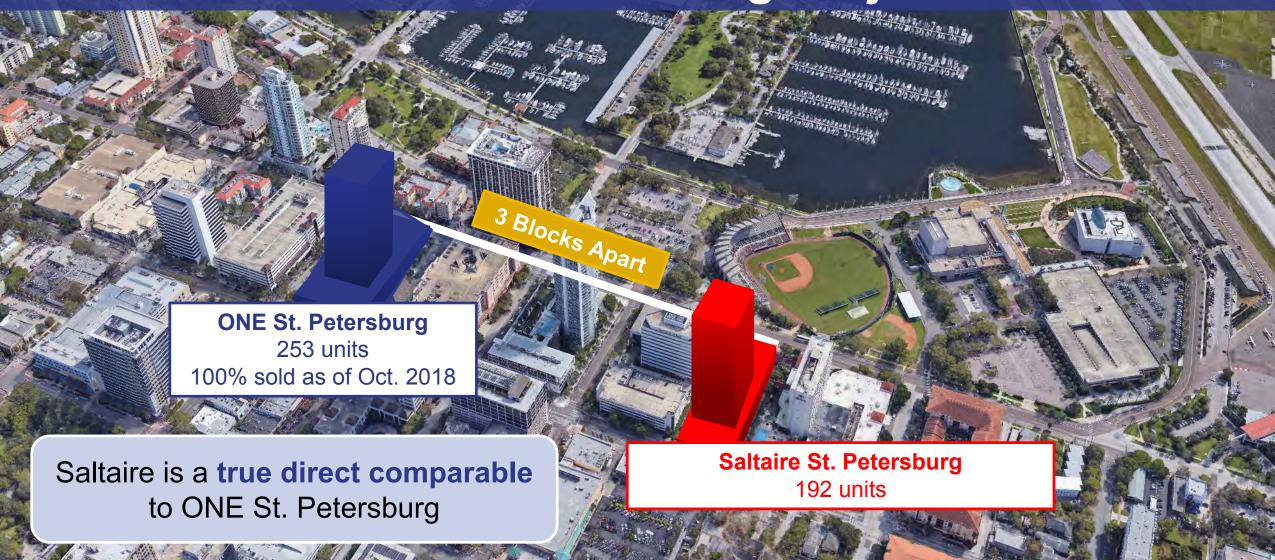
#### **Downtown St. Petersburg**





1-minute drive

# Three Blocks from Highly Successful ONE St. Petersburg Project





## Kolter's Second Luxury Condominium Project in Downtown St. Petersburg

The first project, ONE St. Petersburg, is 100% sold out.



**Developed by the Kolter Group** 

Only three blocks apart

**Comparable amenities and finishes** 

Similar development timeline

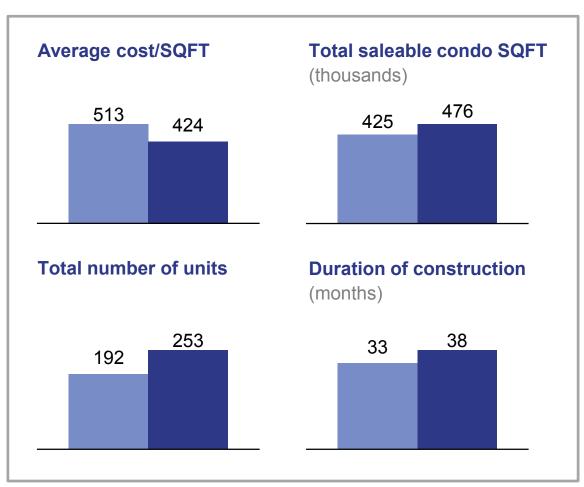
The Saltaire project will follow the proven success of ONE St. Petersburg.



## ONE St. Petersburg: A True Direct Comparable for Saltaire St. Petersburg



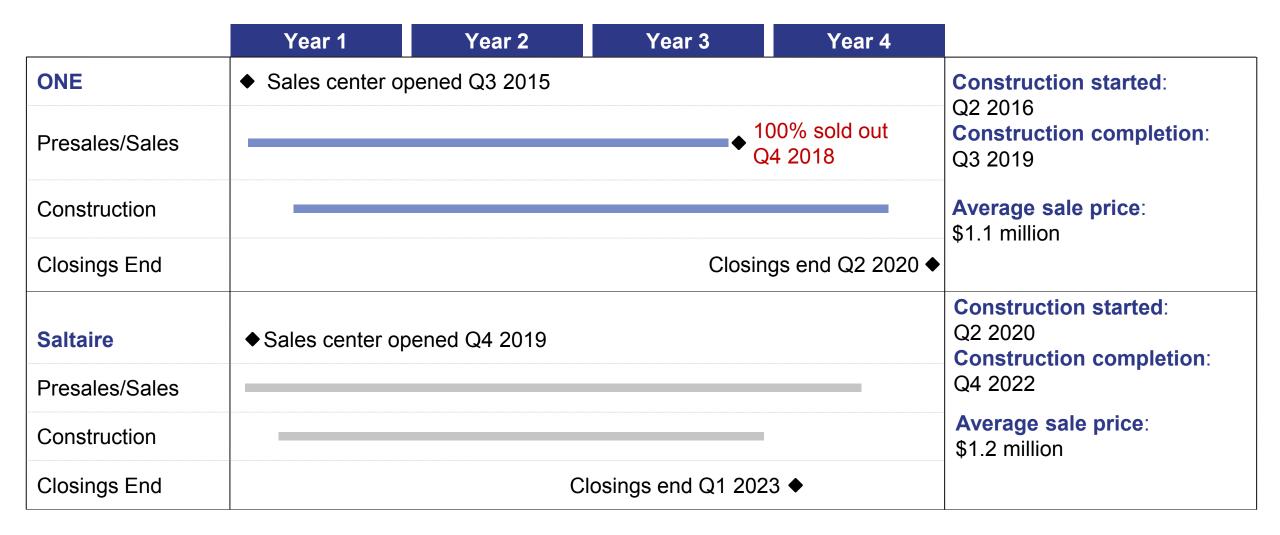




Saltaire St. Petersburg ONE St. Petersburg



### ONE St. Petersburg and Saltaire St. Petersburg Have Similar Construction and Sales Timelines





# Saltaire St. Petersburg: Five-minute Walk to Brand-Name Shopping Chains Publix & CVS





### Modern, State-of-the-Art Sales Office Already Open





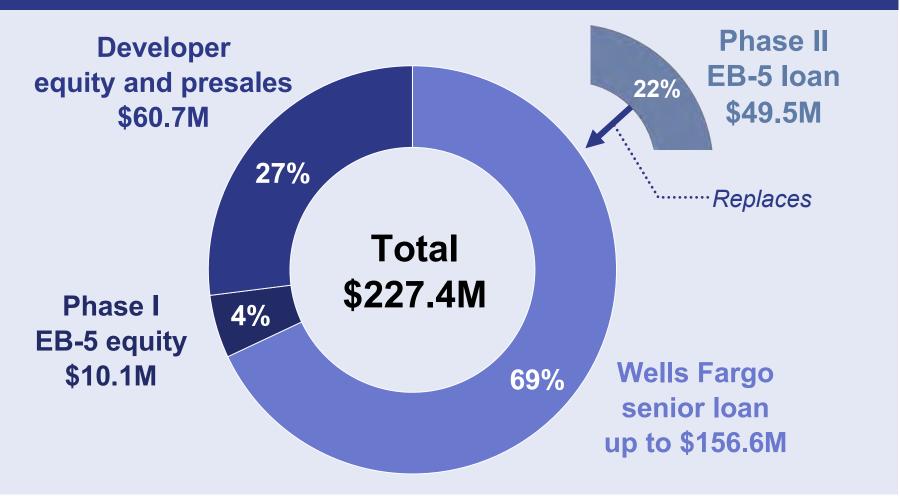






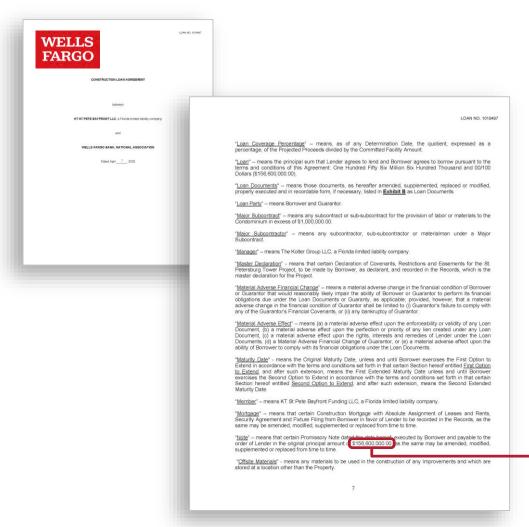
### **Capital Stack Breakdown**

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





### Wells Fargo Bank Senior Construction Loan Executed for up to \$156,600,000 in loan proceeds





Wells Fargo & Company is a publicly traded American bank. Wells Fargo is the world's fourth largest bank by market capitalization and the fourth largest bank in the U.S. by total assets, with \$1.927 trillion in assets and 258,700 employees.

Project is fully capitalized with equity and presales and Wells Fargo senior loan of up to \$156,600,000; EB-5 loan replaces part of Wells Fargo senior loan

\$156,600,000

### CBRE Group Valuation Appraisal Confirms Conservative Project Underwriting with Estimated Value of \$255 Million





CBRE Group is an American commercial real estate services and investment firm. It is the largest commercial real estate services company in the world and is publicly traded on the New York Stock Exchange under the ticker CBRE. The firm is ranked 146th on the Fortune 500. Headquartered in Los Angeles, California, CBRE Group provides independent real estate valuation services to real estate development projects worldwide.

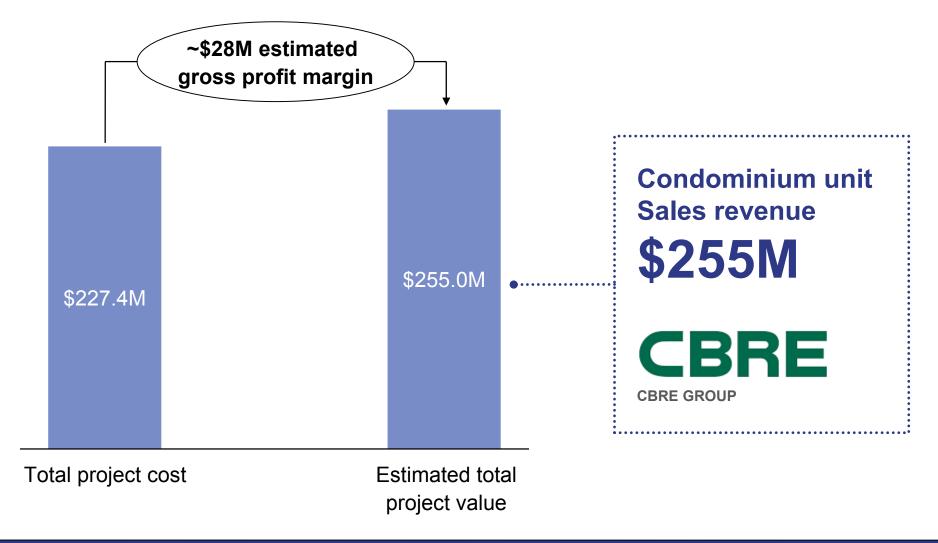
Total project cost of \$218.1M and CBRE valuation appraisal of \$255M provides a gross profit margin of ~\$37M for the project development.

#### Market value conclusion

Appraisal premise	Interest appraised	Date of value	Value conclusion
As is	Fee simple estate	December 29, 2019	\$26,500,000
Prospective as complete	Fee simple estate	October 1, 2022	\$255,000,000



# CBRE Appraisal Validates Substantial Gross Profit Margin for Development of the Saltaire St. Petersburg Project





### **Immigration and Financial Safety**





### **Immigration safety**

- Fully capitalized project with senior loan from Wells Fargo Bank
- 32.8 jobs per EB-5 investor
- Construction already underway

#### **Financial safety**

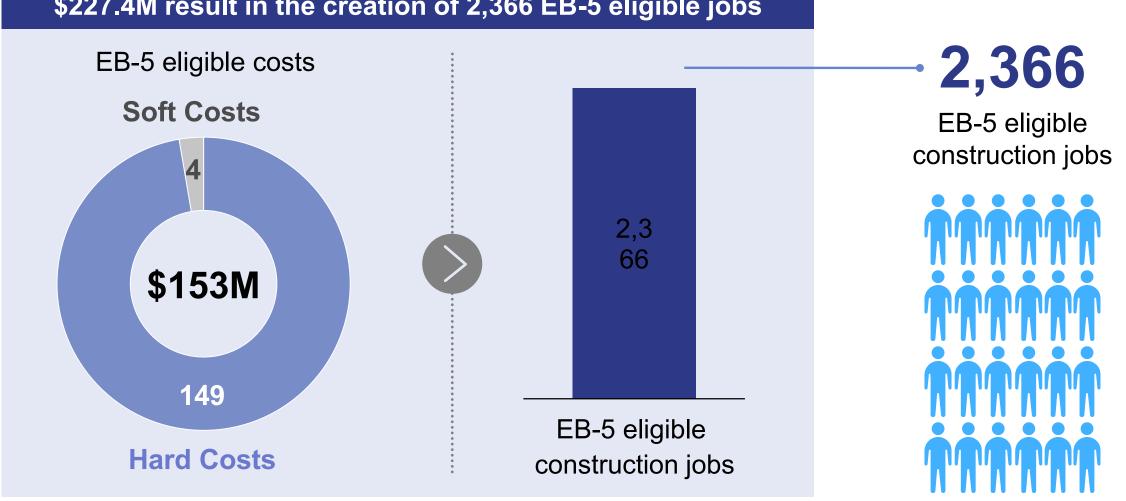
- Secured EB-5 loan investment with repayment guaranty
- 1-526 approval refund guaranty
- Transparent, ongoing financial reporting every quarter



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



\$153M in EB-5 eligible costs out of a total project cost of \$227.4M result in the creation of 2,366 EB-5 eligible jobs



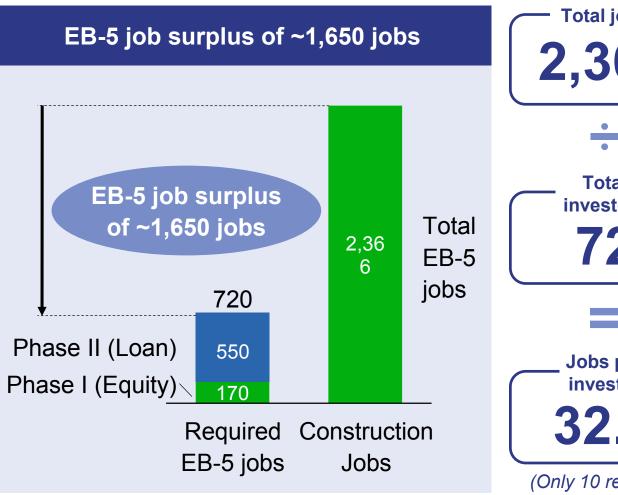
### Saltaire Project Creates 2,366 Jobs—Only 720 Jobs Required for All Phase I and Phase II EB-5 Investors

#### Phase I (Equity)

170 jobs required (\$10.1M\* = 17 investors x 10)jobs)

Phase II (Loan)

550 jobs required (\$49.5M = 55 investors x 10 jobs)





\*Note: Phase I (Equity) has 13 EB-5 investors at \$500K and 4 EB-5 investors at \$900K.



### **Job Creation Cushion of 3.28x Requirements**

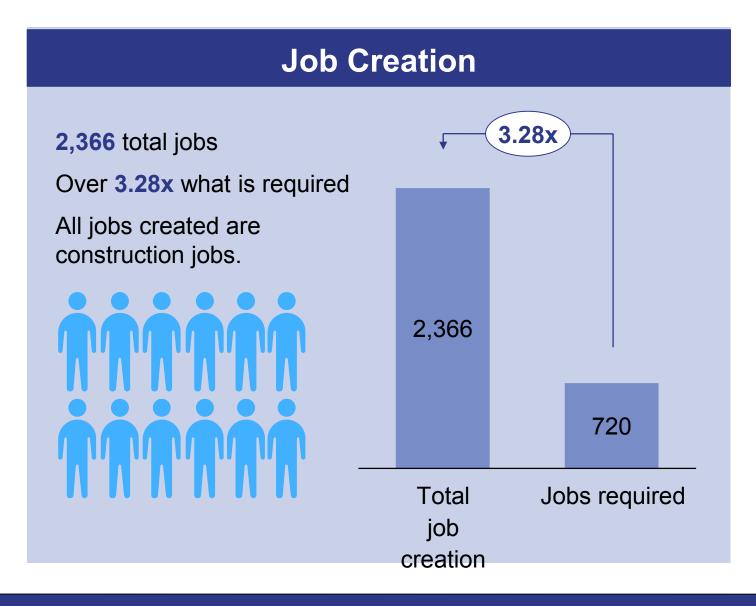


Total jobs

2,366

Jobs per investor

32.8





### Why Do EB-5 Investors Consistently Choose EB5AN?

Our strategies lower immigration and financial risk for EB-5 investors.

1

### I-526 approval refund guaranty

Your I-526 petition will be approved, or you will be refunded 100% of your investment.

2

### Fully committed projects

All Kolter EB-5 projects have or are expected to obtain third-party bank financing.

3

### Job creation from construction alone

Job creation from construction activity alone (RIMS II model) meets 100% of EB-5 requirement.



#### Why Do EB-5 Investors Consistently Choose EB5AN? (cont.)

Our strategies lower immigration and financial risk for EB-5 investors.

4

## Compelling financial return

EB5AN/Kolter projects provide EB-5 investors with competitive preferred returns on investment.

5

# Transparent financial reporting

All our EB-5 investors receive quarterly financial reports providing maximum transparency on investment status.

6

# Best-in-class development team

We partner only with institutional private developers and banks with strong balance sheets and extensive EB-5 project experience.



#### Saltaire St. Petersburg Phase II Uses NES Financial Suite



Market leader in EB-5 escrow and fund administration solutions

- 600+ projects representing
   \$20 billion in EB-5 capital
- Partner with leading banks, ensuring funds are safely held



NES Financial technology increases security and transparency for investors and immigration agents

- Online portal access for investors to monitor investments
- Expenditure tracking improves likelihood of immigration success



EB-5 industry leadership and expertise

- Active as board members of IIUSA and EB-5 Investment Coalition
- Published authors and regular speakers at industry conferences





#### **NES Financial Medallion for EB-5 Project Best Practices**







- Projects that use NES Financial solutions are awarded medallions for embracing best practices.
- NES offers silver, gold, and platinum medallions. Platinum projects use the full suite of NES Financial services.



#### **EB-5** Illustrative Timeline

#### **EB-5** immigration timeline

1

Submit I-526 petition and wait for I-526 approval

2

Wait for visa category to become current (available)

3

I-485 change of status (in U.S.)

or

DS-260 (out of U.S.)

4

24-month conditional residency period

5

I-829 approval: removal of conditions

- \$900,000 investment (in new TEA)
- Administrative fee
- Attorney, source of funds, USCIS fees
- Only applies to countries with EB-5 visa backlogs and retrogression
- · China, Vietnam, India
- Fingerprinting and photo done in person at a U.S. embassy or consulate
- After 24 months, gather all job creation data and file I-829 petition to remove conditions
- Job creation period can include time within the I-485 or DS-260 period as well
- After approval, green card becomes permanent



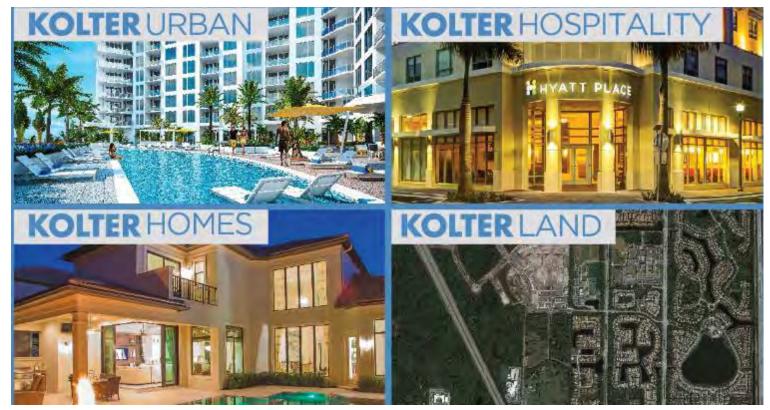


# The Kolter Group: A Real Estate Development Firm with 50+ Active Projects and 500+ Employees in Four Business Units

# **KOLTER**

Residential highrise condominium development and urban infill

Master-planned community development and homebuilding



Hotel development and investment

Lot development and lot banking for third-party builders

# The Kolter Group: A Financially Strong Developer with an Experienced, Strategic, and Award-Winning Management Team



# Reputationally and financially strong

- Has not defaulted on a single bank loan, giving access to firsttier debt providers
- Equity partners include leading investment funds and Forbes-listed family offices



## Award winning

- Top 25 largest privately-held home builders in the U.S.
- Hyatt's Hotel
   Developer Award
   and Strategic Partner
   of the Year Award



### Strategically focused

 Focused on satisfying the housing needs created by aging U.S. population and sunbelt migration



#### Experienced, businesscycle tested, cohesive management team

- 200+ years of cumulative real estate experience
- More than \$15 billion of expected value of residential, commercial, and hospitality transactions
- Average tenure of leadership is 14+ years at the firm and 25+ years in real estate



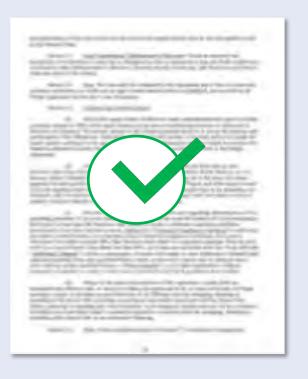
#### **EB-5 Project Developer Guaranties**

#### Kolter provides multiple guaranties, offering investors unparalleled security

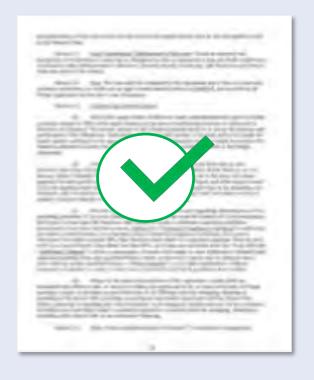
## EB-5 loan repayment guaranty



### I-526 approval refund guaranty



### **Construction completion guaranty**



# EB-5 Investors Will Receive Refund of Immigration Attorney and USCIS Fees if Their I-526 Petitions Are Not Approved

"We are excited to implement this new safety feature for EB-5 investors, and we hope that this decision will set a new standard for the EB-5 industry with the goal of safeguarding investors' capital and strengthening an alignment of incentives between EB-5 regional centers and individual EB-5 investors."

- Samuel B. Silverman, EB5AN Managing Partner





























The Miami Herald

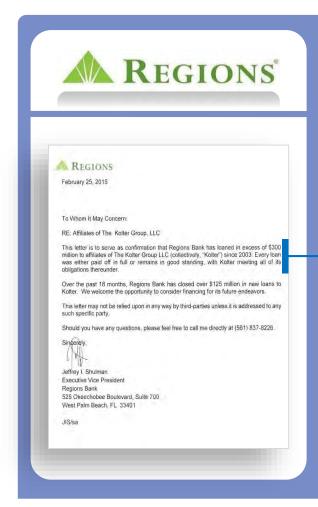


Note: I-526 attorney and USCIS Fee refund applies to any denial for project related reasons



#### 100% Loan Repayment and Project Success To Date

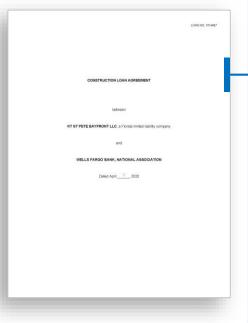
Since 1993, Kolter has not defaulted on a loan or failed to complete a project—ever.



Regions Financial Corporation is a bank and financial services company headquartered in the Regions Center in Birmingham, Alabama. The company is publicly traded on the NYSE (RF) and has approximately \$126 billion in assets.

Regions Bank has loaned in excess of \$300 million to affiliates of The Kolter Group LLC since 2003. Every loan was either paid off in full or remains in good standing, with Kolter meeting all its obligations thereunder.

## WELLS FARGO

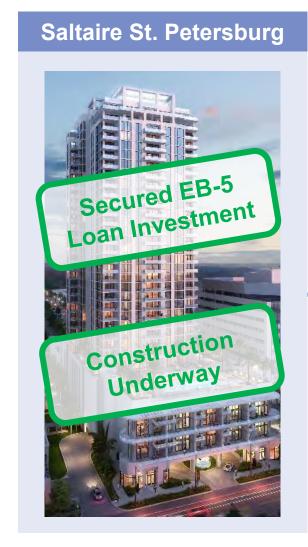


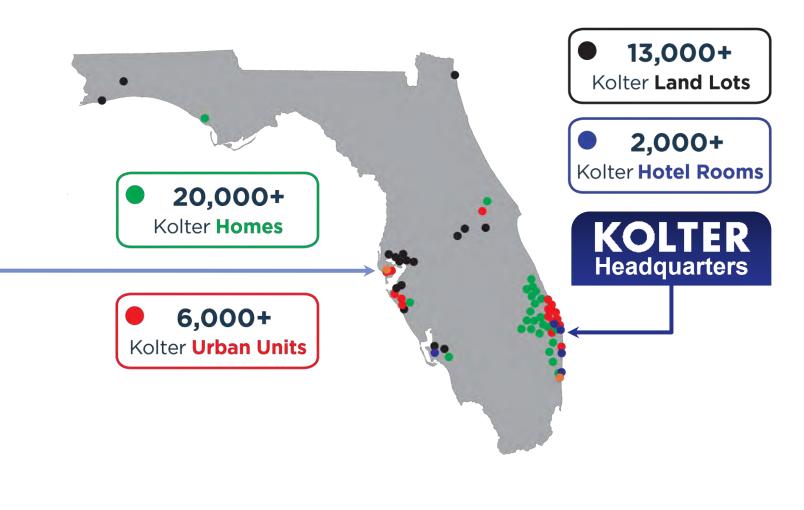
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Senior Loan for the Saltaire St. Petersburg is with Wells Fargo Bank. The ONE St. Petersburg project senior loan was also from Wells Fargo Bank.

#### **Kolter Project Locations**

Kolter is focused on the development of projects in Florida and is headquartered in South Florida.







#### The Kolter Group Projects in Florida





#### The Kolter Group: Select Project Media

#### **KOLTER**















#### The Kolter Group: Select Development Projects





#### The Kolter Group: Select Development Projects (cont.)









Please contact us to schedule a call to discuss approved and available EB-5 projects.

Phone: 1-800-288-9138

E-mail: info@EB5AN.com

www.EB5AN.com and

www.EB5VisaInvestments.com