

CREATING HOME SITES IN ESTABLISHED NEIGHBORHOODS

CONNECTING PROFIT POTENTIAL WITH POSITIVE ECONOMIC IMPACT



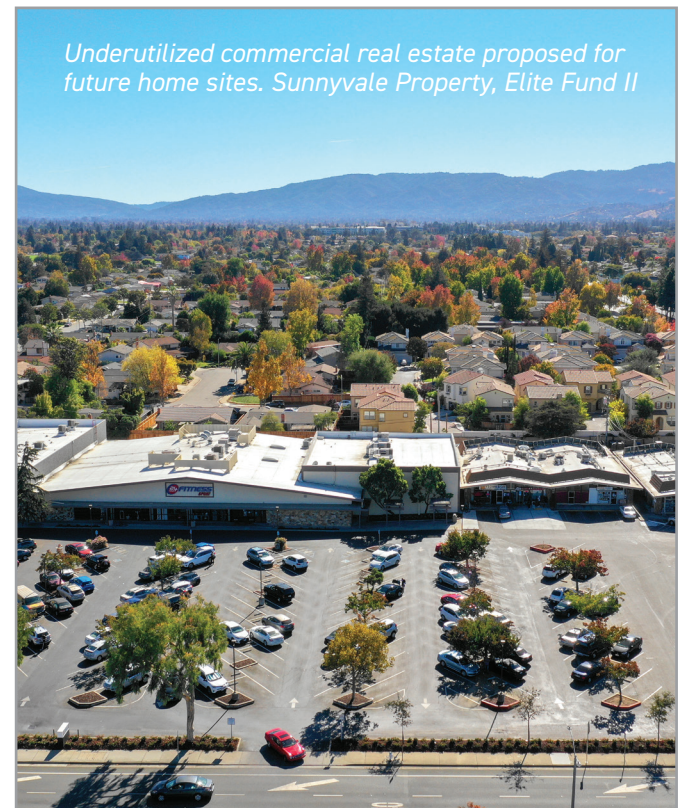
RESIDENTIAL HOME SITES HAVE THE POTENTIAL TO MAKE A POSITIVE IMPACT

One area with the potential to provide a profit incentive with positive impacts to the local economy is creating home sites in established communities by repurposing vacant lots and abandoned or obsolete buildings. Rather than building on open space far from urban centers, this strategy seeks to repurpose existing commercial or retail real estate that is no longer productive into neighborhoods that are new and vibrant. This model of development helps address several social and environmental challenges as it may:

- **Have the potential to provide more attainable housing** at a time when the nation's housing shortage has been worsened by the pandemic²
- **Encourage more responsible planning** by building in areas with existing infrastructure
- **Help reduce carbon emissions** by giving residents the ability to live where they work and play
- **Bring jobs and revenue to cities and local businesses**

THE SOCIALLY RESPONSIBLE INVESTING BOOM CONTINUES

Over the last several decades, concern has grown worldwide about issues relating to climate change, corporate governance and social justice. An increasing number of people want to invest in a way that marries the goal of achieving competitive returns with a desire to make the world a better place. This change has led to a sizable shift in assets toward investment options geared toward supporting a broad range of social, economic and environmental initiatives. Demonstrating the breadth and strength of this movement, inflows into the category of sustainable investments now top \$35.3 trillion globally, accounting for about a third of all investable assets in the world's five largest markets.¹



Underutilized commercial real estate proposed for future home sites. Sunnyvale Property, Elite Fund II

THE BENEFIT TO COMMUNITIES

For the established communities in which it takes place, repurposing property and underutilized land into homesites helps create a virtuous cycle of economic activity. The building process itself brings development revenue and jobs to the area and increases local spending. When a new home community is finished, that economic boost continues as residents and businesses spend in the locality and pay taxes, strengthening the tax base and thereby providing funds that can be used by the municipality to make further improvements. That, in turn, may attract additional investment to the community, which potentially creates more jobs.



Underutilized commercial real estate proposed for future home sites. Moreau Assemblage, Elite Fund II

THE KEY TO SUCCESS

One of the most critical factors in the success of these real estate ventures involves identifying sites with the right potential. The process requires a specialized skill set that includes expertise in community planning, a deep understanding of the municipal approval process, and knowledge of the local market. Because homebuilders do not typically have this skilled manpower on board, many are turning to third-party providers like The True Life Companies (TTLIC) to identify opportunities and smooth the pathway forward. TTLIC's goal is to help connect those interested in home ownership with attainably-priced new housing in high-demand/low-supply markets by repurposing under-utilized or obsolete industrial, office, retail or vacant parcels into residential home sites.

TTLIC seeks to obtain the required municipal approvals for new residential tentative maps, or final maps, and then sells/assigns the property to a homebuilder for their construction and sales pipeline. Utilizing this strategy, TTLIC has laid the foundation for homebuilders to bring hundreds of new homes to market. TTLIC's existing pipeline is anticipated to provide more than 2,200 future homes in varying metro markets in California and Colorado, with additional markets under consideration.

Learn more about how TTLIC helps provide positive economic and social impact.

Contact Orchard Securities at 801.316.4301.

¹ <http://www.gsi-alliance.org/wp-content/uploads/2021/08/GSIR-20201.pdf>

² <https://www.forbes.com/sites/kathleenhowley/2021/10/24/housing-shortage-likely-to-outlast-other-pandemic-driven-scarcities/?sh=52aca29777aa>

All investments involve risk. An investment in TTLIC and its affiliates is speculative, illiquid and involves a high degree of risk, including the loss of principal invested. There is no guarantee that investors will receive any return. Risks include the impact of the COVID-19 outbreak on TTLIC and its affiliates' operations and value; risks associated with the entitlement of real estate; the volatility of the real estate industry; limited redemption rights; restrictions on transferability; no guarantee of cash distributions; distributions may be paid from any source; reliance on TTLIC and its affiliates to select and manage their projects; the projects may be leveraged; the fees paid to TTLIC and its affiliates will not have been determined by arm's-length negotiations; conflicts of interest; and tax risks. All potential investors must read the applicable Memorandum, including the "Risk Factors," prior to purchasing any securities. Securities offered through Orchard Securities, LLC. Member FINRA/SIPC.

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