

Biggest Vision:

A path of paradise. A string of properties connecting across the United States with a variety of food bearing plants growing on each of them and natural passive water gathering techniques and simple shelters that make stays on each property hospitable without requiring large investments of money, time, or materials. People can either stay in more social areas where multiple people share campsites or shelters/housing ranging from deluxe room-sized + cloth tents to solar powered homes with internet etc... full amenities. People can access these properties through biking or possibly walking from property to property and from wherever they actually live. There will likely be some kind of combo of couch-surfing and airbnb to help people get from the major city to the first stop on the string of properties if they're going on foot/bike.

The foot/bike element is important because it adds adventure and will add major media exposure. Imagine an accessible path that spans from San Diego to Seattle and that people with moderate fitness can easily bike as far as they wish and have places to stay along the way. Ideally where each spot along the way has plenty of locally grown food. This would have a huge social impact to see fossil fuel free movement and potentially blossom into a full on lifestyle. As it blossoms into a lifestyle – the property values will increase on each property now that more people go through there and due to the various developments of environment into something more suitable and desirable for human life.

Also, a huge part of this vision as an economic plan is NOT simply focused on a dollar return but rather on an overall social-economic gain. Consider the difference between A. having two million dollars in the bank B. owning 50 properties spanning across the United States each of which has some basic livable structures or beautiful camping areas, water, and food bearing plants and totaling over 50 acres combined PLUS having access to full on retreat centers with all the modern amenities of air conditioning/heating/internet/modern kitchen etc... and a likelihood of an active resort/retreat/social atmosphere. And not only that... but that this being part of a movement that really feels like a huge positive impact to the world not only improving the environment by decreasing pollution and helping people live healthier... but also opening up the world economically by connecting people to parts of the country that don't cost so much to live in. I.E. rural areas that could cost as little as \$1,000-\$5,000 per acre can now be seen as desirable places to start little gardens/retreats/summer homes/winter homes etc... potentially even to blossom into full on new villages, towns, or even cities.

Over time, we will be able to identify which areas have the most interest for further development. Basically looking for young/athletic/possibly environmental minded people who want to visit or potentially own land. This plan could be facilitated for many types of people of course since we're essentially talking about use of natural resources... and most people can value this. However, not everyone wants to leave their homes to visit or has interest in real estate investment or development. Many people do not want to adventure out alone or even with groups. Therefore, we will do some work to develop the group of people that will like to venture out from their urban area. Nationally focusing on Seattle, Portland, Sacramento, Reno, Las Vegas, the SF Bay Area, San Luis Obispo, Santa Barbara, the Los Angeles Area, and San Diego. And later connecting to Canada and Mexico.

There's also a great element of long term conservative wealth and resource management to this. By purchasing properties spanning many lines of latitude and longitude and working towards passive water use techniques and planting food bearing plants, we have an asset that hedges against negative potential occurrences due to climate change, and also stands to benefit from positive changes and become some of the first to uncover the true value of many areas of land that currently go far undervalued.

As it stands, it appears that most urban dwellers in California have simply no idea of the potential of purchasing land anywhere in California for under \$30,000 let alone \$100,000+ as the average homes cost anywhere from \$250,000 to \$2,000,000 – all of which exist on usually 1/5th or 1/8th of an acre. This ignorance of the raw land real estate market allows us to create assets that we can sell without a competitor offering a similar product.

In other words, you can not currently search for real estate in California that has the following qualities:

- Has more than 1 acre of land
- Has a rain catchment system that also functions as shelter (or has a full on nice house)
- Has a composting toilet that does not require maintenance while not present on the land
- Has a secure hidden storage area for whatever a person requires (tools, food, valuables etc..)
- Has privacy
- Has been vetted by someone trustworthy
- Costs less than \$50,000 or is rentable for \$300-\$1000 per month (let alone costs \$10,000)
- Possibly has swimming pool or hot tub or other thoughtful amenities
- Think outside of the box. What would make a rural property seem AMAZING?

The development of rain catchment/shelter should cost on scale less than \$1,000 per unit. Composting toilet less than \$100 (estimate). Solar shower less than \$100. Storage cost is variable. Plants will cost labor. Also, the idea is that most of this development occurs in a very quick amount of time. Not talking about complicated construction or things requiring permitting. Furthermore, we can develop prototypes and then let people “order” properties and put down deposits before we build. Ideally can come up with a great design for a tiny room that costs around \$1,000 that can fit a bed and bookshelves and desk that looks elegant and simple. If we can take photos of say a happy couple or give people the sense that they can get a regular night's sleep indoors – then they will get the “house” feeling – even if it doesn't have indoor plumbing/major electricity or many rooms.

The overall idea is to facilitate low-cost ecologically efficient living and traveling and to do so on as large a scale as possible. There are millions of people that would love to own a property with some kind of livable place.

Also a major key: if we develop in ways that do not require permitting – these ways also may help keep the assessed property value down – which acts an added bonus to us as owners and to buyers – lower property value means less property tax paid – which helps sell on one of the greatest values – FREEDOM. A lot of people hold back from buying real estate because they don't have anyone to manage it or because it will cost a lot annually to maintain. With simple development on 5-10k acreage their annual costs would be in the \$50-\$100 range. Nothing. This is also key for us in terms of our long term development costs and ROI. By far, most of the investment should go into purchasing land, and then 1-2% per year on property tax. So the lower the assessed value per property, the less annual costs we incur.

SUMMARY OF SIMPLE VISION: Get access to super awesome dirt cheap properties and make use of the qualities that otherwise go undervalued such as privacy, fresh air, relatively unlimited natural resources like soil/timber/rock/space/water, and then improve the properties into more visible appealing places to more people. Go there, have great times with friends, take pictures, plant food bearing plants, set up elegant but simple shelters (or houses if investment warrants it), and do this 20-60 times in different places to set up an amazing path for people to travel potentially on foot or bike.

NEXT LEVEL: Purchase multiple sites at each “stop” on the map. Since we're dealing with rural lands, we will find many clusters of available properties. As we determine which areas are more attractive to people than others, we can buy more properties in each area to be resold or rented or added as more of a campsite. We can offer multiple camping options – a social camp and a more private getaway perhaps for couples – and we can also offer sale of the properties or retreats/health camps/bootcamps. Create community centers/hotel/resort/camping/garden near each “stop” where people can rent rooms etc... have full on gourmet kitchens/lounge/multi-purpose rooms/high speed internet/swimming pool/gym etc...

General Business Plan

Buy raw properties 10-60 miles separate from each other spanning across California/Oregon/Washington and set up amenities so that people could potentially travel from San Diego all the way to Seattle staying at one of the properties all the way through (and/or to stay at places in the cities along the way as well (that we might not purchase/but have some network with airbnb's or if we have the properties/budget to buy those places buy them as well)

Total Mileage between San Diego and Seattle on Foot = 1,249 miles

If we go for an average of 25 miles separation between properties, that will require 50 stops.

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If we go for an average of 100 miles separation that will require 13 stops.

Raw properties are still available at the low end for less than \$5,000 each and up. For our purposes, we can start with all properties average cost less than \$15,000. It is likely that we can get significantly better prices by paying in cash.

Cost to buy 50 properties will range between \$250,000-\$750,000

Cost to buy 25 properties will range between \$125,000-\$375,000

Cost to buy 13 properties will range between \$65,000-\$195,000

Annual fees should be 1-2% assuming 2% (and no added fees):

\$ 65,000 combined assessed value property tax at 2%: \$1,300

\$125,000 combined assessed value property tax at 2%: \$2,500

\$195,000 combined assessed value property tax at 2%: \$3,900

\$250,000 combined assessed value property tax at 2%: \$5,000

\$375,000 combined assessed value property tax at 2%: \$7,500

\$750,000 combined assessed value property tax at 2%: \$15,000

Beyond this, we would want to network with people and places especially farms that are relatively close to the properties and set up a path for people in the SF Bay Area to get East and path in LA to get to properties

Average cost per property to make improvements can vary based on investors.

There're also a variety of ways this plan can come together. Could potentially get all funds from one source – or various individuals can buy properties and a network of mutual interest can form between the people.

That said, there are several ideas about the type of improvements desired and how much they would cost. This also represents the general goal of the endeavor – to create maximally efficient legal living systems. We wish to reasonably answer the question – what's the most economically efficient way to set up desirable living conditions in a variety of environments. The general estimate is that with less than \$2,000 per property we will accomplish the following improvements:

- set up a shelter structure whose roof collects and feeds a water storage tank
- set up a locked/hidden cellar type of storage for tools/materials
- set up a water filtration system for drinking (could be a berkey filter)
- set up simple shower (not requiring expensive plumbing)
- set up simple bathroom (composting toilet type thing)
- plant food-bearing plants not requiring human presence to flourish

So we can add another \$100,000 to the budget for these improvements on 50 properties. Of course we could also potentially invest much more money in improvements, but I believe our money will be better spent first going for the simplest and most cost effective improvements with the highest potential ROI.

My understanding having discussed properties with people for 10 years is that in general people have little imagination about raw property. But if you show a person a picture of a party (like burning man) they suddenly think staying the desert is cool and exciting. Similarly, if we show people a picture of a log cabin, or a tiny house, or some kind of elegant cloth tent. This will inspire adventure or romance to many. If we can also show a source of water and food bearing plants growing this will inspire people to consider their future and needs etc... (this is in the case that we are developing with the interest to sell or rent properties) – and also this is crucial if we are marketing a type of path/camping/adventure temporary thing that we do things like store lots of food in each place like fill each place with some kind of refrigerator filled with great food and set up campfires and grills and cooking tools and all the like. So the general idea I have with regards to selling these properties is that while most people may have no interest in buying 1 acre of desert for \$3,000 they may gladly buy our version of tiny house with a composting toilet, rain catchment, campfire, storage area etc... for at least \$25,000. If the property is within reasonable distance of them. Also, seeing this potential for the property, would encourage more people to buy the raw acreage. If you buy some property in some rural area that you'd like to go to and there are other properties a few miles away, you might be quite happy to tell your friends and encourage them to develop something there too. People would certainly be much more inclined to buy acreage in an area where they KNEW that all amenities were available – so this represents one of the higher potential ROI's is buying a lot of land in some area where we know we want to develop amenities – the most important, in my mind, being good people – then the value goes up immensely.

Anyhow, another development would be to actually build say 50 amazing but simple homes along this path. This may cost \$5,000,000 to \$10,000,000. This would then also drastically increase the draw to neighboring properties. These homes can also serve as the main spot that travelers would stay at until they decide to buy a place and start developing. This investment too could be done in a variety of ways ranging from finding individuals who simply want to buy their own homes and set them up in these areas as a symbiotic network, to one organization setting up all the properties like a single brand, or a mix of both.

The other level has to do with the agricultural development. Most of these properties will be purchased with relatively nothing edible growing at the time. The plan will be that each of these acre properties

will be growing large amounts of food. Each property yielding enough food to feed at least 4 people's staple caloric needs. If we think of 50 acres we should think about this yielding enough food to feed 200 people per year. This may be a longer term or shorter term goal depending on the property and crops as some crops such as potatoes and grains may take a season and others such as fruit trees may take 7 years or more. Anyhow, these developments make enormous differences in property values. In the last ten years I have never seen an acre full of edible plants selling in the West Coast for under \$20,000. It is my expectation and intention that with the right knowledge, we can use permaculture agricultural techniques to plant seeds and modify the terrain so that a wide variety of appropriate food bearing plants can propagate on the lands. Once we find an area where we easily can successfully grow food-bearing plants without requiring much human input, we can invest more in that area to later sell either the food or the property. Many people would likely jump at the opportunity to buy a property within their state that has food growing on it and the amenities described – especially at some unheard of low cost (though still a great profit for investors).

This will have a very large potential for ROI especially in the case that we have the entire network of properties set up for bicycle and foot travel – IE the potential to provide foods that have truly been developed with minimal fossil fuel usage. So travelers and cyclists could bike food from place to place. I believe this would be AMAZINGLY exciting to be able to travel from place to place carrying nearly no supplies and knowing that at each place food and water awaits you both stored and growing. This will have a huge impact on the world and get enormous press attention. Imagine a path of properties each with burgeoning gardens and simple elegant shelters much built with natural local resources and a bunch of glowingly healthy and happy people moving from place to place freely and naturally doing work that benefits them and each other. This is a huge element of increased ROI – people will WANT to do work while on the property to improve their stay or their ownership. People will dig holes, build walls, plant trees, set up camp fires, swing sets, tree houses, music areas, sports areas, cooking areas, libraries, etc... etc... and we can get people in this in a variety of ways ranging from school groups to people paying for workshops teaching natural skills etc... to yoga retreats and so forth.

Another aspect of ROI is the fact that attractive raw acreage properties become more and more rare over time. I have watched the raw land market over the last 10 years. Prices have steadily increased and there are less and less properties available for \$5,000 or less – at least visibly online. It's likely that many deals could exist by going around areas and offering cash.

Additionally, we intend to build up a large following of people that are interested in things like: camping, permaculture, owning property, tiny homes, converted rvs, gardening, and organic food – all of which have a variety of products and services that can be sold.

I believe that there's definitely a growing market for tiny homes/alternative living, and as of yet, I am not seeing that much scaling or options to join in a bulk purchase of these things. I have contacted a tiny home builder and they offered significant discounts at sale of 100 units. Are there 100 qualified customers in LA? Definitely. Are there 100 qualified customers in SF? Definitely. Are there 100 qualified customers in Portland? Definitely. Are there 100 qualified customers in Seattle? Definitely. The list goes. We just need to contact more places. There are many ways to accomplish these goals. Perhaps we manufacture the tiny homes/shelters ourselves. This is key part of the plan to research and come up with the least expensive simplest and most durable shelters. I strongly believe in a vision of basically one room with windows and doors as being the key unit. Perhaps it could be two floors – integrating a cellar for storage – and then the rooftop functions as a rain catchment system. There's a wide range of desires. There's a growing population that requires more housing period. If we can provide better housing at better prices... we will make money.

From my work in wholesale, it appears clear that there's a simple rule in business – buy more quantity and get lower costs per unit. We can get land and housing at 50% below what it sells for. In fact we can get it for much lower than that – but this depends on a number of current unknowns. I believe that the idea of what housing is can easily change. Although if we ask people how they'd design their home, they may choose 3 bedrooms and 2 bathrooms and a living room and a dining room and so on and so forth – I believe that if we show people a video or photos of one large room with a very nice bed inside and room for a table for eating at and bookshelves and a desk and possibly another bed or two with very appealing interior décor plus a beautiful view from ample windows AND photos or videos of happy people enjoying their experience there – they might not realize that there's no electricity or indoor plumbing or multiple rooms. Still, we could offer electricity and plumbing – and we could do so with more efficient design. There could be one super sized room with one bathroom and one part of the house that has an electric hook-up (as opposed to wiring and plumbing around the whole house). This would drastically decrease the cost. Furthermore, the ability to create a unit that does not require plumbing and electric will decrease the unit cost since some people would prefer to pay less for a unit that they may stay at less. A goal from a philanthropic angle is to have something for sale for less than \$20,000 – where people could potentially put a down payment and pay monthly payments. This goal will also be very functional for a profit side.

If we can build desirable durable shelters at a cost of less than \$5,000 and then place them on properties we buy for \$1-\$20,000 per lot – we have an opportunity to enter the market with a product with no competition at the moment.

Consider a fully built beautiful home AND land available for sale at \$10,000 in rural California. Or consider the same home on rural but somewhat closer to major cities selling at \$60 or \$70,000. Both are considered extremely affordable in this day and age. This can be enormously appealing also to people that can work mobile. If there's good cell service/internet available... it's a lock. Especially given that we design something that's durable and simple enough and inexpensive enough where it doesn't feel like people need to be there to protect the investment. That said, we can also build a list of people or connect to things like airbnb so that people could immediately rent out their spots. Having a spot that costs \$10,000 requires a very very small rent price to make a profit. If you rent out the spot for \$100 per month – you make \$1,200 per year... that's 12%. You wouldn't have to rent for \$100 though. You can rent for \$250 per month easily to people. That's a WILD deal. \$3,000 per year = 30% return annually. Also, if a person only had to put down \$2,000 as a downpayment on the \$10,000 property with shelter – they could be generating massive leverage very quickly. This would be very beneficial for us as manufacturer of the homes and purchaser/identifier of appropriate properties.

Finding ideal properties will take time and communication with counties and local governments as alternative living can have some issues in different places. We may have to get special permits in some areas or have to work on our designs to meet standards in different ways. That being said, we can also take risks or push the risk on to the consumer (with full disclosure). If we go with a design which is not considered a legal home, we can explain that to the people and in writing/contract make that clear so just in case the state decides to say you're not allowed to live in a house without following some regulation. That being said, I believe it will be worthwhile to fight unnecessary regulation that hampers people's ability to live – and I expect that we will have many allies in this fight. However, I can understand investor desire to create housing products that are fully legal for year round living without problems. Some investors may not realize before considering this plan how different zoning regulations work. What qualifies as plumbing? Does a house legally need to have a kitchen? Do rooms need a closet in order to qualify as a room? How many electric outlets does the government require there to be in each room. There are a variety of ridiculous (in my mind) legal hurdles – however there are ways

around them and there are ways over them. As investors, despite the obvious hinderance, we can see these as potential protections for our business as well. If the state requires some kind of standardized plumbing, then we can work on the most efficient way to satisfy that requirement. There may be some manufacturers already working on.

Beyond this, it would be absolutely amazing to have a destination only accessible to people who cycle or walk/run – like an oasis. This would be tremendous. A paradise somewhere requiring a journey of several hundred miles – rewarding the traveller with wonderful food and shelter plus something amazing like pristine lakes rivers or streams or man-made pools. I have a vision for a cliff's edge pool near the top of a hill overlooking a huge natural valley

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