



Empowering Investors to Participate  
in Best-In-Class Development

\*FOR BROKER-DEALERS AND  
FINANCIAL ADVISORS ONLY

Participant Capital provides wealth managers and their clients with access to Class A real estate development opportunities via a suite of investment vehicles.

Participant Capital benefits from their team's extensive real estate development track record which spans over 30 years, and \$3.5B invested in over 50 properties.

# Participant Capital Advisors



## Our Firm

Participant Capital Advisors, LLC ("PCAP") is an independent registered investment adviser with an integrated development company affiliate, Royal Palm Companies ("RPC"). Founded in 2011, Participant Capital has 25+ employees and is headquartered in Miami, Florida



## Experienced Team

Participant Capital principals have a long track record in development. In affiliation with RPC, they have developed over 50+ projects valued at over \$3.5 billion, 6,000 units and 15 million sq. ft.



## Our Strategy

Participant Capital leverages decades of professional real estate and financial services experience at PCAP and RPC to target investments in mixed-use, multifamily, residential, commercial, hospitality, and medical office development and income producing real estate projects in Sun Belt states and Puerto Rico.



## Established Brands

Participant Capital invests alongside best in class developers, and in branded real estate including RPC's proprietary development brands: PARAMOUNT®, Legacy Hotel & Residences and Grand Reserve.

# Investment Strategy

Participant Capital invests in ground-up development, distressed, and value-add real estate projects in the Sun Belt states and territories of the United States with a particular emphasis on the State of Florida.

Participant Capital allocates to mixed-use, multifamily, residential, commercial, hospitality, and medical office property types. The Participant Capital investment strategy is heavily weighted towards urban renewal projects and the development of traditional Class A and B multifamily housing in the major urban and city centers of Florida.

Through its development and affiliated company relationships, Participant provides investors with access to institutional quality early-stage real estate investment opportunities traditionally reserved for institutional private equity investors and funds.

Participant Capital investors allocate alongside the group's established institutional investor relationships. Participant Capital vehicle investments target control positions in development or asset repositioning projects where Participant Capital or RPC have control as GP or co-GP.

## REAL ESTATE PROJECTS IN TARGET MARKETS

GRAND RESERVE IN PUERTO RICO ■ LEGACY HOTEL & RESIDENCES IN MIAMI ■ THE ASSEMBLAGE IN ST. PETERSBURG

TRADITIONAL CLASS A AND B MULTIFAMILY HOUSING IN FLORIDA SUCH AS THE ELEVATE IN DANIA BEACH

# Why having an integrated development company matters

In today's frothy real estate markets, development is the bright spot where attractive risk adjusted returns are still possible

As traditional Value Add and Core PERE strategies struggle to deliver returns, ground up development offers the potential for higher returns within similar time frames. For Participant's core property types and markets, demand growth has been strong, buoyed by demographic shifts, tax advantages and the new work from home reality, all contributing to the favorable backdrop for development.



Most PERE managers outsource development to third parties. Having this expertise in house places Participant in a select group of managers able to cost effectively allocate to complex mixed use, traditional multifamily, and branded hospitality development projects. Our investors can be confident that they are allocating to a team of professionals with a proven ability to execute. With over 44 years of combined real estate experience across our two companies, Participant is well positioned to manage the challenges of large-scale real estate development while delivering the quality, lifestyle and experience that are the signature of our CEO and founder, Daniel Kodsi. Daniel brings an integrated approach to real estate development and financing rooted in more than three decades of experience building some of the most ambitious master-planned communities in the country.

# Investment Strategy

VERTICALS	MIXED-USE	RESIDENTIAL	BUILD TO RENT	HOSPITALITY
<b>AFFILIATED BRANDS</b>	Legacy Hotel & Residences	PARAMOUNT®	Elevate	Legacy Hotel & Residences
<b>DEVELOPMENT STRATEGY</b>	Hospitality, residential, medical and commercial real estate in a master planned developments	Highly amenitized. Luxury condominium development in live, work and play environments	Class-A garden apartments	Mixed-use environments and/or branded hotels
<b>KEY TARGET MARKETS</b>	Miami, St. Petersburg, Aventura & Puerto Rico	Miami, Fort Lauderdale, Orlando, Tampa	Central, West, & Southern Florida	Miami, St. Petersburg, Aventura & Puerto Rico
<b>TARGET PROPERTY LEVEL RETURNS<sup>1</sup>:</b>	25-30%	20-25%	18-22%	20-25%
<b>TARGET LEVERAGE<sup>2</sup></b>	70-75%	70-75%	70-75%	70-75%

# Mixed-Use Development

Sun Belt States and U.S. Territories

## Masterplanned Projects

- ◆ Hotel
- ◆ Residential
- ◆ Office
- ◆ Retail

## Traditional Mixed-Use

- ◆ Multifamily Anchor
- ◆ Branded Luxury Residences
- ◆ Luxury and Micro-Luxury hotels
- ◆ Wellness features
- ◆ Highly amenitized

GRAND RESERVE PUERTO RICO – SITE AERIAL



# Residential Development

Florida's High Growth Markets

## Luxury Condominiums

- ◆ For sale properties
- ◆ Highly amenitized
- ◆ Standalone or in conjunction with luxury hotel branded residences

## Build to Rent

- ◆ Multifamily Rental
- ◆ Garden-style apartments
- ◆ More modest amenities






# The highest return potential of all Real Estate Strategies comes with manageable challenges

## Mitigating Real Estate Development Risk

- ◆ Ground up development poses inherent risks and potential pitfalls for the inexperienced manager, The Participant Capital and RPC team manage risk through an established underwriting process that includes a comprehensive pre-development analysis that safeguards our investor capital from ill planned development projects.
- ◆ The process starts with sourcing a majority of development opportunities off market via the deep network of our leadership team. Being an established Florida developer known for upscale luxury residential and mixed-use developments. RPC is often sought out to design and develop complex projects and large-scale urban renewal master plans.
- ◆ Our proven process of de-risking development projects to an acceptable level. Has multiple stages and facets including:
  - ◆ A comprehensive market study of the target property location (e.g., comparable properties, planned nearby developments)
  - ◆ A thorough feasibility study (available infrastructure, local labor and material costs, required zoning and permitting).
  - ◆ Collaborating with an established group of construction, financial, operating management and design partners
  - ◆ Partnering with recognized hospitality brands on hotels and branded luxury residences.
  - ◆ An active active office and residential presale program, a prime example of which is the Legacy Hotel and Residences project where before groundbreaking in August 2021:
    - ◆ 100% of Legacy's 310 branded Microluxe units were presold
    - ◆ Adventist Health had leased 70% of the Blue Zones center


# Participant's Competitive Advantage



Principals have an extensive real estate development track record that spans over 30 years, and \$3.5B invested in over 50 properties.



An integrated established real estate development firm with a large development pipeline, 30+ year track record, institutional capital relationships and municipal ties.



Access to the deal flow, expertise and relationships of its principals while remaining independent and agnostic in its selection of the best investment opportunities.



An investment strategy offers investors the opportunity to participate in some of the most renowned real estate development projects in the United States that includes some of the world's most exclusive hotel and residential brands.

# Impact & Culture

## Environmental Sustainability

- ◆ Participant Capital invests with a sense of purpose and responsibility, to positively impact communities, driving social and economic value. When investing, Participant Capital seeks out partners that design and build to meet and exceed local and state building standards and are dedicated to reducing energy use and lowering costs associated with green living.

## Social Responsibility

- ◆ Participant Capital has made a longstanding commitment to community involvement and gives time and resources to help improve the interests of individuals, families and neighborhoods across the country we:
  - ◆ Partner with local and national nonprofit organizations
  - ◆ Foster community engagement as an enterprise and across our properties
  - ◆ Create employment opportunities in underserved communities such as the Miami Worldcenter district.

## Company Culture

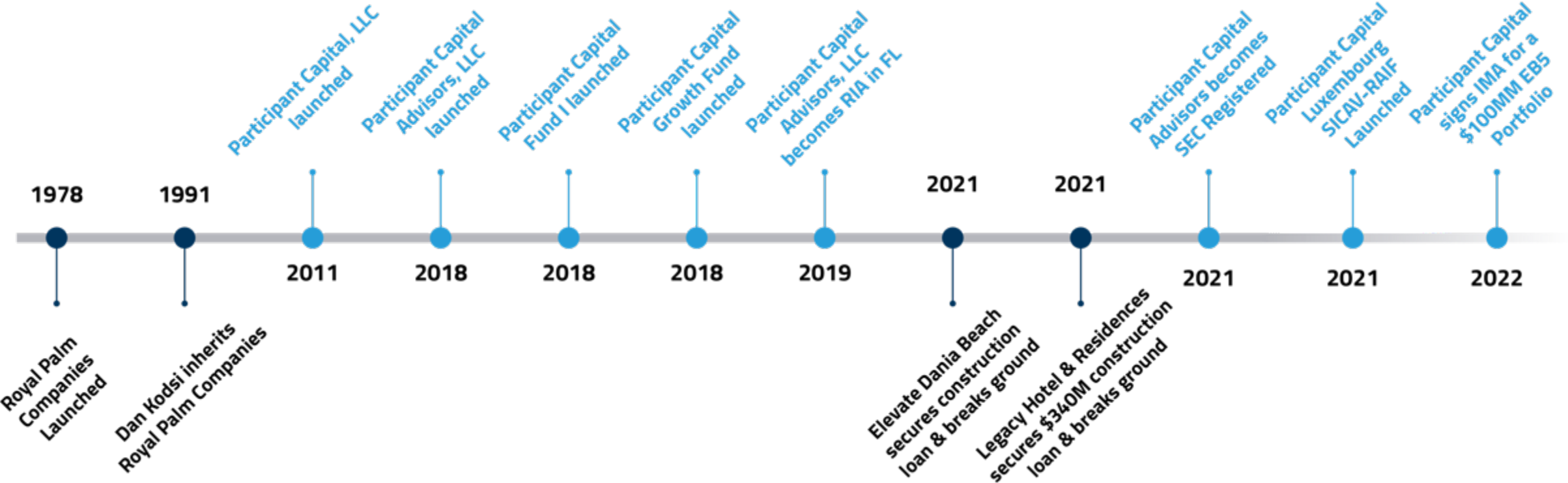
- ◆ Participant Capital is committed not only to investing in premier properties but also to improving the health and wellness of its tenants. Participant Capital invested in the first **Blue Zones Center** in Downtown Miami. The Legacy Hotel and Residences, in partnership with Adventist Health, will bring 120,000 square feet of medical and well-being space to the area.

## Health & Well-Being

Participant Capital is committed not only to developing premier investment properties but also to improving the health and wellness of its tenants. Participant Capital invested in the first Blue Zones Center in Downtown Miami. The Legacy Hotel and Residences, in partnership with Adventist Health, will bring 120,000 square feet of medical and well-being space to the area.



# Firm Overview: Timeline





# Integrated Development Company

## Royal Palm Companies

For 40 years, Royal Palm Companies has changed the way people live. Defined by luxury elegance and attention to detail, RPC has redefined cities and skylines. By owning managing and developing the highest quality of properties throughout its history, RPC has built a reputation for excellence and market insight. RPC has and will continue to deliver above and beyond for its Customers and Investors.

**1978**

RPC Founded - Beginning  
A Legacy Of Real Estate  
Investments Alongside  
Participating Investors

**6,000+**

Units in a  
Diversified Portfolio

**50+**

Projects Developed and  
Assets Repositioned

**15M+**

Over 15 million sq. ft. of  
mixed-use, multi-family,  
residential, and commercial  
real estate development

**12,000**

Brokers With A Global  
Network Of Distribution  
Channels And Innovative  
Marketing Techniques



# Experts in Ground-Up Real Estate Development



LEGACY HOTEL &  
RESIDENCES



GRAND RESERVE  
LUXURY HOTEL I



PARAMOUNT MIAMI  
WORLDCENTER

## Company Expertise

- Urban masterplanning
- Real estate market assessments across property types
- Facilitating necessary governmental approvals
- Architectural selection and contract negotiation
  
- Transaction structuring & financing
- Construction administration
- Operations and maintenance planning

# The Last Decade - 2010 to Present

## RPC Development History & Pipeline



Over the last decade, RPC has developed over **\$1.7 billion of real estate projects**. Currently, RPC has over **\$945 million** in pre-development and construction projects, and over **\$2.4 billion** in its development pipeline.

■ Completed	\$1.7B
■ Construction	\$945M
■ Pipeline	\$2.4B



# Institutional Relationships

## PARTNERS



CIM

AECOM CAPITAL

MONARCH  
ALTERNATIVE CAPITAL



## LENDERS



BREVET CAPITAL



GREYSTONE



## COMMERCIAL LENDERS



# Track Record of Projects

## 1970/80s

### CONDOMINIUMS

Coral Seas / Cocoa Beach  
Coral Sands / Cocoa Beach  
Costa Del Sol / Cape Canaveral  
Crescent Beach Club / Cocoa Beach  
Coral Reef / Indialantic  
The Horizon / Satellite Beach  
Jade Palm / Indialantic  
The Oaks / Cape Canaveral  
Ocean Suite Hotel / Cocoa Beach  
Shadow Green / Titusville  
The Wavecrest / Cocoa Beach

### SINGLE-FAMILY

Woodfield Country Club / Boca Raton  
Capitol Hill / Sunrise  
Lots of Davie / Davie

### HOTELS/RESORTS

Ocean Suite Hotel / Cocoa Beach  
Cocoa Beach Resort / Cocoa Beach

## 1990s

### ASSET REPOSITION

Champion Square / Ft. Lauderdale  
Aberdeen Country Club / Boynton Beach

### CONDOMINIUMS

Royal Palm / Indialantic  
Silver Palm / Indialantic

### MULTI-FAMILY RENTALS

The Mirage / Coral Springs  
Oasis at Springtree / Sunrise  
Beach Park / Cape Canaveral  
Villa Victoria / Ft. Lauderdale  
Villa Victoria II / Ft. Lauderdale  
Cypress Lake / Kissimmee

### SINGLE-FAMILY

Avalon at Turtle Creek / Orlando  
Bay Ridge / Orlando  
Estates of Tanglewood / Pembroke Pines  
Hidden Lakes / Boynton Beach  
Lennox Isle / Coral Springs  
Magnolia Oaks / Apopka  
Summer Wind / Coral Springs  
The Vineyards / Boca Raton  
Lacuna Country Club / Lake Worth

## 2000s

### ASSET REPOSITIONING

Park West / Miami  
Sunset Island / Miami Beach  
Blue Coral / Coral Springs  
Barefoot Beach / Bonita Springs

### MIXED-USE

Esplanade Grande / Palm Beach  
Villagio / Estero  
Sanctuary / Orlando

### CONDOMINIUMS

Golden Palm / Indian Harbour  
Harbour Isles / Cocoa Beach  
Ocean Royal / Juno Beach  
Palm Isles / Punta Gorda

### MULTI-FAMILY RENTALS

Gardens at Bonita / Bonita Springs  
Gardens at Beachwalk / Ft. Myers

### SINGLE-FAMILY

Palma Vista / Boca Raton  
Villa Francine / Miami

### LUXURY HOMES

Bella Vista / Bonita Springs  
Ocean View / Ft. Lauderdale

## 2010s

### ASSET REPOSITIONING

Ark Loan Solutions / All FL  
ALS Capital / All FL  
Tricon Homes / FL & NC  
Royal Palm Square / Fort Myers

### MIXED-USE

Miami Worldcenter  
Salt Creek St. Petersburg

### CONDOMINIUMS

Paramount Miami Worldcenter/Downtown Miami  
Paramount Fort Lauderdale/Fort Lauderdale  
Paramount Bay/Miami Edgewater

### MULTI-FAMILY RENTALS

Estero Oaks / Estero

### HOTELS/RESORTS

Hyatt Regency / Puerto Rico  
Hyatt Residences / Puerto Rico

### GOLF COURSES

Coco Beach Golf Club / Puerto Rico

## 2020s

### HOTELS/RESORTS

Legacy Hotel + Residences / Miami  
Grand Reserve Hotel I / Puerto Rico  
Grand Reserve Hotel II / Puerto Rico  
Legacy Hotel + Residences / Puerto Rico

### MIXED-USE

Aventura Distrikt Project / Aventura  
Nautilus 220 / Palm Beach County

### MULTI-FAMILY RENTALS

Elevate / Dania Beach  
Elevate / Fort Myers  
Elevate / Orlando  
Elevate / St. Petersburg  
Elevate / Tampa

### MASTERPLANNED PROJECTS

Grand Reserve / Puerto Rico  
District South St. Petersburg Assemblage

### RESIDENTIAL

Venetian Residential / Miami Beach  
Hibiscus Residential / Miami Beach

An aerial, high-angle view of a city skyline, likely New York City, showing a dense cluster of skyscrapers and a large body of water in the background. The image is faded and serves as a background for the text.

# Target Markets

# Target Market - Florida

## Why Sun Belt States?

**75%**

### **OF U.S. POPULATION GROWTH**

Over the past decade, the Sun Belt region accounted for 75% of total U.S. population growth

**19 MILLION**

### **FORECASTED GROWTH OF 13%**

Over the next decade, the Sun Belt population is forecasted to grow by 13%, or 9 million people, Non-Sun Belt states are forecasted to grow by only 3 million or 2%.

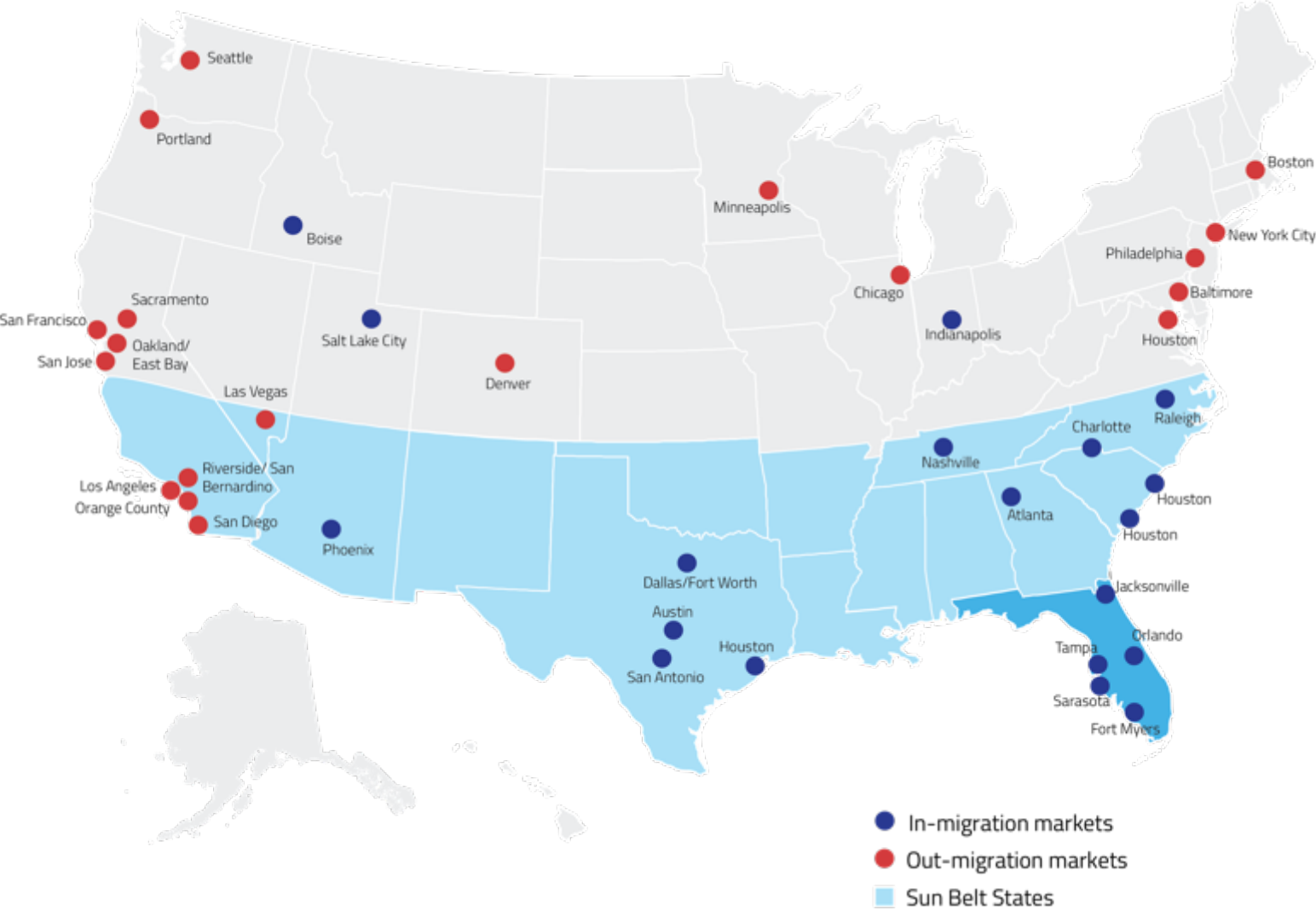


**PUERTO RICO**

“Florida gained more than \$4 billion in net personal income from former New York Residents alone in 2018” – Sun Sentinel

# Target Market – Florida

## Migration Patterns in the United States



**Homebuyers on the Move:**  
U-Haul Migration Patterns

# Target Market – Florida

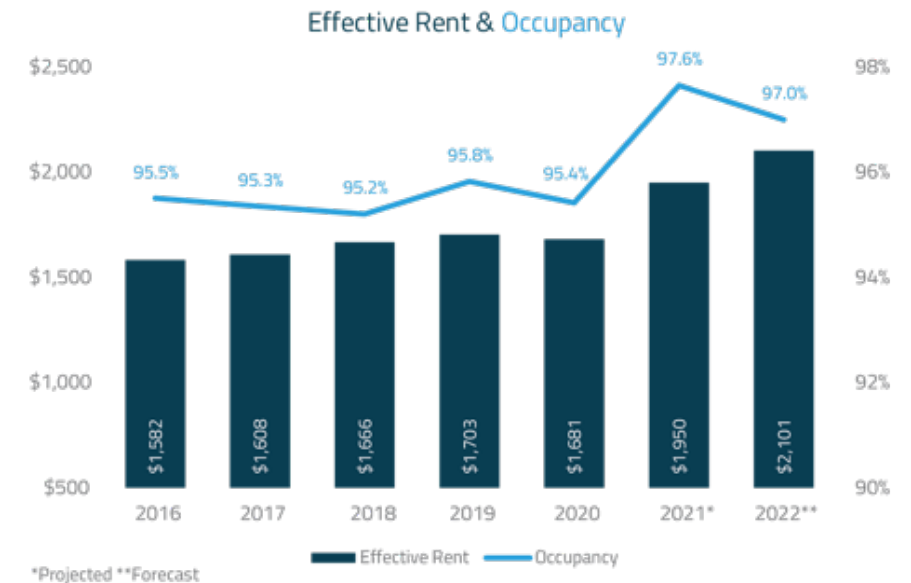
## Apartment Supply Wave and Rapidly Growing Population Are Driving Increasing Leasing Activity

South Florida being one of the most popular relocation destinations in the country, is driving local housing demand. Apartment developers have worked to fill the housing gap, with more than 97,100 units coming online over the last decade, representing nearly 17% inventory growth. Elevated deliveries are expected to rise again this year, with more than 16,300 units scheduled to come online in 2022.

### Projected Apartment Inventory Growth in 2022

- ◆ Tampa and South Florida are predicted to have **2-2.9%** apartment inventory growth.
- ◆ Orlando on the other hand, is predicted to have **3-3.9%** apartment inventory growth.
- ◆ Tampa and Orlando are predicted to have from **10.5-13%** apartment rent growth.
- ◆ South Florida on the other hand, is predicted to have from **2.7-5.2%** apartment rent growth.

2022 PROJECTIONS*	SOUTH FLORIDA	TAMPA – ST. PETERSBURG	ORLANDO
<b>RENT GROWTH</b>	+7.7% YOY	+9.2% YOY	+8.2% YOY
<b>UNIT ABSORPTION</b>	11,753	4,002	7,619
<b>UNIT DELIVERIES</b>	16,372	5,701	9,753



# Target Market – Florida

## 2022 Residential Market at a Glance



### Orlando

- ◆ Effective rent is up by 8.2% YOY
- ◆ Rent share of wallet is up by 130BPS YOY
- ◆ Occupancy forecast for 2022: 96.2%
- ◆ Orlando employment is up 5.3% YOY
- ◆ Median Household income is up by 3.7% YOY
- ◆ Price per unit is up 8.8% YOY
- ◆ Cap Rate has increased by 4.8% YOY

### South Florida

- ◆ Effective rent is currently \$2,101 and up by 7.7% YOY
- ◆ Rent share of wallet is 40.9% and up by 160bps YOY
- ◆ Occupancy forecast for 2022 is 97%
- ◆ South Florida employment is up 4.4% YOY
- ◆ Median Household income is up 3.5% YOY
- ◆ Price per unit is up by 12.4% YOY
- ◆ Cap rate remains unchanged at 4.8%

### Tampa – St. Petersburg

- ◆ Effective rent is up by 9.2% YOY
- ◆ Rent share of wallet is up by 180bps YOY
- ◆ Occupancy remains at 96.7%
- ◆ Employment is up by 4.2% YOY
- ◆ Median household income is up by 3.6%YOY
- ◆ Price per unit is 7.7% YOY
- ◆ Cap Rate is 5.1% or up by 10bps YOY

# Target Market – Puerto Rico

## Investment Drivers

### Favorable Investment Environment

- Opportunity zone
- Tax credits and government funding
- US Legal System

### Growth Opportunities

- Tourism
- Retirement destination
- Business relocation

### Already Rebounding from Pandemic

- Leading RevPAR levels, stability, demand
- Controlled supply
- Liquid hotel investment market – outperforms other hotel markets



ARTIST CONCEPTUAL RENDERINGS. DEVELOPER MAY CHANGE WITHOUT NOTICE.



# Target Market – Puerto Rico

## Government Incentives

- ◆ The Federal Government has allocated over \$20 billion for Puerto Rico disaster recovery and could spend up to **\$91 billion**.
- ◆ **\$1.5 billion** in community development block grant disaster recovery funds
- ◆ **\$8.2 billion** in housing & urban development funds

### 30% TAX CREDITS

Developers receive 30% of total costs in tax credits. Credits can be sold for 88%.

### RESORT RESIDENTIAL RECEIVE TAX CREDITS

Residences developed within a resort community also receive tax credits.

### INCOME TAX EXEMPTION CREATES DEMAND FOR LUXURY HOMES

U.S. citizens that live in Puerto Rico for 183 non-consecutive days are subject to a minimal federal income tax rate of 4% and no state taxes. This has created major pent-up demand for luxury residences

### OPPORTUNITY ZONE

Rules for Opportunity Zone investing provide for a material reduction and in some cases elimination of capital gains taxes on future appreciation.

### LITTLE TO NO REAL ESTATE TAX

Reduction of 90% of real estate taxes allows more cash to flow to the bottom line, increasing the value of property and the project level IRR's.

An aerial, high-angle photograph of a city skyline, likely New York City, viewed from a high vantage point. The image is heavily faded and semi-transparent, serving as a background. The city features numerous skyscrapers, a complex network of highways and roads, and a large body of water (likely the Hudson River or East River) in the upper portion of the frame. The sky is filled with soft, white clouds. The overall tone is light and professional.

# Fund Offerings

# Participant Capital Growth Fund, LP

SHARECLASS	A	B	I
CURRENCY	USD	USD	USD
TARGET IRR	14-16%	14-16%	16-18%
MINIMUM INVESTMENT	\$50,000	\$50,000	\$5,000,000
LIQUIDITY	After Lock-up Period with 180 days notice	After Lock-up Period with 180 days notice	After Lock-up Period with 180 days notice
NAV CALCULATION	Monthly	Monthly	Monthly
LOCK-UP PERIOD	Hard Lock-Up - 48 Months	Soft Lock-Up - 60 Months	Hard Lock-Up - 48 Months
SELLING FEES	6%	7%	2%
OTHER SELLING FEES	3%	3%	3%
TRAILER FEES	None	0.75%*	None
MANAGEMENT FEES	2%	2%	1.50%
PERFORMANCE FEES	20%	20%	15%
PREFERRED RETURN	7% <sup>1</sup>	7% <sup>1</sup>	7% <sup>1</sup>
ADMINISTRATOR FEE	0.07%	0.07%	0.07%
EARLY REDEMPTION FEE	During Lock-Up Period	Annual Schedule	During Lock-Up Period
EARLY REDEMPTION CHARGES	Yes – please see PPM for more information	Yes – please see PPM for more information	Yes – please see PPM for more information
FEE CHARGES	Selling & Marketing Fees Upfront	Selling & Marketing Fees Upfront	Selling & Marketing Fees Upfront

## Fund Summary

<b>LAUNCH DATE</b>	November 2019
<b>FUND STATUS</b>	Operational
<b>MANAGEMENT FEE</b>	2%
<b>STRUCTURE</b>	Open-Ended
<b>PREFERRED RETURN</b>	7% p.a. <sup>1</sup>
<b>GP PROMOTE</b>	15-20%

## Fund Partners



**FUND VALUATION**



**FUND VALUATION**



**FUND ADMINISTRATION**



**AUDITOR**

An aerial, high-angle photograph of a city skyline, likely New York City, viewed from a high vantage point. The image is heavily faded and has a light, hazy overlay. In the foreground, several tall skyscrapers are visible, along with a complex network of roads and highways. A large body of water, possibly a bay or harbor, stretches across the middle ground, with a bridge or causeway extending into it. The sky is filled with soft, white clouds, and the overall tone is light and airy.

# Fund Performance

# Participant Capital Growth Fund, LP | Share Class Series Performance

		YEARLY TOTAL RETURNS					
CLASS A	INCEPTION DATE	DEC 2018	DEC 2019	DEC 2020	DEC 2021	SINCE INCEPTION	
DISTRIBUTIVE	DEC. 2018	-0.83%	15.23%	11.47%	14.61%	46.00%	
ACCUMULATION	DEC. 2018	-0.83%	15.28%	11.64%	14.89%	46.64%	
CLASS B	INCEPTION DATE	DEC 2018	DEC 2019	DEC 2020	DEC 2021	SINCE INCEPTION	
DISTRIBUTIVE	SEPT. 2020	-	-	6.20%	14.83%	21.95%	
ACCUMULATION	JUL. 2020	-	-	7.01%	14.96%	23.02%	
CLASS I	INCEPTION DATE	DEC 2018	DEC 2019	DEC 2020	DEC 2021	SINCE INCEPTION	
DISTRIBUTIVE	JUN. 2019	-	9.45%	13.57%	16.90%	45.31%	
CLASS Y*	INCEPTION DATE	DEC 2018	DEC 2019	DEC 2020	DEC 2021	SINCE INCEPTION	
DISTRIBUTIVE	DEC. 2018	-0.86%	14.98%	11.19%	14.15%	44.67%	
ACCUMULATION	JUL. 2019		5.53%	10.99%	14.28%	33.85%	
CLASS Z*	INCEPTION DATE	DEC 2018	DEC 2019	DEC 2020	DEC 2021	SINCE INCEPTION	
DISTRIBUTIVE	JUL. 2020	-	-	5.35%	12.42%	18.44%	
ACCUMULATION	SEPT. 2020	-	-	5.62%	10.33%	16.54%	

PAST PERFORMANCE IS NOT INDICATIVE OF FUTURE RESULTS. We make no assurances or guarantees this will be achieved. Prospective investors should consult 'Section 1 - Investment Program' of the PPM for details. Net asset value and principal value of the fund's shares will fluctuate. The shares of the fund may be worth more or less than their original cost when redeemed. Graph shows since inception return for reference only. This document is preliminary and is being provided on a confidential basis for illustration and discussion purposes only. It is not intended to be, nor should it be construed or used as, investment, tax or legal advice, any recommendation or opinion regarding the appropriateness or suitability of any investment or strategy.

An aerial, high-angle photograph of a city skyline, likely New York City, viewed from a high vantage point. The image is heavily faded and has a light blue/teal tint. In the foreground, several tall skyscrapers are visible, including the Freedom Tower. A large body of water, likely the Hudson River, stretches across the middle ground. The sky is filled with soft, white clouds. The overall atmosphere is bright and airy.

# Case Studies

# Legacy Hotel & Residences

## CASE STUDY - MIXED-USE TOWER | MIAMI, FL

### Asset and Market Summary

- A mixed-use high rise development in the heart of Miami Worldcenter. Legacy Hotel and Residences will feature 310 branded residences, 219-key 4.5 star hotel, and 166,000 SF of Class A office space. The luxury skyscraper will be differentiated by its flagship features including a first-of-its-kind, eight-floor Blue Zones Center, and Miami's first enclosed seven-floor rooftop atrium with a restaurant bar and lounge.
- The tower's 219 key hotel will be managed by sbe® through their soft brand program, Morgans Originals. With over 10 years of experience, sbe® has positioned itself as a leading lifestyle hospitality company that develops, manages and operates award-winning hotels, residences, restaurants, and nightclubs. Most recently, sbe was acquired by Accor, the world-leading hospitality group owning 28 hotels, and over 200 global world-renowned culinary, nightlife, and entertainment venues at the end of 2021.
- Legacy is currently being developed at the core of the second largest master planned urban development in the U.S, Miami Worldcenter. It features a prime location within walking distance to a major event arena (FTX Arena), a park (Bayfront Park), museums (PAMM Art Museum, Frost Science Museum), and a center for the arts (Adrienne Arsht Performing Arts Center), Miami's new onvention center (Marriott Marquis Expo Center), tourist destinations (cruise terminal and Bayside mall), and over 350 thousand square feet of high street retail curated by Forbes/Taubman.

### Business Plan

- Construction financed by Silverstein Capital Partners with a 75% LTC loan at \$340 Million (Dec. 2021)
- 100% of the 310 condo units pre-sold prior to commencement of construction at an average sell out of \$950 PSF
- Adventist Health formed a Joint Venture with the Sponsor and signed a triple net lease for 70% of the office space to operate a Blue Zones Center for Health + Performance.
- Underwriting assumes a 36-month construction period and a total investment duration of 86 months
- Year 1 average daily rate ("ADR") for the hotel is forecasted to be \$347
- The general contractor on the project is Moss Construction
- Gross levered property returns are projected at 27.01% IRR /2.94x multiple



### Development Information

<b>LOCATION</b>	Miami, FL
<b>GROUNDBREAKING</b>	August 2021
<b>STRUCTURE TYPE</b>	High-Rise, Mixed-Use
<b>SOURCE</b>	Development Affiliate
<b>UNIT MIX</b>	310 Condos / 219 Hotel Keys
<b>SQ. FT.</b>	1,073,347 SF

### Underwriting

<b>EXPECTED HOLD PERIOD</b>	86 Months
<b>PROJECTED FUND LEVEL RETURN</b>	27.01%
<b>PROJECTED EQUITY MULTIPLE</b>	2.94x
<b>PROJECT COST</b>	\$479,251,000
<b>DEBT</b>	54 Months at 8.65%
<b>FUND EQUITY</b>	\$35,000,000

# Elevate / Dania Beach

## CASE STUDY – MULTI-FAMILY | DANIA BEACH, FL

### Asset and Market Summary

- A build to rent midrise at Dania Beach, FL. It will be a 293-unit multifamily distributed across studio, one-bedroom, and two-bedroom units. It will feature Class A amenities including a resort style pool, business center, fitness center, and storage space for water sports equipment. The development is located 3.5 miles from the Hollywood-Fort Lauderdale airport, 1.2 miles from the beach and near the Intercoastal waterway. Elevate will be pet friendly, with a pet park and dog washing station. In-unit amenities will include smart thermostats programmable from an app, remote controlled appliances, keyless entry system, etc. Common area amenities will include an in-bound and out-bound package center, Uber lounge, and electric car station.
- Dania Beach is in its early stages of a major revitalization, making it attractive for investors as one of South Florida's last remaining underdeveloped urban cores. Since 2010, Dania Beach has registered 8% yearly population growth, with millennials representing the largest demographic component of the new arrivals. Due to its proximity to Downtown Miami and Ft. Lauderdale, Dania Beach capitalizes from strong metro economies.
- The property is located 6 miles and a 15-minute drive from downtown Fort Lauderdale, and only 24 miles, or a 30-minute drive from Downtown Miami. The residents of Elevate Dania Beach can work in either employment center. The Hollywood/Dania Beach submarket has a low vacancy rate of 5.1% and an average annual rent growth of 2.4%.

### Business Plan

- Construction was financed by Trez Capital with a 70% LTV loan at \$59 Million.
- Rent at stabilization projected \$2.79 PSF and an exit cap rate 4.35% for a projected sale price of \$120M
- Underwriting assumes a 26-month construction period followed by a 12-month holding period for a total investment period of 38 months
- The general contractor on the project is Suffolk Construction
- RKW Residential has been selected as the property management company.
- Gross levered returns are projected to be 32.17% IRR / 2.65x multiple



### Development Information

<b>LOCATION</b>	Dania Beach, FL
<b>GROUNDBREAKING</b>	November 2021
<b>STRUCTURE TYPE</b>	Mid-Rise Wrap
<b>SOURCE</b>	Development Affiliate
<b>UNIT MIX</b>	293 Units
<b>SQ. FT.</b>	240,175 SF

### Underwriting

<b>EXPECTED HOLD PERIOD:</b>	68 Months
<b>PROJECTED FUND LEVEL RETURN</b>	35.9%
<b>PROJECTED EQUITY MULTIPLE</b>	2.58x
<b>PROJECT COST</b>	\$82,990,759
<b>DEBT</b>	54 Months at 8.65%
<b>FUND EQUITY</b>	\$8,000,000



# Hyatt Regency Grand Reserve

## CASE STUDY – HOSPITALITY | RIO GRANDE, PR

### Asset and Market Summary

- A joint venture with Monarch Alternative Capital to acquire and renovate a 621-key hotel in Rio Grande, Puerto Rico. The hotel resort property (formerly known as Melia Coco Beach) was originally constructed in 2004 with major additions in 2007 and 2009. The hotel offers roughly 3,400 ft of oceanfront and is located at the tip of a peninsula approximately 30 minutes from the Luis Munoz Marin International Airport and greater San Juan. The hotel was acquired by the joint venture in March 2019. At acquisition, the hotel was not operating and had been closed following damage sustained during Hurricane Maria in September 2017.
- The property is part of the Grand Reserve Puerto Rico (formerly Coco Beach) master planned development project, that includes: Two 18-hole championship golf courses (the only PGA even in the Caribbean); 56 residential condos and; A small residential community.
- Puerto Rico is positioned to benefit from multiple diverse demand drivers.
  - Favorable tax environment - opportunity zone, tax credits and government funding
  - Growth opportunities - tourism, business relocation, and retirement destination
  - 90% exemption from property taxes for tourism and hospitality investments
  - 100% exception from municipal construction and sales taxes

### Business Plan

- Acquired property for \$76M (March 2019)
- Completed an extensive \$40M renovation (2021)
- Rebranded the property from Gran Melia to Hyatt Regency (December 2019)
- Exit strategy - Stabilize and sell the asset upon completion

### Current Status (Q1 2022)

- \$40M renovation completed in 2021.
- In the process of stabilization.
- Through November 2021: Average Daily Rate (“ADR”) of \$230.75, and average occupancy rate of 56.96%



### Development Information

<b>LOCATION</b>	Rio Grande, PR
<b>ASSET TYPE</b>	Hospitality
<b>INVESTMENT STRATEGY</b>	Distressed Value Add
<b>SOURCE</b>	Development Affiliate
<b>UNIT MIX</b>	486 Guest Rooms / 135 Suites

### Underwriting

<b>EXPECTED HOLD PERIOD:</b>	44 Months
<b>PROJECTED FUND LEVEL RETURN</b>	22.1%
<b>PROJECTED EQUITY MULTIPLE</b>	2.33x
<b>PROJECT COST</b>	\$326,878,781
<b>DEBT</b>	34 Months at 8.00%
<b>FUND EQUITY</b>	\$5,000,000

# Nautilus 220

## CASE STUDY – MIXED-USE | PALM BEACH COUNTY, FL

### Asset and Market Summary

- A joint venture with Forest Development to develop a 330-unit mixed-use waterfront high-rise with world-class amenities serving the undersupplied market of Palm Beach County. The site has six parcels acquired between May 2018 and April 2019 for approximately \$10.4 million or \$86/sq. ft. of land area. The property has been rezoned from a four-story limit up to twenty-three stories. The project will have two towers with spectacular water view units and 38,146 sq.ft. of commercial space.
- The development is targeted to high-income/networth Floridians and northeasterners seeking an active lifestyle in South Florida. The project offers easy access to beaches, golf courses, tennis, and boating. The development will have first-class amenities in the building with access to a recreational promenade and marina.
- Palm Beach county continues to benefit from the wave of migration impacting South Florida. It is home to more than 2,500 financial service firms with average salaries of nearly \$80,000, according to the Business Development Board. The financial sector employs ~33,000 people in Palm Beach county and receives most of its relocations from New York City, Boston, Chicago and Greenwich.

### Business Plan

- Construction financing is being provided by Fortress Investment Group – closing Q1 2022 (84% LTC, ~\$269 Million).
- Condo unit presales surpassed 30% prior to commencement of construction at an average rate of \$711 PSF.
- Gross sellout is projected to be \$433,269,554.
- Amenities include a 99-year lease for the 87-slip marina in front of the development project, 2 waterfront restaurants and 38,146 SF of commercial space.
- The general contractor for the project is Kast Construction.
- Gross levered returns are projected at 40.84% IRR / 4.77x multiple.



### Development Information

<b>LOCATION</b>	Palm Beach County, FL
<b>GROUNDBREAKING</b>	December 2021
<b>STRUCTURE TYPE</b>	High-Rise, Mixed-Use
<b>SOURCE</b>	Development Affiliate
<b>UNIT MIX</b>	330 Units
<b>SQ. FT.</b>	1,150,017 SF

### Underwriting

<b>EXPECTED HOLD PERIOD:</b>	44 Months
<b>PROJECTED FUND LEVEL RETURN</b>	40.84%
<b>PROJECTED EQUITY MULTIPLE</b>	4.77x
<b>PROJECT COST</b>	\$341,628,561
<b>DEBT</b>	34 Months at 8.00%
<b>FUND EQUITY</b>	\$2,000,000

# 1236 South Venetian Way

## REALIZED CASE STUDY LUXURY SINGLE FAMILY HOME DEVELOPMENT MIAMI BEACH, FL

### Asset and Market Summary

- A waterfront, luxury single-family home development project on San Marco Island in Miami. The site is on the southeastern corner of San Marco island with outstanding southwesterly views of downtown Miami.
- The Miami luxury residential real estate market has benefited from rising migration from higher taxed northern states for some time. The pandemic accelerated this trend driving a record number of high-net-worth individuals to Southern Florida's supply constrained luxury waterfront home market.

### Business Plan

- The plan calls for a building a three-story 15,360 square feet home with 9 bedrooms, 11 bathrooms, a four-car garage, an elevator, recording studio, movie theater, infinity pool, plunge pool, a third glass walled plunge pool, a rooftop terrace, and over 100 linear feet of water frontage.
- Underwriting assumed an 18-month construction period followed by sale at final certificate of occupancy.
- Gross levered returns were projected at 29.12% IRR / 1.42x multiple.

### Status at Disposition (August 2021)

- Partnership sold the site to a strategic buyer, seeking to consolidate the property with their existing adjacent property holdings realizing a 28.1% return.
- Construction financing had been secured at the time of sale with Centennial Bank at a 60% LTC (\$10.2M).



### Development Information

<b>LOCATION</b>	Miami, FL
<b>STRUCTURE TYPE</b>	Luxury Single Family Home
<b>SOURCE</b>	Development Affiliate
<b>GROSS BUILDING SIZE</b>	15,360 SF

### Underwriting

<b>HOLD PERIOD:</b>	18 Months
<b>FUND LEVEL REALIZED RETURN*</b>	28.1%
<b>PROJECT COST</b>	\$17,000,000
<b>DEBT</b>	Land Loan - 12 Months at 9.95%
<b>FUND EQUITY</b>	\$5,200,000

# Leadership Team



**DANIEL KODSI** | MANAGING PRINCIPAL, CEO

Mr. Kodsi is a real estate industry veteran with more than 30 years of experience in real estate development, capital investment, and asset management. He is recognized as an industry leader and a visionary for the development of large-scale complex mixed-use developments. Mr. Kodsi is the managing principal of Participant Capital, which he founded in 2011 as the capital arm of Royal Palm Companies, where he has held the position of CEO since 1991. In his career, he has developed over \$3.5B in completed projects and has over \$2B in the pipeline. Mr. Kodsi has delivered over 6,000 units consisting of over 10 million sq. ft. of mixed-use, master-planned communities, hotels, multi-family, and high rise residential. He has appeared as a guest on major cable business networks such as CBS World News, CNN, CNBC, MSNBC, Bloomberg News. Mr. Kodsi holds a BSBA in Real Estate Finance and a minor in Urban Planning and Architecture from the University of Miami and is a licensed general contractor.



**SERGIO MOISES** | CHIEF FINANCIAL OFFICER

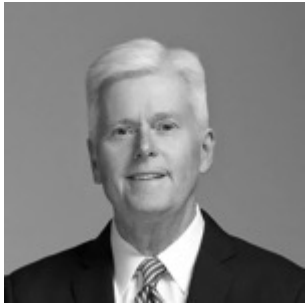
Mr. Moises has over 20 years of real estate investment and financial management experience. His experience spans real estate acquisition, development, and asset management (more than 8,000 units repositioned). Together with Mr. Kodsi, Mr. Moises is the portfolio manager for Participant Capital. As CFO, Mr. Moises manages Participant's investment strategy and related investment vehicles including capital structure formation for the firm's large scale real estate projects. He oversees financial reporting and forecasting and is Treasurer of the Investment Committee. Mr. Moises also serves as the CFO of Royal Palm Companies, LLC ("RPC"), an affiliate of Participant Capital and a leading mixed-use real estate development firm in the United States. At RPC, Mr. Moises leads the finance and accounting functions working closely with RPC's institutional capital relationships. Prior to joining the Investment Advisor and Royal Palm Companies in 2011, Mr. Moises managed multifamily real estate assets and tax lien certificate investment programs. Mr. Moises holds a master's degree in Finance from Florida International University and an undergraduate degree in Business Administration from Universidad del Norte in Barranquilla, Colombia.



**BERNARD WASSERMAN** | PRESIDENT

As President of Participant Capital, Mr. Wasserman oversees capital markets and investor relations activities and is a member of the investment committee. Mr. Wasserman has over 30 years of experience in financial services. Prior to joining Participant in 2021, he was responsible for brokerage, family office and registered investment advisor relationships in the US, Latin America and Europe for Virtus Real Estate Capital (Managing Director - Capital Development). Throughout his career, Mr. Wasserman has led product development and marketing efforts to promote complex investment products and strategies; Citigroup Global Markets Inc. (Director – Investment Product Origination); HSBC Securities (USA) Inc. (SVP – Structured Fund Products); Lehman Brothers Inc. (VP- Structured Credit Trading); and BNP Capital Markets (VP – Latin American Investment Banking). Mr. Wasserman holds a Bachelor of Science from New York University in International Marketing and Finance.

# Investment Team



**PHILIP CARROLL** | DIRECTOR - FINANCE

Philip is a Director of Finance at Participant Capital and its integrated development company, Royal Palm Companies. Philip brings over 30 years of experience in financial services to Participant Capital and is a member of the Investment Committee. Prior to joining Participant, Philip was a Senior Producer and Production Office Manager for Grandbridge Real Estate Capital. He also founded and was President of American Real Estate Capital, the commercial real estate lending subsidiary of Cincinnati insurance company. Earlier in his career, Philip was a Senior Vice President and Regional Manager in the Income Property Group of KeyBank Real Estate Capital and a construction lender for Bank of America. Philip holds a Bachelor of Science in Business Administration from Georgetown University.



**JERRY PIRO** | DIRECTOR - DEVELOPMENT

Jerry is a Director of Development at Participant Capital and its integrated development company, Royal Palm Companies. Jerry is a member of the Participant Capital Investment Committee and brings over over 20 years of experience in development, design, and construction to the firm. During his long career, Jerry has completed over \$10B worth of real estate projects in the U.S, Europe, Canada, Mexico, Asia, and UAE. Prior to joining Participant Capital and Royal Palm Companies, Jerry held several senior development roles at major development companies (Executive Vice President at Wangard Partners, Senior Vice President of Design & Construction at the Trump Organization, Corporate Vice President of Design & Construction at Gaylord Entertainment, and Senior Vice President of Design & Construction at Wyndham Worldwide). Jerry holds a Bachelor's and Master's degree in Architecture and Construction Management from the University of Illinois, and completed post graduate education in Finance, Real Estate and Business. He is also a professionally licensed architect and contractor.



**MICHAEL PAYSON** | SENIOR ASSOCIATE – INVESTMENT MANAGEMENT

Michael is a Senior Associate on the investment team and a non-voting member of the investment committee. Michael joined Participant in 2019. Prior to joining Participant, Michael was a research analyst at Moody's in New York City. At Moody's, Michael covered over 350 real estate, industrial infrastructure, higher education, and healthcare issuers. Michael graduated from Elon University with a Bachelor's degree in Business Administration with a concentration in finance.

# Legal Disclaimers

For Broker Dealer & Financial Advisor Use Only. This presentation is not intended for distribution to, or use by, any person or entity in any jurisdiction or country where such distribution or use is contrary to local law or regulation. This presentation does not constitute an offer to sell or solicitation of an offer to buy securities. Any such offer will be made only by means of the Private Placement Memorandum ("PPM") and other relevant offering documents of the particular Participant Fund (the "Partnership" or the "Fund"), and will be subject to the terms and conditions contained therein. Please refer to the PPM for a detailed discussion of the fees, terms and risks associated with an investment in the Partnership. Participant Capital, LLC is a Florida Limited Liability Company. Participant Capital seeks to participate in projects with an experienced developer. Other expenses, such as fees and expenses associated with the operation of an investment through which investors participate, may affect investors actual cost basis. Past Performance is not indicative of future results. \*Forward-looking statements only. Potential loss of some or all investment capital may occur. \*Information, timeline and data related to the above real estate investment is as of Q1 2022 is based on certain projections and assumptions regarding the underlying real estate project and is in summary form, and is subject to change without notice. Such information is based on sources that the Manager believes to be reliable, however there is no guarantee that such real estate project will be successfully completed as described herein. This disclaimer applies to Participant Capital presentations and any documents, information or opinions obtained from or ancillary to the presentations. You are advised to read this disclaimer carefully before accessing, participating in, reading or making any other use of a Participant Capital presentation. Participant Capital makes no representations or warranties about the accuracy or suitability of information provided in the presentation and related materials (such as hand-outs, presentation documents and recordings). The information contained in the presentation and related materials are not intended to constitute advice of any kind of investment advice, or other professional services. Registering for a presentation only constitutes an agreement to attend, not a contract for consultancy or advice. Registration does not establish any contractual relationship with Participant Capital. The opinions expressed in a presentation are those of the author(s) only, and may not necessarily represent the views of any U.S. government agency. To the extent permitted by law, Participant Capital and its representatives and experts exclude any and all liability for any loss, claim or damage, cost or expense, including any indirect or consequential damages or lost profit, whether arising in negligence or otherwise, suffered in connection with the access to, participation in, or use of the presentation by you or any other person. By watching this presentation, you acknowledge that the information and materials contained in the presentation may contain inaccuracies or errors. The content of the information provided in the presentation is for your general information and use only. It is subject to change at any time and without notice. The presentation may include links to other resources or websites. These links are provided for your convenience only and do not signify that Participant Capital endorses, approves, or makes any representation or claim regarding the accuracy, copyright compliance, legality, or any other aspects of, the resource(s) or website(s). This document is being provided on a confidential basis for illustration and discussion purposes only. It is not intended to be, nor should it be construed or used as, investment, tax or legal advice, any recommendation or opinion regarding the appropriateness or suitability of any investment or strategy. This document, inclusive of all materials and information provided herewith and in relation to this document, is confidential and proprietary. The reproduction of this document in whole or in part is strictly prohibited. You are not permitted to make this document or the information contained herein or the information provided to you available to any third parties except with the express written consent of Participant Capital Advisors, LLC (the "Manager"), or as required by law. This document is not intended for distribution to, or use by, any person or entity in any jurisdiction or country where such distribution or use is contrary to local law or regulation. This document does not constitute an offer to sell or solicitation of an offer to buy securities. Any such offer will be made only by means of the Private Placement Memorandum ("PPM") and other relevant offering documents of the Participant Capital Growth Fund, LP (the "Partnership" or the "Fund"), and will be subject to the terms and conditions contained therein. Please refer to the PPM for a detailed discussion of the fees, terms and risks associated with an investment in the Partnership. The distribution of the PPM and other relevant offering documents may be restricted in certain jurisdictions, and will only occur in such jurisdictions if and when the legal requirements of such jurisdictions have been satisfied. Investing in the Partnership involves significant risks not associated with other investment vehicles and is suitable only for persons of adequate financial means who have no need for liquidity. There can be no assurances or guarantees that: (i) the Partnership's investment strategy will prove successful, or (ii) investors will not lose all or a portion of their investment in the Partnership. An investor should consider the Partnership as a supplement to an overall investment program and should only invest if willing to undertake the risks involved. Investors who are subject to income tax should be aware that an investment in the Partnership is likely (if the Partnership is successful) to create taxable income or tax liabilities in excess of cash distributions to pay such liabilities. Past performance is no guarantee of future results. The Partnership has a limited operating history. There can be no assurance that either investment-level or Partnership-level targeted returns will be realized or that periodic distributions will be made. The Partnership's investments will be subject to the risks inherent in investments in and/or ownership in real estate assets. These risks include, but are not limited to, the burdens of ownership of real property, adverse changes to general and local economic conditions, the supply and demand for properties, fluctuations in occupancy and rates, the financial resources of tenants, changes in environmental and other laws and other variables as outlined in the PPM. The Partnership's investments may also be adversely affected if the property managers employed by the Partnership perform inadequately or are not adequately supervised by the Partnership. Because the Partnership may participate in a limited number of investments, the aggregate Partnership returns may be adversely affected by the unfavorable performance of even a single investment. In addition, the diversification of the Partnership's investments could be even further limited to the extent the Partnership invests a significant portion of its capital in a transaction and is unsuccessful in selling of that Investment. The real estate market can be relatively illiquid at times, which may limit the ability of the Partnership to sell an asset. CERTAIN INFORMATION CONTAINED IN THIS DOCUMENT CONSTITUTE FORWARD-LOOKING STATEMENTS, WHICH CAN BE IDENTIFIED BY THE USE OF FORWARD-LOOKING TERMINOLOGY, SUCH AS "MAY," "WILL," "SHOULD," "EXPECT," "ANTICIPATE," "TARGET," "PROJECT," "ESTIMATE," "INTEND," "CONTINUE," OR "BELIEVE," OR THE NEGATIVES THEREOF OR OTHER VARIATIONS THEREON OR COMPARABLE TERMINOLOGY. SUCH STATEMENTS ARE NOT GUARANTEES OF FUTURE PERFORMANCE OR ACTIVITIES. DUE TO VARIOUS RISKS AND UNCERTAINTIES, ACTUAL EVENTS OR RESULTS OR THE ACTUAL PERFORMANCE OF THE PARTNERSHIP MAY DIFFER MATERIALLY FROM THOSE REFLECTED OR CONTEMPLATED IN SUCH FORWARD-LOOKING STATEMENTS. The statements in this document are based on information (including from third-party sources) that is considered to be reliable as of the date on which this document is delivered, and includes certain good faith assumptions by the Manager. However, given the volatile nature of the real estate sector, such information may or may not continue to be accurate, and the Manager assumes no obligation to update or otherwise revise such information. There is no guarantee that the underlying real estate projects described herein will be successfully completed as described. Additionally, this document does not purport to be comprehensive or free from error, omission or misstatement and the Partnership and its advisors make no representations or warranties as to the accuracy, reliability or completeness of any information contained herein. The Partnership reserves the right to alter or amend any information contained or opinion expressed herein and without notice. This document does not take into account the investment objective, financial situation or particular needs of any individual entity. Liability for all statements and information contained in this document is, to the greatest extent permissible by law, excluded. **Any investment in the Partnership represents a speculative investment, involves a high degree of risk and may result in a total loss of investment.** Participant Capital Advisors, LLC is an investment adviser registered with the Securities and Exchange Commissions (SEC) which does not imply endorsement or approval. We do not provide legal or tax advice. Investing involves risks, including loss of principal. Past performance does not guarantee future results. SEC registration does not imply a certain level of skill or training. For additional important information view our ADV Brochure, found here: [www.adviserinfo.sec.gov/firm/summary/304859](http://www.adviserinfo.sec.gov/firm/summary/304859)



**PARTICIPANT CAPITAL**  
1.800.581.7227  
PARTICIPANTCAPITAL.COM

©2022 Participant Capital Advisors, LLC. All rights reserved.

**Stay Connected.**

