



FAIR WINDS

EQUITY FUND-1



## INTRODUCING THE FAIR WINDS EQUITY FUND (FWEF-1)!

PROVIDING IMMEDIATE CASH FLOW AND EQUITY UPSIDE THROUGH THE PURCHASE OF VALUE-ADD COMMERCIAL MULTI-FAMILY PROPERTIES IN TOP PERFORMING SOUTHEASTERN ECONOMIES.

**17.5%+** TARGET AAR

**6%** PREFERRED RETURN

**2.0X** TARGET EQUITY MULTIPLE

**100%** INVESTMENT RETURNED  
BY YEAR 6

**EXIT** YEAR 8

**844** CASH FLOWING UNITS  
CLOSING JUNE 2021

**[WWW.FWCINVESTMENTS.COM](http://WWW.FWCINVESTMENTS.COM)**





# ABOUT FAIR WINDS CAPITAL INVESTMENTS

## A HISTORY:

### THE NAME AND THE TEAM

FAIR WINDS, A PHRASE SAID BETWEEN SHIPMATES IN THE NAVY, MEANS "I WISH YOU A SAFE AND PROSPEROUS JOURNEY."

FOUNDED BY NAVY AND MARINE CORPS OFFICERS, FAIR WINDS MODELS OUR BUSINESS GOALS FROM THIS PHRASE.

WHILE NO INVESTMENT IS EVER TOTALLY SAFE, WE STRIVE TO THINK OF ANY POSSIBLE RISKS AND THE STRATEGIES TO MITIGATE THOSE RISKS DERIVED FROM DECADES OF COLLECTIVE REAL ESTATE EXPERIENCE.

# WHAT IS FAIR WINDS CAPITAL INVESTMENTS?

WE ARE A COMMERCIAL MULTI-FAMILY  
REAL ESTATE FIRM THAT ACQUIRES  
UNDER-PERFORMING PROPERTIES WITHIN  
OVER-PERFORMING ECONOMIES OF THE  
SOUTHEASTERN UNITED STATES.

WE OVERHAUL THE PHYSICAL CONDITIONS  
AND/OR MANAGEMENT SYSTEMS TO  
INCREASE THE PROPERTY'S VALUE.

WE THEN SEEK TO REFINANCE OR EXIT THE  
DEAL TO RETURN INVESTMENTS AND  
PROFIT TO OUR INVESTORS.



# FAIR WINDS CAPITAL INVESTMENTS BOARD OF DIRECTORS



JONATHAN NEW

DIRECTOR



COREY CHONSKY

DIRECTOR  
COMMERCIAL REAL ESTATE



VADIM REY

DEPUTY DIRECTOR

# KEY PARTNERS



JIM BIGGS

CO-SPONSOR

FOUNDER GOB NETWORK



KIMRA HOLCOMB

CEO

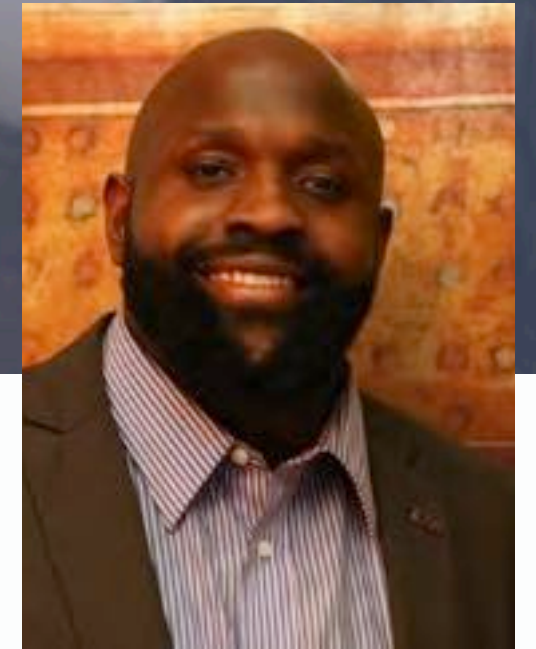
VICINIA PROPERTY MANAGEMENT



MELVIN FEREBEE III, ESQ

SEC ATTORNEY

THE FEREBEE GROUP



LARRY PENDLETON

ACCOUNTANT

PC FINANCIAL SERVICES



# **JIM BIGGS CO-SPONSOR**

**GOB FOUNDER AND OUR FUND'S CO-SPONSOR, JIM BIGGS HAS OVER 23 YEARS OF COMMERCIAL REAL ESTATE EXPERIENCE, SPONSORED FIVE CURRENTLY ACTIVE HUD/FREDDIE/FANNIE DEALS, AND IS A PARTNER IN 1,208 COMMERCIAL MULTI-FAMILY APARTMENT UNITS ACROSS THE SOUTHEAST.**

**THE GOB NETWORK IS A 202+ PERSON NATIONAL COMMUNITY OF EXPERIENCED MULTIFAMILY OPERATORS, INVESTORS, ACCOUNTANTS, BROKERS, ANALYSTS, ATTORNEYS, MARKETERS, LENDERS, ASSET MANAGERS, AND REAL ESTATE DEVELOPERS.**

## OUR EXPERIENCED TEAM

\$106M

RENOVATIONS  
COMPLETED

601

UNITS UNDER ASSET  
MANAGEMENT

9

ACTIVE SYNDICATION  
SPONSORSHIPS

3,858

UNITS UNDER PROPERTY  
MANAGEMENT

65

REAL ESTATE TRANSACTIONS  
IN PREVIOUS YEAR

60

COMBINED YEARS OF  
REAL ESTATE INVESTING  
EXPERIENCE

66

COMBINED YEARS OF  
MILITARY LEADERSHIP  
EXPERIENCE

100%

DEALS EXCEEDING  
PROFORMA

# FAIR WINDS BY THE NUMBERS

ALTHOUGH FOUNDED IN 2020, FAIR WINDS CAPITAL IS COMPRISED OF A GROUP OF TOP PERFORMERS BOTH IN THEIR MILITARY AND INVESTING CAREERS. HAVING WORKED TOGETHER ON OTHER VENTURES, THE BOARD OF DIRECTORS BRINGS A SYNCHRONIZED VISION TO THEIR INVESTMENTS.

WE HAVE PARTNERED WITH THE ABSOLUTE TOP PROFESSIONALS IN THEIR FIELDS TO MAXIMIZE CHANCES FOR SUCCESS IN EVERY ASPECT OF A PROJECT.





# TARGET MARKETS

## **GROWING ECONOMY**

SOUTHEAST IS HOME TO SEVERAL THRIVING MARKETS WHILE NOT HYPER-INFLATED

## **ACCESSIBLE**

THE TEAM IS LOCATED BETWEEN VA, AL, AND FL FOR QUICK ACCESS TO ASSETS

## **MARKET FAMILIARITY**

THE TEAM HAS SPENT MOST OF THEIR LIVES IN THE SOUTHEASTERN STATES

# THE FAIR WINDS TARGET MARKETS AND SUBMARKETS

VIRGINIA - HAMPTON ROADS / RICHMOND

NORTH CAROLINA - RALEIGH / DURHAM / CHARLOTTE

SOUTH CAROLINA - CHARLESTON

GEORGIA - ATLANTA / AUGUSTA / SAVANNAH

ALABAMA - HUNTSVILLE / BIRMINGHAM / AUBURN / MOBILE

FLORIDA - JACKSONVILLE / TALLAHASSEE / ORLANDO



CURRENT FAIR WINDS LOCATIONS

HAMPTON ROADS, VIRGINIA / MACON, GEORGIA



# ACQUISITION GUIDELINES

## ECONOMY

- ZIP CODE INCOME AVG OVER \$45K
- OVER 1.5% YOY JOB GROWTH
- OVER 3.5% YOY RENT GROWTH
- 3 MAJOR EMPLOYMENT CENTERS
- AVERAGE HOME PRICES OVER \$155,000

## POPULATION

- OVER 75,000 WITHIN 10 MILES
- OVER 1.2% YOY GROWTH BY ZIP CODE

## COMMUNITY

- EASY HIGHWAY ACCESS
- WITHIN 5 MIN OF GROCERY / FOOD
- WITHIN 1 HOUR OF MAJOR AIRPORT / MSA
- B / C+ NEIGHBORHOOD, TRENDING UP
- STRONGLY RATED SCHOOL SYSTEMS
- LOW VIOLENT CRIME STATISTICS

## VALUE ADD (EXAMPLES)

- VACANCY OVER 25%
- EXPENSE RATIO OVER 60%
- RENTS OVER \$150 BELOW MARKET
- NOT CAPTURING "OTHER" INCOME
- OWNER PAID UTILITIES

## PERFORMANCE

- 100% CAPITAL RETURN BY YEAR 5
- AVERAGE ANNUAL RETURN OVER 20%
- DSCR OVER 1.25X

## PROPERTY

- OVER 70 UNITS
- TOWNHOME OR GARDEN STYLE
- ONSITE MANAGEMENT
- UNDER 30% ONE BEDROOM MIX
- C+ CLASS PROPERTY OR BETTER
- AMENITIES ON SITE
- ABLE TO ADD WASHER/DRYERS

TOTAL RAISE TARGET  
JULY 2021

80%

INVESTOR EQUITY SPLIT  
WATERFALL

INVESTOR PREFERRED RETURN

6 YEARS

100% RETURN OF CAPITAL

DIVIDENDS RECEIVED

2.0X+

EQUITY MULTIPLE

AVERAGE ANNUAL RETURN  
TARGET

17.5%+

INTERNAL RATE OF RETURN  
TARGET

CASH ON CASH YEAR 1

# TERMS EXPLAINED

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1

## EQUITY SPLIT

80% OF ALL CASH FLOW AND PROCEEDS GO TO INVESTORS

2

## PREFERRED RETURN

6% RETURN ON INVESTMENT IS PAID BEFORE MANAGERS TAKE THEIR SPLIT

3

## RETURN OF CAPITAL/DIVIDENDS

100% OF CAPITAL RETURNED TO INVESTORS AT THE END OF 6 YEARS. INVESTORS RECEIVE DIVIDENDS FOR 2 ADDITIONAL YEARS AFTER RETURN OF CAPITAL.

4

## WATERFALL

EQUITY SPLIT CHANGES AT SPECIFIED BENCHMARKS TO MOTIVATE MANAGER PERFORMANCE

5

## EQUITY MULTIPLE

TARGET PROFIT TO INVESTMENT RATIO. 2.0X MEANS \$100,000 GETS \$200,000 OF PROFIT BY THE END OF THE FUND'S LIFE (8 YEARS)

6

## INTERNAL RATE OF RETURN

MEASURED RETURN ON INVESTMENT BASED ON AMOUNT OF TIME CAPITAL IS HELD. \*\*\*WE PROJECT HIGHER THAN ADVERTISED TARGETS.

# WATERFALL - YOU WIN FIRST, WE ALL WIN SECOND

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THE IDEA HERE IS TO PRIMARILY VALUE THE INVESTOR'S RETURNS WHILE REWARDING THE MANAGEMENT COMPANY FOR PROVIDING TOP OF THE INDUSTRY RETURNS.

1

6% PREF

INVESTORS MAKE 6% RETURN BEFORE MANAGERS TAKE ANY PROFIT FROM NET CASH FLOW

2

80/20 SPLIT TO 18% IRR

INVESTORS GET 80% OF NET CASH FLOW UNTIL 18% IRR IS ACHIEVED

3

50/50 SPLIT BEYOND 18% IRR

INVESTORS AND MANAGERS SPLIT NET CASH FLOW EQUALLY AFTER INVESTORS REACH AN 18% IRR.

# WAYS THAT WE EARN YOUR RETURNS



SPONSORSHIP  
OUR PRIMARY EFFORT  
IN REAL ESTATE



LIQUIDITY /  
NET WORTH  
KEY PRINCIPAL



MENTORSHIP  
EXPERIENCE  
KEY PRINCIPAL



EMD LENDING  
RECYCLED BACK  
TO THE FUND AT  
CLOSING



ASSET AND  
BUSINESS PLAN  
MANAGEMENT

# OUR EFFORTS FOR RETURNS - EXPLAINED

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1

## SPONSORSHIP

WE LOCATE, ACQUIRE, RENOVATE, MANAGE, AND ULTIMATELY EXIT DEALS WITH ENTIRELY IN-HOUSE NET WORK AND RESOURCES.

2

## KEY PRINCIPAL

LENDERS REQUIRE CERTAIN EXPERIENCE, NET WORTH, AND LIQUIDITY TO QUALIFY FOR LOANS. WE WILL FULFILL THAT FUNCTION FOR OTHER SPONSORS.

3

## EARNEST MONEY DEPOSIT (EMD) LENDING

ACQUISITIONS REQUIRE EARNEST MONEY DEPOSITS. WE WILL PROVIDE SHORT TERM LOANS TO FULFILL THIS NEED IN RETURN FOR EQUITY POSITIONS IN OTHER SYNDICATIONS.

4

## ASSET MANAGEMENT

WE PROVIDE ASSET MANAGEMENT SERVICES TO OTHER PROJECT SPONSORS IN RETURN FOR FEES AND EQUITY POSITIONS IN THEIR DEALS.



# FUND VS SYNDICATION

1

**TIED TO  
SPECIFIC  
PROPERTY**

2

**RISK  
DIVERSIFICATION**

3

**TAX BENEFITS**

4

**INVESTOR CONTROL  
OF CAPITAL  
ALLOCATION**

5

**ACQUISITION  
CAPABILITY**



FUND

NO

DIVERSIFIED  
ACROSS SEVERAL  
PROPERTIES

YES

NOT  
DIRECTLY

HIGH  
(CASH ON HAND)



SYNDICATION

YES

ALL RISK IN  
ONE PROPERTY

YES

DIRECT

LOW  
(CASH TO BE RAISED)

# FUND ACQUISITIONS PROCESS



FULLY FUNDED  
MAY 2021



CLOSE INITIAL  
DEALS



ACQUIRE DEALS  
THAT ALIGN WITH  
ADVERTISED  
PARAMETERS



DEALS REFINANCE,  
CAPITAL IS  
REINVESTED INTO  
NEW PROPERTIES

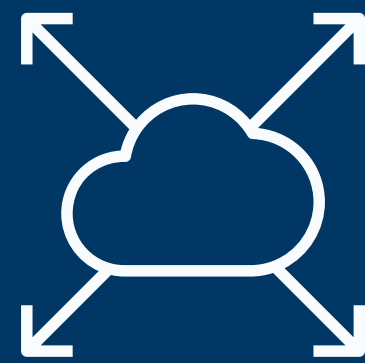


PROPERTIES SELL,  
PROCEEDS ARE  
SPLIT AMONGST  
GP/LP

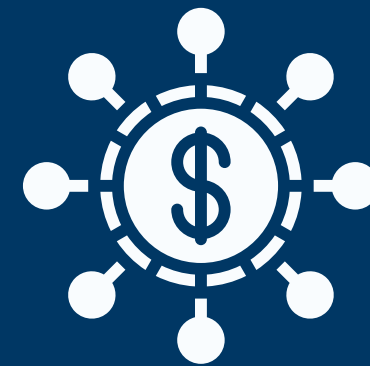
# FUND CAPABILITIES



IMMEDIATELY  
DEPLOYABLE CAPITAL  
TO COMPETE FOR  
BEST DEALS



NUMEROUS ENTRY  
STRATEGIES INTO  
DEALS (KP / EMD)



DIVERSIFY  
RETURNS TO  
MITIGATE RISK



ACCESS TO ROBUST  
OFF MARKET  
CAMPAIGNS



QUARTERLY DIVIDENDS  
YEAR 1  
MONTHLY DIVIDENDS  
YEARS 2-8

# INITIAL ACQUISITIONS

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844 UNITS  
\$54.6M INITIAL VALUE  
TWO THRIVING MARKETS



## 654 UNIT PORTFOLIO

MACON/WARNER ROBINS, GA

FIVE PROPERTIES  
LIGHT CONSTRUCTION / HEAVY  
MANAGEMENT VALUE ADD



## J NEW INVESTING PORTFOLIO

HAMPTON ROADS, VA

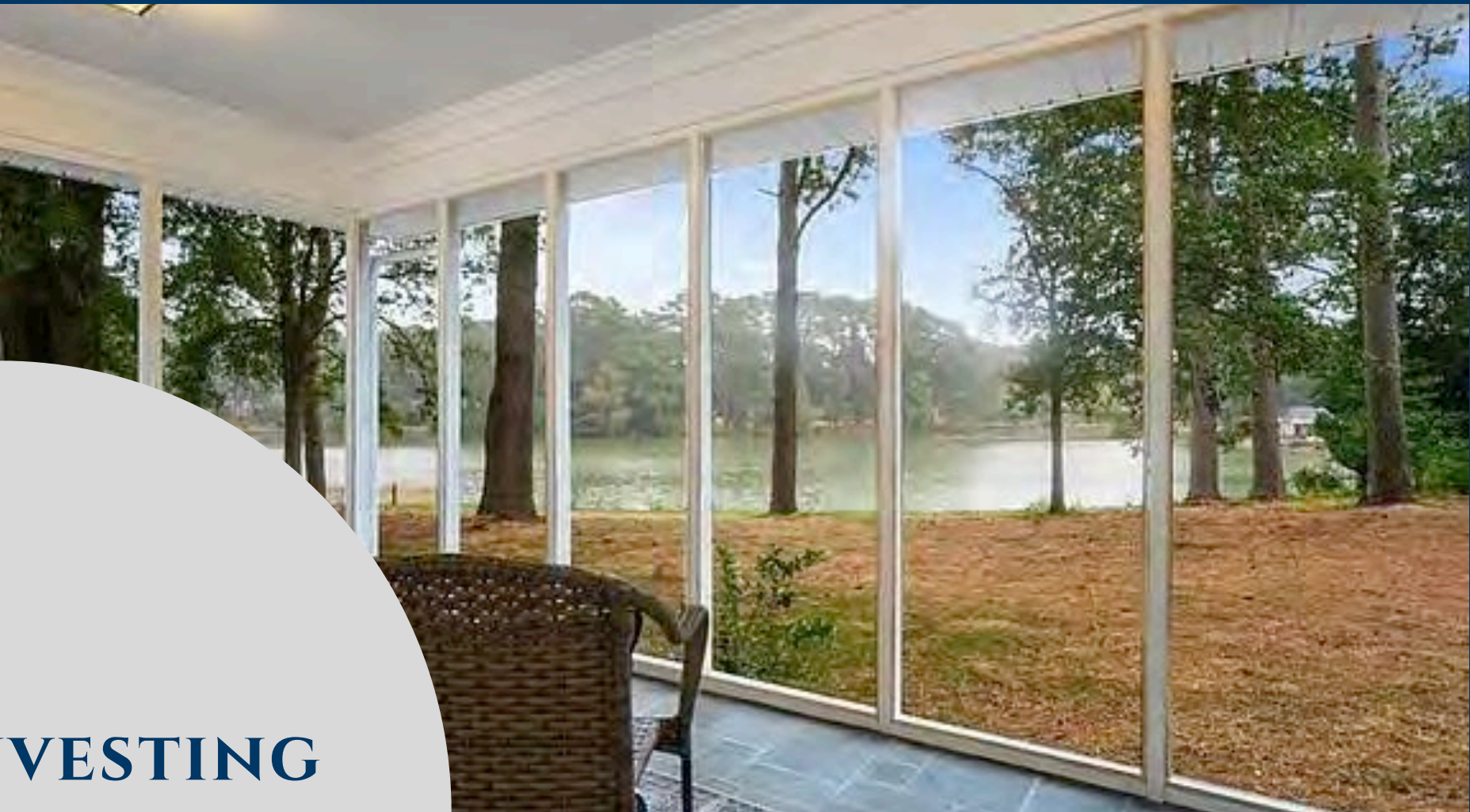
RESIDENTIAL AND COMMERCIAL  
STABILIZED AND CASH FLOWING



## HAMPTON ROADS OFFERINGS

OWNERSHIP IN 66 UNITS

HEAVY CONSTRUCTION AND  
MANAGEMENT VALUE ADD DEALS  
WITH IMMENSE UPSIDES



## J NEW INVESTING

OWNERSHIP RIGHTS OF 163 UNITS  
ACROSS 16 PROPERTIES





## J NEW INVESTING KEY POINTS

OCCUPANCY - 94%

GROSS INCOME - \$156,000

EXPENSES - \$41,500

YEARLY PROFORMA NOI - \$140,000

TOTAL EQUITY - \$919,000

PURCHASE PRICE - \$600,000



# 654 UNIT PORTFOLIO

FIVE PROPERTIES IN B AND C+ AREAS  
EXCEPTIONAL COMMUNITY APPEAL





## 654 UNIT PORTFOLIO KEY POINTS

YEARLY

OCCUPANCY - 84%

GROSS INCOME - \$6.3M

EXPENSES - \$3.49M

YEARLY PROFORMA NOI - \$3.96M

PURCHASE - \$45.5M

TOTAL EQUITY - \$12M



  
VILLAGE SOUTH  
A PARTMENT HOMES  
478-225-2080







**HAMPTON ROADS  
OFFERINGS**

66 UNITS ACROSS TWO QUICKLY  
EMERGING SUBMARKETS OF  
HAMPTON ROADS



## HAMPTON ROADS KEY POINTS

OCCUPANCY - 92%

GROSS INCOME - \$604,000

EXPENSES - \$319,000

YEARLY PROFORMA NOI - \$387,000

TOTAL VALUE - \$6.4M

TOTAL EQUITY - \$2.05M

INVESTMENT - \$650,000

# INVESTMENT BREAKDOWN

## USES OF THE \$30M FUND

MACON / WARNER ROBINS 654 UNIT - \$12M

NEW ACQUISITIONS - \$14M

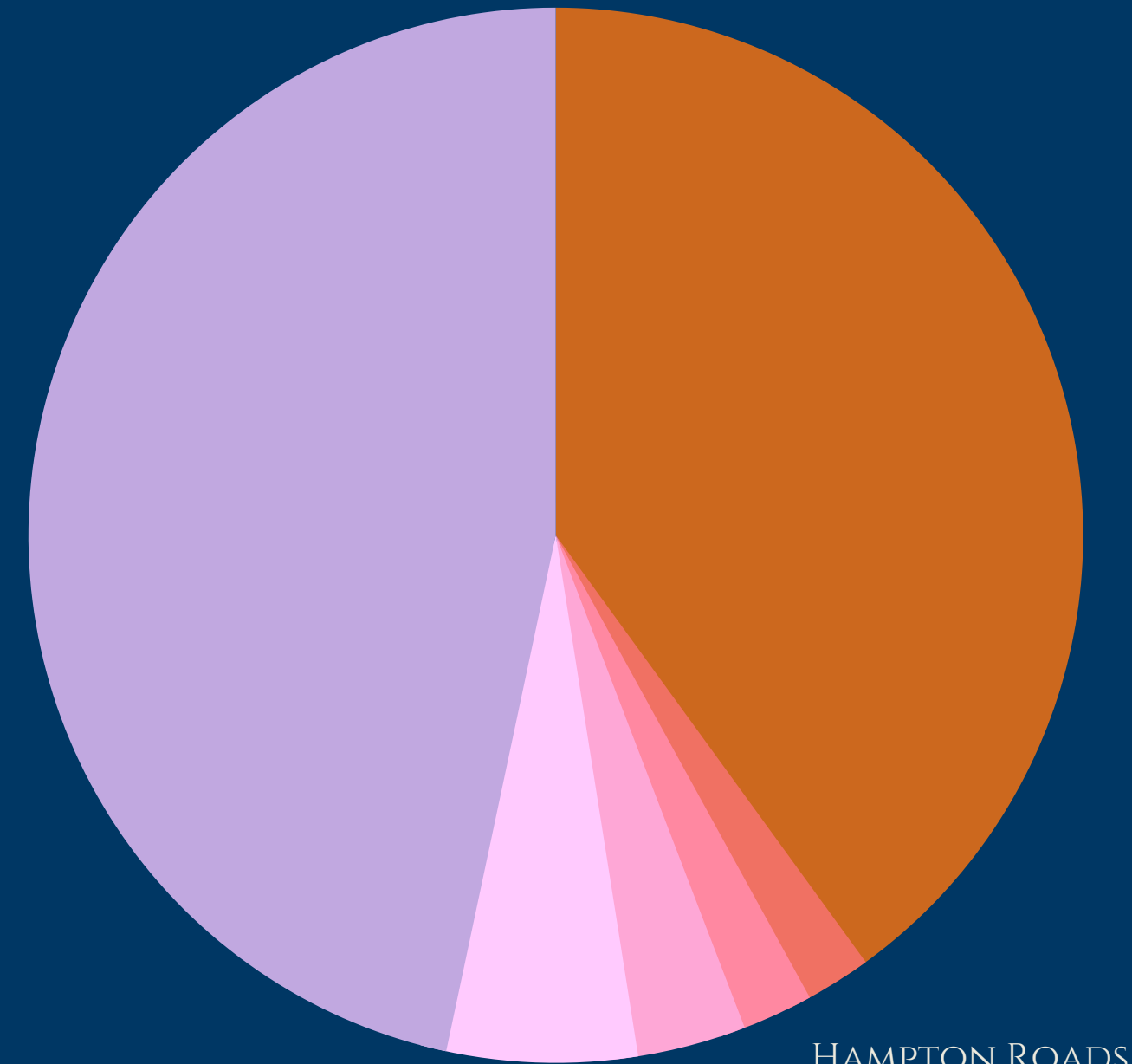
LIQUIDITY - \$1.5M

HAMPTON ROADS OFFERINGS - \$650,000

START UP COSTS- \$1,000,000

J NEW INVESTING - \$600,000

NEW ACQUISITIONS  
46.7%



654 UNIT PORTFOLIO  
40%

LIQUIDITY  
5.8%

HAMPTON ROADS  
2.2%

# FEES AND CARVE OUTS

## FUND START UP COSTS

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LEGAL  
INITIAL MARKETING  
FINANCIAL AUDIT  
BROKER / DEALER SERVICES

## INDIVIDUAL PROPERTIES

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ACQUISITION - 2% PURCHASE  
ASSET MANAGEMENT - 2% NET INCOME  
CONSTRUCTION - 1% PURCHASE IF OVER \$1M REHAB  
SALES TRANSACTION - 2% VALUE

## LP ALWAYS FIRST

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NO GP SPLIT UNTIL PEF IS MET  
NO BACK END FEES UNTIL AAR/MULTIPLIER ARE MET  
LP CAPITAL IS RETURNED BEFORE GP CAPITAL  
PEF RETURNS NOT MET ARE MADE UP THE NEXT YEAR

## MANAGER CONTRIBUTIONS

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5% REQUIRED CAPITAL TO CLOSE WILL COME FROM GP  
J NEW INVESTING LEAVING \$319K EQUITY INTO FUND  
EMD AND DUE DILIGENCE PROVIDED BY GP  
WE GUARANTEE THE LOANS - OUR NET WORTH AT RISK

# RETURNS BREAKDOWN

YEARLY INCOME (AVERAGE)

\*BASED ON YEAR OVER YEAR RETURNS

\*\*PROJECTED BASED ON HISTORICAL APPLICATIONS  
OF UNDER WRITING AND ASSET MANAGEMENT

\*\*MACON / WARNER ROBINS 654 UNIT - \$2,470,000

\*HAMPTON ROADS OFFERINGS - \$143,000

\*J NEW INVESTING - \$115,000

\*\*NEW ACQUISITIONS (\$14M AT 15% AAR) - \$2,250,000

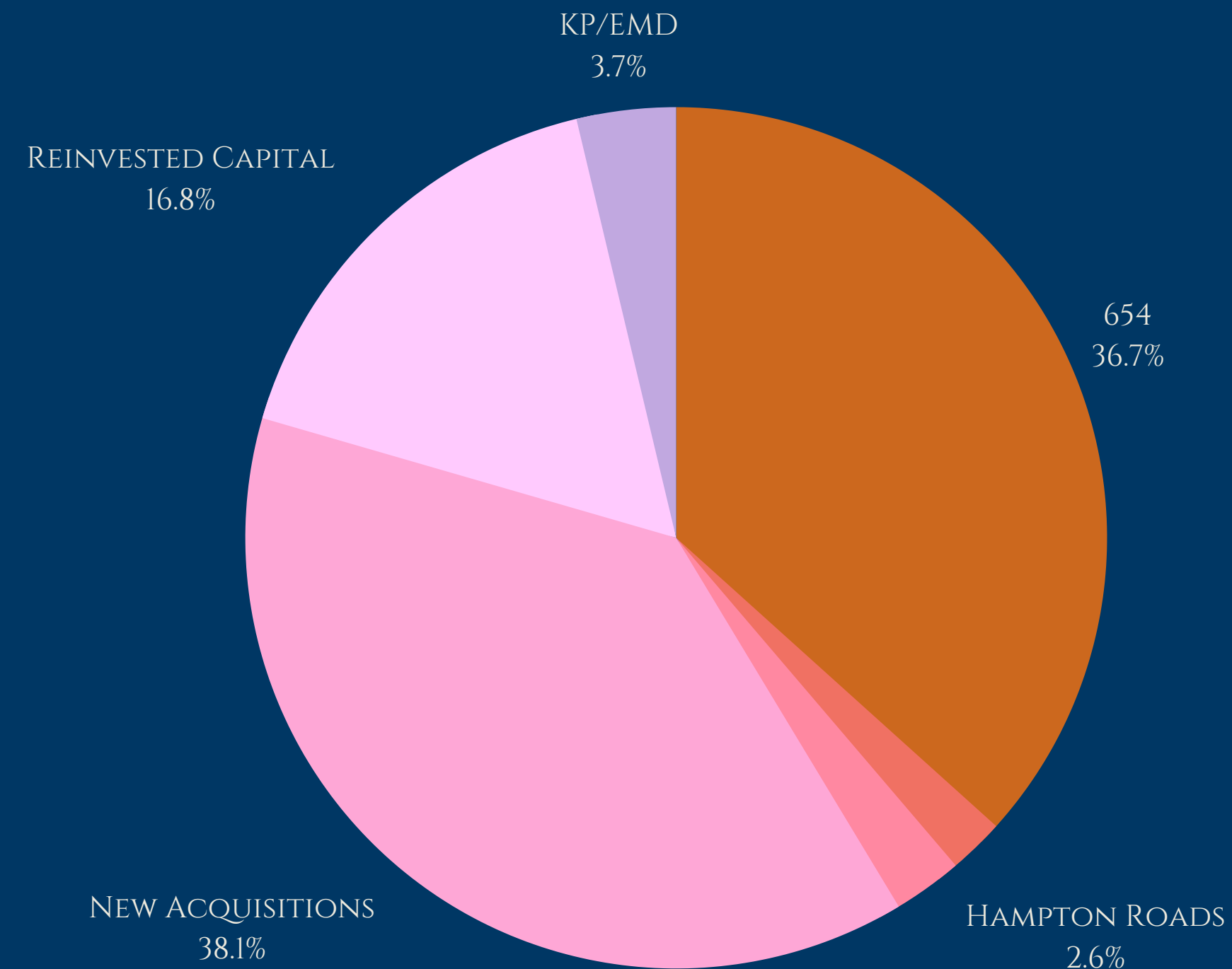
\*\*REINVESTED CAPITAL FROM REFINANCE - \$975,000

\*\*EMD (5-10% OF A DEAL'S GP) - \$55,000

\*\*KP (30% OF A DEAL'S GP) - \$150,000

TOTAL AVG YEARLY RETURN TO INVESTORS - \$6,158,000


TOTAL AAR = 20.05% (ADVERTISED TARGET = 17.5%)



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# FUTURES ASSUMPTIONS

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- \*REFINANCE MACON / WARNER ROBINS AT YEAR 3 - 75% LTV TO PULL OUT \$8M FOR REDEPLOYMENT
  - \*BECOME EMD / KP PARTNERS IN ONE DEAL ONLY. WE WILL STRIVE TO BE IN MORE.
  - \*NEW ACQUISITIONS FALL SHORT OF FAIR WINDS' PROFORMA PERFORMANCE CRITERIA BY 25%
  - \*NEW ACQUISITIONS NOT MODELED OUT FOR A REFINANCE
  - \*CAP RATE EXPANSION YEAR BY YEAR
  - \*DELINQUENCY RATE INCREASE DURING INITIAL MANAGEMENT CHANGE
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# HOW TO INVEST INTO FWEF-1

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IN ORDER TO INVEST, UNACCREDITED INVESTORS MUST INVEST THROUGH OUR THIRD PARTY PLATFORM WITH SILICON PRAIRIE WHILE ACCREDITED INVESTORS MAY INVEST THROUGH EITHER SILICON PRAIRIE OR THE FAIR WINDS CAPITAL INVESTMENTS PORTAL.

\*BOTH MUST READ THROUGH OUR PRIVATE PLACEMENT MEMORANDUM PRIOR TO WIRING SUBSCRIPTIONS

1. E-QRP / SDIRA / SOLO 401-K / TSP
  2. WHOLE LIFE INSURANCE
  3. SAVINGS
  4. PRIVATE EQUITY
  5. \$500 MINIMUM INVESTMENT = ALL MAY INVEST!
  6. WHILE 1031-EXCHANGES CANNOT BE APPLIED TO THE FUND, WE CAN APPLY THE EXCHANGE TOWARDS INDIVIDUAL PROPERTIES
- 
- A hand is shown dropping a coin into a piggy bank. The piggy bank is white and has a coin slot on its back. The background is a dark, textured surface.

# GET IN TOUCH WITH US

FOR INQUIRIES OR FOLLOW-UPS

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WEBSITE

[WWW.FWCINVESTMENTS.COM](http://WWW.FWCINVESTMENTS.COM)

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